Regd Off: D-1, Udyog Nagar, Main Rohtak Road, New Delhi-110041
frontdesk@campusshoes.com, compliance@campusshoes.com
011-43272500
www.campusactivewear.com
www.campusshoes.com

06th August 2026

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**

Subject: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Analysts/ Investors Earnings Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed Analysts/ Investors Earnings Presentation for the quarter ended 30th June 2026.

The said Earnings Presentation has also been uploaded on the Company's website i.e. www.campusactivewear.com.

This is for your information and records.

Thanking you

For **Campus Activewear Limited**

Archana Maini
Digitally signed by Archana Maini
Date: 2026.08.06 14:34:18 +05'30'

Archana Maini
General Counsel & Company Secretary
Membership No. A16092

Encl.: As above

CAMPUS

CAMPUS ACTIVEWEAR LIMITED

INVESTOR PRESENTATION

Q1- FY 27 | 06 AUG 2026

CAMPUS

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- Business Snapshot
- Business Highlights
- Business Performance – Q1 FY'27
- Growth Vectors
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Our Journey to Become India's #1 S&A Footwear Brand

FY06
- Inception of the "Campus" Brand

FY12
- INR 1,000 mm Revenue Milestone reached [(1)]

FY18
- TPG & QRG On-boarded as investors
- INR 5,000 mm Revenue milestone reached

FY20
- Backward integration initiative – Upper Manufacturing facility at Haridwar
- Successful launch of INR 3,000+ MRP shoes

FY21
- Backward integration initiative - Sole Manufacturing facility at Ganaur
- INR 7,000 mm revenue milestone reached (FY21)
- INR 1,000 mm revenue milestone reached in D2C segment

FY22
- EBO store count crosses 100
- Revenue contribution from D2C channel crosses 37%

FY23
- EBO store count crosses 250
- IPO – Campus Activewear IPO oversubscribed 51.75 times

FY24
- Revenue contribution from D2C channel crosses 44% in FY24

FY25
- Implentation of SAP
- Ganaur Capacity Expansion
- Haridwar II Upper Plant for Sneaker

FY26
- Production commenced at Ponta upper facility
- Production commenced at Pant Nagar upper facility
- Apparels segment added

FY27
- ELAN Category Added

Source: Company data

(1) Revenue crossed by Nikhil International, whose business was subsequently acquired pursuant to a business succession agreement dated Mar 22, 2017

BUSINESS SNAPSHOT

CAMPUS - India's Largest & Fastest Growing Scaled Sports & Athleisure Footwear Brand

46.1%

46.1% Revenue Contribution from Direct-to-Consumer Channels during Q1 FY27 vs 44.4% during Q1 FY26

31,000+

31,000+ Retailers across 850+ districts and 28 states

5.7 mm

5.7 mm pairs sold in Q1 FY27 (11.7% YoY Gr%)

5.1 mm pairs sold in Q1 FY26

22.8%

22. 8% Return on Capital Employed

Revenue from Operations*

Q1 FY27: INR 385.2 Cr (+12.2% YoY Gr%)

Q1 FY26: INR 343.3 Cr

FY26 : INR 1774.1 Cr (+11.4 YoY Gr%)

EBITDA

Q1 FY27: INR 62.7 Cr (15.9% of Total Income)

Q1 FY26: INR 55.4 Cr (15.9% of Total Income)

FY26 : INR 314.7 Cr (17.5% of Total Income)

Profit After Tax

Q1 FY27: INR 26.1 Cr (6.6% of Total Income)

Q1 FY26: INR 22.2 Cr (6.4% of Total Income)

FY26: INR 150.1Cr (8.4% of Total Income)

**Revenue from Operations comprises of Sale of Goods along with other operating revenue*

Product – Placement – Promotion Interplay Generating Business MOAT

Internal Strengths Curated Over the Years Across Product Design, Supply Chain, Distribution and Marketing is Onerous to Replicate

Sustained focus on Product Innovation and Design

650+

650+ Active Styles During Q1 FY27 [3]

100+

New Designs Launched During Q1 FY27

Highly experienced in-house design team of 35+ designers based out of India

Global design consultancy network and design sourcing tie-ups

Integrated Manufacturing Ecosystem

31.1 mm
Annual assembly capacity

Exclusive ancillary supplier network -
Empanelled Fabricators
Sole Vendors

60-90 days
Manufacturing lead-time
(vs industry avg: 90-120 days) [1]

CAMPUS

#1 S&A Footwear Brand in India [2]

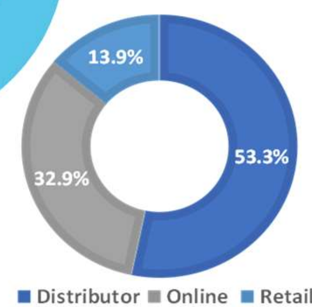
INR 30.5 Cr *Advertising & sales promotion spend during Q1 FY27*

Building Fashion Authority

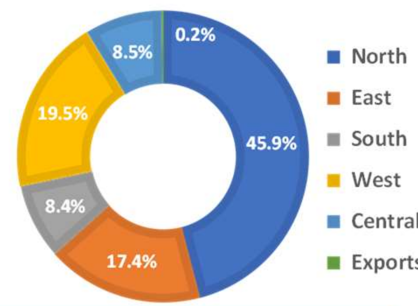
Launch of Elan category with Jim Sarbh

Strong Brand Recognition and Innovative Marketing

Channel Wise



Region Wise



Revenue Mix (Apr-Jun'26)

Source: Company data. All metrics as of Jun 30, 2026.
Note: EBO – Exclusive Brand Outlets ; LFS- Large Format Stores
(1) Source: Technopak Report
(2) Largest in terms of value and volume in FY21
(3) 1800+pairs sold per style

CAMPUS

Experienced Management & Professional Board at the Helm of Affairs

Key Management

Mr. H.K. Agarwal
Chairman & Managing Director

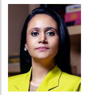
- One of the Promoters of the Company

37+ — Footwear industry

Mr. Nikhil Aggarwal
CEO & Whole-Time Director

- One of the Promoters of the Company

~14 — Footwear industry



Prerna Aggarwal
Chief Innovation Officer

- Holds diploma in digital video production and has also passed Intermediate Exam held by Institute of Chartered Accountants of India

Uplaksh Tewary
Chief Operating Officer.

- Adidas
- Puma Sports
- Reebok
- Titan Industries

~16 — Lifestyle and sportswear

Gaurav Sharma
Chief Marketing Officer

- BATA India
- SC Johnson
- Perfetti Van Melle
- Hershey's

~14 — Retail & FMCG

Alka Monga
Head HR

- Reliance Brands
- Genesis Luxury
- The Spa Group

~18 — People & Culture

Rajneesh Sharma
Chief Technology Officer

- DLF Brands
- ITC Limited

~25 — IT sector

Murlidhar Mishra
Head-Production

- Alpine Shoes
- SSIPL
- BATA India

~25 — Manufacturing sector

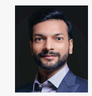
Archana Maini
General Counsel & Company Secretary

- Usha international
- VLCC

~19

Board of Directors

Mr. H.K. Agarwal
Chairman & Managing Director



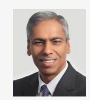
Mr. Nikhil Aggarwal
CEO & Whole Time Director

Ms. Madhumita Ganguli
Independent Director

- Member of Executive Management at HDFC Limited

Mr. Nitin Savara
Independent Director

- Ex-Partner at Ernst & Young



Mr. Anil Chanana
Independent Director

- Ex-CFO of HCL Technologies

Mr. Jai Kumar Garg
Independent Director

- Ex-Executive Director at UCO Bank
- Ex-MD and CEO of Corporation Bank

▪ *Past associations*

● *Years of Experience*

Source: Company data

CAMPUS

Key Pillars of Business MOAT

1 Superior Product Innovation and Design Capabilities

Innovation, partnerships, exclusives enabling differentiated offerings, latest designs **customised for the Indian market**

2 Vertically Integrated Manufacturing Ecosystem

Annual assembly capacity of **30.7 mm pairs** enabled through blend of in-house manufacturing and outsourcing with commitment to **product quality**

3 Omni-Channel Customer Experience

Pan-India omni-channel distribution to meet our customers where they are

4 Innovative Marketing Capabilities

Move from stand-alone trade led marketing to consumer-oriented marketing enabling consumers to **discover our brand** & **product offerings** and **increase brand acceptance**

5 Digitization of Sales Process

Advanced technology solutions across functions enabling **digitization of our sales process and agile product flow**

Source: Company data

CAMPUS

BUSINESS HIGHLIGHT

Product Design → Manufacturing Ecosystem → Distribution → Marketing → Digitization

1 Superior Product Innovation and Design Capabilities

Deliver New and Differentiated Offerings for the Indian Market through Nimble, Fashion Forward and Segmented Approach to Curate our Product Lines

Our category range has been expanded to "Apparel Segment".

