

March 22, 2022



The Manager
The Department of Corporate Services
BSE Limited
P. J. Towers,
Dalal Street, Mumbai - 400 001
Scrp 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: Intimation of Investor Meet & Investor's Presentation

Pursuant to the provisions of Regulation 30 of the Listing Regulations, we would like to inform you that the officials of our Company will be interacting with various Analysts / Investors on March 22, March 23 and March 24, 2022 via meetings at Mumbai.

We enclose herewith our presentation which would be presented before the investors during the aforesaid meetings for your information as well as for information of the general public.

The said presentation would also be available on the website of the Company at www.khadims.com.

Request you to kindly take the same on record.

Please note that the above schedule is subject to changes, if any, due to exigencies on the part of Company or Analysts / Investors.

Thanking You,

Yours faithfully,

For **Khadim India Limited**

Abhijit Dan
Company Secretary & Head – Legal
ICSI Membership No. A21358

Encl: as above

frontoffice@khadims.com



033-4009 0501



033-4009 0500

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



CORPORATE PRESENTATION

KHADIM INDIA LIMITED

———— MARCH 2022 ————

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.



DISCUSSION SUMMARY

BUSINESS OVERVIEW

FINANCIAL PERFORMANCE

BUSINESS MODEL
& STRATEGIC INITIATIVES

NEW MARKETING INITIATIVES & FESTIVE
CAMPAIGNS

EMPLOYEE WELFARE, CSR & COVID
SAFETY MEASURES

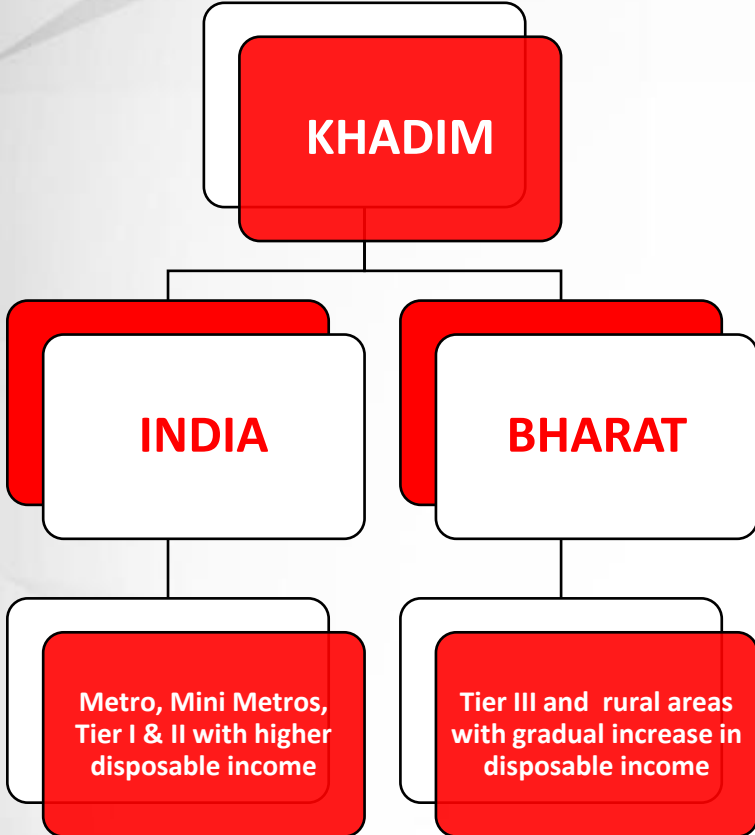




BUSINESS
OVERVIEW

 **KHADIM**

“KHADIM – India & Bharat”



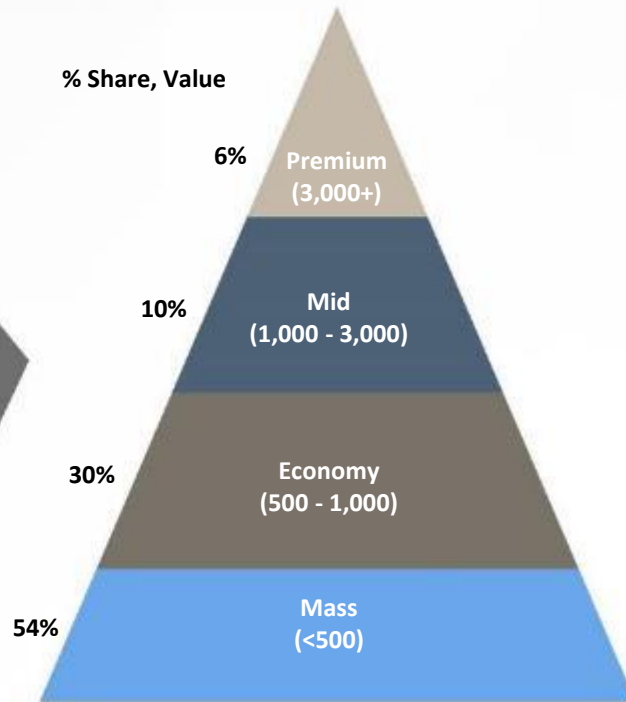
Khadim as a brand very well fits in the both the parts of the Country. On one side it offers premium yet affordable range of products across its retail stores in the **Indian** metros with its top retails sub-brands like British Walker, Lazard, Cleo, Pro etc. and on the other side it also caters largely to the demand of **Bharat** by capitalising on its distribution network and products under the sub-brand of Wash N Wear, Kalypso, Fitnxt which offers a perfect mix of fashionably durable and affordable.

