



CANTABIL RETAIL INDIA LIMITED

CIN : L74899DL1989PLC034995 web-site : www.cantabilinternational.com

Regd. Office: B-16, Lawrence Road Industrial Area, Delhi - 110035. Tel : 91-11-41414188 Telefax : 91-11-41414188

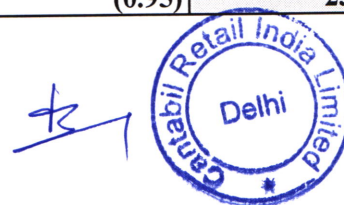
STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS

FOR THE QUARTER ENDED JUNE 30, 2022

(₹ In Lakhs unless otherwise stated)

Particulars	Quarter Ended			Year Ended
	June 30, 2022	March 31, 2022	June 30, 2021	March 31, 2022
	Un-audited	Audited	Un-audited	Audited
I Income				
Revenue from Operations	10,076.80	13,329.17	2,876.75	38,339.38
Other Income	89.54	217.63	691.55	1,518.69
Total Income	10,166.34	13,546.80	3,568.30	39,858.07
II Expenses				
Cost of Materials Consumed	3,801.49	2,901.58	1,055.19	8,712.49
Purchase of Stock-in-Trade	1,368.05	1,507.48	496.92	6,099.48
Change in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(3,478.23)	696.70	(973.67)	(2,026.74)
Employee Benefit Expense	2,157.50	1,937.83	815.83	6,198.64
Finance Cost	562.24	596.89	561.60	2,262.56
Depreciation and Amortisation Expense	1,208.09	1,212.06	941.68	4,329.53
Job Work Charges	985.15	848.85	192.09	2,381.01
Rent	68.06	49.60	42.39	129.62
Commission	602.51	912.48	197.85	2,541.15
Other Expenses	1,024.46	1,073.20	454.44	3,271.81
Total Expenses	8,299.32	11,736.67	3,784.32	33,899.55
III Profit before exceptional items and tax (I-II)	1,867.02	1,810.13	(216.02)	5,958.52
IV Exceptional Items	-	-	-	-
V Profit before tax (III-IV)	1,867.02	1,810.13	(216.02)	5,958.52
VI Tax Expenses :				
Current Tax	541.38	549.30	-	1,662.04
Current Tax - MAT availment / (Credit)	-	31.88	-	242.47
Deferred Tax (Assets) /Liability	(86.78)	448.65	(61.11)	280.51
Tax adjustment related to earlier years		(32.05)		(32.05)
VII Profit for the period from continuing operations (V-VI)	1,412.42	812.35	(154.90)	3,805.55
VIII Other Comprehensive Income (OCI) : (Items that will not be re-classified to profit & loss)				
Remeasurements of defined benefit plan (Net of Tax)	0.96	(7.01)	(17.42)	(38.70)
IX Total Comprehensive Income for the period after Tax (VII+VIII)	1,413.38	805.34	(172.32)	3,766.85
X Paid-up Equity Share Capital-Face Value ₹ 10/- each	1,632.76	1,632.76	1,632.76	1,632.76
XI Reserve excluding Revaluation Reserves				14,375.24
XII Earnings Per Share (EPS) in ₹ (Not Annualized)				
(a) Basic	8.65	4.98	(0.95)	23.31
(b) Diluted	8.65	4.98	(0.95)	23.31

See accompanying notes to the standalone un-audited results





Notes:

- 1 The above unaudited financial results for the quarter ended June 30, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on August 9, 2022. The limited review report of the Statutory Auditors is being filed with the Stock Exchange.
- 2 These results have been prepared in accordance with the Indian Accounting Standards (referred to as "Ind AS") 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules as amended from time to time.
- 3 The Company is primarily engaged in the business of "Retail" which constitutes a single reporting segment and the Executive Management Committee does not monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the financial statements, thus there are no additional disclosures to be provided under Ind AS 108 – "Operating Segments".
- 4 The Ministry of Corporate Affairs vide notification dated 24 July, 2020 and 18 June 2021, issued an amendment to Ind AS 116 -Leases, by inserting a practical expedient w.r.t "Covid-19-Related Rent Concessions" effective from the period beginning on or after 1st April, 2020. Pursuant to the above amendment, the Company has applied the practical expedient by accounting the unconditional rent concessions of Rs. NIL, Rs. 136.47 lakhs, Rs. 607.61 lakhs and Rs 1288.19 lakhs during the quarters ended 30th June 2022, 31st March 2022, 30th June 2021 and financial year ended 31st March 2022 respectively in "Other income" in the Statement of Profit and Loss.
- 5 The figures of the previous periods (quarter/year) have been regrouped/ rearranged/ reclassified wherever considered necessary.

Place: New Delhi

Date: August 9, 2022

For Cantabil Retail India Limited



(Vijay Bansal)

Chairman & Managing Director

DIN 01110877

The aforesaid Results have been filed with the Stock Exchanges under Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and are also available on the Stock Exchange websites (www.bseindia.com & www.nseindia.com) and on the Company's website www.cantabilinternational.com



A N S K & ASSOCIATES

CHARTERED ACCOUNTANTS

OFFICE : 414, RG Trade Tower, Netaji Subhash Place

Pitampura, New Delhi-110034

OFFICE NO. 011-46010089

EMAIL :amccorporateservices@gmail.com

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To,

THE BOARD OF DIRECTORS
CANTABIL RETAIL INDIA LIMITED

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Cantabil Retail India Limited ('the Company') for the quarter ended 30th June 2022 being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion



A N S K & ASSOCIATES

CHARTERED ACCOUNTANTS

OFFICE : 414, RG Trade Tower, Netaji Subhash Place

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OFFICE NO. 011-46010089

EMAIL : amccorporateservices@gmail.com

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4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of standalone unaudited financial results, prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 (as amended) including the manner in which it is to be disclosed, or that it contains any material misstatement.

For A N S K & Associates

Chartered Accountants

Firm's Registration No. 026177N

AKHIL
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by AKHIL
MITTAL
MITTAL
Date: 2022.08.09
13:36:15 +05'30'

(CA Akhil Mittal)

Partner

M.No. 517856

Date: August 9, 2022

Place: New Delhi

UDIN: **22517856AOQAOC1402**



Media Release

Total number of stores as on 30th June 2022 - 401

Q1FY23 Revenue at Rs.100.77 crore

Q1 FY23 EBITDA (w/o IND-AS 116) stood at Rs. 22.14crore

Q1 FY23 EBITDA Margin (w/o IND-AS 116) at 21.97%

Q1 FY23 PAT (w/o IND-AS 116) at Rs. 15.04 crore

Q1 FY23 PAT Margin (w/o IND-AS 116) at 14.93%

Delhi, 9th August 2022: Cantabil Retail India Limited (BSE: 533267 NSE:CANTABIL), Incorporated in 1989, is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company has announced its unaudited financial results for the first quarter ended June 30th, 2022. These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated from Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q1 FY23 (With IND- AS 116)	Q1FY23 (W/O IND- AS 116)	Q1 FY22 (With IND- AS 116)	Q1FY22 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)	Q4 FY22 (With IND- AS 116)
Revenue	100.77	100.77	28.77	28.77	250.28%	250.28%	133.29
EBIDTA*	35.48	22.14	5.96	0.74	495.56%	2900.67%	34.01
EBITDA Margin (%)	35.21%	21.97%	20.71%	2.56%	1450 bps	1941 bps	25.52%
PAT	14.12	15.04	(1.55)	(0.91)	1011.77%	1749.43%	8.12
PAT Margin (%)	14.02%	14.93%	(5.38%)	(3.17%)	1940 bps	1810 bps	6.09%
Basic EPS	8.65	9.21	(0.95)	(0.56)	1010.53%	1744.64%	4.98

**excluding other income*

Performance Highlights with IND-AS 116 for the quarter ended June 30th, 2022:

- Revenue from operations was at **Rs. 100.77 crore in Q1 FY23** as against Rs. 28.77 crore in Q1 FY22 YoY increase of 250.28% mainly on account of addition of new stores, growth in same store sales and significant improvement in ticket size (Q1 FY22 was hugely impacted by pandemic)

- EBITDA (excluding other income) stood at **Rs. 35.48 crore**
- EBITDA Margin was **35.21%**
- Profit After Tax was at **Rs. 14.12 crore**
- PAT Margin was **14.02%**
- Basic EPS stood at **Rs. 8.65**

Performance Highlights W/O IND-AS 116 for the quarter ended June 30th, 2022:

- EBITDA (excluding other income) stood at **Rs. 22.14 crore in Q1 FY23** as against Rs. 0.74 crore in Q1 FY22 **YoY increase of 2900.67%**
- EBITDA Margin in **Q1 FY23 was 21.97%** as against 2.56% in Q1 FY22, increase of 1941 bps mainly due to higher same store sales, higher average pricing, improving average sales per store
- Profit After Tax was at **Rs. 15.04 crore in Q1 FY23** as against loss of Rs. 0.91 crore in Q1 FY22
- PAT Margin was **14.93% in Q1 FY23** as against negative 3.17% in Q1 FY22, increase of 1810 bps
- Basic EPS stood at **Rs. 9.21**

Management Comment:

Commenting on this result, **Mr. Vijay Bansal, (Chairman & Managing Director)** of Cantabil Retail India Limited said

"I am happy to convey that Q1 FY23 marks another historic feat achieved by Cantabil. We crossed the milestone of 400 stores with 23 new stores added in the quarter. This gives us great sense of satisfaction as we keep performing as per set strategies and keep achieving new milestones.

