

May 20, 2022

To,
The Manager
Listing Department
BSE Limited,
Phiroze JeeJeeBhoy Towers,
Dalal Street, Mumbai – 400001 (E)
Maharashtra, India
Scrip code: 543426

To,
The Manager
Listing Department
National Stock Exchange of India
Ltd,
Exchange Plaza, 5th Floor, Plot No.
C/1, G Block, Bandra Kurla Complex,
Bandra (East),
Mumbai – 400051
Symbol: **METROBRAND**

Subject: Presentation of Investor/Analyst Meet.

Dear Sir/Madam,

Please find enclosed Investor presentation, to be used by the Company for Investor/Analyst Meeting scheduled to be held on May 23, 2022, at 3.30 PM IST.

Request you to take the same on record.

Thanking you,

For and on behalf of Metro Brands Limited,



Deepa Sood
(Company Secretary & Compliance Officer)
Membership No: 16019



METRO BRANDS LIMITED

EARNINGS PRESENTATION – FY2022

20th May, 2022

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BRIEF OVERVIEW



Q4 & FY22 BUSINESS HIGHLIGHTS



METRO'S STRENGTHS



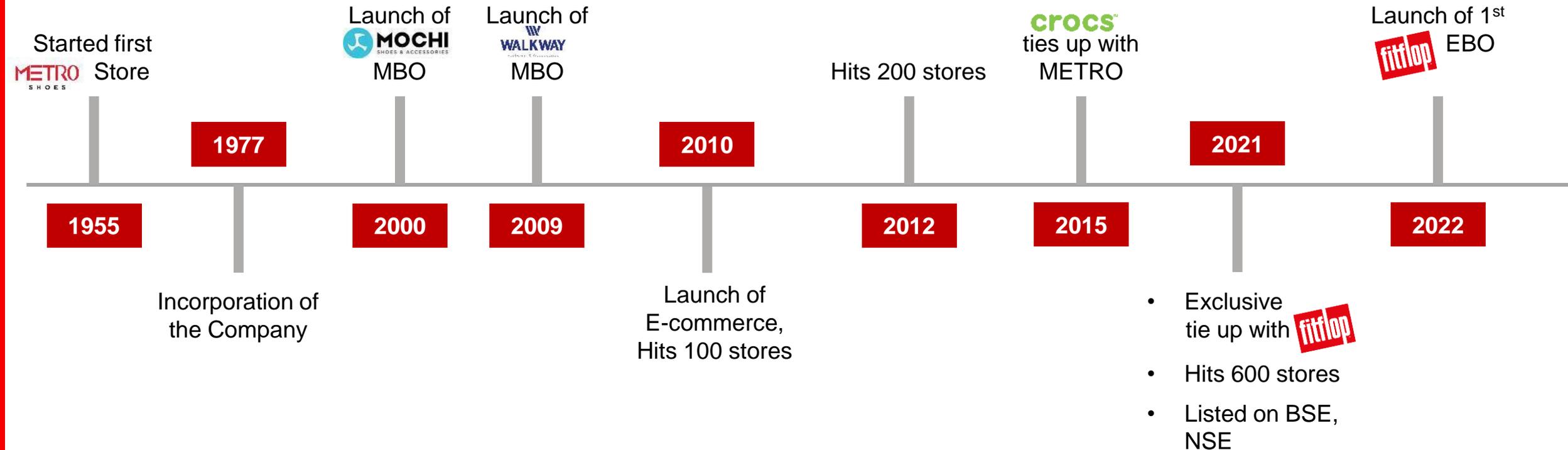
LEVERS OF GROWTH



SUSTAINABILITY INITIATIVES & OTHERS



APPENDIX:
INDUSTRY OVERVIEW



MBL stands tall with a presence across

4 FORMATS | 624 STORES | 30 STATES AND UTs | 142 CITIES*

Exclusive tie-up with Fitflop for all sales channels – 1st Fitflop store opened in Apr 2022

Note: * Store count as on March 31, 2022



Key Enablers

1



Wide range of brands and products – catering to all occasions across age groups and market segments

- ❖ **One-stop-shop family retailer** catering to the footwear needs of men, women and children for different occasions
- ❖ Wide range of brands which allows us to **operate across the economy, mid and premium segments**

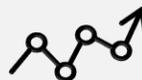
2



One of the largest Indian footwear specialty retailers¹

- ❖ Pan-India presence through **624 Stores** located in **142 cities** spread across **30 states and union territories** in India (as of Mar'22)

3



Efficient operating model through deep vendor engagements and Theory of Constraints based supply chain

- ❖ **Long-standing relationships** with vendors
- ❖ In the last three Fiscals, Company engaged with **over 250 vendors** for their products
- ❖ Continued engagements with vendors, leads to **translating trends into products efficiently**

4



Strong promoter background with an experienced and entrepreneurial management team

- ❖ Chairman Mr Rafique A. Malik has **50+ years** of experience in Footwear Retail
- ❖ CEO, Mr Nissan Joseph has spent over **5 years at Crocs across key roles**. Previously associated with Payless Shoes Pty Ltd, Hickory Brands Inc, Crocs, MAP Active & Planet Sports Inc

5



Asset light business with an efficient operating model leading to sustained profitable growth

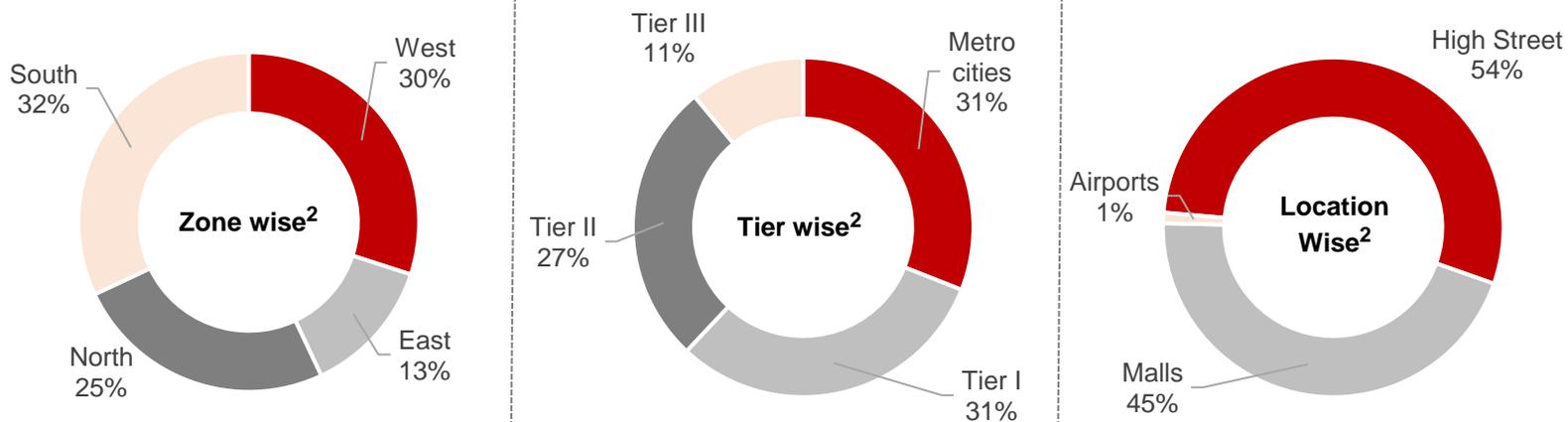
- ❖ Among the few footwear retailers in India to **source all products through outsourcing arrangements¹**
- ❖ Owing to **scale of operations and strong supplier network**, Company is able to leverage better margins with our vendors

One Stop Shop for all Footwear Needs



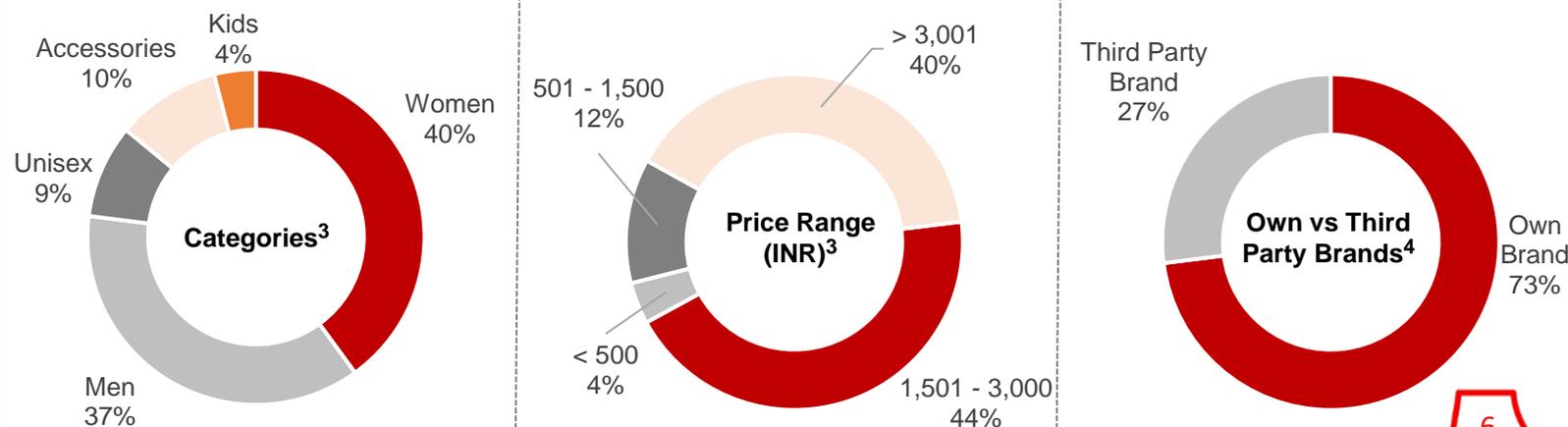
Mar'22 / FY22	(MBO)	(MBO)	(EBO)	(MBO)
Target Customer	Family	Youth	Premium	Value Format
No. of Stores	231 (37%)	162 (26%)	178 (29%)	53 (8%)
Cities	127	84	83	38
Price Range (INR) ¹	1,000 – 10,000	1,000 – 10,000	1,500 – 6,000	350 – 3,500
Avg. Realization per Unit (INR)	1,538	1,530	1,895	626
Size (sq.ft)	1,601	1,520	596	1,348

PAN India Presence with 624 Stores | 142 Cities | 30 States and UTs (As on Mar'22)



Primarily follows "Company Owned and Company Operated"(COCO) model of Retailing

Products for entire family with focus on Mid and Premium Segment (FY22)



Note: Numbers / Percentages are rounded off ; ¹ Price Range refers MRP of the inventory and represents 85% of the total inventory value for the relevant customer segment. ² Total Store Split as on Mar 22 ³ Split of Total Store Product Sales for FY22 on standalone basis ⁴ Split of Total Store Product Sales on stand alone basis for FY22 at MBOs



BRIEF OVERVIEW



Q4 & FY22 BUSINESS HIGHLIGHTS



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APPENDIX:
INDUSTRY OVERVIEW

Q4 FY22 Business Highlights

Standalone				Consolidated			
	In INR Crore				In INR Crore		
	Q4 FY22	Q4 FY21	YOY Growth%		Q4 FY22	Q4 FY21	YOY Growth%
Revenue	396	318	24.5% ↑	Revenue	403	319	26.3% ↑
EBITDA	128	88	45.5% ↑	EBITDA	130	85	53.5% ↑
PAT	68	45	50.7% ↑	PAT	70	41	67.8% ↑

Business Highlights

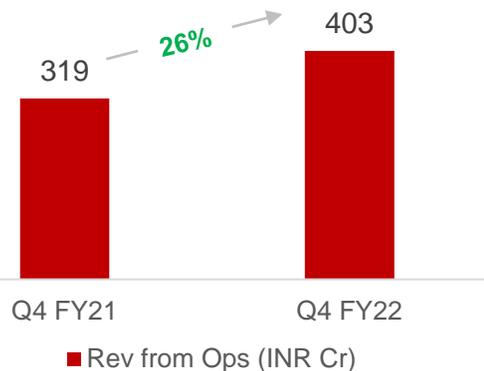
- ❖ Company registered robust sales in Q4 FY22 despite adverse impact of Covid-19 third wave seen in the month of Jan22. In absence of major country/state/city wide lockdowns, customer sentiments picked up from Feb22 onwards.
- ❖ Growth momentum in Ecommerce (including omni-channel) continues as sales grew **41%** (Q4 FY22 vs Q4 FY21).
- ❖ Improved gross margins - due to lower contribution of discounted sales and improvement in overall sales mix. In coming quarters, overall gross margins to normalize back to around ~ 55-56% levels. (average seen over last few years).
- ❖ All of the above, helped company to register its **best-ever Q4 both in terms of top line and bottom line** – led by higher sales & store count, improved GM and overall efficiency in expenses management.



