

CANTABIL RETAIL INDIA LIMITED

Revenue up by 11% y-o-y at ₹ 112 crores

EBIDTA at ₹ 34. crores

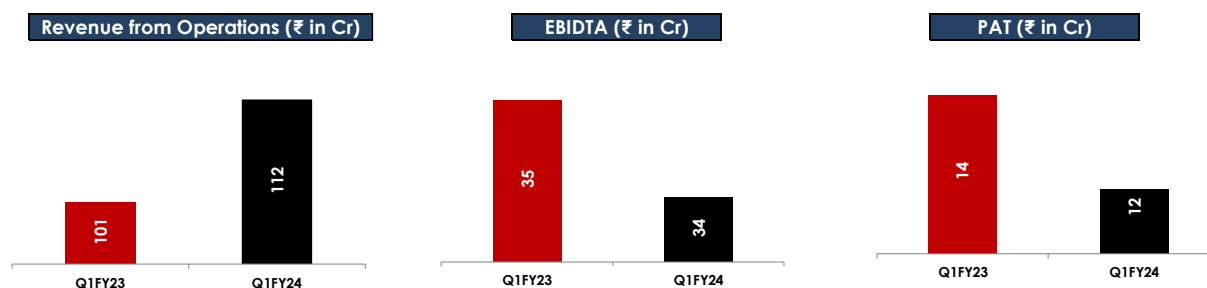
PAT at ₹ 12 crores

Total Store 461 | Net Store addition 14

Mumbai, August 12, 2023: Cantabil Retail India Limited (CRIL / Company), one of India's leading integrated retail player with pan India presence declared its unaudited Financial Results for the quarter ended June 30, 2023. CRIL with over 3 decades presence is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**.

Key Financial Highlights are as follows :

Particulars (₹ In Cr)	Q1FY24	Q1FY23	Y-O-Y	FY23	FY22	Y-O-Y
Revenue from Operations	112	101	11%	552	383	44%
EBIDTA	34	35	-3%	164	110	49%
EBIDTA Margin	30.8%	35.1%		29.7%	28.7%	
PBT	15	19	-18%	89	60	50%
PBT Margin	13.6%	18.5%		16.2%	15.5%	
PAT	12	14	-13%	67	38	77%
PAT Margin %	11.0%	14.0%		12.2%	9.9%	



Standalone Performance highlights for Q1FY24

- **Revenue from Operations** for Q1FY24 grew by 11% to ₹ 112 crores as compared to ₹ 101 crores in Q1FY23.
- **EBIDTA** for Q1FY24 grew stood at ₹ 34 crores as compared to ₹ 35 crores in Q1FY23. **EBIDTA margin** for Q1FY24 stood at 30.8% as compared to 35.1% in Q1FY23.
- **PBT** for Q1FY24 stood at ₹ 15 crores as compared to ₹ 19 crores in Q1FY23. **PBT margin** for Q1FY24 stood at 13.6% as compared to 18.5% in Q1FY23.

- **PAT** for Q1FY24 stood at ₹ 12 crores as compared to ₹ 14 crores in Q1FY23. **PAT margin** for Q1FY24 stood at 11.0% as compared to 14.0% in Q1FY23.

KEY FOCUS AREAS

• Increasing Retail Presence

Continuing our strategy towards expanding our retail presence, the Company added net 14 stores in Q1 FY24 taking the total tally to 461 stores as at June 30, 2023. We intend to increase our store count to 700+ in next 2-3 years. The target is to improve our reach in in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores

• Enhancing Manufacturing Capacities

Recently upgraded facility by investing in washing plant and adding latest machinery. Company plans to further invest in technology to enhance manufacturing capabilities. The existing location offers scope for doubling the capacity within the same space

• Improving Efficiencies

Focus on areas to reduce costs and achieve efficiencies in order to attain competitive edge. Investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management.

Commenting on the results and performance, Mr. Vijay Bansal, (Chairman & Managing Director) of Cantabil Retail India Limited said :

“The business demonstrated a resilient performance in Q1, recording sales of ₹ 112 Cr and an EBITDA margin of 30.8%, despite a subdued demand environment across various markets.

Further, we believe that there are indications of the start of a gradual improvement in consumption trends, following the sequential moderation witnessed in commodity and retail inflation, which bodes well for demand generation. We anticipate a rebound in discretionary spend with the onset of the festive season, propelling the company's growth trajectory further in the second half

At Cantabil, we remains committed to enhancing the value proposition for our customers along with persistently investing in building brands and improving operational efficiency. We remain focused on pursuing our long-term strategic agenda by further expanding our reach with the aim of being ever more proximate and convenient to customers, reinforcing our brand promise, expansion into newer

markets, diversification across various segments and categories, and ensuring an elevated shopping experience to our customers.

With a positive outlook on the growth prospects of both the Indian economy and the fashion apparel sector, we are determined to leverage our robust brand recall value to drive consistent, sustainable growth. We are confident that this business is well poised to shift gears and deliver substantial value to customers and shareholders going forward.”

About Cantabil Retail India Limited: 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 461 Exclusive Brand Outlets (EBOs). The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

Disclaimer : Certain statements in this “Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management’s current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. This “Release” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company’s shares.

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