

# SAI SILKS (KALAMANDIR) LIMITED

CIN: U52190TG2008PLC059968

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www.sskl.co.in

Date: 12.05.2026

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|---|--|
| To<br>Corporate Relations Department<br>BSE Limited<br>Phiroze Jeejeebhoy Towers<br>Dalal Street,<br>Mumbai – 400 001, India<br>Scrip Code: <b>543989</b> | To<br>Listing Department,<br>National Stock Exchange of India Limited<br>Exchange Plaza, C-1 Block G<br>Bandra Kurla Complex, Bandra (E)<br>Mumbai – 400 051, India<br>Symbol: <b>KALAMANDIR</b> |
|---|--|

Dear Sir / Madam

## Sub: Investor Presentation

In accordance with Regulation 30 read with Schedule III of the SEBI (LODR) Regulations, 2015, please find enclosed a copy of investor presentation in connection with the Audited financial results of the Company for the Quarter and Year ended on March 31, 2026.

The aforesaid information is being uploaded on company website [https://sskl.co.in/wp-content/uploads/2026/05/SSKL-Q4\\_FYE26-Investor-Presentation-12052026.pdf](https://sskl.co.in/wp-content/uploads/2026/05/SSKL-Q4_FYE26-Investor-Presentation-12052026.pdf)

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## For Sai Silks (Kalamandir) Limited

MATTE KOTI  
BHASKARA TEJA

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KOTI BHASKARA TEJA  
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**M.K.Bhaskara Teja**

**Company Secretary & Compliance Officer**

**M.No A39542**





# Investor Presentation

Q4 FY 26 & FY 25-26



South India's Leading Ethnic Wear And Value-fashion Retail Company With  
A Portfolio Of Established Formats With Focused Sales And Marketing  
Strategy

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# Abbreviations



| Abbreviation   | Definition  |
|----------------|---|
| <b>CAGR</b>    | Compound Annual Growth Rate ,<br>$CAGR = (Value_{final} / Value_{initial})^{1/t} - 1$ ; where t = specified time period |
| <b>EBITDA</b>  | Earnings before Interest, Taxes, Depreciation & Amortization  |
| <b>FY</b>      | Fiscal Year Ending 31 <sup>st</sup> March   |
| <b>CY</b>      | Calendar Year Ending 31 <sup>st</sup> December  |
| <b>PAT</b>     | Profit After Tax  |
| <b>ROCE</b>    | Return on Capital Employed  |
| <b>ROE</b>     | Return on Equity  |
| <b>EBO</b>     | Exclusive Brand Outlets   |
| <b>Sq. ft.</b> | Square foot   |
| <b>SSKL</b>    | Sai Silks (Kalamandira) Limited   |
| <b>MBA</b>     | Master's degree in Business Administration  |
| <b>VP</b>      | Vice President  |

| Abbreviation | Definition                                |
|--------------|---|
| <b>TOI</b>   | Times of India                            |
| <b>BITS</b>  | Birla Institute of Technology and Science |
| <b>NIT</b>   | National Institute of Technology          |
| <b>SKUs</b>  | Stock Keeping Units                       |
| <b>AP</b>    | Andhra Pradesh                            |
| <b>UT</b>    | Union Territory                           |
| <b>Crs</b>   | Crores                                    |
| <b>AI</b>    | Artificial Intelligence                   |
| <b>ML</b>    | Machine Learning                          |
| <b>SKD</b>   | Salwar, Kurta & Dupatta                   |
| <b>SK</b>    | Salwar Kurta                              |
| <b>IT</b>    | Information Technology                    |

# Agenda for Discussion



Contents of the Presentation

## The Agenda

### Introduction

Who we are & What we do

### Financial Highlights

Past Financial Performance

### Key Strengths

Company's Unique selling proposition (USP)

### Appendix

Awards & Recognition



# Sai Silks Kalamandir Limited – One of the Largest Ethnic Apparel Retailers in South India



## Company Overview

Sai Silks Kalamandir Limited (“SSKL”) is one of the largest apparel retailers, and particularly sarees, in South India, and offering products across **premium ethnic apparel and value fashion** \*



Focused on innovative designs, offering wide range across ultra-premium and premium sarees, lehengas, men’s ethnic wear, children’s ethnic wear and value fashion for **weddings, occasional, party & daily wear**



Operates under five differentiated brand formats – **Kalamandir, Kanchipuram Varamahalakshmi Silks, Mandir, KLM Fashion Mall, and Valli Silks**



Strong presence in offline and online marketplace with presence across four states – **Telangana, Karnataka, Andhra Pradesh, Tamil Nadu and Puducherry**



Located in prime / central areas of the cities to tap the purchasing power of customers, with a **cluster-based model**



Strong focus on technology – Built In-house ERP to strengthen operational efficiencies



# Growth Levers for the Saree Industry

## Growth Levers for increasing market size of Saree segment

| Rising Female Population  | Wedding & Festive Market   | Universal Appeal of Saree   |
|---|--|---|
| <ul style="list-style-type: none"><li>Total females aged over 25 years are expected to reach from 37.6 Cr in 2021 to 45.5 Cr in 2031</li><li>This is the largest consumer base for sarees</li></ul> | <ul style="list-style-type: none"><li>Saree's cultural significance makes it an important piece of wearing and gifting in festivities across India, especially in South India region</li></ul> | <ul style="list-style-type: none"><li>Saree is an evergreen piece of cloth and is never out of fashion</li><li>80+ draping ways varying across states and cultures</li><li>At least 1 saree purchased in over 90% households in South India</li></ul> |

| Shift from unorganized to organized market   |
|--|
| <ul style="list-style-type: none"><li>Organized retailing share of apparel has increased from 14% in FY 2007 to 32% in FY 2020</li><li>Organized retail has led to shift of demand away from unorganized</li></ul> |

| Fusion/Fancy Sarees  |
|--|
| <ul style="list-style-type: none"><li>Introduction of fancier &amp; newer categories of sarees with innovative designs like pre-draped and ruffled sarees</li><li>Convenient designs with pockets, belts and other accessories</li></ul> |