Our category range has been expanded to "Elan Category".

Highly experienced in-house team of 35+ designers

Global Design Consultancy Network and Design Sourcing Tie-ups

Identify emerging international fashion trends and customize it for local market

Flagship Collection
Spring – Summer Collection (Feb / Mar) & Autumn – Winter Collection (Aug / Sept)

Design Fast track
Quick Design, Development and Production outside the normal go-to-market process.

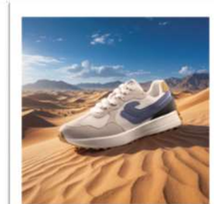
In-season Replenishment
Allows capturing any demand upside & cater with certain high velocity styles

Never out of Stock
Core replenishment of products ensures evergreen models are always in stock & continuously replenished

Design Innovation
Multiple different features like shock absorption and reflect technology launched across price categories

Product Launches
100+

new designs launched during Q1 FY'27



Source: Company data

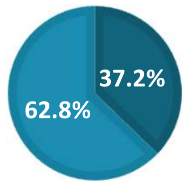
2 Vertically Integrated Manufacturing Ecosystem

Strategic Blend of In-house Capacity and Backward Integration Enabling Flexibility in Design, Quality Control, Cost Controls and Timing to Market

Annual Assembly Capacity of **31.1 mm** pairs [(1)]

Uppers

- In-house
- Outsourced

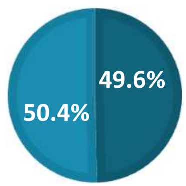


Haridwar I
Haridwar II
Ponta
Pant Nagar

- ✓ 90% domestic raw material sourcing
- ✓ Exclusive ancillary network

Shoe Sole

- In-house
- Outsourced

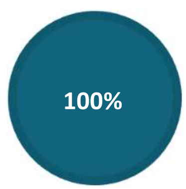


Ganaur

- ✓ Ability to manufacture sole in-house leading to faster turn-around and IP protection
- ✓ Sole ancillary supplier network in India

Assembly of Shoes

- In-house



CAL Baddi I
CAL – Baddi II
Dehradun

- ✓ Manufacturing lead-times of 60-90 days (vs industry average of 90-120)
- ✓ Final assembly managed 100% in-house to ensure adherence to manage cost, time to market and quality

Source: Company data
(1) Capacity as of Jun 30, 2026

In-house Manufacturing | Outsourced Capacity | In-house Facilities

3 Omni Channel Platform to Reach Customers Where They Are

Pan-India Distribution Presence (31,000+ Retail Touchpoints in more than 850+ districts and we are penetrating in rural markets through super stockist)

Dominant Online Presence: Leading Footwear Brand on Flipkart, Myntra and Nykaa

Developing Offline D2C Presence through Large Format Stores & growing EBO Network

Channel	Q1FY26	Q4FY26	FY26	Q1FY27
Trade Distribution	55.6%	51.7%	52.1%	53.9%
D2C Online	31.9%	37.8%	36.8%	32.9%
D2C Offline	12.5%	10.5%	11.0%	13.2%

Pan India Distribution Presence

Established Pan-India sales network with expansive reach, deep engagement and efficient financing

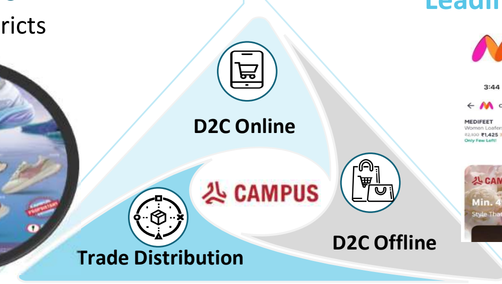
31,000+ Retail Touchpoints

260+ Distributors

200+ Employee Internal Sales Force

28 States

850+ Districts



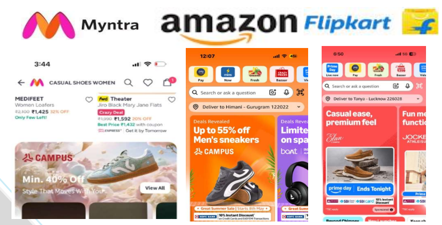
All-Inclusive Use of E-commerce Channels

Use of entire digital ecosystem across Pure-Play Marketplace, Managed Marketplace, Online to Offline marketplaces

1.5 mm+

SKUs / pairs sold through online channels during Q1FY27

Leading Footwear Brand on



Diverse presence across formats - Exclusive Brand Outlets and Modern Trade formats

305+ *EBOs*

2,350+ *LFS Counters*

Exclusive and Multi-format D2C Network

Source: Company data

(1) Excluding other operating income

Product Design → Manufacturing Ecosystem → Distribution → **Marketing** → Digitization

Shoe case 2026

Unveiling a New Chapter of Movement

Brand Transformation

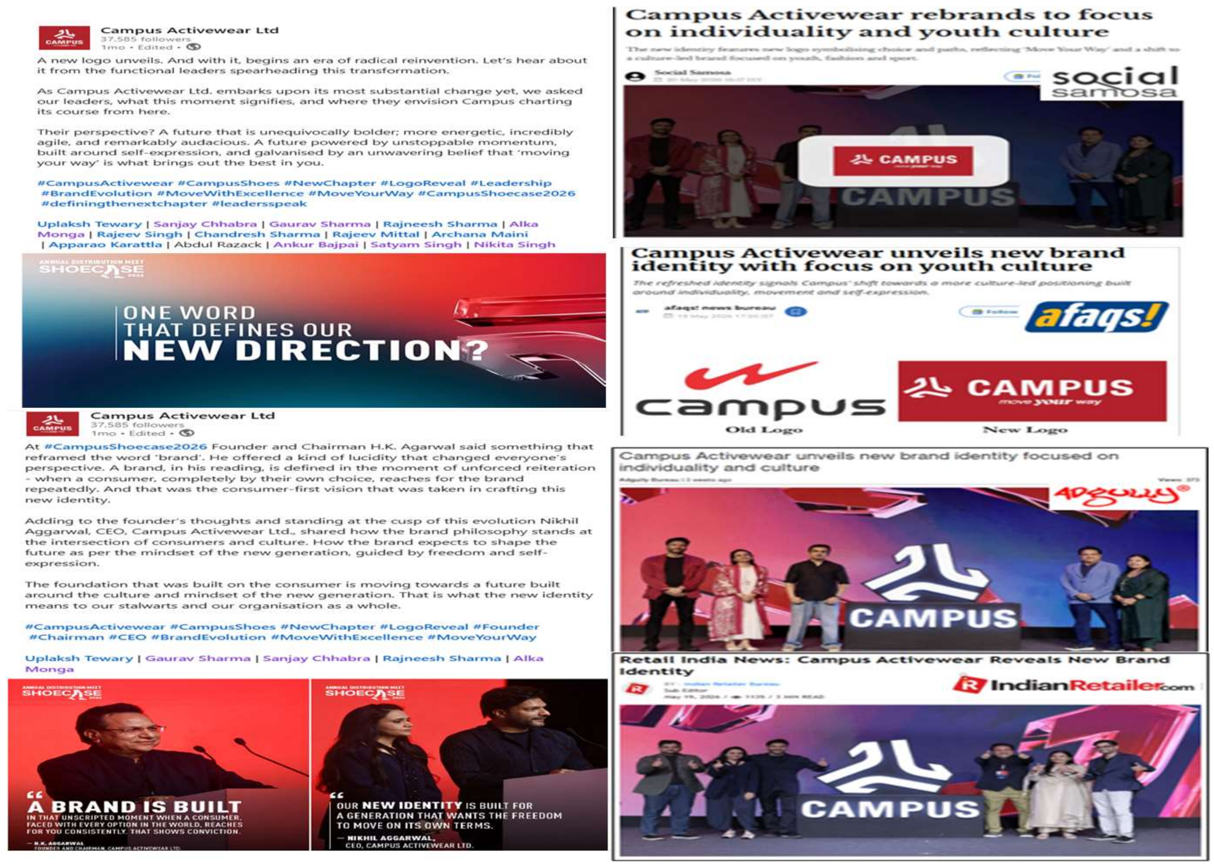
- Unveiling Campus' refreshed brand identity.
- Aligning partners with the next phase of growth.

