



February 10, 2025

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 Un-Audited Financial Results for the Quarter ended on
December 31, 2024**

Dear Sir/Ma'am,

Please find enclosed herewith Investor Presentation on Un-Audited Financial Results of the Company for the Quarter ended on December 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

Q3 & 9M FY25



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Table of Contents

- Performance Highlights
- Corporate Overview
- Key Focus Area
- Media & Marketing
- Historical Performance



Q3 & 9M FY25 Performance Highlights

Q3 FY25 - Key Operational Update

Store Addition

The Company added **20 Stores** in Q3 FY25

Total store count **576**



Retail Area

Total retail area was **7.39 lakh sq. ft** as at Q3 FY25 compared to **6.33 lakh sq. ft** as at Q3 FY 24



PSF & SSG

The **PSF** for the quarter was **₹ 961** as compared to **₹ 860** in Q3 FY24

SSG for the quarter stood at **17.72%**



ABV & ASP

The ABV for the quarter was **₹4,523** as compared to **₹4,519** for Q3 FY24

ASP for the quarter was **₹ 1,339** as compared to **₹1,275** for Q3 FY24



Volume Growth

Volume growth for the Quarter stood at **25.19 %** (Y-o-Y)



9M FY25 - Key Operational Update

Store Addition

The Company added **43 Stores** in 9M FY25

Total store count **576**



Retail Area

Total retail area was **7.39 lakh sq. ft** as at 9M FY25 compared to **6.33 lakh sq. ft** as at 9M FY 24



PSF & SSG

The **PSF** for the 9M FY25 was **₹ 743** as compared to **₹ 747** in 9M FY24

SSG for 9M FY25 stood at **6.46%**



ABV & ASP

The ABV for 9M FY25 was **₹4,017** as compared to **₹4,086** for 9M FY24

ASP for 9M FY25 was **₹ 1,026** as compared to **₹1,012** for 9M FY24



Volume Growth

Volume growth for the 9M FY25 stood at **18.67 %** (Y-o-Y)



Q3 & 9M FY25 - Key Performance Highlights



Q3 FY25

9M FY25

₹ 222.9 Crs

Grew by 28% Y-o-Y



₹ 502.0 Crs

Grew by 19% Y-o-Y

₹ 135.5 Crs

Gross margin stood at 60.8%



₹ 305.3 Crs

Gross margin stood at 60.8%

₹ 72.5 Crs

EBITDA margin stood at 32.5%



₹ 146.4 Crs

EBITDA margin stood at 29.2%

₹ 45.2 Crs

PBT margin stood at 20.3%



₹ 68.3 Crs

PBT margin stood at 13.6%

₹ 34.4 Crs

PAT margin stood at 15.4%

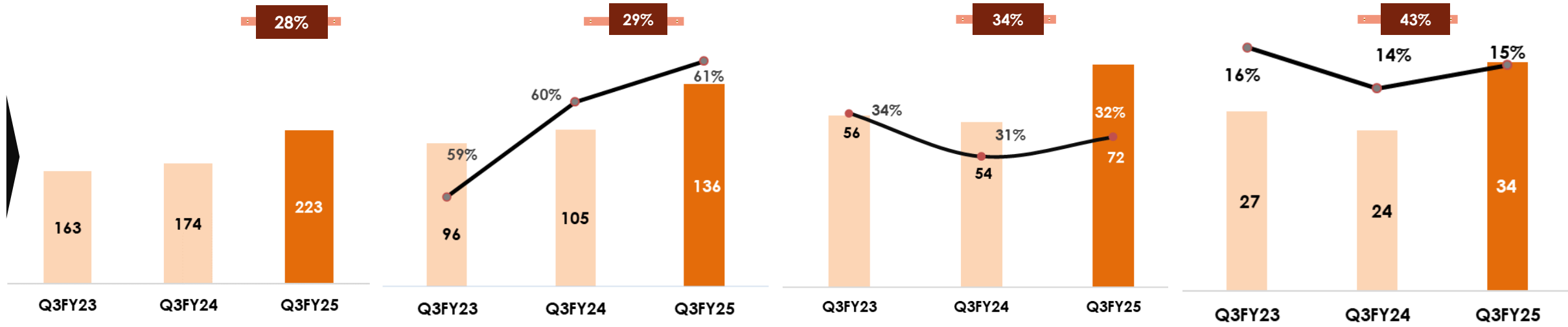


₹ 52.3 Crs

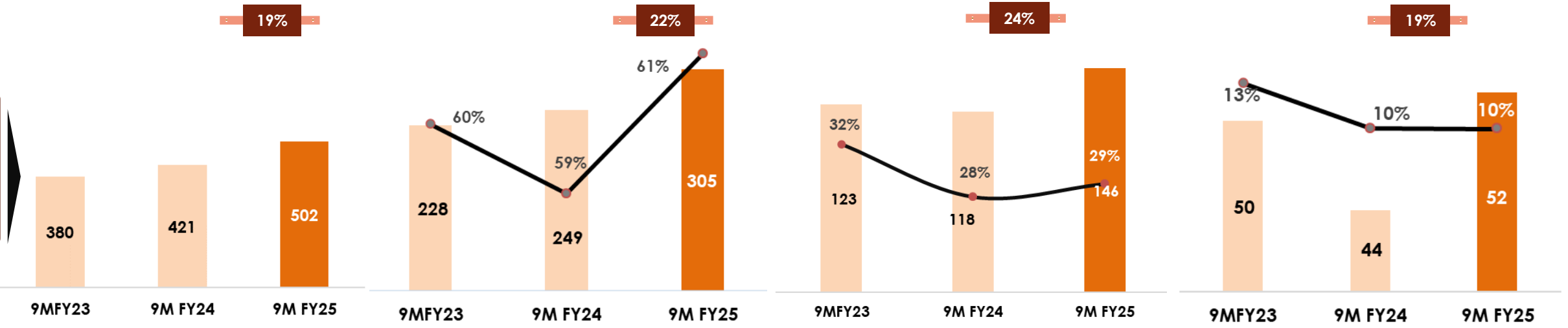
PAT margin stood at 10.4%

Key Financial Highlights (Growth in %)

Quarter



9 Month



Revenue (₹ Cr)

Gross Margin (₹ Cr)

EBITDA (₹ Cr)

PAT (₹ Cr)



Profitability Highlights

Particulars (₹ In Crs)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	9M FY25	9M FY24	Y-o-Y	FY24
Revenue from Operations	222.9	174.5	28%	151.2	502.0	421.3	19%	615.6
Raw Material Expenses	64.5	49.9		44.9	134.4	119.4		197.8
Employee Expenses	37.9	31.3		34.7	104.8	86.2		118.7
Other Expenses	48.0	39.4		37.1	116.4	97.9		136.4
EBITDA	72.5	53.9	34%	34.5	146.4	117.9	24%	162.7
EBITDA Margin (%)	32.5%	30.9%		22.8%	29.2%	28.0%		26.4%
Other Income	2.1	1.4		1.2	5.0	3.1		4.7
Depreciation	20.0	16.6		19.4	57.4	44.1		62.4
Finance Cost	9.3	7.8		8.5	25.7	21.9		29.8
Profit before Tax & Exceptional Item	45.2	30.9		7.9	68.3	55.0		75.3
Exceptional Item	-	-		-	-	-		1.50
Profit before Tax	45.2	30.9	46%	7.9	68.3	55.0	24%	76.8
Profit before Tax Margin (%)	20.3%	17.7%		5.2%	13.6%	13.1%		12.5%
Tax	10.8	6.8		1.3	15.9	11.1		14.6
Profit After Tax	34.4	24.1	43%	6.6	52.3	43.9	19%	62.2
PAT Margin (%)	15.4%	13.8%		4.3%	10.4%	10.4%		10.1%
Basic EPS	4.1	3.0		0.8	6.3	5.4		7.6
Diluted EPS	4.1	3.0		0.8	6.3	5.4		7.6