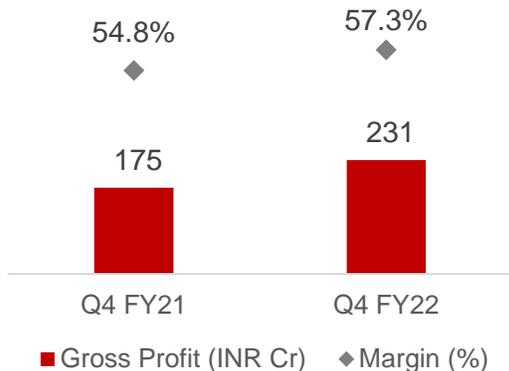
Q4 & FY22 Business Highlights (Consolidated)

Q4 FY22 YOY Analysis

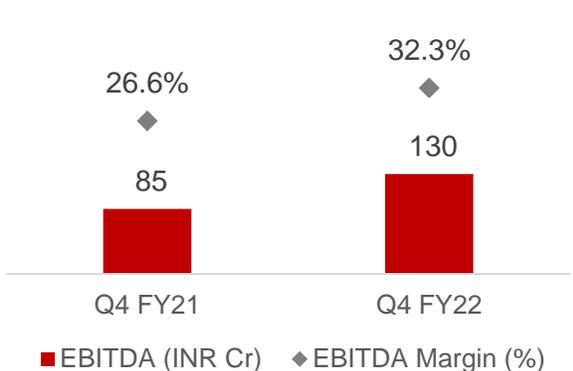
Revenue from Operations



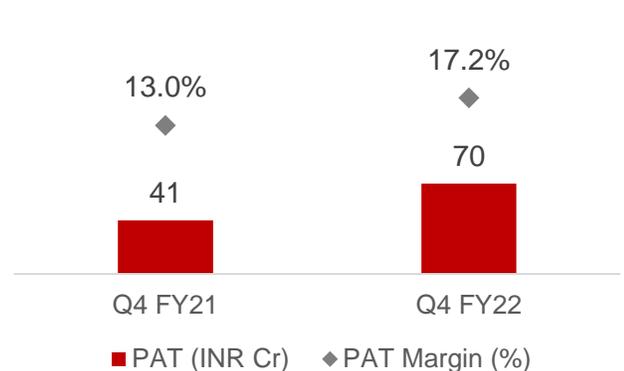
Gross Profit and Gross Margins



EBITDA and EBITDA Margins

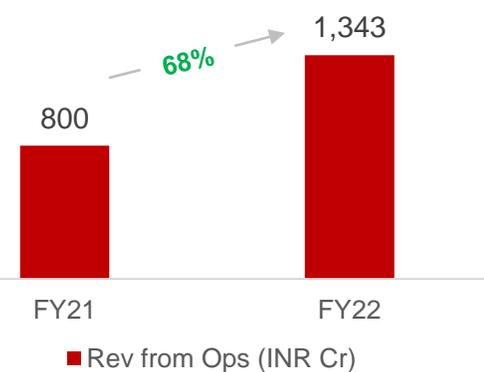


PAT and PAT Margins

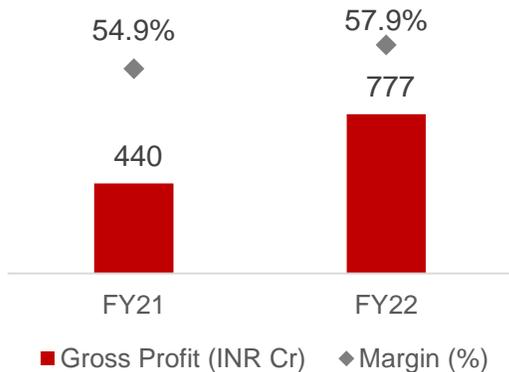


FY22 YOY Analysis

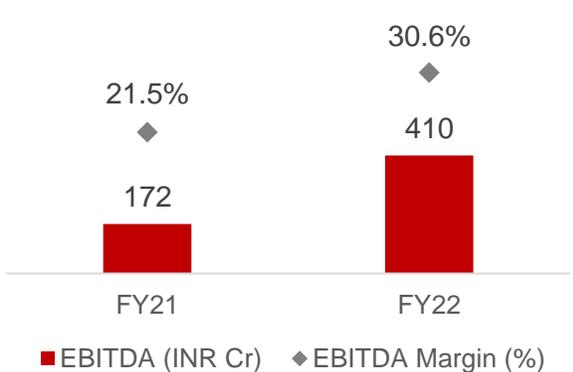
Revenue from Operations



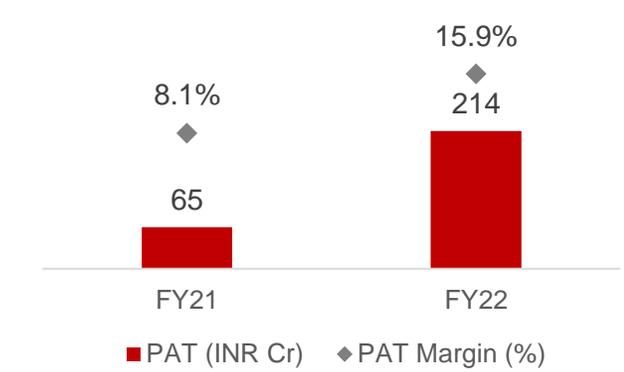
Gross Profit and Gross Margins



EBITDA and EBITDA Margins



PAT and PAT Margins



Note: Numbers and decimals rounded off



Successful launch of 1st Fitflop EBO in Apr22

- ❖ We opened our first Fitflop EBO in Express Avenue Mall, Chennai. We are delighted with the customers response & sales traction seen in the initial few weeks of store operations.
- ❖ We intend to open 5 Fitflop stores in FY22-23.

Walkway Format - Closure of Dmart SIS

- ❖ We have taken a strategic decision to pull out our Walkway SIS operations from Dmart stores. Walkway team will now focus completely on expanding Walkway format via stores under COCO & Franchise mode.
- ❖ Financial impact of this decision is minimal. In FY21-22, revenue from this segment was Rs 4.58 crore (0.35% of standalone revenue from operations).

Inventory buying front loaded in view of impending raw material cost inflation & supply chain disruptions

- ❖ Effective planning and close coordination with our vendor partners, has helped us successfully overcome supply chain disruptions caused by Covid-19 related lockdowns, geo-political environment etc. Adequate inventory has helped us avoid any loss of sales.
- ❖ We are witnessing inflationary trend in raw material cost in the range of ~ 15%. We continue to engage with our vendor partners to evaluate all means to cushion expected MRP revisions of our upcoming footwear / accessories range.



GST rate was increased for footwear < Rs 1000 from 5% to 12% (effective 1st Jan22)

- ❖ No major impact seen – As less than 15% of our range (on closing stock basis) is below MRP Rs 1000.
- ❖ For Walkway (our value price range brand) - Appropriate measures were initiated in Q3 to protect our gross margins.

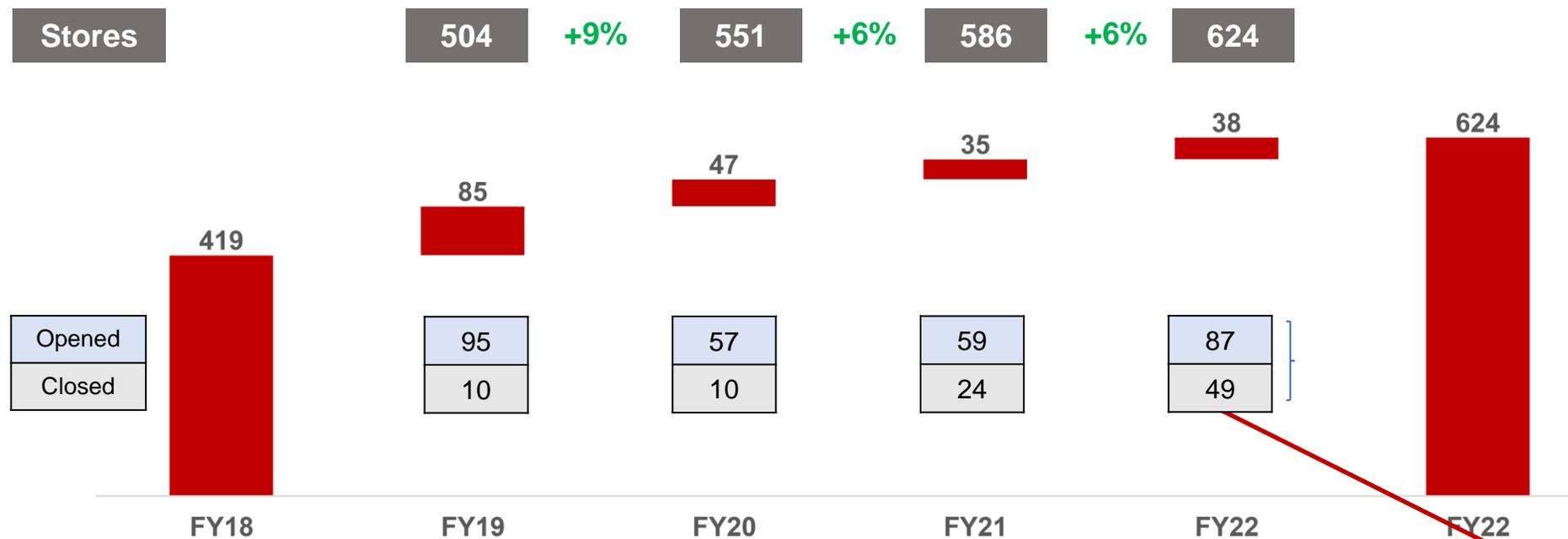
Robust growth in Ecommerce sales continues - pivoting successfully as an omni-channel footwear retailer

- ❖ Growth momentum in online sales (including omni-channel sales) continues with 92% growth on YoY basis.
- ❖ Contribution of online sales (including omni-channel sales) has increased to 8.4% of total sales in FY22 v/s 7.3% in FY21 and 2.5% in FY20. **Last 3 years sales CAGR is 79%.**

Covid19 – Third wave (Omicron variant impact)

- ❖ We saw marginal impact of Covid third wave starting from late December 21 till end January 22. However, consumer sentiments picked up from Feb22 resulting in robust sales.
- ❖ We continue to take all precautions to ensure our customers, employees and partners are operating in a safe environment.

Year wise Store additions



49 store closures includes:

- 12 stores which were relocated to better locations.
- 21 Walkway Shop in Shops (SIS) closed in Q4.

