

August 18, 2025

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,

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Sub: Investor Presentation (Q1 FY26 Results)

This is with reference to our letter dated August 12, 2025 with respect to Investor Meet scheduled to be held tomorrow i.e., August 19, 2025.

Pursuant to the provisions of Regulation 30 of the Listing Regulations, we enclose herewith our presentation on the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended June 30, 2025, which would be presented before the investors.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For **Khadim India Limited**

ABHIJIT
DAN

Digitally signed
by ABHIJIT DAN
Date: 2025.08.18
17:58:44 +05'30'

Group Company Secretary & Head – Legal
ICSI Membership No. A21358

Encl: As above



QUARTER 1 FY 2025-26

KHADIM INDIA LIMITED



DISCLAIMER!

This presentation and the following discussion may contain “forward looking statements” by Khadim India Limited (“Khadim” or the Company) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Khadim about the business, industry and markets in which Khadim operates.

These statements are not guarantees of future performance, and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond Khadim’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements. Such statements are not, and should not be construed, as a representation as to future performance or achievements of Khadim.

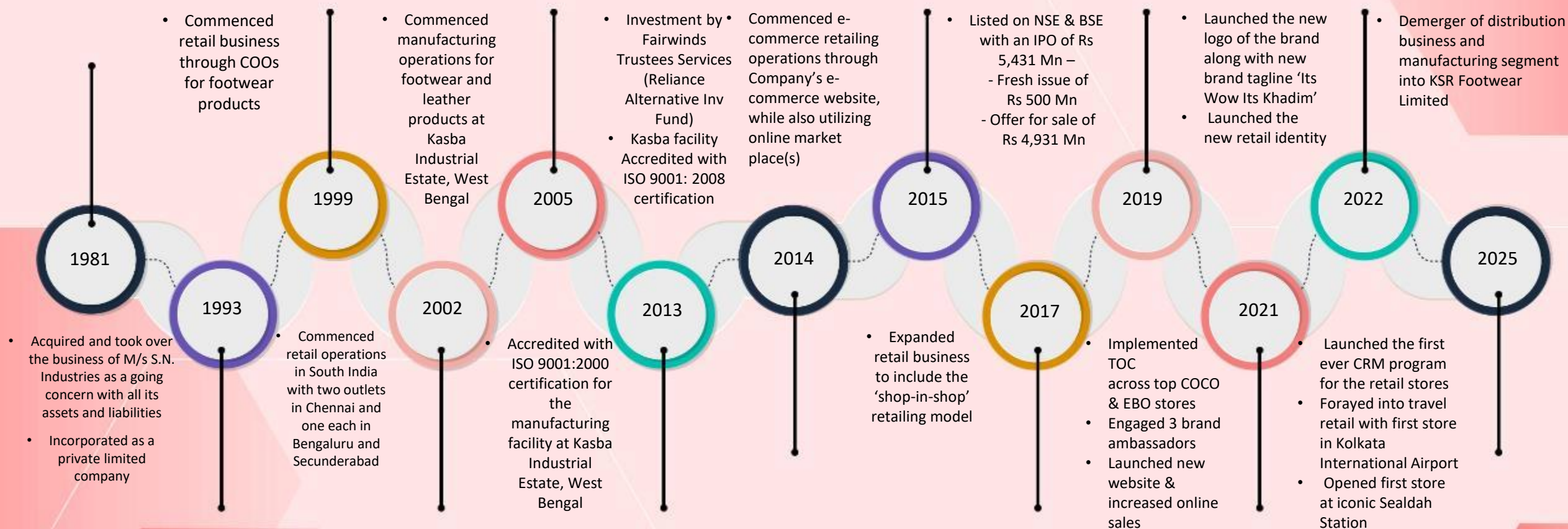
In particular, such statements should not be regarded as a projection of future performance of Khadim. It should be noted that the actual performance or achievements of Khadim may vary significantly from such statements.



