



ITFL/SEC/2022-2023/AUG/06

30th August 2022

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

National Stock Exchange of India Limited
Exchange Plaza, 5th 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 ended 30th June 2022

Ref.: INDIAN TERRAIN FASHIONS LIMITED

We hereby enclose the Investor Presentation on the Unaudited financial results of the Company for the quarter ended 30th June 2022.

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

Encl.: As above



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The information contained in this presentation is only current as of its date. Please note that the past performance of the company is not and should not be considered as, indicative of future results.

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About Us



250+
Cities of
different
formats

7+
E-commerce
Partners



1200+
Doors under
Multi Branded
Outlets



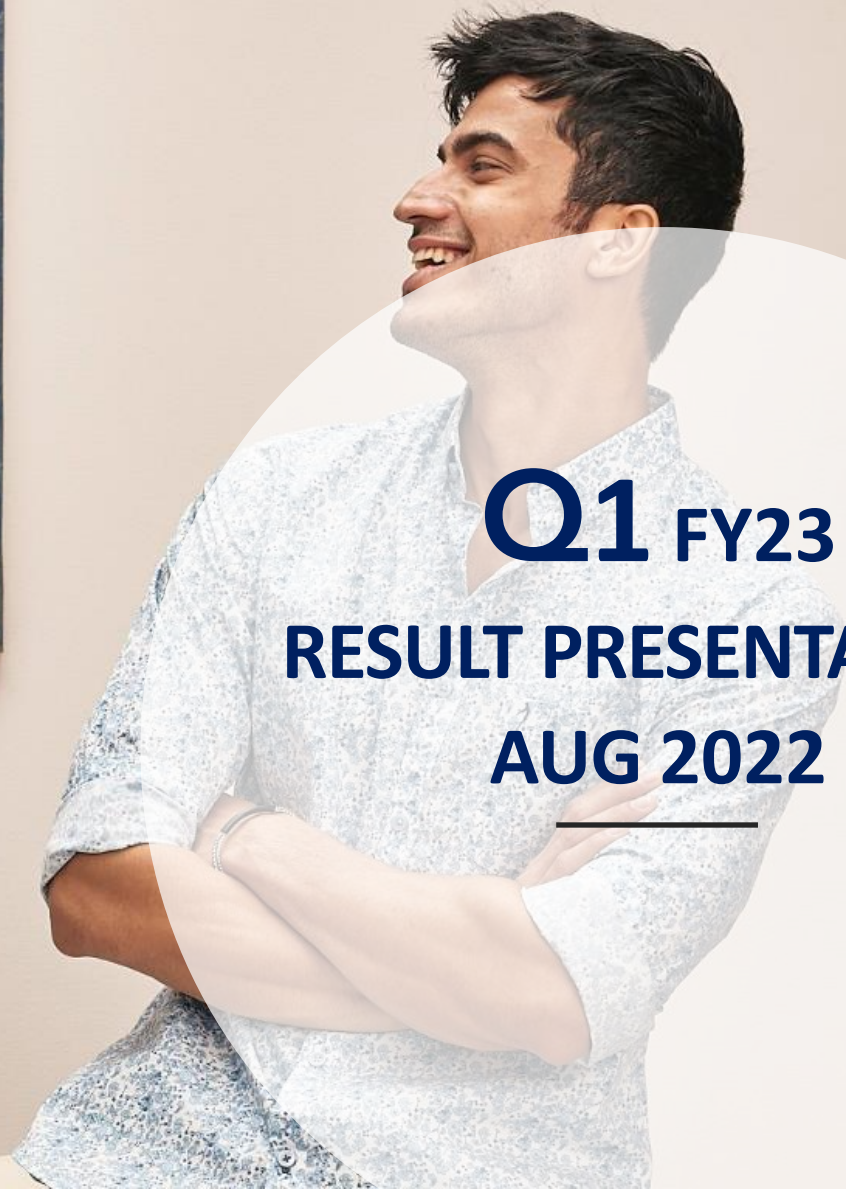
230
Exclusive
Doors
(inclusive of
EFO)

