



ITFL/SEC/2022-2023/NOV/02

11th November 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 September 2022

Ref.: INDIAN TERRAIN FASHIONS LIMITED

We hereby enclose the Investor Presentation on the Unaudited financial results of the Company for the quarter and half year ended 30th September 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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About Us



250+

Cities of different
formats

6+
E-commerce
Partners



1200+

Doors under
Multi Branded
Outlets

468+
Large Format
Outlets



232

Exclusive
Doors
(inclusive of
EFO)



INDIAN
TERRAIN

Q2 & H1 FY23

RESULT PRESENTATION

NOV 2022



Q2 & H1 FY23 –

Highlights

	NET SALES ₹ Crs	EBITDA ₹ Crs	PBT ₹ Crs	PAT ₹ Crs
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Q2

154.4

16.4
10.6%

8.3
5.4%

8.5
5.5%

H1

253.0

29.7
11.8%

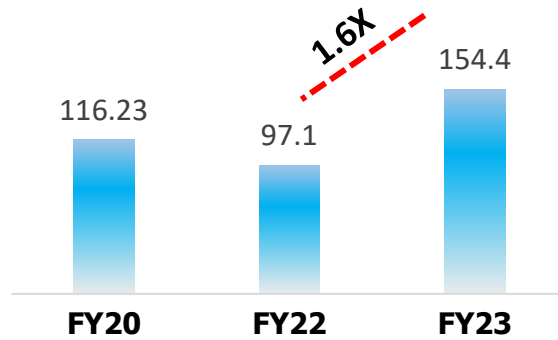
11.1
4.4%

11.1
4.4%

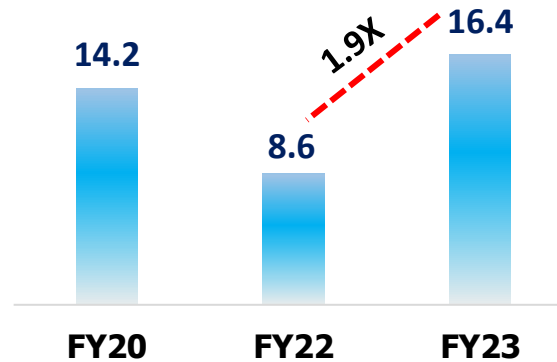
- ❖ Retail Business continues to show strong momentum with strong LTL growth
- ❖ Robust Performance across all channels.
- ❖ Revenue and Profitability cross pre-covid level.

Q1&H1 FY23 – Highest Revenue & Profitability

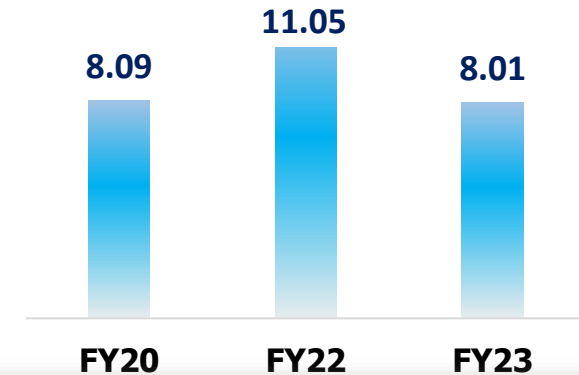
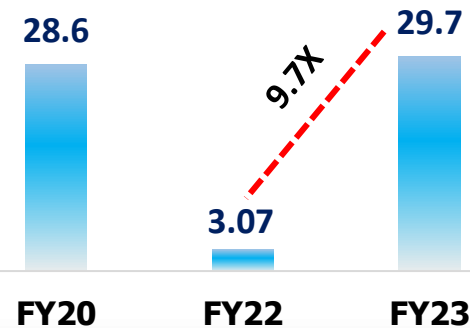
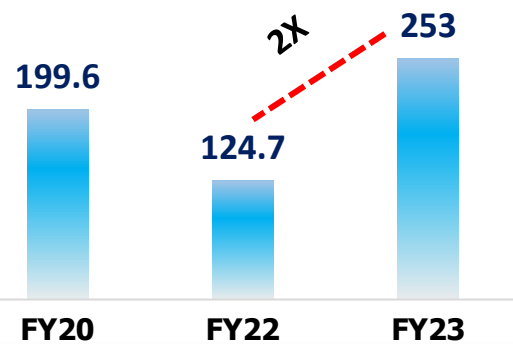
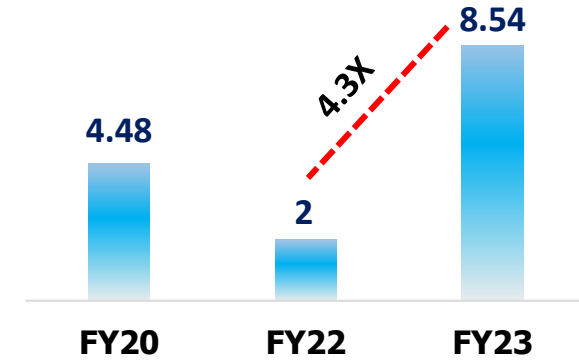
NET SALES ₹ Crs



