



Kewal Kiran Clothing Limited

Q3FY2021 – Financial Results Review Presentation



From the House of ...



KEWAL KIRAN CLOTHING LIMITED

Q3FY2021 : Financial Performance Highlights



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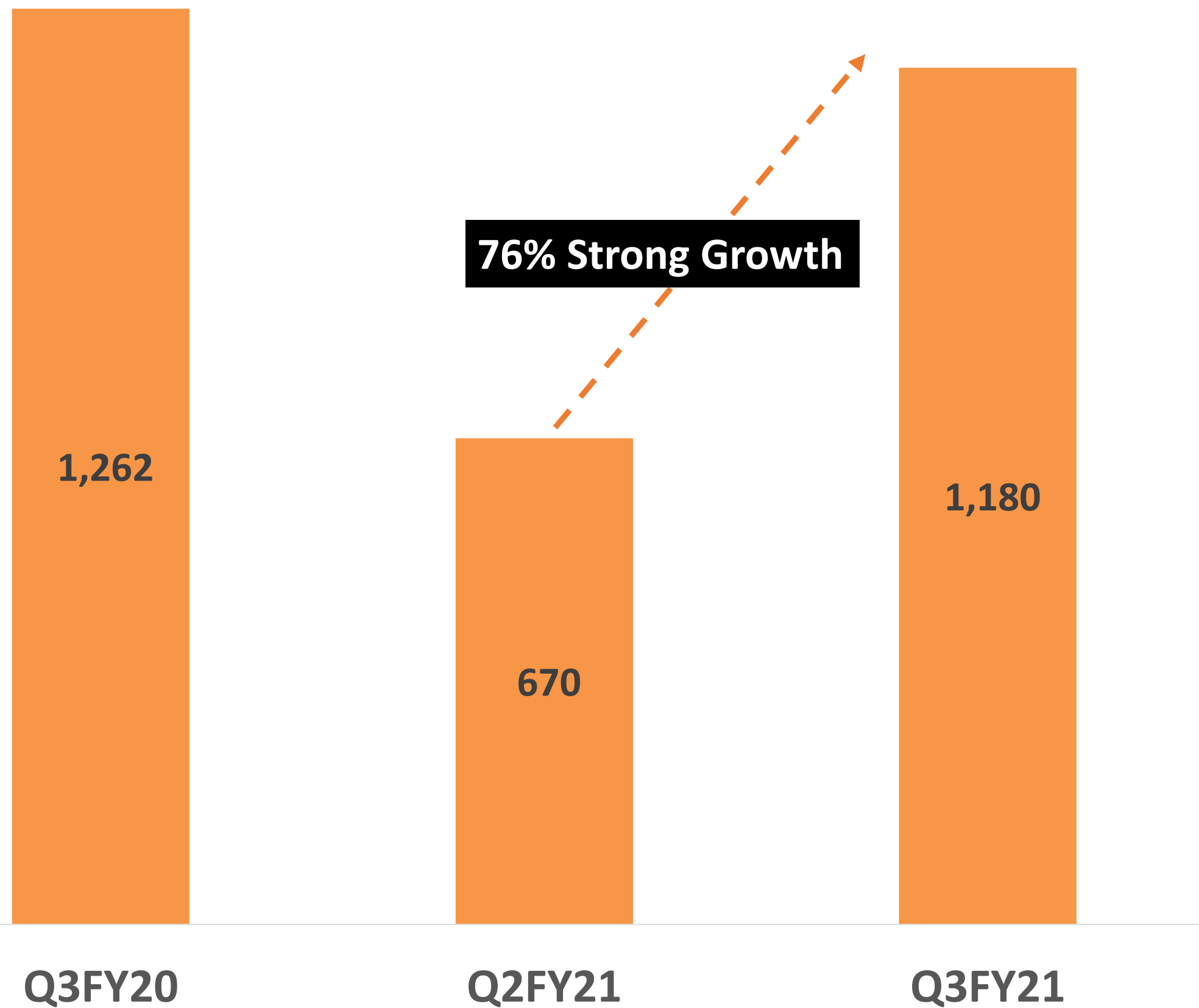
Q3FY21: Strong Rebound in Business Momentum

