



**October 31, 2023**

The Manager  
Corporate Relationship Department  
BSE Limited  
Floor 25, Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001

**BSE Scrip Code- 533267**

Fax No.: 022-2272 3121/1278/1557/3354

The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East)  
Mumbai - 400 051

**NSE Scrip Symbol: CANTABIL and Series:  
EQ**

Fax No.: 022-26598237/38

**Sub: Earnings Presentation on Un-Audited Financial Results for the Quarter and Half year  
ended September 30, 2023**

Dear Sir/Ma'am,

Please find attached a copy of Company's Q2 FY24 Earnings Presentation, which the Company proposes to share with Analysts/ Investors with respect to its Un-Audited Financial Results for the Quarter and Half year ended September 30, 2023, as approved by the Board of Directors in their meeting held on **October 31, 2023**.

You are requested to take the above on record.

**For Cantabil Retail India Limited**

**POONAM  
CHAHAL**

Digitally signed by POONAM CHAHAL  
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pseudonym=cay4zaqRSUYJ2Hkgd0tY7P7PL9upaNV,  
2.5.4.20=0c18a3d106ad0e7575f6e1285599059259b8957  
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serialNumber=10c4ba7bddcb340578d76cf631cd10f18e27  
c139ad78cf5ae0dcb8feb5e35d, cn=POONAM CHAHAL  
Date: 2023.10.31 14:40:38 +05'30'

**Poonam Chahal  
Company Secretary & Compliance Officer  
FCS No. 9872  
Encl: as above**

**CANTABIL RETAIL INDIA LTD.**

**H.Off. : B-16, Lawrence Road Ind. Area, New Delhi - 110 035. Tel : 011-41414188, 46818101  
e-mail : info@cantabilinternational.com Website : www.cantabilinternational.com CIN No. L74899DL1989PLC034995  
Works : Plot No. 359,360 & 361, Phase 4-B, Sec.-17, HSIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507**



**CANTABIL**  
International Clothing

# CANTABIL RETAIL INDIA LIMITED

Investor Presentation  
Q2 & H1 FY24



# Q2 & H1 FY24 Performance Highlights





# Q2 FY24 - Key Update



## Store Addition

The Company added **21 Stores** (opened 23 & relocated/closed 2) in Q2 FY24

## PSF

The PSF for Q2 FY24 stood at **₹799**

## ASP

The ASP for Q2 FY24 stood at **₹878**



## Retail Area

Total retail area stood at 5.87 lakh sq. ft.

## Average Bill Value

The ABV for the quarter stood at **₹4,187**

## Volume Growth

Volume growth for the Quarter stood at **16.7 %** (Y-o-Y)

*Note: The above-mentioned Value KPI's are inclusive of GST*



# H1 FY24 - Key Update



## Store Addition

The Company added **35 Stores** (opened 41 & relocated/closed 6) in H1 FY24

## PSF

The PSF for H1 FY24 stood at **₹750**

## ASP

The ASP for Q2 FY24 stood at **₹969**



## Retail Area

Total retail area stood at 5.87 lakh sq. ft.

## Average Bill Value

The ABV for the quarter stood at **₹4,191**

## Volume Growth

Volume growth for the Quarter stood at **12.1 % (Y-o-Y)**

*Note: The above-mentioned Value KPI's are inclusive of GST*



# Q2 & H1 FY24 Performance Highlights



Q2 FY24

## Revenue

Grew by  
16% Y-o-Y  
to ₹135 Crs

## Gross Margin

Stood at ₹71.9  
Crs  
-----  
Gross margin  
stood at 53%

## EBITDA

Stood at ₹29.6  
Crs  
-----  
EBITDA margin  
stood at 21.9%

## PAT

Stood at ₹7.5 Crs  
-----  
PAT margin  
stood at 5.5%

H1 FY24

Grew by  
14% Y-o-Y  
to ₹247 Crs

Stood at  
₹144.2 Crs  
-----  
Gross Margin  
stood at 58%

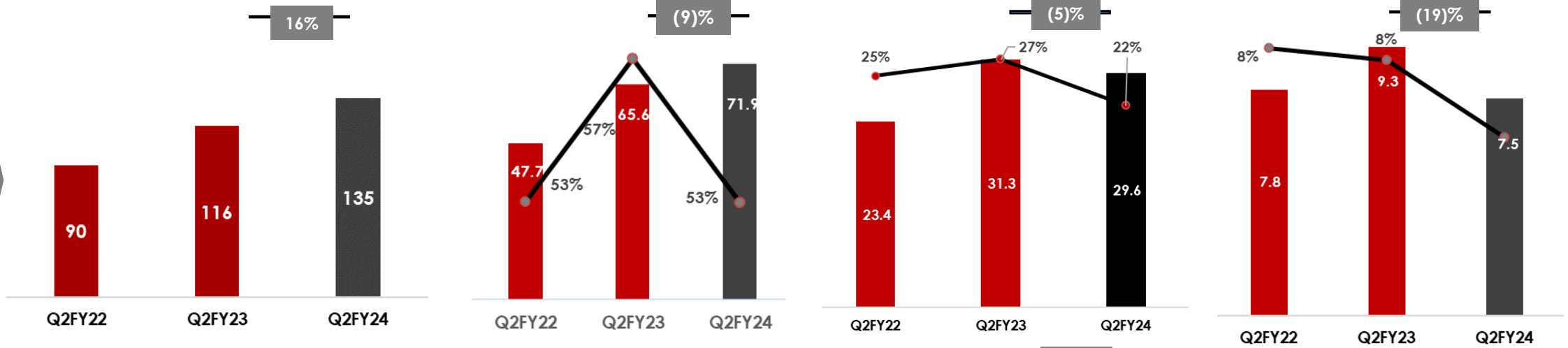
Stood at  
₹64.0 Crs  
-----  
EBITDA margin  
stood at 25.9%

Stood at ₹19.8  
Crs  
-----  
PAT margin  
stood at 8.0%

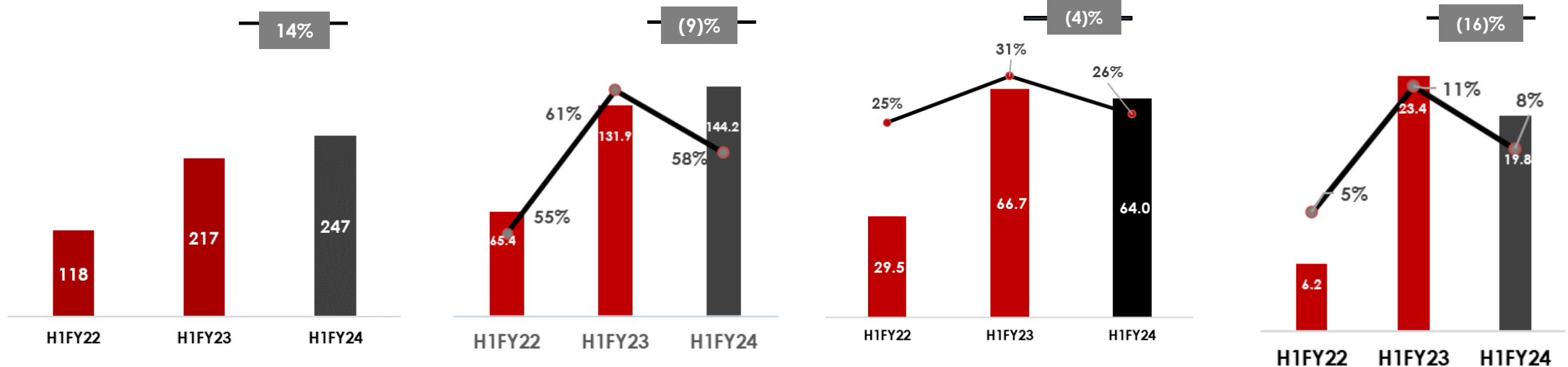
# Key Financial Highlights



Quarter



Half Year



Revenue (₹ Cr)

Gross Margin (₹ Cr)

EBITDA (₹ Cr)

PAT (₹ Cr)