Innovation & Product Showcase

- Launch of **ELAN** neo-casual footwear.
- Preview of future-ready innovations and collections.
- Showcase of the latest Campus range.

Celebrating Partnerships

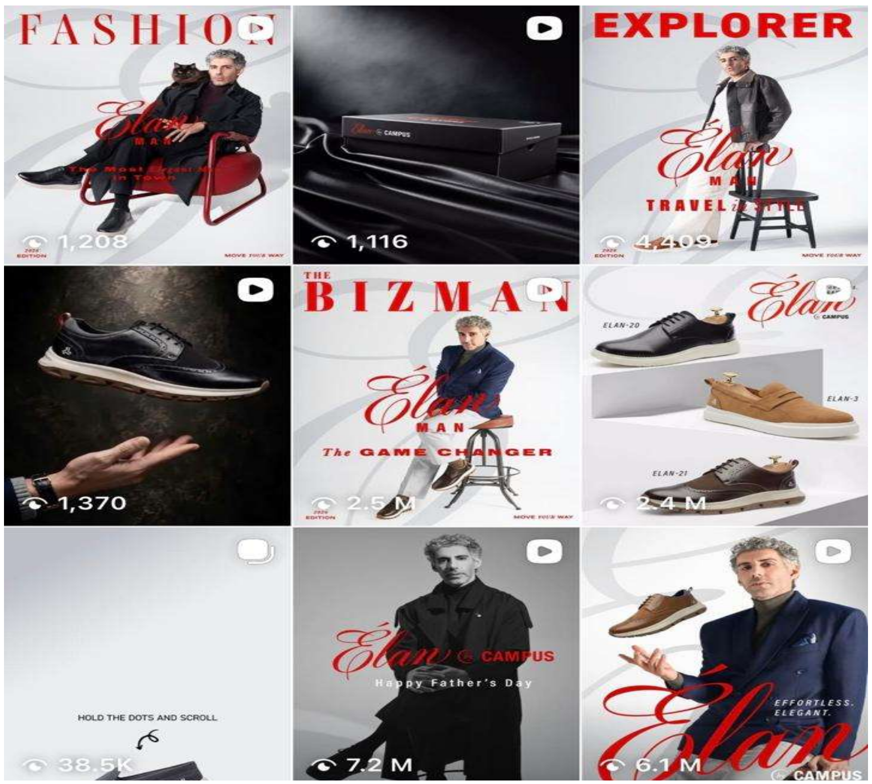
- Bringing together distributor partners nationwide.
- Celebrating enduring partnerships and shared success.
- Gala evening to mark achievements and future growth.



CAMPUS

Product Design → Manufacturing Ecosystem → Distribution → **Marketing** → Digitization

Build a New Category Introducing India to Neo-Casual Footwear - Elan by Campus



CAMPUS

- **More than footwear Elan by campus redefines modern neo-casual style**
- **Brand promise: Effortless elegance for every occasion**
- **Building aspirational appeal: JIM SARBH AS THE FACE OF ELAN the "most elegant man in town"**

Campaign Activation

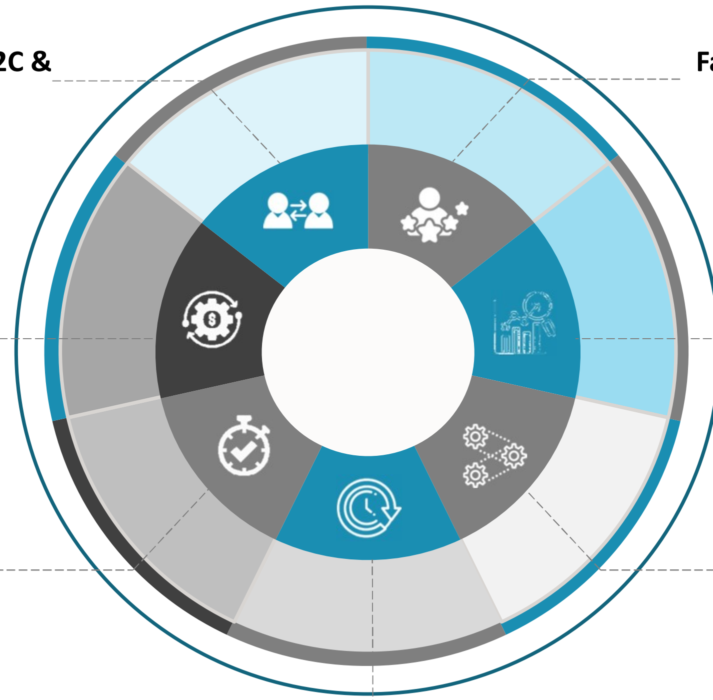
- **11.7 million+ views:** Across Instagram and digital platforms within the first month.
- **Fashion-first digital presence**
- 18 high-quality content pieces driving **127K+ interactions** and establishing ELAN's premium visual identity.
- **Omnichannel Launch:** Rolled out across digital, social, retail, Amazon and Myntra, supported by the Amazon *Made in India* series.

Product Design → Manufacturing Ecosystem → Distribution → Marketing → **Digitization**

5 Digitization of Sales Process has Generated a Virtuous Flywheel enabling Faster Speed to Market

Our Data Centric Approach allows us to understand Consumer Demand Trends, Design & Colour Preferences, Response to New Designs & Price Movements across Categories on an ongoing basis

Digitization of Sales process has Enabled Faster Speed to Market, Better Merchandising, and Greater Efficiency in Design, Manufacturing and Sale



CAMPUS

BUSINESS PERFORMANCE

Q1 FY27– Financial & Business Highlights

In INR Cr.

Parameters (INR Cr.)	Q1 FY27	Q1 FY26	YOY Growth %
Revenue*	385.2	343.3	12.2%
EBITDA	62.7	55.4	13.2%
PAT	26.1	22.2	17.7%

FINANCIAL HIGHLIGHTS

Q1FY27 vs Q1FY26 (YoY)

- Sales volume at **57.1 lacs** pairs vs **51.1 lacs** pairs in Q1 FY26, +11.7% YoY
- ASP at **INR 674** vs **INR 671 per pair** in Q1FY26, +0.4% YoY
- Revenue from operations up by **12.2 %** YoY to **INR 385.2 Cr** during the quarter vs INR 343.3 Cr in Q1FY26
- EBITDA at **INR 62.7 Cr** vs **INR 55.4 Cr** in Q1 FY26.
- PAT at **INR 26.1 Cr** vs **INR 22.2 Cr** in Q1 FY26. PAT margin stood at **6.6%** vs 6.4% in Q1 FY26.

