



**September 15, 2020**

The Manager  
Corporate Relationship Department  
BSE Limited  
Floor 25, Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001

**BSE Scrip Code- 533267**

Fax No.: 022-2272 3121/1278/1557/3354

The Manager  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East)  
Mumbai - 400 051

**NSE Scrip Symbol: CANTABIL and Series:  
EQ**

Fax No.: 022-26598237/38

**Sub: Outcome of 300<sup>th</sup> Board Meeting held on 15<sup>th</sup> September 2020**

Dear Sir/Ma'am,

Pursuant to Regulation 30, of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"], the Board of Directors of the Company in their 300<sup>th</sup> meeting held on Tuesday, 15<sup>th</sup> day of September, 2020 commenced at 12:00 Noon and concluded at 3:15 P.M at: B-16, Lawrence Road Industrial Area, and New Delhi-110035 inter alia transacted the following businesses:-

1. To consider and approve Un-audited Financial Results pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"] for the quarter ended on 30<sup>th</sup> June, 2020.

**CANTABIL RETAIL INDIA LTD.**

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**H.Off.** : B-16, Lawrence Road Ind. Area, New Delhi - 110 035. Tel : 91-11-27156381 /82 Telefax : 91-11-27156383  
e-mail : info@cantabilinternational.com Website : www.cantabilinternational.com CIN No. L74899DL1989PLC034995  
**Works** : Plot No. 359,360 & 361, Phase 4-B, Sec.-17, HSIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507



2. To review and consider the Limited Review Report of Statutory Auditors on the Un-audited Financial Results of the Company for the quarter ended on ended on 30<sup>th</sup> June, 2020 in the prescribed format issued by Auditors of the Company.
3. Investors Presentation is also attached.

You are requested to take the above on record and inform all those concerned.

Thanking you,

Yours faithfully,

**For Cantabil Retail India Limited**

  
(Poonam Chahal)

**Company Secretary & Compliance Officer**  
**FCS. 9872**



## **CANTABIL RETAIL INDIA LTD.**



**CANTABIL RETAIL INDIA LIMITED**

CIN : L74899DL1989PLC034995 web-site : www.cantabilinternational.com

Regd. Office: B-16, Lawrence Road Industrial Area, Delhi - 110035. Tel : 91-11-27156381/82 Telefax : 91-11-27156383

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS**

**FOR THE QUARTER ENDED JUNE 30, 2020**

(₹ In Lakhs unless otherwise stated)

Particulars	Quarter Ended			Year Ended
	June 30, 2020	March 31, 2020	June 30, 2019	March 31, 2020
	Un-audited	Audited	Un-audited	Audited
<b>I Income</b>				
Revenue from operations	1,281.39	9,991.29	5,808.72	33,803.65
Other Income	598.42	35.76	97.08	405.66
<b>Total Income</b>	<b>1,879.81</b>	<b>10,027.05</b>	<b>5,905.80</b>	<b>34,209.31</b>
<b>II Expenses</b>				
Cost of Materials consumed	410.25	1,859.38	2,109.62	8,273.19
Purchase of stock-in-trade	75.17	904.90	1,958.15	6,648.60
Change in inventories of finished goods, work in progress and stock-in-trade	(296.36)	1,658.54	(2,797.26)	(3,015.77)
Employee benefit expense	422.68	1,511.50	1,393.93	5,994.41
Finance Cost	619.87	110.65	671.62	2,071.00
Depreciation and amortisation expense	1,008.48	1,302.30	947.71	4,419.18
Job Work Charges	161.97	662.13	716.32	2,894.51
Rent	40.46	28.35	23.31	145.34
Commission	103.43	560.05	230.99	1,576.48
Other Expenses	307.81	701.76	640.05	2,801.76
<b>Total Expenses</b>	<b>2,853.77</b>	<b>9,299.56</b>	<b>5,894.45</b>	<b>31,808.70</b>
<b>III Profit before exceptional items and tax (I-II)</b>	<b>(973.96)</b>	<b>727.49</b>	<b>11.34</b>	<b>2,400.61</b>
<b>IV Exceptional items</b>	-	-	-	-
<b>V Profit before tax (III-IV)</b>	<b>(973.96)</b>	<b>727.49</b>	<b>11.34</b>	<b>2,400.61</b>
<b>VI Tax Expenses :</b>				
Current Tax	-	128.88	-	418.54
Current Tax - MAT availment / (Credit)	-	206.20	-	71.08
Deferred Tax (assets) /liability	(268.17)	(63.24)	(30.20)	268.04
<b>VII Profit for the period from continuing operations (V-VI)</b>	<b>(705.79)</b>	<b>455.65</b>	<b>41.55</b>	<b>1,642.94</b>
<b>VIII Other Comprehensive Income (OCI) :</b>				
(Items that will not be re-classified to profit & loss)				
Remeasurements of defined benefit plan (Net of Tax)	(33.07)	7.19	(16.94)	(5.96)
<b>IX Total Comprehensive Income for the period after Tax (VII+VIII)</b>	<b>(738.86)</b>	<b>462.84</b>	<b>24.61</b>	<b>1,636.98</b>
<b>X Paid-up Equity Share Capital-Face Value ₹ 10/- each</b>	<b>1,632.76</b>	<b>1,632.76</b>	<b>1,632.76</b>	<b>1,632.76</b>
<b>XI Reserve excluding revaluation reserves</b>				<b>10,174.12</b>
<b>XII Earnings Per Share (EPS) in ₹ (Not Annualized)</b>				
(a) Basic	(4.32)	2.79	0.25	10.06
(b) Diluted	(4.32)	2.79	0.25	10.06

See accompanying notes to the standalone audited results

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**Notes:**

- 1 The above unaudited financial results for the quarter ended June 30, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on September 15, 2020. The limited review report of the Statutory Auditors is being filed with the Stock Exchange.
- 2 These results have been prepared in accordance with the Indian Accounting Standards (referred to as "Ind AS") 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules as amended from time to time.
- 3 The Company is primarily engaged in the business of "Retail" which constitutes a single reporting segment and the Executive Management Committee does not monitors the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the financial statements, thus there are no additional disclosures to be provided under Ind AS 108 – "Operating Segments".
- 4 During the current quarter consequential to COVID 19 pandemic, the Company has negotiated several rent concessions. In view of recent amendments by the Companies (Indian Accounting Standards) Amendment Rules, 2020, issued by the Ministry of Corporate Affairs vide notification dated July 24, 2020, the Company has elected, as a practical expedient, not to assess these rent concessions as lease modifications and has recognized impact of such rent concession in Statement of Profit and Loss. The election is made for all such rent concessions as these concessions satisfy the conditions mentioned in Para 46A and Para 46B of Ind AS 116 (as amended). Accordingly, the Company have recognised in the statement of profit and loss (as part of other income) for the quarter ended June 30, 2020 an amount aggregating to Rs 468.63 Lakhs relating to reduction of rent expenses for such period.
- 5 As a result of the nationwide lockdown imposed by the Government of India due to outbreak of Covid-19 pandemic, the business operations of the Company were temporarily disrupted during quarter 1 impacting production, supply chain and sales. However, business operations has commenced in phased manner from the month of May 2020 after obtaining permissions from the appropriate government authorities.  
The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of receivables, inventories, property, plant and equipment and intangible assets. On the basis of current indicators of future economic conditions, the Company expects to recover the carrying amounts of these assets and does not anticipate any impairment to these financial and non-financial assets. However, the impact assessment of COVID-19 is a continuing process, given the uncertainties associated with its nature and duration. The Company will continue to monitor any material changes to future economic conditions.
- 6 The Board of Directors of the company has proposed dividend of Rs.1/- (Rupees One Only) per share i.e. @10% on face value of equity share of Rs. 10/- (Rupees Ten only) each, fully paid up, for the financial year ended on March 31, 2020 in its meeting held on August 28, 2020 subject to approval by the members of the company in the ensuing Annual General Meeting.
- 7 The standalone figures of the quarter ended March 31, 2020 are the balancing figure between audited figures in respect of financial year ended March 31, 2020 and the unaudited year to date figures up to December 31, 2019, being the date of end of the third quarter of the financial year which were subjected to limited review.
- 8 The figures of the previous periods (quarter/year) have been regrouped/ rearranged/ reclassified wherever considered necessary.

