



CANTABIL
International Clothing

CANTABIL RETAIL INDIA LIMITED

Investor Presentation
Q2 & H1 FY24

Q2 & H1 FY24 Performance Highlights





Q2 FY24 - Key Update



Store Addition

The Company added **21 Stores** (opened 23 & relocated/closed 2) in Q2 FY24

PSF

The PSF for Q2 FY24 stood at **₹799**

ASP

The ASP for Q2 FY24 stood at **₹878**



Retail Area

Total retail area stood at 5.87 lakh sq. ft.

Average Bill Value

The ABV for the quarter stood at **₹4,187**

Volume Growth

Volume growth for the Quarter stood at **16.7 %** (Y-o-Y)

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



H1 FY24 - Key Update



Store Addition

The Company added **35 Stores** (opened 41 & relocated/closed 6) in H1 FY24

PSF

The PSF for H1 FY24 stood at **₹750**

ASP

The ASP for Q2 FY24 stood at **₹969**



Retail Area

Total retail area stood at 5.87 lakh sq. ft.

Average Bill Value

The ABV for the quarter stood at **₹4,191**

Volume Growth

Volume growth for the Quarter stood at **12.1 %** (Y-o-Y)

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



Q2 & H1 FY24 Performance Highlights



Q2 FY24

Revenue

Grew by
16% Y-o-Y
to ₹135 Crs

Gross Margin

Stood at ₹71.9
Crs

Gross margin
stood at 53%

EBITDA

Stood at ₹29.6
Crs

EBITDA margin
stood at 21.9%

PAT

Stood at ₹7.5 Crs

PAT margin
stood at 5.5%

H1 FY24

Grew by
14% Y-o-Y
to ₹247 Crs

Stood at
₹144.2 Crs

Gross Margin
stood at 58%

Stood at
₹64.0 Crs

EBITDA margin
stood at 25.9%

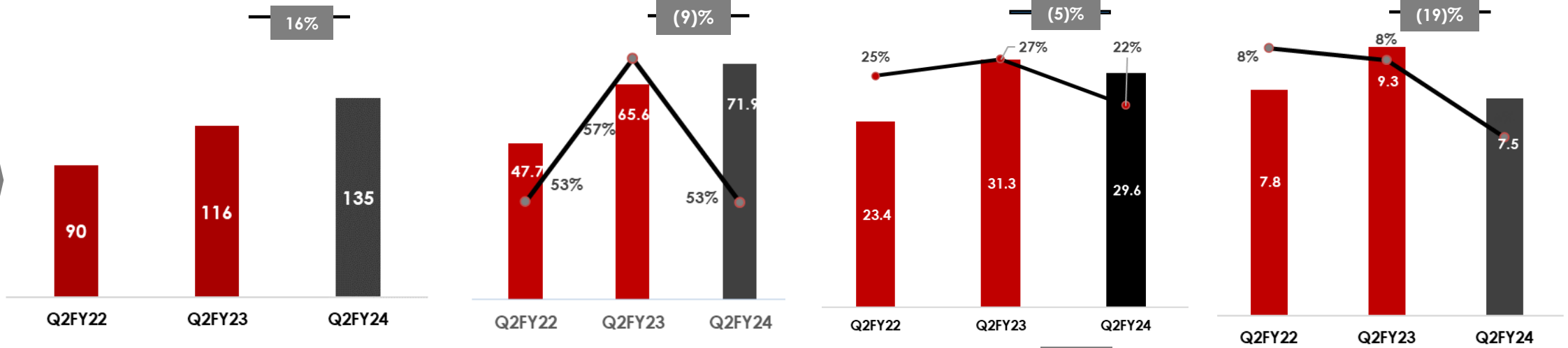
Stood at ₹19.8
Crs

PAT margin
stood at 8.0%

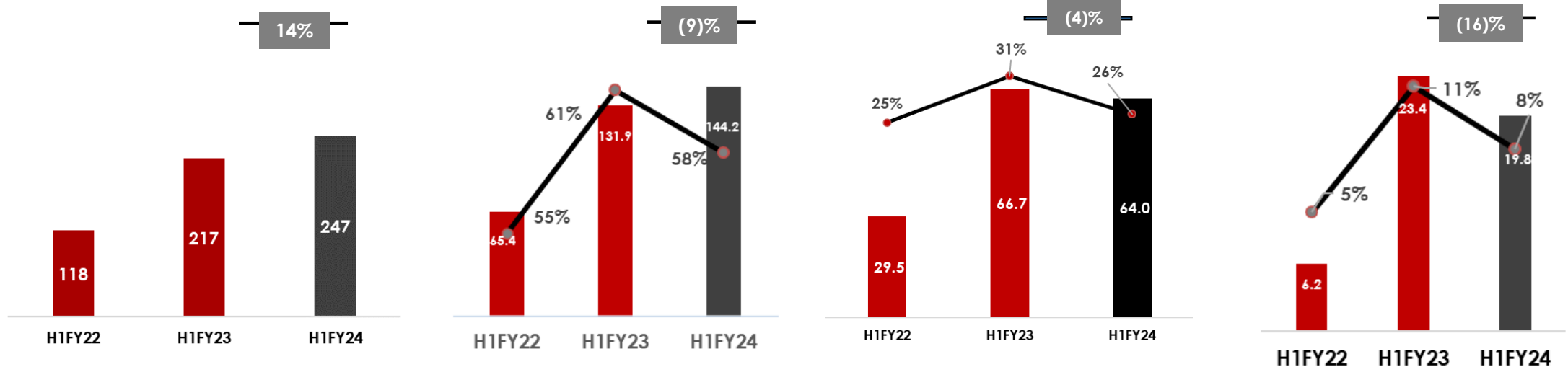
Key Financial Highlights



Quarter



Half Year



Revenue (₹ Cr)

Gross Margin (₹ Cr)

EBITDA (₹ Cr)

PAT (₹ Cr)

Profitability Highlights



Particulars (₹ In Crs)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	H1 FY24	H1 FY23	Y-o-Y	FY23
Revenue from Operations	135.1	116.0	16%	111.8	246.9	216.8	14%	551.7
Raw Material Expenses	46.1	27.2		23.3	69.4	44.2		159.6
Job Work Charges	7.9	14.8		6.4	14.3	24.7		46.5
Employee Expenses	28.1	24.2		26.8	55.0	45.8		97.5
Other Expenses	23.5	18.5		20.8	44.3	35.4		84.4
EBITDA	29.6	31.3	-5%	34.4	64.0	66.7	-4%	163.7
EBITDA Margin (%)	21.9%	27.0%		30.8%	25.9%	30.8%		29.7%
Other Income	0.6	0.8		1.1	1.7	1.7		4.4
Depreciation	14.1	13.3		13.4	27.5	25.4		52.5
Finance Cost	7.2	6.3		6.9	14.2	11.9		26.3
Profit before Tax	8.8	12.5	-29%	15.2	24.0	31.1	-23%	89.3
Profit before Tax Margin (%)	6.5%	10.8%		13.6%	9.7%	14.4%		16.2%
Tax	1.3	3.2		3.0	4.3	7.7		22.0
Profit After Tax	7.5	9.3	-19%	12.3	19.8	23.4	-16%	67.2
PAT Margin (%)	5.5%	8.0%		11.0%	8.0%	10.8%		12.2%
Other comprehensive income	0.3	-0.1		-0.1	0.2	-0.1		-0.2
Total other comprehensive income	7.8	9.2	-15%	12.2	20.0	23.3	-14%	67.0
Basic EPS	4.6	5.7		7.5	12.1	14.3		41.2
Diluted EPS	4.6	5.7		7.5	12.1	14.3		41.2



