



Media Release

311 Number of Stores

Q3 FY21 achieved 94% YoY in terms of sales

9M FY21 Revenue at Rs. 158.81 crore

9M FY21 EBITDA (w/o IND-AS 116 effect) at Rs. 19.34 crore

9M FY21 EBITDA Margin (w/o IND-AS 116 effect) at 12.18%

9M FY21 PAT (w/o IND-AS 116 effect) at Rs 9.16 crore

9M FY21 PAT Margin (w/o IND-AS 116 effect) at 5.77%

Delhi, 05thFeb 2021: 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 unaudited financial results for the third quarter and nine months ended December 31st, 2020. 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	Q3 FY21 (With IND-AS 116)	Q3FY21 (W/O IND-AS 116)	Q3 FY20 (With IND-AS 116)	Q3FY20 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q2 FY21
Revenue from Operations	97.50	97.50	103.29	103.29	(5.60)	(5.60)	48.50
EBIDTA*	24.56	17.60	32.04	21.82	(23.35)	(19.32)	9.84
EBITDA Margin (%)	25.19	18.06	31.02	21.13	(583 bps)	(307 bps)	20.30
PAT	10.13	11.41	11.30	13.28	(10.39)	(14.12)	(0.69)
PAT Margin (%)	10.39	11.70	10.94	12.86	(55 bps)	(116 bps)	(1.42)
Basic EPS	6.20	6.99	6.92	8.14	(10.40)	(14.13)	(0.42)

*excluding other income



Cantabil Retail India Limited

Particulars	9MFY21 (With IND-AS 116)	9MFY21 (W/O IND-AS 116)	9MFY20 (With IND-AS 116)	9MFY20 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)
Revenue from Operations	158.81	158.81	238.12	238.12	(33.31)	(33.31)
EBIDTA*	34.96	19.34	63.80	34.44	(45.20)	(43.85)
EBITDA Margin (%)	22.01	12.18	26.79	14.46	(478 bps)	(228 bps)
PAT	2.38	9.16	11.87	17.46	(79.94)	(47.51)
PAT Margin (%)	1.50	5.77	4.99	7.33	(349 bps)	(156 bps)
Basic EPS	1.46	5.61	7.27	10.69	(79.92)	(47.52)

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended December 31st, 2020:

- Revenue from operations was at **Rs. 97.50 crore in Q3 FY21** as against Rs. 103.29 crore in Q3 FY21 YoY decline of 5.60% mainly on account of nationwide lockdown during first quarter due to COVID-19. Company is steadily trending upwards, already achieved 94% YoY in terms of sales and moving forward.
- EBITDA (excluding other income) stood at **Rs. 24.56 crore**
- EBITDA Margin was **25.19%**
- Profit After Tax was at **Rs. 10.13 crore**
- PAT Margin was **10.39%**
- Basic EPS stood at **Rs. 6.20**

Performance Highlights W/O IND-AS 116 for the quarter ended September 30th, 2020:

- EBITDA (excluding other income) stood at **Rs. 17.60 crore in Q3 FY21** as against Rs. 21.82 crore in the Q3 FY20 YoY decline of 19.32%
- EBITDA Margin in **Q3 FY21 was 18.06%** as against 21.13% in Q3 FY20, a decline of 307bps
- Profit After Tax was at **Rs. 11.41 crore in Q3 FY21** as against Rs. 13.28 crore in Q3 FY20
- PAT Margin was **11.70% in Q3 FY21** as against 12.86% in Q3 FY20, a decline of 116 bps



- Basic EPS stood at **Rs. 6.99**

Performance Highlights with IND-AS 116 for the nine months ended December 31st, 2020:

- Revenue from operations was at **Rs. 158.81 crore in 9M FY21** as against Rs. 238.12 crore in 9M FY20 YoY decline of 33.31% mainly driven by nationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21 weighed upon nine monthly numbers.
- EBITDA (excluding other income) stood at **Rs. 34.96 crore**
- EBITDA Margin was **22.01%**
- Profit After Tax was at **Rs. 2.38 crore**
- PAT Margin was **1.50%**
- Basic EPS stood at **Rs. 1.46**

Performance Highlights W/O IND-AS 116 for the nine months ended December 31st, 2020:

- EBITDA (excluding other income) stood at **Rs. 19.34 crore in 9M FY21** as against Rs. 34.44 crore in the 9MFY20YoY decline of 43.85%
- EBITDA Margin **was 12.18% in 9MFY21** as against 14.46% in 9MFY20, a decline of 228 bps
- Profit After Tax was at **Rs. 9.16 crore in 9MFY21** as against Rs. 17.46 crore in 9MFY20YoY decline of 47.51%
- PAT Margin was **5.77% in 9MFY21** as against 7.33% in 9MFY20, a decline of 156 bps
- Basic EPS stood at **Rs. 5.61**



Cantabil Retail India Limited

Management Comment:

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

"We are happy to share that this quarter's performance has been better than the first half of the year, indicative of things gradually getting back on track post the lockdown due to pandemic. As for our financial performance for nine months ended 31st December 2020, we have delivered a revenue Rs. 158.81 crores, 12.18% EBITDA Margin (w/o IND AS 116).

We are delighted to inform that the factory is now running at full capacity. We have done decent sales during the quarter and are at about 94% of last year's sales. The footfalls have also increased gradually leading to increase in conversion rate and more number of bills. Our strategy of moving to tier 2 and tier 3 cities has paid off well. Along with tier 1 cities even tier 2 and tier 3 cities have shown smart recovery. The Company is now confident and restarted its expansion plan by opening 13 new stores during the quarter making it a total of 311 stores in 17 states, out of which 224 stores are company owned company operated and 87 stores are franchise owned franchise operated.

I thank the entire team of 'Cantabil Retail India Limited' for their untiring hard work, sincerity and high dedication. Also, I would like to thank our valued stakeholders, 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 311 Exclusive Brand Outlets (EBOs) in 17 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company



Cantabil Retail India Limited

believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

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@brigde-ir.com</p>
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