

ITFL/SEC/2021-2022/FEB/04

25<sup>th</sup> February 2022

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,  
G Block, Bandra-Kurla Complex,  
Bandra (East), Mumbai- 400 051

**Scrip Code – 533329**

**NSE Symbol: INDTERRAIN**

Dear Sir/Madam,

**Sub: Investor Presentation for the quarter and nine months ended 31<sup>st</sup> December 2021**

**Ref.: INDIAN TERRAIN FASHIONS LIMITED**

We hereby enclose the Investor Presentation on the Unaudited financial results of the Company for the quarter and nine months ended 31<sup>st</sup> December 2021.

Kindly take the same on records. Kindly acknowledge the receipt of the same.

Thanking you,  
Yours faithfully,

For **INDIAN TERRAIN FASHIONS LIMITED**



**E. Elamugilan**  
**Company Secretary & Compliance Officer**

**Encl.:** as above



**INDIAN TERRAIN FASHIONS LTD**

**Q3FY22**

**Results Presentation**



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# ABOUT US

At Indian Terrain, we love spending every day in creating clothing of elegant style and remarkable comfort that

**‘makes  
you  
feel  
good’**





# Unique store format to reach a Larger Target

## Exclusive Brand Outlets (EBO's)

## Large Format (LFO's) Outlets

## Multi Brand Outlets (MBO's)

## E-commerce Platform

230+  
EBO'S

450+  
LFO'S

1450+  
stores across  
India

9+ E-com  
Partners

### Key Cities:

South: Chennai, Coimbatore, Hyderabad, Bangalore, Cochin

North: New Delhi (and NCR), Lucknow, Jaipur, Amritsar, Jammu, Chandigarh

East: Kolkata, Guwahati, Sikkim, Jamshedpur, Bhubaneswar, Patna

West: Mumbai, Nagpur, Pune, Surat, Ahmedabad

Central: Bhopal, Raipur, Gwalior

SHOPPERS STOP  
START SOMETHING NEW

TRENDS

CENTRAL

lifestyle  
YOUR STYLE. YOUR STORE.

