

November 17, 2021

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 FY22 Results)

This is with reference to our letter dated November 16, 2021 with respect to Investor Meet scheduled to be held today, i.e., November 17, 2021.

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, 2021 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 Membership No. A21358

Encl: As above







CIN: L19129WB1981PLC034337





KHADIM INDIA LIMITED

Q2 & H1 FY22 RESULT - NOV 2021

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.





QUICK SNAPSHOT



'Affordable Fashion' for the entire family for every occasion

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

Asset Light Model for Growth

Retail business

72% of retail presence through franchise route Outsource 86% of product requirement (FY21)

Distribution business

the front end Mix of in-house and contract manufacturing.

Highly scalable model on

Strong Design Capabilities

- Understanding latest domestic & global fashion trends.
- Strong design capabilities have helped create and grow subbrands, drive premiumisation and target and retain aspirational customers.
- · This has led to higher ASP and gross margin.

Extensive Reach & Presence

- Retail presence across 23 states & 1 union territory
 - 762 'Khadim's' branded retail stores (Sep-21)
- Wide network of 606 distributors selling to MBOs across India (Sep-21)

Two pronged Market Strategy

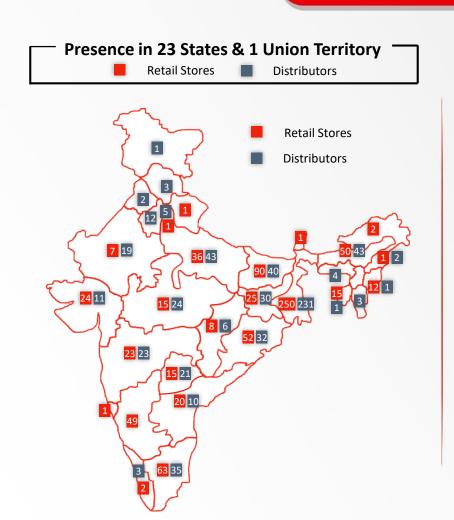
- Two distinct business models retail & distribution, each with its own customer base, product range, sales channels.
- Ability to capitalize on the growth potential of both the markets and de-risk dependence on any one business.

EXTENSIVE GEOGRAPHICAL REACH ------- & PENETRATION ------

6%

9%

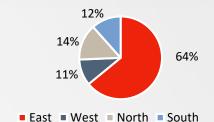
■ East ■ West ■ North ■ South





Brand Network	Sept '21	Retail Stores – Tier wise		
Retail Stores	762	■ Metros 20%		
- COCO	207	■ Tier I 48%		
- Franchises	555	■ Tier II		
Distributors	606	■ Tier III 18%		
Retail Stores – Zone wise		Distributors – Zone wise		
20%		12%		

65%



SOCIAL MEDIA PRESENCE





























MEDIA COVERAGE



Nadim, India leading footwer company, has demonstrated a robust recovery in the last one year. The company has among more placed properties of the quarter ended September, 2021. Revenue from operations for 02P+22 gree by 8810-00. and 33% Yor 10 NB 1616.48mm from 882.0mm in 02P+22 and 1247.38mm in 02P+21. The company's Potel after tas for 02P+22 amounted to NB 64.78mm compared to a loss of 100 890mm in 02P+22 and loss of 211.48mm in 02P+21. Thus, residering a storage recovery.

Yogesh Supekar / Thursday, November 11, 2021 / Categories: Trending, Mindshare

Khadim India Ltd. continued to strengthen its retail presence in Iter II 8. III cities by opening 25 new franchies drose during the second quarter despite partial lockdown, taking the overall tally to 555 franchise stores. The company has achieved healthy revenue growth across both its business, retail and distribution, and significant improvement in margins for CP2PC2.

Owing to "affordable fashion" positioning of the Brand. Khadim is able to cater to India & Bharat simultaneously. From hi-street stores in metro cities. Tier. I'll fithrough retail) to the rural general trade multi brand footwear Outlets (through distribution) – the brand has established its footprint and shelf space overywhere.

