



Media Release

271 Number of Stores

H1 FY20 Revenue at Rs. 134.84 crore, YoY growth of 14.77%

H1 FY20 EBITDA (w/o IND-AS 116 effect) at Rs. 12.62 crore, YoY growth of 36%

H1 FY20 EBIDTA Margin (w/o IND-AS 116 effect) at 9.36%, YoY increase of 147 bps

H1 FY20 PAT (w/o IND-AS 116 effect) at Rs 4.17 crore, YoY growth of 69.93%

H1 FY20 PAT Margin (w/o IND-AS 116 effect) at 3.09%, YoY increase of 100 bps

Delhi, 7th November 2019: 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, has announced its un-audited financial results for the quarter and half year ended September 30th, 2019. 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	Q2 FY20 (With IND-AS 116)	Q2 FY20 (W/O IND-AS 116)	Q2 FY19	Y-o-Y (%) (W/O IND-AS 116)	Q1 FY20
Revenue from Operations	76.75	76.75	64.41	19.16	58.09
EBIDTA*	16.43	6.50	4.52	44.02	15.34
EBITDA Margin (%)	21.41	8.48	7.01	147 bps	26.40
PAT	0.15	1.91	1.08	77.27	0.42
PAT Margin (%)	0.20	2.49	1.67	82 bps	0.72
Basic EPS	0.29	1.10	0.66	66.67	0.25

**excluding other income*

Particulars	H1 FY20 (With IND-AS 116)	H1 FY20 (W/O IND-AS 116)	H1 FY19	Y-o-Y (%) (W/O IND-AS 116)
Revenue from Operations	134.84	134.84	117.49	14.77
EBIDTA*	31.77	12.62	9.27	36.05
EBITDA Margin (%)	23.56	9.36	7.89	147 bps
PAT	0.57	4.17	2.46	69.93
PAT Margin (%)	0.42	3.09	2.09	100 bps
Basic EPS	0.35	2.49	1.50	66.00

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended September 30th, 2019:

- Revenue from operations was at **Rs. 76.75 crore in Q2 FY20** as against Rs. 64.41 crore in Q2 FY19 **YoY growth of 19.16%** mainly on account of opening of new stores and increasing sales from existing stores
- EBITDA (excluding other income) stood at **Rs. 16.43 crore**
- EBITDA Margin was **21.41%**
- Profit After Tax was at **Rs. 0.15 crore**
- PAT Margin was **0.20%**
- Basic EPS stood at **Rs. 0.29**

Performance Highlights W/O IND-AS 116 for the quarter ended September 30th, 2019:

- EBITDA (excluding other income) stood at **Rs. 6.50 crore in Q2 FY20** as against Rs. 4.52 crore in the Q2 FY19 **YoY growth of nearly 43.89%** mainly on account of increase in revenue and higher gross margins
- EBITDA Margin in **Q2 FY20 was 8.48%** as against 7.01% in Q2 FY19, a jump of **147 bps**
- Profit After Tax was at **Rs. 1.91 crore in Q2 FY20** as against Rs. 1.08 crore in Q2 FY19
- PAT Margin was **2.49% in Q2 FY20** as against 1.67% in Q2 FY19, a jump of **82 bps**



Performance Highlights with IND-AS 116 for the half year ended September 30th, 2019:

- Revenue from operations was at **Rs. 134.84 crore in H1 FY20** as against Rs. 117.49 crore in H1 FY19 **YoY growth of 14.77%** mainly driven by sales from existing stores as well as newly added 30 stores
- EBITDA (excluding other income) stood at **Rs. 31.77 crore**
- EBITDA Margin was **23.56%**
- Profit After Tax was at **Rs. 0.57 crore**
- PAT Margin was **0.42%**
- Basic EPS stood at **Rs. 0.35**

Performance Highlights W/O IND-AS 116 for the half year ended September 30th, 2019:

- EBITDA (excluding other income) stood at **Rs. 12.62 crore in H1 FY20** as against Rs. 9.27 crore in the H1 FY19 **YoY growth of nearly 36.05%** mainly on account of higher sales and better procurement pricing for raw materials
- EBITDA Margin in **H1 FY20 was 9.36%** as against 7.89 % in H1 FY19, a jump of **147 bps**
- Profit After Tax was at **Rs. 4.17 crore in H1 FY20** as against Rs. 2.46 crore in H1 FY19
- PAT Margin was **3.18% in H1 FY20** as against 2.09% in H1 FY19, a jump of **100 bps** mainly on account of better EBITDA margins



Cantabil Retail India Limited

Management Comment:

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

“It gives me immense pleasure to share with you that this quarter the Company has continued to demonstrate good growth. We have delivered 19.16% revenue growth, 8.48% EBITDA Margin and 2.49% PAT Margin (not considering IND-AS 116). This is mainly driven by increase in sales from existing stores and also from addition of new stores during the first half.

The Company has widespread stores across different geographical locations all over India. Our strategy is to deeply penetrate in tier 2 & 3 cities with full range of products for a better shopping experience and higher customer satisfaction. In line with this, we opened 12 new stores in the second quarter and a total of 36 new stores in the first half of this year. Along with this, we plan to expand our range of products for women’s wear as well as kid’s wear to try and offer all the essential products under one roof and establish Cantabil as a ‘Family Brand’.

I thank the entire team of ‘Cantabil Retail India Limited’ for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued stakeholders, whose support and faith in our Company along with their critical inputs has given us the determination and ambition to grow from strength to strength.”

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 from reputed companies like 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.



Cantabil Retail India Limited

The Company sells its products under the brands- Cantabil, Kaneston, Crozo and Lil Potatoes through over 270 Exclusive Brand Outlets (EBOs) in 16 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.

For more details please visit:

For further information please contact: www.cantabilinternational.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.*