



February 6, 2026

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: Investor Presentation on Un-Audited Financial Results for the Quarter ended on
December 31, 2025**

Dear Sir/Ma'am,

Please find enclosed herewith Investor Presentation on Un-Audited Financial Results of the Company for the Quarter ended on December 31, 2025.

You are requested to take the above on record.

For Cantabil Retail India Limited

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
ITALY

CANTABIL RETAIL INDIA LIMITED

INVESTOR PRESENTATION

Q3 & 9M FY26



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Performance Highlights

Corporate Overview

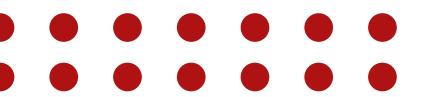
Vision 2027

Media & Marketing

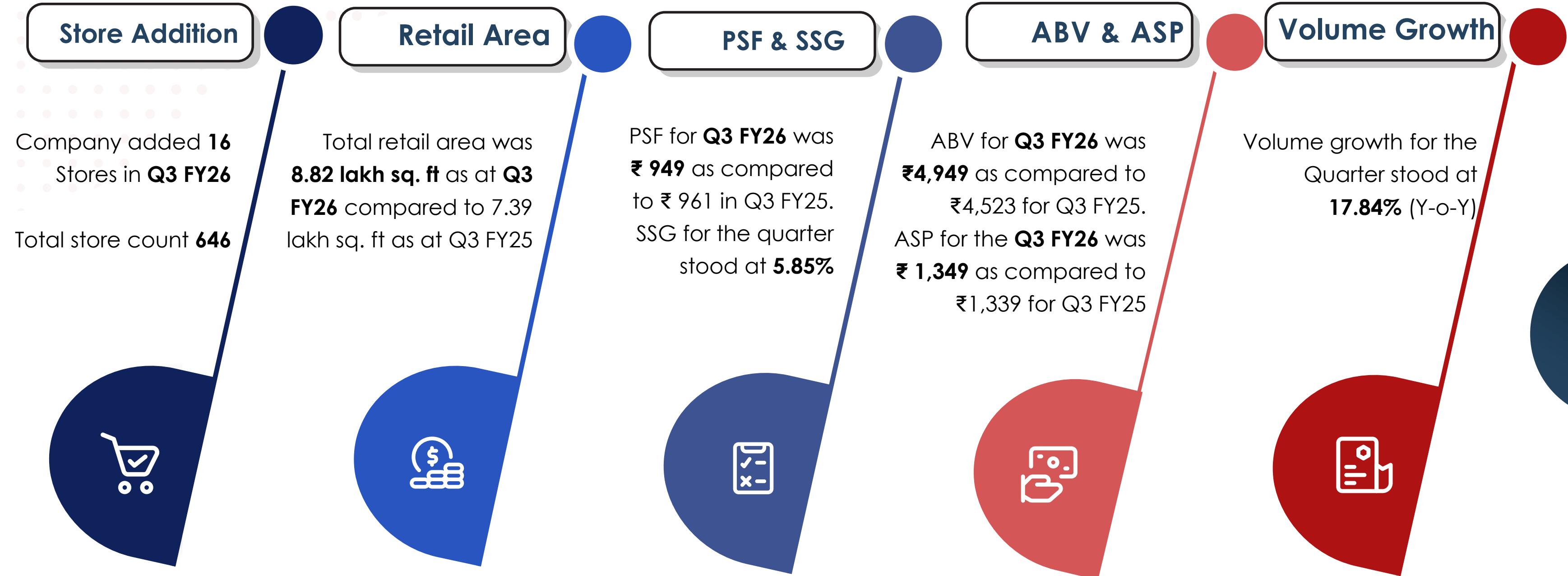
Historical Performance



Q3 & 9M FY26 PERFORMANCE HIGHLIGHTS



Q3 FY26 - KEY OPERATIONAL UPDATES



Store Addition

Company added **47** Stores in 9M FY26

Total store count **646**

Retail Area

Total retail area was **8.82** lakh sq. ft as at 9M FY26 compared to 7.39 lakh sq. ft as at 9M FY25

PSF & SSG

PSF for **9M FY26** was ₹ **746** as compared to ₹ 743 in 9M FY25. SSG for **9M FY26** stood at **6.32%**

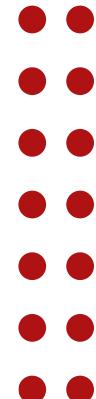
ABV & ASP

ABV for **9M FY26** was ₹ **4,387** as compared to ₹ 4,017 for 9M FY25.

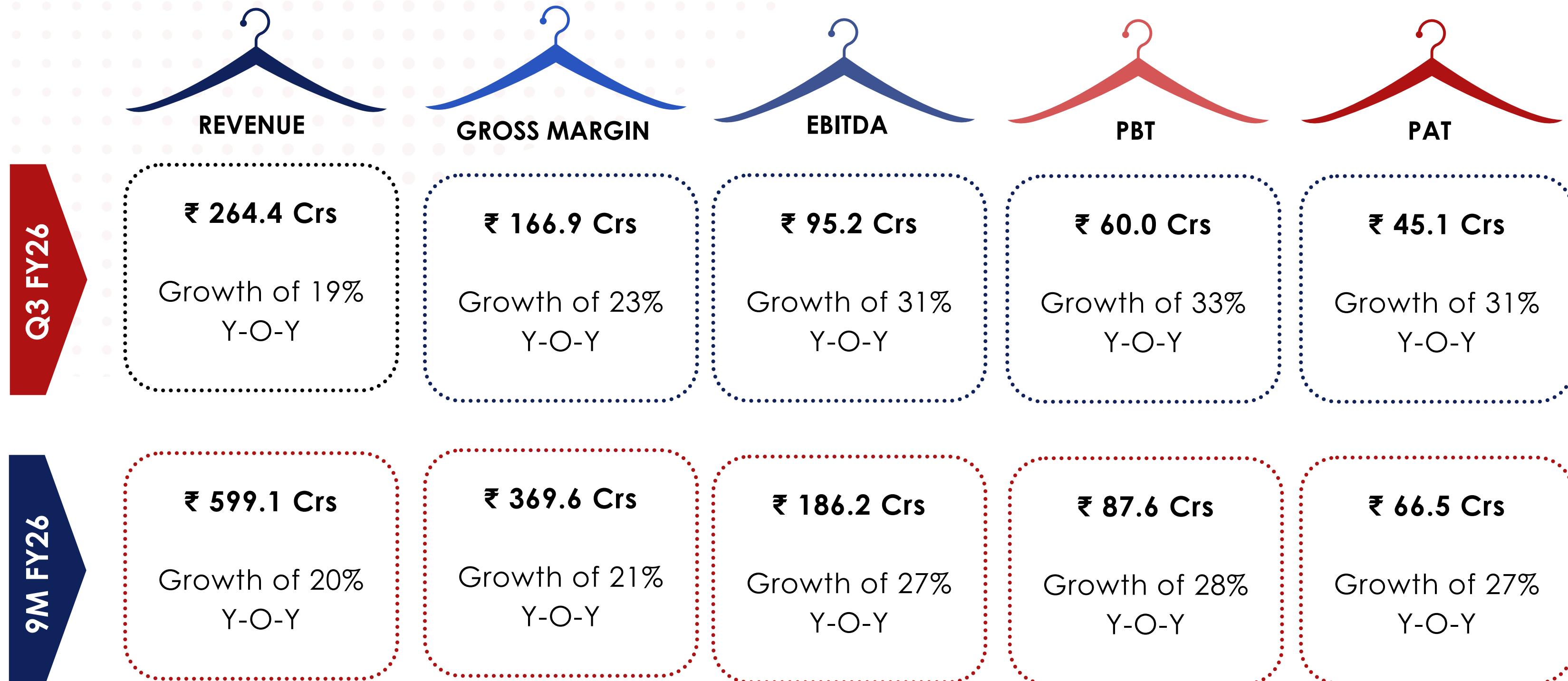
ASP for **9M FY26** was ₹ **1,070** as compared to ₹ 1,026 for 9M FY25

