

November 22, 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,

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

**Sub: Investor Presentation (Q2 FY23 Results)**

This is with reference to our letter dated November 16, 2022 with respect to Investor Meet scheduled to be held today, i.e., November 22, 2022.

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 and half year ended September 30, 2022, which would be presented before the investors.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For **Khadim India Limited**

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

Encl: As above



# Q2 FY23

KHADIM INDIA LIMITED

Q2 FY23 RESULT – November 2022





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.

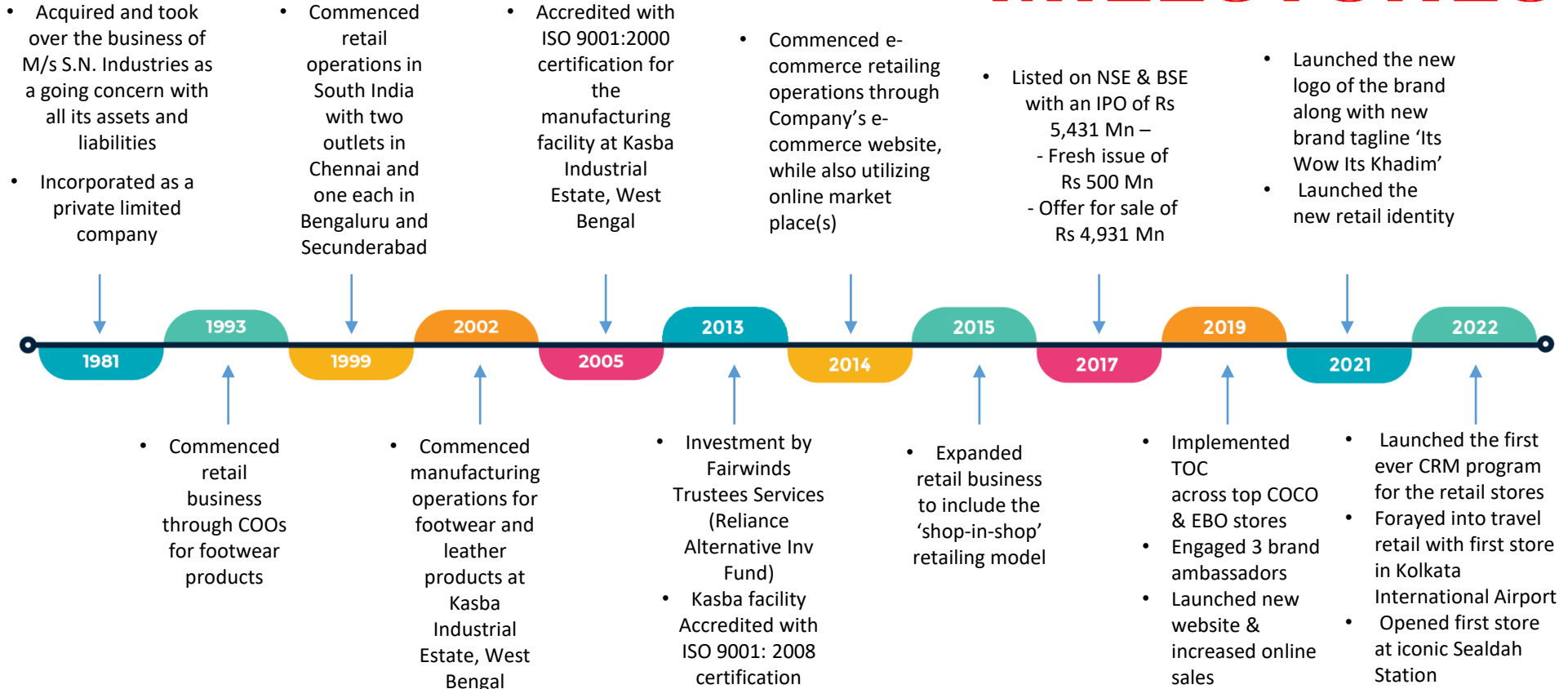
# BUSINESS OVERVIEW







# KEY MILESTONES





'Affordable Fashion' for the entire family for every occasion

# COMPANY OVERVIEW



## 1. Two-pronged Market Strategy

- Two distinct business models – Retail & Distribution.
- Each segment has its own customer base, product range and sales channels.

KHADIM



RETAIL

KHADIM



DISTRIBUTION

An all-encompassing reach on the footwear market with focused approach towards each segment provides ability to capitalize on the growth potential and de-risk dependence on any one business.

## 2. Asset Light Model for Growth

- **Retail business:** 74% of retail presence through franchise route. Outsource 84% of product requirement (FY22)
- **Distribution business:** Highly scalable model on the front end Mix of in-house and contract manufacturing.



### 3. 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



### 4. Extensive Reach & Presence

- Retail presence across 23 states & 1 union territory
- 826 'Khadim's' branded retail stores (Sep-22)
- Wide network of 672 distributors selling to MBOs across India (Sep-22)



