



**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**





# DISCLAIMER

This presentation has been prepared by Cantabil Retail India Limited (the “Company”) solely for information purposes without regard to any specific objectives, financial situations or informational needs of any particular person. By attending the meeting where this presentation is being made or by reading the presentation materials, you agree to be bound by following limitations:

The information in this presentation has been prepared for use in presentations by the Company for information purposes only and does not constitute, or should not be regarded as, or form part of, any offer, invitation, inducement or advertisement to sell or issue, or any solicitation or initiation of any offer to purchase or subscribe for, any securities of the Company in any jurisdiction, including but not limited to India; nor shall it, or the fact of its distribution form the basis of, or be relied on, in connection with, any investment decision or any contract or commitment to purchase or subscribe for any securities of the Company in any jurisdiction, including but not limited to India. This presentation does not constitute a recommendation by the Company or any other party to sell or buy any securities of the Company. This presentation and its contents are not and should not be construed as a “prospectus” or “offer document” (as defined or referred to, as the case may be, under the Companies Act, 2013, as amended) or an “offer document” under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended. Nothing in this presentation is intended by the Company to be construed as legal, accounting, tax or other advice. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. This presentation may include statements which may constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. Such forward looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those specified in such forward-looking statements as a result of various factors and assumptions. The risks and uncertainties relating to these statements include, but are not limited to, (i) fluctuations in earnings, (ii) the Company’s ability to manage growth, (iii) competition, (iv) government policies and regulations, and (v) political, economic, legal and social conditions in India and outside India. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any statements or projections made by third parties included in this Presentation are not verified by the Company and the Company is not responsible for such third party statements and projections.



# TABLE OF CONTENTS

Performance Highlights

Corporate Overview

Vision 2027

Media & Marketing

Historical Performance



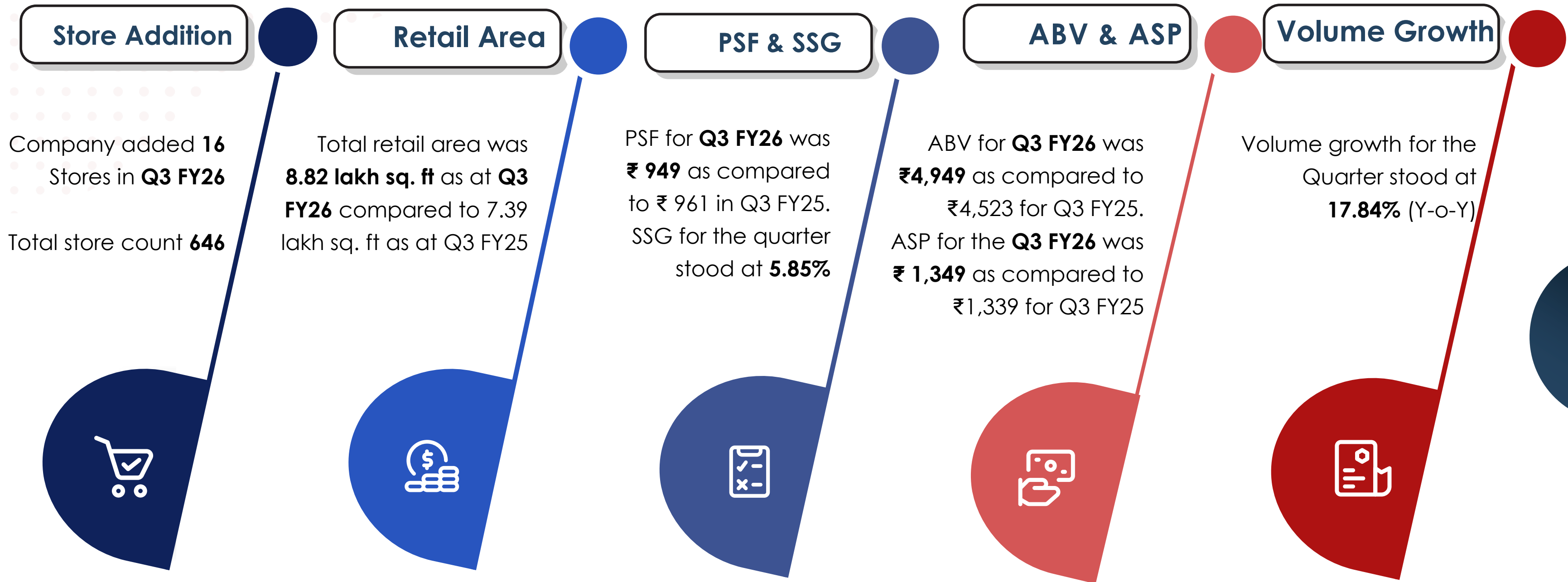


# Q3 & 9M FY26

## PERFORMANCE HIGHLIGHTS



# Q3 FY26 - KEY OPERATIONAL UPDATES



# 9M 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

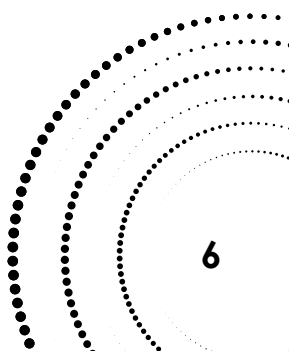
PSF for **9M FY26** was ₹ **746** as compared to ₹ 743 in 9M FY25.  
SSG for **9M FY26** stood at **6.32%**

## 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)










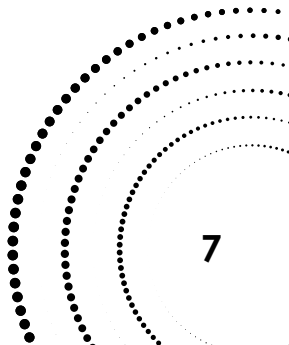
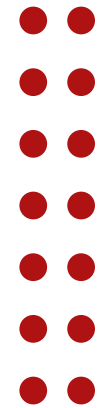
# Q3 & 9M FY26 - KEY PERFORMANCE HIGHLIGHTS



Q3 FY26

9M FY26

	 REVENUE	 GROSS MARGIN	 EBITDA	 PBT	 PAT
	<div><p>₹ 264.4 Crs</p><p>Growth of 19% Y-O-Y</p></div>	<div><p>₹ 166.9 Crs</p><p>Growth of 23% Y-O-Y</p></div>	<div><p>₹ 95.2 Crs</p><p>Growth of 31% Y-O-Y</p></div>	<div><p>₹ 60.0 Crs</p><p>Growth of 33% Y-O-Y</p></div>	<div><p>₹ 45.1 Crs</p><p>Growth of 31% Y-O-Y</p></div>
	<div><p>₹ 599.1 Crs</p><p>Growth of 20% Y-O-Y</p></div>	<div><p>₹ 369.6 Crs</p><p>Growth of 21% Y-O-Y</p></div>	<div><p>₹ 186.2 Crs</p><p>Growth of 27% Y-O-Y</p></div>	<div><p>₹ 87.6 Crs</p><p>Growth of 28% Y-O-Y</p></div>	<div><p>₹ 66.5 Crs</p><p>Growth of 27% Y-O-Y</p></div>

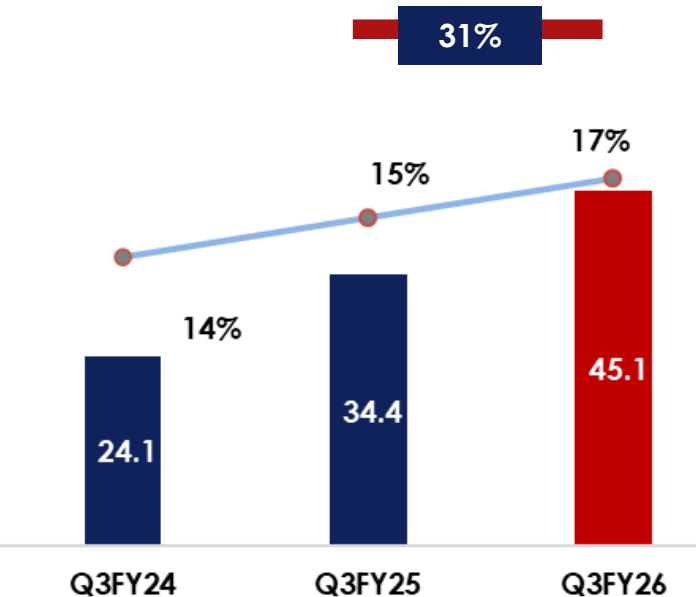
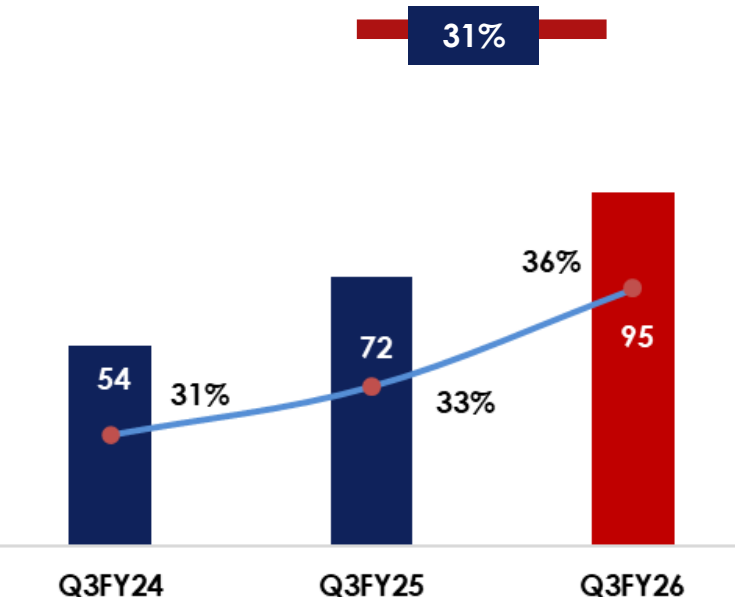
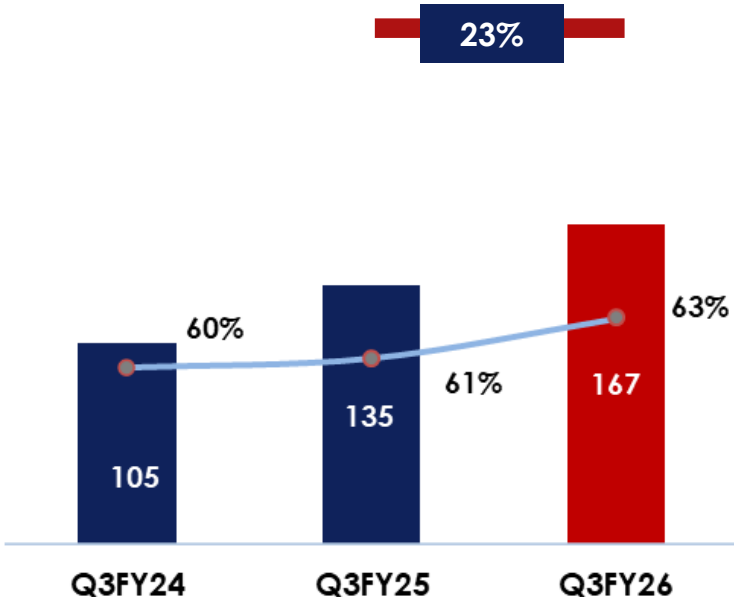
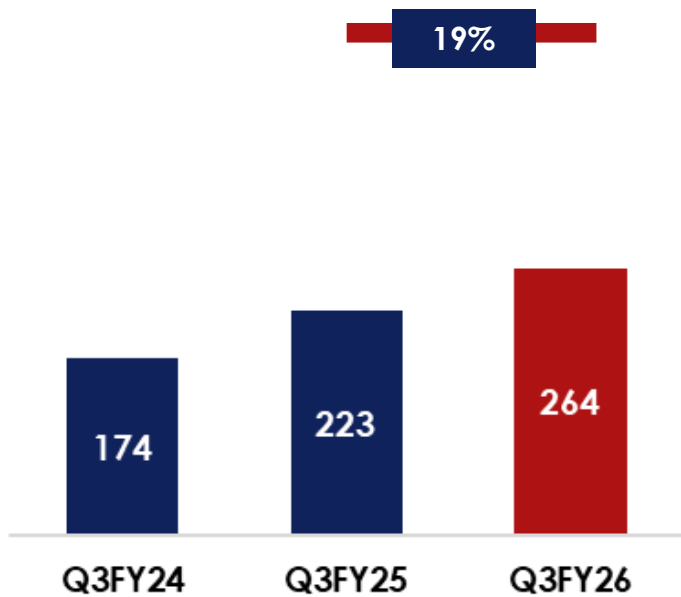




