



August 13, 2021

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

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

BSE Scrip Code- 533267

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

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

Fax No.: 022-26598237/38

Sub: Outcome of 305th Board Meeting held on 13th August 2021

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 305th meeting held on Friday, 13th day of August, 2021 commenced at 12:00 Noon and concluded at 2:30 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 30th June, 2021.
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 30th June, 2021 in the prescribed format issued by Auditors of the Company.
3. Appointment of M/s Grant Thornton India LLP as the Internal Auditor of the Company for the Financial Year 2021-22 pursuant to Section 138 of the Companies Act, 2013.



CANTABIL RETAIL INDIA LTD.



4. Investors Presentation and Media Release is also attached.

Further information as per regulation 30 of the Listing Regulation for appointment of Internal Auditor is provided as under;

Name of the firm/LLP	M/s Grant Thornton India LLP
Reason for Change	Re-Appointment
Brief Profile	Grant Thornton in India is one of the largest assurance, tax, and advisory firms in India. The firm provides robust compliance services and growth navigation solutions on complex business and financial matters through focused practice groups. The firm has extensive experience across a range of industries, market segments, and geographical corridors.
Date of Appointment	w.e.f 13th August 2021
Disclosure of relationships between Directors	Not related to any Director/KMP of the Company

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 No. 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, 2021

(₹ In Lakhs unless otherwise stated)

Particulars	Quarter Ended			Year Ended
	June 30, 2021	March 31, 2021	June 30, 2020	March 31, 2021
	Un-audited	Audited	Un-audited	Audited
I Income				
Revenue from Operations	2,876.75	9,282.89	1,281.39	25,164.38
Other Income	691.55	214.88	598.42	1,678.04
Total Income	3,568.30	9,497.77	1,879.81	26,842.42
II Expenses				
Cost of Materials Consumed	1,055.19	1,844.38	410.25	4,982.04
Purchase of Stock-in-Trade	496.92	1,288.50	75.17	3,368.14
Change in inventories of Finished Goods, Work in Progress and Stock-in-Trade	(973.67)	200.93	(296.36)	427.59
Employee Benefit Expense	815.83	1,467.69	422.68	4,158.48
Finance Cost	571.83	631.46	619.87	2,479.67
Depreciation and Amortisation Expense	941.68	995.01	1,008.48	3,908.92
Job Work Charges	192.09	584.14	161.97	1,686.11
Rent	42.39	60.22	40.46	167.32
Commission	197.85	598.28	103.43	1,650.87
Other Expenses	444.21	798.69	307.81	2,787.57
Total Expenses	3,784.33	8,469.30	2,853.77	25,616.73
III Profit before exceptional items and tax (I - II)	(216.03)	1,028.47	(973.96)	1,225.69
IV Exceptional Items	-	-	-	-
V Profit before tax (III-IV)	(216.03)	1,028.47	(973.96)	1,225.69
VI Tax Expenses :				
Current Tax	-	179.86	-	214.90
Current Tax - MAT availment / (Credit)	-	186.51	-	470.68
Deferred Tax (Assets) /Liability	(61.11)	(66.16)	(268.17)	(357.18)
Tax adjustment related to earlier years		-		(69.10)
VII Profit for the period from continuing operations (V-VI)	(154.91)	728.26	(705.79)	966.39
VIII Other Comprehensive Income (OCI) : (Items that will not be re-classified to profit & loss)				
Remeasurements of defined benefit plan (Net of Tax)	(17.42)	(5.39)	(33.07)	(42.29)
IX Total Comprehensive Income for the period after Tax (VII+VIII)	(172.33)	722.87	(738.86)	924.10
X Paid-up Equity Share Capital-Face Value ₹ 10/- each	1,632.76	1,632.76	1,632.76	1,632.76
XI Reserve excluding Revaluation Reserves				10,771.67
XII Earnings Per Share (EPS) in ₹ (Not Annualized)				
(a) Basic	(0.95)	4.46	(4.32)	5.92
(b) Diluted	(0.95)	4.46	(4.32)	5.92

See accompanying notes to the standalone un-audited results

13



Notes:

- 1 The above unaudited financial results for the quarter ended June 30, 2021 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on August 13, 2021. 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 monitor 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 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, 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, during the quarters ended 30th June 2021, 31st March 2021, 30th June 2020 and year ended 31st March 2021 the Company has negotiated rent concessions of Rs. 607.61 lakhs, Rs. 183.51 lakhs, Rs. 465.06 lakhs and Rs. 1374.67 lakhs respectively and the same has been recognised in the statement of profit and loss as part of other income.
- 5 Due to outbreak of 2nd wave of Covid-19 pandemic in the month of April' 21, 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 June 2021 as per the guidelines issued by 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 figures of the previous periods (quarter/year) have been regrouped/ rearranged/ reclassified wherever considered necessary.

Place: New Delhi
Date: August 13, 2021

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 & www.nseindia.com) and on the Company's website www.cantabilinternational.com



ANS K & ASSOCIATES

CHARTERED ACCOUNTANTS

OFFICE : 414, RG Trade Tower, Netaji Subhash Place

Pitampura, New Delhi-110034

OFFICE NO. 011-46010089

EMAIL :amccorporateservices@gmail.com

Independent Auditor's Review Report on Standalone Unaudited Quarterly Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To,

THE BOARD OF DIRECTORS
CANTABIL RETAIL INDIA LIMITED

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of Cantabil Retail India Limited ('the Company') for the quarter ended 30 June 2021 being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. 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. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion



A N S K & ASSOCIATES

CHARTERED ACCOUNTANTS

OFFICE : 414, RG Trade Tower, Netaji Subhash Place

Pitampura, New Delhi-110034

OFFICE NO. 011-46010089

EMAIL :amccorporateservices@gmail.com

-
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of standalone 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) Regulation, 2015 (as amended) including the manner in which it is to be disclosed, or that it contains any material misstatement.
 5. We draw attention to Note no. 5 of the Statement, as regards to the management evaluation of impact of COVID - 19 on the future performance of the Company. Our conclusion on the Statement is not modified in respect of this matter

For A N S K & Associates.

Chartered Accountants

Firm's Registration No. 026177N

AKHIL
MITTAL

Digitally signed
by AKHIL MITTAL
Date: 2021.08.13
12:10:13 +05'30'

(CA Akhil Mittal)

Partner

M.No. 517856

Date: 13.08.2021

Place: New Delhi

UDIN: **21517856AAAAAG7532**

21st June 2021

Cantabil Retail India Limited
B-16, Lawrence Road,
Industrial Area, New Delhi
Tel: +91-11-27156381

Grant Thornton Bharat LLP
(formerly Grant Thornton India LLP)
21st Floor, DLF Square Jacaranda
Marg, DLF Phase II, Gurugram -
122002
Haryana, India
T +91 124 462 8000
F +91 124 462 8001

To,

**The Audit Committee,
Cantabil Retail India Limited**

Sub: Consent Letter for conducting internal audit of Cantabil Retail India Limited for the financial year 2021-22.

We are pleased to accept to act as internal auditors under **Section 138** of the Companies Act 2013.

