



February 7, 2024

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 ended on
December 31, 2023**

Dear Sir/Ma'am,

Please find attached a copy of Company's Q3 FY24 Earnings Presentation, which the Company proposes to share with Analysts/ Investors with respect to its Un-Audited Financial Results for the Quarter ended on December 31, 2023, as approved by the Board of Directors in their meeting held on **February 7, 2024**.

You are requested to take the above on record.

For Cantabil Retail India Limited

**POONAM
CHAHAL**

Digitally signed by POONAM CHAHAL
DN: c=IN, o=Personal,
pseudonym=caY4zaqRSUYJ2Hkgd0IYP7PL9IupaNV,
2.5.4.20=0c18a3d106ad0e7576f0e12855599059258b8957b4
cf1040f5532e447e81b0c, postalCode=110085, st=Delhi,
serialNumber=10c4ba7bddcb340578d76cf631cd10f18e27c13
9adf78cf5ae0dc88febd5e35d, cn=POONAM CHAHAL
Date: 2024.02.07 12:44:46 +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

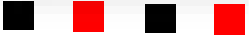
Investor Presentation
Q3 & 9M FY24

Q3 & 9M FY24 Performance Highlights





Q3 FY24 - Key Update



Store Addition

The Company added **31 Stores** (opened 33 & relocated/closed 2) in Q3 FY24

PSF

The PSF for Q3 FY24 stood at **₹957**

ASP

The ASP for Q3 FY24 stood at **₹1,419**



Retail Area

Total retail area stood at **6.32** lakh sq. ft.

Average Bill Value

The ABV for the quarter stood at **₹5,028**

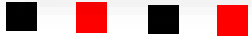
Volume Growth

Volume growth for the Quarter stood at **11.4 %** (Y-o-Y)

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



9M FY24 - Key Update



Store Addition

The Company added **66 Stores** (opened 72 & relocated/closed 6) in 9M FY24

PSF

The PSF for 9M FY24 stood at **₹824**

ASP

The ASP for 9M FY24 stood at **₹1,115**



Retail Area

Total retail area stood at **6.32** lakh sq. ft.

Average Bill Value

The ABV for 9M FY24 stood at **₹4,501**

Volume Growth

Volume growth for the 9M FY24 stood at **11.8 %** (Y-o-Y)

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



Q3 & 9M FY24 Performance Highlights



Revenue

Gross Margin

EBITDA

PAT

Q3 FY24

Grew by
7% Y-o-Y
to ₹174 Crs

Stood at ₹105
Crs

Gross margin
stood at 60%

Stood at ₹53.9
Crs

EBITDA margin
stood at 30.9%

Stood at ₹24.1
Crs

PAT margin
stood at 13.8%

9M FY24

Grew by
11% Y-o-Y
to ₹421 Crs

Stood at
₹249 Crs

Gross Margin
stood at 59%

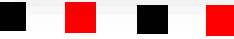
Stood at
₹117.9 Crs

EBITDA margin
stood at 28.0%

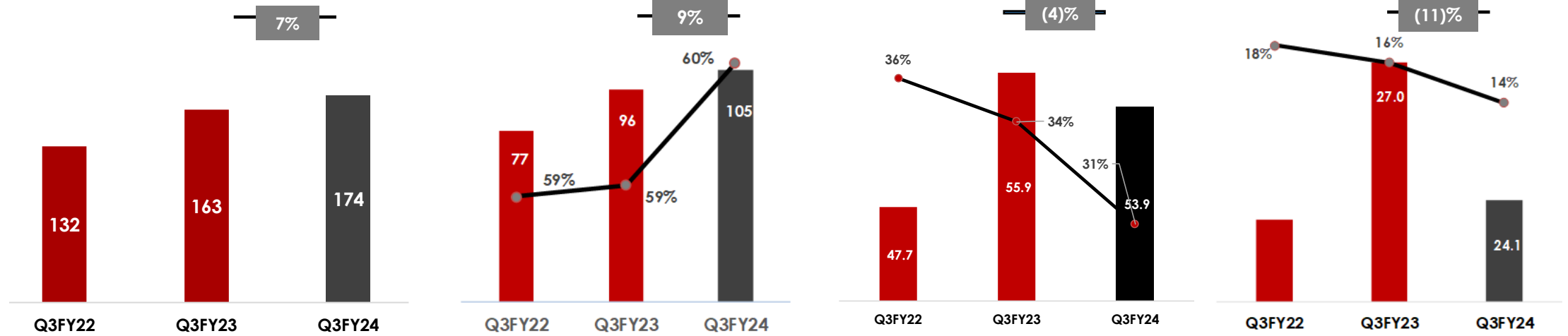
Stood at ₹43.9
Crs

PAT margin
stood at 10.4%

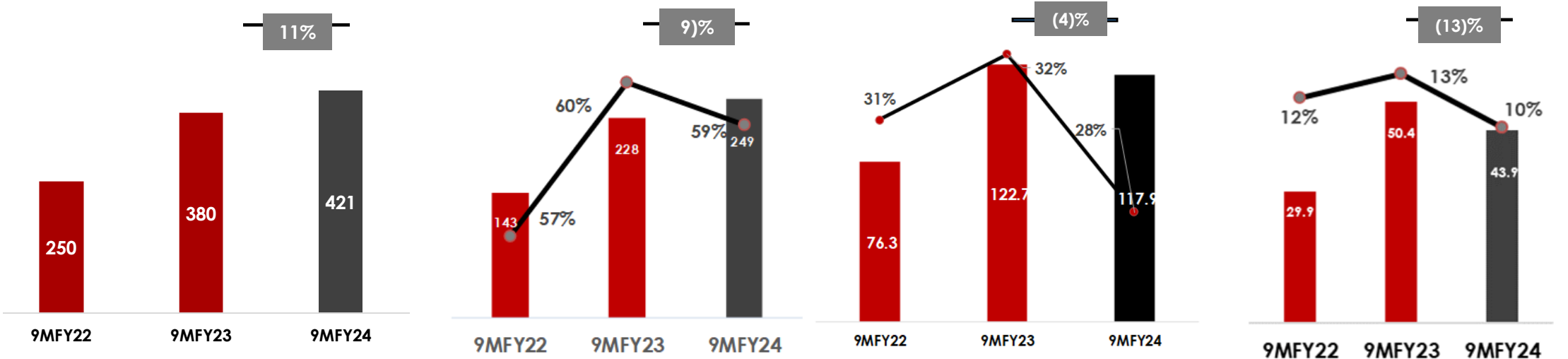
Key Financial Highlights



Quarter



9 Months



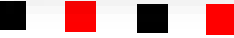
Revenue (₹ Cr)

Gross Margin (₹ Cr)

EBITDA (₹ Cr)

PAT (₹ Cr)

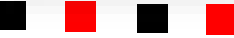
Profitability Highlights



Particulars (₹ In Crs)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	9M FY24	9M FY23	Y-o-Y	FY23
Revenue from Operations	174.5	163.1	7%	135.1	421.3	379.9	11%	551.7
Raw Material Expenses	49.3	45.0		46.1	118.7	89.2		159.6
Job Work Charges	9.7	13.8		7.9	23.9	38.5		46.5
Employee Expenses	31.3	25.1		28.1	86.2	70.9		97.5
Other Expenses	30.3	23.2		23.5	74.6	58.6		84.4
EBITDA	53.9	55.9	-4%	29.6	117.9	122.7	-4%	163.7
EBITDA Margin (%)	30.9%	34.3%		21.9%	28.0%	32.3%		29.7%
Other Income	1.4	0.6		0.6	3.1	2.3		4.4
Depreciation	16.6	13.8		14.1	44.1	39.1		52.5
Finance Cost	7.8	6.6		7.2	21.9	18.5		26.3
Profit before Tax	30.9	36.2	-14%	8.8	55.0	67.3	-18%	89.3
Profit before Tax Margin (%)	17.7%	22.2%		6.5%	13.1%	17.7%		16.2%
Tax	6.8	9.2		1.3	11.1	17.0		22.0
Profit After Tax	24.1	27.0	-11%	7.5	43.9	50.4	-13%	67.2
PAT Margin (%)	13.8%	16.5%		5.5%	10.4%	13.3%		12.2%
Other comprehensive income	0.0	0.3		0.3	0.2	0.2		-0.2
Total other comprehensive income	24.1	27.2	-11%	7.8	44.1	50.5	-13%	67.0
Basic EPS	3.0	3.3		0.9	5.4	6.2		8.2
Diluted EPS	3.0	3.3		0.9	5.4	6.2		8.2



