



18TH, May 2022

The Manager
Corporate Relationship Department
BSE Limited
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

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 308th Board Meeting held on 18th May 2022

Dear Sir/Ma'am,

Pursuant to Regulation 30 and 33 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"], we wish to inform you that the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2022 were approved by the Board of Directors of the Company at its meeting held today at 12:00 P.M and concluded at 02:00 P.M at B-16, Lawrence Road Industrial Area, and New Delhi-110035.

Pursuant to the provisions of the Listing Regulations, we enclose the following:

1. The Audited Financial Results for the quarter and financial year ended March 31, 2022; and
2. Statement of Assets and Liabilities
3. Report of the Statutory Auditors.
4. Media/ Press Release along with Investor Presentation



CANTABIL RETAIL INDIA LTD.



5. A declaration on Auditors Report with unmodified opinion pursuant to the SEBI Circular no. CIR/CFD/CNID/56/2016 dated 27.5.2016.

In terms of Regulation 47 of the Listing Regulations, the extract of Audited Financial Results of the Company for the quarter and financial year ended March 31, 2022, in the prescribed format, shall be published on 19th May, 2022 in all editions of Economics Times Newspapers English Edition & Nav Bharat Times Hindi daily Newspaper.

The full format of the audited Financial Results for the quarter and financial year ended March 31, 2022 shall be available on the websites of the Stock Exchanges where equity shares of the Company are listed i.e. www.nseindia.com & www.bseindia.com and on the Company's website at <http://www.cantabilinternational.com>

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 AUDITED FINANCIAL RESULTS
FOR THE QUARTER AND YEAR ENDED MARCH 31, 2022**

(₹ In Lakhs unless otherwise stated)

Particulars	Quarter Ended			Year Ended	Year Ended
	March 31, 2022	December 31, 2021	March 31, 2021	March 31, 2022	March 31, 2021
	Audited	Un-audited	Audited	Audited	Audited
I Income					
Revenue from Operations	13,329.17	13,172.40	9,282.89	38,339.38	25,188.88
Other Income	217.63	210.65	214.88	1,518.69	1,673.82
Total Income	13,546.79	13,383.06	9,497.77	39,858.06	26,862.71
II Expenses					
Cost of Materials Consumed	2,901.58	2,601.68	1,844.38	8,712.49	4,977.35
Purchase of Stock-in-Trade	1,507.48	2,299.72	1,288.50	6,099.48	3,368.14
Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	696.70	(704.54)	200.93	(2,026.74)	427.59
Employee Benefits Expense	1,937.83	1,835.66	1,467.69	6,198.65	4,181.07
Finance Cost	643.98	595.58	631.46	2,399.05	2,479.67
Depreciation and Amortisation Expense	1,212.06	1,120.90	995.01	4,329.53	3,908.92
Job Work Charges	848.85	655.79	584.14	2,381.01	1,684.95
Rent	49.60	5.07	60.22	129.62	167.32
Commission	912.48	849.75	598.28	2,541.15	1,650.26
Other Expenses	1,026.11	855.48	798.69	3,135.32	2,791.73
Total Expenses	11,736.65	10,115.09	8,469.30	33,899.55	25,637.02
III Profit before Exceptional Items and Tax (I-II)	1,810.14	3,267.96	1,028.47	5,958.51	1,225.69
IV Exceptional items	-	-	-	-	-
V Profit Before Tax (III-IV)	1,810.14	3,267.96	1,028.47	5,958.51	1,225.69
VI Tax Expenses :					
Current Tax (MAT)	549.30	935.60	179.86	1,662.04	214.90
Current Tax - MAT Availment / (Credit)	31.88	-	186.51	242.47	470.68
Deferred Tax (Assets) /Liability	448.65	(38.70)	(66.16)	280.51	(357.18)
Previous Year Tax Adjustment	(32.05)	-	-	(32.05)	(69.10)
VII Profit for the period from Continuing Operations (V-VI) (Refer Note no. 4)	812.36	2,371.06	728.26	3,805.54	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)	(7.01)	(11.02)	(5.39)	(38.70)	(42.29)
IX Total Comprehensive Income for the period after Tax (VII+VIII)	805.35	2,360.05	722.87	3,766.84	924.10
X Paid-up Equity Share Capital-Face Value ₹ 10/- each	1,632.76	1,632.76	1,632.76	1,632.76	1,632.76
XI Reserve excluding revaluation reserves				14,375.24	10,771.67
XII Earnings Per Share (EPS) in ₹ (Not Annualized)					
(a) Basic	4.98	14.52	4.46	23.31	5.92
(b) Diluted	4.98	14.52	4.46	23.31	5.92

See accompanying notes to the standalone audited results

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Notes:

- 1 The above Audited Financial Results for the Quarter and Year ended March 31, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 18, 2022. The Independent Auditor's 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 The Company has decided to exercise the option available under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019 and recognised the deferred tax for the year ended 31st March, 2022 on basis of the rates prescribed in that section as per Ind AS 12 "Income Taxes". The tax expense for the quarter & year ended 31st March, 2022 include onetime net - non cash adjustment of Rs. 505.75 Lakhs on account of re-measurement of deferred tax assets due to which, net profit for the quarter & year ended 31st March, 2022 has shown exceptional decrease and the consequential net profit without considering the above adjustment is Rs. 1318.12 Lakhs and Rs. 4311.29 Lakhs respectively.
- 5 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 31st March 2022, 31st December 2021, 31st March 2021 and financial year ended 31st March 2022 and 31st March 2021 the Company has negotiated rent concessions of Rs. 136.46 lakhs, Rs. 206.11 lakhs, Rs. 183.51 lakhs, Rs. 1288.19 lakhs and Rs.1374.66 lakhs respectively and the same has been recognised in the statement of profit and loss as part of other income.
- 6 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.
- 7 The standalone figures of the quarter ended March 31, 2022 are the balancing figure between audited year to date figures up to March 31, 2022 and the unaudited year to date figures up to December 31, 2021, being the date of the end of the third quarter of the financial year which were subjected to limited review.



(₹ In Lakhs)

Particulars	As at March 31, 2022 (Audited)	As at March 31, 2021 (Audited)
A Assets		
Non-Current Assets		
a) Property, Plant and Equipment	9,245.37	5,505.08
b) Capital Work-in-Progress	90.04	231.69
c) Investment Property	353.26	358.61
d) Right of Use Asset	20,290.98	18,214.96
e) Other Intangible Assets	151.34	32.99
f) Financial Assets		
(i) Investments	9.81	10.95
(ii) Other Financial Assets	1,187.56	1,018.57
g) Deferred Tax Assets (net)	1,389.99	1,865.19
h) Other Non-Current Assets	767.79	934.68
Total Non Current Assets	33,486.11	28,172.72
Current Assets		
a) Inventories	14,684.92	12,361.50
b) Financial Assets		
(i) Investments	0.13	0.11
(ii) Trade Receivables	373.82	388.57
(iii) Cash & Cash Equivalents	323.19	832.04
(iv) Other Financial Assets	103.31	486.90
c) Current Tax Assets (Net)	86.04	86.04
d) Other Current Assets	525.05	531.90
Total Current Assets	16,096.47	14,687.06
Total Assets	49,582.58	42,859.78
B Equity And Liabilities		
Equity		
a) Equity Share Capital	1,632.76	1,632.76
b) Other Equity	14,375.24	10,771.67
Total Equity	16,008.00	12,404.43
Liabilities		
Non- Current Liabilities		
a) Financial Liabilities		
(i) Borrowings	-	-
(ia) Lease Liability	21,280.57	19,248.10
(ii) Other Financial Liabilities	1,226.14	1,138.83
b) Provisions	430.01	350.45
c) Other Non Current Liabilities	406.26	367.80
Total Non Current Liabilities	23,342.98	21,105.18
Current Liabilities		
a) Financial Liabilities		
(i) Borrowings	-	1,436.50
(ia) Lease Liability	3,357.90	2,811.24
(ii) Trade Payables		
(a) Total Outstanding dues of micro & small enterprises	1,256.23	646.00
(b) Total Outstanding dues of creditors other than micro & small enterprises	3,971.90	3,214.98
(iii) Other Financial Liabilities	865.31	718.19
b) Other Current Liabilities	276.42	207.83
c) Provisions	301.48	261.48
d) Current Tax Liabilities (Net)	202.36	53.94
Total Current Liabilities	10,231.60	9,350.16
Total Equity & Liabilities	49,582.58	42,859.78