Place: New Delhi  
Date: September 15, 2020

For Cantabil Retail India Limited



(Vijay Bansal)

Chairman & Managing Director  
DIN 01110877



The aforesaid Results have been filed with the Stock Exchanges under Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and are also available on the Stock Exchange websites ([www.bseindia.com](http://www.bseindia.com) & [www.nseindia.com](http://www.nseindia.com)) and on the Company's website [www.cantabilinternational.com](http://www.cantabilinternational.com)



**A N S K & ASSOCIATES**

**CHARTERED ACCOUNTANTS**

**OFFICE :612/A5, Pearl Best Heights -1, A-5, Netaji Subhash Place**

**Pitampura, New Delhi-110034**

**OFFICE NO. 9034344707**


**EMAIL :amccorporateservices@gmail.com**

**LIMITED REVIEW REPORT ON UNAUDITED STANDALONE FINANCIAL  
RESULTS FOR THE QUARTER ENDED JUNE 30, 2020**

**Review Report to,  
The Board of Directors of  
Cantabil Retail India Limited,**

1. We have reviewed the accompanying statement of unaudited Ind AS financial results of Cantabil Retail India Limited ('the Company') for the quarter ended June 30, 2020. This statement is the responsibility of the company's management and has been approved by the board of directors. Our responsibility is to issue a report on these financial statements based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For A N S K & Associates,  
Chartered Accountants,  
FRN - 026177N

  
(CA Sahil Garg)  
Partner

Membership No. – 541770

UDIN: 20541770AAAACP9127

Date: September 15, 2020

Place: Delhi









# Disclaimer



*This presentation has been prepared by Cantabil Retail India Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

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*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.*



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**Company Overview**



**Business Overview**



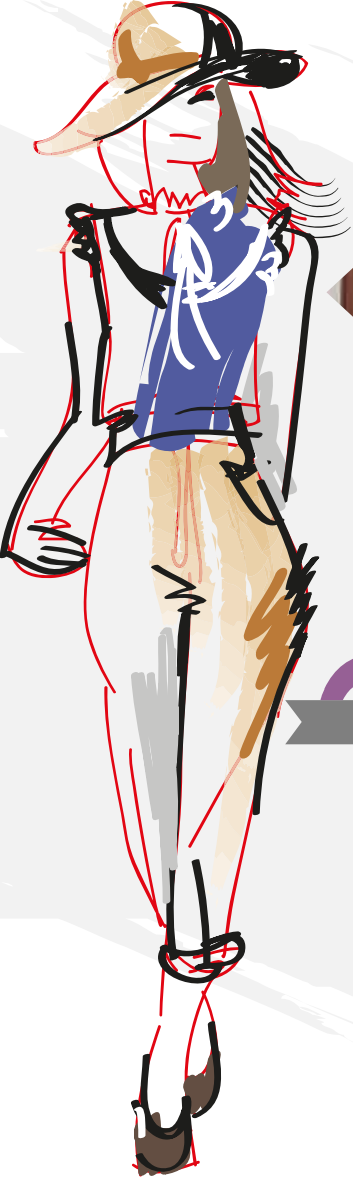
**Industry Overview**



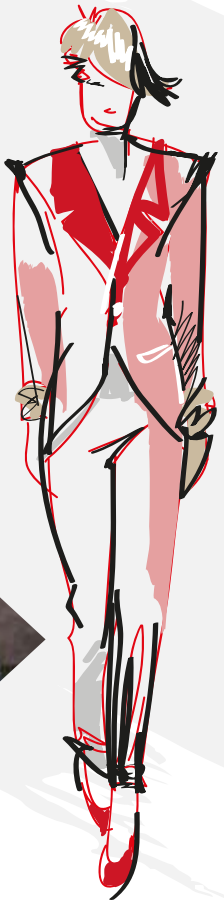
**Way Ahead**







## Financial Highlights





## Management Comment



**Commenting on the results, Mr. Vijay Bansal, Chairman & Managing Director, Cantabil Retail India Limited said :**

*“The COVID-19 pandemic followed by nationwide lockdown impacted the business, as at the start of first quarter production as well as the stores were not functional. Gradually after 4<sup>th</sup> of May the Company saw momentum in its operations as stores began to open in certain areas. This quarter we could not match our quarterly targets, but we have done decent in view of the current situation, registering a total revenue of Rs. 12.81 crores.*

*The pandemic has caused disruption in the industry due to which initial growth was a little slow but now as festivals approach, it has uplifted our sales. We are positive that this growth is sustainable and will increase over the months. I would also like to share that we have resumed majority of our operations and 279 out of 299 stores are functional based on the restrictions implied in respective areas in terms of days and timings. Recently, we have also entered online space through Flipkart, Amazon, Snapdeal and Paytm at the most crucial hour which will gain traction over the current financial year. We are continuously evaluating the impact of the pandemic and are fully prepared to face all the challenges that come along the way.*

*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.”*



# COVID-19 Impact on Business



- Sharp reduction of footfalls in multiple geographies



## March First Half

- Continuation of reduction in footfalls and gradual closure in areas highly affected
- Last week onwards -no business activities conducted - office, stores and warehouses shutdown due to nationwide lockdown
- Used this opportunity to upgrade our organization – develop skills of employees, educate and train them

## March Second Half Onwards



- Interaction with customers to help them understand safety measures taken at store level
- Gradual opening of stores in non-red zone areas
- End of May around 100 stores were operational all over India, numbers kept increasing as and when cities entered orange and green zone
- We also entered online space at most crucial hour which will gain traction in coming financial year



## Mid May Onwards

- Stores opened on alternate days and for certain hours depending on area wise restrictions
- Malls could open, hence majority of stores in malls are now open
- Over 285 stores were operational by the end of July

## June - July



- Most stores were operational on daily basis for entire day
- Stores started gaining traction – festivals around the corner



## August Onwards





# Progressive recovery in operational store count and sales



## Sales

- Sales has recovered approx. 60% Y-o-Y in August of pre COVID-19
- Stores in areas less impacted by COVID are normalizing and sales is catching up like before
- Sales in high street markets are more than malls

## Store Opening

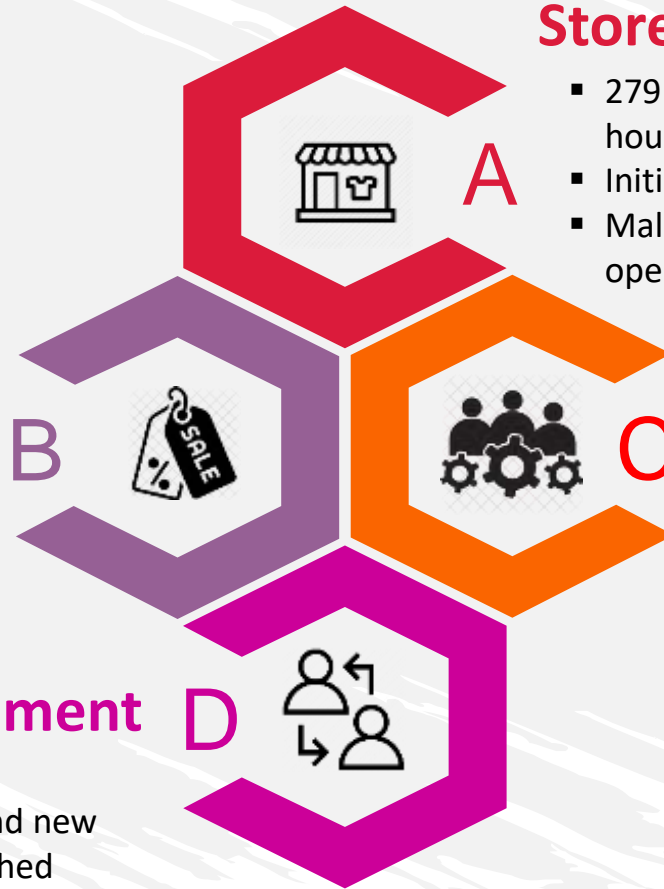
- 279 stores out of 299 stores are open – days and no of hours of operation depends area wise
- Initially majority stores opened only on alternate days
- Malls in few geographies including Maharashtra just opening

## Operations

- Office, warehouses and third-party manufacturing units operational with proper precautions in place
- Business backed by appropriate cash reserves

## Continued Consumer Engagement

- Continuous updates given to customers regarding deals and new products and designed launched through SMS campaign
- Customers are also educated about all necessary precautions taken at store

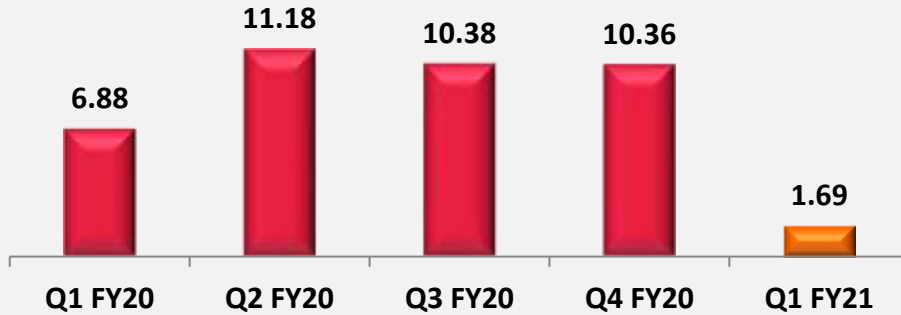




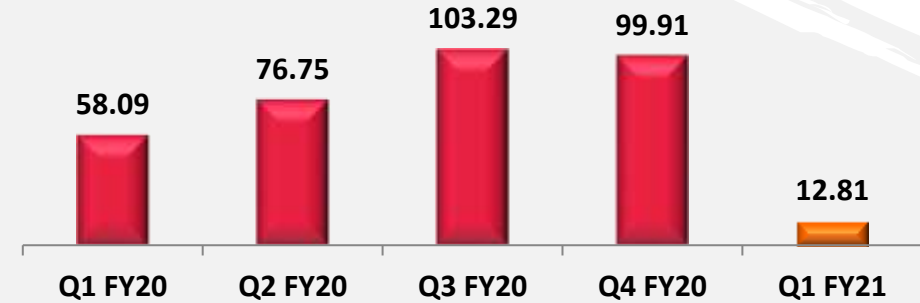
# Financial Highlights



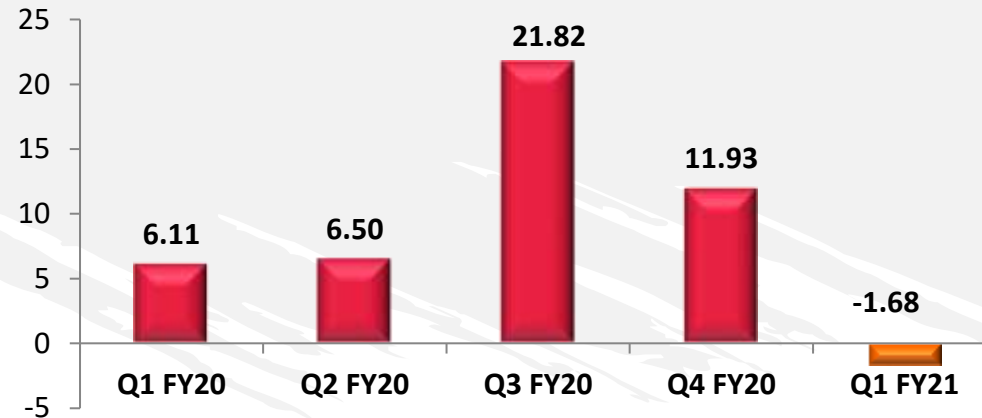
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)