Speaking about the efforts that fed to recovery Ms. Namrata Ashok Chotrani, CEO of Khadim Malis said: "The past year has been a lot of hard work especially because we just came out from a rough year behind us. We have reworked our range architecture, margin and cost structures. supply chains, and become more process driven and working capital efficient along with investing in growing our human capital and deepening our relationships with our business partners. All of these changes ensured that we were able to adapt to the changing macro-economic scenario, overcome the prior business inefficiencies and achieve a turnaround despite the impact of COVID on business and enconomic."



Khadim India register 83 percent QoQ Growth in Revenue from Operations for Q2FY22

NI | Updated: Nov 12, 2021 13:30 IST

Kolkata (West Bengal) [India], November 12 (ANI/NewsYoir): Khadim, india's leading footwear company, has demonstrated a robust recovery in the last one year. The company has announced positive quarterly performance for the quarter ended September, 2020.

Revenue from operations for Q2FY22 grew by 83% QoQ and 33% YoY to INR 1616.46mn from 882.30mn in Q1FY22 and 1247.31mn in Q2FY21.

The company's Profit after tax for Q2FY22 amounted to INR 64.75mn compared to a loss of 108.90mn in Q1FY22 and loss of 211.43mn in Q2FY21. Thus, registering a strong recovery.

Khadim India Ltd, continued to strengthen its retail presence in time II. 8 III cities by opening 25 new franchies stores calling the accord quarter despite partial loss taking the overall tally to \$55 franchies stores. The company has achieved healthy revenue growth acress both its business, retail and distribution, and significant improvement in margins for QEPY22.

Revenue from operations grew by 33% YoY in Q2FY22 to reach INR 1616.46mm from INR 1217.47mm in Q2FY21 GM% improved by ~230 bos to 40 6% in Q2FY22 from 38.3% in Q2FY21



Khadim India Consolidated September 2021 Net Sales at Rs 161.65 crore, up 32.77% Y-o-Y



Reported Consolidated quarterly numbers for Khadim India Limited are:

Net Sales at Bs 161.65 crore in September 2021 up 32.77% from Bs. 121.75 crore in September 2020. Quarterly Net Profit at Rt. 6.47 crore in September 2021 up 110.61% from Bs. 21.15 crore in

EBITDA stands at Rs. 20.39 crore in September 2021 up 542.3% from Rs. 4.61 crore in September 2020.

Khadim India EPS has increased to Rs. 3.60 in September 2021 from Rs. 11.77 in September 2020.

Market - Nerses Research - Dental - Become A Business Purtner - Personal Finance - Notify 50 | DUAA © Nov 12 2021 0430 | Notify Bank | 13,490.31 + 179.08 (0.00%) | 34,793.35 + 173.11

Khadim registers 83% sequential growth in Q2FY22 revenue The company has achieved healthy revenue growth across both its business, retail and distribution, and significant improvement in margins for Q2FY22.

managara (m. 1911).



Radim, India's leading footwerr company, has demonstrated a robust recovery in the last one year. The company has announced positive quarterly performance for the quarter ended September, 2021. Revenue from operations for Q29722 gree by 815% QoQ and 33% YOY to INR 1616.46mm from 882.30mm in Q19Y22 and 124731mm in Q29Y22.

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Simenter 12, 2013 23-90 BT (ANT Press Refuser)

Naturato Ashok Chotrani, CEO of Khedine India

You would like to read Khadun launches #DalmeinDwaliParonMeinKha campaign with ever-goegeous Showts Tiwara

Indian Institute of Fushion and Design announces collaboration with Fushion Design Council of India as an Institutional Member

India Honey Alliance (IHA) to host 'Hive to Home 2.0' - a virtual session on 30th September

Whatfix assigns USD 4.3 Million (Ra. 32 croces) for its first ESOP Bayback Whatfix strengthens partnership with Microsoft to improve digital K olkata (West Bengal) [India], November 12 (ANI/NewsVoir): Khadim, India's leading footwear company, has demonstrated a robust recovery in the last one year.

