



May 15, 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: Investor Presentation on Audited Financial Results for the Quarter and Financial Year
ended on March 31, 2024**

Dear Sir/Ma'am,

Please find attached copy of Investor Presentation for the Quarter and Financial Year ended on March 31, 2024.

You are requested to take the above on record.

For Cantabil Retail India Limited

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 Retail India Limited

Investor Presentation

Q4 & FY24



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Q4 & FY24 Performance Highlights

Q4 FY24 - Key Update



Store Addition

The Company added **22** Stores (opened **26** & relocated/closed **4**) in Q4 FY24



Retail Area

Total retail area was **6.64 lakh sq. ft** as at FY24 compared to **5.27 lakh sq. ft** as at FY 23



PSF & SSG

The **PSF** for the quarter was **₹ 948** as compared to ₹ 1,086 in Q4 FY23
SSG for the quarter stood at **(4)%**



ABV & ASP

The ABV for the quarter was **₹4,126** as compared to ₹ 3,878 for Q4 FY23

ASP for the quarter was **₹ 1,101** as compared to ₹ 1,073 for Q4 FY23



Volume Growth

Volume growth for the Quarter stood at **6.2 %** (Y-o-Y)

FY24 - Key Update

Store Addition

The Company added **86** Stores (opened **98** & relocated/closed **12**) in Q4 FY24



Retail Area

Total retail area stood at **6.64 lakh sq. ft** as at FY24 compared to **5.27 lakh sq. ft** as at FY 23



PSF & SSG

The **PSF** for FY 24 was **₹ 802** as compared to ₹ 903 in FY 23
SSG for the year was (4)%



ABV & ASP

The **ABV** for FY24 was **₹4,099** as compared to ₹ 3,954 in FY23
ASP for the FY24 was **₹ 1,039** as compared to ₹ 1,058 for FY23



Volume Growth

Volume growth for the Year stood at **10 %** (Y-o-Y)



Q4 & FY24 - Key Performance Highlights



Q4 FY24

FY24

₹194.1 Crs

Grew by 12% Y-o-Y



₹616.5 Crs

Grew by 12% Y-o-Y

₹96.4 Crs

Gross margin stood at 49.7%



₹346.3 Crs

Gross margin stood at 56.2%

₹43.9 Crs

EBITDA margin stood at 22.6%



₹162.7 Crs

EBITDA margin stood at 26.4%

₹21.8 Crs

PBT margin stood at 11.2%



₹76.8 Crs

PBT margin stood at 12.5%

₹18.3 Crs

PAT margin stood at 9.5%

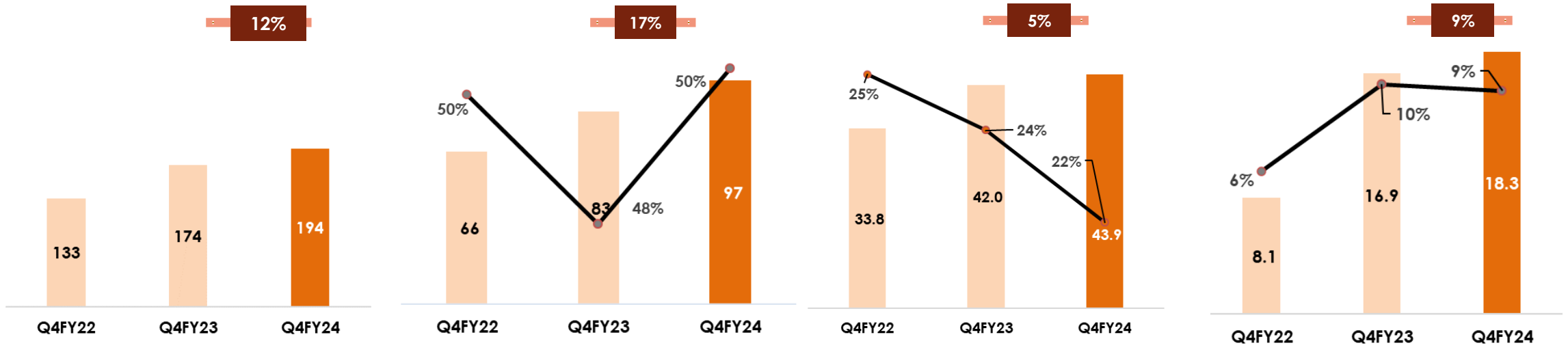


₹62.2 Crs

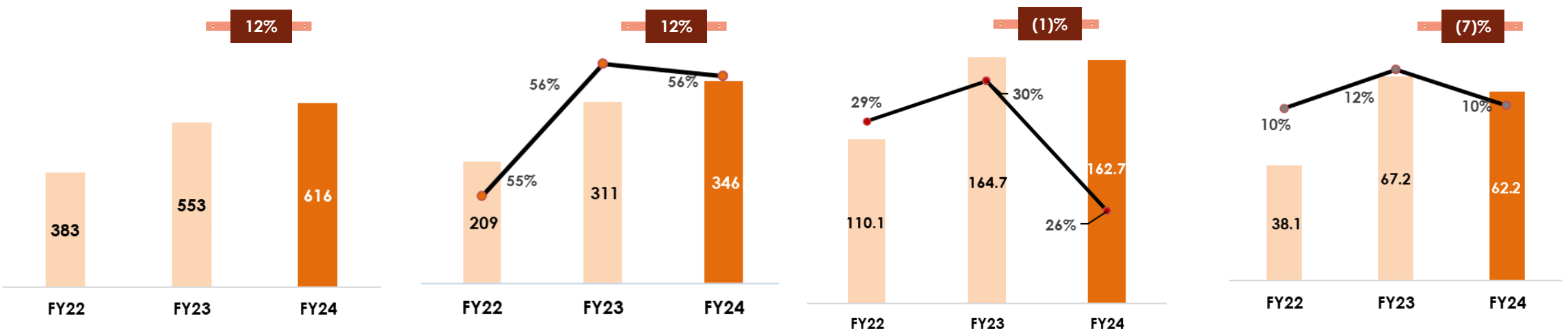
PAT margin stood at 10.1%

Key Financial Highlights

Quarter



Year



Revenue (₹ Cr)

Gross Margin (₹ Cr)

EBITDA (₹ Cr)

PAT (₹ Cr)

Profitability Highlights

Particulars (₹ In Crs)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	FY24	FY23	Y-o-Y	FY23
Revenue from Operations	194.1	173.9	12%	175.8	616.5	552.8	12%	552.8
Raw Material Expenses	75.8	71.4		50.6	195.5	160.7		160.7
Job Work Charges	9.5	8.0		9.7	33.4	46.5		46.5
Employee Expenses	32.5	26.6		31.3	118.7	97.5		97.5
Other Expenses	32.4	25.9		30.0	106.1	83.3		83.3
EBITDA	43.9	42.0	5%	54.2	162.7	164.7	-1%	164.7
EBITDA Margin (%)	22.6%	24.2%		30.8%	26.4%	29.8%		29.8%
Other Income	1.6	1.1		1.4	4.7	4.4		4.4
Depreciation	17.3	13.7		16.9	62.4	53.5		53.5
Finance Cost	7.8	7.5		7.8	29.8	26.3		26.3
Profit before Tax & Exceptional Item	20.3	22.0		30.9	75.3	89.3		89.3
Exceptional Item	1.5	0.0		0.0	1.5	0.0		0.0
Profit before Tax	21.8	22.0	-1%	30.9	76.8	89.3	-14%	89.3
Profit before Tax Margin (%)	11.2%	12.6%		17.6%	12.5%	16.1%		16.1%
Tax	3.5	5.1		6.8	14.6	22.0		22.0
Profit After Tax	18.3	16.9	9%	24.1	62.2	67.2	-7%	67.2
PAT Margin (%)	9.5%	9.7%		13.7%	10.1%	12.2%		12.2%
Other comprehensive income	-0.3	-0.4		0.0	-0.1	-0.2		-0.2
Total other comprehensive income	18.0	16.5	9%	24.1	62.1	67.0	-7%	67.0
Basic EPS	2.2	2.1		3.0	7.6	8.2		8.2
Diluted EPS	2.2	2.1		3.0	7.6	8.2		8.2