Profitability Highlights (Pre IND AS 116)



Particulars (₹ In Crs)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	H1 FY24	H1 FY23	Y-o-Y	FY23
Revenue from Operations	135.1	116.0	16%	111.8	246.9	216.8	14%	551.7
Cost of Material Consumed	46.1	27.2		23.3	69.4	44.2		159.6
Employee Expenses	28.1	24.2		26.8	55.0	45.8		97.5
Other Expenses	48.0	47.7		43.2	91.2	87.8		189.5
EBITDA	12.9	16.9	-24%	18.4	31.3	39.0	-20%	105.1
EBITDA Margin (%)	9.5%	14.5%		16.5%	12.7%	18.0%		19.0%
Other Income	0.6	0.8		1.1	1.7	1.7		4.4
Depreciation	3.8	3.2		3.3	7.1	5.9		13.2
Finance Cost	1.0	0.7		0.9	2.0	1.1		3.0
Profit before Tax	8.6	13.8	-38%	15.3	23.9	33.7	-29%	93.3
Profit before Tax Margin (%)	6.4%	11.9%		13.7%	9.7%	15.5%		16.9%





Balance Sheet



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

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



Cash Flow



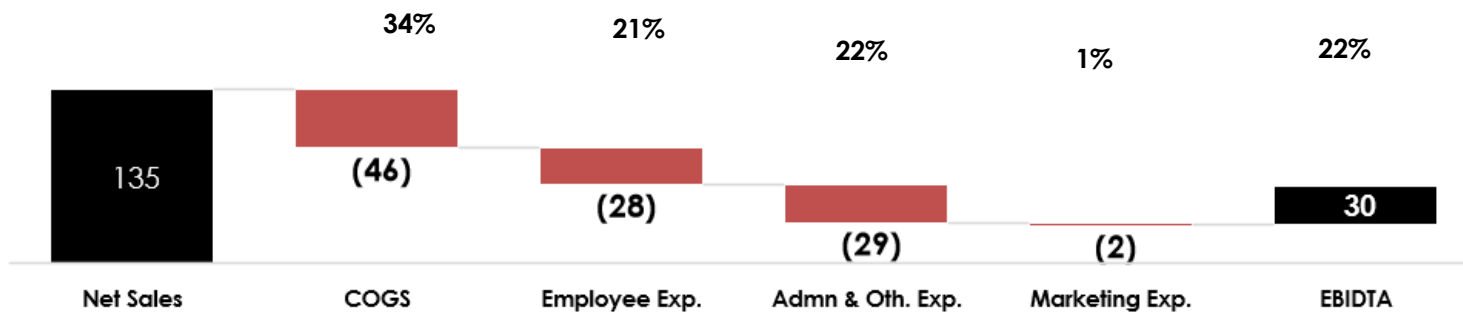
Particulars (₹ In Cr)	H1 FY24	H1 FY23	FY23
PBT	24	31	89
Adjustments	41	37	78
Operating profit before working capital changes	65	68	167
Changes in working capital	(13)	(44)	(65)
Cash generated from operations	52	24	102
Direct taxes paid (net of refund)	(12)	(13)	(27)
Net Cash from Operating Activities	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



