



Investor Release

Lux Industries reports Q3 & 9MFY18 Results

January 20, 2018, Kolkata - Lux Industries Limited, one of India's largest hosiery producer and exporter announced its Unaudited Standalone Financial Results for the Quarter and Nine Months ended 31st December, 2017.

Key Standalone Financial Highlights are as follows:

Particulars (Rs. Crs.)	Q3 FY18	Q3 FY17	Y-o-Y	9M FY18	9M FY17	Y-o-Y
Total Revenue	297.54	231.31	29%	783.38	679.70	15%
EBITDA	37.14	28.28	31%	98.14	82.20	19%
EBITDA Margin (%)	12.48%	12.23%	26 bps	12.53%	12.09%	43 bps
Profit After Tax	18.46	14.07	31%	47.47	40.60	17%
PAT Margin (%)	6.20%	6.08%	12 bps	6.06%	5.97%	9 bps

Commenting on the Industry Trends, Mr. Ashok Kumar Todi, Chairman said, "We witnessed the rollout of India's groundbreaking fiscal reform i.e. GST with effect from 1st July, 2017 which is transforming India into a single marketplace. This is good news for organized players like us. During this quarter, we have been able to grow by 29%. We have seen consolidation in the innerwear industry and we have been able to take the market share from the unorganised sector. There are huge opportunities for our products and our endeavour is to continuously provide new products which are fashionable with highest quality and comfort.

During the quarter, we have acquired through our Wholly Owned Subsidiary (Artimas Fashions Pvt.Ltd.) the manufacturing and marketing rights of Indian Cricket Team Captain Virat Kohli's brand One8 known for its innovative and customer-demand driven product offerings. These products under the One8 brand name will be created in collaboration with Lux Industries, who will provide their knowledge and expertise in manufacturing, designing, marketing and retail for the brand."



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Commenting on the results, Mr. Pradip Kumar Todi, Managing Director said, "It gives me immense pleasure to share with you our Q3 FY18 Results. Our company has achieved a Total Revenue of Rs.298 Crores, EBITDA of Rs. 37 Crores and PAT of Rs.18 Crores. We have been able to improve our EBITDA Margins and PAT Margins to 12.48% and 6.20% respectively. We have seen excellent growth in the quarter which was driven by volumes and by continuously looking to penetrate the under penetrated markets in our country. Our new manufacturing facility at Dankuni is now running at optimum utilizations, combining with cost efficiency measures have helped us improve our margins. We have the lowest conversion cost while manufacturing hosiery in our industry. We are well placed to capitalise the ongoing upturn in the hosiery industry and we expect high growth in the future."

About Lux Industries Limited

Lux Industries Limited, incorporated in 1995 is one of the largest players in the hosiery business having a market share of ~20% of the organised industry. Products include Men's, Women's & Kids Innerwear, Winterwear, Socks & Slacks for Women in varied colors and designs. The company has ~5,000 SKU's under various Brands and Sub Brands of LUX. With focus on growing exclusive retail outlets and in providing customers with a seamless buying experience, the company's products are available in ~4,50,000 retail points spread across India. LUX has a presence across the globe with exports to 47 countries.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.



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For further information, please contact

Company:

Lux Industries Limited

CIN: L17309WB1995PLC073053

Mr. Ajay Kumar Patodia

ajay.patodia@luxinnerwear.com

www.luxinnerwear.com

Investor Relations Advisors:

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaia / Mr. Deven Dhruva

jigar.kavaia@sgapl.net / deven.dhruva@sgapl.net

+91 9920602034 / +91 9833373300

www.sgapl.net



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