Source: \*Technopak Report; Note: (1) Saree & others (others includes Indian dresses, Lehenga etc), SKD (including Sets, Mix & Match, Dupattas, Stoles etc) and fusion wear which is an amalgamation of other cultural influences on Indian wear; (2) Saree market inclusive of Saree, Blouse & Petticoat


# Sai Silks Kalamandir Limited – One of the Largest Ethnic Apparel Retailers in South India




## Brands Across the Spectrum of Apparel Retail

|   |  |   |  |   |
|---|--|---|--|---|
|  <p>Ethnic fashion for middle income</p> |  <p>Ultra-premium designer sarees</p> |  <p>Premium ethnic sarees &amp; handlooms for wedding &amp; occasional wear</p> |  <p>Ethnic Value fashion at affordable price points</p> |  <p>Everyday ethnic elegance at pocket-friendly prices</p> |
|---|--|---|--|---|

## Key Highlights


 Launched in **2005**  
**~7,84,853 sq. ft**  
 Combined store area<sup>(2)</sup>  
**9,690 sq.ft**  
 Average Store Area<sup>(2)</sup>


 Headquartered in **Hyderabad**  
 South Indian presents  
**81 stores<sup>(2)</sup>**  
 Across 24 cities<sup>(2)</sup>  
**₹ 204mn**  
 Average Revenue Per Store (FY 25-26)




**6,311**  
 Employees<sup>(2)</sup>  
**₹ 21,070/-**  
 Average Revenue Per sq. ft (FY 25-26)

Note: (1) As on 31<sup>st</sup> March 2026;

(2) As on 31<sup>st</sup> March 2026

# Journey Over the Years



|  |            |   |            |  |  |            |   |            |   |   |
|--|------------|---|------------|--|--|------------|---|------------|---|---|
|  <p><b>2005</b></p> <p>Started the business as a partnership firm on August 10, 2005 under the name and style of "Sai Silks".</p> | <p>»»»</p> |  <p><b>2005</b></p> <p>Launched the first retail outlet in Ameerpet, Hyderabad.</p>                | <p>»»»</p> |  <p><b>2008</b></p> <p>Kalamandir expands to Karnataka under Kalamandir brand</p>   |  <p><b>2009</b></p> <p>Our private limited company was converted into a public limited company.</p> | <p>»»»</p> |  <p><b>2023</b></p> <p>Successfully listed in BSE and NSE</p> | <p>»»»</p> |  <p><b>2022</b></p> <p>Reached 50th store milestone with a total area of 5.71 Lac sft</p> |  <p><b>2026</b></p> <p>Marking the 81<sup>st</sup> milestone with gratitude and pride covering total area of 7.85 Lac Sft</p> |
|  <p><b>2017</b></p> <p>Expansion of brand KLM Fashion Mall</p>   | <p>»»»</p> |  <p><b>2009</b></p> <p>Our private limited company was converted into a public limited company.</p> | <p>»»»</p> |  <p><b>2026</b></p> <p>Marking the 81<sup>st</sup> milestone with gratitude and pride covering total area of 7.85 Lac Sft</p>  |  |            |   |            |   |   |
|  <p><b>2022</b></p> <p>Reached 50th store milestone with a total area of 5.71 Lac sft</p>                                       | <p>»»»</p> |  <p><b>2023</b></p> <p>Successfully listed in BSE and NSE</p>                                    | <p>»»»</p> |  <p><b>2026</b></p> <p>Marking the 81<sup>st</sup> milestone with gratitude and pride covering total area of 7.85 Lac Sft</p> |  |            |   |            |   |   |

# South India's Leading Saree & Ethnic Value Fashion Player Catering To Wide Audience Through Multiple Formats



|                                   |  Kalamandir |  Mandir |  Vara Mahalakshmi      |  KLM Ethnic fashion value |  VALLI          |
|-----------------------------------|--|--|--|--|--|
| Founded year                      | 2005   | 2011   | 2011   | 2017   | 2025   |
| Category focus                    | Ethnic fashion for middle income   | Ultra-premium designer sarees  | Premium ethnic sarees & handlooms for wedding & occasional wear  | Ethnic fashion at affordable price points  | Everyday ethnic elegance at pocket-friendly prices   |
| Product Portfolio                 | Sarees such as Tusser, Silk, Kota, Kora, Khadi, Georgette, Cotton & Matka                      | Designer sarees such as Banarasi, Patola, Ikat, Kanchipuram, Paithani, Organza, & Kuppadam | Premium sarees such as Banarasi, Patola, Kota, Paithani, Organza, Kuppadam, and Kancheepuram silk sarees | Products like sarees for daily wear and western wear for women, men & children                             | Low priced ethnic wear sarees focussed across power loom categories and entry level silk sarees. |
| Price Range                       | ~₹1,000 to ₹100,000  | ~₹6,000 to ₹350,000  | ~₹4,000 to ₹250,000  | ~₹200 to ₹75,000   | ~₹250 to ₹35,000   |
| Stores <sup>(1)</sup>             | 10 small / medium / large stores   | 3 small format stores  | 38 small / medium / large stores   | 19 large format stores   | 11 small format stores   |
| Geographies served <sup>(2)</sup> | AP, Telangana & Karnataka  | Telangana  | Telangana, AP, Karnataka, TN & Puducherry  | AP, Telangana & Karnataka  | AP, Telangana  |
| Distribution*                     | EBO & Online   | EBO & Online   | EBO & Online   | MBO & Online   | EBO  |

|  |  |   |  |
|--|--|---|--|
| <b>Company operated stores under efficient lease model</b> | <b>71.5% Revenue From Saree Segment (FY25)</b> | <b>Products directed to serve regional demand</b> | <b>Aspirational yet value for money products</b> |
|--|--|---|--|

