



**Media Release**

**Current total number of stores - 360**

**9MFY22 Revenue at Rs.250.10crore**

**9MFY22 EBITDA (w/o IND-AS 116 effect) at Rs. 53.11crore**

**9MFY22 EBIDTA Margin (w/o IND-AS 116 effect) at 21.24%**

**9MFY22 PAT (w/o IND-AS 116 effect) at Rs 32.48 crore**

**9MFY22 PAT Margin (w/o IND-AS 116 effect) at 12.99%**

**Delhi, 1<sup>st</sup> February 2022:** 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 31<sup>st</sup>, 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	Q3 FY22 (With IND-AS 116)	Q3FY22 (W/O IND-AS 116)	Q3 FY21 (With IND-AS 116)	Q3FY21 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q2 FY22
Revenue from Operations	131.72	131.72	97.50	97.50	35.09%	35.09%	89.61
EBIDTA*	47.74	37.48	24.56	17.60	94.39%	112.89%	23.40
EBITDA Margin (%)	36.24%	28.45%	25.19%	18.06%	1105 bps	1039 bps	26.11%
PAT	23.71	24.67	10.13	11.41	134.08%	116.25%	7.77
PAT Margin (%)	18.00%	18.73%	10.39%	11.70%	761 bps	703 bps	8.67%
Basic EPS	14.52	15.11	6.20	6.99	134.19%	116.17%	4.76

\*excluding other income



## Cantabil Retail India Limited

Particulars	9M FY22 (With IND- AS 116)	9MFY22 (W/O IND- AS 116)	9M FY21 (With IND- AS 116)	9MFY21 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue from Operations	250.10	250.10	158.81	158.81	57.48%	57.48%
EBIDTA*	77.20	53.11	34.96	19.34	120.81%	174.67%
EBITDA Margin (%)	30.87%	21.24%	22.01%	12.18%	886 bps	906 bps
PAT	29.93	32.48	2.38	9.16	1156.68%	254.53%
PAT Margin (%)	11.97%	12.99%	1.50%	5.77%	1047 bps	722 bps
Basic EPS	18.33	19.89	1.46	5.61	1155.48%	254.55%

\*excluding other income

### Performance Highlights with IND-AS 116 for the quarter ended December 31<sup>st</sup>, 2021:

- Revenue from operations was at **Rs. 131.72crore in Q3 FY22** as against Rs. 97.50crore in Q3 FY21 YoY increase of 35.09% mainly due to higher ticket size & basket size along with increasing footfalls and newly opened stores
- EBITDA (excluding other income) stood at **Rs. 47.74crore**
- EBITDA Margin was **36.24%**
- Profit After Tax was at **Rs. 23.71crore**
- PAT Margin was **18.00%**
- Basic EPS stood at **Rs. 14.52**

### Performance Highlights W/O IND-AS 116 for the quarter ended December 31<sup>st</sup>, 2021:

- EBITDA (excluding other income) stood at **Rs. 37.48crore in Q3 FY22** as against Rs. 17.60 crore in the Q3 FY21 YoY increase of 112.89%, mainly due to higher gross margins on account of lower discount on sales, higher capacity utilization leading to greater operational efficiency
- EBITDA Margin in **Q3 FY22 was 28.45%** as against 18.06% in Q3 FY21, increase of 1039bps



- Profit After Tax was at **Rs.24.67 crore in Q3 FY22** as against Rs. 11.41 crore in Q3FY21
- PAT Margin was **18.73% in Q3 FY22** as against 11.70% in Q3 FY21, an increase of 703bps
- Basic EPS stood at **Rs. 15.11**

**Performance Highlights with IND-AS 116 for nine-months ended December 31<sup>st</sup>, 2021:**

- Revenue from operations was at **Rs. 250.10 crore in 9M FY22** as against Rs.158.81 crore in 9M FY21 YoY increase of 57.48% -mainly due to increasing footfalls because of better consumer sentiment due to improvement in COVID
- EBITDA (excluding other income) stood at **Rs. 77.20 crore**
- EBITDA Margin was **30.87%**
- Profit After Tax was at **Rs. 29.93 crore**
- PAT Margin was **11.97%**
- Basic EPS stood at **Rs. 18.33**

**Performance Highlights W/O IND-AS 116 for nine-months ended December 31<sup>st</sup>, 2021:**

- EBITDA (excluding other income) stood at **Rs. 53.11 crore in 9M FY22** as against Rs. 19.34 crore in the 9M FY21 YoY increase of 174.67%, on account of better performance in this quarter, higher capacity utilization better, gross margins, and incremental sales with lower discounts
- EBITDA Margin in **9M FY22 was 21.24%** as against 12.18% in 9M FY21, increase of 906 bps
- Profit After Tax was at **Rs. 32.48 crore in 9M FY22** as against Rs. 9.16 crore in 9M FY21
- PAT Margin was **12.99% in 9M FY22** as against 5.77% in 9M FY21, an increase of 722 bps
- Basic EPS stood at **Rs. 19.89**



## Cantabil Retail India Limited

### Management Comment:

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

*"We have recorded a sales revenue of Rs. 131.72 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 37.48 crores and Rs. 24.67 crores respectively for this quarter and for nine-months ended we recorded a revenue of Rs. 250.10 crores with EBITDA and PAT (w/o IND-AS 116) of 53.11 crores and Rs. 32.48 crores respectively. This is mainly on account of higher utilization, better gross margins, increasing footfalls and lower discount on sales.*

*As for this quarter we have opened a total of 21 new stores – in sync with our medium-term growth plan along with better shopping experience and higher customer satisfaction. We plan to continue focusing on expanding our network of stores and increasing per-store sales and efficiencies. This quarter also benefited due to festival and wedding season in the country, increasing sales of clothes catering to such events. The Company has a total of 360 stores as on 31st December 2022.*

*Overall, we remain focused on creating value for our stakeholders and managing the business for the long term to transform our business and our ways of working. I am thankful to the entire team at CRIL for overcoming gripping uncertainties and delivering good results."*

### 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 360 Exclusive Brand Outlets (EBOs) in 18 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/](http://www.cantabilinternational.com/)

<p><i>Company:</i></p> <p><b>Mr. Shivendra Nigam</b></p> <p>Cantabil Retail India Limited</p> <p>E-mail: <a href="mailto:shivendra.nigam@cantabilinternational.com">shivendra.nigam@cantabilinternational.com</a></p>	<p><i>Investor Relations:</i></p> <p><b>Mr. Amit Sharma</b></p> <p><b>Ms. Disha Shah</b></p> <p>Bridge Investor Relations Pvt. Ltd.</p> <p>Email: <a href="mailto:amit@bridge-ir.com">amit@bridge-ir.com</a></p> <p><a href="mailto:disha@brigde-ir.com">disha@brigde-ir.com</a></p>
---	--

**Note:** Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.