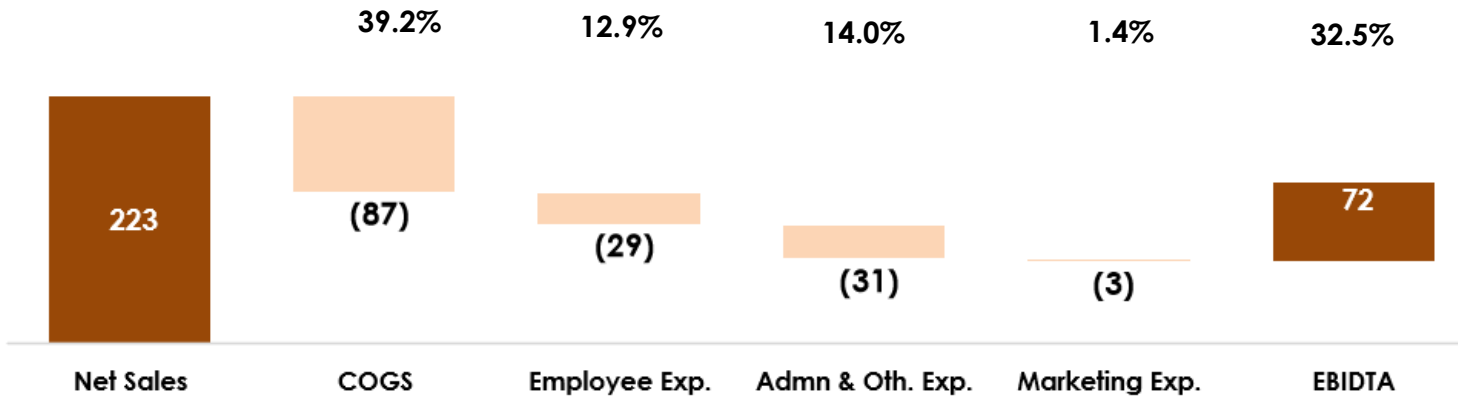
Profitability Highlights (Pre IND AS 116)

Particulars (₹ In Crs)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	9M FY25	9M FY24	Y-o-Y	FY24
Revenue from Operations	222.9	174.5	28%	135.1	502.0	421.3	19%	615.6
Cost of Material Consumed	64.5	49.9		46.1	134.4	119.4		197.8
Employee Expenses	37.9	31.3		28.1	104.8	86.2		118.7
Other Expenses	69.8	57.1		48.0	178.2	148.3		205.6
EBITDA	50.7	36.1	40%	12.9	84.6	67.5	25%	93.6
EBITDA Margin (%)	22.7%	20.7%		9.5%	16.8%	16.0%		15.2%
Other Income	2.1	1.4		0.6	5.0	3.1		4.7
Depreciation	5.4	4.3		3.8	14.7	11.4		16.2
Finance Cost	1.0	1.1		1.0	2.1	3.1		3.8
Exceptional Items	0.0	0.0		0.0	0.0	0.0		1.5
Profit before Tax	46.4	32.1	44%	8.6	72.7	56.0	30%	79.7
Profit before Tax Margin (%)	20.8%	18.4%		6.3%	14.5%	13.3%		12.9%
Tax	11.1	7.1		1.3	17.1	11.4		15.3
Profit after Tax	35.3	25.0	41%	7.3	55.7	44.7	25%	64.4

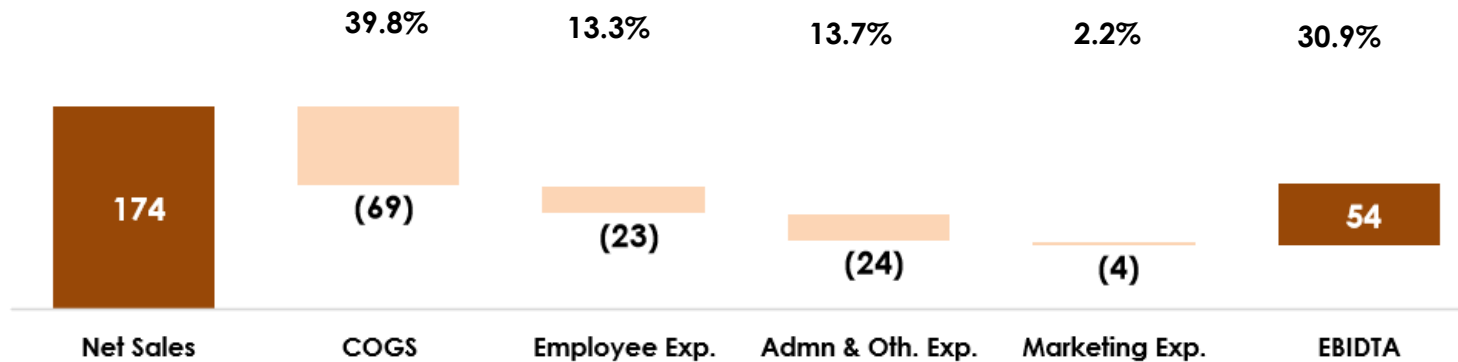


Q3 FY25 Operational Matrix

Q3 FY 25 (₹ crores)



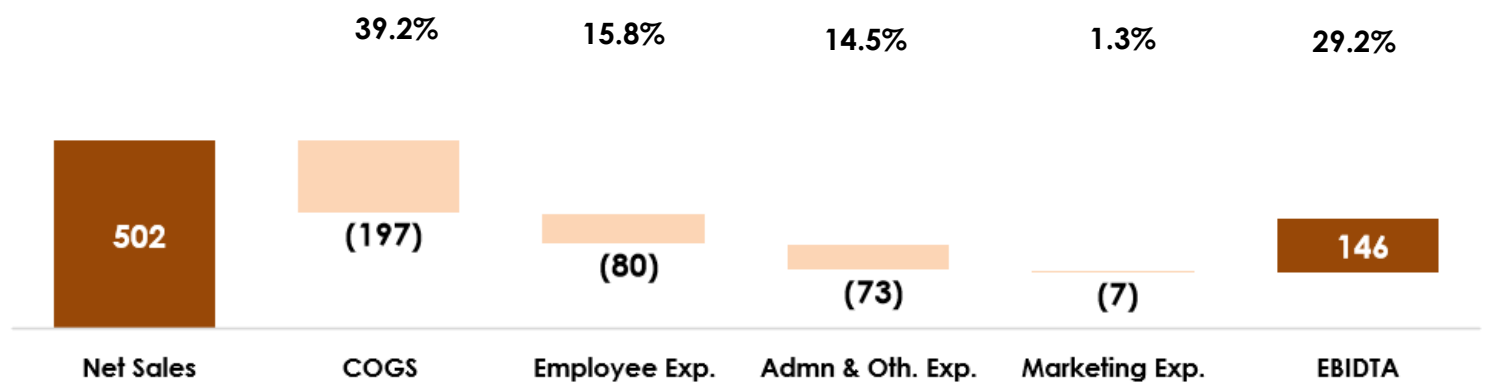
Q3 FY 24 (₹ crores)



