



CANTABIL RETAIL INDIA LIMITED

Investor Presentation
Q1 FY24

Q1 FY 24 Performance Highlights





Store Addition

The Company added **14 Stores** (opened 18 & closed 4) in Q1 FY24

PSF

The PSF for Q1 FY24 stood at ₹ **701**

ASP

The ASP for Q1 FY24 stood at ₹ **1,106**



Retail Area

Total retail area stood at 5.5 lakh sq. ft.

Average Bill Value

The ABV for the quarter stood at ₹ **4,194**

Volume Growth

Volume growth for the Quarter stood at **5.70 %** (Y-o-Y)



Q1 FY24 Performance Highlights



Q1 FY24

Revenue

Grew by
11% Y-o-Y
to ₹ 112 Crs

Gross Margin

Grew by
8 % Y-o-Y
to ₹ 72 Crs

Gross margin
stood at 65%

EBITDA

Stood at ₹ 34.4
Crs

EBITDA margin
stood at 30.8%

PAT

Stood at ₹ 12.3
Crs

PAT margin
stood at 11.0%

FY23

Grew by
44% Y-o-Y
to ₹ 552 Crs

Grew by
49% Y-o-Y
to ₹ 311 Crs

Gross Margin
stood at 56%

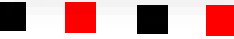
Grew by
49% Y-o-Y
to ₹ 164 Crs

EBITDA margin
stood at 29.7%

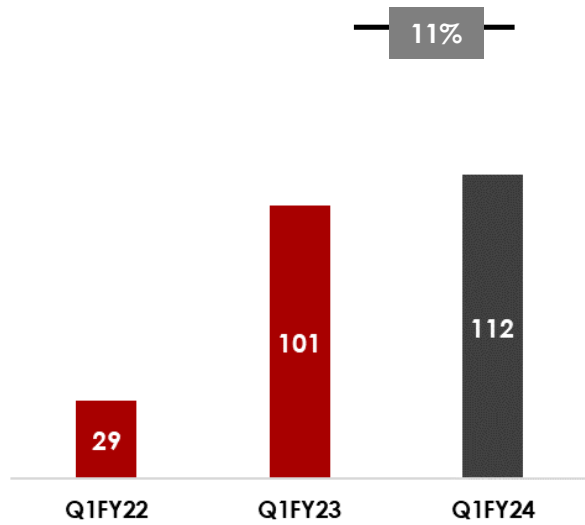
Grew by
77% Y-o-Y
to ₹ 67 Crs

PAT margin
stood at 12.2%

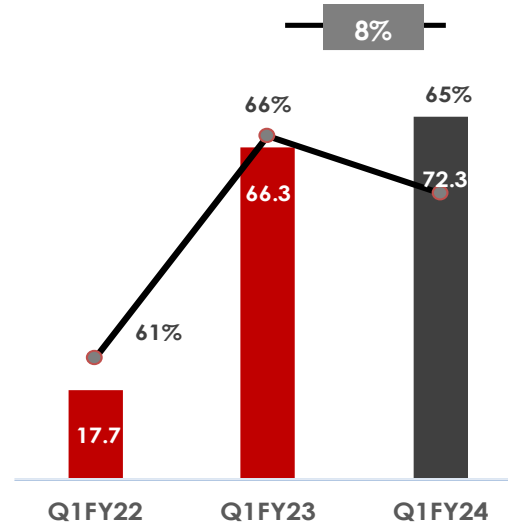
Key Financial Highlights



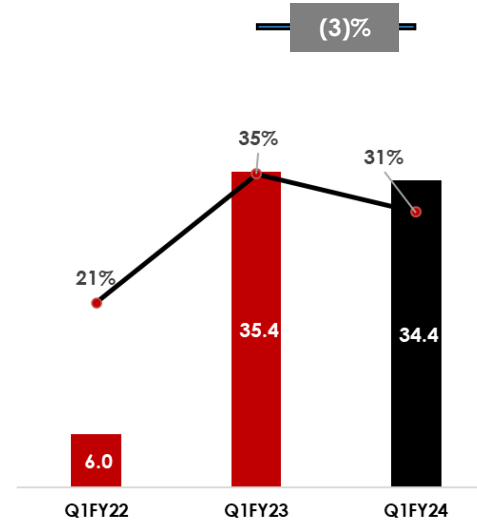
Quarter



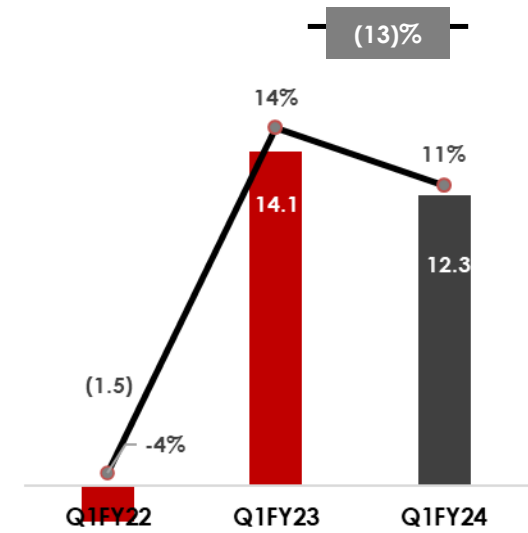
Revenue (₹ Cr)



Gross Margin (₹ Cr)

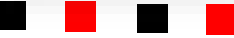


EBITDA (₹ Cr)



PAT (₹ Cr)