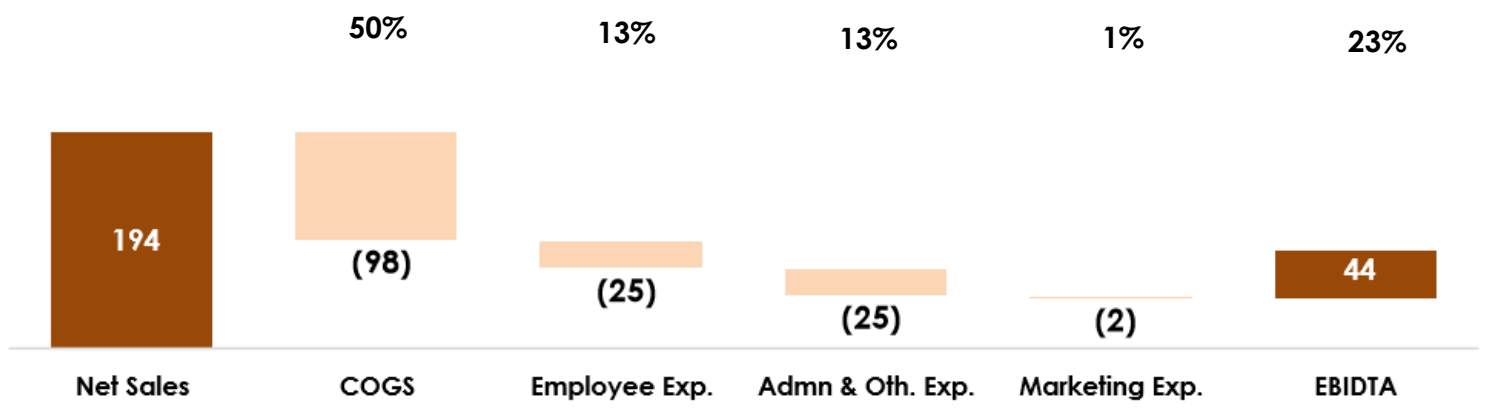
Profitability Highlights (Pre IND AS 116)

Particulars (₹ In Crs)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	FY24	FY23	Y-o-Y
Revenue from Operations	194.1	173.9	12%	174.5	616.5	552.8	12%
Cost of Material Consumed	75.8	71.4		49.3	195.5	160.7	
Employee Expenses	32.5	26.6		31.3	118.7	97.5	
Other Expenses	59.8	49.9		57.8	208.8	188.4	
EBITDA	26.1	26.0	0%	36.1	93.6	106.1	-12%
EBITDA Margin (%)	13.4%	15.0%		20.7%	15.2%	19.2%	
Other Income	1.6	1.1		1.4	4.7	4.4	
Depreciation	4.8	4.1		4.3	16.2	14.2	
Finance Cost	0.7	0.7		1.1	3.8	3.0	
Exceptional Items	1.5	0.0		0.0	1.5	0.0	
Profit before Tax	23.6	22.3	6%	32.1	79.7	93.3	-15%
Profit before Tax Margin (%)	12.2%	12.8%		18.4%	12.9%	16.9%	

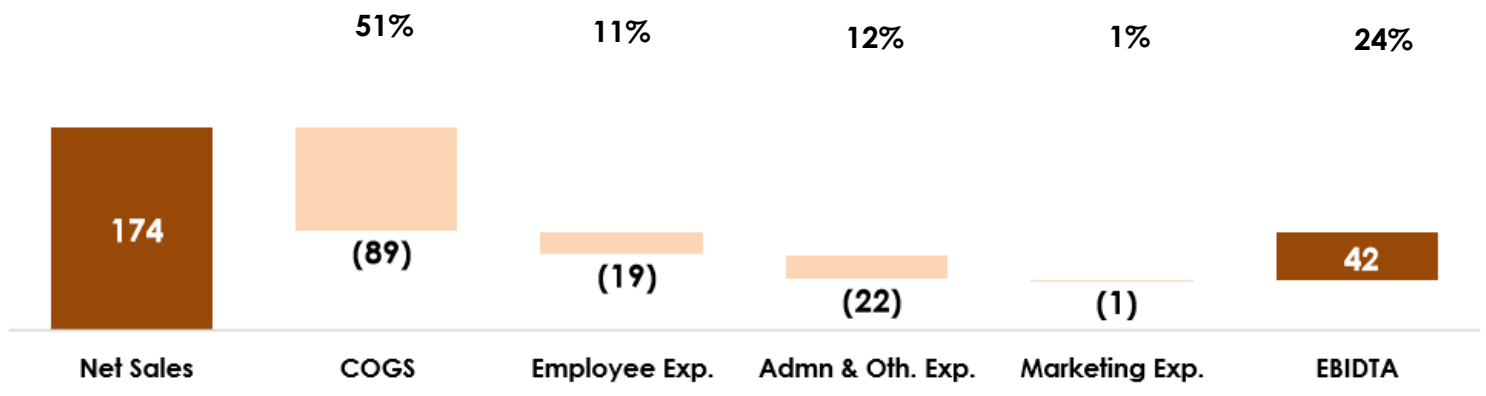


Q4 FY24 Operational Matrix

Q4 FY 24 (₹ crores)

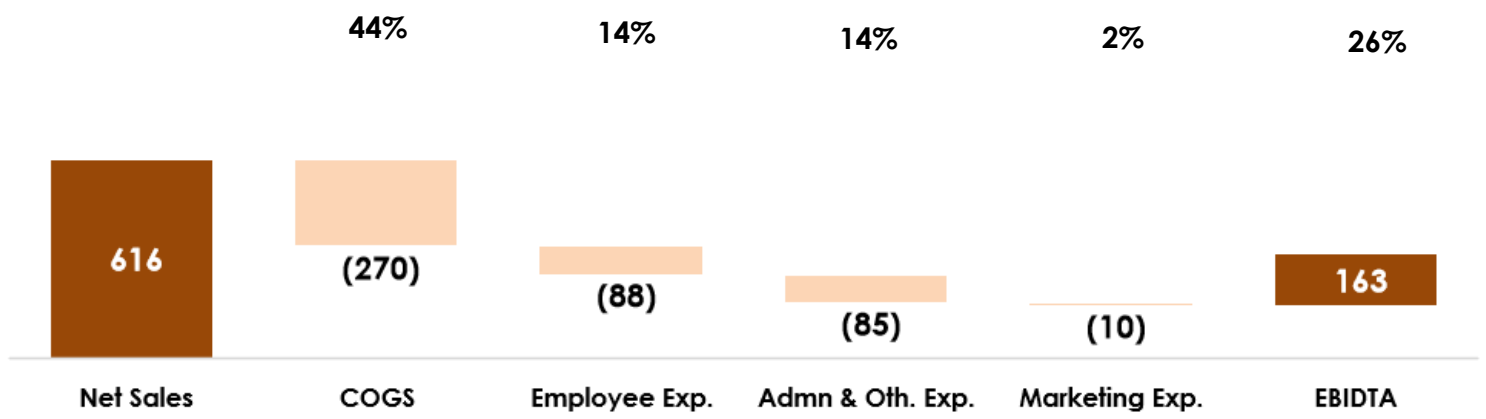


Q4 FY 23 (₹ crores)

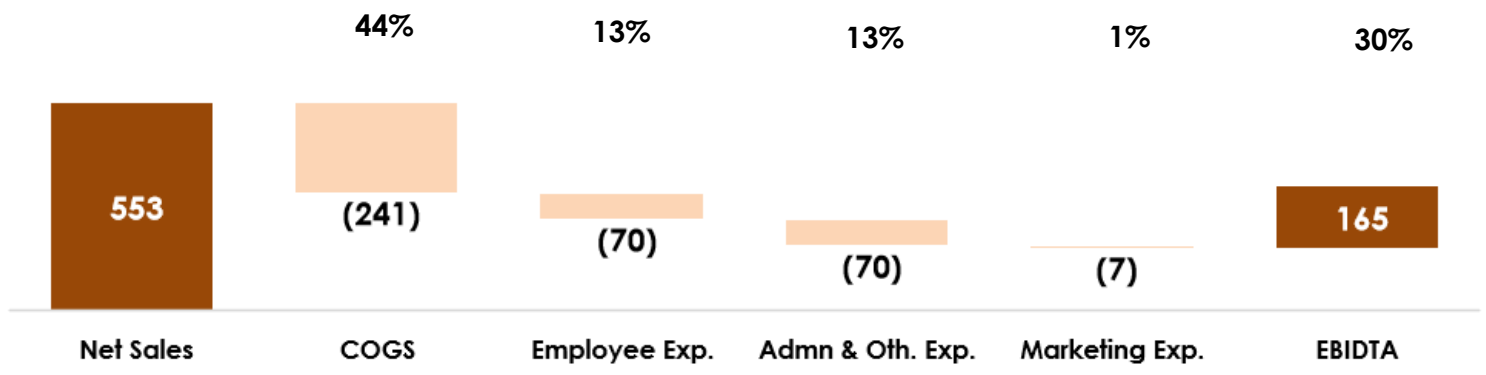


FY 24 Operational Matrix

FY 24 (₹ crores)