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Particulars	Year ended March 31, 2022 (Audited)		Year ended March 31, 2021 (Audited)	
A. Cash flow from Operating Activities :				
Net Profit before tax		5,958.51		1,225.69
<i>Adjustments for :</i>				
Depreciation and Amortisation	4,329.53		3,908.92	
Finance Costs	2,399.05		2,479.67	
Rent Concessions as per Para 46A of Ind AS 116	(1,288.19)		(1,374.67)	
Expenses/(Gains) on account of re-measurement of defined benefit plans	(54.60)		(59.66)	
Interest Income (Net) as per Ind AS 109	(84.82)		(82.87)	
(Gain)/Loss on Fair value of investments	1.12		0.89	
Deferred Income	(6.07)		(38.94)	
Other Non Cash Expenses	46.46		23.65	
(Profit)/ Loss on Sale of PPE	3.98		1.25	
Gain on Sale of Mutual Funds	-		(3.03)	
Rental Income	-		(4.77)	
Interest Income	(34.38)	5,312.08	(76.48)	4,773.96
Operating Profit / (loss) before Working Capital Changes		11,270.59		5,999.65
<i>Movements in Working Capital :</i>				
Inventories	(2,323.42)		443.51	
Trade Receivables	14.75		69.62	
Financial Assets & Other Assets	(262.47)		35.21	
Trade Payables	1,367.15		14.95	
Other Financial Liabilities	162.30		259.72	
Other Current Liabilities	192.29		27.36	
Provisions	119.56	(729.85)	(60.49)	789.88
Cash generated from Operations		10,540.74		6,789.52
Income tax paid (Net of refunds)		(1,513.62)		(136.93)
Net Cash Flow from Operating Activities (A)		9,027.12		6,652.60
B. Cash Flow from Investing Activities				
Purchase of fixed assets, including capital work in progress & capital advances	(4,549.52)		(798.64)	
Proceeds from sale of Fixed assets/ Investments	9.05		11.47	
Proceeds/(Investments) from Fixed Deposits	(5.74)		1.56	
Proceeds from Inter Corporate Deposit	412.95		-	
Interest Received	34.38		76.48	
Net Cash Flow from / (used in) Investing Activities (B)		(4,098.87)		(704.36)
C. Cash Flow from Financing Activities				
Prepayment of Long-Term Borrowings	-		(423.43)	
Repayment of Short Term Borrowings	(1,436.50)		(1,923.39)	
Finance Cost	(247.88)		(428.06)	
Dividends Paid	(163.28)		(326.55)	
Repayment of Lease Liability including finance cost	(3,589.43)		(2,420.12)	
Net Cash Flow from / (used in) Financing Activities (C)		(5,437.09)		(5,521.55)
Net increase / (decrease) in Cash and Cash Equivalents (A+B+C)		(508.85)		426.69
Cash and Cash Equivalents at the beginning of the year		832.04		405.35
Cash and cash Equivalents at the end of the year		323.19		832.04
Components of Cash & Cash Equivalents				
Cash in hand		62.22		70.54
Fixed Deposits with Bank		9.29		5.86
Balances with Banks		250.49		755.20
Balances Earmarked with Banks		1.18		0.44
Cash & Cash Equivalents in Cash Flow Statement		323.19		832.04

10 The figures of the previous periods (quarter/year) have been regrouped/ rearranged/ reclassified wherever considered necessary.

For Cantabil Retail India Limited



(Vijay Bansal)

Chairman & Managing Director
DIN 01110877



Place: New Delhi
Date: May 18, 2022

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



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

INDEPENDENT AUDITOR'S REPORT

TO THE BOARD OF DIRECTORS OF CANTABIL RETAIL INDIA LIMITED

Report on the audit of the Standalone Financial Results

Opinion

We have audited the accompanying standalone quarterly financial results of Cantabil Retail India Limited (the company) for the quarter and year ended March 31, 2022 ("Statement"), attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

In our opinion and to the best of our information and according to the explanations given to us these standalone financial results:

- i. are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- ii. gives a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India of the net profit and other comprehensive income and other financial information for the quarter and year ended March 31, 2022.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (SAs) specified under section 143(10) of the Companies Act, 2013 (the Act). Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Standalone Financial Results section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Companies Act, 2013 and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Management's Responsibilities for the Standalone Financial Results

These quarterly financial results as well as the year to date standalone financial results have been prepared on the basis of the interim financial statements. The Company's Board of Directors are responsible for the preparation of these financial results that give a true and fair view of the net profit and other comprehensive income and other financial information in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, 'Interim Financial Reporting' prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.



This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the standalone financial results, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors are also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Standalone Financial Results

Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.



- Evaluate the overall presentation, structure and content of the standalone financial results, including the disclosures, and whether the financial results represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

The Statement includes the results for the quarter ended March 31, 2022 being the balancing figure between the audited figures in respect of the full financial year ended March 31, 2022 and the published unaudited year-to-date figures up to the third quarter of the current financial year, which were subjected to a limited review by us, as required under the Listing Regulations.

For ANS K & Associates,
Chartered Accountants
FRN - 026177N

Akhil Mittal

(CA Akhil Mittal)
Partner

Membership No. – 517856

UDIN: **22517856AJDUEY5445**

Date: May 18, 2022

Place: Delhi





Media Release

Total number of stores as on 31st March 2022 - 378

Q4FY22 Revenue at Rs.133.29 crore& FY22 Revenue at 383.39 crore

EBITDA (w/o IND-AS 116) – Q4 & FY22 at Rs. 22.68crore&75.79 crore resp.

EBITDA Margin (w/o IND-AS 116) – Q4 & FY22 at 17.01% &19.77% resp.

PAT (w/o IND-AS 116) – Q4 & FY22 at Rs. 9.34 crore &41.82 crore resp.

PAT Margin (w/o IND-AS 116) – Q4 & FY22 at 7.01% &10.91% resp.

Company repaid all loans and is now a debt free

Delhi, 18th May 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 audited financial results for the fourth quarter and full year ended March 31st, 2022. These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated from Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q4 FY22 (With IND-AS 116)	Q4FY22 (W/O IND-AS 116)	Q4 FY21 (With IND-AS 116)	Q4FY21 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q3 FY22(With IND-AS 116)
Revenue	133.29	133.29	92.83	92.83	43.59%	43.59%	131.72
EBIDTA*	34.49	22.68	24.40	15.82	41.33%	43.31%	47.74
EBITDA Margin (%)	25.87%	17.01%	26.29%	17.05%	(42 bps)	(4 bps)	36.24%
PAT	8.12	9.34	7.28	8.70	11.55%	7.38%	23.71
PAT Margin (%)	6.09%	7.01%	7.85%	9.37%	(176 bps)	(236 bps)	18.00%
Basic EPS	4.98	5.72	4.46	5.33	11.66%	7.32%	14.52

*excluding other income



Particulars	FY22 (With IND- AS 116)	FY22 (W/O IND- AS 116)	FY21 (With IND- AS 116)	FY21 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue	383.39	383.39	251.89	251.89	52.21%	52.21%
EBIDTA*	111.68	75.79	59.40	35.20	88.01%	115.33%
EBITDA Margin (%)	29.13%	19.77%	23.58%	13.97%	555 bps	580 bps
PAT	38.06	41.82	9.66	17.86	293.79%	134.21%
PAT Margin (%)	9.93%	10.91%	3.84%	7.09%	609 bps	382 bps
Basic EPS	23.31	25.61	5.92	10.94	293.75%	134.10%

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended March 31st, 2022:

- Revenue from operations was at **Rs. 133.29 crore in Q4 FY22** as against Rs. 92.83 crore in Q4 FY21 YoY increase of 43.59% mainly on account of higher ticket size along with increasing footfalls and newly opened stores
- EBITDA (excluding other income) stood at **Rs. 34.49 crore**
- EBITDA Margin was **25.87%**
- Profit After Tax was at **Rs. 8.12 crore**- The Company decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets due to which, profit for has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 1318.12 lakhs
- PAT Margin was **6.09%**
- Basic EPS stood at **Rs. 4.98**

Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2022:

- EBITDA (excluding other income) stood at **Rs. 22.68 crore in Q4 FY22** as against Rs. 15.82 crore in Q4 FY21 **YoY increase of 43.31%**, on account of higher average pricing, improving average sales per store
- EBITDA Margin in **Q4 FY22 was 17.01%** as against 17.05% in Q4 FY21, decrease of 4 bps



- Profit After Tax was at **Rs. 9.34 crore in Q4 FY22** as against Rs. 8.70 crore in Q4 FY21
- PAT Margin was **7.01% in Q4 FY22** as against 9.37% in Q4 FY21, decrease of 236 bps
- Basic EPS stood at **Rs. 5.72**

Performance Highlights with IND-AS 116 for the year ended March 31st, 2022:

- Revenue from operations was at **Rs. 383.39 crore in FY22** as against Rs. 251.89 crore in FY21 YoY increase of 52.21% on account of higher sales from existing and new stores opened
- EBITDA (excluding other income) stood at **Rs. 111.68 crore**
- EBITDA Margin was **29.13%**
- Profit After Tax was at **Rs. 38.06 crore**- The Company decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets due to which, profit for has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 4311.29 lakhs
- PAT Margin was **9.93%**
- Basic EPS stood at **Rs. 23.31**

Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2022:

- EBITDA (excluding other income) stood at **Rs.75.79 crore in FY22** as against Rs. 35.20 crore in FY21 **YoY increase of 115.33%**, on account of increasing ticket size, higher NOBs and better sales
- EBITDA Margin in **FY22 was 19.77%** as against 13.97% in FY21, increase of 580 bps
- Profit After Tax was at **Rs.41.82 crore in FY22** as against Rs. 17.86 crore in FY21
- PAT Margin was **10.91% in FY22** as against 7.09% in FY21, increase of 382 bps
- Basic EPS stood at **Rs. 25.61**



Cantabil Retail India Limited

Management Comment:

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

"We are happy to announce that the Company has produced excellent set of numbers for FY22 on the back of enormous efforts put in by the team. We took the past several quarters as a challenge and built-in strategies and mechanisms to overcome them. And hence in Q4 FY22 we recorded revenue of Rs. 133.29 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 22.68 crores and Rs. 9.34 crores respectively and for full year ended 31st March 2022 we recorded revenue of Rs. 383.39 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 75.79 crores and Rs. 41.82 crores respectively. We have decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets leading to slightly lower PAT.

