

06th August 2026

To,

BSE Limited Corporate Relationship Department 1st Floor, New Trading Ring, Rotunda Building, P. J. Towers, Dalal Street, Mumbai – 400 001 SCRIP CODE: 543523	National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 SYMBOL: CAMPUS
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Subject: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Analysts/ Investors Earnings Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Analysts/ Investors Earnings Presentation for the quarter ended 30th June 2026.

The said Earnings Presentation has also been uploaded on the Company's website i.e. www.campusactivewear.com.

This is for your information and records.

Thanking you

For **Campus Activewear Limited**

Archan
a Maini

Digitally signed
by Archana Maini
Date: 2026.08.06
14:34:18 +05'30'

Archana Maini
General Counsel & Company Secretary
Membership No. A16092

Encl.: As above



CAMPUS ACTIVEWEAR LIMITED INVESTOR PRESENTATION

Q1- FY 27 | 06 AUG 2026





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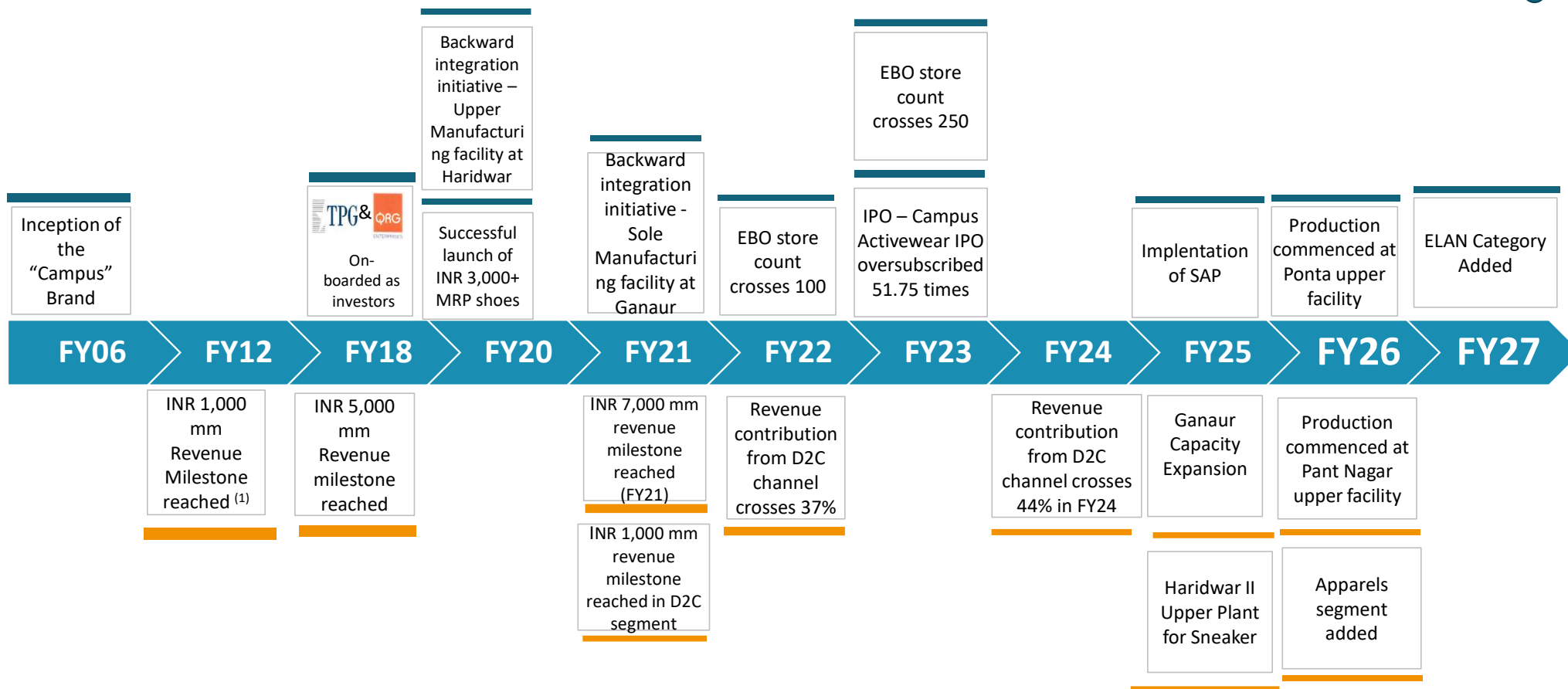
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Our Journey to Become India's #1 S&A Footwear Brand



Source: Company data

(1) Revenue crossed by Nikhil International, whose business was subsequently acquired pursuant to a business succession agreement dated Mar 22, 2017



BUSINESS SNAPSHOT



CAMPUS - India's Largest & Fastest Growing Scaled Sports & Athleisure Footwear Brand

46.1%

46.1% Revenue Contribution from Direct-to-Consumer Channels during Q1 FY27 vs 44.4% during Q1 FY26

31,000+

31,000+ Retailers across 850+ districts and 28 states

5.7 mm

5.7 mm pairs sold in Q1 FY27 (11.7% YoY Gr%)
5.1 mm pairs sold in Q1 FY26

22.8%

22.8% Return on Capital Employed

Revenue from Operations*

Q1 FY27: INR 385.2 Cr (+12.2% YoY Gr%)

Q1 FY26: INR 343.3 Cr

FY26 : INR 1774.1 Cr (+11.4 YoY Gr%)

EBITDA

Q1 FY27: INR 62.7 Cr (15.9% of Total Income)

Q1 FY26: INR 55.4 Cr (15.9% of Total Income)

FY26 : INR 314.7 Cr (17.5% of Total Income)

Profit After Tax

Q1 FY27: INR 26.1 Cr (6.6% of Total Income)