# Profitability Highlights



Particulars (₹ In Crs)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	H1 FY24	H1 FY23	Y-o-Y	FY23
<b>Revenue from Operations</b>	<b>135.1</b>	<b>116.0</b>	<b>16%</b>	<b>111.8</b>	<b>246.9</b>	<b>216.8</b>	<b>14%</b>	<b>551.7</b>
Raw Material Expenses	46.1	27.2		23.3	69.4	44.2		159.6
Job Work Charges	7.9	14.8		6.4	14.3	24.7		46.5
Employee Expenses	28.1	24.2		26.8	55.0	45.8		97.5
Other Expenses	23.5	18.5		20.8	44.3	35.4		84.4
<b>EBITDA</b>	<b>29.6</b>	<b>31.3</b>	<b>-5%</b>	<b>34.4</b>	<b>64.0</b>	<b>66.7</b>	<b>-4%</b>	<b>163.7</b>
<b>EBITDA Margin (%)</b>	<b>21.9%</b>	<b>27.0%</b>		<b>30.8%</b>	<b>25.9%</b>	<b>30.8%</b>		<b>29.7%</b>
Other Income	0.6	0.8		1.1	1.7	1.7		4.4
Depreciation	14.1	13.3		13.4	27.5	25.4		52.5
Finance Cost	7.2	6.3		6.9	14.2	11.9		26.3
<b>Profit before Tax</b>	<b>8.8</b>	<b>12.5</b>	<b>-29%</b>	<b>15.2</b>	<b>24.0</b>	<b>31.1</b>	<b>-23%</b>	<b>89.3</b>
<b>Profit before Tax Margin (%)</b>	<b>6.5%</b>	<b>10.8%</b>		<b>13.6%</b>	<b>9.7%</b>	<b>14.4%</b>		<b>16.2%</b>
Tax	1.3	3.2		3.0	4.3	7.7		22.0
<b>Profit After Tax</b>	<b>7.5</b>	<b>9.3</b>	<b>-19%</b>	<b>12.3</b>	<b>19.8</b>	<b>23.4</b>	<b>-16%</b>	<b>67.2</b>
<b>PAT Margin (%)</b>	<b>5.5%</b>	<b>8.0%</b>		<b>11.0%</b>	<b>8.0%</b>	<b>10.8%</b>		<b>12.2%</b>
Other comprehensive income	0.3	-0.1		-0.1	0.2	-0.1		-0.2
<b>Total other comprehensive income</b>	<b>7.8</b>	<b>9.2</b>	<b>-15%</b>	<b>12.2</b>	<b>20.0</b>	<b>23.3</b>	<b>-14%</b>	<b>67.0</b>
<b>Basic EPS</b>	<b>4.6</b>	<b>5.7</b>		<b>7.5</b>	<b>12.1</b>	<b>14.3</b>		<b>41.2</b>
<b>Diluted EPS</b>	<b>4.6</b>	<b>5.7</b>		<b>7.5</b>	<b>12.1</b>	<b>14.3</b>		<b>41.2</b>







# Profitability Highlights (Pre IND AS 116)



Particulars (₹ In Crs)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	H1 FY24	H1 FY23	Y-o-Y	FY23
<b>Revenue from Operations</b>	<b>135.1</b>	<b>116.0</b>	<b>16%</b>	<b>111.8</b>	<b>246.9</b>	<b>216.8</b>	<b>14%</b>	<b>551.7</b>
Cost of Material Consumed	46.1	27.2		23.3	69.4	44.2		159.6
Employee Expenses	28.1	24.2		26.8	55.0	45.8		97.5
Other Expenses	48.0	47.7		43.2	91.2	87.8		189.5
<b>EBITDA</b>	<b>12.9</b>	<b>16.9</b>	<b>-24%</b>	<b>18.4</b>	<b>31.3</b>	<b>39.0</b>	<b>-20%</b>	<b>105.1</b>
<b>EBITDA Margin (%)</b>	<b>9.5%</b>	<b>14.5%</b>		<b>16.5%</b>	<b>12.7%</b>	<b>18.0%</b>		<b>19.0%</b>
Other Income	0.6	0.8		1.1	1.7	1.7		4.4
Depreciation	3.8	3.2		3.3	7.1	5.9		13.2
Finance Cost	1.0	0.7		0.9	2.0	1.1		3.0
<b>Profit before Tax</b>	<b>8.6</b>	<b>13.8</b>	<b>-38%</b>	<b>15.3</b>	<b>23.9</b>	<b>33.7</b>	<b>-29%</b>	<b>93.3</b>
<b>Profit before Tax Margin (%)</b>	<b>6.4%</b>	<b>11.9%</b>		<b>13.7%</b>	<b>9.7%</b>	<b>15.5%</b>		<b>16.9%</b>





# Balance Sheet



ASSETS (₹ In Crs)	Sep'23	Mar'23
<b>NON-CURRENT ASSETS</b>	<b>410.4</b>	<b>372.8</b>
Property, plant & equipment	110.3	103.1
Capital work-in-progress	22.9	12.0
Investment Property	3.5	3.5
Right-of-use assets	230.9	215.3
Other Intangible assets	1.4	1.4
Financial Assets		
Investments	0.1	0.1
Other Financial Assets	14.0	12.5
Deferred Tax Assets (net)	19.3	16.7
Other Non - current assets	8.1	8.2
<b>CURRENT ASSETS</b>	<b>267.1</b>	<b>237.8</b>
Inventories	233.6	218.0
Investments	0.0	0.0
Trade receivables	14.5	9.5
Cash & Cash Equivalents	2.4	1.4
Other Financial Assets	1.6	1.5
Current Tax Assets (net)	5.7	1.0
Other Current assets	9.3	6.4
<b>TOTAL ASSETS</b>	<b>677.4</b>	<b>610.6</b>

EQUITY & LIABILITIES (₹ In Crs)	Sep'23	Mar'23
<b>EQUITY</b>	<b>237.3</b>	<b>221.4</b>
Equity Share capital	16.3	16.3
Other equity	220.9	205.0
<b>NON-CURRENT LIABILITIES</b>	<b>263.0</b>	<b>250.0</b>
Borrowings	0.0	0.0
Lease Liability	234.8	223.9
Other financial liabilities	13.2	12.7
Provisions	7.6	5.9
Other Non-Current Liabilities	7.5	7.4
<b>CURRENT LIABILITIES</b>	<b>177.2</b>	<b>139.3</b>
Borrowings	46.9	23.4
Lease Liability	43.5	38.8
Trade Payables	56.5	56.6
Other Financial Liabilities	19.8	12.2
Other current liabilities	4.3	4.0
Provisions	6.2	4.4
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>677.4</b>	<b>610.6</b>



# Cash Flow



Particulars (₹ In Cr)	H1 FY24	H1 FY23	FY23
<b>PBT</b>	<b>24</b>	<b>31</b>	<b>89</b>
Adjustments	41	37	78
<b>Operating profit before working capital changes</b>	<b>65</b>	<b>68</b>	<b>167</b>
Changes in working capital	(13)	(44)	(65)
<b>Cash generated from operations</b>	<b>52</b>	<b>24</b>	<b>102</b>
Direct taxes paid (net of refund)	(12)	(13)	(27)
<b>Net Cash from Operating Activities</b>	<b>40</b>	<b>11</b>	<b>75</b>
<b>Net Cash from Investing Activities</b>	<b>(25)</b>	<b>(16)</b>	<b>(34)</b>
<b>Net Cash from Financing Activities</b>	<b>(14)</b>	<b>6</b>	<b>(43)</b>
<b>Net Change in cash and cash equivalents</b>	<b>1</b>	<b>1</b>	<b>(2)</b>
Opening Cash Balance	1	3	3
<b>Closing Cash Balance</b>	<b>2</b>	<b>4</b>	<b>1</b>