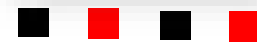
Profitability Highlights



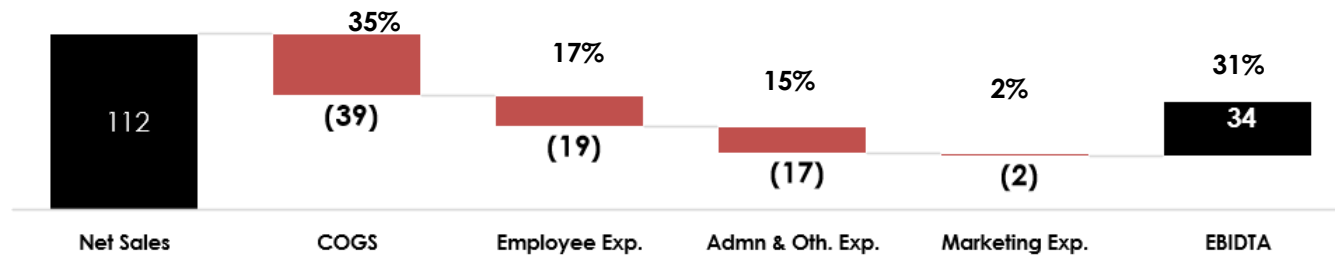
Particulars (₹ In Crs)	Q1FY24	Q1FY23	Y-o-Y	FY23	FY22	Y-o-Y
Revenue from Operations	111.8	100.7	11%	551.7	383.2	44.0%
Raw Material Expenses	23.3	16.9		159.6	128.0	
Job Work Charges	6.4	9.9		46.5	23.8	
Employee Expenses	26.8	21.6		97.5	62.0	
Other Expenses	20.8	17.0		84.4	59.3	
EBITDA	34.4	35.40	-3%	163.7	110.1	48.6%
EBITDA Margin (%)	30.8%	35.1%		29.7%	28.7%	
Other Income	1.1	1.0		4.4	15.5	
Depreciation	13.4	12.1		52.5	43.3	
Finance Cost	6.9	5.6		26.3	22.7	
Profit before Tax	15.2	18.7	-18%	89.27	59.6	49.8%
Profit before Tax Margin (%)	13.6%	18.5%		16.2%	15.5%	
Tax	3.0	4.55		22.0	21.5	
Profit After Tax	12.3	14.1	-13%	67.2	38.1	76.7%
PAT Margin (%)	11.0%	14.0%		12.2%	9.9%	
Other comprehensive income	-0.1	0.0		-0.2	-0.4	
Total other comprehensive income	12.2	14.13	-14%	67.0	37.7	77.9%
Basic EPS	7.5	8.7		41.2	23.3	
Diluted EPS	7.5	8.7		41.2	23.3	