	FY19	FY20	FY21	FY22
Metro	209	218	219	231
Mochi	136	145	145	162
Walkway	63	70	73	53
Crocs	96	118	149	178
Total Stores	504	551	586	624

Note: Decimals rounded off



Profit & Loss Statement (Standalone)

In INR Crore

Particulars	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Revenue from Operations	396	476	318	1,312	789
Other Income	13	12	10	58	79
Total Income	409	488	328	1,371	867
EXPENSES					
Purchases of stock-in-trade	202	244	131	684	316
Changes in inventories of stock in trade	(33)	(51)	12	(134)	36
Employee Benefits Expense	34	32	29	116	97
Finance costs	15	12	12	50	44
Depreciation and amortisation expenses	35	34	30	134	121
Other expenses	65	84	57	243	162
Profit before tax for the period/year	92	133	56	278	91
Net Tax Expense	25	32	11	70	19
Profit after tax for the period/year	68	100	45	208	73
Other comprehensive income	1	(1)	1	1	2
Total comprehensive income for the period/year	68	99	46	208	74

Profit & Loss Statement (Consolidated)

In INR Crore

Particulars	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Revenue from Operations	403	484	319	1,343	800
Other Income	13	12	10	59	78
Total Income	417	496	329	1,402	879
EXPENSES					
Purchases of stock-in-trade	206	250	134	700	274
Changes in inventories of stock in trade	(33)	(52)	10	(134)	86
Employee Benefits Expense	35	33	31	121	103
Finance costs	15	12	11	50	45
Depreciation and amortisation expenses	35	34	30	134	122
Other expenses	66	85	59	247	164
Profit before tax for the period/year	94	133	54	283	85
Net Tax Expense	25	32	12	70	19
Share of (loss)/ profit of a Joint Venture	1	1	0	1	(1)
Profit after tax for the period/year	70	102	41	214	65
Other comprehensive income	1	(1)	1	0	2
Total comprehensive income for the period/year	70	101	43	215	66

Balance Sheet (Consolidated)

Balance Sheet

In INR Crore

Particulars	As at March 31, 2022	As at March 31, 2021
Non-current assets		
Property, plant and equipment	235	220
Capital work-in-progress	6	4
Right of use assets	610	500
Intangible assets	3	4
Intangible assets under development	1	0
Financial assets	63	51
Deferred tax assets (net)	22	17
Non-current tax assets	3	3
Other non-current assets	4	3
Current assets		
Inventories	424	290
Financial assets		
Investments	354	392
Trade receivables	58	51
Cash and cash equivalents	62	26
Bank Balances other than above	373	62
Loans	1	2
Other financial assets	19	13
Other current assets	73	22
Assets classified as held for sale	3	-
Total assets	2,314	1,659

Particulars	As at March 31, 2022	As at March 31, 2021
Equity		
Equity share capital	136	133
Other equity	1,129	695
Non-Controlling Interests	22	20
Non - current liabilities		
Financial liabilities	598	489
Provisions	1	1
Current liabilities		
Financial liabilities		
Borrowings	-	1
Lease liabilities	94	77
Trade payables	234	205
Other financial liabilities	21	14
Other Current liabilities	66	20
Provisions	4	1
Current tax liabilities (Net)	9	4
Total equity and liabilities	2,314	1,659

Net core working capital days

In INR Crore

	FY22	FY21
Inventory	424	290
Trade receivables	58	51
Trade payables	(234)	(205)
Net Core Working Capital	248	136
Revenue from operations	1,343	800
Net Core Working Capital days	67	62

Note: Numbers rounded off

Cash Flow statement (Consolidated)

Particulars	In INR Crore	
	For the year ended March 31, 2022	For the year ended March 31, 2021
Cash flow from Operating Activities		
Profit/(loss) before tax for the year	283	85
Add: Non-cash items	134	93
Operating profit before working capital changes	417	177
Movement in working capital:		
(Increase)/Decrease in Trade Receivable	(8)	20
(Increase)/Decrease in Inventories	(134)	86
Increase/(Decrease) in trade and other payables	28	(3)
Increase/(Decrease) in other assets/liabilities	(12)	6
Cash generated from operations	291	286
Less: Income taxes paid	(71)	(20)
Net cash generated from operating activities	220	265
Cash flows from investing activities		
Net Capital expenditure	(47)	(25)
Net investments in FD & other investments	(253)	(98)
Net cash used in investing activities	(301)	(122)
Cash flow from financing activities		
Proceeds from issue of shares	292	-
Payment of Lease Liabilities	(104)	(67)
Final and interim dividends including Dividend Tax paid	(71)	(50)
Repayment of borrowings & interest payment	(2)	(11)
Net cash from/ (used in) financing activities	116	(127)
Net increase in cash and cash equivalents	35	16
Cash and cash equivalents at the beginning of the year	26	10
Cash and cash equivalents at the end of the year	62	26

Note: Numbers rounded off



BRIEF OVERVIEW



Q4 & FY22 BUSINESS
HIGHLIGHTS



METRO's STRENGTHS



LEVERS OF GROWTH



SUSTAINABILITY INITIATIVES &
OTHERS



APPENDIX:
INDUSTRY OVERVIEW

Our Key Strengths

1

One of India's largest pan India footwear retailers¹ with a brand appeal among aspirational consumer segments



2

Pivoting from primarily "Offline" to an "Omni-channel" enabled footwear & accessories retailer



3

Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty



4

Asset light business with an efficient operating model leading to sustained profitable growth



5

Efficient operating model through deep vendor engagements and TOC (Theory of Constraints) based supply chain



6

Platform of choice for third party brands looking to expand in India



7

Strong promoter background and an experienced and entrepreneurial management team with a proven track record



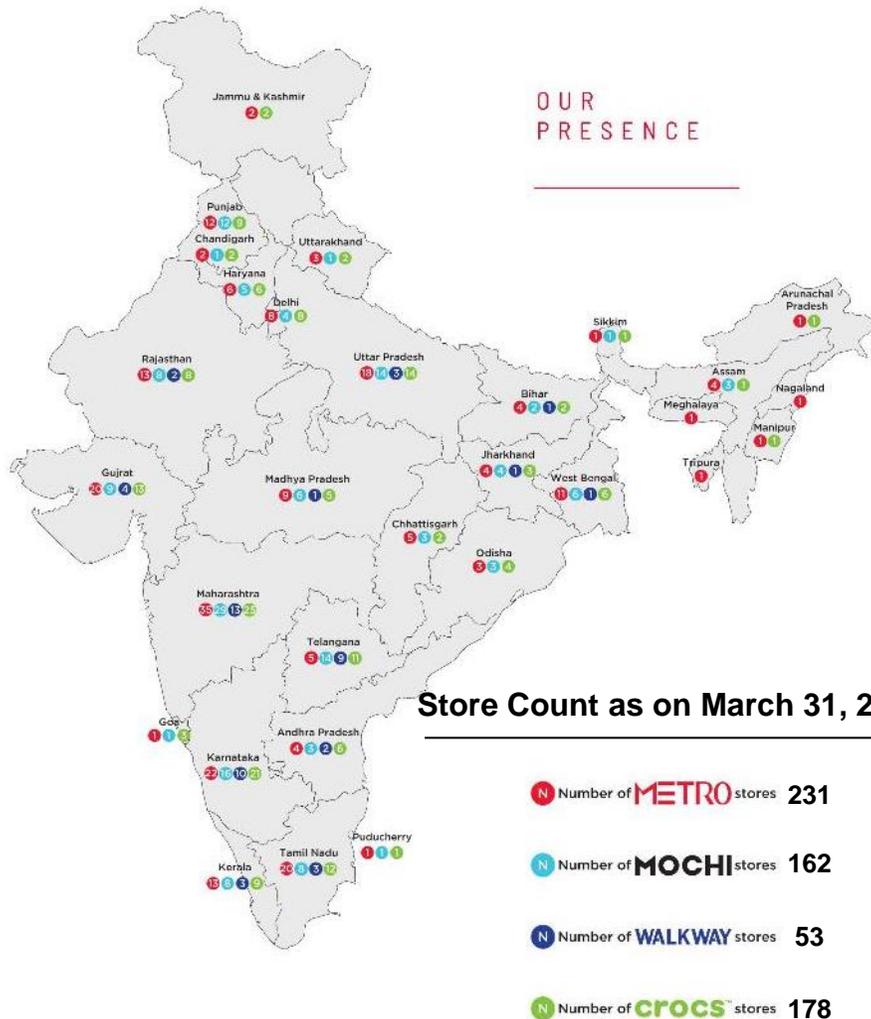
8

Strong track record of growth, profitability and financial discipline

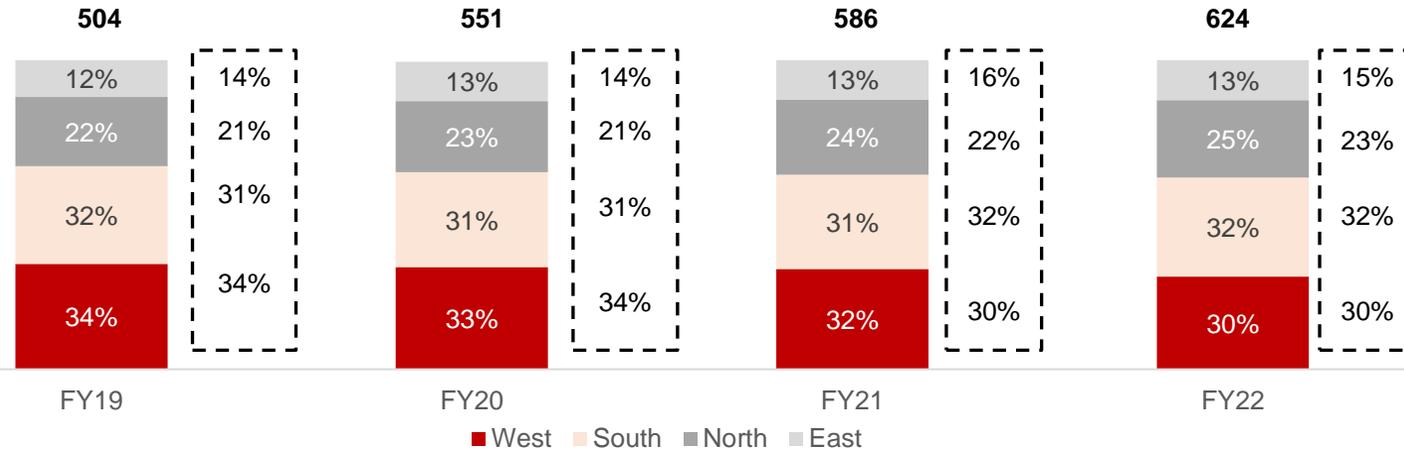


One of India's largest pan India footwear retailers¹ with a brand appeal among aspirational consumer segments

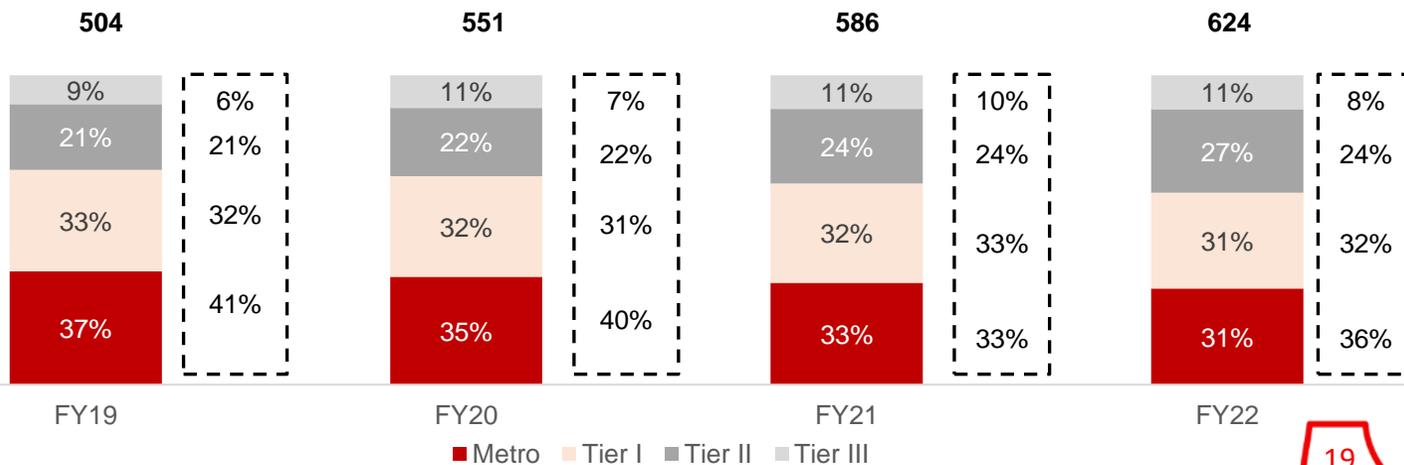
PAN India Network of Retail Outlets (as at Mar'22)