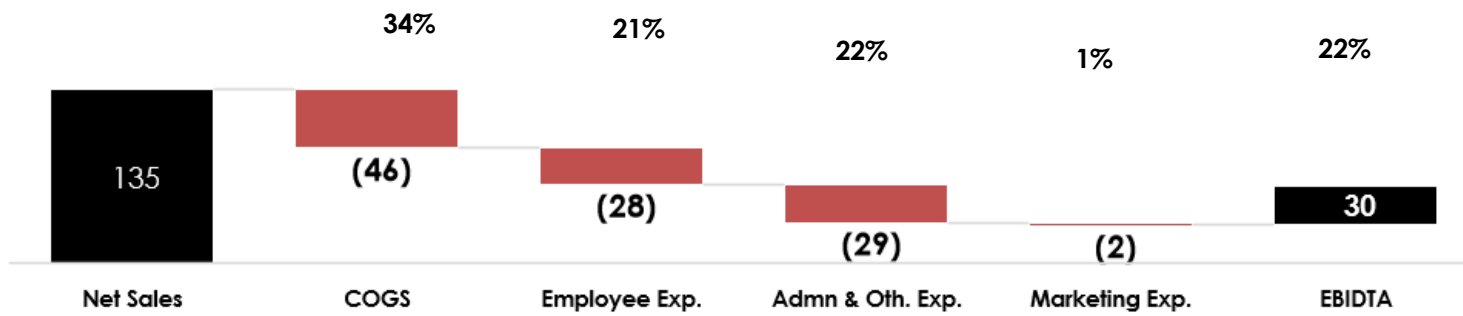




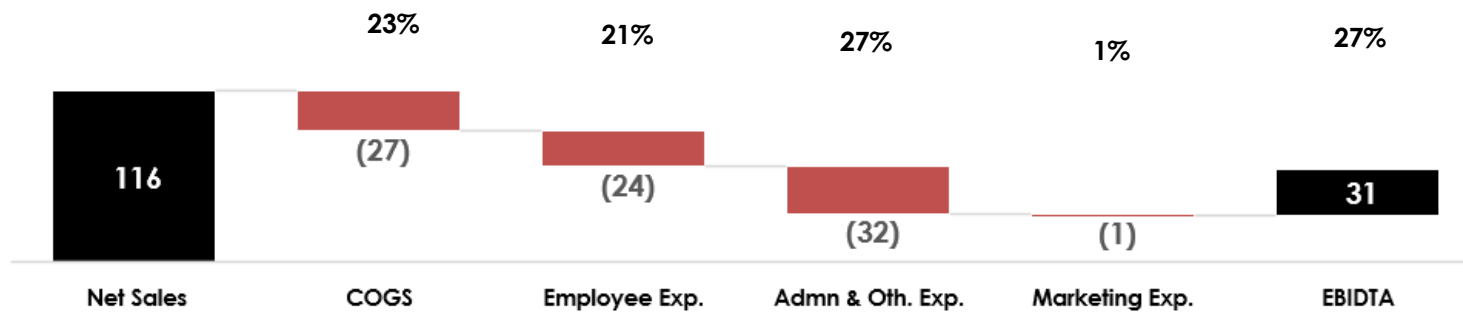
# Operational Matrix



## Q2 FY 24



## Q2 FY 23

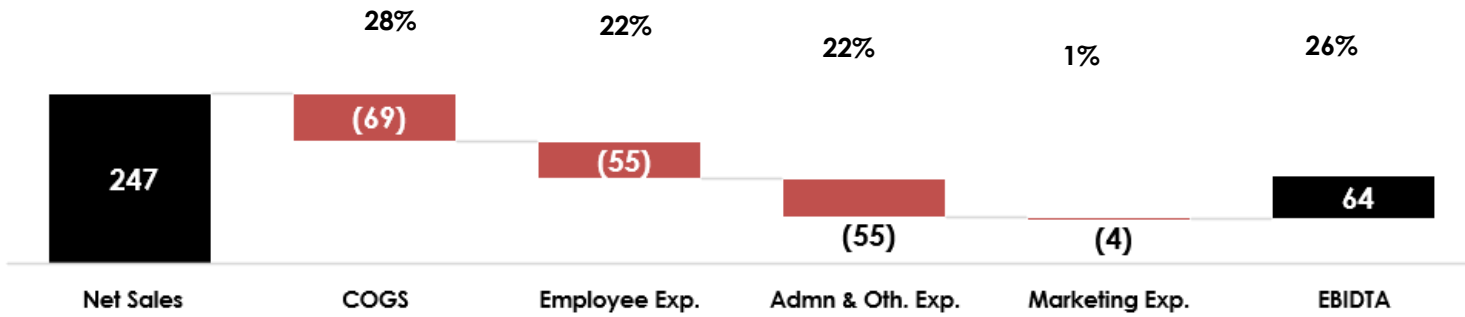




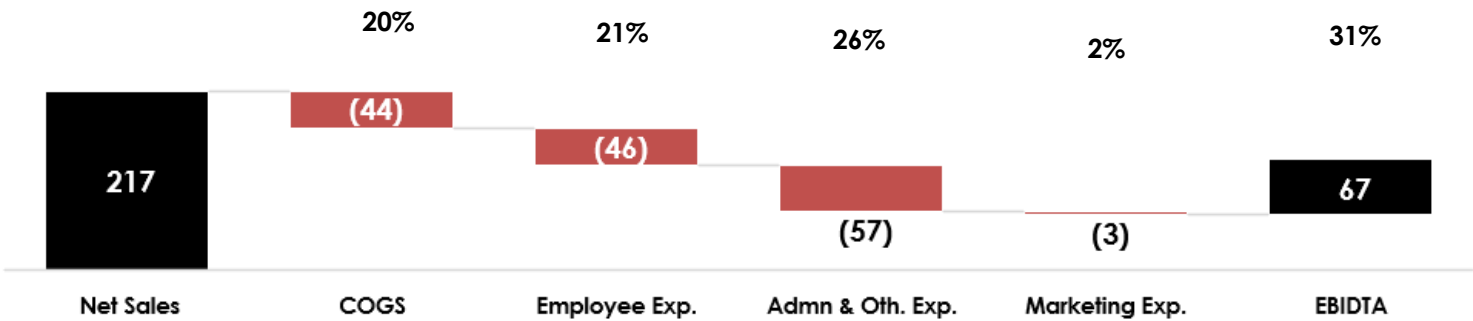
# Operational Matrix



## H1 FY 24



## H1 FY 23



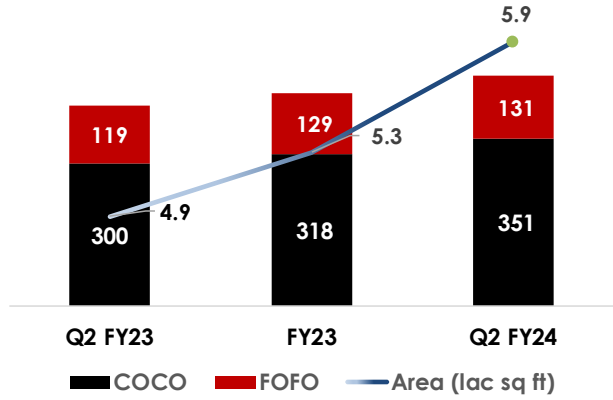


# Key Operational Matrix

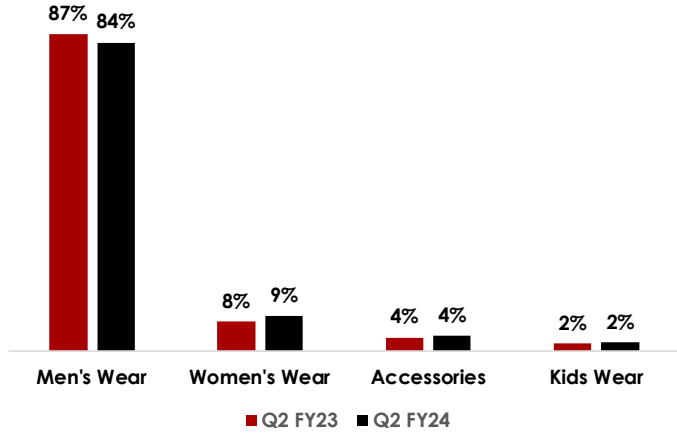


Quarter

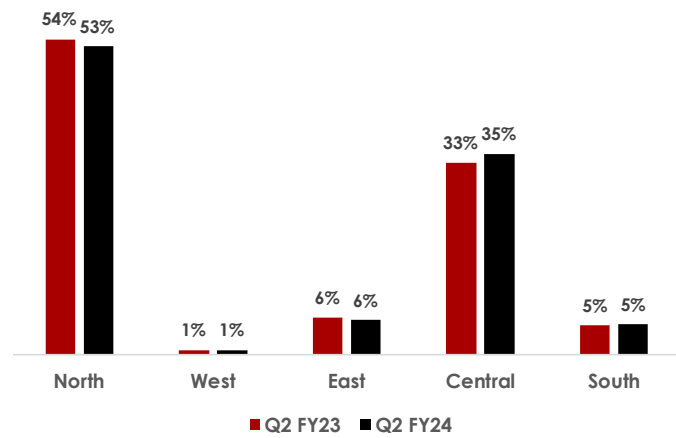
### No of stores & Retail space



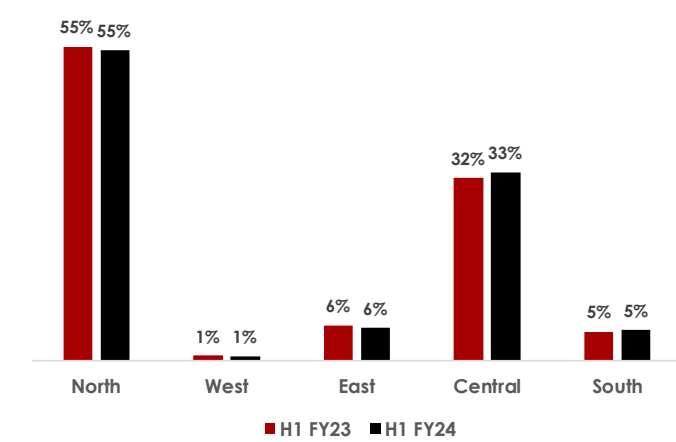
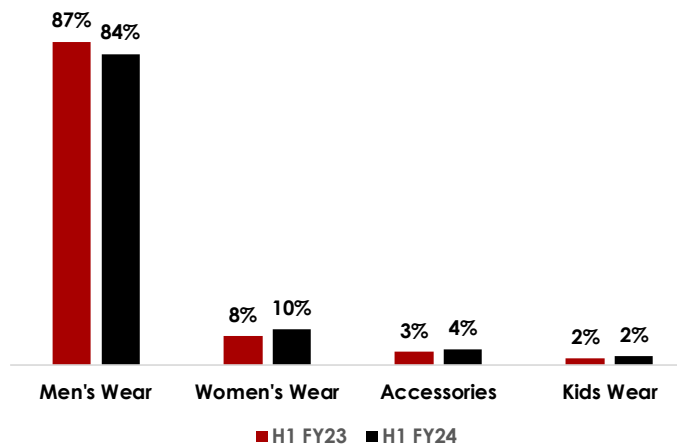
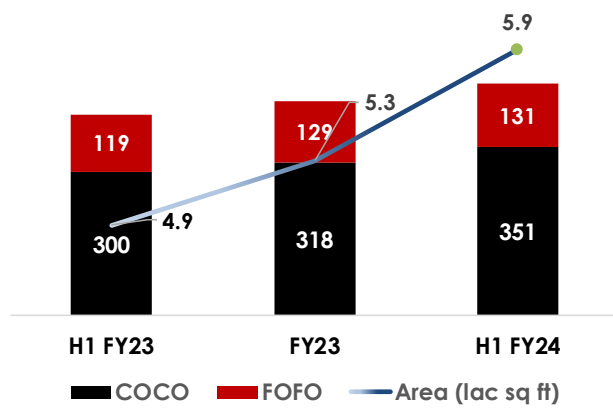
### Revenue Category wise (%)



### Revenue Region wise (%)



Half Year



# Corporate Overview





# Integrated Retail Play

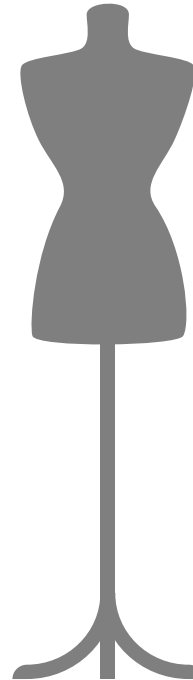


**Cantabil Retail India Ltd.** is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**



The Company started its garments manufacturing and retailing business in the year **2000** and opened its **first Cantabil store** in September, 2000 in New Delhi

To capitalize on brand image, launched **women's** segment in **2007** & **Men's** accessory category in **2013**



The **CANTABIL brand** offers the complete range of formal-wear, party-wear, casuals & ultracausal clothing for Men and Women in the middle to high income group.

