



**Media Release**

**Current total number of stores - 339**

**H1 FY22 Revenue at Rs.118.38 crore**

**H1 FY22 EBITDA (w/o IND-AS 116 effect) at Rs. 15.63crore**

**H1 FY22 EBIDTA Margin (w/o IND-AS 116 effect) at 13.21%**

**H1 FY22 PAT (w/o IND-AS 116 effect) at Rs 7.81 crore**

**H1 FY22 PAT Margin (w/o IND-AS 116 effect) at 6.60%**

**Board of Directors declared interim dividend of 10% on face value of equity share of Rs. 10/- each**

**Delhi,27<sup>th</sup>October 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 Companyhas announced its unaudited financial results for thesecondquarter and half-yearended September 30<sup>th</sup>, 2021.These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporatedfrom Q1 FY20).

**Key Financials (Rs. Crore): -**

Particulars	Q2 FY22 (With IND-AS 116)	Q2FY22 (W/O IND-AS 116)	Q2 FY21 (With IND-AS 116)	Q2FY21 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q1 FY22
Revenue from Operations	89.61	89.61	48.50	48.50	84.78%	84.78%	28.77
EBIDTA*	23.40	14.80	9.84	3.41	137.72%	333.44%	6.06
EBITDA Margin (%)	26.11%	16.51%	20.30%	7.04%	581 bps	947 bps	21.06%
PAT	7.77	8.73	(0.69)	0.59	1224.71%	1374.38%	(1.55)
PAT Margin (%)	8.67%	9.74%	(1.42%)	1.22%	1009 bps	852 bps	(5.38%)
Basic EPS	4.76	5.35	(0.42)	0.36	1233.33%	1386.11%	(0.95)

\*excluding other income



Particulars	H1 FY22 (With IND- AS 116)	H1 FY22 (W/O IND- AS 116)	H1 FY21 (With IND- AS 116)	H1 FY21 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue from Operations	118.38	118.38	61.31	61.31	93.08%	93.08%
EBIDTA*	29.46	15.63	10.40	1.73	183.17%	802.51%
EBITDA Margin (%)	24.89%	13.21%	16.97%	2.83%	792 bps	1038 bps
PAT	6.22	7.81	(7.75)	(2.25)	180.30%	447.99%
PAT Margin (%)	5.26%	6.60%	(12.64%)	(3.66%)	1790 bps	1026 bps
Basic EPS	3.81	4.79	(4.75)	(1.38)	180.21%	447.10%

\*excluding other income

**Performance Highlights with IND-AS 116 for the quarter ended September 30<sup>th</sup>, 2021:**

- Revenue from operations was at **Rs. 98.61 crore in Q2 FY22** as against Rs. 48.50 crore in Q2 FY21 YoY increase of 84.78% mainly due to higher sales volumes on account of reducing fear of COVID and movement of activities towards normalization
- EBITDA (excluding other income) stood at **Rs. 23.40 crore**
- EBITDA Margin was **26.11%**
- Profit After Tax was at **Rs. 7.77 crore**
- PAT Margin was **8.67%**
- Basic EPS stood at **Rs. 4.76**

**Performance Highlights W/O IND-AS 116 for the quarter ended September 30<sup>th</sup>, 2021:**

- EBITDA (excluding other income) stood at **Rs. 14.80 crore in Q2 FY22** as against Rs. 3.41 crore in the Q2 FY21 YoY increase of 333.44%, on account of higher utilizations, increasing footfalls and incremental sales volume



- EBITDA Margin in **Q2 FY22 was 16.51%** as against 7.04% in Q2 FY21, increase of 947bps
- Profit After Tax was at **Rs. 8.73 crore in Q2 FY22** as against Rs. 0.59 crore in Q2FY21
- PAT Margin was **9.74% in Q2 FY22** as against 1.22% in Q2 FY21, an increase of 852bps
- Basic EPS stood at **Rs. 5.35**

**Performance Highlights with IND-AS 116 for half-year ended September 30<sup>th</sup>, 2021:**

- Revenue from operations was at **Rs. 118.38 crore in H1 FY22** as against Rs. 61.31 crore in H1 FY21 YoY increase of 93.08% -lockdown in Q1 FY22 and conditions imposed on working of store days and hours had some impact on half year revenue. Additional revenue generated due to expansion in retail space
- EBITDA (excluding other income) stood at **Rs. 29.46 crore**
- EBITDA Margin was **24.89%**
- Profit After Tax was at **Rs. 6.22 crore**
- PAT Margin was **5.26%**
- Basic EPS stood at **Rs. 3.81**

**Performance Highlights W/O IND-AS 116 for half-year ended September 30<sup>th</sup>, 2021:**

- EBITDA (excluding other income) stood at **Rs. 15.63 crore in H1 FY22** as against Rs. 1.73 crore in the H1 FY21 YoY increase of 802.51%, on account of higher utilizations, increasing footfalls and incremental sales volumes
- EBITDA Margin in **H1 FY22 was 13.21%** as against 2.83% in H1 FY21, increase of 1038 bps
- Profit After Tax was at **Rs. 7.81 crore in H1 FY22** as against Rs. (2.25) crore in H1 FY21
- PAT Margin was **6.60% in H1 FY22** as against (3.66%) in H1 FY21, an increase of 1026bps
- Basic EPS stood at **Rs. 4.79**



## Cantabil Retail India Limited

### Management Comment:

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

*“As for this quarter we have recorded a revenue of Rs. 98.61 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 14.80 crores and Rs. 8.73 crores respectively and for half-year ended we recorded a revenue of Rs. 118.38 crores with EBITDA and PAT (w/o IND-AS 116) of 15.63 crores and Rs. 7.81 crores respectively. This is mainly on account of reducing fear of COVID and movement of activities towards normalization along with store expansion.*

*For the half-year in discussion – first quarter was affected by COVID but the second quarter saw good traction and footfalls. This quarter usually attracts demand as festivities are around the corner. Luckily for us, impact of COVID is diminishing as the peak season starts. What's also most important is that now all of our stores are functional on a daily basis throughout the day. We also see online sales gradually adding to the revenue. Going forward we are pretty confident of pre-COVID growth returning back for the Company.*

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

### Company Overview

Established in 1989, Cantabil Retail India Limited is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company started its garment manufacturing and retailing business in the year 2000 and opened the first Cantabil store in September 2000 in New Delhi.

Over the years, Company has established 1,50,000 sq. ft. state of art manufacturing facility in Bahadurgarh, Haryana with a capacity to produce 10.00 Lakh garment pcs. /p.a that makes Casual trousers, Formal trousers, Suits & jackets and Shirts. Along with this, the Company also has two dedicated production units and two warehouses to ensure seamless & timely Logistics of quality products. The production facilities are equipped with high quality machines.

The Company sells its products under the brand Cantabil through 339 Exclusive Brand Outlets (EBOs) in 18 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.



## Cantabil Retail India Limited

**For more details please visit:**

For further information please contact: [www.cantabilinternational.com/](http://www.cantabilinternational.com/)

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