That's why we are the most preferred Brand across **India** and **Bharat!**

DISTINCT BRAND POSITIONING FOR VARIOUS MARKET SEGMENTS











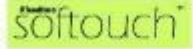
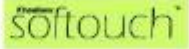

Khadim's brand presence and product range makes it capable to address ~85% of the total Indian footwear market potential

Footwear Market Segmentation
(MRP at retail stores in Rs)



Khadim's 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
		
		
		
		
		
		





'Affordable Fashion' for the entire family for every occasion



1. Two-pronged Market Strategy

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



An all-encompassing reach in the footwear market with focused approach towards each segment which provides an ability to capitalize on the growth potential of both the markets and de-risk the company by reduced dependence on any one business.

2. Asset Light Model for Growth

- **Retail business**
 - 72% of retail presence through franchise route
 - Outsource 86% of product requirement (FY21)
- **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
- 768 'Khadim's' branded retail stores (Dec-21)
- Wide network of 617 distributors selling to MBOs across India (Dec-21)



5. Strong Design Capabilities

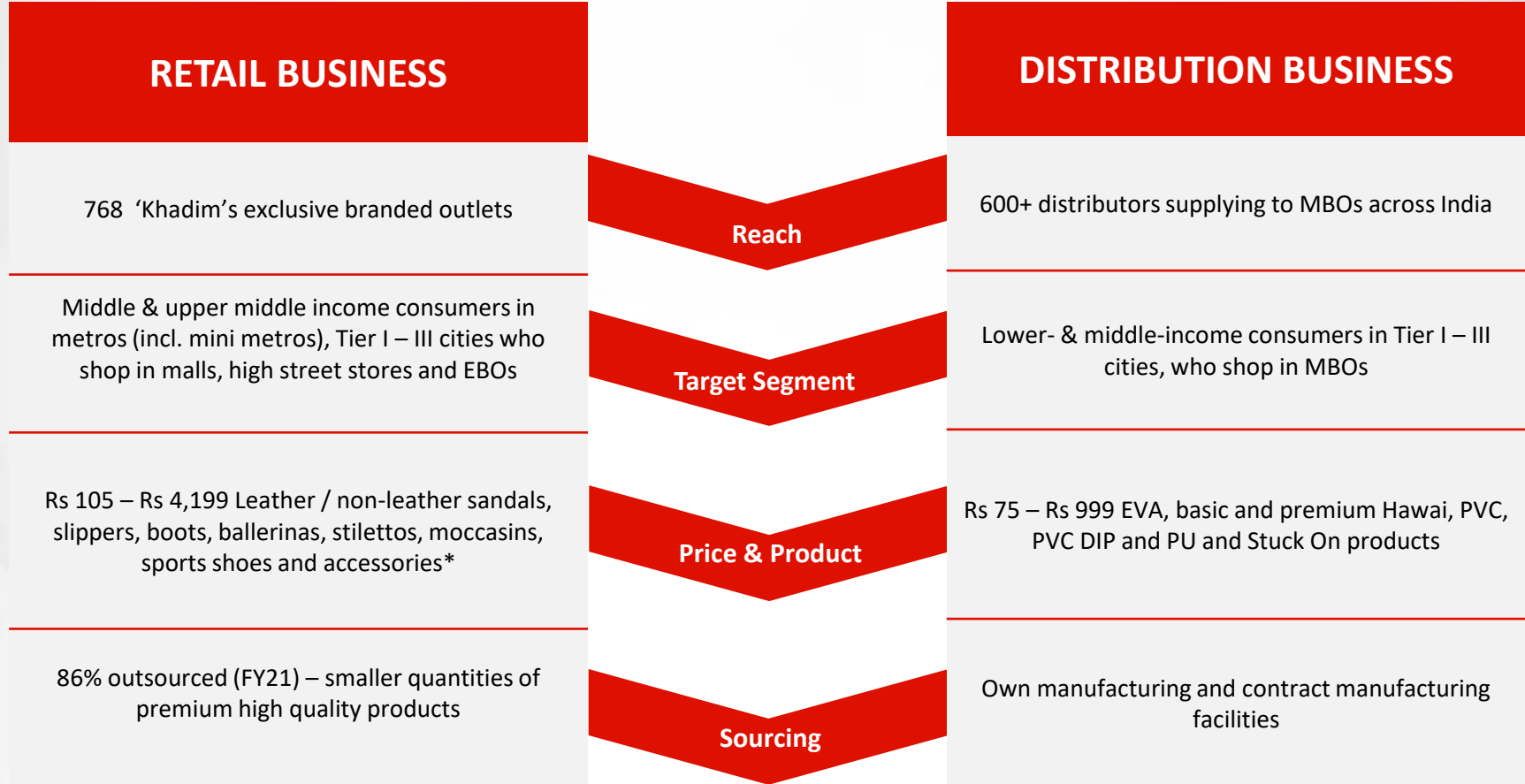
- Over 4 decades of presence in the industry and continuous survey across global markets to understand the fashion trends
- Fostered the growth of sub-brands to drive premiumization, leading to increased ASP & margins, while targeting aspirational, younger customers and retaining existing customers

**BUSINESS
MODEL**

**MOVING
YOU
MORE**



TWO-PRONGED STRATEGY



RETAIL

WIDE PRODUCT RANGE ACROSS VARIOUS CATEGORIES & PRICE POINTS



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

KHADIM

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



BRITISH WALKERS
POWER STRIDE

Menswear
Formal shoes & sandals using premium quality leather



LAZARD

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



O PRO

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



softouch

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



SHARON
SHARON

Womenswear
Fashionable yet functional sandals
using premium quality faux leather



cleo
THE STYLE WIZARD

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



TURK

Menswear
Outdoor boots / sandals using premium quality faux leather



adrianna
with love in colors

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



bonito
fun together

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



“In the **Distribution Business** too, like retail, we wish to be a brand for the entire family for all occasions”