FY 23 (₹ crores)



Balance Sheet

ASSETS (₹ In Crs)	Mar'24	Mar'23
NON-CURRENT ASSETS	481.0	374.2
Property, plant & equipment	117.9	103.1
Capital work-in-progress	35.2	12.0
Investment Property	0.9	3.5
Right-of-use assets	282.0	220.3
Other Intangible assets	1.4	1.4
Financial Assets		
Investments	0.1	0.1
Other Financial Assets	16.2	12.5
Deferred Tax Assets (net)	22.9	16.7
Other Non - current assets	4.5	4.6
CURRENT ASSETS	293.3	238.7
Inventories	230.0	216.9
Investments	0.0	0.0
Trade receivables	18.2	11.9
Cash & Cash Equivalents	35.1	1.4
Other Financial Assets	1.7	1.5
Current Tax Assets (net)	0.9	1.0
Other Current assets	7.5	6.0
TOTAL ASSETS	774.4	613.0

EQUITY & LIABILITIES (₹ In Crs)	Mar'24	Mar'23
EQUITY	326.5	221.4
Equity Share capital	16.7	16.3
Other equity	309.7	205.0
NON-CURRENT LIABILITIES	308.0	250.0
Borrowings	0.0	0.0
Lease Liability	279.6	223.9
Other financial liabilities	13.5	12.7
Provisions	7.6	5.9
Other Non-Current Liabilities	7.4	7.4
CURRENT LIABILITIES	139.9	141.7
Borrowings	9.8	23.4
Lease Liability	46.6	38.8
Trade Payables	53.2	56.6
Other Financial Liabilities	15.8	12.2
Other current liabilities	9.1	6.3
Provisions	5.5	4.4
TOTAL EQUITY & LIABILITIES	774.4	613.0



Cash Flow

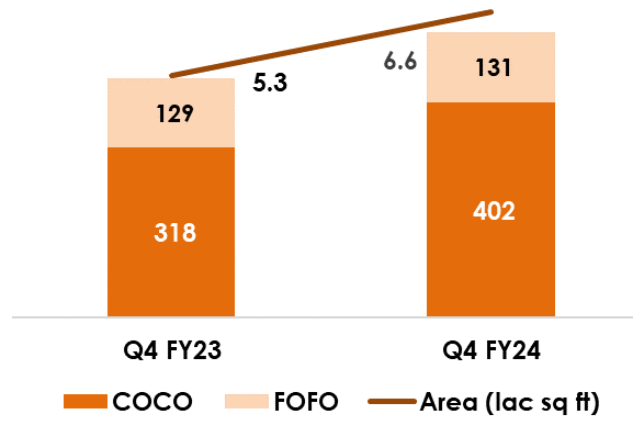
Particulars (₹ In Cr)	FY24	FY23
PBT	77	89
Adjustments	88	78
Operating profit before working capital changes	165	167
Changes in working capital	(18)	(65)
Cash generated from operations	147	102
Direct taxes paid (net of refund)	(21)	(27)
Net Cash from Operating Activities	127	75
Net Cash from Investing Activities	(52)	(34)
Net Cash from Financing Activities	(41)	(43)
Net Change in cash and cash equivalents	34	(2)
Opening Cash Balance	1	3
Closing Cash Balance	35	1



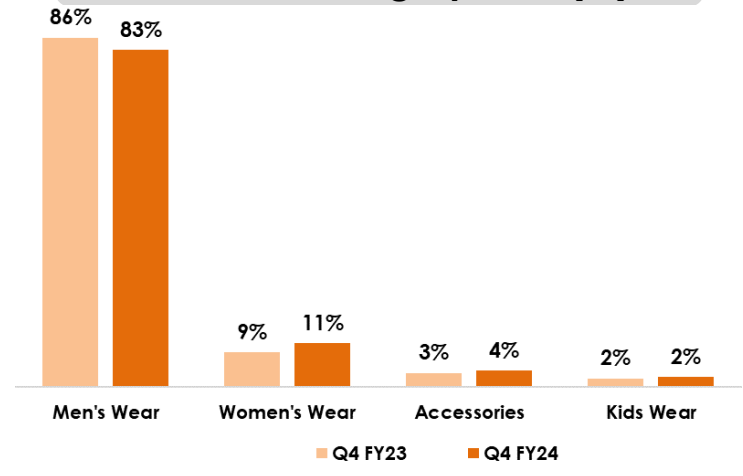
Key Operational Data

No of stores & Retail space

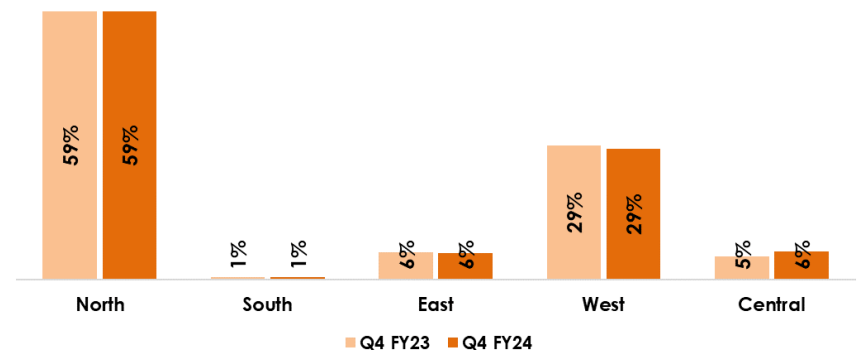
Quarter



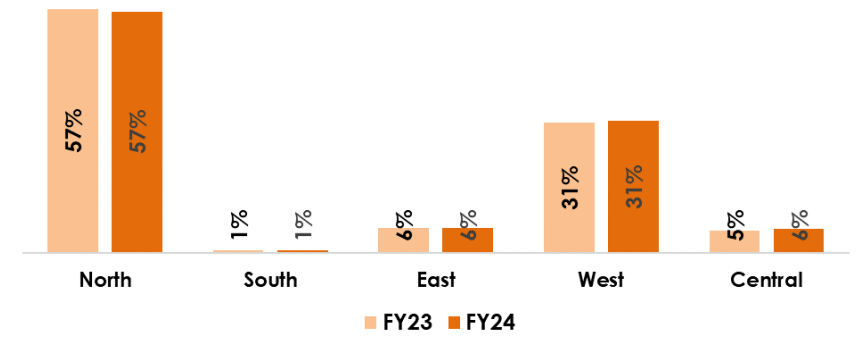
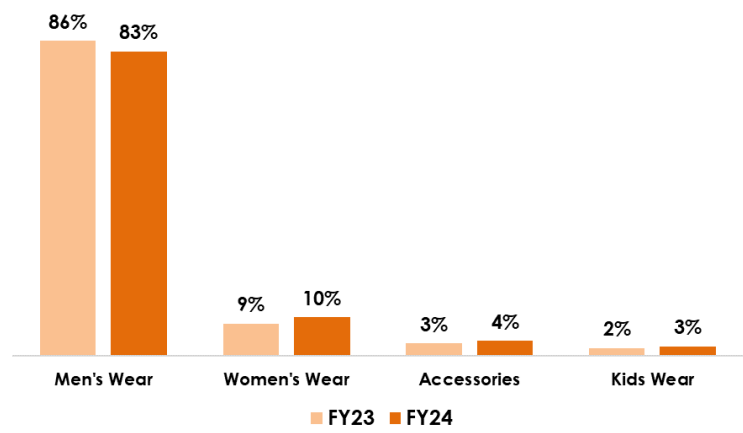
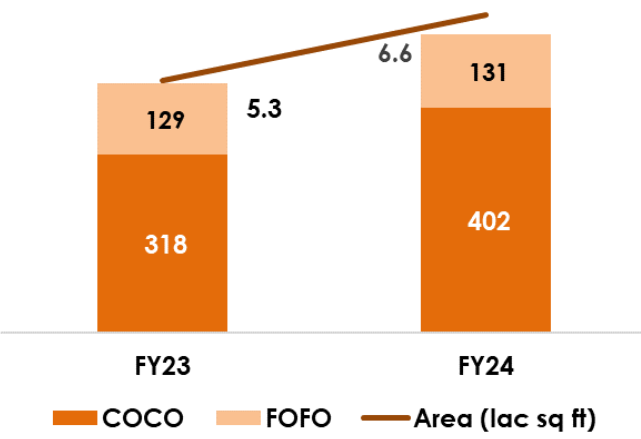
Revenue Category wise (%)



Revenue Region wise (%)



Year



Sales through online channel more than doubled in FY24 to 5.7% as compared to 2.6% in FY23.