THE ICONIC globus

pantaloons

CM

LuLu FASHION STORE

KLM FASHION MALL

CMR SHOPPING MALL  
The joy of life

Bachooma! Collection

SOHUM SHOPPE  
THE FAMILY WARE STORE

JADE BLUE

B>MORE

JAIHIND

OPTIONS

POTHYS

PINKY

SARAVANA STORES  
Super Store of Shopping World

The Chennai Silks

GoyalSons

SHREE SHIVAM  
THE TOGETHERNESS STORE

Myntra

AJIO

INDIAN TERRAIN

flipkart.com

firstcry.com  
ASIA'S LARGEST ONLINE BABY & KIDS STORE

amazon

NYKAA FASHION

LR



# **QUARTERLY OVERVIEW**

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# Q3FY22 Highlights

**1**

**Sharp rise in consumer footfall which led to Strong Revenue growth across Channels**

**49.7% Sales Growth Y-o-Y;  
11.7% growth (vs. Pre Covid)**

**2**

**Strong Retail Growth led by robust sales in Tier 2 & Tier 3 towns.**

**10 Stores opened taking count to 230+**

**3**

**Contd.. Growth on E Commerce Mkt Places and IT.Com**

**4**

**Improved Gross Margins & controlled costs resulting in EBIDTA Margin 12%+**



# Key Financial Highlights



**Q3 FY 22 EBITDA**  
**₹12.5cr**

**Q3 FY22 PAT**  
**₹1.5cr**

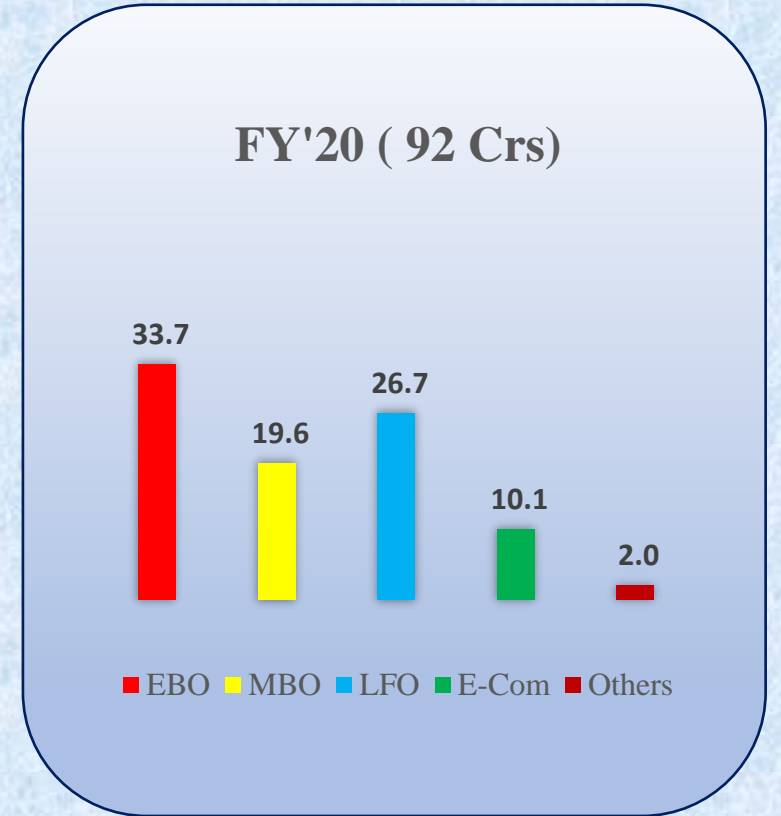
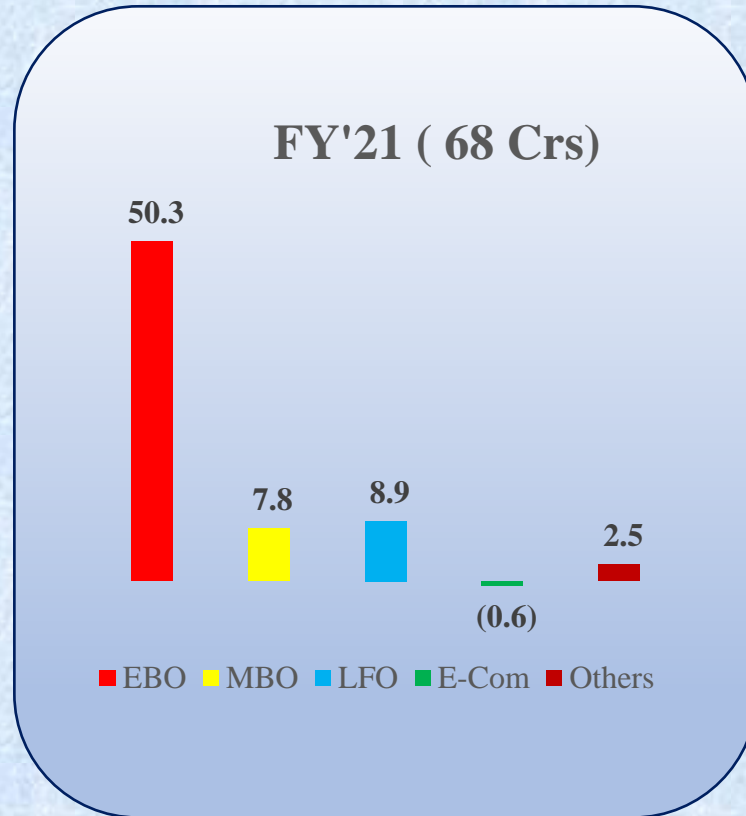
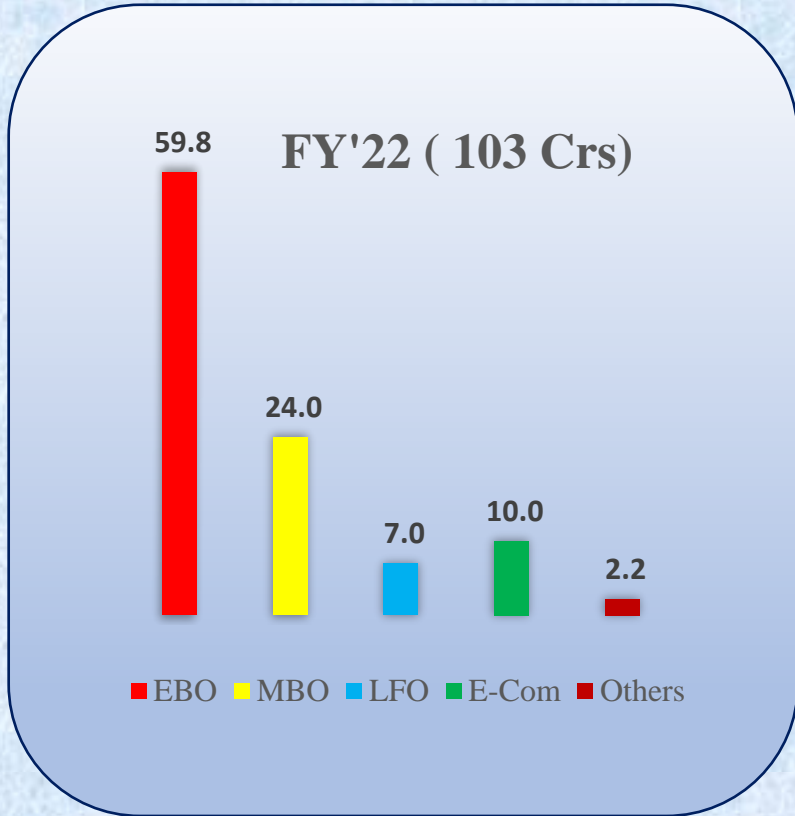
**Revenue Q3 & 9 M**  
**102 Crs & 227 Crs**

