

**Cantabil Retail India Limited**  
**Result Update Presentation**  
**Q4 & FY21**



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## Financial Highlights



## Company Overview



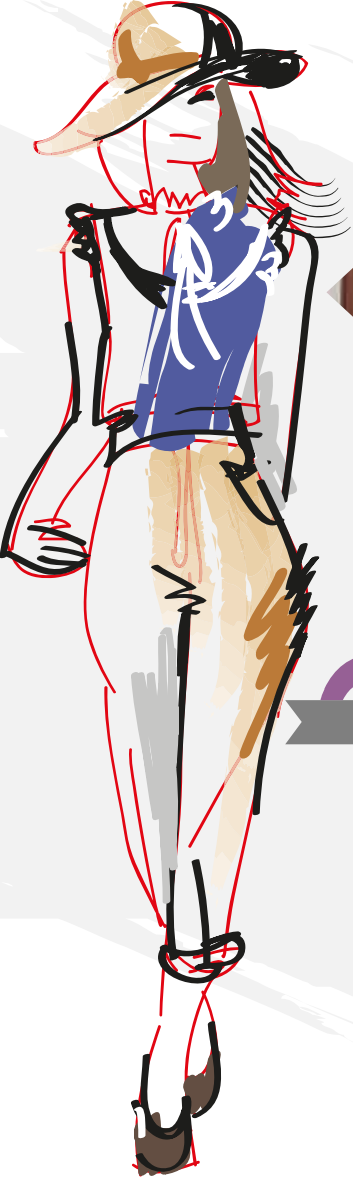
## Business Overview



## Industry Overview



## Way Ahead



## Financial Highlights







## Management Comment



**Commenting on the results,  
Mr. Vijay Bansal, Chairman &  
Managing Director, Cantabil  
Retail India Limited said :**

*"Operations at our Company hit a turmoil due to the current situation and ongoing pandemic and we are confident to recover soon from this. As for our financial performance for the full year ended 31<sup>st</sup> March 2021, we have delivered a revenue Rs. 251.64 crores, 13.97% EBITDA Margin (w/o IND AS 116) and PAT of Rs. 17.86 crores (w/o IND AS 116).*

*Our Company had started to gain momentum somewhere in the second half of the year and we were seeing a positive impact, however but by the beginning of this year cases started to rise and another lockdown was announced, once again impacting our business operations and sales. But we are happy to say that our Company has come out of this adversity, strong & resilient and is trying and maintaining sustainability. As of now only 180 stores are open, on alternate days and with reduced working hours as per state guidelines.*

*Our Company has successfully managed to open 18 new stores this financial year. Overall, for the year end the total store count has been 320 stores out of which 230 stores are company owned company operated and 90 stores are franchise owned franchise operated.*

*I thank the entire team of 'Cantabil Retail India Limited' for their untiring hard work, sincerity and high dedication. Also, I would like to thank our valued stakeholders, whose support and faith in our Company along with their critical inputs has given us the determination and ambition to grow from strength to strength."*



## Who We Are?



- Company was established in year 1989, is in business of designing, manufacturing and retailing of readymade garments with 20 year long well established success story in Mid Premium Segment
- Company has state of art fully integrated production facility spread over 3 acre plot with 1.5L Sq. ft. of floor area in Bahadurgarh, Haryana equipped with imported and latest technology machines, which has capacity to produce 10L garments per annum – it is one of most specialized suit plant in India
- Cantabil believes in Value for Money and offers high quality latest fashion apparel at affordable pricing – ‘Cantabil’ is one of preferred brand among millennials and aspirational class
- Cantabil caters to all three segments and wide range of products under one roof in Men’s category like Shirts - formal/casual, Trouser, Denim, Suit, Blazer, Jacket, Woollen & Accessories, Ladies wear and Kids wear to make it complete family brand
- Brand presence in 17 States, 150 + Cities and around 320 profit making exclusive brand outlets with 3.51 L Sq. ft. of retail space – majorly in Tier II and Tier III cities and yet untapped area offers 3-4X wide scope of expansion of Retail footprints Pan India
- Company has also entered into E-commerce space through Market place model with leading players like Flipkart, Amazon, Snapdeal, Myntra, Ajio etc. - offering enormous scope of expansion beyond physical geographies
- Company has very fine balance of manufacturing, fabrication and FOB procurement to fulfil its complete production requirement due to its long and strong tie-ups with dedicated fabricators and trading vendors for FOB procurements - approx 60% in-house production
- Company’s strong financials has made it viable for expansion and opening of new stores through internal accruals only without increasing debt
- Company has been allotted “BBB+ outlook Stable” rating from ICRA even under most complex times of Covid
- Company’s compliance oriented approach - all operations are under surveillance of reputed Independent Auditors - Statutory Audit, Secretarial Audit, HR Audit and Inventory Audits. Grant Thornton (GT), one of top rated Auditors/consultants are Internal Auditors of the Company
- Company has also become a Dividend paying entity and distributed a final dividend of 10% of face value for FY20