In the last 23 years, CANTABIL has become a complete family wear brand



Network of **480+** exclusive retail outlets & employee strength of more than **4,100+** spread across India



# Presence across categories



## Men's Wear

- Cantabil – 23 years old established brand with growing acceptance
- Highly popular in Mid-premium segment
- Formals, Casuals, Ultra Casuals, Woolen, Knitwear



## Women's Wear

- Retailing ladies wear since 2007
- Complete & diverse range of fashion outfits for women – Shirts, Tops, Leggings, Kurtas, Kutris, Capri, Pants, Jeans etc.



## Kid's Wear

- For kids from 3-14 years
- Comfortable clothing with high fabric quality and soft hand feel
- Exciting range of apparels – Shirts, T-shirts, denims, tops, jeggings, shorts etc.

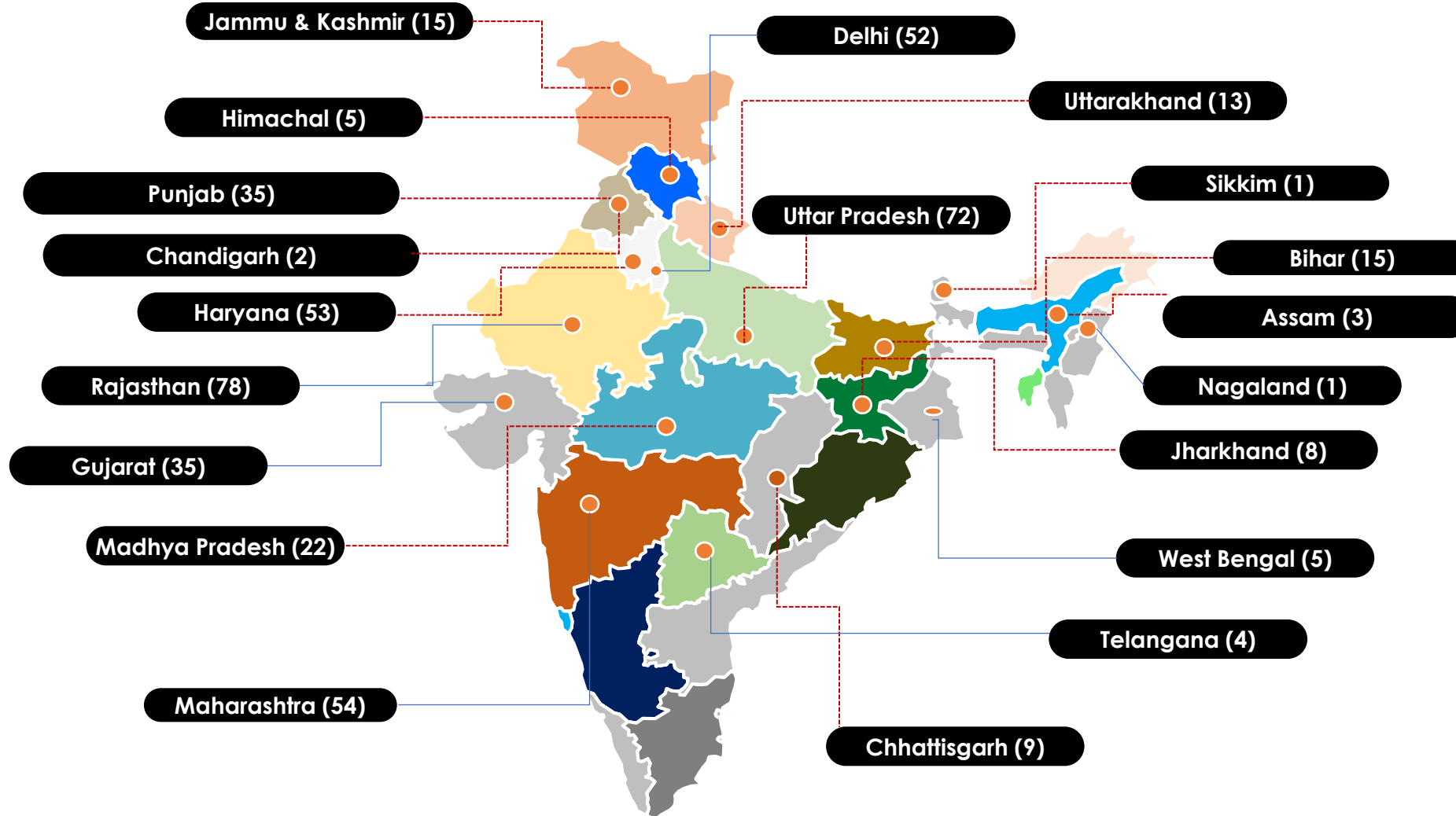


## Accessories

- Well-known brand in men's accessories
- Offers Innerwear, Belts, Socks, Ties, Handkerchief, Deo, etc



# Geographical Reach



# Focused & 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



**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. 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



**Basant Goyal**

**Whole Time Director**

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



**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





*Mr. Rajeev Sharma*

### Independent Director

- B.Sc., B.Ed., LLB(Academic),MBA
- Mr Rajeev Sharma joined Haryana Civil Services in 1976 and elevated to IAS-allotted 1989 Batch. During his 35 years of service, he served in department of Agriculture, Tourism and Hospitality, Cooperation, Education, Information & Culture Affairs, Social welfare etc.



*Mr. Balvinder Singh Ahluwalia*

### Independent Director

- Masters in Management Studies from the University of Mumbai. Mr. Ahluwalia also holds a diploma in Export Marketing and Documentation from PHD Chamber of Commerce and Industries.
- He has more than 25 years of professional experience in Retail, Textile and Export Sectors; winning accolades across industries.



*Ms. Renu Jagdish*

### Independent Director

- Chartered Accountant and Company Secretary
- She has more than 30 years of experience in Audit, Accounts, Company Law Matters and taxation.





# Leading organized **lifestyle apparel brand**



## Incorporation

Incorporated in 1989,  
with 35 years of industry  
leading experience

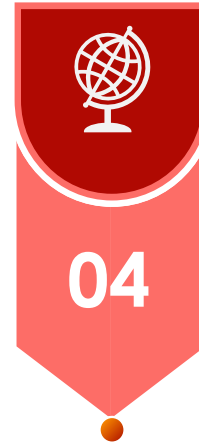
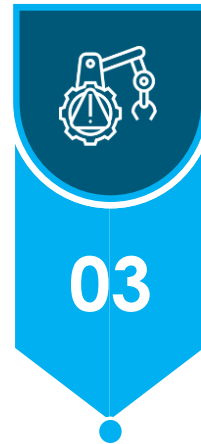


## Brand

**Cantabil** brand  
established - 23 years  
and counting

## Capacity

Capacity to  
manufacture 15 lakh  
garments per annum  
with Facility spread  
over 2.0 lakh sq. ft.