EBITDA ₹ Crs



PAT ₹ Crs



❖ Quarter Revenue grew by 38% comparative pre-covid level.

❖ EBITDA -1.9X comparative quarter last year FY'22.

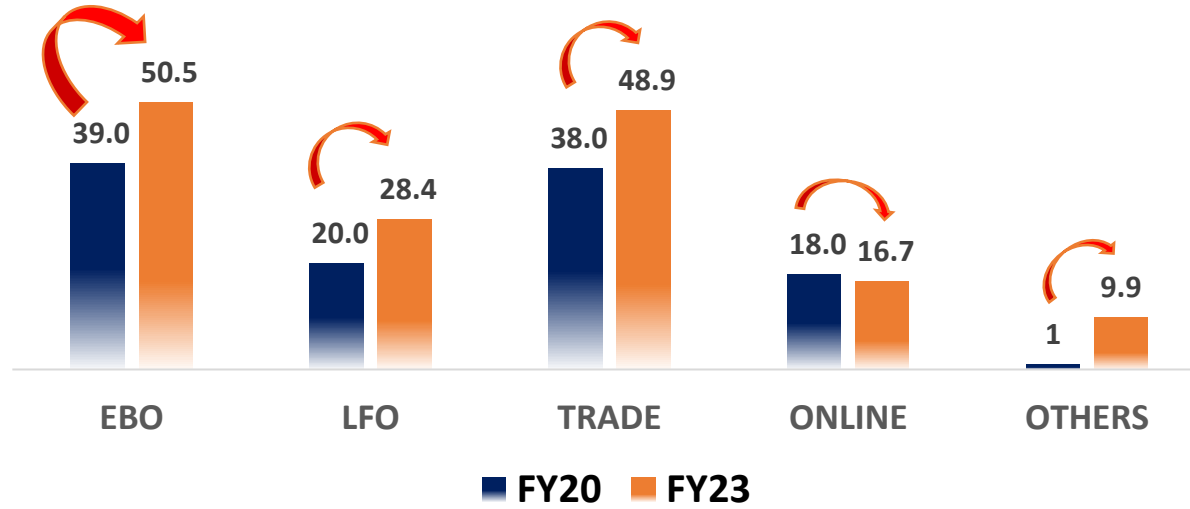
❖ H1 Revenue grew by 27% comparative pre-covid level.