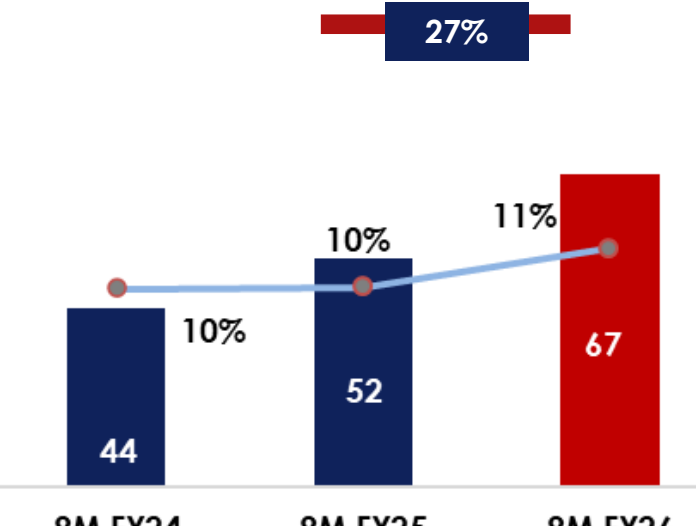
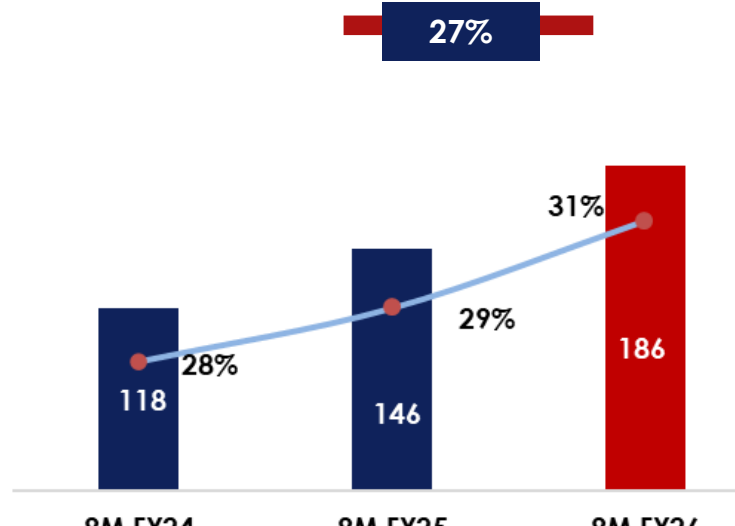
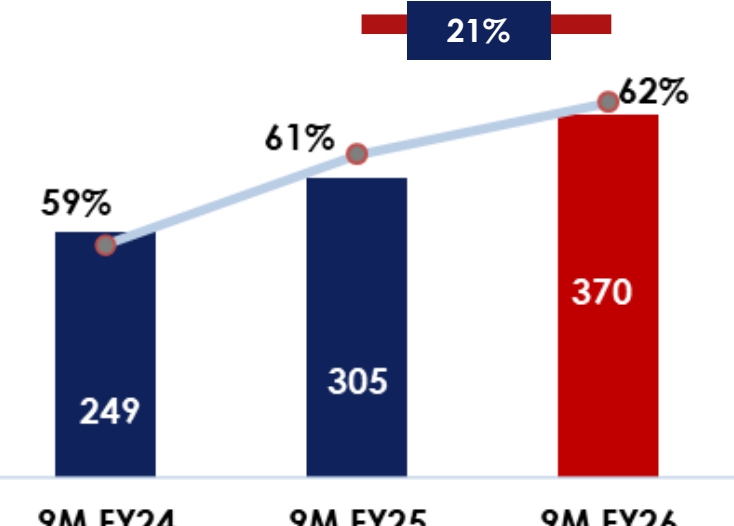
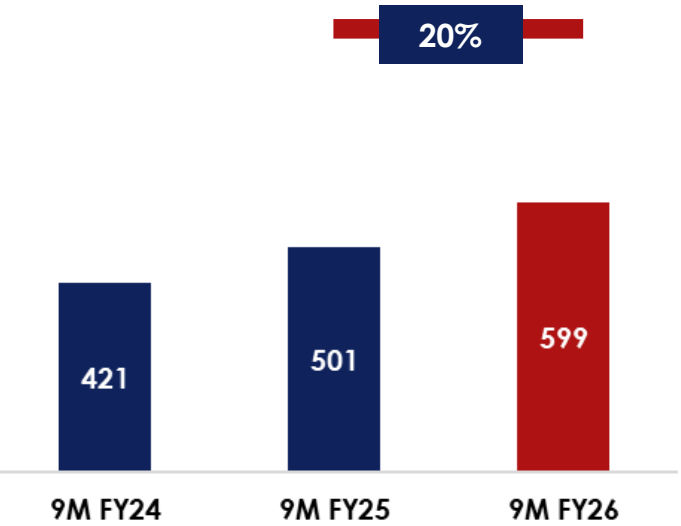
# KEY FINANCIAL HIGHLIGHTS (GROWTH IN %)



Q3 FY26



9M FY26



Revenue (₹ cr)

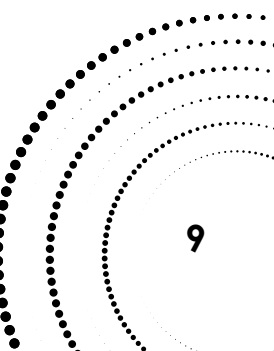
Gross Margin (₹ cr)

EBIDTA (₹ cr)

PAT (₹ cr)

# PROFITABILITY HIGHLIGHTS

Particulars (₹ In Crs)	Q3FY26	Q3FY25	Y-o-Y	9M FY26	9M FY25	Y-o-Y	FY25
<b>Revenue from Operations</b>	<b>264.4</b>	<b>222.6</b>	<b>19%</b>	<b>599.1</b>	<b>501.3</b>	<b>20%</b>	<b>721.1</b>
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
<b>EBITDA</b>	<b>95.2</b>	<b>72.5</b>	<b>31%</b>	<b>186.2</b>	<b>146.4</b>	<b>27%</b>	<b>205.0</b>
<b>EBITDA Margin (%)</b>	<b>36.0%</b>	<b>32.6%</b>		<b>31.1%</b>	<b>29.2%</b>		<b>28.4%</b>
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
<b>Profit before Tax &amp; Exceptional Item</b>	<b>60.0</b>	<b>45.2</b>		<b>87.6</b>	<b>68.3</b>		<b>98.2</b>
<b>Profit before Tax</b>	<b>60.0</b>	<b>45.2</b>	<b>33%</b>	<b>87.6</b>	<b>68.3</b>	<b>28%</b>	<b>98.2</b>
<b>PBT Margin (%)</b>	<b>22.7%</b>	<b>20.3%</b>		<b>14.6%</b>	<b>13.6%</b>		<b>13.6%</b>
Tax	14.9	10.8		21.1	15.9		23.3
<b>Profit After Tax</b>	<b>45.1</b>	<b>34.4</b>	<b>31%</b>	<b>66.5</b>	<b>52.3</b>	<b>27%</b>	<b>74.9</b>
<b>PAT Margin (%)</b>	<b>17.1%</b>	<b>15.4%</b>		<b>11.1%</b>	<b>10.4%</b>		<b>10.4%</b>
<b>Basic EPS</b>	<b>5.4</b>	<b>4.1</b>		<b>8.0</b>	<b>6.3</b>		<b>9.0</b>
<b>Diluted EPS</b>	<b>5.4</b>	<b>4.1</b>		<b>8.0</b>	<b>6.3</b>		<b>9.0</b>



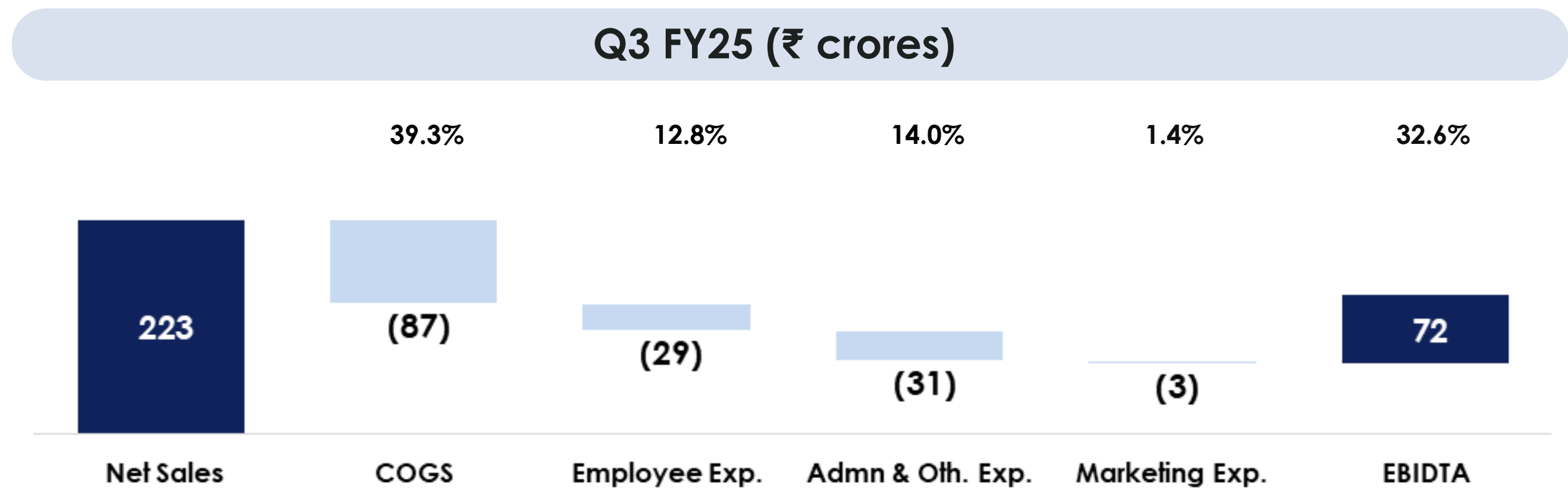
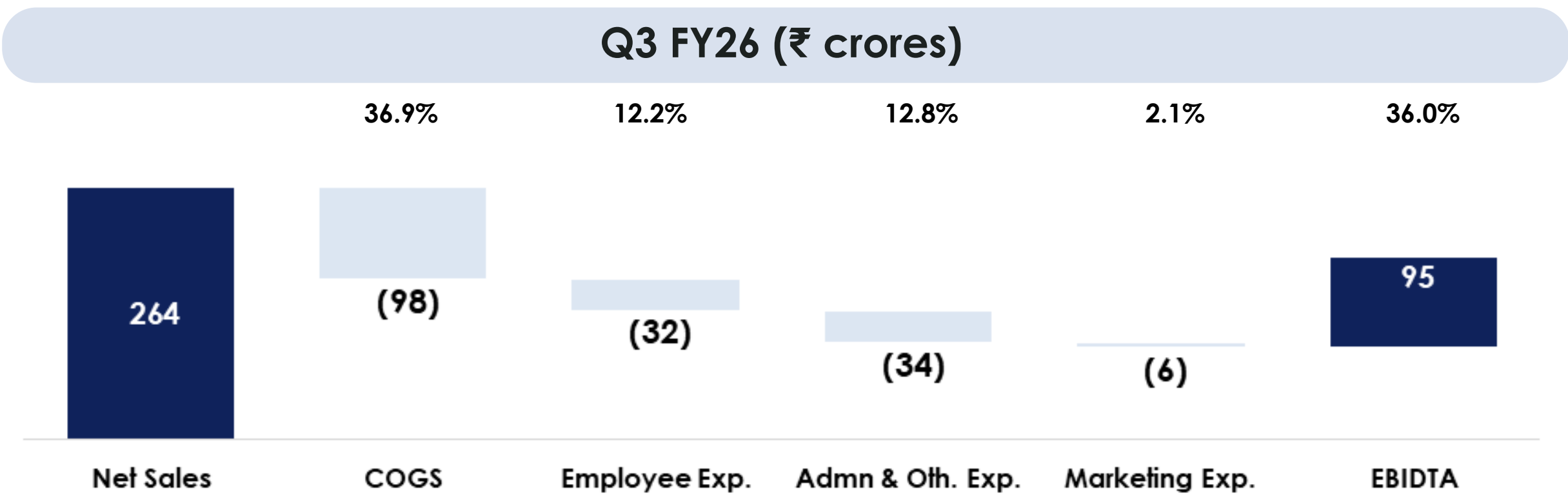
# PROFITABILITY HIGHLIGHTS (PRE IND AS 116)

Particulars (₹ In Crs)	Q3FY26	Q3FY25	Y-o-Y	9M FY26	9M FY25	Y-o-Y	FY25
<b>Revenue from Operations</b>	<b>264.4</b>	<b>222.6</b>	<b>19%</b>	<b>599.1</b>	<b>501.3</b>	<b>20%</b>	<b>721.1</b>
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
<b>EBITDA</b>	<b>68.9</b>	<b>50.7</b>	<b>36%</b>	<b>110.9</b>	<b>84.6</b>	<b>31%</b>	<b>120.4</b>
<b>EBITDA Margin (%)</b>	<b>26.0%</b>	<b>22.8%</b>		<b>18.5%</b>	<b>16.9%</b>		<b>16.7%</b>
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
<b>Profit before Tax</b>	<b>62.4</b>	<b>46.4</b>	<b>35%</b>	<b>94.9</b>	<b>72.7</b>	<b>30%</b>	<b>104.4</b>
<b>PBT Margin (%)</b>	<b>23.6%</b>	<b>20.8%</b>		<b>15.8%</b>	<b>14.5%</b>		<b>14.5%</b>
Tax	15.5	11.1		22.9	17.1		24.9
<b>Profit after Tax</b>	<b>46.9</b>	<b>35.3</b>	<b>33%</b>	<b>72.0</b>	<b>55.7</b>	<b>29%</b>	<b>79.5</b>
<b>PAT Margin (%)</b>	<b>17.7%</b>	<b>15.8%</b>		<b>12.0%</b>	<b>11.1%</b>		<b>11.0%</b>