Volume Growth

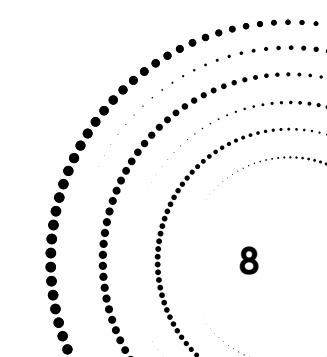
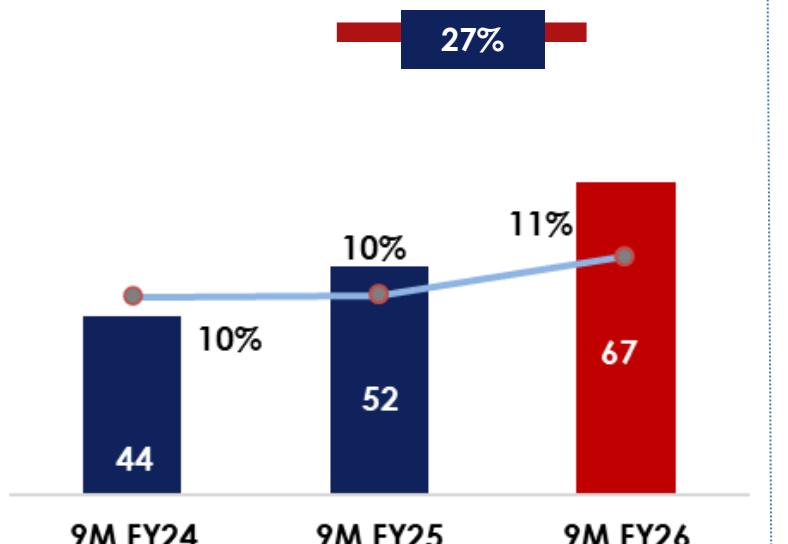
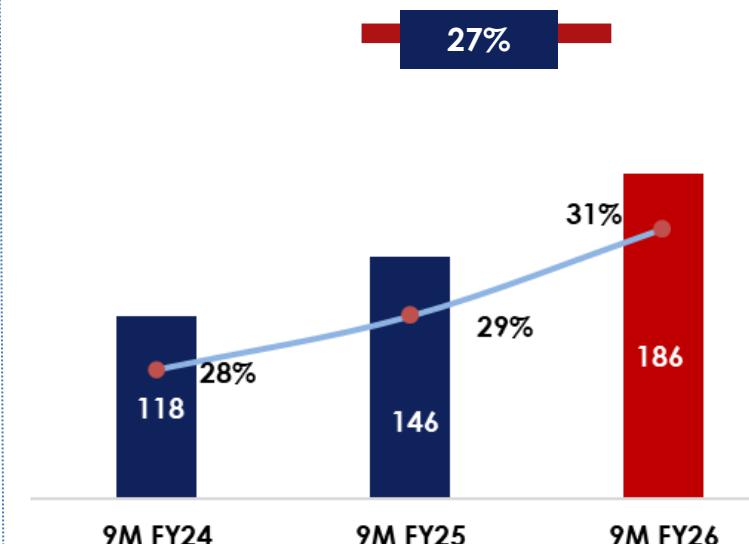
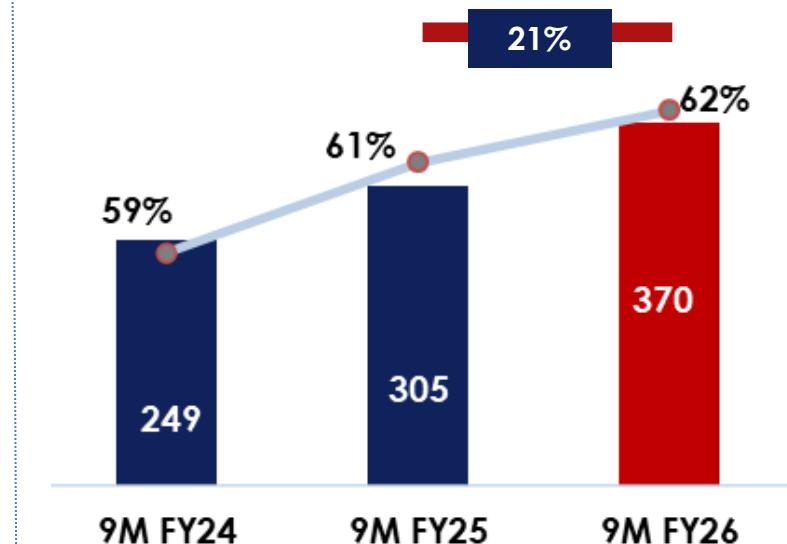
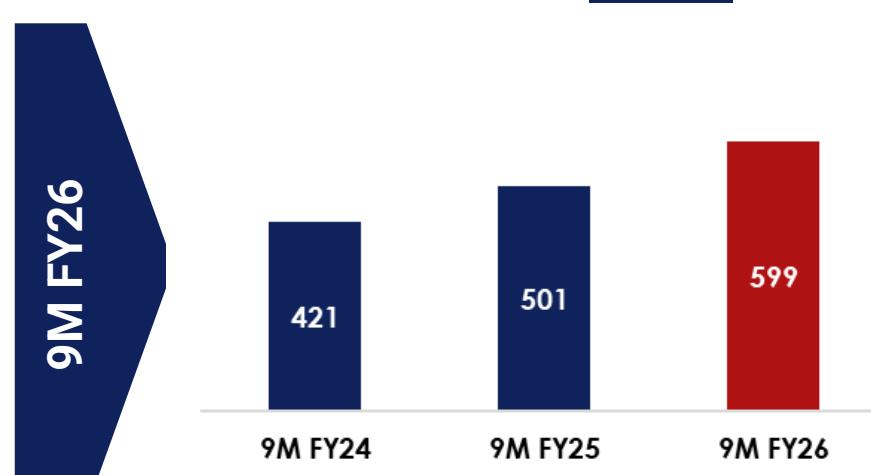
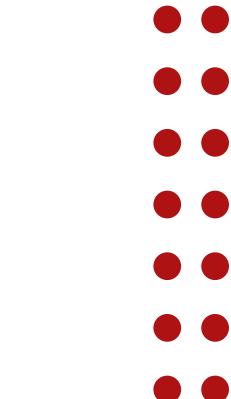
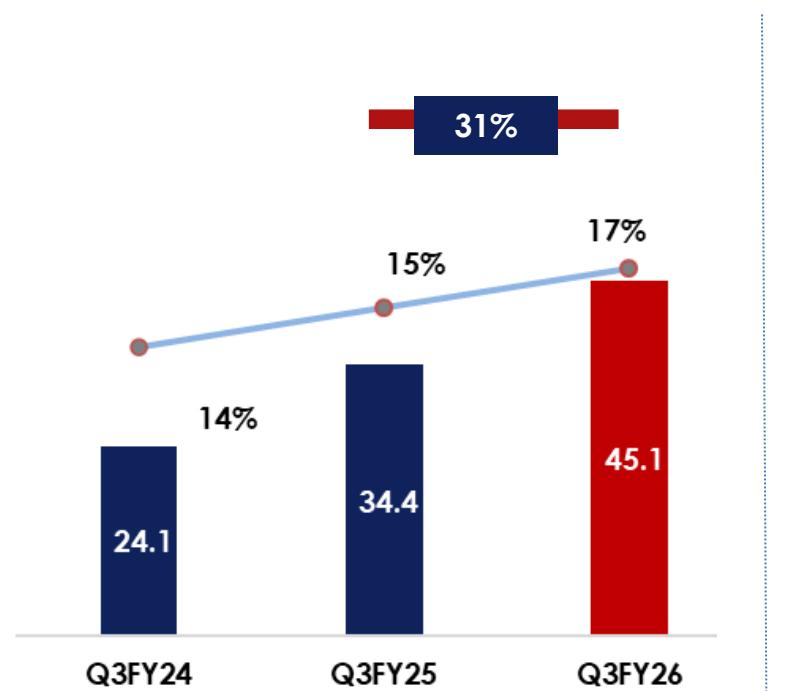
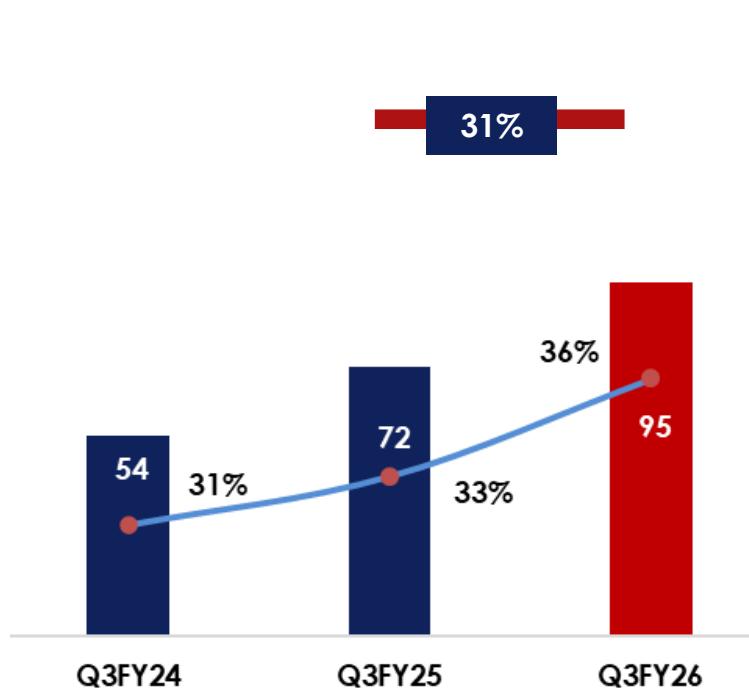
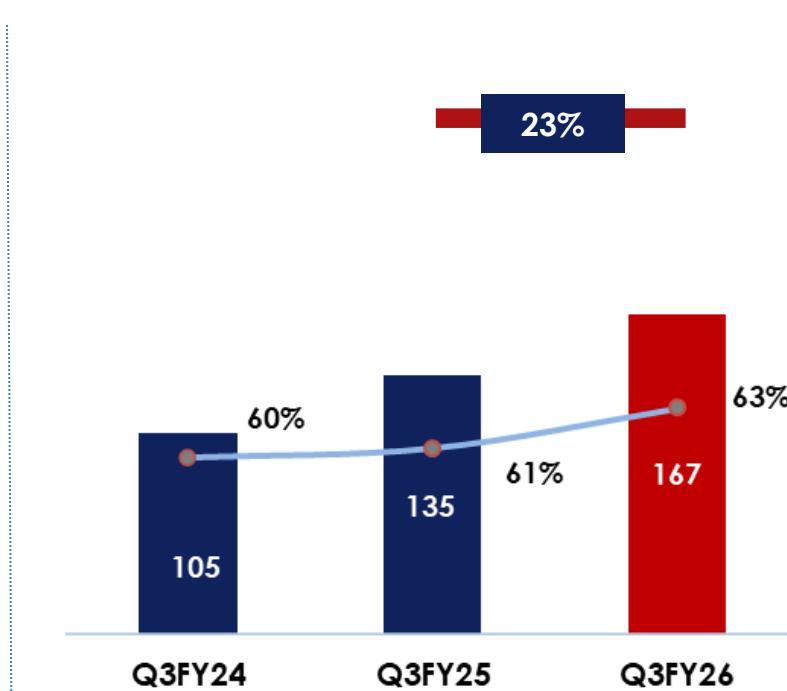
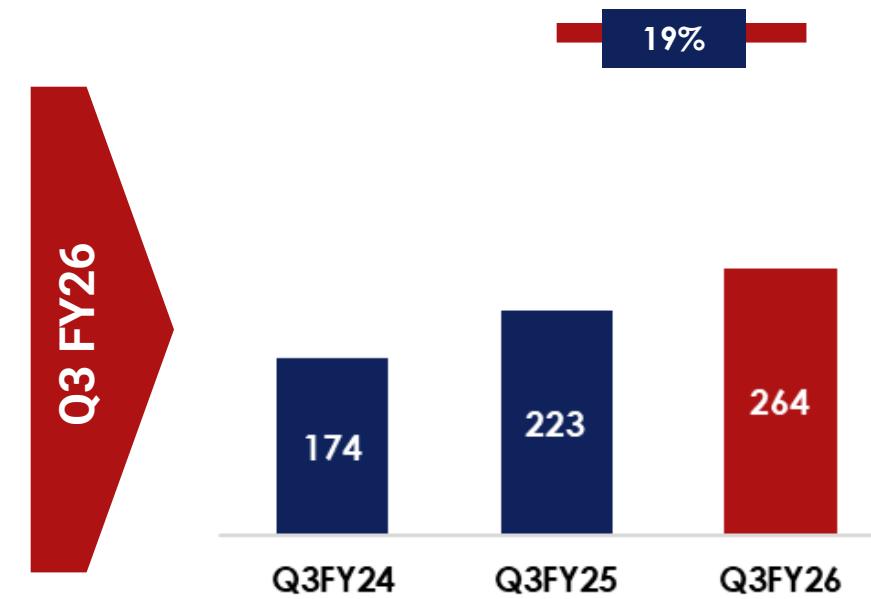
Volume growth for **9M FY26** stood at **14.80 %** (Y-o-Y)



Q3 & 9M FY26 - KEY PERFORMANCE HIGHLIGHTS

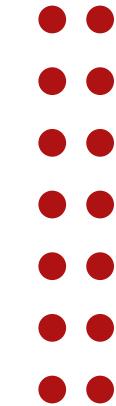
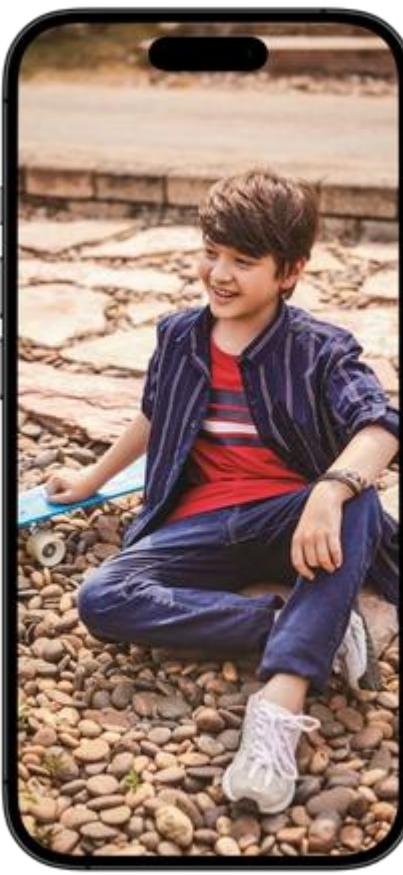


KEY FINANCIAL HIGHLIGHTS (GROWTH IN %)



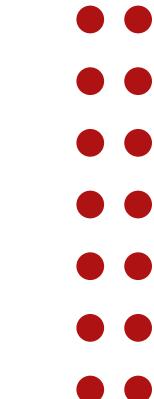
PROFITABILITY HIGHLIGHTS

Particulars (₹ In Crs)	Q3FY26	Q3FY25	Y-o-Y	9M FY26	9M FY25	Y-o-Y	FY25
Revenue from Operations	264.4	222.6	19%	599.1	501.3	20%	721.1
Raw Material Expenses	76.9	64.5		166.1	134.4		213.7
Employee Expenses	41.8	37.6		118.9	104.1		143.2
Other Expenses	50.6	48.0		127.8	116.4		159.2
EBITDA	95.2	72.5	31%	186.2	146.4	27%	205.0
EBITDA Margin (%)	36.0%	32.6%		31.1%	29.2%		28.4%
Other Income	2.2	2.1		6.1	5.0		8.4
Depreciation	25.3	20.0		71.0	57.4		80.2
Finance Cost	12.1	9.3		33.7	25.7		35.0
Profit before Tax & Exceptional Item	60.0	45.2		87.6	68.3		98.2
Profit before Tax	60.0	45.2	33%	87.6	68.3	28%	98.2
PBT Margin (%)	22.7%	20.3%		14.6%	13.6%		13.6%
Tax	14.9	10.8		21.1	15.9		23.3
Profit After Tax	45.1	34.4	31%	66.5	52.3	27%	74.9
PAT Margin (%)	17.1%	15.4%		11.1%	10.4%		10.4%
Basic EPS	5.4	4.1		8.0	6.3		9.0
Diluted EPS	5.4	4.1		8.0	6.3		9.0



PROFITABILITY HIGHLIGHTS (PRE IND AS 116)