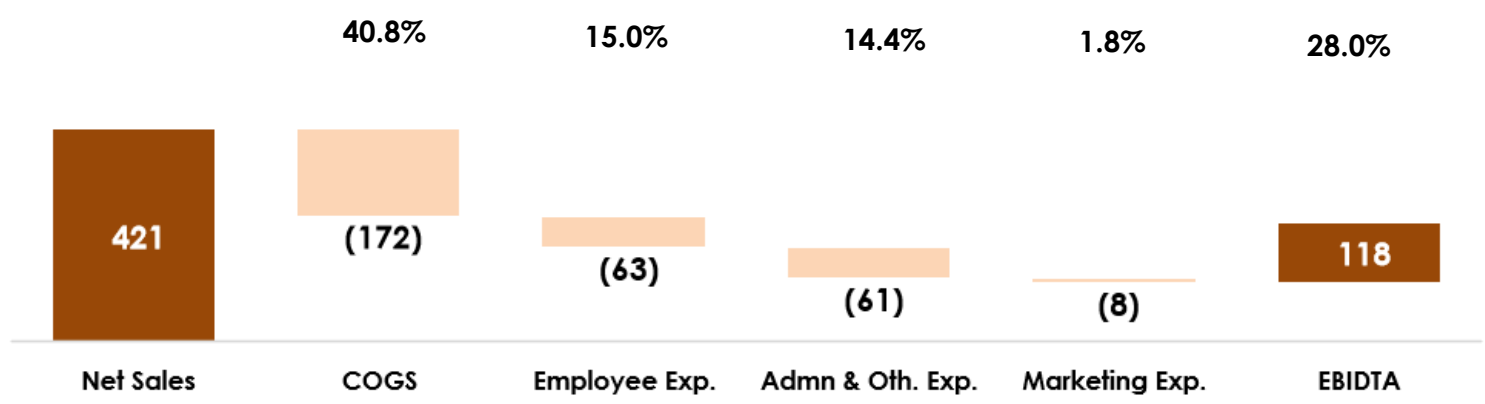
COGS is derived after considering certain expenses like factory labour and other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively

9M FY25 Operational Matrix

9M FY 25 (₹ crores)



9M FY 24 (₹ crores)



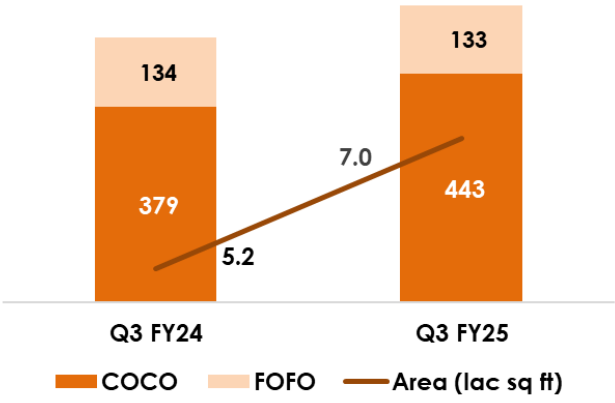
COGS is derived after considering certain expenses like factory labour and other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively



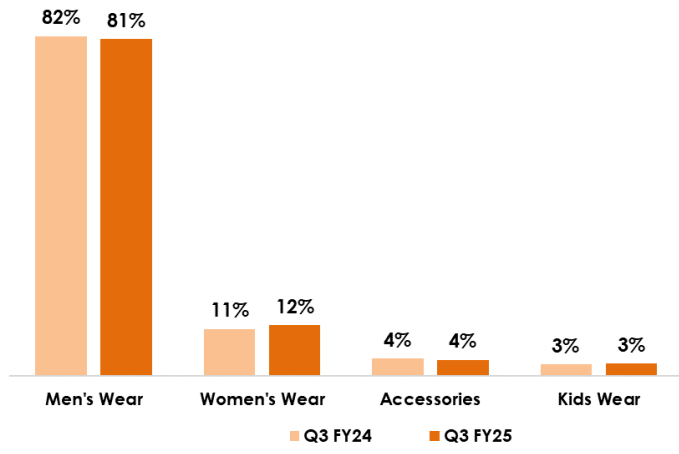
Key Operational Data

Quarter

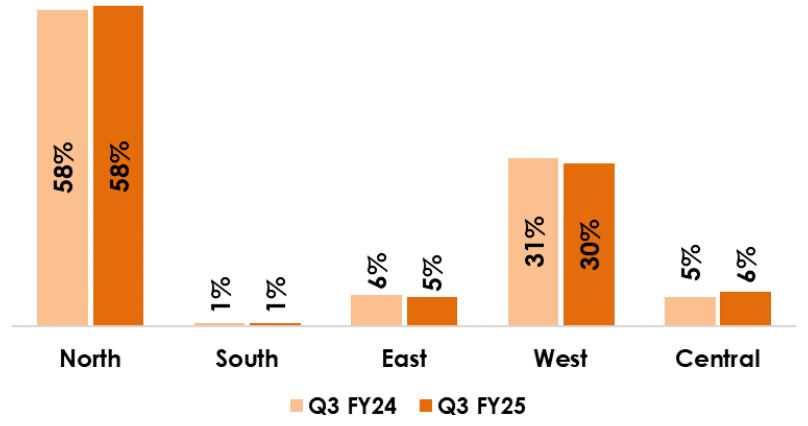
No of stores & Retail space



Revenue Category wise (%)

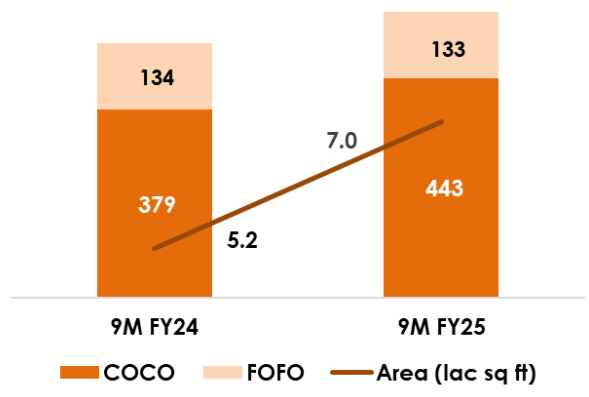


Revenue Region wise (%)

