



November 12, 2024

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

**Subject: Media Release on Un-Audited Financial Results for the Quarter and Half Year ended
on September 30, 2024**

Dear Sir/Ma'am,

Please find enclosed herewith the Media Release on Un-Audited Financial Results of the Company for the Quarter and Half Year ended on September 30, 2024.

You are requested to take the above on record.

For Cantabil Retail India Limited

**POONAM
CHAHAL**

Digitally signed by POONAM CHAHAL
DN: c=IN, o=Personal,
pseudonym=caY4zaqRSUY12Hkgd00YP7
PL9uapNV,
2.5.4.20=dc18a3d106ad0e75760e12855
599059258b8957b4cf1040fc552e447e81
b0c, postalCode=110085, st=Delhi,
serialNumber=10c0ba7bdadd340578d76
cf631cd10f18e27c139ad7f8cf5ae0dc88fe
bd5e35d, cn=POONAM CHAHAL
Date: 2024.11.12 15:37:59 +05'30'

Poonam Chahal
Company Secretary & Compliance Officer
FCS No. 9872
Encl: as above

CANTABIL RETAIL INDIA LTD.

H.Off. : B-16, Lawrence Road Ind. Area, New Delhi - 110 035. Tel : 011-41414188, 46818101
e-mail : info@cantabilinternational.com Website : www.cantabilinternational.com CIN No. L74899DL1989PLC034995
Works : Plot No. 359,360 & 361, Phase 4-B, Sec.-17, HSIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507

CANTABIL RETAIL INDIA LIMITED

Revenue for Q2 FY25 up by 12% y-o-y at ₹ 151.2 crores

EBIDTA for Q2 FY25 up by 17% at ₹ ₹ 34.5 crores

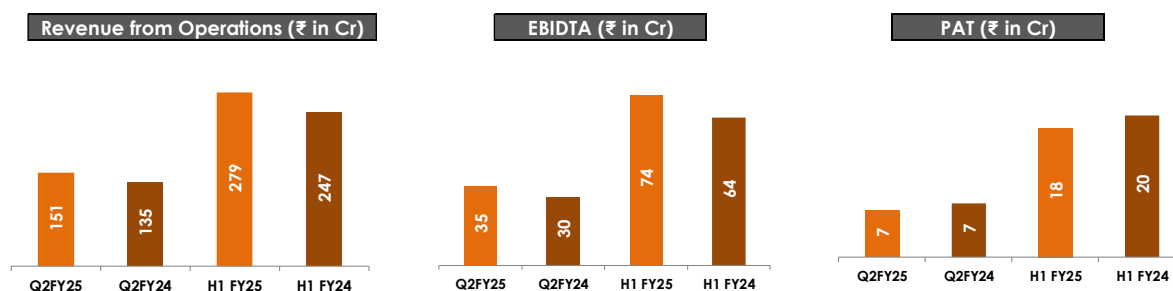
PAT for Q2 FY25 at ₹ 6.6 crores

Total Store 556 | Net Store addition 12

New Delhi, November 12, 2024: Cantabil Retail India Limited (CRIL / Company), one of India's leading integrated retail player with pan India presence declared its unaudited Financial Results for the quarter and half ended September 30, 2024. CRIL with over 3 decades presence is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**.

Key Financial Highlights are as follows :

| Particulars (₹ In Cr) | Q2FY25 | Q2FY24 | Y-O-Y | H1 FY25 | H1 FY24 | Y-O-Y | FY24 |
|-------------------------|--------|--------|-------|---------|---------|-------|-------|
| Revenue from Operations | 151.2 | 135.1 | 12% | 279.1 | 246.9 | 13% | 616.5 |
| EBIDTA | 34.5 | 29.6 | 17% | 73.9 | 64.0 | 16% | 162.7 |
| EBIDTA Margin | 22.8% | 21.9% | | 26.5% | 25.9% | | 26.4% |
| PAT | 6.6 | 7.5 | -13% | 18.0 | 19.8 | -9% | 62.2 |
| PAT Margin % | 4.3% | 5.5% | | 6.4% | 8.0% | | 10.1% |