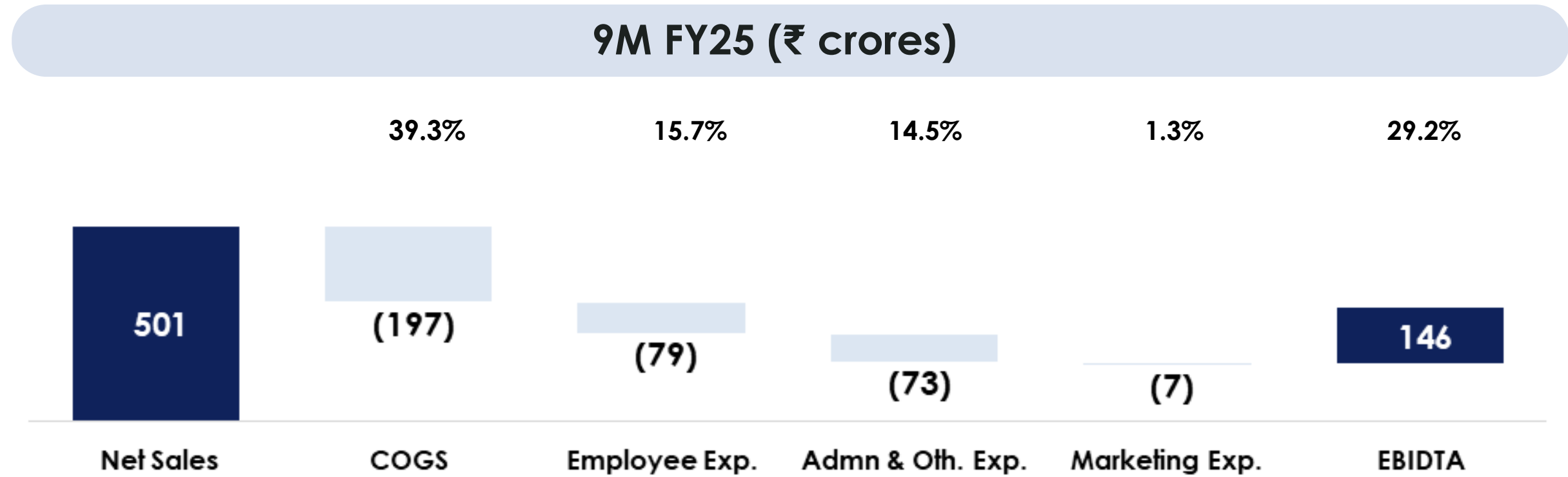
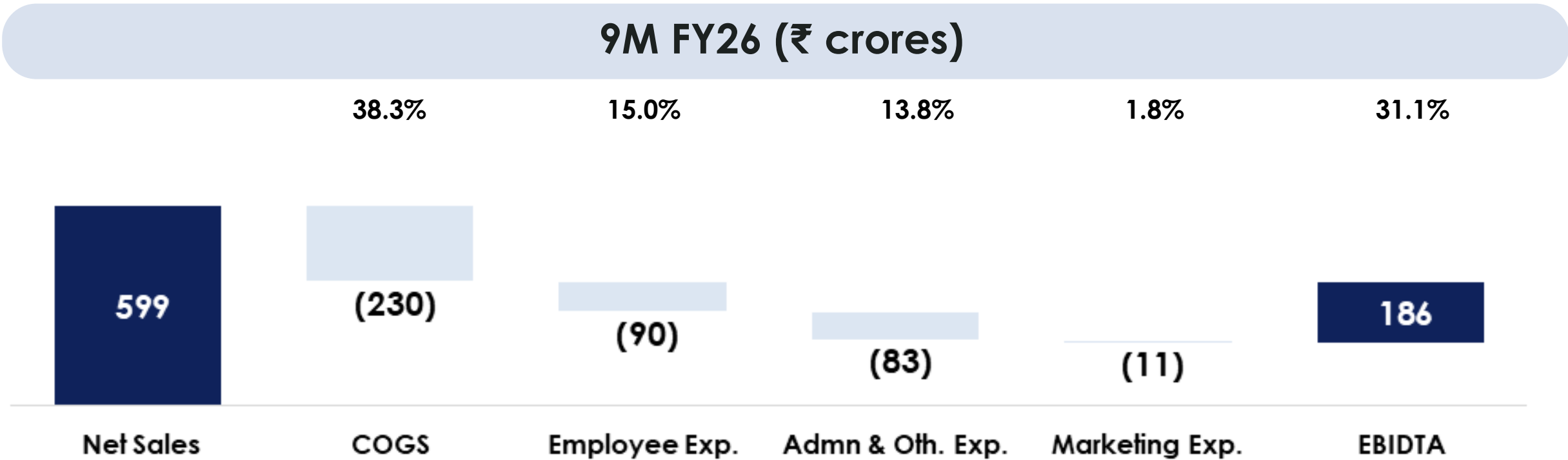




# Q3 FY26 OPERATIONAL MATRIX

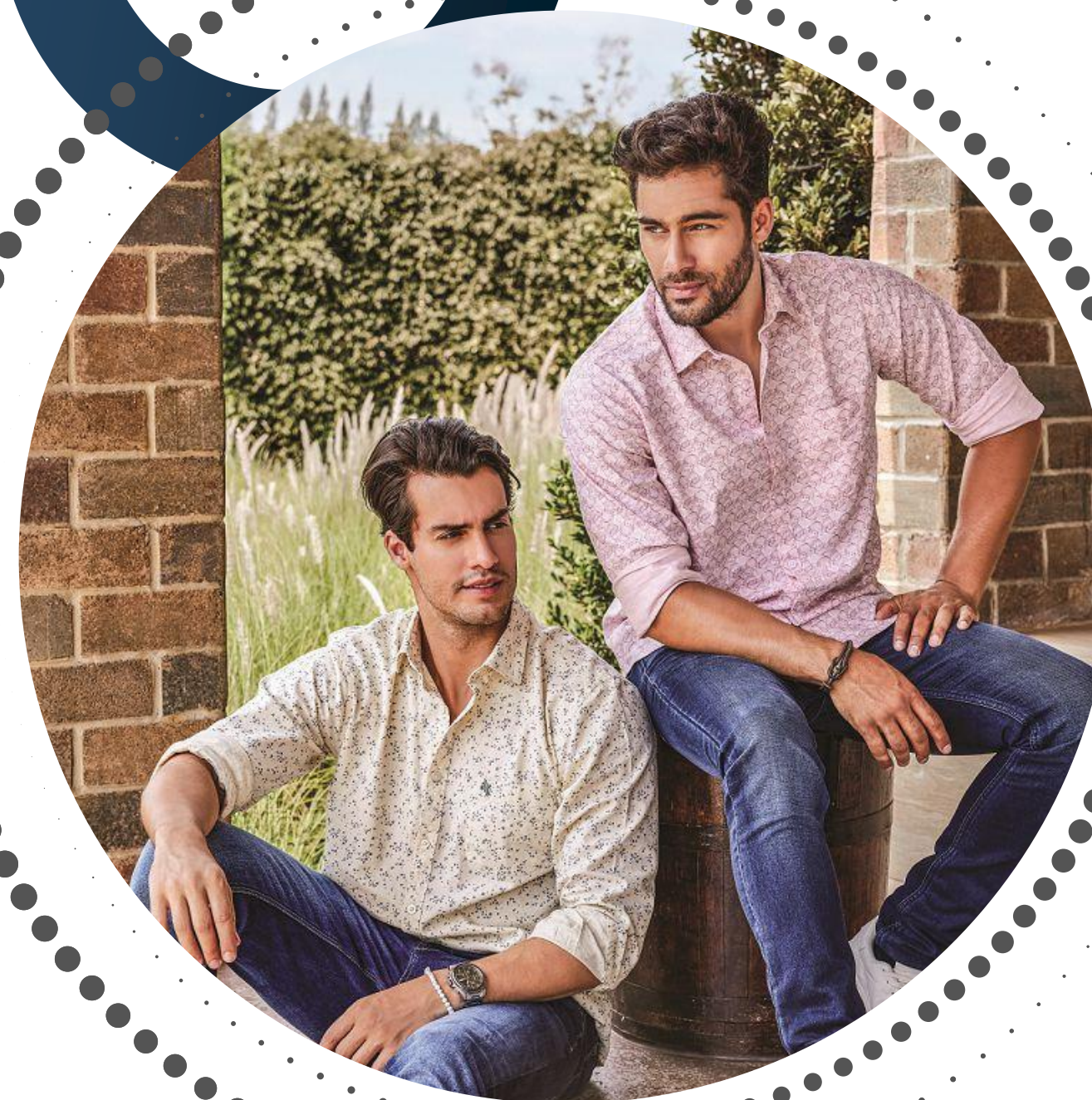


# 9M FY26 OPERATIONAL MATRIX



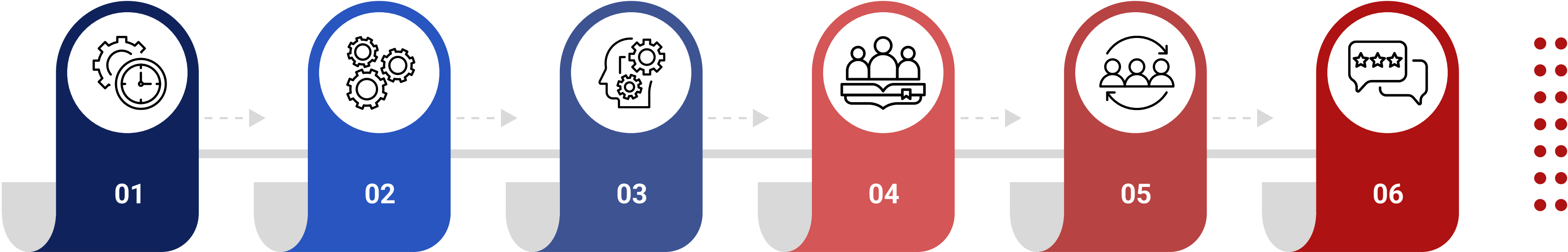


# CORPORATE OVERVIEW





# LEADING LIFESTYLE APPAREL BRAND



## 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

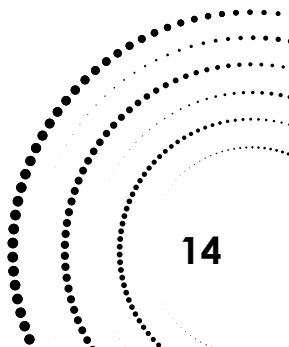
With **a 2 lakh sq. ft. facility, we can produce 1.8 million garments** per year, meeting significant demand

## Presence

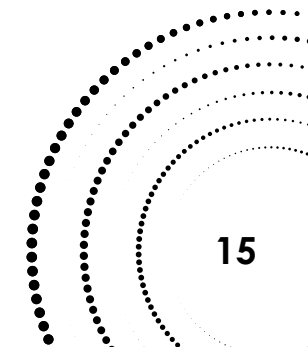
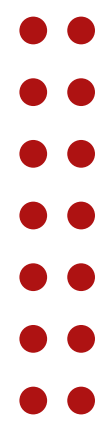
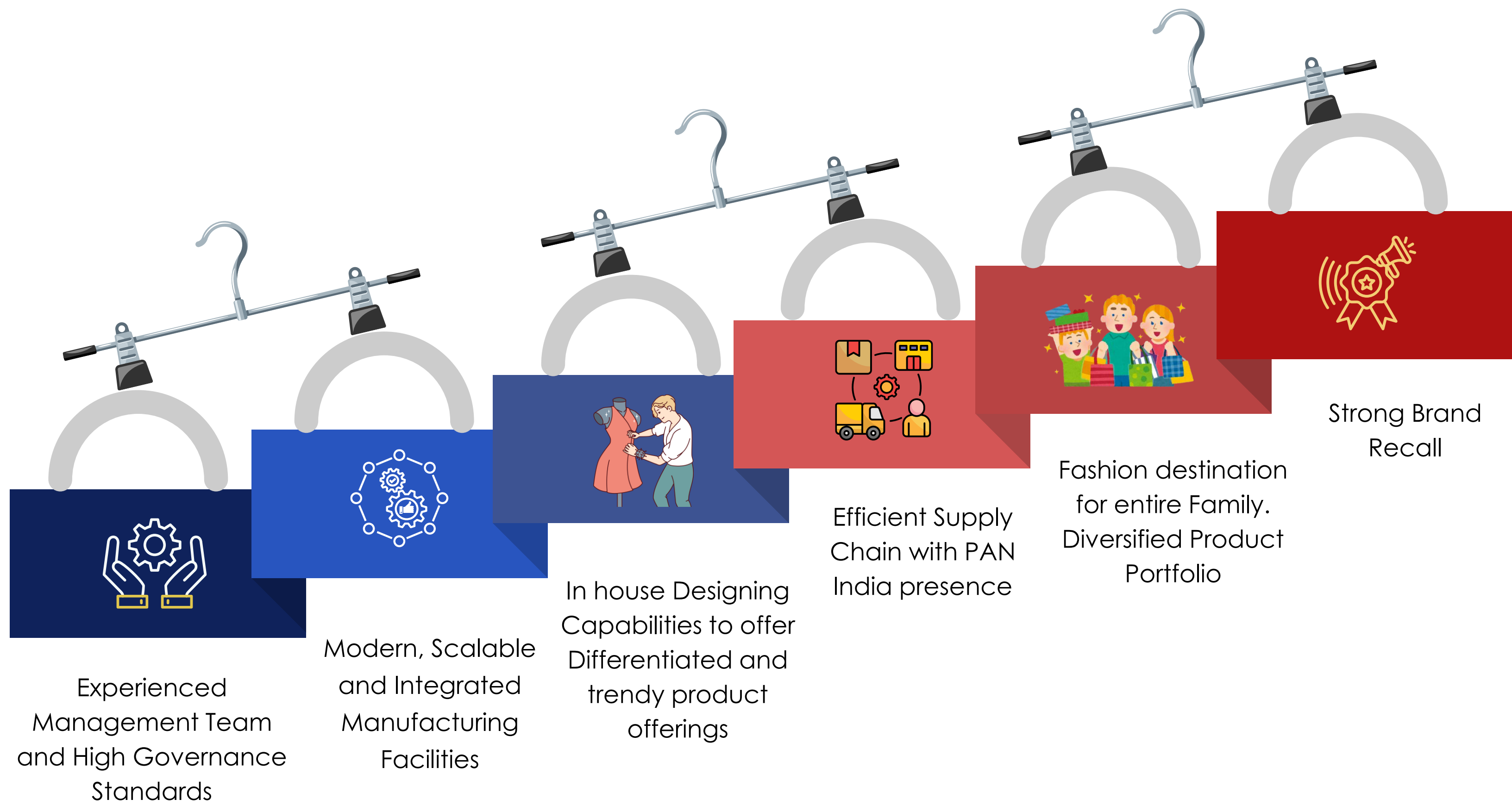
With a strong retail presence, **our 646 brand stores** spread across **317 cities in 21 states** and continue to expand