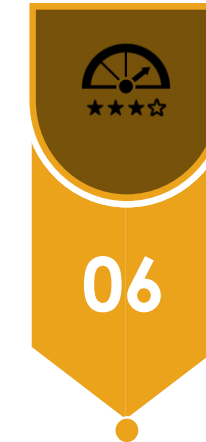


## Presence

482 Brand store spread  
across 246 cities  
covering 20 states

## Return Ratio

Industry leading ROCE  
of 47%  
& Healthy ROE of 30%  
for FY 2023



## Credit Rating

'A-' (Stable) rating  
from ICRA even under  
most complex times of  
Covid

## Employees

**4,100+**  
Employees strength  
(both skilled & semi-  
skilled)





# Focus Area



## Increasing Retail Presence

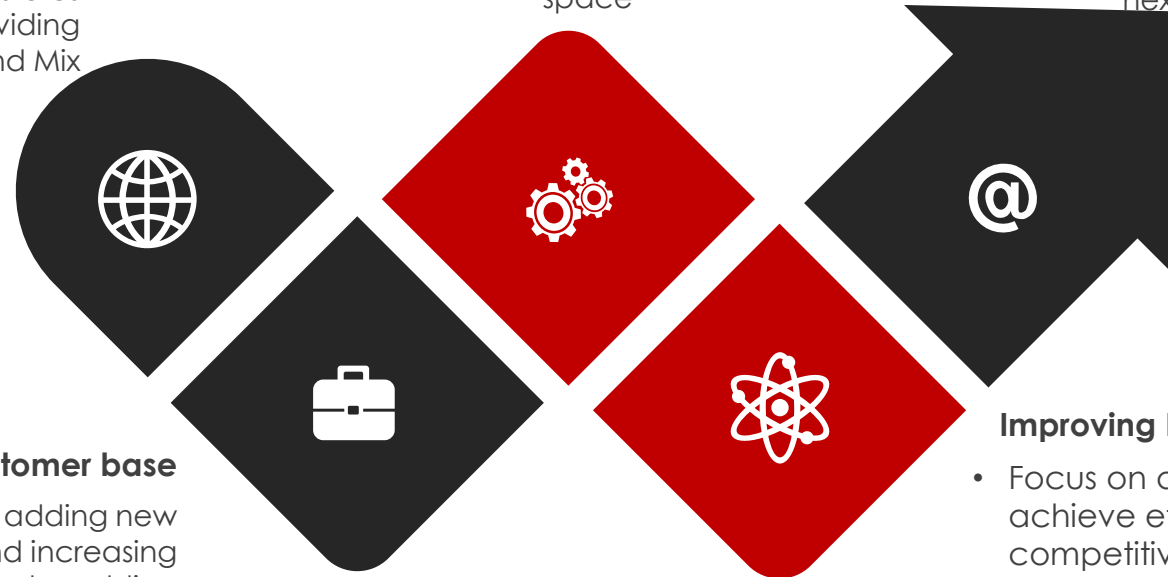
- Increasing our store network to 700 over next 2-3 years
- Planned expansion in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores
- Enhancing shopping experience by providing Best Brand Mix

## Enhancing Manufacturing Capacities

- Recently upgraded facility by investing in washing plant and adding latest machinery
  - Invest in technology to enhance manufacturing capabilities
- Scope for doubling the capacity in the same space

## Increasing Online Presence

- Building a strong online presence through effective digital marketing strategies, social media marketing, and targeted advertising
- Target increase in revenue contribution from current 2% - 3% to around 8% - 10% in the next 2-3 years



## Widening Customer base

- 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

## Improving Efficiencies

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

# Select Recent EBO Opening







# Media Coverage & Advertisement



## Cantabil Retail invests Rs 5 crore to foray into footwear and athleisure category

Apart from this, the brand is also planning to open 12 EBOs offering exclusively women's and kids' apparel and accessories.



Charu Lamba + ETRetail  
Updated On Jul 25, 2023 at 07:48 AM IST

Read by  
634 Industry Professionals



Apparel brand Cantabil Retail is planning to foray into the footwear and athleisure category by opening 5 exclusive brand outlets by September, Deepak Bansal, director, Cantabil Retail told ETRetail.

Apart from this, the brand is also planning to open 12 EBOs offering exclusively women's and kids' apparel and accessories.

"This fiscal, we plan to open 80 new stores in tier II and tier III cities, and out of these 80 stores, 12 stores will be exclusively for women's and kids' apparel and accessories and 5 will be offering footwear and athleisure category," he stated.

"These 5 stores will offer products under 3 main categories - athleisurewear, footwear, and innerwear," he added.

## Cantabil Retail expands its retail presence with the opening of a new store in Rajouri The new store will offer a full range of formal-wear, casuals, and ultra-casual clothing for Women & Kids

KT NEWS SERVICE

RAJOURI, September 6, 2023: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, has announced the opening of its retail store in Rajouri, Jammu & Kashmir. Spread across an area of 1,129 Sqft., this brand's store is located at Old Salani Bridge, Rajouri Poonch, National Highway, Near Hotel Ashirwad, Rajouri, Jammu & Kashmir - 185132.

Commenting on the opening of the store, Mr. Deepak Bansal, Director, Cantabil Retail India Ltd. said, "We are delighted to announce the launch of our new retail store in Rajouri. Cantabil Retail as a brand has been well received and admired amongst our customers in the mid-premium segment, across all age groups. In order to ensure the availability of trendy yet competitive fashion apparel to our customers, we have

opened our 14th retail store in Jammu & Kashmir. Today, we have a strong presence across the length and breadth of the country and aim to aggressively expand our retail presence further over the next few years."

The all-new Cantabil Retail store represents the future of retail experience for its customers, as they offer a full range of formal-wear, casuals, and ultra-casual clothing for women & kids at competitive price. With this store opening, Cantabil retail has reached to 475 store mark across India and plans to continue expanding its retail presence.

Cantabil Retail has always been at the forefront of offering premium clothing in cutting-edge style. Every year, the brand keeps curating a cozy yet classic and stylish apparel assortment, giving it a new narrative that relates to the rapidly shifting times we live in.



## store in Rajouri

NL Correspondent

Rajouri: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, has announced the opening of its retail store in Rajouri, Jammu & Kashmir. Spread across an area of 1,129 Sqft., this brand's store is located at Old Salani Bridge, Rajouri Poonch, National Highway, Near Hotel Ashirwad, Rajouri, Jammu & Kashmir - 185132.

Commenting on the opening of the store, Mr. Deepak Bansal, Director, Cantabil Retail India Ltd. said, "We are delighted to announce the launch of our new retail store in Rajouri. Cantabil Retail as a brand has been well received and admired amongst our customers in the mid-premium segment, across all age groups. In order to ensure the availability of trendy yet competitive fashion apparel to our



customers, we have opened our 14th retail store in Jammu & Kashmir. Today, we have a strong presence across the length and breadth of the country and aim to aggressively expand our retail presence further over the next few years."

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## कैटबिल रिटेल ने रूडकी में नए स्टोर की ओपनिंग के साथ अपनी रिटेल मौजूदगी का किया विस्तार

वीर अर्जुन संवाददाता रूडकी, । भारत के जाने-माने परिधान निर्माताओं एवं रोटेलरों में से एक कैटबिल रिटेल इंडिया लिमिटेड ने उत्तराखण्ड, रूडकी में अपने 2 रिटेल स्टोर के ओपनिंग की घोषणा की। 1400 वर्ग फुट के स्टोर शांभूडास नंबर 343 जीएफएफएफ, रूडकी रोड, एनएच-58, सिविल लाइंस, रूडकी -247667 पर स्थित है।

कैटबिल का नया स्टोर उपभोक्ताओं के लिए रिटेल अनुभव के भविष्य की अभिव्यक्ति करता है, ब्राण्ड प्रतिस्पर्धी कीमतों पर पुरुषों के लिए फॉर्मल-बियर, कैजुअल एवं अल्ट्रा-कैजुअल परिधानों की सम्पूर्ण रेंज लेकर आता है। इस स्टोर की ओपनिंग के साथ स्टोर्स की संख्या 464 तक पहुंच गई है साथ ही ब्राण्ड ने अपनी