**Revenue comprises of Sale of Goods along with other operating revenue*

Statement of Profit & Loss

Particulars (INR Cr)	Q1-FY27	Q4-FY26	Q1-FY26	Gr% vs LY
Revenue from Operations*	385.2	455.6	343.3	12.2%
Total Income**	**393.2**	**461.7**	**349.4**	**12.5%**
Gross Margin	**219.8**	**240.5**	**193.6**	**13.5%**
	55.9%	**52.1%**	**55.4%**	**0.9%**
Employee Cost	37.1	37.0	32.2	15.4%
Advertisement & Sales Promotion	30.5	28.8	27.9	9.4%
Other Expenses***	89.5	86.2	78.2	14.5%
Total Expenses	**157.1**	**152.0**	**138.2**	**13.7%**
EBITDA	**62.7**	**88.5**	**55.4**	**13.2%**
	15.9%	**19.2%**	**15.9%**	**0.6%**
PBT	35.3	58.8	30.4	16.2%
	9.0%	12.7%	8.7%	3.2%
PAT	**26.1**	**44.1**	**22.2**	**17.8%**
	6.6%	**9.6%**	**6.4%**	

**Revenue from Operations comprises of Sale of Goods along with other operating revenue.*

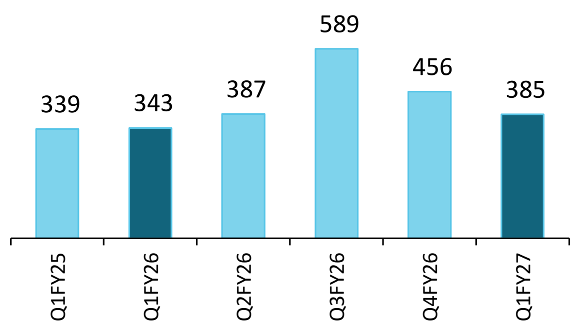
***Total income includes income from bank deposit, gain on sales of FA and others*

****Other Expenses includes Direct expense, Other SGA and Online commission*

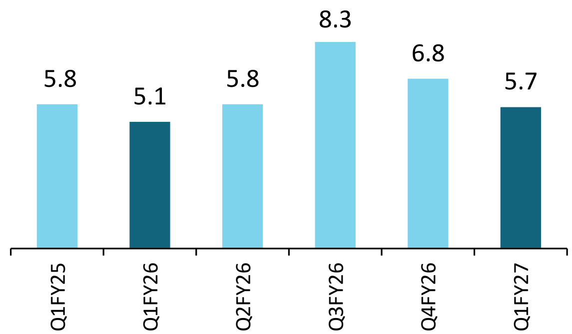
Q1 FY27 & TTM 3MFY27 – Financial Highlights

Quarterly

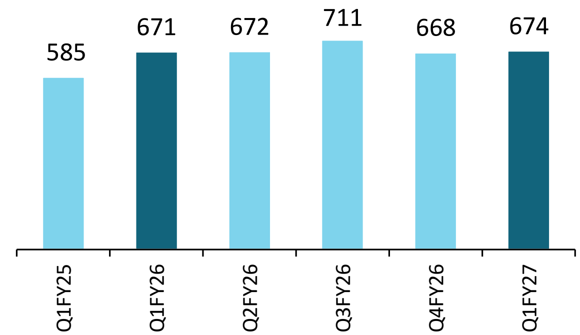
Revenue from Operations [1] (INR Cr)



Volume Sold (# mm)

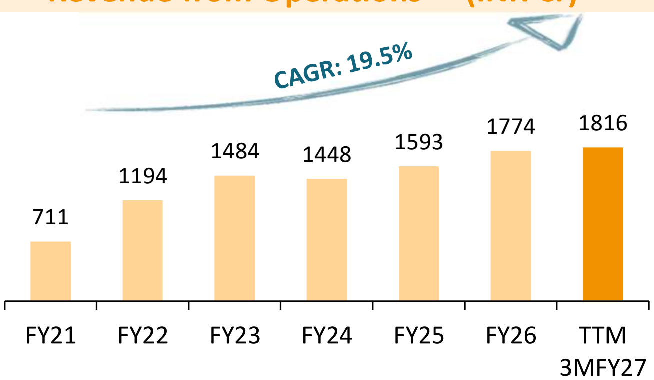


Average Selling Price (INR / Pair)

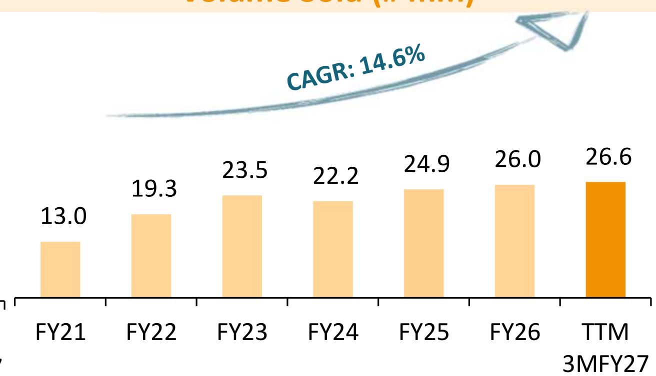


Annual

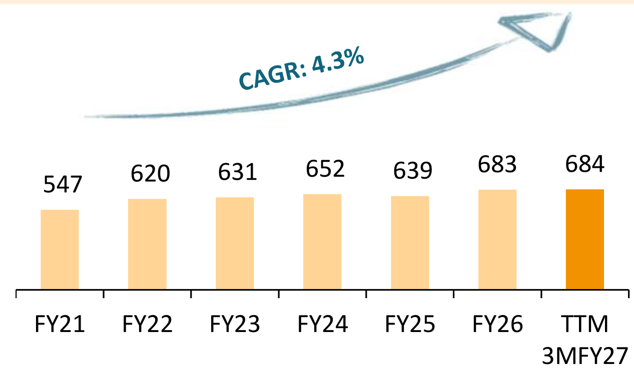
Revenue from Operations [1] (INR Cr)



Volume Sold (# mm)



Average Selling Price (INR / Pair)

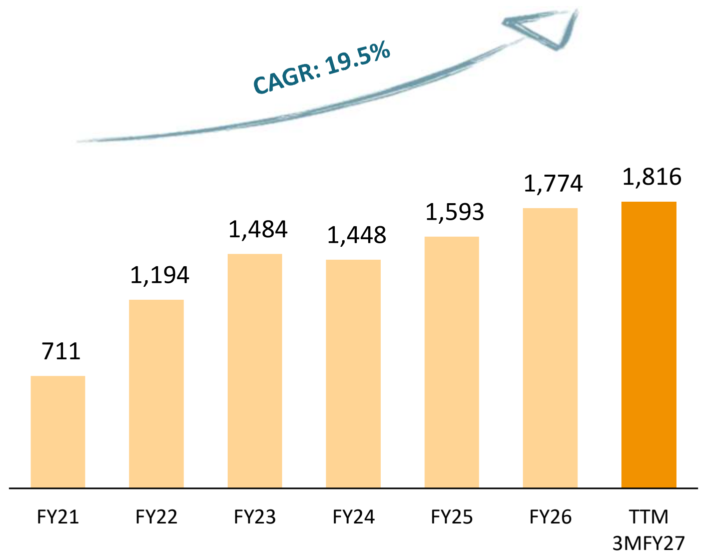


1) *Revenue from Operations comprises of Sale of Goods along with other operating revenue*