Basic
Hawai
Chappals



Premium Hawaai
and Fabrication
Chappals



Formal sandal
and shoes



Footwear for Kids



Athleisure sandal
and shoes



DIP & PU
Footwear



PVC Footwear



'Affordable Men's Fashion' – ONE STOP SOLUTION



FORMAL SHOE



SLIP ONS



SANDALS



LOAFER



SNEAKER



BOOTS



FLIP FLOPS



'Affordable Women's Fashion' – ONE STOP SOLUTION

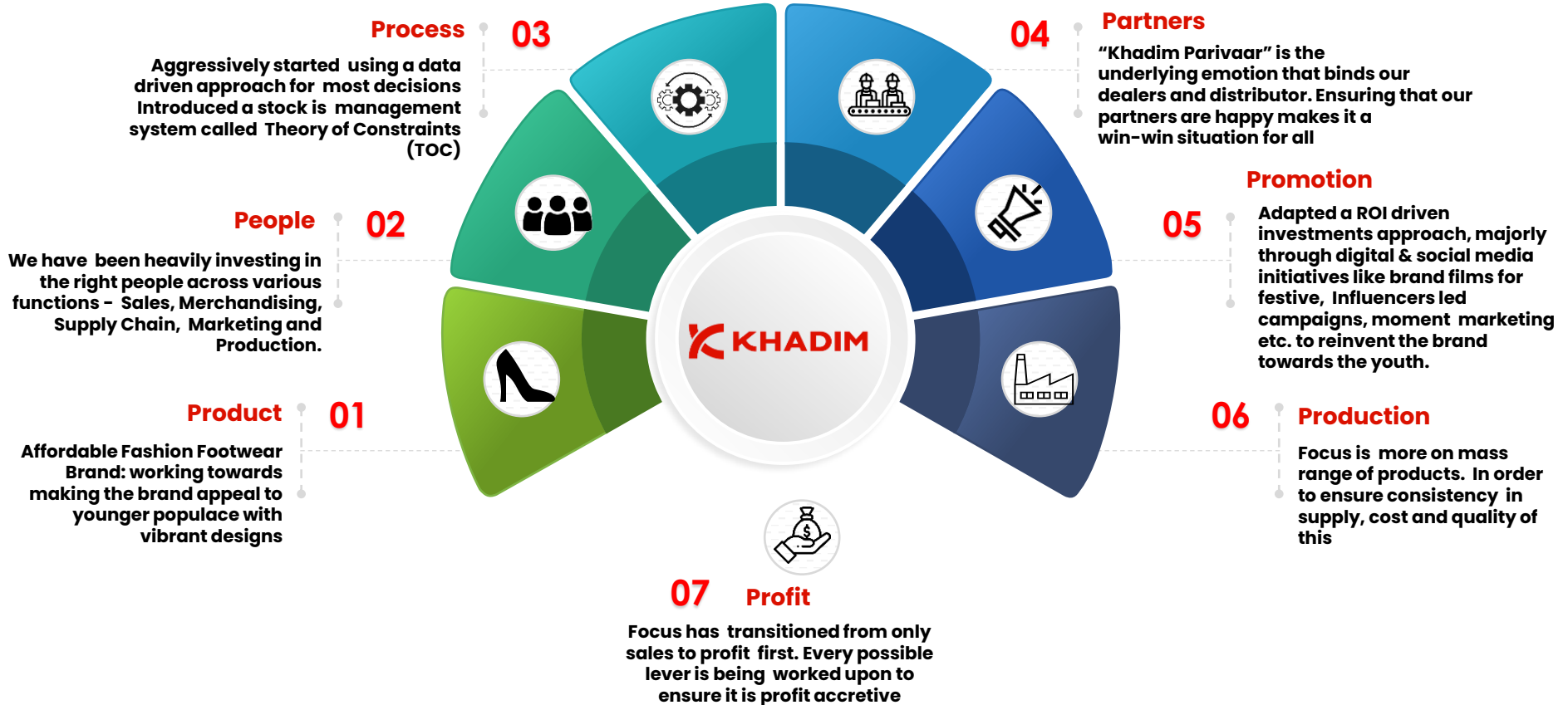
				
SLIP ONS				
SANDALS				
SNEAKER				
CASUAL SHOE				
FLIP FLOPS				



**BUSINESS
STRATEGY**



PILLARS OF GROWTH



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



RETAIL BUSINESS



- Intend to further penetrate in the Eastern, Southern & Central India markets and expand retail footprint in markets across West India and North India.
- Plan to enter new markets through company owned and operated outlets (COCO) and then further penetrate through franchisees once the brand is well established.
- Focused efforts to upscale the mother brand Khadim and reposition the subbrands. The idea is to make the brand Khadim relevant, younger and a vibrant fashionable.
- The thought process behind growing sub-brands is to provide a wider variety for all demographics and achieve premiumization (within the spectrum of affordable fashion).

DISTRIBUTION BUSINESS



- Distribution business compliments retail business and enables a deeper market penetration for our products.
- The focus is on penetration in the existing markets in Eastern, Central and Southern India by capitalizing on the retail brand recall and target on developing markets in North and West India
- Introduced fashionable range of sports sandals, sports shoes, formal shoes and PU sandals, EVA sandals which have been well received in the market.
- The focus in this segment is on mass range of products. Actively engaged in manufacturing Hawaai and PVC products to ensure consistency in supply, cost and quality. This has strengthened backend support to grow the distribution business

STRATEGIC INITIATIVES & OUTLOOK



E-Commerce

- Experienced higher contribution to sales owing more focused approach to the business
- Listing across various portals has seen improving tractions
- Website sales driven by Retail & Exclusive E commerce Products.