Revenue from Operations

INR Mn

Nearly Reaching : Pre-Covid Levels

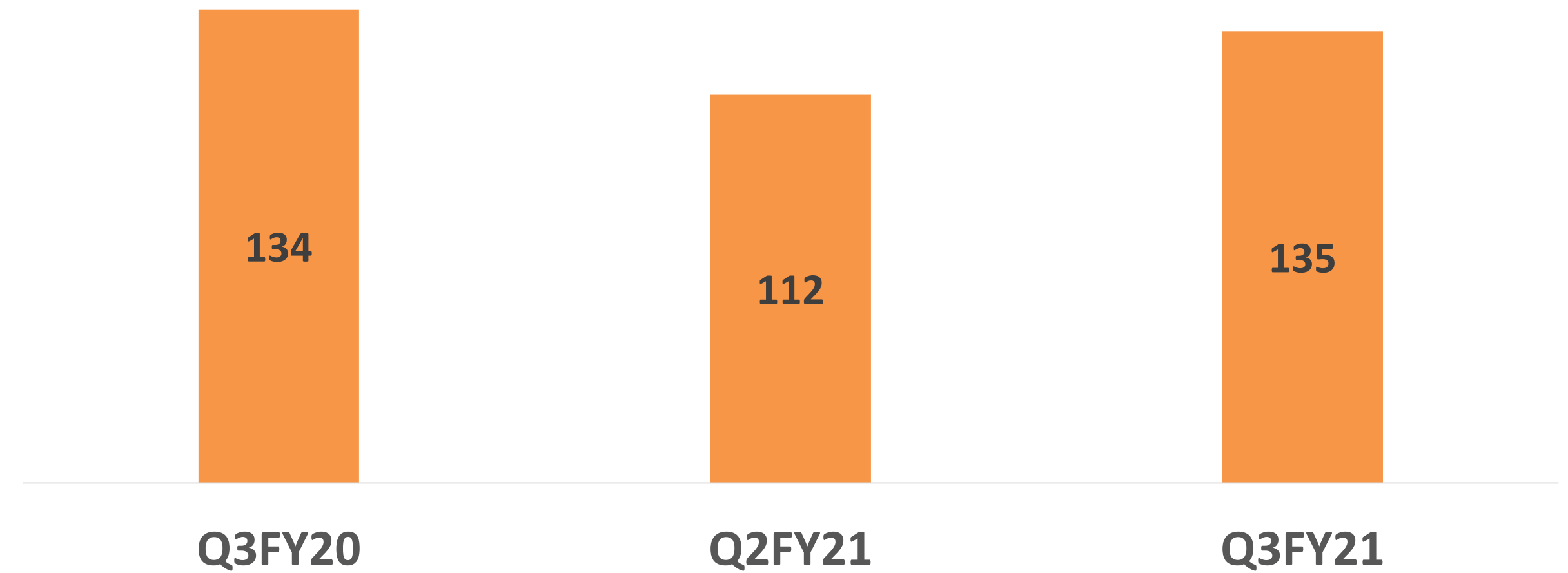
76% Strong Growth



Leading to improvement in EBITDA & PAT

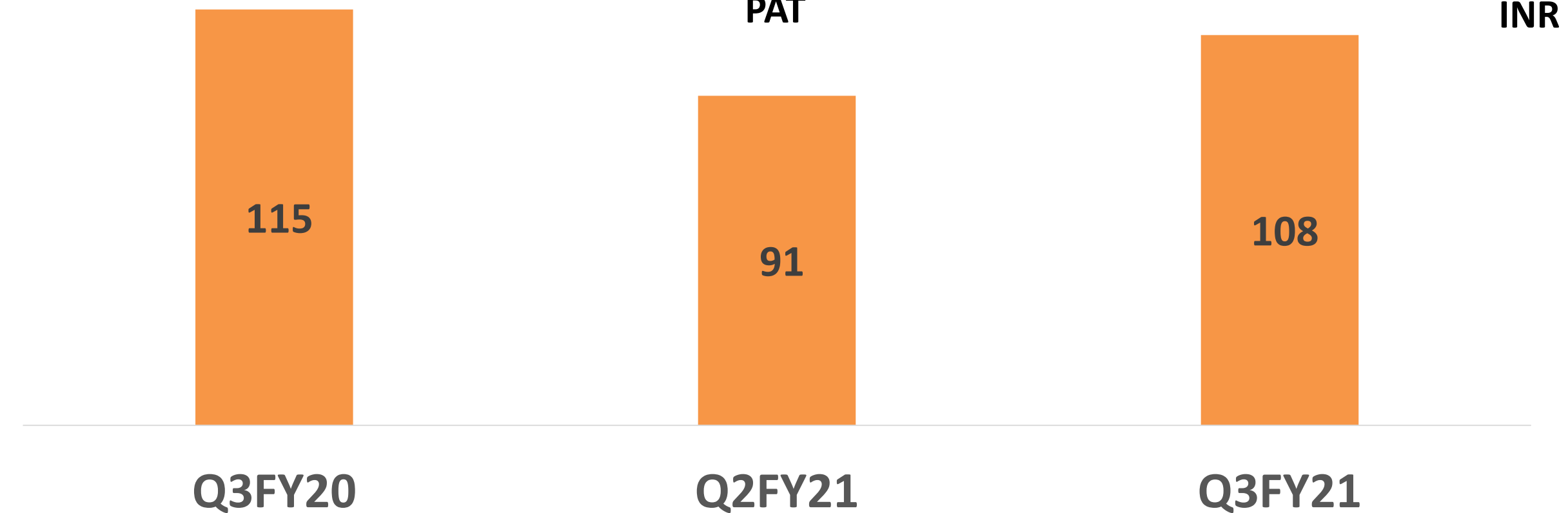
EBITDA

INR Mn



PAT

INR Mn



Standalone Financial Performance Overview

(INR Lakhs)

Particulars	Quarter Ended			Period Ended		Year Ended
	31-Dec-20	30-Sep-20	30-Dec-19	31-Dec-20	30-Dec-19	31-Mar-20
	Audited	Audited	Audited	Audited	Audited	Audited
Revenue:						
a. Revenue from Operations	11,804	6,698	12,619	19,203	40,303	52,967
b. Other Income	450	421	545	1,438	1,367	1,753
Total Revenue	12,254	7,119	13,164	20,641	41,670	54,720
Expenses:						
a. Cost of materials consumed	2,587	2,589	6,265	5,869	15,218	19,473
b. Purchase of stock in trade	361	462	711	983	2,199	2,776
c. Change in inventories of finished goods, work in progress and stock in trade	3,971	(248)	(1,761)	3,076	(1,138)	(943)
d. Employee benefit expenses	1,394	1,150	1,893	3,611	5,340	7,145
e. Finance cost	146	229	229	573	682	881
f. Depreciation and amortisation expenses	169	165	176	510	660	823
g. Manufacturing and operating expenses	546	718	1,303	1,469	3,272	4,901