468+
Large Format
Outlets





INDIAN
TERRAIN



Q1 FY23
RESULT PRESENTATION
AUG 2022

Q1FY23 – To sum up

₹ **98.6** Crs

NET SALES

₹ **13.8** Crs
14%

EBITDA

₹ **2.9** Crs
2.9%

PBT

₹ **2.4** Crs
2.4%

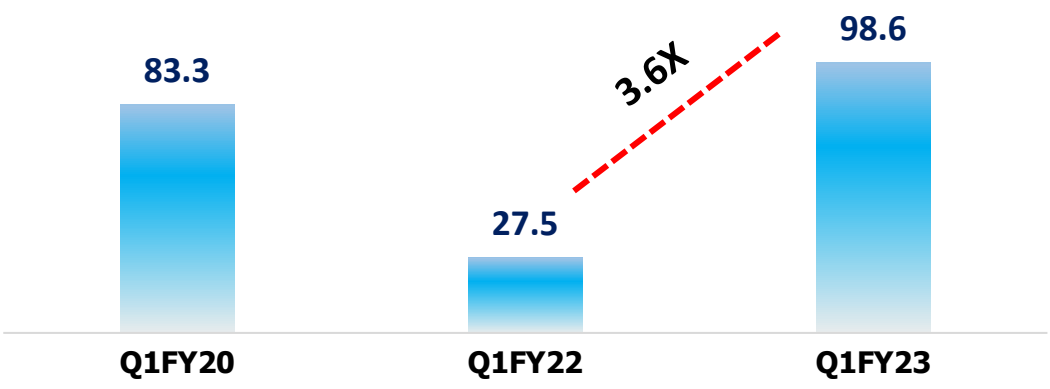
PAT

Highlights

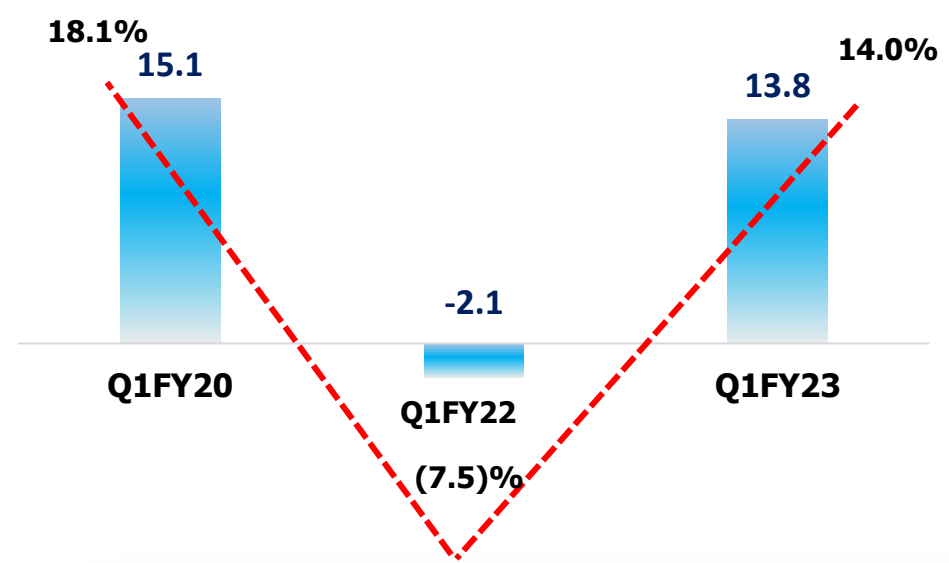
- ❖ Clocked its best ever Q1 performance (20% higher than Pre Covid) on the back of healthy growth across Channels.
- ❖ Gross Margin & EBITDA improvement on account of pass through of raw material prices, higher same store sales, higher average pricing and improving average sales per store.
- ❖ The Company is focusing on Tier II and III towns and cities, many potential customers willing to move to branded products with increase in spending powers. We have witnessed most of the stores performing extremely well in these towns/cities.

Q1 FY 23 – Highest Revenue & Profitability

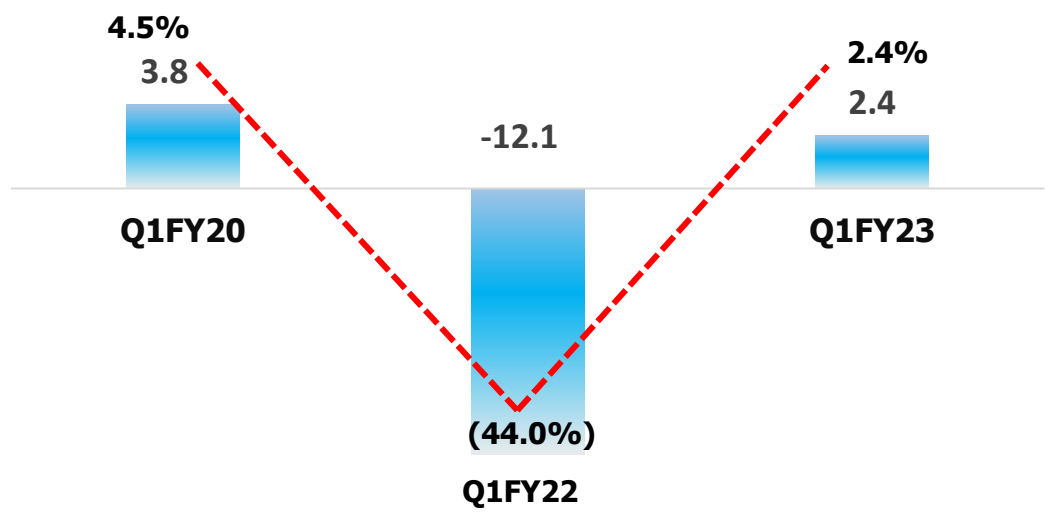
Revenue (Rs. Cr)