We stuck to our plan of targeting new locations and geographies, opening new stores and pushing in through right branding tools. This enabled us to show quick recovery with increasing ticket size and higher NOBs. At the same time, we have been contemplating over the need to have a bigger warehousing facility and corporate office that can take care of various tasks of the organisation considering the future expansion plan and, in this regard, we have invested in the same that would result in better efficiencies and enable us to manage inventory and supply chain more efficiently. Also, we have invested in our manufacturing facility at Bahadurgarh by setting up a washing facility and installed some of the most advanced machines to stick to our promise of providing the best quality product at the most affordable price. Our Cash Flow has been solid that has enabled us to repay the entire loan and now we are a debt-free Company. As of 31st March 2022, the Company has total of 378 stores and we shall try to keep up with the current pace of growth.

I would like to thank the entire team of CRIL, as well as all our stakeholders, whose faith and efforts enable us to stay focused and generate better 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



Cantabil Retail India Limited

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 378 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.

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>9867726686 / 9699060134</p> <p>Bridge Investor Relations Pvt. Ltd.</p> <p>Email:amit@bridge-ir.com / disha@brigde-ir.com</p>
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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
Q4 & Full Year 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.

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Financial Highlights



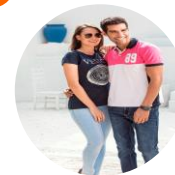
02

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:**

"We are happy to announce that the Company has produced excellent set of numbers for FY22 on the back of enormous efforts put in by the team. We took the past several quarters as a challenge and built-in strategies and mechanisms to overcome them. And hence in Q4 FY22 we recorded revenue of Rs. 133.29 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 22.68 crores and Rs. 9.34 crores respectively and for full year ended 31st March 2022 we recorded revenue of Rs. 383.39 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 75.79 crores and Rs. 41.82 crores respectively. We have decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets leading to slightly lower PAT.

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I would like to thank the entire team of CRIL, as well as all our stakeholders, whose faith and efforts enable us to stay focused and generate better results."



Who We Are?



Business established in year **1989** involving **designing, manufacturing and retailing of readymade garments** with **21** years of establishment of brand **“Cantabil”**

Offers Premium Quality at Competitive pricing with **Superior shopping Experience** catering to all segments and wide range of products under one roof in **Men’s wear, Ladies wear, Accessories and Kids wear** to make it complete family brand - one of **preferred brand among millennials and aspirational class**

Repaid entire loan – now debt free company leading to even better financials reflecting **strong cashflow based approach** of Company

State of art fully integrated production facility spread over **3 acre plot with 1.5L Sq. ft. of floor area in Bahadurgarh, Haryana** with **capacity to produce 10L garments per annum – most specialized suit plant in India**

Company investing in building new multi floor warehousing facility cum corporate office for better inventory management and higher control on supply chain management

Dividend paying entity and distributed **dividend of 10% of face value for FY20 & FY21 and interim dividend in FY22**

Entered into **E-commerce space** with leading players like **Flipkart, Amazon, Myntra, Ajo** etc. - offering enormous scope of expansion beyond physical geographies

Strong financials has **made it viable for expansion and opening of new stores** through **internal accruals only without increasing debt** -allotted **“BBB+ outlook Stable” rating from ICRA** even under most complex times of Covid

Brand presence in 18 States, 180+ Cities and 378 profit making exclusive brand outlets with **4.28 L sq. ft.** of retail space and strong presence in Tier I, Tier II & Tier III cities and plan to reach **700+ stores in next 4 years across India**



Progressive recovery post COVID

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

Store Opening

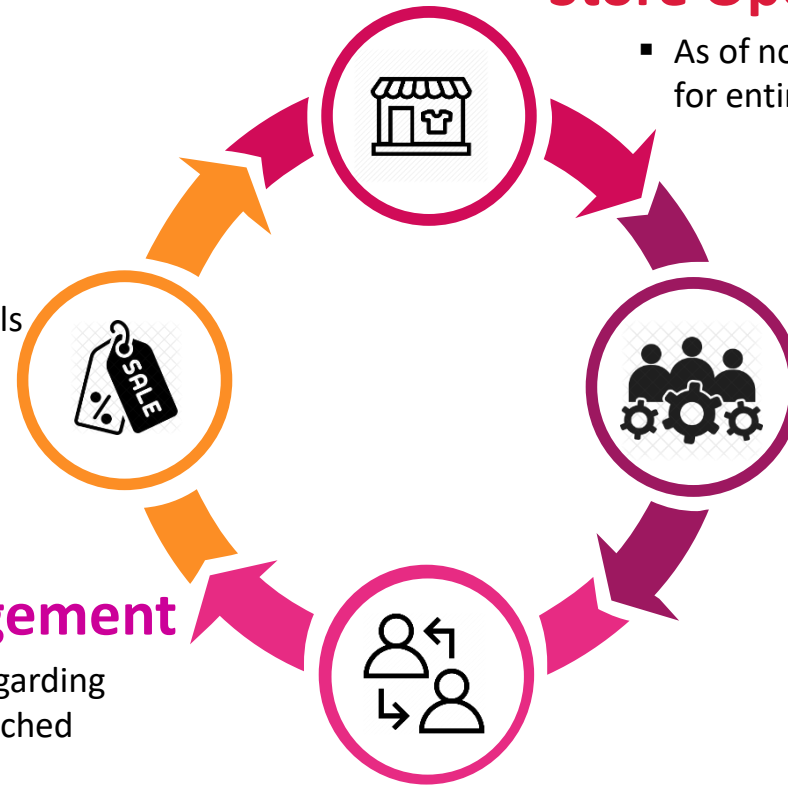
- As of now all 378 stores are operational on daily basis for entire day – started gaining traction and footfalls

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 and Social Media
- Customers are also educated about all necessary precautions taken at store

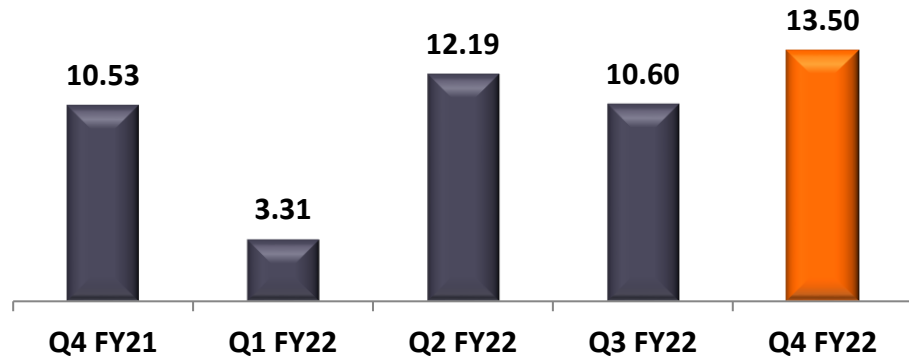


Company repaid all its borrowing and became Debt-Free during FY22 reflecting strong recovery