❖ PAT – 4X comparative quarter last year FY'22

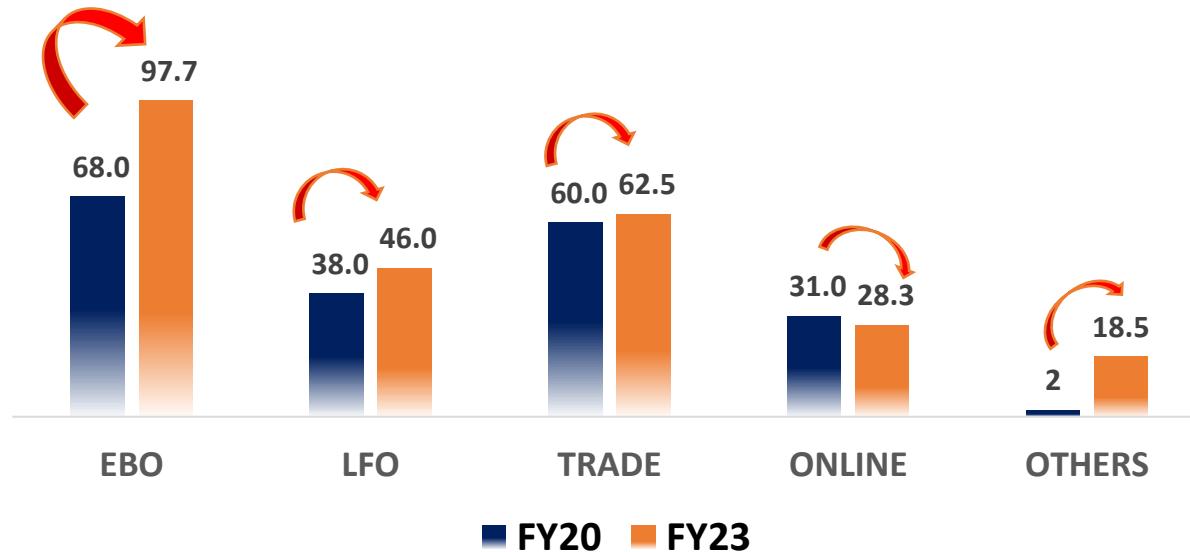
Channel Mix – Revenue

₹ Crs

Q2



H1



- ❖ Retail and Departmental stores Robust momentum consecutive quarters.

- ❖ Customer Footfall near Pre Covid.

- ❖ Acceleration in store retail expansion across smaller towns continues



INDIAN
TERRAIN



**NEW STORE
ADDITIONS**

NEW STORE OPENINGS IN SMALLER TOWNS & CITIES

Shalimar Mall,
Lucknow



Celebration Mall,
Udaipur



Virajpet-
Karnataka



Kadapa-Andhra
Pradesh



Exclusive stores – Q2 FY23

Region	Opening as on 1st July 22	Additions	Closure / Converted	Closing as on 30th Sep 22
South	126	4	0	130
West	32	0	1	31
North	43	1	2	42
East	28	0	0	28
Out of India	1	0	0	1
Total	230	5	3	232

Region	Closing As on 30th Sep 22
COCO (Company Owned Company Operated)	14
COFO (Company Owned Franchisee Operated)	92
FOFO (Franchisee Owned Franchisee Operated)	97
EFO (Exclusive Factory Outlet)	28
International	1
Total	232