Corporate Overview

Leading Lifestyle Apparel Brand

01

Incorporation

Incorporated in 1989. Leading the shift towards organized retail for over 35 years

04

Capacity

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

02

Manufacturing & Retail Store

Set up manufacturing facility and our first "Cantabil" brand store in the year 2000 for men's wear

05

Presence

533 Brand store spread across 268 cities covering 20 states and growing

03

Expansion of Offerings

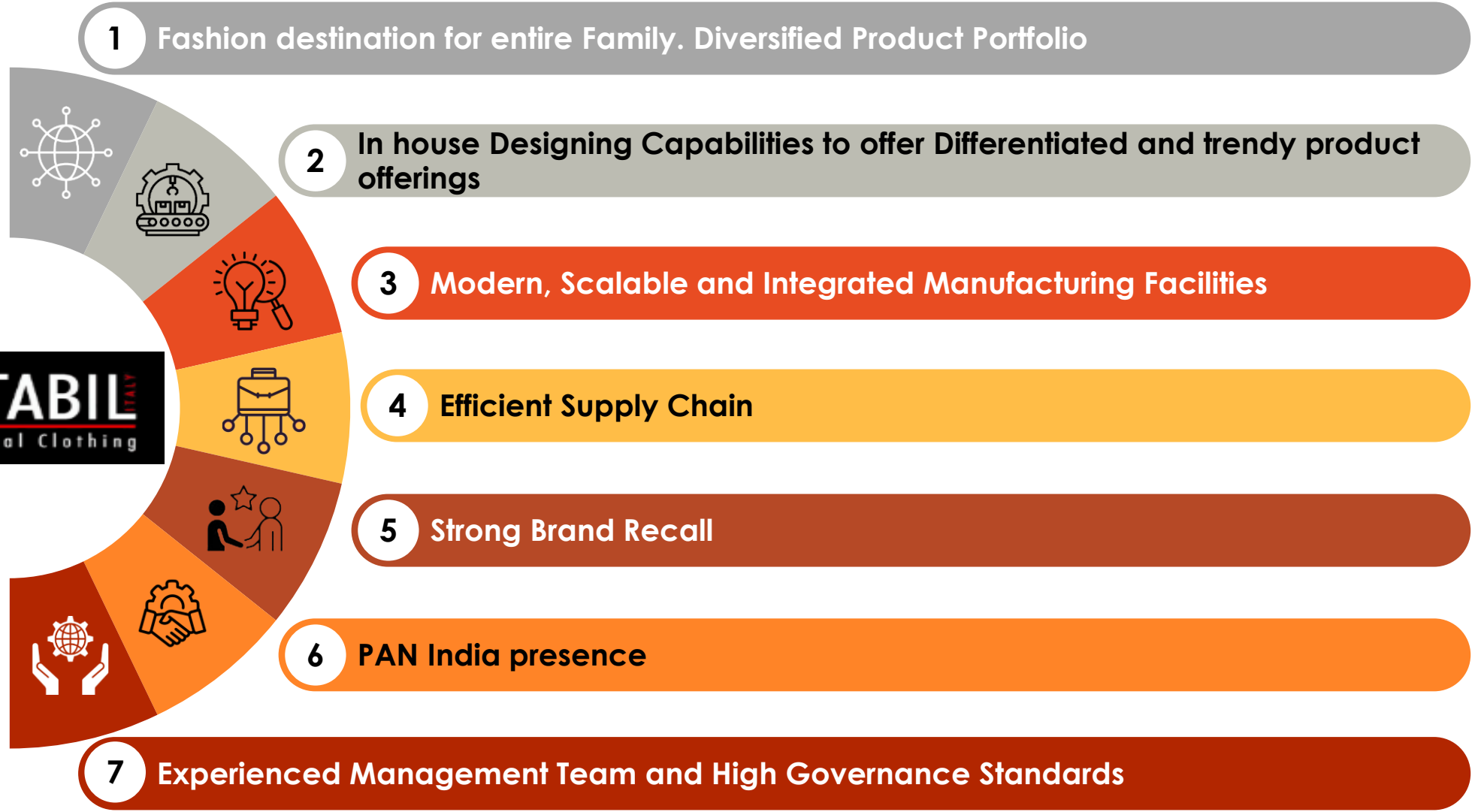
To capitalize on our Brand image, launched women's segment in 2013 and men's accessories in 2017

06

Industry Leading Return Ratios

Industry leading ROCE of 36.7% & Healthy ROE of 22.7% for FY 2024

Key Business Strength





Diversified Product Portfolio

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, Shoes, Socks, Ties, Handkerchief, Deo, etc



Designing Capabilities



01

Market Research & Intelligence

Our team gets lot of intel which helps us in forecasting the future fashion trends and be ahead in bringing fresh fashions for our customers

In house Team of Designers

Our dedicated team of 30 + designers and sourcing people design trendy merchandise basis the data from research and intelligence

02



03

Quality Checks

The designs has to pass through various quality and other parameters in line with our quality standards

Approvals

Approvals for commercial production / procurement in line with our motto of creating quality products with trendy designs.

04



Integrated Manufacturing Facilities

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



Capacity

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

Manufacturing Area

Latest Development

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

Fully integrated infrastructure for **modern manufacturing & retailing with complete automation.**

Integration

Technology

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**



Efficient Supply Chain



Sourcing

- Procure best quality fabrics and other raw materials
- Leverage our relationship to procure most economically through better terms of trade
- Ensure sustainable supply through superior relationships

Manufacturing

- Demand forecasting and production planning to ensure uninterrupted and timely availability at the same time minimizing inventory holding.
- Monitoring & evaluating performance

Quality Control

- Maintaining high-quality standards across sourcing, manufacturing, and distribution
- Quality control procedures across the value chain, including fabric and garment inspections, quality audits, and product quality tracking

Warehousing

- Systematic monitoring and control of inventory levels
- Real-time inventory tracking and analysis.
- Leveraging IT infrastructure to effectively manage inventory

Store

- Enhancing shopping experience by providing Best Product Mix
- Strategically planned store locations to reach more close to the target customer
- Performance linked incentives for the store staff to enhance revenues

Strong Brand Recall



Category

Our presence across category has helped us to better connect with our customers



Ambience

Our well-designed store atmosphere evoke positive emotions and overall shopping satisfaction



Location

Our belief of reaching near the customer and strategically choosing the location help us to better connect and generate repeat business