## 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*

- 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.



**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



**BASANT GOYAL**  
*Whole Time Director*

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



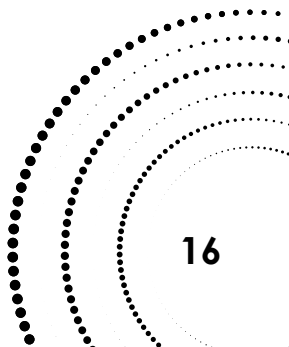
**SHIVENDRA NIGAM (FCA)**  
*Chief Financial Officer*

- 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



**POONAM CHAHAL (FCS, LLB)**  
*Company Secretary*

- 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, Kutris, 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.



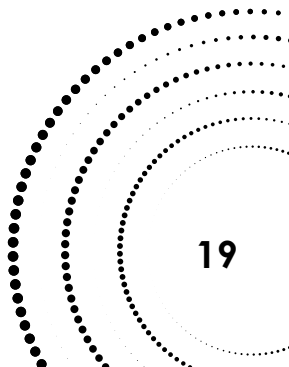
## Accessories

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



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







# INTEGRATED MANUFACTURING FACILITIES



## 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

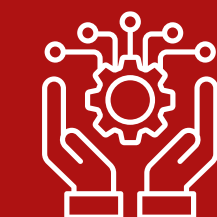
## Latest Development

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



## Integration

Fully integrated infrastructure for modern manufacturing & retailing with complete automation



## Demand Forecasting

- Demand forecasting and production planning using advanced IT tools to ensure uninterrupted and timely availability
- Minimizing inventory holding.
- Monitoring & evaluating performance

## Manufacturing

- Leveraging IT infrastructure to effectively integrating production schedule with raw material supply schedule
- Real time update and monitoring. Quality check at each stage for better control

## Quality Control

- Maintaining high-quality standards across sourcing, manufacturing, and distribution
- Quality control procedures across the value chain, including fabric and garment inspections, quality audits, and product quality tracking



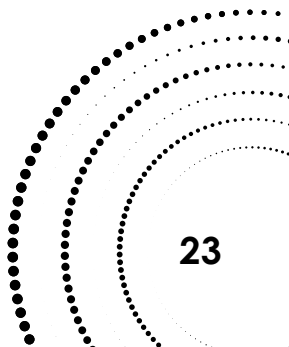
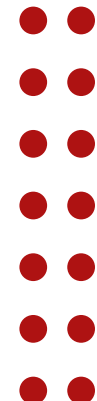
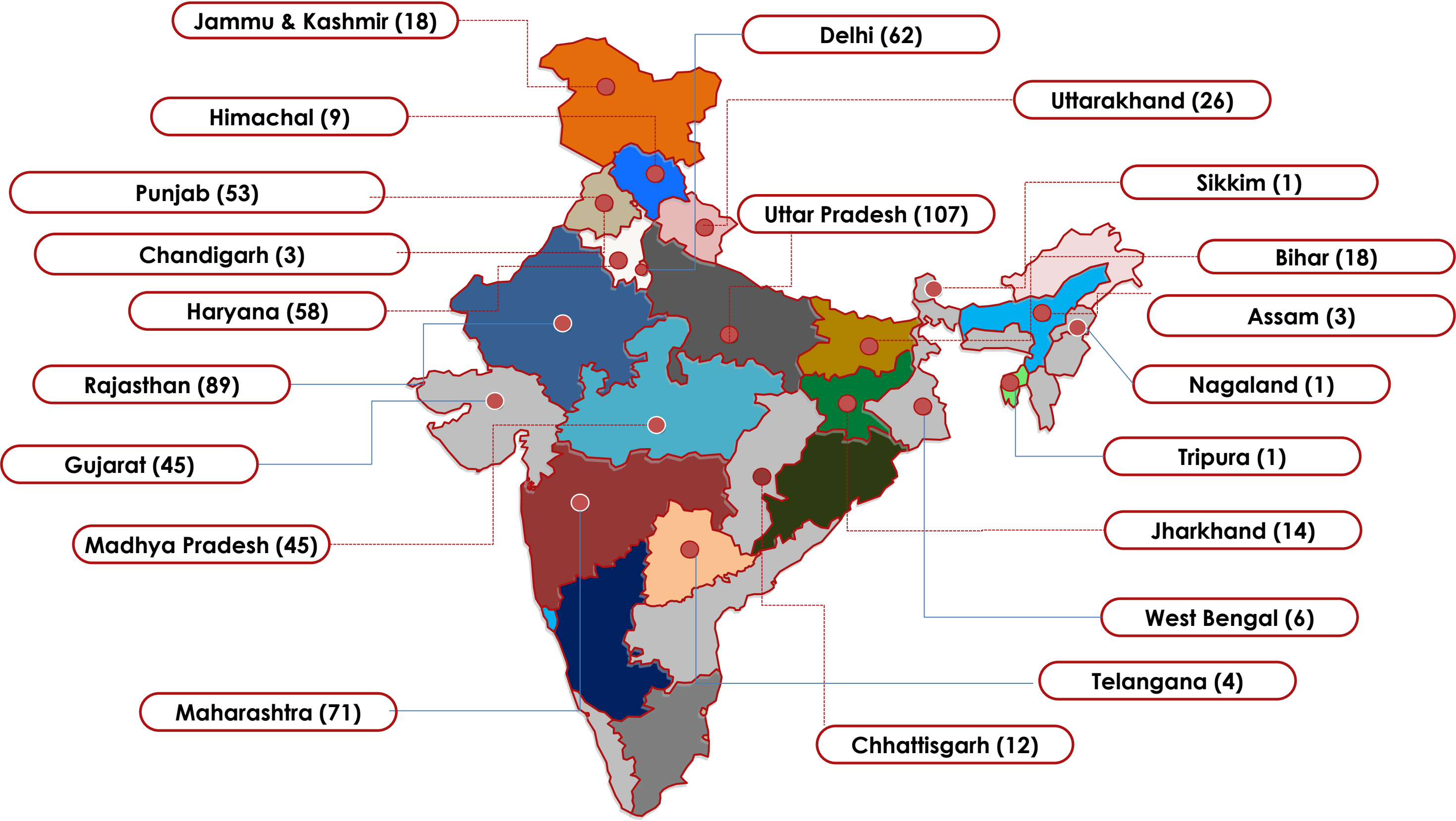
- Procure best quality fabrics and other raw materials
- Leverage our relationship to procure most economically through better terms of trade
- Ensure sustainable supply through superior relationships

- Systematic monitoring and control of inventory levels
- Real-time inventory tracking and analysis.
- Leveraging IT infrastructure to effectively manage inventory .

- Optimal Product Mix: Curated selection to meet customer preference
- Strategic Store Locations: Conveniently located to reach target customers
- Performance-Linked Incentives: Motivating store staff to drive sales and revenue growth
- Loyalty Programs: Reward repeat customers with exclusive benefits



# PAN INDIA PRESENCE



# ENHANCING DIGITAL PRESENCE



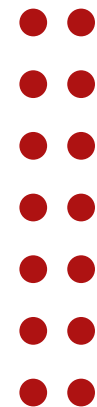
Enhancing our reach through our online presence

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

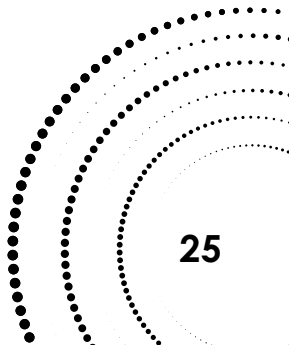
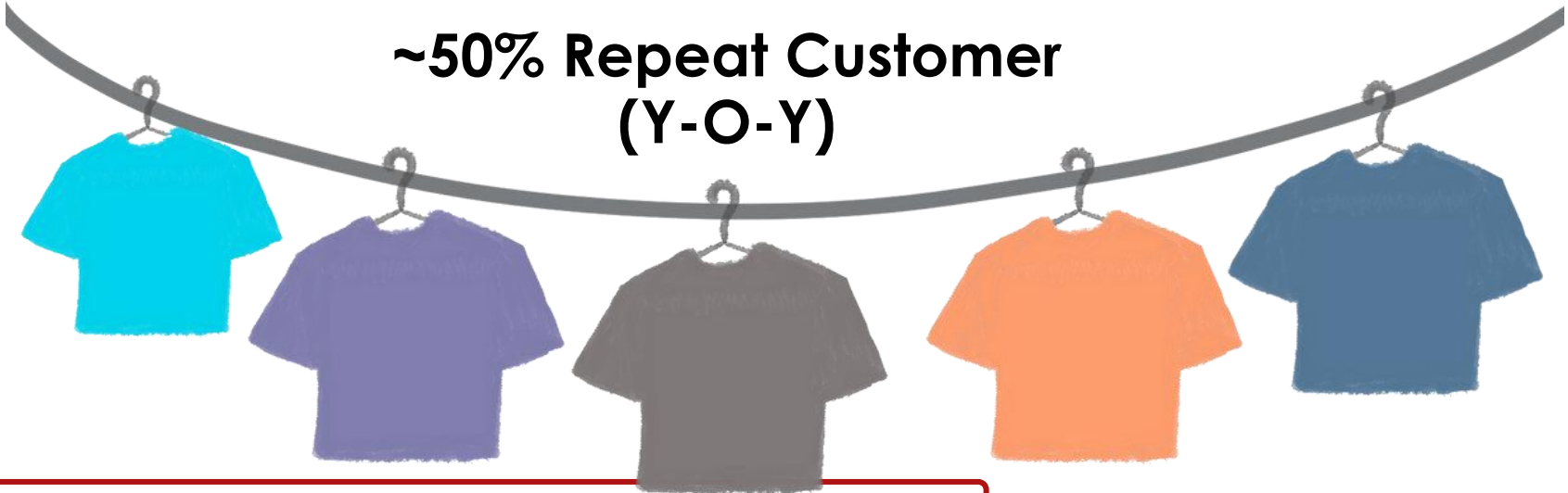
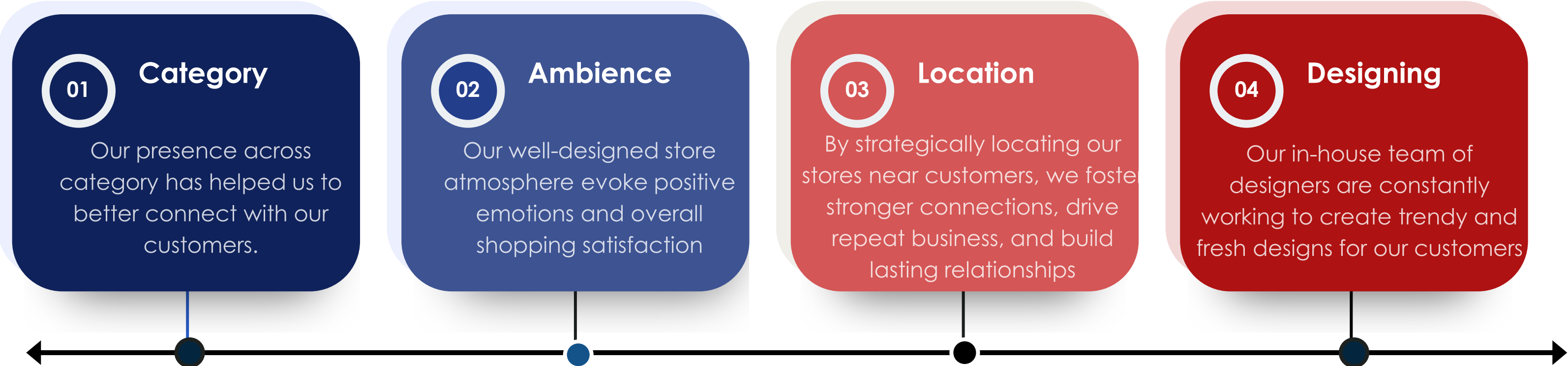
Sales through online channel increased in FY25 to **6.2%** as compared to 5.7% in FY24