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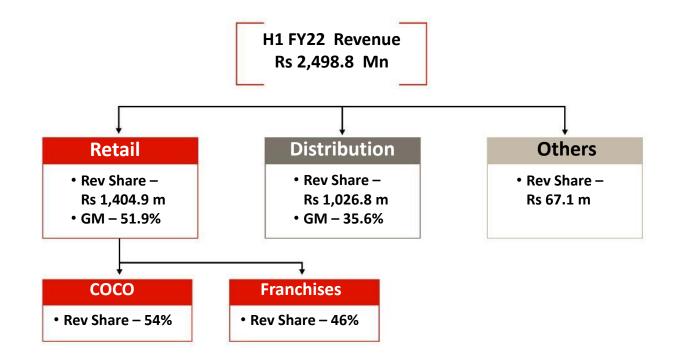
Q2 & H1 FY22 BUSINESS HIGHLIGHT

Key Performance Highlights:

- Revenue grew by 33%, from ₹ 1,217.5 m in Q2 FY21 to ₹ 1,616.5 m in Q2 FY22
- EBITDA reached ₹ 136.9 m in Q2 FY22 with an EBITDA margin of 8.5% (pre-COVID levels) vs an EBITDA loss of ₹ 116 m in Q2 FY21
- Q2 FY22 PAT stands at ₹ 64.7 m with a PAT margin of 4%, compared to a loss of
 ₹ 223.7 m in Q2 FY21 and a PAT of Rs.1.12 m in Q2FY20.
- Following gradual unlocking after the second wave, Retail business staged a robust recovery with substantial growth in sales clocking 53% growth over Q2FY21
- The retail business achieved an ASP growth of 9% over Q2FY20 and 25% over Q2FY21.
- The Company has achieved highest ever gross margin in retail at ~52%.
- Despite partial lockdown, expansion plans were back on track and the Company opened 25 new franchise stores in Q2FY22.
- The retail network now stands at 762 stores and distributor footprint has increased
 606
- Working capital efficiency has improved cash-flow position and strengthened the balance sheet