\*Source: Technopak Report

Note: (1) As on March 31<sup>st</sup>, 2026;

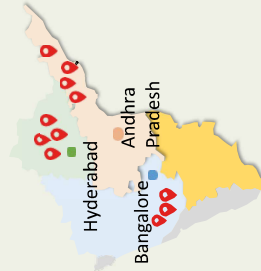
(2) State presence as on March 31<sup>st</sup>, 2026

# Successful Track Record of Expansion Using Distinct Cluster-based Expansion Approach...

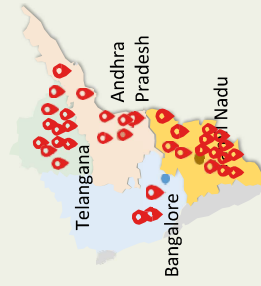


## Strategically Located Stores in Prime Areas to Tap into The Purchasing Power of Customers with A Cluster-Based Model

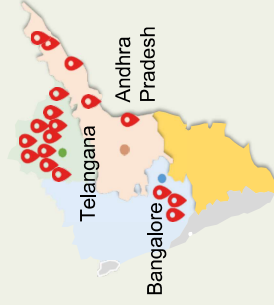
**Kalamandir Stores**



**Varamahalakshmi Stores**



**KLM Fashion Mall Stores**



**Mandir Stores**



**Valli Stores**



| State          | # of stores <sup>(1)</sup> | Aggregate area (sq. ft.) <sup>(1)</sup> | Year ended 31 <sup>st</sup> March, 2026 Revenue (₹ cr) | % of Revenue   |
|----------------|----------------------------|---|--|----------------|
| Telangana      | 29                         | 2,81,258                                | 500.08   | 30.24%         |
| Andhra Pradesh | 24                         | 2,28,477                                | 474.46   | 28.69%         |
| Karnataka      | 13                         | 1,49,559                                | 286.75   | 17.34%         |
| Tamil Nadu     | 14                         | 1,14,867                                | 370.93   | 22.43%         |
| Pondicherry    | 1                          | 10,692                                  | 21.45  | 1.30%          |
| <b>Total</b>   | <b>81</b>                  | <b>7,84,853</b>                         | <b>1,653.67</b>  | <b>100.00%</b> |

Note: (1) As of 31<sup>st</sup> March 2026. Revenue numbers are rounded off to 2 decimals & % of Revenue is rounded off to 2 decimals. Map is not to scale, and it shows pictorial representation as of March 31<sup>st</sup>, 2026

### Benefits of using cluster-based expansion model



Focused targeting of customer segments & demographics

Efficient management of stores

Effective stock rotations

Higher opportunity to cross sell

# Coupled With Increased Online Penetration, Providing Seamless Omnichannel Shopping Experience to Customers



## Own websites

[www.kalamandir.com](http://www.kalamandir.com)

[www.brandmandir.com](http://www.brandmandir.com)

[www.kanchivml.com](http://www.kanchivml.com)

[www.klmfashionmall.com](http://www.klmfashionmall.com)



Online e-commerce websites & live commerce



1.25

Million followers<sup>(1)</sup>



815.2k

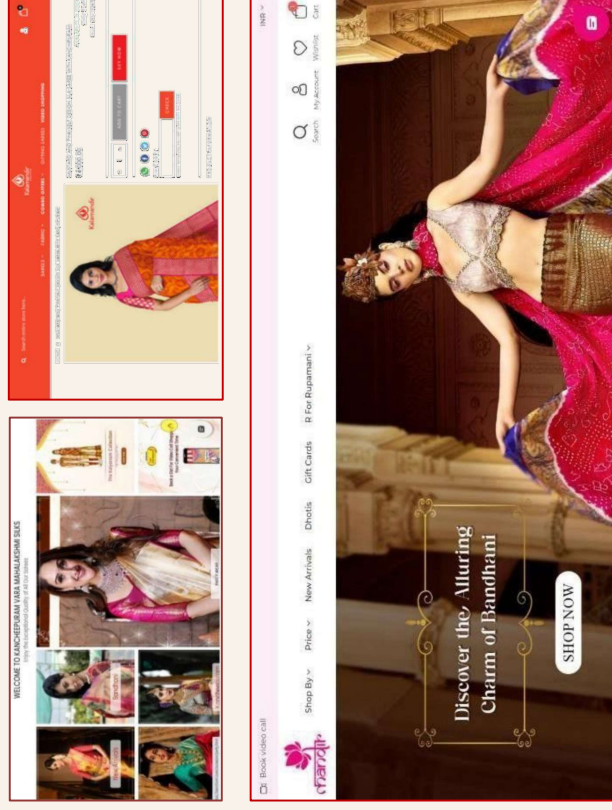
followers<sup>(1)</sup>



408 k

subscribers<sup>(1)</sup>

Live shows & video-based commerce



## Revenue from e-commerce channel

**7,570 visits / day**  
on websites across 4 formats<sup>(2)</sup>

**25 states & 6 UTs**  
served through e-commerce<sup>(2)</sup>

**₹ 5,673**  
Average order value<sup>(1)</sup>

Attractive landing page & Virtual Assist Chat Box

Easy decision-making process

Video call appointment to try products virtually

Easy checkout & payment options

Regular updation of websites & social media channels

Note: 1) As of March 31, 2026; 2) For FY26; Revenue numbers are rounded off to one decimal