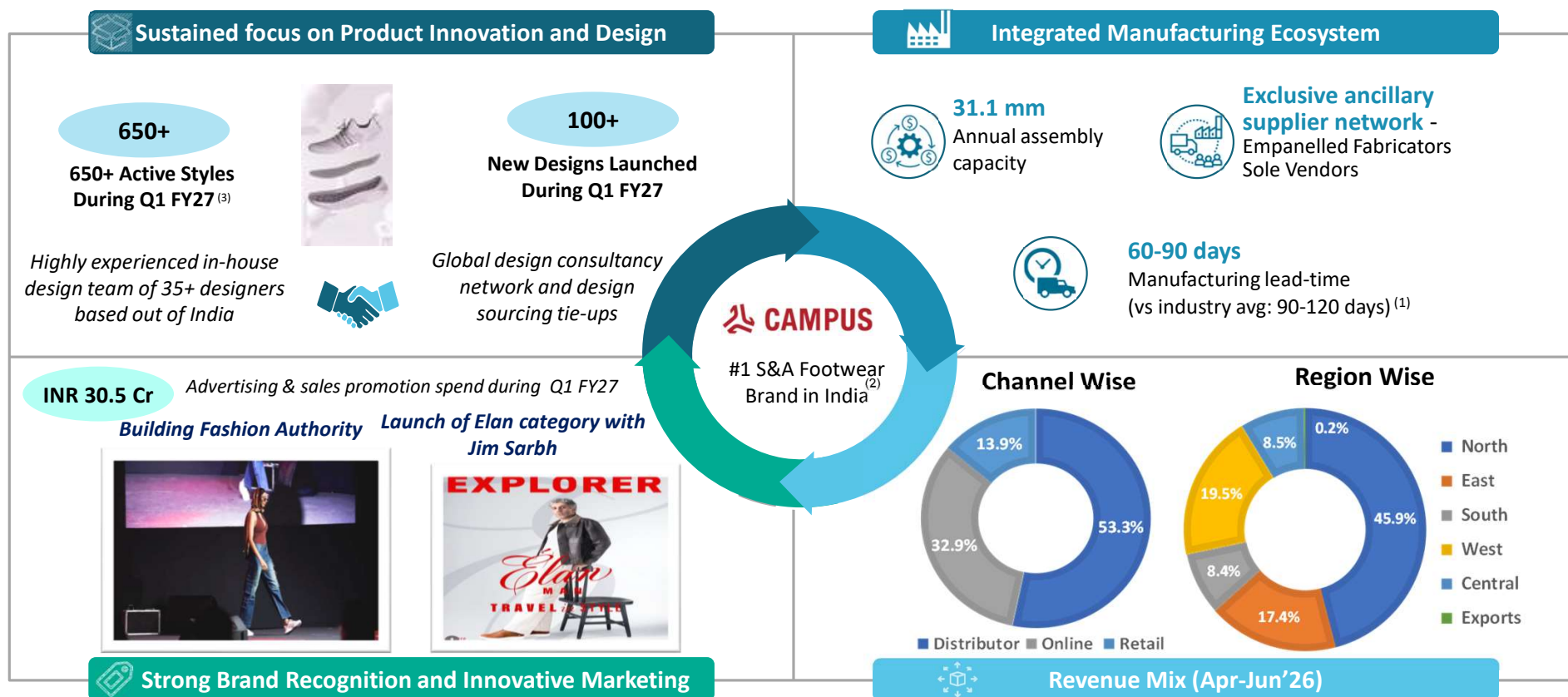
Q1 FY26: INR 22.2 Cr (6.4% of Total Income)

FY26: INR 150.1Cr (8.4% of Total Income)

*Revenue from Operations comprises of Sale of Goods along with other operating revenue

Product – Placement – Promotion Interplay Generating Business MOAT

Internal Strengths Curated Over the Years Across Product Design, Supply Chain, Distribution and Marketing is Onerous to Replicate



Source: Company data. All metrics as of Jun 30, 2026.

Note: EBO – Exclusive Brand Outlets ; LFS- Large Format Stores

(1) Source: Technopak Report

(2) Largest in terms of value and volume in FY21

(3) 1800+pairs sold per style

Experienced Management & Professional Board at the Helm of Affairs

Key Management



Mr. H.K. Agarwal
Chairman & Managing Director

- One of the Promoters of the Company

37+

Footwear industry



Mr. Nikhil Aggarwal
CEO & Whole-Time Director

- One of the Promoters of the Company

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Footwear industry



Perna Aggarwal
Chief Innovation Officer

- Holds diploma in digital video production and has also passed Intermediate Exam held by Institute of Chartered Accountants of India



Upaksh Tewary
Chief Operating Officer.

- Adidas
- Puma Sports
- Reebok
- Titan Industries

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Lifestyle and sportswear



Gaurav Sharma
Chief Marketing Officer

- BATA India
- SC Johnson
- Perfetti Van Melle
- Hershey's

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Retail & FMCG



Alka Monga
Head HR

- Reliance Brands
- Genesis Luxury
- The Spa Group

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People & Culture



Rajneesh Sharma
Chief Technology Officer

- DLF Brands
- ITC Limited

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IT sector



Murlidhar Mishra
Head-Production

- Alpine Shoes
- SSIPL
- BATA India

~25

Manufacturing sector



Archana Maini
General Counsel & Company Secretary

- Usha international
- VLCC

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- Past associations

Years of Experience

Board of Directors



Mr. H.K. Agarwal
Chairman & Managing Director



Mr. Nikhil Aggarwal
CEO & Whole Time Director



Ms. Madhumita Ganguli
Independent Director



Mr. Nitin Savara
Independent Director

- Member of Executive Management at HDFC Limited

- Ex-Partner at Ernst & Young



Mr. Anil Chanana
Independent Director

- Ex-CFO of HCL Technologies



Mr. Jai Kumar Garg
Independent Director

- Ex-Executive Director at UCO Bank
- Ex-MD and CEO of Corporation Bank

Source: Company data

Key Pillars of Business MOAT



1 Superior Product Innovation and Design Capabilities

Innovation, partnerships, exclusives enabling differentiated offerings, latest designs **customised for the Indian market**

2 Vertically Integrated Manufacturing Ecosystem

Annual assembly capacity of **30.7 mm pairs** enabled through blend of in-house manufacturing and outsourcing with commitment to **product quality**

3 Omni-Channel Customer Experience

Pan-India omni-channel distribution to meet our customers where they are

4 Innovative Marketing Capabilities

Move from stand-alone trade led marketing to consumer-oriented marketing enabling consumers to **discover our brand & product offerings** and **increase brand acceptance**

5 Digitization of Sales Process

Advanced technology solutions across functions enabling **digitization of our sales process and agile product flow**

Source: Company data



BUSINESS HIGHLIGHT



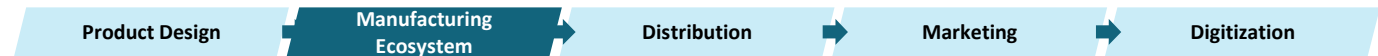
Deliver New and Differentiated Offerings for the Indian Market through Nimble, Fashion Forward and Segmented Approach to Curate our Product Lines

Our category range has been expanded to “Apparel Segment”.

Our category range has been expanded to “Elan Category”.