COMPANY OVERVIEW



KEY MILESTONES



COMPANY OVERVIEW



1. Asset Light Model for Growth

- **Retail business:** 76% of retail presence through franchise route. Outsource 90% of product requirement (FY25)



2. Leading Footwear Brand in India

- 2nd largest footwear retailer in India
- Largest presence in East India
- One of the top 3 players in South India
- Largest footwear retail franchise network in India

COMPANY OVERVIEW



3. Extensive Reach & Presence

- Retail presence across **24 states & 4 union territory**
- **884** 'Khadim's' branded retail stores (June-25)

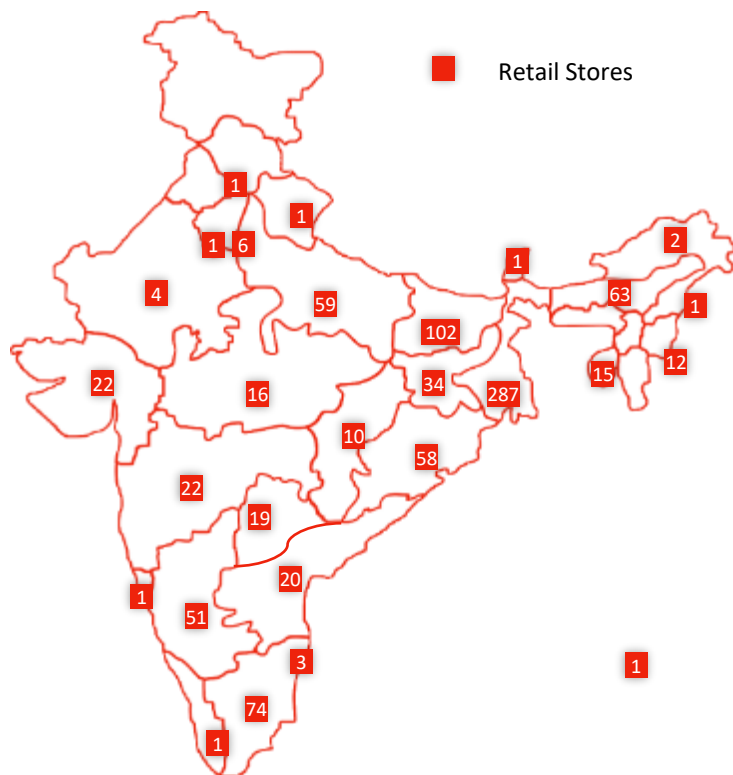


4. Strong Design Capabilities

- Understanding latest domestic & global fashion trends.
- Strong design capabilities have helped create and grow sub-brands, drive premiumisation and target and retain aspirational customers.

EXTENSIVE GEOGRAPHICAL REACH & PENETRATION

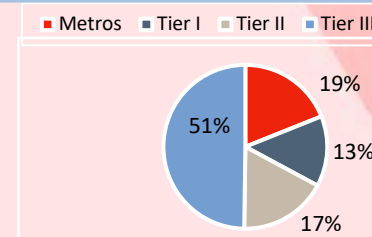
Presence in 24 States & 4 Union Territory