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

Profitable & Successful online market presence

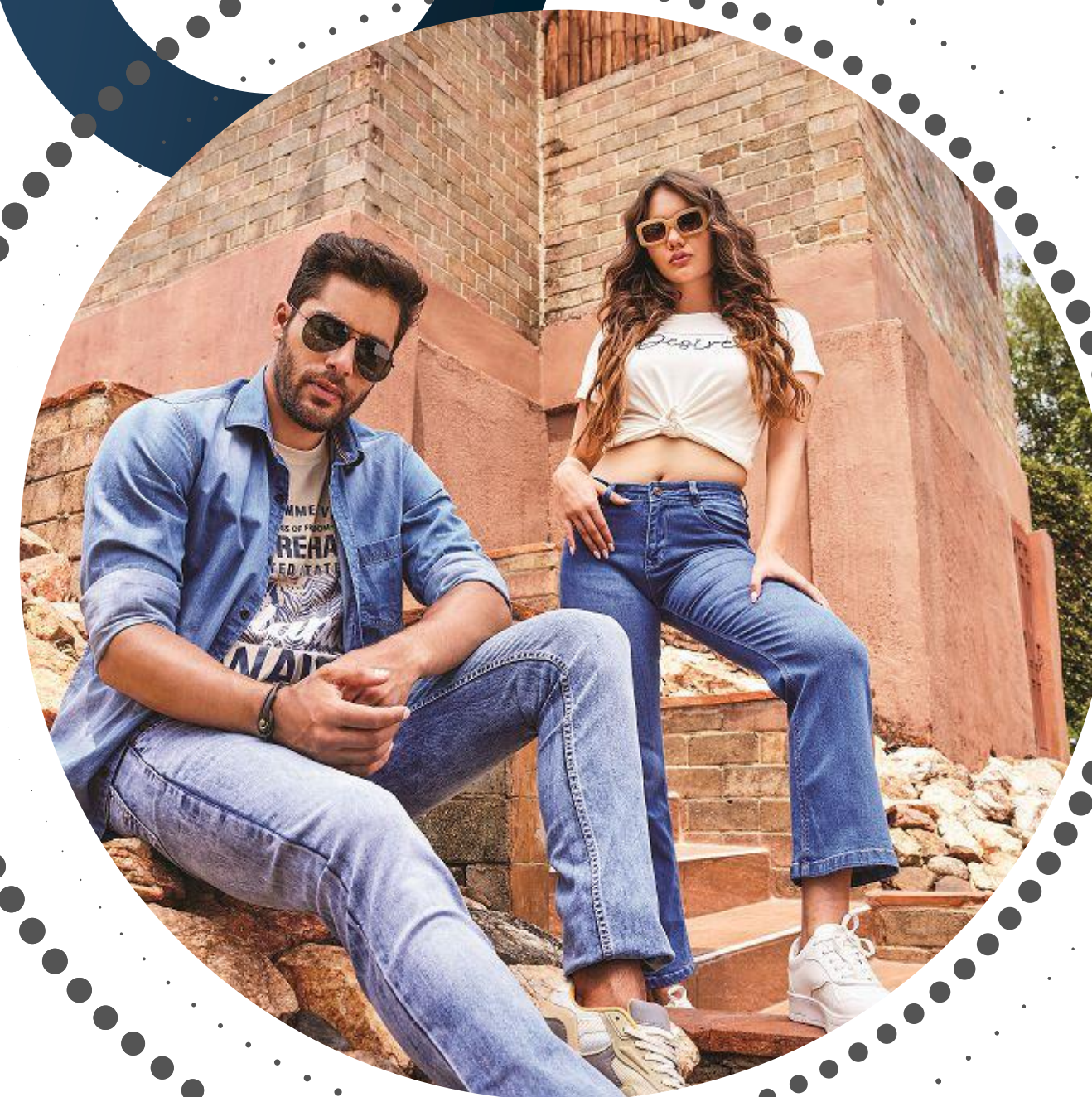


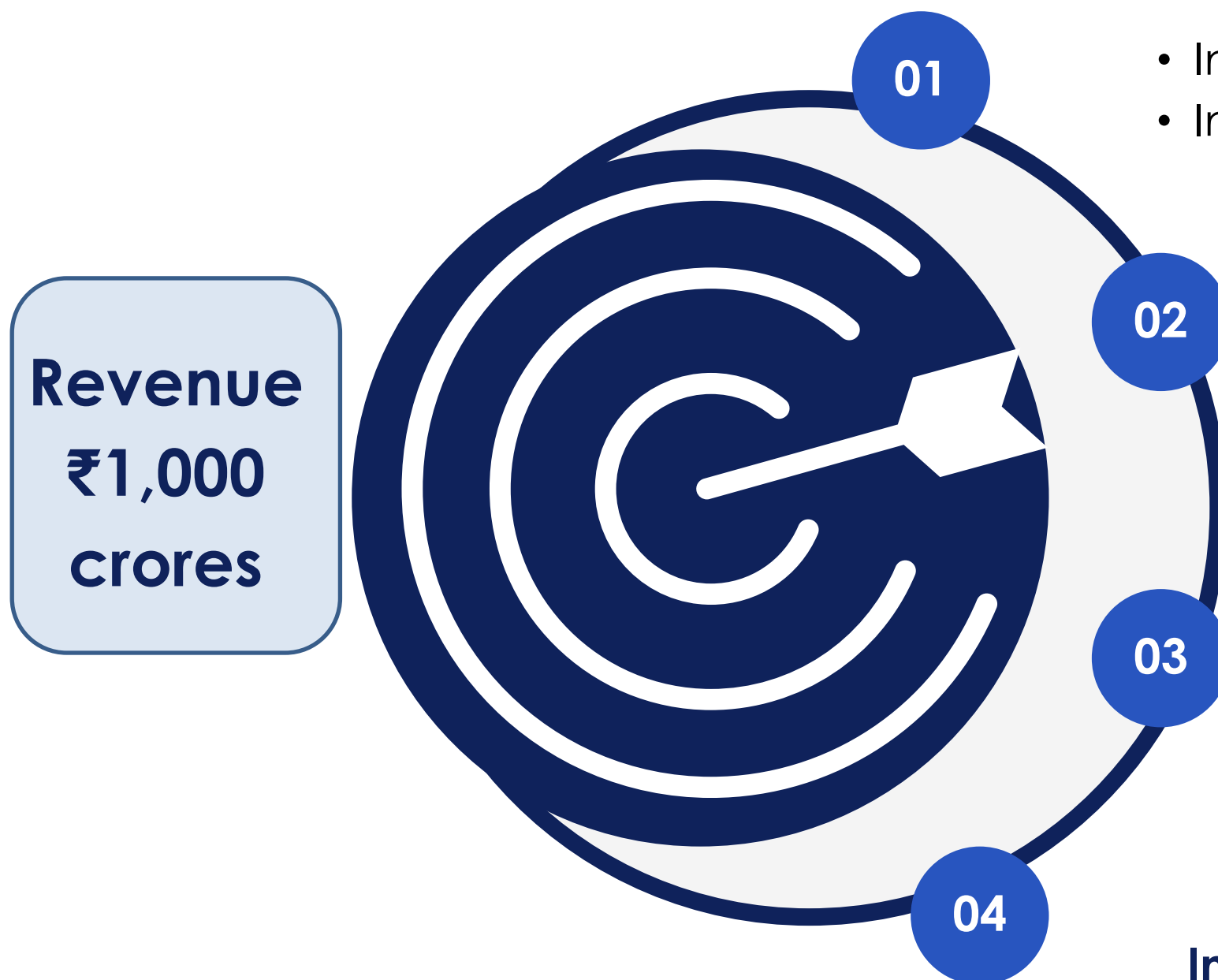
# KEY OPERATIONAL DATA





# VISION 2027





## 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%**

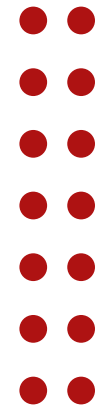


## MARKETING & MEDIA



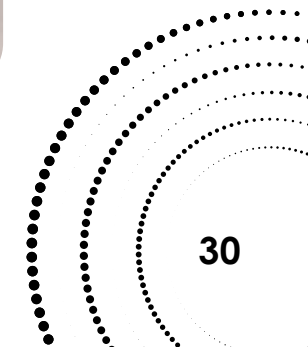
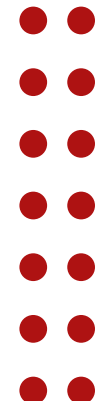


# SELECT RECENT EBO OPENING





# SELECT RECENT EBO OPENING





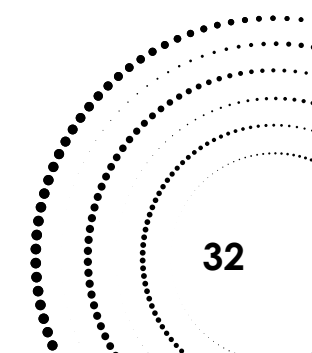
# HISTORICAL PERFORMANCE





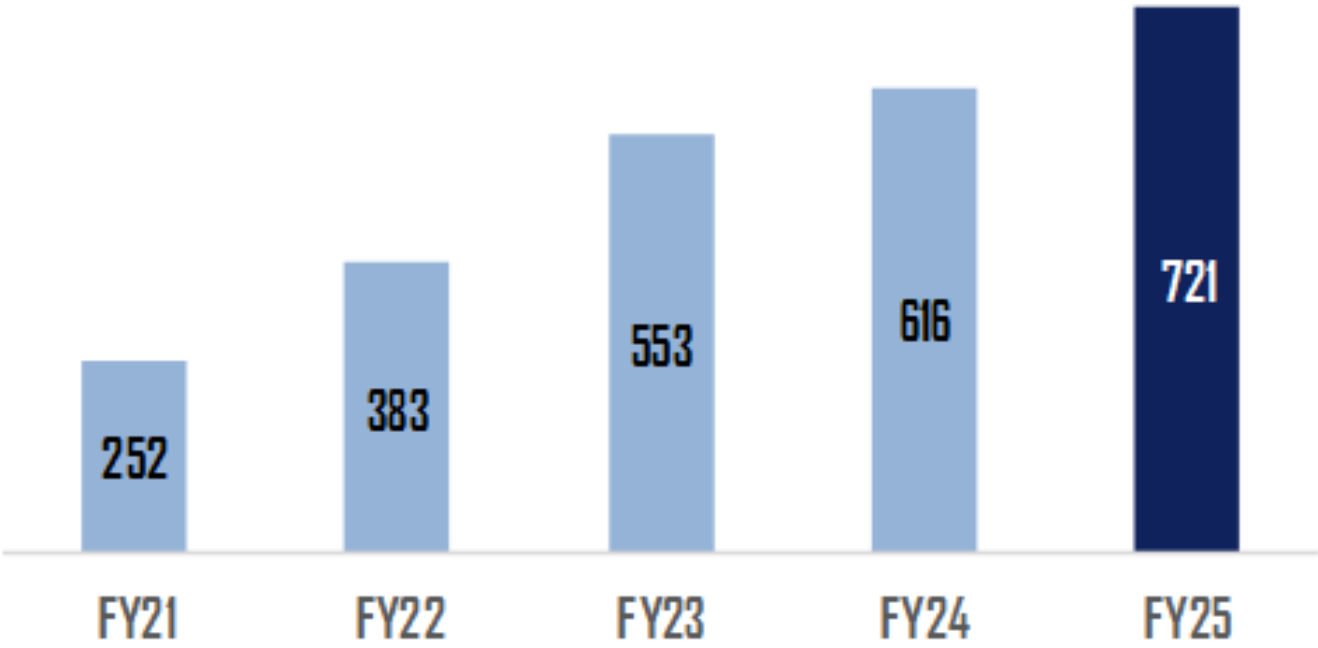
# HISTORICAL FINANCIAL

Particulars (₹ In Crs)	FY21	FY22	FY23	FY24	FY25	CAGR
<b>Revenue from Operations</b>	<b>251.9</b>	<b>383.4</b>	<b>552.8</b>	<b>615.6</b>	<b>721.1</b>	<b>30%</b>
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	
<b>EBITDA</b>	<b>59.4</b>	<b>111.7</b>	<b>164.7</b>	<b>162.7</b>	<b>205.0</b>	<b>36%</b>
<b>EBITDA Margin (%)</b>	<b>23.6%</b>	<b>28.7%</b>	<b>28.7%</b>	<b>26.4%</b>	<b>28.4%</b>	
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	
<b>Profit before Tax</b>	<b>12.3</b>	<b>59.6</b>	<b>89.3</b>	<b>76.8</b>	<b>98.2</b>	<b>68%</b>
<b>PBT Margin (%)</b>	<b>4.9%</b>	<b>15.5%</b>	<b>15.5%</b>	<b>12.5%</b>	<b>13.6%</b>	
Tax	2.6	21.5	22.0	14.6	23.3	
<b>Profit After Tax</b>	<b>9.7</b>	<b>38.1</b>	<b>67.2</b>	<b>62.2</b>	<b>74.9</b>	<b>67%</b>
<b>PAT Margin (%)</b>	<b>3.8%</b>	<b>9.9%</b>	<b>12.2%</b>	<b>10.1%</b>	<b>10.4%</b>	
Other comprehensive income	-0.4	-0.4	-0.2	-0.2	-0.2	
<b>Total other comprehensive income</b>	<b>9.2</b>	<b>37.7</b>	<b>67.0</b>	<b>62.0</b>	<b>74.6</b>	