Profitability Highlights (Pre IND AS 116)



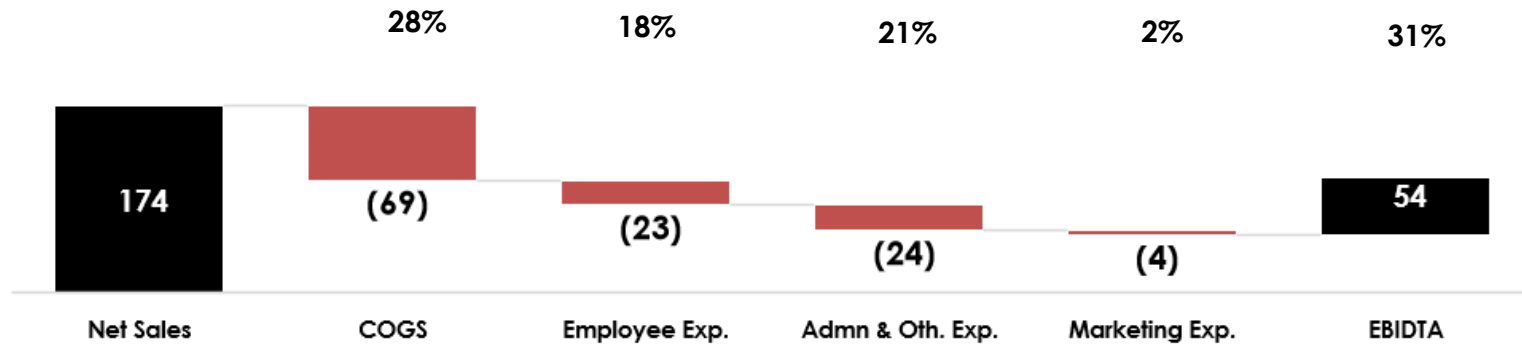
Particulars (₹ In Crs)	Q3FY24	Q3FY23	Y-o-Y	Q2FY24	9M FY24	9M FY23	Y-o-Y	FY23
Revenue from Operations	174.5	163.1	7%	135.1	421.3	379.9	11%	551.7
Cost of Material Consumed	69.4	67.2		63.2	172.1	152.1		240.4
Employee Expenses	23.2	18.3		20.7	63.0	50.8		70.1
Other Expenses	45.6	36.5		38.3	118.8	96.9		136.1
EBITDA	36.1	41.1	-12%	12.9	67.5	80.1	-16%	105.1
EBITDA Margin (%)	20.7%	25.2%		9.5%	16.0%	21.1%		19.0%
Other Income	1.4	0.6		0.6	3.1	2.3		4.4
Depreciation	4.3	3.5		3.8	11.4	9.4		13.2
Finance Cost	1.1	0.9		1.0	3.1	2.0		3.0
Profit before Tax	32.1	37.3	-14%	8.6	56.0	71.0	-21%	93.3
Profit before Tax Margin (%)	18.4%	22.9%		6.4%	13.3%	18.7%		16.9%



