

SAI SILKS (KALAMANDIR) LIMITED

CIN: U52190TG2008PLC059968

Registered Office: # 6-3-790/8, Flat No.1, Bathina Apartments, Ameerpet, Hyderabad - 500016
Telangana, India. 040-66566555. Email: secretarial@sskl.co.in



www.sskl.co.in

Date: 19.01.2026

To Corporate Relations Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001, India Scrip Code: 543989	To Listing Manager, National Stock Exchange of India Limited Exchange Plaza, C-1 Block G Bandra Kurla Complex, Bandra (E) Mumbai – 400 051, India Symbol: KALAMANDIR
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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 Un-Audited financial results of the Company for the Quarter ended on December 31, 2025.

The aforesaid information is being uploaded on company website https://sskl.co.in/wp-content/uploads/2026/01/Q3_FYE26-Investor-Presentation-190126.pdf

We request you to kindly take the aforesaid information on record and disseminate the same on your respective websites.

For Sai Silks (Kalamandir) Limited

MATTE KOTI
BHASKARA TEJA

Digitally signed by MATTE
KOTI BHASKARA TEJA
Date: 2026.01.19 17:38:50
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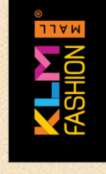
M.K.Bhaskara Teja
Company Secretary & Compliance Officer
M.No A39542





Investor Presentation

Q3 & 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
CAGR	Compound Annual Growth Rate , $CAGR = (Value_{final} / Value_{initial})^{1/t} - 1$; where t = specified time period
EBITDA	Earnings before Interest, Taxes, Depreciation & Amortization
FY	Fiscal Year Ending 31 st March
CY	Calendar Year Ending 31 st December
PAT	Profit After Tax
ROCE	Return on Capital Employed
ROE	Return on Equity
EBO	Exclusive Brand Outlets
Sq. ft.	Square foot
SSKL	Sai Silks (Kalamandira) Limited
MBA	Master's degree in Business Administration
VP	Vice President

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

Agenda for Discussion



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Introduction

Who we are & What we do

Financial Highlights

Past Financial Performance

Key Strengths

Company's Unique selling proposition (USP)

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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

- Total females aged over 25 years are expected to reach from 37.6 Cr in 2021 to 45.5 Cr in 2031
- This is the largest consumer base for sarees

Wedding & Festive Market

- Saree's cultural significance makes it an important piece of wearing and gifting in festivities across India, especially in South India region

Universal Appeal of Saree

- Saree is an evergreen piece of cloth and is never out of fashion
- 80+ draping ways varying across states and cultures
- At least 1 saree purchased in over 90% households in South India

Shift from unorganized to organized market

- Organized retailing share of apparel has increased from 14% in FY 2007 to 32% in FY 2020
- Organized retail has led to shift of demand away from unorganized

Fusion/Fancy Sarees

- Introduction of fancier & newer categories of sarees with innovative designs like pre-draped and ruffled sarees
- Convenient designs with pockets, belts and other accessories

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 & handlooms for wedding & occasional wear</p>	 <p>Ethnic Value fashion at affordable price points</p>	 <p>Everyday ethnic elegance at pocket-friendly prices</p>
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Key Highlights


 Launched in **2005**
~7,70,610 sq. ft Combined store area⁽²⁾
9,755 sq.ft Average Store Area⁽²⁾


 Headquartered in **Hyderabad**
 South indian presents
79 stores⁽²⁾ Across 22 cities⁽²⁾
₹ 215mn Average Revenue Per Store (FY 24-25)


6,584 Employees⁽²⁾
8.07mn Customers overall⁽¹⁾
₹ 20,417 Average Revenue Per sq. ft (FY 24-25)

Note: (1) As on 31st March 2025;