**Opex Increase 13.8% YOY**  
**from ₹25cr in Q3 FY21 to ₹29cr in Q3 FY22**





# Revenue Recovery



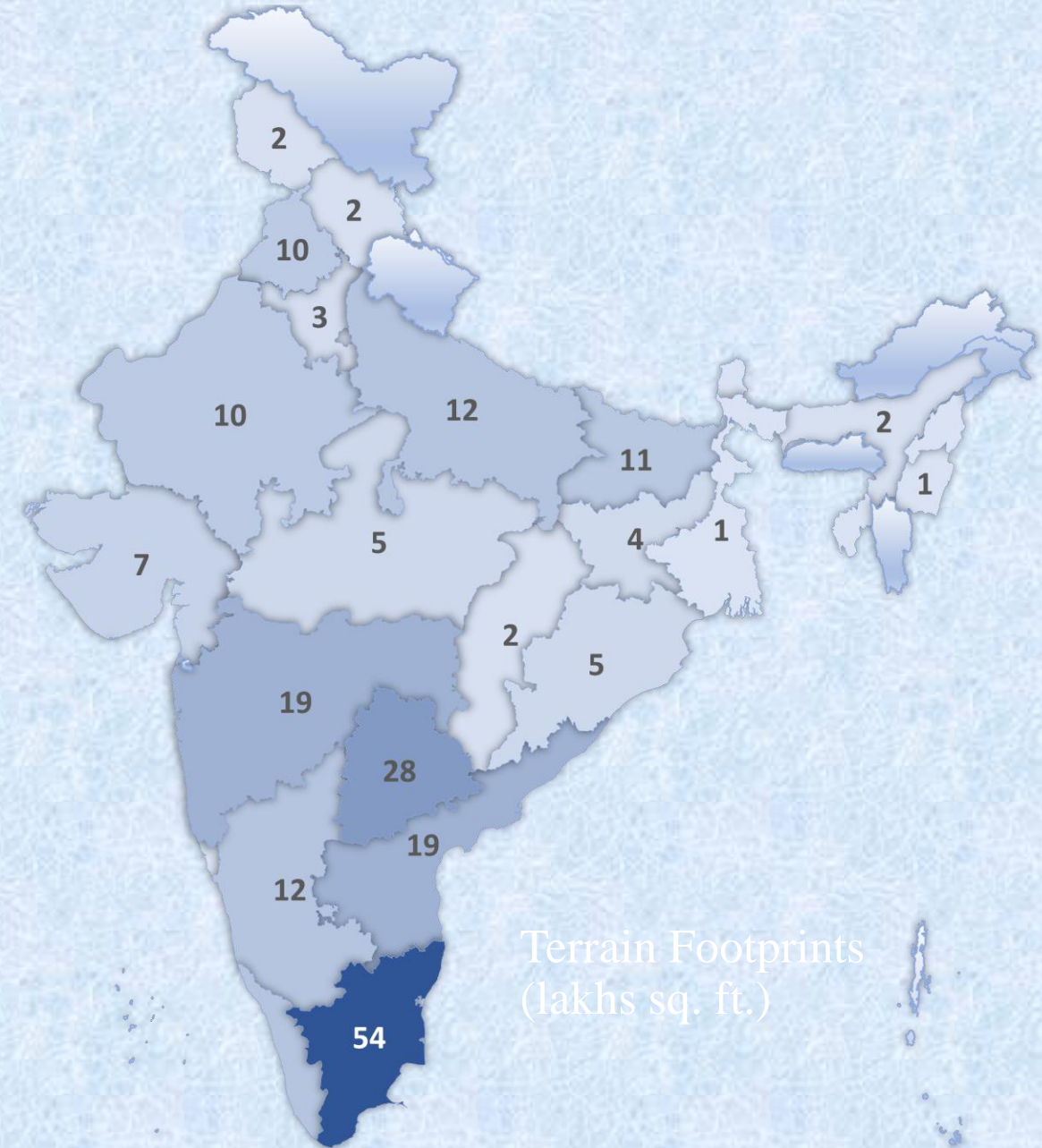
◆ 11% Growth compare to Pre Covid



# Distribution Networks

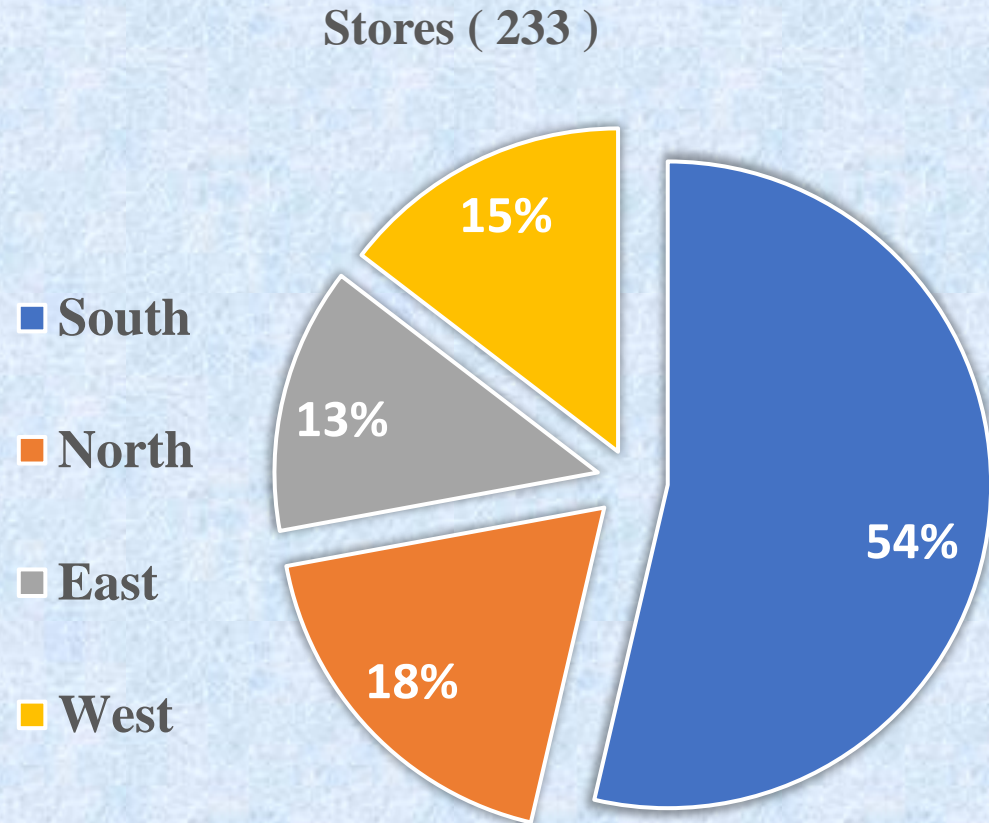
## Retail Network

	Q3FY22	Q3FY21
Area (in lakhs Sq.ft.)	1.6	1.4
Stores	230+	210+

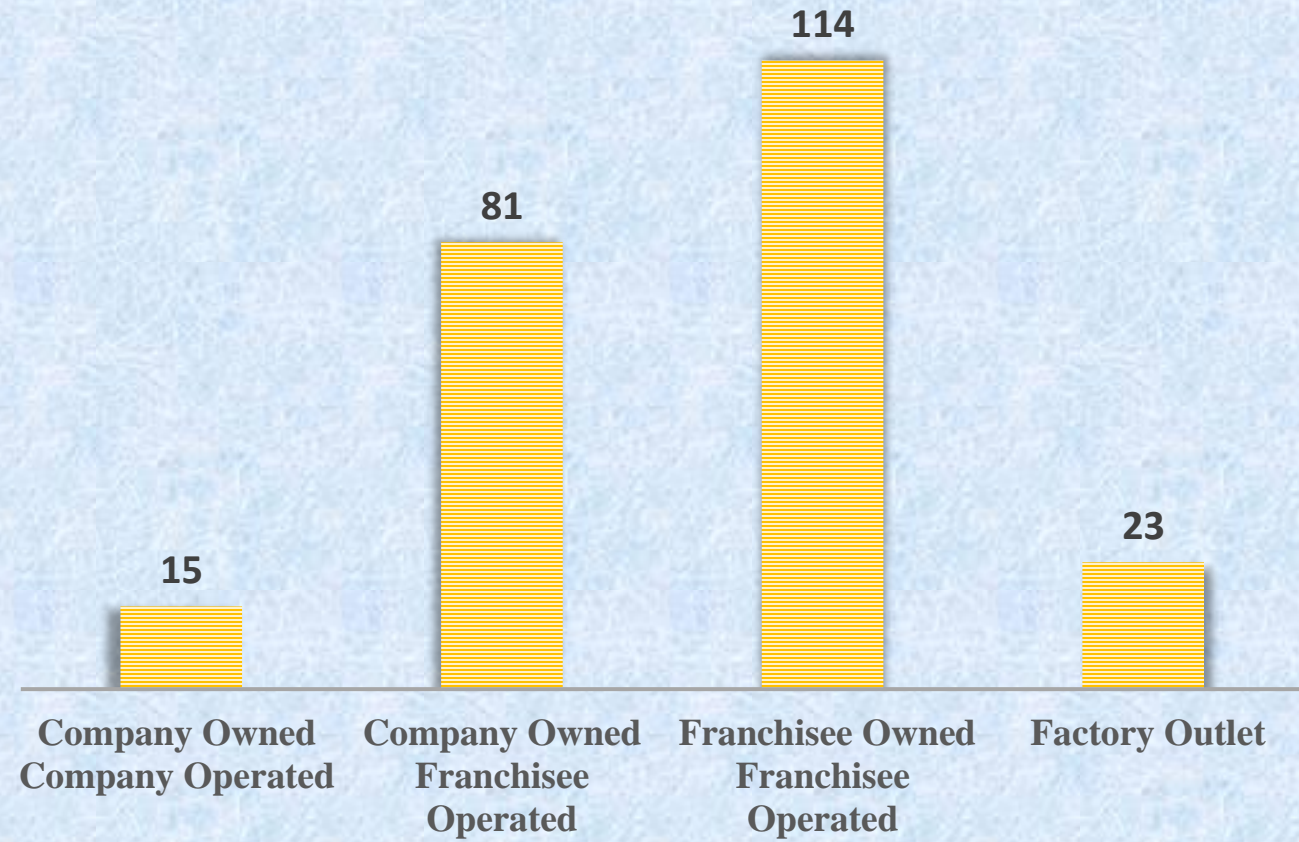




## Total Store Count Distribution (233)



## Store Formats





AMERICAN SPORTSWEAR  
AT HOME IN INDIA.

Makes You Feel Good

# NEW STORE OPENINGS



# Exclusive Retail Store

WARANGAL



PUNE





# Exclusive Retail Store

**TIRUPUR**



**COIMBATORE**





# Financials



### Q3 Financials

Figures in Crs