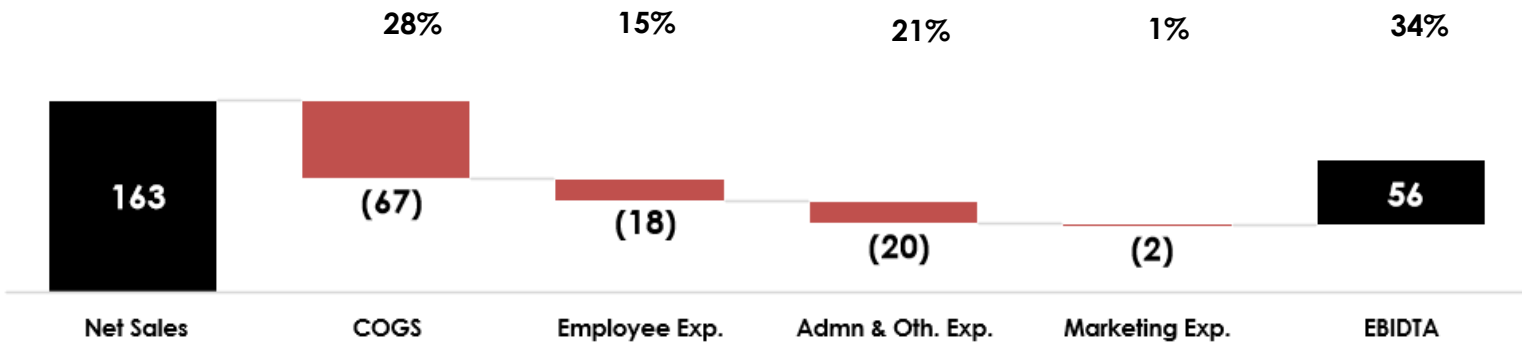
Operational Matrix



Q3 FY 24



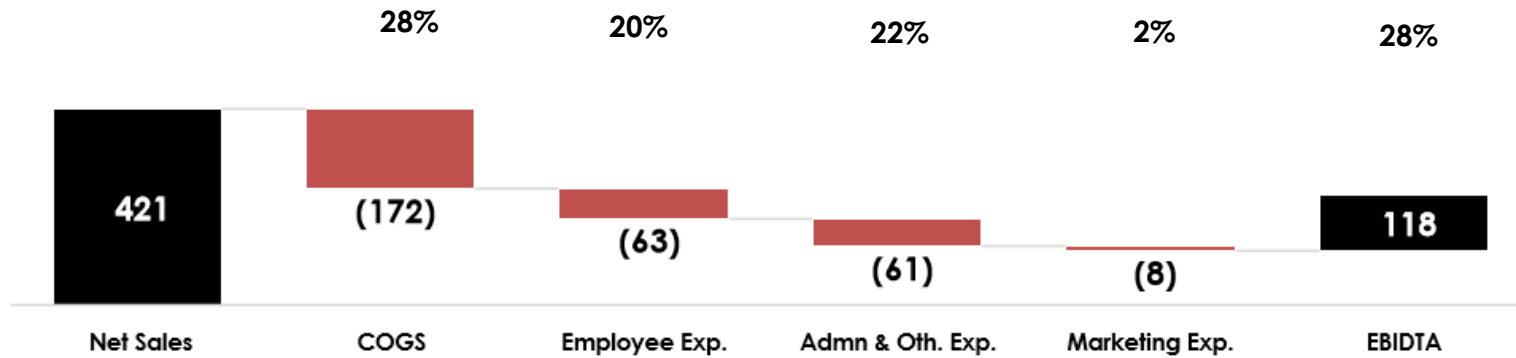
Q3 FY 23



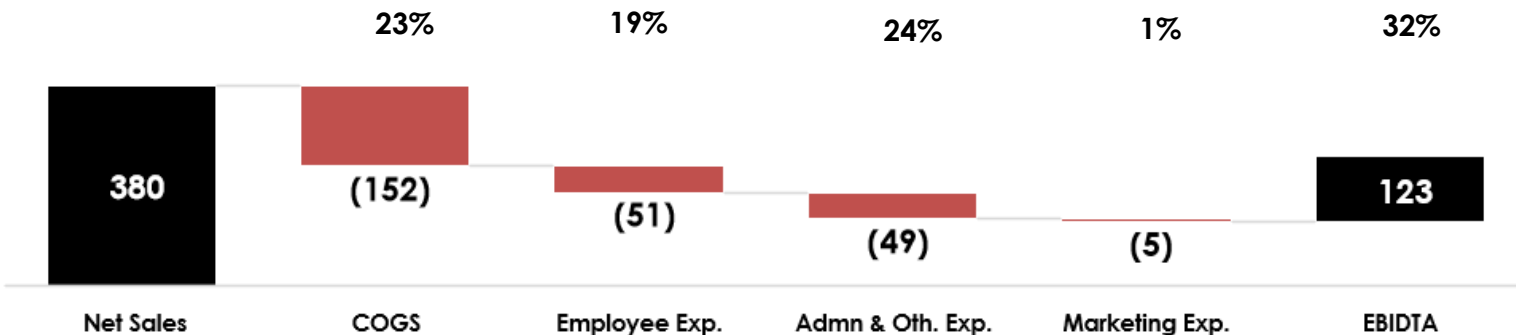
Operational Matrix



9M FY 24



9M FY 23



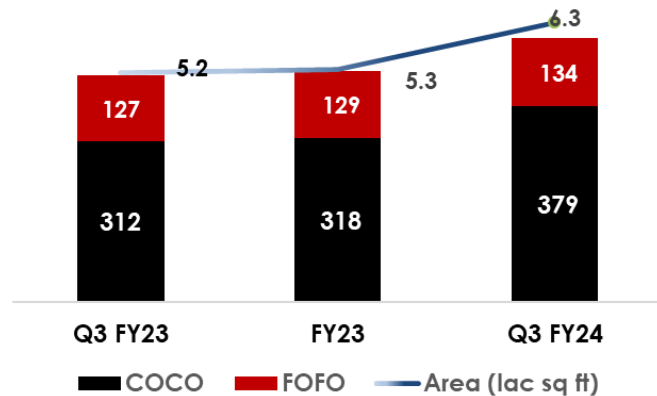


Key Operational Matrix

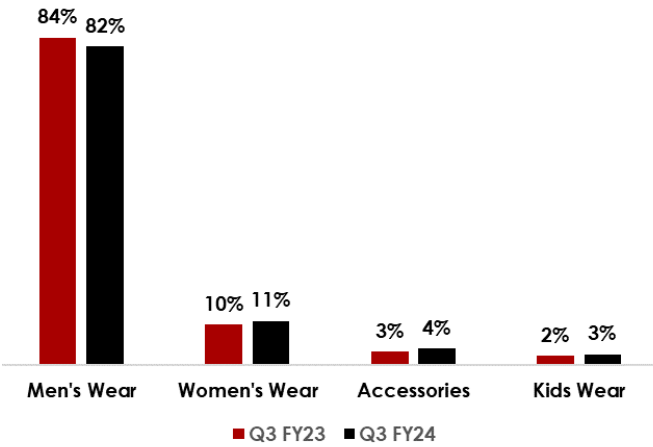


Quarter

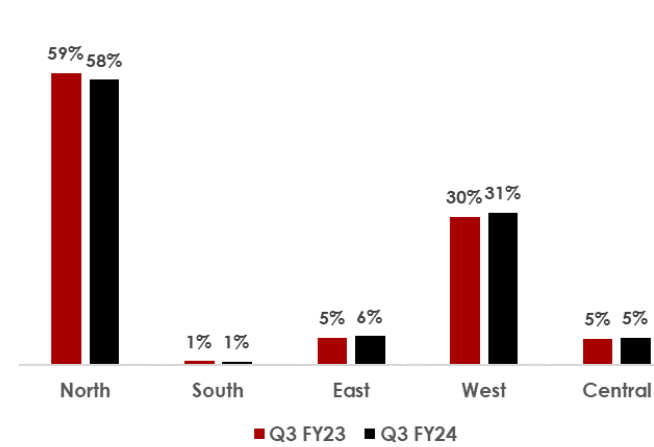
No of stores & Retail space



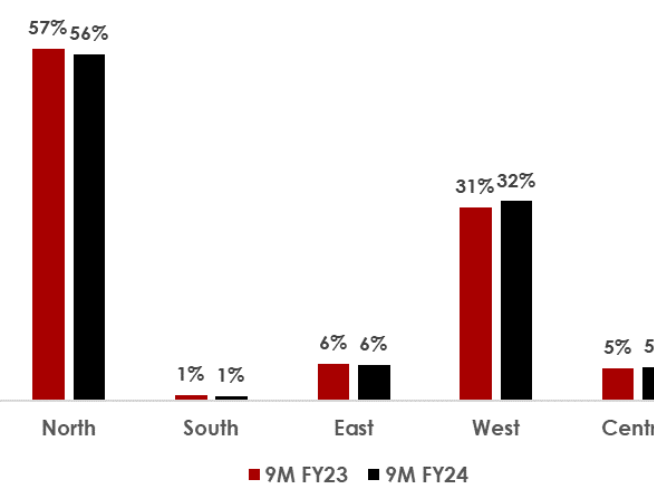
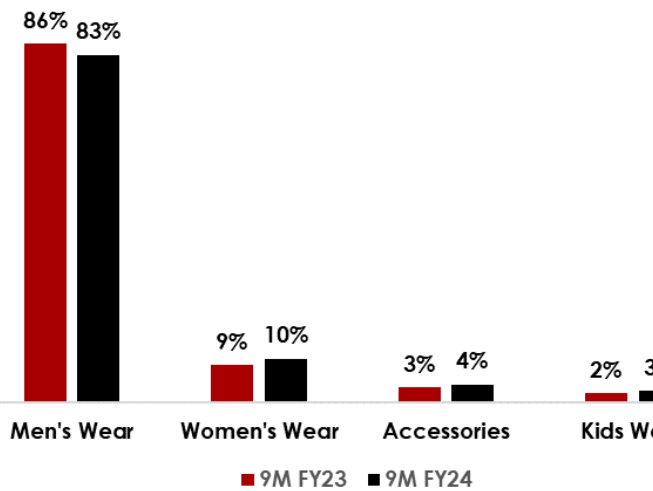
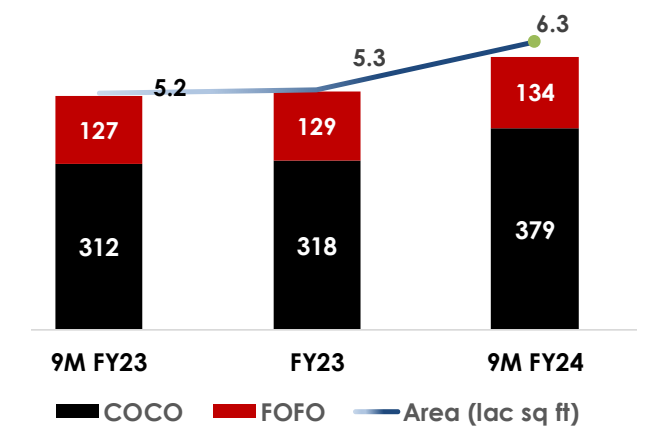
Revenue Category wise (%)



Revenue Region wise (%)



9 Months



Corporate Overview





Integrated Retail Play

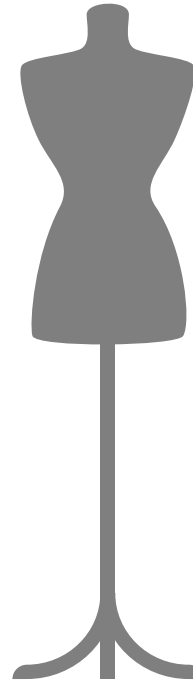


Cantabil Retail India Ltd. is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**



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 **510+** exclusive retail outlets & employee strength of more than **4,300+** spread across India

Presence across categories



Men's Wear

- Cantabil – 24 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.