# Providing Customers, the “Retail Experience” Not Just the Products



Skilled store associates who are trained to understand customer insights & feedback



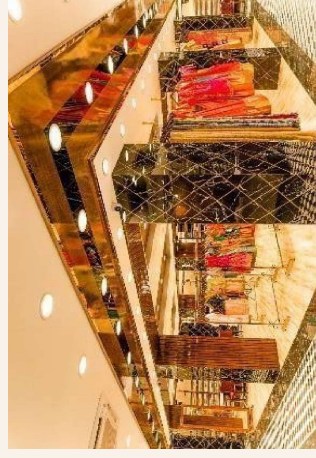
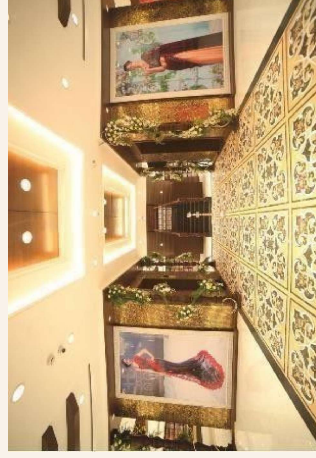
Elegantly designed stores with vibrant entrances and attractive window displays



Appealing posters and wall / ceiling decorations according to store's theme



Well-designed layout to manage traffic flow



Well designed stores with perfect ambience



Sales associates providing right assistance to enhance shopping journey



Unique shopping experience

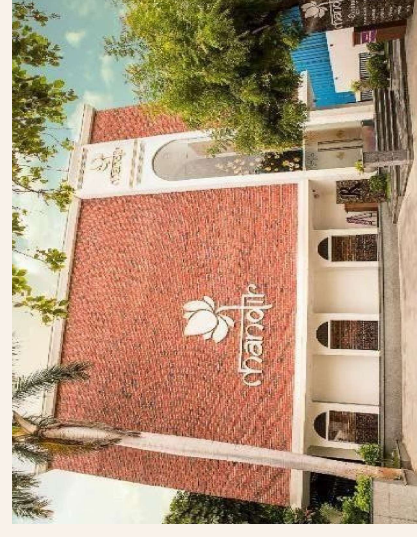
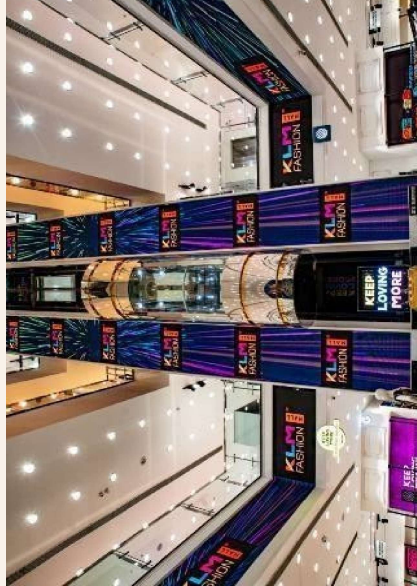
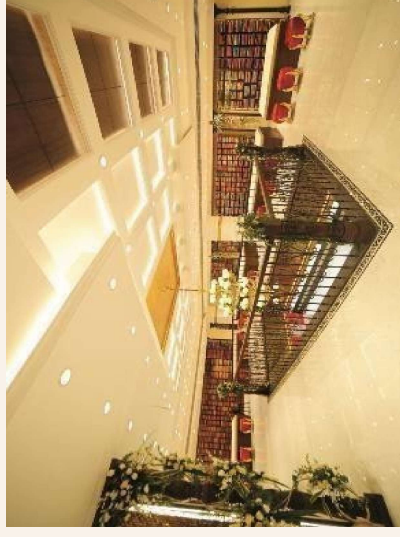
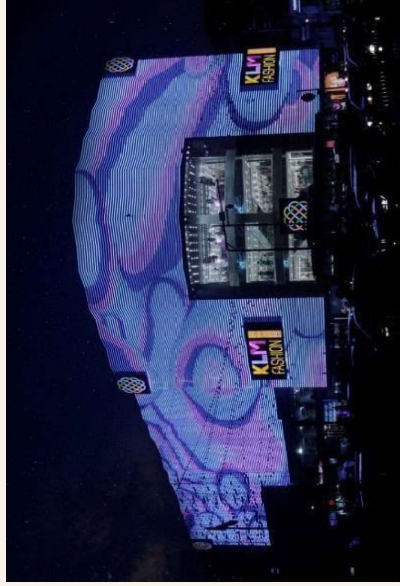


Word-of-mouth references



Increase in average business per customer

# Differentiated Store Experience, Offering Unique Ambience and Festive Feel



# Planned Inventory Management and Design Strategy Supported by Technology-Based Supply Chain Network and Processes



## Inventory planning well in advance based on sales forecast, demand and requirements for the forthcoming seasons

- Detailed design process based on prevailing fashion and design trends
- Additionally, using tastes and preferences sales data collected via data analytics, 3<sup>rd</sup> party designers, market analysis, customer conversations and feedback from artisans and vendors
- Innovative and quality designs with wide variety offered throughout the year

### Design & Planning



- 1 warehouse each in Karnataka, Andhra Pradesh, Telangana and 2 warehouses in Tamilnadu to manage inventory across all formats and channels
- All products barcoded to ensure systematic movement and tracking of inventory

