

May 26, 2022

The Manager
The Department of Corporate Services
BSE Limited
P. J. Towers,
Dalal Street, Mumbai - 400 001
Scrip Code - 540775

The Manager
The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051
Symbol – KHADIM

Dear Sir / Madam,

Sub: Press Release

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release to be issued by the Company which is self-explanatory in nature.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For **Khadim India Limited**



Abhijit Dan
Company Secretary & Head - Legal
Membership No. A21358

Encl: As above



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www.khadims.com

KHADIM INDIA LIMITED

CIN : L19129WB1981PLC034337

REGISTERED OFFICE : 7TH FLOOR, TOWER C, DLF IT PARK, 08 MAJOR ARTERIAL ROAD, BLOCK AF, NEW TOWN (RAJARHAT), KOLKATA - 700 156
CITY OFFICE : 7A, LINDSAY STREET, KOLKATA - 700 087

Khadim has registered 120% YoY growth in PAT for FY22

Kolkata, 26th May, 2022: Khadim, India's one of the leading footwear company, has steered healthy profit growth. The Company has announced positive quarterly performance for the quarter ended 31 March, 2022. Revenue from operations for Q4FY22 stood at ₹ 1,561.64 millions (without any institutional business) as compared to ₹ 2,699.51 millions in Q4FY21 (including ₹ 1101.19 millions institutional business) and ₹ 1,850.40 millions in Q3FY22. The Company's Profit before tax for Q4FY22 amounted to ₹ 25.55 million as compared to a profit of ₹ 24.30 millions in Q4FY21 and ₹ 101.36 millions in Q3FY22.

With the introduction of its trendy, edgy and vibrant product lines just before the winter season, the brand gained good momentum in terms of sales in the retail business. Even the distribution business gained good traction in the winter season with the introduction of new range of products across the sports, PU and Hawaii categories. The Company maintained the consistency of healthy gross margins and EBITDA despite the third wave of the Novel coronavirus.

"Our introduction of fashionable and trendy products across both our businesses saw a good response. We continued our strong focus on franchisee expansion, cost-savings, working capital efficiency and profitability. The team has really worked hard to achieve full year profitability after 2 tough years and we at Khadim are very proud of our turnaround and performance" - as said by the CEO of Khadim India Limited Ms. Namrata Ashok Chotrani.

The asset light model expansion strategy of the brand continued to strengthen its retail presence in tier II & III cities by opening 22 new retail stores during the fourth quarter taking the total retail presence to 782 stores. The Company has achieved steady revenue growth across both its businesses - retail and distribution, and significant improvement in margins for Q4FY22.

Key Performance Highlights:

- ✓ Achieved PBT of INR 25.55 mn in Q4FY22 against PBT of INR 24.30 mn in Q4FY21
- ✓ Revenue from operations stood at INR 1561.64 mn in Q4FY22 as compared to INR 2699.51 mn in Q4FY21
- ✓ The distribution business vertical has achieved a 17 % YoY Growth in Q4FY22
- ✓ GM% improved by 1600 bps to 38% in Q4FY22 from 22% in Q4FY21
- ✓ EBITDA % improved by 300 bps to 8% in Q4FY22 from 5% in Q4FY21
- ✓ The Company opened 22 New Retail Stores across India
- ✓ Working capital efficiency has improved cash-flow position and strengthened the balance sheet.



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About Khadim:

Khadim began in the 1960's as a humble shoe store in Chitpur to become a popular and much-loved footwear brand of the new millennials. Today, Khadim has grown to 782 branded exclusive retail stores across 23 states and 1 Union Territory nationally. The Company is the second largest footwear retailer in India, it has the largest presence in East India and is among the top three footwear brands in South India in terms of exclusive stores operating under the Khadim brand through the Retail vertical. It also strives to become an emerging brand in West and North India. The core business objective of Khadim is 'Fashion for Everyone', and the Company has established an identity as an 'affordable fashion' brand, catering to the entire family for all occasions.

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