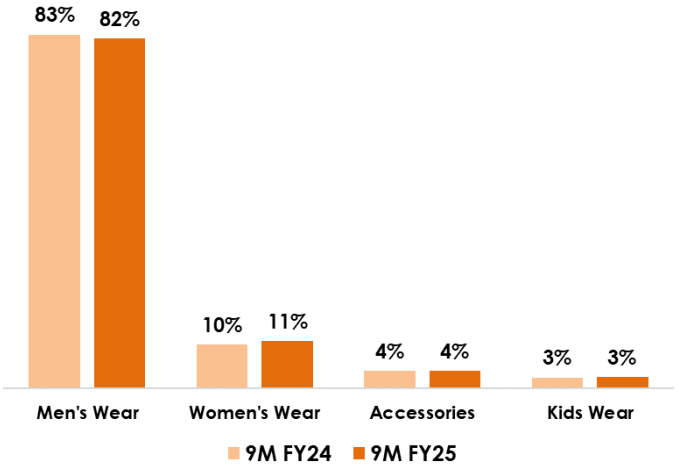


9 Month

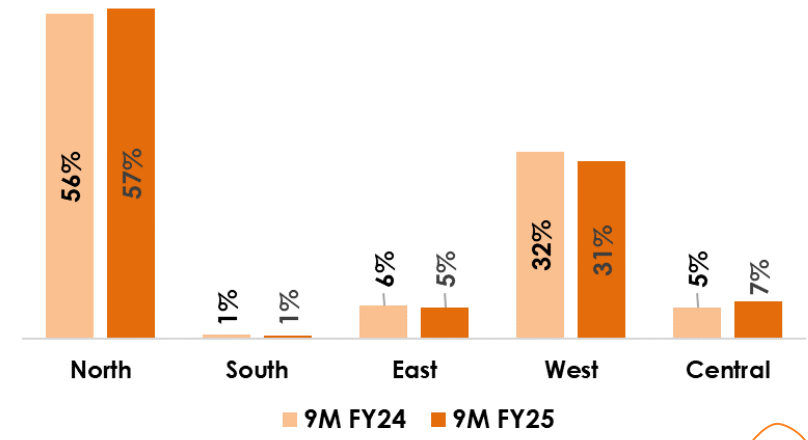
No of stores & Retail space



Revenue Category wise (%)



Revenue Region wise (%)



Sales through online channel grew by 32.2% as compared to 9M FY24



Corporate Overview

Leading Lifestyle Apparel Brand

01

Incorporation

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

02

Manufacturing & Retail Store

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

03

Expansion of Offerings

To capitalize on our Brand image, launched women's segment in 2007 and men's accessories in 2017