**2,20,360 square feet**  
Warehousing Capacity

### Warehousing and Storage



### Vendor Management and Procurement

- Direct procurement from 3<sup>rd</sup> party manufacturers
- Long standing relationships with expert artisans
- Non-exclusive partnerships to maintain highest quality standards
- 80-member procurement team<sup>(1)</sup> to review vendor performance and production status
- Regular visits to manufacturers for timely and efficient trade

**4,000+**

Master Weavers, Weavers and Vendors across India<sup>(2)</sup>

Data analytics to obtain fast moving design trends

Innovative designs with emphasis on quality

All products are barcoded for systematic inventory management

ERP solutions to manage operations at each point in supply chain

AI features to provide store level insights

### Retail Coverage and Fulfilment Planning

- Stores strategically located to cater to needs of target market
- Front end and back end In-house ERP system
- Granular-level tracking **◆** Real-time feedback on high-turnover & slow-moving inventory
- AI/ML integration **◆** Providing store level insights



## Experienced Board of Directors



**Mr. Nagakanaka Durga Prasad Chalavadi**  
Managing Director

**Experience:** 18+ years in retail business

**Role:** Responsible for the overall management, finance, internal controls and security systems of SSKL

**Education:** MBA from Institute of Management Education, Pune

Post Graduate diploma in computer applications from Institute of Computer Software Sciences

Bachelors in Commerce from Nagarjuna University



**Mr. Kalyan Srinivas Annam**  
Whole Time Director

**Experience:** 18 years in retail business

**Role:** Responsible for projects, strategic planning, brand building & business development

**Education:** Post Graduate diploma in Business Management from Institute of Marketing & Management; Bachelor's degree in law from Nagarjuna University



**Mr. Doodeswara Kanaka Durgarao Chalavadi**  
Whole Time Director

**Experience:** 15 years in retail business

**Role:** Responsible for procurement & marketing activities

**Education:** Master's degree in computing from Griffith University; Bachelor's degree in commerce from Nagarjuna University



**Mr. Pramod Kasat**  
Independent Director

**Experience:** 32 years of experience in Investment Banking

**Past Organizations:** Credit Suisse, Indusind Bank, Citi Bank in senior roles

**Education:** Master's degree in management studies from University of Bombay; Bachelor's degree of engineering from the BITS, Pilani



**Mr. Ravindra Vikram Mamidipudi**  
Chairman & Independent Director

**Experience:** 44 years in finance sector

**Past Organizations:** Partner at M. Anandam & Co., Chartered Accountants

**Education:** Fellow member of the Institute of Chartered Accountants of India



**Ms. Sirisha Chintapalli**  
Independent Director

**Experience:** Extensive experience in finance and secretarial work  
**Past Organizations:** CCL Products (India) Ltd., International Seaport Dredging Ltd., L&T Shipbuilding Ltd.

**Education:** Associate member of the Institute of Cost Accountants of India and the Institute of Company Secretaries of India; Bachelor's degree in commerce from Nagarjuna University



**Mr. Kunisetty Venkata Ramakrishna**  
Independent Director

**Experience:** 25+ years in private equity/venture fund management

**Past Organizations:** Kotak Investment Advisors Ltd., ICICI Venture Funds Management Company Ltd., Carlyle India Advisors Private Ltd.

**Education:** Post graduate diploma in management from IIM, Bangalore; Bachelor of technology degree in computer sciences and engineering from NIT, Warangal

# Agenda for Discussion



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Who we are & What we do

### Financial Highlights

Past Financial Performance

### Key Strengths

Company's Unique selling proposition (USP)

### Appendix

Awards & Recognition



## Track Record of Growth and Profitability

### FY 2025-26 YoY Analysis

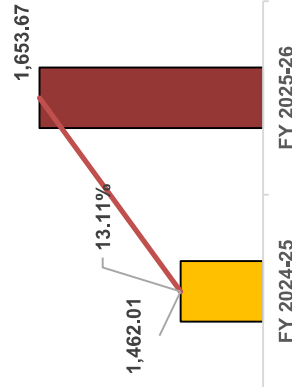
INR in Cr.

#### Revenue from Operations\*

1462.01

Revenues

1653.67

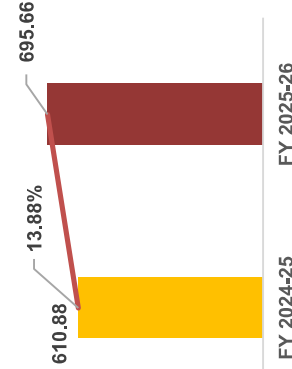


#### Gross Margin

41.78%

Margins

42.07%

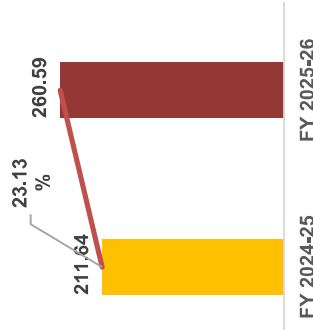


#### EBITDA & EBITDA Margin

14.48%

Margins

15.76%

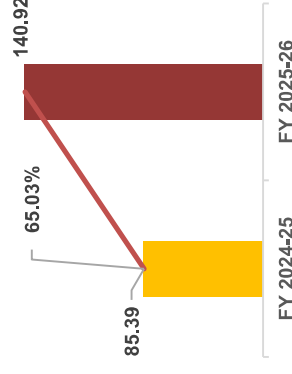


#### PAT & PAT Margin

5.84%

Margins

8.52%



## Track Record of Growth and Profitability

### Q4 FY 2025-26 YoY Analysis

INR in Cr.