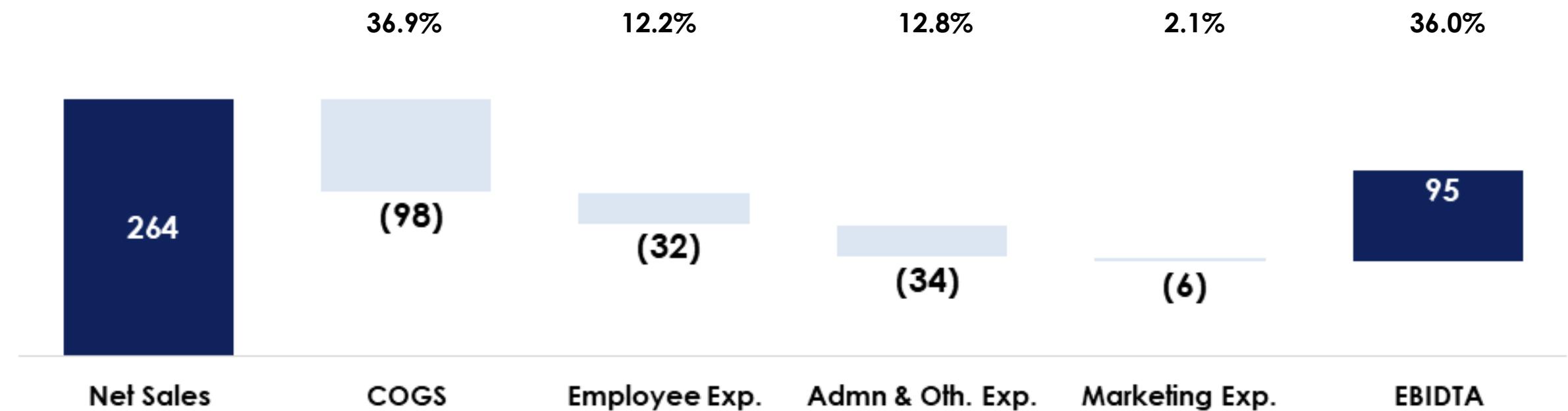
Particulars (₹ In Crs)	Q3FY26	Q3FY25	Y-o-Y	9M FY26	9M FY25	Y-o-Y	FY25
Revenue from Operations	264.4	222.6	19%	599.1	501.3	20%	721.1
Raw Material Expenses	76.9	64.5		166.1	134.4		213.7
Employee Expenses	41.8	37.6		118.9	104.1		143.2
Other Expenses	76.9	69.8		203.1	178.2		243.8
EBITDA	68.9	50.7	36%	110.9	84.6	31%	120.4
EBITDA Margin (%)	26.0%	22.8%		18.5%	16.9%		16.7%
Other Income	1.7	2.1		5.0	5.0		6.9
Depreciation	7.3	5.4		18.1	14.7		20.3
Finance Cost	0.9	1.0		2.9	2.1		2.7
Exceptional Item	0.0	0.0		0.0	0.0		0.0
Profit before Tax	62.4	46.4	35%	94.9	72.7	30%	104.4
PBT Margin (%)	23.6%	20.8%		15.8%	14.5%		14.5%
Tax	15.5	11.1		22.9	17.1		24.9
Profit after Tax	46.9	35.3	33%	72.0	55.7	29%	79.5
PAT Margin (%)	17.7%	15.8%		12.0%	11.1%		11.0%



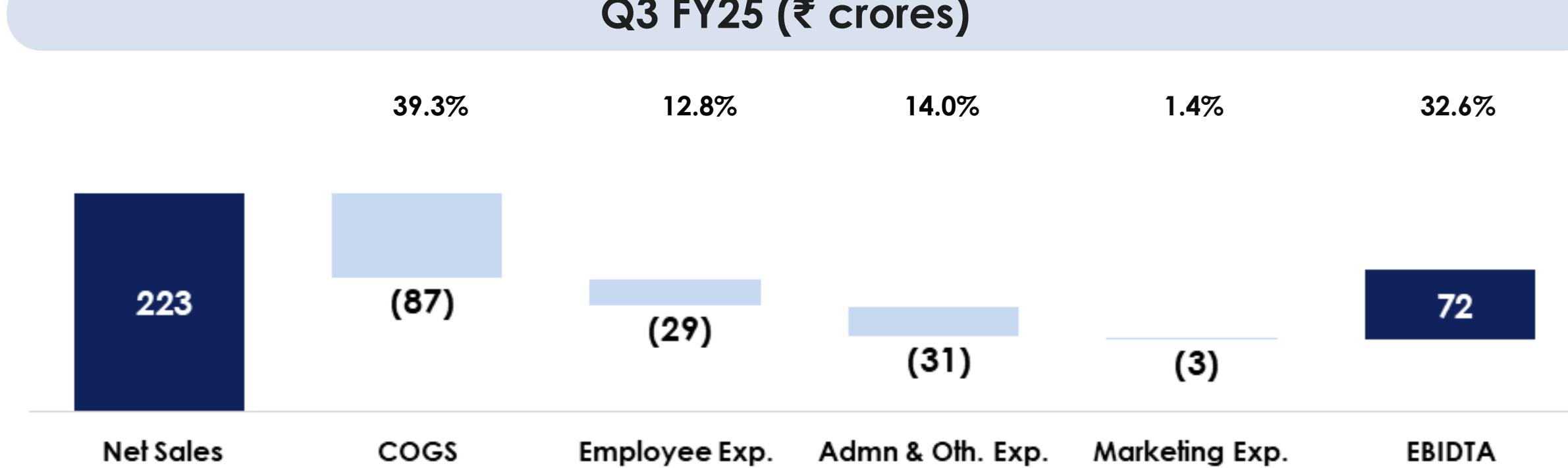
Q3 FY26 OPERATIONAL MATRIX



Q3 FY26 (₹ crores)



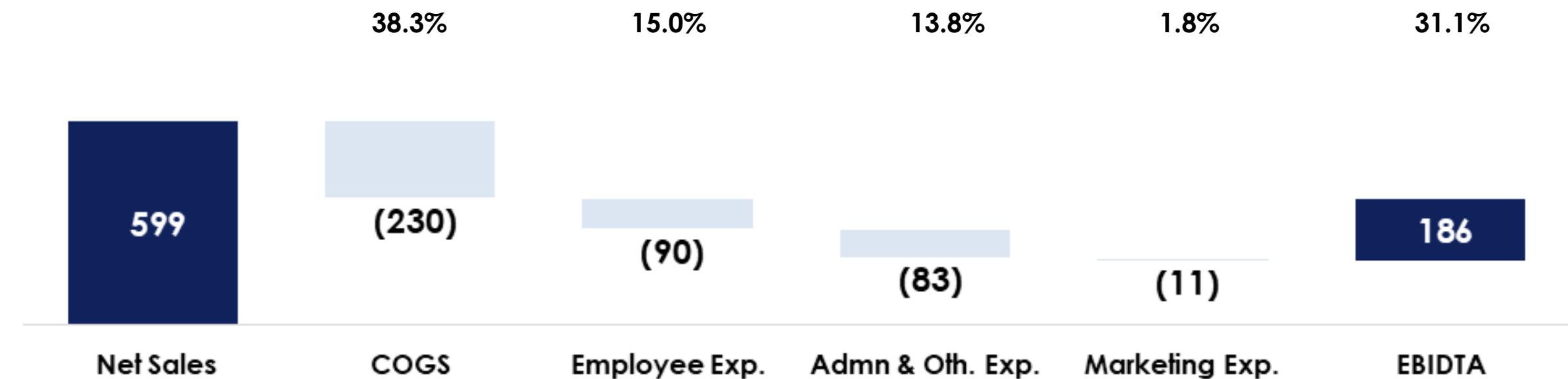
Q3 FY25 (₹ crores)



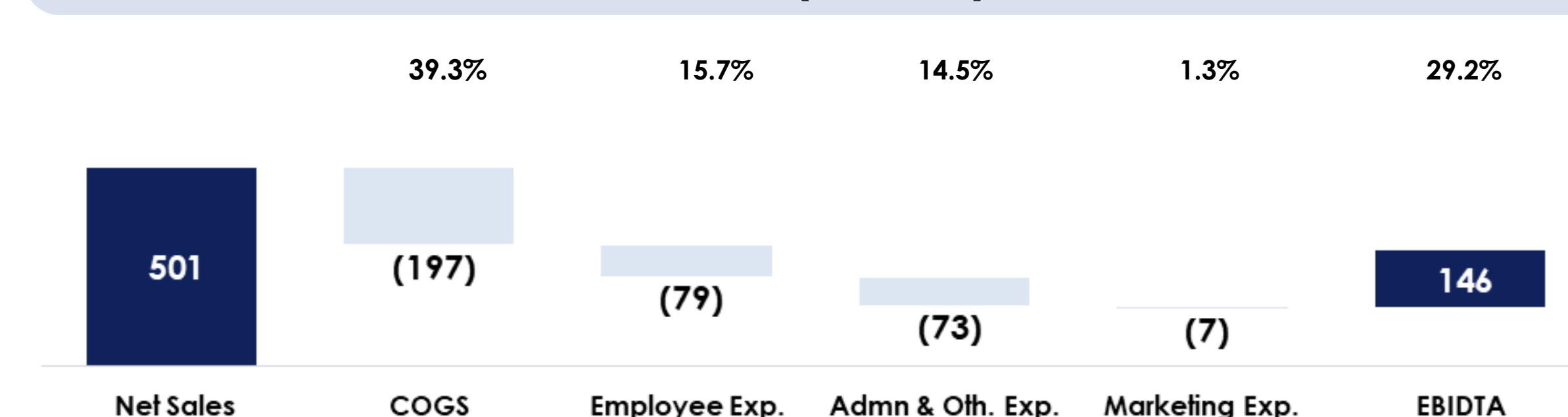
9M FY26 OPERATIONAL MATRIX



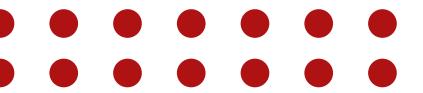
9M FY26 (₹ crores)

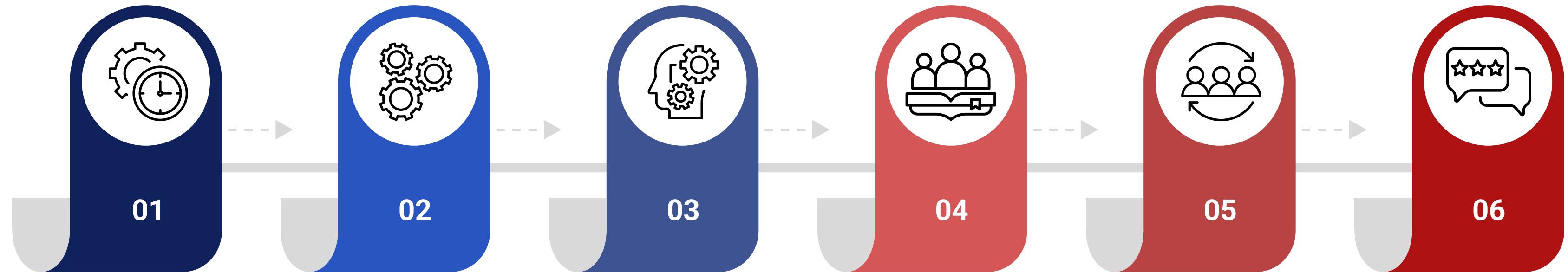


9M FY25 (₹ crores)



CORPORATE OVERVIEW





Incorporation
With a legacy spanning **over 35 years**, we've been at the forefront of India's organized **retail evolution** since **1989**

Manufacturing & Retail Store
Established our manufacturing facility. Launched our first '**Cantabil**' brand store in the year 2000, marking our entry into the men's wear market

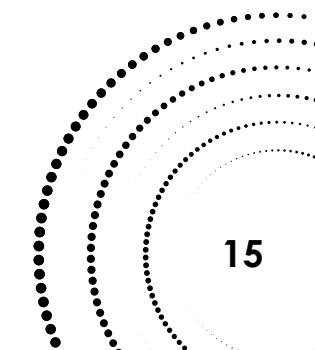
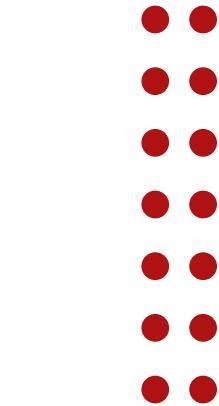
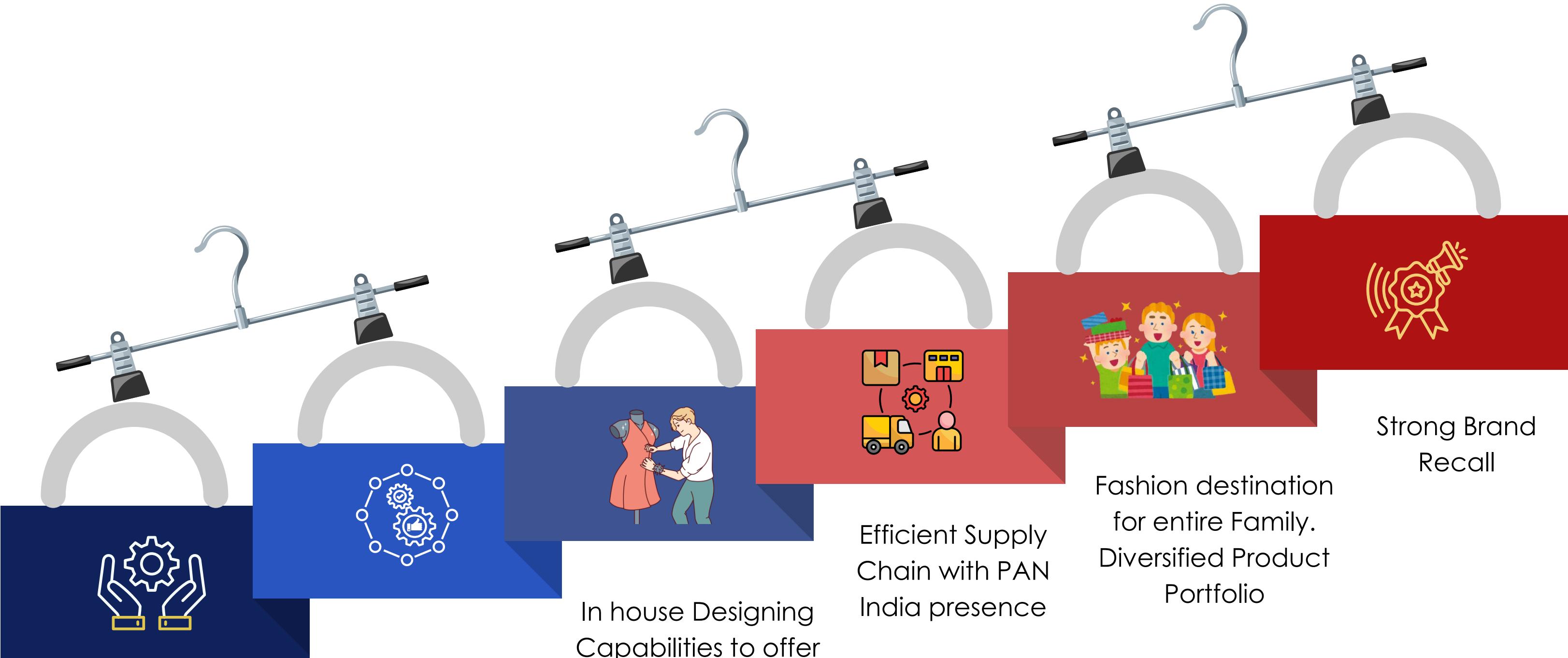
Expansion of Offerings
Building on our brand equity, we diversified our portfolio with the introduction of **women's wear** in **2007** and **men's accessories** in **2013**