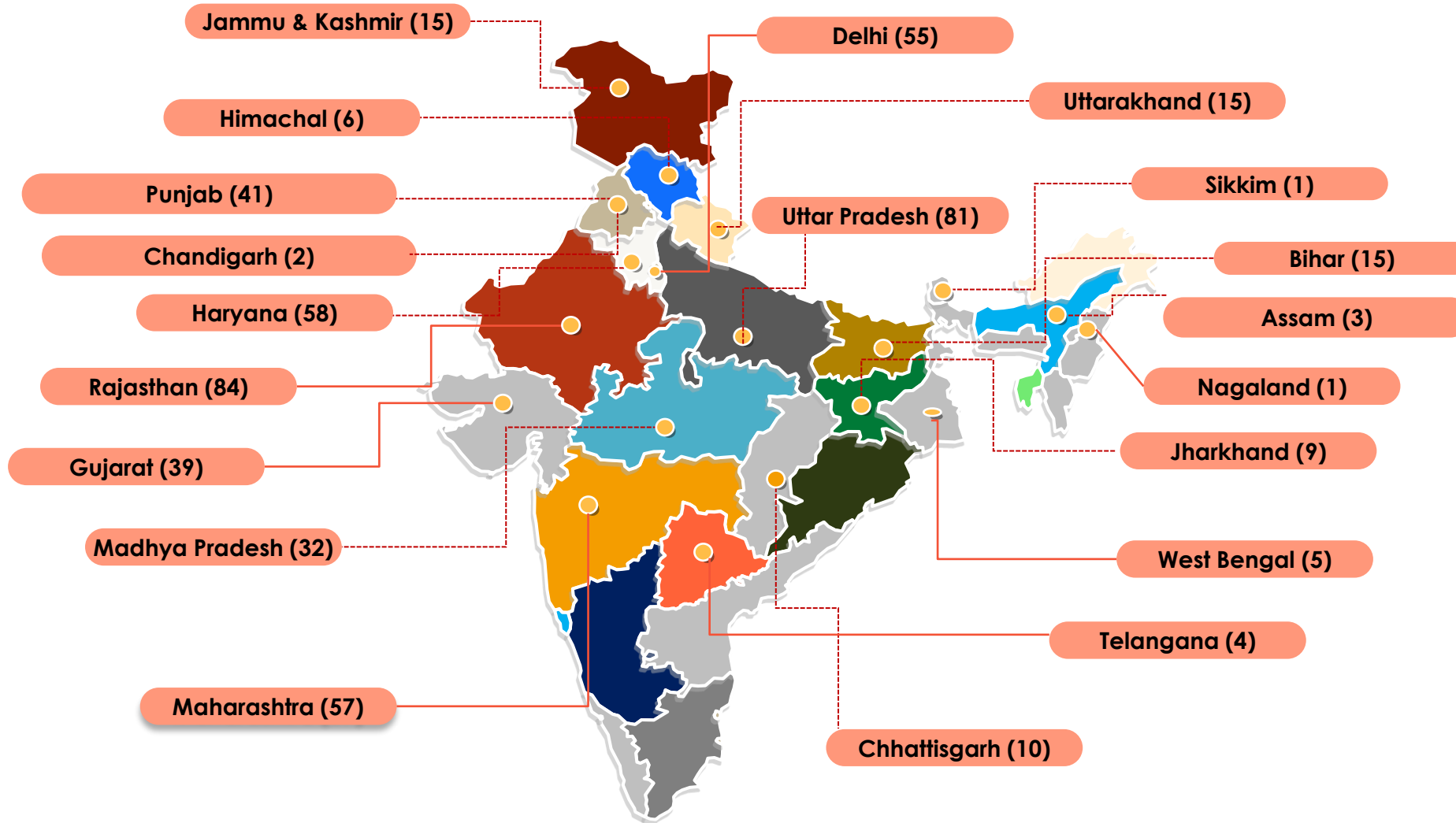


Designing

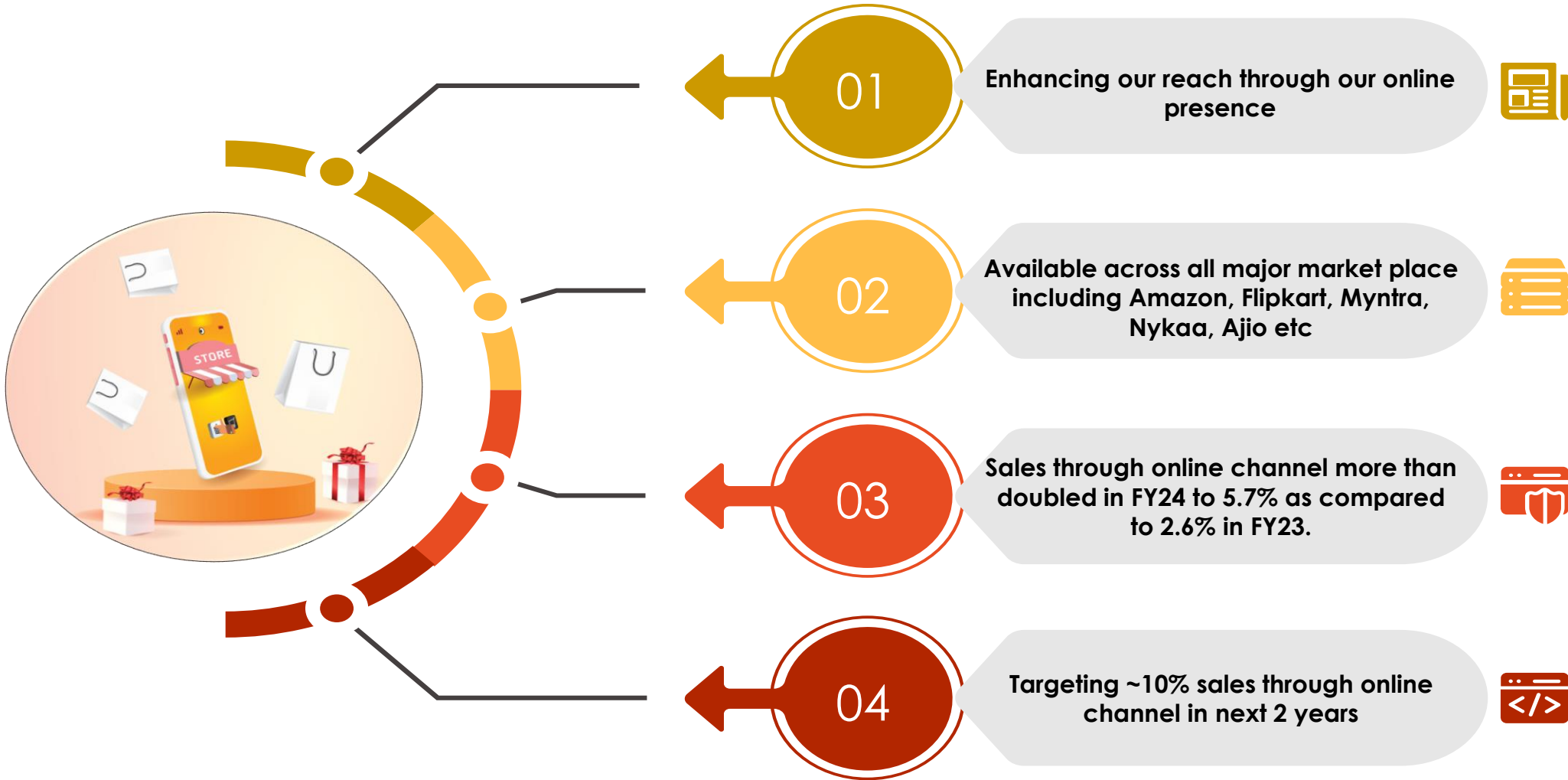
Our in-house team of designers are constantly working to create trendy and fresh designs for our customers