#### Revenue from Operations\*

398.84 Revenues 419.06

41.71%

Gross Margin

42.08%

14.65%

Margins

14.61%

EBITDA & EBITDA Margin

3.39%

Margins

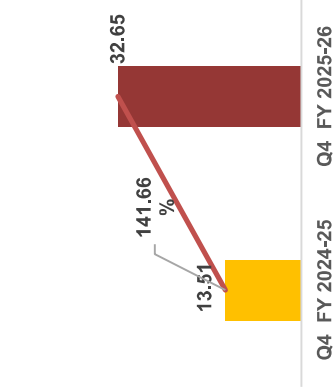
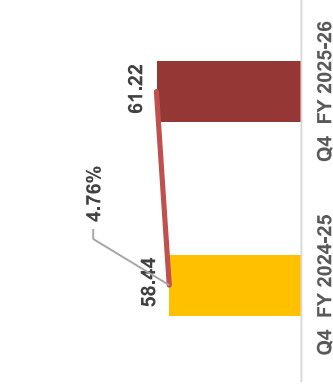
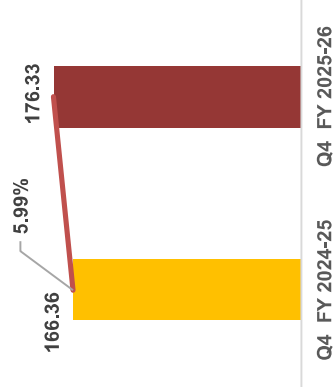
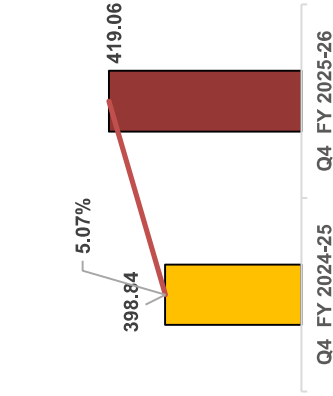
7.79%

#### PAT & PAT Margin

#### EBITDA & EBITDA Margin

#### Gross Margin

#### Revenue from Operations\*



# Statement of Financial Results for the Quarter ended and Year ended 31<sup>st</sup> March 2026

| Particulars   | Quarter Ended             |                             |                           | Year Ended<br>Mar 31, 2026<br>(Audited) | Year Ended<br>Mar 31, 2025<br>(Audited) |
|---|---------------------------|-----------------------------|---------------------------|---|---|
|   | Mar 31, 2026<br>(Audited) | Dec 31, 2025<br>(Unaudited) | Mar 31, 2025<br>(Audited) |   |   |
| <b>INCOME</b>   |                           |                             |                           |   |   |
| I Revenue from operations                                 | 419.06                    | 411.25                      | 398.84                    | 1,653.67                                | 1,462.01                                |
| II Other income   | 4.67                      | 3.98                        | 5.43                      | 18.85                                   | 24.07                                   |
| <b>III Total Income (I+II)</b>                            | <b>423.73</b>             | <b>415.23</b>               | <b>404.27</b>             | <b>1,672.52</b>                         | <b>1,486.08</b>                         |
| <b>EXPENSES</b>   |                           |                             |                           |   |   |
| (a) Purchases of stock-in-trade                           | 173.75                    | 201.71                      | 173.48                    | 992.25                                  | 905.54                                  |
| (b) Changes in inventories                                | 68.98                     | 35.85                       | 59.00                     | -34.24                                  | -54.40                                  |
| (c) Employee benefit expense                              | 61.22                     | 58.01                       | 55.73                     | 226.04                                  | 198.14                                  |
| (d) Finance costs   | 8.21                      | 7.33                        | 10.41                     | 30.90                                   | 40.28                                   |
| (e) Depreciation and amortization expense                 | 13.87                     | 15.80                       | 14.01                     | 59.00                                   | 52.71                                   |
| (f) Other expenses  | 53.89                     | 45.45                       | 52.20                     | 209.02                                  | 201.10                                  |
| <b>IV Total expenses (IV)</b>                             | <b>379.92</b>             | <b>364.15</b>               | <b>364.82</b>             | <b>1,482.97</b>                         | <b>1,343.36</b>                         |
| <b>V Profit before exceptional items and tax (III-IV)</b> | <b>43.81</b>              | <b>51.09</b>                | <b>39.45</b>              | <b>189.55</b>                           | <b>142.72</b>                           |
| VI Exceptional items                                      | -                         | -                           | -                         | -                                       | -                                       |
| <b>VII Profit before tax (V-VI)</b>                       | <b>43.81</b>              | <b>51.09</b>                | <b>39.45</b>              | <b>189.55</b>                           | <b>142.72</b>                           |
| VIII Tax expense:   |                           |                             |                           |   |   |
| (a) Current Tax   | 11.17                     | 12.95                       | 25.95                     | 48.63                                   | 57.33                                   |
| (b) Deferred Tax  | 11.60                     | 13.45                       | 10.07                     | 50.76                                   | 37.88                                   |
| (c) Previous years Tax                                    | -0.43                     | -0.50                       | -0.20                     | -2.13                                   | -1.42                                   |
|   | 0.00                      | -                           | 16.08                     | 0.00                                    | 20.87                                   |
| <b>IX Profit (VII-VIII)</b>                               | <b>32.65</b>              | <b>38.14</b>                | <b>13.51</b>              | <b>140.92</b>                           | <b>85.39</b>                            |