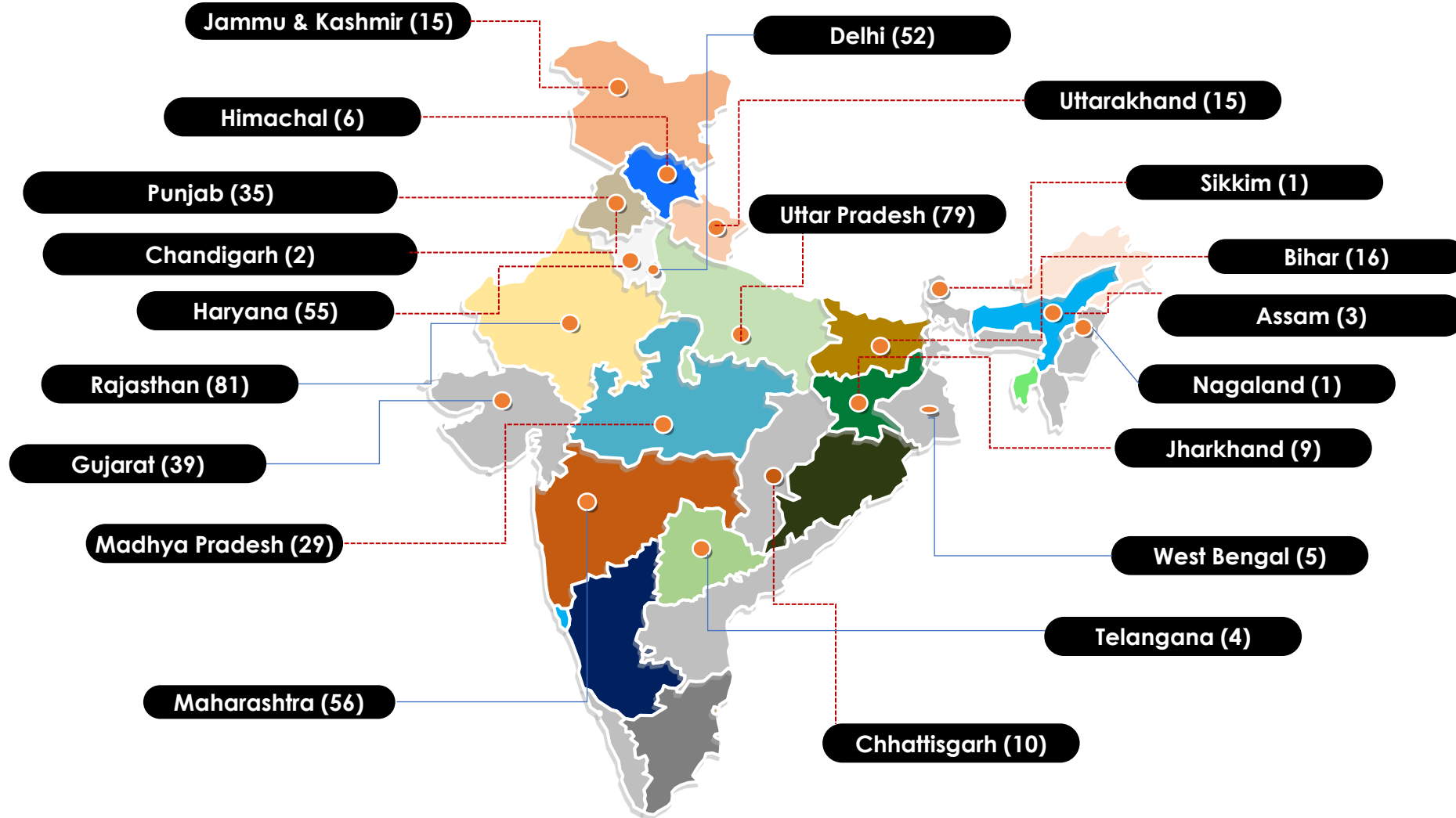
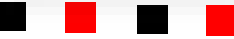


Accessories

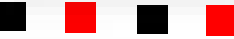
- Well-known brand in men's accessories
- Offers Innerwear, Belts, Socks, Ties, Handkerchief, Deo, etc



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

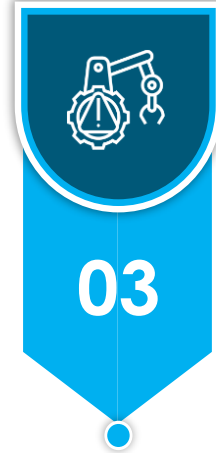


Brand

Cantabil brand
established - 24 years
and counting

Capacity

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

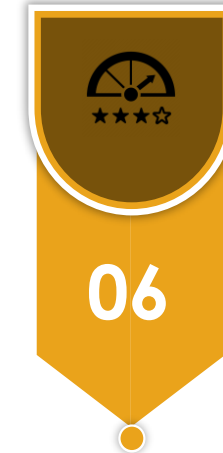


Presence

513 Brand store spread
across 250+ 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

4,300+
Employees strength
(both skilled & semi-
skilled)





Focus Area



Increasing Retail Presence

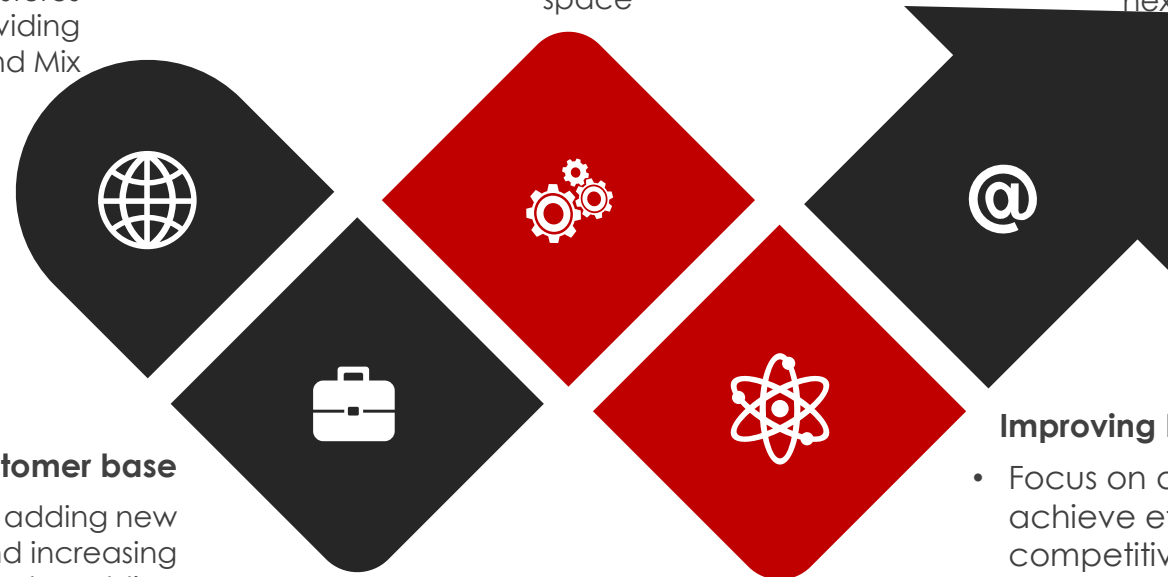
- Increasing our store network to 700 over next 2-3 years
- Planned expansion in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores
- Enhancing shopping experience by providing Best Brand Mix

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

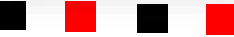
- Focus on areas to reduce costs and achieve efficiencies in order to remain competitive
- Reduce wastage and control fabrication
- Investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management

Select Recent EBO Opening





Media Coverage & Advertisement



Cantabil Unveils The Epitome Of Elegance With The All-New Winter And Wedding Collection

Date
12/7/2023 12:41:25 AM



(MENAFN- ForPressRelease) New Delhi, December 6, 2023: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, is thrilled to announce the launch of its much-anticipated Winter and Wedding Collection through a digital film in India. The film will be amplified across multiple digital touch points including Instagram, Facebook and YouTube.

Cantabil unveils the epitome of elegance with the all-new Winter and Wedding Collection

Published on December 7, 2023

New Delhi: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, is thrilled to announce the launch of its much-anticipated Winter and Wedding Collection through a digital film in India. The film will be amplified across multiple digital touch points including Instagram, Facebook and YouTube.

Curated by Circle Models Management Private Limited, the digital film captures the tranquil and serene charm of Thailand. Showcasing a unique selection from the brand's winter collection for men, women, and kids, as well as the wedding collection for both genders, the film unfolds against various picturesque backgrounds. The winter line is highlighted against stylish architectural settings, while the wedding collection takes center stage amidst celebratory setups. This fresh collection embodies the spirit of global fashion trends, carefully curated to offer consumers a wardrobe that not only keeps them warm in colder months but also enhances their style.