h. Administrative and other expenses	992	491	844	2,212	2,448	3,308
i. Selling and distribution expenses	607	414	2,030	1,133	5,603	6,797
Total Expenses	10,773	5,970	11,689	19,436	34,284	45,161
Profit/(Loss) before tax	1,481	1,149	1,475	1,205	7,386	9,559
Tax Expense:						
a. Current tax	371	176	266	377	1,649	2,257
b. Deferred tax	24	58	54	(289)	12	(2)
c. (Excess)/Short provision for taxes of earlier years	-	-	-	-	-	-
Profit/(Loss) for the period	1,086	914	1,155	1,117	5,725	7,304
Other Comprehensive Income (OCI)						
<i>Items that will not be reclassified subsequently to profit or loss</i>						
Remeasurement [gain / (loss)] of net defined benefit liability	38	83	(11)	150	(33)	6
Income tax on above	(10)	(21)	3	(38)	9	(2)
Effect [gain / (loss)] of measuring equity instruments at fair value through OCI	66	100	16	179	(0)	(69)
Income tax on above	-	-	-	-	-	-
Total of Other Comprehensive income	94	163	8	291	(24)	(65)
Total Comprehensive income for the period	1,180	1,077	1,163	1,408	5,701	7,239
Earnings Per Share (EPS) in Rs						
a. Basic	8.81	7.42	9.37	9.06	46.46	59.27
b. Diluted	8.81	7.42	9.37	9.06	46.46	59.27