...with diversified presence across regions²



Increasing presence in Tier II and Tier III cities²



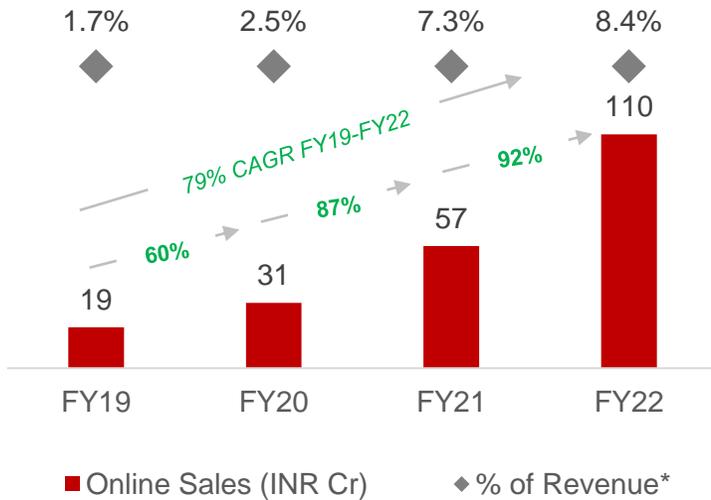
Note: Map is not to scale ; Decimals rounded off

¹CRISIL Research ; ²Figures represent store count as on March 31, 2022

[] denotes % share in Total Store Product Sales

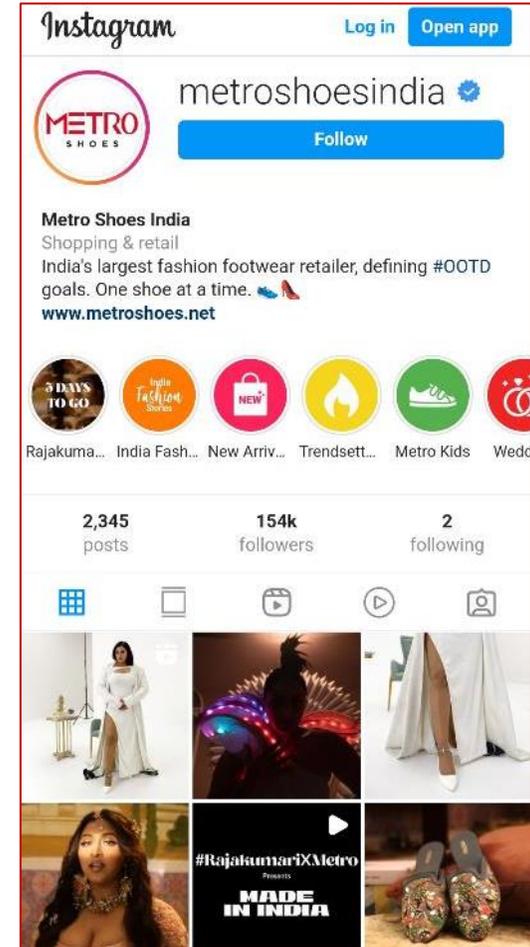
Pivoting from primarily "Offline" to an "Omni-channel" enabled footwear and accessories retailer

Online

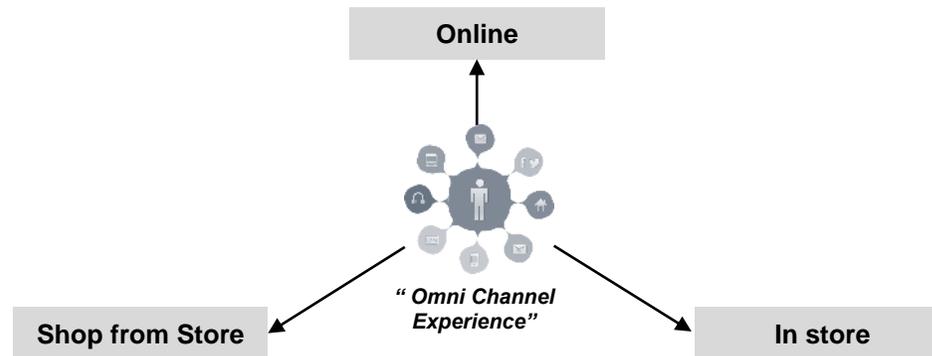
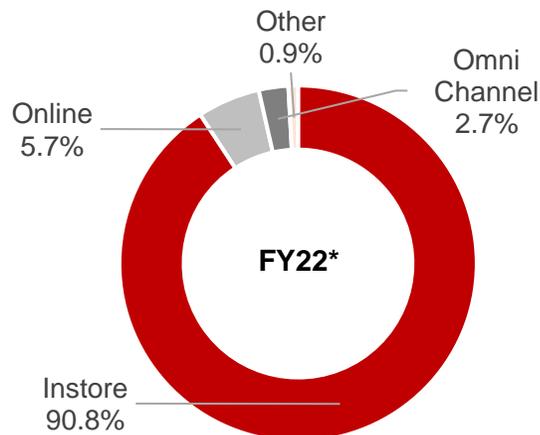


- ❖ Majority of online business comes through leading e-commerce marketplaces (Present on 6 Major E-commerce marketplaces)
- ❖ Manage three own brand websites (www.metroshoes.net, www.mochishoes.com and www.walkwayshoes.com)
- ❖ Marketing through Social Media platforms
- ❖ Company owns and operates its e-commerce operations; Investment in E-commerce specific warehouse management system which integrates store network with its online platform

"Highest number of Instagram Followers among key footwear retailers in India" (CRISIL)



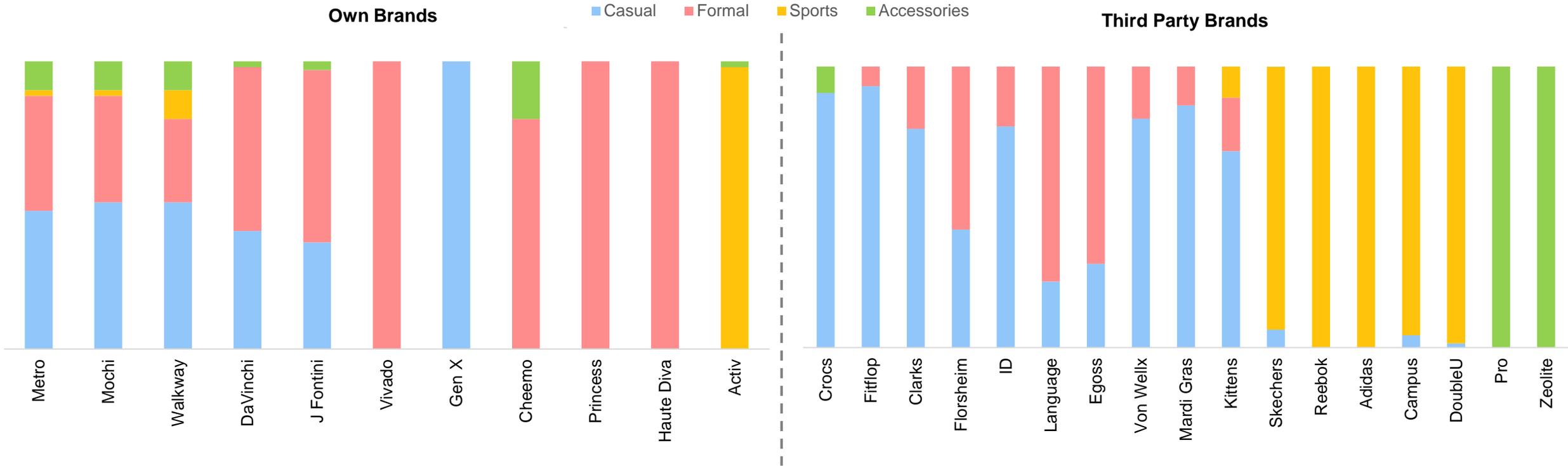
Omni Channel



- ❖ Customer engagement through home – visits and instant messaging channels such as Whatsapp

* As a % of Standalone Revenue from Operations
 Note : Numbers and percentages rounded off ; Revenue is net of returns and discounts

Product presence across multiple categories through Own and Third party brands



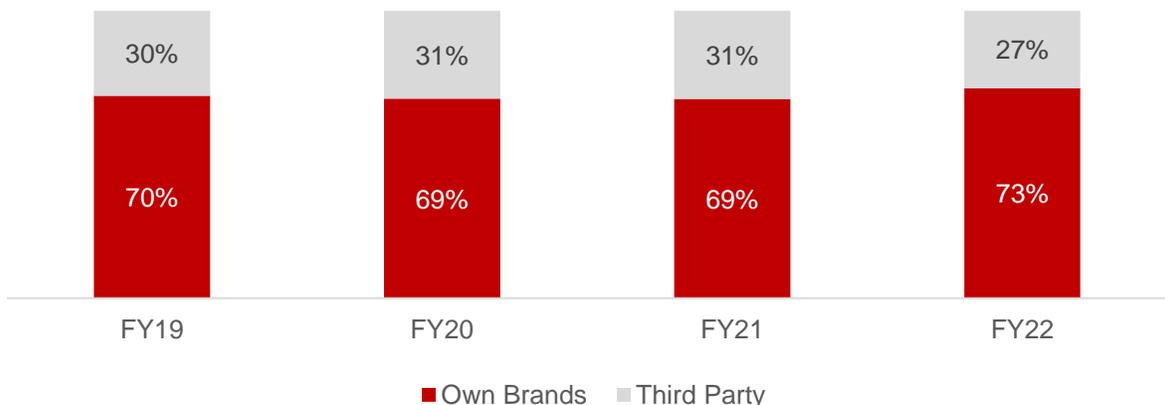
Product Presence across various Product Categories

Footwear			Accessories					
Men	Women	Kids	Bags	Clutches	Wallets	Foot care	Belt	Shoe care
✓	✓	✓	✓	✓	✓	✓	✓	✓

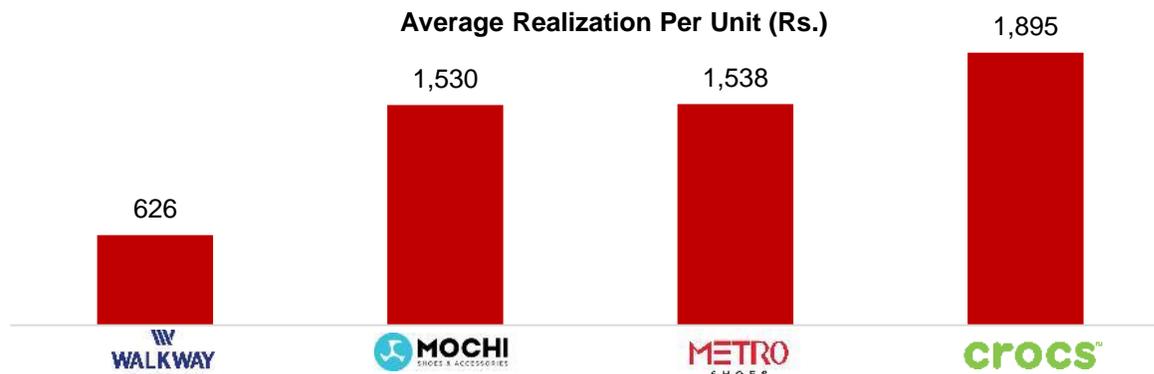


Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty (2/3)