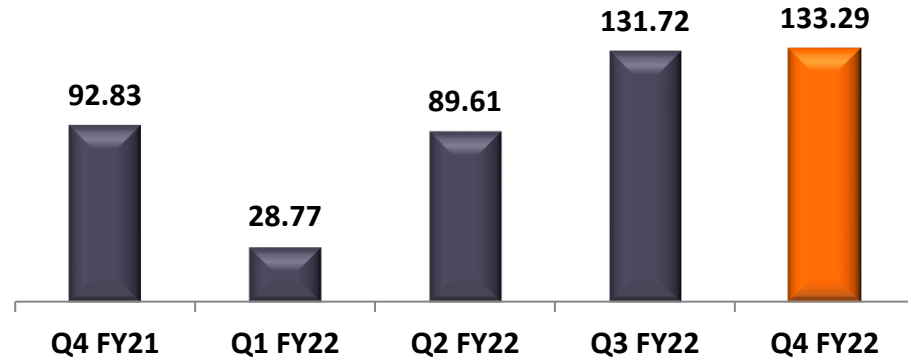


Financial Highlights - Quarterly

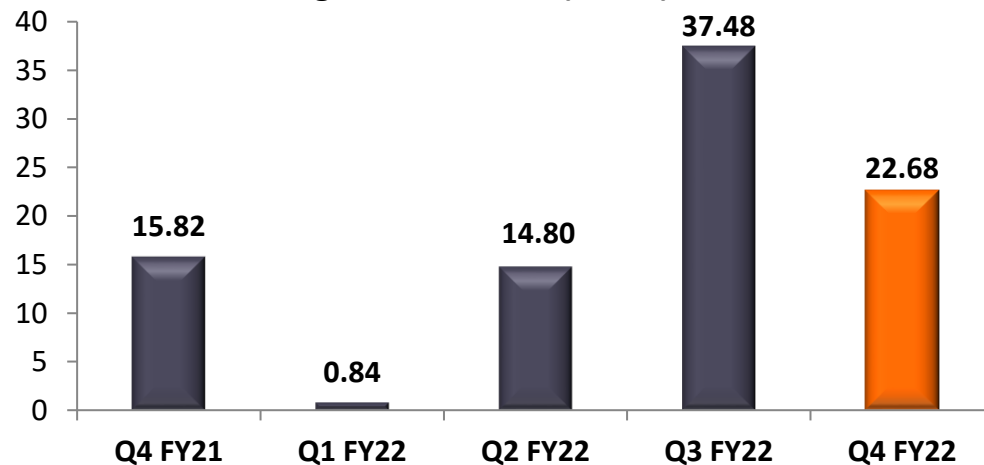
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)*



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

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



Financial Highlights* – Q4 FY22 vs Q4 FY21



43.59%

Revenue from Operations
Rs. 133.29 Crore



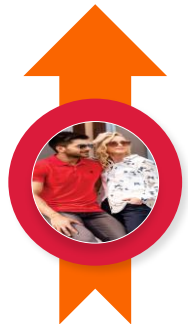
43.31%

EBITDA
Rs. 22.68 Crore



(4 bps)

EBITDA Margin
17.01%



7.38%

PAT
Rs. 9.34 Crore



(236 bps)

PAT Margin
7.01%



7.32%

Basic EPS
Rs. 5.72 vs. Rs 5.33 Q4 FY21

*Numbers are without taking into account IND-AS 116 effect

Financial Highlights - Quarterly

Rs. Cr	Q4 FY22 (With IND- AS 116)*	Q4 FY22 (W/O IND AS 116)	Q4 FY21 (With IND- AS 116)*	Q4 FY21 (W/O IND AS 116)	Y-o-Y (%) (With IND- AS 116)*	Y-o-Y (%) (W/O IND AS 116)	Q3 FY22 (With IND- AS 116)*
Revenue from Operations	133.29	133.29	92.83	92.83	43.59%	43.59%	131.72
Raw Materials	51.06	51.06	33.34	33.34	53.15%		41.97
Employee Cost	19.38	19.38	14.68	14.68	32.03%		18.36
Job Work Charges	8.49	8.49	5.84	5.84	45.32%		6.56
Lease Rentals	0.50	11.67	0.60	8.68	-17.64%		0.05
Commission	9.12	9.76	5.98	6.48	52.52%		8.50
Other Expenses	10.26	10.26	7.99	7.99	28.47%		8.55
Total Expenditure	98.81	110.61	68.43	77.00	44.39%		83.99
EBITDA	34.49	22.68	24.40	15.82	41.33%	43.31%	47.74
EBITDA Margin%	25.87%	17.01%	26.29%	17.05%	(42 bps)	(4 bps)	36.24%
Other Income	2.18	0.81	2.15	0.31	1.28%		2.11
Depreciation	12.12	2.93	9.95	2.48	21.81%		11.21
Interest	6.44	1.03	6.31	1.37	1.98%		5.96
Profit Before Tax	18.10	19.54	10.28	12.28	76.00%		32.68
Tax**	9.98	10.20	3.00	3.58			8.97
PAT	8.12	9.34	7.28	8.70	11.55%	7.38%	23.71
PAT Margin%	6.09%	7.01%	7.85%	9.37%	(176 bps)	(236 bps)	18.00%
Basic EPS in Rs.	4.98	5.72	4.46	5.33	11.66%	7.32%	14.52

- This quarter witnessed significant improvement in revenue mainly on account of higher ticket size along with increasing footfalls and newly opened stores
- Company opened 17 new stores in Q4 FY22 as compared to 9 stores in Q4 FY21
- Increase in EBITDA on account of higher average pricing, improving average sales per store

**The Company decided to exercise option available under section 115BAA of the Income Tax Act, 1961 as introduced by Taxation Laws (Amendment) Ordinance, 2019 and recognised deferred tax for year ended 31st March, 2022 on basis of rates prescribed in that section as per Ind AS 12 "Income Taxes". Tax expense for quarter & year ended 31st March, 2021 include one time net - non cash adjustment of Rs 505.75 Lakhs on account of re-measurement of deferred tax assets due to which, net profit for quarter 31st March, 2022 has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 1318.12 lakhs

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

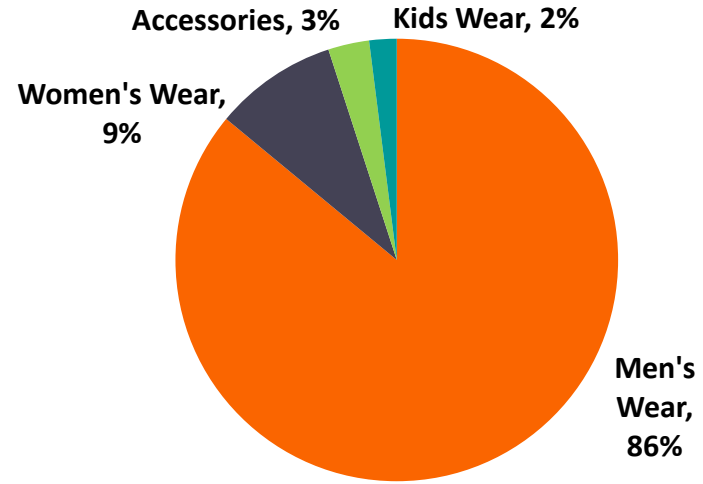
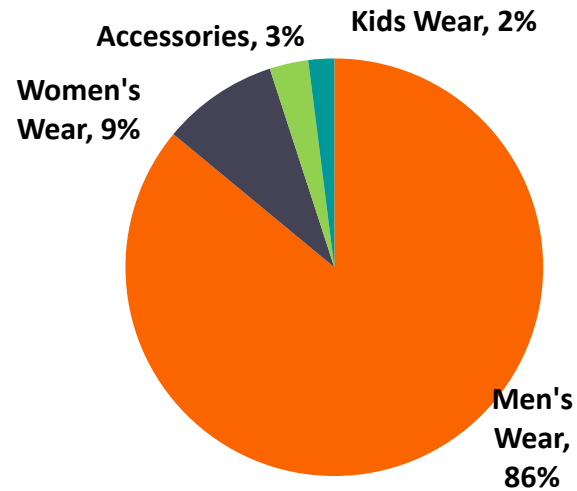


Revenue Break Up

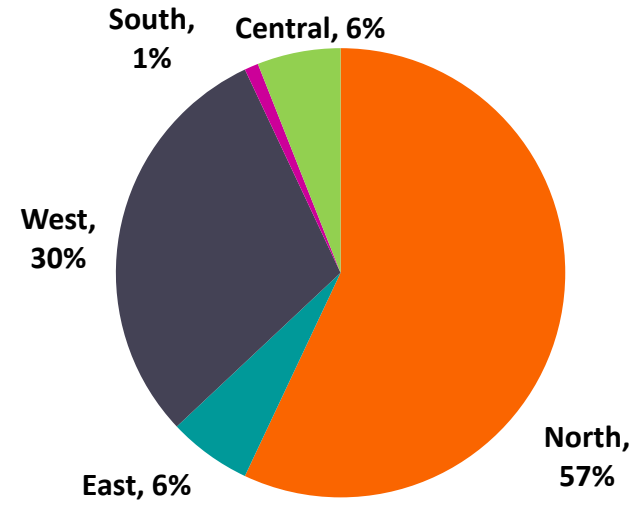
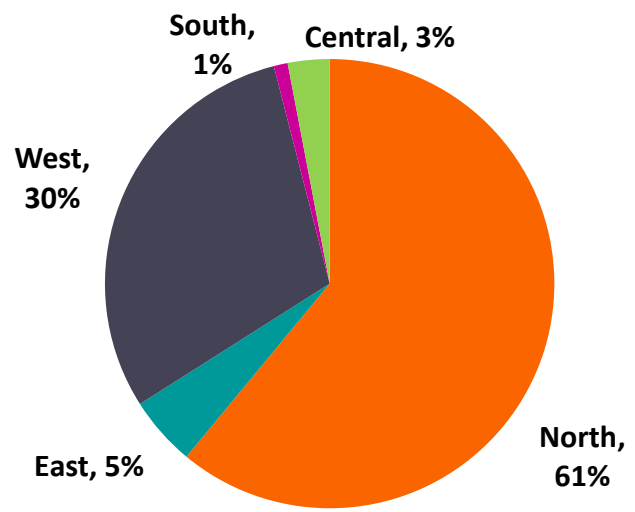
Q4 FY21