रिटेल मौजूदगी के विस्तार को जारी रखने की योजनाएं बनाई है।

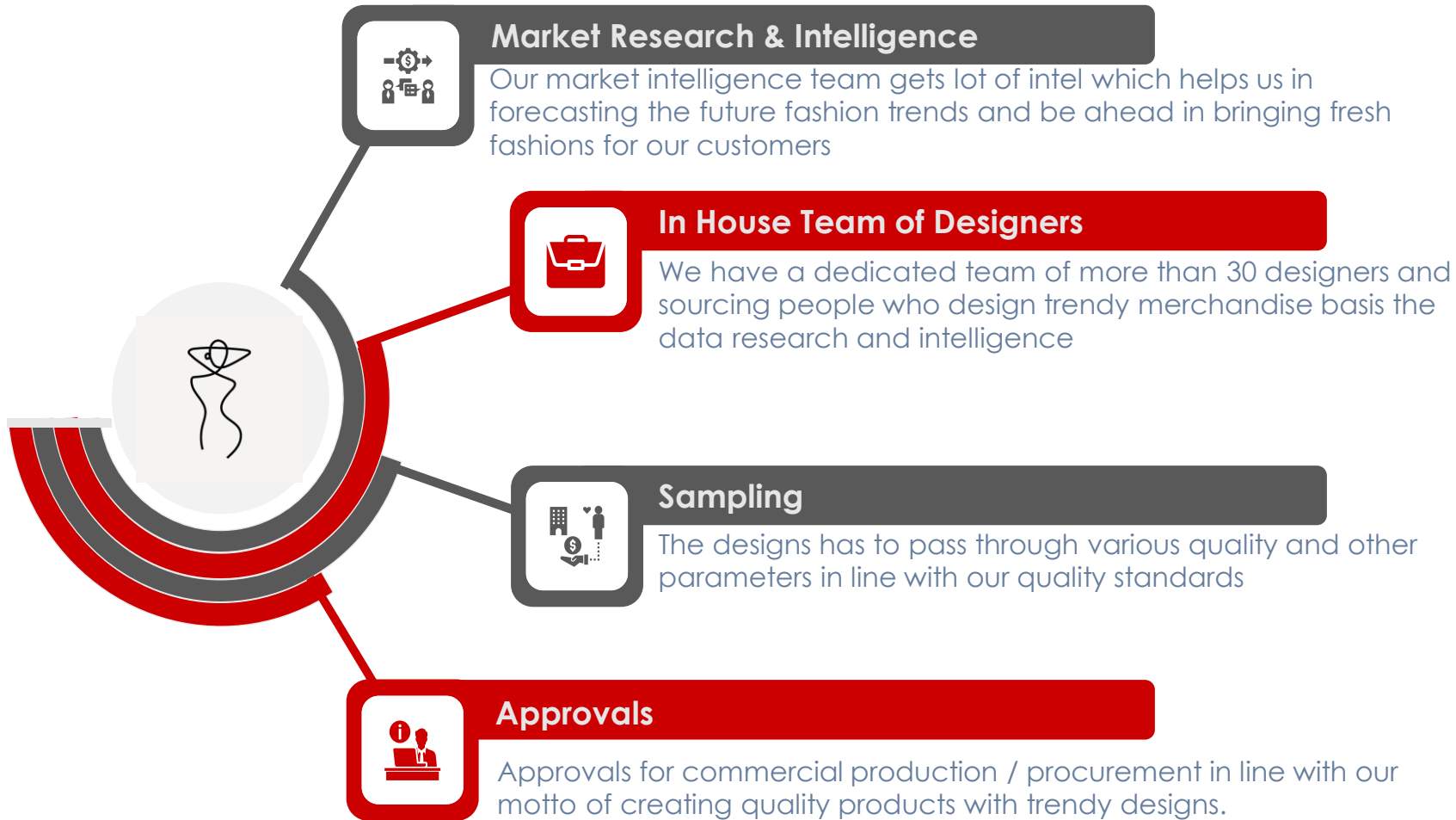
स्टोर की ओपनिंग पर अपने विचार व्यक्त करते हुए दीपक बंसल, डायरेक्टर, कैटबिल रिटेल इंडिया लिमिटेड ने कहा, " रूडकी में अपने इस नए रिटेल स्टोर का लॉन्च करते हुए हमें बेहद खुशी का अनुभव हो रहा है। कैटबिल रिटेल को बहुत अच्छी प्रतिक्रिया मिली है, मिड-प्रीमियम सेगमेंट में सभी आयु वर्गों के उपभोक्ताओं ने इस ब्राण्ड को खूब पसंद किया है। उपभोक्ताओं को प्रतिस्पर्धी दरों पर आधुनिक, फैशन परिधान उपलब्ध कराने के लिए हमने उत्तराखण्ड में अपना 12वां रिटेल स्टोर खोला है। आज देश भर में हमारी सशक्त मौजूदगी है और हम अगले कुछ सालों में अपनी रिटेल मौजूदगी का लगातार विस्तार करना जारी रखेंगे।"



# Manufacturing Excellence



# Designing Capabilities



# Manufacturing Prowess



Capacity to produce **15 Lakh pcs. of garments per annum** across products  
Potential to **increase** production within the available space.



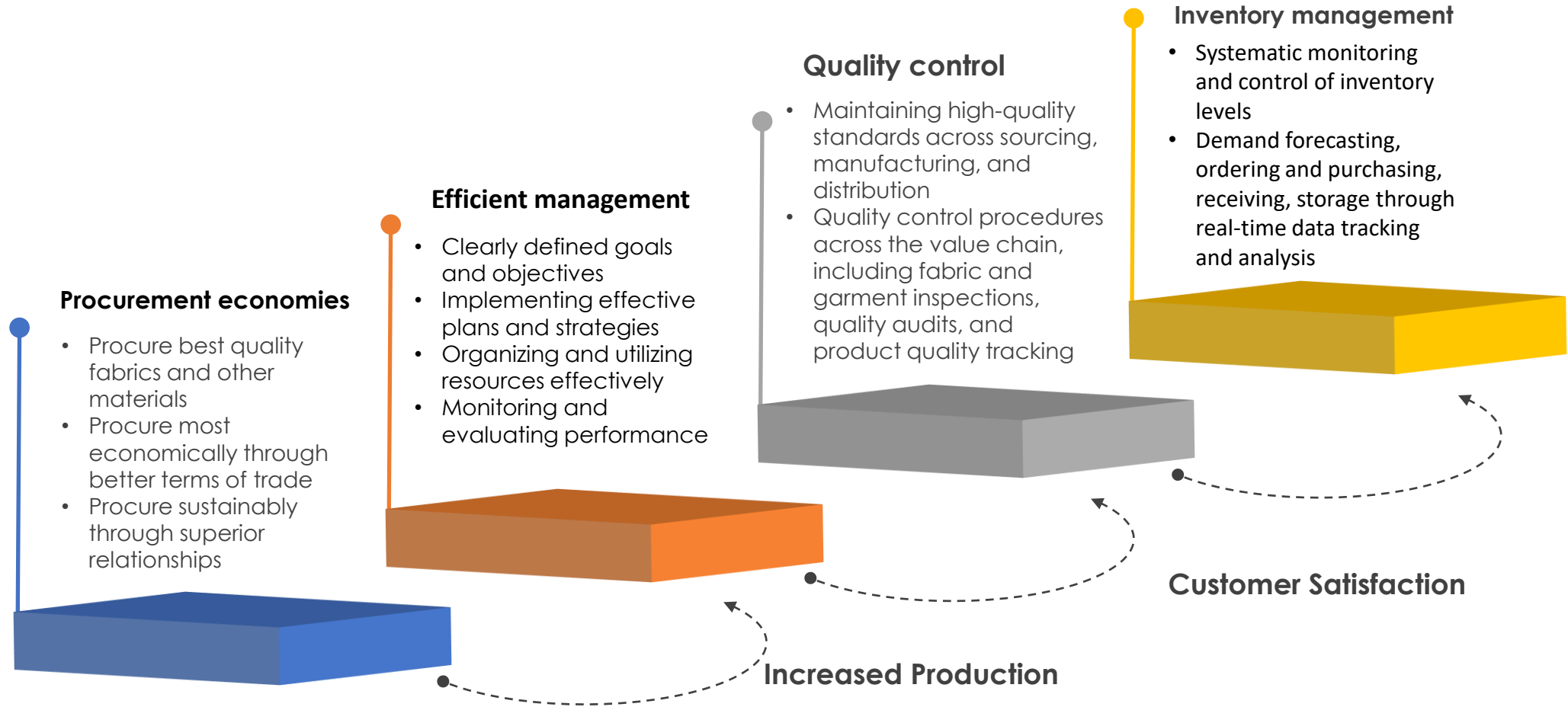
State-of-art manufacturing facility spread across **2 Lakh sq. ft.** in Bahadurgarh, Haryana

Recently upgraded facility by investing in washing plant and adding latest machinery

Fully integrated infrastructure for **modern manufacturing & retailing with complete automation.**



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**





**Strong Financial to  
Support Growth**





# Historical Performance



Particulars (₹ In Crs)	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
<b>Revenue from Operations</b>	<b>197.2</b>	<b>288.6</b>	<b>338.0</b>	<b>251.6</b>	<b>383.2</b>	<b>551.7</b>	<b>23%</b>
Raw Material Expenses	68.7	136.3	119.1	87.8	128.0	159.6	
Job Work Charges	19.6	10.2	28.9	16.9	23.8	46.5	
Employee Expenses	37.1	51.5	59.9	41.6	62.0	97.5	
Other Expenses	51.9	61.0	45.4	46.1	59.3	84.4	
<b>EBITDA</b>	<b>20.0</b>	<b>29.6</b>	<b>84.7</b>	<b>59.4</b>	<b>110.1</b>	<b>163.7</b>	<b>52%</b>
<b>EBITDA Margin (%)</b>	<b>10.1%</b>	<b>10.3%</b>	<b>25.1%</b>	<b>23.6%</b>	<b>28.7%</b>	<b>29.7%</b>	
Other Income	1.4	4.0	4.2	16.8	15.5	4.4	
Depreciation	8.8	8.9	44.2	39.1	43.3	52.5	
Finance Cost	6.8	8.5	20.7	24.8	22.7	26.3	
Exceptional Item	-1.9	0.0	0.0	0.0	0.0	0.0	
<b>Profit before Tax</b>	<b>7.6</b>	<b>16.2</b>	<b>24.0</b>	<b>12.3</b>	<b>59.6</b>	<b>89.3</b>	<b>64%</b>
<b>Profit before Tax Margin (%)</b>	<b>3.9%</b>	<b>5.6%</b>	<b>7.1%</b>	<b>4.9%</b>	<b>15.5%</b>	<b>16.2%</b>	
Tax	-12.4	3.7	7.6	2.6	21.5	22.0	
<b>Profit After Tax</b>	<b>20.0</b>	<b>12.5</b>	<b>16.4</b>	<b>9.7</b>	<b>38.1</b>	<b>67.2</b>	<b>27%</b>
<b>PAT Margin (%)</b>	<b>10.1%</b>	<b>4.3%</b>	<b>4.9%</b>	<b>3.8%</b>	<b>9.9%</b>	<b>12.2%</b>	
Other comprehensive income	-0.1	0.7	-0.1	-0.4	-0.4	-0.2	
<b>Total other comprehensive income</b>	<b>19.9</b>	<b>13.2</b>	<b>16.4</b>	<b>9.2</b>	<b>37.7</b>	<b>67.0</b>	
<b>Basic EPS</b>	<b>12.2</b>	<b>7.7</b>	<b>10.1</b>	<b>5.9</b>	<b>23.3</b>	<b>41.2</b>	
<b>Diluted EPS</b>	<b>12.2</b>	<b>7.7</b>	<b>10.1</b>	<b>5.9</b>	<b>23.3</b>	<b>41.2</b>	