Note: All financial numbers are rounded off to 2 decimals

# Balance Sheet as at 31<sup>st</sup> March 2026



(₹ in crores)

| Particulars                               | As at<br>March 31, 2026 | As at<br>March 31, 2025 |
|---|-------------------------|-------------------------|
| <b>ASSETS</b>                             |                         |                         |
| <b>1 Non-current assets</b>               |                         |                         |
| (a) Property, Plant and Equipment         | 273.12                  | 251.31                  |
| (b) Capital work-in-progress              | 0.65                    | 0.18                    |
| (c) Other Intangible assets               | 0.09                    | 1.19                    |
| (d) Right-of-use assets                   | 309.87                  | 212.75                  |
| (e) Financial assets                      |                         |                         |
| (i) Other financial assets                | 33.83                   | 33.15                   |
| (f) Other non-current assets              | 17.63                   | 16.98                   |
|   | <b>635.19</b>           | <b>515.56</b>           |
| <b>2 Current assets</b>                   |                         |                         |
| (a) Inventories                           | 815.93                  | 777.82                  |
| (b) Financial assets                      |                         |                         |
| (i) Trade receivables                     | 2.38                    | 2.51                    |
| (ii) Cash and cash equivalents            | 19.38                   | 85.30                   |
| (iii) Bank balances other than (ii) above | 329.04                  | 209.41                  |
| (iv) Loans                                | 26.16                   | 25.74                   |
| (v) Other financial assets                | 1.32                    | 4.27                    |
| (c) Other current assets                  | 19.51                   | 20.04                   |
|   | <b>1,213.72</b>         | <b>1,125.09</b>         |
| <b>Total Assets</b>                       | <b>1,848.90</b>         | <b>1,640.65</b>         |

| Particulars                         | As at<br>March 31, 2026 | As at<br>March 31, 2025 |
|-------------------------------------|-------------------------|-------------------------|
| <b>EQUITY AND LIABILITIES</b>       |                         |                         |
| <b>1 Equity</b>                     |                         |                         |
| (a) Equity share capital            | 29.47                   | 29.47                   |
| (b) Other equity                    | 1,231.00                | 1,102.30                |
|                                     | <b>1,260.47</b>         | <b>1,131.77</b>         |
| <b>2 Liabilities</b>                |                         |                         |
| <b>(1) Non-current liabilities</b>  |                         |                         |
| (a) Financial liabilities           |                         |                         |
| (i) Borrowings                      | 12.96                   | 17.64                   |
| (ii) Lease liabilities              | 323.60                  | 221.42                  |
| (iii) Other financial liabilities   | 1.53                    | 1.96                    |
| (b) Provisions                      | 8.66                    | 7.73                    |
| (c) Deferred tax liabilities (Net)  | 7.53                    | 8.81                    |
|                                     | <b>354.28</b>           | <b>257.56</b>           |
| <b>(2) Current liabilities</b>      |                         |                         |
| (a) Financial liabilities           |                         |                         |
| (i) Borrowings                      | 7.26                    | 148.90                  |
| (ii) Lease liabilities              | 17.40                   | 17.06                   |
| (iii) Trade payables                | -                       | -                       |
| -Due to micro and small enterprises |                         |                         |
| -Others                             | 163.73                  | 26.58                   |
| (iv) Other financial liabilities    | 36.87                   | 33.50                   |
| (b) Other current liabilities       | 7.71                    | 4.62                    |
| (c) Provisions                      | 1.18                    | 0.95                    |
| (d) Current tax liabilities (Net)   | 0.01                    | 19.71                   |
|                                     | <b>234.15</b>           | <b>251.32</b>           |
| <b>Total equity and liabilities</b> | <b>1,848.90</b>         | <b>1,640.65</b>         |

Note: All financial numbers are rounded off to 2 decimals

# Statement of Cash Flow for the Year ended 31<sup>st</sup> March 2026



(₹ in crores)

| Particulars  | Year ended<br>March 31, 2026         | Year ended<br>March 31, 2025         |
|--|--------------------------------------|--------------------------------------|
| <b>A) Cash Flows from Operating Activities</b>                                 |                                      |                                      |
| Net profit before tax and exceptional items                                    | 189.55                               | 142.72                               |
| Adjustments for :  |                                      |                                      |
| Amortisation of Right to use asset   | 29.63                                | 25.20                                |
| Unwinding of discount on security deposits (net)                               | 24.96                                | 20.33                                |
| Actuarial gain / loss  | 3.36                                 | 0.01                                 |
| Depreciation on property, plant and equipment                                  | 28.27                                | 25.37                                |
| Amortisation on intangible assets  | 1.09                                 | 2.13                                 |
| Unrealized foreign exchange (gain)/ loss                                       | 0.20                                 | 0.05                                 |
| (Profit)/ Loss on sale of Property, Plant and Equipment                        | 0.09                                 | (0.07)                               |
| Other Income   | (3.60)                               | (4.78)                               |
| Interest expense   | 30.85                                | 39.96                                |
| Interest income  | (14.13)                              | (18.20)                              |
| <b>Operating profit before working capital changes</b>                         | <b>290.28</b>                        | <b>232.72</b>                        |
| Adjustments for working capital changes in :                                   |                                      |                                      |
| Inventories  | (38.10)                              | (54.60)                              |
| Trade Receivables  | 0.14                                 | 0.79                                 |
| Other current financial and non financial asset                                | 3.05                                 | (3.13)                               |
| Trade payables   | 137.14                               | (32.64)                              |
| Other current liabilities  | 3.09                                 | (1.66)                               |
| Other financial liabilities  | 3.29                                 | 4.97                                 |
| Other financial and non-financial non-current assets                           | (6.64)                               | (1.66)                               |
| Long-term provisions   | 0.93                                 | 1.81                                 |
| Other non-current financial liabilities  | (0.43)                               | (0.63)                               |
| Short term provisions  | 0.23                                 | 0.23                                 |
| <b>Cash generated from operations</b>  | <b>392.98</b>                        | <b>146.20</b>                        |
| Income tax paid  | (70.46)                              | (39.42)                              |
| Cash Flow Before Exceptional items   | 322.53                               | 106.78                               |
| Extra Ordinary Items   | -                                    | -                                    |
| <b>Net Cash generated from/ (used in) operating activities</b>                 | <b>322.53</b>                        | <b>106.78</b>                        |
| <b>Particulars</b>   | <b>Year ended<br/>March 31, 2026</b> | <b>Year ended<br/>March 31, 2025</b> |
| <b>B) Cash flows from Investing Activities</b>                                 |                                      |                                      |
| Sale/ (Purchase) of Property, Plant and Equipment/CWIP (incl. capital advance) | (50.64)                              | (52.53)                              |
| (Increase)/ Decrease in Deposits   | (119.63)                             | 147.96                               |
| Interest income  | 14.13                                | 18.20                                |
| Other income   | 3.60                                 | 4.78                                 |
| <b>Net Cash generated from/ (used in) Investing Activities</b>                 | <b>(152.54)</b>                      | <b>118.41</b>                        |
| <b>C) Cash flows from Financing Activities</b>                                 |                                      |                                      |
| Proceeds from issue of Share Capital/ Share Application Money                  | -                                    | (1.84)                               |
| Proceeds/ (repayment) from or of Long-term borrowings                          | (4.67)                               | (4.98)                               |
| Increase/ (Decrease) in Short-term borrowings                                  | (141.64)                             | (86.23)                              |
| Increase/ (Decrease) in Payable to IPO Exp / Selling Share Holders             | (0.00)                               | (0.61)                               |
| Dividends Paid   | (14.71)                              | (14.73)                              |
| Principal payment of lease liability   | (43.90)                              | (35.77)                              |
| Interest paid and effect of foreign exchange                                   | (30.98)                              | (40.00)                              |
| <b>Net Cash Flow from/ (used in) Financing Activities</b>                      | <b>(235.91)</b>                      | <b>(184.16)</b>                      |
| <b>Net change in cash and cash equivalents (A + B + C)</b>                     | <b>(65.92)</b>                       | <b>41.03</b>                         |
| Cash and Cash equivalents at the beginning of the year                         | 85.30                                | 44.27                                |
| <b>Cash and Cash equivalents at the end of the year (refer note 10)</b>        | <b>19.38</b>                         | <b>85.30</b>                         |