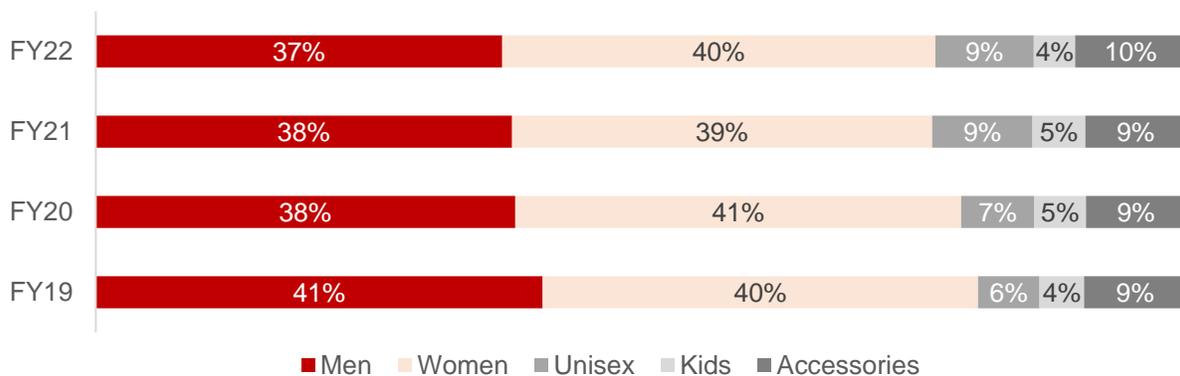
Own Brands contribute ~ 70% of total store product sales at MBOs



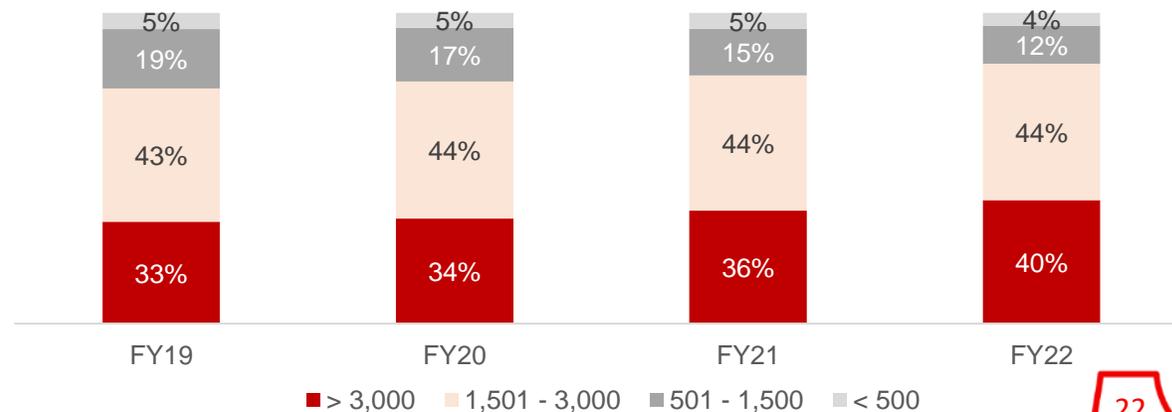
Targeting Mid and Premium Segment through 4 different Brand Outlets



One Stop Shop for all the family members¹



Product Pricing wise Sales Mix¹



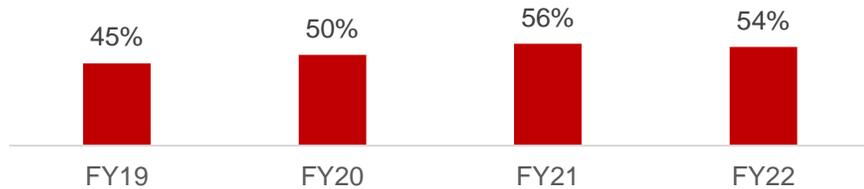
¹% of Total Store Product Sales
Note : Numbers and decimal rounded off



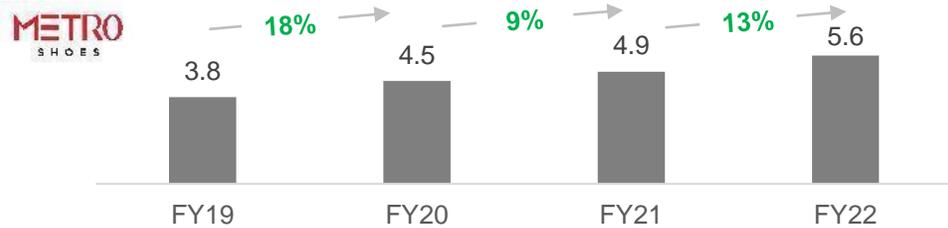
Wide range of brands and products catering to all occasions across age groups and market segments resulting in strong customer loyalty (3/3)

Repeat Sales to Members of Loyalty programs

% Total Product Sales



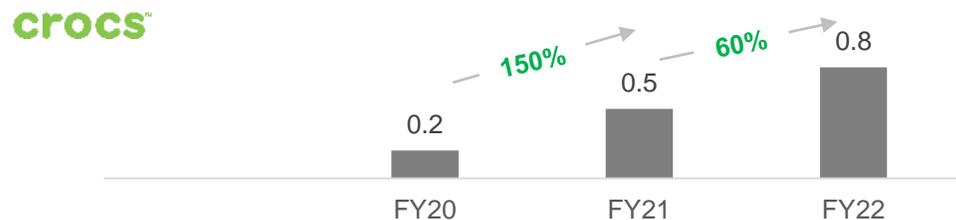
Club Metro (2007*) – Loyalty Program Members (Mn)



My Mochi (2011*) – Loyalty Program Members (Mn)



Crocs (2020*) – Loyalty Program Members (Mn)



1

Loyalty programs have been digitized and thus provide insights into Customer Preference and Trends which help in procurement of right product mix

2

Loyalty program data leads to targeted and relevant campaigns to improve customer engagement and experiences

Club Metro and My Mochi Loyalty Program Details



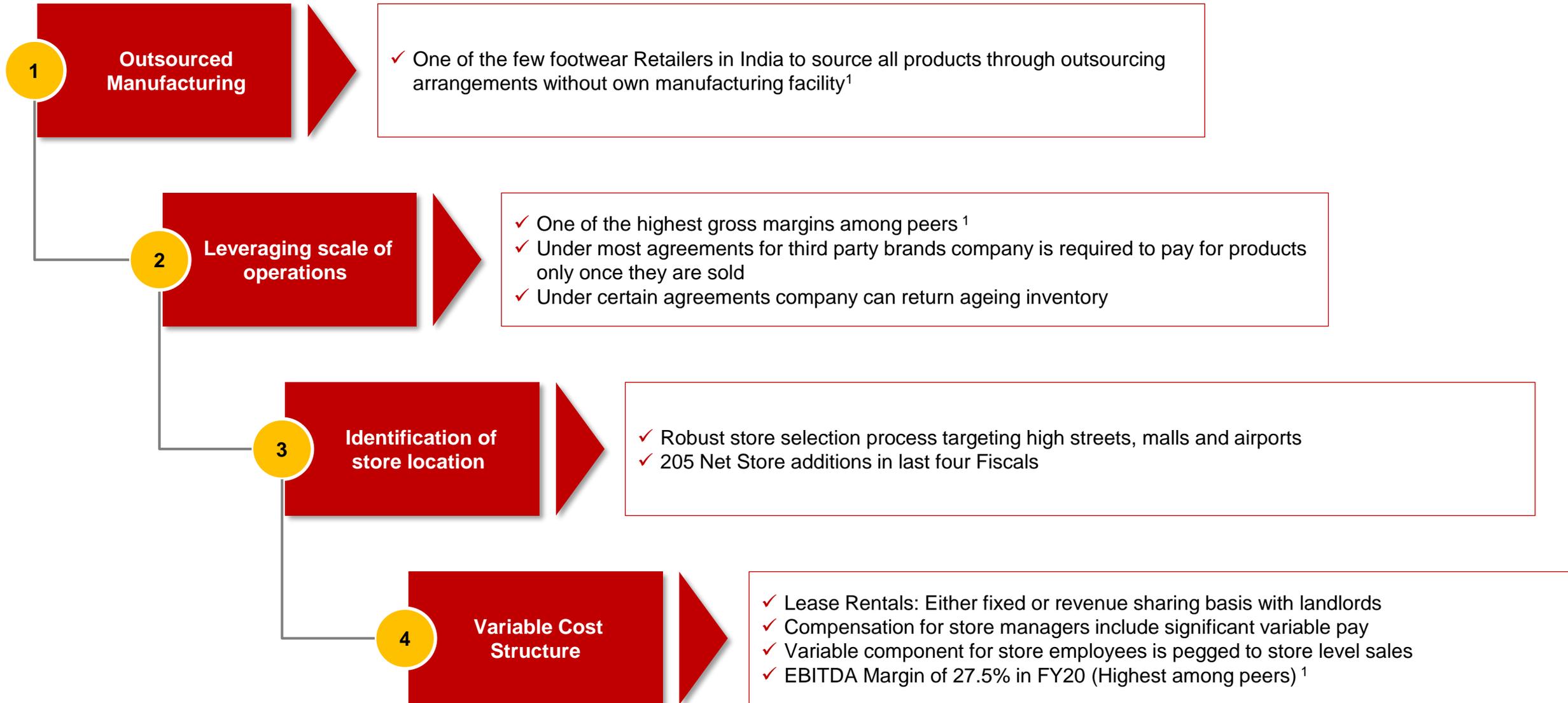
Valid for a period of one year from the data of purchase unless specified otherwise

Flat, Single level membership programs

4% of net bill value in the form of loyalty points (one point equals Re. 1)

Highest loyalty points credit for customers among the key Indian footwear players
(Source : CRISIL Research)

Can be redeemed across any store of the respective brand



¹ Source : CRISIL Research

Note: Numbers and decimals rounded off

Long Standing Relationships with Vendors

- ❖ 250+ vendors dealt with over last 3 fiscal years
- ❖ 20+ years of relationship with certain vendors

Demand Driven Lean Inventory Norms

- ❖ Optimum capital employed
- ❖ Minimize stale stock (Reducing Discounted Sales)
- ❖ Improving gross margins

Focus on Product Assortment

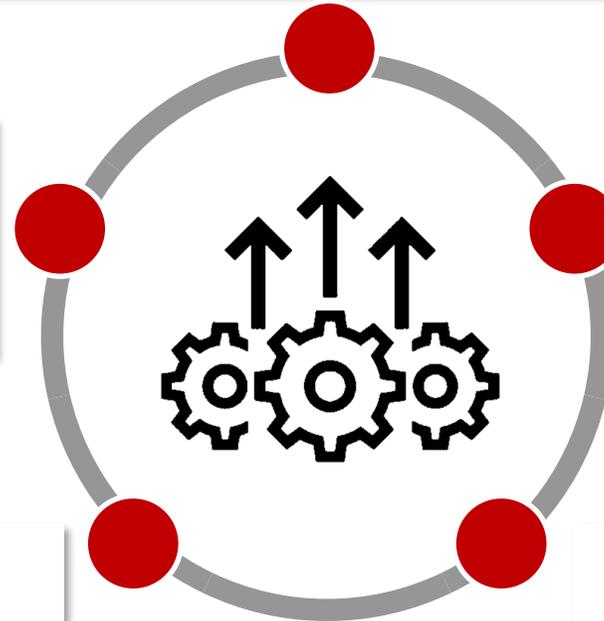
- ❖ Theory of Constraints (TOC) method for supply chain offering greater predictability of products in demand and reducing stock outs

New Designs and Styles

- ❖ Vendor engagement through merchandising and design team leading to new products

Pull Model for Product availability

- ❖ Product replacement led by a demand driven inventory replenishment model



Why brands prefer Metro platform

MARKET POSITION

- Long track record of successfully incubating and scaling up various retail brands

STORE ECONOMICS

- Healthy store economics by optimizing operational cost

OMNI CHANNEL PRESENCE

- Presence across EBO/MBOs, and e-com platforms

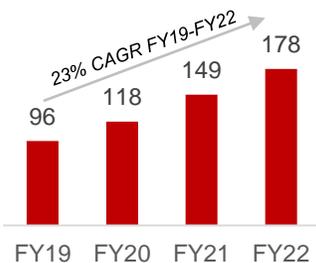
WIDE REACH

- PAN India Presence
- Servicing customers of different ethnicities and markets

Successful brand partnership



Number of Crocs EBOs



①

Metro entered into an agreement with Crocs in Apr 2015, as amended by way of an addendum agreement entered in Jul 2017

The Company has First right of refusal to opening a retail store / kiosk or outlet in India, as may be proposed by Crocs

The Company has rights to Sell Crocs products in India at stores and Kiosks as approved by Crocs

②

Operates EBOs under an 18 year agreement, post first 3 years the agreement provides for automatic renewal for 5 successive periods of 3 years each

③

Permitted to use trademarks and other intellectual property under the Crocs brand for the limited purpose of retailing Crocs Products in India



①

Based out of United Kingdom – Fitflop is known for its premium–super-comfortable flip-flops & footwear range offering shoes for all-day wearing, using a combination of biomechanics, comfort and fashion

②

Metro entered into a long-term exclusive agreement with Fitflop in January 2022 and first store opened in April 2022.