1. It is understood and agreed that GT shall provide the services to Cantabil as mutually agreed by both the parties, which will be documented in separate Engagement Letter. Any variation/ modification/ amendments shall be in writing and duly executed by the authorized signatory of each party.
2. GT will perform the services in accordance with the applicable standards of professional conduct.
3. GT shall provide the services to Cantabil as an independent entity and not as the Cantabil's employee, agent, partner or joint venture.
4. GT's fees to conduct the audit and frequency of billing (along with the credit period) has been mutually agreed with the management.

We confirm that we have understood the contents of this letter and agree that it accurately reflects my/our fair understanding.

Thanking you,

For Grant Thornton India LLP



**Aashish Kumar Gupta
Partner**



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 was 2.91%**as against (13.12%)in Q1 FY21, increase of 1603bps 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 Margin was **(3.18%) in Q1 FY22**as against (22.15%) in Q1 FY21, an increase of 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 to 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:

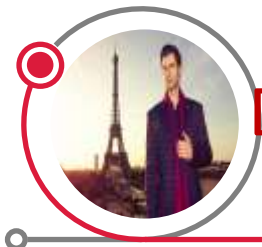
For further information please contact: www.cantabilinternational.com/

<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@bridge-ir.com</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.

Cantabil Retail India Limited
Result Update Presentation
Q1 FY22





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.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.



Table of Contents

01

Financial Highlights



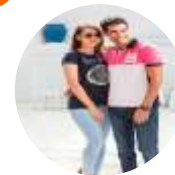
02

Company Overview



03

Business Overview



04

Industry Overview



05

Way Ahead





Financial Highlights



Management Comment



**Commenting on the results,
Mr. Vijay Bansal, Chairman & Managing
Director, 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.

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 CRIL 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."



Who We Are?



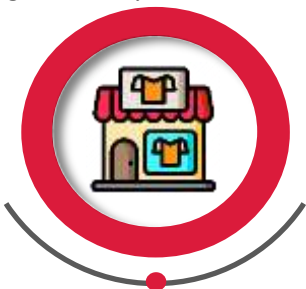
- Company was established in year 1989, is in business of designing, manufacturing and retailing of readymade garments with 20 year long well established success story in Mid Premium Segment
- Company has state of art fully integrated production facility spread over 3 acre plot with 1.5L Sq. ft. of floor area in Bahadurgarh, Haryana equipped with imported and latest technology machines, which has capacity to produce 10L garments per annum – it is one of most specialized suit plant in India
- Cantabil believes in Value for Money and offers high quality latest fashion apparel at affordable pricing – ‘Cantabil’ is one of preferred brand among millennials and aspirational class
- Cantabil caters to all three segments and wide range of products under one roof in Men’s category like Shirts - formal/casual, Trouser, Denim, Suit, Blazer, Jacket, Woollen & Accessories, Ladies wear and Kids wear to make it complete family brand
- Brand presence in 17 States, 150 + Cities and 325 profit making exclusive brand outlets with 3.60 L sq. ft. of retail space – with expanding presence in Tier I cities, large expansion in Tier II and Tier III cities and yet untapped area offers 3-4X wide scope of expansion of Retail footprints Pan India
- Company has also entered into E-commerce space through Market place model with leading players like Flipkart, Amazon, Snapdeal, Myntra, Ajio etc. - offering enormous scope of expansion beyond physical geographies
- Company has very fine balance of manufacturing, fabrication and FOB procurement to fulfil its complete production requirement due to its long and strong tie-ups with dedicated fabricators and trading vendors for FOB procurements
- Company’s strong financials has made it viable for expansion and opening of new stores through internal accruals only without increasing debt
- Company has been allotted “BBB+ outlook Stable” rating from ICRA even under most complex times of Covid
- Company’s compliance oriented approach - all operations are under surveillance of reputed Independent Auditors - Statutory Audit, Secretarial Audit, HR Audit and Inventory Audits. Grant Thornton (GT), one of top rated Auditors/consultants are Internal Auditors of the Company
- Company has also become a Dividend paying entity and distributed interim dividend of 10% of face value for FY21



COVID-19 Impact on Business



- Sharp reduction of footfalls in multiple geographies and gradual closure in areas highly affected
- Last week of March 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
- 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 ~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



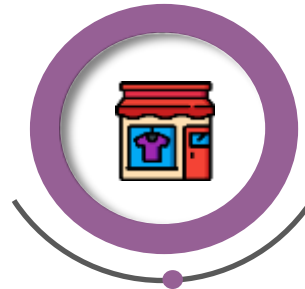
March – May'20

June – July'20



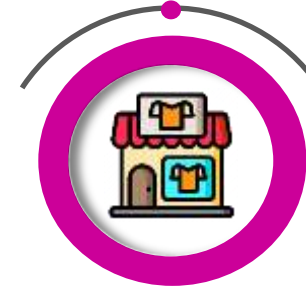
- Stores opened on alternate days and for certain hours depending on area wise restrictions
- Malls could open, hence majority of stores in malls are now open
- Over 285 stores were operational by the end of July

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



August – March'21

April – May'21



- Sudden increase in cases from mid April, gradually spreading across country
- State wise lockdown as per State Govt orders
- Most of the states ordered operations of only essential services leading to store closures
- As of now only 180 stores are operational – 4 hours daily basis
- These stores are open on alternate days basis odd and even days

- As of now 320 stores are open across the country on weekdays only with restrictions in working hours depending on state wise rules
- Gradual movement to normalcy due to reduction in fear of COVID-19



June'21 Onwards



Progressive continual recovery in operational store count and sales

Store Opening

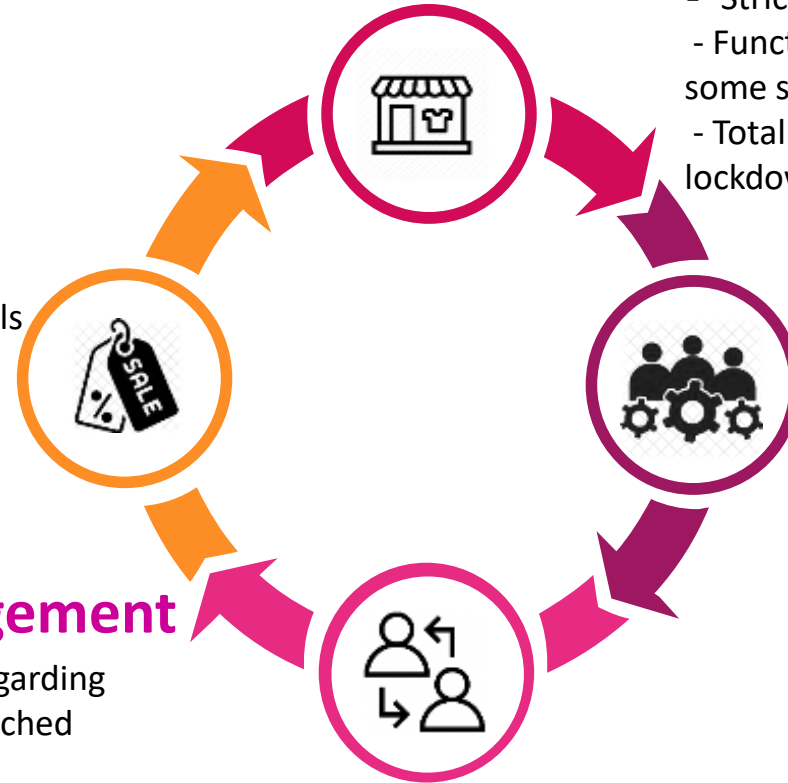
- As of now 320 stores are operational
- Strict adherence to state-wise norms:
 - Functional on alternate days for reduced working hours, some stores open on odd days and some on even days
 - Total store closure on weekends – states where weekend lockdown still continues