Although Q1 FY23 is not comparable to Q1 FY22, but the growth in turnover and profitability is significantly higher than our initial assessment for the quarter. We worked on increasing the



Cantabil Retail India Limited

product portfolio within each segment leading to increase in ticket size. Our same store sales growth, too, is reflective of the efforts being put in by the team. At the same time, we worked on greater cost optimization and achieve higher economies of scale. The significant growth in the EBITDA margin is a result of the above factors.

The Company is well placed to enter into the next phase of growth. We are, now, working towards increasing our presence in different store formats and on online platforms. Next few years will be particularly important, towards achieving new milestones.

I must thank the entire team of Cantabil for putting in wholehearted efforts and toiling hard towards taking Cantabil to greater heights. I assure all stakeholders that we shall leave no stone unturned in achieving many more milestones."

Company Overview

Established in 1989, Cantabil Retail India Limited is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company started its garment manufacturing and retailing business in the year 2000 and opened the first Cantabil store in September 2000 in New Delhi.

Over the years, Company has established 1,50,000 sq. ft. state of art manufacturing facility in Bahadurgarh, Haryana with a capacity to produce 10.00 Lakh garment pcs. /p.a that makes Casual trousers, Formal trousers, Suits & jackets and Shirts. Along with this, the Company also has two dedicated production units and two warehouses to ensure seamless & timely Logistics of quality products. The production facilities are equipped with high quality machines.

The Company sells its products under the brand Cantabil through 401 Exclusive Brand Outlets (EBOs) in 18 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.



Cantabil Retail India Limited

For more details please visit:

For further information please contact: www.cantabilinternational.com/

<i>Company:</i> Mr. Shivendra Nigam Cantabil Retail India Limited E-mail: shivendra.nigam@cantabilinternational.com	<i>Investor Relations:</i> Mr. Amit Sharma Ms. Disha Shah 9867726686 / 9699060134 Bridge Investor Relations Pvt. Ltd. Email: amit@bridge-ir.com / disha@bridge-ir.com
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Note: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Cantabil Retail India Limited

Investor Presentation
Q1 FY23

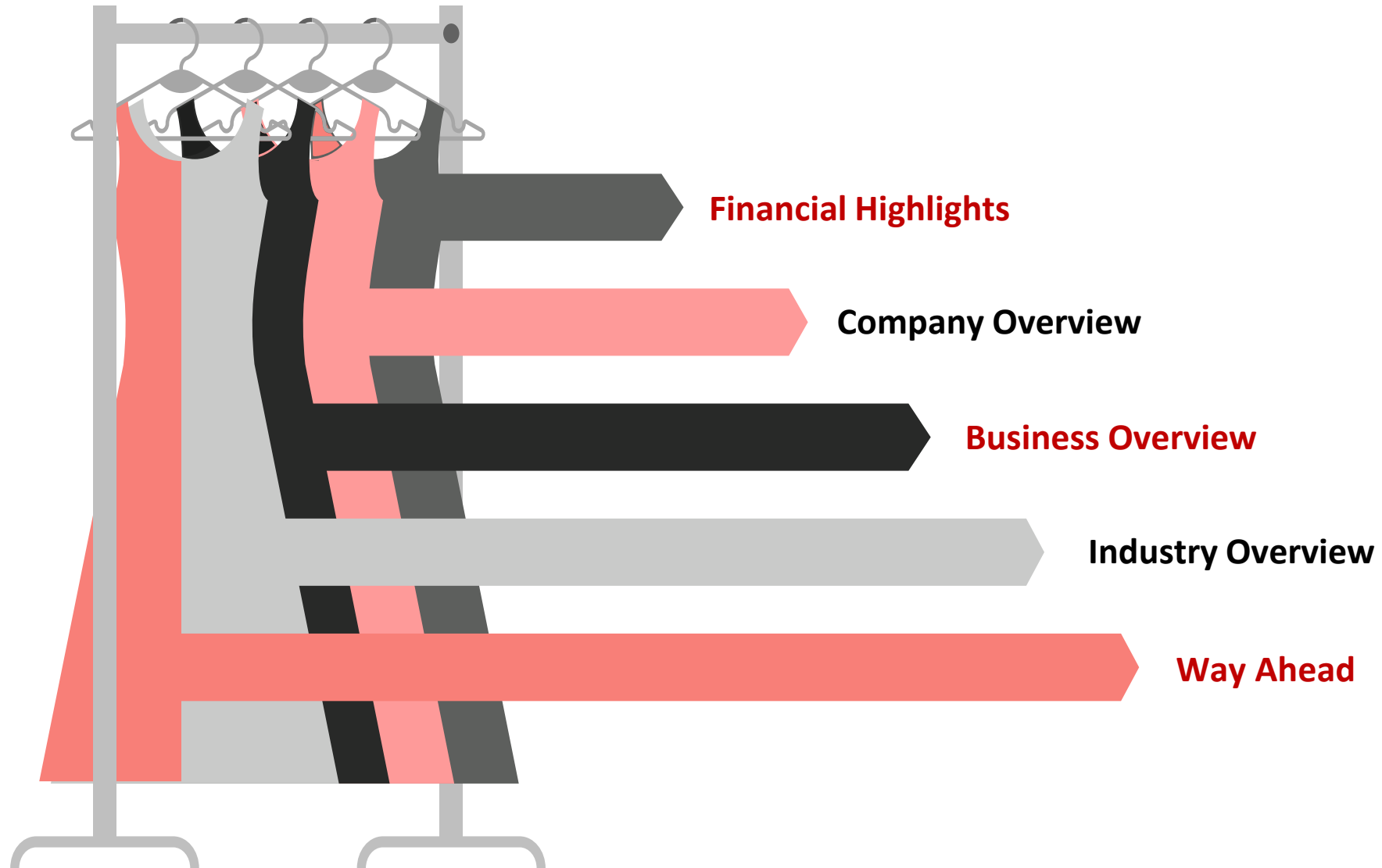
Disclaimer

This presentation has been prepared by Cantabil Retail India Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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Financial Highlights

Management Comment



Commenting on the results,
Mr. Vijay Bansal, Chairman & Managing
Director, Cantabil Retail India Limited said:

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WHO WE Are?