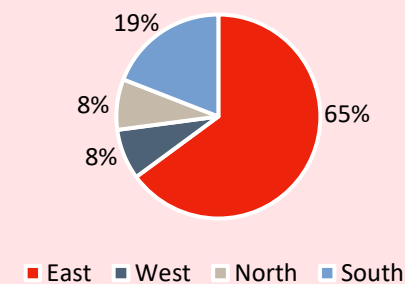
Brand Network

Retail Stores	884
- COCO	207
- Franchises	677

Retail Stores – Tier wise



Retail Stores – Zone wise





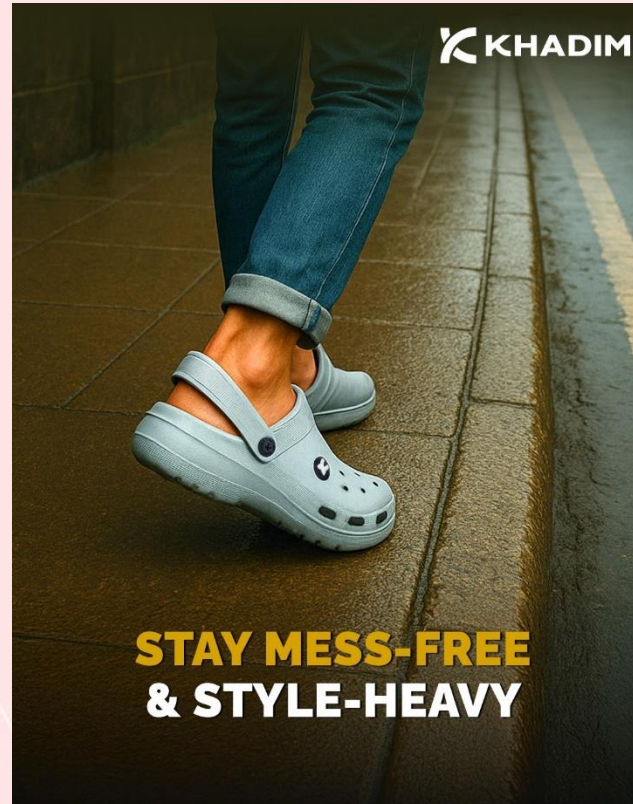
MARKETING & SOCIAL MEDIA



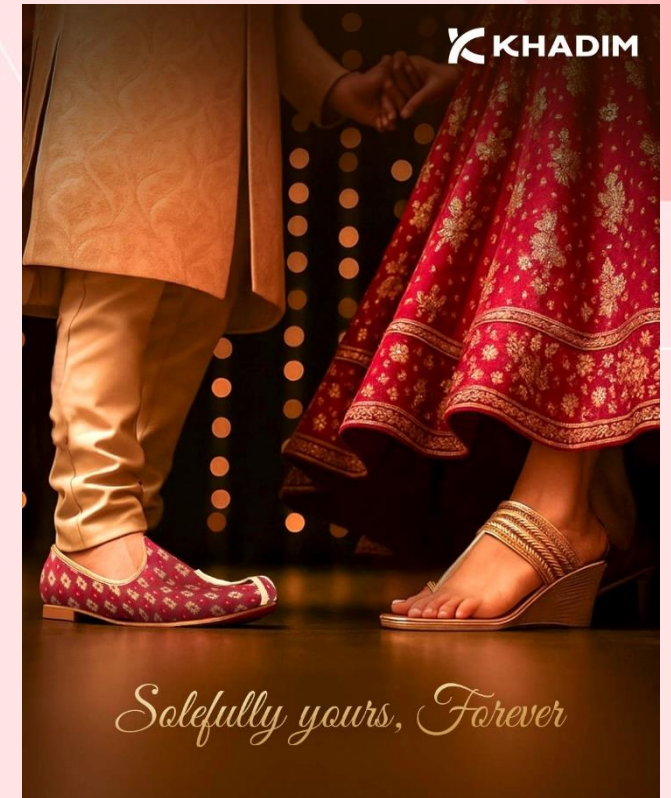
SOCIAL MEDIA & MARKETING INITIATIVE



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SOCIAL MEDIA & MARKETING INITIATIVE