Q4 FY22

Segmental



Regional





Financial Highlights* – FY22 vs FY21



52.21%

Revenue from Operations
Rs. 383.39 Crore



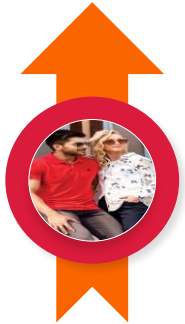
115.33%

EBITDA
Rs. 75.79 Crore



580 bps

EBITDA Margin
19.77%



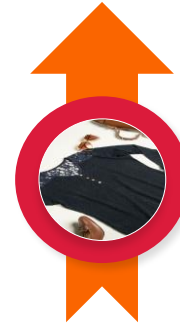
134.21%

PAT
Rs. 41.82 Crore



382 bps

PAT Margin
10.91%



134.10%

Basic EPS
Rs. 25.61 vs. Rs 10.94 FY21

*Numbers are without taking into account IND-AS 116 effect

Financial Highlights

Rs. Cr	FY22* (With IND-AS 116)	FY22 (W/O IND-AS 116)	FY21* (With IND-AS 116)	FY21 (W/O IND-AS 116)	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)
Revenue from Operations	383.39	383.39	251.89	251.89	52.21%	52.21%
Raw Materials	127.85	127.85	87.73	87.73		
Employee Cost	61.99	61.99	41.81	41.81		
Job Work Charges	23.81	23.81	16.85	16.85		
Lease Rentals	1.30	35.36	1.67	24.67		
Commission	25.41	27.24	16.50	17.71		
Other Expenses	31.35	31.35	27.92	27.92		
Total Expenditure	271.71	307.60	192.48	216.69		
EBITDA	111.68	75.79	59.40	35.20	88.01%	115.33%
EBITDA Margin%	29.13%	19.77%	23.58%	13.97%	555 bps	580 bps
Other Income	15.19	2.30	16.74	2.99		
Depreciation	43.30	10.15	39.09	9.49		
Interest	23.99	3.32	24.80	4.88		
Profit Before Tax	59.59	64.62	12.26	23.82		
Tax	21.53	22.80	2.59	5.96		
PAT**	38.06	41.82	9.66	17.86	293.79%	134.21%
PAT Margin%	9.93%	10.91%	3.84%	7.09%	609 bps	382 bps
Basic EPS in Rs.	23.31	25.61	5.92	10.94	293.75%	134.10%

- Revenue also includes sales from e-commerce
- Increase in revenue on account of higher sales from existing and new stores opened
- Company opened 58 new stores in FY22 as compared to 18 stores in FY21
- Higher EBITDA on account of increasing ticket size, higher NOBs and better sales
- Company repaid entire loan and now is zero debt Company**

(Above reasoning based on w/o IND AS 116 adj.)

**The Company decided to exercise option available under section 115BAA of the Income Tax Act, 1961 as introduced by Taxation Laws (Amendment) Ordinance, 2019 and recognised deferred tax for year ended 31st March, 2022 on basis of rates prescribed in that section as per Ind AS 12 "Income Taxes". Tax expense for quarter & year ended 31st March, 2021 include one time net - non cash adjustment of Rs 505.75 Lakhs on account of re-measurement of deferred tax assets due to which, net profit for quarter 31st March, 2022 has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 4311.29 lakhs

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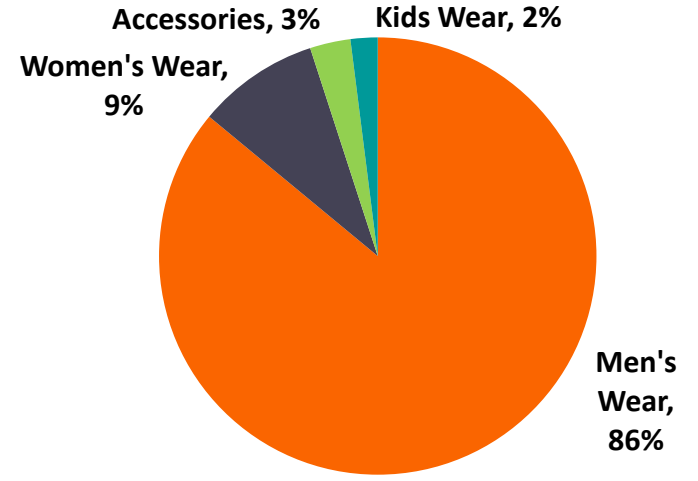
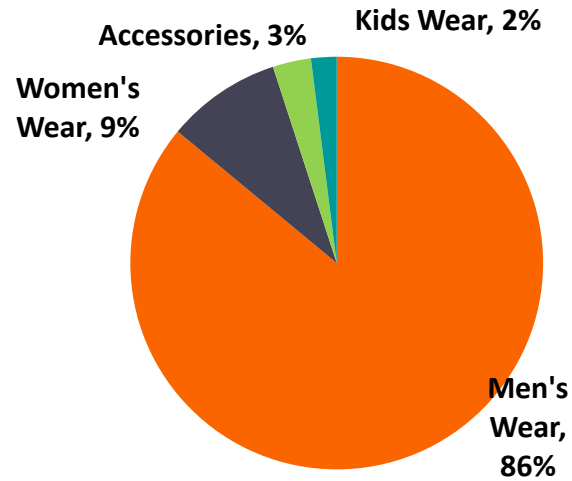


Revenue Break Up

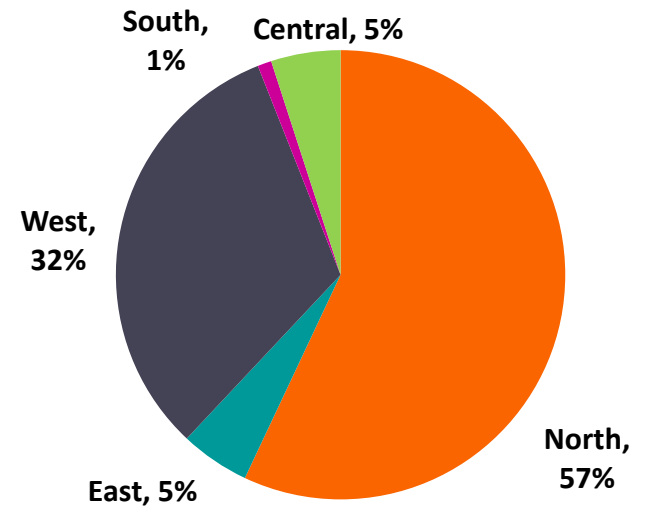
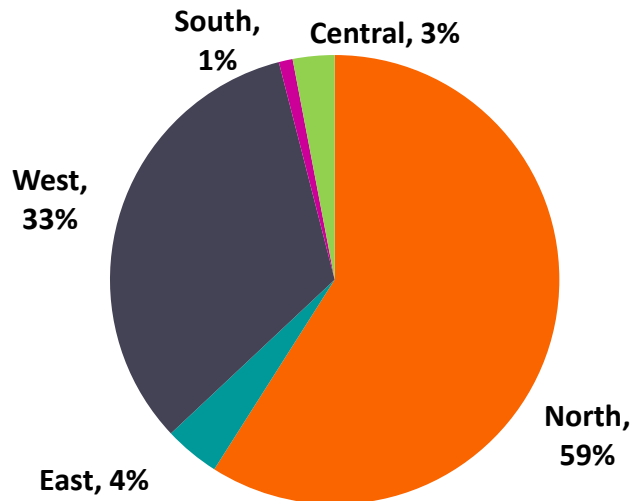
FY21

FY22

Segmental



Regional



Balance Sheet Highlights

Rs. Cr	As on 31 st Mar'22	As on 31 st Mar'21
Shareholder's Funds	160.08	124.04
Share capital	16.33	16.33
Other Equity	143.75	107.72
Non-current liabilities	233.43	211.05
Financial Liabilities		
(a) Borrowings	0.00	0.00
(b) Lease Liability	212.81	192.48
(c) Other Financial Liabilities	12.26	11.39
Provisions	4.30	3.50
Other Non - Current Liabilities	4.06	3.68
Current liabilities	102.32	93.50
(a) Borrowings	0.00	14.37
(b) Trade Payables		
(i) Total ostd dues of micro & small	12.56	6.46
(ii) Total ostd dues of other than	39.72	32.15
(c) Lease Liability	33.58	28.11
(d) Other Financial Liabilities	8.65	7.18
Provisions	3.01	2.61
Other Current Liabilities	2.76	2.08
Current tax Liabilities (Net)	2.02	0.54
Total Equities & Liabilities	495.83	428.60