1989

Incorporation



3

Decades of Rich Experience



21

years of establishment of brand "**Cantabil**"



3 ACRES

Production facility with 1.5L Sq. ft. of floor area in Bahadurgarh, Haryana



18 States

Brand Presence 200+ Cities and 400+ profit making exclusive brand outlets



10L

capacity to produce garments per annum



3000+

Skilled Employees



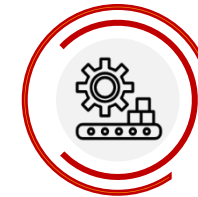
1,751 Cr

Market Cap
(As on 30th June 2022)



38 Cr

PAT
(For FY 2022)



A-

outlook Stable" rating from ICRA even under most complex times of Covid

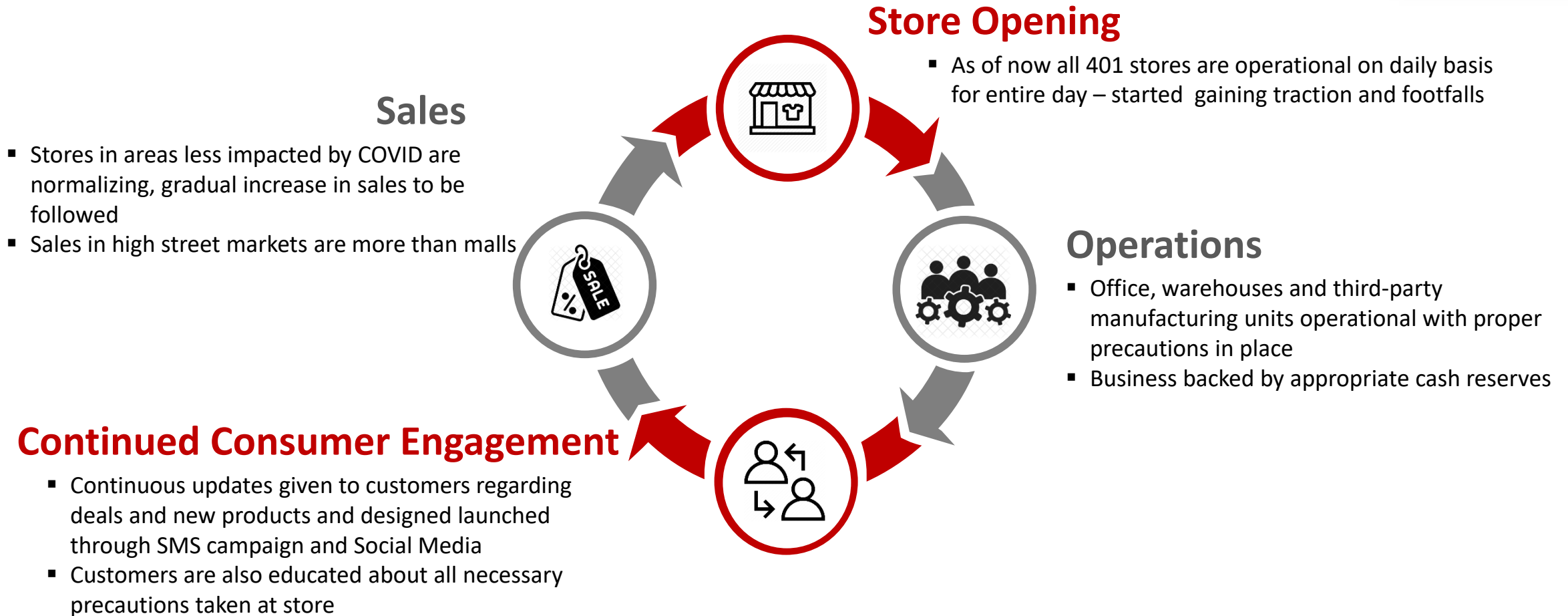
Offers Premium Quality at Competitive pricing with Superior shopping Experience

Entered into E-commerce space with Flipkart, Amazon, Myntra, Ajio etc.

Investing in building new multi floor warehousing facility cum corporate office

Debt free company

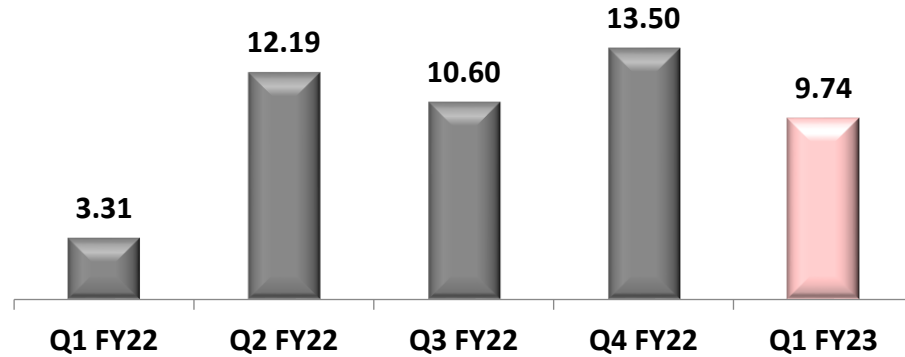
Progressive recovery **post Covid**



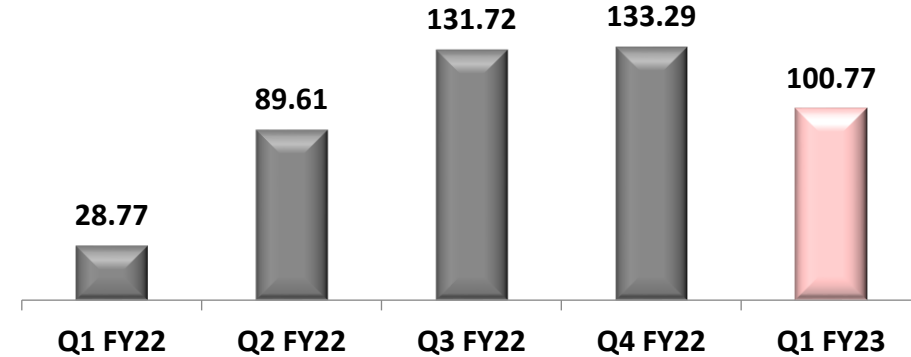
Company repaid all its borrowing and became Debt-Free during FY22 reflecting strong recovery

Financial highlights - Quarterly

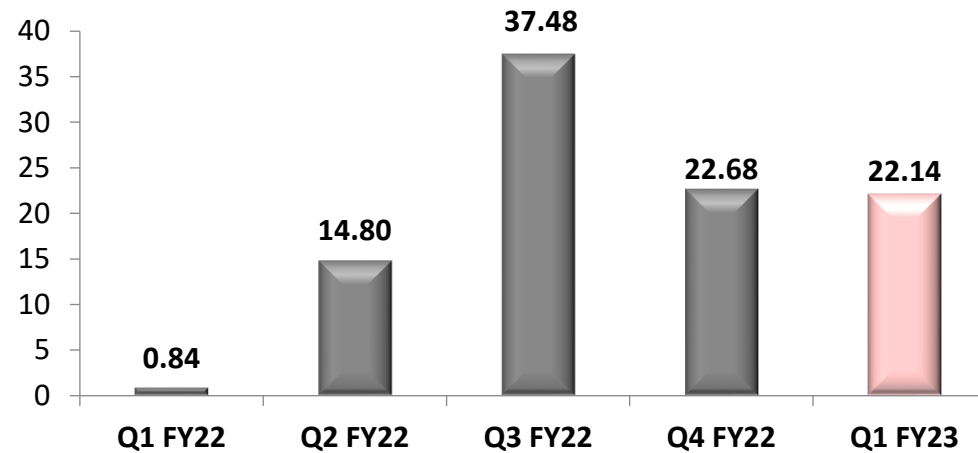
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)

