



Media Release

No. of Stores – 262 stores

Q1 FY20 Revenue at Rs. 58.09 crore, YoY growth of 9.65%

Q1 FY20 EBITDA (w/o IND-AS 116 effect) at Rs. 6.11 crore, YoY growth of 30.01%

Q1 FY20 EBIDTA Margin (w/o IND-AS 116 effect) at 10.52%, Increase of 164 bps on YoY

Q1 FY20 PAT (w/o IND-AS 116 effect) at Rs 2.26 crore, YoY growth of 64.15%

Q1 FY20 PAT Margin at 3.90%, Increase of 130 bps on YoY

Delhi, 9th August 2019: 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, has announced its un-audited financial results for the quarter ended June 30th, 2019. These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated in Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q1 FY20 (With IND-AS 116)	Q1 FY20 (W/O IND-AS 116)	Q1 FY19	Y-o-Y (%) (W/O IND-AS 116)	Q4 FY19
Total Revenue	58.09	58.09	52.98	9.65	93.31
EBIDTA (excl. other income)	15.34	6.11	4.70	30.01	10.38
EBITDA Margin (%)	26.40	10.52	8.88	164 bps	11.12
PAT	0.42	2.26	1.38	64.15	5.00
PAT Margin (%)	0.72	3.90	2.60	130 bps	5.36
EPS	0.25	1.39	0.84	N/A	3.06



Performance Highlights with IND-AS 116 for the quarter ended June 30th, 2019 (Q1 FY20):

- Total Revenue from operations was at Rs. 58.09 crore mainly driven by addition of 21 new stores in Q1 FY20 and 68 stores year-to-date ending Q1 FY20
- EBITDA (excluding other income) stood at Rs. 15.34 crore
- EBITDA Margin was 26.40 %
- Profit After Tax was at Rs. 0.42 crore
- PAT Margin was 0.72%
- EPS stood at Rs. 0.25

Performance Highlights W/O IND-AS 116 for the quarter ended June 30th, 2019:

- **EBITDA (excluding other income) stood at Rs. 6.11 crore** in Q1 FY20 as against Rs. 4.70 crore in the Q1 FY19 **YoY growth of nearly 30.01% EBITDA** mainly driven by higher per unit realizations and better procurement pricing
- **EBITDA Margin in Q1 FY20 was 10.52%** as against 8.88 % in Q1 FY19, a jump of 164 bps
- **Profit After Tax was at Rs. 2.26 crore** in Q1 FY20 as against Rs. 1.38 crore in the corresponding period Q1 FY19
- **PAT Margin was 3.90% in Q1 FY20** as against 2.60% in Q1 FY19, a jump of **130 bps** mainly due to increase in sales and better EBITDA margins

Management Comment:

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



Cantabil Retail India Limited

“It gives me immense pleasure to share with you the performance of our Company for the first quarter ended 30th June 2019. I am happy to share that we have demonstrated good growth. We have delivered 9.65% revenue growth, 10.52% EBITDA Margin and 3.90% PAT Margin (not taking into account IND-AS 116). This is mainly driven by addition of new stores, higher per unit realizations and better procurement strategies.

We plan to continue focusing on expanding our network of stores and increasing per-store sales and efficiencies. In line with this, we opened 21 new stores across India during this quarter, bringing our total store count to 262. In addition to this geographical expansion, we also strive to periodically enhance our product offerings. This would not only enable us to deeply penetrate the market, but also keep us on the forefront of changing fashion trends.

I thank the entire team of ‘Cantabil Retail India Limited’ for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company along with their critical inputs has given us the determination and ambition to grow from strength to strength.”

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 10.00 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 from reputed companies like 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.

The Company sells its products under the brands- Cantabil, Kaneston, Crozo and Lil Potatoes through over 260 Exclusive Brand Outlets (EBOs) in 16 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.



Cantabil Retail India Limited

For more details please visit:

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

<p><i>Company:</i></p> <p>Mr. Shivendra Nigam</p> <p>Cantabil Retail India Limited</p> <p>E-mail: shivendra.nigam@cantabilinternational.com</p>	<p><i>Investor Relations:</i></p> <p>Mr. Amit Sharma</p> <p>Ms. Disha Shah</p> <p>Bridge Investor Relations Pvt. Ltd.</p> <p>Email: amit@bridge-ir.com</p> <p>disha@bridge-ir.com</p>
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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.*