### 5. 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.

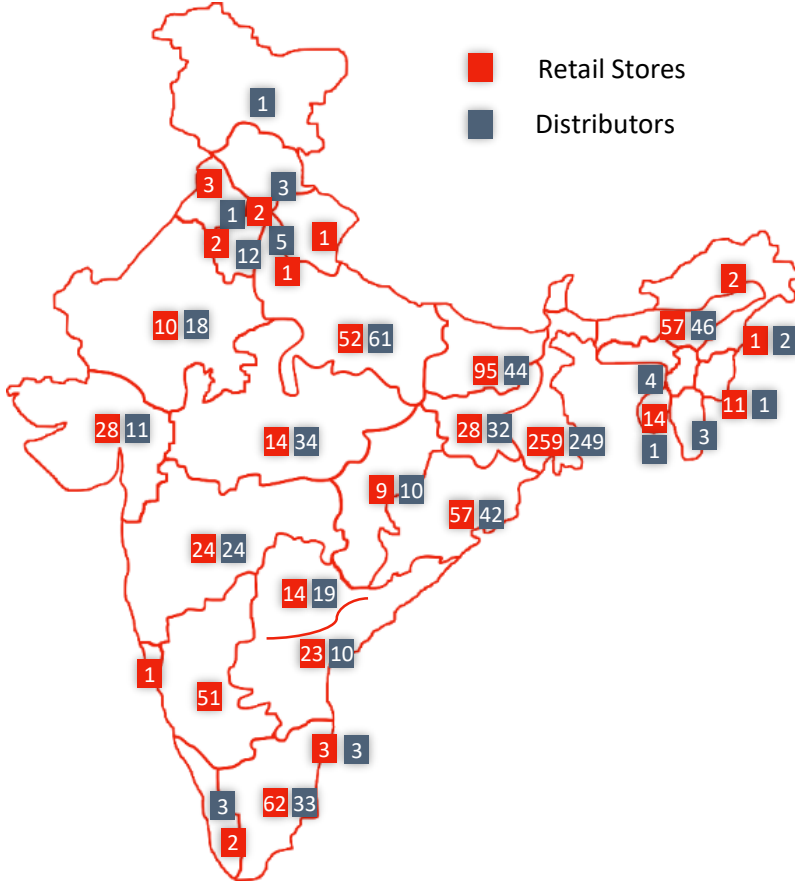




# EXTENSIVE GEOGRAPHICAL REACH & PENETRATION

## Presence in 23 States & 1 Union Territory

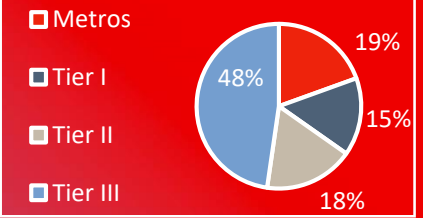
■ Retail Stores
 ■ Distributors



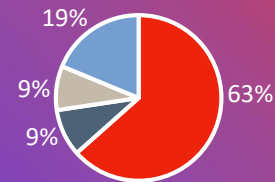
### Brand Network

Retail Stores	826
- COCO	214
- Franchises	612
Distributors	672

### Retail Stores – Tier wise

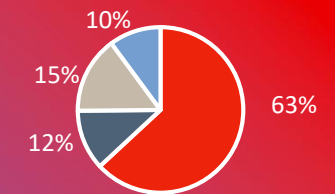


### Retail Stores – Zone wise



■ East
 ■ West
 ■ North
 ■ South

### Distributors – Zone wise



■ East
 ■ West
 ■ North
 ■ South

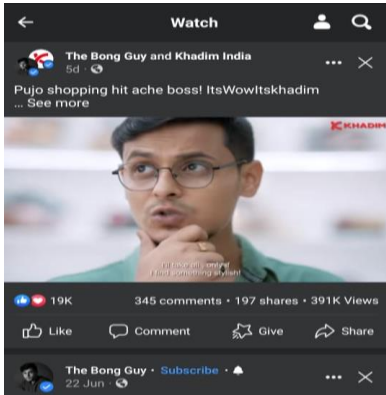


WOW refers to the delighting Consumers with the Trinity of Trendy & Fashionable Range of Footwear & Accessories, Refreshed In-Store Experience and Affordable Pricing.

*#ITSWOWITSKHADIM*

# ESTABLISHING WOW IN BENGAL

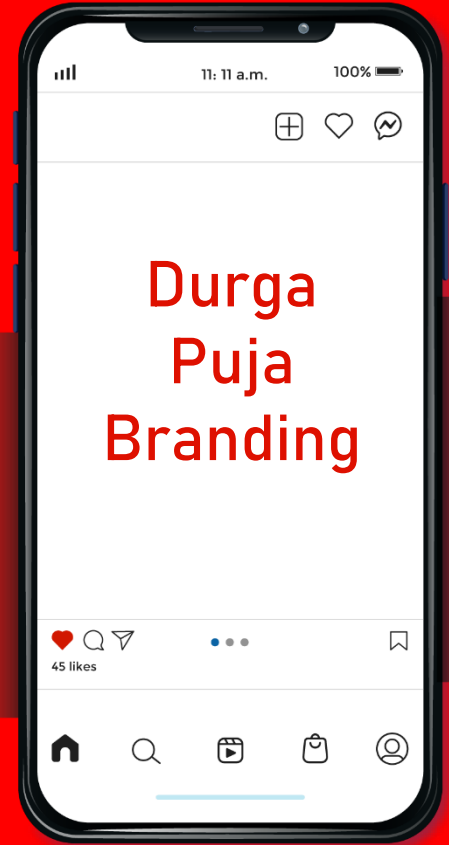
Associating with TWO Biggest YouTubers from Bengal – “The Bong Guy” and “Wonder Munna” to create a Never Before Campaign in Bengal just before Bengali’s biggest festival – Durga Puja in the local language for better connect



## Durga Puja Branding With Giant Cut Outs Across West Bengal



**KHADIM**



# MEDIA COVERAGE

## Khadim sees better margins by end-FY23

**OUR BUREAU**  
Kolkata, August 24

Homegrown retail footwear brand Khadim India is expecting 100-150 basis points improvement in gross margins by the end of this fiscal, backed by the company's drive towards premiumisation of offerings and cost rationalisation measures.