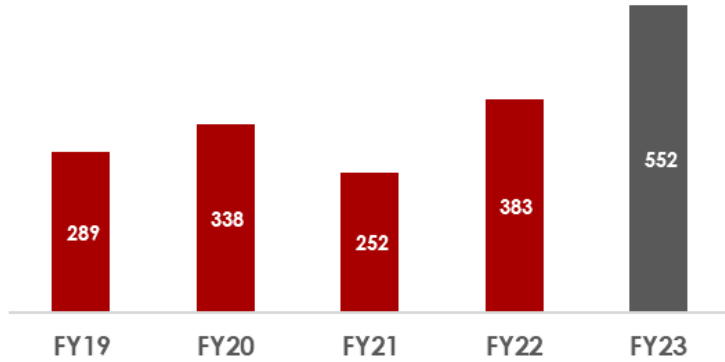




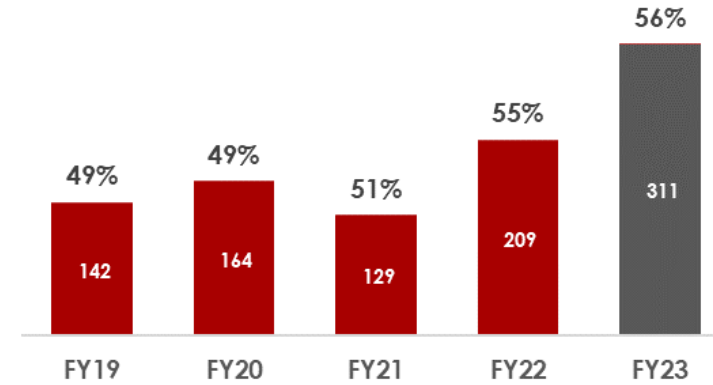
# Robust Performance



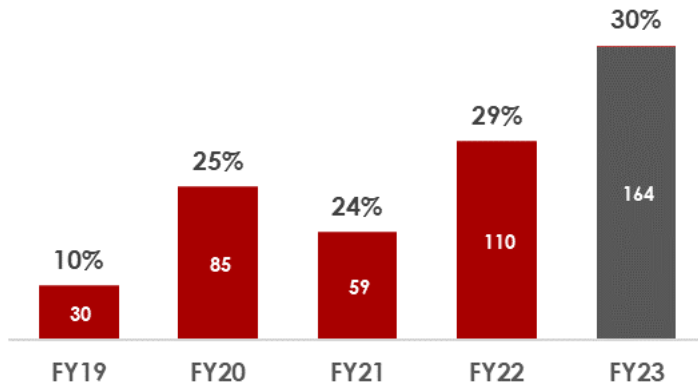
Revenue from Operations (₹ Crs)



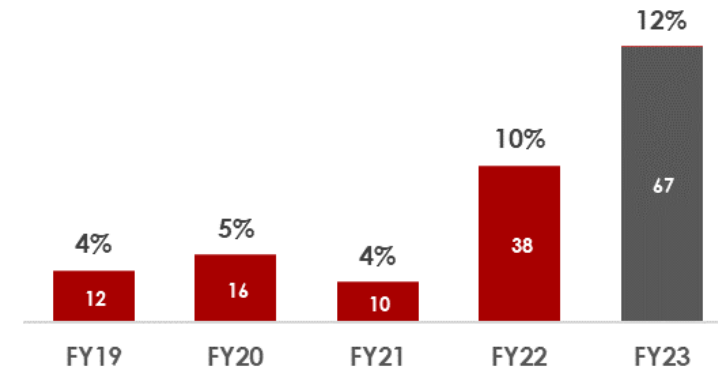
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %



PAT (₹ crs) & %

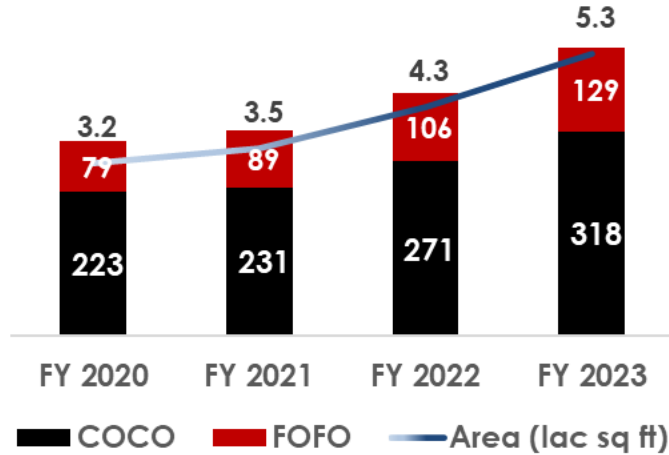


#Gross Profit margin is derived after considering certain expenses like factory labor and some other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively

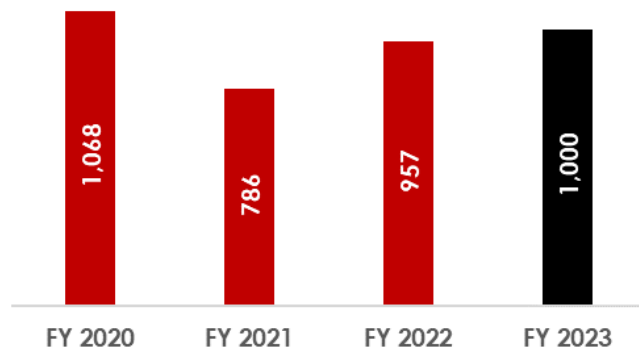
# Key Operating Metrics



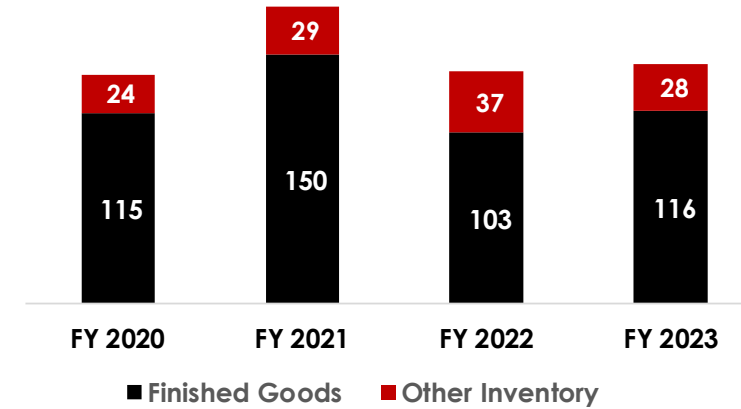
## No of stores & Retail space



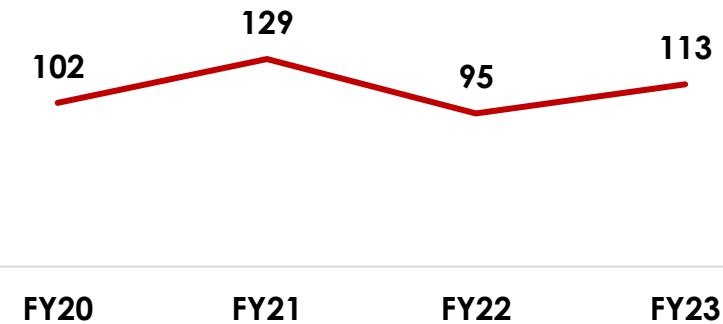
## Sales per Sq. Ft. (₹ Per Month)



## Inventory days



## Working Capital days

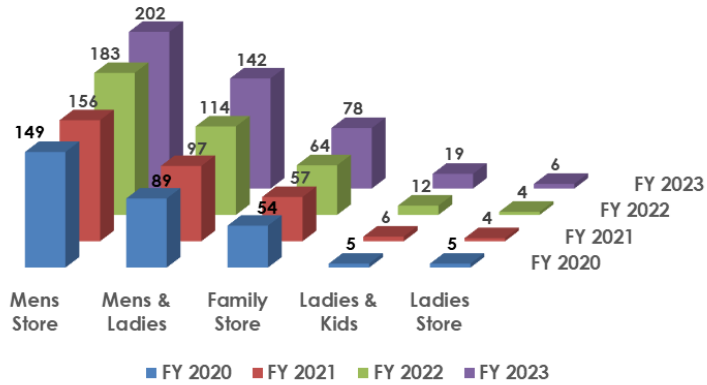


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues\*365; Debtors days – Debtors/Revenue\*365; Creditors days – Creditor/Revenues\*365