Omni-Channel

- Works like a balanced bridge between Retail and E-Commerce
- Helps increase in-store conversion and service ecommerce orders through the stores
- Enhances customer experience by increasing product availability and reduce TAT for delivery
- Improves working capital efficiency and reduces cost of logistics



FINANCIAL PERFORMANCE



FINANCIAL HIGHLIGHTS

**ROBUST TURNAROUND
IN BUSINESS**

**ENCOURAGING
RECOVERY POST COVID**

**REDUCED INVENTORY
AND DEBTOR DUES**

**CONSECUTIVE YOY
GROWTH FOR LAST 5
QUARTERS FOR
DISTRIBUTION**

FINANCIALS HIGHLIGHTS

CONTD.

PREMIUMISATION OF
PRODUCTS DRIVING
HIGHER ASP

ACHIEVED HIGHEST
EVER GROSS MARGIN
IN Q3FY22

OPENED 54 NEW
RETAIL STORES TAKING
THE TOTAL RETAIL
PRESENCE TO 768
STORES

HEALTHY OPERATIONAL
AND NET PROFIT IN
Q2FY22 AND Q3FY22

Q3 & 9M FY22 RESULTS HIGHLIGHTS



Q3 FY22

Revenue

Rs. 1,850 mn

YoY
+6%



EBITDA

Rs. 216 mn

Margin at 11.7%

+43%



PAT

Rs. 82 mn

Margin at 4.4%

+85%



YoY

+19%



9M FY22

Revenue

Rs. 4,349 mn

EBITDA

Rs. 349 mn

Margin at 8%

Turned around
from a loss of
Rs 107 mn



PAT

Rs. 38 mn

Margin at 1%

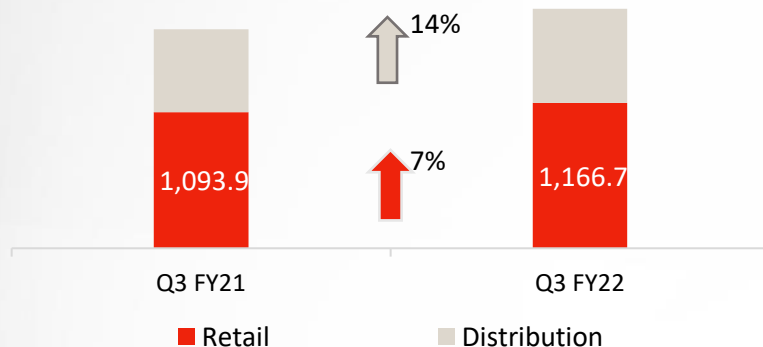
Turned around
from a loss of
Rs 449 mn



Q3 & 9M FY22 RESULTS: SEGMENT ANALYSIS



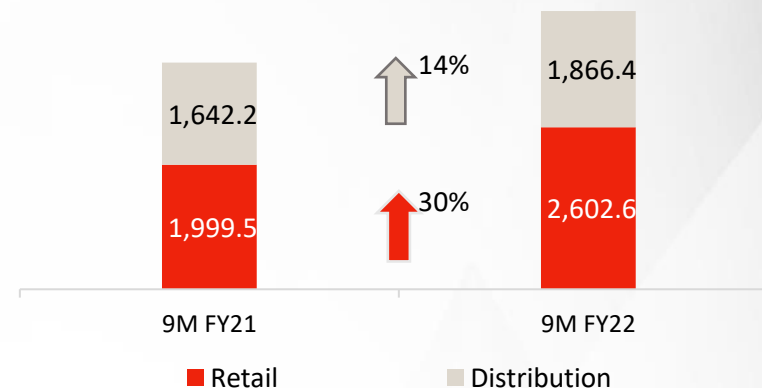
Q3 FY22 YoY ANALYSIS – REVENUE* BREAKUP



Segment Share % *	Q3 FY21	Q3 FY22
Retail	60%	59%
Distribution	36%	38%

Gross Margin %	Q3 FY221	Q3 FY22
Retail	47.8%	55.8%
Distribution	35.5%	35.3%

9M FY22 YoY ANALYSIS – REVENUE* BREAKUP



Segment Share % *	9M FY21	9M FY22
Retail	53%	56%
Distribution	43%	40%

Gross Margin %	9M FY21	9M FY22
Retail	46.5%	53.7%
Distribution	36.1%	35.4%

*All figures without IND-AS adjustment
In Rs Mn

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (In Rs Mn)	Q3 FY22	Q3 FY21	YoY %	Q2 FY22	QoQ %	9M FY22	9M FY21	YoY %	FY21
Revenue	1,850.4	1,740.8	6%	1,616.5	14%	4,349.2	3,562.3	22%	6,261.8
Cost of materials	555.0	441.9		516.4		1,452.0	986.8		1,416.0
Changes in inventories	597.3	655.5		499.0		1,286.3	1,374.1		3,042.5
Gross Margin	698.1	643.4	9%	601.1	16%	1,610.9	1,201.4	34%	1,803.2
Gross Margin %	38%	37%		37%		37%	34%		29%
Employee benefits	158.0	155.6		142.1		420.3	458.0		608.1
Other expenses	324.0	336.2		322.7		841.3	850.4		1161.4
EBITDA	216.1	151.6	43%	136.3	59%	349.4	-107.0	-	33.8
EBITDA Margin %	12%	9%		8%		8%	-3%		1%
Finance costs	59.9	60.9		55.7		170.3	194.3		253.8
Depreciation	80.8	95.2		86.3		258.8	300.1		392.4
Other income	25.9	39.5		67.1		131.6	145.6		180.8
PBT	101.4	35.0	190%	61.3	65%	51.9	-455.8	-	-431.5
Current tax	0.0			0.0			-4.7		-4.7
Deferred tax	19.3	-9.4		-2.8		14.1	-6.4		-97.2
PAT	82.1	44.4	85%	64.1	28%	37.8	-449.4	-	