Operations

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

Sales

- Stores in areas less impacted by COVID are normalizing, gradual increase in sales to be followed
- Sales in high street markets are more than malls



Continued Consumer Engagement

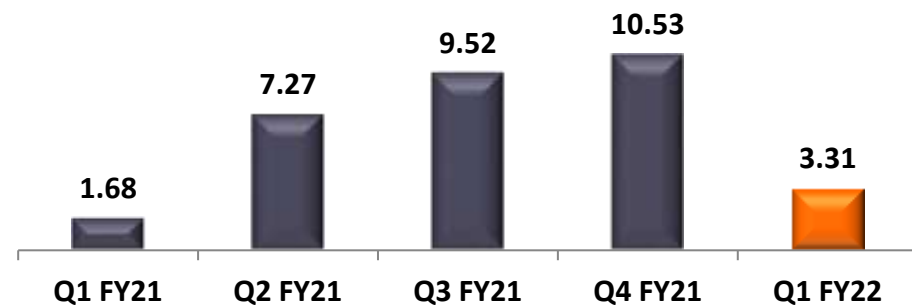
- Continuous updates given to customers regarding deals and new products and designed launched through SMS campaign
- Customers are also educated about all necessary precautions taken at store



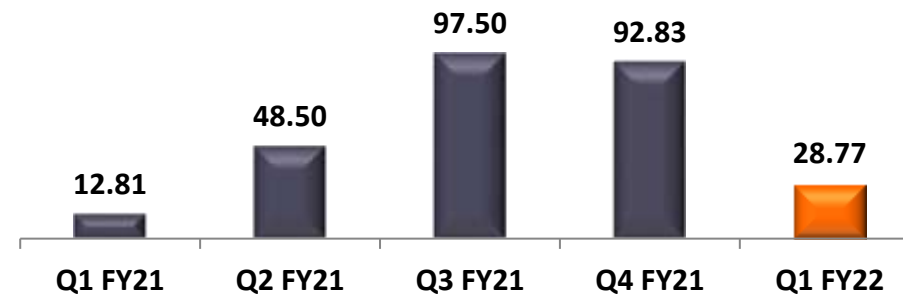
Financial Highlights



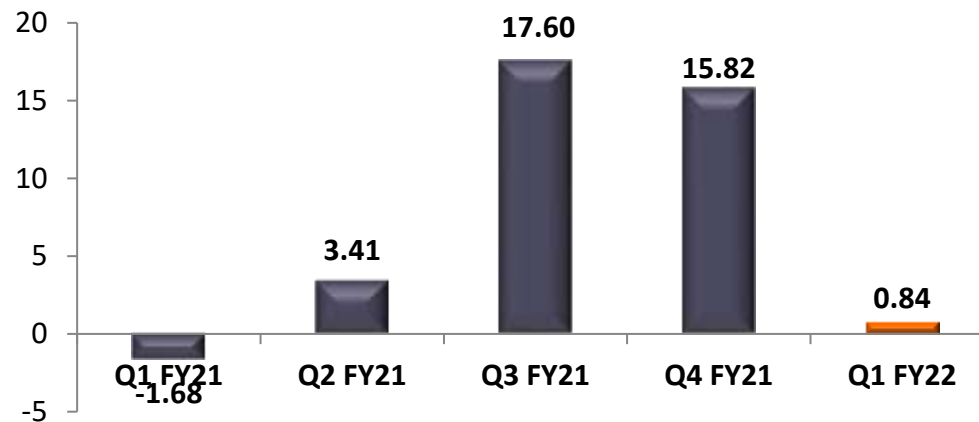
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)*



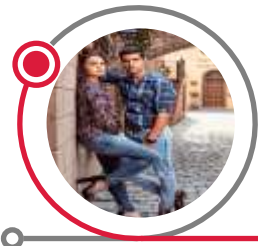
*EBITDA numbers are without taking into account IND-AS 116 effect

Financial Highlights

Rs. Cr	Q1 FY22* (With IND-AS 116)	Q1 FY22 (W/O IND-AS 116)	Q1 FY21* (With IND-AS 116)	Q1 FY21 (W/O IND-AS 116)	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)	Q4 FY21* (With IND-AS 116)
Revenue from Operations	28.77	28.77	12.81	12.81	124.50%	124.50%	92.83
Raw Materials	5.78	5.78	1.89	1.89			33.34
Employee Cost	8.16	8.16	4.23	4.23			14.68
Job Work Charges	1.92	1.92	1.62	1.62			5.84
Lease Rentals	0.42	5.37	0.40	2.54			0.60
Commission	1.98	2.25	1.03	1.14			5.98
Other Expenses	4.44	4.44	3.08	3.08			7.99
Total Expenditure	22.71	27.93	12.25	14.50			68.43
EBITDA	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%
Other Income	6.92	0.84	5.98	1.30			2.15
Depreciation	9.42	2.18	10.08	2.30			9.95
Interest	5.72	0.76	6.20	1.10			6.31
Profit Before Tax	(2.16)	(1.26)	(9.74)	(3.79)			10.28
Tax	(0.61)	(0.35)	(2.68)	(0.95)			3.00
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 in Rs.	(0.95)	(0.56)	(4.32)	(1.74)	78.01%	67.82%	4.46

- This quarter witnessed higher sales volume on account of reducing fear of COVID and gradual movement of activities towards normalization which led to increase in Revenue by 124.50%
- Revenue also includes sales from e-commerce
- Increase in EBITDA Margins mainly on account of higher utilization, increasing footfalls and incremental sales volume

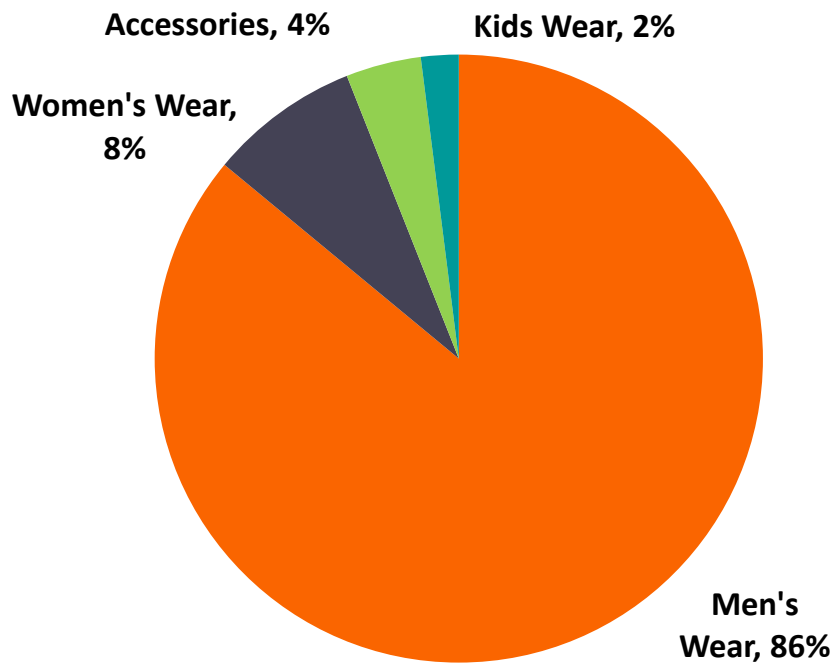
*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.