With this agreement, Metro Brands gets exclusive rights for sale and distribution across all formats including , Exclusive Brand Stores, Multi Brand Stores, Airport Stores, Distribution, Online Marketplaces and Webstore in India.



ARUNA BHAGWAN ADVANI,
Independent Director

- ❖ Holds bachelor's degree in science from University of Sussex
- ❖ Previously served as executive chairman of Ador Welding Ltd.



ARVIND KUMAR SINGHAL,
Independent Director

- ❖ Holds Bachelor of Engineering degree from IIT-Roorkee, and an MBA from University of California, Los Angeles, USA
- ❖ Presently serving as the Chairman of Technopak Advisors Pvt. Ltd.



MANOJ KUMAR MAHESHWARI,
Independent Director

- ❖ Holds bachelor's degree in science
- ❖ He is the Chairman and Director of Maheshwari Investors Pvt. Ltd. and serves on the Boards of Mahindra CIE Automotive Ltd, R.J Investment Private Ltd. and RPG Life Sciences Ltd.



IQBAL HASANALLY DOSSANI,
Whole Time Director

- ❖ Holds bachelor's degree in commerce, in Financial Accounting and Auditing
- ❖ Previously associated with M/S Workforce Media Network and Schefata Pharmaceutical & Development Laboratories.



SRIKANTH VELAMAKANNI,
Independent Director

- ❖ Holds bachelor's degree in electrical engineering from IIT Delhi and PGDM from IIM Ahmedabad
- ❖ Is a Co-Founder, Group CEO and Executive Vice Chairman at Fractal Analytics Pvt. Ltd



UTPAL HEMANDRA SHETH,
Non-Executive Director (Nominee)

- ❖ He is a Cost Accountant and Chartered Financial Analyst from ICAI, Hyderabad and holds bachelor's degree in commerce
- ❖ Is currently serving as the CEO of Rare Enterprises



VIKAS VIJAYKUMAR KHEMANI,
Independent Director

- ❖ Fellow Member of ICAI and is a CFA Charter Holder
- ❖ Currently serves on the Boards of Carnelian Asset Advisors Pvt Ltd, BSAS Infotech Ltd, Tibbs Foods Pvt. Ltd. and Course5 Intelligence Limited



RAFIQUE A. MALIK,
Chairman

- ❖ Over 50 years of experience in the field of footwear retail
- ❖ Holds a bachelor's degree in commerce and has attended the Owner/President Management Program at the Harvard Graduate School of Business
- ❖ He has been associated with the Company since Jan 12, 1977



FARAH MALIK BHANJI,
Managing Director

- ❖ Over 20 years of experience in the field of footwear retail
- ❖ Holds bachelor's degrees in Arts and BBA from University of Texas at Austin
- ❖ Presently attending the Owner / President program at the Harvard Graduate School of Business
- ❖ She has been associated with the Company since Dec 05, 2000



ALISHA RAFIQUE MALIK,
President – E-commerce and Marketing

- ❖ Holds a bachelor's degree in Arts (Finance) from University of Northumbria conducted at Welingkar Institute of Management Development and Research
- ❖ She has been associated with the Company since Jul 01, 2009



NISSAN JOSEPH,
Chief Executive Officer

- ❖ Holds master's degree in Business Administration
- ❖ Previously associated with Payless Shoes Pty Ltd, Hickory Brands Inc, Crocs, MAP Active & Planet Sports Inc

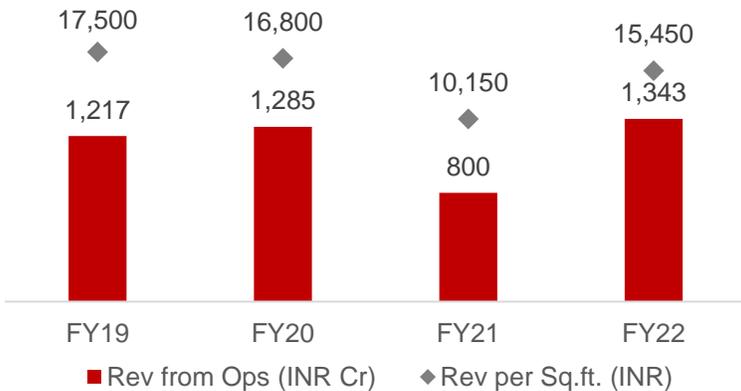


KAUSHAL KHODIDAS PAREKH,
Chief Financial Officer

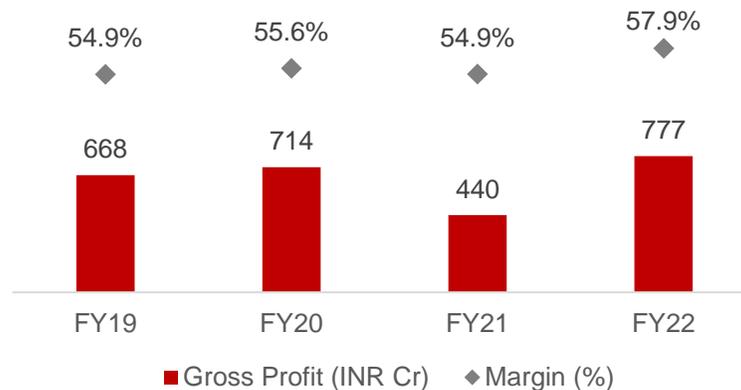
- ❖ Holds bachelor's of commerce degree in Financial Accounting and Auditing (Special) and is a qualified Chartered Accountant & Company Secretary.
- ❖ Previously associated with Ernst & Young, PwC & N. M. Raiji & Co.



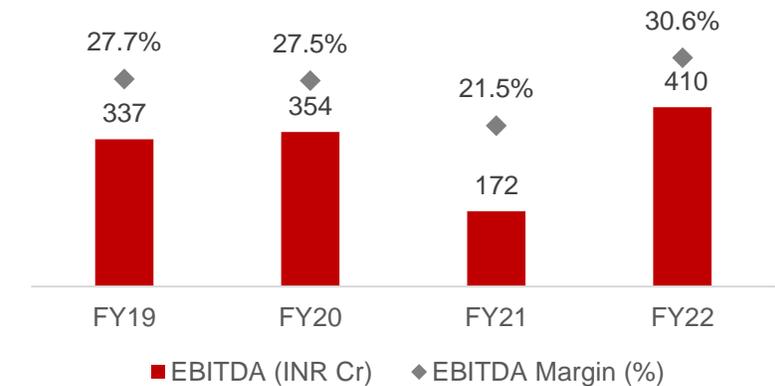
Revenue from Operations



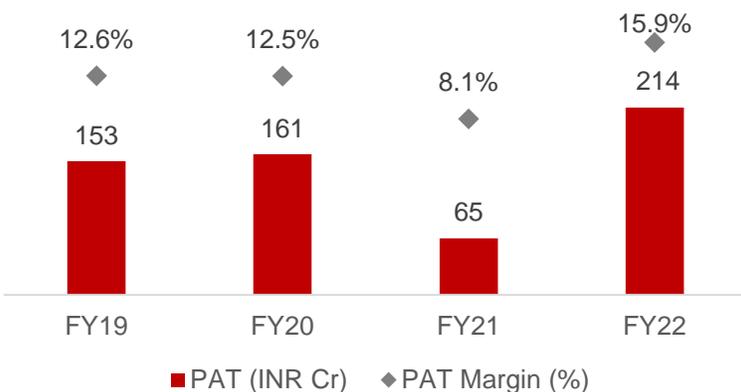
Gross Profit and Gross Margins



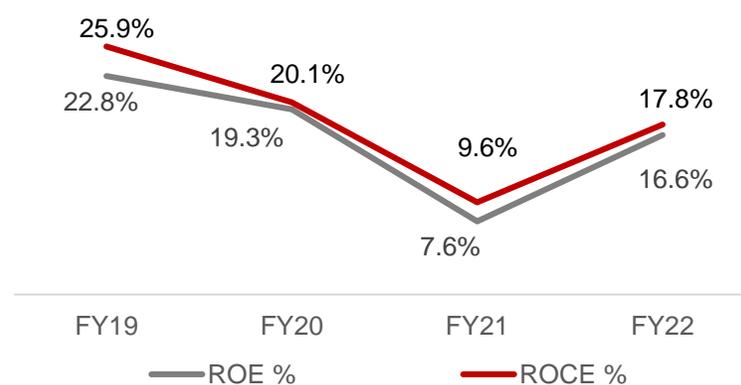
EBITDA and EBITDA Margins



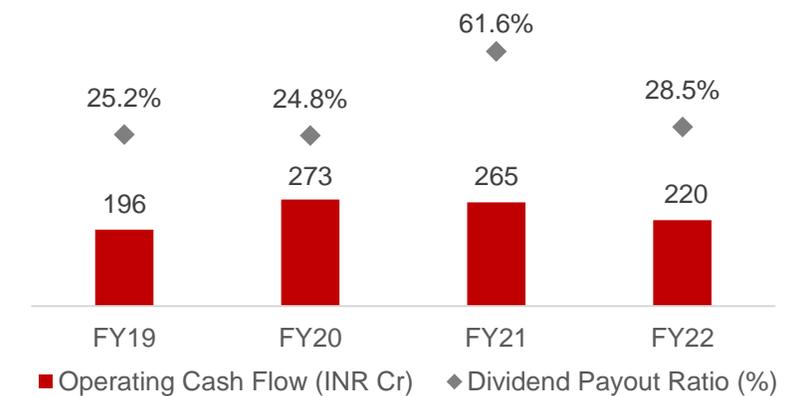
PAT and PAT Margins



Return Ratios (ROE and ROCE)



Operating Cash Flow and Dividend Payout



The Company has been declaring and paying dividend to shareholders consistently since 2000

Note: Numbers are rounded off ; Figures are post IND AS 116 ; ROE is calculated as profit after tax for the year divided by total equity ; ROCE is calculated as EBIT divided by Capital Employed (Total Assets less current liabilities) ; Gross Margin is calculated as revenue from operations less purchases, changes in inventories of stock-in-trade



BRIEF OVERVIEW



Q4 & FY22 BUSINESS
HIGHLIGHTS



METRO'S STRENGTHS



LEVERS OF GROWTH



SUSTAINABILITY INITIATIVES &
OTHERS

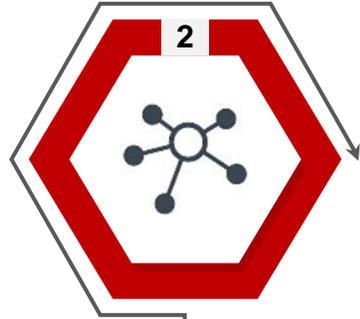


APPENDIX:
INDUSTRY OVERVIEW



Store Expansion Plans

Target to open 260 stores under various formats by end of FY25



Leverage multi-channel platform

Build on successful expansion of Crocs / Fittflop and leverage the platform to evaluate similar opportunities