**~50% Repeat Customers
(y-o-y)**

PAN India Presence - Store Network



PAN India Presence - Online



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

Governance – Independent Directors



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

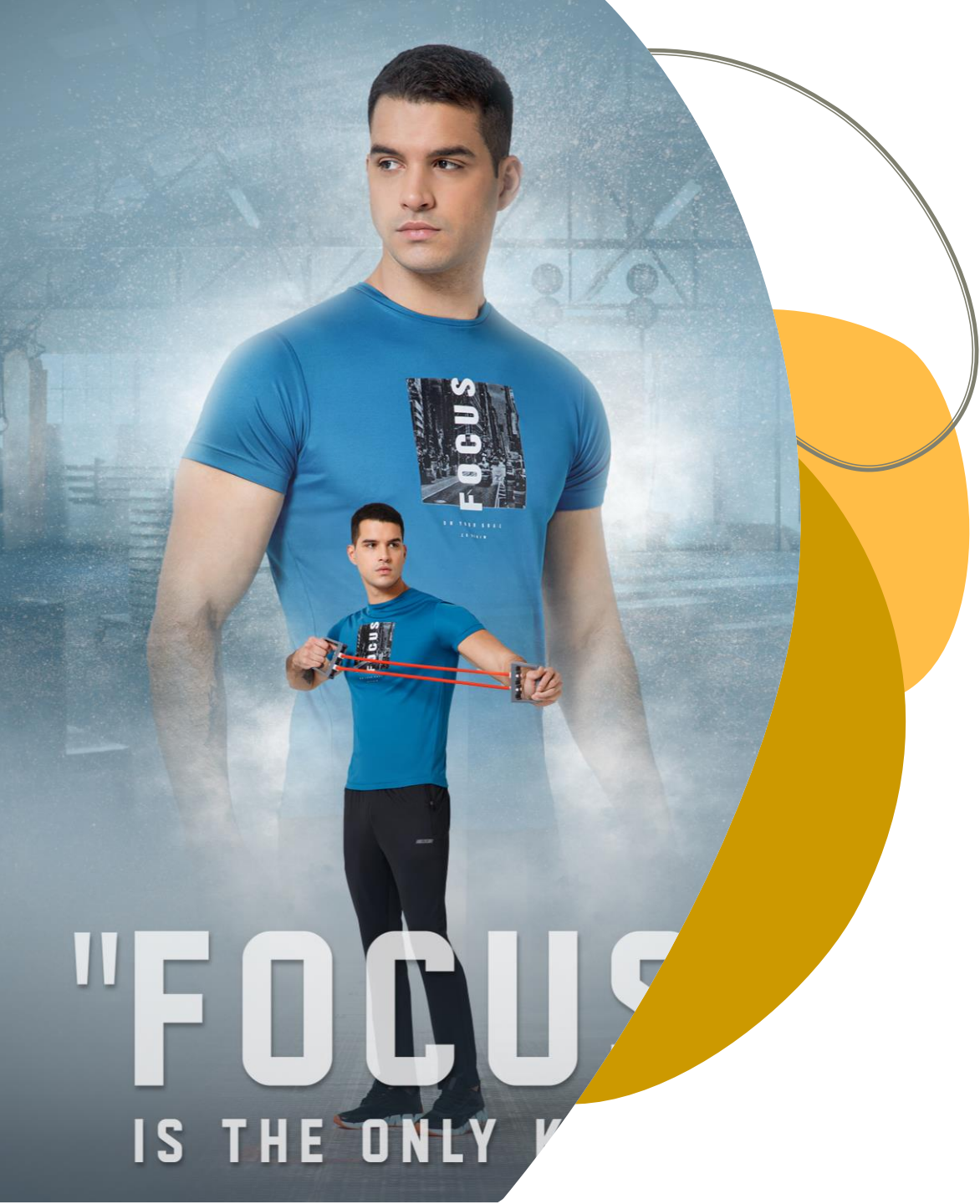
- Masters in Management Studies from the University of Mumbai. Mr. Ahluwalia also holds a diploma in Export Marketing and Documentation from PHD Chamber of Commerce and Industries.
- He has more than 25 years of professional experience in Retail, Textile and Export Sectors; winning accolades across industries.



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.



"FOCUS"
IS THE ONLY WAY

Key Focus Area

Key Focus Areas



Increasing Retail Presence

- Increasing our store network to 700 over next 2 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



Widening Customer base

- 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. Target increase in revenue contribution from current 5% - 6% to around 10% in the next 2 years



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



Enhancing Manufacturing Capacities

- Recently upgraded facility by investing in washing plant and adding latest machinery
- Invest in technology to enhance manufacturing capabilities
- Scope for expanding the capacity in the same space
- Leverage IT to enhance inventory management & tracking

Spring-Summer '24
SHIRT SHOWCASE



FEEL THE CALM BREEZE
IN OUR SOOTHING, SOFT-TOUCH

Marketing & Media

Select Recent EBO Opening



Select Recent EBO Opening

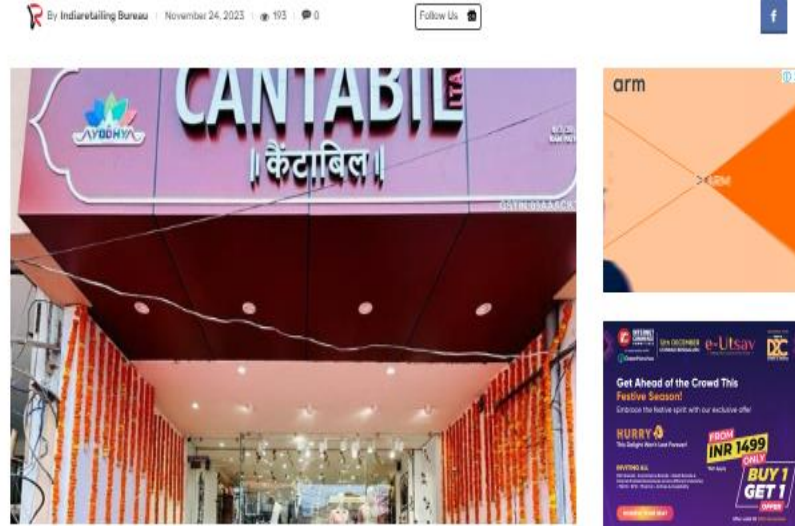


Store Ambience



Media Coverage & Advertisement

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



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.



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.

The brand hasn't forgotten the little ones in its Kids Autumn Winter Collection. Featuring a fusion of indigo hues, maroon, green, pink, and a flora-n-fauna theme, this collection includes modern colour-block jackets, classic dresses with gath-

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



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.





Historical Financials

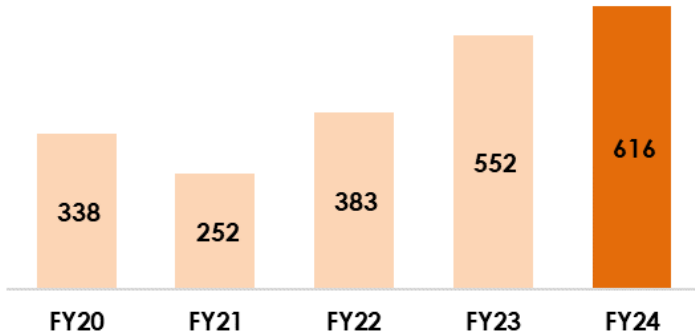
Historical Financials

Particulars (₹ In Crs)	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
Revenue from Operations	288.6	338.0	251.6	383.2	552.8	616.5	16%
Raw Material Expenses	136.3	119.1	87.8	128.0	160.7	195.5	
Job Work Charges	10.2	28.9	16.9	23.8	46.5	33.4	
Employee Expenses	51.5	59.9	41.6	62.0	97.5	118.7	
Other Expenses	61.0	45.4	46.1	59.3	83.3	106.1	
EBITDA	29.6	84.7	59.4	110.1	164.7	162.7	18%
EBITDA Margin (%)	10.3%	25.1%	23.6%	28.7%	29.8%	26.4%	
Other Income	4.0	4.2	16.8	15.5	4.4	4.7	
Depreciation	8.9	44.2	39.1	43.3	53.5	62.4	
Finance Cost	8.5	20.7	24.8	22.7	26.3	29.8	
Exceptional Item	0.0	0.0	0.0	0.0	0.0	1.5	
Profit before Tax	16.2	24.0	12.3	59.6	89.3	76.8	34%
Profit before Tax Margin (%)	5.6%	7.1%	4.9%	15.5%	16.1%	12.5%	
Tax	3.7	7.6	2.6	21.5	22.0	14.6	
Profit After Tax	12.5	16.4	9.7	38.1	67.2	62.2	40%
PAT Margin (%)	4.3%	4.9%	3.8%	9.9%	12.2%	10.1%	
Other comprehensive income	0.7	-0.1	-0.4	-0.4	-0.2	-0.2	
Total other comprehensive income	13.2	16.4	9.2	37.7	67.0	62.0	

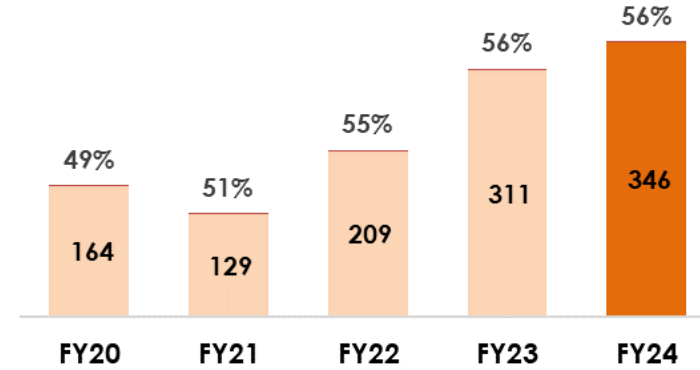


Robust Performance

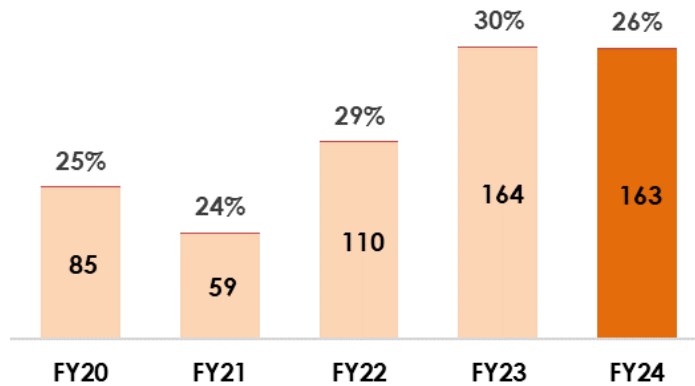
Revenue from Operations (₹ Crs)