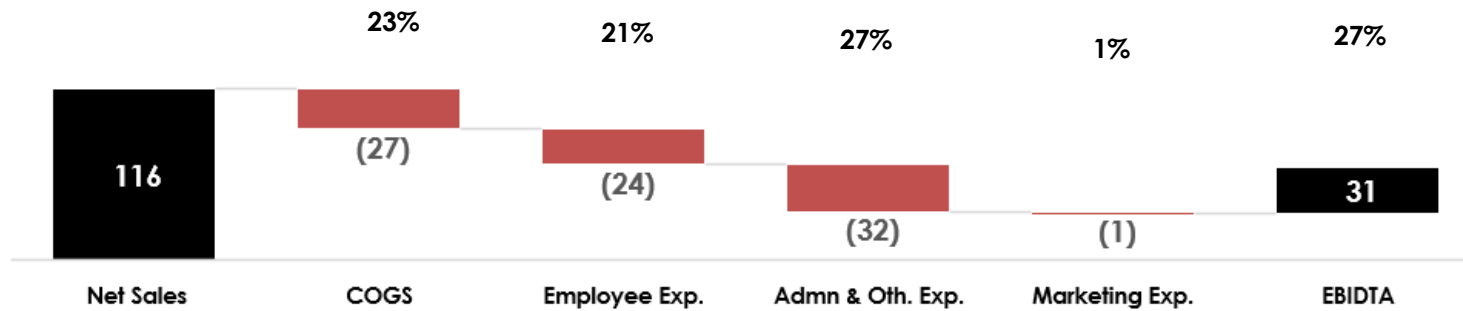
Operational Matrix



Q2 FY 24



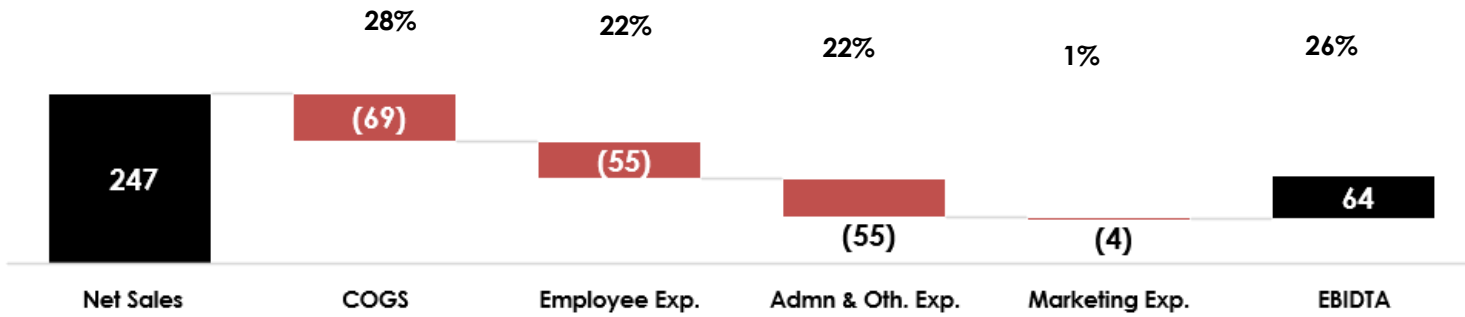
Q2 FY 23



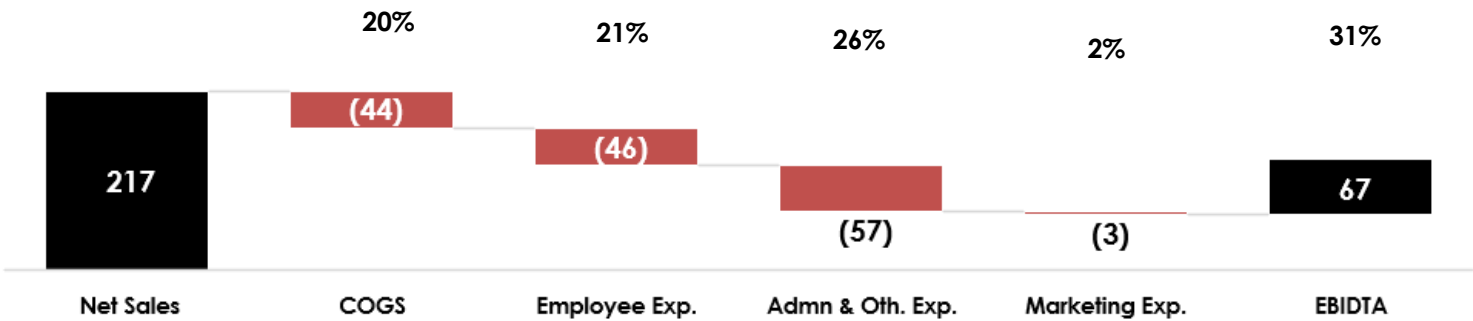
Operational Matrix



H1 FY 24



H1 FY 23



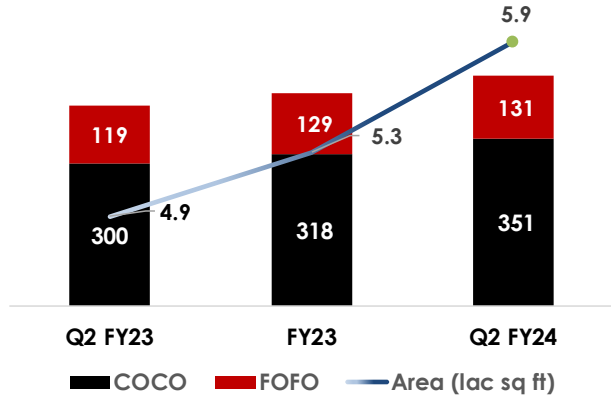


Key Operational Matrix

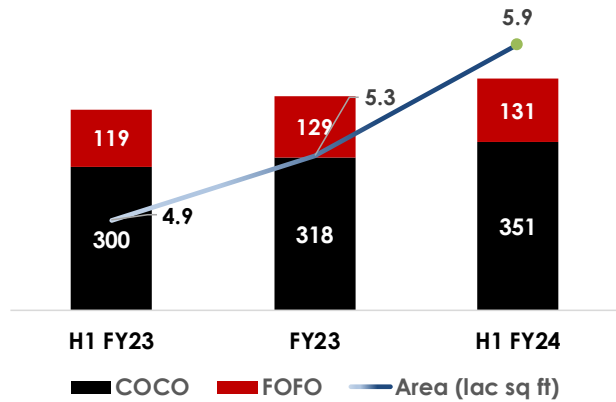


Quarter

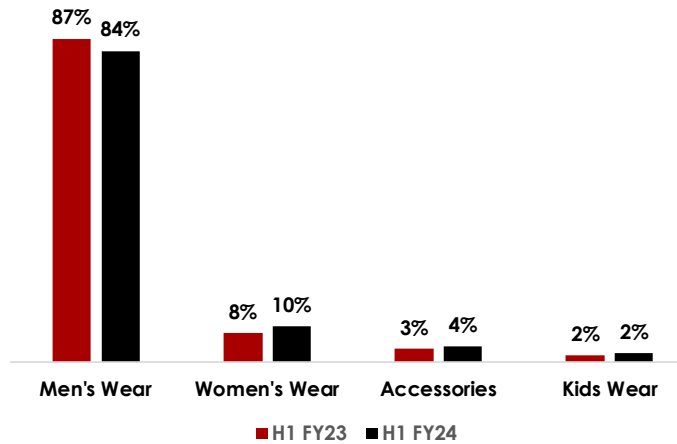
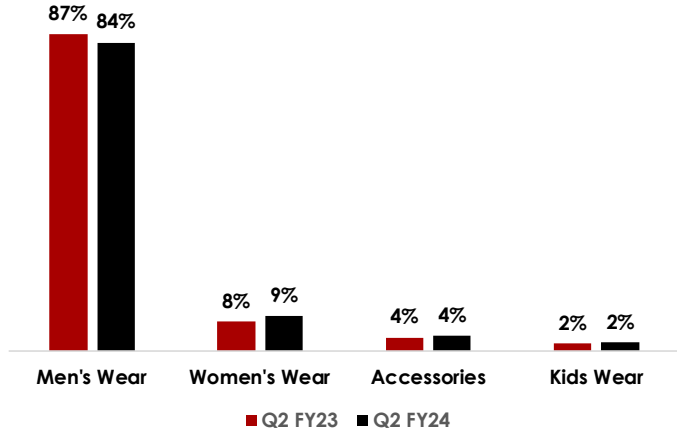
No of stores & Retail space



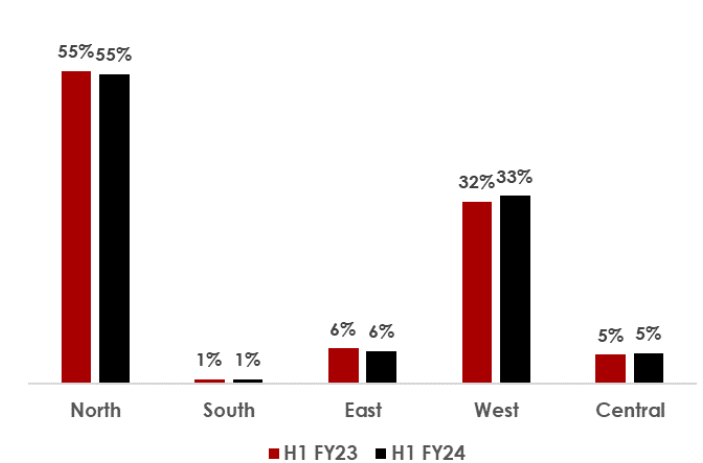
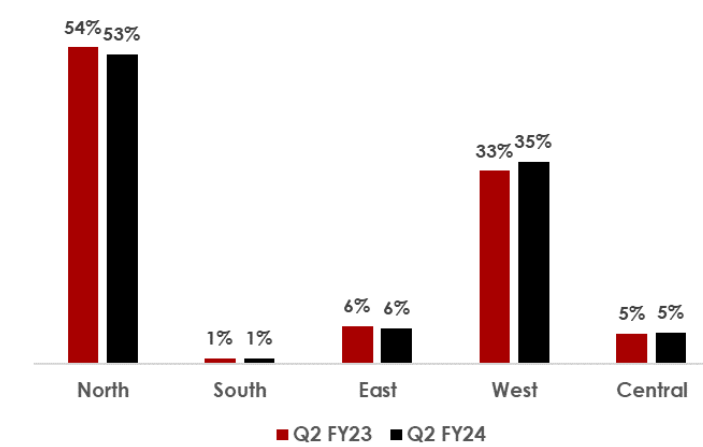
Half Year



Revenue Category wise (%)



Revenue Region wise (%)



Corporate Overview





Integrated Retail Play

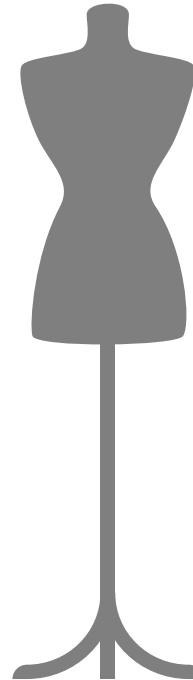


Cantabil Retail India Ltd. is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**



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.