(2) As on 31st December 2025

Journey Over the Years



 <p>2005</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>2005</p> <p>Launched the first retail outlet in Ameerpet, Hyderabad.</p>	<p>»»»</p>	 <p>2009</p> <p>Our private limited company was converted into a public limited company.</p>	 <p>2017</p> <p>Expansion of brand KLM Fashion Mall</p>	<p>»»»</p>	 <p>2023</p> <p>Successfully listed in BSE and NSE</p>	<p>»»»</p>	 <p>2011</p> <p>Two major stores launched 'Mandir' on Feb 13, 2011, and 'Kanchipuram Vara Mahalakshmi Silks' on July 31, 2011</p>	 <p>2022</p> <p>Reached 50th store milestone with a total area of 5.71 Lac sft</p>	<p>»»»</p>	 <p>2025</p> <p>Marking the 79th milestone with gratitude and pride covering total area of 7.70 Lac Sft</p>
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South India's Leading Saree & Ethnic Value Fashion Player Catering To Wide Audience Through Multiple Formats



Founded year	Kalamandir 2005	Mandir 2011	Vara Mahalakshmi 2011	KLM Ethnic fashion value 2017	VALLI 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⁽¹⁾	9 small / medium / large stores	3 small format stores	37 small / medium / large stores	19 large format stores	11 small format stores
Geographies served⁽²⁾	AP, Telangana & Karnataka	Telangana	Telangana, AP, Karnataka, TN & Puducherry	AP, Telangana & Karnataka	AP, Telangana
Distribution*	EBO & Online	EBO & Online	EBO & Online	MBO & Online	EBO

Company operated stores under efficient lease model

Diverse range of products catering to all market segments

71.5% Revenue From Saree Segment (FY25)

Products directed to serve regional demand

Aspirational yet value for money products

*Source: Technopak Report

Note: (1) As on December 31st, 2025;

(2) State presence as on December 31st, 2025

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

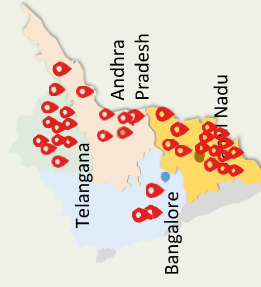


Strategically Located Stores in Prime Areas to Tap into The Purchasing Power of Customers with A Cluster-Based Model

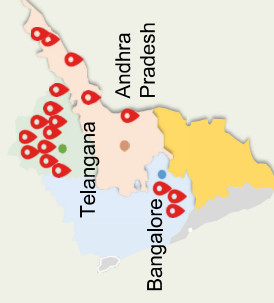
Kalamandir Stores



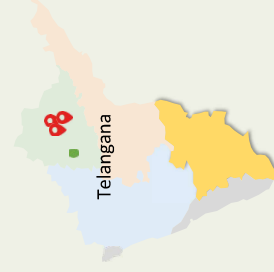
Varamahalakshmi Stores



KLM Fashion Mall Stores



Mandir Stores



Valli Stores



State	# of stores ⁽¹⁾	Aggregate area (sq. ft.) ⁽¹⁾	9 Months ended 31 st Dec, 2025 Revenue (₹ cr)	% of Revenue
Telangana	29	2,91,111	386.31	31.29%
Andhra Pradesh	23	2,24,377	340.98	27.62%
Karnataka	12	1,33,559	209.32	16.95%
Tamil Nadu	14	1,10,871	281.43	22.79%
Pondicherry	1	10,692	16.57	1.34%
Total	79	7,70,610	1,234.61	100.00%

Note: (1) As of 31st December 2025; 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 December 31st, 2025