Capacity
With **a 2 lakh sq. ft. facility**, we can produce **1.8 million garments** per year, meeting significant demand

Presence
With a strong retail presence, **our 646 brand stores** spread across **317 cities** in **21 states** and continue to expand

Industry Leading Return Ratios
Industry leading ROCE of **36.5%** & Healthy ROE of **20.8%** for FY 2025

KEY BUSINESS STRENGTHS



EXPERIENCED MANAGEMENT TEAM



MR. VIJAY BANSAL
Chairman & Managing Director



DEEPAK BANSAL
Whole Time Director



BASANT GOYAL
Whole Time Director



SHIVENDRA NIGAM (FCA)
Chief Financial Officer



POONAM CHAHAL (FCS, LLB)
Company Secretary

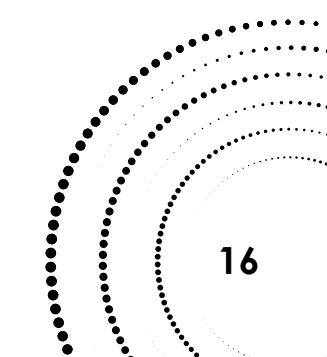
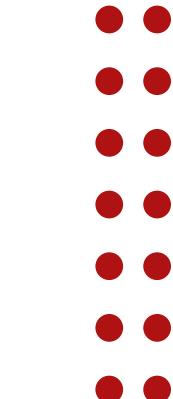
- Rich & vast experience in Apparel and Retail Business
- Founded, Promoted and launched Brand "Cantabil" in 2000
- Awarded "Delhi Udyog Ratan Award 2008" by Govt of Delhi; "GLOBAL BUSINESS ICON" award by Hon'ble Union Minister of Science & Technology in June 2018 and "Most Admired Garment Brand of India" award by Ministry of Textile – Govt of India.

- 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

- Graduate in Bachelor of Business Study from Delhi University
- Responsible for Production & overall Administration of Company

- 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

- Holds Master's degree in Commerce, degree in law and fellow member of ICSI
- Experience in Corporate Law, Securities Law, IPO, Due Diligence, Corporate Governance, Foreign Exchange Law & IPR
- Heads Legal and Compliance Department



GOVERNANCE – INDEPENDENT DIRECTORS



MR. RAJEEV SHARMA
Independent Director

- B.Sc., B.Ed., LLB(Academic),MBA
- Mr Rajeev Sharma joined Haryana Civil Services in 1976 and elevated to IAS-allotted 1989 Batch.
- During his 35 years of service, he served in department of Agriculture, Tourism and Hospitality, Cooperation, Education, Information & Culture Affairs, Social welfare etc.



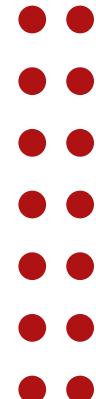
MR. LALIT KUMAR
Independent Director

- Chartered Accountant (Rank Holder) and Company Secretary
- He has a strong understanding of retail space in India with the ability to monitor new market developments.
- Has been associated with leading retail companies



MS. ARPANA JAIN
Independent Director

- Chartered Accountant, DISA, CISA, M. com. (Gold Medalist)
- She has more than 30 years of experience in the field of Financial Management, Auditing and Taxation, Statutory Audit, Internal Audit, Tax Audit, System Audit, Concurrent Audit, Bank Audit, Company Law Matters, FEMA, Accounting and GST.



DIVERSIFIED PRODUCT PORTFOLIO

Men's Wear

- Cantabil – 24 years old established brand with growing acceptance
- Highly popular in Mid-premium segment
- Formals, Casuals, Ultra Casuals, Woolen, Knitwear



Women's Wear

- Retailing ladies wear since 2007
- Complete & diverse range of fashion outfits for women – Shirts, Tops, Leggings, Kurtas, Kurtis, Capri, Pants, Jeans etc.



Kid's 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, tops, jeggings, shorts etc.



Accessories

- Well-known brand in men's accessories
- Offers Innerwear, Belts, Shoes, Socks, Ties, Handkerchief, Deo, etc



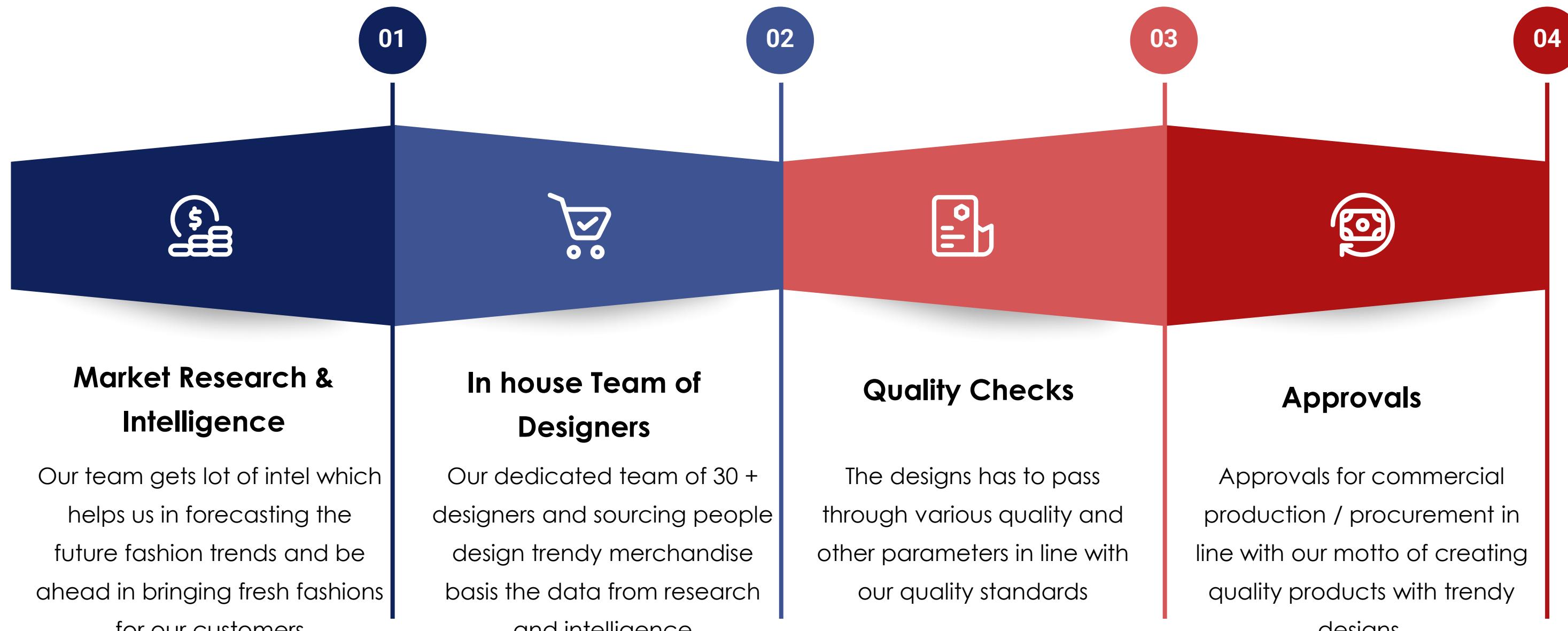
GO TO FASHION DESTINATION



Category	Menswear	Womenswear	Kid's - Boys	Kid's - Girls
Formal Wear	✓	✓	N.A.	N.A.
Casual Wear	✓	✓	✓	✓
Ethnic / Party Wear	✓	✓	✓	✓
Accessories	✓	✗	✗	✗

Our diversified product offering makes us a go to fashion destination for all irrespective of the age and gender as well as round the year

DESIGNING CAPABILITIES





Manufacturing Area

State-of-art manufacturing facility spread across 2 Lakh sq. ft. in Bahadurgarh, Haryana



Capacity

Capacity to produce 18 Lakh pcs. of garments per annum across products Potential to increase production within the available space



Technology

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

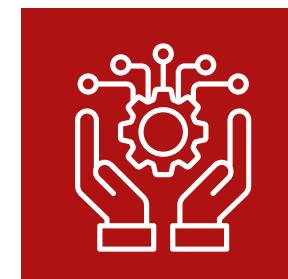
Latest Development

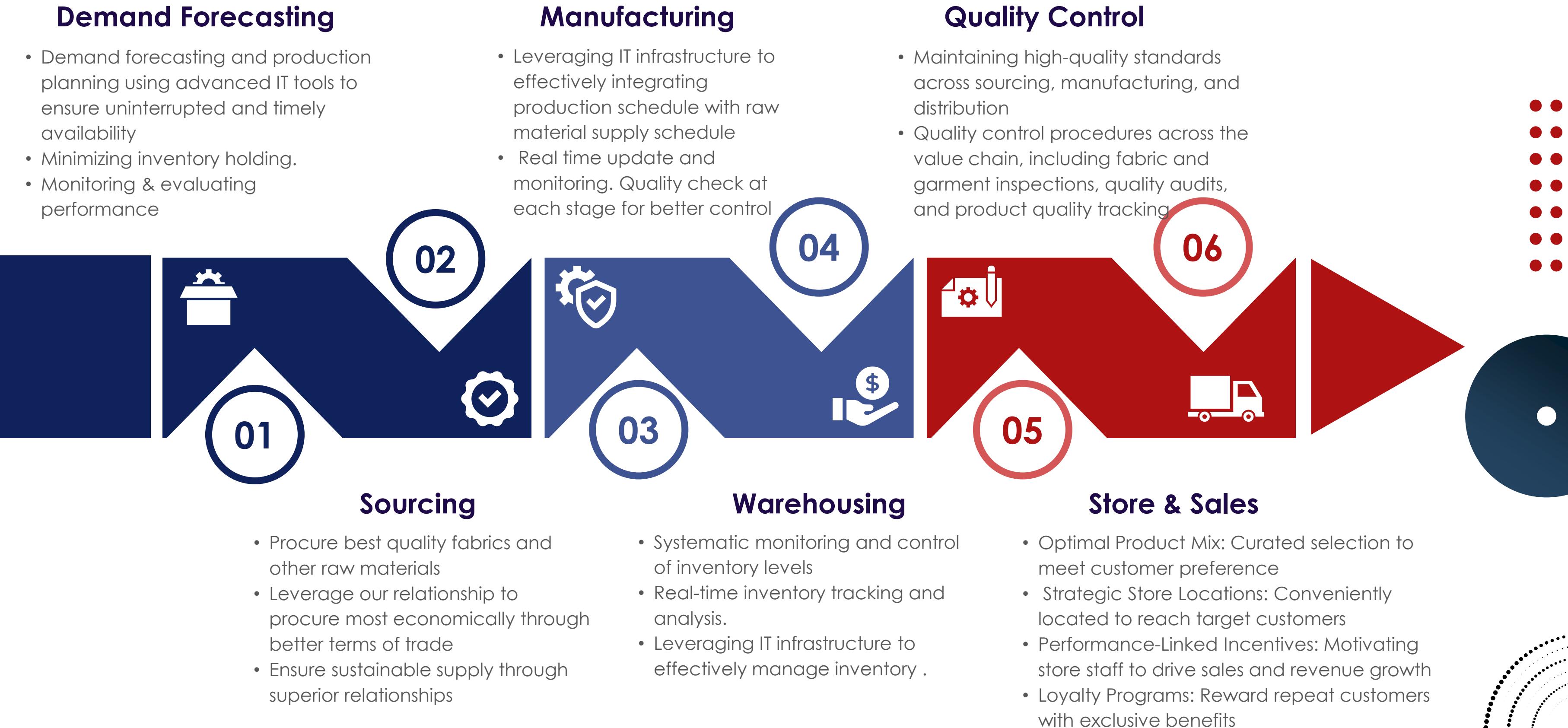
Recently upgraded facility by investing in washing plant and adding latest machinery