04

Capacity

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

05

Presence

576 Brand store spread across 278 cities covering 20 states and growing

06

Industry Leading Return Ratios

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

Key Business Strength

1 Fashion destination for entire Family. Diversified Product Portfolio

2 In house Designing Capabilities to offer Differentiated and trendy product offerings

3 Modern, Scalable and Integrated Manufacturing Facilities

4 Efficient Supply Chain

5 Strong Brand Recall

6 PAN India presence

7 Experienced Management Team and High Governance Standards



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

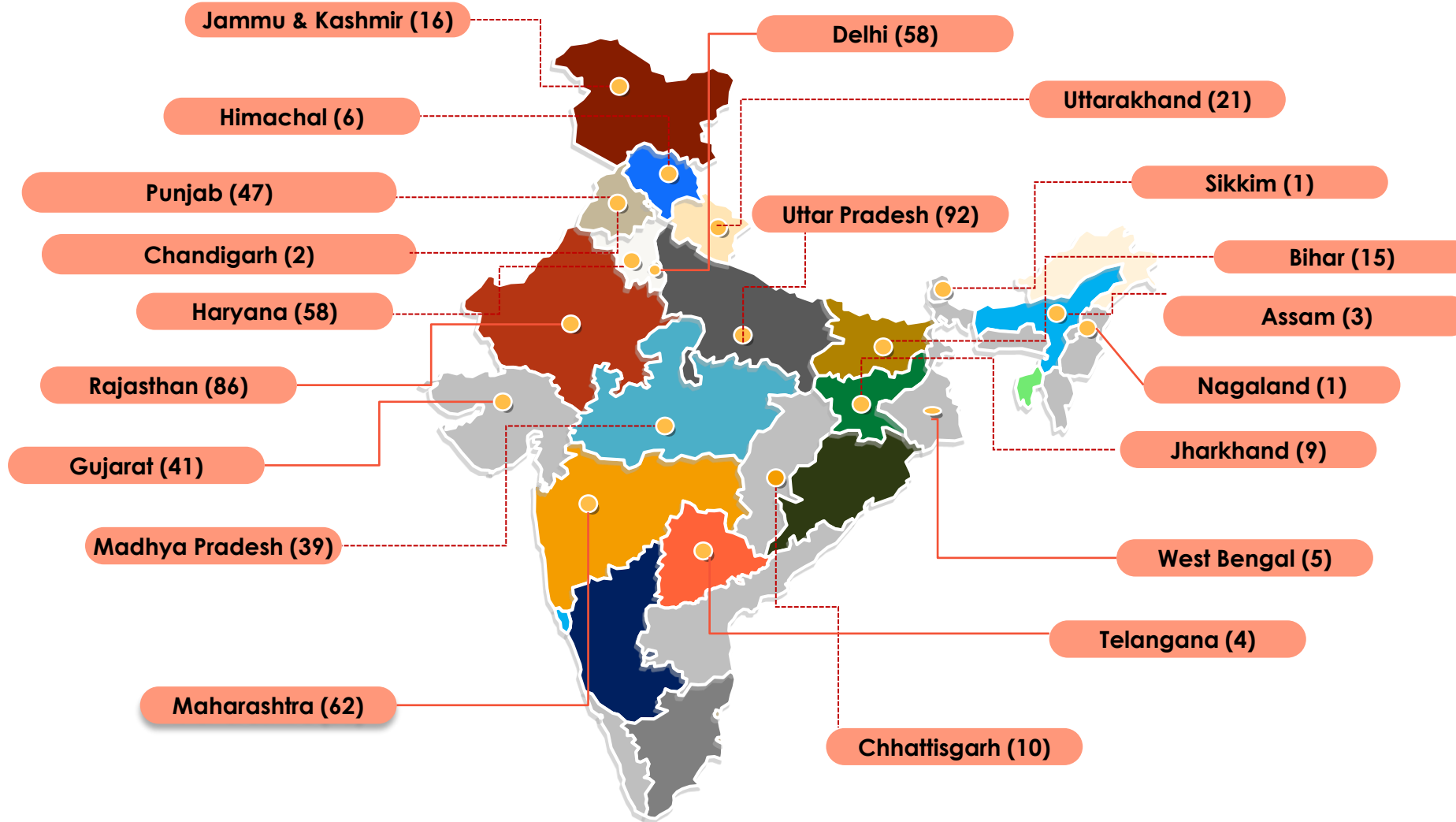


Designing

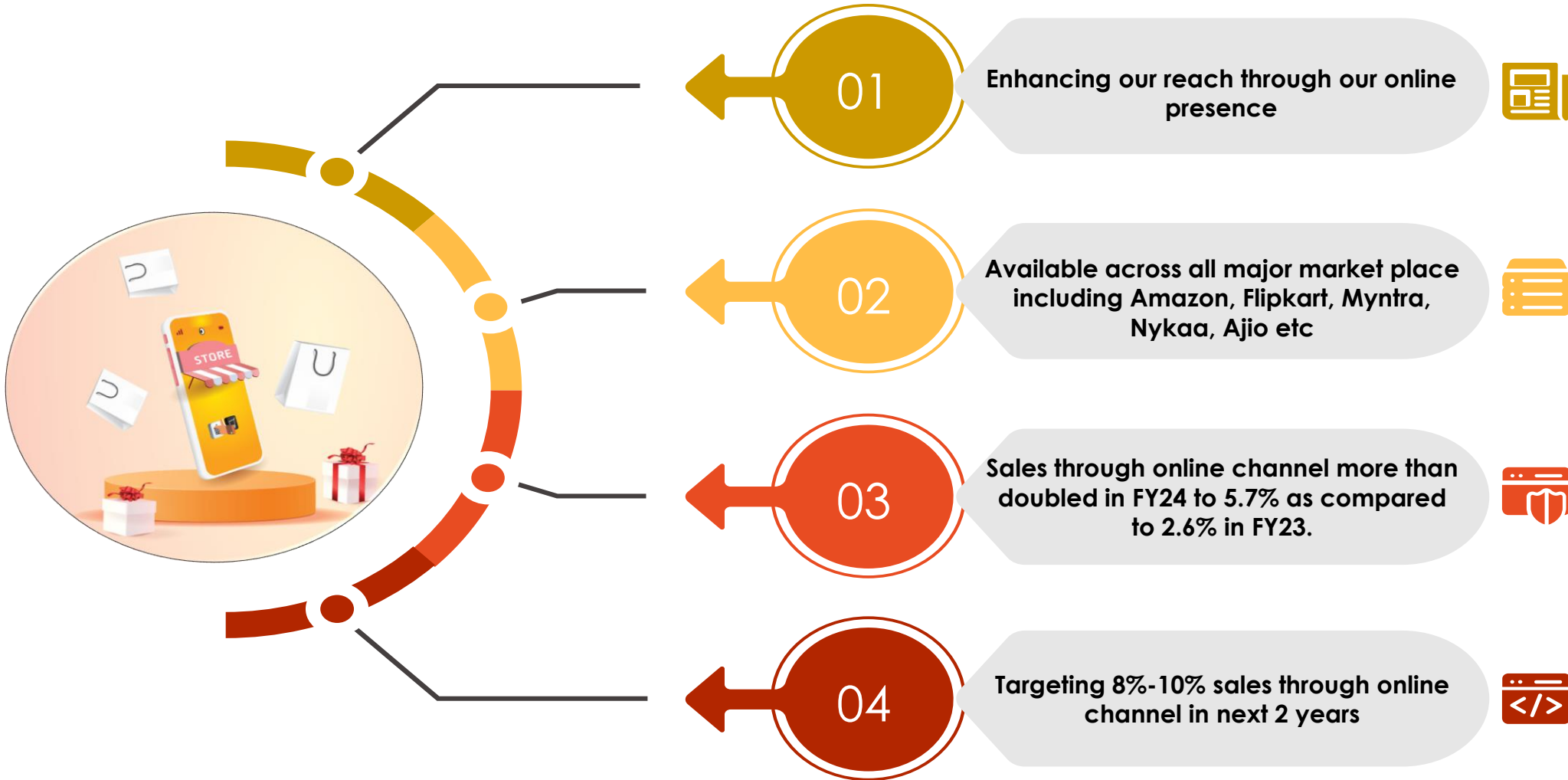
Our in-house team of designers are constantly working to create trendy and fresh designs for our customers

**~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



Basant Goyal
Whole Time Director

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



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



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. Lalit Kumar

Independent Director

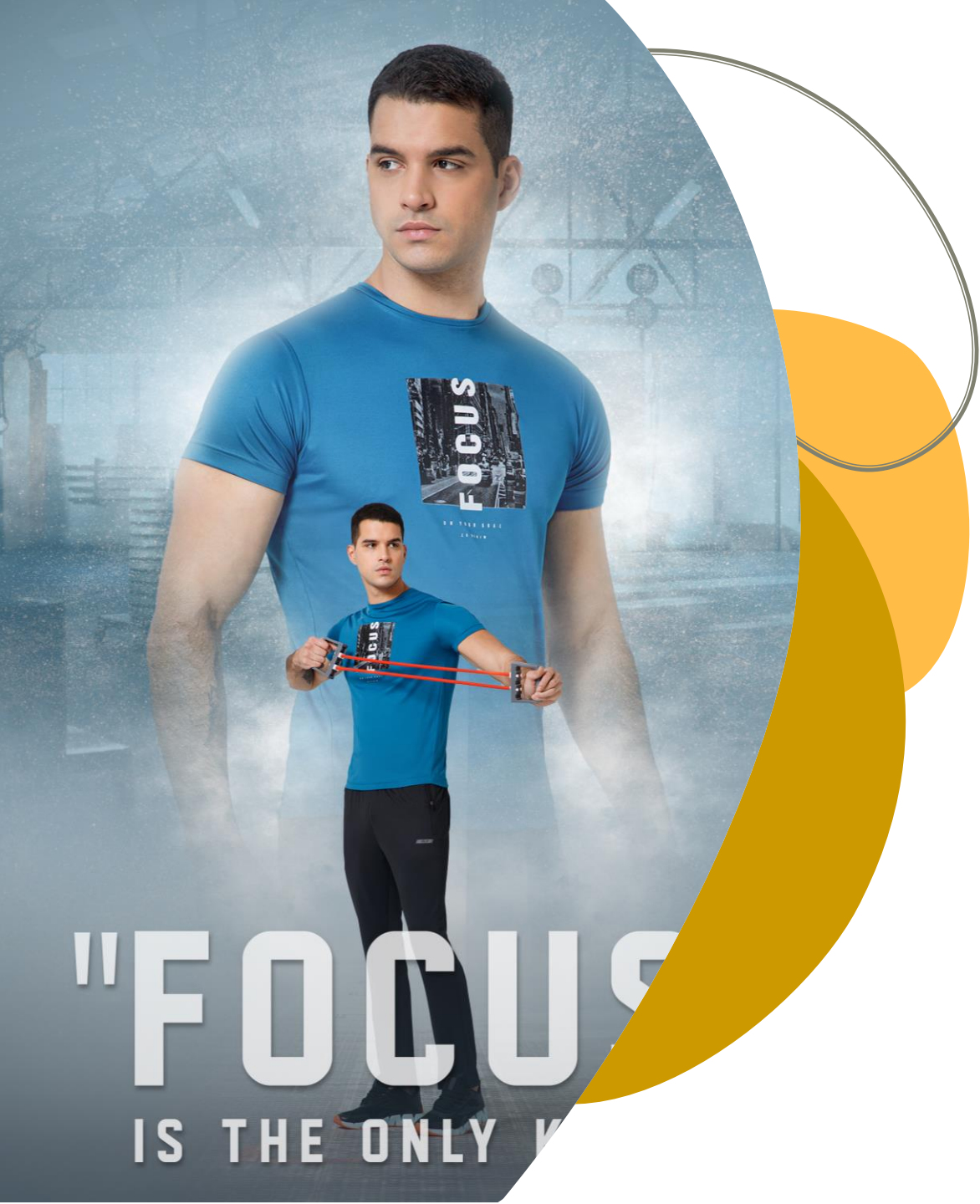
- Chartered Accountant (Rank Holder) and Company Secretary
- He has a strong understanding of retail space in India with the ability to monitor new market developments.
- Has been associated with leading retail companies



Ms. Arpana Jain

Independent Director

- Chartered Accountant, DISA, CISA, M. com. (Gold Medalist)
- She has more than 30 years of experience in the field of Financial Management, Auditing and Taxation, Statutory Audit, Internal Audit, Tax Audit, System Audit, Concurrent Audit, Bank Audit, Company Law Matters, FEMA, Accounting and GST.