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

www.brandmandir.com

www.kanchivml.com

www.klmfashionmall.com



Online e-commerce websites & live commerce



1.24

Million followers⁽¹⁾



737.4

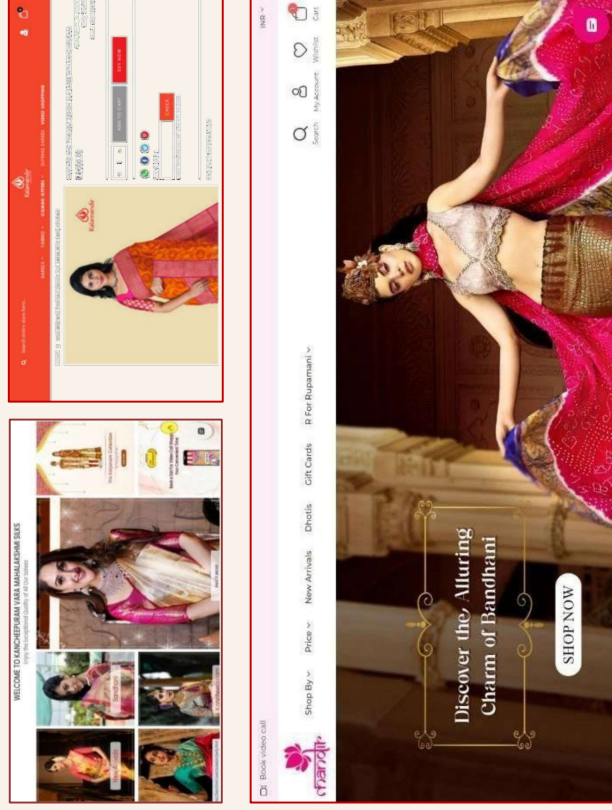
followers⁽¹⁾



392.92k

subscribers⁽¹⁾

Live shows & video-based commerce



Revenue from e-commerce channel

7,570 visits / day
on websites across 4 formats⁽²⁾

25 states & 6 UTs
served through e-commerce⁽²⁾

₹ 5,747
Average order value⁽¹⁾

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 December 31, 2025; 2) For FY25; 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



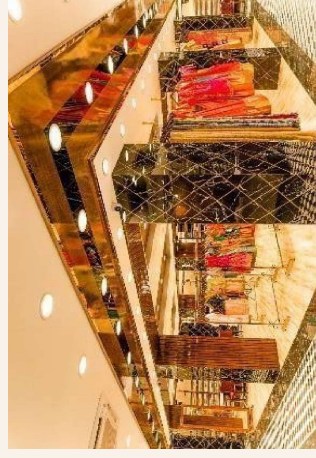
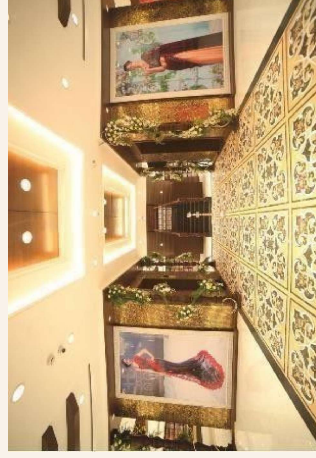
Elegantly designed stores with vibrant entrances and attractive window displays



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

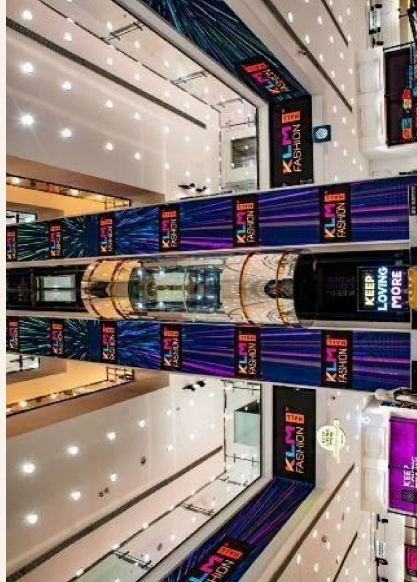
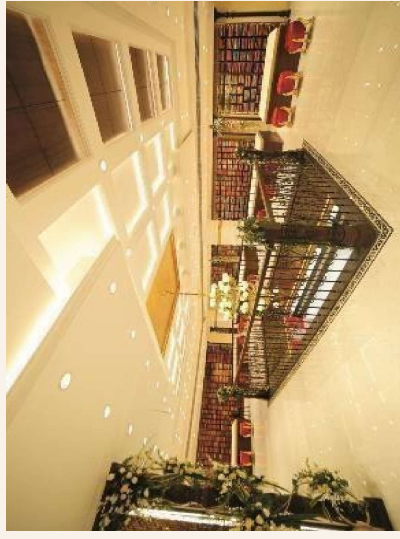
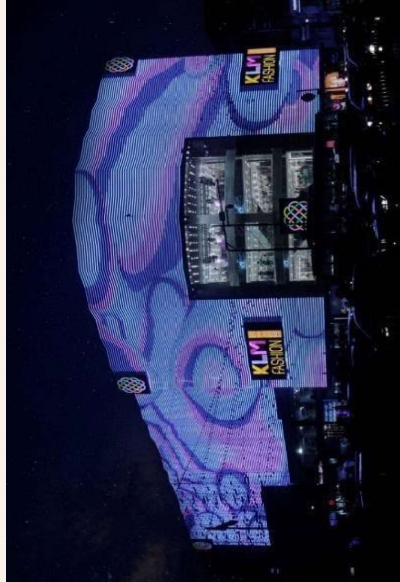
Word-of-mouth references