Source: Company data

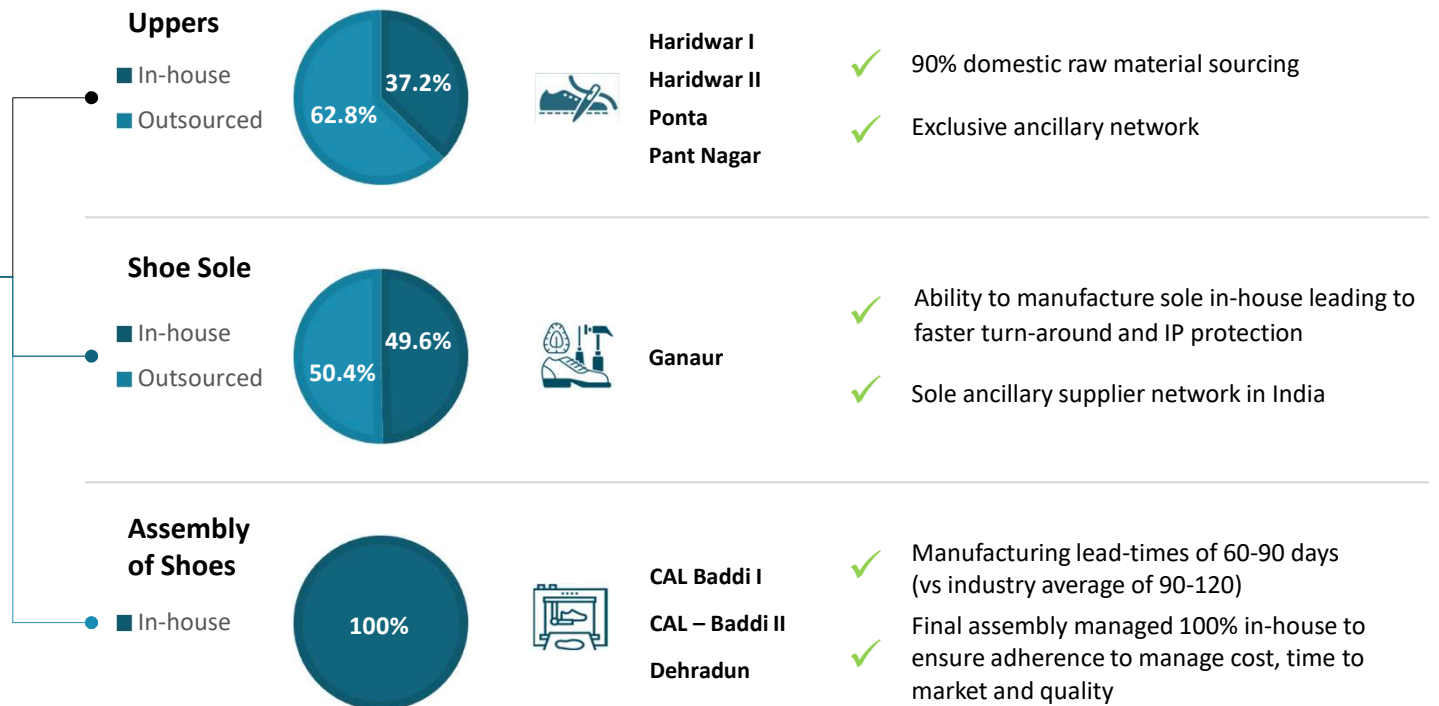


2 Vertically Integrated Manufacturing Ecosystem



Strategic Blend of In-house Capacity and Backward Integration Enabling Flexibility in Design, Quality Control, Cost Controls and Timing to Market

Annual Assembly Capacity of **31.1 mm** pairs ⁽¹⁾



Source: Company data
 (1) Capacity as of Jun 30, 2026

■ In-house Manufacturing

■ Outsourced Capacity

In-house Facilities

Product Design

Manufacturing
Ecosystem

Distribution

Marketing

Digitization

3 Omni Channel Platform to Reach Customers Where They Are

Pan-India Distribution Presence (31,000+ Retail Touchpoints in more than 850+ districts and we are penetrating in rural markets through super stockist)

Dominant Online Presence: Leading Footwear Brand on Flipkart, Myntra and Nykaa

Developing Offline D2C Presence through Large Format Stores & growing EBO Network

Pan India Distribution Presence

Established Pan-India sales network with expansive reach, deep engagement and efficient financing

31,000+ Retail Touchpoints
260+ Distributors
200+ Employee Internal Sales Force

28 States
850+ Districts



D2C Online



Trade Distribution

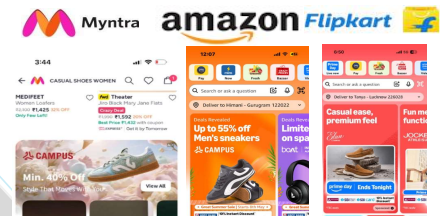
All-Inclusive Use of E-commerce Channels

Use of entire digital ecosystem across Pure-Play Marketplace, Managed Marketplace, Online to Offline marketplaces

1.5 mm+

SKUs / pairs sold through online channels during Q1FY27

Leading Footwear Brand on



Diverse presence across formats - Exclusive Brand Outlets and Modern Trade formats



305+
EBOs



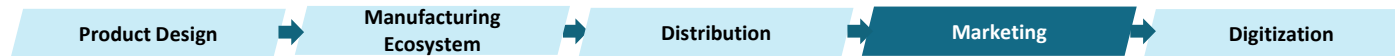
2,350+
LFS Counters



Exclusive and Multi-format D2C Network

Channel	Q1FY26	Q4FY26	FY26	Q1FY27
Trade Distribution	55.6%	51.7%	52.1%	53.9%
D2C Online	31.9%	37.8%	36.8%	32.9%
D2C Offline	12.5%	10.5%	11.0%	13.2%

Source: Company data
(1) Excluding other operating income



Shoe case 2026

Brand Transformation

- Unveiling Campus' refreshed brand identity.
- Aligning partners with the next phase of growth.

Innovation & Product Showcase

- Launch of **ELAN** neo-casual footwear.
- Preview of future-ready innovations and collections.
- Showcase of the latest Campus range.

Celebrating Partnerships

- Bringing together distributor partners nationwide.
- Celebrating enduring partnerships and shared success.
- Gala evening to mark achievements and future growth.

Unveiling a New Chapter of Movement



Campus Activewear rebrands to focus on individuality and youth culture



Campus Activewear unveils new brand identity with focus on youth culture



Campus Activewear unveils new brand identity focused on individuality and culture



Retail India News: Campus Activewear Reveals New Brand Identity



Product Design

Manufacturing
Ecosystem

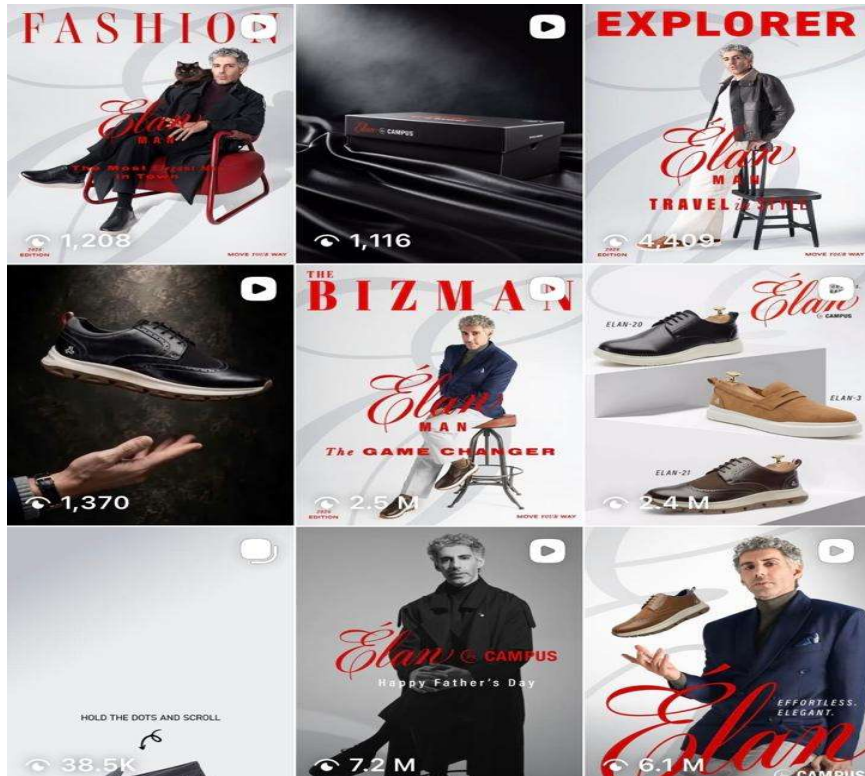
Distribution

Marketing

Digitization

Build a New Category

Introducing India to Neo-Casual Footwear – Elan by Campus



 **CAMPUS**

- More than footwear Elan by campus redefines modern neo-casual style
- **Brand promise:** Effortless elegance for every occasion
- **Building aspirational appeal:** JIM SARBH AS THE FACE OF ELAN the "most elegant man in town"