Unveiling the brand's latest collection, Deepak Bansal, Director, Cantabil Retail India Ltd., expressed, "Our Winter Wedding Collection reflects Cantabil's unwavering commitment to delivering fashion that embodies elegance, refinement, and comfort. To curate this season's collection, we've drawn inspiration from global trends, offering a range that not only keeps you cozy during the colder months but also allows you to effortlessly make a stylish statement in the wedding season as well. This collection harmoniously blends timeless design with contemporary sensibilities, ensuring our customers always radiate their finest style. We extend an invitation to explore our latest offerings, exemplifying the perfect fusion of fashion and warmth, epitomizing what Cantabil represents."

Cantabil's Men Winter Wedding Collection promises classy, elegant, and sophisticated look this season. The overall color palette of the season includes - shade of deep Camel, Autumn Greys, Pine Greens, Olives, Warm Navys, Burgundy, and



timeless Monochrome Neutrals. The Wedding Collection offers various styles, with a focus on an array of 3-piece suits and fashionable Band Galas. Notably, the 3-piece suits are innovatively designed with a contrast waistcoat, introducing an exciting mix-and-match element for the current season.

Cantabil Retail expands its retail presence with the opening of a new store in Wardha



Wardha, 01 October: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, has announced the opening of its retail store in Wardha. Spread across an area of 2930 Sqft., this brand store is located at Plot No 2731/B Ward No. 23 Tondan Cycle, Bhamtipura Chowk, Wardha, Maharashtra-442001.

The all-new Cantabil Retail store represents the future of retail experience for its customers, as it offers a full range of formal-wear, casuals, and ultra-casual clothing for men & women at competitive price. With this store opening, Cantabil retail has reached to 479 store mark across India and plans to continue expanding its retail

presence.

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 Wardha. 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 54th retail store in Maharashtra. 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."

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. Established in 2000, Cantabil Retail India Ltd. is in the business of designing, manufacturing, branding, and retailing apparel under the brand name CANTABIL. It's the only brand that caters to all three segments and a wider range of products under one brand and one roof in the men's category, like shirts (formal or casual), trousers, denim, suits, blazers, jackets, woollens, ladies' wear, and kids' wear, making it complete family wear.

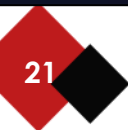
Cantabil unveils elegant winter & wedding collection

The latest winter & wedding collection offers comfort and effortless styling.



Mumbai: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, is thrilled to announce the launch of its much-anticipated winter and wedding collection through a digital film in India. The film will be amplified across multiple digital touch points including Instagram, Facebook and YouTube.

Curated by Circle Models Management Pvt Ltd, the digital film captures the tranquil and serene charm of Thailand. Showcasing a unique selection from the brand's winter collection for men, women, and kids, as well as the wedding collection for both genders, the film unfolds against various picturesque backgrounds. The winter line is highlighted against stylish architectural settings, while the wedding collection takes center stage amidst celebratory setups. This fresh collection embodies the spirit of global fashion trends, carefully curated to offer consumers a wardrobe that not only keeps them warm in colder months but also enhances their style.





Media Coverage & Advertisement



Cantabil opens 500th store in Ayodhya, to open first international outlet in Nepal

By Indiaretailing Bureau | November 24, 2023 | 193 | Follow Us



Must Read

The Brand is set to embark on its international journey with the inauguration of its first exclusive brand outlet in Nepal

New Delhi: Retail fashion and apparel brand, Cantabil has announced the opening of its 500th store in the historic city of Ayodhya, the company said in a press release on Friday.

Latest News

We target Rs 100 crores in 3 years for our FMCG business - Sagar Daryani of Wow! Momo

New collection offers winter wear for weekend gateways

The apparel manufacturer and retailer, Cantabil, has introduced a curated line that caters to men, women, and kids, promising comfort and effortless styling across three distinctive categories. "Our winter-wear range not only protects you from the cold but also helps you make a stylish statement during your staycations," says the brand's management team.

"The new Winter collection epitomizes elegance, refinement, and comfort, reflecting the brand's commitment to delivering high-quality fashion," they add. Inspired by global trends, the collection blends timeless design with contemporary sensibilities.



The men's winter collection promises a classy, elegant, and sophisticated look. The colour palette for the season includes deep camel, autumn greys, pine greens, olives, warm navy, burgundy, and monochrome neutrals. "The assortment also offers a wide range of hoodies and sweatshirts, featuring various neck styles, captivating prints, and extra-soft cushioning. To keep warm while staying in vogue, trendy sweaters are included," the team informs.

For essential comfort during harsh winters, the collection includes hooded jackets with soft fur linings.



Deepak Bansal, Promoter and Whole-Time Director of the brand

For women, the new collection offers a blend of style and warmth with a versatile range of lightweight padded jackets, both reversible and non-reversible, ideal for outdoor activities. "The colour palette blends deep winter hues with pastel fabric touches. It includes extra-soft fur jackets, hooded bomber jackets, body-hugging skivvies, the brand's signature fine winter blazers crafted from luxurious woollen fabrics, and a variety of sweaters and hoodies. Long coats and tweed blazers become essential pieces for every fashion-conscious woman," the team adds.

The brand also offers warm woollen *kurtis* with lurex motifs for ethnic wear enthusiasts. Within the collection, one can also find cord-sets crafted from high-quality jacquard woollen and woven fabrics. The collection is distinguished by its carefully designed silhouettes, emphasizing comfort and versatility.



and frills, trendy shirts, and warm clothing options. "The range encompasses polyfill puffers, fancy furs in jackets, stretchable trousers, multi-colour checked shirts, joggers, and cargos, ensuring your kids stay both cosy and stylish," says the brand's management team.

"Cantabil's winter collection aims to be a blend of fashion and warmth for all your vacations. So, immerse yourself in the spirit of elegance and warmth with the brand's latest offerings, and make a stylish statement wherever you go for all those long weekends," the team adds.

Eyeing higher growth margins, apparel brands bet big on celebs and occasion wear this festive season

In the midst of festive season 2023, it is evident that it is not just the big or established apparel brands that are going on an ad blitzkrieg but also the comparatively newer ones who are bringing their A 'ad' game to the table foreseeing higher growth during the OND Quarter