## Agenda for Discussion



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## Key Strengths

Long-Term Earnings Compounder

## Financial Highlights

Past Financial Performance

# Awards & Recognition



## List of Awards, accreditation, and recognition

| Year | Particulars   |
|------|---|
| 2024 | > "Business Leader in Retail Fashion Industry" Award by The Times of India  |
| 2023 | > Listed in Stock Exchange NSE & BSE  |
| 2022 | > Most Admired Company of the Year (Apparel) by CMO Global  |
| 2021 | > Fit & Fab Award by Global Spa<br>> Times Retail Icon Award for Best Silk Showroom, Best Affordable Fashion Brand and Best Designer Saree Showroom by Times of India<br>> Awarded as Trusted Group of the Year – Textiles & Garments by Make in India Emerging Leaders Excellence in Business and Service Sector |
| 2020 | > Award for the Best Silk Showroom, the Best Affordable Fashion Brand and the Best Designer Saree Showroom in the Retail category by Times of India at the Times Business Awards  |
| 2019 | > Award for the Most Admired Affordable Fashion Retailer of the Year – Regional by Indian Fashion Forum at the IMAGES Fashion Awards<br>> Award for Best Silk Showroom & Best Affordable Fashion Brand by Times of India at the Times Business Awards   |
| 2018 | > Award for Most Admired Retailer of the Year Store Design and VM by Indian Fashion Forum at the IMAGES Fashion Awards<br>> Times Retail Icon Award for Best Silk Showroom & Best Affordable Fashion Brand by Times of India at the Times Business Awards   |
| 2017 | > Award for Best Silk Showroom & Best Family Store by Times of India at the Times Business Awards<br>> Fast 50 India's Most Promising Brand Award in Retail category by World Consulting & Research Corporation, Asia   |
| 2016 | > Fast 50 India's Fastest Growing Brand Award for Brand Kalamandir by World Consulting & Research Corporation, Asia<br>> Times Retail Icon Award for Best Silk Showroom & Best Family Store by Times of India at the Times Business Awards  |

**27 Awards / Recognitions**

since 2012

**6 years in a row<sup>(1)</sup>**

Awarded at Time Business Awards by TOI

**4 Awards<sup>(2)</sup>**

at the IMAGES Fashion Awards by Indian Fashion Forum

Note: (1) from 2015 to 2020; (2) in the year 2013, 2015, 2018 & 2019

# FY 2025 Q2 Awards & Recognition



2025 (Sep 4th) - Prasad Chalavadi  
- South Powerlist 100 - South  
Indian Business Awards



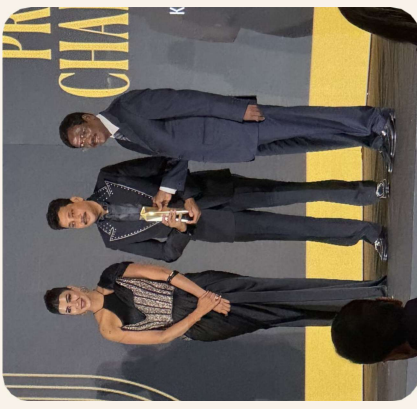
2025, Sep - VML - Retail Icon  
Award (Authentic Silk Sarees  
Brand) - Times Of India



2025 - SSKL - Retail Achiever -  
Pride Of Telangana Award



2025 - SSKL - Leading Ethnic  
Fashion Retail Group - Retail Icon  
Awards - Times Of India





# THANK YOU



For Investor queries please contact:

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