



Media Release

Total number of stores as on 30th June 2022 - 401

Q1FY23 Revenue at Rs.100.77 crore

Q1 FY23 EBITDA (w/o IND-AS 116) stood at Rs. 22.14crore

Q1 FY23 EBITDA Margin (w/o IND-AS 116) at 21.97%

Q1 FY23 PAT (w/o IND-AS 116) at Rs. 15.04 crore

Q1 FY23 PAT Margin (w/o IND-AS 116) at 14.93%

Delhi, 9th August 2022: Cantabil Retail India Limited (BSE: 533267 NSE:CANTABIL), Incorporated in 1989, is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company has announced its unaudited financial results for the first quarter ended June 30th, 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	Q1 FY23 (With IND- AS 116)	Q1FY23 (W/O IND- AS 116)	Q1 FY22 (With IND- AS 116)	Q1FY22 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)	Q4 FY22 (With IND- AS 116)
Revenue	100.77	100.77	28.77	28.77	250.28%	250.28%	133.29
EBIDTA*	35.48	22.14	5.96	0.74	495.56%	2900.67%	34.01
EBITDA Margin (%)	35.21%	21.97%	20.71%	2.56%	1450 bps	1941 bps	25.52%
PAT	14.12	15.04	(1.55)	(0.91)	1011.77%	1749.43%	8.12
PAT Margin (%)	14.02%	14.93%	(5.38%)	(3.17%)	1940 bps	1810 bps	6.09%
Basic EPS	8.65	9.21	(0.95)	(0.56)	1010.53%	1744.64%	4.98

**excluding other income*

Performance Highlight with IND-AS 116 for the quarter ended June 30th, 2022:

- Revenue from operations was at **Rs. 100.77 crore in Q1 FY23** as against Rs. 28.77 crore in Q1 FY22 YoY increase of 250.28% mainly on account of addition of new stores, growth in same store sales and significant improvement in ticket size (Q1 FY22 was hugely impacted by pandemic)

- EBITDA (excluding other income) stood at **Rs. 35.48 crore**
- EBITDA Margin was **35.21%**
- Profit After Tax was at **Rs. 14.12 crore**
- PAT Margin was **14.02%**
- Basic EPS stood at **Rs. 8.65**

Performance Highlights W/O IND-AS 116 for the quarter ended June 30th, 2022:

- EBITDA (excluding other income) stood at **Rs. 22.14 crore in Q1 FY23** as against Rs. 0.74 crore in Q1 FY22 **YoY increase of 2900.67%**
- EBITDA Margin in **Q1 FY23 was 21.97%** as against 2.56% in Q1 FY22, increase of 1941 bps mainly due to higher same store sales, higher average pricing, improving average sales per store
- Profit After Tax was at **Rs. 15.04 crore in Q1 FY23** as against loss of Rs. 0.91 crore in Q1 FY22
- PAT Margin was **14.93% in Q1 FY23** as against negative 3.17% in Q1 FY22, increase of 1810 bps
- Basic EPS stood at **Rs. 9.21**

Management Comment:

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

"I am happy to convey that Q1 FY23 marks another historic feat achieved by Cantabil. We crossed the milestone of 400 stores with 23 new stores added in the quarter. This gives us great sense of satisfaction as we keep performing as per set strategies and keep achieving new milestones.

Although Q1 FY23 is not comparable to Q1 FY22, but the growth in turnover and profitability is significantly higher than our initial assessment for the quarter. We worked on increasing the



Cantabil Retail India Limited

product portfolio within each segment leading to increase in ticket size. Our same store sales growth, too, is reflective of the efforts being put in by the team. At the same time, we worked on greater cost optimization and achieve higher economies of scale. The significant growth in the EBITDA margin is a result of the above factors.

The Company is well placed to enter into the next phase of growth. We are, now, working towards increasing our presence in different store formats and on online platforms. Next few years will be particularly important, towards achieving new milestones.

I must thank the entire team of Cantabil for putting in wholehearted efforts and toiling hard towards taking Cantabil to greater heights. I assure all stakeholders that we shall leave no stone unturned in achieving many more milestones."

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 401 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/

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