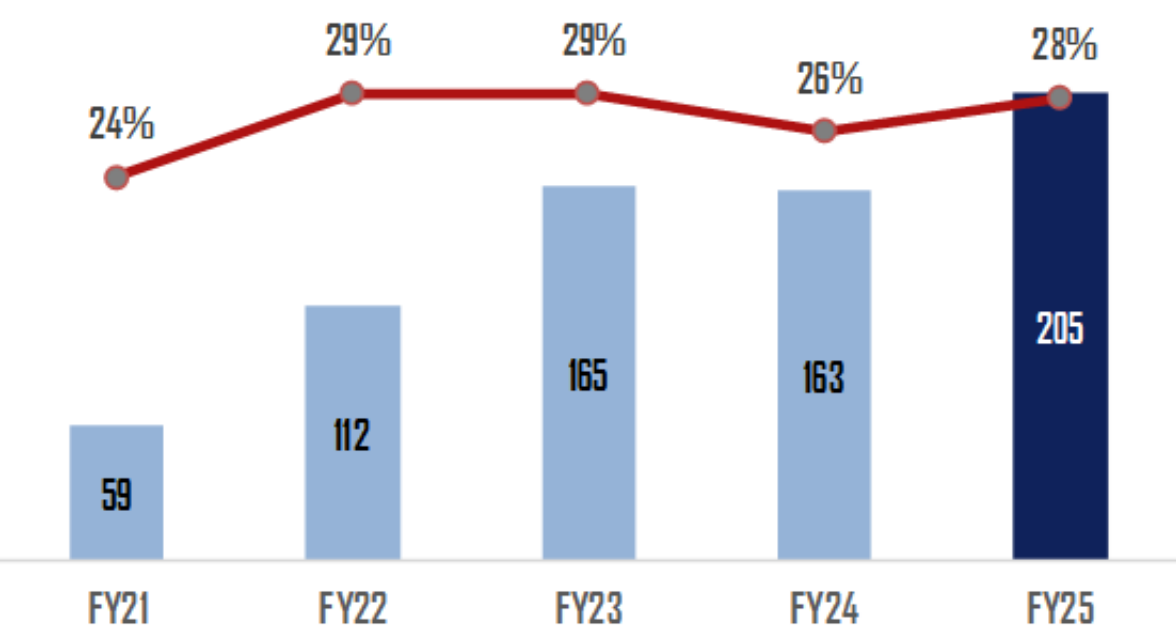


# ROBUST PERFORMANCE

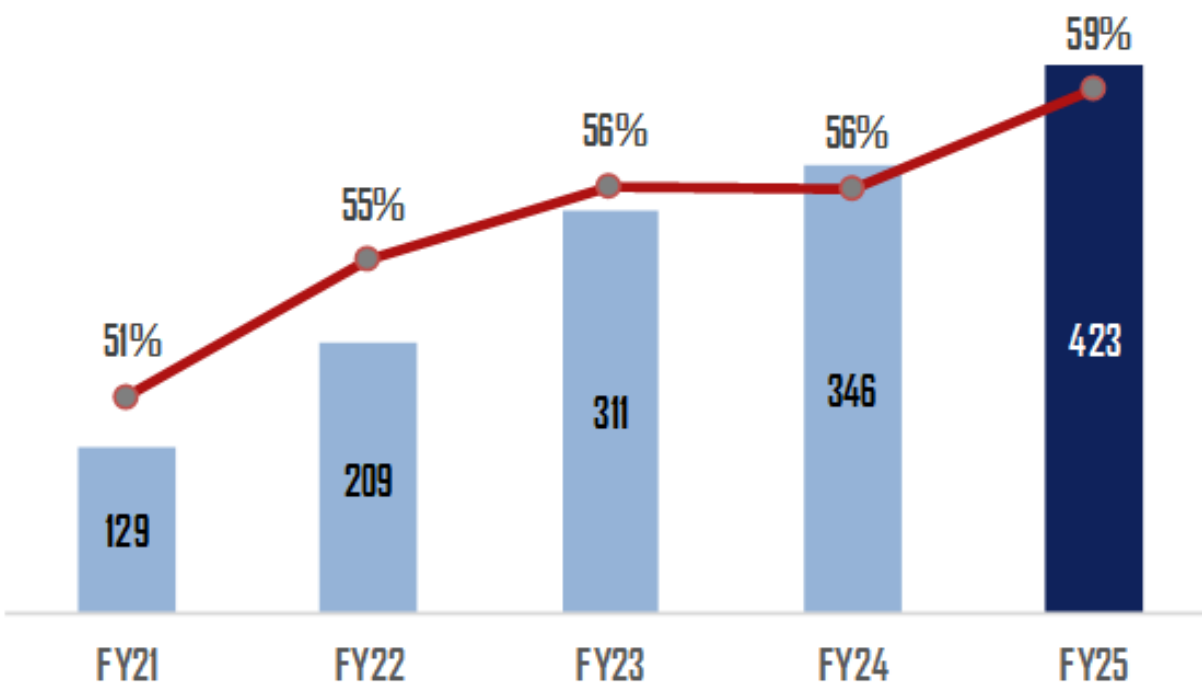
➔ Revenue from Operations (₹ Crs)



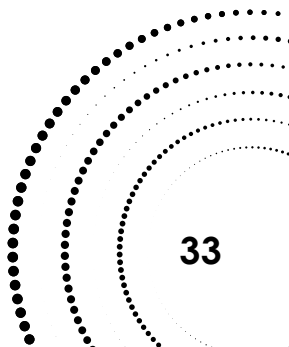
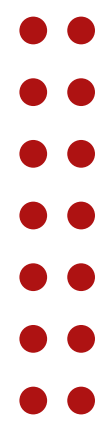
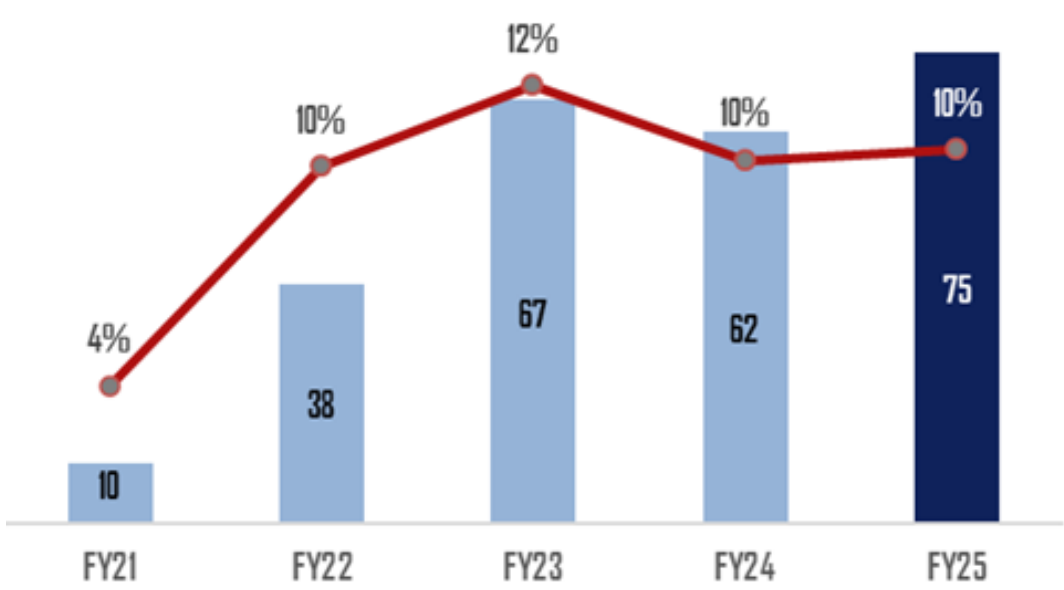
➔ EBITDA (₹ crs) & %



➔ Gross Margin (₹ crs) & %



➔ PAT (₹ crs) & %



# BALANCE SHEET

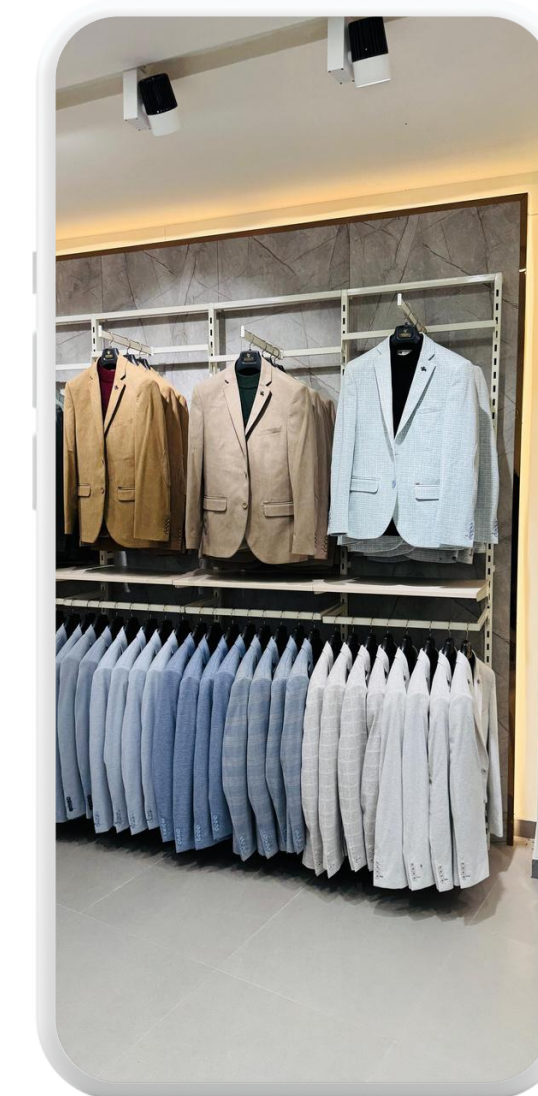
ASSETS (₹ In Crs)	Sep'25	Mar'25	Mar'24
<b>NON-CURRENT ASSETS</b>	<b>699.2</b>	<b>603.7</b>	<b>482.1</b>
Property, plant & equipment	145.6	138.7	117.9
Capital work-in-progress	60.1	46.8	35.2
Investment Property	4.4	4.5	0.9
Right-of-use assets	433.7	363.0	282.0
Other Intangible assets	1.4	1.5	1.4
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	19.3	19.0	16.4
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
<b>CURRENT ASSETS</b>	<b>373.1</b>	<b>337.5</b>	<b>292.2</b>
Inventories	309.1	279.1	230.0
Investments	1.5	5.1	0.0
Trade receivables	17.0	13.4	15.2
Cash & Cash Equivalents	19.2	27.9	38.1
Other Financial Assets	4.1	3.1	1.5
Current Tax Assets (net)	6.2	0.0	0.0
Other Current assets	15.9	8.9	7.5
<b>TOTAL ASSETS</b>	<b>1,072.3</b>	<b>941.2</b>	<b>774.4</b>

EQUITY & LIABILITIES (₹ In Crs)	Sep'25	Mar'25	Mar'24
<b>EQUITY</b>	<b>409.5</b>	<b>393.1</b>	<b>326.5</b>
Equity Share capital	16.7	16.7	16.7
Other equity	392.8	376.4	309.7
<b>NON-CURRENT LIABILITIES</b>	<b>459.0</b>	<b>389.1</b>	<b>310.0</b>
Borrowings	0.0	0.0	0.0
Lease Liability	426.5	356.8	279.6
Other financial liabilities	15.1	15.2	14.2
Provisions	10.2	9.0	7.6
Other Non-Current Liabilities	7.3	8.1	8.7
<b>CURRENT LIABILITIES</b>	<b>203.7</b>	<b>159.0</b>	<b>137.9</b>
Borrowings	33.0	0.0	9.8
Lease Liability	58.3	54.2	46.6
Trade Payables	68.6	68.2	57.4
Other Financial Liabilities	27.9	23.2	15.1
Other current liabilities	7.7	7.3	7.7
Current tax liabilities (Net)	1.1	1.1	0.0
Provisions	7.0	5.0	1.3
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>1,072.3</b>	<b>941.2</b>	<b>774.4</b>