• Above numbers are without taking into account IND-AS 116 effect



# Financial Highlights



Rs. Cr	Q1 FY21* (With IND- AS 116)	Q1 FY21 (W/O IND- AS 116)	Q1 FY20* (With IND- AS 116)	Q1 FY20 (W/O IND- AS 116)	Y-o-Y(%) (With IND- AS 116)	Y-o-Y(%) (W/O IND- AS 116)	Q4 FY20 (With IND- AS 116)
<b>Revenue from Operations</b>	<b>12.81</b>	<b>12.81</b>	<b>58.09</b>	<b>58.09</b>	<b>(77.94%)</b>	<b>(77.94%)</b>	<b>99.91</b>
Raw Materials	1.89	1.89	12.71	12.71			44.23
Employee Cost	4.23	4.23	13.94	13.94			15.12
Job Work Charges	1.62	1.62	7.16	7.16			6.62
Lease Rentals	0.40	2.54	0.23	8.84			0.28
Commission	1.03	1.14	2.31	2.89			5.60
Other Expenses	3.08	3.08	6.40	6.43			7.02
<b>Total Expenditure</b>	<b>12.25</b>	<b>14.50</b>	<b>42.75</b>	<b>51.97</b>			<b>78.87</b>
<b>EBITDA</b>	<b>0.56</b>	<b>(1.68)</b>	<b>15.34</b>	<b>6.12</b>	<b>(96.35%)</b>	<b>(127.48%)</b>	<b>21.05</b>
<b>EBITDA Margin%</b>	<b>4.37%</b>	<b>(13.12%)</b>	<b>26.40%</b>	<b>10.54%</b>	<b>(2203 bps)</b>	<b>(2366 bps)</b>	<b>21.07%</b>
Other Income	5.98	1.30	0.97	0.97			0.36
Depreciation	10.08	2.30	9.48	2.35			13.02
Interest	6.20	1.10	6.72	2.02			1.11
<b>Profit Before Tax</b>	<b>(9.74)</b>	<b>(3.79)</b>	<b>0.11</b>	<b>2.72</b>			<b>7.27</b>
Tax	(2.68)	0.95	(0.30)	(0.46)			2.72
<b>PAT</b>	<b>(7.06)</b>	<b>(2.84)</b>	<b>0.42</b>	<b>2.26</b>	<b>(1798.22%)</b>	<b>(225.56%)</b>	<b>4.56</b>
<b>PAT Margin%</b>	<b>(55.08%)</b>	<b>(22.15%)</b>	<b>0.72%</b>	<b>3.89%</b>	<b>(5580 bps)</b>	<b>(2604 bps)</b>	<b>4.56%</b>
<b>Basic EPS in Rs.</b>	<b>(4.32)</b>	<b>(2.27)</b>	<b>0.25</b>	<b>1.39</b>	<b>(1828.00%)</b>	<b>(263.31%)</b>	<b>2.79</b>

- Company has faced issues due to nationwide lockdown in terms of achieving sales, leaving its impact on EBITDA and PAT as well
- On the upscale, as festivals approach Company is seeing gradual increase in Average Ticket Size (ATS) month on month basis – Aug'20 ATS has crossed 95% of Aug'19 ATS
- Average capacity utilization with respect to existing manpower of plant has crossed 75% as of August'20

\*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.

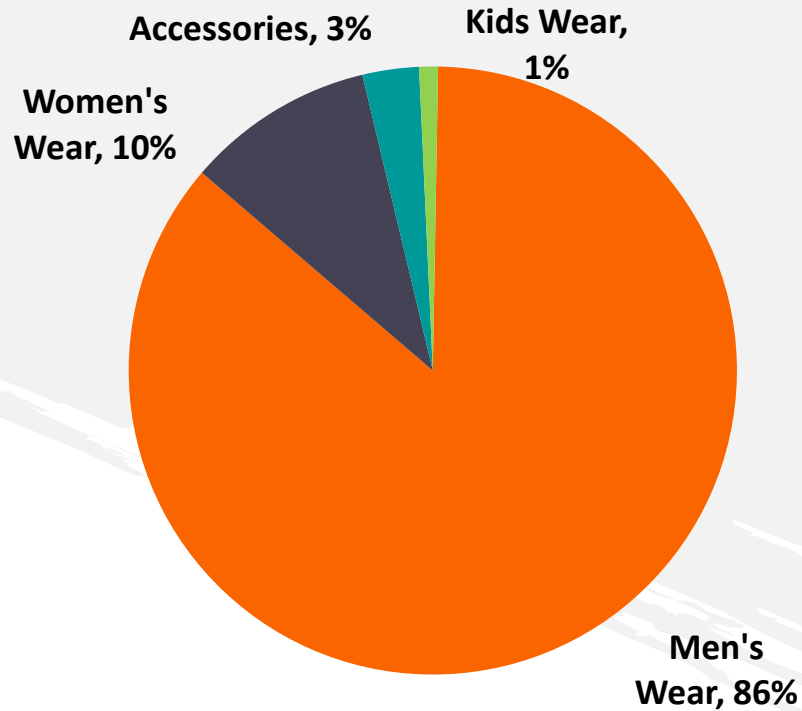




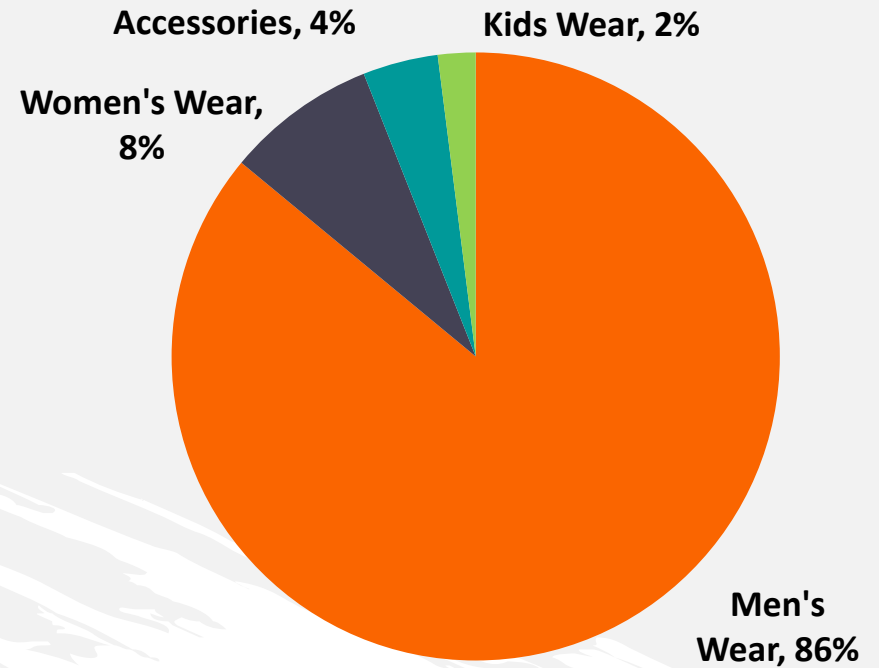
# Revenue Break Up – Segmental



**Q1 FY20**



**Q1 FY21**



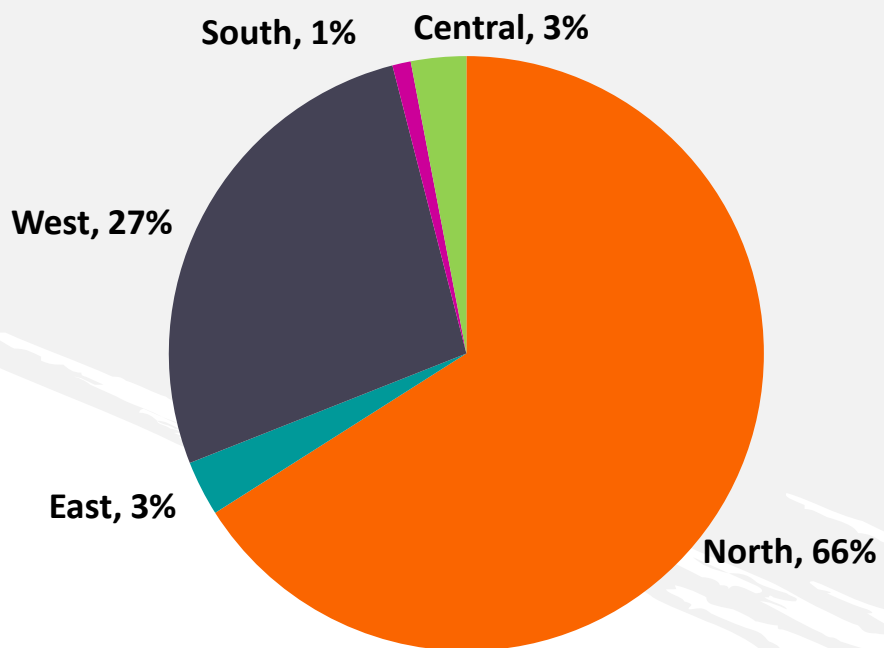
Kid's wear brand - "LiL' Potatoes" launched in Nov'18