Campaign Activation

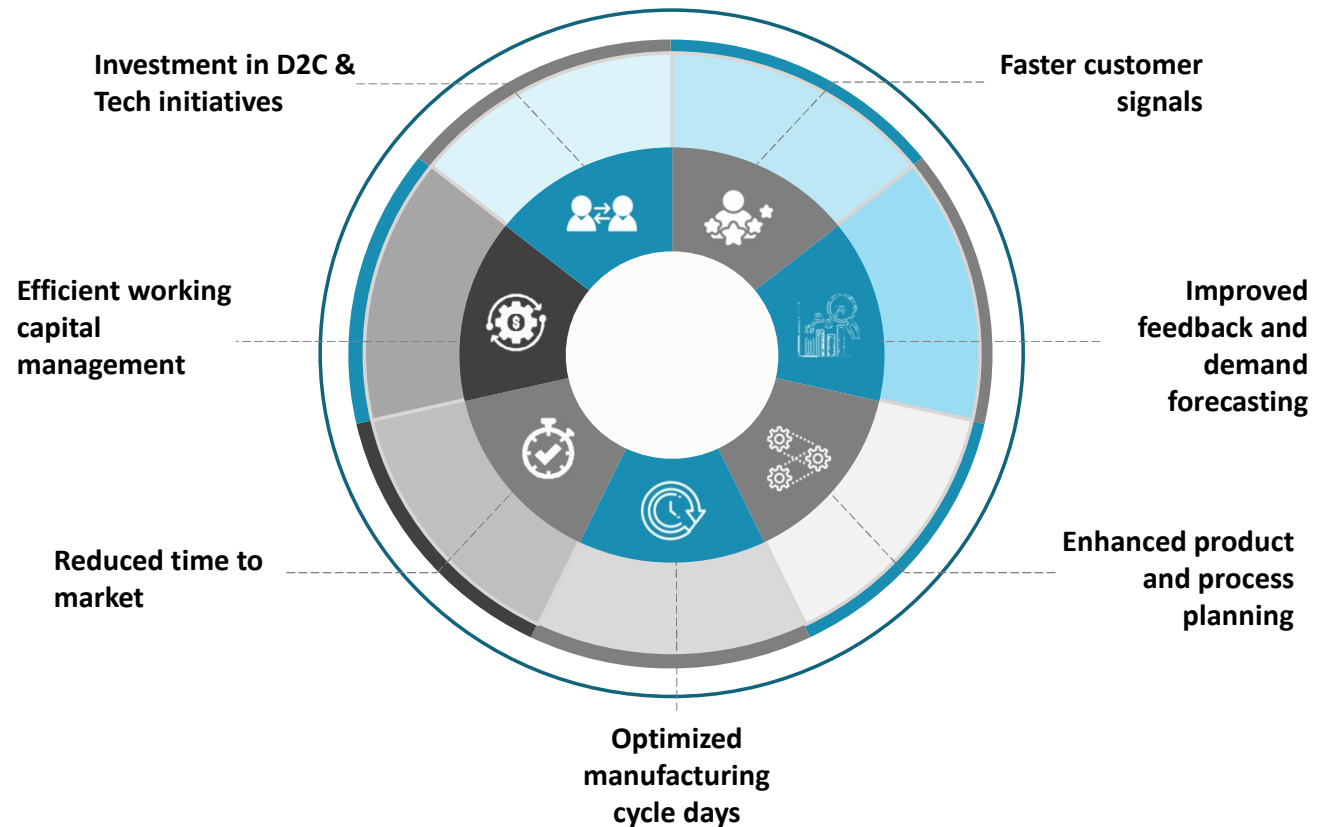
- **11.7 million+ views:** Across Instagram and digital platforms within the first month.
- **Fashion-first digital presence**
- 18 high-quality content pieces driving **127K+ interactions** and establishing ELAN's premium visual identity.
- **Omnichannel Launch:** Rolled out across digital, social, retail, Amazon and Myntra, supported by the Amazon *Made in India* series.



5 Digitization of Sales Process has Generated a Virtuous Flywheel enabling Faster Speed to Market

Our Data Centric Approach allows us to understand Consumer Demand Trends, Design & Colour Preferences, Response to New Designs & Price Movements across Categories on an ongoing basis

Digitization of Sales process has Enabled Faster Speed to Market, Better Merchandising, and Greater Efficiency in Design, Manufacturing and Sale





BUSINESS PERFORMANCE



Q1 FY27– Financial & Business Highlights

Parameters (INR Cr.)	Q1 FY27	Q1 FY26	In INR Cr.	
			YOY Growth %	
Revenue*	385.2	343.3	↑	12.2%
EBITDA	62.7	55.4	↑	13.2%
PAT	26.1	22.2	↑	17.7%

FINANCIAL HIGHLIGHTS Q1FY27 vs Q1FY26 (YoY)

- ❖ Sales volume at **57.1 lacs** pairs vs **51.1 lacs** pairs in Q1 FY26, +11.7% YoY
- ❖ ASP at **INR 674** vs **INR 671 per pair** in Q1FY26, +0.4% YoY
- ❖ Revenue from operations up by **12.2 %** YoY to **INR 385.2 Cr** during the quarter vs INR 343.3 Cr in Q1FY26
- ❖ EBITDA at **INR 62.7 Cr** vs **INR 55.4 Cr** in Q1 FY26.
- ❖ PAT at **INR 26.1 Cr** vs **INR 22.2 Cr** in Q1 FY26. PAT margin stood at **6.6%** vs 6.4% in Q1 FY26.