 **KHADIM**



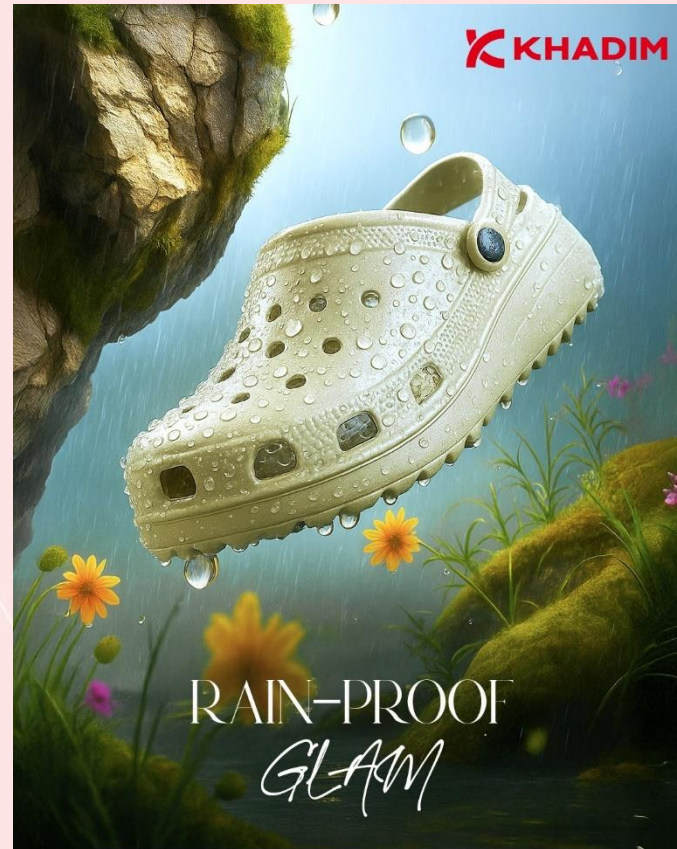
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 **KHADIM**



SOCIAL MEDIA & MARKETING INITIATIVE

 **KHADIM**



Q1 FY26

BUSINESS HIGHLIGHTS



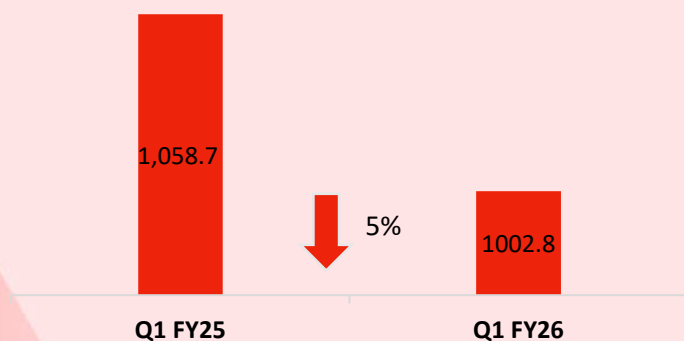
- **Revenue** for the quarter stood at **₹957.0 millions**, impacted primarily by a decline in franchise sales
- **Gross Profit** came in at **₹456.4 millions**, with a gross margin of 47.7%, influenced by promotional discounts offered during the quarter
- **EBITDA stood at ₹123.3 millions**, translating to an EBITDA margin of 12.9% for Q1 FY26
- The **retail footprint** stood at **884 stores** across the country by the end of Q1 FY26
- Entered into a strategic partnership with **Skechers**, enabling the availability of Skechers footwear at select Khadim stores
- Successfully completed the demerger of the distribution and manufacturing segments, now operating under KSR Footwear Limited