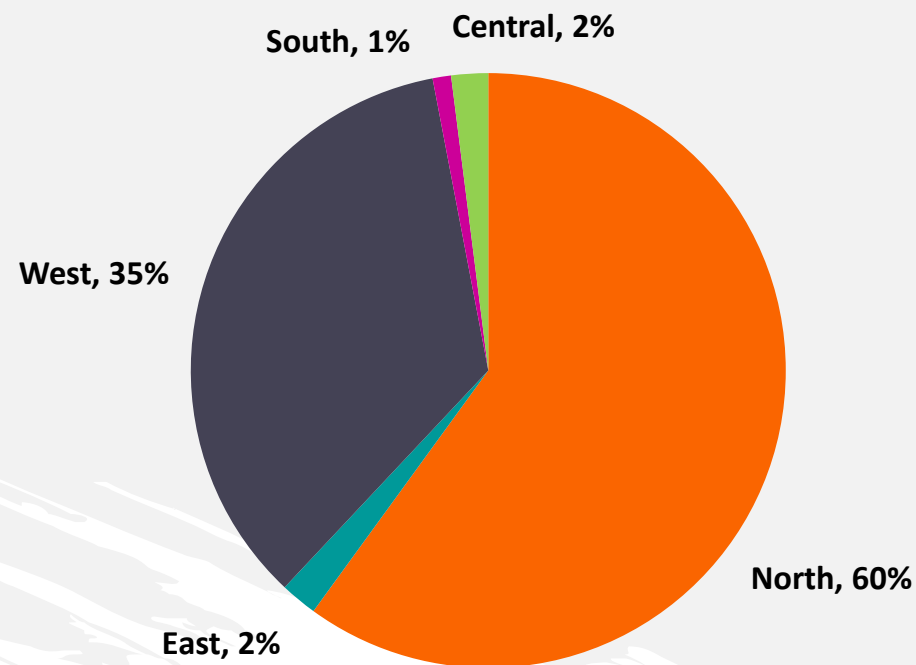
# Revenue Break Up – Regional



Q1 FY20

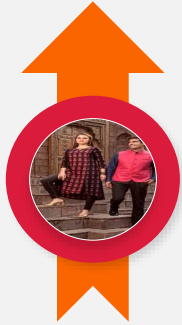


Q1 FY21



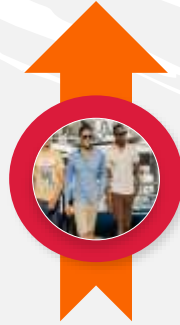


# Financial Highlights – FY20 vs FY19



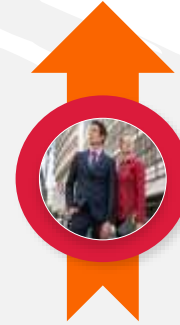
17.15%

**Revenue from Operations**  
Rs. 338.04 Crore



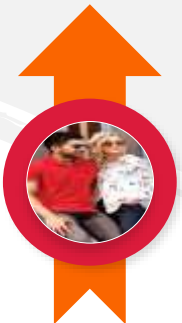
56.63%

**EBITDA**  
Rs. 46.37 Crore



346 bps

**EBITDA Margin**  
13.72%



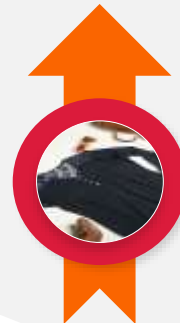
83.01%

**PAT**  
Rs. 22.88 Crore



244 bps

**PAT Margin**  
6.77%



82.90%

**Basic EPS**  
Rs. 14.01 vs. Rs. 7.66 FY19

• Above numbers are without taking into account IND-AS 116 effect





# Financial Highlights



Rs. Cr	FY20* (With IND-AS 116)	FY20 (W/O IND-AS 116)	FY19	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)
<b>Revenue from Operations</b>	<b>338.04</b>	<b>338.04</b>	<b>288.55</b>	<b>17.15%</b>	<b>17.15%</b>
Raw Materials	<b>119.06</b>	<b>119.06</b>	<b>136.26</b>		
Employee Cost	59.94	59.94	51.47		
Job Work Charges	28.95	28.95	10.18		
Lease Rentals	1.45	37.55	27.31		
Commission	15.76	18.05	10.21		
Other Expenses	28.02	28.12	23.52		
<b>Total Expenditure</b>	<b>253.19</b>	<b>291.67</b>	<b>258.95</b>		
<b>EBITDA</b>	<b>84.85</b>	<b>46.37</b>	<b>29.61</b>	<b>186.61%</b>	<b>56.63%</b>
<b>EBITDA Margin%</b>	<b>25.10%</b>	<b>13.72%</b>	<b>10.26%</b>	<b>1484 bps</b>	<b>346 bps</b>
Other Income	4.06	4.06	4.00		
Depreciation	44.19	10.41	8.89		
Interest	20.71	6.92	8.52		
<b>Profit Before Tax</b>	<b>24.01</b>	<b>33.10</b>	<b>16.19</b>		
Tax	7.58	10.23	3.69		
<b>PAT</b>	<b>16.43</b>	<b>22.88</b>	<b>12.50</b>	<b>31.44%</b>	<b>83.01%</b>
<b>PAT Margin%</b>	<b>4.86%</b>	<b>6.77%</b>	<b>4.33%</b>	<b>53 bps</b>	<b>244 bps</b>
<b>Basic EPS in Rs.</b>	<b>10.06</b>	<b>14.01</b>	<b>7.66</b>	<b>31.33%</b>	<b>82.90%</b>

- Increase in Revenue from Operations of **17.15%** mainly driven by sales from existing stores as well as addition of 61 stores on net basis
- EBITDA growth on account of higher sales and better operational efficiencies
- Increase in PAT on account of better EBITDA and higher operational leverage

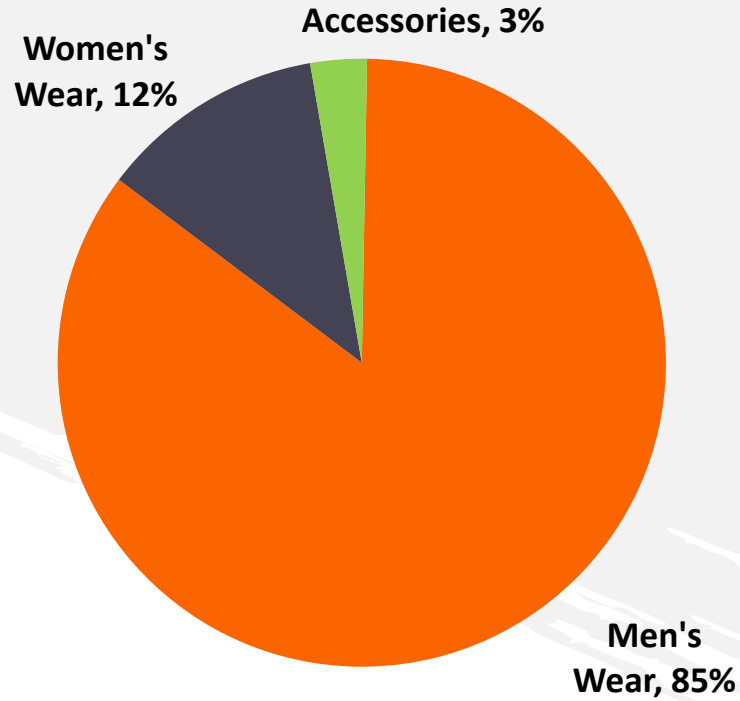
\*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.