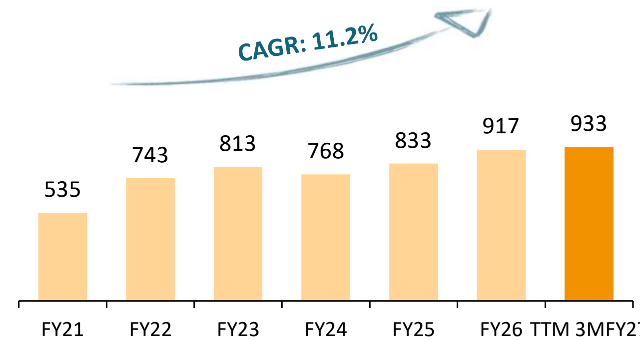
Q1 FY27 & TTM 3MFY27 Revenue: Segmental Analysis

Annual

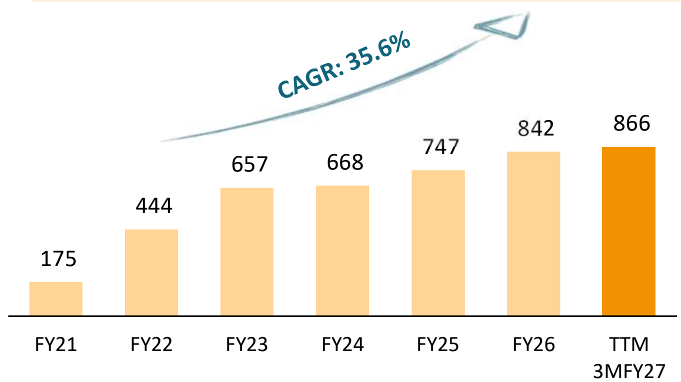
Campus Activewear Limited [1]



Trade Distribution Channel



Direct to Consumer Channel



Source: Company data

(1) Revenue from Operations: Sale of Goods (Totaling to Channel-wise sales) + Other Operating Income

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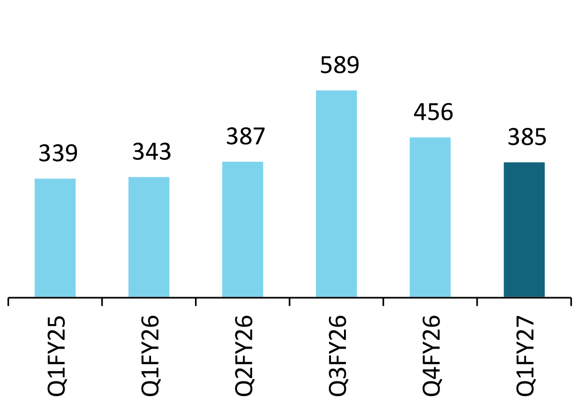
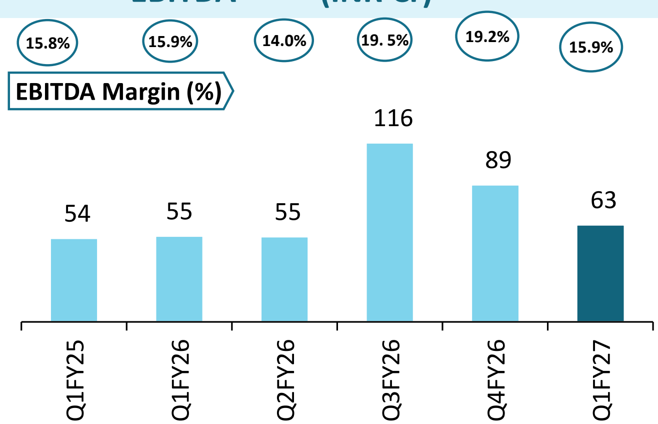
Q1 FY27 & TTM 3MFY27– Financial Highlights

Quarterly

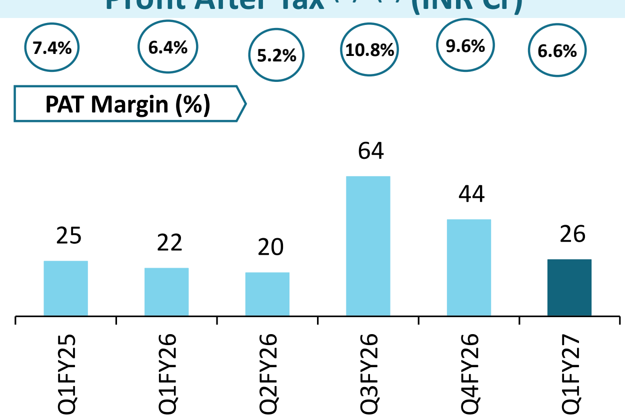
Revenue from Operations [1] (INR Cr)



EBITDA [2]&[4] (INR Cr)

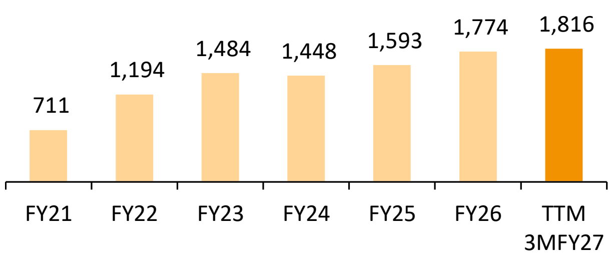


Profit After Tax [3]&[4] (INR Cr)

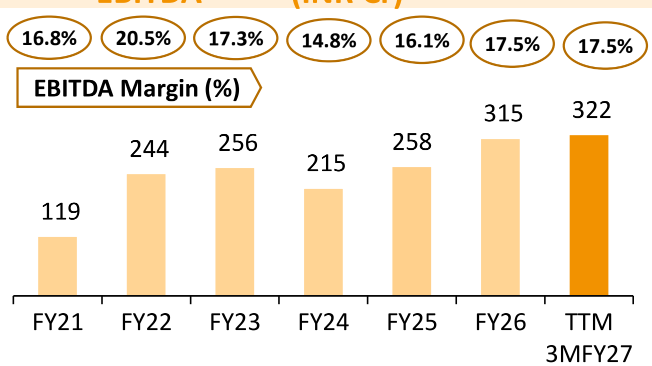


Annual

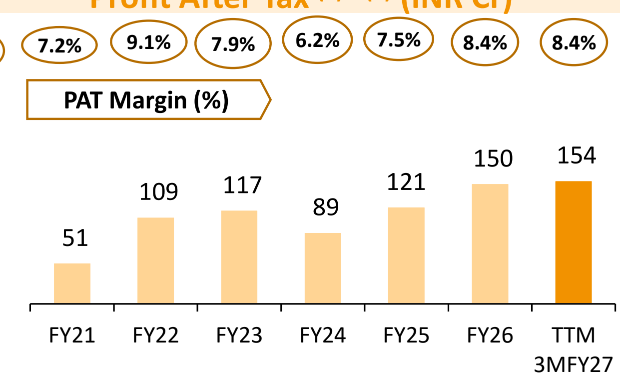
Revenue from Operations [1] (INR Cr)



EBITDA [2] &[4] (INR Cr)



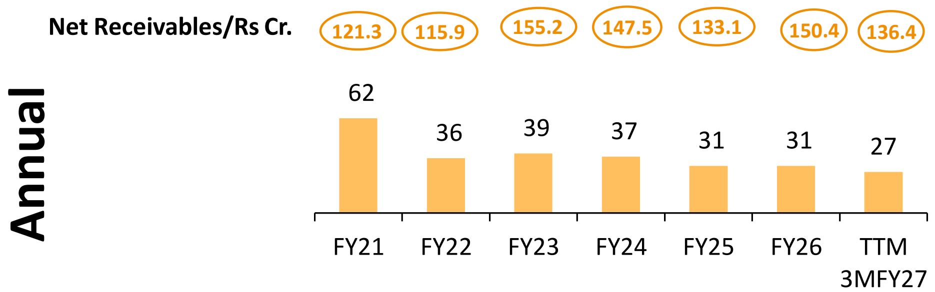
Profit After Tax [3] &[4] (INR Cr)