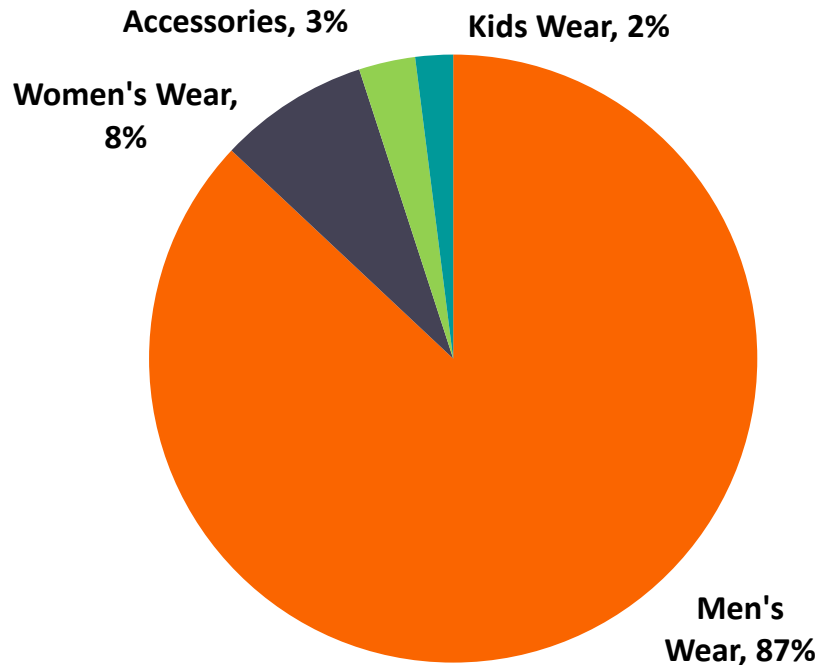
Revenue Break Up – Segmental



Q1 FY21



Q1 FY22



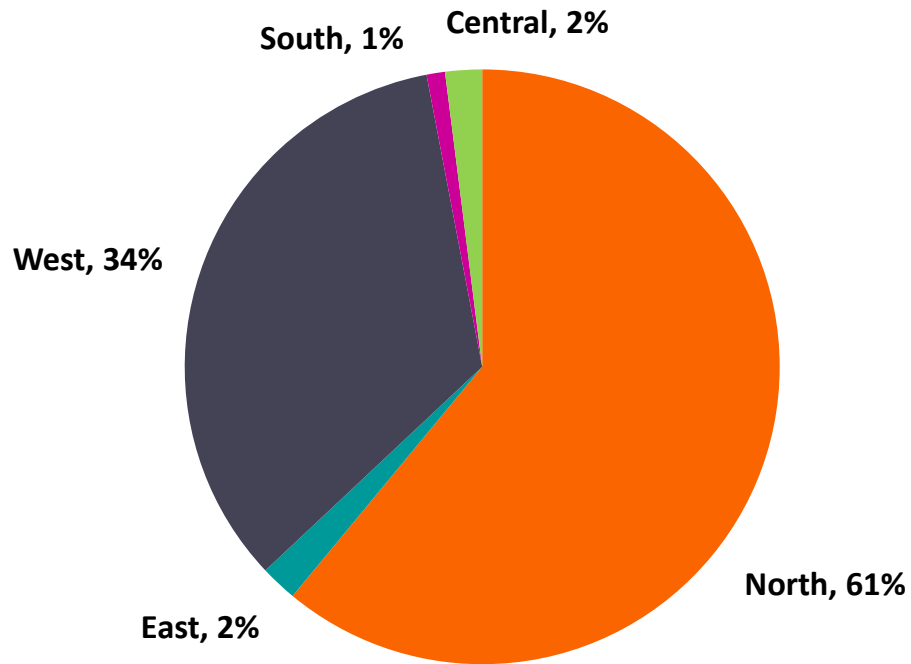
Entered e-commerce market as well – contributing approx. 2% to revenue



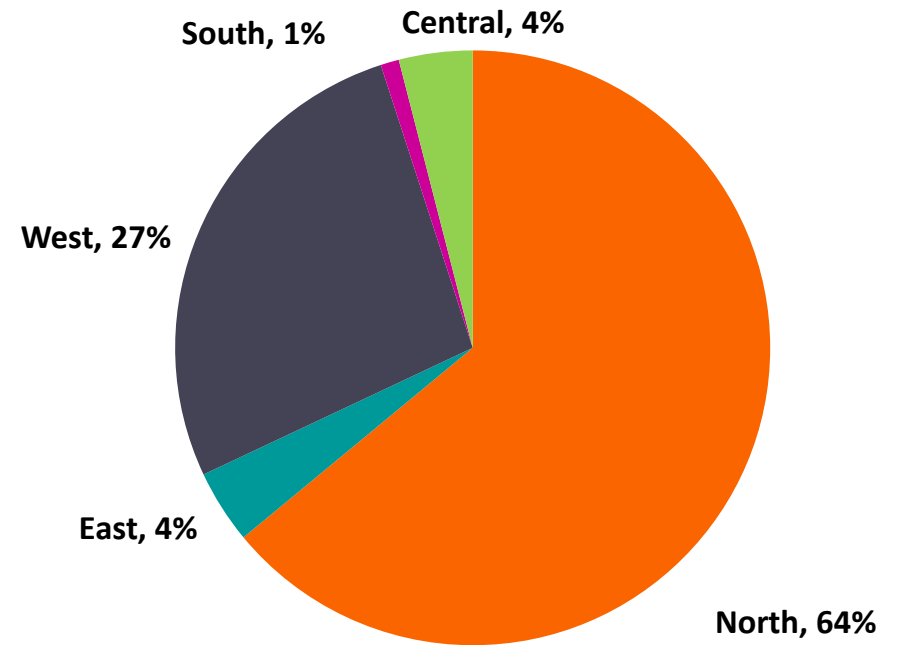
Revenue Break Up – Regional



Q1 FY21



Q1 FY22



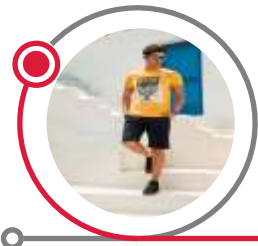
Financial Highlights



Rs. Cr	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%)
Raw Materials	87.78	87.78	119.06	119.06		
Employee Cost	41.58	41.58	59.94	59.94		
Job Work Charges	16.86	16.86	28.95	28.95		
Lease Rentals	1.67	24.67	1.45	37.55		
Commission	16.51	17.71	15.76	18.15		
Other Expenses	27.88	27.88	28.14	28.14		
Total Expenditure	192.28	216.48	253.30	291.78		
EBITDA	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
Other Income	16.78	3.03	4.18	4.18		
Depreciation	39.09	9.49	44.19	10.41		
Interest	24.80	4.88	20.71	6.92		
Profit Before Tax	12.26	23.82	24.01	33.10		
Tax	2.59	5.96	7.58	10.23		
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 in Rs.	5.92	10.94	10.06	14.01	(41.15%)	(21.91%)