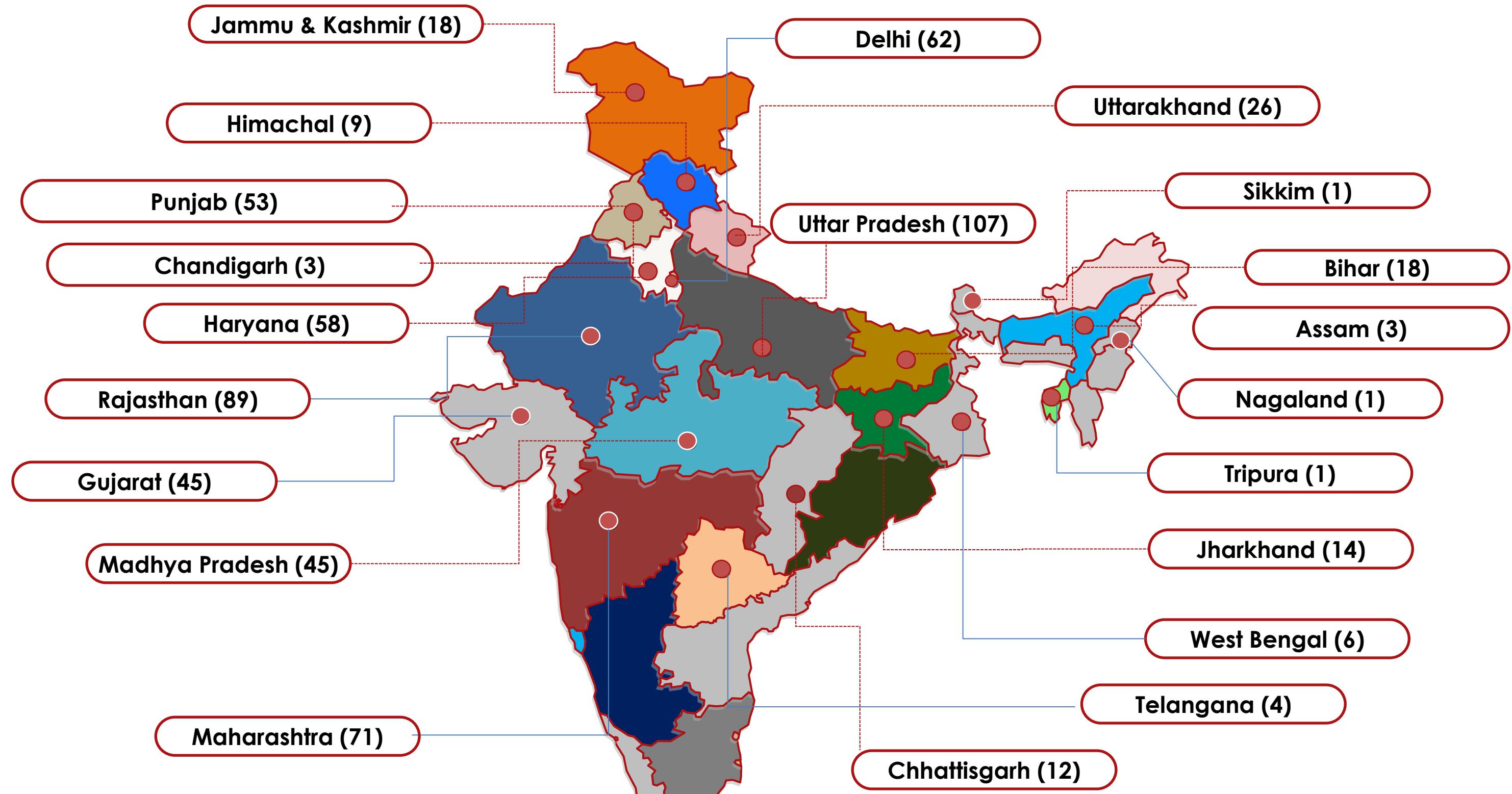
Integration

Fully integrated infrastructure for modern manufacturing & retailing with complete automation





PAN INDIA PRESENCE





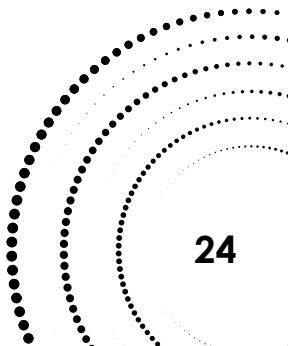
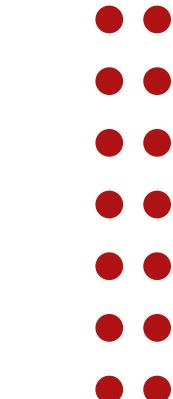
Enhancing our reach through our online presence

Available across all major market place including
Amazon, Flipkart, Myntra, Nykaa, Ajio etc

Sales through online channel increased in FY25 to
6.2% as compared to 5.7% in FY24

Targeting 8%-10% sales through online channel in
next 2 years

Profitable & Successful online market presence



KEY OPERATIONAL DATA

01 Category

Our presence across category has helped us to better connect with our customers.

02 Ambience

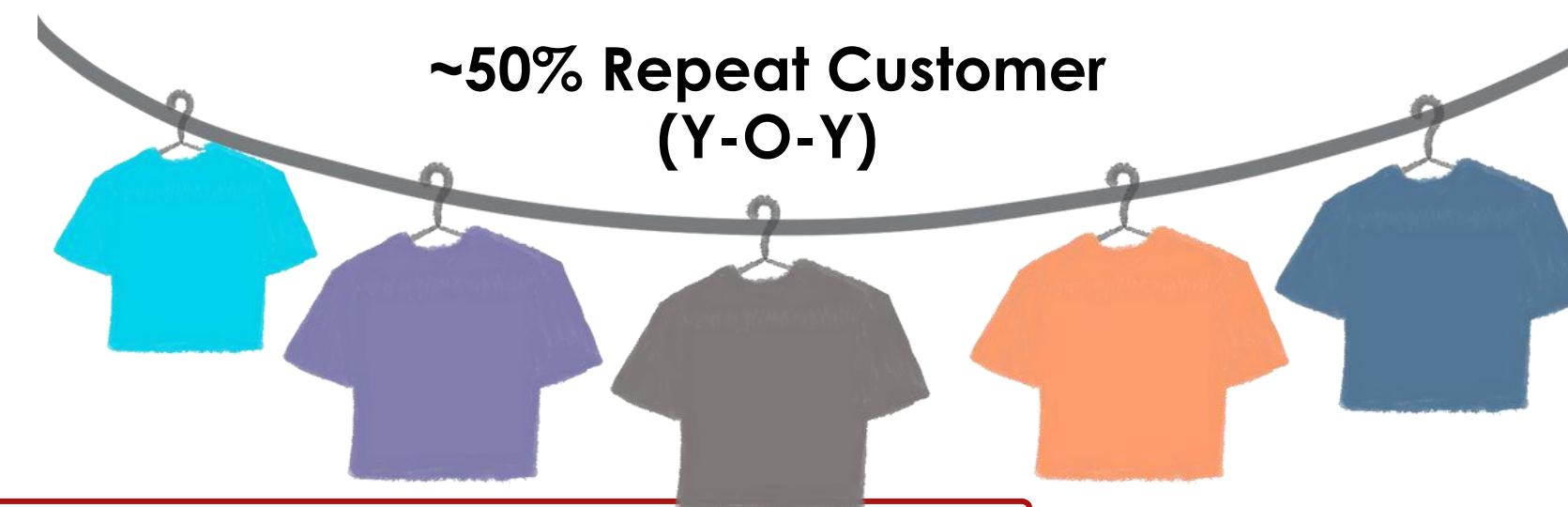
Our well-designed store atmosphere evoke positive emotions and overall shopping satisfaction

03 Location

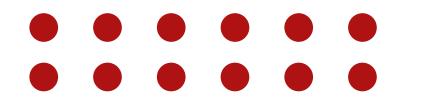
By strategically locating our stores near customers, we foster stronger connections, drive repeat business, and build lasting relationships

04 Designing

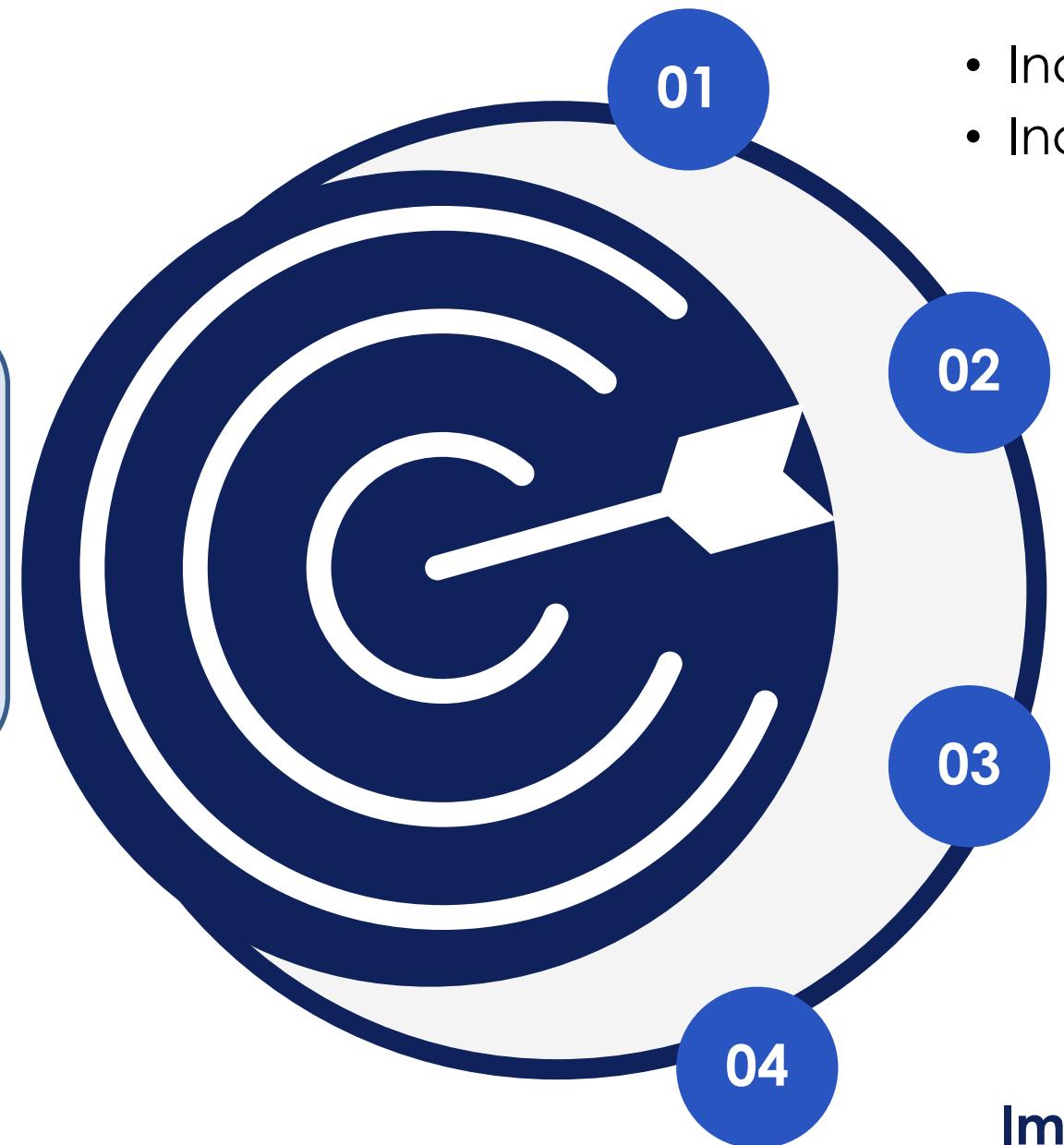
Our in-house team of designers are constantly working to create trendy and fresh designs for our customers



VISION 2027



Revenue
₹1,000
crores



Increasing Retail Presence

- Increasing store network to **725 stores** from existing 605 stores
- Increased focus on exclusive women & kid wear stores

Expanding Reach

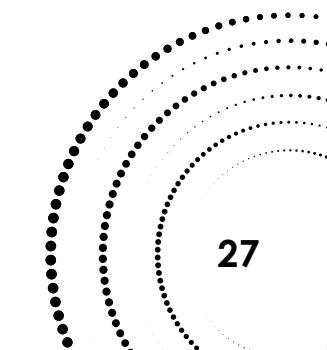
- Increasing geographical presence - identifying new markets in India
- Expanding presence to **330 cities** from existing 317 cities