For the quarter ended June 30, 2022, the company's overall gross margin stood at 41.3 per cent, a y-o-y increase of 596 bps while retail gross margins improved from 50.6 per cent to 54.1 per cent.

### Sales to rebound

"Our gross margin on a consolidated basis is much higher than pre-Covid levels. Premiumisation is leading to an improvement in margins.

"This, coupled with the cost control measures has led to margin improve-



Namrata A Chotrani, CEO, Khadim India

ment," said Namrata A Chotrani, CEO of the company. The company is hopeful of touching the pre-Covid level sales in volume terms by the end of the current financial year. In value terms, it is at par with the pre-pandemic levels, she said. "We expect the festive season to be good this year," she said.

The company also expects around 33 per cent growth in turnover at around ₹800 crore by the end of current fiscal, up from ₹600 crore

during FY22, backed by surge in volume sales and better offtake in premium offerings.

### More stores

Khadim India is also looking to add 70-80 stores every year across the country.

A majority of these would be on franchisee model as the company plans to follow an asset-light approach. Currently, 220 of its total 800 stores are company-owned while the rest are franchisees.

### BusinessLine

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The screenshot shows an article from ET Retail.com. The headline is "Khadim focuses on premiumisation, aims at Rs 800 crore revenue in FY'23". The sub-headline reads: "Khadim will continue with expansion of stores, and it will add 70-80 stores to deepen its reach beyond tier II & III cities during this fiscal, company CEO Namrata Chotrani said." The article text includes: "India's second largest retail footwear brand Khadim said the company is focusing on premiumisation, product innovation and demand traction that will help it grow by over 30 per cent during the current fiscal to touch Rs 800 crore revenue mark. The strategy will help improve margin by 100 basis points every year as the company sees volume surge with growing footfalls in the stores, though the..."

## চলতি বছর বিক্রিতে নয়া জোয়ার আসবে, আশা করছে খাদিম

জিএসটি হার বাড়ায় বেড়েছে খরচ

এই সময়, চলতি অর্থবছরে শেষে মোট বিক্রি ১০০ কোটি টাকা শেঁমায়ে বদলেই মনে করছে খুরো ও হুম্মার লগা গ্রন্থকতকারী সন্থা খাদিম। দুববার আসায় উপসবেরে মতনসের অন্য নানুন গ্রার অধিদান শুরু করেছে সন্থাট। এ দিন খাদিম ইন্ডিয়াসের সিরি এনালিসিসটির অধিদার নারো গোত্রানি বলেন, 'আসো বিক্রি, উঠত কোভাউসিং, সিডিয়ায় বা সাদি পুণ্ডর সন্থার এবং শরত নিম্ময় করে চলতি অর্থবছরে শেষে আামেরে মোট বিক্রি ১০০ কোটি টাকায় পোছোয়ে।' গত অর্থবছরে খাদিম ইন্ডিয়াস মোট বিক্রি পরিমাণ ৯০০ কোটি টাকা ছিল।



খাদিম ইন্ডিয়াসের সিরি এনালিসিসটির অধিদার নারো গোত্রানি

নরতার কথায়, 'বিক্রির গ্রাবর থেকে সন্থারের সিট মুখোয় এবং ২২ শতাংশ বেড়েছে, যা কোভিড পূর্ববর্তী সময়ের তুলনায় অনেক বেশি। শিশু ও মহিলাদের পণ্ডর বিক্রিতে বেশি পুর্কি দেখা যাচ্ছে।' সবারকথ, সন্থারের মোট বিক্রির ৫৫ শতাংশ পুর্কিদের পণ্ডর, ৪০ শতাংশ মহিলাদের পণ্ডর এবং ৫ শতাংশ শিশুদের পণ্ডর থেকে আসে। বাকি ৫ শতাংশ বিক্রির আকসেরের বিক্রি থেকে আসে।' চলতি অর্থবছরে মোটো আসে ১০-৩০টি নুন বিপনি মুলতে চায় খাদিম। এর মধ্যে ৩০-৪০ শতাংশ পুর্কিদের থেকে আসবে। পূর্কি আকার হওয়া পণ্ডর আকারে সন্থার ২০ শতাংশ বিপনি রয়েছে। উঠর ও পণ্ডর তারকশে বিদেশ নরর বিক্রি শুরু করেছে খাদিম, তিনি জানান।

খাদিমের মোট বাসবার ১০৫৫ টিউস অর্থ, নিম্ময় বিপনি ও গ্রান্থাক্রমিক্রিম থেকে আসে। বিক্রি লাভের ১২ শতাংশ করেছে কোম।

নরতারের ১০-২০ শতাংশ পণ্ডর ২০০ টাকার শীটে; আর তাই বিক্রিশীট পুর্কি গ্রাবর তাবেরে উঠর বেশি করে পড়বে বরনই দাবি করছেন। পরিমাণ সারক বরক এবং পণ্ডর বিক্রিটায় সঙ্গে শাস্তা বিক্রি গ্রাবরের তেরি পণ্ডর সার ৫ শতাংশ পণ্ডর বাড়িয়েছেন খাদিম। আর ফলে সন্থারের মোট মুখ্যের পরিমাণ ৪০ শতাংশ বেড়েছে।

## Khadim eyes Rs 800cr revenue

A STAFF REPORTER



Namrata A Chotrani, CEO of Khadim India Ltd

Calcutta: Footwear brand Khadim is expecting a gross revenue of Rs 800 crore in the current fiscal year and a gross margin expansion of around 100-150 basis points, driven by the company's focus on developing a premium portfolio and on store expansion.