Increase in average business per customer





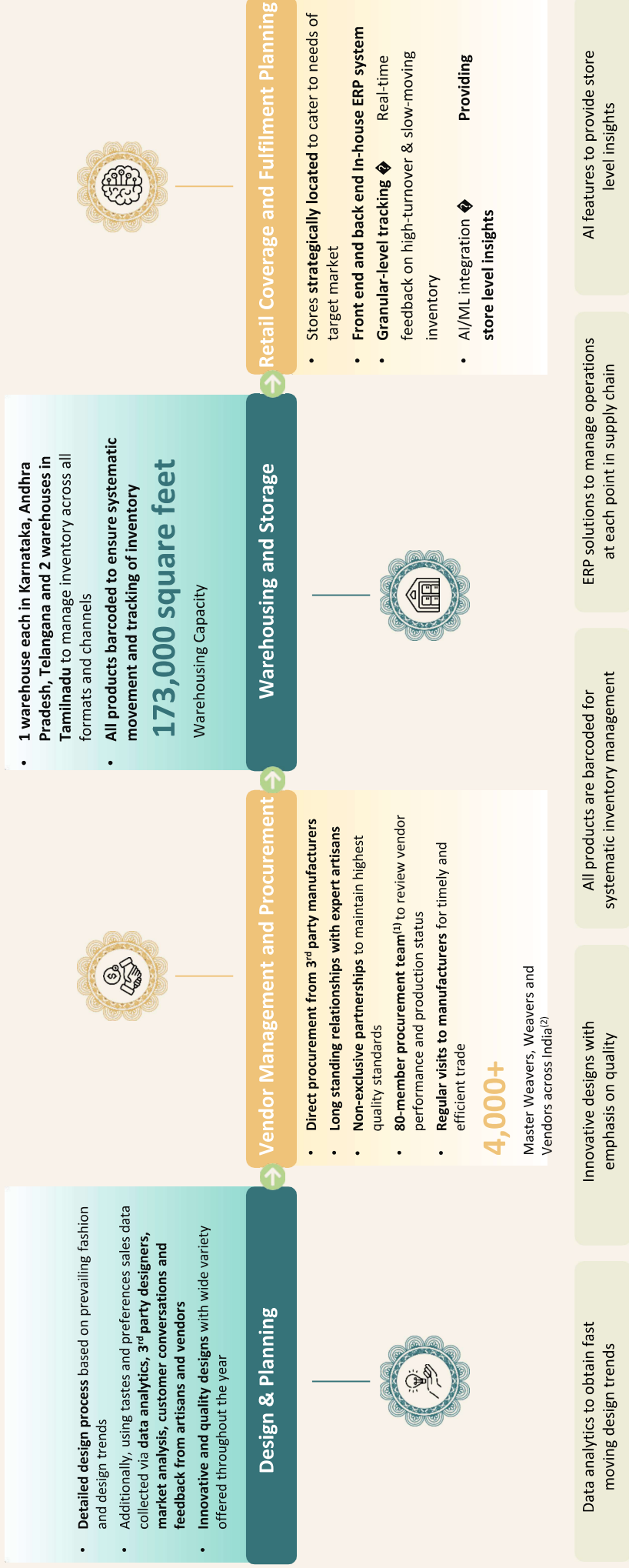
Differentiated Store Experience, Offering Unique Ambience and Festive Feel



