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: 15.07.2026

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

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 June 30, 2026.

The aforesaid information is being uploaded on company website https://sskl.co.in/wp-content/uploads/2026/07/SSKL-Q1_FY27-Investor-Presentation-150726.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: 2026.07.15 16:34:15 +05'30'

M.K.Bhaskara Teja

Company Secretary & Compliance Officer

M.No A39542

SSKL

SAI SILKS (KALAMANDIR) LIMITED

Investor Presentation

Q1 FY 27

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 = $(\text{Value}_{final} / \text{Value}_{initial})^{1/t} - 1$; where t = specified time period
EBITDA	Earnings before Interest, Taxes, Depreciation & Amortization
FY	Fiscal Year Ending 31st March
CY	Calendar Year Ending 31st 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 (Kalamandir) 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

ContentsofthePresentation

The Agenda

Introduction

Who we are & What we do

Key Strengths

Company's Unique selling proposition (USP)

Financial Highlights

Past Financial Performance

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, 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

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Brands Across the Spectrum of Apparel Retail

- Kalamandir: Ethnic fashion for middle income
- Mandir: Ultra-premium designer sarees
- Kancheepuram Varamahalakshmi Silks: Premium ethnic sarees & handlooms for wedding & occasional wear
- KLM Fashion Mall: Ethnic Value fashion at affordable price points
- Valli Silks: Everyday ethnic elegance at pocket-friendly prices

Key Highlights

Launched in
2005

~8,14,499 sq. ft
Combined store area(2)

9,813 sq.ft
Average Store Area(2)

Headquartered in
Hyderabad
South indian presents

83 stores(2)
Across 24 cities(2)

₹ 204mn
Average Revenue Per Store (FY 25-26)

6,315
Employees(2)

₹ 21,070/-
Average Revenue Per sq. ft (FY 25-26)

Note: (1) As on 30th June 2026;
(2) As on 30th June 2026

Journey Over the Years

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2005
Started the business as a partnership firm on August 10, 2005 under the name and style of "Sai Silks".

2005
Launched the first retail outlet in Ameerpet, Hyderabad.

2008
Kalamandir expands to Karnataka under Kalamandir brand

2009
Our private limited company was converted into a public limited company.

2011
Two major stores launched 'Mandir' on Feb 13, 2011, and 'Kanchipuram Vara Mahalakshmi Silks' on July 31, 2011

2017
KLM MALL

Expansion of brand KLM Fashion Mall

2022
50

Reached 50th store milestone with a total area of 5.71 Lac sft

2023
Successfully listed in BSE and NSE

2025
Valli SILKS

At another format, was launched in 2025, marking a new chapter in traditional elegance and craftsmanship

2026
83

Marking the 83^{rd} milestone with gratitude and pride covering total area of 8.14 lakh sq ft

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(1)	12 small / medium / large stores	3 small format stores	38 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 June 30st, 2026;
(2) State presence as on June 30th, 2026

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

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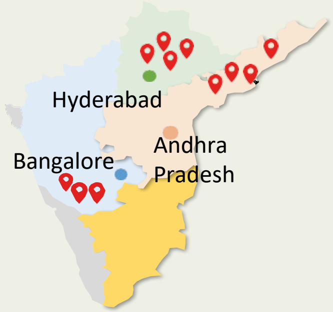
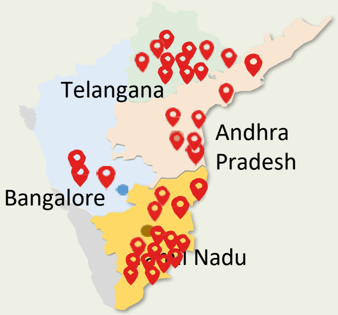
Strategically Located Stores in Prime Areas to Tap into The Purchasing Power of Customers with A Cluster-Based Model

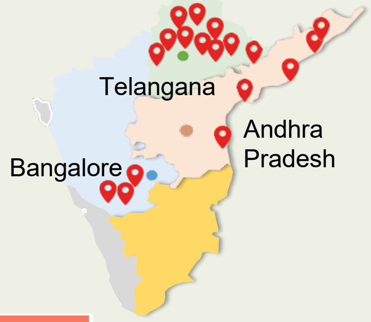
Kalamandir Stores



Varamahalakshmi Stores



KLM Fashion Mall Stores



Mandir Stores

Valli Stores

State	# of stores(1)	Aggregate area (sq. ft.)(1)	Quarter ended 30th June, 2026 Revenue (₹ cr)	% of Revenue
Telangana	29	2,81,258	109.14	29.10%
Andhra Pradesh	24	2,28,477	109.30	29.14%
Karnataka	15	1,79,205	66.03	17.61%
Tamil Nadu	14	1,14,867	86.16	22.97%
Pondicherry	1	10,692	4.44	1.18%
Total	**83**	**8,14,499**	**375.08**	**100.00%**

Note: (1) As of 30th June 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 June 30th, 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