Q1 FY26 BUSINESS HIGHLIGHTS

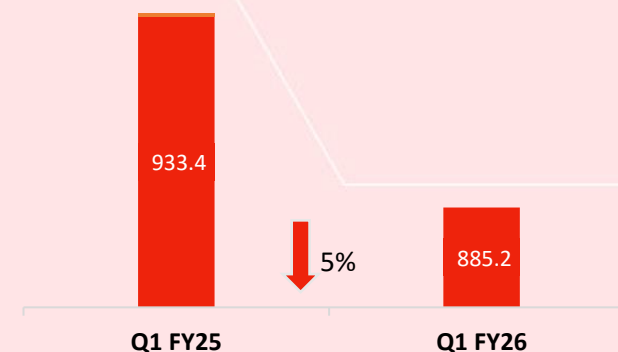


REVENUE BREAK UP

GROSS SALES



NET SALES



Margin %	Q1 FY25	Q1 FY26
Gross Margin %	57.1%	49.7%
EBITDA Margin %	16.8%	12.9%

Q4 FY25 BUSINESS HIGHLIGHTS



Particulars (In Rs Mn)	Q1 FY26	Q1 FY25	YoY %	Q4 FY25	QoQ %	FY25
Revenue from Operations	957.0	1,041.0	-8.1%	938.0	2.0%	4,180.3
Cost of Materials consumed	8.1	20.1		35.1		85.8
Purchase of stock-in-trade	679.1	675.6		310.8		2,167.9
Changes in inventories	-186.6	-222.1		41.2		-345.4
Gross Profit	456.4	567.4		551.0		2,272.1
Gross Profit Margin %	47.7%	54.5%	-6.8%	58.7%		54.4%
Employee Benefits Expense	122.9	149.2		145.1		603.3
Other Expenses	210.1	243.7		245.9		1017.3
EBITDA	123.3	174.5	-29.3%	160.0	-22.9%	651.4
EBITDA Margin %	12.9%	16.8%		17.1%		15.6%
Depreciation	67.7	72.8		68.2		287.8
Finance Costs	66.0	64.2		60.3		248.8
Other Income	25.2	14.2		29.9		103.9
Profit Before Tax (PBT)	14.8	51.7		61.5		218.8
Tax Expenses	6.2	4.6		6.1		26.2
Profit After Tax (PAT)	8.6	47.1	-81.7%	55.4	-84.4%	192.6
PAT Margin %	0.9%	4.5%		5.9%		4.6%