Statement of Profit & Loss

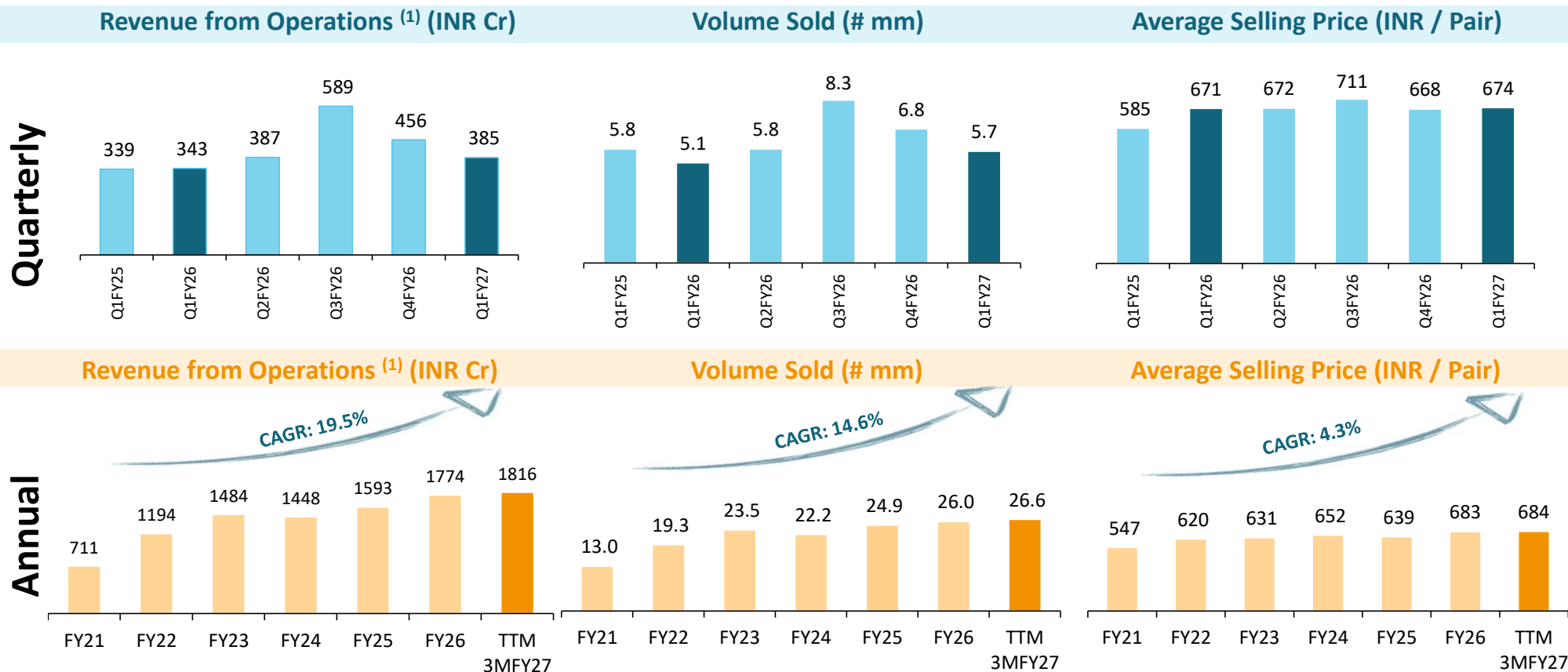
Particulars (INR Cr)	Q1-FY27	Q4-FY26	Q1-FY26	Gr% vs LY
Revenue from Operations*	385.2	455.6	343.3	12.2%
Total Income**	393.2	461.7	349.4	12.5%
Gross Margin	219.8	240.5	193.6	13.5%
	55.9%	52.1%	55.4%	0.9%
Employee Cost	37.1	37.0	32.2	15.4%
Advertisement & Sales Promotion	30.5	28.8	27.9	9.4%
Other Expenses***	89.5	86.2	78.2	14.5%
Total Expenses	157.1	152.0	138.2	13.7%
EBITDA	62.7	88.5	55.4	13.2%
	15.9%	19.2%	15.9%	0.6%
PBT	35.3	58.8	30.4	16.2%
	9.0%	12.7%	8.7%	3.2%
PAT	26.1	44.1	22.2	17.8%
	6.6%	9.6%	6.4%	

*Revenue from Operations comprises of Sale of Goods along with other operating revenue.

**Total income includes income from bank deposit, gain on sales of FA and others

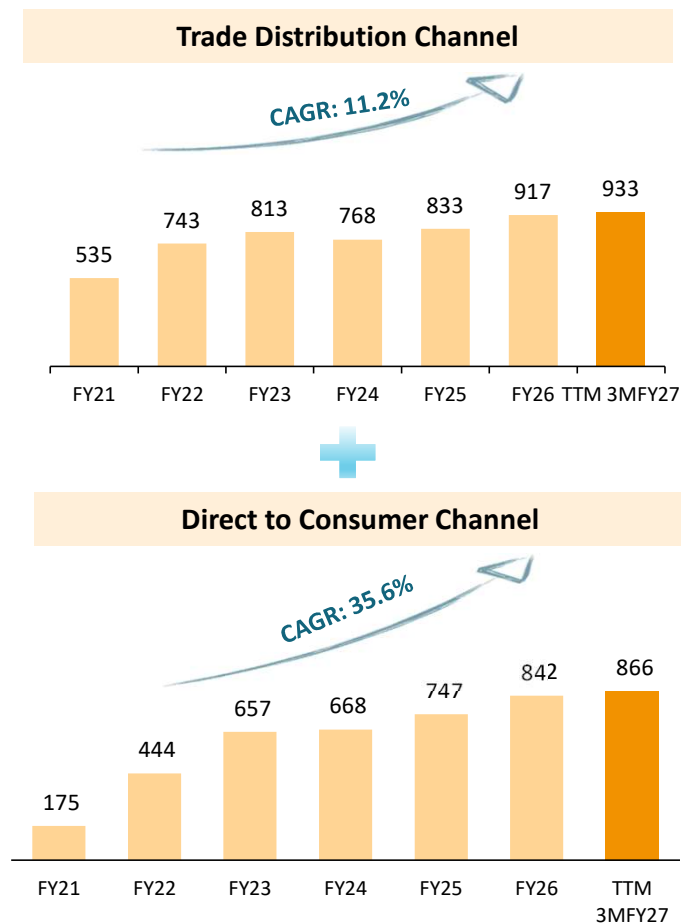
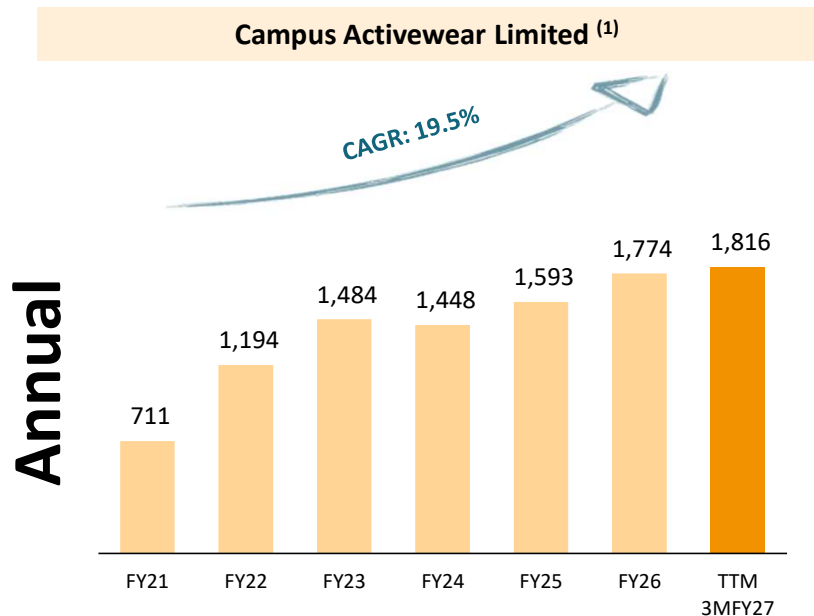
***Other Expenses includes Direct expense, Other SGA and Online commission

Q1 FY27 & TTM 3MFY27 – Financial Highlights



1) Revenue from Operations comprises of Sale of Goods along with other operating revenue