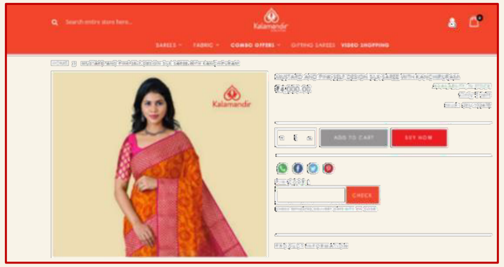
- www.kalamandir.com
- www.brandmandir.com
- www.kanchivml.com
- www.klmfashionmall.com

\+

Online e-commerce websites & live commerce

- 1.26 **Million followers**(1)
- 815.2k **followers**(1)
- 415 k **subscribers**(1)

Live shows & video-based commerce



Revenue from e-commerce channel

- **1,02,665 visits / day** on websites across 4 formats(1)
- **25 states & 6 UTs** served through e-commerce(1)
- **₹ 4,744** 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 June 30, 2026;

Providing Customers, the "Retail Experience" Not Just the Products

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- 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

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

Design & Planning

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

Vendor Management and Procurement

- **Direct procurement from 3rd party manufacturers**
- **Long standing relationships with expert artisans**
- **Non-exclusive partnerships** to maintain highest quality standards
- **80-member procurement team**(1) 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(2)

Warehousing and Storage

- **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

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**

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

Experienced Board of Directors

Mr. Nagakanaka Durga Prasad Chalavadi
Managing Director

Experience: 20+ 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: 19 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: 45 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. Sridevi Dasat
Independent Director

Experience: 15 years of experience in secretarial and regulatory compliances of listed entities, investor relations, FEMA matters, legal affairs, corporate restructuring and governance related matters

Education: Associate member of the Institute of Company Secretaries of India and Bachelor’s degree in commerce from Nagarjuna University, Vijayawada.

Mr. Kunisetty Venkata Ramakrishna
Independent Director

Experience: 31 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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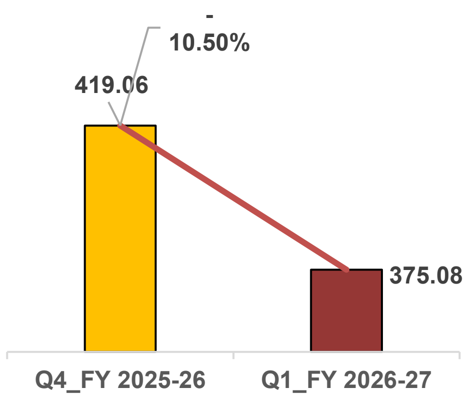
Track Record of Growth and Profitability

Q1_FY 2026-27 QoQ Analysis

INR in Cr.

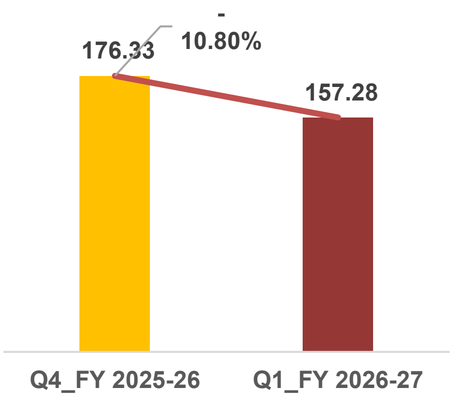
Revenue from Operations*

419.06 Revenues 375.08



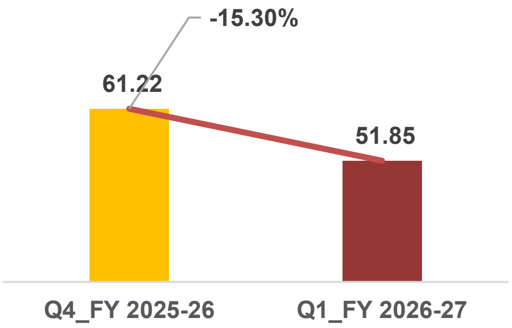
Gross Margin

42.08% Margins 41.93%



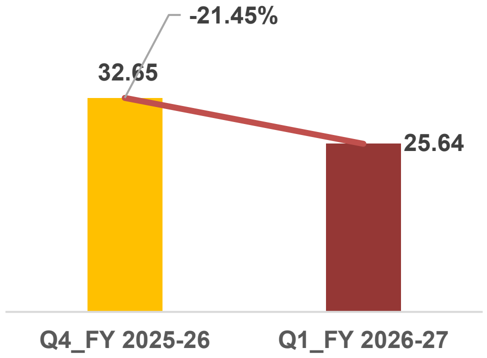
EBITDA & EBITDA Margin

14.61% Margins 13.83%



PAT & PAT Margin

7.79% Margins 6.84%



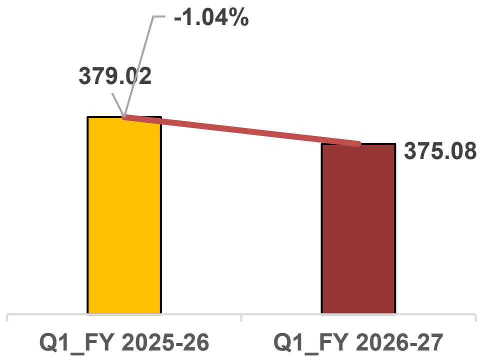
Track Record of Growth and Profitability

Q1 FY 2026-27 YoY Analysis

INR in Cr.

