



Media Release

447 number of stores as on 31st, March 2023

FY23 Revenue at Rs.551.72 crore, y-o-y growth of 43.96%

FY23 EBITDA stood at Rs. 163.65crore, y-o-y growth of 48.61%

FY23 EBITDA Margin at 29.66%

FY23 PAT at Rs.67.24 crore, y-o-y growth of 76.68%

FY23 PAT Margin at12.19%

Delhi,15th May 2023: Cantabil Retail India Limited(BSE: 533267 NSE:CANTABIL), Incorporated in 1989,is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company has announced its audited financial results for the fourth quarter & full year ended March 31st, 2023.These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated from Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q4 FY23 (With IND- AS 116)	Q4 FY23 (W/O IND AS 116)	Q4 FY22 (With IND- AS 116)	Q4 FY22 (W/O IND AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND AS 116)	Q3 FY23 (With IND- AS 116)
Revenue	172.84	172.84	133.03	133.03	29.93%	29.93%	162.32
EBIDTA*	41.73	25.72	33.82	22.01	23.38%	16.83%	55.46
EBITDA Margin (%)	24.14%	14.88%	25.42%	16.55%	(128 bps)	(167 bps)	34.16%
PAT	16.88	17.13	8.12	9.34	107.80%	83.49%	26.95
PAT Margin (%)	9.77%	9.91%	6.11%	7.02%	366 bps	289 bps	16.61%
Basic EPS	10.34	10.49	4.98	5.72	102.63%	83.49%	16.51

*excluding other income

Particulars	FY23 (With IND-)	FY23 (W/O IND)	FY22 (With IND-)	FY22 (W/O IND)	Y-o-Y (%) (With IND-)	Y-o-Y (%) (W/O IND)
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Cantabil Retail India Limited

	AS 116)					
Revenue	551.72	551.72	383.24	383.24	43.96%	43.96%
EBIDTA*	163.65	105.08	110.12	74.23	48.61%	41.57%
EBITDA Margin (%)	29.66%	19.05%	28.73%	19.37%	93 bps	(32 bps)
PAT	67.24	70.25	38.06	41.86	76.68%	67.99%
PAT Margin (%)	12.19%	12.73%	9.93%	10.91%	226 bps	200 bps
Basic EPS	41.83	43.02	23.31	25.61	76.66%	67.98%

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended March 31st, 2023:

- Revenue from operations was at **Rs. 172.84 crore in Q4 FY23** as against Rs. 133.03 crore in Q4 FY22 YoY increase of 29.93% mainly on account larger average transaction amounts, as well as an uptick in customer visits and the introduction of newly established stores
- EBITDA (excluding other income) stood at **Rs. 41.73 crore**, growth of 23.38%, primarily attributed to improve per unit prices and more favorable procurement costs
- EBITDA Margin was 24.14%
- Profit After Tax was at **Rs. 16.88 crore**
- PAT Margin was **9.77%**
- Basic EPS stood at **Rs. 10.34**

Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2023:

- EBITDA (excluding other income) stood at **Rs. 25.72 crore in Q4 FY23** as against Rs. 22.01 crore in Q4 FY22 **YoY increase of 16.83%**
- EBITDA Margin in **Q4 FY23 was 14.88%**
- Profit After Tax was at **Rs. 17.13 crore in Q4 FY23** as against Rs. 9.34 crore in Q4 FY22 **YoY increase of 83.94%**
- PAT Margin was **9.91% in Q4 FY23**
- Basic EPS stood at **Rs. 10.49**



Performance Highlights with IND-AS 116 for full year ended March 31st, 2023:

- Revenue from operations was at **Rs. 551.72 crore in FY23** as against Rs. 383.24crore in FY22 YoY increase of 43.96%, this growth was mainly driven by steady increase in revenues from same store growth and new stores
- EBITDA (excluding other income) stood at **Rs. 163.65crore**
- EBITDA Margin was**29.66%**
- Profit After Tax was at **Rs. 67.24 crore**
- PAT Margin was **12.19%**
- Basic EPS stood at**Rs. 41.83**

Performance Highlights W/O IND-AS 116 for full year ended March 31st, 2023:

- EBITDA (excluding other income) stood at **Rs. 105.08crore in FY23** as against Rs. 74.23crore in FY22 **YoY increase of 41.57%**
- EBITDA Margin in **FY23 was 19.05%**as against 19.37% in FY22
- Profit After Tax was at **Rs. 70.25crore in FY23** as against of Rs. 41.82crore in FY22
- PAT Marginwas**12.73% in FY23** as against 10.91% in FY22
- Basic EPS stood at**Rs. 43.02**

Management Comment:

Commenting on this result, **Mr. Vijay Bansal, (Chairman & Managing Director)** of Cantabil Retail India Limited said

"I am happy to share that we have registered a 30% y-o-y growth in our revenues for the Q4 FY23 registering a revenue of Rs. 172.8 crore with an EBITDA of Rs. 41.73 crore and profit after tax stands at Rs. 16.9 crore. For the financial year our revenues grew by 44% reaching Rs. 551.7 crore with an EBITDA and PAT of Rs. 163.6 crore and Rs. 67.2 crore respectively. This growth in our financial performance has been on back on healthy sales from same stores combined with addition of new stores.



Cantabil Retail India Limited

We have added 69 stores during the financial year across 14 states thereby increasing our presence and brand visibility. This new additions in our store count signifies our constant efforts to expand our presence across India and cater to a larger base of customer in the mid- premium segment. We stuck to our plan of targeting new locations and geographies, opening new stores and pushing in through right branding tools, which enabled us to increase our ticket size.

During the year, we have expanded our reach across various online platforms opening up new opportunities for growth and reaching a wider customer base as in today's digital age it makes a promising avenue for expanding the business even further.

Overall, by expanding presence in different store formats and online platforms, we can position the company for steady growth in the coming years, stay customer-centric, and execute plans effectively to achieve the desired milestones and propel the business forward."

Company Overview

Established in 1989, Cantabil Retail India Limited is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company started its garment manufacturing and retailing business in the year 2000 and opened the first Cantabil store in September 2000 in New Delhi.

Over the years, Company has established 1,50,000 sq. ft. state of art manufacturing facility in Bahadurgarh, Haryana with a capacity to produce 15.00 Lakh garment pcs. /p.a that makes Casual trousers, Formal trousers, Suits & jackets and Shirts. Along with this, the Company also has two dedicated production units and two warehouses to ensure seamless & timely Logistics of quality products. The production facilities are equipped with high quality machines.

The Company sells its products under the brand Cantabil through 447 Exclusive Brand Outlets (EBOs) in 19 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

For further information, please contact: www.cantabilinternational.com/



Cantabil Retail India Limited

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Note: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.