E-Commerce Expansion

Leverage existing capabilities to increase E-commerce operations
Expand Revenue Generating Channels and become a digitally relevant brand



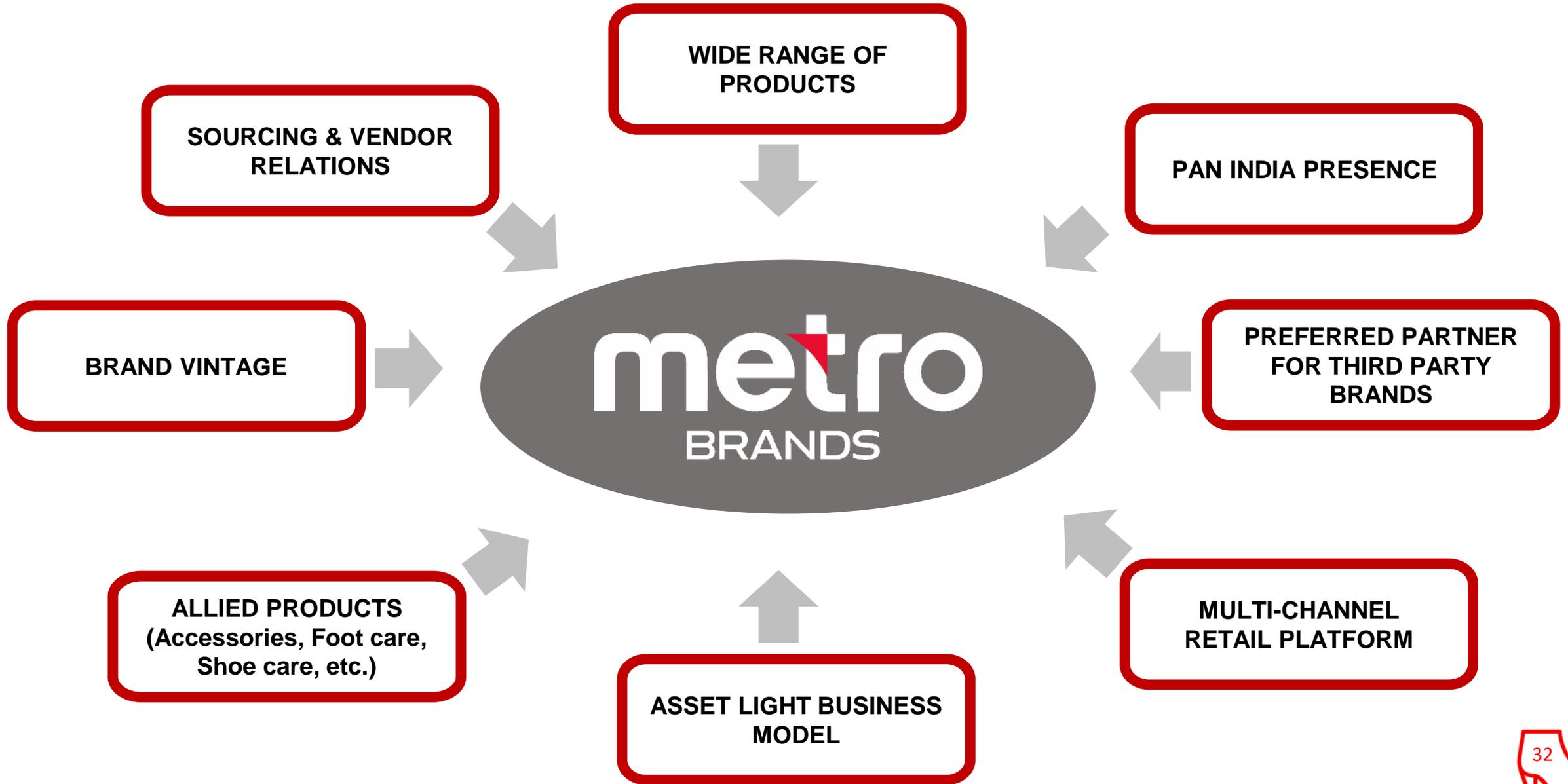
Expand Portfolio of Accessories and others

Growth in allied businesses like accessories, shoe care & foot care



Inorganic Opportunities

Evaluation basis targeted returns, operational scale and diversification criteria





BRIEF OVERVIEW



Q4 & FY22 BUSINESS HIGHLIGHTS



METRO'S STRENGTHS



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SUSTAINABILITY INITIATIVES & OTHERS



APPENDIX:
INDUSTRY OVERVIEW

SOLAR ROOFTOPS AT OUR WAREHOUSES

Solar rooftops installed at both of our warehouses with a combined capacity of 240 KW, generating solar power of 222 MWh which is equivalent to **saving 2190 trees**



RECYCLED DISCARDED FOOTWEAR

Co-processed around **130 tons** of old discarded footwear (~ 1.69 lac pairs) at various cement factories.



SUSTAINABLE FOOTWEAR COLLECTIONS

Nature Pro Collection: **11 PET bottles recycled** to get 1 pair of shoes.
 Merino Wool Collection: **Biodegradable**, vegan and cruelty free.



SUSTAINABLE PACKAGING

- Filler paper made of **recycled & bio-degradable** paper pulp
- Boxes with no additive of fresh wood or metal like Zinc & Lead



Sustainability Initiatives (2/4)



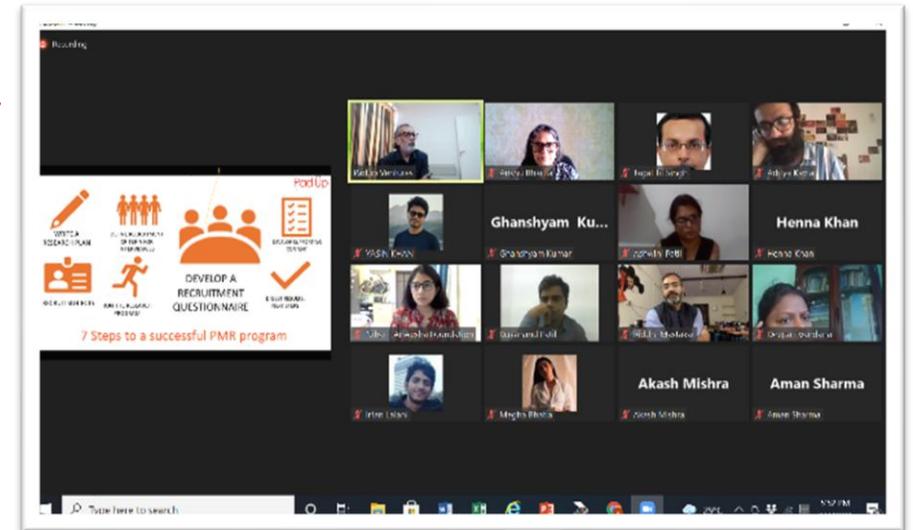
Through Project Nanhi Kali, we contributed towards providing access to **quality education to 500 underprivileged girls** from Bharuch, Gujarat and helped them complete schooling with dignity.

Sponsored 230 underserved adolescents to develop leadership skills in them through football, with a focus on breaking gender stereotypes, gender mainstreaming and equipping these children with life skills to be problem solvers and role models.



Sustainability Initiatives (3/4)

Through UnLtd India, **we supported 32 Social Entrepreneurs to grow in their leadership skills** through incubation support, immersive residential workshops, capacity building and increasing the network of their supporters.



Through Fidai Girls Educational Institute, we **supported 80 children** of under privileged families of Maharashtra and Gujarat region by providing them an environment to excel in their academic life.



Supported as a co-funder in Mission Vriddhi, a project designed by Mantra to transform learning, teaching and leading school improvement in Bihar.



Distributed ~18,000 footwear pairs to the less fortunate rural school children of Maharashtra, Gujarat, Odisha and Telangana.

Other initiatives include :

- Empowering 150 Mumbai Railway Station based Shoe Shiners on the aspects of their Livelihood, Healthcare and Financial Literacy.*
- We are supporting around 300 trainees (unemployed youth) by providing them practical exposure through on-the-job training at Metro Brands Ltd, thus enhancing their skills and making them employable.*
- Contributed towards Capex for building a Head and Neck Cancer Hospital in Mumbai through Cancare Trust.*
- Supported in treatment costs of economically weaker section people through Prince Aly Khan Hospital.*

Awards & Accolades – (1/2)



Farah Malik Bhanji and Alisha Malik won the GenNext Entrepreneur award at Forbes India Leadership Awards 2022 for a successful expansion and listing at the markets in 2021.



Managing director, Metro Brands

Age: 45 • India

Malik Bhanji runs Metro Brands, India's fourth-largest footwear retailer by revenues, with over 10 in-house and more than 25 third-party brands. The pandemic hit the retailer hard, causing it to close 24 stores and cutting revenue 38% to 8 billion rupees (\$107 million) in the fiscal year to March from a year earlier. In response, Malik Bhanji beefed up online sales through the company's website, online marketplaces and social media platforms. Online sales grew 87% year-on-year to 572 million rupees in fiscal 2021. Malik Bhanji's grandfather Malik Tejani opened the first store under the Metro brand in 1955. Today her father Rafique has a net worth of \$1 billion, and debuted on the global billionaires list earlier this year. After graduating from the University of Texas in Austin with honors in arts and business administration, Malik Bhanji joined the privately held family business in 2000. She was instrumental in developing relationships with foreign brands such as Clarks, Crocs and Skechers, and helped expand the store network from 100 in 2010 to 586 stores in 134 Indian cities. Metro is awaiting regulatory approval that would allow it to go public.



COURTESY OF METRO BRANDS

Farah Malik Bhanji featured on the Forbes' Asia's Power Businesswomen 2021

Awards & Accolades – (2/2)



2022
India Retail Champions Award { RAI }
Footwear category



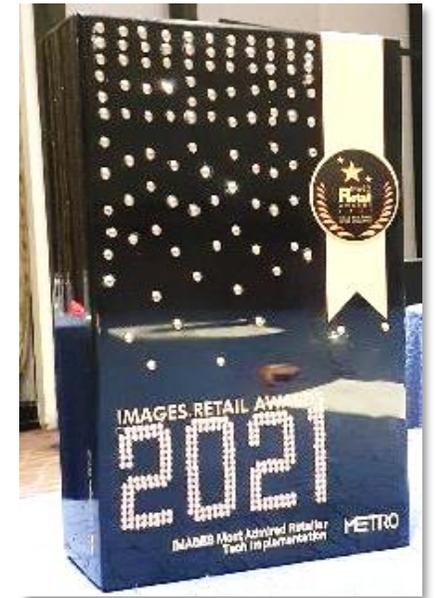
2021
India Retail Champions Award { RAI }
Footwear category