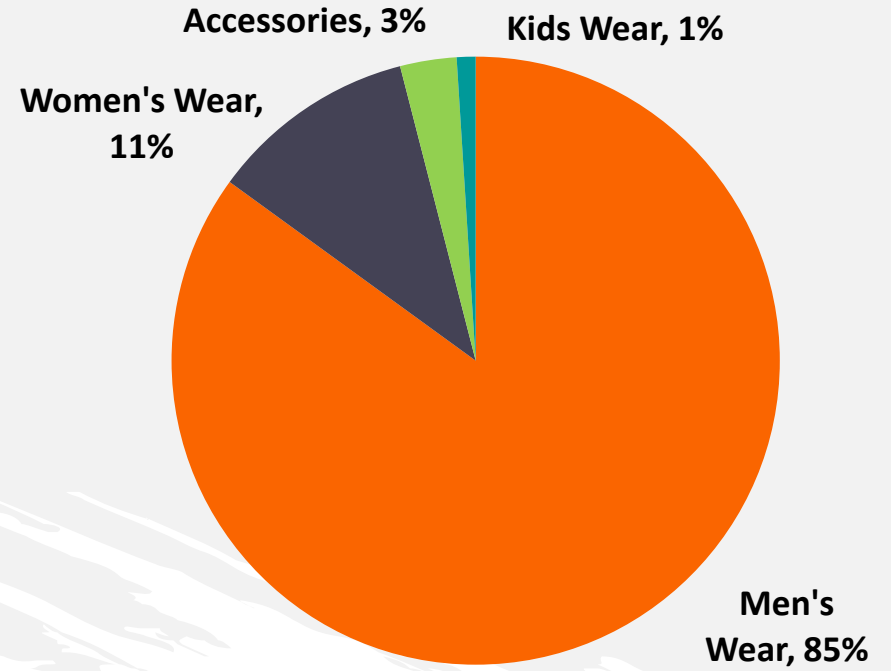
# Revenue Break Up – Segmental



**FY19**



**FY20**



Kid's wear brand - "LiL' Potatoes" launched in Nov'18

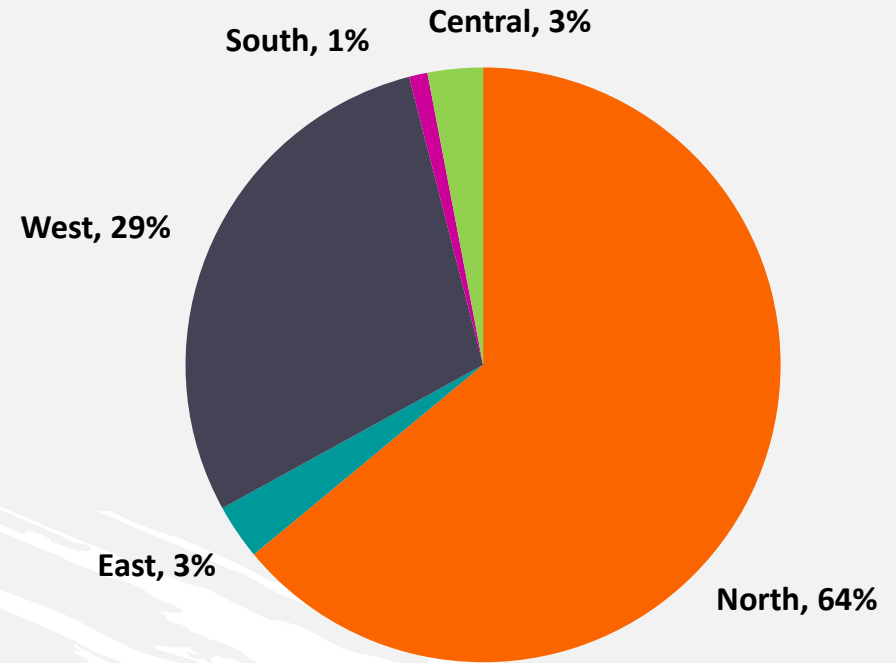
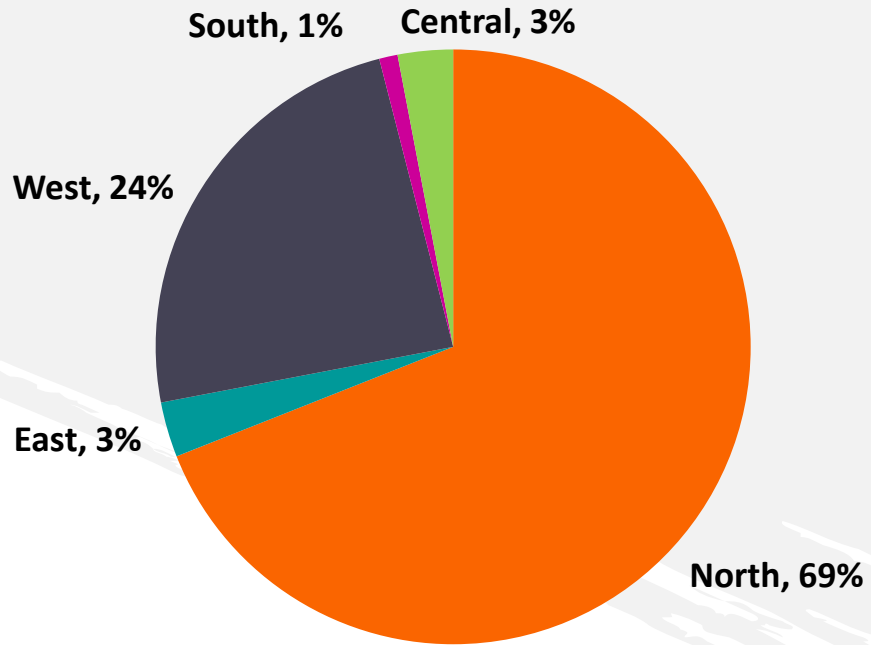


# Revenue Break Up – Regional



**FY19**

**FY20**



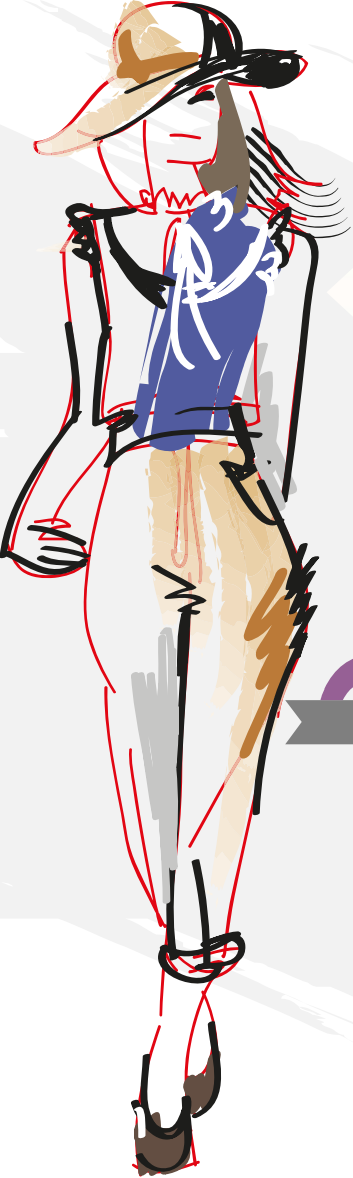


# Balance Sheet Highlights – FY20



Rs. Cr	As on 31 <sup>st</sup> Mar'20	As on 31 <sup>st</sup> Mar'19	Rs. Cr	As on 31 <sup>st</sup> Mar'20	As on 31 <sup>st</sup> Mar'19
<b>Shareholder's Funds</b>	<b>118.07</b>	<b>114.30</b>	<b>Non-Current Assets</b>	<b>299.09</b>	<b>94.75</b>
Share capital	16.33	16.33	Property, Plant and Equipment	60.26	59.36
Other Equity	101.74	97.97	Capital work in progress	0.71	0.34
<b>Non-current liabilities</b>	<b>226.78</b>	<b>15.31</b>	Right of use Asset	198.12	0.00
Financial Liabilities			Investment Property	3.64	3.70
(a) Borrowings	2.39	4.29	Other Intangible Assets	0.35	0.36
(b) Lease Liability	206.80	0.00	Investments	0.12	0.15
(c) Other Financial Liabilities	9.56	5.52	Other Financial Assets	0.72	0.13
Provisions	3.70	2.77	Loans	8.29	6.67
Other Non - Current Liabilities	4.33	2.73	Deposits with bank	0.00	0.00
<b>Current liabilities</b>	<b>104.56</b>	<b>95.52</b>	Deferred tax assets (Net)	18.92	16.90
Financial Liabilities			Other non-current assets	7.95	7.14
(a) Borrowings	33.60	34.56	<b>Current Assets</b>	<b>150.33</b>	<b>130.38</b>
(b) Trade Payables			Inventories	128.05	96.90
(i) Total ostd dues of micro & small	4.79	7.83	Investments	0.04	0.06
(ii) Total ostd dues of creditors other than above	33.67	41.30	Trade Receivables	4.52	18.45
(c) Lease Liability	18.19	0.00	Loans	0.76	0.56
(d) Other Financial Liabilities	8.52	7.53	Cash & Cash Equivalents	4.05	2.57
Provisions	3.03	2.36	Other Financial Assets	4.27	4.18
Other Current Liabilities	2.77	1.94	Current tax assets (Net)	1.10	0.23
<b>Total Equities &amp; Liabilities</b>	<b>449.41</b>	<b>225.13</b>	Other Current Assets	7.52	7.44
			<b>Total Assets</b>	<b>449.41</b>	<b>225.13</b>





# Company Overview





# Among Leading Retail Brands in India



## World class designing, manufacturing, branding and retailing of apparels

- Market apparels under Brands “CANTABIL”, “CROZO”, “LIL POTATOES”, “KANESTON”
- Presence across 16 states with 299 EBOs as on 30<sup>th</sup> June 2020
- Sales floor area - 3,22,963 sq. ft. as on Jun 30, 2020

## Wide and Diverse Product Portfolio

- Men’s wear - Formals, Casuals, Ultra Casuals, Woollen, Knitwear & Accessories
- Women’s Wear – Formals, Casuals, Woollen/Knitwear
- Kids Wear - Casuals

## State of Art Manufacturing Facility

- One owned manufacturing facility and two centralized warehouses to ensure seamless & timely logistics of quality products
- Current combined capacity - 10 Lakh pcs. of garments p.a. at Bahadurgarh factory
- Focus on customer requirement & high-quality product – driven by combination of strong vendor tie-ups for sourcing and job workers



## Robust Retail Network

- 299 Exclusive Brand Outlets
- Out of 299 EBOs - 220 stores are Company operated and 79 stores are Franchise operated
- Strong growing presence in tier 2 & 3 cities

## Reputed Clientele

- Raymond’s, Benetton, etc.