"We are looking at a gross revenue of around Rs 800 crore in FY23," Namrata Chotrani, CEO, Khadim India, said on Wednesday. She said the company has been able to bounce back in terms of sales by value to the pre-Covid levels and is looking to match it in terms of volume by the end of FY23 or early FY24.

"People have started coming back to the stores this year. While inflation is a concern, we are trying to ensure that our products remain affordable," she said. Around 80 per cent of the company's retail footwear sales are below Rs 1,000 where the GST rates have gone up from 12 per cent from 5 per cent. Coupled with inflation, the company had to increase prices which helped to protect the margins.

"Because of premiumisation, our gross margins and ASPs (average sale prices) have increased. We are creating products with higher perceived value for the customers. This is also leading to margin improvement," she said.

The company, which has around 800 retail stores, is looking to add around 70-80 stores on an annual basis which will be through a combination of company-owned and operated stores as well as franchisee outlets. The company will look to consolidate in eastern and southern India and also expand the brand in the west and northern parts of the country.

The company has launched a brand campaign ahead of festive sales by roping performers in in YouTube.



# MEDIA COVERAGE

24m

HOME ADVERTISING MARKETING PR & CORP COMM MEDIA PEOPLE MOVEMENT

## Khadim ushers in Durga Puja festivities with new campaign

The campaign features YouTubers The Bong Guy & Wonder Munna

by exchange-media Staff  
Published: Aug 29, 2022 11:38 AM | 2 MIN READ



Khadim India has launched its new campaign leading upto the Durga Puja Festival. The campaign featuring popular YouTubers Kiran Dutta (The Bong Guy) and Indrani Biswas (Wonder Munna) is targeted towards younger audiences.

mm MEDIA MARKETING MORE

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### Khadim ushers in Durga Puja festivity with new campaign

29 Aug,2022  
By Our Staff

Khadim India, the retail footwear brand, launches its new campaign leading upto the Durga Puja Festival. The campaign featuring popular YouTubers Kiran Dutta (The Bong Guy) and Indrani Biswas (Wonder Munna) is targeted towards younger audiences in line with the brands vision to be the first choice footwear brand of the entire family.

Speaking at the launch of the campaign, Namrata A Chotrani, CEO, Khadim India said,"Khadim has always been rooted in providing affordable footwear for the entire family and our attempt has always been to delight our customers which is encapsulated in our tagline 'Its Wow, its Khadim'. This time we wanted to showcase our trinity offering of affordable pricing, refreshed in store experience and fashionable products to younger audiences. In the past, the brand has used high spirited personalities like Katrina Kaif, Dinesh Karthik and Farhan Akhtar who have had the eyes and ears of our audiences. With younger audiences increasingly spending more time on digital platforms we have brought on board Kiran and Indrani to be the face of our campaign. I am confident that they will bring the 'Its vow Its Khadim' proposition to life for our fans with their personas and strong youth

adgully® ADVERTISING MARKETING MEDIA PR EXCLUSIVES EVENTS UPCOMING EVENTS

## Khadim India ushers in the festivity of Durga Puja with its new campaign

ADVERTISING  
MINUTES TO READ  
AUG 29, 2022

Khadim India, the home grown second largest retail footwear brand launches its new campaign leading upto the Durga Puja Festival. The campaign featuring popular YouTubers Kiran Dutta (The Bong Guy) and Indrani Biswas (Wonder Munna) is targeted towards younger audiences in line with the brands choice entire

MEDIABRIEF

HOME MEDIA PODCASTS DIGITAL LEADERBRIEF FESTIVEBRANDBRIEFZ HEALTHBRIEF

## Khadim India ushers in the festivity of Durga Puja with its new campaign

By NewsDesk - August 29, 2022

f t w in e s

MEDIABRIEF

Khadim India, the home grown second largest retail footwear brand launches its new campaign leading up to the Durga Puja Festival. The campaign featuring popular YouTubers Kiran Dutta (The Bong Guy) and Indrani Biswas (Wonder Munna) is targeted towards younger audiences in line with the brands vision to be the first choice footwear brand of the entire family.





## Q2 FY23 BUSINESS HIGHLIGHTS

### Key Performance Highlights : Q2 & H1 FY23

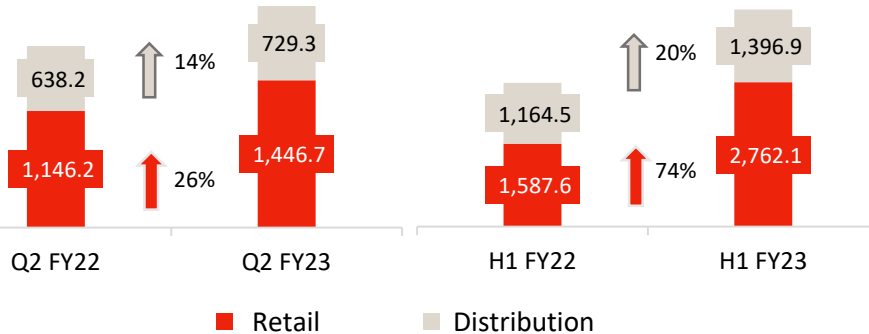
- Q2FY23 Revenue at Rs 1,860 mn, has grown y-o-y by 15% and H1FY23 Revenue is up 41% y-o-y. The key driving factors were growth in volumes and increased ASP across retail channel.
- Both Retail & Distribution business have registered double digit growth in H1 FY23 y-o-y at 64% & 12% respectively.
- In a challenging macro environment, Gross Margin for H1 FY23 stands at 41%, an increase of 450 bps y-o-y from 36.5% in H1 FY22. Retail & Distribution gross margins have improved marginally.
- EBITDA for H1FY23 has more than doubled y-o-y, registering a growth of 195%. EBITDA margin at 11.2% has improved by 590 bps y-o-y and has reached the highest ever levels in the history of the Company.
- The asset light model expansion strategy of the brand continues to strengthen its retail presence in Tier II & III cities by addition of 58 retail stores during the fiscal taking the total retail presence to 826 stores.