BestMediaInfo Bureau | Delhi, November 03, 2023



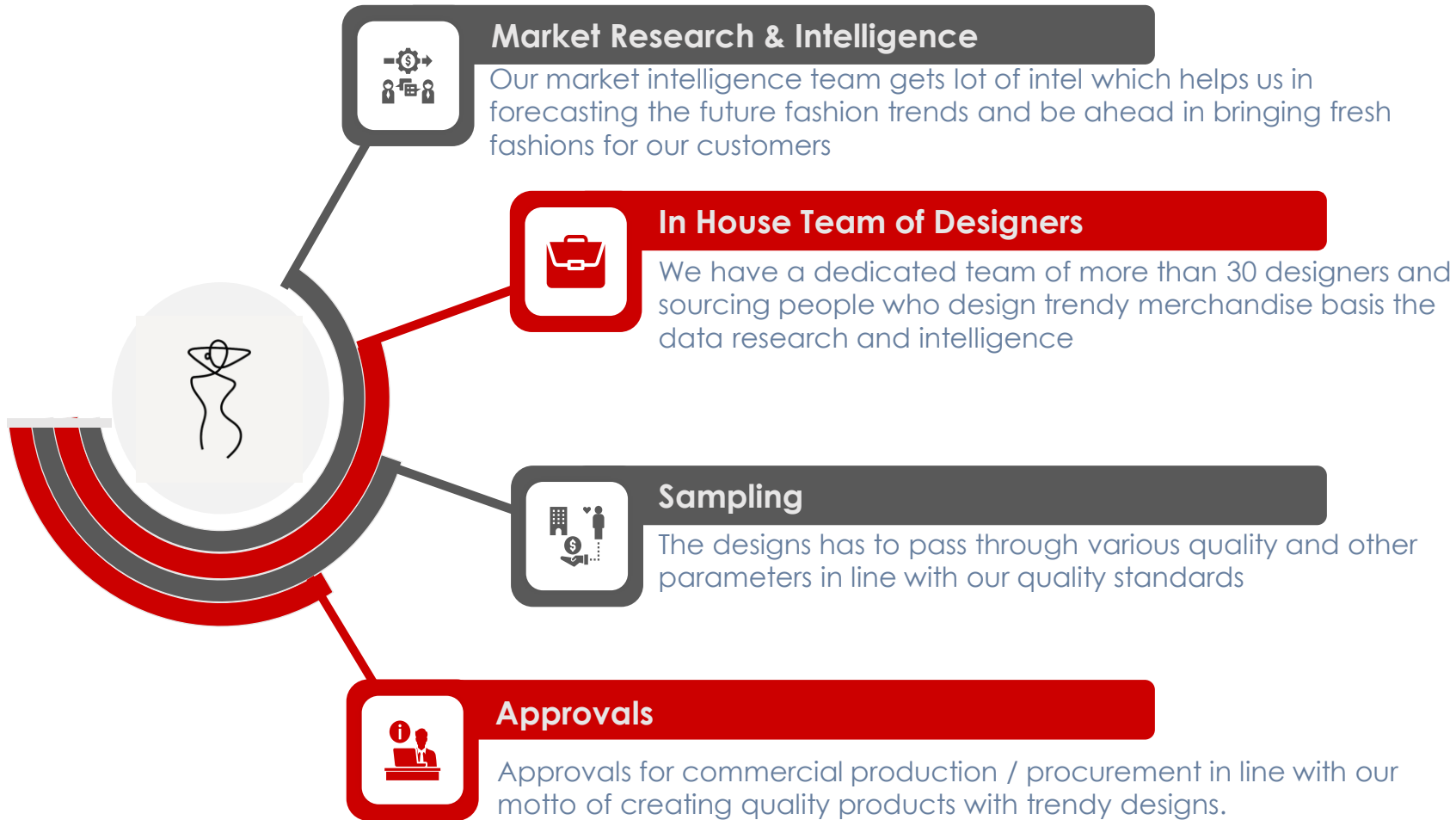
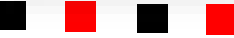
During the festive season when consumer sentiments are at an all time high and people don't mind spending big bucks on themselves and their near and dear ones, it is often the apparel category which witnesses a keen interest from the audiences.



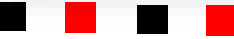
Manufacturing Excellence



Designing Capabilities



Manufacturing Prowess



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



Capacity

Manufacturing Area

Latest Development

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

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

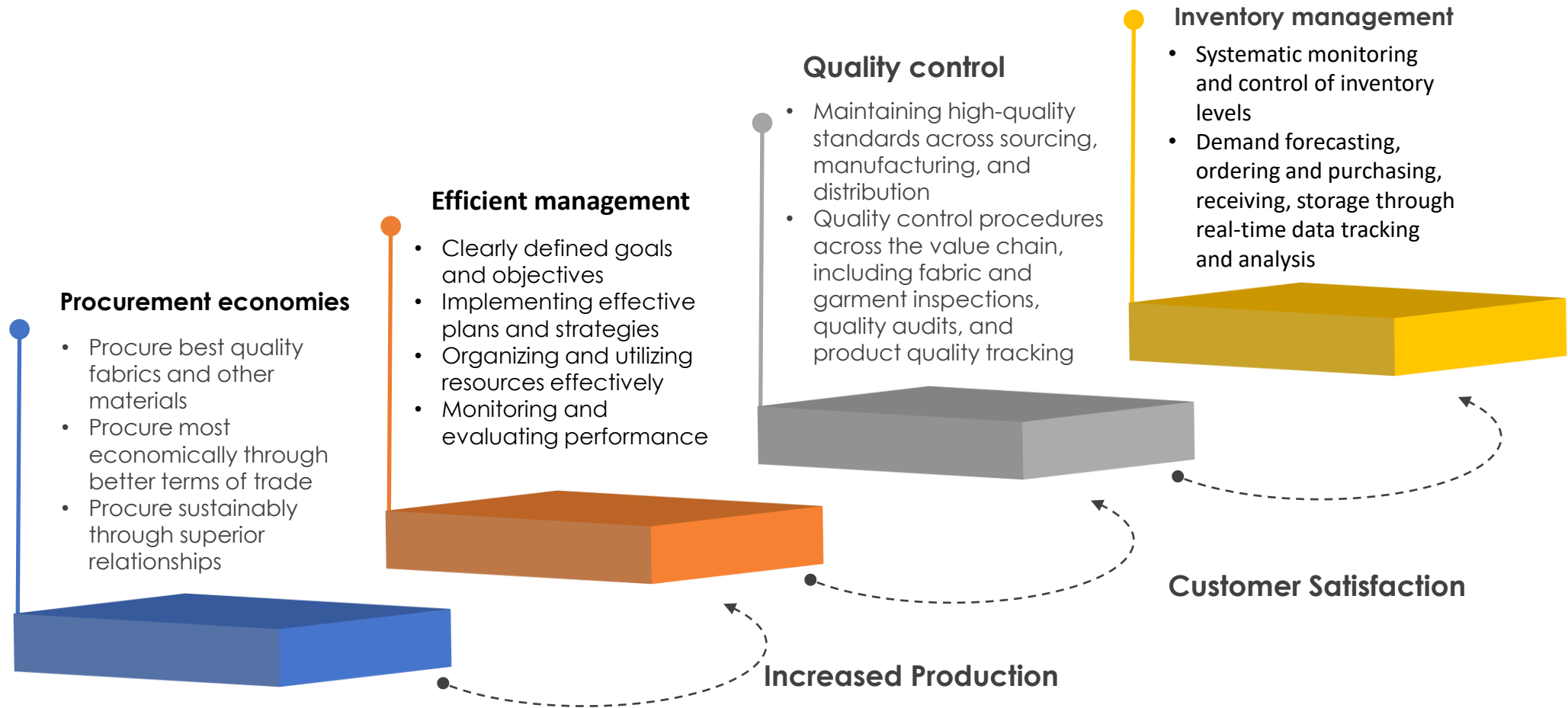
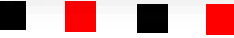
Integration

Technology

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**

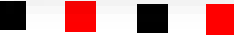




Strong Financial to Support Growth



Historical Performance



Particulars (₹ In Crs)	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
Revenue from Operations	197.2	288.6	338.0	251.6	383.2	551.7	23%
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	
EBITDA	20.0	29.6	84.7	59.4	110.1	163.7	52%
EBITDA Margin (%)	10.1%	10.3%	25.1%	23.6%	28.7%	29.7%	
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	
Profit before Tax	7.6	16.2	24.0	12.3	59.6	89.3	64%
Profit before Tax Margin (%)	3.9%	5.6%	7.1%	4.9%	15.5%	16.2%	
Tax	-12.4	3.7	7.6	2.6	21.5	22.0	
Profit After Tax	20.0	12.5	16.4	9.7	38.1	67.2	27%
PAT Margin (%)	10.1%	4.3%	4.9%	3.8%	9.9%	12.2%	
Other comprehensive income	-0.1	0.7	-0.1	-0.4	-0.4	-0.2	
Total other comprehensive income	19.9	13.2	16.4	9.2	37.7	67.0	

