



Media Release

Current total number of stores - 325

Q1 FY22 Revenue at Rs. 28.77 crore

Q1 FY22 EBITDA (w/o IND-AS 116 effect) at Rs. 0.84crore

Q1 FY22 EBIDTA Margin (w/o IND-AS 116 effect) at 2.91%

Q1 FY22 PAT (w/o IND-AS 116 effect) at Rs (0.91) crore

Q1 FY22 PAT Margin (w/o IND-AS 116 effect) at (3.18%)

Delhi, 13th August 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 first quarter ended June 30th, 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	Q1 FY22 (With IND-AS 116)	Q1FY22 (W/O IND-AS 116)	Q1 FY21 (With IND-AS 116)	Q1FY21 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q4 FY21
Revenue from Operations	28.77	28.77	12.81	12.81	124.50	124.50	92.83
EBIDTA*	6.06	0.84	0.56	(1.68)	982.42	149.74	24.40
EBITDA Margin (%)	21.06	2.91	4.37	(13.12)	1669 bps	1603 bps	26.29
PAT	(1.55)	(0.91)	(7.06)	(2.84)	78.05	67.78	7.28
PAT Margin (%)	(5.38)	(3.18)	(55.08)	(22.15)	4970 bps	1897 bps	7.85
Basic EPS	(0.95)	(0.56)	(4.32)	(1.74)	78.01	67.82	4.46

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended June 30th, 2021:

- Revenue from operations was at **Rs. 28.77 crore in Q1 FY22** as against Rs. 12.81 crore in Q1 FY21 YoY increase of 124.50% mainly due to higher sales volume on account of reducing fear of COVID and gradual movement of activities towards normalization



- EBITDA (excluding other income) stood at **Rs. 6.06crore**
- EBITDA Margin was **21.06 %**
- Profit After Tax was at **Rs. (1.55)crore**
- PAT Margin was **(5.38%)**
- Basic EPS stood at **Rs. (0.95)**

Performance Highlights W/O IND-AS 116 for the quarter ended June 30th, 2021:

- EBITDA (excluding other income) stood at **Rs. 0.84crore in Q1 FY22** as against Rs. (1.68) crore in the Q1 FY21YoY increase of 149.74%
- EBITDA Margin in **Q1 FY22 was2.91%**as against (13.12%)in Q1 FY21, increase of1603bps on account of higher utilization, increasing footfalls and incremental sales volume
- Profit After Tax was at **Rs.(0.91) crore in Q1 FY22** as against Rs. (2.84) crore in Q1FY21
- PAT Marginwas**(3.18%) in Q1 FY22**as against (22.15%) in Q1 FY21, anincreaseof 1897 bps
- Basic EPS stood at **Rs. (0.56)**

Management Comment:

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

"In the wake of COVID-19 our Company is trying to perform and deliver to the best of its abilities with everyone working tirelessly, putting in all their efforts, to make sure our Company sustains as per promised Management expectations. In first quarter of current financial year, we delivered a Revenue of Rs. 28.77 crores with EBITDA Margins (w/o IND-AS 116) of 2.91%. The Covid related restrictions are not fully eased and weekend closure is still in place at several locations. Despite that we have been able clock positive EBITDA which we feel is really encouraging.



Cantabil Retail India Limited

During this quarter, the country was affected with deadly second wave of COVID due to which during most of the quarter either stores were shut or operated at fewer working hours. State wise guidelines were provided to individual states depending on which at certain places stores also operated on alternate days.

As for us out of 325 stores at present 320 stores are operating at the moment. We also anticipate demand to increase and generate better sales in the coming quarters with festivities around the corner. Gradually online sales is also gaining traction and making its way towards contributing to topline. We are also continuously educating and training the store employees about the safety measures to be taken care of and thereafter keeping the customers informed about the same.

Our team has been the most important asset and the members have shown great maturity and sense of belonging by keeping each other motivated in recent challenging times. I would like to take this opportunity to thank each member of the Cantabil family. I would also like to thank our Clients, Creditors, Banks, Financial Institutions, and all other Stakeholders. Their faith in us and support extended makes it easier for us to strive and excel."

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.

The Company sells its products under the brand Cantabil through 325 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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