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





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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Awards & Recognition



Track Record of Growth and Profitability

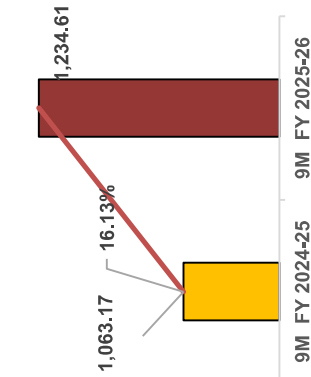
9M FY 2025-26 YoY Analysis

INR in Cr.

Revenue from Operations*

1063.17 Revenues

1234.61

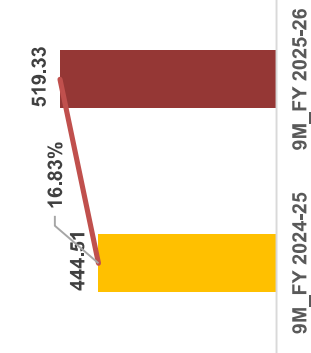


Gross Margin

41.81%

Margins

42.06%

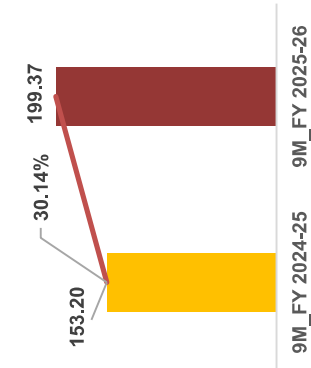


EBITDA & EBITDA Margin

14.41%

Margins

16.15%

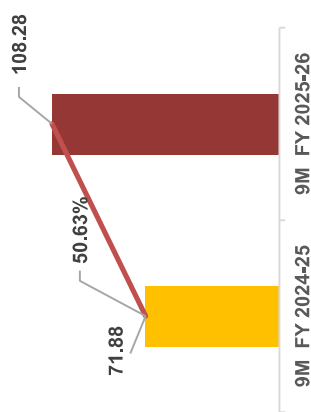


PAT & PAT Margin

6.76%

Margins

8.77%



Track Record of Growth and Profitability

3M FY 2025-26 YoY Analysis

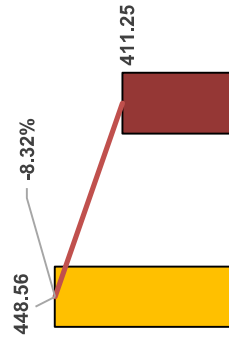
INR in Cr.