"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 8% to 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

CANTABIL
ITALY
International Clothing



Media Coverage & Advertisement



Exclusive | Deepak Bansal of Cantabil: Strategic, phased expansion and strong localized marketing will be key to our international growth

By The News Desk - October 11, 2024



In a MediaBrief exclusive, **Deepak Bansal**, Director of Cantabil Retail India Ltd, discusses the company's expanding footprint, particularly following the recent opening of a new store in New Delhi. He speaks about the driving forces behind this rapid expansion and shares insights into future growth plans and international strategies, especially after Cantabil's entry into Nepal.



CANTABIL releases video introducing its latest winter wear collection

ADVERTISING
2 MINUTES TO READ
NOV 26, 2024

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News in the domain of Advertising, Marketing, Media and Business of Entertainment



CANTABIL Retail India Ltd., has recently launched its Autumn-Winter 2024 line up, offering a fresh approach to winter clothing for families. The brand has also unveiled a video presenting the collection against a series of carefully selected backdrops, highlighting their versatility and sophistication.

Curated by a professional production team, the video emphasizes the collection's key features: lightweight warmth, comfort stretch technology, and versatile styling options. It also showcases how the clothing line addresses the diverse needs of the modern Indian, transitioning seamlessly from professional environments to casual gatherings. The cinematography captures the intricate details of the

RELATED ITEMS
CANTABIL
DEEPAK BANSAL

ADVERTISING MEDIA TELEVISION OTT AD-TECH MARKETING CAMPAIGNS ANALYSIS

CANTABIL reveals 2024 Autumn-Winter collection with warmth, elegance, versatility for families

by MN4U Bureau - November 26, 2024 in Campaigns Reading Time: 2 mins read AA



Mumbai: CANTABIL Retail India Ltd., an apparel manufacturer and retailer, has unveiled its highly anticipated Autumn-Winter 2024 collection, bringing a fresh perspective to



Historical Financials

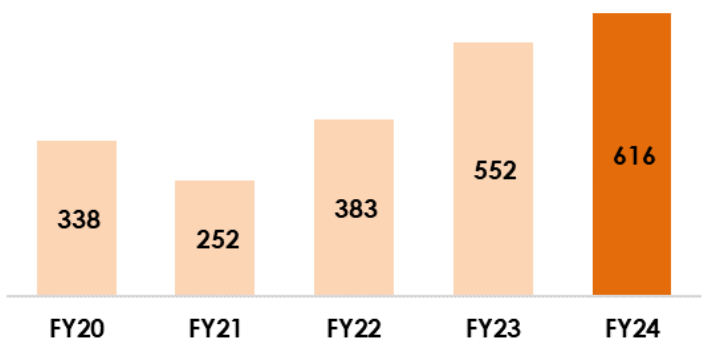
Historical Financials

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	

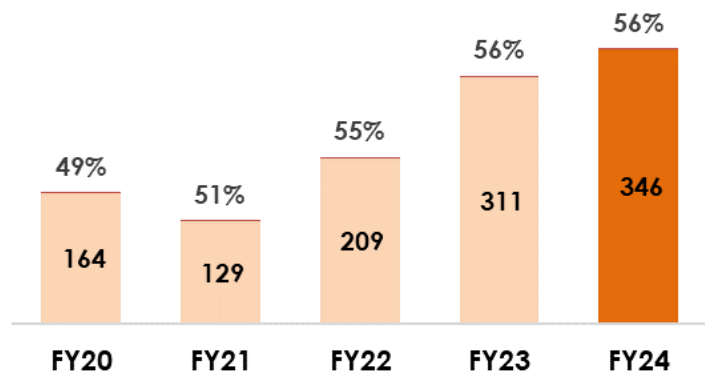


Robust Performance

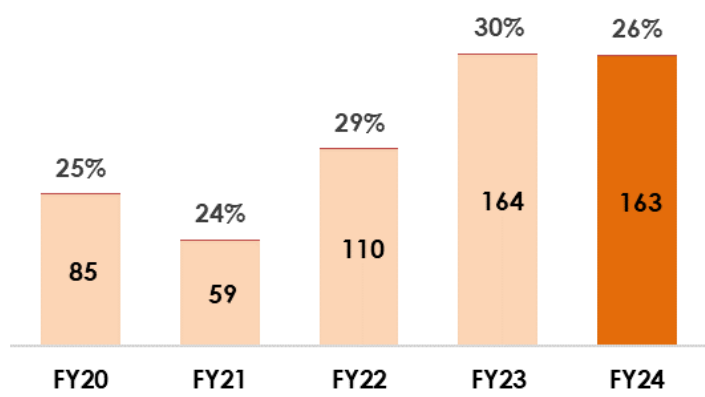
Revenue from Operations (₹ Crs)