India's: Fashion House



Vocal For Local



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KEWAL KIRAN CLOTHING LIMITED

Q3FY2021 : Operational Performance Highlights



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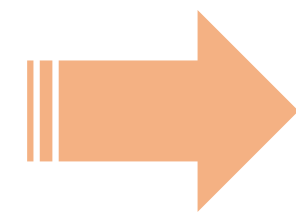


KKCL : Operational Overview

KKCL : India's Fashion House
KEWAL KIRAN CLOTHING LIMITED

*Vocal
For
Local*

5
Brands

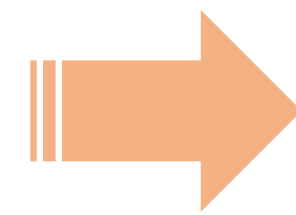


KILLER  **Integriti** **LAWMAN** Pg³
easies  **DÉSI BELLE**

Concept Store Brand

K-LOUNGE

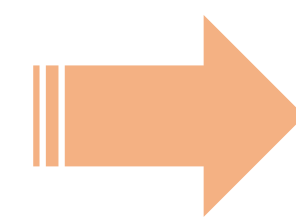
Wide Product
Portfolio



Shirts Trousers
 Jeans T-shirts Accessories

- **Men** : Casual, Formal, Semi-Formal & Western Wear
- **Women** : Fusion Wear
- **Accessories** : Deo's, Watches, Wallets, Belts, Innerwear etc.

Extensive
Network



MBOs K-Lounge / EBOs
 Exports National Chain Stores
 Factory Outlet E-Commerce

Covering
217 Cities/ Town

321 Exclusive Stores

- **K-Lounge** : 218
- **EBOs** : 102
- **Factory Outlet** : 1



Concept Store Brand

K-LOUNGE



From the House of ...



KEWAL KIRAN CLOTHING LIMITED

Brand Wise Performance

Sales Contribution (INR Mn)
(% Contribution to Total Sales)

	Q3FY20	Q3FY21
KILLER >< →	725 (58%)	670 (57%)
Integrati →	198 (16%)	206 (18%)
LAWMAN Pg³ →	182 (15%)	145 (12%)
easies →	46 (4%)	53 (5%)
Others →	100 (8%)	99 (8%)

Product Wise Performance

Apparel Sales & Avg. Sales Realisation

	Q3FY20	Q3FY21
Apparel Sales Qty (Units in Lakhs)	13.45	13.15
Sales Realisation* (INR per unit)	855	816

* Calculated at WSP (Wholesale Sales Price)



Product Wise Performance (% Contribution to Total Qty Sold)

	Q3FY20	Q3FY21
Jeans	43%	45%
Shirts	26%	28%
Trousers	10%	8%
T-Shirts	14%	8%
Others	7%	11%



Retail Stores

Retail Store Count (As on Dec 31, 2020)

	COCO	COMFO (COCO)	FOFO	Total
K-Lounge	2	10	206	218
EBOs	-	3	99	102
Factory Outlet	-	1	-	1
Total	2	14	305	321

COCO - Company Owned Company Operated

COMFO - Company Owned Management Franchisee Operated

FOFO - Franchisee Owned Franchisee Operated

Retail Store Count - 9MFY21 Changes

Particulars	9MFY21
Existing (As on March 31, 2020)	322
Newly Opened	29
Relocated/Closed	30
Work in Progress	42
Total Retail Stores (As on December 31, 2020)	363



THANK YOU



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KEWAL KIRAN CLOTHING LIMITED