Same Store Sales Growth

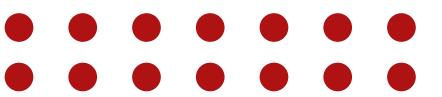
- Improving store ambience and display
- Better inventory rotation
- Achieving higher single digit Same Store Sales growth

Improving Efficiency

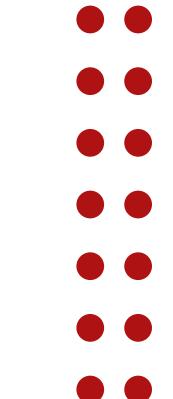
- Reduce costs and achieve efficiencies in order to remain competitive
- Maintain Healthy EBIDTA margin of **~28% -~ 30%**



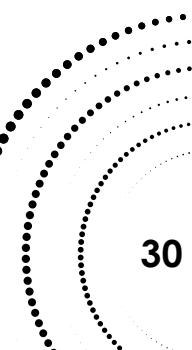
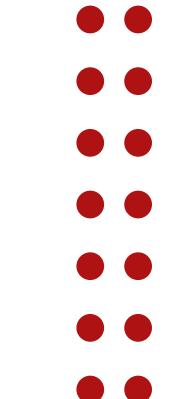
MARKETING & MEDIA



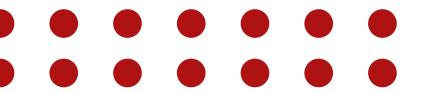
SELECT RECENT EBO OPENING



SELECT RECENT EBO OPENING



HISTORICAL PERFORMANCE

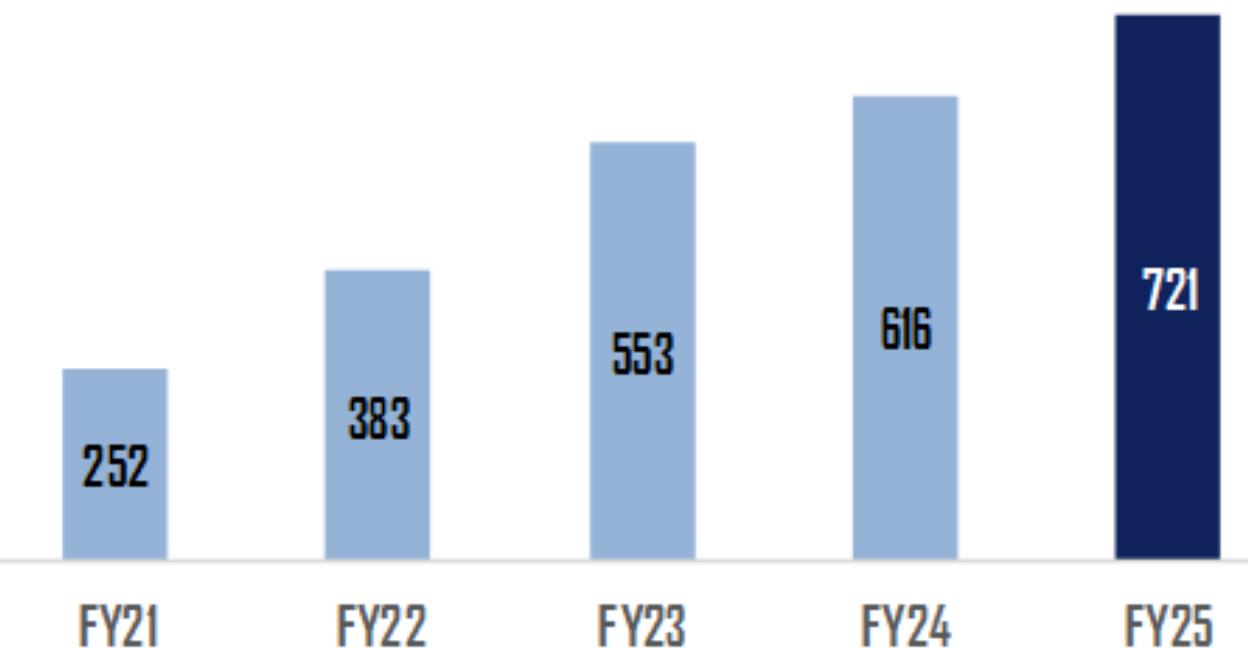


HISTORICAL FINANCIAL

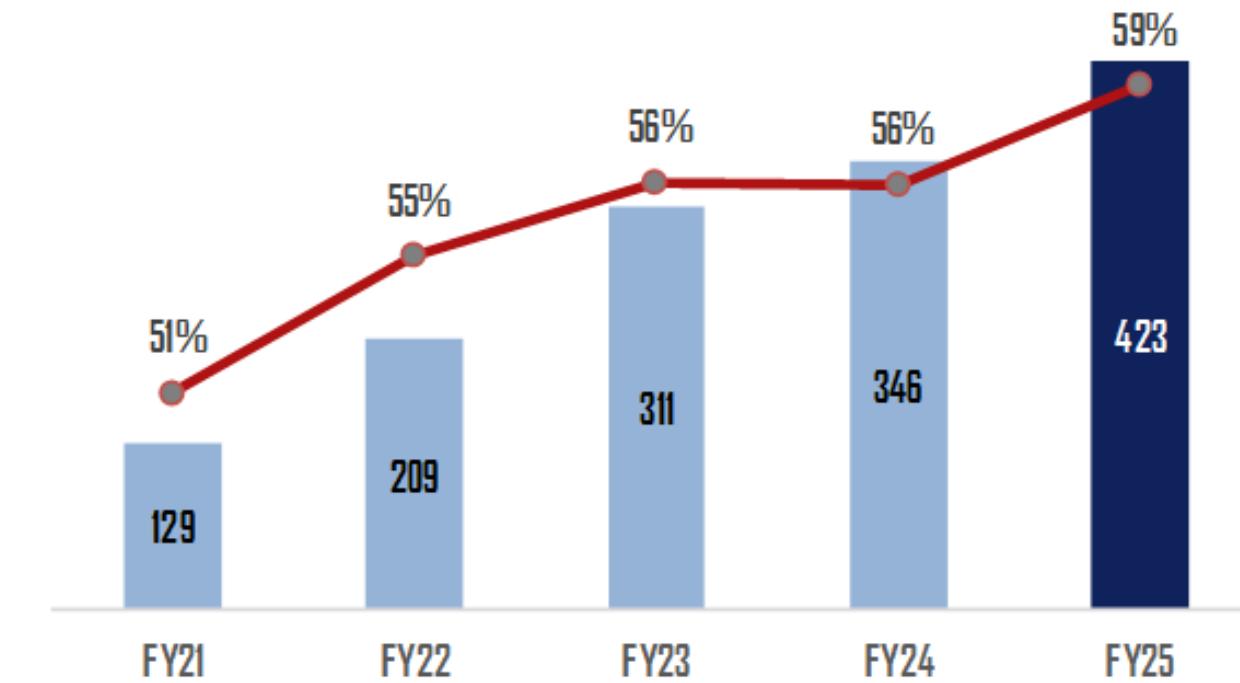
Particulars (₹ In Crs)	FY21	FY22	FY23	FY24	FY25	CAGR
Revenue from Operations	251.9	383.4	552.8	615.6	721.1	30%
Raw Material Expenses	87.7	127.9	160.7	197.8	213.7	
Employee Expenses	41.8	62.0	97.5	118.7	143.2	
Other Expenses	62.9	81.9	129.9	136.4	159.2	
EBITDA	59.4	111.7	164.7	162.7	205.0	36%
EBITDA Margin (%)	23.6%	28.7%	28.7%	26.4%	28.4%	
Other Income	16.7	15.2	4.4	4.7	8.5	
Depreciation	39.1	43.3	53.5	62.4	80.2	
Finance Cost	24.8	24.0	26.3	29.8	35.0	
Exceptional Item	0.0	0.0	0.0	1.5	0.0	
Profit before Tax	12.3	59.6	89.3	76.8	98.2	68%
PBT Margin (%)	4.9%	15.5%	15.5%	12.5%	13.6%	
Tax	2.6	21.5	22.0	14.6	23.3	
Profit After Tax	9.7	38.1	67.2	62.2	74.9	67%
PAT Margin (%)	3.8%	9.9%	12.2%	10.1%	10.4%	
Other comprehensive income	-0.4	-0.4	-0.2	-0.2	-0.2	
Total other comprehensive income	9.2	37.7	67.0	62.0	74.6	

ROBUST PERFORMANCE

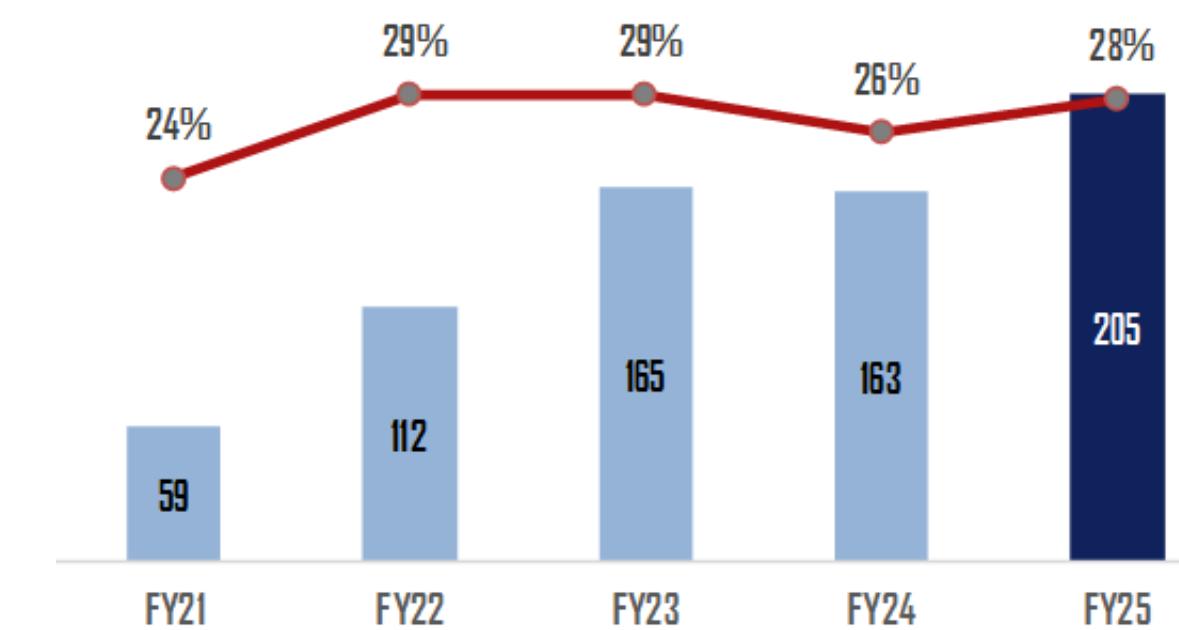
→ Revenue from Operations (₹ Crs)



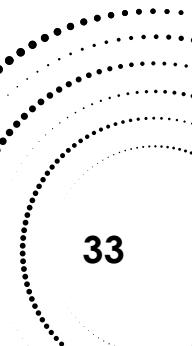
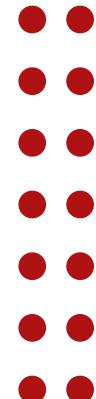
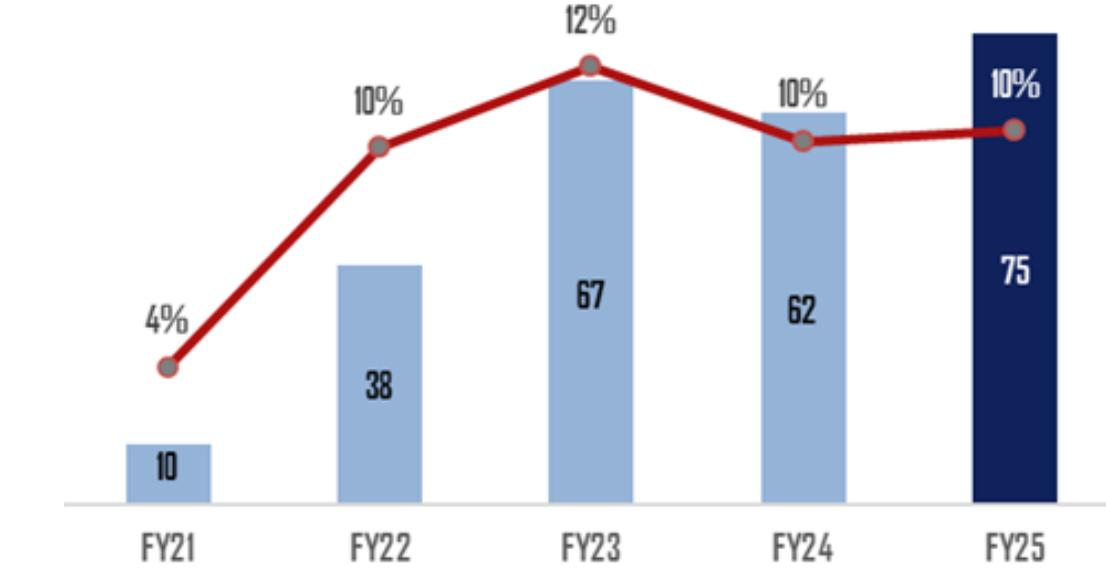
→ Gross Margin (₹ crs) & %