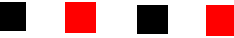
In the last 23 years, CANTABIL has become a complete family wear brand



Network of **480+** exclusive retail outlets & employee strength of more than **4,100+** 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.

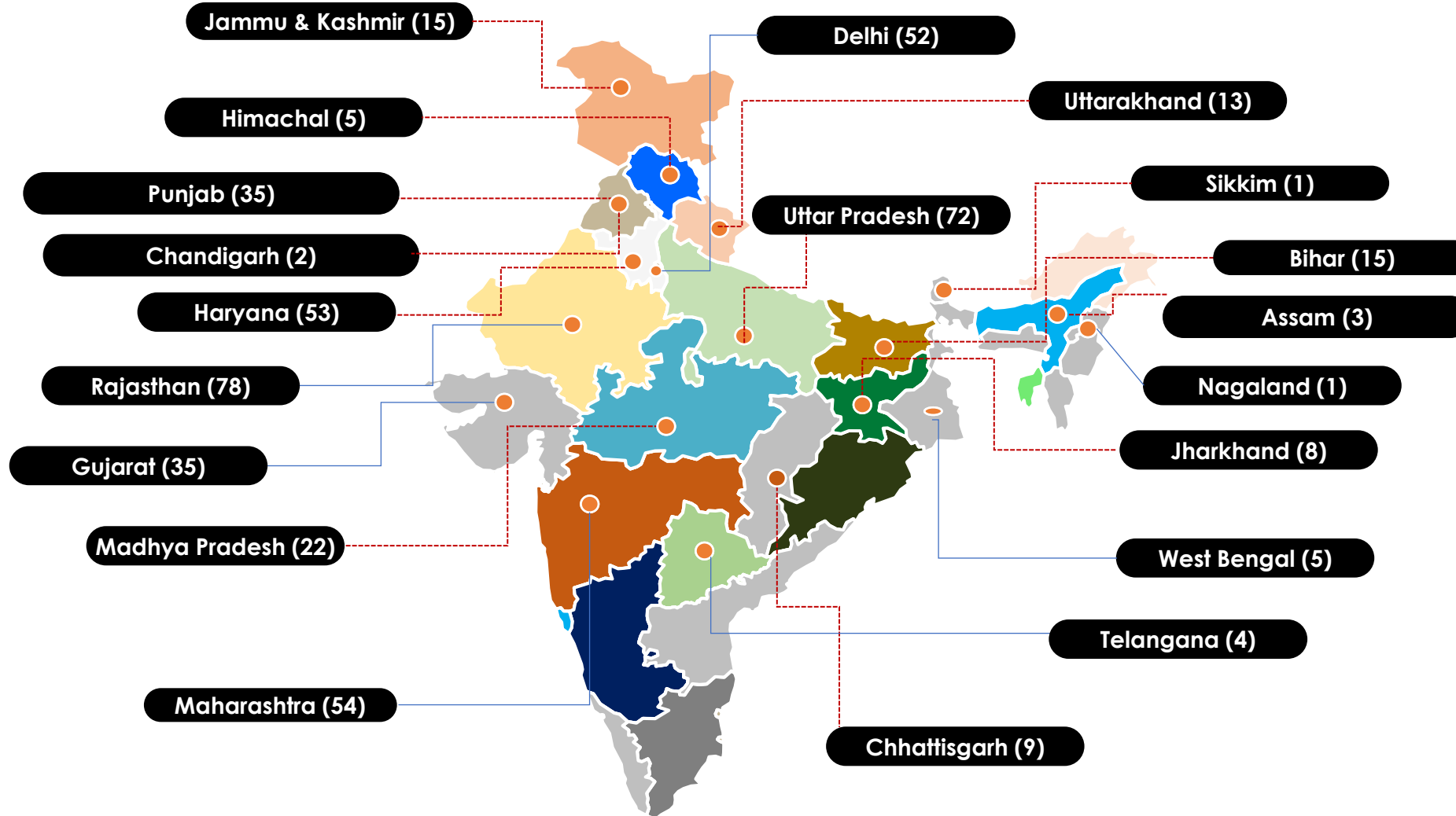


Accessories

- 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

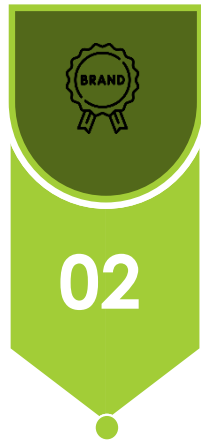
- Chartered Accountant and Company Secretary
- She has more than 30 years of experience in Audit, Accounts, Company Law Matters and taxation.

Leading organized **lifestyle apparel brand**



Incorporation

Incorporated in 1989,
with 35 years of industry
leading experience

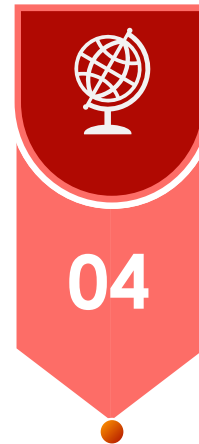
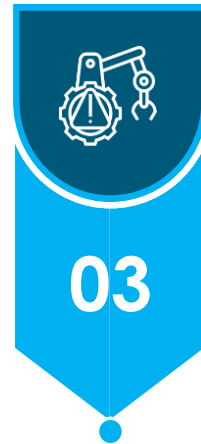


Brand

Cantabil brand
established - 23 years
and counting

Capacity

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

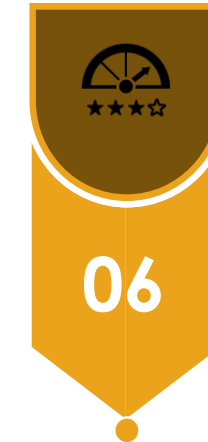


Presence

482 Brand store spread
across 246 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

4,100+
Employees strength
(both skilled & semi-
skilled)