Standalone Performance highlights for Q2 FY25

- **Revenue from Operations** for Q2 FY25 grew by 12% to ₹151.2 crores as compared to ₹135.1 crores in Q2 FY24.
- **EBIDTA** for Q2 FY25 stood at ₹34.5 crores as compared to ₹29.6 crores in Q2 FY24. **EBIDTA margin** for Q2 FY25 stood at 22.8% as compared to 21.9% in Q2 FY24.
- **PAT** for Q2 FY25 stood at ₹6.6 crores as compared to ₹7.5 crores in Q2 FY24. **PAT margin** for Q2 FY25 stood at 4.3% as compared to 5.5% in Q2 FY24.

Standalone Performance highlights for H1 FY25

- **Revenue from Operations** for H1 FY25 grew by 13% to ₹279.1 crores as compared to ₹246.9 crores in H1 FY24.
- **EBIDTA** for H1 FY25 stood at ₹73.9 crores as compared to ₹64.0 crores in H1 FY24. **EBIDTA margin** for H1 FY25 stood at 26.5% as compared to 25.9% in H1 FY24.

- **PAT** for H1 FY25 stood at ₹18.0 crores as compared to ₹19.8 crores in H1 FY24. **PAT margin** for H1 FY25 stood at 6.4% as compared to 8.0% in H1 FY24.

KEY FOCUS AREAS

- **Improving SSG**

Focussing on product improvement by introducing new and fresh range within the existing product categories, inventory management and tracking to ensure Never out of Stock alongside incentivising store staff to achieve better sales and thereby improving SSG and positively impacting margins

- **Increasing Retail Presence**

Continuing our strategy towards expanding our retail presence, the Company added net 23 stores in H1 FY25 taking the total tally to 556 stores as at September 30, 2024. We intend to increase our store count to ~700+ in next 2 years. The target is to improve our reach in in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores.

- **Improving Efficiencies**

Focus on areas to reduce costs and achieve efficiencies in order to attain competitive edge. Investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management.

Commenting on the results and performance, Mr. Vijay Bansal, (Chairman & Managing Director) of Cantabil Retail India Limited said :

"We are pleased to report a robust beginning to FY25, with our Company achieving an impressive 29.4% volume growth in H1 FY25. Notably, this success was accomplished despite challenging market conditions and adverse weather conditions, particularly the heat wave in North India and extended monsoon, which impacted consumption.

Our strategic agenda is focused on enhancing customer convenience, reinforcing our brand promise, and driving growth through expanded reach, bringing us closer to customers; entry into newer markets; diversification across segments and categories and elevating the shopping experience

These initiatives position us to capitalize on the revival in consumer demand, solidifying our competitive advantage and fueling sustainable growth.

The combination of above-normal monsoons, festive season and wedding season is expected to drive improvement in discretionary spending. Additionally, the government's focus on consumption stimulus will further bolster demand. This favorable environment is

particularly beneficial for companies with strong brand loyalty; deep customer connect and established market presence. We remain positive on the consumption story, with a promising outlook for companies that have built strong relationships with their customers."

On the expansion front, the Company accelerated its store expansion strategy by opening 23 stores (net) during H1 FY24.

We are committed to shifting gears, capitalizing on emerging opportunities, and solidifying our position as a leader in the fashion apparel sector

About Cantabil Retail India Limited: 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 15.00 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 556 Exclusive Brand Outlets (EBOs). The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

Disclaimer : Certain statements in this "Release" may not be based on historical information or facts and may be "forward looking statements" within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. This "Release" does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares.

Investor Relation Advisors

Marathon Capital Advisory Private Limited

Dr. Rahul Porwal / Amit Porwal

Tel : +91 9967576900 / +91 98197 73905

Email: rahul@marathoncapital.in / amit@marathoncapital.in

www.marathoncapital.in