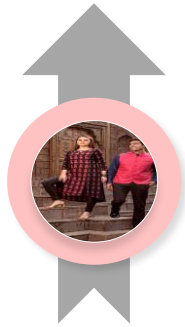


EBITDA excluding Other Income (Rs. Cr)*



*EBITDA numbers are without taking into account IND-AS 116 effect

Financial Highlights* – Q1 FY23 vs Q1 FY22



250.28%

Revenue from Operations
Rs. 100.77 Crore



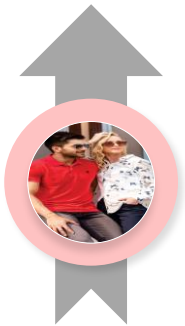
2900.67%

EBITDA
Rs. 22.14 Crore



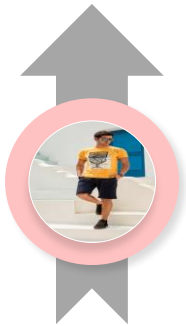
1941 bps

EBITDA Margin
21.97%



1749.43%

PAT
Rs. 15.04 Crore



1810 bps

PAT Margin
14.93%



1744.64%

Basic EPS
Rs. 9.21 vs. Rs (0.56) Q1 FY22

*Numbers are without taking into account IND-AS 116 effect

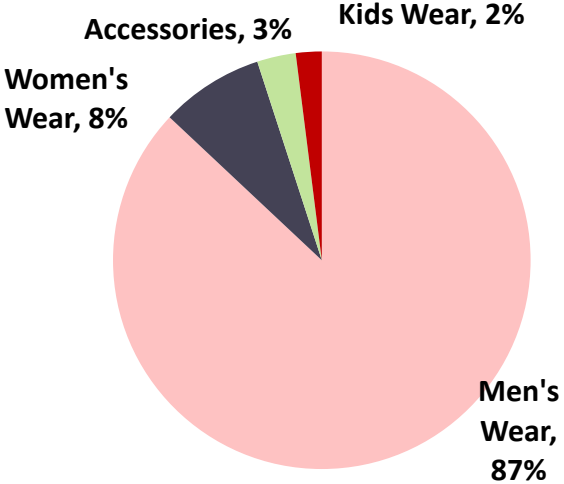
Financial Highlights - Quarterly

Rs. Cr	Q1 FY23 (With IND- AS 116)*	Q1 FY23 (W/O IND AS 116)	Q1 FY22 (With IND- AS 116)*	Q1 FY22 (W/O IND AS 116)	Y-o-Y (%) (With IND- AS 116)*	Y-o-Y (%) (W/O IND AS 116)	Q4 FY22 (With IND- AS 116)*
Revenue from Operations	100.77	100.77	28.77	28.77	250.28%	250.28%	133.29
Raw Materials	16.91	16.91	5.78	5.78			51.06
Employee Cost	21.58	21.58	8.16	8.16			19.38
Job Work Charges	9.85	9.85	1.92	1.92			8.49
Lease Rentals	0.68	13.25	0.42	5.37			0.50
Commission	6.03	6.80	1.98	2.25			9.12
Other Expenses	10.24	10.24	4.54	4.54			10.73
Total Expenditure	65.29	78.63	22.81	28.03			99.28
EBITDA	35.48	22.14	5.96	0.74	495.56%	2900.67%	34.01
EBITDA Margin%	35.21%	21.97%	20.71%	2.56%	1450 bps	1941 bps	25.52%
Other Income	0.90	0.90	6.92	0.84			2.18
Depreciation	12.08	2.72	9.42	2.18			12.12
Interest	5.62	0.42	5.62	0.66			5.97
Profit Before Tax	18.67	19.90	(2.16)	(1.26)			18.10
Tax	4.55	4.85	(0.61)	(0.35)			9.98
PAT	14.12	15.04	(1.55)	(0.91)	1011.77%	1749.43%	8.12
PAT Margin%	14.02%	14.93%	(5.38%)	(3.17%)	1940 bps	1810 bps	6.09%
Basic EPS in Rs.	8.65	9.21	(0.95)	(0.56)	1010.53%	1744.64%	4.98

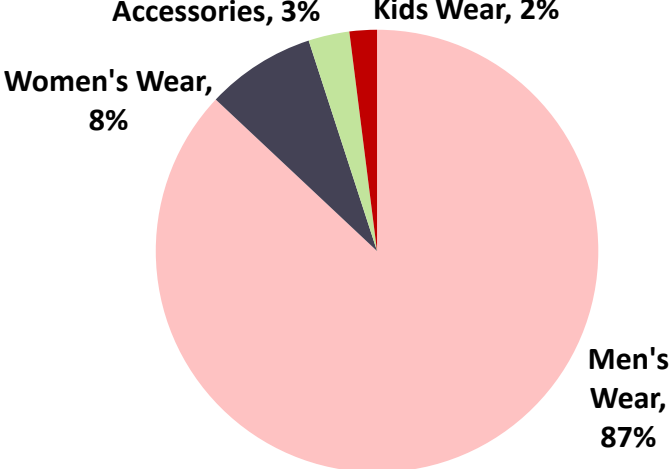
- Addition of new stores, growth in same store sales and significant improvement in Ticket size led to excellent growth in topline (Q1 FY22 was hugely impacted by pandemic)
- Added 23 new stores to reach 401 stores
- Gross Margin improvement on account of pass through of raw material prices
- EBITDA margin improvement on account of higher same store sales, higher average pricing, improving average sales per store

Revenue Break Up

Q1 FY22

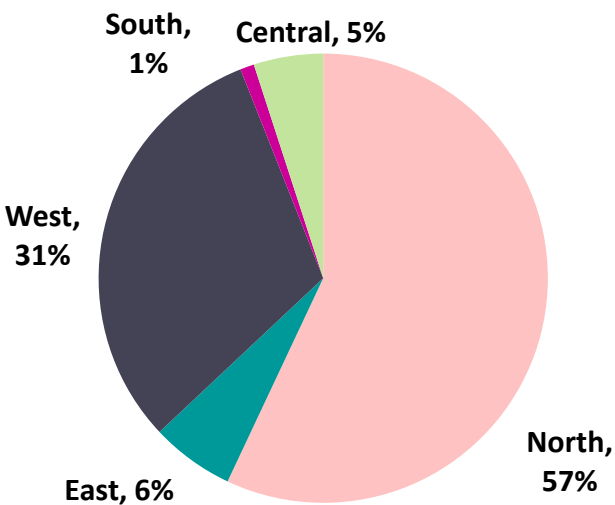
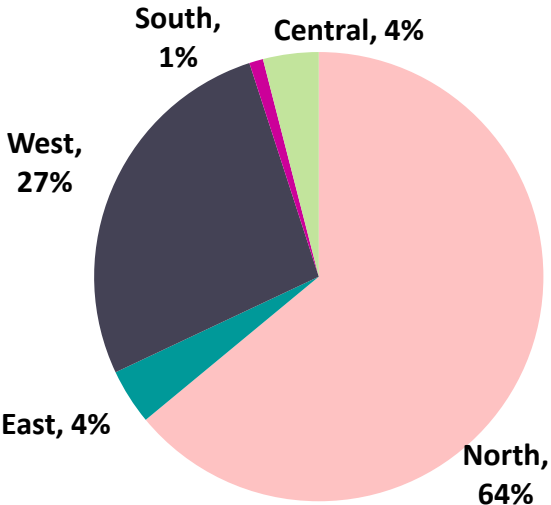


Q1 FY23

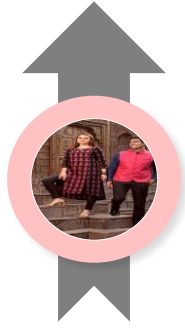


Segmental

Regional



Financial Highlights* – FY22 vs FY21



52.21%

Revenue from Operations
Rs. 383.39 Crore



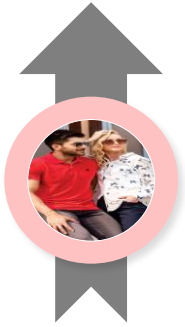
115.33%

EBITDA
Rs. 75.79 Crore



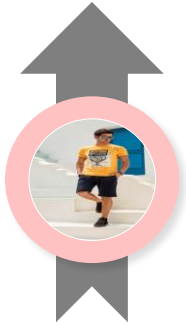
580 bps

EBITDA Margin
19.77%



134.21%

PAT
Rs. 41.82 Crore



382 bps

PAT Margin
10.91%



134.10%

Basic EPS
Rs. 25.61 vs. Rs 10.94 FY21

*Numbers are without taking into account IND-AS 116 effect

Financial Highlights - Yearly

Rs. Cr	FY22* (With IND-AS 116)	FY22 (W/O IND-AS 116)	FY21* (With IND-AS 116)	FY21 (W/O IND-AS 116)	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)
Revenue from Operations	383.39	383.39	251.89	251.89	52.21%	52.21%
Raw Materials	127.85	127.85	87.73	87.73		
Employee Cost	61.99	61.99	41.81	41.81		
Job Work Charges	23.81	23.81	16.85	16.85		
Lease Rentals	1.30	35.36	1.67	24.67		
Commission	25.41	27.24	16.50	17.71		
Other Expenses	31.35	31.35	27.92	27.92		
Total Expenditure	271.71	307.60	192.48	216.69		
EBITDA	111.68	75.79	59.40	35.20	88.01%	115.33%
EBITDA Margin%	29.13%	19.77%	23.58%	13.97%	555 bps	580 bps
Other Income	15.19	2.30	16.74	2.99		
Depreciation	43.30	10.15	39.09	9.49		
Interest	23.99	3.32	24.80	4.88		
Profit Before Tax	59.59	64.62	12.26	23.82		
Tax	21.53	22.80	2.59	5.96		
PAT**	38.06	41.82	9.66	17.86	293.79%	134.21%
PAT Margin%	9.93%	10.91%	3.84%	7.09%	609 bps	382 bps
Basic EPS in Rs.	23.31	25.61	5.92	10.94	293.75%	134.10%

- Revenue also includes sales from e-commerce
- Increase in revenue on account of higher sales from existing and new stores opened
- Company opened 58 new stores in FY22 as compared to 18 stores in FY21
- Higher EBITDA on account of increasing ticket size, higher NOBs and better sales
- Company repaid entire loan and now is zero debt Company**

(Above reasoning based on w/o IND AS 116 adj.)