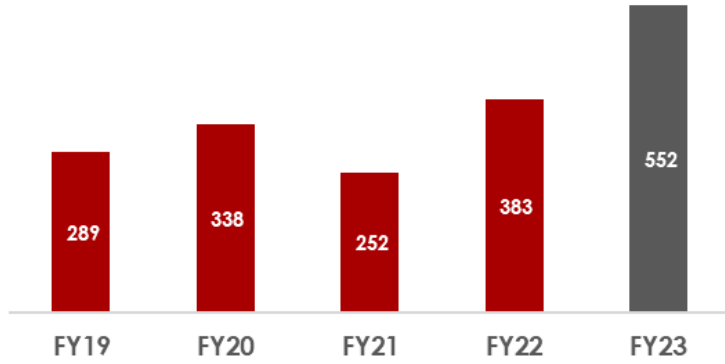




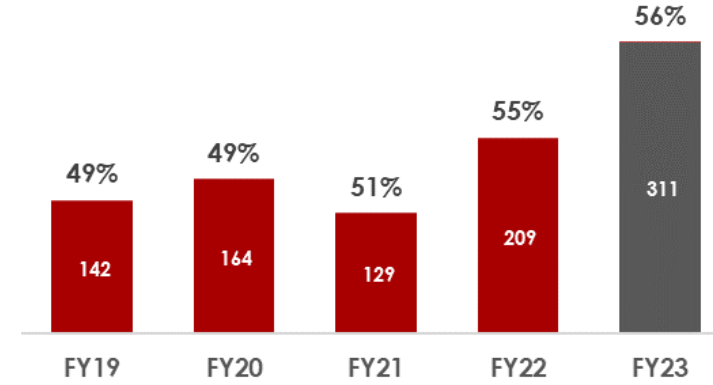
Robust Performance



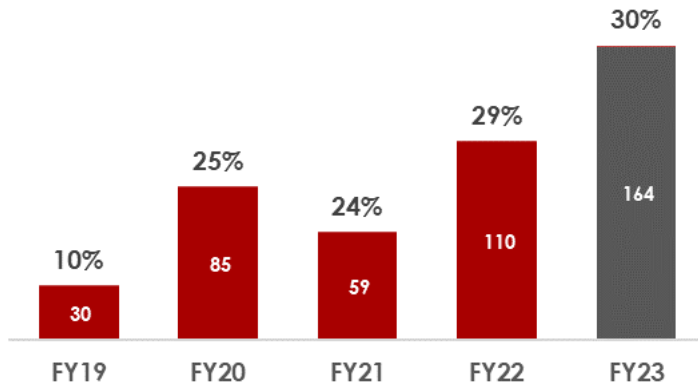
Revenue from Operations (₹ Crs)



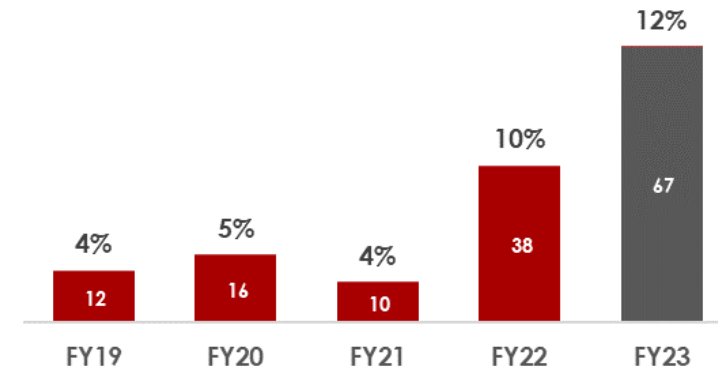
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %

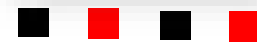


PAT (₹ crs) & %

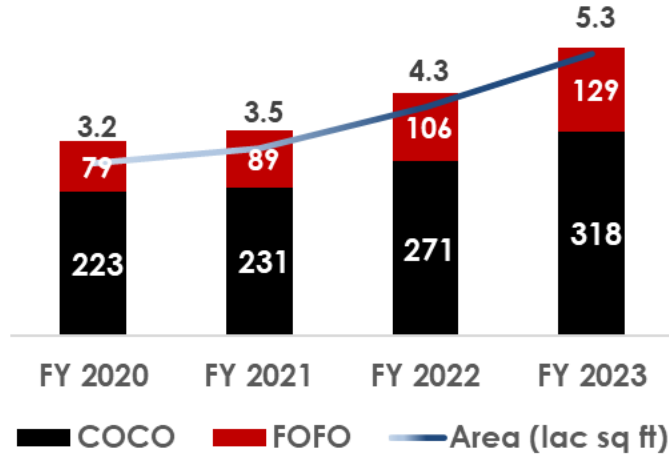


#Gross Profit margin is derived after considering certain expenses like factory labor and some other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively

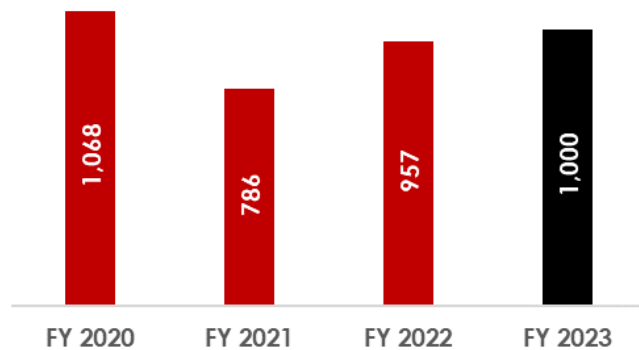
Key Operating Metrics



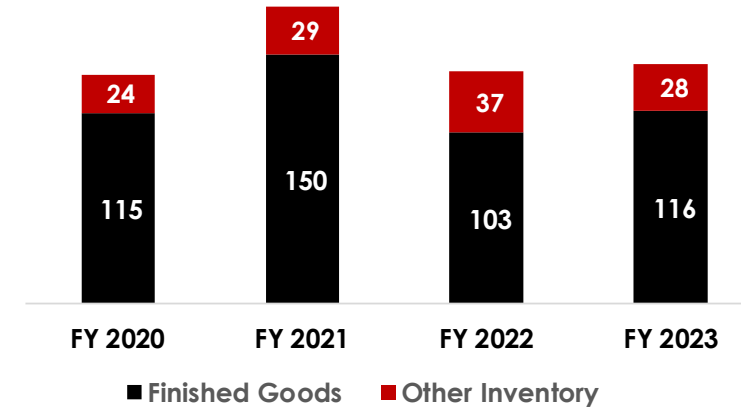
No of stores & Retail space



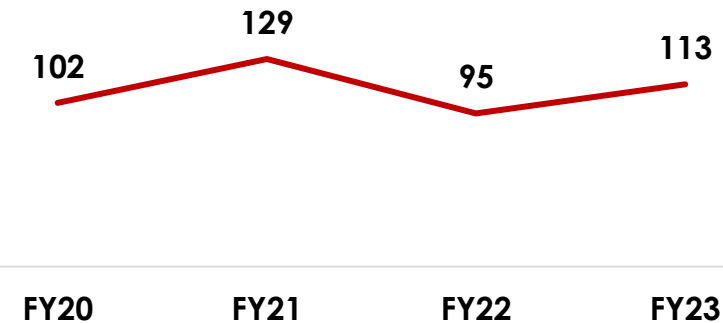
Sales per Sq. Ft. (₹ Per Month)