# CASH FLOW

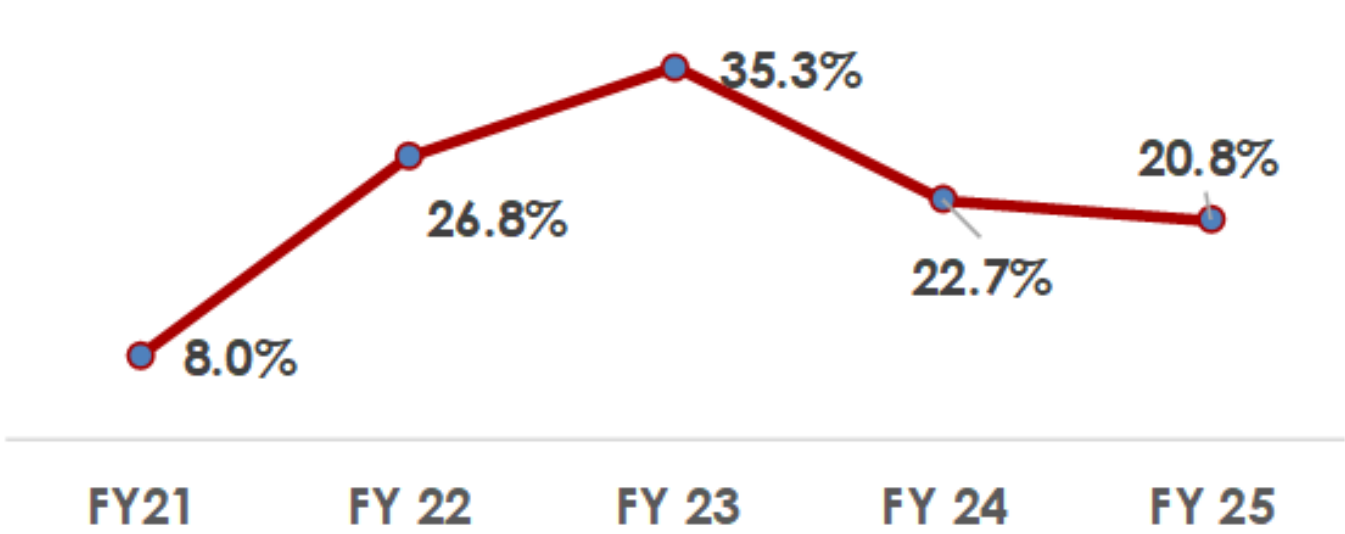
Particulars (₹ In Cr)	H1 FY26	FY25	FY24	FY23
<b>PBT</b>	<b>28</b>	<b>98</b>	<b>77</b>	<b>89</b>
Adjustments	65	112	89	78
<b>Operating profit before working capital changes</b>	<b>92</b>	<b>210</b>	<b>165</b>	<b>167</b>
Changes in working capital	(42)	(33)	(12)	(65)
<b>Cash generated from operations</b>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



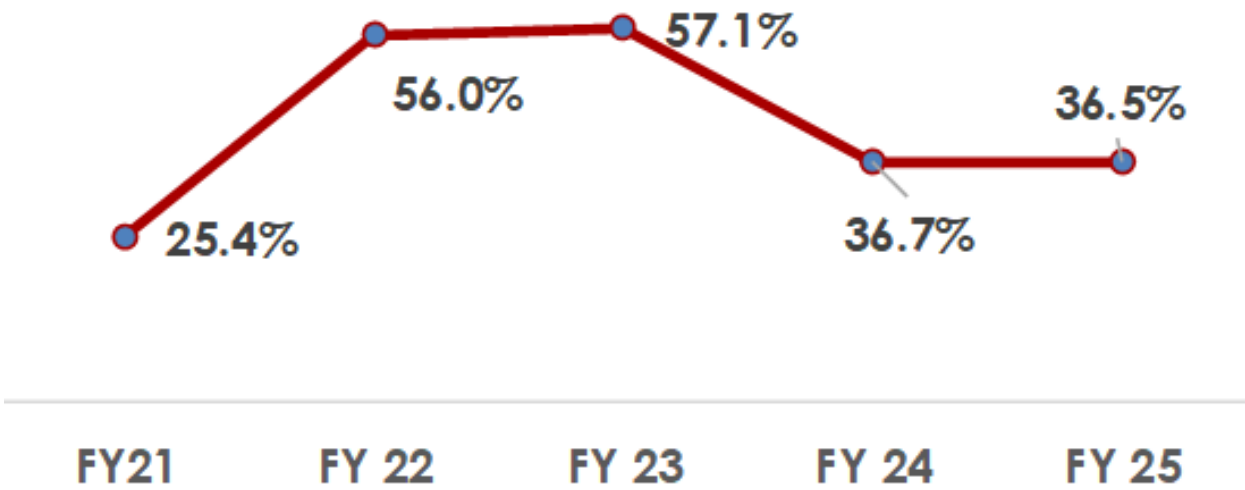
# INDUSTRY LEADING RATIOS



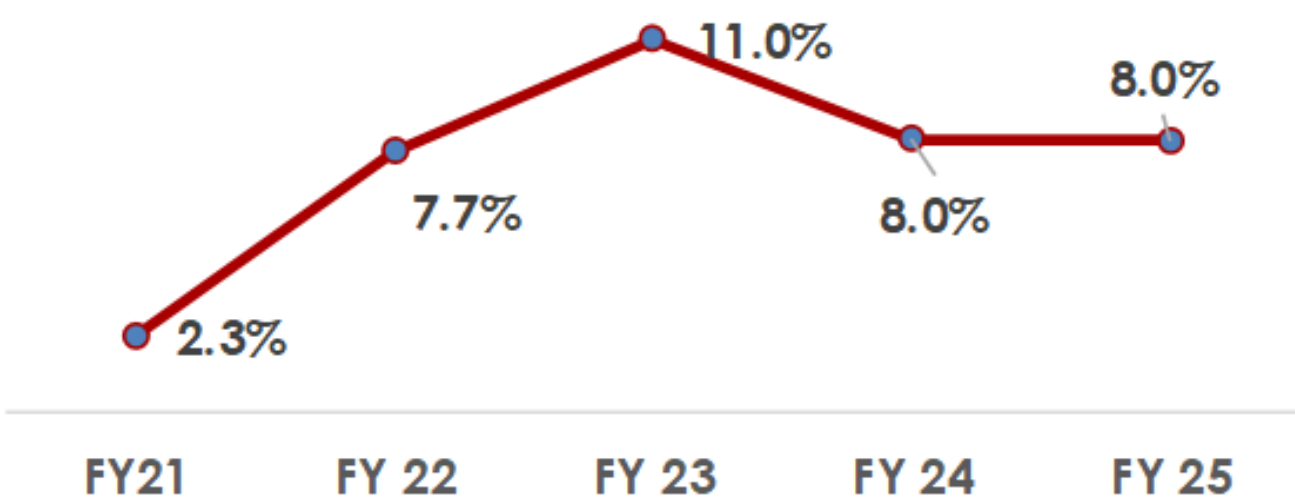
## Return on Equity



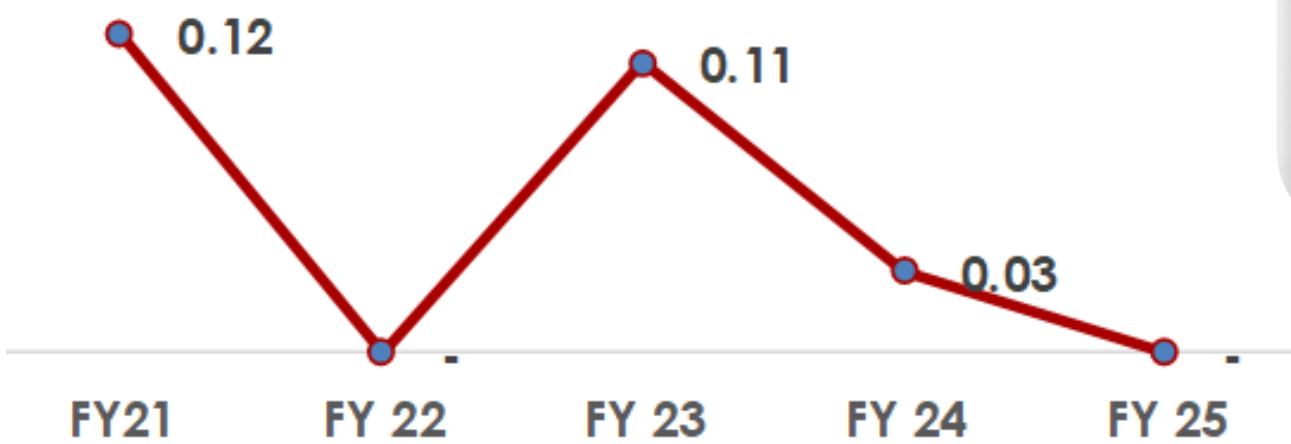
## Return on Capital Employed



## Return on Assets



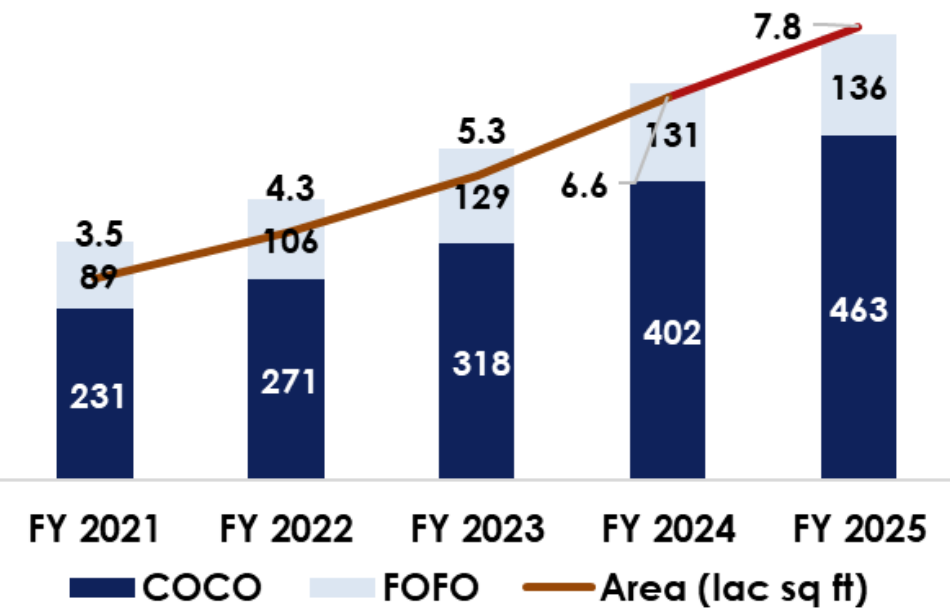
## Debt Equity Ratio



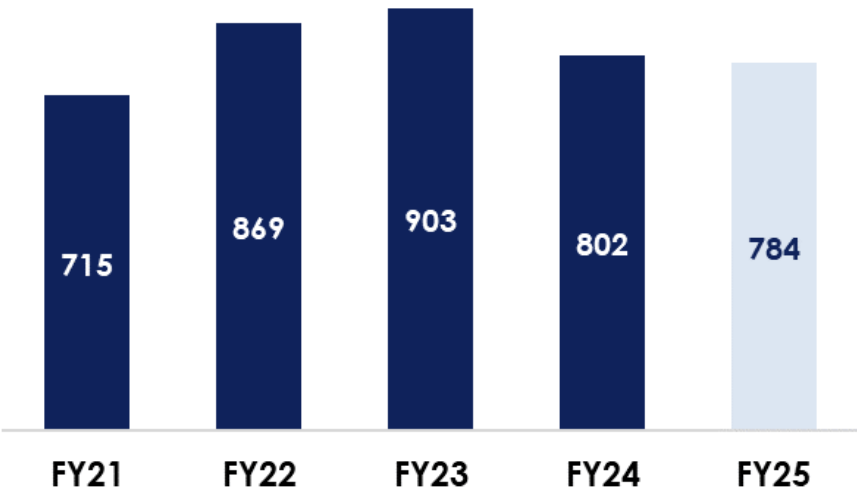
During FY24, Company raised ₹ 50.40 crores by way of Preferential Allotment which has impacted the return ratios.  
ROE – PAT/Average Shareholders Fund; ROCE – EBIT/Average (Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets