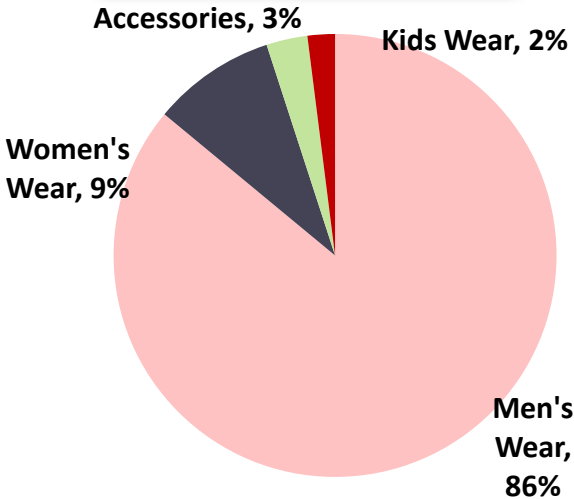
**The Company decided to exercise option available under section 115BAA of the Income Tax Act, 1961 as introduced by Taxation Laws (Amendment) Ordinance, 2019 and recognised deferred tax for year ended 31st March, 2022 on basis of rates prescribed in that section as per Ind AS 12 "Income Taxes". Tax expense for quarter & year ended 31st March, 2021 include one time net - non cash adjustment of Rs 505.75 Lakhs on account of re-measurement of deferred tax assets due to which, net profit for quarter 31st March, 2022 has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 4311.29 lakhs

*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent and commission to depreciation & amortization expenses, finance cost and other income

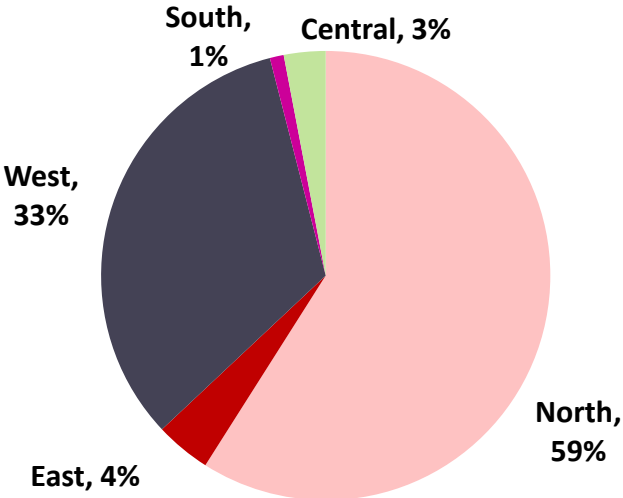
Revenue Break Up

FY21

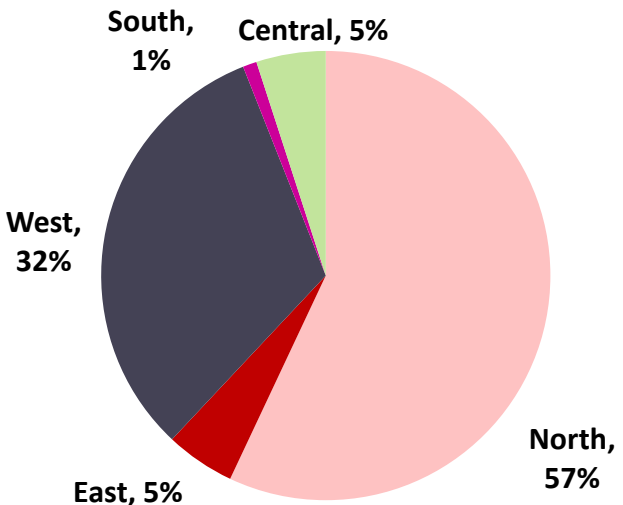
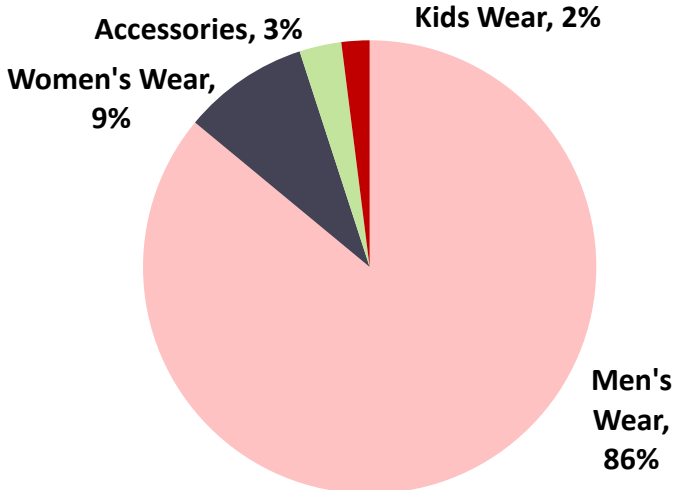
Segmental



Regional



FY22



Balance Sheet Highlights

Rs. Cr	As on 31 st Mar'22	As on 31 st Mar'21
Shareholder's Funds	160.08	124.04
Share capital	16.33	16.33
Other Equity	143.75	107.72
Non-current liabilities	233.43	211.05
Financial Liabilities		
(a) Borrowings	0.00	0.00
(ia) Lease Liability	212.81	192.48
(b) Other Financial Liabilities	12.26	11.39
Provisions	4.30	3.50
Other Non - Current Liabilities	4.06	3.68
Current liabilities	102.32	93.50
(a) Borrowings	0.00	14.37
(ia) Lease Liability	33.58	28.11
(b) Trade Payables		
(i) Total ostd dues of micro & small	12.56	6.46
(ii) Total ostd dues of other than	39.72	32.15
(c) Other Financial Liabilities	8.65	7.18
Provisions	3.01	2.61
Other Current Liabilities	2.76	2.08
Current tax Liabilities (Net)	2.02	0.54
Total Equities & Liabilities	495.83	428.60

Rs. Cr	As on 31 st Mar'22	As on 31 st Mar'21
Non-Current Assets	334.86	281.73
Property, Plant and Equipment	92.45	55.05
Capital work in progress	0.90	2.32
Right of use Asset	202.91	182.15
Investment Property	3.53	3.59
Other Intangible Assets	1.51	0.33
Investments	0.10	0.11
Other Financial Assets	11.88	10.19
Loans	0.00	0.00
Deferred tax assets (Net)	13.90	18.65
Other non-current assets	7.68	9.35
Current Assets	160.96	146.87
Inventories	146.85	123.62
Investments	0.00	0.00
Trade Receivables	3.74	3.89
Loans	0.00	0.00
Cash & Cash Equivalents	3.23	8.32
Other Financial Assets	1.03	4.87
Current tax assets (Net)	0.86	0.86
Other Current Assets	5.25	5.32
Total Assets	495.83	428.60