- Revenue also includes sales from e-commerce
- Nationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21 weighed upon full year revenue
- EBITDA has declined mainly due to drop in Revenue
- Tier 2 and Tier 3 cities have shown smart recovery along with Tier 1 cities as Tier 1 cities continue to stay affected by COVID impact
- Company repaid entire term loan and now stands at minimum borrowing level

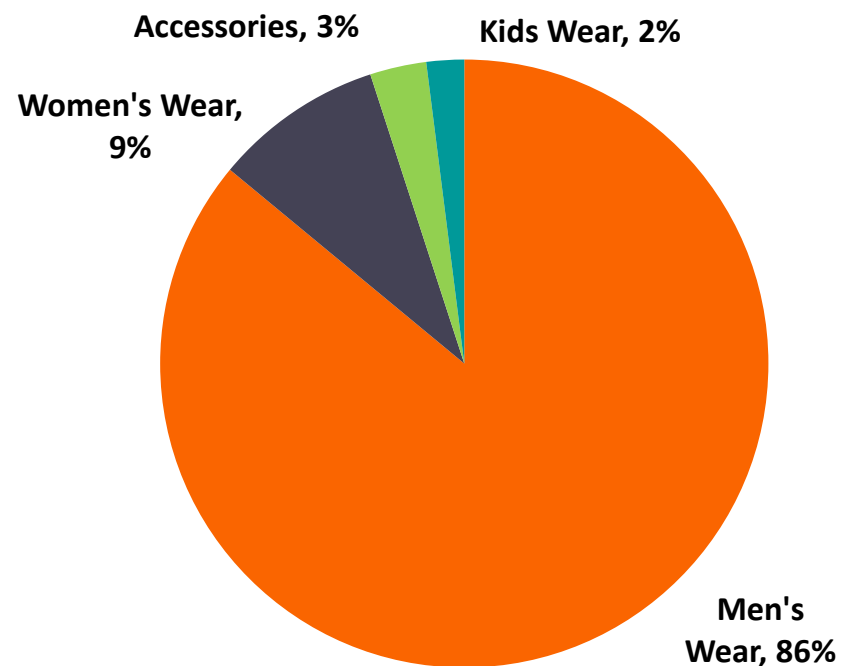
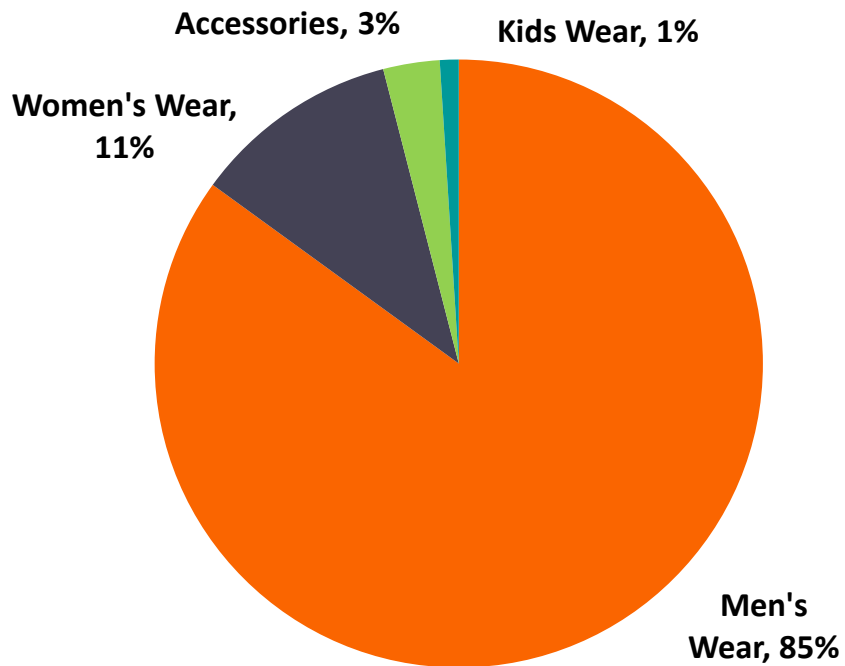
*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.



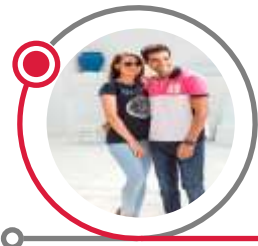
Revenue Break Up – Segmental

FY20

FY21



Entered e-commerce market as well – contributing approx. 1% to revenue

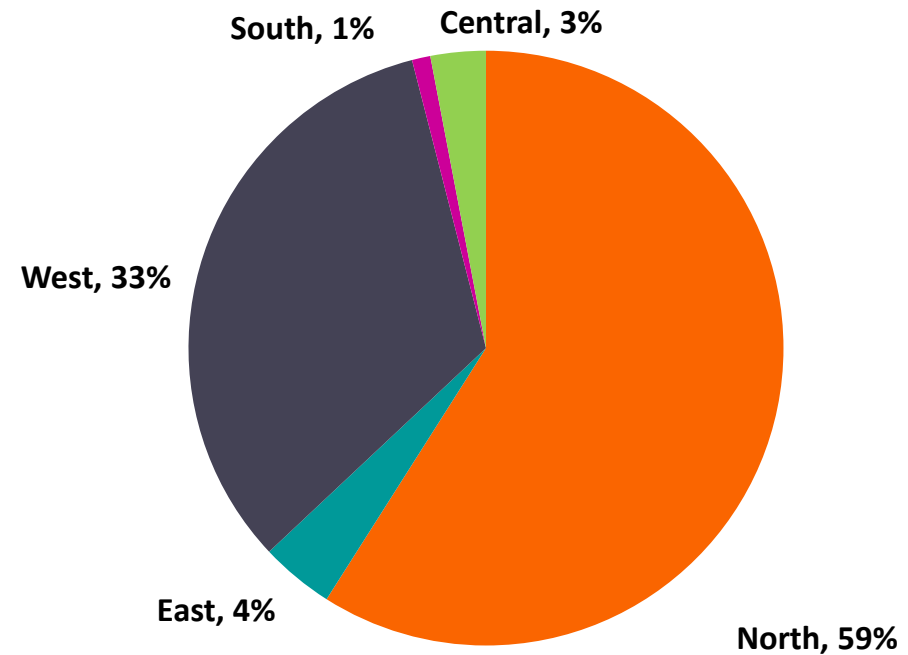
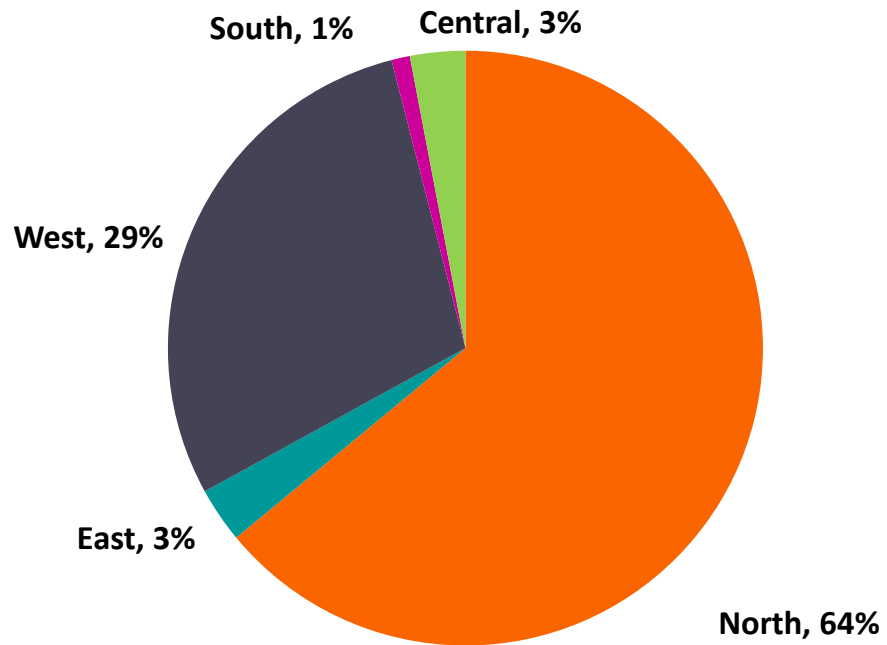