Rs. Cr	As on 31 st Mar'22	As on 31 st Mar'21
Non-Current Assets	334.86	281.73
Property, Plant and Equipment	92.45	55.05
Capital work in progress	0.90	2.32
Right of use Asset	202.91	182.15
Investment Property	3.53	3.59
Other Intangible Assets	1.51	0.33
Investments	0.10	0.11
Other Financial Assets	11.88	10.19
Loans	0.00	0.00
Deferred tax assets (Net)	13.90	18.65
Other non-current assets	7.68	9.35
Current Assets	160.96	146.87
Inventories	146.85	123.62
Investments	0.00	0.00
Trade Receivables	3.74	3.89
Loans	0.00	0.00
Cash & Cash Equivalents	3.23	8.32
Other Financial Assets	1.03	4.87
Current tax assets (Net)	0.86	0.86
Other Current Assets	5.25	5.32
Total Assets	495.83	428.60

Company repaid entire loan and now is zero debt Company



Company Overview



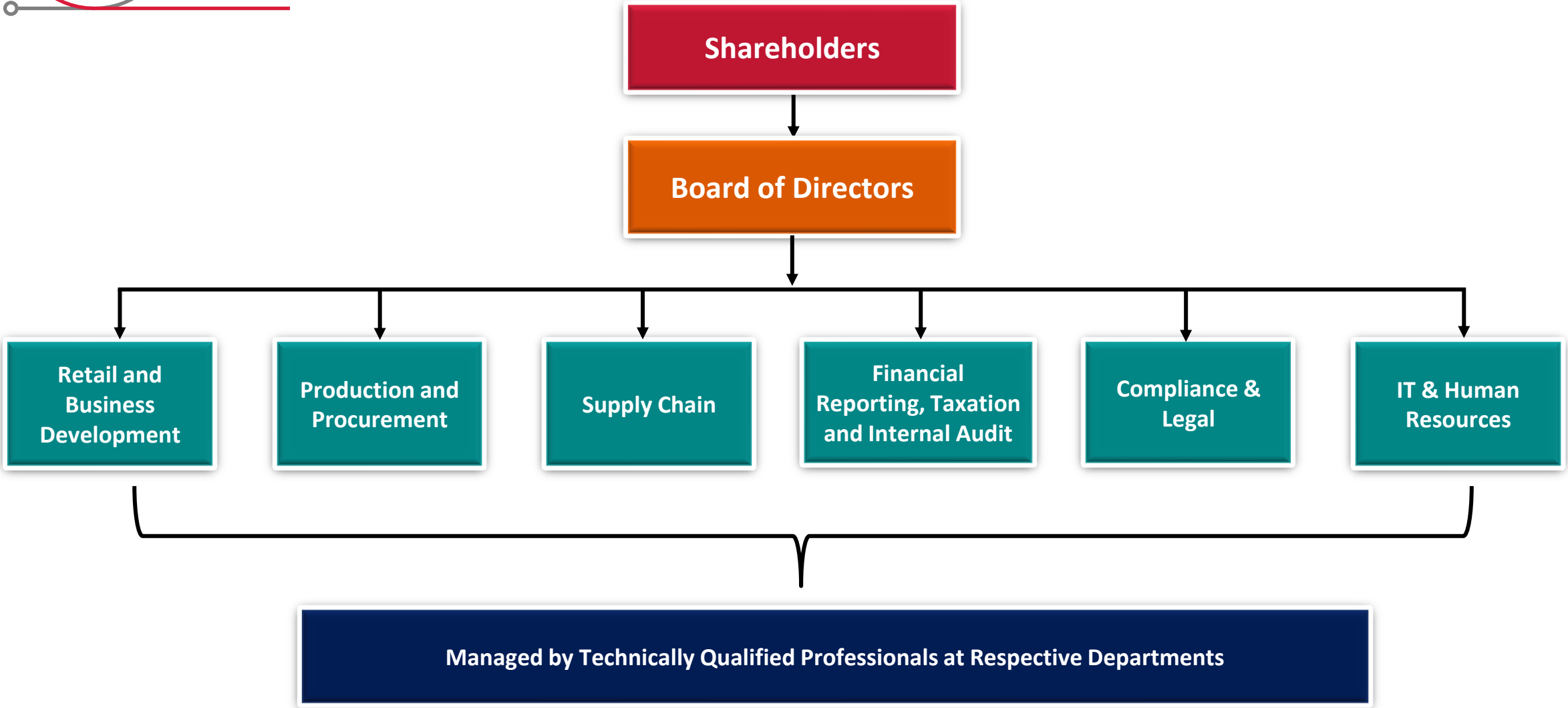


How are we different:

- **Production is divided in three parts –**
 - **one-third** is production at own factory with capacity of 10L pieces per annum
 - **one-third dedicated fabricators**
 - **one-third** on **FOB** basis
- Company **totally controls functioning of dedicated fabricators**, sourcing of raw materials, designing and quality check is done by company **leaving no scope for compromising Cantabil brand name**
- **Zero Debt Company with strong financials**
- This makes **total of two-third own production** and **one-third outsourced** which is mainly knits wear from Ludhiana
- Expansion in **Tier II and III towns and cities has proven to be great success story for company**. There are many aspirational customers in those areas with spending powers but no access to branded products, this gives Company added first mover advantage. We have witnessed most of stores performing extremely well in these towns/cities. Along with this we also continue to expand in Tier I cities
- As far as expansion is concerned, **mix of 70:30 ratio is our strategy in terms of COCO and FOFO** stores respectively – keeping in control most of the stores as per company policy and culture – enabling control and avoiding any chance of dilution of Brand– making this well-adjusted approach of expanding



Organization Structure





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



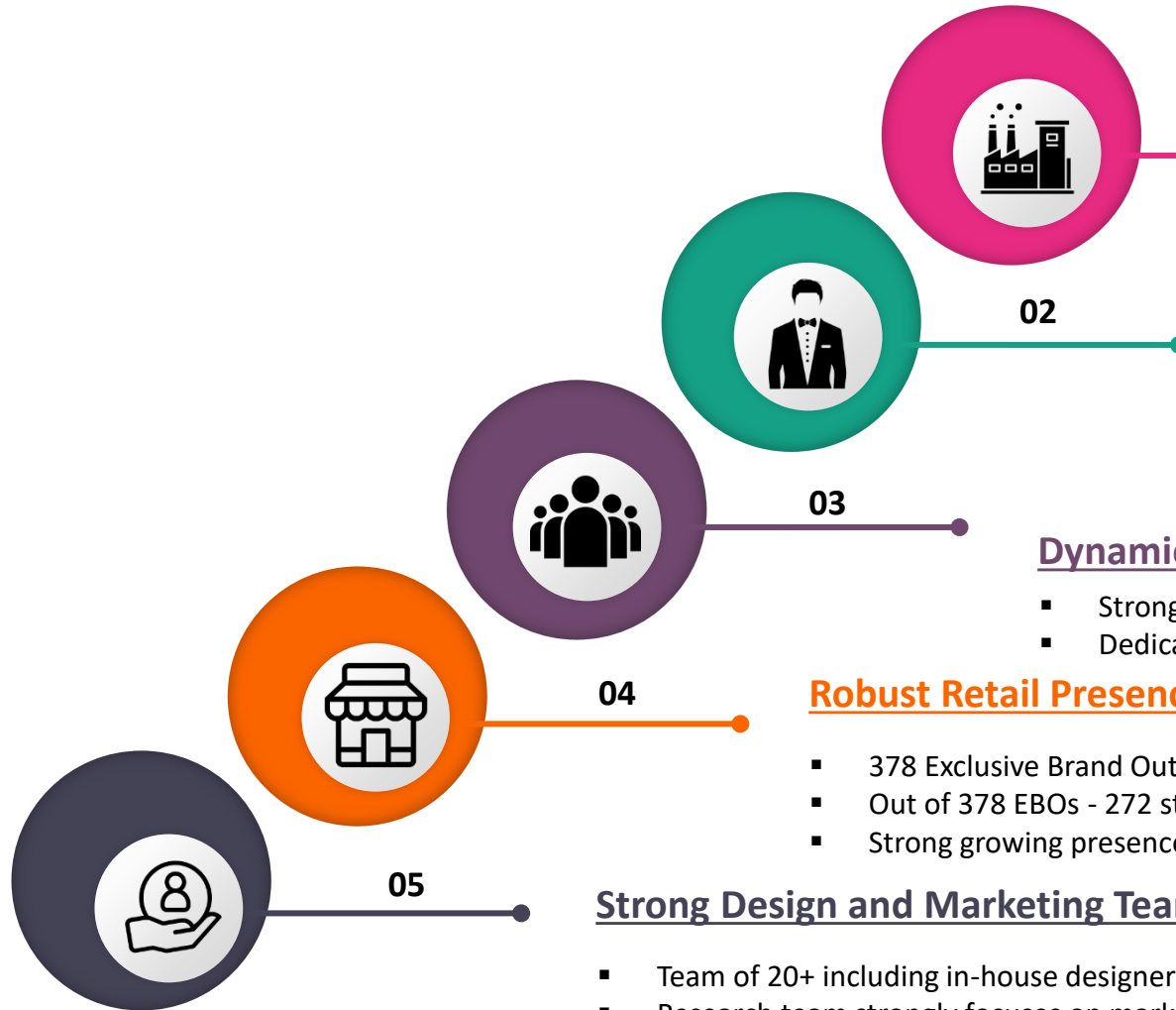
Ms. Poonam Chahal (FCS, LLB)