# KEY OPERATING INDICATORS

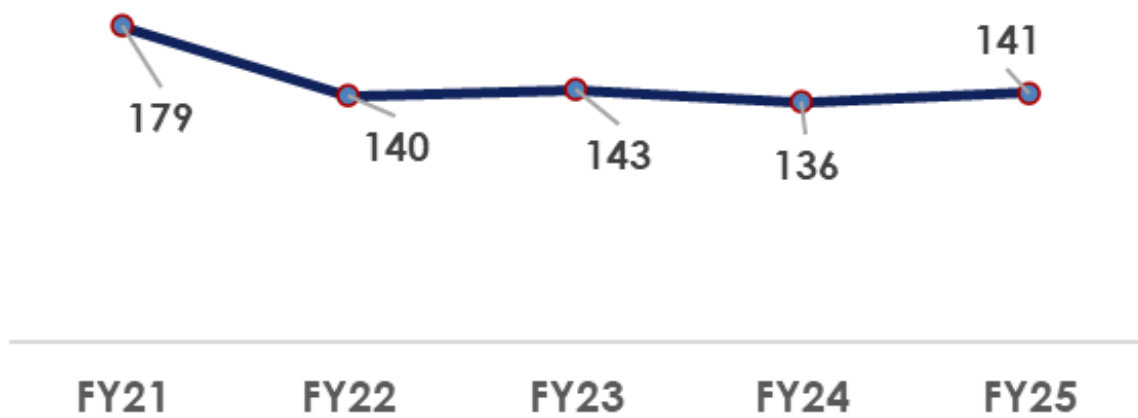
## No of stores & Retail space



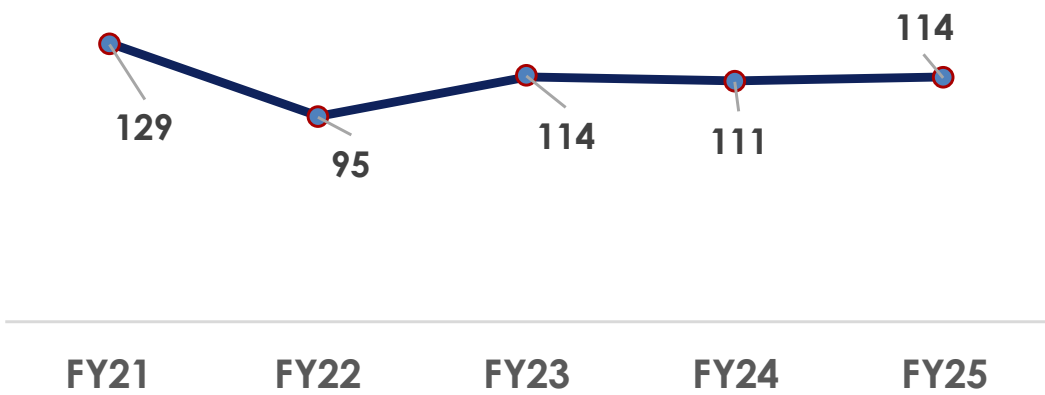
## Sales per Sq. Ft. (₹ Per Month)



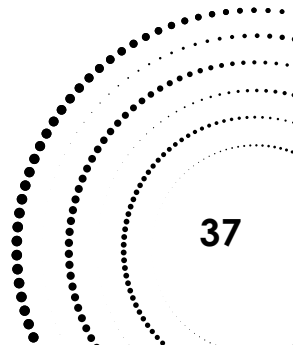
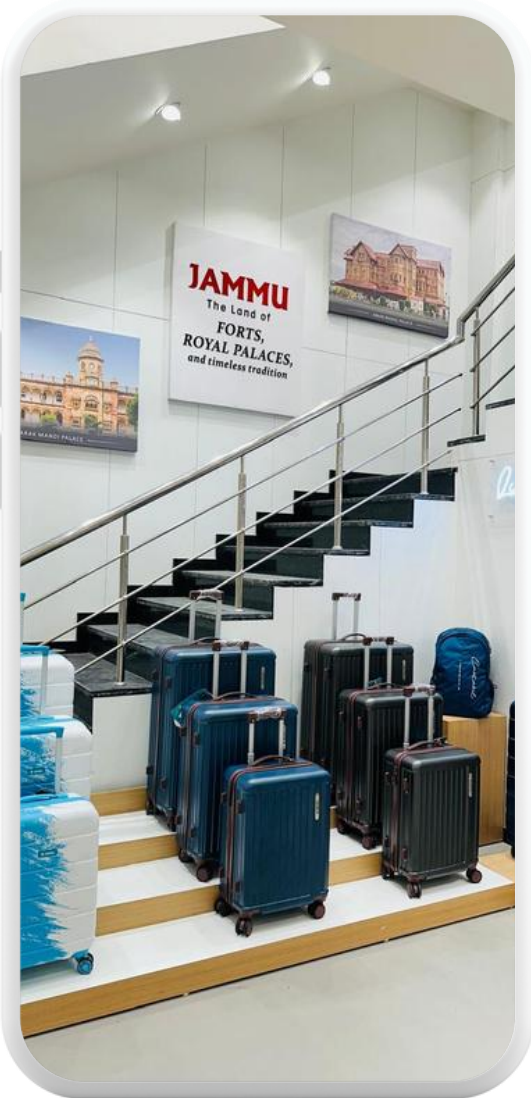
## Inventory days



## Working Capital Days



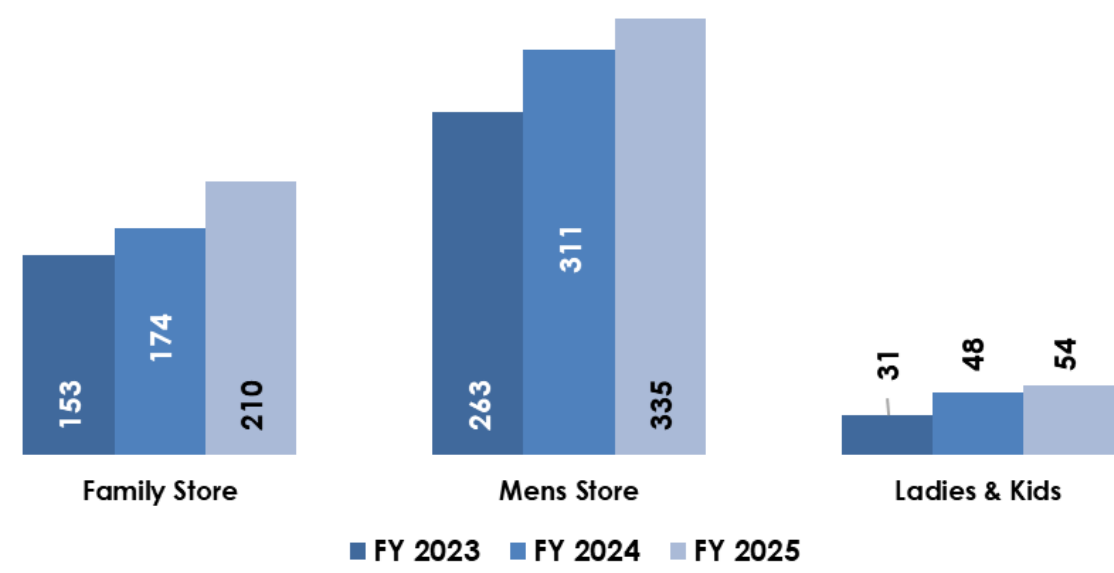
Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues\*365; Debtors days – Debtors/Revenue\*365; Creditors days – Creditor/Revenues\*365



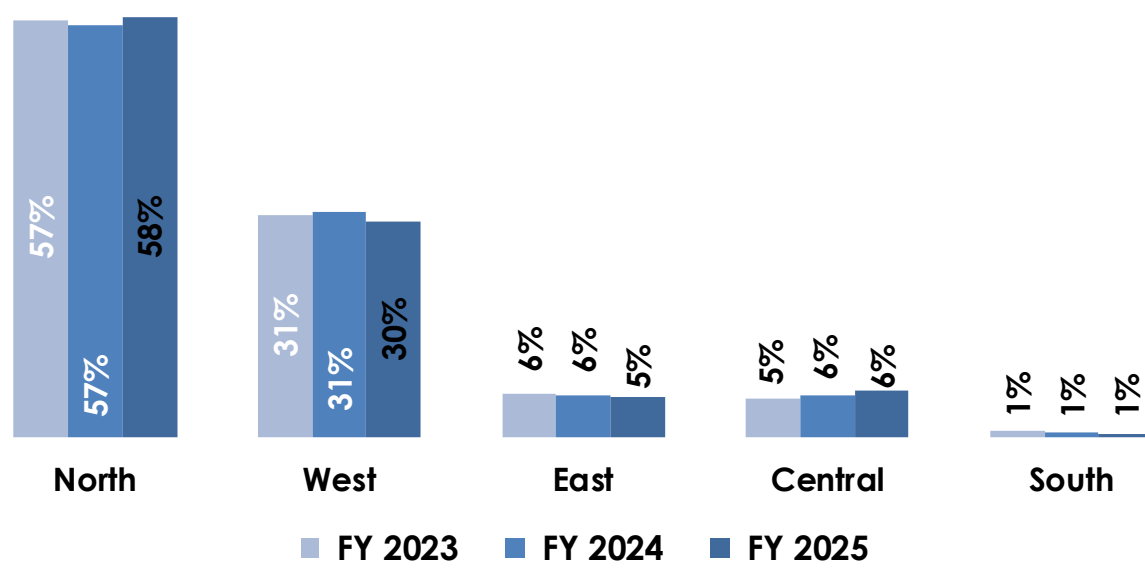


# KEY OPERATING INDICATORS

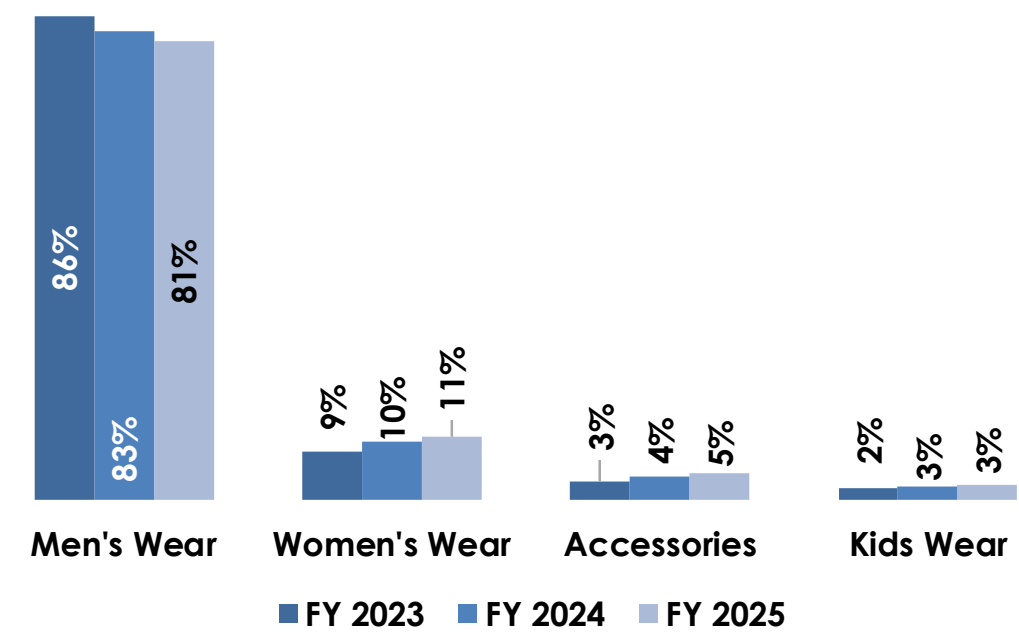
## → Store Categories (Number)



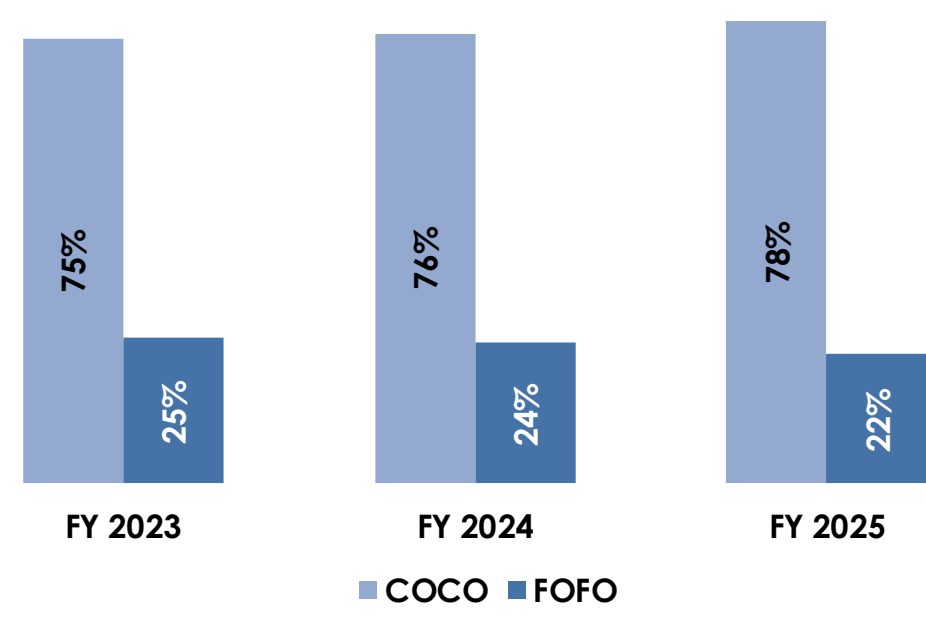
## → Revenue Zonewise (%)



## → Revenue Categories (%)



## → Revenue Store Typewise (%)





# THANK YOU



**Cantabil Retail India Limited**

Mr. Shivendra Nigam (CFO)  
shivendra.nigam@cantabilinternational.com  
www.cantabilinternational.com



**Marathon Capital Advisory Pvt. Ltd**

Mr. Rahul Porwal / Mr. Amit Porwal  
rahul@marathoncapital.in / amit@marathoncapital.in  
+91 9967576900 / +91 9819773905  
www.marathoncapital.in