CONSOLIDATED PROFIT & LOSS STATEMENT



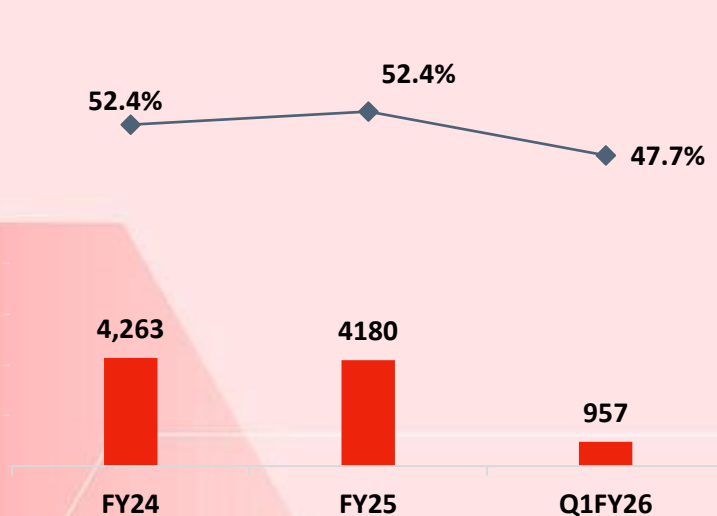
**PERFORMANCE
TRACK RECORD**



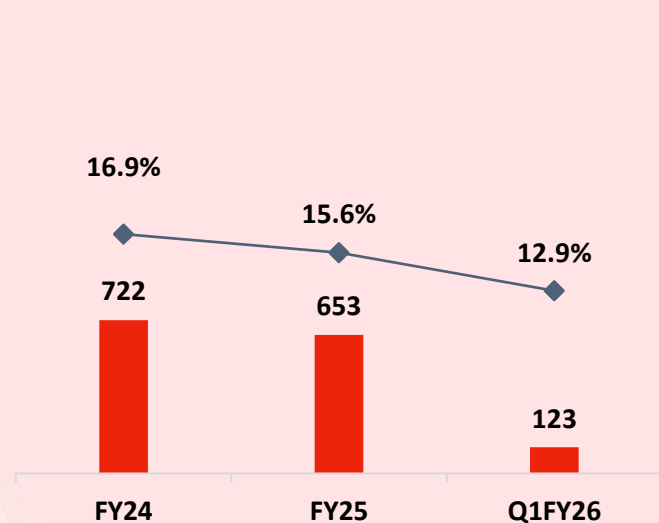
FINANCIAL SUMMARY



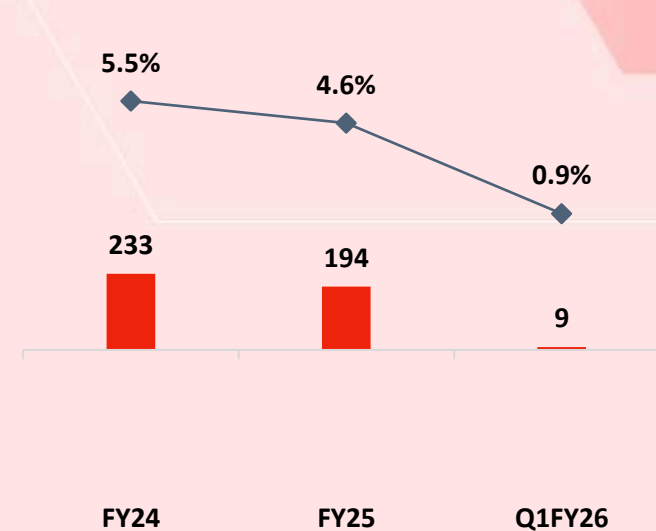
Revenue & Gross Margin



EBITDA & EBITDA Margin



PAT & PAT Margin





BUSINESS STRATEGY & OUTLOOK



RETAIL BUSINESS

Reach

884 'Khadim's exclusive branded outlets as on 30th June 2025

Target Segment

Middle & upper middle-income consumers in metros (incl. mini metros), Tier I – III cities

Price & Product

₹ 105 – ₹ 4,199 Leather / non-leather sandals, slippers, boots, ballerinas, stilettos, moccasins, sports shoes and accessories*

Sourcing

90% outsourced (FY25) – smaller quantities of premium high-quality products

*Accessories includes socks, shoe polishes, brushes, leather belts, wallets, laptop bags etc.

GROWTH STRATEGY

*Expand Store Network
pan-India with focus on
Premiumisation,
Asset Light Model & optimum
capacity utilisation*



RETAIL BUSINESS

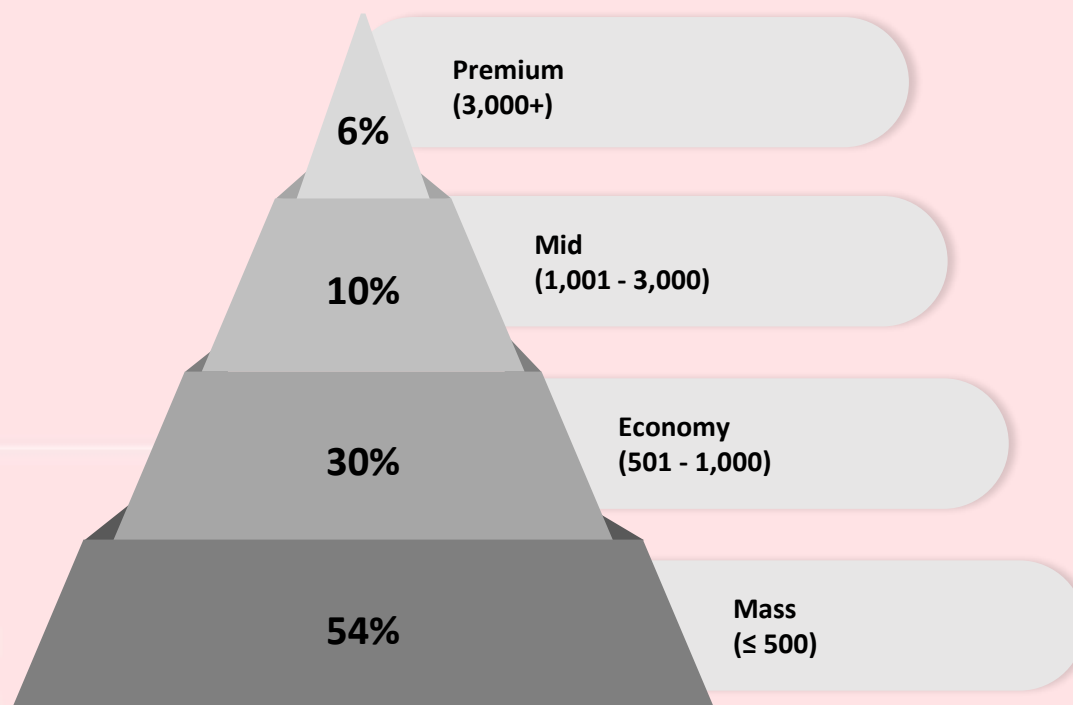
- Expanding retail footprint in markets across South India, West India and in Uttar Pradesh in North India
- Focus on entering into new markets through COCOs and further augment presence in such markets through franchisees