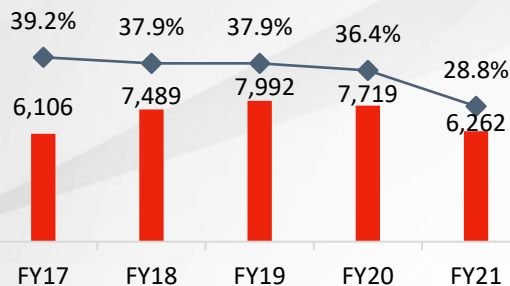
PROFIT & LOSS STATEMENT: RECENT TRACK RECORD

Particulars (In Rs Mn)	9M FY22	FY21	FY20
Revenue	4,349.2	6,261.8	7,718.7
COGS	2,738.3	4,457.8	4,912.2
Gross Profit	1,610.9	1,804.0	2,806.5
Gross Margin %	37.0%	28.8%	36.4%
Employee Expenses	420.3	608.1	732.7
Other Expenses	841.3	1,161.40	1,769.10
EBITDA	349.4	34.6	304.6
EBITDA Margin %	8.0%	0.6%	3.9%
Depreciation	170.3	392.4	419.4
Finance Cost	258.8	253.8	292.8
Other Income	131.6	180.8	66.7
PBT	51.9	-430.7	-340.8
Tax Expense	14.1	-102.1	-28.1
PAT	37.8	-328.7	-312.7

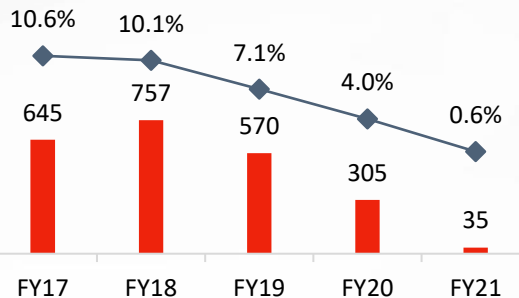
FINANCIAL SUMMARY

In Rs Mn

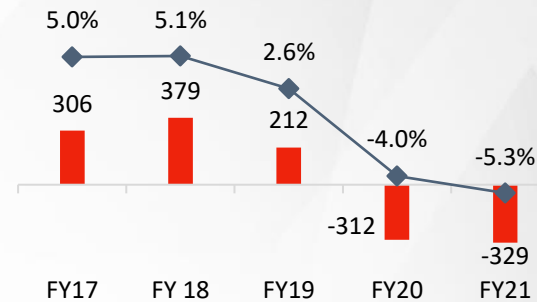
Revenues & Gross Margin



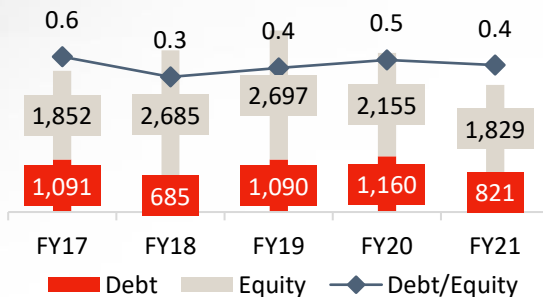
EBITDA & EBITDA Margin



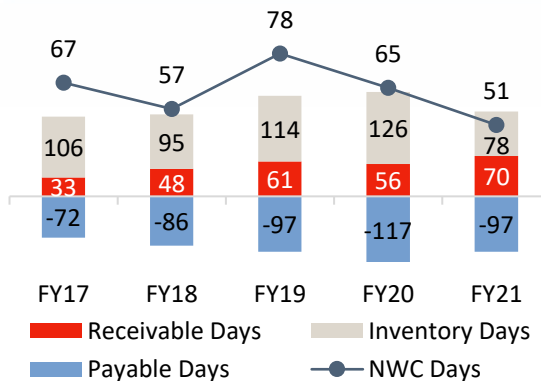
PAT & PAT Margin



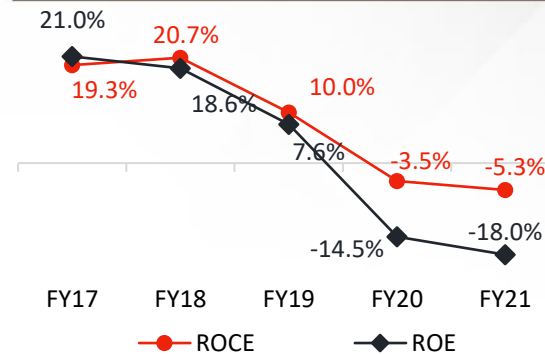
Leverage Analysis



Working Capital Analysis



Return Ratios *



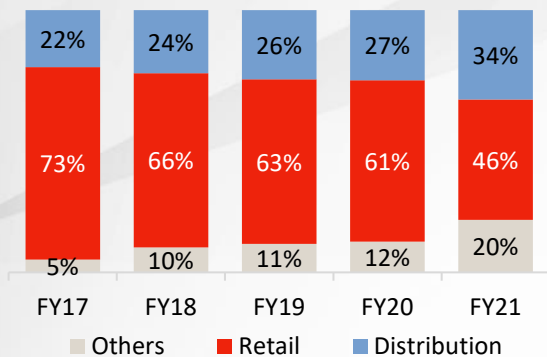
FY17 onwards, numbers are as per IND-AS, while those in previous years are as per I-GAAP.
Sales scheme and commissions were included in sales in I-GAAP, these are deducted in IND-AS and net sales are reported