## Certifications & Awards

- Awarded “Best Quality Design Award” for 2008
- Awarded “Best Brand Award” in 2018



# Strong & Experienced Management Team



**Mr. Vijay Bansal**

**Chairman & Managing Director**

- Rich & vast experience in Apparel and Retail Business
- Founded, Promoted and launched Brand “Cantabil” in 2000
- Awarded “Delhi Udyog Ratan Award 2008” by Government of Delhi and “GLOBAL BUSINESS ICON” award by Hon’ble Union Minister of Science & Technology in June 2018



**Mr. Deepak Bansal**

**Whole Time Director**

- Graduate in mathematics from Delhi University
- 13+ years of experience in Retail Apparel Industry
- Responsible for marketing strategy and spearhead plans to expand
- Explore new markets & increasing retail footprint in India



**Mr. Basant Goyal**

**Whole Time Director**

- Graduate in Bachelor of Business Study from Delhi University
- Responsible for Production & overall Administration of Company



**Mr. Shivendra Nigam (FCA)**

**Chief Financial Officer**

- Commerce graduate and Chartered Accountant
- Extensive experience in Finance, Accounts, Administration, Management & Tactical planning and Regulatory compliances
- Responsible for ensuring financial, accounting compliances and reporting requirements



**Ms. Poonam Chahal (FCS, LLB)**

**Company Secretary**

- Holds Master’s degree in Commerce, degree in law and fellow member of ICSI
- 12 years of experience in Corporate Law, Securities Law, IPO, Due Diligence, Corporate Governance, Foreign Exchange Law & IPR
- Heads Legal and Compliance Department



# Key Strengths



## State of Art Infrastructure Facilities

- World class integrated manufacturing facility spread across 1.50 Lacs sq. ft. at Bahadurgarh, Haryana operating through Exclusive Brand Outlets
- All outlets at prime locations in respective markets

## Wide Apparel Range with Quality Garments

- Apparel range catering to wide customer base across all segments i.e. men's, ladies and kids
- Strong in-house design and research team
- Fabrics and Fabric designs made to order as per customers' need

## Reputed and Long-Term Clients

- Key marquee customers like Raymond's, Benetton etc.
- Focus on attaining highest level of customer satisfaction

## Robust Retail Presence

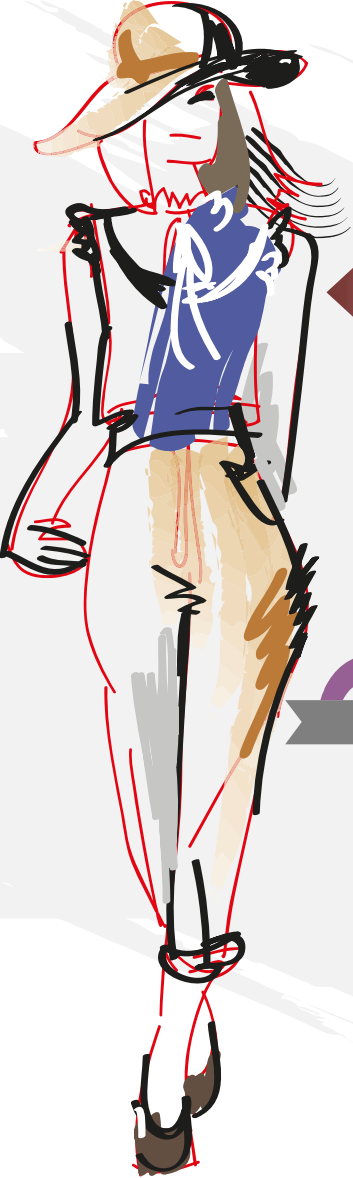
- Pan-India presence of 299 exclusive retail outlets with floor space of 3.23 lacs sq. ft across 16 states
- Strong growing presence in tier 2 & 3 cities

## Dynamic & Experienced Leadership

- Strong management team with rich experience in Textile Industry
- Dedicated and skilled employee base







**Business Overview**





# Our Brands



## “CANTABIL”

- Established brand with 20 years of growing acceptance
- Highly popular in middle class – approx. 300 stores across India



## “CROZO”

- Exclusive brand for ladies since 2012
- Complete & diverse range of fashion outfits for women - Shirts, Tops, Leggings, Kurtas, Kurtis, Capri, Pants, Jeans etc.

## “Lil’ Potatoes”

- Exclusive brand for kids from 3-14 years
- Comfortable clothing with high fabric quality and soft hand feel
- Exciting range of apparels- Shirts, T-shirts, denims, trousers, Culottes, dresses , tops, jeggings, shorts etc



## “KANESTON”

- Five years of experience in hosiery industries
- Well-known brand in men’s accessories like Innerwears, Belts, Socks, Ties, Handkerchief, Deo, etc.



# Our Brands contd...



**"CANTABIL"**



**"KANESTON"**



**"CROZO"**



**"Lil' Potatoes"**







## Manufacturing Plant - Haryana



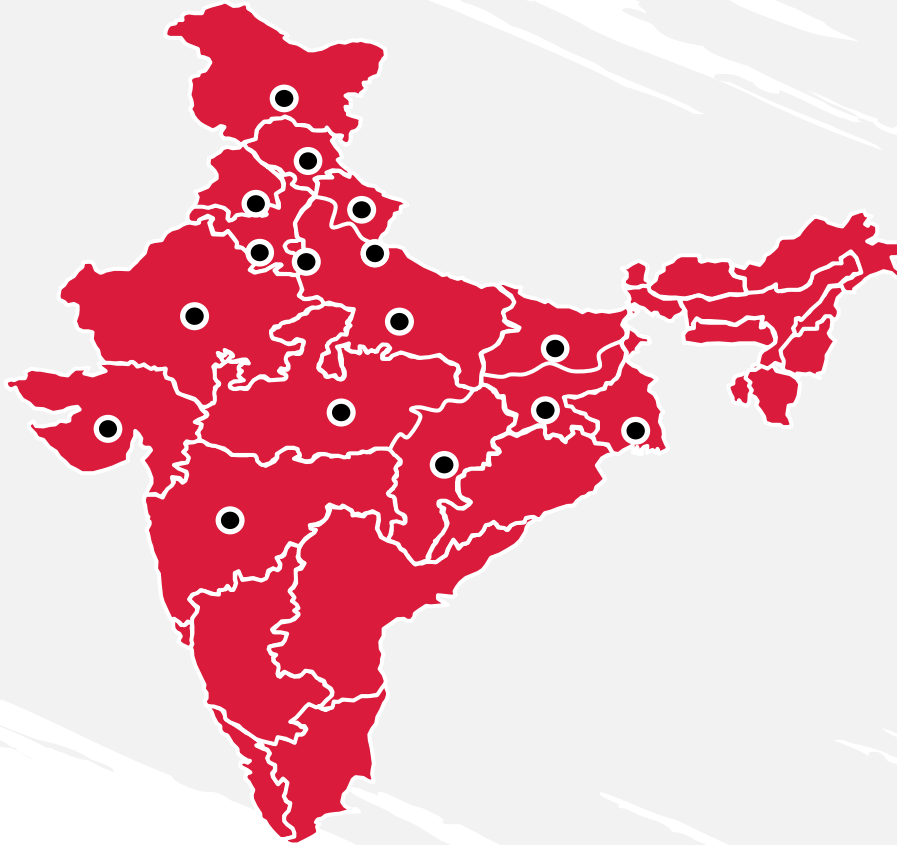
- State-of-art world class manufacturing plant across area of **1.50 Lacs sq. ft.** in Bahadurgarh, Haryana
- Fully integrated infrastructure and systems for modern manufacturing & retailing with complete automation - from cutting to manufacturing and finishing of formal and casual trousers, formal shirts & men's suits, waistcoats, blazers in formal, casual and party-wear range

- Current combined capacity to produce **10.00 Lac pcs.** of garments per annum - casual trousers of **3 lac pcs**, formal trousers of **2 lac pcs**, suits & jackets of **2 lac pcs** and shirts of **3 lac pcs**
- Equipped with best brand machines from **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**
- Space and scope to double existing capacity





# Pan India Presence



State	30 <sup>th</sup> Jun' 2020	31 <sup>st</sup> Mar' 2020
Bihar	4	4
Chhattisgarh	6	6
Delhi	54	55
Gujrat	19	19
Haryana	37	37
Himachal Pradesh	1	1
Jammu & Kashmir	6	6
Jharkhand	6	6
Maharashtra	37	38
Madhya Pradesh	5	5
Punjab	19	20
Rajasthan	44	44
Telangana	4	4
UP	48	48
Uttaranchal	7	7
West Bengal	2	2
<b>Total</b>	<b>299</b>	<b>302</b>

- Company's strategy to expand in tier 2 and 3 cities has proven to be successful
- It has crossed over 60% of last year's footfall even during these challenging times