BUSINESS MODEL

DISTINCT BRAND POSITIONING FOR VARIOUS MARKET SEGMENTS

Khadim's brand presence and product range makes it capable to address ~85% of the total Indian footwear market potential through its retail and distribution business

Footwear Market Segmentation
(MRP at retail stores in Rs)



% Share, Value



Distinct brand positioning to target customers

Across all price segments



BUSINESS MODEL



‘Affordable Fashion’ brand catering to the entire family for all occasions

WIDE PRODUCT RANGE
ACROSS VARIOUS
CATEGORIES & PRICE
POINTS



BOARD OF DIRECTORS PROMOTER & MANAGEMENT TEAM



Mr. Siddhartha Roy Burman
Executive Chairman

- Associated with the Company since its incorporation. He has 42+ years of experience in the footwear industry
- Responsible for the overall strategic decision making and provides leadership to all operations



Mr. Rittick Roy Burman
Managing Director

- Bachelor's degree in commerce from University of Calcutta
- Management Graduate from University of California, Berkeley
- Responsible for long-term strategy and decision-making process of the Company



Mr. Ritoban Roy Burman
Non-Executive Non- Independent
Director

- He is a graduate in Mass Communication from St. Xavier's College, Kolkata
- He joined Khadim India Limited in 2013 as Manager-Marketing and worked till November 2017. He has gained exposure in various aspects of footwear marketing during his tenure



Prof. (Dr.) Surabhi Banerjee
Non-Executive Independent
Director

- 38 years of experience as an academician
- Earlier associated as the Vice Chancellor with Central University of Orissa, Gour Banga University and Netaji Subhas Open University



Mrs. Upama Mukherjee
Non-Executive
Independent Director

- Practicing Chartered Accountant with overall 36 + years of experience
- Before stepping into independent practice, she was associated with Deloitte Haskins & Sells, Chartered Accountants, for 19 years and retired as Director in April 2024
- Prior to that, she was associated with Lovelock & Lewes, Chartered Accountants, for 15 years
- She specializes in statutory audit and various other audits, internal control evaluation and process review & other financial assurance matters



Mr. Alok Chauthmal Churiwala
Non-Executive Independent
Director

- Over 27+ years of experience in capital markets, IIM-A & ISB alumnus
- He is a third generation stockbroker and an angel investor

EXPERIENCED MANAGEMENT TEAM



Mr. Indrajit Chaudhuri
Group Chief Financial Officer

- 24+ years of experience in finance & accounts, taxation and strategic planning
- Responsible for all commercial & strategic planning and has assisted in providing the corporate structure of the Company as it stands today
- Earlier associated with P. G. Shah and Co.



Mr. Aranya Ray
GM - Supply Chain Management

- 25+ years of experience in supply chain operations, buying and merchandising
- He is responsible for supply chain, logistics, procurement and merchandising
- Earlier worked with ICI India Limited and ITC Limited



Mr. Kaushik Dutta
AGM - Sales

- 21+ years of experience in the field of retail sales and marketing
- He leads the entire Retail and E-commerce business of the Company
- Earlier associated with Pantaloons Retail India Limited



GROUP
CFO

INDRAJIT CHAUDHURI

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