EBITDA (Rs. Cr) & Margins (%)

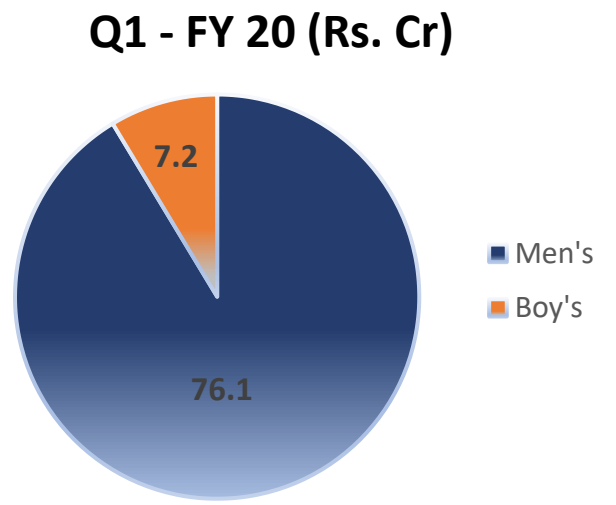
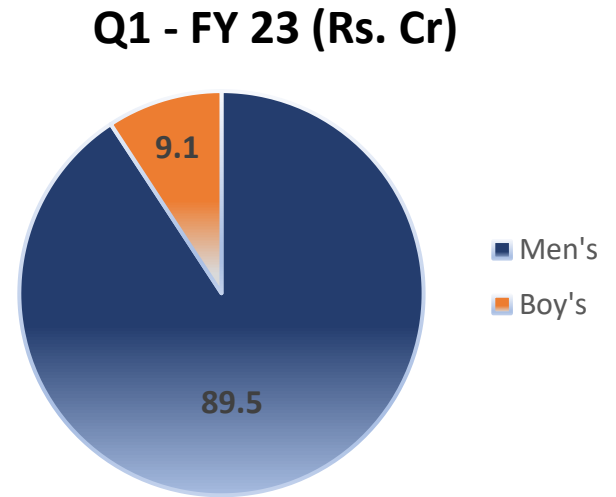
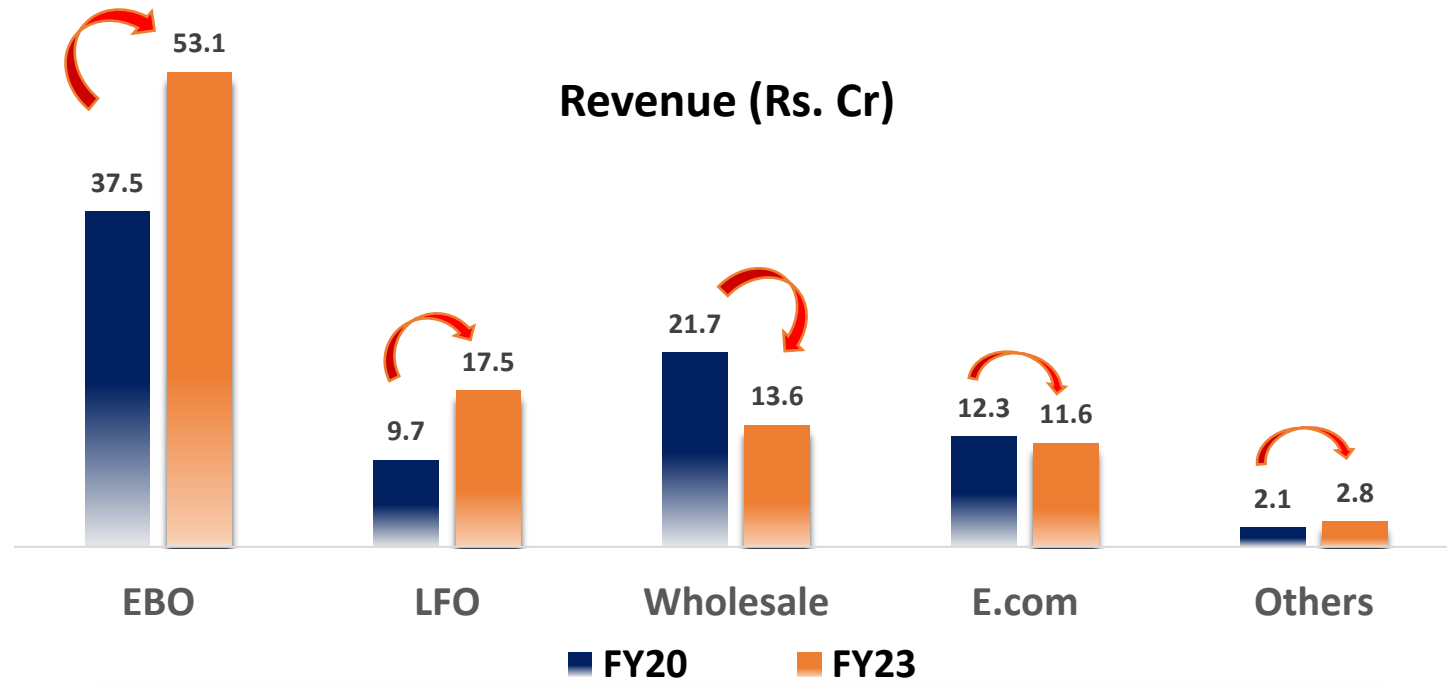