→ EBITDA (₹ crs) & %



→ PAT (₹ crs) & %



BALANCE SHEET

ASSETS (₹ In Crs)	Sep'25	Mar'25	Mar'24	EQUITY & LIABILITIES (₹ In Crs)	Sep'25	Mar'25	Mar'24
NON-CURRENT ASSETS	699.2	603.7	482.1	EQUITY	409.5	393.1	326.5
Property, plant & equipment	145.6	138.7	117.9	Equity Share capital	16.7	16.7	16.7
Capital work-in-progress	60.1	46.8	35.2	Other equity	392.8	376.4	309.7
Investment Property	4.4	4.5	0.9	NON-CURRENT LIABILITIES	459.0	389.1	310.0
Right-of-use assets	433.7	363.0	282.0	Borrowings	0.0	0.0	0.0
Other Intangible assets	1.4	1.5	1.4	Lease Liability	426.5	356.8	279.6
Financial Assets				Other financial liabilities	15.1	15.2	14.2
Investments	0.1	0.1	0.1	Provisions	10.2	9.0	7.6
Other Financial Assets	19.3	19.0	16.4	Other Non-Current Liabilities	7.3	8.1	8.7
Non-current tax assets (net)	0.5	0.5	0.9				
Deferred Tax Assets (net)	31.0	28.1	22.9				
Other Non - current assets	3.1	1.5	4.5				
CURRENT ASSETS	373.1	337.5	292.2	CURRENT LIABILITIES	203.7	159.0	137.9
Inventories	309.1	279.1	230.0	Borrowings	33.0	0.0	9.8
Investments	1.5	5.1	0.0	Lease Liability	58.3	54.2	46.6
Trade receivables	17.0	13.4	15.2	Trade Payables	68.6	68.2	57.4
Cash & Cash Equivalents	19.2	27.9	38.1	Other Financial Liabilities	27.9	23.2	15.1
Other Financial Assets	4.1	3.1	1.5	Other current liabilities	7.7	7.3	7.7
Current Tax Assets (net)	6.2	0.0	0.0	Current tax liabilities (Net)	1.1	1.1	0.0
Other Current assets	15.9	8.9	7.5	Provisions	7.0	5.0	1.3
TOTAL ASSETS	1,072.3	941.2	774.4	TOTAL EQUITY & LIABILITIES	1,072.3	941.2	774.4

CASH FLOW

Particulars (₹ In Cr)	H1 FY26	FY25	FY24	FY23
PBT	28	98	77	89
Adjustments	65	112	89	78
Operating profit before working capital changes	92	210	165	167
Changes in working capital	(42)	(33)	(12)	(65)
Cash generated from operations	51	178	153	102
Direct taxes paid (net of refund)	(15)	(27)	(21)	(27)
Net Cash from Operating Activities	36	150	133	75
Net Cash from Investing Activities	(33)	(58)	(55)	(34)
Net Cash from Financing Activities	(16)	(102)	(41)	(43)
Net Change in cash and cash equivalents	(13)	(10)	37	(2)
Opening Cash Balance	28	38	1	3
Closing Cash Balance	15	28	38	1

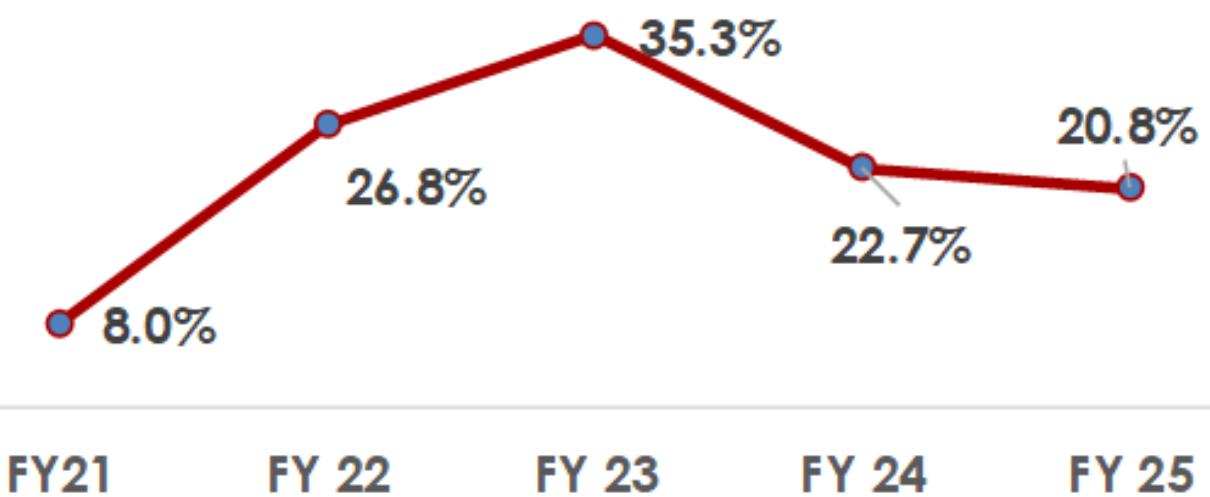


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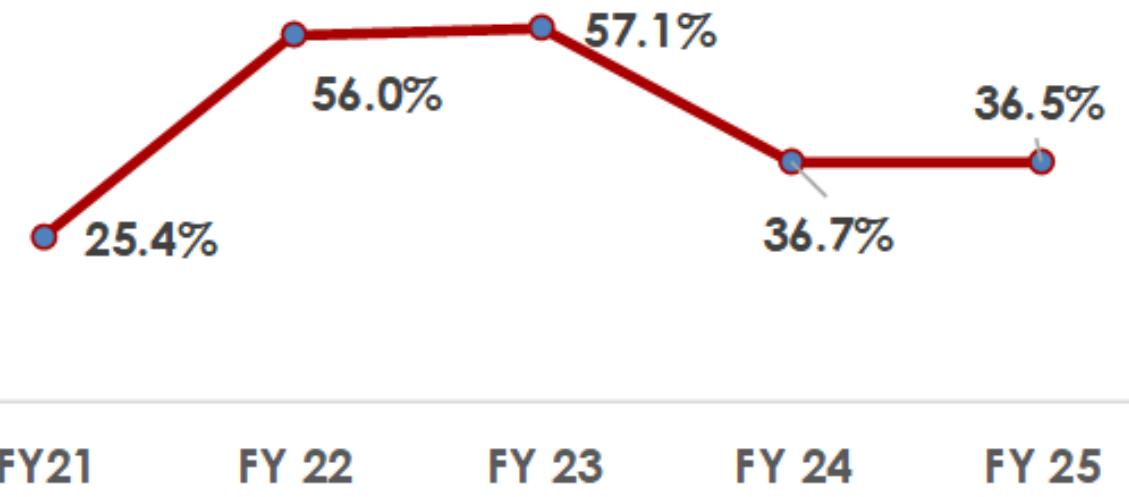
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INDUSTRY LEADING RATIOS

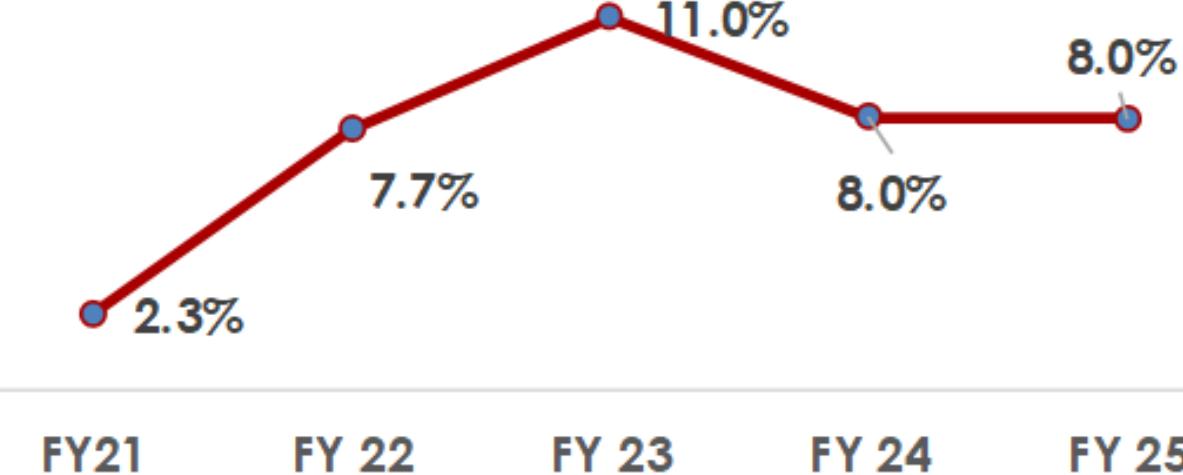
→ **Return on Equity**



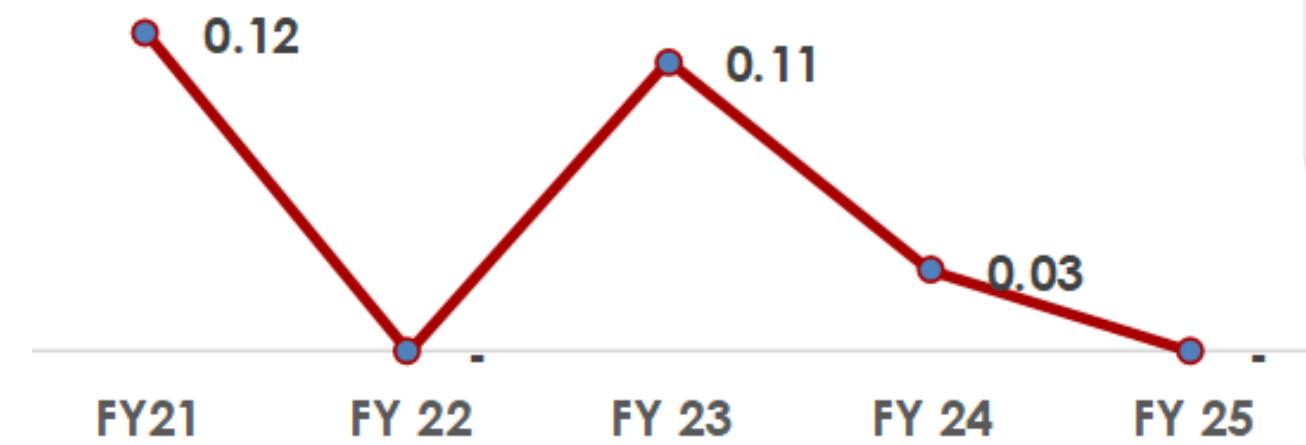
Return on Capital Employed



→ Return on Assets



Debt Equity Ratio

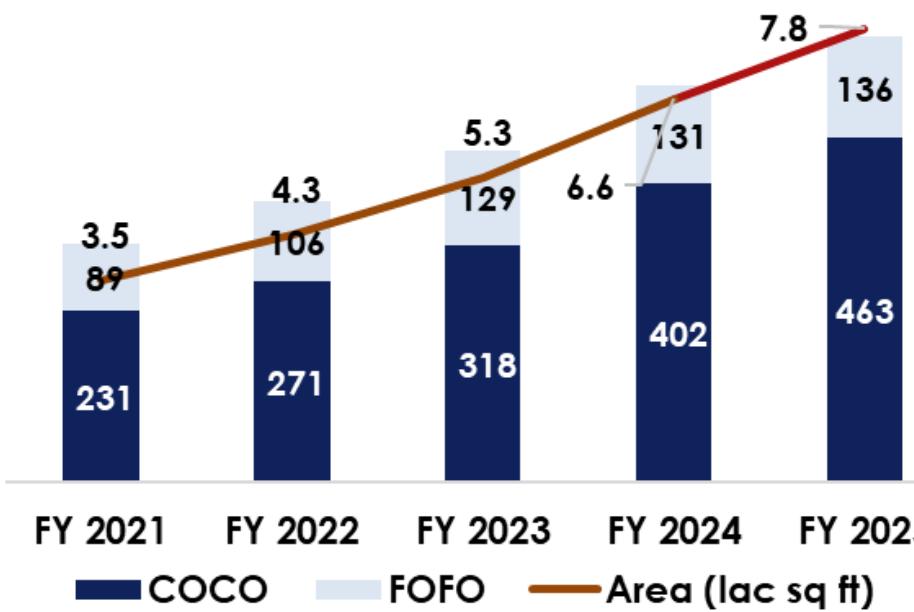


During FY24, Company raised **₹ 50.40 crores** by way of Preferential Allotment which has impacted the return ratios.