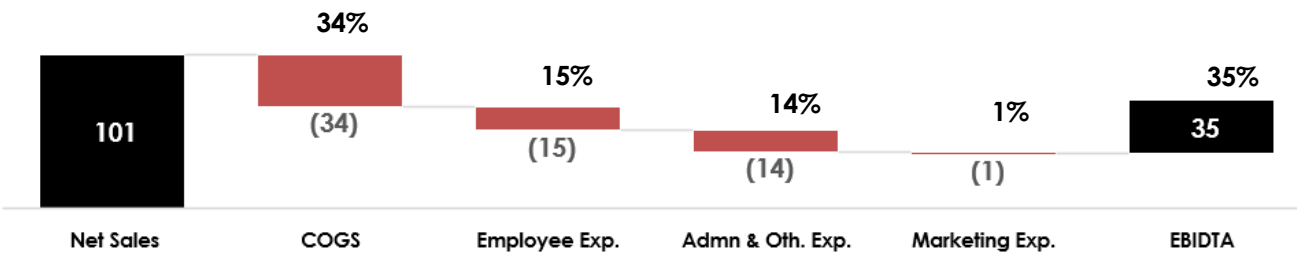
Operational Matrix



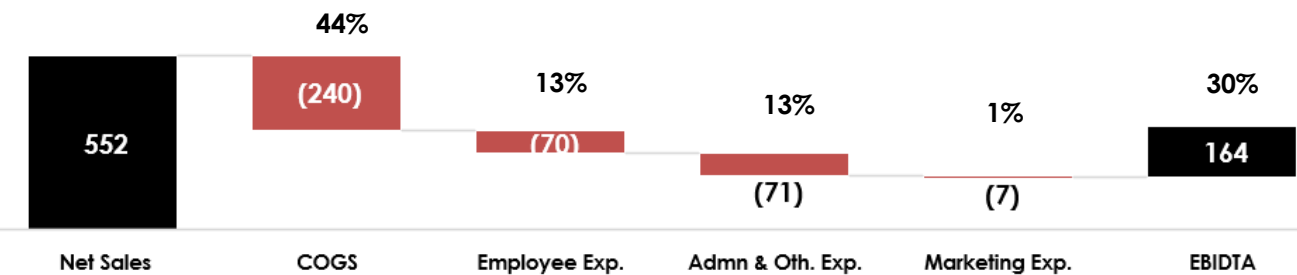
Q1 FY 24



Q1 FY 23



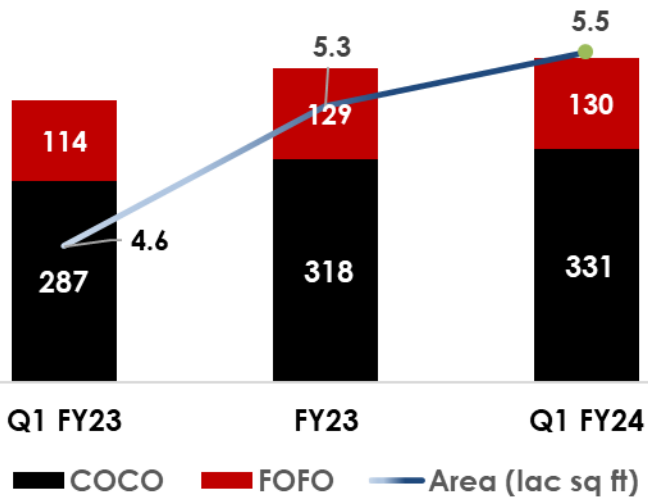
FY 23



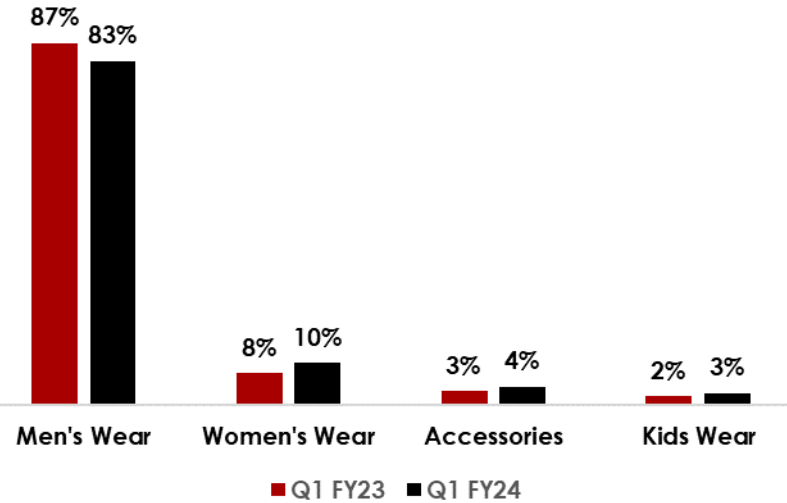
Key Operational Matrix



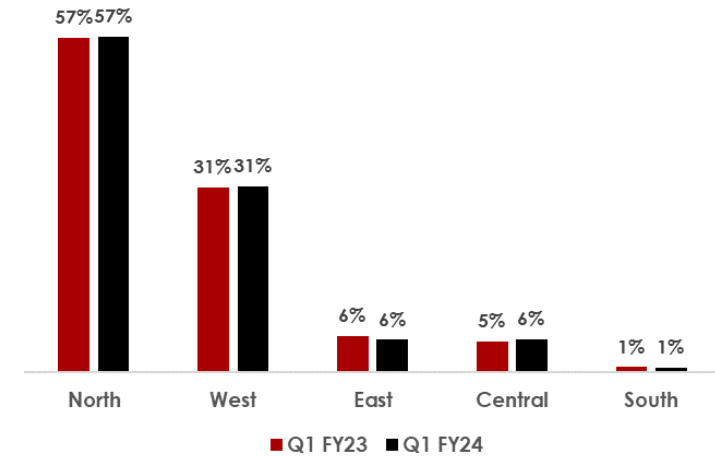
No of stores & Retail space



Revenue Category wise (%)



Revenue Region wise (%)

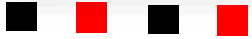


Corporate Overview





Integrated Retail Play

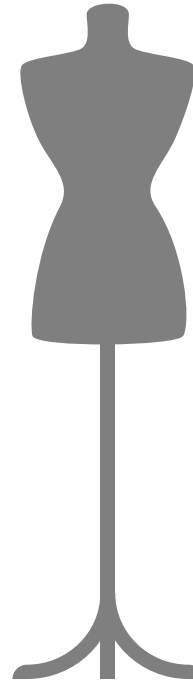


Cantabil Retail India Ltd. is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**



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.

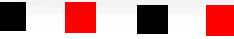
In the last 23 years, CANTABIL has become a complete family wear brand



Network of **460+** exclusive retail outlets & employee strength of more than **3,800+** 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.

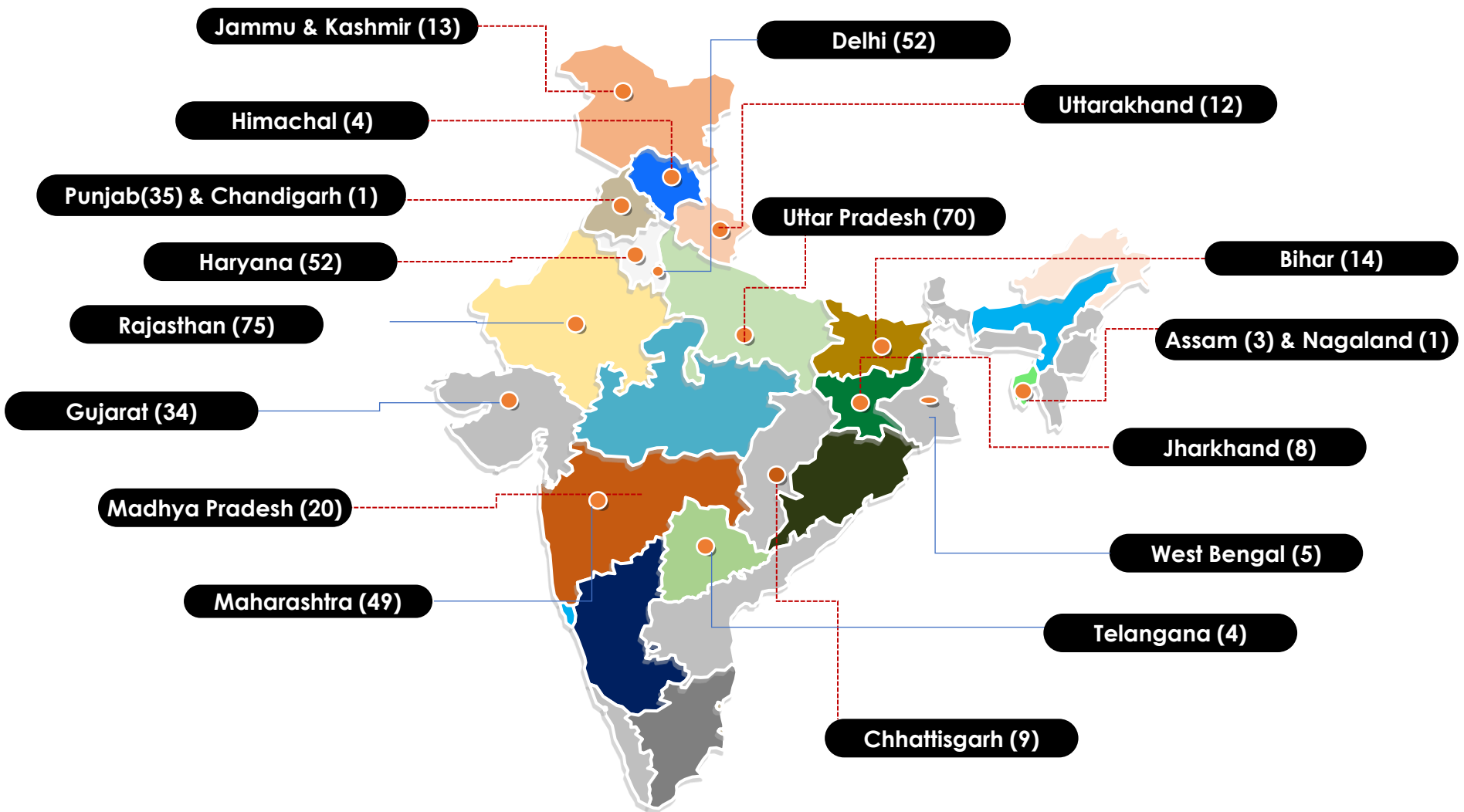


Accessories

- 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

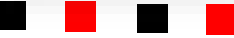
- Graduate in Bachelor of Business Study from Delhi University
- Responsible for Production & overall Administration of Company



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.