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 - Among Leading Retail Brands in India



State of Art Infrastructure Facilities

- 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
- All outlets at prime locations in respective markets

Wide and Diverse Product Portfolio

- 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 as per consumers need and prevailing trends

Dynamic & Experienced Leadership

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

Robust Retail Presence

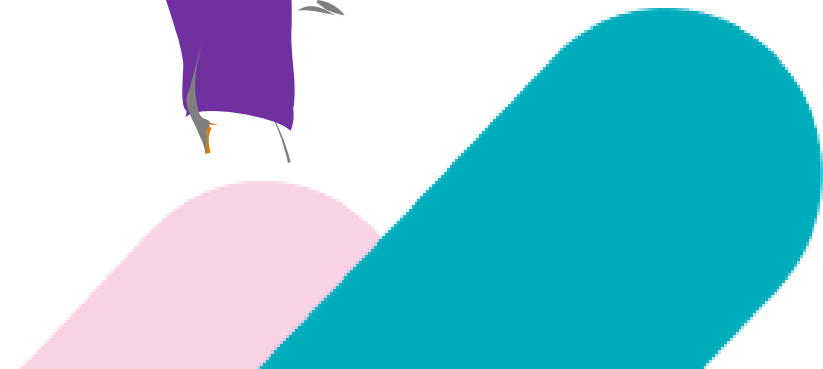
- 378 Exclusive Brand Outlets with floor space of 4.28 lacs sq. ft across 18 states
- Out of 378 EBOs - 272 stores are Company operated and 106 stores are Franchise operated
- Strong growing presence in tier 2 & 3 cities

Strong Design and Marketing Team

- Team of 20+ 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

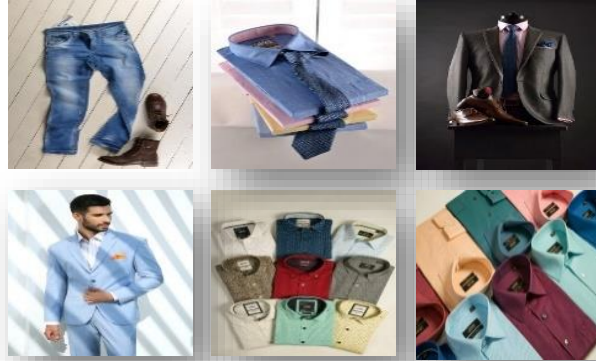


Business Overview





Brand Cantabil



Men's Wear

- Cantabil – 21 years old established brand with growing acceptance
- Highly popular in middle class
- 378 stores across India
- Formals, Casuals, Ultra Casuals, Woollen, Knitwear



CANTABIL ITALY
International Clothing



Women's Wear

- Retailing 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

- Well-known brand in men's accessories
- Offers Innerwear, 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**
- **Recently upgraded facility by investing in washing plant and adding latest machinery**



Pan India Presence



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

State	31 st Mar' 2022	31 st Dec' 2021
Assam	1	1
Bihar	11	8
Chhattisgarh	9	9
Chandigarh	1	1
Delhi	53	53
Gujrat	24	23
Haryana	44	42
Himachal Pradesh	2	2
Jammu & Kashmir	9	8
Jharkhand	8	7
Madhya Pradesh	13	13
Maharashtra	43	42
Punjab	28	26
Rajasthan	63	62
Telangana	4	4
UP	52	48
Uttaranchal	9	7
West Bengal	4	4
Total	378	360