* Return ratios are calculated excluding amalgamation reserve of Rs. 230mn

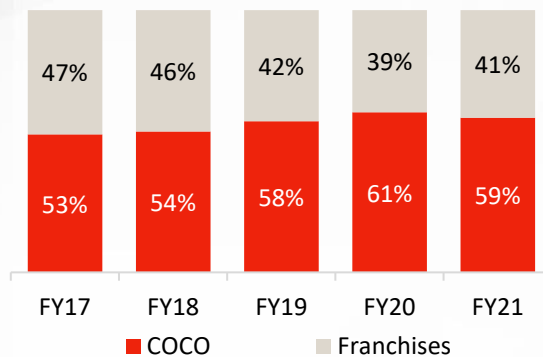
FINANCIAL SUMMARY

In Rs Mn (I-GAAP)

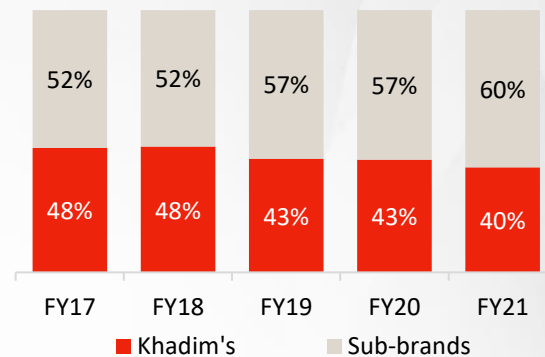
Revenues – Segment wise



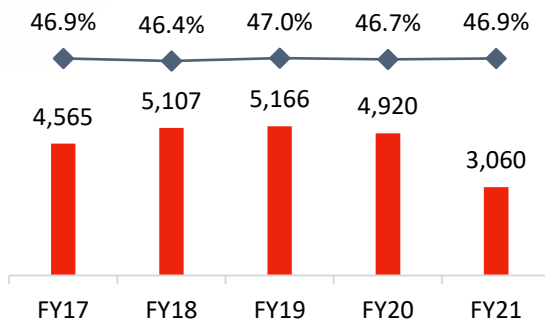
Retail Revenues – COCO vs Franchises



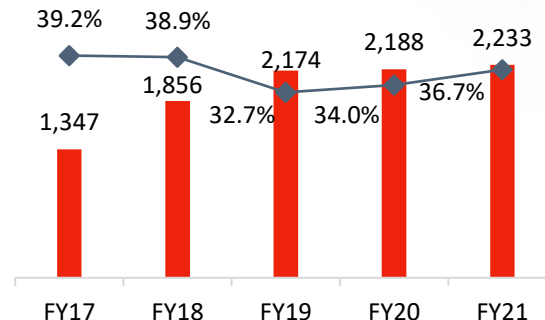
Retail Revenues – Khadim's vs Sub-brands



Retail Revenues & Gross Margin



Distribution Revenues & Gross Margin



MARKETING INITIATIVES



 **KHADIM**

HYPER-LOCAL ACTIVATIONS

“Walking the extra-mile to deliver a superior customer experience”



Near Me

A Weekly residential touch points to impart services for those who are unable to visit stores.



Hot Spots

Portable Kiosk with Mask & Shoe Sanitizers.

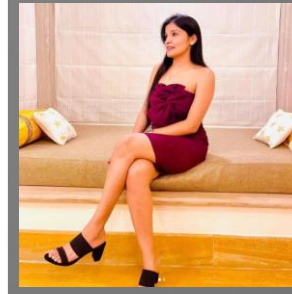


On the Go

A Shoe Store on wheels designed to provide the customer a unique experience of mobile shopping.



SOCIAL MEDIA PRESENCE



VALENTINE'S DAY PAR MAST SANDLE GIFT KARUNGA PAR YAAR DISCOUNT KI TENSION HAI



MEDIA COVERAGE

Market News Alerts Company Results Company Results Company Results Company Results Company Results Company Results Company Results Company Results Company Results

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Khadim Has Registered 190 Percent YoY Growth in PBT for Q3FY22

By Pankaj Mishra | Feb 15, 2022 | 4:30 pm | Company Results, Retail, E-commerce

Kolkata, West Bengal, India – Business Wire India: Khadim, India's one of the leading footwear companies, has delivered healthy revenue growth and robust profit. The Company has announced its quarterly financial performance for the quarter ended 31 December 2021. Revenue from operations for Q3FY22 grew by 14% QoQ and 6% YoY to INR 1,616.46 mn from INR 1,406.50 mn from INR 1,406.50 mn in Q2FY21 and INR 1,740.82 mn in Q3FY21. The company's Profit before tax for Q3FY22 amounted to INR 101.36 mn (5.6%) compared to a profit of INR 61.97 mn (3.8%) in Q2FY22 and a profit of INR 34.97 (2.0%) mn in Q3FY21.

Owing to the festive season, the brand saw a good festive season. With the introduction of its trendy, edgy and vibrant product lines just before the festive season, the brand gained good momentum in terms of sales. Even the distribution business gained good traction in the festive season with the introduction of the new range of products across the sports, PU and Hawaii categories. During the festive season, Khadim launched a digitally focused marketing strategy aimed at the youth with numerous regional celebrities. Khadim launched #AbarPujoyJustKhadim & #DilMeinDiwaliAurPaironMeinKhadim campaigns which enabled the brand to re-establish its strategy to gain a TOPM recall of youngsters – as said by the CEO of Khadim India Limited Ms. Namrata Ashok Chotrani.

Khadim evokes the feeling of love with its shoes

The film has been created by Kolkata-based advertising studio Graphixstory



Share it: [Facebook] [Twitter] [LinkedIn] [Instagram] [Email]

Footwear brand Khadim has released a film that captures the nuances of a love relationship. "We have witnessed many love stories but what makes this stand out is the way it showcased love with leg gestures only. Action speaks more than words" is what we see on screen, the brand said.