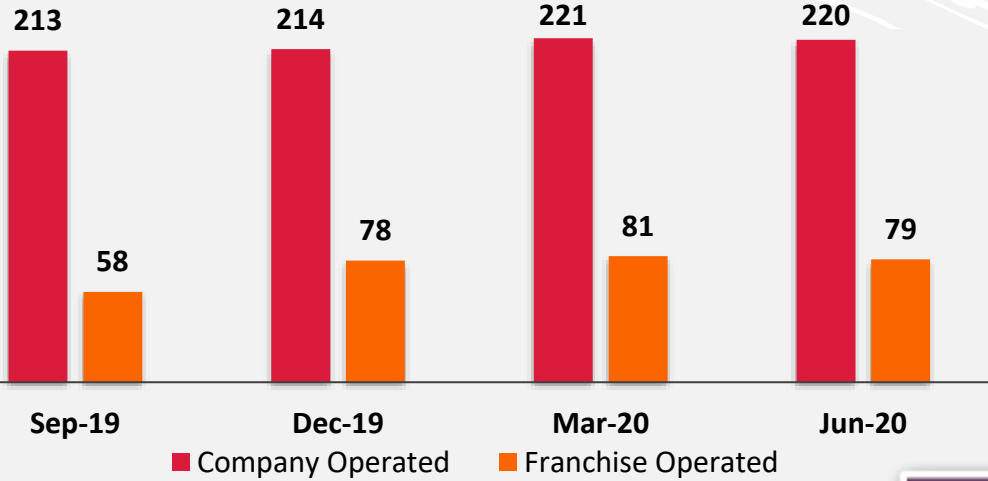


# Exclusive Brand Outlets

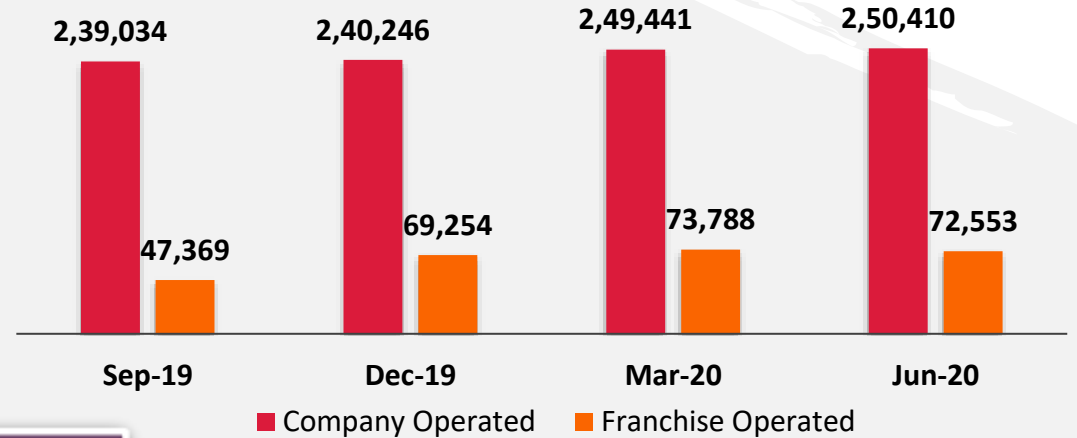


## Company & Franchise Operated

No. of Stores

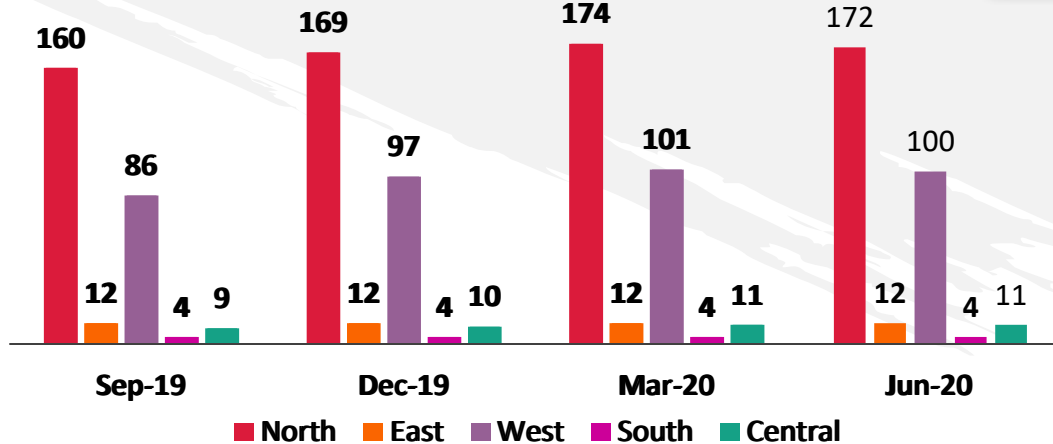


Floor Area

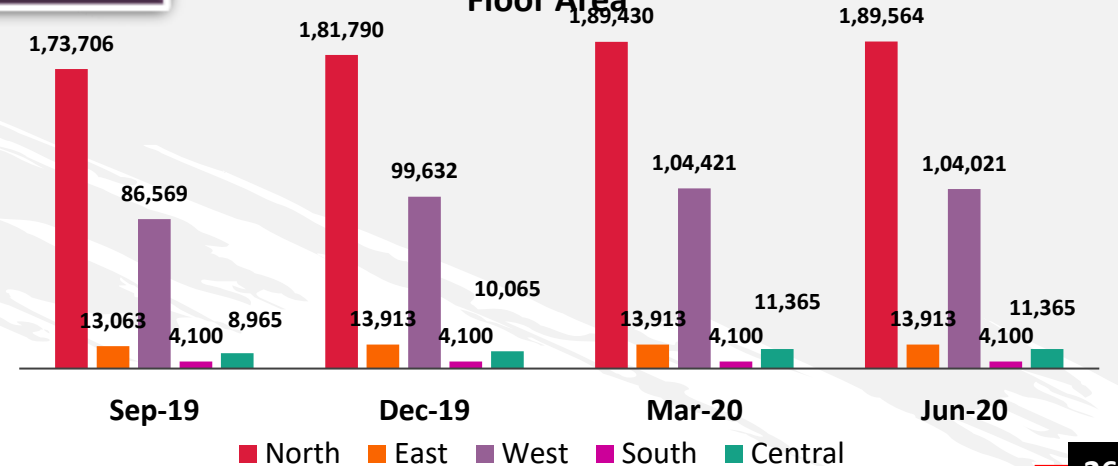


## Régional Distribution

No. of Stores



Floor Area

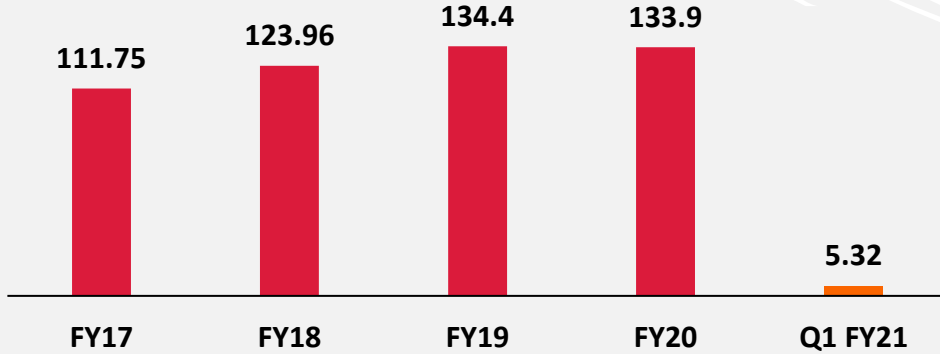




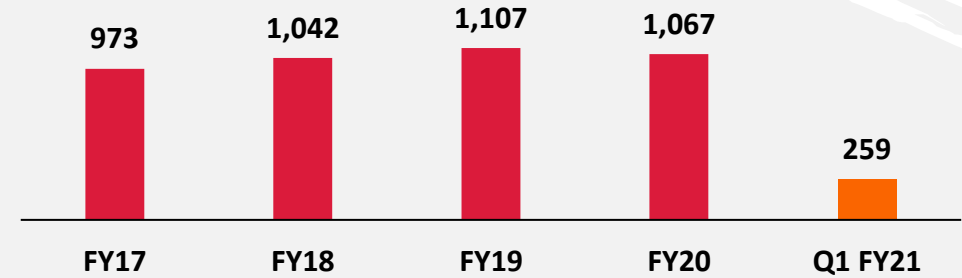
# Avg. Revenue Statistics



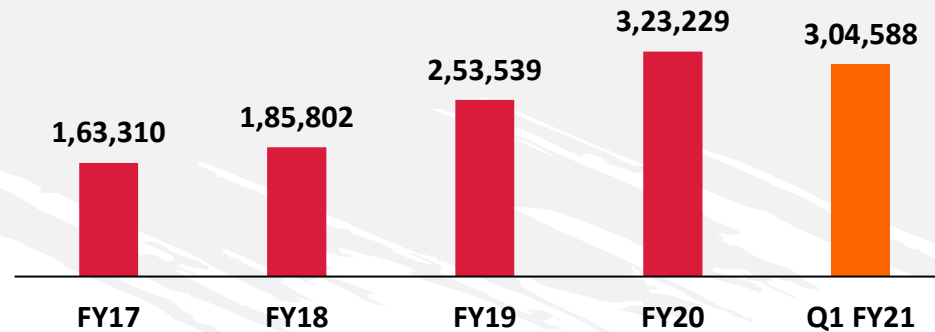
### Avg Gross Revenue per Store (in lacs)