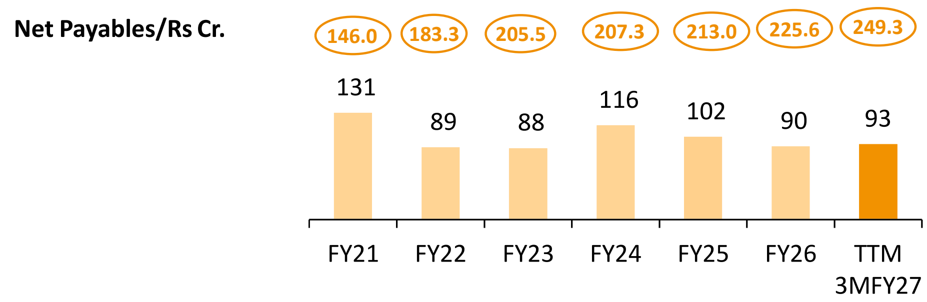
1) *Revenue from Operations includes Sale of Goods & other operating revenue*
2) *EBITDA is calculated as follows : Profit after Tax + Tax expense + Finance Costs + Depreciation and Amortization Expense*
3) *Increase in one-time deferred tax charge by INR 247.17 mm for FY21 due to amendment of Finance Act, 2021, where goodwill was considered as a non-tax-deductible asset resulting in derecognition of DTA on goodwill*
4) *Pursuant to NCLT merger order, EBITDA and PAT for FY'21, FY22, Q1 FY'23 has been revised to give effect to the order.*

Q1 FY27 & TTM 3MFY27 - Working Capital Trends

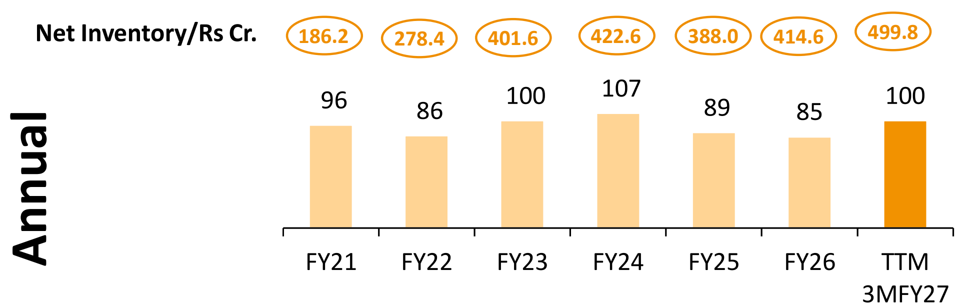
Days Sale Outstanding (2)



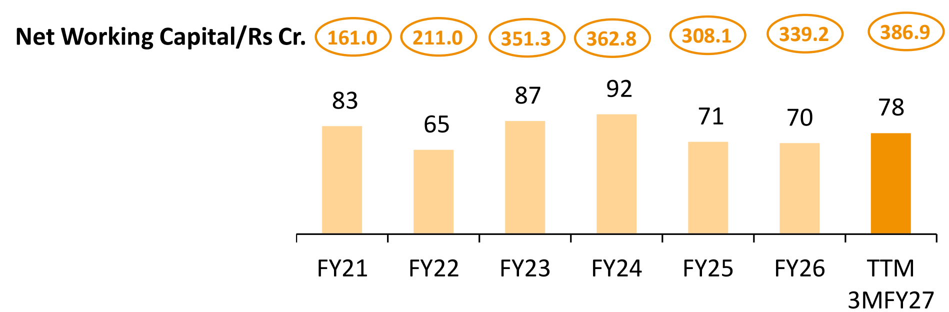
Days Payable Outstanding (2)



Days Inventory Outstanding (2)



Working Capital (1)



Source: Company data

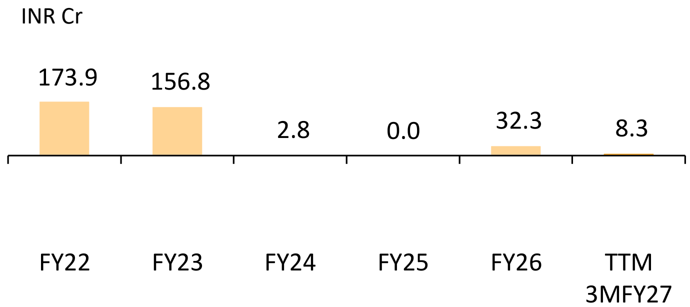
*(1) Working Capital Includes = Avg Receivables + Avg Inventories – Avg Payables . Working Capital Days = (Receivables + Inventories – Payables)/ Total Revenue *365. Other Current Assets & Liabilities have not been considered*

(2) Day Sales Outstanding (DSO) = Average trade receivables/ Trailing 12 months sales x 365, Days Inventory Outstanding (DIO) = Average inventories/ Trailing 12 months sales x 365, Days Payables Outstanding (DPO) = Average trade payables/ Trailing 12 months purchases x 365

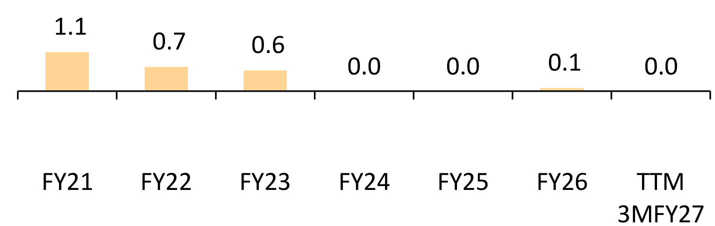
Q1 FY27 & TTM 3MFY27 - Return Ratios

Annual

Net Debt [1]

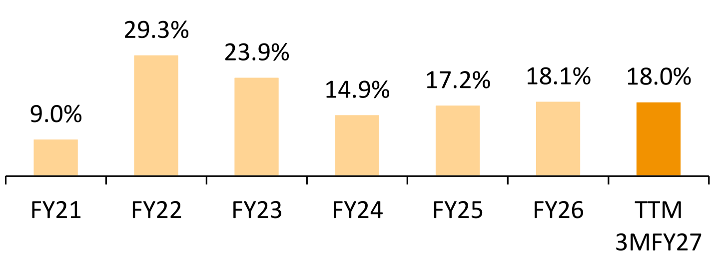


Net Debt [1] / EBITDA

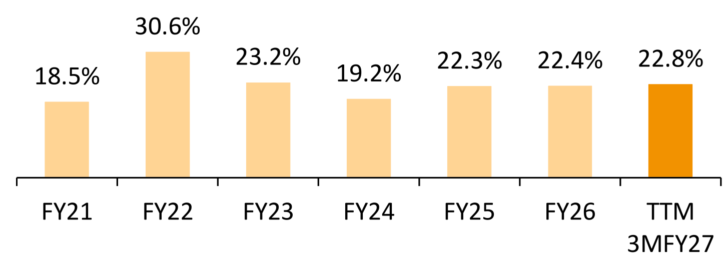


Annual

Return on Equity [2] (%)



Return on Capital Employed [3] (%)



Source: Company data

1. *Includes : Borrowings less Cash & Cash equivalent, excludes fixed deposits with banks*
2. *ROE – TTM PAT by Average Shareholder's Equity,*
3. *ROCE – EBIT divided by Capital Employed*