Graphixstory, a Kolkata-based advertising studio, conceptualized a story where movements of the legs of the protagonists and shoes play the pivotal role. The little things that every couple experience when the other partner shows up late for the date!

What happens next and how the story unfolds is what this film is about. The agency gives us a sneak peek into an incident that is extremely relatable which makes us smile and fall in love all over again. February is an awaited month for all the lovebirds to celebrate love and their special ones with a little something extra than the usual. The agency wanted to evoke the feeling of love with just shoes which makes it extremely interesting," it said.

Mainak Banerjee, National Marketing Head, at Khadim India said, "Khadim as a brand is revamping 360 degrees. We have been consistently introducing contemporary range of shoes that excellently compliments your on trend fashion statement and resonates perfectly with today's millennials and gen-z lifestyle aspiration. We are redesigning our retail experience, communication space at large. On the event of Valentine's Day, We have come up with a nice storyline that connects very tenderly with our audience. I look this opportunity to wish a Happy Valentine's Day to all of you - Let love win!"

Surajit Majhi, Founder, Graphixstory Pvt Ltd, said, "Following the vision of Khadim we wanted to craft a film that catches the emotion of the young audience which they can easily relate to. Good music, a very light storyline, seamless execution have added flavor and refreshment to the video which we wanted to present. End of the day our audiences are loving the film and that justifies our effort. It was again a very nice association with Khadim India like many ones in the near past."

SPONSORED CONTENT What's this?

Khadim has registered 190 per cent YoY growth in PBT for Q3FY22



Khadim footwear.

You would like to read

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

Karman Foundation by Namrata Tripathi is making a reform in the area of social service

Khadim launches #DilMeinDiwaliAurPaironMeinKhadim campaign with ever-gorgeous Shweta Tiwari

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

Season 4 of Mrs India Pride of Nation 2021 ends with fanfare in esteemed presence of Barkha Nangia, Director, Glamour Gurgaon

Kolkata (West Bengal) [India], February 15 (ANI/BusinessWire India): Khadim, India's one of the leading footwear companies, has stored healthy revenue growth and robust growth in profit. The company has announced positive quarterly performance for the quarter ended December 31, 2021.

Revenue from operations for Q3FY22 grew by 14 per cent QoQ and 6 per cent YoY to INR 1,616.46 mn from INR 1,406.50 mn from INR 1,406.50 mn in Q2FY21 and INR 1,740.82 mn in Q3FY21. The company's Profit before tax for Q3FY22 amounted to INR 101.36 mn (5.6 per cent) compared to a profit of INR 61.97 mn (3.8 per cent) in Q2FY22 and a profit of INR 34.97 (2.0 per cent) mn in Q3FY21.

Home Wire Updates BUSINESS

Khadim Has Registered 190 Percent YoY Growth in PBT for Q3FY22

PTI | Updated: February 15, 2022 16:48 IST
Kolkata, West Bengal, India – Business Wire India: Khadim, India's one of the leading footwear companies, has stored healthy revenue growth and robust growth in profit. The company has announced positive quarterly performance for the quarter ended 31 December 2021. Revenue from operations for Q3FY22 grew by 14% QoQ and 6% YoY to INR 1,616.46 mn from INR 1,406.50 mn from INR 1,406.50 mn in Q2FY21 and INR 1,740.82 mn in Q3FY21. The company's Profit before tax for Q3FY22 amounted to INR 101.36 mn (5.6%) compared to a profit of INR 61.97 mn (3.8%) in Q2FY22 and a profit of INR 34.97 (2.0%) mn in Q3FY21.

Owing to the festive season, Q3 has always been a very special quarter for brands that deal with retail and fashion. The brand saw a good festive season this financial year. With the introduction of its trendy, edgy and vibrant product lines just before the festive season, the brand gained good momentum in terms of sales. Even the distribution business gained good traction in the festive season with the introduction of the new range of products across the sports, PU and Hawaii categories. During the festive season, Khadim initiated a digitally focused marketing strategy aimed at the youth with numerous regional celebrities. Khadim launched #AbarPujoyJustKhadim & #DilMeinDiwaliAurPaironMeinKhadim campaigns which enabled the brand to re-establish its strategy to gain a TOPM recall of youngsters – 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 21 new retail stores during the third quarter taking the total retail presence to 768 stores. The company has achieved steady revenue growth across both its businesses - retail and distribution, and significant improvement in margins for Q3FY22.

- Key Performance Highlights:**
- Achieved PBT of INR 101.36 mn in Q3FY22 against PBT of INR 34.97 mn in Q3FY21
 - Revenue from operations grew by 14% QoQ in Q3FY22 to reach INR 1,616.46 mn from INR 1,406.50 mn in Q2FY22
 - The distribution business vertical has achieved a 14 % YoY Growth in Q3FY22
 - GM% improved by 190 bps to 41.7% in Q3FY22 from 39.8% in Q3FY21
 - EBITDA % improved by 300 bps to 11.7% in Q3FY22 from 8.7% in Q3FY21
 - The Company has added 21 new retail stores across India in Q3FY22
 - Working capital efficiency has improved cash-flow position and strengthened the balance sheet

About Khadim
Khadim began in the 1960s as a humble shoe store in Chitpur to become a popular and much-loved footwear brand of the new millennium. Today, Khadim has grown to 768 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.

PWR PWR

EMPLOYEE WELFARE





With You In Every Step



Demise of an Employee

1. SBI Term Insurance

We are providing life insurance to our fellow employees that financially covers for untimely death due to the pandemic or any other reason, subject to a minimum coverage of ₹2,50,000 and a maximum coverage of ₹25,00,000 to all our employees as per his/her grade.