Revenue from Operations*

448.56

Revenues

411.25



Q3_FY 2024-25

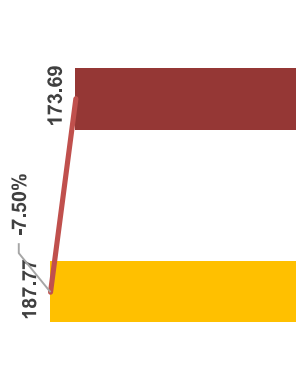
Q3_FY 2025-26

Gross Margin

41.86%

Margins

42.24%



Q3_FY 2024-25

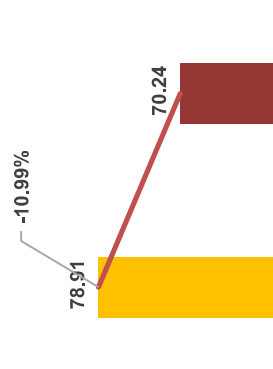
Q3_FY 2025-26

EBITDA & EBITDA Margin

17.59%

Margins

17.08%



Q3_FY 2024-25

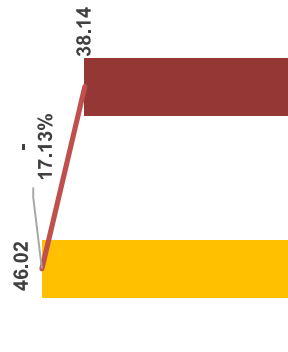
Q3_FY 2025-26

PAT & PAT Margin

10.26%

Margins

9.27%



Q3_FY 2024-25

Q3_FY 2025-26

Statement of Financial Results for the Quarter ended and 9 Months ended 31st December 2025



(₹ in crores)

Particulars	Quarter Ended			Nine month period ended			Year Ended
	Dec 31, 2025 (Unaudited) ⁽⁴⁾	Sep 30, 2025 (Unaudited)	Dec 31, 2024 (Un audited)	Dec 31, 2025 (Un audited)	Dec 31, 2024 (Un audited)	Mar 31, 2025 (Audited)	
INCOME							
I Revenue from operations	411.25	444.33	448.56	1,234.61	1,063.17	1,462.01	
II Other income	3.98	4.51	5.64	14.18	18.64	24.07	
III Total Income (I+II)	415.23	448.84	454.20	1,248.79	1,081.81	1,486.08	
EXPENSES							
IV Purchases of stock-in-trade	201.71	346.94	270.16	818.50	732.05	905.54	
(a) Changes in inventories	35.85	-88.77	-9.37	-103.22	-113.40	-54.40	
(c) Employee benefit expense	58.01	53.61	53.73	164.82	142.40	198.14	
(d) Finance costs	7.33	6.98	9.61	22.69	29.87	40.28	
(e) Depreciation and amortization expense	15.80	15.14	13.41	45.13	38.70	52.71	
(f) Other expenses	45.45	60.55	55.13	155.13	148.90	201.10	
Total expenses (IV)	364.15	394.44	392.67	1,103.05	978.54	1,343.36	
V Profit before exceptional items and tax (III-IV)	51.09	54.41	61.53	145.74	103.27	142.72	
VI Exceptional items	-	-	-	-	-	-	
VII Profit before tax (V-VI)	51.09	54.41	61.53	145.74	103.27	142.72	
VIII Tax expense:							
(a) Current Tax	12.95	14.33	15.51	37.46	31.39	57.33	
(b) Deferred Tax	13.45	14.83	15.80	39.16	27.81	37.88	
(c) Previous years Tax	-0.50	-0.50	-0.29	-1.70	-1.22	-1.42	
IX Profit (VII-VIII)	38.14	40.08	46.02	108.28	71.88	85.39	

Note: All financial numbers are rounded off to 2 decimals



Agenda for Discussion



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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 > Times Retail Icon Award for Best Silk Showroom, Best Affordable Fashion Brand and Best Designer Saree Showroom by Times of India > 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 > 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 > 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 > 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 > 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⁽¹⁾

Awarded at Time Business Awards by TOI

4 Awards⁽²⁾

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



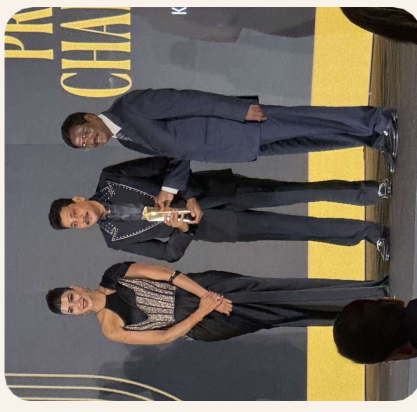
2025, Sep - VML - Retail Icon
Award (Authentic Silk Sarees
Brand) - Times Of India



2025 - SSKL - Retail Achiever -
Pride Of Telangana Award



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





THANK YOU



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