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GROWTH VECTORS

Prime Growth Vectors Going Forward

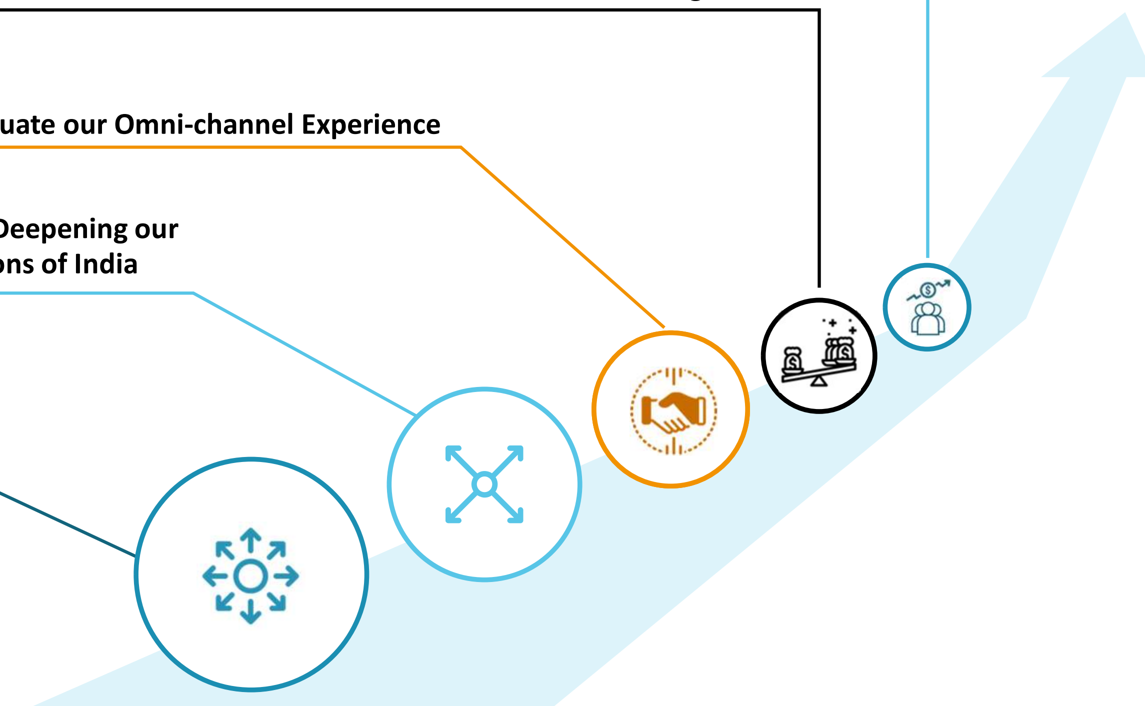
Product Diversification via Extension into Allied Categories

Sustained Focus on Premiumization Across Product Segments

Further Accentuate our Omni-channel Experience

Steadily Extend into New Territories By Deepening our Presence in Western and Southern Regions of India

Leverage our Brand and Leadership Position with Enhanced Focus on Women, Children & Kids



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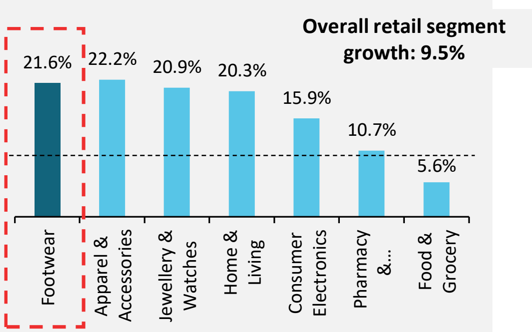
India S&A Footwear Market has Attractive Industry Prospects

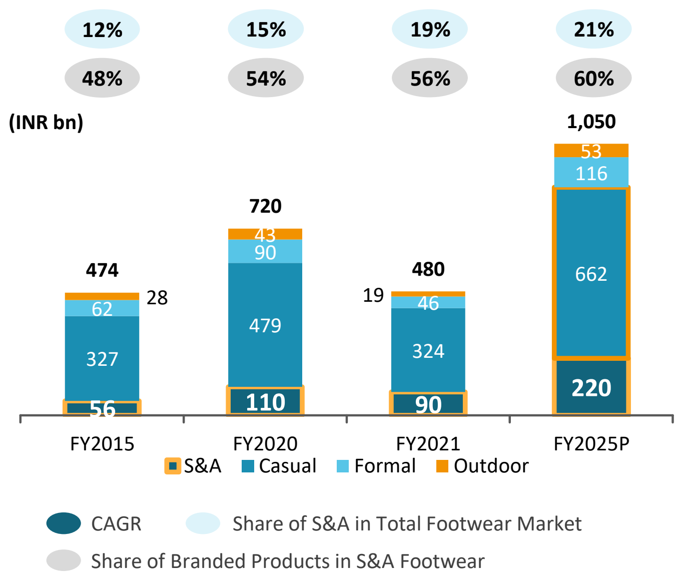
Footwear is Expected to be among the fastest Growing segments within the Retail Industry

Within Indian Retail Industry, Footwear is Expected to be One of the Fastest Growing Segment



Indian S&A and Casual Footwear Market Size is Projected to Reach INR 882bn (US$11.7bn) by FY25P

Indian Footwear Market Size



Total Addressable Market (FY25P)

Key Drivers of the Indian S&A Footwear Market

- Growing proclivity towards sports and physical activities
- Ability of home-gown brands to address the underserved demand
- Increased share of branded category

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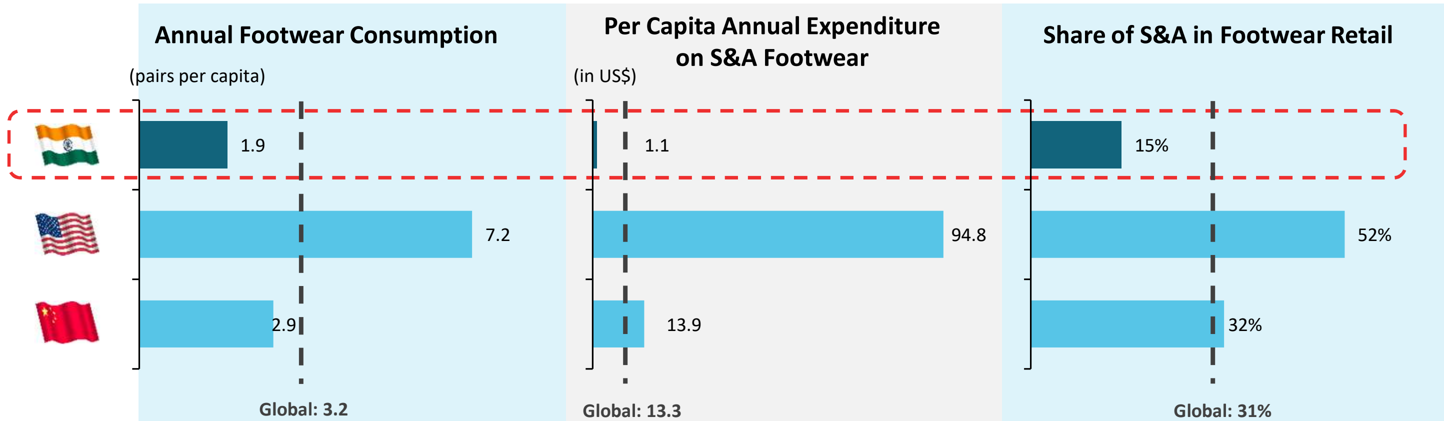
05 INDUSRY LANSCAPE & POSITIONING

S&A Footwear in India is Highly Underpenetrated

Structural Growth Drivers in Place – Increase in Fitness Consciousness and Disposable Income

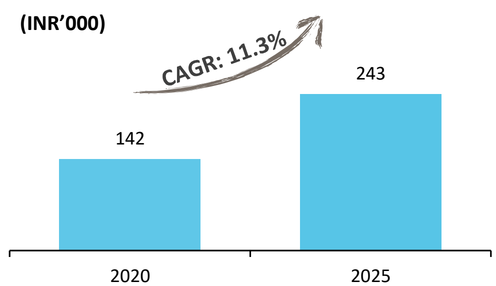
India's Per Capita Footwear Consumption is Much Lower Compared to the likes of USA, UK, Japan, Germany, Brazil & China

Indian S&A market to be Driven by Rise in Disposable Income and Increasing Health - Conscious Individuals



