

29th May 2025

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: Press Release

Dear Sir,

Please find enclosed herewith a copy of the Press Release being issued by the Company viz. Campus Activewear Limited.

This is for your information and records.

Thanking you

For Campus Activewear Limited



Archana Maini
General Counsel & Company Secretary
Membership No. A16092

Encl: As above

Campus Activewear Limited Q4 & FY25 performance
Revenues at INR 1593.0 Cr in FY25; up by 10.0% YoY
PAT at INR 121.2 Cr in FY25; registering a strong growth of 35.5% YoY

New Delhi, May 29, 2025: Campus Activewear Limited, India's largest omnichannel sports and athleisure footwear brand, has announced its results for the fourth quarter and year ended March 31, 2025.

Financial Highlights – Q4 & FY25

Particulars (INR Cr.)	Q4 FY25	Q4 FY24	YoY	Q3 FY25	QoQ	FY 25	FY 24	YoY
Revenues	405.7	363.8	11.5%	514.9	-21.2%	1593.0	1448.4	10.0%
Total Income	411.0	366.3	12.2%	518.6	-20.7%	1607.6	1452.9	10.7%
EBITDA	76.7	66.3	15.6%	85.9	-10.7%	258.2	215.3	19.9%
EBITDA Margin (%)	18.7%	18.1%	3.1%	16.6%	12.6%	16.1%	14.8%	8.4%
PAT	35.0	32.7	7.3%	46.5	-24.7%	121.2	89.4	35.5%
PAT Margin (%)	8.5%	8.9%	-4.5%	9.0%	-5.1%	7.5%	6.1%	22.6%

Financial Results – Q4 FY25

- **Revenue from operations** surged by 11.5% YoY to INR 405.7 Cr in Q4 FY25 attributed to distribution channel push and higher online sales.
 - The sales volume grew by 7.8% YoY to 6.2 million pairs in Q4 FY25.
 - Campus Activewear's ASP stood at INR 658 in Q4 FY25 vis-à-vis INR 636 in Q4 FY24.
- **EBITDA** stood at INR 76.7 Cr in Q4 FY25; EBITDA margin expanded by 60 bps YoY to 18.7% during the quarter owing to lower SGA (LY SGA included one off higher provision for Inventory & Receivables)
- **PAT** was at INR 35.0 Cr in Q4 FY25; PAT margin stood at 8.5% during the quarter.

Financial Results – FY25

- **Revenue from operations** grew by 10.0% YoY to INR 1593.0 Cr in FY25 aided by higher distribution push.
 - The sales volume grew by 12.3% YoY to 24.9 million pairs in FY25.
 - Campus Activewear's ASP stood at INR 639 in FY25 vis-à-vis INR 652 in FY24.
- **EBITDA** grew by 19.9% YoY to INR 258.2 Cr in FY25; EBITDA margin at 16.1% during FY25.
- **PAT** grew by 35.5% YoY to INR 121.2 Cr in FY25; PAT margin at 7.5 % during the period.

Commenting on the results and performance, Campus Activewear's CEO Mr. Nikhil Agarwal said,

"I am pleased to share that the Company delivered a robust revenue of INR 1593.0 Cr in FY25, reflecting our resilience and strategic focus in a dynamic macroeconomic environment. Our revenues grew by 10.0% YoY, driven by strong volume momentum. This performance was underpinned by our focused expansion in distribution, a surge in online sales, the introduction of trend-forward styles, and the impactful launch of our new digital marketing campaign. FY25 marked a year of meaningful progress in brand visibility and channel diversification. We successfully debuted on the quick commerce platforms and expanded our footprint into premium Large Format Stores, enhancing accessibility and brand equity.

Our presence deepened across key markets in the North, Central, and West regions, while our foray into Southern India gained traction, supported by improved online engagement. Reinforcing our identity as a 'Family Brand,' we introduced over 250 new styles across men's, women's, and children's categories featuring vibrant colour palettes and value-driven pricing. This enriched portfolio enabled us to cater to diverse lifestyle occasions for the modern Indian family. Our sneaker segment stood out with a remarkable 150% growth, underscoring our commitment to delivering stylish, high-quality footwear at accessible price points. We also expanded our retail presence significantly, with our total Exclusive Brand Outlets (EBOs) reaching 296, following the launch of 30 new stores across India.

On the financial front, our gross margin improved by 20 bps to 52.3%, supported by procurement & production efficiencies. EBITDA margin expanded by 120 bps YoY to 16.1%, driven by lower SGA (LY numbers included one-off Inventory & Receivables provisions)

Our brand campaign, 'Move Your Way,' entered its second phase this quarter with Vikrant Massey as our brand ambassador. The campaign resonated strongly with Gen Z audiences, celebrating individuality and self-expression, further strengthening our brand connect and market positioning.

We also commenced the commercial production from our Haridwar II facility for manufacturing high quality uppers for sneakers during March'2025. Additionally, the successful implementation of SAP in April 2025 has streamlined our business operations, enhancing agility and scalability.

With a strong balance sheet and a clear strategic roadmap, Campus Activewear is well-positioned to lead through its omni-channel presence, vertically integrated manufacturing, operational excellence, product innovation, digital transformation and innovative marketing initiatives."

Campus Activewear Limited (NSE: CAMPUS, BSE: 543523)

Campus Activewear Limited (CAL) is India's largest sports and athleisure footwear brand *in terms of value and volume. Campus was introduced in 2005 as a lifestyle-oriented sports and athleisure brand that offers a diverse product portfolio for the entire family. The brand offers multiple choices across styles, color palettes, price points and an attractive product value proposition. CAL is amongst a few established national brands enjoying ~17% market share in the Indian branded sports and athleisure footwear industry which is predominated by international brands. The Company's thrust on in-house manufacturing facilities, integrated supply chain, robust omnichannel sales and distribution network with pan-India presence, strong design capabilities accelerating swift product commercialization, strong brand-recall, innovative branding and marketing approach, digitization focus for effective distributor and retailer relationships has enabled CAL to successfully cater diverse consumer needs across different demographics and price point, covering more than 85% of the total addressable market for sports and athleisure footwear in India.

CAL owns and operates 5 manufacturing facilities across India with an installed annual capacity for assembly of 33.9 million pairs as on March 31, 2025. The Company has over 300+ distributors directly servicing and fulfilling orders of over 26000+ geographically mapped retailers in more than 650 cities at a pan-India level as on March 31, 2025. Of these approximately 26000+ retailers, the internal sales force of 200+ employees has direct field coverage of approximately 13,000+ retailers as on March 31, 2025. The remaining approximately 13,500+ retailers are covered through CAL's distributor 'feet on street' initiative, which further depends on the Company's distributor management system, sales force activation application and retailers' engagement initiative.

We have an extensive online sales presence through third party pure play marketplaces, third-party managed marketplaces and online-to-offline B2B platforms such as Flipkart, Amazon, Ajio, Myntra, among others as well as our own e-commerce website. We have sold more than 7.4 million pairs through online channels in FY25. Our revenues from operations through our e-commerce platforms grew at a CAGR of 40.3%+ between Fiscal 2021 and March 2025.

In addition, we operate our EBOs under two models: through company opened company operated stores (“COCOs”) and franchisees, we have 296 EBOs as on March 31, 2025.

For additional information and financial results, please visit www.campusactivewear.com

* As per RHP – Campus Activewear Limited

Safe Harbour Statement:

DISCLAIMER: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Campus Activewear Limited (CAL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For further information, please contact

Investor Relations Department

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