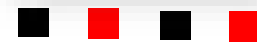


Ms. Renu Jagdish

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

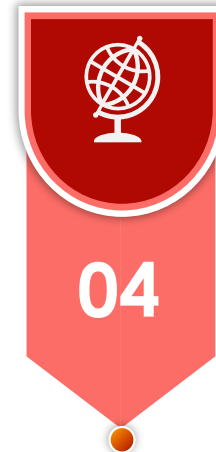
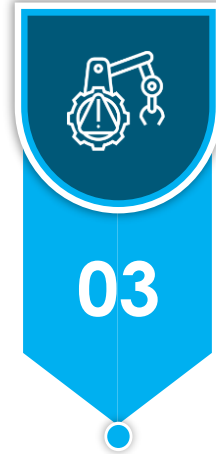


Brand

Cantabil brand
established - 23 years
and counting

Capacity

Capacity to
manufacture 15 lakh
garments per annum
with Facility spread
over 1.5 lakh sq. ft.

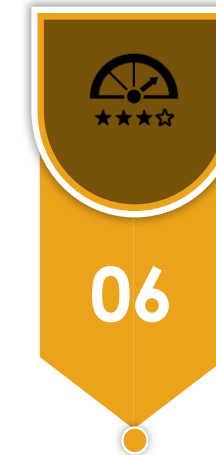


Presence

461 Brand store spread
across 220+ cities
covering 19 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

3,800+
Employees strength
(both skilled & semi-
skilled)





Focus Area



Increasing Retail Presence

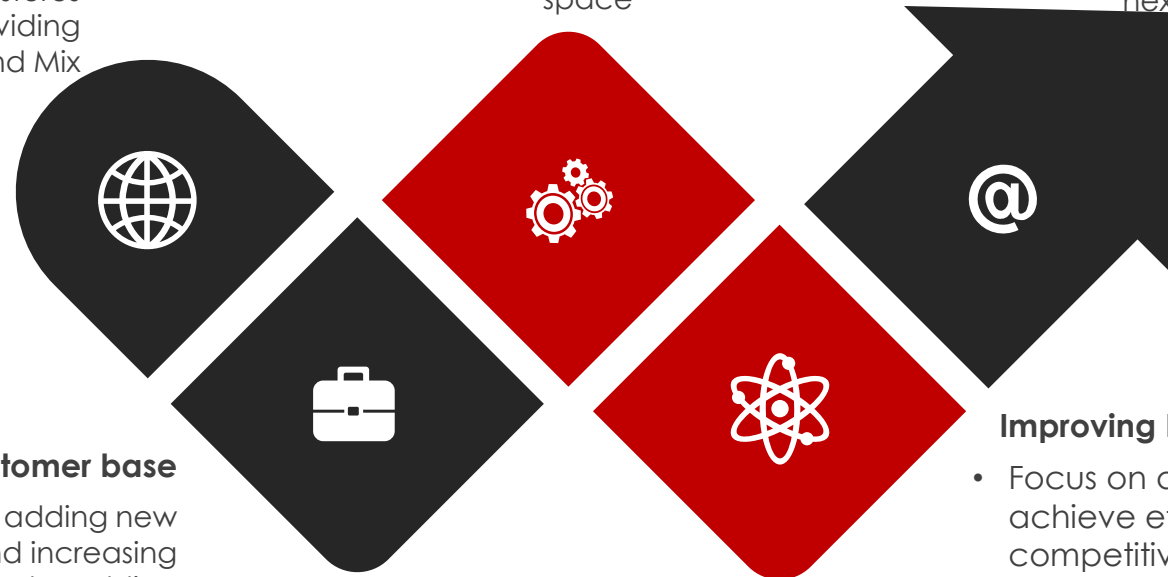
- Increasing our store network to 700 over next 2-3 years
- Planned expansion in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores
- Enhancing shopping experience by providing Best Brand Mix

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



City lifestyle 09

GIVE YOUR SUMMER VACAY WARDROBE A REFRESHING TWIST

Elevate your summer style with Cantabil's stunning Spring-Summer 2023 collection for unforgettable vacations

Visit us today **Get upto 70% off**

Hippo Stores

CHOOSE COMPARE CONSTRUCT

0311 035 035 www.hippogroups.com

Head Office: Lower Ground Floor, Cantabil Galleria Mall, Sector-36, Noida

VARIETY

Japanese Ambassador tries vada pav in Pune

Elevate vacation style with new Spring-Summer 2023 collection

WITNESS THE ULTIMATE EPIC OF INDIA IN 3D

HAR BHARATIYA KI ADIPURUSH

THIS FRIDAY

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GROWTH

ONE WORD THAT REDEFINES YOUR BUSINESS.

Learn how advertising with India's largest and only national English daily will set your business on the path to growth.

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T-SHIRT SALE 60% OFF

FOR WOMEN & KIDS

City lifestyle 07

I only knew Jiah Khan for five months!