# Q2 & H1 FY23 RESULTS: SEGMENT ANALYSIS

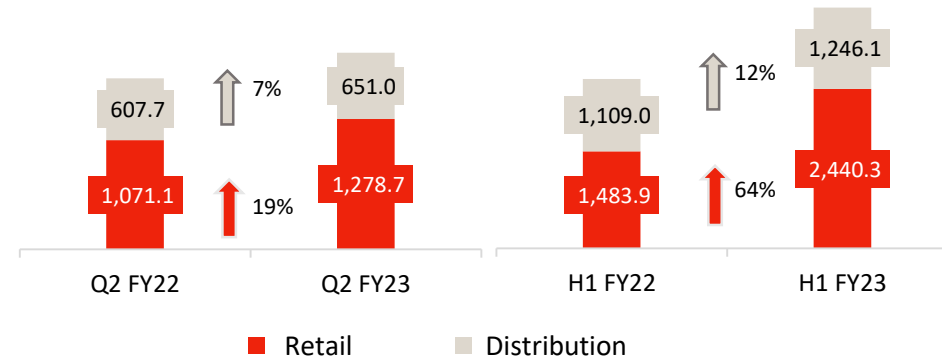


## YoY ANALYSIS – REVENUE\* BREAKUP

### Gross Sales



### Net Sales



Segment Share %	Q2 FY22	Q2 FY23
Retail	62.6%	65.4%
Distribution	35.5%	33.3%

Gross Margin %	Q2 FY22	Q2 FY23
Retail	52.4%	51.5%
Distribution	35.1%	35.2%

Segment Share %	H1 FY22	H1 FY23
Retail	56.3%	65.2%
Distribution	42.1%	33.3%

Gross Margin %	H1 FY22	H1 FY23
Retail	51.9%	52.7%
Distribution	35.6%	35.9%

\*All figures in Rs Mn, without IND-AS adjustment



## CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (In Rs Mn)	Q2 FY23	Q2 FY22	YoY %	Q1 FY23	QoQ %	H1 FY23	H1 FY22	YoY %
<b>Revenue from Operations</b>	<b>1,860.3</b>	<b>1,616.5</b>	<b>15.1%</b>	<b>1,660.70</b>	<b>12.0%</b>	<b>3,521.1</b>	<b>2,498.8</b>	<b>40.9%</b>
Cost of Materials consumed	368.7	516.4		533.2		901.9	897.0	
Purchase of stock-in-trade	843.9	531.4		775.1		1,619.0	793.7	
Changes in inventories	-109.7	-32.4		-333.1		-442.9	-104.8	
<b>Gross Profit</b>	<b>757.4</b>	<b>601.1</b>		<b>685.6</b>	<b>16.8%</b>	<b>1,443.0</b>	<b>912.8</b>	
<b>Gross Profit Margin %</b>	<b>40.7%</b>	<b>37.2%</b>	<b>350 bps</b>	<b>41.3%</b>	<b>-60 bps</b>	<b>41.0%</b>	<b>36.5%</b>	<b>450 bps</b>
Employee Benefits Expense	185.8	142.1		169.8		355.6	262.3	
Other Expenses	348.9	322.1		344.9		693.8	517.2	
<b>EBITDA</b>	<b>222.8</b>	<b>136.9</b>	<b>62.8%</b>	<b>170.8</b>	<b>30.4%</b>	<b>393.6</b>	<b>133.3</b>	<b>195.4%</b>
<b>EBITDA Margin %</b>	<b>12.0%</b>	<b>8.5%</b>	<b>350 bps</b>	<b>10.3%</b>	<b>170 bps</b>	<b>11.2%</b>	<b>5.3%</b>	<b>590 bps</b>
Depreciation	97.9	86.3		85.4		183.3	178.0	
Finance Costs	75.5	55.7		63.0		138.5	110.4	
Other Income	22.4	67.1		22.9		45.4	105.7	
Profit Before Tax (PBT)	71.8	62.0		45.4		117.2	-49.4	
Tax Expenses	21.6	-2.8		11.9		33.5	-5.2	
<b>Profit After Tax (PAT)</b>	<b>50.2</b>	<b>64.7</b>	<b>-22.4%</b>	<b>33.5</b>	<b>50.0%</b>	<b>83.7</b>	<b>-44.2</b>	<b>-</b>
<b>PAT Margin %</b>	<b>2.7%</b>	<b>4.0%</b>	<b>-130 bps</b>	<b>2.0%</b>	<b>70 bps</b>	<b>2.4%</b>	<b>-1.8%</b>	<b>-</b>