Revenue Break Up – Regional



FY20

FY21



Balance Sheet Highlights



Rs. Cr	As on 31 st Mar'21	As on 31 st Mar'20
Shareholder's Funds	124.06	118.07
Share capital	16.33	16.33
Other Equity	107.72	101.74
Non-current liabilities	211.05	226.78
Financial Liabilities		
(a) Borrowings	0.00	2.39
(b) Lease Liability	192.48	206.80
(c) Other Financial Liabilities	11.39	9.56
Provisions	3.50	3.70
Other Non - Current Liabilities	3.68	4.33
Current liabilities	93.50	103.37
(a) Borrowings	14.37	33.60
(b) Trade Payables		
(i) Total ostd dues of micro & small	6.46	4.79
(ii) Total ostd dues of other than	32.15	33.67
(c) Lease Liability	28.11	18.19
(d) Other Financial Liabilities	7.18	8.52
Provisions	2.61	3.03
Other Current Liabilities	2.08	1.58
Current tax Liabilities (Net)	0.54	0.00
Total Equities & Liabilities	428.61	448.22

Rs. Cr	As on 31 st Mar'21	As on 31 st Mar'20
Non-Current Assets	281.80	299.09
Property, Plant and Equipment	55.05	60.26
Capital work in progress	2.32	0.71
Right of use Asset	182.15	198.12
Investment Property	3.59	3.64
Other Intangible Assets	0.33	0.35
Investments	0.11	0.12
Other Financial Assets	0.71	0.72
Loans	9.54	8.29
Deposits with bank	0.00	0.00
Deferred tax assets (Net)	18.65	18.92
Other non-current assets	9.35	7.95
Current Assets	146.81	149.13
Inventories	123.62	128.05
Investments	0.00	0.04
Trade Receivables	3.89	4.52
Loans	0.58	0.76
Cash & Cash Equivalents	8.26	4.05
Other Financial Assets	4.29	4.27
Current tax assets (Net)	0.86	1.10
Other Current Assets	5.32	6.33
Total Assets	428.61	448.22



Company Overview





Among Leading Retail Brands in India



World class designing, manufacturing, branding and retailing of apparels

- Market apparels under Brand “CANTABIL”
- Presence across 17 states with 325 EBOs as on 30th June 2021
- Sales floor area - 3,60,233 sq. ft. as on June 30, 2021

Wide and Diverse Product Portfolio

- Men’s wear - Formals, 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

- 325 Exclusive Brand Outlets
- Out of 325 EBOs - 233 stores are Company operated and 92 stores are Franchise operated
- Strong growing presence in tier 2 & 3 cities

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
- Substantial expertise 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
- Significant 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

01



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

02



Dynamic & Experienced Leadership

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

03



Robust Retail Presence

- Pan-India presence of 325 exclusive retail outlets with floor space of 3.60 lacs sq. ft across 17 states
- Strong growing presence in tier 2 & 3 cities

04



Strong Design and Marketing Team

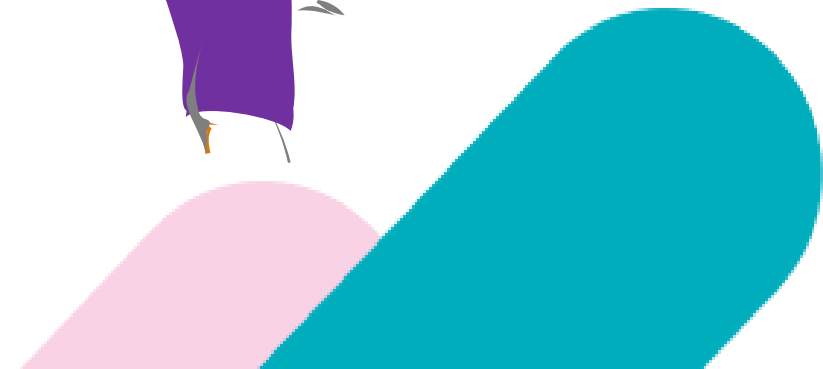
- Team of 15+ including in-house designers and merchandisers
- Research team strongly focuses on market survey before opening new stores
- Online and offline marketing campaigns carried on by marketing team

05



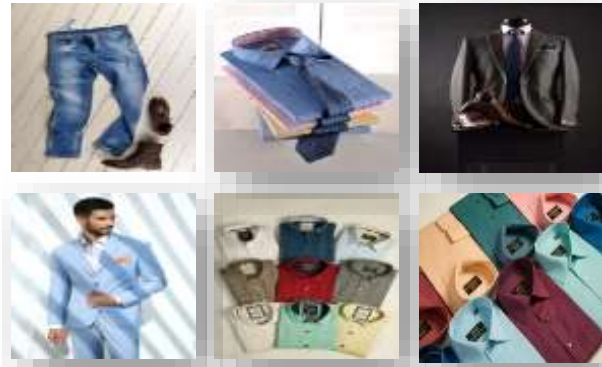


Business Overview





Brand Cantabil

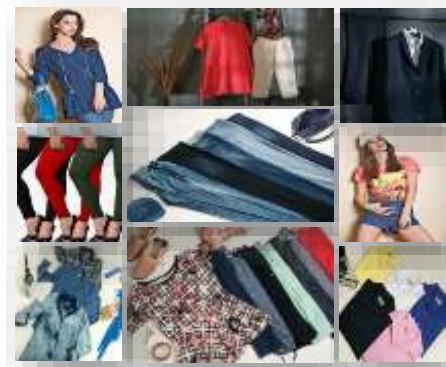


Men's Wear

- Established brand with 20 years of growing acceptance
- Highly popular in middle class
- 320 stores across India
- Formals, Casuals, Ultra Casuals, Woollen, Knitwear



CANTABIL ITALY
International Clothing



Women's Wear

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

Kids Wear

- 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.