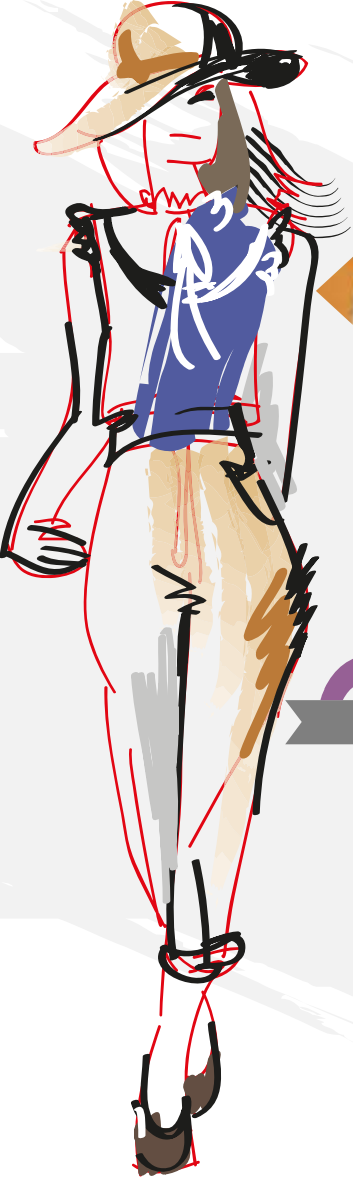
### Weighted Avg Gross Revenue per Sq.ft per month (in Rs.)



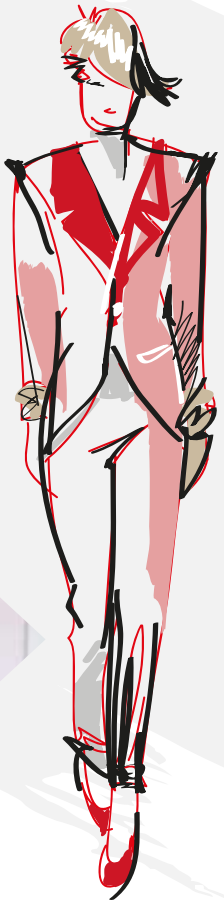
### Total sq. ft.



- Calculations based on stores opened till 30<sup>th</sup> June - 279 stores opened out of 299 stores in view of COVID-19
- Stores were functional on alternate days with reduced working hours in majority states



**Industry Overview**





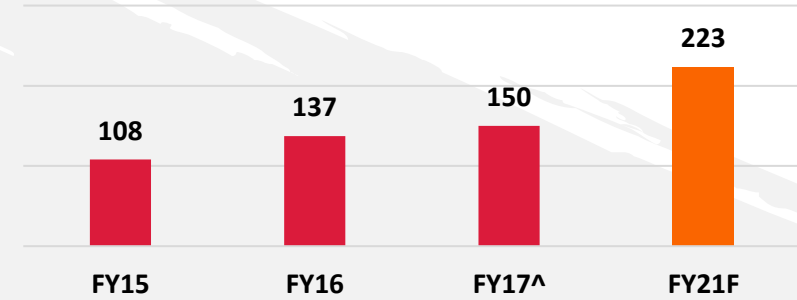


# Indian Apparel Industry

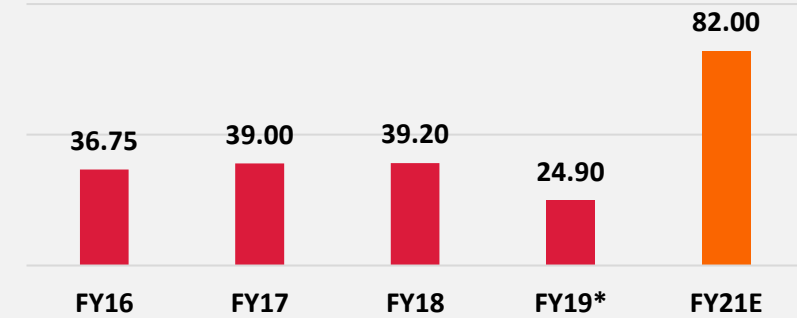


- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear and 21% kid's wear**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by 2025**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh Crores (USD 180 bn) by 2025**
- Fitness and healthcare concerns in youth to lead growth at **high CAGRs of 14%, 14% and 12% in denim, active wear and t-shirts respectively**
- Women's wear - Expected to grow at **CAGR of 9.9%** to reach **US \$44 bn in 2026**
- Urban areas witnessing clear shift in Women's Wear- from saree to salwar kameez, kurti's, shirts, tops, trousers and denims – expected to remain high growth product categories & **grow at CAGR of 12-16%**
- Significant opportunity in branded kid's wear as currently less number of players in India - expected to reach **Rs. 1,57,000 Crores by 2025 at CAGR of approx. 10-11%**
- Due to COVID-19, Indian textile industry fell – yarn and readymade garments exports **fell by 90% during April 2020**
- To survive pandemic – **about 15-20% of over 8000 exporters** in the country have resumed operations with **25-30% workforce**
- Export demand to fall further – **US and Europe account for 60% of exports**

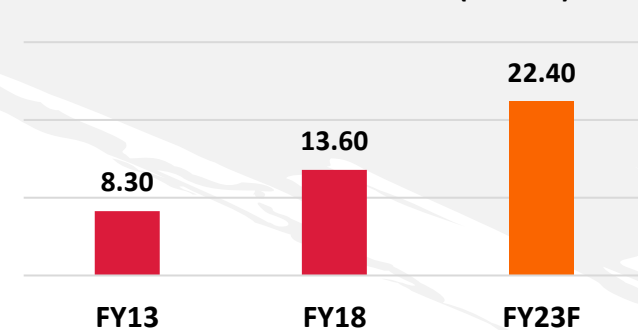
Textile and apparel industry in India (US\$ bn)



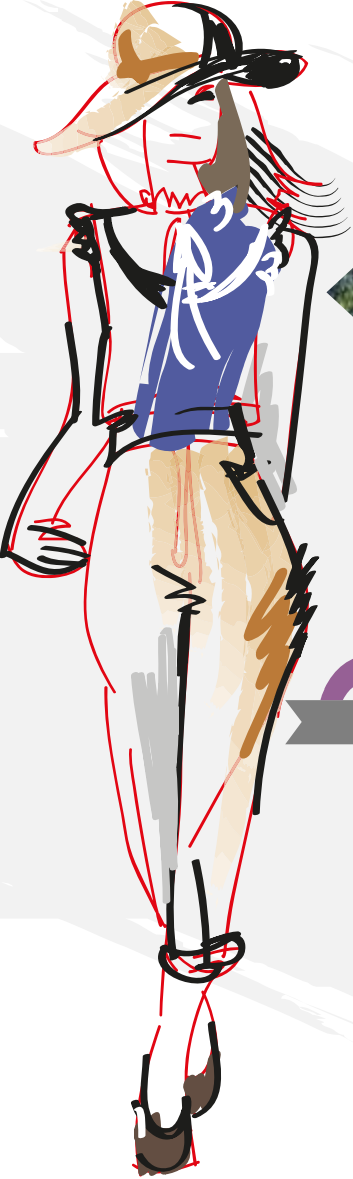
Textiles and apparel exports from India (US\$ bn)



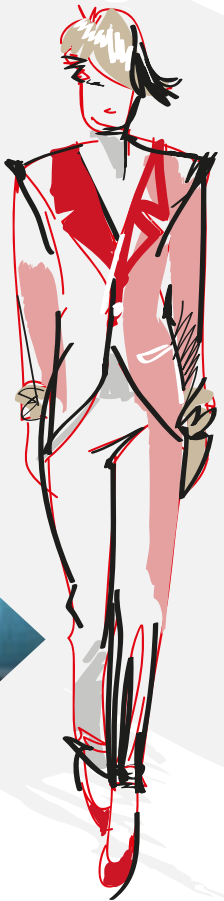
Kids Wear Market in India (US\$ bn)



Notes: E – Estimate, F – Forecast, ^ - as of November 2017, \* - between April–November 2018, / Source : IBEF



**Way Ahead**





# Way Ahead



## Increasing Retail Presence – focus on tier 2 and tier 3 cities

- Planned and phased expansion to open new stores (on account of COVID impact)
- Expand ladies brand store network to 200 stores from existing 165 over coming years
- Enhancing shopping experience by providing 'Best Brand Mix
- Deeper penetration in tier 2 & 3 cities



## Enhancing manufacturing capacities

- Right selection of property with building brand which includes strongest basic parameters of product – to enhance customer loyalty
- Further space and scope to gradually add equal quantity to existing capacity as per increase in demand by sizeable numbers



## Reduction of operational costs and achieving efficiency

- Focus on areas to reduce costs and achieve efficiencies in order to remain competitive
- Reduce wastage and control fabrication on production floor through effective supervision



## Widening customer base, Adding new markets and Increasing wallet share

- Growing market opportunities available - endeavor to grow business by adding new customers in existing markets and increasing wallet share of existing customers by adding more product lines
- Increasing geographical presence - identifying new markets in India - expand and enhance across all own brands



# Disclaimer



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