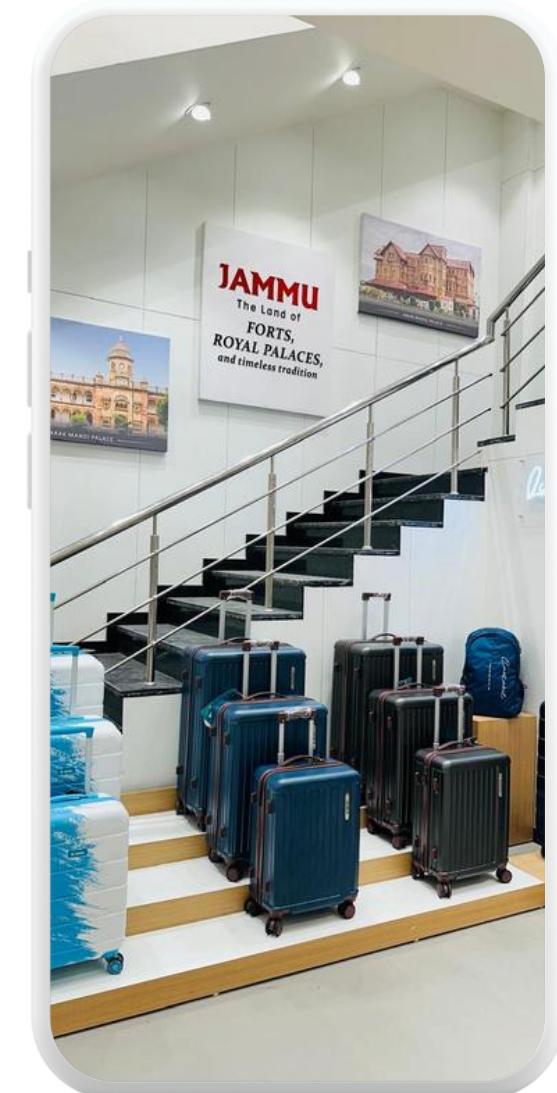
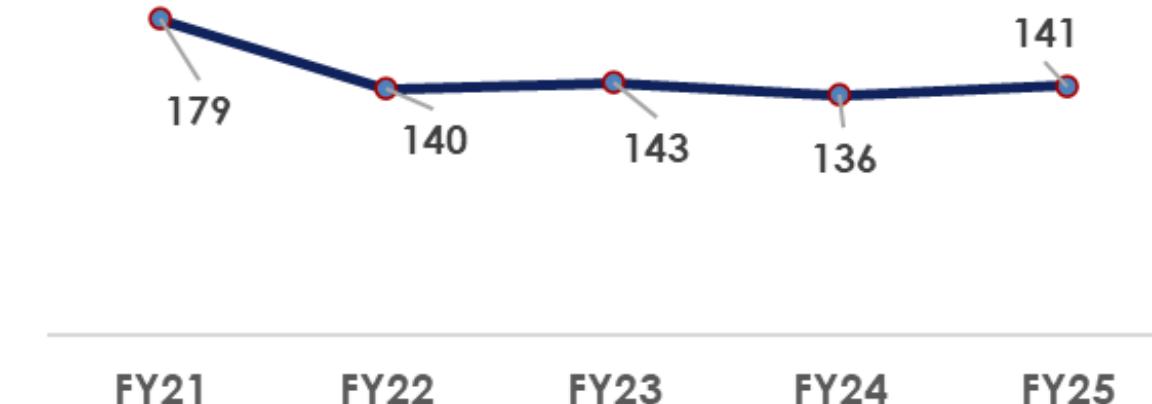
ROE – PAT/Average Shareholders Fund; ROCE – EBIT/Average (Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets

KEY OPERATING INDICATORS

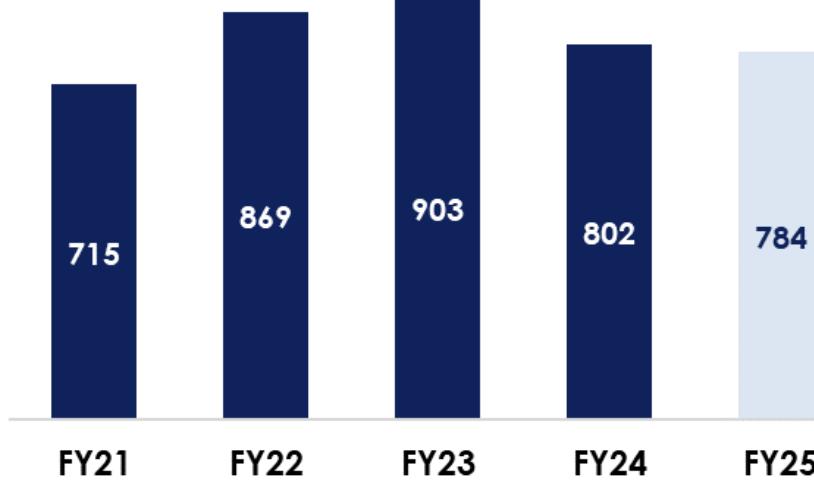
→ No of stores & Retail space



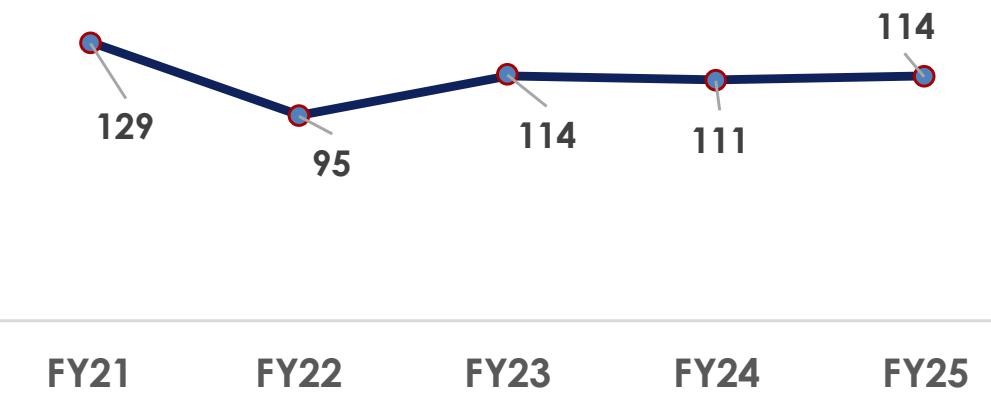
→ Inventory days



→ Sales per Sq. Ft. (₹ Per Month)



→ Working Capital Days

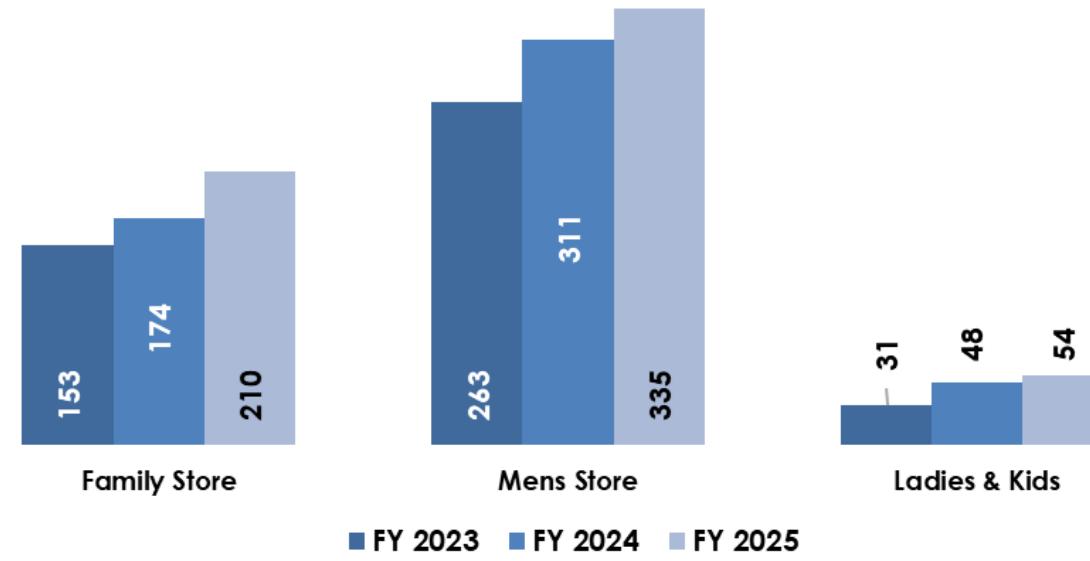


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

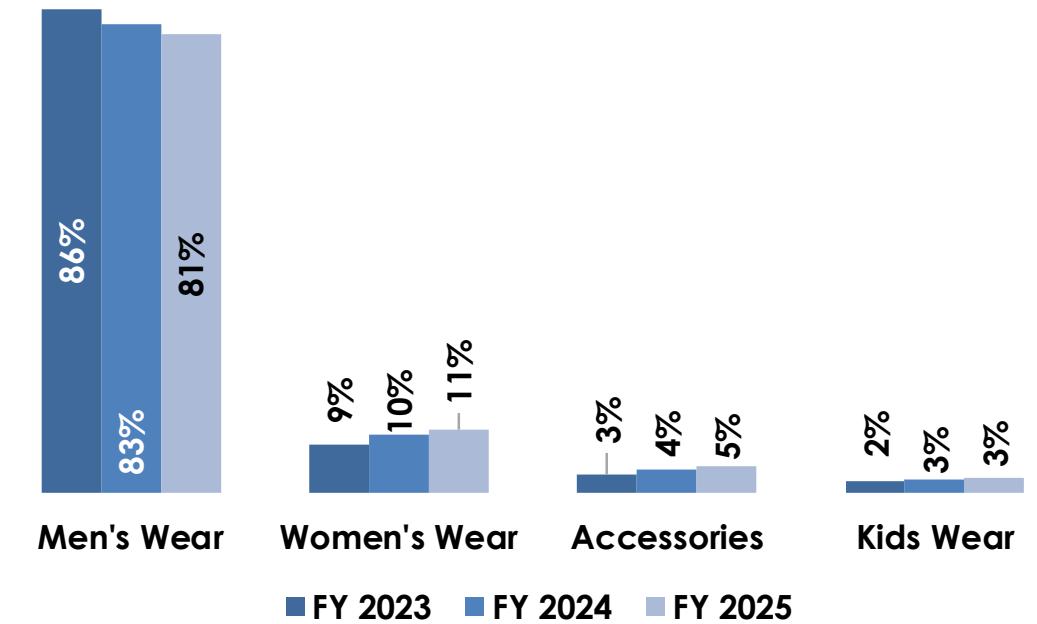
KEY OPERATING INDICATORS



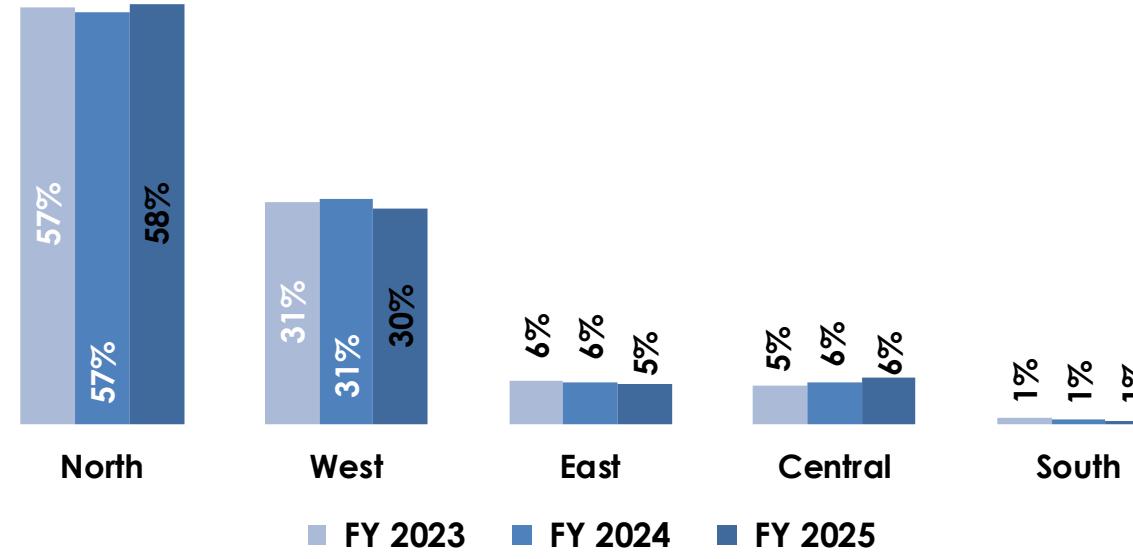
Store Categories (Number)



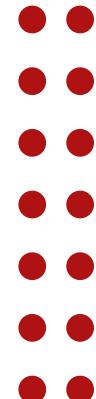
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)





THANK YOU

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