India is now a global leader in stem cells

Dev Anand's revelation left Zeenat Aman 'hurt, humiliated'

CANTABIL International Clothing

LOVE THE FEEL OF BEING TRADITIONAL

For online shopping experience visit us at www.cantabilshop.com

07

PRESENTING **MEATZZA POPS**

CHICKEN BALLS WITH MOLTEN CENTER
CHICKEN JALAPENO CHEESE | CHICKEN PIZZA CHEESE

50% OFF on a 100g pack of MEATZZA POPS

10% OFF on a 200g pack of MEATZZA POPS

ANJALI JEWELLERS

5% EXTRA OFF ON ALL PURCHASES

NEW COLLECTION: INDIAN KURTA, NEW DRESS - 50% OFF

Phone: 011-2611-5111, 2611-5121

CANTABIL International Clothing

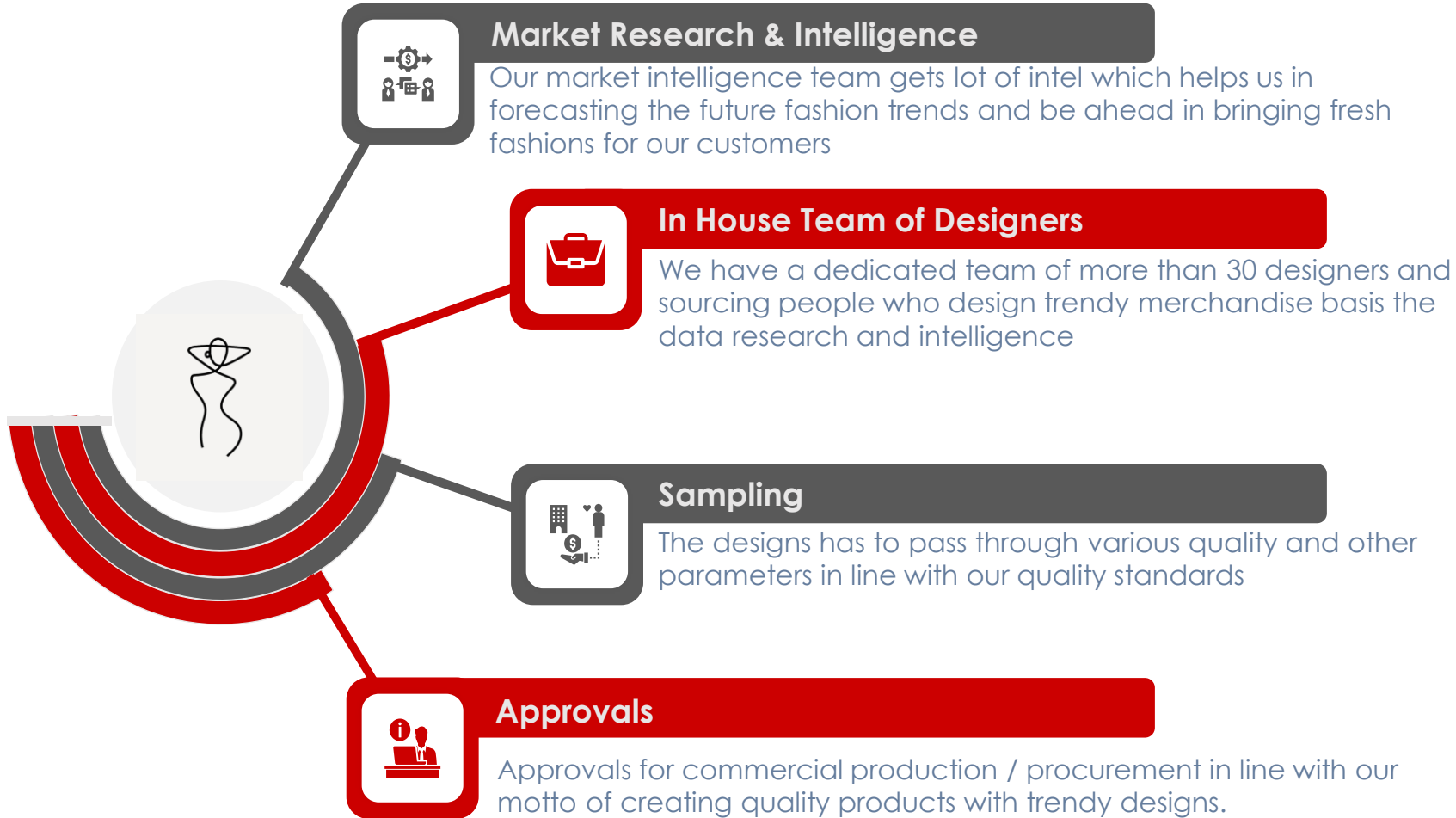
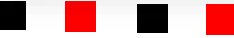
Hello SUMMER Cantabil

website: www.cantabilinternational.com

Manufacturing Excellence



Designing Capabilities



Manufacturing Prowess



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



State-of-art manufacturing facility spread across **1.50 Lakh sq. ft.** in Bahadurgarh, Haryana