2. Group Personal Accident Policy

In case of death of an employee due to an accident, his/her nominee shall receive a payout with a minimum ₹3,50,000 and maximum ₹1,00,00,000 sum assured as per his/her grade.

Mediclaim Benefit

To provide additional medical support, our existing Mediclaim benefits to our employees will cover a minimum of ₹3,50,000 and a maximum of ₹1,00,00,000 as per his/her grade, including Pandemic.

The sum insured for outsourced employees is ₹30,000.00 per employee. Only the employee is eligible for benefits. Family members/dependents are not covered under this policy (Universal Health Policy). They are also covered under ESIC Scheme for medical benefit.

“When times are troubling, we want to extend our hearts in full support to the ones who have always had our backs.”

VACCINATION DRIVE



 **KHADIM**





**CORPORATE
SOCIAL
RESPONSIBILITY**



Medical facilities provided by Help-Age India under CSR activities of the Company during COVID-19 Pandemic



Maintenance of Park & Garden in collaboration with South Dum Dum Municipality, Kolkata



KHADIM

MAKE YOUR MARK
CONFIDENTLY URS

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

www.khadims.com





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 Chatterjee
Non-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 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



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

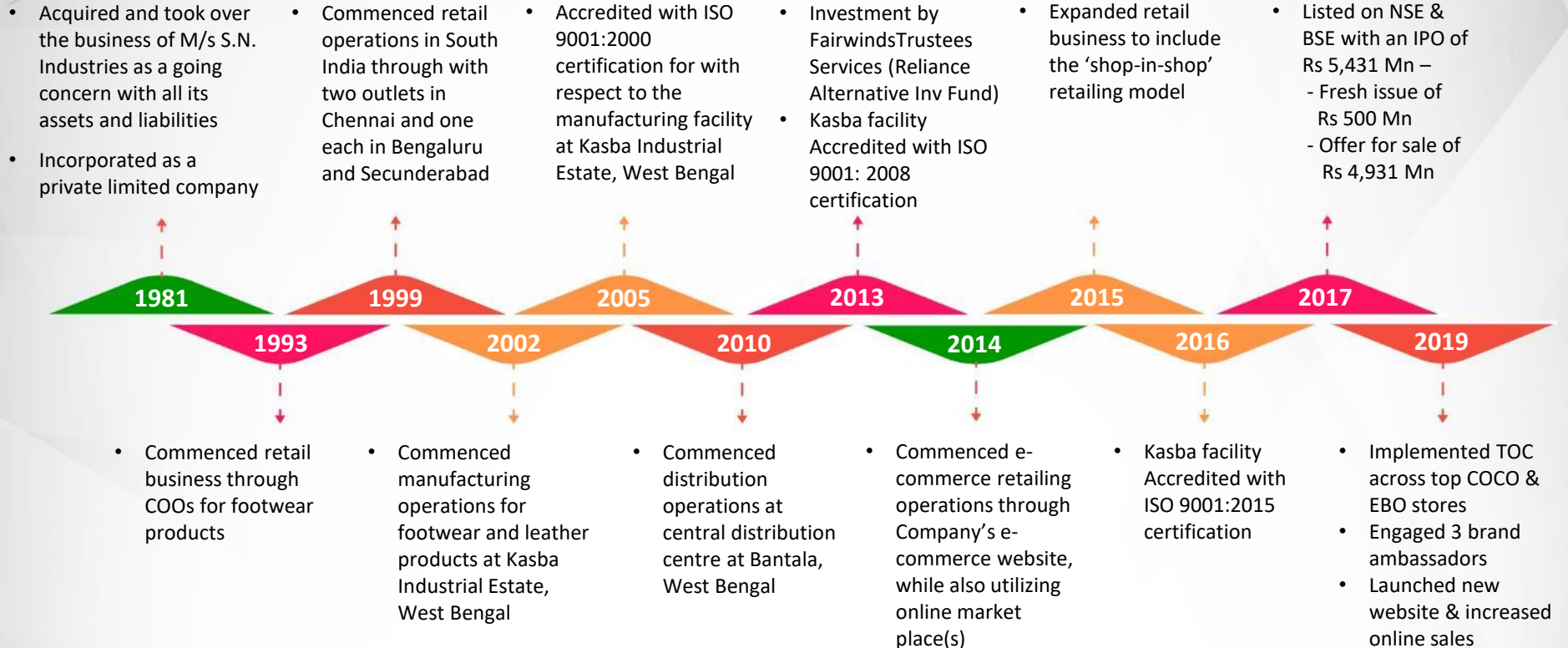


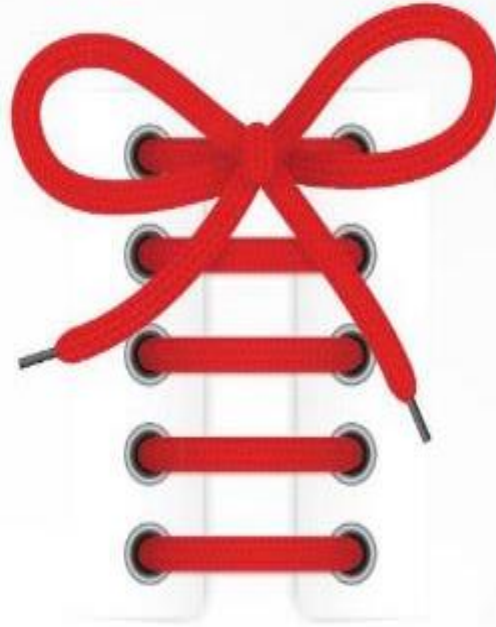
Kaushik Dutta
AGM - Sales

- 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





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