Accessories

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

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 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



Company's strategy to expand in tier 2 and 3 cities has proven to be successful

State	30 th June' 2021	31 st Mar' 2021
Assam	1	1
Bihar	6	5
Chhattisgarh	7	7
Delhi	52	53
Gujrat	21	20
Haryana	38	39
Himachal Pradesh	1	1
Jammu & Kashmir	7	7
Jharkhand	7	7
Madhya Pradesh	8	7
Maharashtra	40	40
Punjab	23	22
Rajasthan	54	52
Telangana	4	4
UP	46	45
Uttaranchal	7	7
West Bengal	3	3
Total	325	320



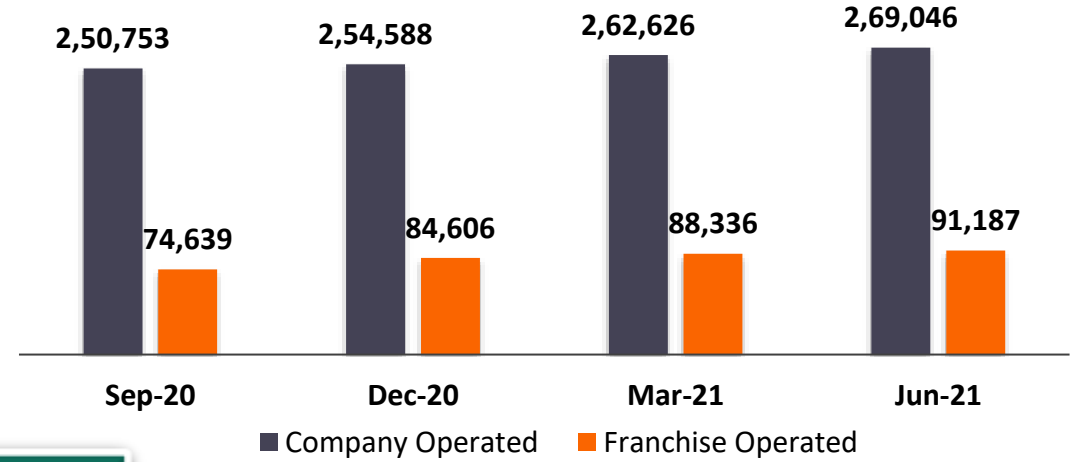
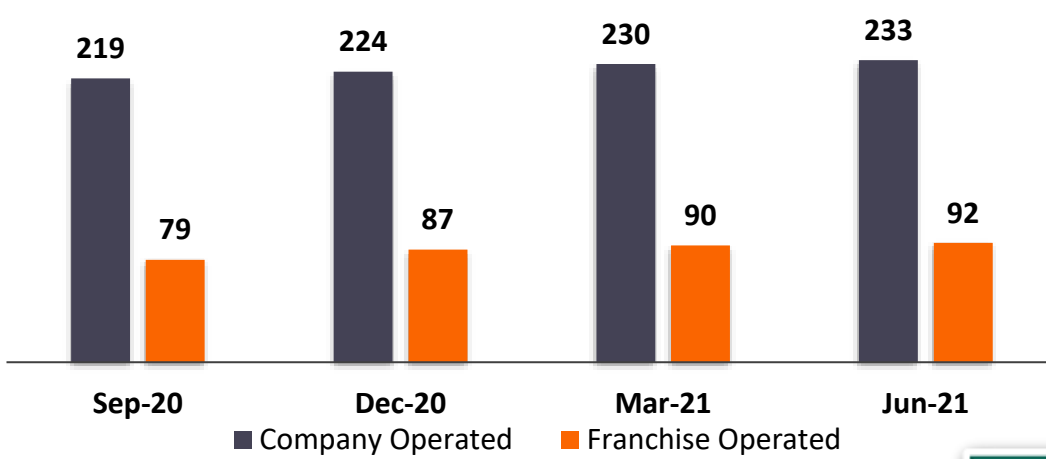
Exclusive Brand Outlets



No. of Stores

Company & Franchise Operated

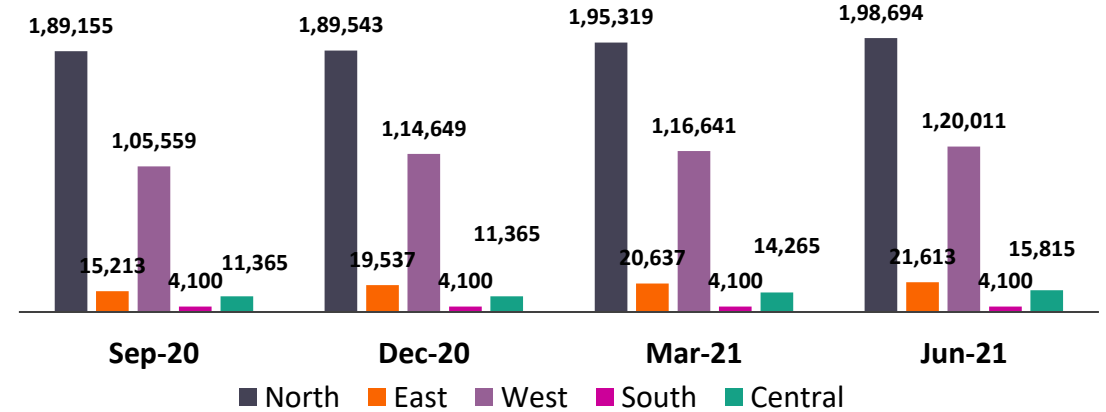
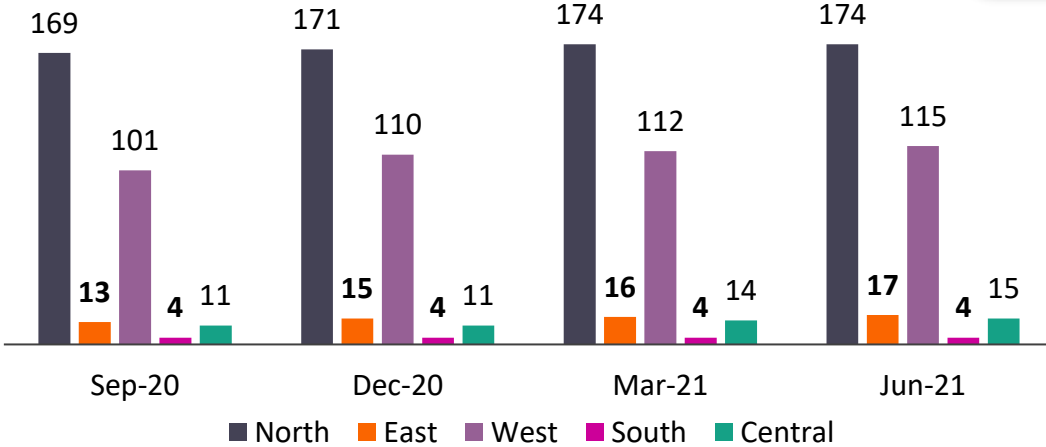
Floor Area