Company repaid entire loan and now is zero debt Company



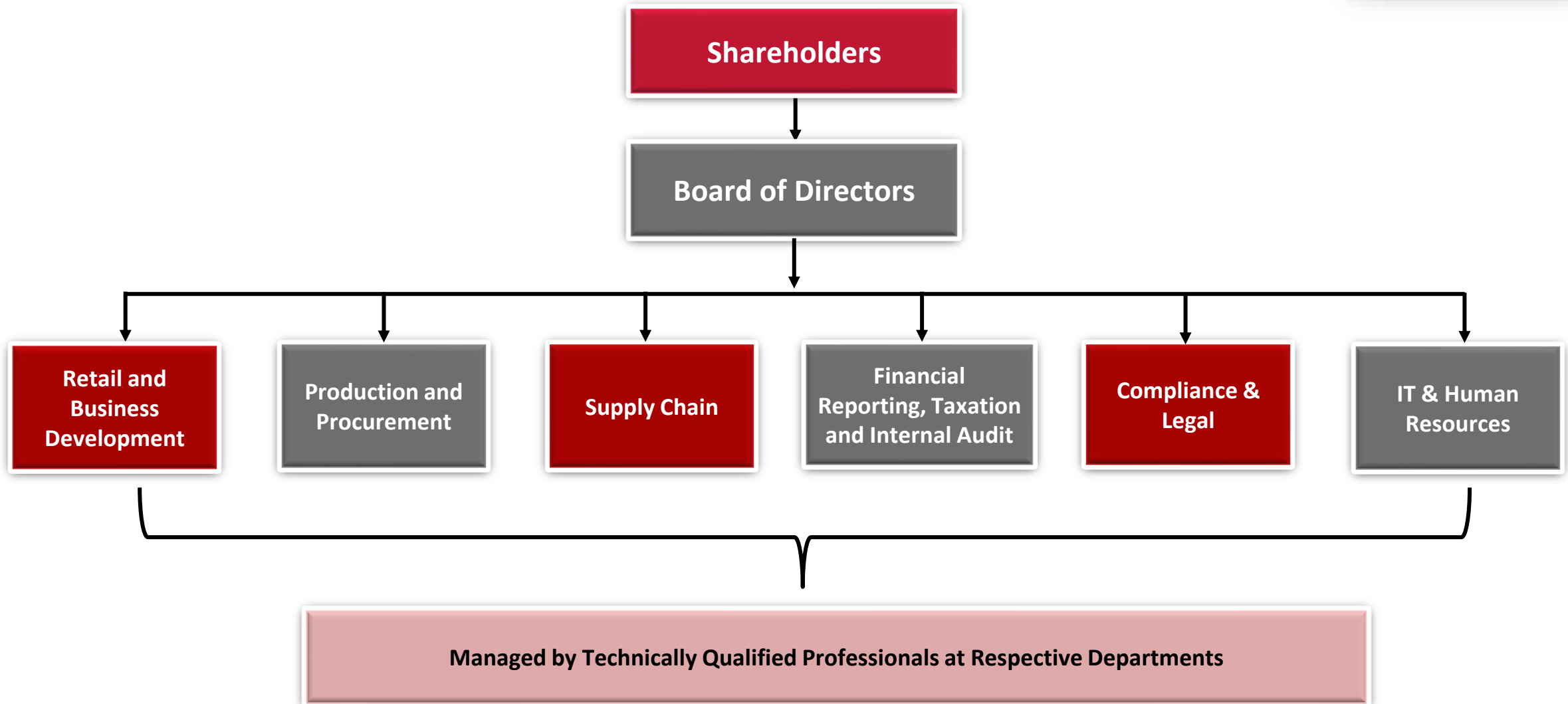
Company Overview

How are we different:

- **Production is divided in three parts –**
 - **one-third** is production at own factory with capacity of 10L pieces per annum
 - **one-third dedicated fabricators**
 - **one-third** on **FOB** basis
- Company **totally controls functioning of dedicated fabricators**, sourcing of raw materials, designing and quality check is done by company **leaving no scope for compromising Cantabil brand name**
- **Zero Debt Company with strong financials**
- This makes **total of two-third own production** and **one-third outsourced** which is mainly knits wear from Ludhiana
- Expansion in **Tier II and III towns and cities has proven to be great success story for company**. There are many aspirational customers in those areas with spending powers but no access to branded products, this gives Company added first mover advantage. We have witnessed most of stores performing extremely well in these towns/cities. Along with this we also continue to expand in Tier I cities
- As far as expansion is concerned, **mix of 70:30 ratio is our strategy in terms of COCO and FOFO** stores respectively – keeping in control most of the stores as per company policy and culture – enabling control and avoiding any chance of dilution of Brand– making this well-adjusted approach of expanding



Organization Structure



Strong & Experienced **Management Team**



Mr. Vijay Bansal

**Chairman &
Managing Director**

- Rich & vast experience in Apparel and Retail Business
- Founded, Promoted and launched Brand “Cantabil” in 2000
- Awarded “Delhi Udyog Ratan Award 2008” by Government of Delhi and “GLOBAL BUSINESS ICON” award by Hon’ble Union Minister of Science & Technology in June 2018



Mr. Deepak Bansal

Whole Time Director

- Graduate in mathematics from Delhi University
- Substantial expertise in Retail Apparel Industry
- Responsible for marketing strategy and spearhead plans to expand
- Explore new markets & increasing retail footprint in India



Mr. Basant Goyal

Whole Time Director

- Graduate in Bachelor of Business Study from Delhi University
- Responsible for Production & overall Administration of Company



**Mr. Shivendra
Nigam (FCA)**

Chief Financial Officer

- Commerce graduate and Chartered Accountant
- Extensive experience in Finance, Accounts, Administration, Management & Tactical planning and Regulatory compliances
- Responsible for ensuring financial, accounting compliances and reporting requirements



**Ms. Poonam
Chahal (FCS, LLB)**

Company Secretary

- Holds Master’s degree in Commerce, degree in law and fellow member of ICSI
- Significant experience in Corporate Law, Securities Law, IPO, Due Diligence, Corporate Governance, Foreign Exchange Law & IPR
- Heads Legal and Compliance Department

Key Strengths - Among Leading Retail Brands in India

State of Art Infrastructure Facilities

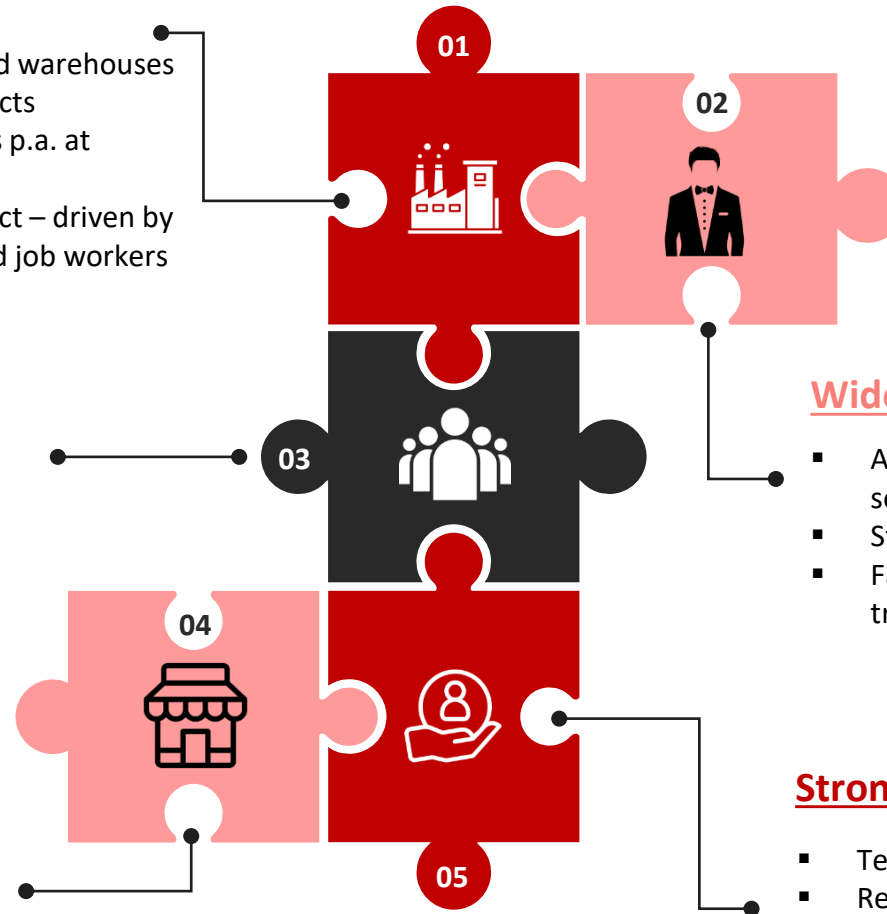
- One owned manufacturing facility and two centralized warehouses to ensure seamless & timely logistics of quality products
- Current combined capacity - 10 Lakh pcs. of garments p.a. at Bahadurgarh factory
- Focus on customer requirement & high-quality product – driven by combination of strong vendor tie-ups for sourcing and job workers
- All outlets at prime locations in respective markets

Dynamic & Experienced Leadership

- Strong management team with rich experience in Retail Industry
- Dedicated and skilled employee base

Robust Retail Presence

- 401 Exclusive Brand Outlets with floor space of 4.62 lacs sq. ft across 18 states
- Out of 401 EBOs - 287 stores are Company operated and 114 stores are Franchise operated
- Strong growing presence in tier 2 & 3 cities



Wide and Diverse Product Portfolio

- Apparel range catering to wide customer base across all segments i.e. men's, ladies and kids
- Strong in-house design and research team
- Fabrics and Fabric designs as per consumers need and prevailing trends

Strong Design and Marketing Team

- Team of 20+ including in-house designers and merchandisers
- Research team strongly focuses on market survey before opening new stores
- Online and offline marketing campaigns carried on by marketing team

Business Overview



CANTABIL ITALY
International Clothing

-

CANTABILI

International Clothing

A collage of nine images illustrating the fashion design process. The images include: a woman in a blue dress; a red top and white pants; a dark blue suit; a woman in a red top and blue shorts; a woman in a red top and green pants; a woman in a red top and blue shorts; a woman in a red top and blue shorts; a woman in a red top and blue shorts; and a woman in a red top and blue shorts.