PAT (Rs. Cr) & Margins (%)



- ❖ Revenue for the quarter increased by 3.6X times the revenue of Q1 FY 22
- ❖ EBIDTA Margin has increased from (7.5%) to 14% QOQ
- ❖ PAT Margin for the quarter has shown sharp increase from (44.0%) to 2.4%

Revenue Break Up



- ❖ Customer Footfall near Pre Covid
- ❖ Highest ever 1st quarter revenue
- ❖ LFO business back to normalcy in this quarter
- ❖ Normalcy driving demand

* Revenue for the Quarter Compared with the Pre Covid Quarter Revenue



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**NEW STORE
ADDITIONS**

NEW STORE OPENINGS – Q1 FY 23

Jamshedpur –
P&M Mall



Rudrapur –
Metropolis



AS Rao Nagar



Vanasthalipuram



Status of Exclusive stores – Q1 FY 23



Region	Opening as on 1 st Apr 22	Additions	Closure / Converted	Closing as on 30 th June 22
South	126	4	4	126
West	30	2	0	32
North	38	5	0	43
East	30	2	4	28
Out of India	1	0	0	1
Total	225	13	8	230

Region	Closing As on 30 th June 22
COCO (Company Owned Company Operated)	16
COFO (Company Owned Franchisee Operated)	91
FOFO (Franchisee Owned Franchisee Operated)	97
EFO (Exclusive Factory Outlet)	25
Out of India	1
Total	230