Focus Area



Increasing Retail Presence

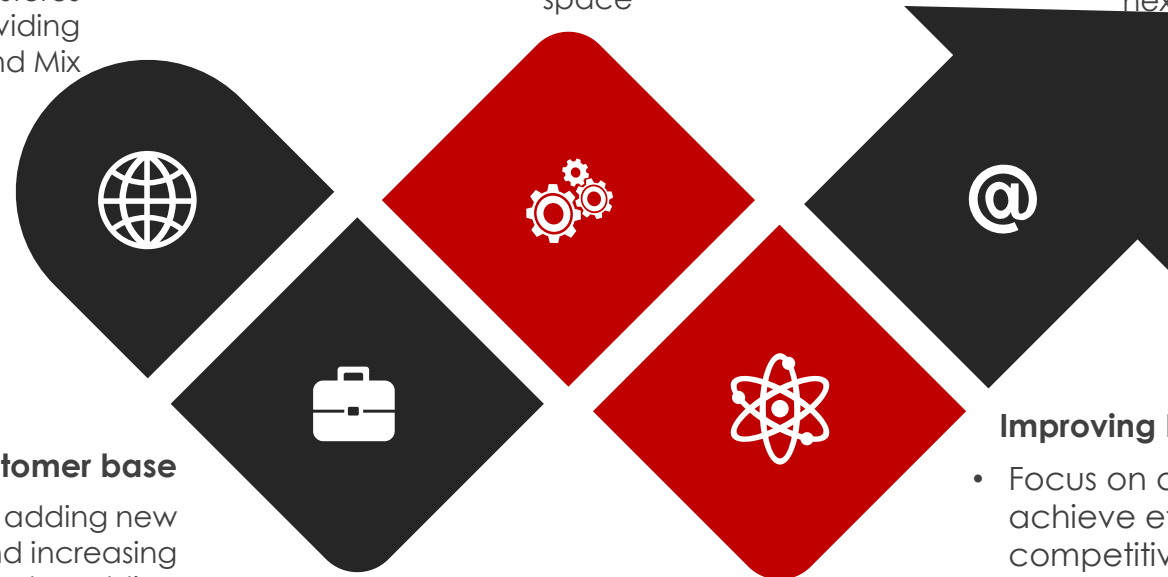
- Increasing our store network to 700 over next 2-3 years
- Planned expansion in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores
- Enhancing shopping experience by providing Best Brand Mix

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 Retail invests Rs 5 crore to foray into footwear and athleisure category

Apart from this, the brand is also planning to open 12 EBOs offering exclusively women's and kids' apparel and accessories.



Charu Lamba + ETRetail
Updated On Jul 25, 2023 at 07:48 AM IST

Read by
634 Industry Professionals



Apparel brand Cantabil Retail is planning to foray into the footwear and athleisure category by opening 5 exclusive brand outlets by September, Deepak Bansal, director, Cantabil Retail told ETRetail.

Apart from this, the brand is also planning to open 12 EBOs offering exclusively women's and kids' apparel and accessories.

"This fiscal, we plan to open 80 new stores in tier II and tier III cities, and out of these 80 stores, 12 stores will be exclusively for women's and kids' apparel and accessories and 5 will be offering footwear and athleisure category," he stated.

"These 5 stores will offer products under 3 main categories - athleisurewear, footwear, and innerwear," he added.

Cantabil Retail expands its retail presence with the opening of a new store in Rajouri The new store will offer a full range of formal-wear, casuals, and ultra-casual clothing for Women & Kids

KT NEWS SERVICE

RAJOURI, September 6, 2023: Cantabil Retail India Ltd., one of India's leading apparel manufacturer and retailer, has announced the opening of its retail store in Rajouri, Jammu & Kashmir. Spread across an area of 1,129 Sqft., this brand's store is located at Old Salani Bridge, Rajouri Poonch, National Highway, Near Hotel Ashirwad, Rajouri, Jammu & Kashmir - 185132.

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 Rajouri. 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 14th retail store in Jammu & Kashmir. 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."

The all-new Cantabil Retail store represents the future of retail experience for its customers, as they offer a full range of formal-wear, casuals, and ultra-casual clothing for women & kids at competitive price. With this store opening, Cantabil retail has reached to 475 store mark across India and plans to continue expanding its retail presence.

Cantabil Retail has 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.



store in Rajouri

NL Correspondent

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कैटबिल रिटेल ने रूड़की में नए स्टोर की ओपनिंग के साथ अपनी रिटेल मौजूदगी का किया विस्तार

वीर अर्जुन संवाददाता रूड़की, । भारत के जाने-माने परिधान निर्माताओं एवं रोटेल्सों में से एक कैटबिल रिटेल इंडिया लिमिटेड ने उत्तराखण्ड, रूड़की में अपने 2 रिटेल स्टोर के ओपनिंग की घोषणा की। 1400 वर्ग फुट के स्टोर शांभूडास नंबर 343 जीएफएफएफ, रूड़की रोड, एनएच-58, सिविल लाइंस, रूड़की -247667 पर स्थित है।

कैटबिल का नया स्टोर उपभोक्ताओं के लिए रिटेल अनुभव के भविष्य की अभिव्यक्ति करता है, ब्राण्ड प्रतिस्पर्धी कीमतों पर पुरुषों के लिए फॉर्मल-बियर, कैजुअल एवं अल्ट्रा-कैजुअल परिधानों की सम्पूर्ण रेंज लेकर आता है। इस स्टोर की ओपनिंग के साथ स्टोर्स की संख्या 464 तक पहुंच गई है साथ ही ब्राण्ड ने अपनी

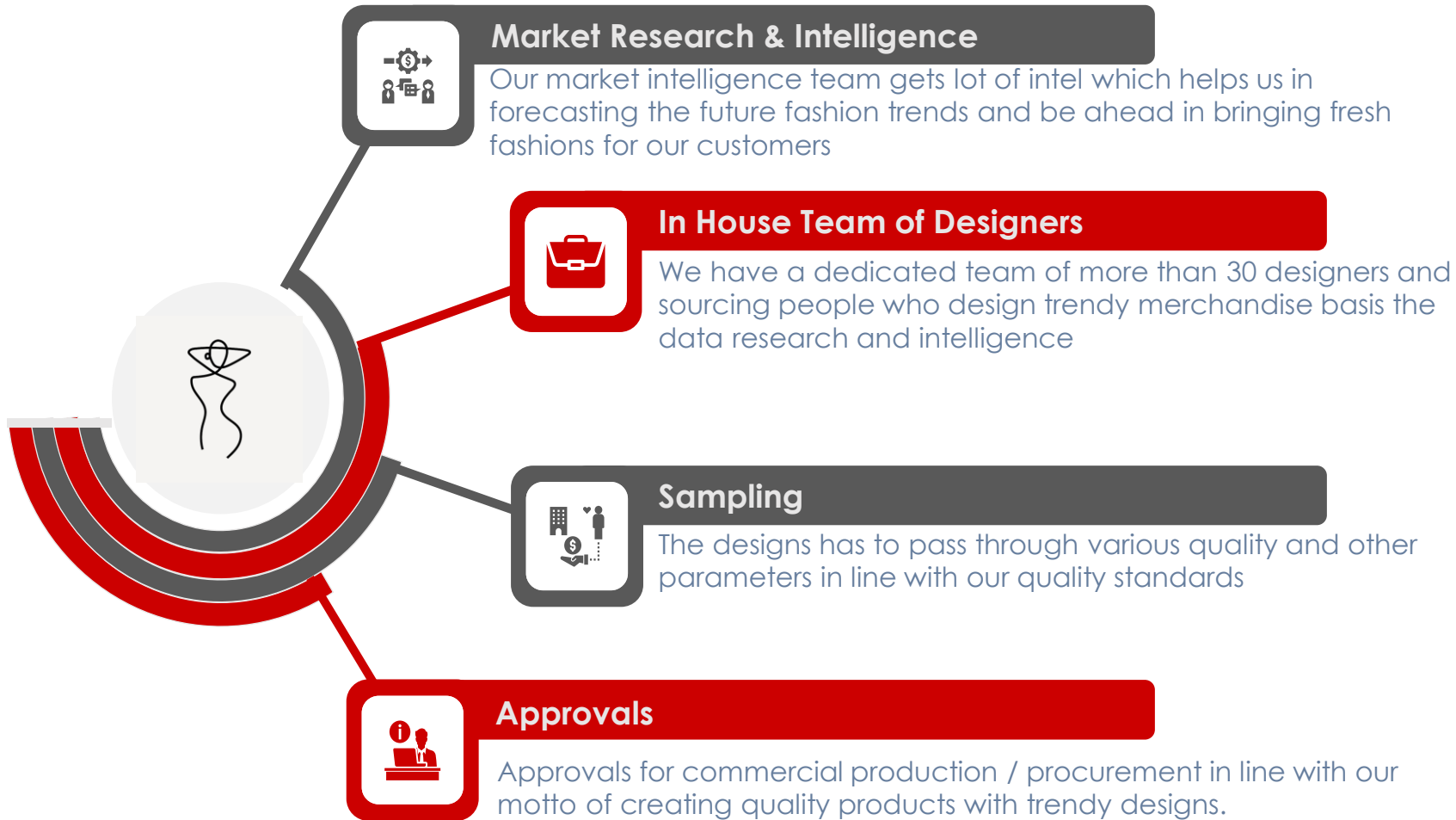
रिटेल मौजूदगी के विस्तार को जारी रखने की योजनाएं बनाई है।