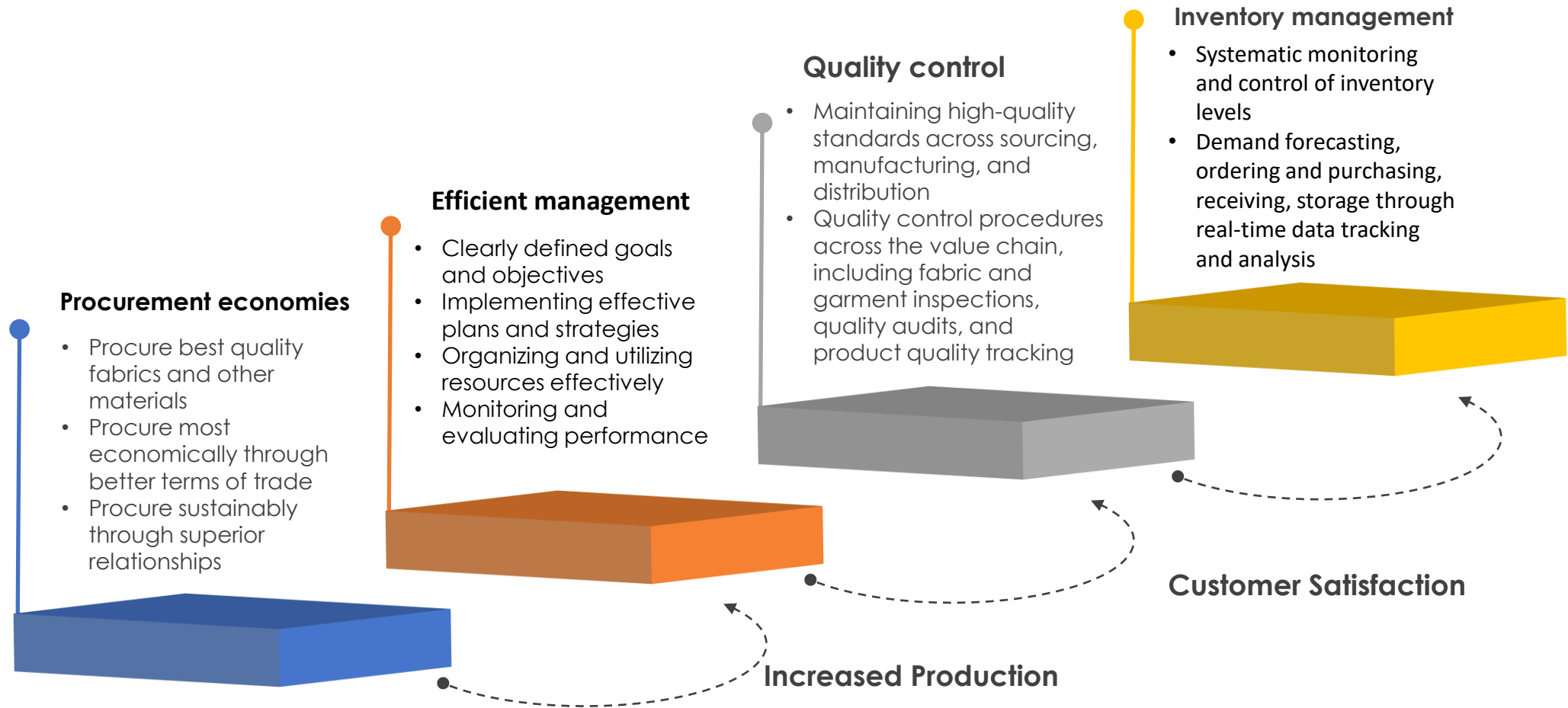
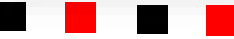
Recently upgraded facility by investing in washing plant and adding latest machinery

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**



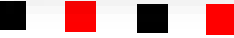
Supply Chain Management



Strong Financial to Support Growth



Historical Performance

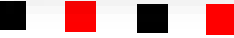


Particulars (₹ In Crs)	FY18	FY19	FY20	FY21	FY22	FY23	CAGR
Revenue from Operations	197.2	288.6	338.0	251.6	383.2	551.7	23%
Raw Material Expenses	68.7	136.3	119.1	87.8	128.0	159.6	
Job Work Charges	19.6	10.2	28.9	16.9	23.8	46.5	
Employee Expenses	37.1	51.5	59.9	41.6	62.0	97.5	
Other Expenses	51.9	61.0	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	
Basic EPS	12.2	7.7	10.1	5.9	23.3	41.2	
Diluted EPS	12.2	7.7	10.1	5.9	23.3	41.2	

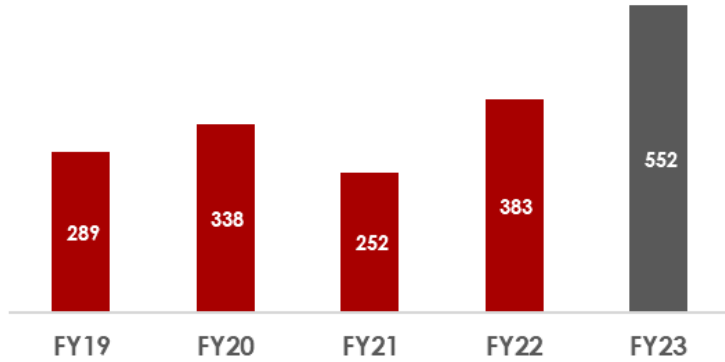




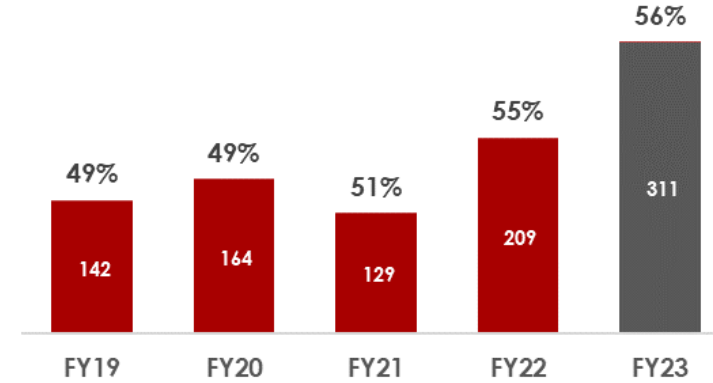
Robust Performance



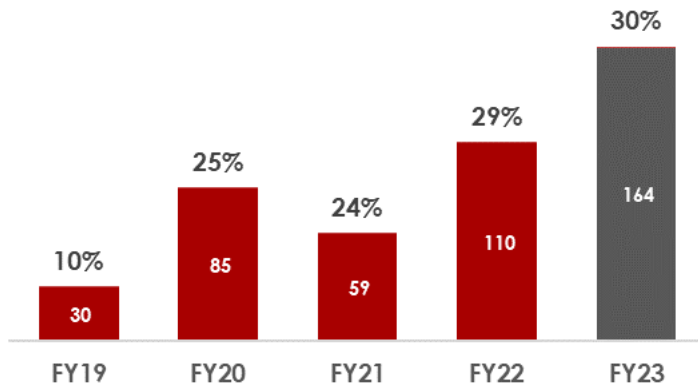
Revenue from Operations (₹ Crs)



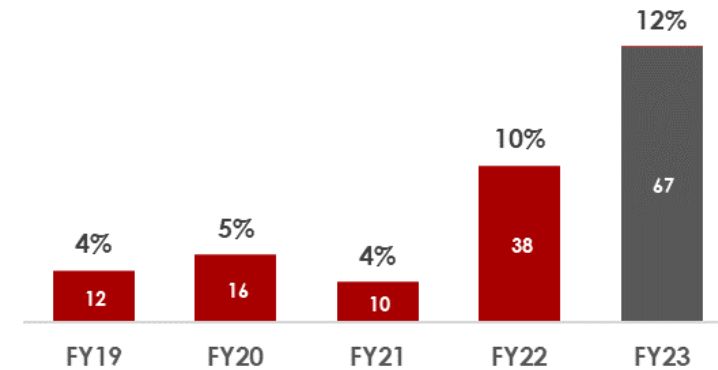
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %