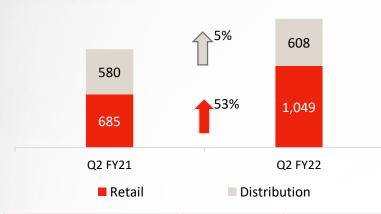
H1 FY22 RESULT HIGHLIGHT



Q2 & H1 FY22 RESULTS: SEGMENT ANALYSIS



Q2 FY22 YoY ANALYSIS - REVENUE* BREAKUP



Segment Share % *	Q2 FY22	Q2 FY21
Retail	61%	51%
Distribution	36%	43%

Gross Margin %	Q2 FY22	Q2 FY21
Retail	52.4%	44.7%
Distribution	35.1%	37.7%

H1 FY22 YoY ANALYSIS - REVENUE* BREAKUP



Segment Share % *	H1 FY22	H1 FY21
Retail	54%	46%
Distribution	42%	49%

Gross Margin %	H1 FY22	H1 FY21		
Retail	51.9%	45.1%		
Distribution	35.5%	36.5%		

^{*}All figures without IND-AS adjument In Rs Mn

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (In Rs Mn)	Q2 FY22	Q2 FY21	YoY %	Q1 FY22	QoQ %	H1 FY22	H1 FY21	YoY %	FY21
Revenue	1,616.5	1,217.5	32.8%	882.3	83.2%	2,498.8	1,821.5	37.2%	6,261.8
COGS	1,015.4	831.6	22.1%	570.6	77.9%	1,586.0	1,263.4	25.5%	4,458.5
Gross Profit	601.1	385.9	55.8%	311.7	92.9%	912.8	558.0	63.6%	1803.2
Gross Margin %	37.2%	31.7%	549 bps	35.3%	186 bps	36.5%	30.6%	19.2%	28.8%
Employee Expenses	142.1	149.1	-4.7%	120.2	18.2%	262.28	302.37	-13.3%	608.1
Other Expenses	322.1	352.7	-8.7%	195.1	65.1%	517.23	514.28	0.6%	1161.4
EBITDA	136.9	-116.0	-	-3.6	-	133.3	-258.6	-	33.8
EBITDA Margin %	8.5%	-	-	-	-	5.3%	-	-	0.5%
Depreciation	86.3	91.7	-5.8%	91.7	-5.8%	177.98	204.92	-13.1%	392.4
Finance Cost	55.7	54.7	1.7%	54.7	1.7%	110.41	133.34	-17.2%	253.8
Other Income	67.1	38.7	73.4%	38.7	73.4%	105.73	106.11	-0.4%	180.8
РВТ	62.0	-223.7	-	-111.3	-155.6%	-49.4	-490.8	-	-431.5
Tax Expense	-2.8		-	-2.4	-	-5.21	-1.7	-	-102.1
PAT	64.7	-223.7	-	-108.9	-159.4%	-44.2	-489.1	-	-329.4
PAT Margin %	4.0%	-	-	-	-	-	-	-	-5.3%



CONSOLIDATED BALANCE SHEET

Mar-21

1,140.7

1,153.5

9.5

3.2

1.5

179.3

198.0

47.0

97.9

1,406.8

1,207.0

39.3

101.3

719.6

6,304.4

Particulars (In Rs Mn)	Sep-21	Mar-21	Particulars (In Rs Mn)	Sep-21
Equity			Non-Current Assets	
Equity Share capital	179.7	179.7	Property, Plant and Equipment	1,061.2
Other Equity	1,786.1	1,828.8	Capital work - in - progress	4.8
			Right of Use Assets	975.3
Non-Current Liabilities			Intangible assets	2.6
Lease liabilities	996.6	1,172.6	Intangible assets under development	1.3
Provisions	6.9	5.2	Financial Assets:	
Borrowings	168.4	192.9	Others	170.7
Other Non-Current Liabilities	11.9	1.9	Deferred tax assets (net) 20	
			Income Tax Assets (net)	64.3
Current Liabilities			Other non-current assets	97.4
inancial Liabilities				
Borrowings	962.4	821.1	Current Assets	
Lease Liabilities	169.5	209.7	Inventories	1,514.8
Trade Payables	1,766.6	1,670.5	Financial Assets:	
Other Financial Liabilities	170.0	166.0	Trade Receivables	1,299.:
Other Current Liabilities	45.9	54.5	Cash & Bank Balances	71.2
Provisions	1.6	1.5	Others	105.9
Income Tax Liabilities (net)		-	Other Current Assets	693.9
Total Equity & Liabilities	6,265.4	6,304.4	Total Assets	6,265.



BUSINESS STRATEGY & OUTLOOK





TWO-PRONGED BUSINESS MODEL & GROWTH STRATEGY

Reach

Target Segment

Price & Product Range

Sourcing

RETAIL BUSINESS

762 'Khadim's exclusive branded outlets

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

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

86% outsourced (FY21) – smaller quantities of premium high quality products

DISTRIBUTION BUSINESS

606 distributors supplying to MBOs across India

Lower & middle income consumers in Tier I – III cities, who shop in MBOs

Rs 75 – Rs 999
EVA, basic and premium Hawai, PVC, PVC DIP and PU
and Stuck On products