Inventory days

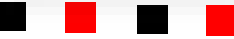


Working Capital days

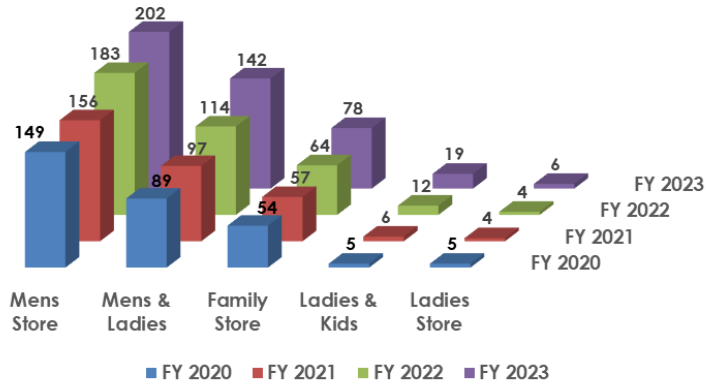


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

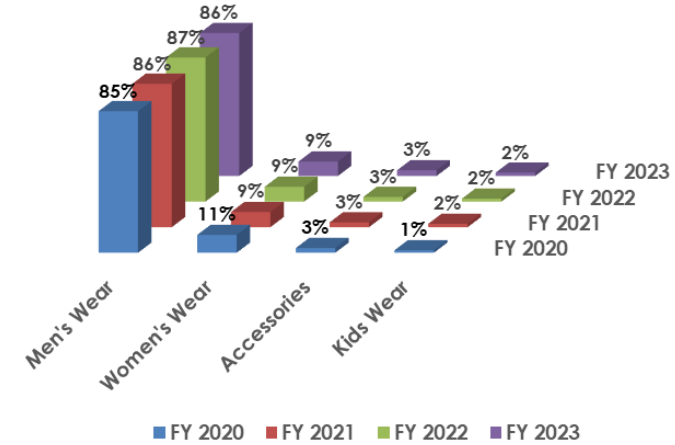
Key Operating Metrics



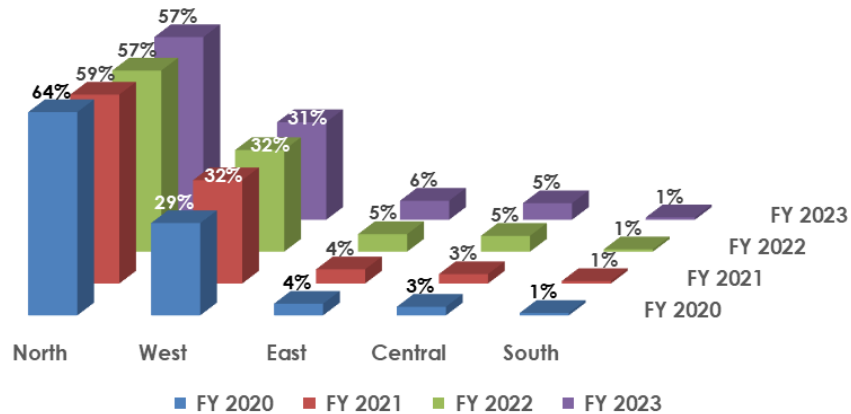
Store Categories (Number)



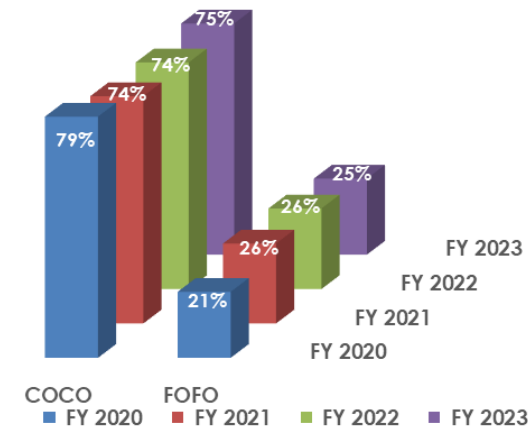
Revenue Categories (%)



Revenue Zonewise (%)

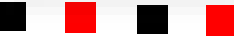


Revenue Store Typewise (%)





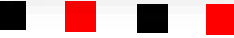
Balance Sheet



ASSETS (₹ In Crs)	Sep'23	Mar'23	Mar'22
NON-CURRENT ASSETS	410.4	372.8	334.9
Property, plant & equipment	110.3	103.1	92.5
Capital work-in-progress	22.9	12.0	0.9
Investment Property	3.5	3.5	3.5
Right-of-use assets	230.9	215.3	202.9
Other Intangible assets	1.4	1.4	1.5
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	14.0	12.5	11.9
Deferred Tax Assets (net)	19.3	16.7	13.9
Other Non - current assets	8.1	8.2	7.7
CURRENT ASSETS	267.1	237.8	161.0
Inventories	233.6	218.0	146.8
Investments	0.0	0.0	0.0
Trade receivables	14.5	9.5	3.7
Cash & Cash Equivalents	2.4	1.4	3.2
Other Financial Assets	1.6	1.5	1.0
Current Tax Assets (net)	5.7	1.0	0.9
Other Current assets	9.3	6.4	5.3
TOTAL ASSETS	677.4	610.6	495.8

EQUITY & LIABILITIES (₹ In Crs)	Sep'23	Mar'23	Mar'22
EQUITY	237.3	221.4	160.1
Equity Share capital	16.3	16.3	16.3
Other equity	220.9	205.0	143.8
NON-CURRENT LIABILITIES	263.0	250.0	233.4
Borrowings	0.0	0.0	0.0
Lease Liability	234.8	223.9	212.8
Other financial liabilities	13.2	12.7	12.3
Provisions	7.6	5.9	4.3
Other Non-Current Liabilities	7.5	7.4	4.1
CURRENT LIABILITIES	177.2	139.3	102.3
Borrowings	46.9	23.4	0.0
Lease Liability	43.5	38.8	33.6
Trade Payables	56.5	56.6	50.7
Other Financial Liabilities	19.8	12.2	10.2
Other current liabilities	4.3	4.0	4.8
Provisions	6.2	4.4	3.0
TOTAL EQUITY & LIABILITIES	677.4	610.6	495.8

Cash Flow



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

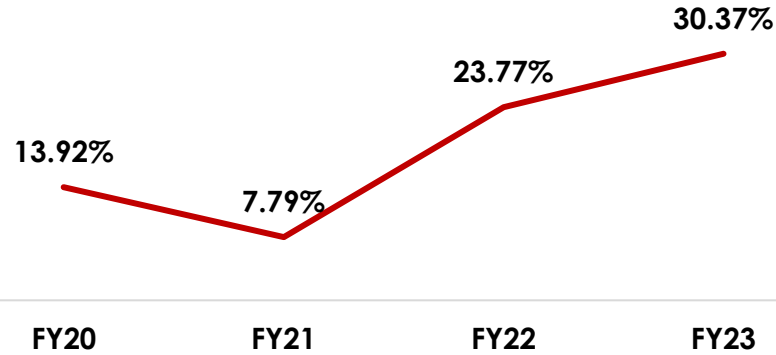




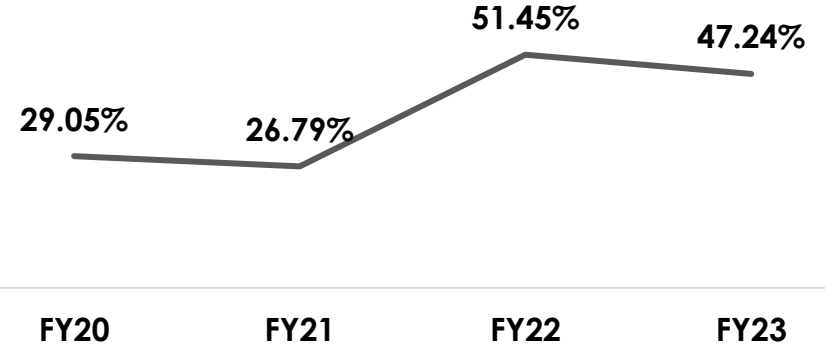
Industry Leading Ratio



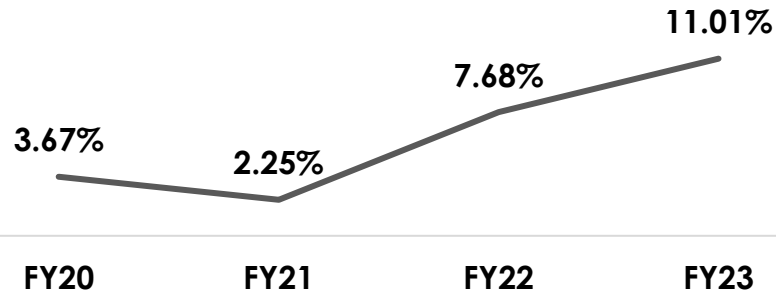
Return on Equity



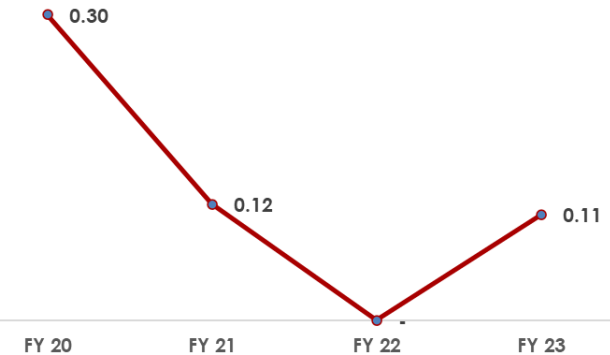
Return on Capital Employed

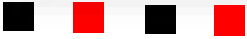


Return on Assets



Debt Equity Ratio





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Thank You

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