## CONSOLIDATED BALANCE SHEET



Particulars (Rs. mn)	Sep-22	Mar-22
<b>ASSETS</b>		
Non - Current Assets		
Property, plant and equipment	1,026.1	1,047.0
Capital work-in-progress	31.9	8.5
Right of Use Assets	1,674.9	963.3
Intangible assets	2.7	3.4
Intangible assets under development	1.5	0.6
<b>Financial Assets</b>		
(Other Financial Assets	209.6	176.1
Income Tax Assets (Net)	21.0	36.5
Deferred Tax Assets	150.6	184.2
Other non-current assets	104.2	90.7
<b>Total Non - Current Assets</b>	<b>3,222.5</b>	<b>2,510.3</b>
Current Assets		
Inventories	2,097.0	1,679.3
<b>Financial Assets</b>		
(i) Trade receivables	1,600.3	1,331.1
(i) Cash and cash equivalents	26.5	31.1
(iii) Bank balances other than (iii) above	66.9	76.0
(iv) Other current financial assets	90.3	108.9
Other current assets	652.0	774.1
<b>Total Current Assets</b>	<b>4,533.1</b>	<b>4,000.6</b>
<b>TOTAL ASSETS</b>	<b>7,755.6</b>	<b>6,511.0</b>

Particulars (Rs.mn.)	Sep-22	Mar-22
Equity		
(a) Equity share capital	179.7	179.7
(b) Other equity	1,980.3	1,895.6
<b>Total Equity</b>	<b>2,160.0</b>	<b>2,075.3</b>
<b>Liabilities</b>		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	139.7	148.4
(ii) Lease liabilities	1,679.7	991.3
Provisions	4.1	3.3
Other Non Current Liabilities	9.0	10.4
<b>Total Non - Current Liabilities</b>	<b>1,832.6</b>	<b>1,153.4</b>
Current Liabilities		
Financial liabilities		
(i) Borrowings	981.9	1,119.5
(ii) Lease liabilities	203.4	164.0
(iii) Trade payables		
Total outstanding dues of creditors other than MSME	2,197.0	1,800.9
(iv) Other financial liabilities	127.3	126.8
Other current liabilities	252.2	69.8
Provisions	1.2	1.2
<b>Total Current Liabilities</b>	<b>3,763.1</b>	<b>3,282.2</b>
<b>Total Equity and Liabilities</b>	<b>7,755.6</b>	<b>6,511.0</b>

**PERFORMANCE TRACK  
RECORD**

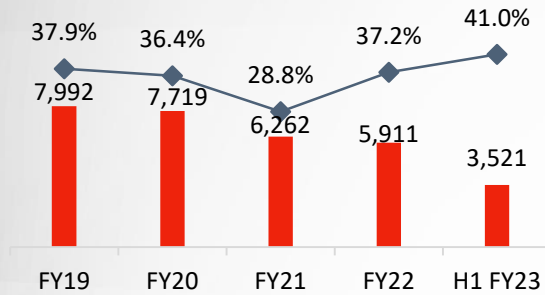


 **KHADIM**

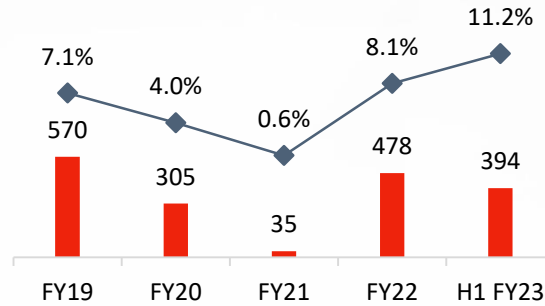
# FINANCIAL SUMMARY

In Rs Mn

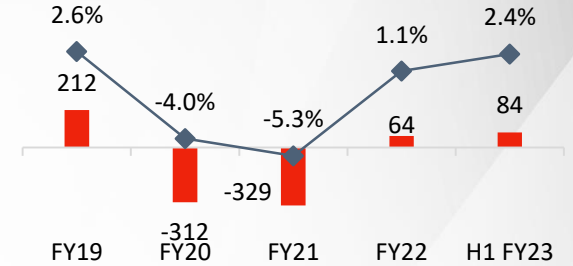
## Revenue & Gross Margin



## EBITDA & EBITDA Margin



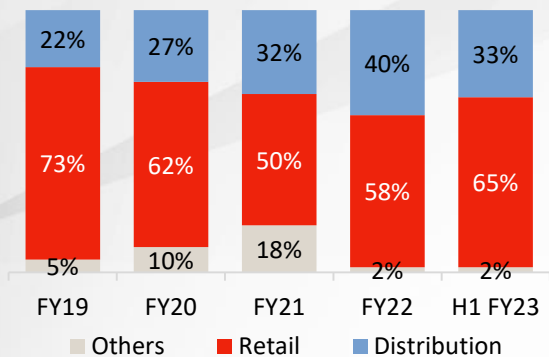
## PAT & PAT Margin



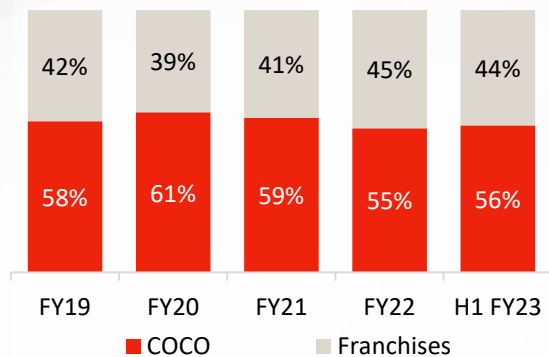
# FINANCIAL SUMMARY

In Rs Mn (I-GAAP)