Own manufacturing and contract manufacturing facilities



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

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



WIDE PRODUCT RANGE ACROSS VARIOUS CATEGORIES & PRICE POINTS

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

















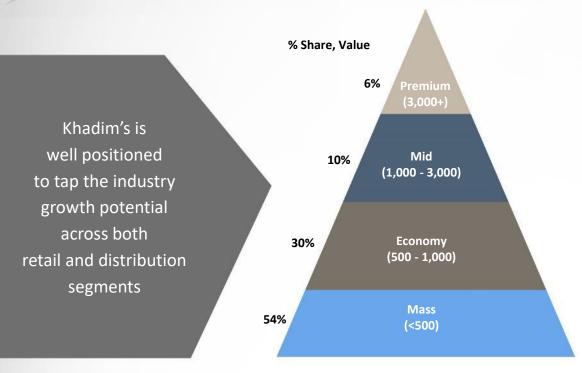




DISTINCT BRAND POSITIONING FOR VARIOUS MARKET SEGMENTS

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





__ Distinct brand positioning to target customers ______ Across all price segments ______

MENSWEAR	WOMENSWEAR	KIDS
KHADIM	clèo	KHADIM
BRITISH WALKERS*	S H A R O N"	bonite adrianna
PRO	PRO	wolk like a priocess
softouch"	softouch*	
TURK		



PROMOTER, BOARD OF DIRECTORS &

MANAGEMENT TEAM



Siddhartha Roy Burman Chairman & Managing Director

- Associated with the Company since its incorporation. He has 34 years of experience in the footwear industry
- Responsible for the overall strategic decision making and provides leadership to all operations



Dr Indra Nath ChatterjeeNon-Executive,
Independent Director

- 42 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 20 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)



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

- 37 years of experience as an academician
- 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



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 30th November 2017. He has gained exposure in various aspects of footwear marketing during his tenure



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

EXPERIENCED MANAGEMENT TEAM



Namrata Chotrani CEO

- She was associated with KPMG & Fairwinds Asset Managers Limited (since 2012) and has a total experience of over nine years in tax, private equity and mergers.
- She was previously on board of the company representing Fairwinds



Indrajit Chowdhury 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

- 21+ 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

- 17 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 15 years in footwear domain across retail sales

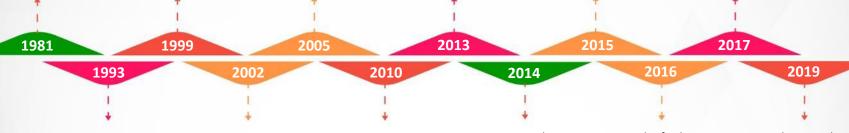


KEY — MILESTONES —

- Acquired and took over the business of M/s S.N. Industries as a going concern with all its assets and liabilities
- Incorporated as a private limited company
- Commenced retail operations in South India through with two outlets in Chennai and one each in Bengaluru and Secunderabad
- Accredited with ISO 9001:2000 certification for with respect to the manufacturing facility at Kasba Industrial Estate, West Bengal
- Investment by
 FairwindsTrustees
 Services (Reliance
 Alternative Inv Fund)
- Kasba facility
 Accredited with ISO
 9001: 2008
 certification
- Expanded retail business to include the 'shop-in-shop' retailing model
- BSE with an IPO of Rs 5,431 Mn – - Fresh issue of

Listed on NSF &

- Fresh issue of Rs 500 Mn
- Offer for sale of Rs 4,931 Mn



- Commenced retail business through COOs for footwear products
- Commenced manufacturing operations for footwear and leather products at Kasba Industrial Estate, West Bengal
- c Commenced distribution operations at central distribution centre at Bantala, West Bengal
- Commenced ecommerce retailing operations through Company's ecommerce website, while also utilizing online market place(s)
- Kasba facility
 Accredited with
 ISO 9001:2015
 certification
- Implemented TOC across top COCO & EBO stores
- Engaged 3 brand ambassadors
- Launched new website & increased online sales





NAMRATA CHOTRANI - CEO

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Nachiket Kale IR Consultant

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