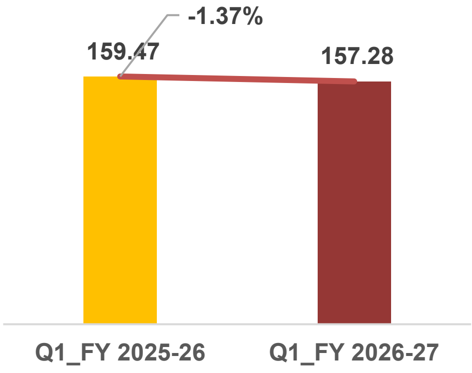
Revenue from Operations*

379.02 Revenues 375.08



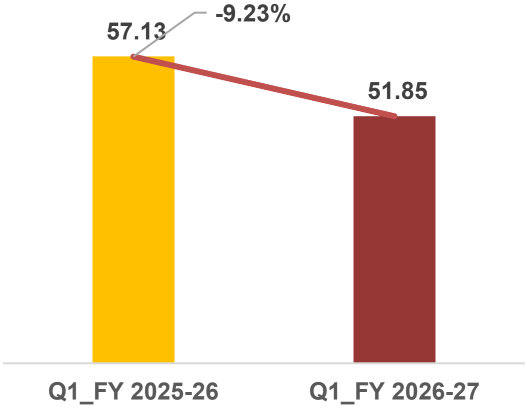
Gross Margin

42.07% Margins 41.93%



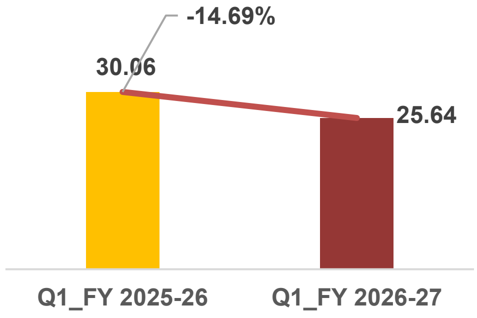
EBITDA & EBITDA Margin

15.07% Margins 13.83%



PAT & PAT Margin

7.93% Margins 6.84%



Statement of Financial Results for the Quarter ended and Year ended 30th June 2026

(₹ in crores)

SSKL
SAI SILKS (KALAMANDIR) LIMITED

	Particulars	Quarter Ended			Year Ended	
		Jun 30, 2026 (Unudited)	Mar 31, 2026 (Audited)	Jun 30, 2025 (Unaudited)	Mar 31, 2026 (Audited)	Mar 31, 2025 (Audited)
	INCOME					
I	Revenue from operations	375.08	419.06	379.02	1,653.67	1,462.01
II	Other income	5.69	4.67	5.69	18.85	24.07
III	**Total Income (I+II)**	**380.77**	**423.73**	**384.71**	**1,672.52**	**1,486.08**
IV	**EXPENSES**					
	(a) Purchases of stock-in-trade	280.40	173.75	269.85	992.25	905.54
	(b) Changes in inventories	-62.60	68.98	-50.29	-34.24	-54.40
	(c) Employee benefit expense	52.50	61.22	53.21	226.04	198.14
	(d) Finance costs	8.30	8.21	8.38	30.90	40.28
	(e) Depreciation and amortization expense	14.84	13.87	14.20	59.00	52.71
	(f) Other expenses	52.93	53.89	49.13	209.02	201.10
	Total expenses (IV)	**346.36**	**379.92**	**344.47**	**1,482.97**	**1,343.36**
V	**Profit before exceptional items and tax (III-IV)**	**34.41**	**43.81**	**40.24**	**189.55**	**142.72**
VI	Exceptional Items	-	-	-	-	-
VII	**Profit before tax (V-VI)**	**34.41**	**43.81**	**40.24**	**189.55**	**142.72**
VIII	Tax expense:	8.77	11.17	10.18	48.63	57.33
	(a) Current Tax	9.40	11.60	10.88	50.76	37.88
	(b) Deferred Tax	-0.63	-0.43	-0.70	-2.13	-1.42
	(c) Previous years Tax	-	0.00	-	0.00	20.87
IX	**Profit (VII-VIII)**	**25.64**	**32.65**	**30.06**	**140.92**	**85.39**

Note: All financial numbers are rounded off to 2 decimals

THANK YOU

Kalamandir

KANCHEEPURAM Vara Mahalakshmi Silks

mandir

KLM FASHION MALL

Valli SILKS

For Investor queries please contact:

secretarial@sskl.co.in
+91 91549 63673