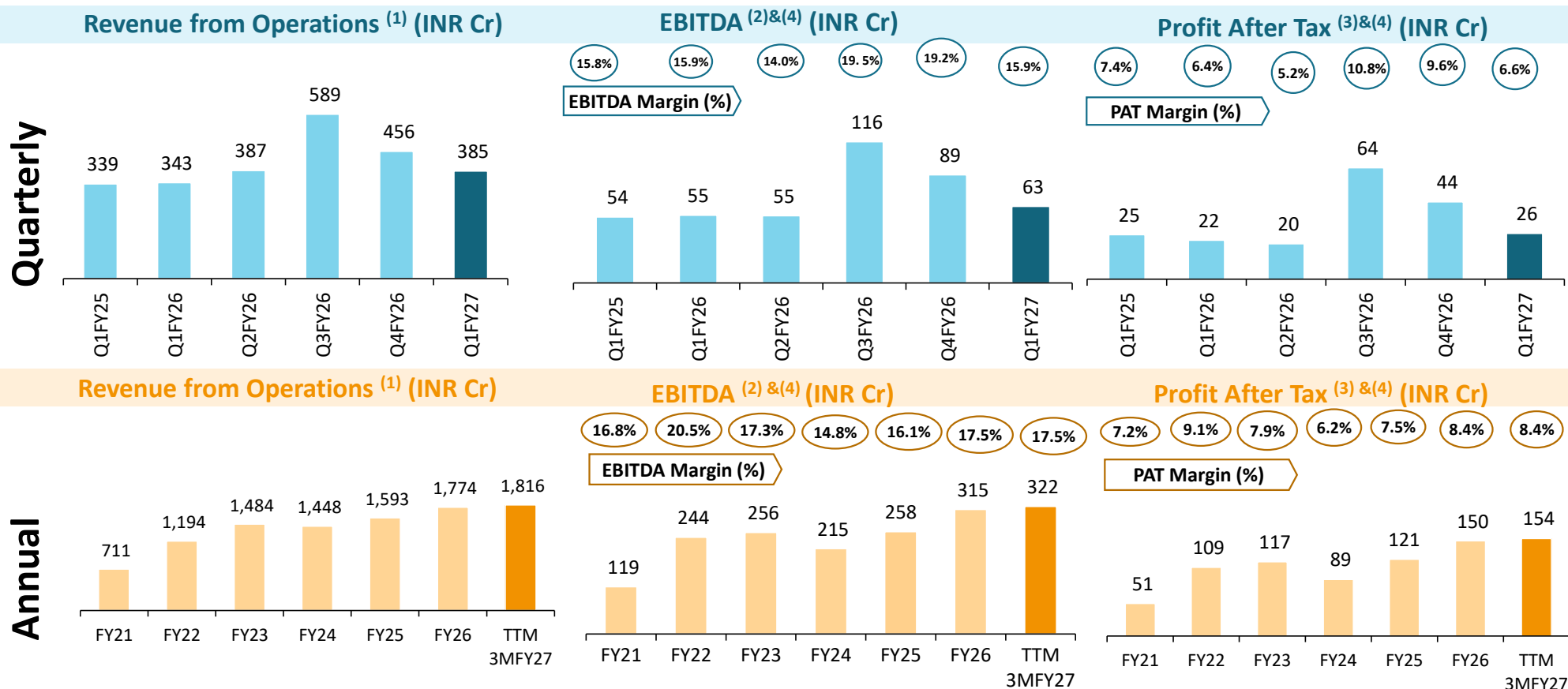
Q1 FY27 & TTM 3MFY27 Revenue: Segmental Analysis



Source: Company data

(1) Revenue from Operations: Sale of Goods (Totaling to Channel-wise sales) + Other Operating Income

Q1 FY27 & TTM 3MFY27– Financial Highlights



1) Revenue from Operations includes Sale of Goods & other operating revenue

2) EBITDA is calculated as follows : Profit after Tax + Tax expense + Finance Costs + Depreciation and Amortization Expense

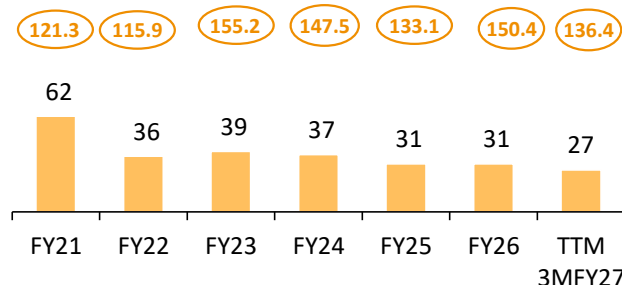
3) Increase in one-time deferred tax charge by INR 247.17 mm for FY21 due to amendment of Finance Act, 2021, where goodwill was considered as a non-tax-deductible asset resulting in derecognition of DTA on goodwill

4) Pursuant to NCLT merger order, EBITDA and PAT for FY'21, FY22, Q1 FY'23 has been revised to give effect to the order.

Q1 FY27 & TTM 3MFY27 - Working Capital Trends

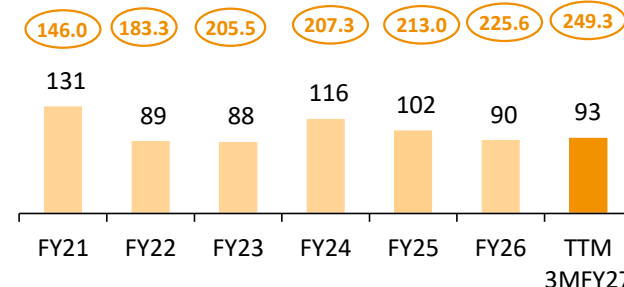
Days Sale Outstanding ⁽²⁾

Net Receivables/Rs Cr.



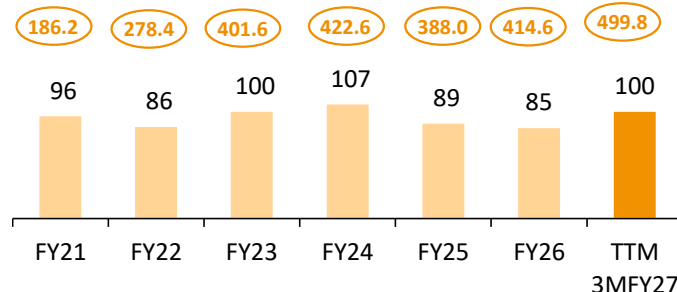
Days Payable Outstanding ⁽²⁾

Net Payables/Rs Cr.



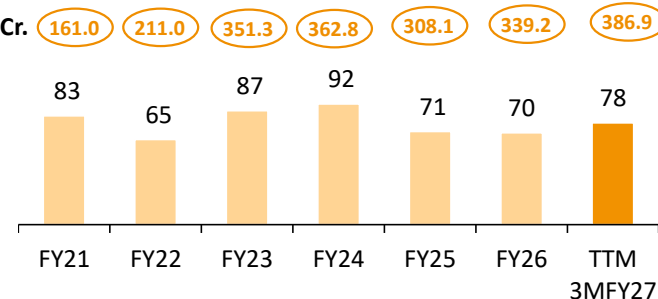
Days Inventory Outstanding ⁽²⁾

Net Inventory/Rs Cr.



Working Capital ⁽¹⁾

Net Working Capital/Rs Cr.