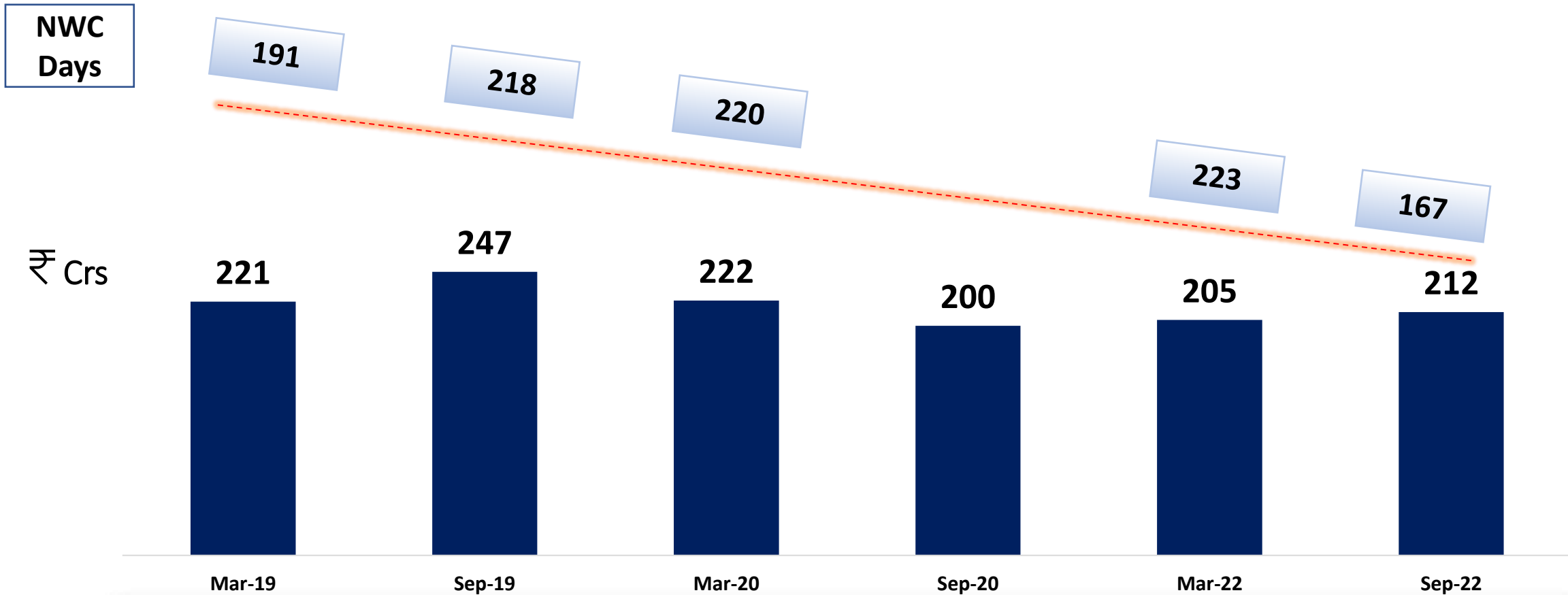




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FINANCIAL STATEMENTS

NWC Days lower from peak level



❖ Increasing retail driven channel mix and better efficiencies leading to better NWC