PAT (₹ crs) & %



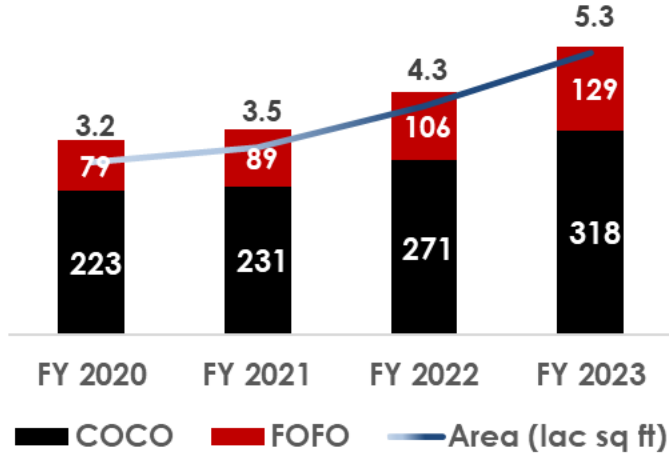
#Gross Profit margin is derived after considering certain expenses like factory labor and some other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively



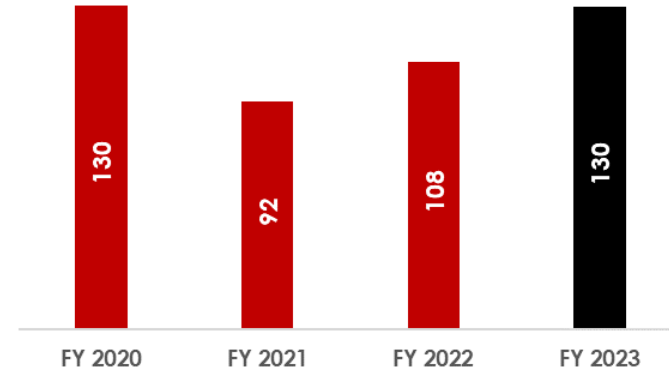
Key Operating Metrics



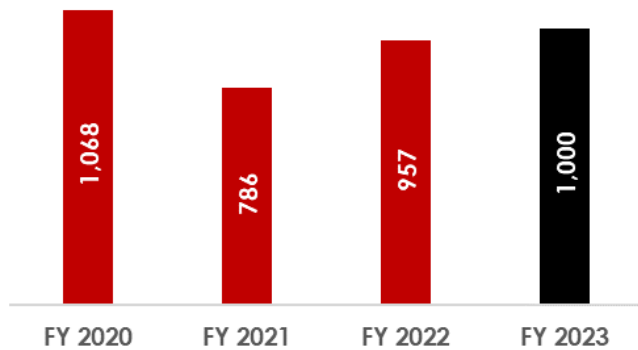
No of stores & Retail space



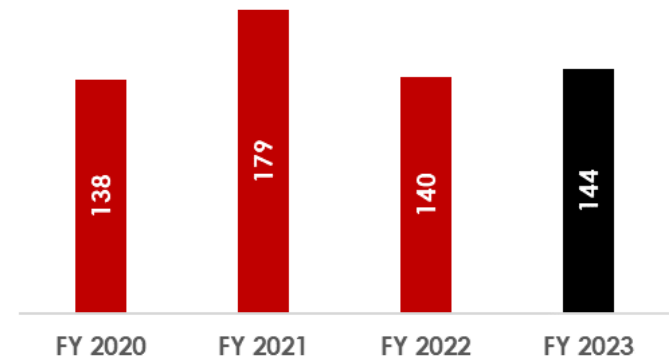
Rent per Sq. Ft. (₹ Per Month)



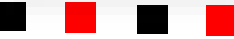
Sales per Sq. Ft. (₹ Per Month)



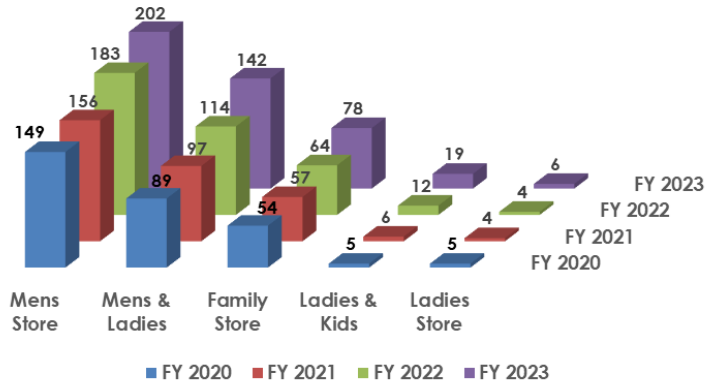
Inventory days



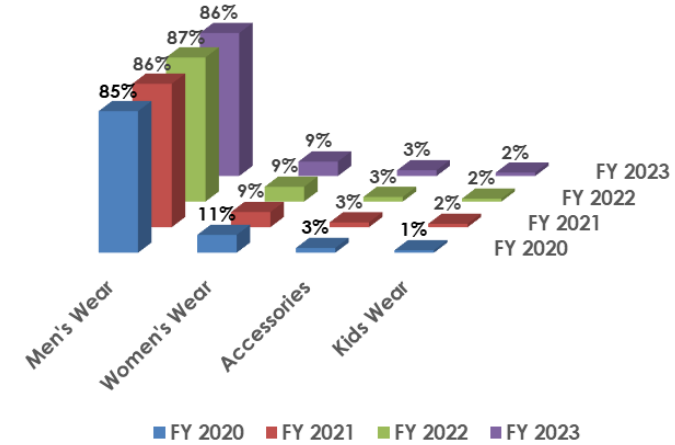
Key Operating Metrics



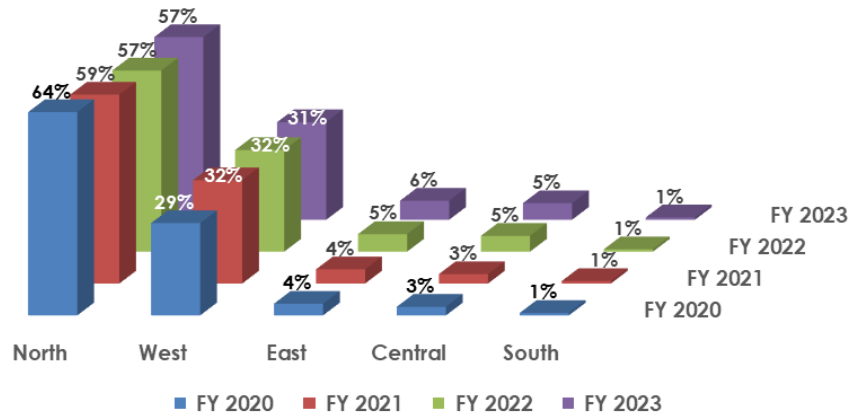
Store Categories (Number)



