



Media Release

320 Number of Stores

FY21 Revenue at Rs. 251.64 crore

FY21 EBITDA (w/o IND-AS 116 effect) at Rs. 35.16 crore

FY21 EBITDA Margin (w/o IND-AS 116 effect) at 13.97%

FY21 PAT (w/o IND-AS 116 effect) at Rs 17.86 crore

FY21 PAT Margin (w/o IND-AS 116 effect) at 7.10%

Delhi, 10th June 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 audited financial results for the fourth quarter and full year ended March 31st, 2021. 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	Q4 FY21 (With IND-AS 116)	Q4 FY21 (W/O IND-AS 116)	Q4 FY20 (With IND-AS 116)	Q4 FY20 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q3 FY21
Revenue from Operations	92.83	92.83	99.91	99.91	(7.09)	(7.09)	97.50
EBIDTA*	24.40	15.82	21.05	11.93	15.93	32.60	24.56
EBITDA Margin (%)	26.29	17.05	21.07	11.94	522 bps	511 bps	25.19
PAT	7.28	8.70	4.56	5.42	59.83	60.50	10.13
PAT Margin (%)	7.85	9.37	4.56	5.43	329 bps	394 bps	10.39
Basic EPS	4.46	5.33	2.79	3.32	59.86	60.54	6.20

*excluding other income



Cantabil Retail India Limited

Particulars	FY21 (With IND- AS 116)	FY21 (W/O IND- AS 116)	FY20 (With IND- AS 116)	FY20 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue from Operations	251.64	251.64	338.04	338.04	(25.56)	(25.56)
EBIDTA*	59.36	35.16	84.73	46.25	(29.94)	(23.98)
EBITDA Margin (%)	23.59	13.97	25.07	13.68	(148 bps)	29 bps
PAT	9.66	17.86	16.43	22.88	(41.18)	(21.92)
PAT Margin (%)	3.84	7.10	4.86	6.77	(102 bps)	33 bps
Basic EPS	5.92	10.94	10.06	14.01	(41.15)	(21.91)

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended March 31st, 2021:

- Revenue from operations was at **Rs. 92.83 crore in Q4 FY21** as against Rs. 99.91 crore in Q4 FY21 YoY decline of 7.09 % mainly due to surge in COVID-19 cases by end of quarter
- EBITDA (excluding other income) stood at **Rs. 24.40 crore**
- EBITDA Margin was **26.29%**
- Profit After Tax was at **Rs. 7.28 crore**
- PAT Margin was **7.85%**
- Basic EPS stood at **Rs. 4.46**

Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2021:

- EBITDA (excluding other income) stood at **Rs. 15.82 crore in Q4 FY21** as against Rs. 11.93 crore in the Q4 FY20 YoY increase of 32.60%
- EBITDA Margin in **Q4 FY21 was 17.05%** as against 11.94 % in Q4 FY20, increase of 511bps on account of operational efficiency and cost optimization
- Profit After Tax was at **Rs. 8.70 crore in Q4 FY21** as against Rs. 5.42 crore in Q4 FY20
- PAT Margin was **9.37% in Q4 FY21** as against 5.43 % in Q4 FY20, an increase of 394 bps
- Basic EPS stood at **Rs. 5.33**



Performance Highlights with IND-AS 116 for the full yearended March 31st, 2021:

- Revenue from operations was at **Rs. 251.64 crore in FY21** as against Rs. 338.04 crore in FY20 YoY decline of 25.56% mainly due tonationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21
- EBITDA (excluding other income) stood at **Rs. 59.36 crore**
- EBITDA Margin was **23.59%**
- Profit After Tax was at **Rs. 9.66 crore**
- PAT Margin was **3.84%**
- Basic EPS stood at **Rs. 5.92**

Performance Highlights W/O IND-AS 116 for the full yearended March 31st, 2021:

- EBITDA (excluding other income) stood at **Rs. 35.16 crore inFY21** as against Rs. 46.25 crore in the FY20YoY decline of 23.98% declined mainly due to drop in revenue
- EBITDA Margin **was 13.97% in FY21**as against 13.68% in FY20, a jump of 29 bps
- Profit After Tax was at **Rs. 17.86 crore in FY21** as against Rs. 22.88 crore in FY20 YoY decline of 21.87%
- PAT Margin was**7.10% in FY21**as against 6.77 % in FY20, anincrease of 33bps
- Basic EPS stood at **Rs. 10.94**

Management Comment:

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

“Operations at our Company hit a turmoil due to the current situation and ongoing pandemic and we are confident to recover soon from this. As for our financial performance for the full year



Cantabil Retail India Limited

ended 31st March 2021, we have delivered a revenue Rs. 251.64 crores, 13.97% EBITDA Margin (w/o IND AS 116) and PAT of Rs. 17.86 crores (w/o IND AS 116).

Our Company had started to gain momentum somewhere in the second half of the year and we were seeing a positive impact, however but by the beginning of this year cases started to rise and another lockdown was announced, once again impacting our business operations and sales. But we are happy to say that our Company has come out of this adversity, strong & resilient and is trying and maintaining sustainability. As of now only 180 stores are open, on alternate days and with reduced working hours as per state guidelines.

Our Company has successfully managed to open 18 new stores this financial year. Overall, for the year end the total store count has been 320 stores out of which 230 stores are company owned company operated and 90 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 320 Exclusive Brand Outlets (EBOs) in 17 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/

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