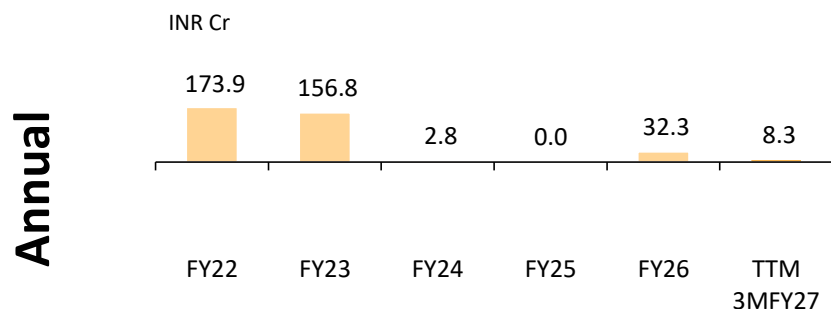
Source: Company data

(1) Working Capital Includes = Avg Receivables + Avg Inventories – Avg Payables. Working Capital Days = (Receivables + Inventories – Payables)/ Total Revenue *365. Other Current Assets & Liabilities have not been considered

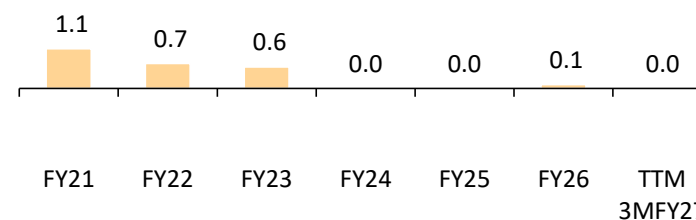
(2) Day Sales Outstanding (DSO) = Average trade receivables/ Trailing 12 months sales x 365, Days Inventory Outstanding (DIO) = Average inventories/ Trailing 12 months sales x 365, Days Payables Outstanding (DPO) = Average trade payables/ Trailing 12 months purchases x 365

Q1 FY27 & TTM 3MFY27 - Return Ratios

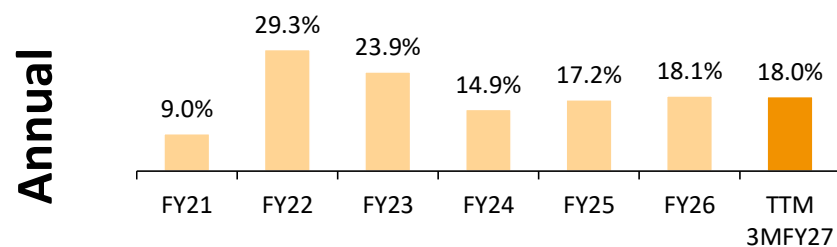
Net Debt ⁽¹⁾



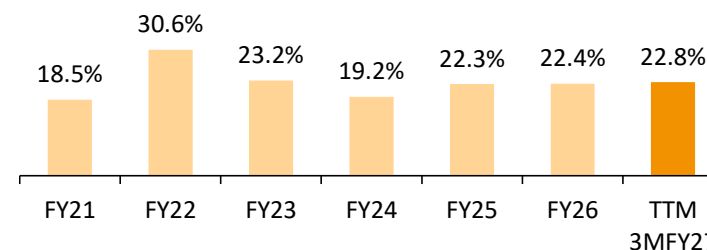
Net Debt ⁽¹⁾ / EBITDA



Return on Equity ⁽²⁾ (%)



Return on Capital Employed ⁽³⁾ (%)



Source: Company data

(1) Includes : Borrowings less Cash & Cash equivalent, excludes fixed deposits with banks

(2) ROE – TTM PAT by Average Shareholder's Equity,

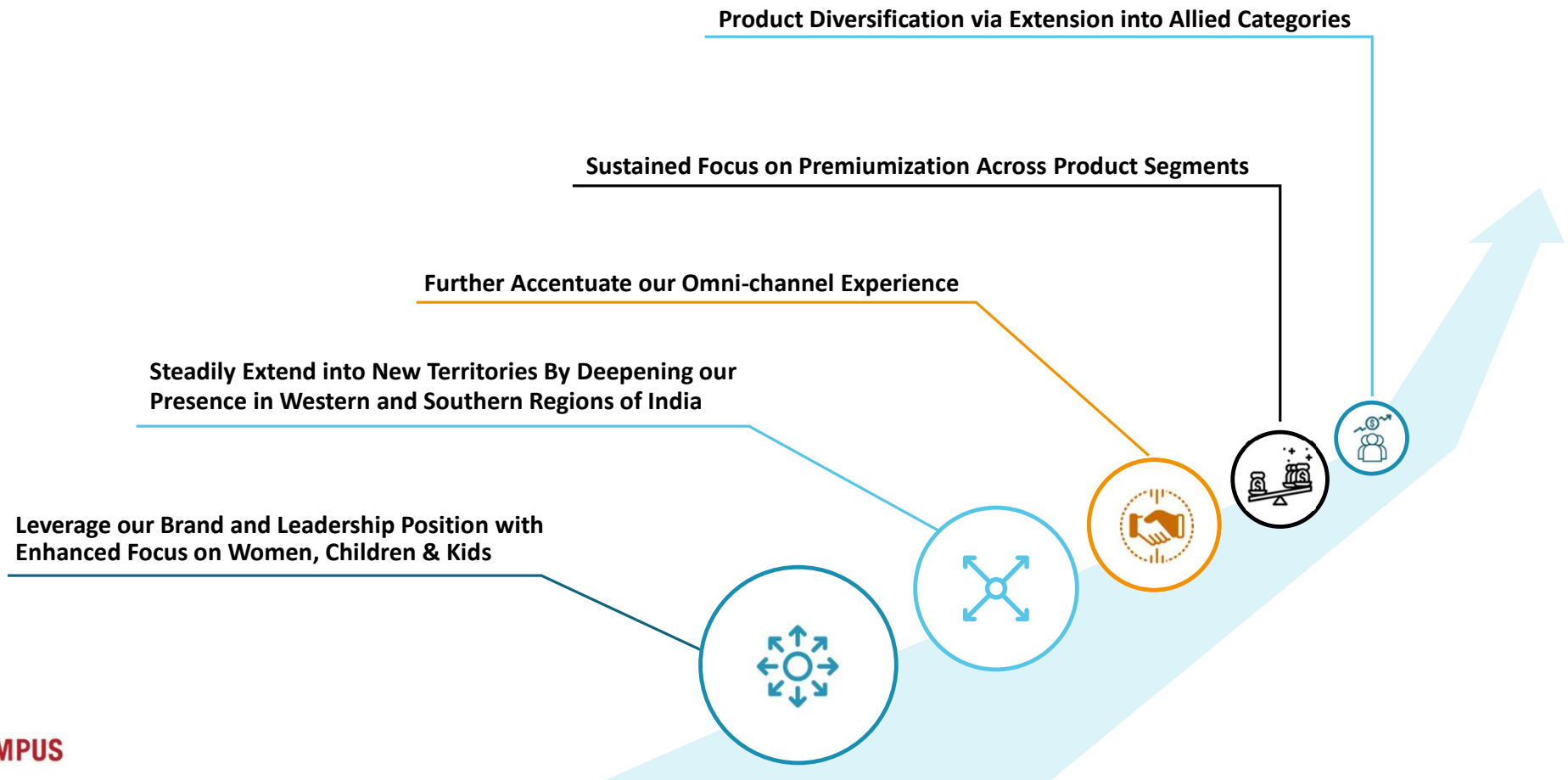
(3) ROCE – EBIT divided by Capital Employed