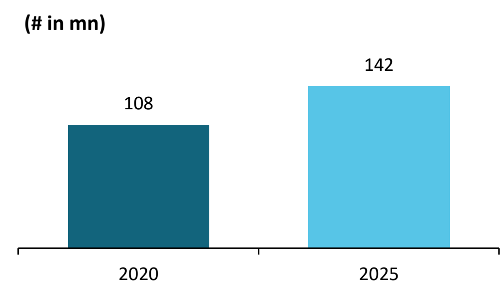
Rising GDP per capita

India's GDP Per Capita (Current Prices)



Increasing Fitness Consciousness

India – No of Health-Conscious Individuals (HCI)



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Widest Presence Across Price Segments

Largest Market Coverage Addressing 85%+ of the S&A Footwear Market

Expansive and Diverse Product Portfolio across the Price Spectrum with Largest

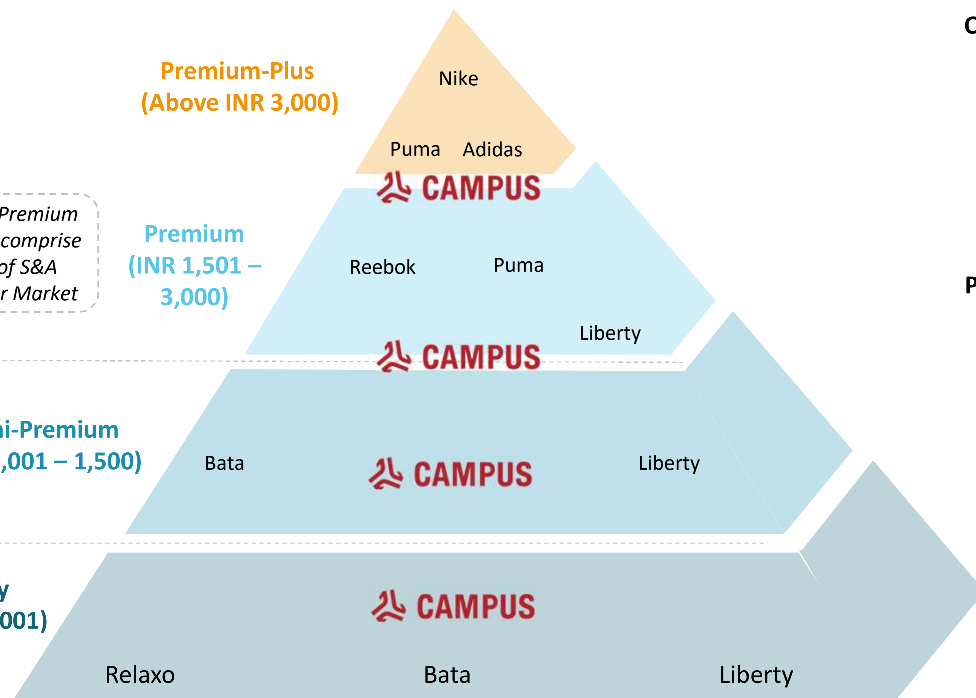
Market Coverage Focused on 85%+ of the S&A Footwear Market

S&A Footwear Market (FY21)

INR 90bn

13%	Premium-Plus (Above INR 3,000)
24%	Premium (INR 1,501 – 3,000)
16%	Semi-Premium (INR 1,001 – 1,500)
48%	Entry (<INR 1,001)

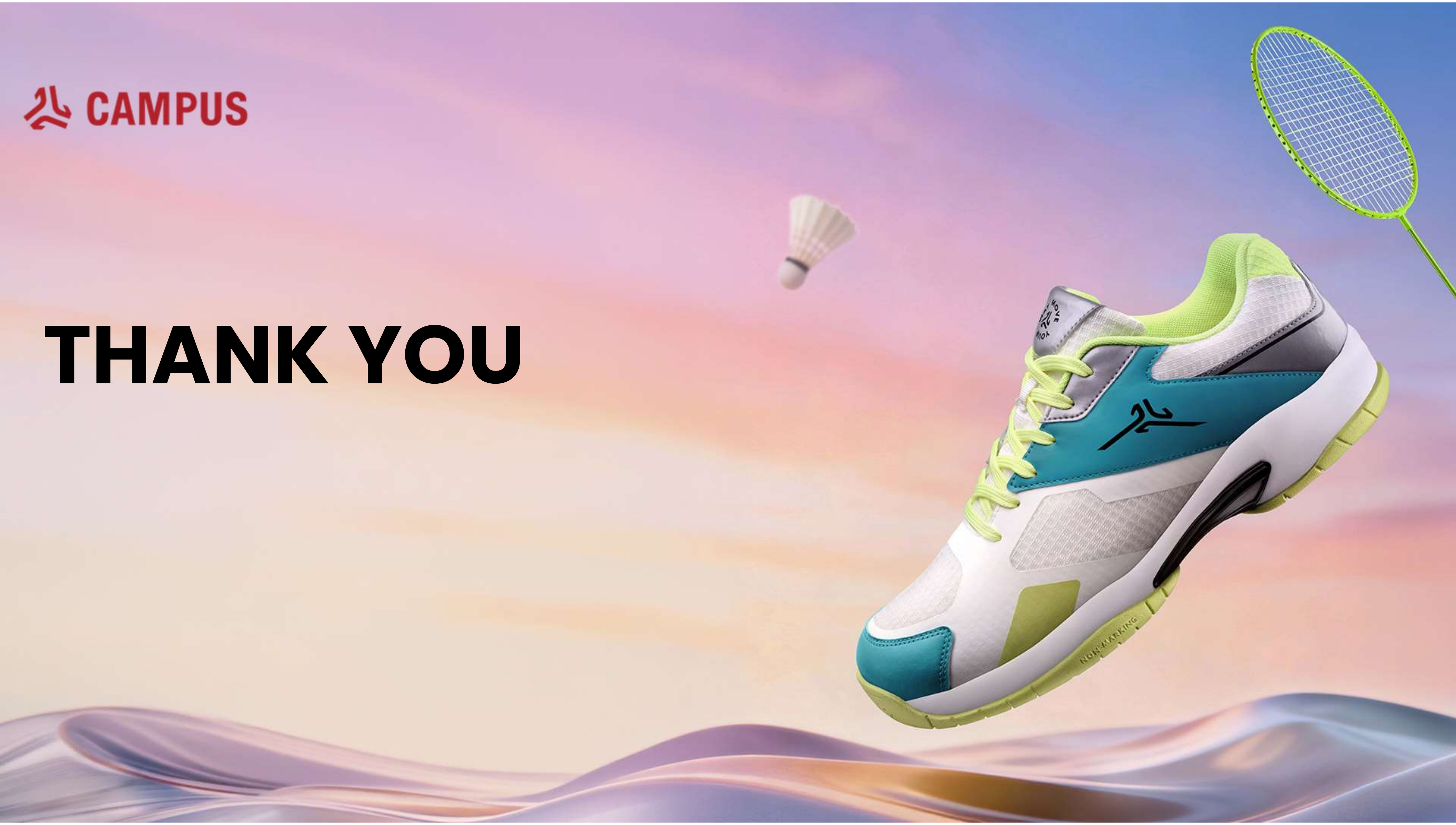
Entry to Premium segment comprise 85%+ of S&A Footwear Market



Revenue Contribution for CAMPUS*

	Q1 FY26	Q1 FY27
Priced above INR 1,500	52.7%	53.8%
Priced INR 1,050 to 1,499	28.0%	24.6%
Priced below INR 1,050	19.3%	21.6%

Source: Technopak Industry Report
Note: Percentage mentioned on left of pyramid represent composition of S&A footwear market across Entry, Semi-Premium, Premium and Premium Plus segments
Key brands highlighted across segments for illustration purposes only.
** Revenue Contribution by Price Point excludes sale of retail accessories.*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THANK YOU