2021
Franchise India Awards
Retail Brand Of The Year- Footwear



2021
MAPIC India Awards
Most admired retailer of the year-
Footwear



2021
IMAGES RETAIL AWARDS
Most Admired Retailer Tech
Implementation



BRIEF OVERVIEW



Q4 & FY22 BUSINESS HIGHLIGHTS



METRO'S STRENGTHS



LEVERS OF GROWTH



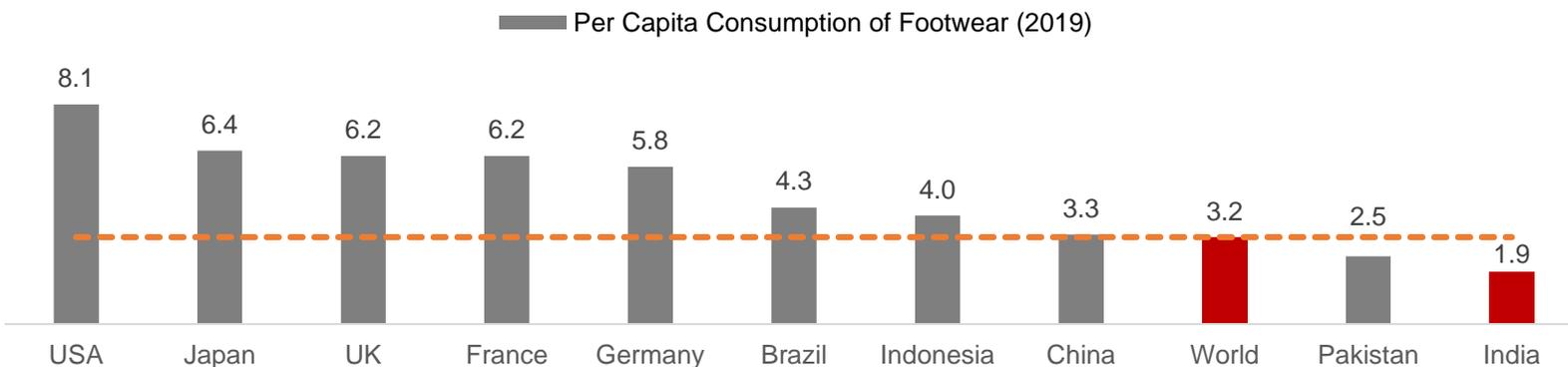
SUSTAINABILITY INITIATIVES & OTHERS



**APPENDIX:
INDUSTRY OVERVIEW**

Industry Overview (1/2)

Low per capita footwear consumption in India as compared to other countries



Figures represent pairs of footwear

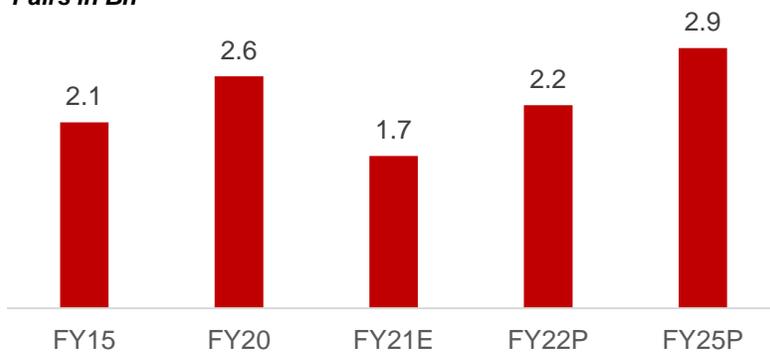
Per Capita footwear consumption India

Per capita consumption of footwear (pairs)



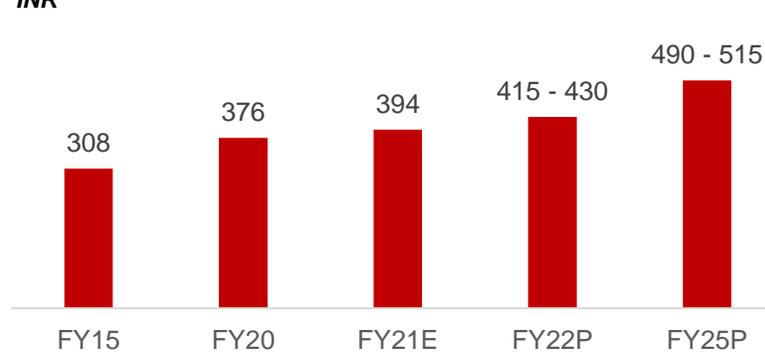
Indian Footwear Market Size (in Volume)

Pairs in Bn



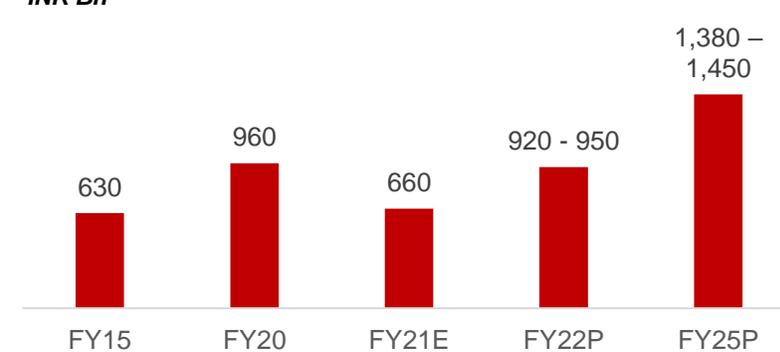
Avg. Selling Price for Footwear in India

INR



Indian Footwear Consumption in Value

INR Bn



Source : CRISIL Research

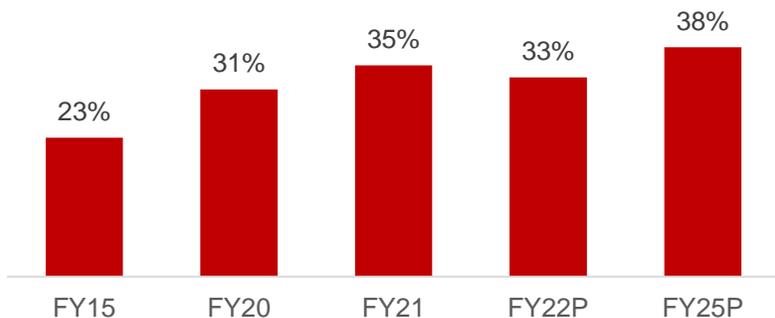
Note: Numbers and decimals rounded off



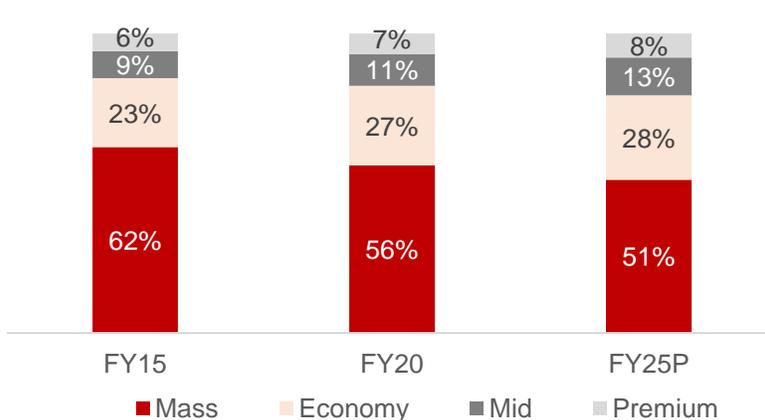
Industry Overview (2/2)

Organized Retail Penetration - Footwear

In Percentage (%)

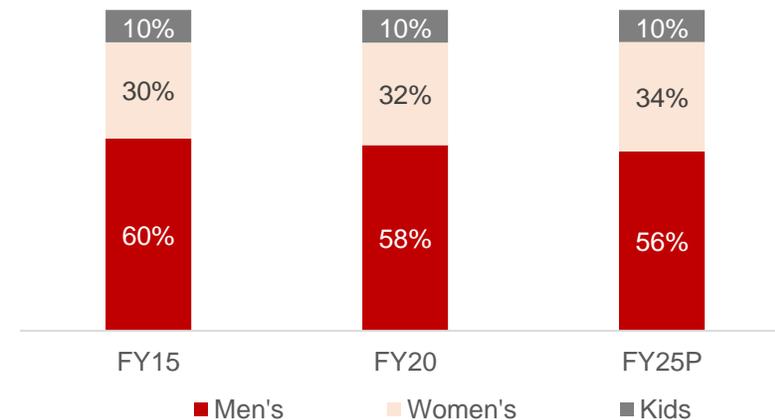


Segment wise market composition



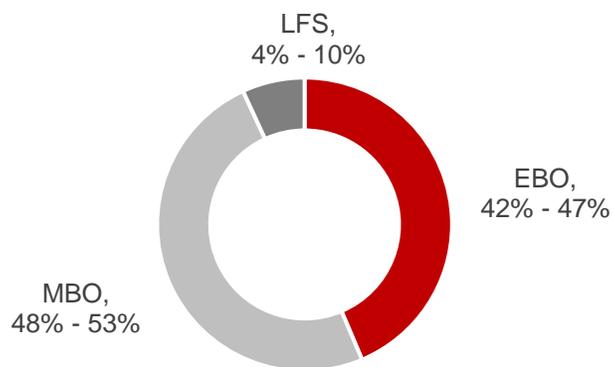
Note : % Share in Total Footwear Industry

Category wise market composition



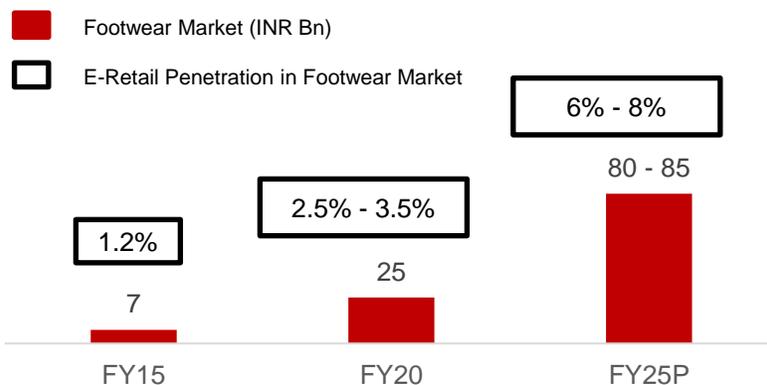
Note : % Share in Total Footwear Industry

Share of various Retail Formats (FY21)

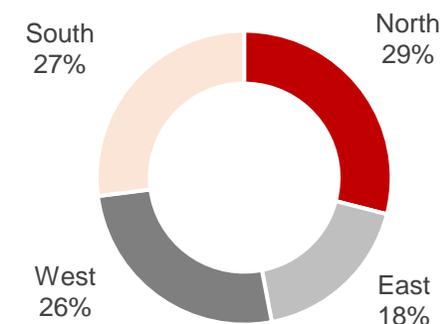


Note : Broad split of traditional offline formats for organized footwear industry

E-Retail Market in India



Region wise market composition (FY20)



Note : Breakup of Footwear Market in India

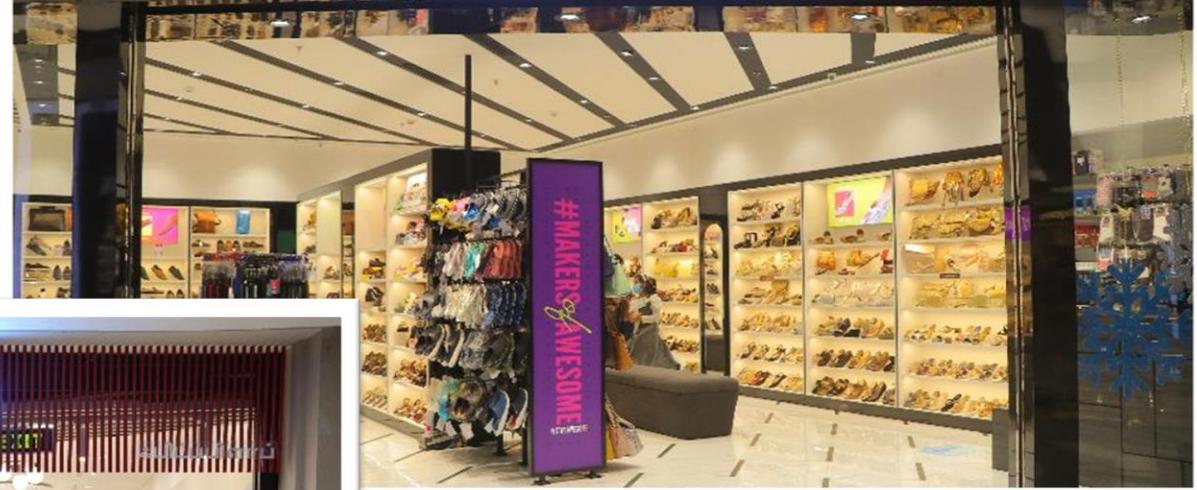


METRO

ಮೆಟ್ರೋ



MOCHI



fitlopp



WALKWAY



crocs





THANK YOU