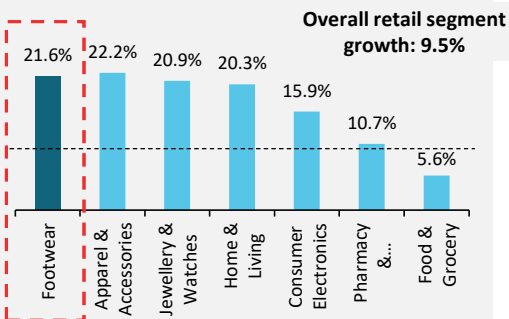
GROWTH VECTORS



Prime Growth Vectors Going Forward

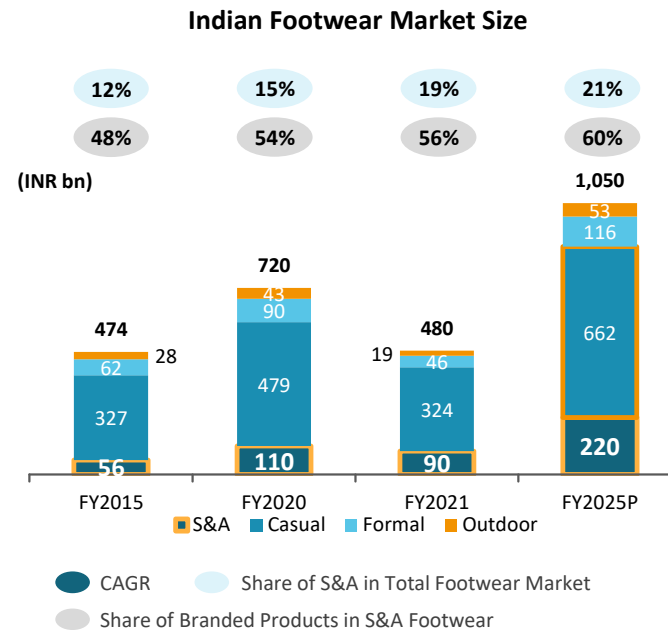


Within Indian Retail Industry, Footwear is Expected to be One of the Fastest Growing Segment



India S&A Footwear Market has Attractive Industry Prospects

Footwear is Expected to be among the fastest Growing segments within the Retail Industry



Key Drivers of the Indian S&A Footwear Market

- ❖ Growing proclivity towards sports and physical activities
- ❖ Ability of home-grown brands to address the underserved demand
- ❖ Increased share of branded category

Indian S&A and Casual Footwear Market Size is Projected to Reach INR 882bn (US\$11.7bn) by FY25P



05 INDUSRY LANSCAPE & POSITIONING

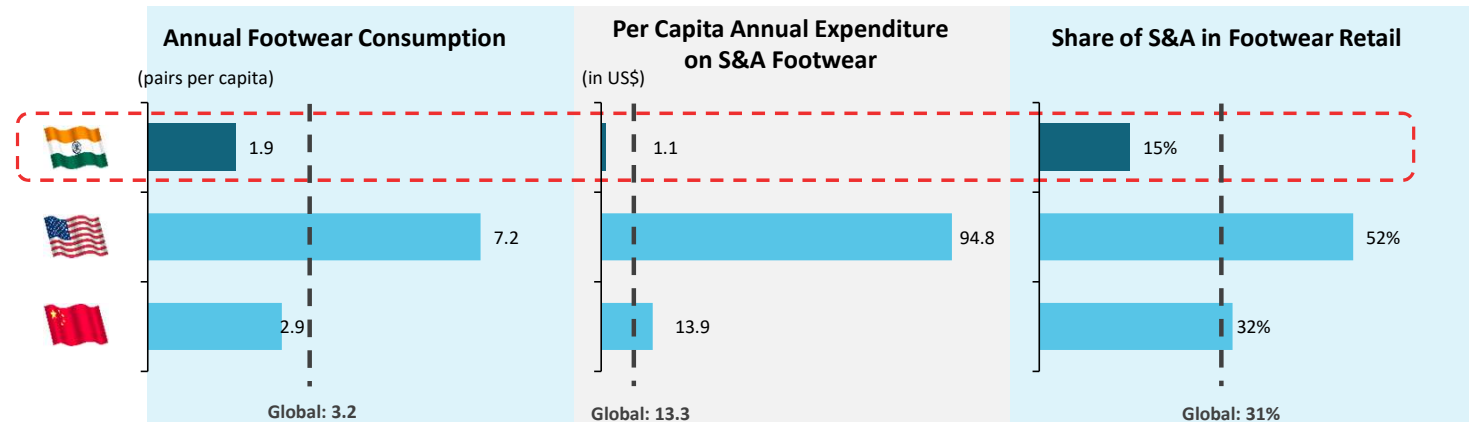


India's Per Capita Footwear Consumption is Much Lower Compared to the likes of USA, UK, Japan, Germany, Brazil & China

Indian S&A market to be Driven by Rise in Disposable Income and Increasing Health - Conscious Individuals

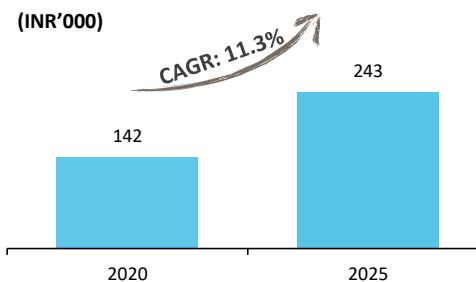
S&A Footwear in India is Highly Underpenetrated

Structural Growth Drivers in Place – Increase in Fitness Consciousness and Disposable Income



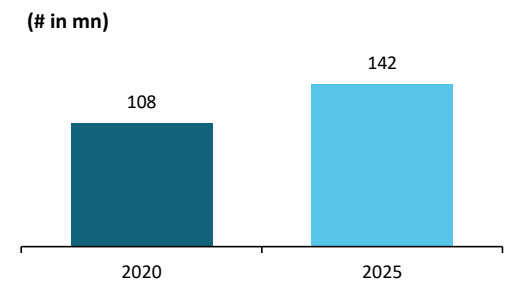
Rising GDP per capita

India's GDP Per Capita (Current Prices)



Increasing Fitness Consciousness

India – No of Health-Conscious Individuals (HCI)



Widest Presence Across Price Segments

Largest Market Coverage Addressing 85%+ of the S&A Footwear Market

S&A Footwear Market (FY21)

INR 90bn

13%

Premium-Plus
(Above INR 3,000)

Nike

Puma Adidas

CAMPUS

Reebok

Puma

Liberty

CAMPUS

Premium
(INR 1,501 – 3,000)

Bata

CAMPUS

Liberty

Semi-Premium
(INR 1,001 – 1,500)

16%

Entry
(<INR 1,001)

48%

Relaxo

Bata

Liberty

CAMPUS

Entry to Premium segment comprise 85%+ of S&A Footwear Market

Revenue Contribution for CAMPUS*

Q1 FY26

Q1 FY27

Priced above INR 1,500

52.7%

53.8%

Priced INR 1,050 to 1,499

28.0%

24.6%

Priced below INR 1,050

19.3%

21.6%

Source: Technopak Industry Report

Note: Percentage mentioned on left of pyramid represent composition of S&A footwear market across Entry, Semi-Premium, Premium and Premium Plus segments

Key brands highlighted across segments for illustration purposes only.

* Revenue Contribution by Price Point excludes sale of retail accessories.

Expansive and Diverse Product Portfolio across the Price Spectrum with Largest Market Coverage Focused on 85%+ of the S&A Footwear Market



THANK YOU