PROFIT & LOSS STATEMENT - Quarterly

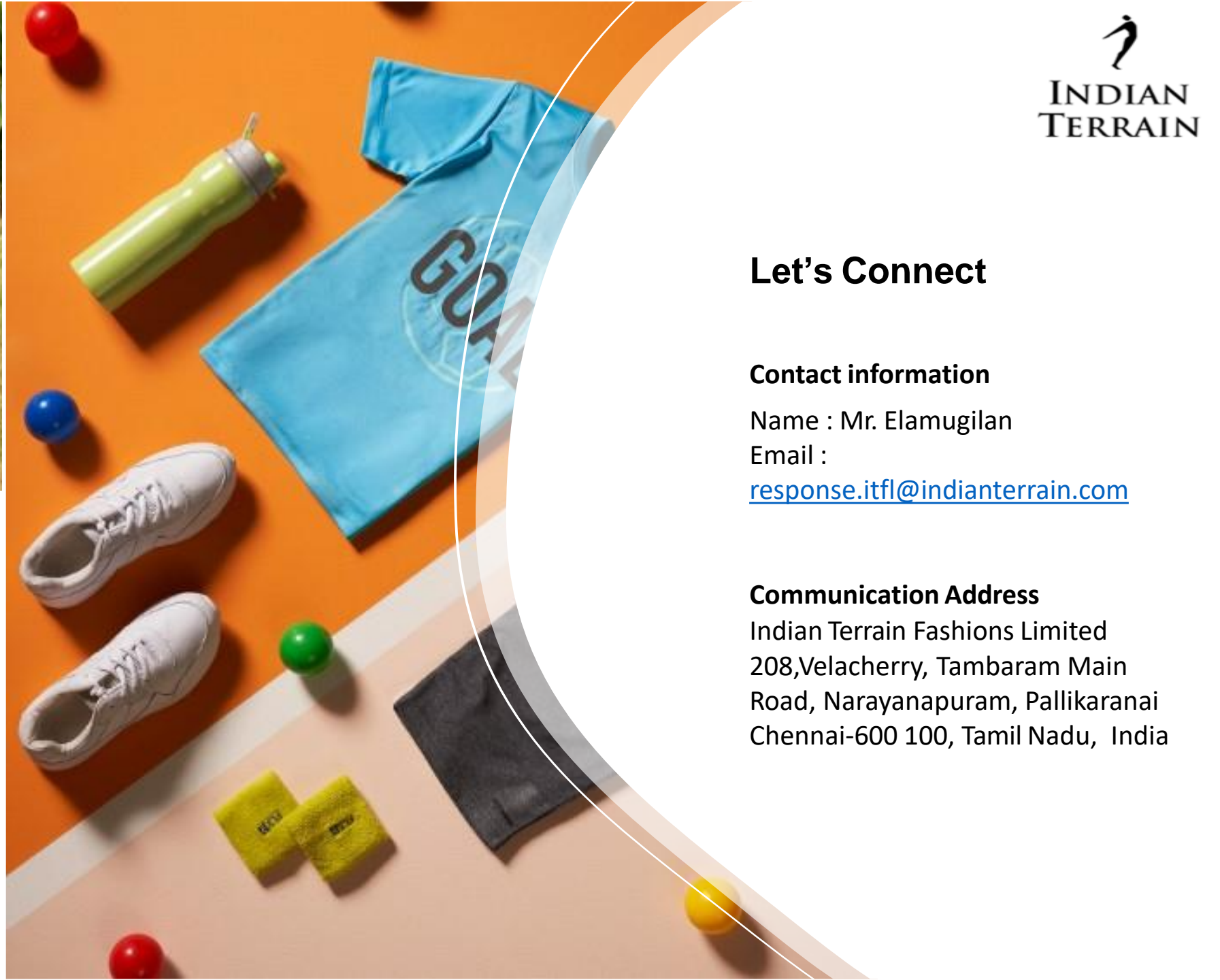
Standalone Profit & Loss (₹ Crs)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Income from Operations	39.3	68.8	91.7	27.5	97.1	103.0	108.7	98.6	154.4
Other Income	3.2	2.4	1.3	3.4	2.0	0.8	1.1	0.5	2.6
Total Income	42.5	71.2	93.0	31.0	99.1	103.7	109.8	99.1	157.0
Operating Expenses	48.5	67.7	78.1	33.0	88.6	91.2	96.7	85.3	138.0
EBITDA	-6.0	3.5	14.9	-2.1	10.6	12.5	13.2	13.8	16.4
Margin %	-15.3	5.1	16.2	-7.5	10.9	12.1	12.1	14.0	10.6
Depreciation	5.3	5.9	6.6	6.3	5.6	5.6	5.6	6.0	5.7
EBIT	-11.3	-2.4	8.3	-8.4	5.0	6.9	7.5	7.9	10.7
Margin %	-28.8	-3.5	9.1	-30.4	5.1	6.7	6.9	8.0	6.9
Financial Charges	6.4	5.5	4.6	4.7	4.7	4.7	4.8	5.0	5.0
PBT	-17.7	-7.9	3.7	-13.0	0.2	2.3	2.8	2.9	8.3
Margin %	-45.0	-11.5	4.0	-47.3	0.2	2.2	2.5	2.9	5.3
Tax	-0.1	-0.1	-23.1	-0.9	-1.7	0.8	-3.7	0.5	-0.4
PAT	-17.6	-7.8	26.8	-12.1	2.0	1.5	6.5	2.4	8.5
Margin %	-44.8	-11.3	29.2	-44.0	2.0	1.4	5.9	2.4	5.5

Balance Sheet

Standalone Balance Sheet (₹ Crs)	Sep'22	Mar'22	Sep'21
Share Capital	8.9	8.2	8.2
Reserves and Surplus	206.5	188.3	180.2
Non-Current Liabilities	71.6	71.1	69.3
Current Liabilities	260.5	205.1	177.9
Total Equity and Liabilities	547.4	472.7	435.7
Non-Current Assets	118.7	137.4	136.2
Current Assets	428.8	335.3	299.5
Total Asset	547.4	472.7	435.7

Way Forward

- ❖ H2 on track to consistent and healthy Growth
- ❖ Trade Show booking of Spring Summer'23 shows sustained demand across all channels.
- ❖ Continued focus on Inventory and Working Capital efficiency.
- ❖ Continued Focus on retail – expansion, enhancement and experience leading to better results
- ❖ Continued cost rationalisation on Selling Expenses, Admin & Other costs



Let's Connect

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