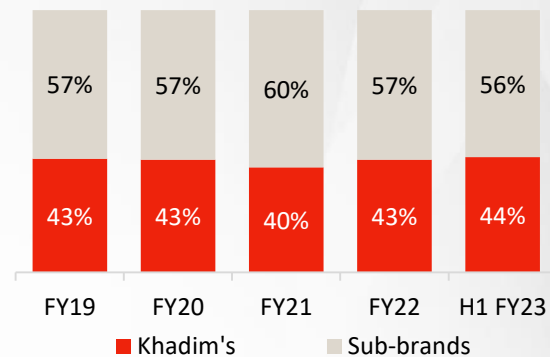
### Revenues – Segment wise



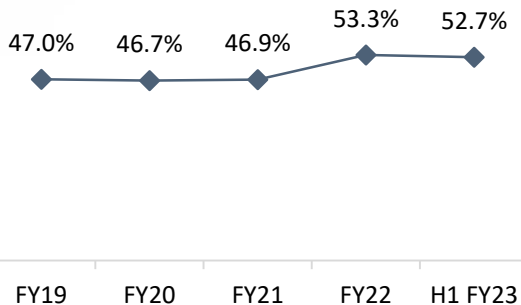
### Retail Revenues – COCO vs Franchises



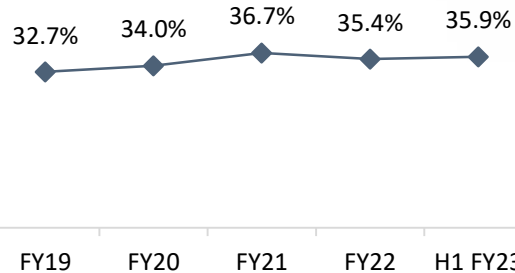
### Retail Revenues – Khadim's vs Sub-brands



### Retail Gross Margin



### Distribution Gross Margin





**KHADIM**

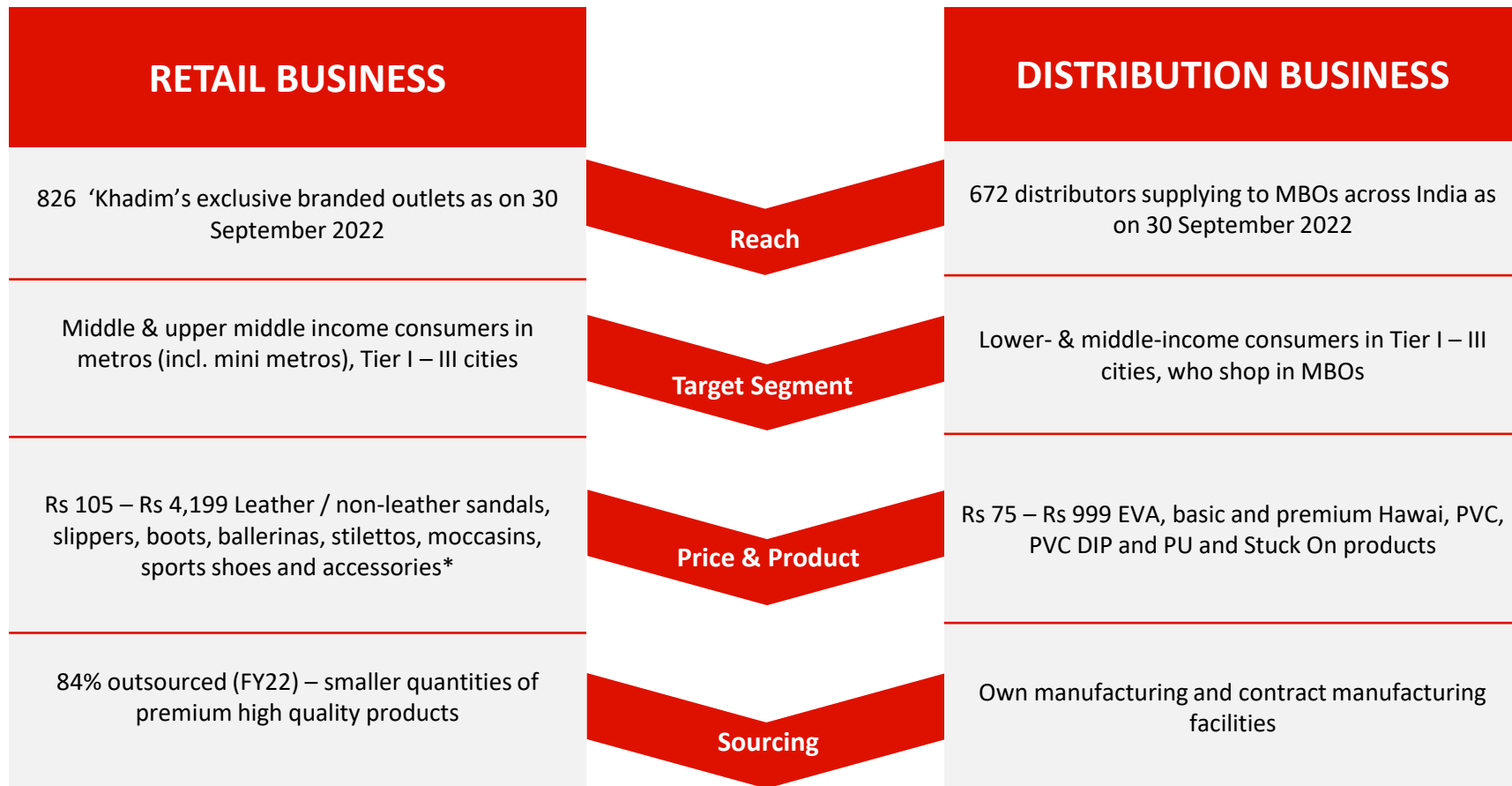
**BUSINESS STRATEGY**

**&**

**OUTLOOK**



## TWO-PRONGED STRATEGY



\*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



## DISTRIBUTION BUSINESS

Focus on penetration in existing markets in Eastern and Southern India and capitalise on retail brand recall and target markets in West and North India