- ## Kids Wear

-

-

Manufacturing Plant - Haryana



- State-of-art world class manufacturing plant across area of **1.50 Lacs sq. ft.** in Bahadurgarh, Haryana
- Fully integrated infrastructure and systems for **modern manufacturing & retailing with complete automation** - from cutting to manufacturing and finishing of formal and casual trousers, formal shirts & men's suits, waistcoats, blazers in formal, casual and party-wear range
- Current combined capacity to produce **10 Lac pcs. of garments per annum** - casual trousers of 3 lac pcs, formal trousers of 2 lac pcs, suits & jackets of 2 lac pcs and shirts of 3 lac pcs
- Equipped with best brand machines from **JUKI, Durkopp, Brother, Ngai Shing, Kansai, Pfaff, Maier, Siruba, Sako** and latest finishing equipment using hot and cold steam foam finishers from **Veit and Macpi**
- Space and scope to **double existing capacity**
- Recently upgraded facility by investing in washing plant and adding latest machinery

Pan India Presence



Company's strategy to expand in tier 2 and 3 cities has proven to be successful

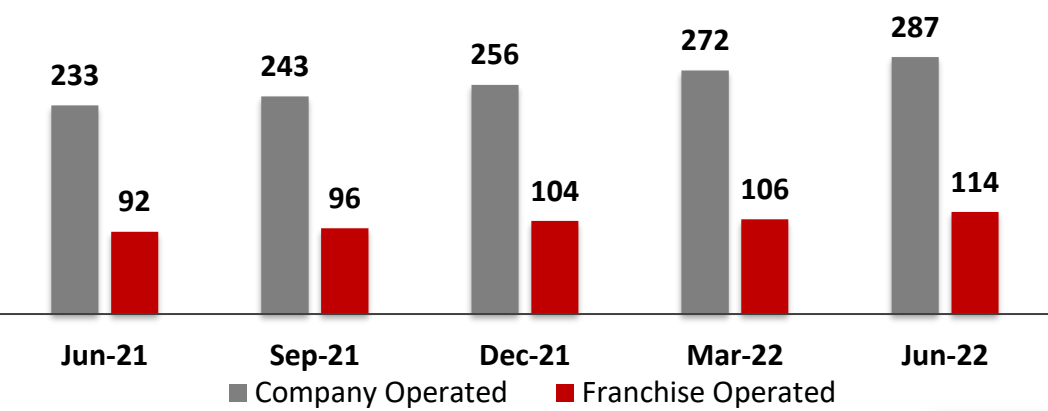
State	30 th Jun' 2022	31 st Mar' 2022
Assam	2	1
Bihar	12	11
Chhattisgarh	9	9
Chandigarh	2	1
Delhi	53	53
Gujrat	25	24
Haryana	47	44
Himachal Pradesh	2	2
Jammu & Kashmir	10	9
Jharkhand	8	8
Madhya Pradesh	14	13
Maharashtra	44	43
Punjab	28	28
Rajasthan	65	63
Telangana	4	4
UP	62	52
Uttaranchal	10	9
West Bengal	4	4
Total	401	378