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FINANCIAL STATEMENTS

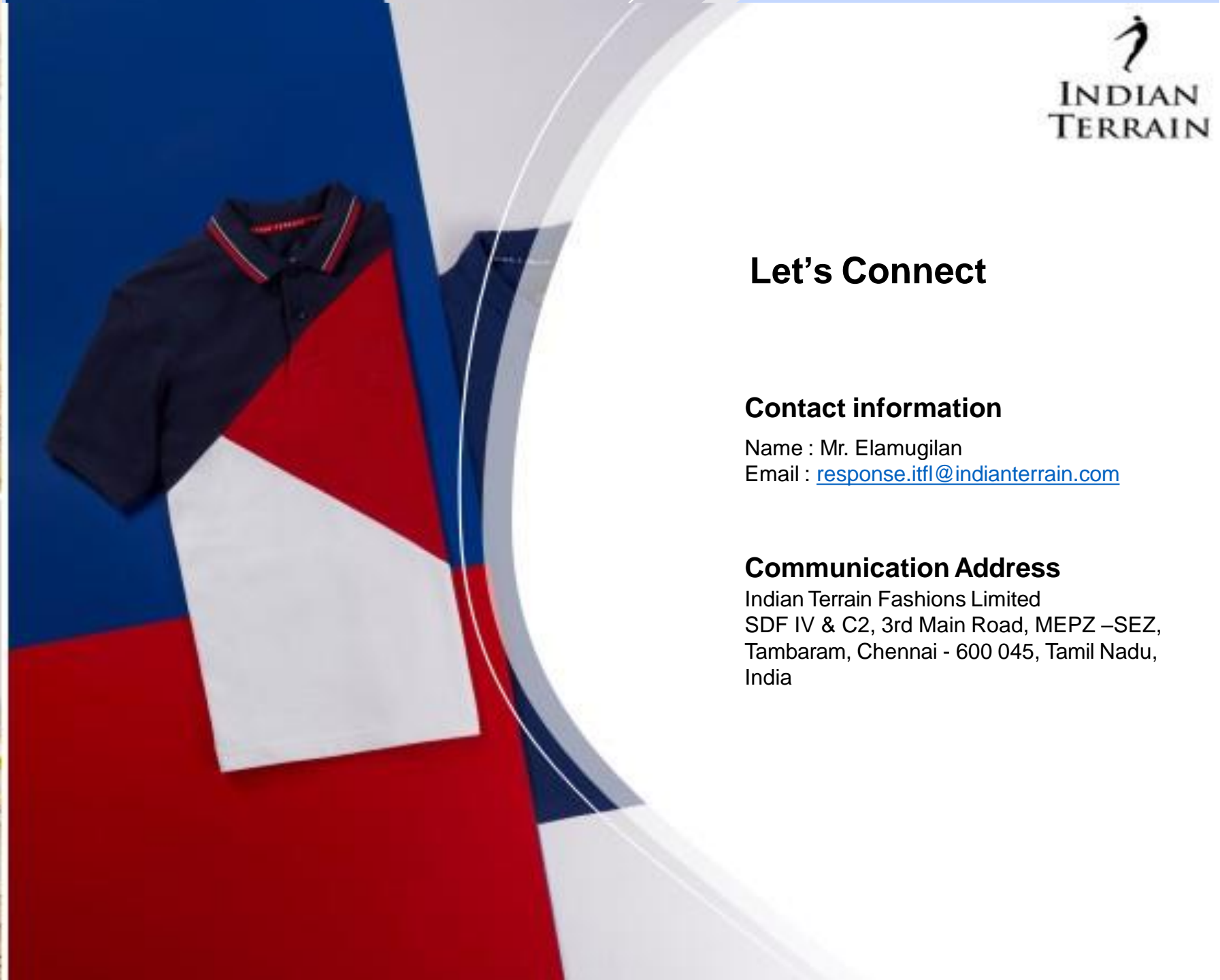
PROFIT & LOSS STATEMENT - Quarterly

Standalone Profit & Loss (INR Cr)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23
Income from Operations	13.4	39.3	68.8	91.7	27.5	97.1	103.0	108.7	98.6
Other Income	4.4	3.2	2.4	1.3	3.4	2.0	0.8	1.1	0.5
Total Income	17.8	42.5	71.2	93.0	31.0	99.1	103.7	109.8	99.1
Operating Expenses	37.6	48.5	67.7	78.1	33.0	88.6	91.2	96.7	85.3
EBITDA	-19.8	-6.0	3.5	14.9	-2.1	10.6	12.5	13.2	13.8
Margin %	-147.8	-15.3	5.1	16.2	-7.5	10.9	12.1	12.1	14.0
Depreciation	5.5	5.3	5.9	6.6	6.3	5.6	5.6	5.6	6.0
EBIT	-25.3	-11.3	-2.4	8.3	-8.4	5.0	6.9	7.5	7.9
Margin %	-188.8	-28.8	-3.5	9.1	-30.4	5.1	6.7	6.9	8.0
Financial Charges	7.2	6.4	5.5	4.6	4.7	4.7	4.7	4.8	5.0
PBT	-32.5	-17.7	-7.9	3.7	-13.0	0.2	2.3	2.8	2.9
Margin %	-242.5	-45.0	-11.5	4.0	-47.3	0.2	2.2	2.5	2.9
Tax	-0.2	-0.1	-0.1	-23.1	-0.9	-1.7	0.8	-3.7	0.5
PAT	-32.3	-17.6	-7.8	26.8	-12.1	2.0	1.5	6.5	2.4
Margin %	-241.0	-44.8	-11.3	29.2	-44.0	2.0	1.4	5.9	2.4

Way Forward

- ❖ Retail Momentum expected to continue till Festive with better mix of products and continued increase of Retail Footprint and drive on Retail Efficiency
- ❖ Raw Material Cost impact on Cotton, Yarn, Packaging will have some impact on Gross Margins. However, Cotton prices expected to soften in the coming quarters.
- ❖ Continued Cost Rationalization on S, G & A Spends.
- ❖ Quality of Revenue Focus (reduced markdowns).
- ❖ Distribution Business is growing steadily once again on the back of with increased doors.
- ❖ Increased Shelf Space being given in 'Shop in Shops' resulting in better brand visibility and improved sell through in the coming quarters.





Let's Connect

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