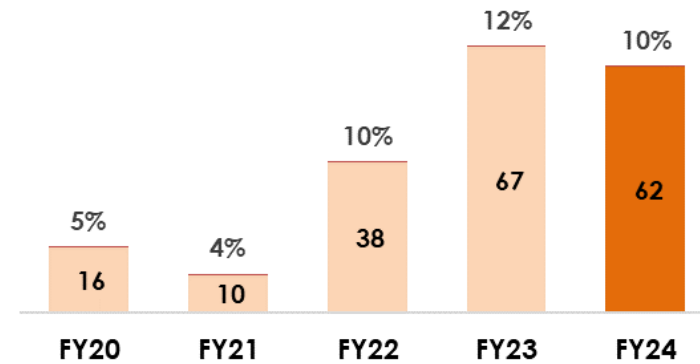
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %

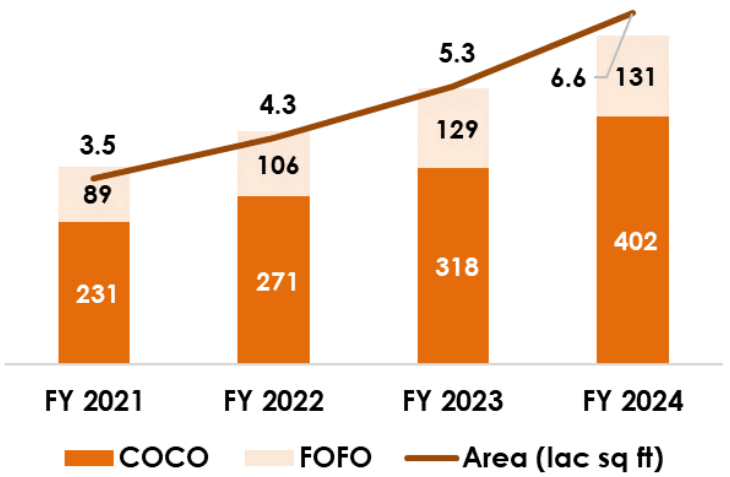


PAT (₹ crs) & %

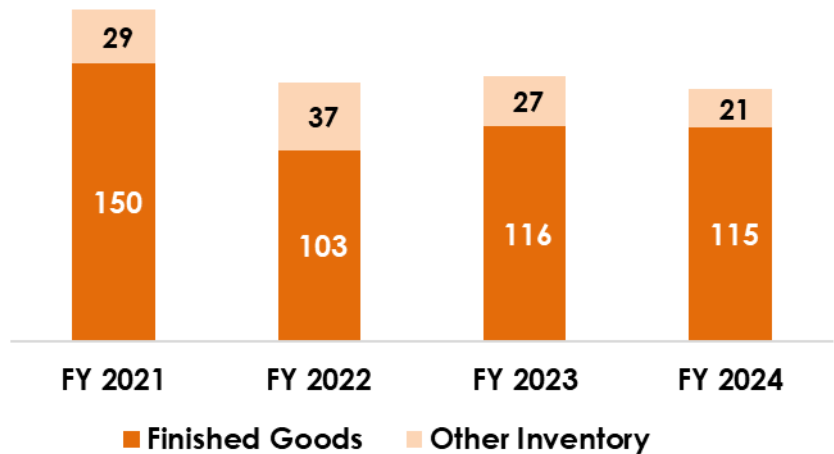


Key Operating Indicators

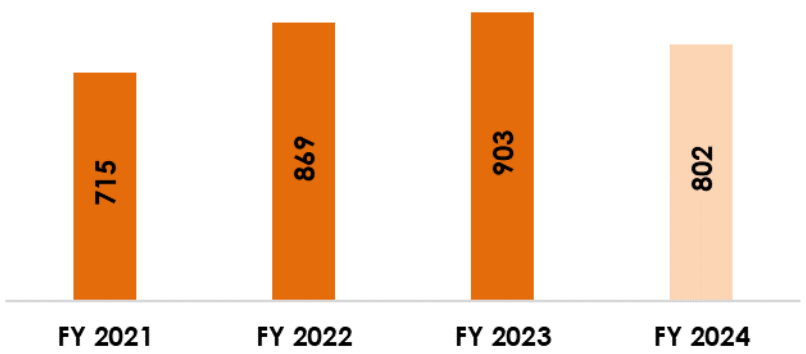
No of stores & Retail space



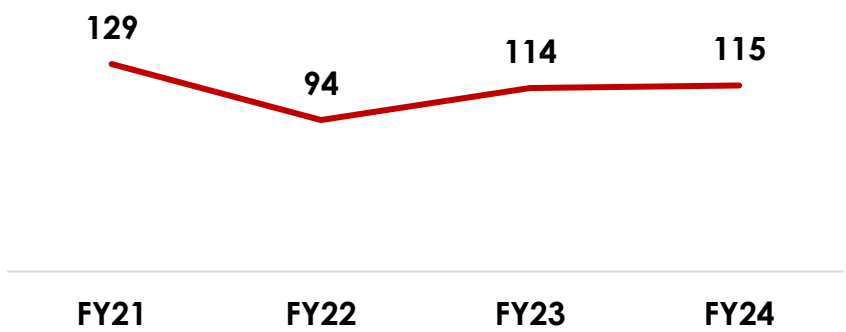
Inventory days



Sales per Sq. Ft. (₹ Per Month)



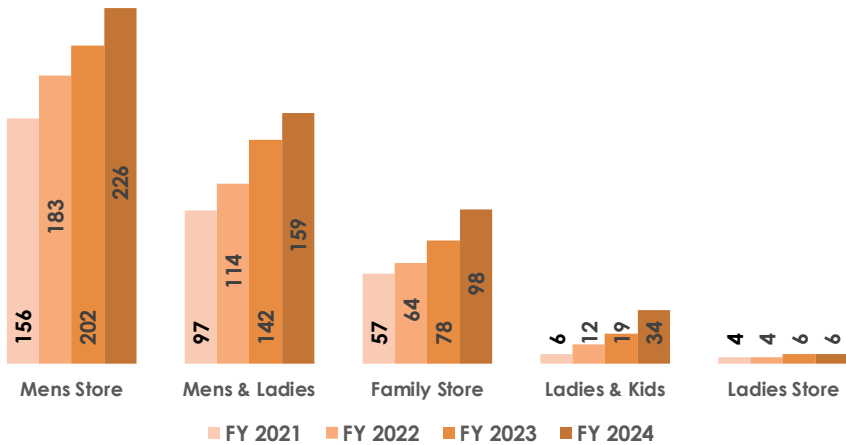
Working Capital days



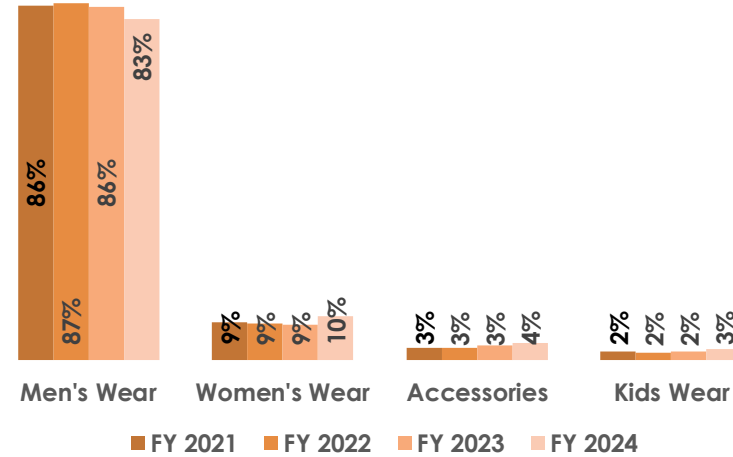
Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