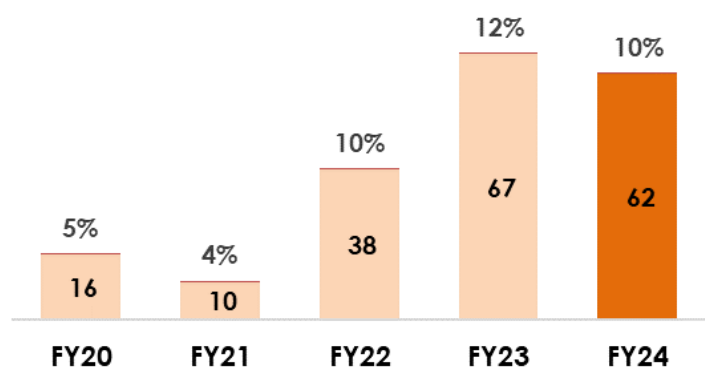
Gross Margin (₹ crs) & %



EBITDA (₹ crs) & %



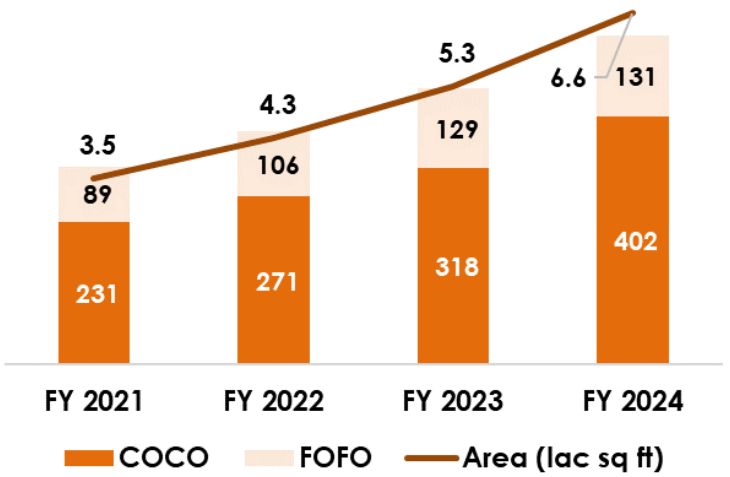
PAT (₹ crs) & %



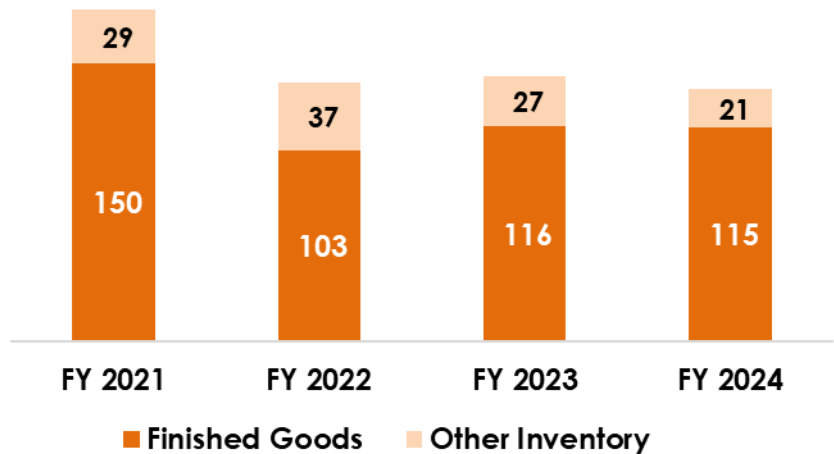
#Gross Profit margin is derived after considering certain expenses like factory labor and some other expenses related to manufacturing operations which are included in employee expenses and other expenses respectively

Key Operating Indicators

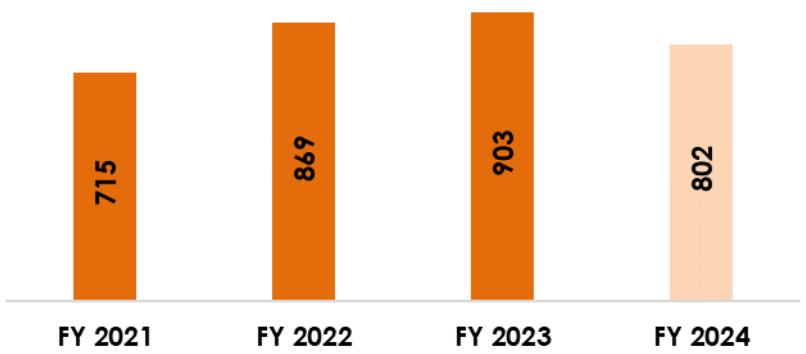
No of stores & Retail space



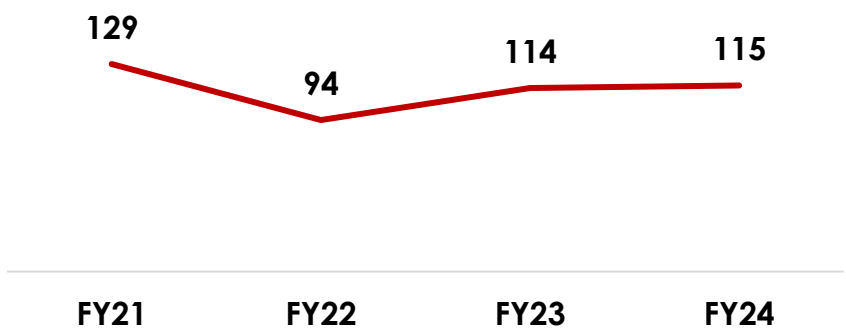
Inventory days



Sales per Sq. Ft. (₹ Per Month)



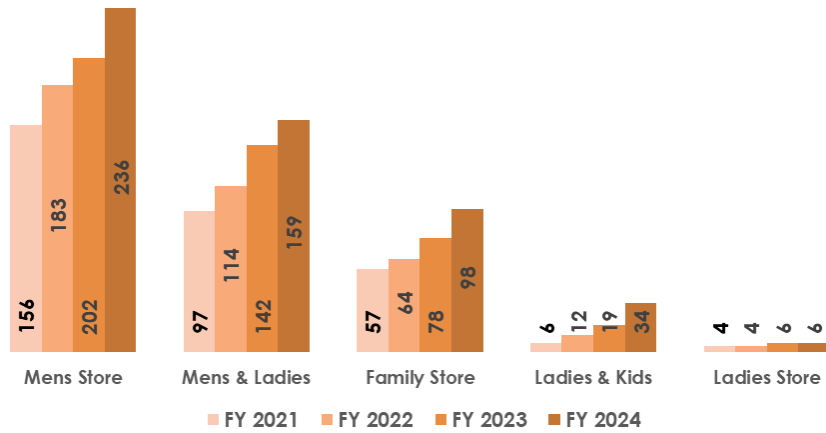
Working Capital days



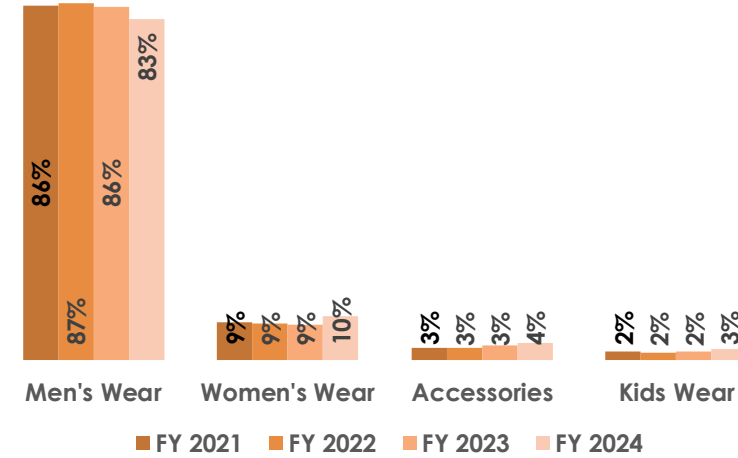
Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

Key Operating Indicators

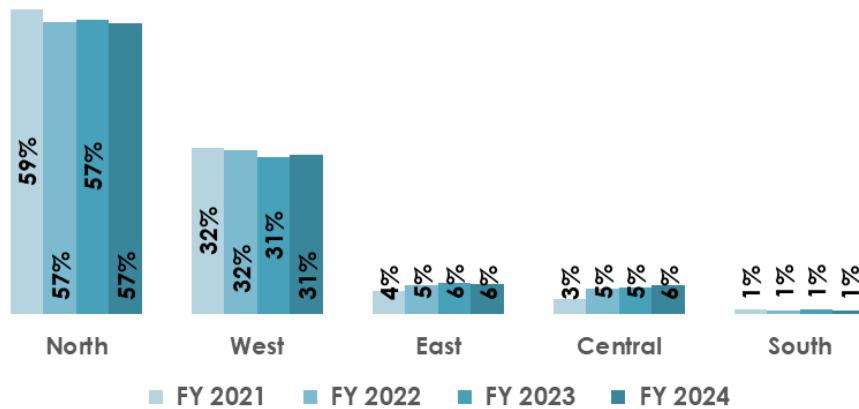
Store Categories (Number)