Exclusive Brand Outlets

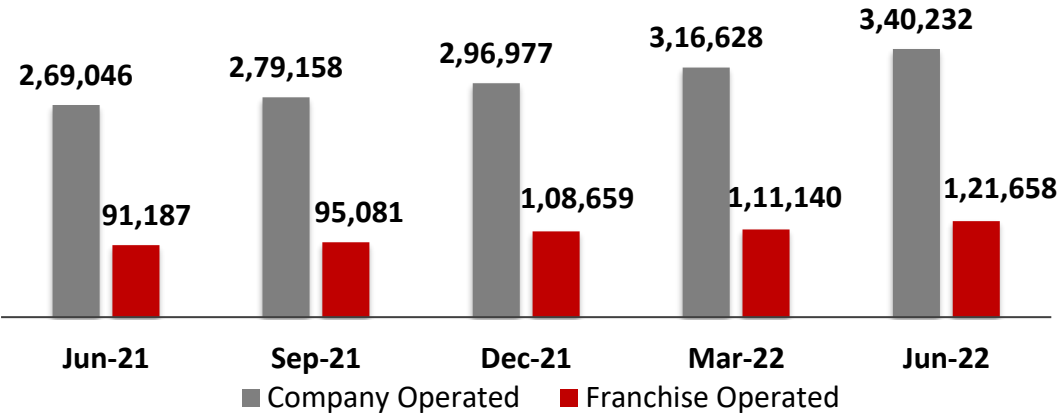


Company & Franchise Operated

No. of Stores

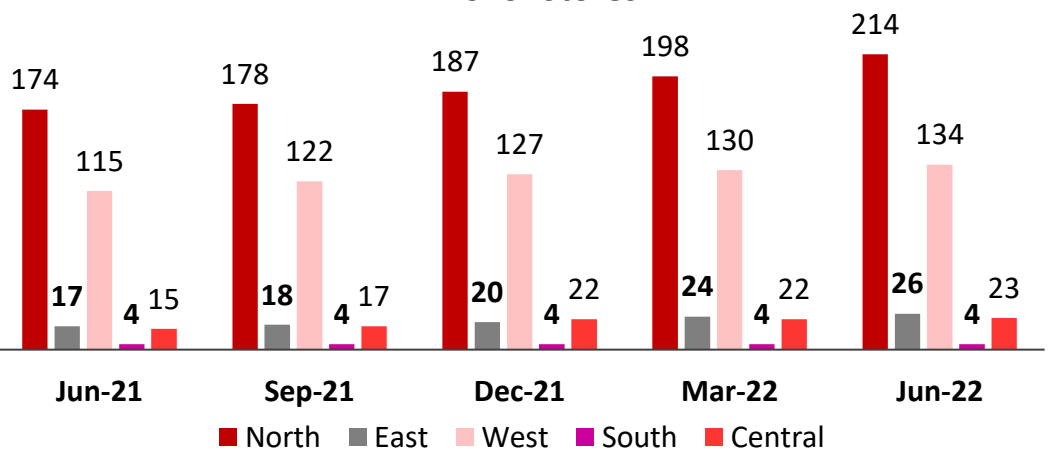


Floor Area

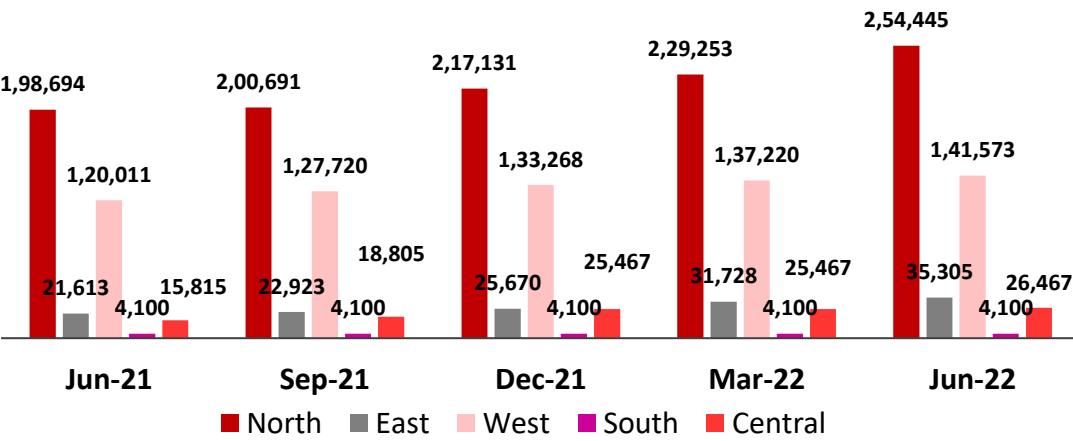


Régional Distribution

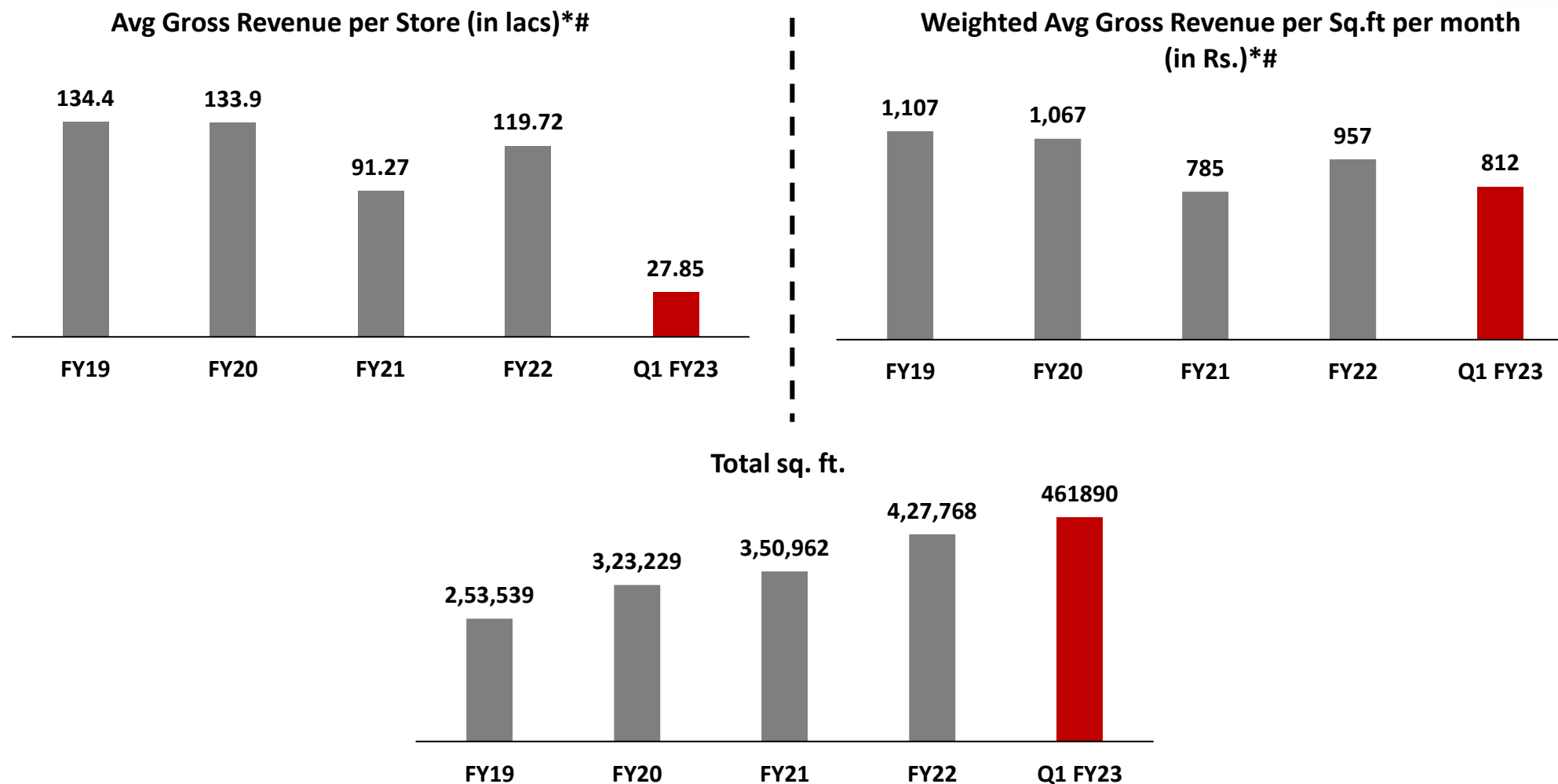
No. of Stores



Floor Area



Avg. Revenue Statistics



*Revenue does not include online sales

- FY21 numbers are mainly impacted due to lockdown in Q1 & Q2 in many parts of India due to COVID-19 - stores were functional on alternate days with reduced working hours in majority states

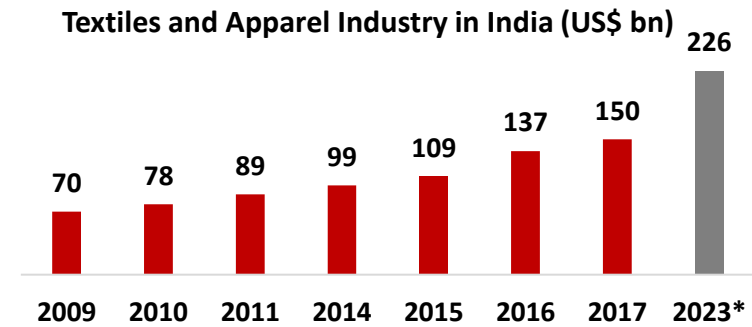
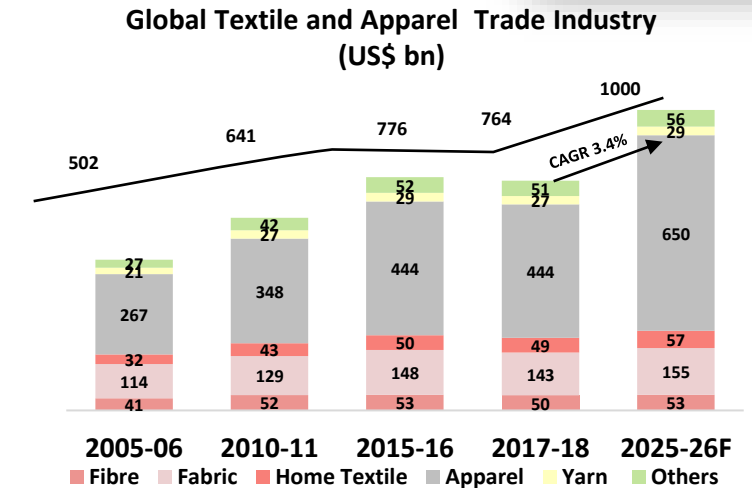


Industry Overview

Indian Apparel Industry



- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear and 21% kid's wear 2025**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh Crores (USD 180 bn) by 2025**
- Fitness and healthcare concerns in youth to lead growth at **high CAGRs of 14%, 14% and 12% in denim, active wear and t-shirts respectively**
- Women's wear - Expected to grow at **CAGR of 9.9%** to reach **US \$44 bn in 2026**
- Urban areas witnessing clear shift in Women's Wear- from saree to salwar kameez, kurti's, shirts, tops, trousers and denims – expected to remain high growth product categories & **grow at CAGR of 12-16%**
- Significant opportunity in branded kid's wear as currently less number of players in India - expected to reach **Rs. 1,57,000 Crores by 2025 at CAGR of approx. 10-11%**
- Due to COVID-19, Indian textile industry fell – yarn and readymade garments exports **fell by 90% during April 2020**
- To survive pandemic – **about 15-20% of over 8000 exporters** in country have resumed operations with **25-30% workforce**
- Export demand to fall further – **US and Europe account for 60% of exports**





Way Ahead

Way Ahead



Increasing Retail Presence

- Open new stores
- Expand exclusive stores for Ladies and kids wear
- Enhancing shopping experience by providing 'Best Brand Mix
- Planned and phased expansion to Deeper penetration in tier 2 & 3 cities
- Plan to reach 700+ stores with target turnover of Rs. 1000 crores in next 4 years



Enhancing manufacturing capacities

- Adopt latest technology and best manufacturing practices to enhance manufacturing capabilities
- Further space and scope to gradually add equal quantity to existing capacity as per increase in demand by sizeable numbers
- Recently upgraded facility by investing in washing plant and adding latest machinery



Reduction of operational costs and achieving efficiency

- Focus on areas to reduce costs and achieve efficiencies in order to remain competitive
- Reduce wastage and control fabrication on production floor through effective supervision
- Company investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management



Widening customer base, Adding new markets and Increasing wallet share

- Growing market opportunities available - endeavor to grow business by adding new customers in existing markets and increasing wallet share of existing customers by adding more product lines
- Increasing geographical presence - identifying new markets in India - expand and enhance across all own brands
- Widen and increase customer base in online space as well

Women empowerment is strategic goal of Cantabil – Company invests in training and skill development of female population leading to overall development of society at large – Company has approx. 1,000 women employees currently



Thank You

Company :

Cantabil Retail India Ltd.

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