Key Operating Indicators

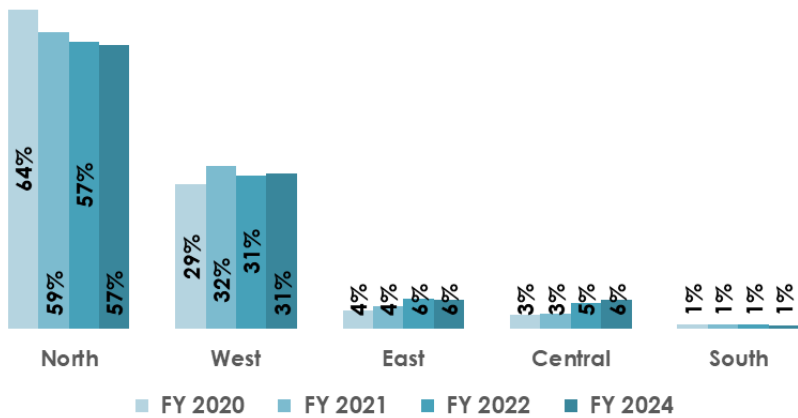
Store Categories (Number)



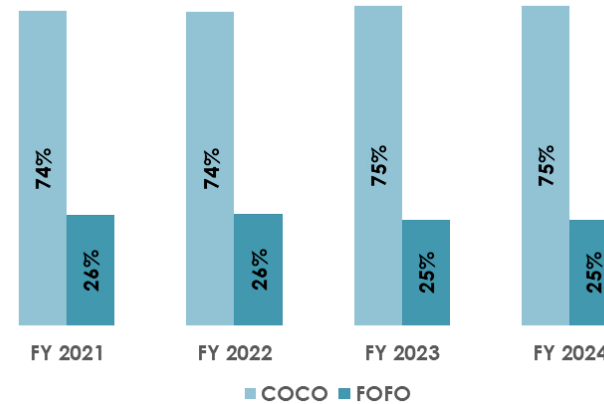
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)



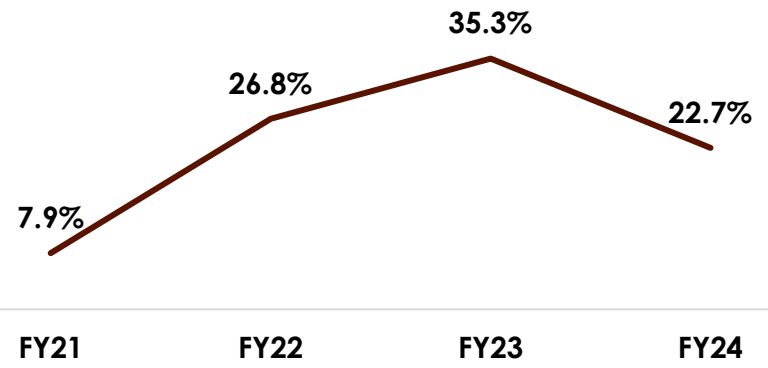
Balance Sheet

ASSETS (₹ In Crs)	Mar'24	Mar'23	Mar'22
NON-CURRENT ASSETS	481.0	374.2	334.9
Property, plant & equipment	117.9	103.1	92.5
Capital work-in-progress	35.2	12.0	0.9
Investment Property	0.9	3.5	3.5
Right-of-use assets	282.0	220.3	202.9
Other Intangible assets	1.4	1.4	1.5
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	16.2	12.5	11.9
Deferred Tax Assets (net)	22.9	16.7	13.9
Other Non - current assets	4.5	4.6	7.7
CURRENT ASSETS	293.3	238.7	161.0
Inventories	230.0	216.9	146.8
Investments	0.0	0.0	0.0
Trade receivables	18.2	11.9	3.7
Cash & Cash Equivalents	35.1	1.4	3.2
Other Financial Assets	1.7	1.5	1.0
Current Tax Assets (net)	0.9	1.0	0.9
Other Current assets	7.5	6.0	5.3
TOTAL ASSETS	774.4	613.0	495.8

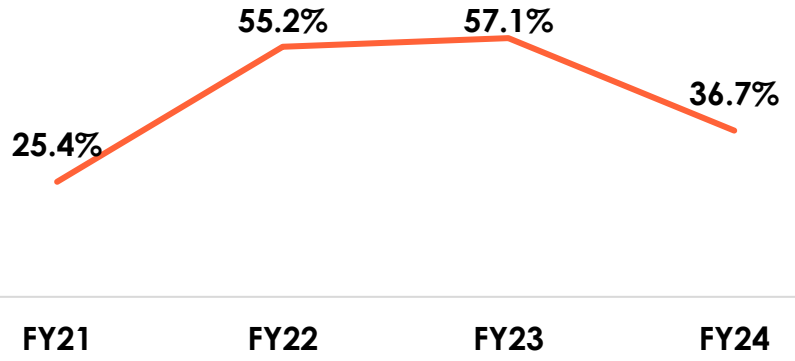
EQUITY & LIABILITIES (₹ In Crs)	Mar'24	Mar'23	Mar'22
EQUITY	326.5	221.4	160.1
Equity Share capital	16.7	16.3	16.3
Other equity	309.7	205.0	143.8
NON-CURRENT LIABILITIES	308.0	250.0	233.4
Borrowings	0.0	0.0	0.0
Lease Liability	279.6	223.9	212.8
Other financial liabilities	13.5	12.7	12.3
Provisions	7.6	5.9	4.3
Other Non-Current Liabilities	7.4	7.4	4.1
CURRENT LIABILITIES	139.9	141.7	102.3
Borrowings	9.8	23.4	0.0
Lease Liability	46.6	38.8	33.6
Trade Payables	53.2	56.6	50.7
Other Financial Liabilities	15.8	12.2	10.2
Other current liabilities	9.1	6.3	4.8
Provisions	5.5	4.4	3.0
TOTAL EQUITY & LIABILITIES	774.4	613.0	495.8

Industry Leading Ratios

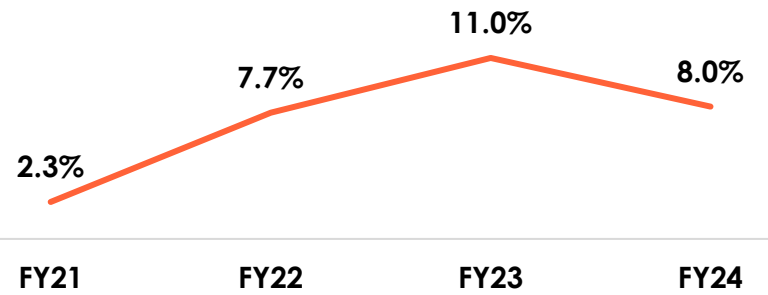
Return on Equity



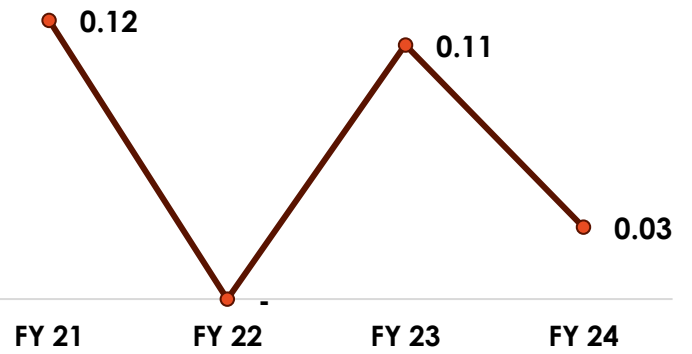
Return on Capital Employed



Return on Assets



Debt Equity Ratio



During Q4 FY24, Company raised ₹ 50.40 crores by way of Preferential Allotment at ₹252 per share.

ROE – PAT/Average Shareholders Fund; ROCE – EBIT/Average (Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets

Cash Flow

Particulars (₹ In Cr)	FY24	FY23
PBT	77	89
Adjustments	88	78
Operating profit before working capital changes	165	167
Changes in working capital	(18)	(65)
Cash generated from operations	147	102
Direct taxes paid (net of refund)	(21)	(27)
Net Cash from Operating Activities	127	75
Net Cash from Investing Activities	(52)	(34)
Net Cash from Financing Activities	(41)	(43)
Net Change in cash and cash equivalents	34	(2)
Opening Cash Balance	1	3
Closing Cash Balance	35	1



Thank you



Cantabil Retail India Limited
Mr. Shivendra Nigam (CFO)
shivendra.nigam@cantabilinternational.com
www.cantabilinternational.com



Marathon Capital Advisory Pvt. Ltd
Mr. Rahul Porwal / Mr. Amit Porwal
rahul@marathoncapital.in / amit@marathoncapital.in
+91 9967576900 / +91 9819773905
www.marathoncapital.in