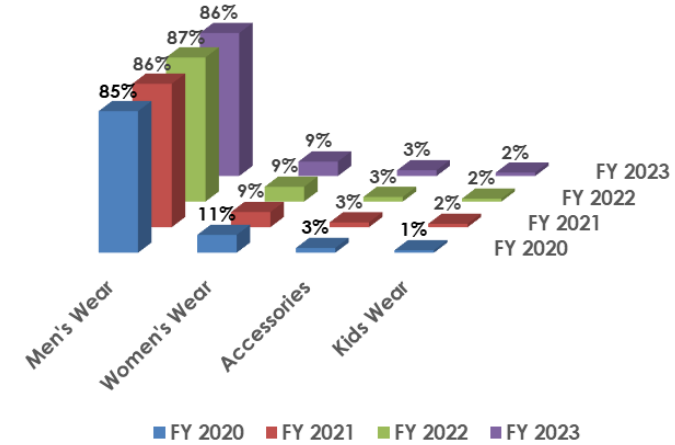
# Key Operating Metrics



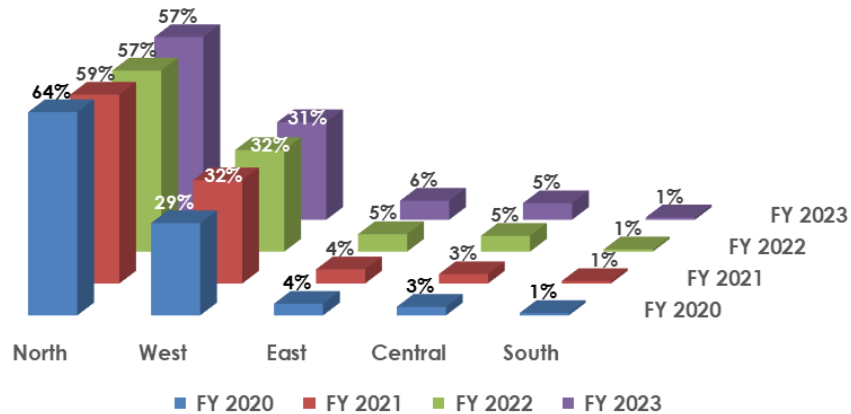
## Store Categories (Number)



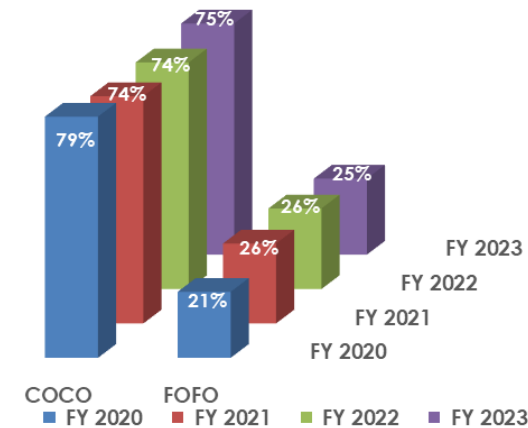
## Revenue Categories (%)



## Revenue Zonewise (%)



## Revenue Store Typewise (%)





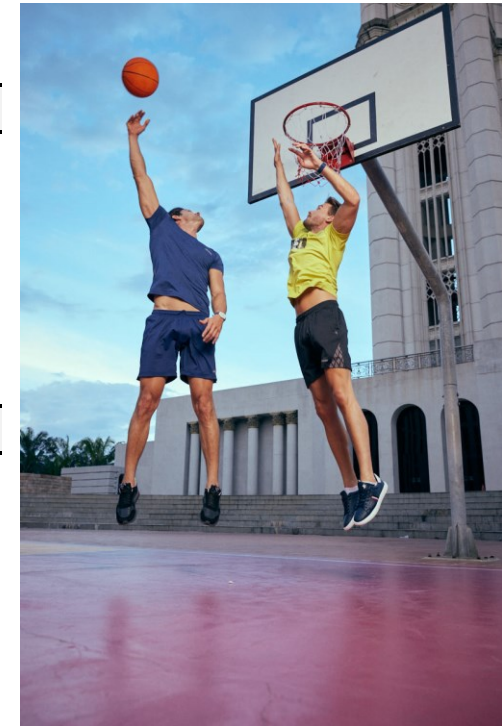


# Balance Sheet



ASSETS (₹ In Crs)	Mar'23	Mar'22
<b>NON-CURRENT ASSETS</b>	<b>372.8</b>	<b>334.9</b>
Property, plant & equipment	103.1	92.5
Capital work-in-progress	12.0	0.9
Investment Property	3.5	3.5
Right-of-use assets	215.3	202.9
Other Intangible assets	1.4	1.5
Financial Assets		
Investments	0.1	0.1
Loans	0.0	0.0
Other Financial Assets	12.5	11.9
Deferred Tax Assets (net)	16.7	13.9
Other Non - current assets	8.2	7.7
<b>CURRENT ASSETS</b>	<b>237.8</b>	<b>161.0</b>
Inventories	218.0	146.8
Investments	0.0	0.0
Trade receivables	9.5	3.7
Cash & Cash Equivalents	1.4	3.2
Other Financial Assets	1.5	1.0
Current Tax Assets (net)	1.0	0.9
Other Current assets	6.4	5.3
<b>TOTAL ASSETS</b>	<b>610.6</b>	<b>495.8</b>

EQUITY & LIABILITIES (₹ In Crs)	Mar'23	Mar'22
<b>EQUITY</b>	<b>221.4</b>	<b>160.1</b>
Equity Share capital	16.3	16.3
Other equity	205.0	143.8
<b>NON-CURRENT LIABILITIES</b>	<b>250.0</b>	<b>233.4</b>
Borrowings	0.0	0.0
Lease Liability	223.9	212.8
Other financial liabilities	12.7	12.3
Provisions	5.9	4.3
Other Non-Current Liabilities	7.4	4.1
<b>CURRENT LIABILITIES</b>	<b>139.3</b>	<b>102.3</b>
Borrowings	23.4	0.0
Lease Liability	38.8	33.6
Trade Payables	56.6	50.7
Other Financial Liabilities	12.2	10.2
Other current liabilities	4.0	2.8
Provisions	4.4	3.0
Current Tax Liabilities (net)	0.0	2.0
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>610.6</b>	<b>495.8</b>

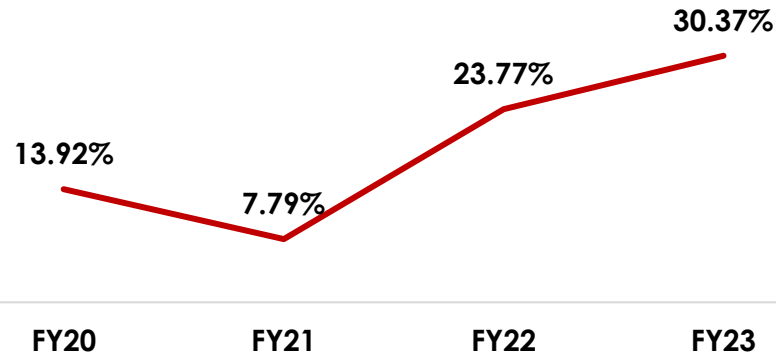




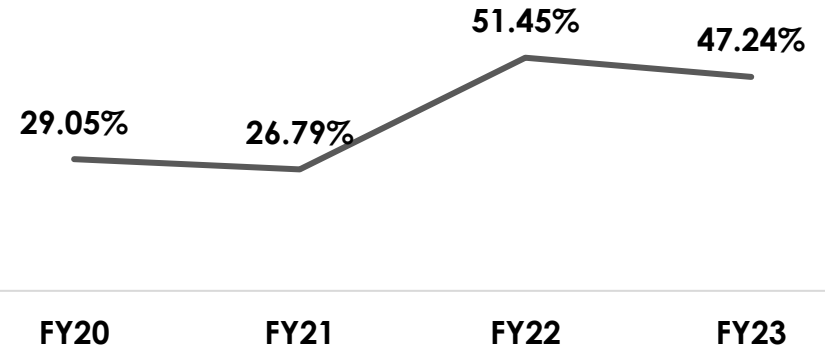
# Industry Leading Ratio



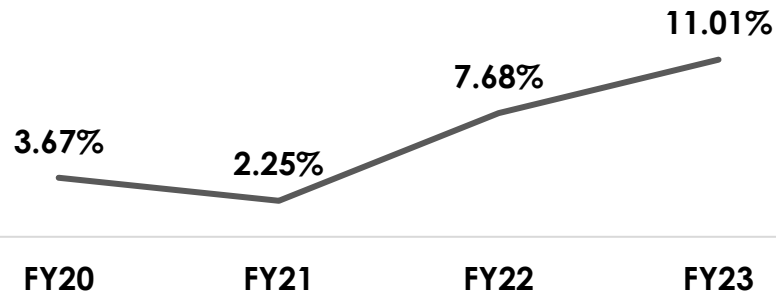
### Return on Equity



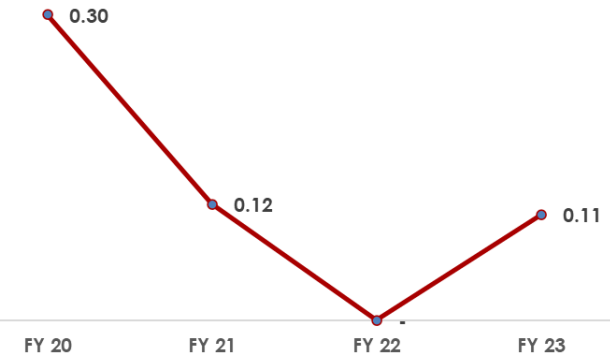
### Return on Capital Employed



### Return on Assets



### Debt Equity Ratio





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# Thank You

**CANTABIL**  
International Clothing

**Cantabil Retail India Limited**

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*Marathon*  
We can go the distance

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