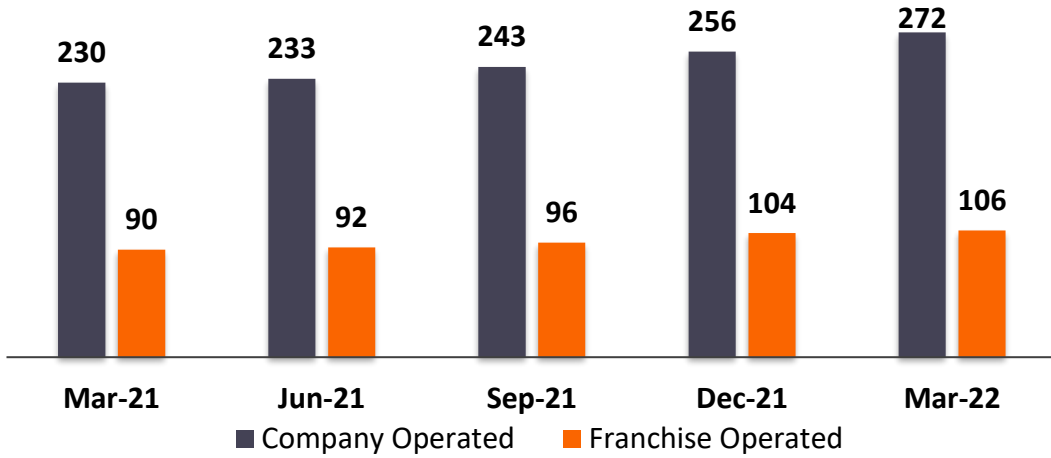


Exclusive Brand Outlets

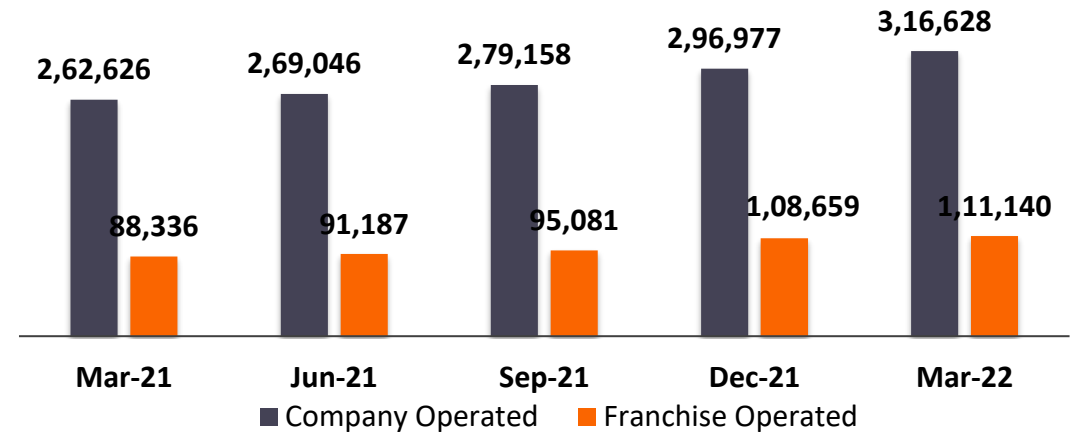


Company & Franchise Operated

No. of Stores

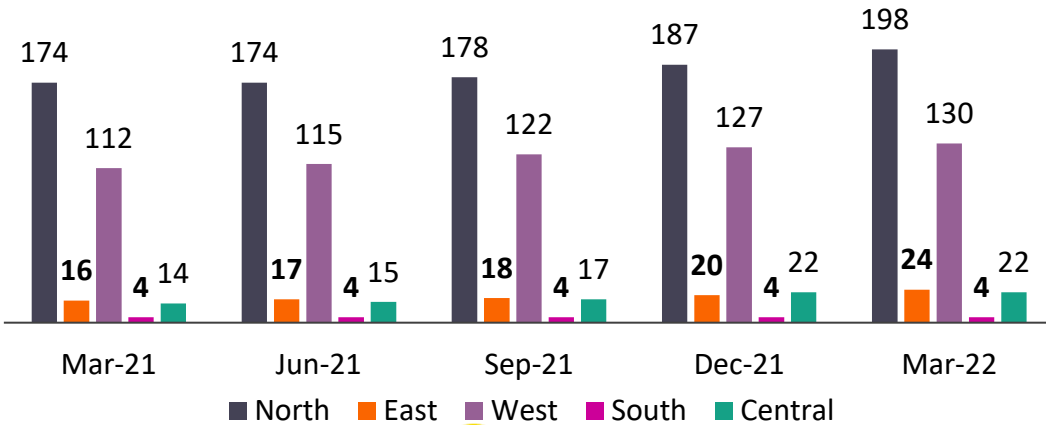


Floor Area

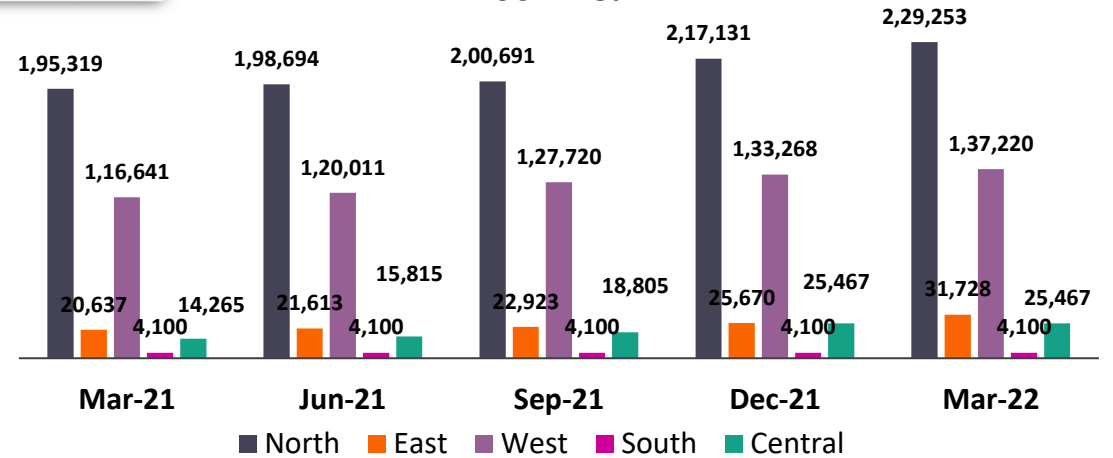


Régional Distribution

No. of Stores

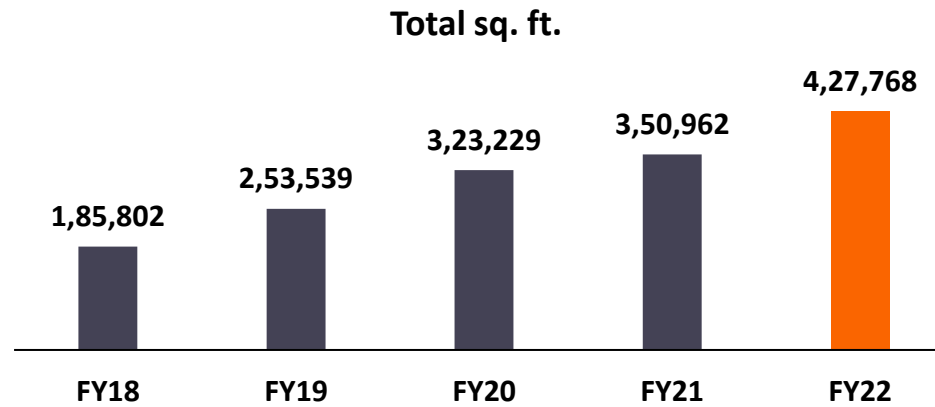
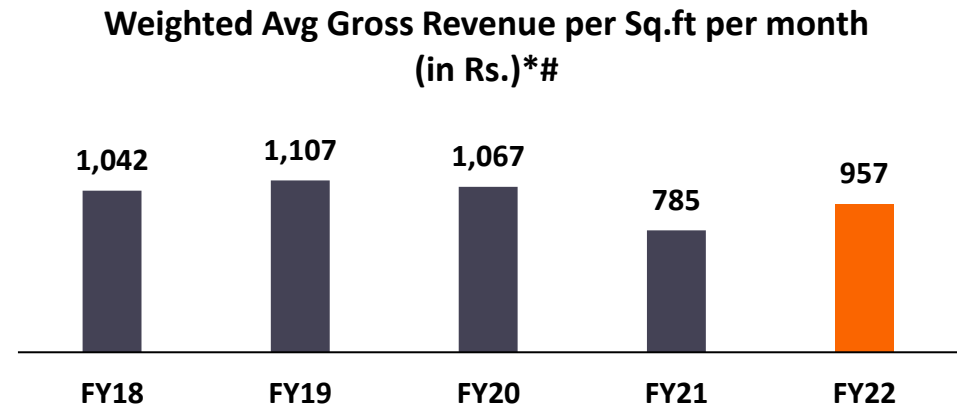
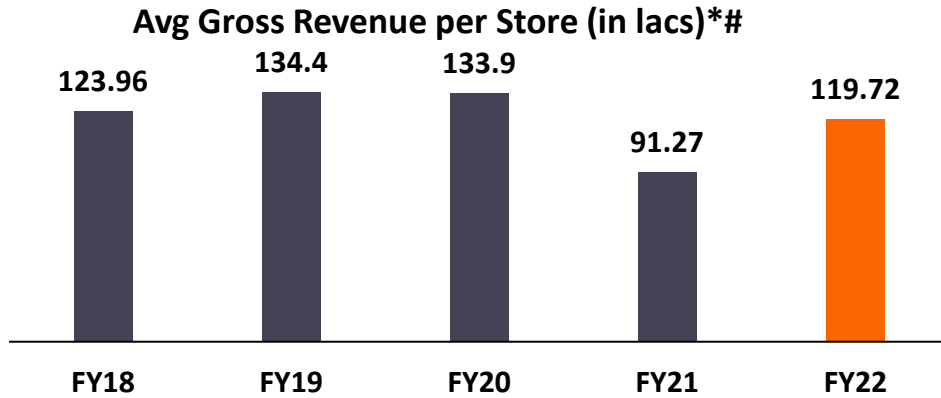


Floor Area





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



Industry Overview

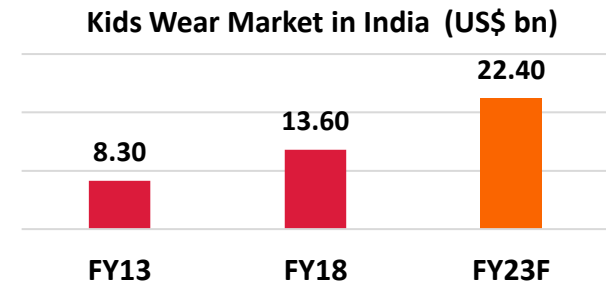
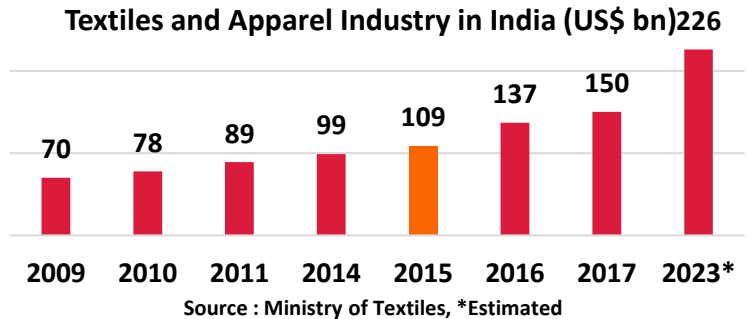
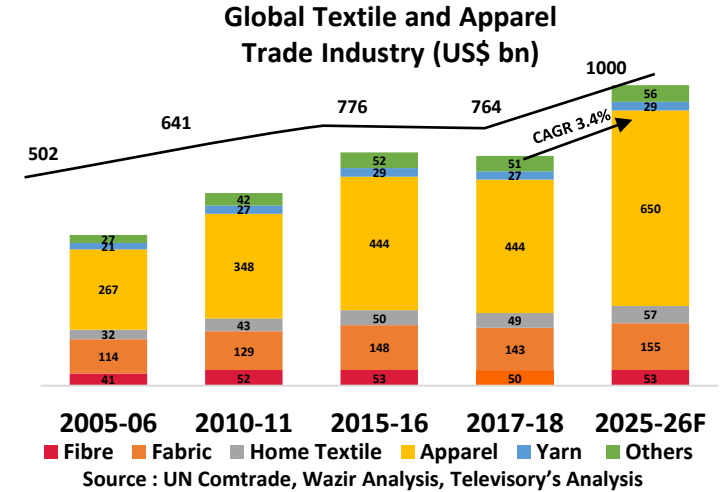




Indian Apparel Industry



- **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 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
- Expand exclusive stores for Ladies and kids wear
- Enhancing shopping experience by providing 'Best Brand Mix
- Planned and phased expansion to Deeper penetration in tier 2 & 3 cities
- Plan to reach 700+ stores with target turnover of Rs. 1000 crores in next 4 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
- Recently upgraded facility by investing in washing plant and adding latest machinery

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
- Company investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management

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

Women empowerment is strategic goal of Cantabil – Company invests in training and skill development of female population leading to overall development of society at large – Company has approx. 1,000 women employees currently



Thank You



For further information, please contact:

Company :

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18th May, 2022

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-Declaration on Audit Report with unmodified opinion(s)

Dear Sir/Ma'am,

In terms of regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended by SEBI (Listing Obligations and Disclosure Requirements) (Amendment) Regulations, 2016, read with SEBI circular no. CIR/CFD/CMD/56/2016 dated May 27, 2016, we hereby declare that M/s A N S K & Associates. (FRN: 026177N) the Statutory Auditors of the Company have issued an Audit Report with unmodified opinion with respect to the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2022.

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

Thanking you,

Yours faithfully,

For Cantabil Retail India Limited

Vijay Bansal
(Chairman & Managing Director)



CANTABIL RETAIL INDIA LTD.