स्टोर की ओपनिंग पर अपने विचार व्यक्त करते हुए दीपक बंसल, डायरेक्टर, कैटबिल रिटेल इंडिया लिमिटेड ने कहा, " रूड़की में अपने इस नए रिटेल स्टोर का लॉन्च करते हुए हमें बेहद खुशी का अनुभव हो रहा है। कैटबिल रिटेल को बहुत अच्छी प्रतिक्रिया मिली है, मिड-प्रीमियम सेगमेंट में सभी आयु वर्गों के उपभोक्ताओं ने इस ब्राण्ड को खूब पसंद किया है। उपभोक्ताओं को प्रतिस्पर्धी दरों पर आधुनिक, फैशन परिधान उपलब्ध कराने के लिए हमने उत्तराखण्ड में अपना 12वां रिटेल स्टोर खोला है। आज देश भर में हमारी सशक्त मौजूदगी है और हम अगले कुछ सालों में अपनी रिटेल मौजूदगी का लगातार विस्तार करना जारी रखेंगे।"

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.



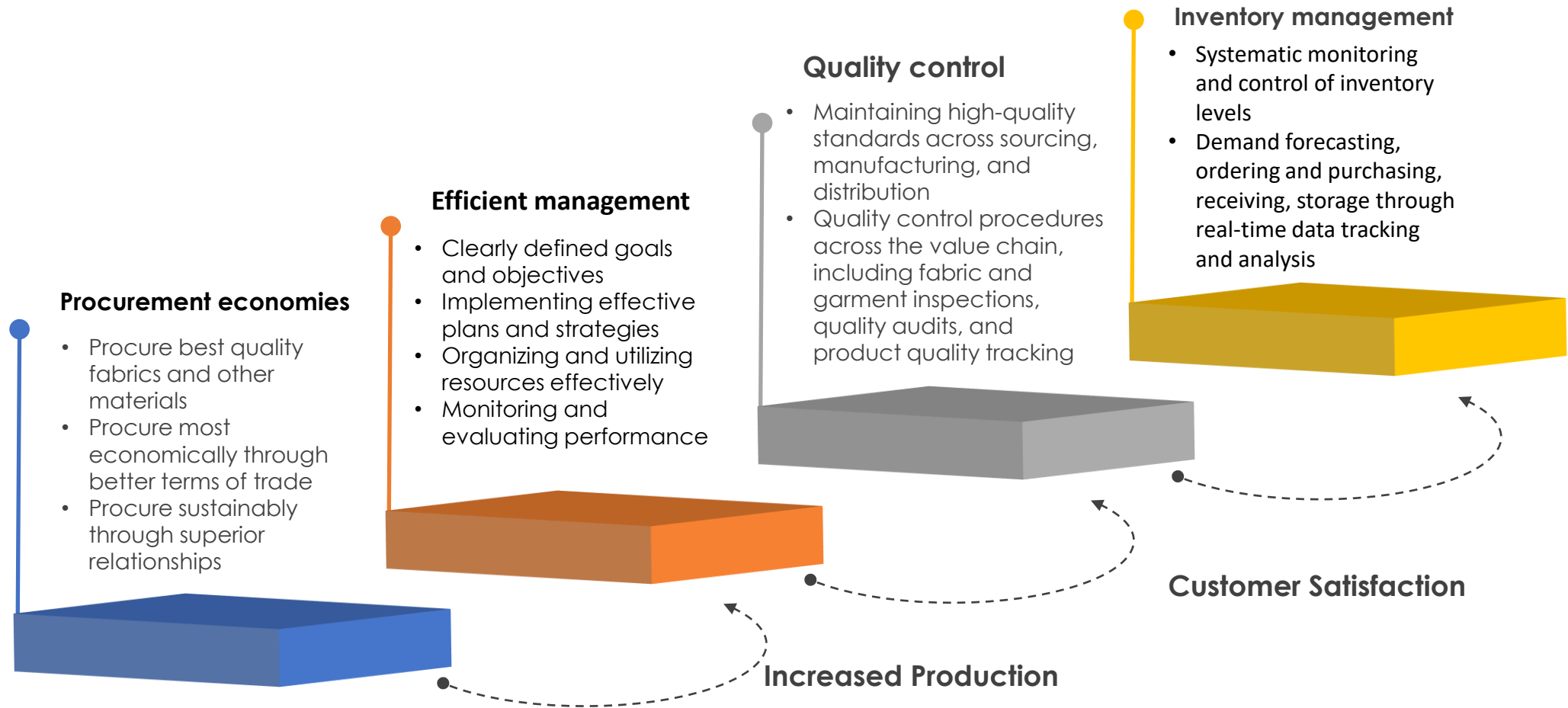
State-of-art manufacturing facility spread across **2 Lakh sq. ft.** in Bahadurgarh, Haryana