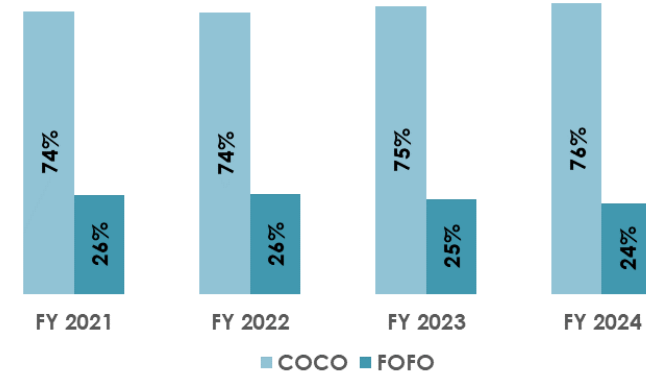
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)



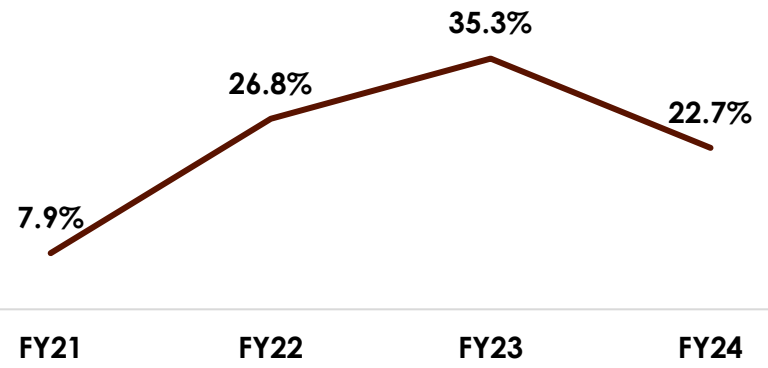
Balance Sheet

ASSETS (₹ In Crs)	Sep'24	Mar'24	Mar'23
NON-CURRENT ASSETS	527.5	481.3	374.2
Property, plant & equipment	129.2	117.9	103.1
Capital work-in-progress	35.3	35.2	12.0
Investment Property	4.6	0.9	3.5
Right-of-use assets	312.0	282.0	220.3
Other Intangible assets	1.4	1.4	1.4
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	17.7	16.4	12.5
Non-current tax assets (net)	0.7	0.0	
Deferred Tax Assets (net)	24.7	22.9	16.7
Other Non - current assets	1.8	4.5	4.6
CURRENT ASSETS	316.7	293.1	238.7
Inventories	275.7	230.0	216.9
Trade receivables	16.7	15.2	11.9
Cash & Cash Equivalents	7.5	38.1	1.4
Other Financial Assets	2.0	1.5	1.5
Current Tax Assets (net)	4.8	0.9	1.0
Other Current assets	10.0	7.5	6.0
TOTAL ASSETS	844.2	774.4	613.0

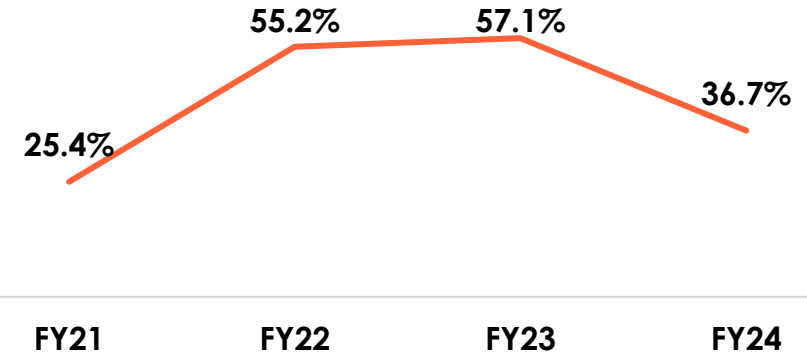
EQUITY & LIABILITIES (₹ In Crs)	Sep'24	Mar'24	Mar'23
EQUITY	340.2	326.5	221.4
Equity Share capital	16.7	16.7	16.3
Other equity	323.5	309.7	205.0
NON-CURRENT LIABILITIES	339.9	310.0	250.0
Borrowings	0.0	0.0	0.0
Lease Liability	306.5	279.6	223.9
Other financial liabilities	14.9	14.2	12.7
Provisions	10.3	7.6	5.9
Other Non-Current Liabilities	8.2	8.7	
			7.4
CURRENT LIABILITIES	164.1	137.9	141.7
Borrowings	15.7	9.8	23.4
Lease Liability	51.9	46.6	38.8
Trade Payables	64.3	53.2	56.6
Other Financial Liabilities	20.3	15.1	12.2
Other current liabilities	5.4	7.7	6.3
Provisions	6.4	5.5	4.4
TOTAL EQUITY & LIABILITIES	844.2	774.4	613.0

Industry Leading Ratios

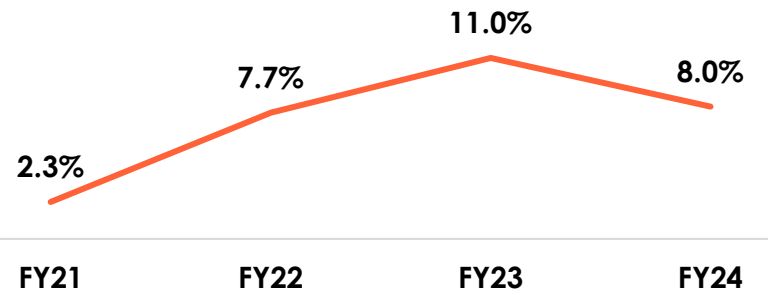
Return on Equity



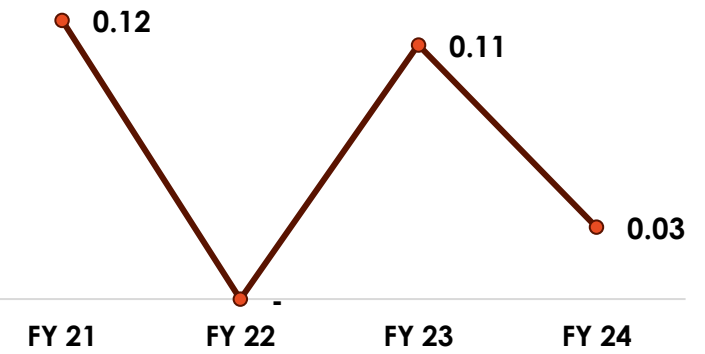
Return on Capital Employed



Return on Assets



Debt Equity Ratio



During FY24, Company raised ₹ 50.40 crores by way of Preferential Allotment which has impacted the return ratios.
 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)	H1FY25	FY24	FY23
PBT	23	77	89
Adjustments	53	92	78
Operating profit before working capital changes	76	169	167
Changes in working capital	(44)	(19)	(65)
Cash generated from operations	32	150	102
Direct taxes paid (net of refund)	(12)	(21)	(27)
Net Cash from Operating Activities	20	129	75
Net Cash from Investing Activities	(21)	(51)	(34)
Net Cash from Financing Activities	(34)	(41)	(43)
Net Change in cash and cash equivalents	(35)	37	(2)
Opening Cash Balance	38	1	3
Closing Cash Balance	3	38	1



Thank you



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



We can go the distance

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