Régional Distribution

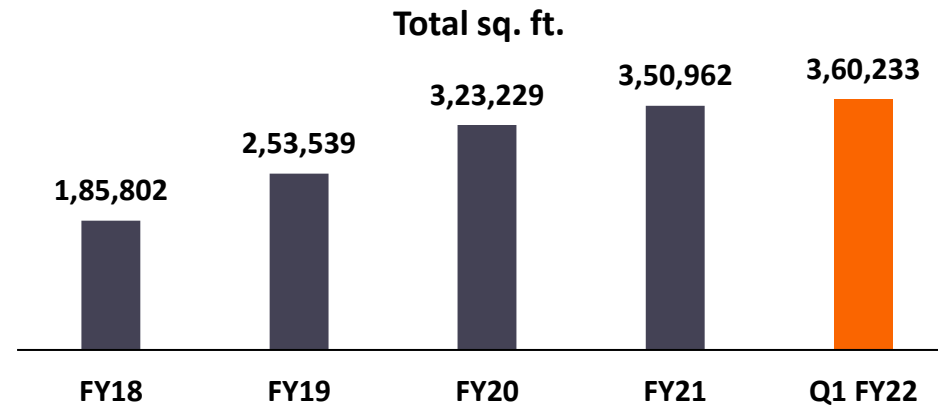
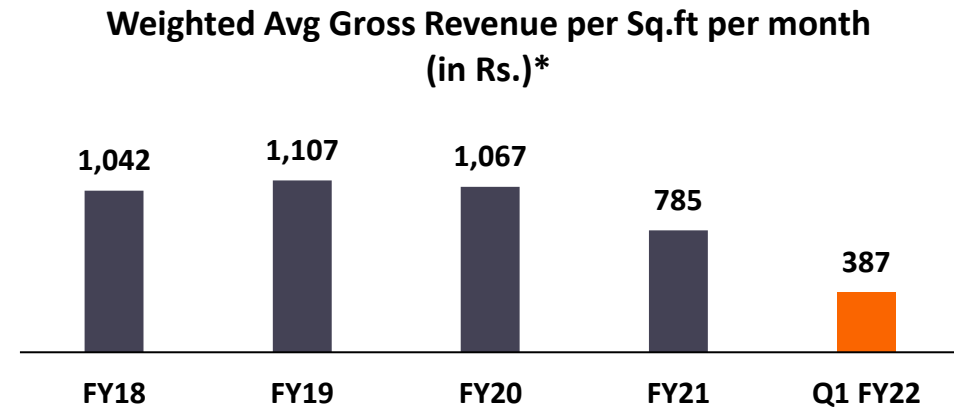
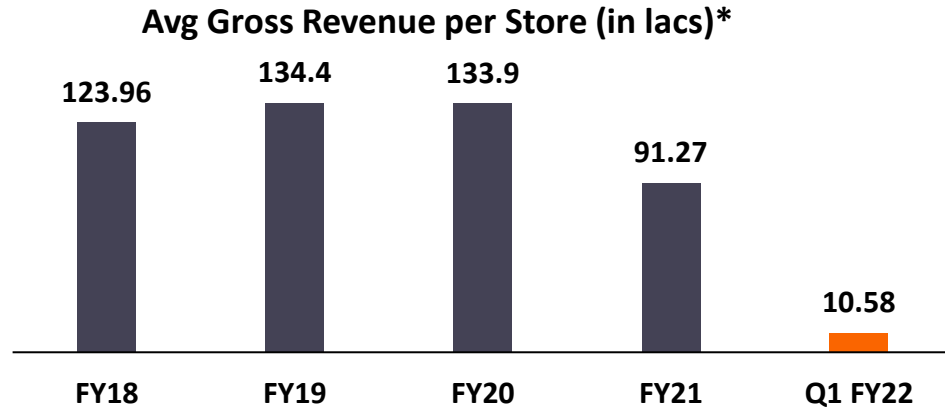
No. of Stores

Floor Area





Avg. Revenue Statistics



*Revenue does not include online sales

- FY21 numbers are mainly impacted due to lockdown in Q1 & Q2 in many parts of India due to COVID-19 - stores were functional on alternate days with reduced working hours in majority states
- Calculations based on stores opened till 30th June'21 – 320 out of 325 stores in view of COVID-19, functional on reduced working hours basis



Industry Overview

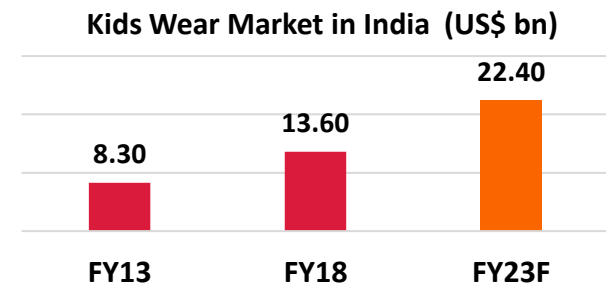
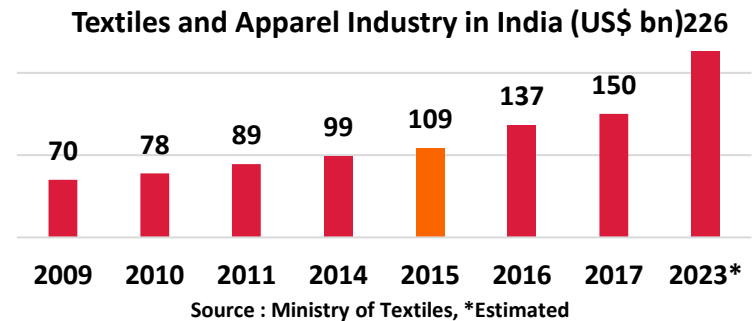
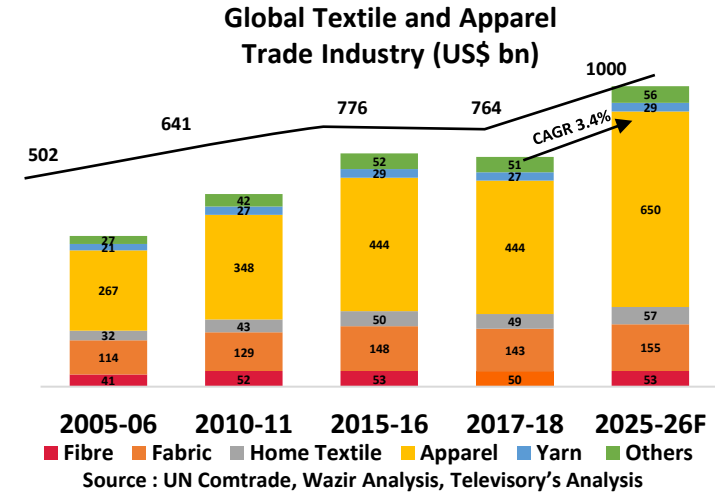




Indian Apparel Industry



- **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 2025**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by**, 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**





Way Ahead





Way Ahead

Increasing Retail Presence

- 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
- Planned and phased expansion to Deeper penetration in tier 2 & 3 cities
- Planned to reach over 650 stores with target turnover of Rs. 1000 crores in next 4-5 years

Enhancing manufacturing capacities

- Adopt latest technology and best manufacturing practices to enhance manufacturing capabilities
- 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
- Widen and increase customer base in online space as well



Thank You



For further information, please contact:

Company :

Cantabil Retail India Ltd.

Mr. Shivendra Nigam

shivendra.nigam@cantabilinternational.com

www.cantabilinternational.com

Investor Relations Advisors :

Bridge Investor Relations Pvt. Ltd.

Mr. Amit Sharma

amit@bridge-ir.com

Ms. Disha Shah

disha@bridge-ir.com

www.bridge-ir.com