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**



**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	

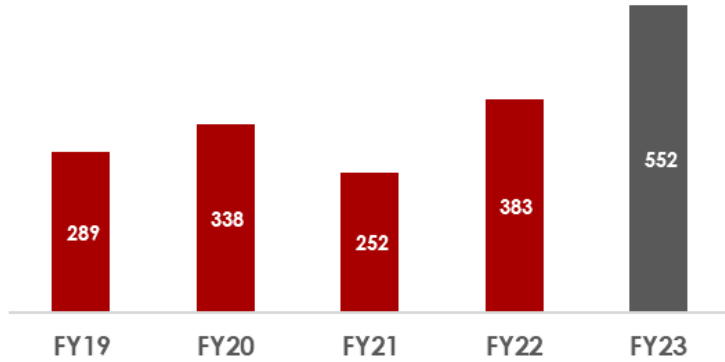




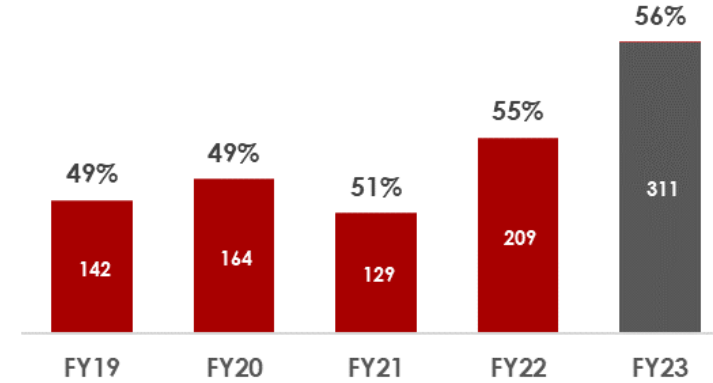
Robust Performance



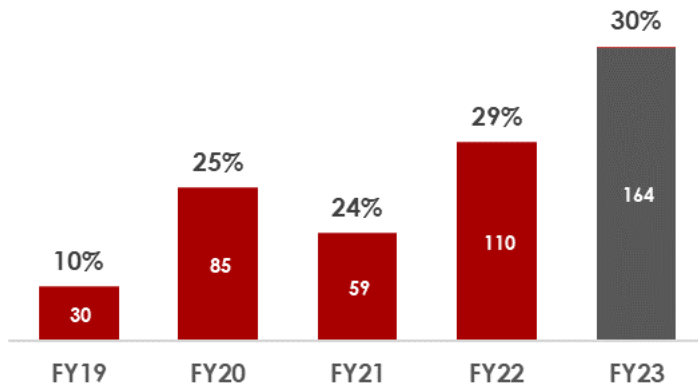
Revenue from Operations (₹ Crs)



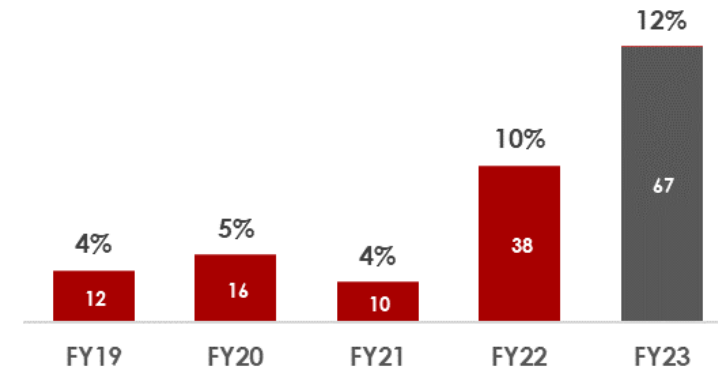
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %



PAT (₹ crs) & %

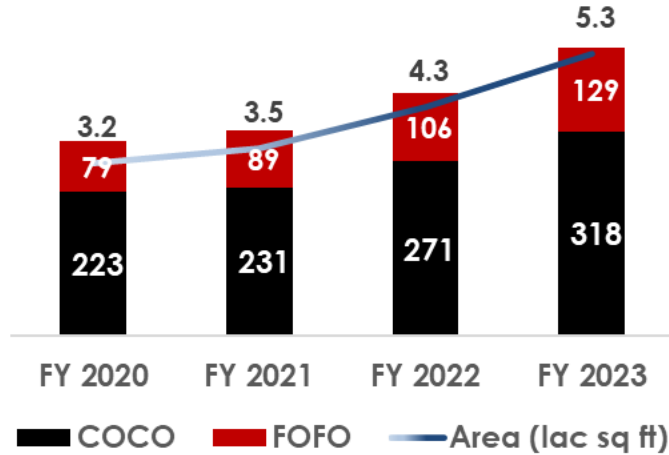


#Gross Profit margin is derived after considering certain expenses like factory labor and some other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively

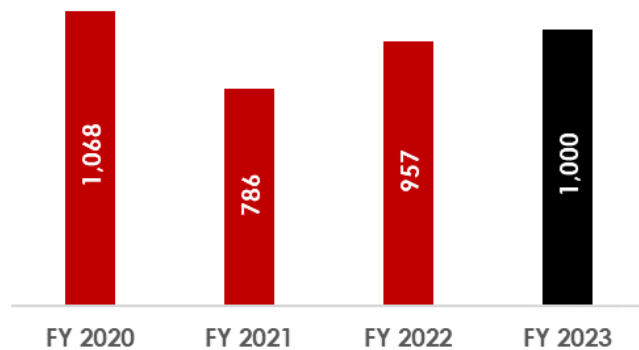
Key Operating Metrics



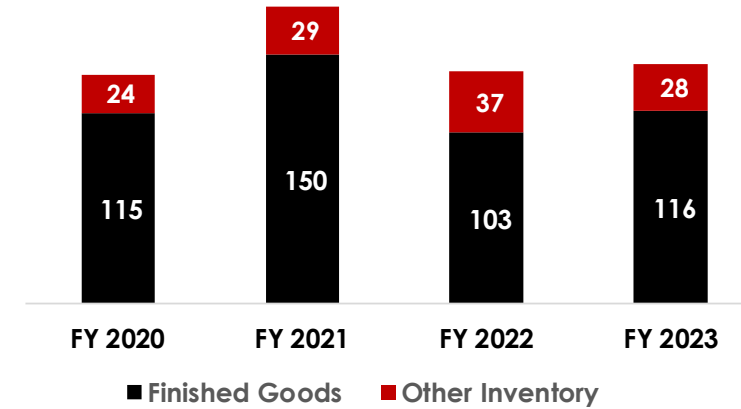
No of stores & Retail space



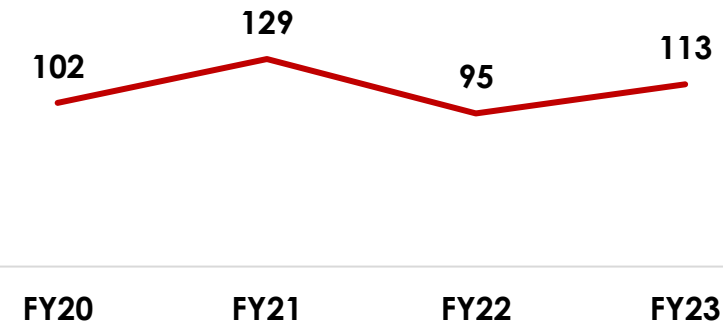
Sales per Sq. Ft. (₹ Per Month)