Increase utilisation of existing installed capacity and invest in machines and moulds at existing manufacturing facilities



# RETAIL

'Affordable Fashion' brand catering to the entire family for all occasions

WIDE PRODUCT RANGE  
ACROSS VARIOUS  
CATEGORIES & PRICE  
POINTS



MEN / WOMEN / KIDS  
Fashionable & casual footwear  
for value conscious customers



Menswear  
Formal shoes &  
sandals using  
premium quality leather



Menswear Semi-formal  
casual shoes / sandals  
premium quality leather and faux leather



Men & Women wear  
Sports / activity sneakers /  
synthetic/ canvas uppers



Men & Women wear  
Closed & open shoes /  
sandals  
using premium quality  
soft / faux leather



Womenswear  
Fashionable yet functional  
sandals using premium  
quality faux leather



Women's' wear  
Light & trendy sandals using  
premium quality faux leather



Menswear  
Outdoor boots /  
sandals using  
premium quality faux leather



Girls Wear  
Comfortable and  
fashionable footwear for  
pre-teen and teenage girls

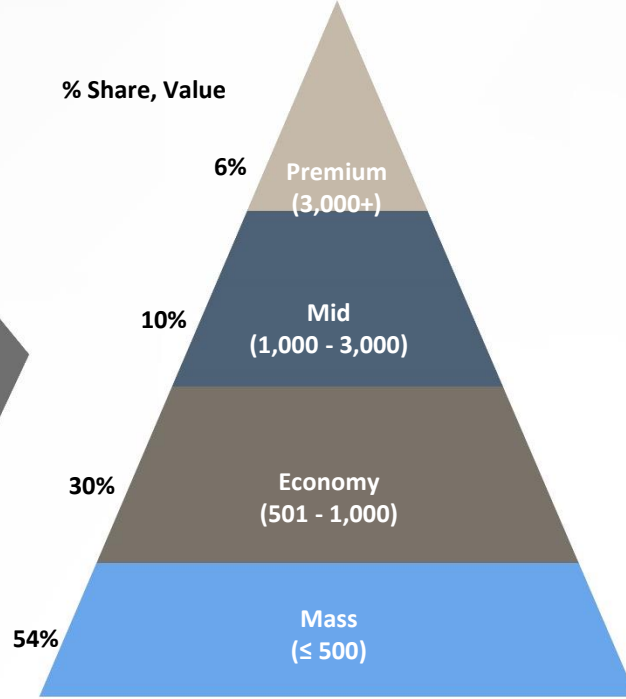


Kids Wear  
Range of fun and  
colourful shoes for  
toddlers and children

## 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)**



Khadim is well positioned to tap the industry growth potential across both retail and distribution segments

### Distinct brand positioning to target customers

Across all price segments

MENSWEAR	WOMENSWEAR	KIDS



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**PROMOTER, BOARD OF DIRECTORS  
&  
MANAGEMENT TEAM**

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**KHADIM**



**Siddhartha Roy Burman**  
Chairman & Managing  
Director

- Associated with the Company since its incorporation. He has 39 years of experience in the footwear industry
- Responsible for the overall strategic decision making and provides leadership to all operations



**Rittick Roy Burman**  
Wholetime Director

- Bachelor's degree in commerce from University of Calcutta
- Management Graduate from University of California
- He has taken charge of driving long-term strategy, new initiatives and merchandising



**Ritoban Roy Burman**  
Non-Executive, 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 30<sup>th</sup> 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 academican
- Earlier associated with Netaji Subhas Open University as the vice chancellor, with Gour Banga University as the vice-chancellor, and with the Central University of Orissa as vice-chancellor



**Dr Indra Nath Chatterjee**  
Non-Executive,  
Independent Director

- 43 years of experience in multi-national companies
- Earlier worked with Hinduja Group, Jindal Drilling & Industries, ONGC, Tata Motors, Indian Airlines, Calcutta Business School, IFFCO- Tokio General Insurance Co.



**Alok Chauthmal Churiwala**  
Non-Executive,  
Independent Director

- Over 24+ years experience in capital markets, IIM-A & ISB alumnus
- Former Vice Chairman of BSE Broker Forum, Board member of ICSA (Int. Council for Securities Assoc.) & advisory Board of ICCL (Indian Clearing Corporation Ltd)





**Namrata A Chotrani**  
CEO

- She was associated with KPMG & Fairwinds Asset Managers Limited (since 2012) and has more than a decade of experience in private equity and M&A advisory
- She was previously on board of the company representing Fairwinds



**Indrajit Chaudhuri**  
CFO

- 20+ yrs 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



**Tapas Ghosh**  
GM, Business Development  
& Systems

- 26+ years of experience in accounts, strategic planning, IT, business development and sales
- He is responsible for the COO sales in the company
- Earlier worked with K.M. Khadim & Co



**Aranya Ray**  
GM - Supply Chain Management

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



**Kaushik Dutta**  
AGM - Sales

- PGCBM from XLRI Jamshedpur.
- Joined Khadims in March 2007. Recently promoted from Zonal Head and is now heading EBO/BO vertical
- Rich experience of 17+ years in footwear domain across retail sales





# KHADIM

**NAMRATA CHOTRANI - CEO**

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**INDRAJIT CHAUDHURI - CFO**

Contact No : + 91 33 40090505

Email - [indrajit.chowdhury@khadims.com](mailto:indrajit.chowdhury@khadims.com)



**orient capital**

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