

## Issue Highlights

Issue opens:	<b>Thursday, November 02, 2017</b>
Issue closes:	<b>Monday, November 06, 2017</b>
Price Band:	<b>Rs. 745/- to Rs. 750/-</b>
Bid Lot:	<b>20 Equity Shares and in multiples thereafter</b>
Face Value:	<b>Rs.10/-</b>
Listing:	<b>BSE &amp; NSE</b>
Registrar:	<b>Link Intime India Private Limited</b>

Fresh Issue: Rs. 50 Crs. +  
 Offer for Sale: 6574093 Equity Shares  
**(Rs. 539.77 Crs at Lower Band and Rs. 543.06 Crs at Upper Band)**

### Offer Break up:

Category	Allocation	Issue Size ( ₹ in Crs) at	
		Lower Band	Upper Band
QIB	50%	269.88	271.53
NIB	15%	80.97	81.46
Retail	35%	188.92	190.07
<b>Total Offer</b>	<b>100%</b>	<b>539.77</b>	<b>543.06</b>

## Business Overview

Khadim India Limited ;one of the leading footwear brands in India, with a two-pronged focus on retail and distribution of footwear. It is the second largest footwear retailer in India in terms of number of exclusive retail stores operating under the 'Khadim's' brand, with the largest presence in East India and one of the top three players in South India, in fiscal 2016. Its core business objective is 'Fashion for Everyone', and we believe that the Company has established an identity as an 'affordable fashion' brand, catering to the entire family for all occasions.

As at June 30, 2017 and March 31, 2017, the Company operated 853 and 829 'Khadim's' branded exclusive retail stores across 23 states and one union territory in India, respectively, through its retail business vertical. Further, it had a network of 377 and 357 distributors in the three month period ended June 30, 2017 and fiscal 2017, respectively, in its distribution business vertical.

The Company was incorporated in 1981, and through the next several years, the Company was involved in wholesaling and distribution of branded basic utility footwear, and it forayed into the retail business in 1993.

The Company operates through two distinct business verticals, retail and distribution, each with its predominantly own customer base, sale channels and product range. Its retail business operates through exclusive retail stores catering to middle and upper middle income consumers in metros (including mini-metros) and Tier I – Tier III cities, who primarily shop in high street stores and malls, for fashionable products.

## Object of the Issue

The Offer comprises a Fresh Issue by the Company and an Offer for Sale by the Selling Shareholders.

### The Offer for Sale

The Selling Shareholders will be entitled to the proceeds of the Offer for Sale of their respective portion of the Equity Shares after deducting their portion of the Offer related expenses and relevant taxes thereon. The Company will not receive any proceeds from the Offer for Sale.

### The Fresh Issue

The Net Proceeds from the Fresh Issue are proposed to be utilised towards the following objects:

1. Prepayment or scheduled repayment of all or a portion of term loans and working capital facilities availed by the Company; and
2. General corporate purposes.

In addition to the aforementioned objects, the Company intends to strengthen its capital base and expects to **receive the benefits** of listing of its Equity Shares on the Stock Exchanges, including among other things, enhancing the visibility of the brand and Company.

## Peer Group Company

Bata India Limited, Relaxo Footwears Limited and Liberty Shoes Limited

## Summary Statement of Profit and Losses, as restated (Rs. In Million)

Particulars	30 June 2017	March 31, 2017
<b>Total Income</b>	1,797.63	6,255.47
<b>Total Expenditure</b>	1,689.27	5,848.41
<b>Profit Before Tax</b>	108.36	407.06
<b>Profit after Tax</b>	71.05	307.56
<b>E.P.S.(Rs.) Basic</b>	*4.11	17.78
<b>E.P.S.(Rs.) Diluted</b>	*4.11	17.78
<b>RONW (%)</b>	*3.70	16.61

\*Not Annualized

## Retail Payment Chart

Issue Dates: 02-Nov-17 to 06-Nov-17

**Cut off Price : ₹750 Per Share**

No. of Shares	Amount	No. of Shares	Amount
20	15000	160	120000
40	30000	180	135000
60	45000	200	150000
80	60000	220	165000
100	75000	240	180000
120	90000	260	195000
140	105000		

Event	Indicative Date
Finalisation of Basis of Allotment with the Designated Stock Exchange	On or about November 10, 2017
Initiation of refunds (if any, for Anchor Investors) / unblocking of funds from ASBA Account	On or about November 13, 2017
Credit of Equity Shares to demat accounts of Allottees	On or about November 13, 2017
Commencement of trading of the Equity Shares on the Stock Exchanges	On or about November 14, 2017