Inventory days



Working Capital days

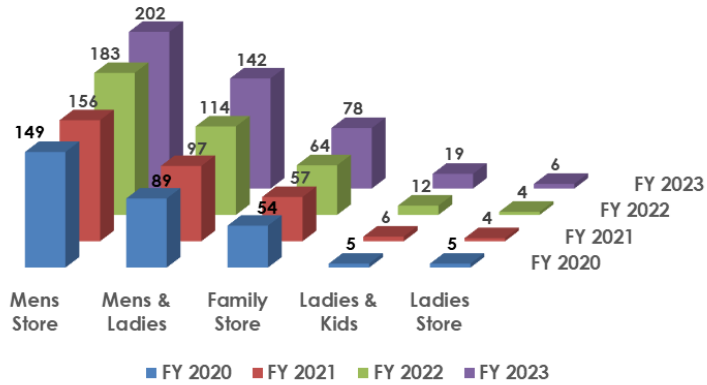


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

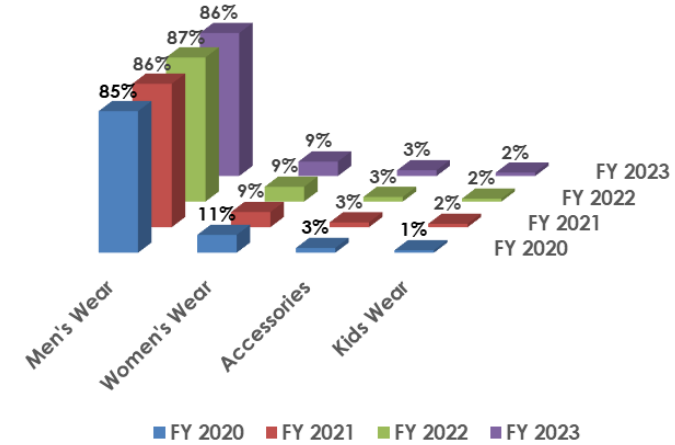
Key Operating Metrics



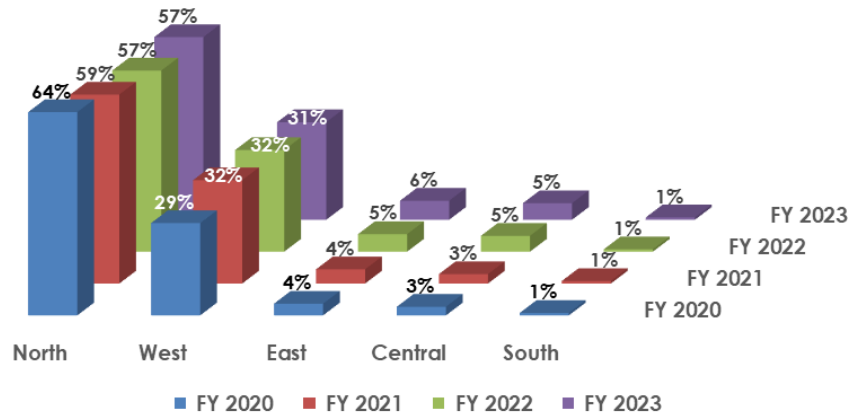
Store Categories (Number)



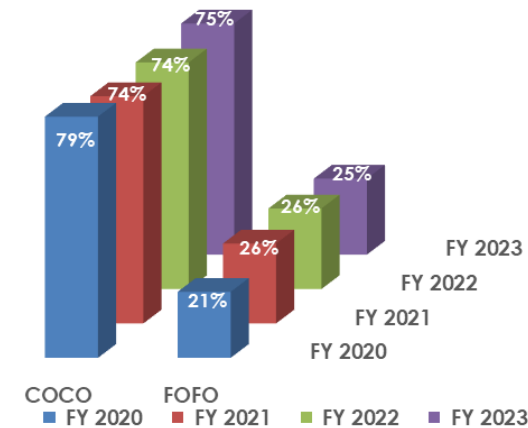
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)



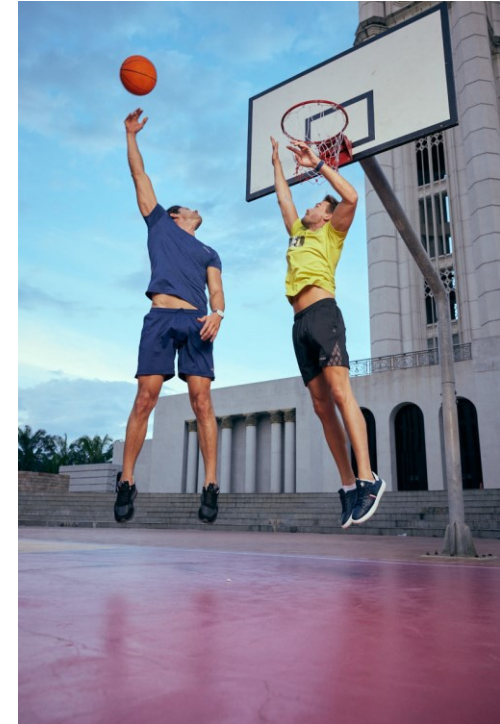


Balance Sheet



ASSETS (₹ In Crs)	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

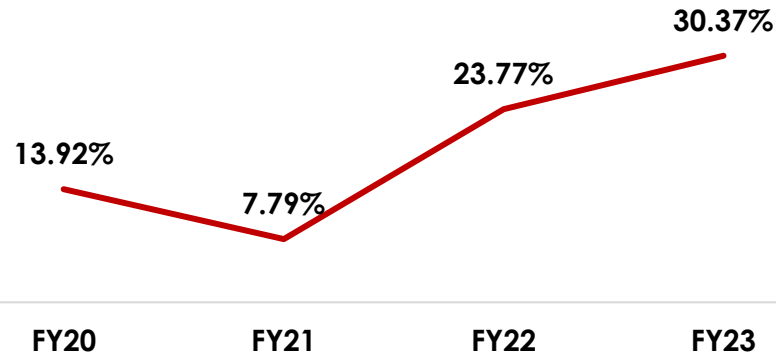




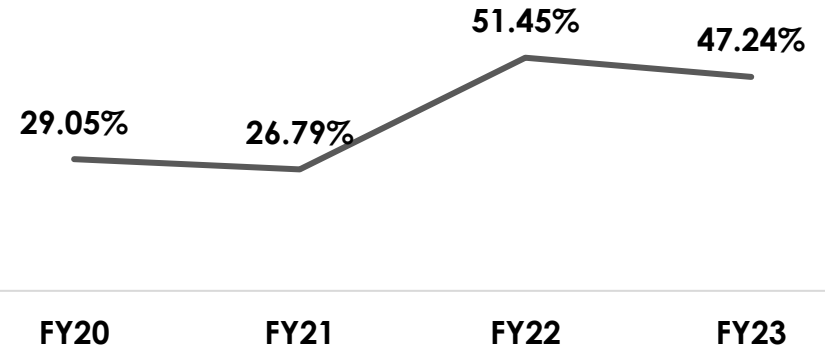
Industry Leading Ratio



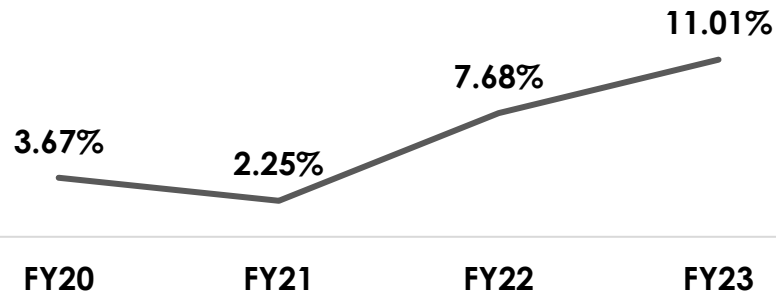
Return on Equity



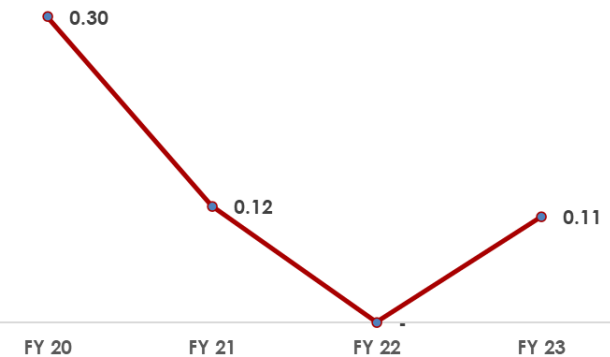
Return on Capital Employed



Return on Assets



Debt Equity Ratio





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Thank You

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