	Q3FY'22	Q3FY'21	Growth%	Q3FY'20	Growth%
Net Revenue	103.0	68.8	49.7%	92.2	11.7%
Operating Expenses	91.2	67.7	34.7%	79.9	14.3%
Operating EBITA	11.7	1.1	987.0%	12.3	-4.6%
Depreciation	5.6	5.9	-5.4%	5.7	-2.6%
Finance cost	4.7	5.5	-15.5%	5.7	-19.0%
Other Income	0.8	2.4	-	0.7	-
PBT	2.3	-7.9	-128.9%	1.5	49.7%
Taxes	0.8	-0.1	-	1.5	-
OCI	0.1	0.1	-	0.1	-
PAT	1.5	-7.8	-	0.1	-



**9 M Financials**

Figures in Crs

	<b>9MFY'22</b>	<b>9MFY'21</b>	<b>Growth%</b>	<b>9MFY'20</b>	<b>Growth%</b>
<b>Net Revenue</b>	<b>227.6</b>	<b>121.5</b>	<b>87.3%</b>	<b>291.7</b>	<b>-22.0%</b>
<b>Operating Expenses</b>	<b>212.8</b>	<b>153.7</b>	<b>38.5%</b>	<b>250.8</b>	<b>-15.2%</b>
<b>Operating EBITA</b>	<b>14.8</b>	<b>-32.2</b>	<b>-146.0%</b>	<b>40.9</b>	<b>-63.7%</b>
<b>Depreciation</b>	<b>17.5</b>	<b>16.7</b>	<b>4.7%</b>	<b>16.3</b>	<b>7.2%</b>
<b>Finance cost</b>	<b>14.0</b>	<b>19.1</b>	<b>-26.4%</b>	<b>15.1</b>	<b>-7.0%</b>
<b>Other Income</b>	<b>6.2</b>	<b>10.1</b>	<b>-</b>	<b>2.2</b>	<b>-</b>
<b>PBT</b>	<b>-10.5</b>	<b>-57.9</b>	<b>-81.9%</b>	<b>11.6</b>	<b>-190.2%</b>
<b>Taxes</b>	<b>-1.8</b>	<b>-0.4</b>	<b>-</b>	<b>3.3</b>	<b>-</b>
<b>OCI</b>	<b>0.2</b>	<b>0.2</b>	<b>-</b>	<b>-0.1</b>	<b>-</b>
<b>PAT</b>	<b>-8.5</b>	<b>-57.3</b>	<b>-</b>	<b>8.2</b>	<b>-</b>

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# Investor Relation

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Thank You