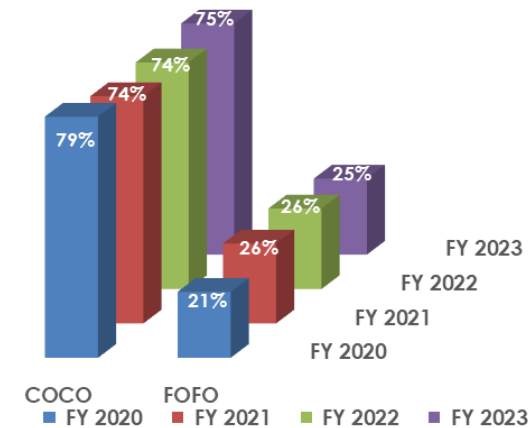
Revenue Categories (%)



Revenue Zonewise (%)

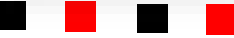


Revenue Store Typewise (%)





Balance Sheet



ASSETS (₹ In Crs)	Mar'23	Mar'22
NON-CURRENT ASSETS	372.8	334.9
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
CURRENT ASSETS	237.8	161.0
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
TOTAL ASSETS	610.6	495.8

EQUITY & LIABILITIES (₹ In Crs)	Mar'23	Mar'22
EQUITY	221.4	160.1
Equity Share capital	16.3	16.3
Other equity	205.0	143.8
NON-CURRENT LIABILITIES	250.0	233.4
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
CURRENT LIABILITIES	139.3	102.3
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
TOTAL EQUITY & LIABILITIES	610.6	495.8

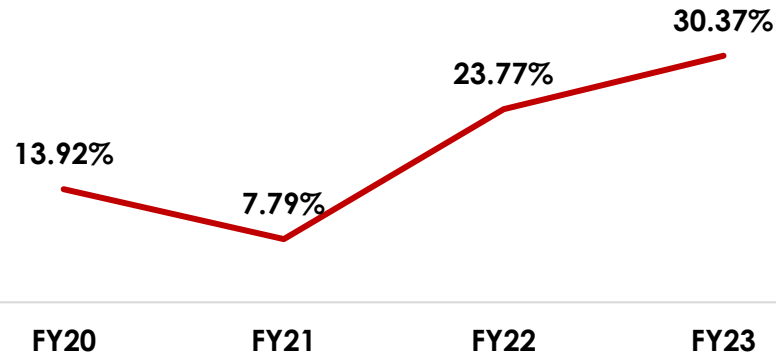




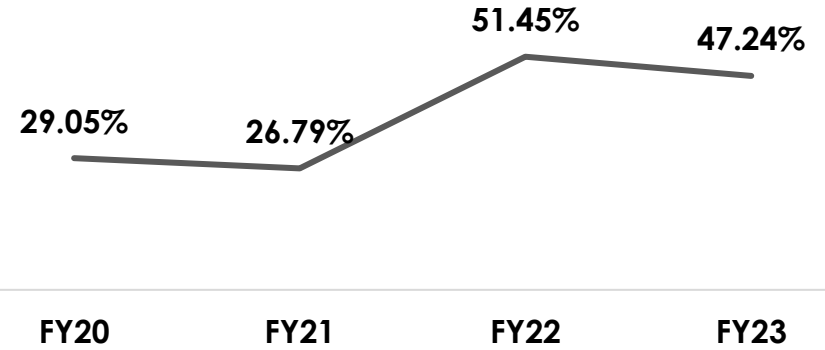
Industry Leading Return Ratio



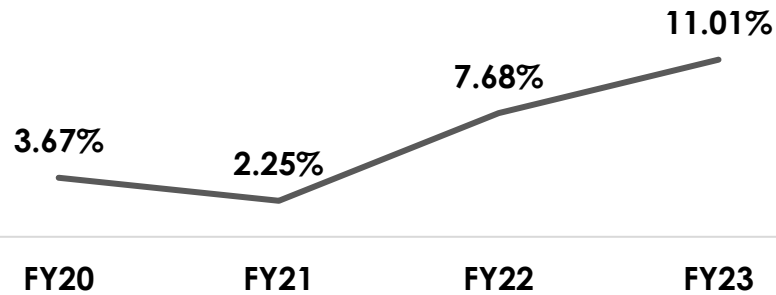
Return on Equity



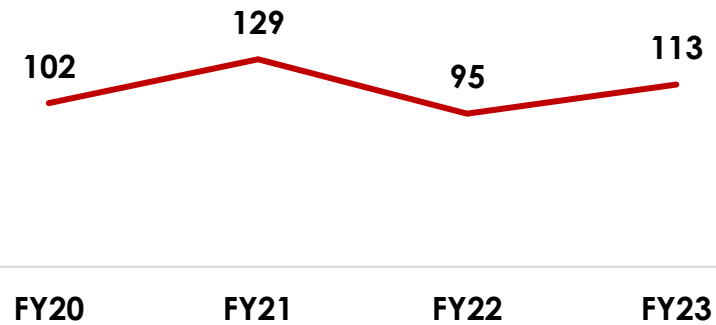
Return on Capital Employed



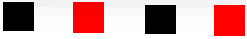
Return on Assets



Working Capital days



ROE – PAT/Shareholders Fund; ROCE – EBIT/(Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets
 Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365



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Thank You

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