# COVID-19 Impact on Business



- Sharp reduction of footfalls in multiple geographies
- Continuation of reduction in footfalls and gradual closure in areas highly affected
- Last week onwards -no business activities conducted - office, stores and warehouses shutdown due to nationwide lockdown
- Used this opportunity to upgrade our organization – develop skills of employees, educate and train them

## Mid May Onwards



- Stores opened on alternate days and for certain hours depending on area wise restrictions
- Malls could open, hence majority of stores in malls are now open
- Over 285 stores were operational by the end of July

## August – March'21



- Sudden increase in cases from mid April, gradually spreading across country
- State wise lockdown as per State Govt orders
- Most of the states ordered operations of only essential services leading to store closures
- As of now only 180 stores are operational – 4 hours daily basis
- These stores are open on alternate days basis odd and even days



## March'20 Onwards

- Interaction with customers to help them understand safety measures taken at store level
- Gradual opening of stores in non-red zone areas
- End of May around 100 stores were operational all over India, numbers kept increasing as and when cities entered orange and green zone
- We also entered online space at most crucial hour which will gain traction in coming financial year



## June - July

- Most stores were operational on daily basis for entire day
- Stores started gaining traction – festivals around the corner



## April'21 Onwards



# Progressive continual recovery in operational store count and sales



## Sales

- Stores in areas less impacted by COVID are normalizing, gradual increase in sales to be followed
- Sales in high street markets are more than malls

## Store Opening

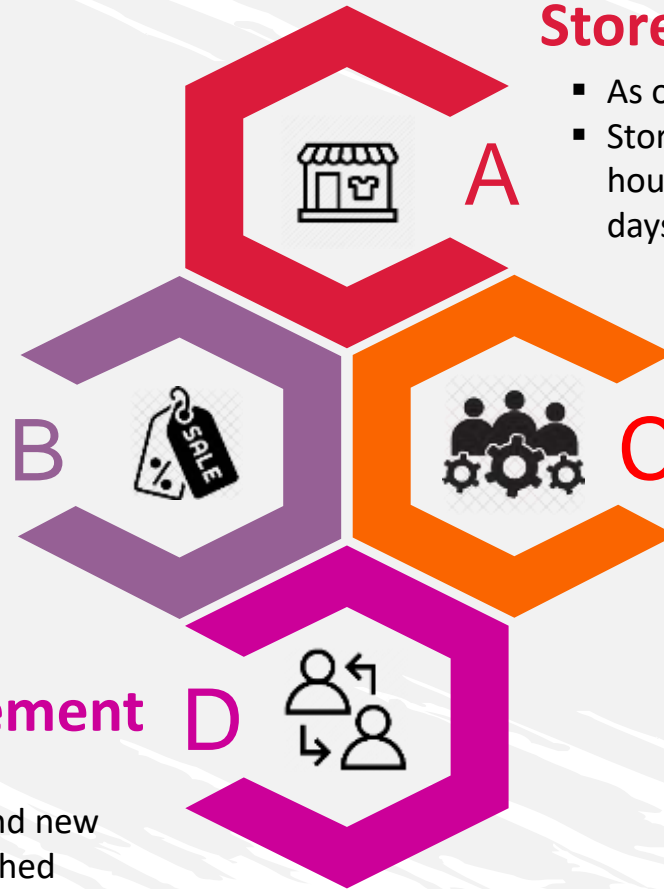
- As of now only 180 stores are operational
- Stores functional on alternate days for reduced working hours. Some stores open on odd days and some on even days

## Operations

- Office, warehouses and third-party manufacturing units operational with proper precautions in place
- Business backed by appropriate cash reserves

## Continued Consumer Engagement

- Continuous updates given to customers regarding deals and new products and designed launched through SMS campaign
- Customers are also educated about all necessary precautions taken at store



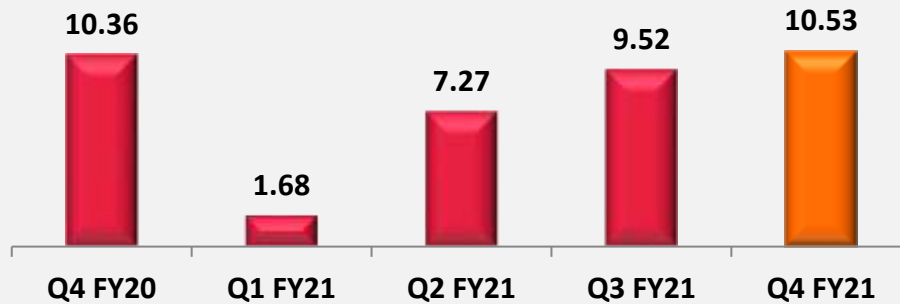




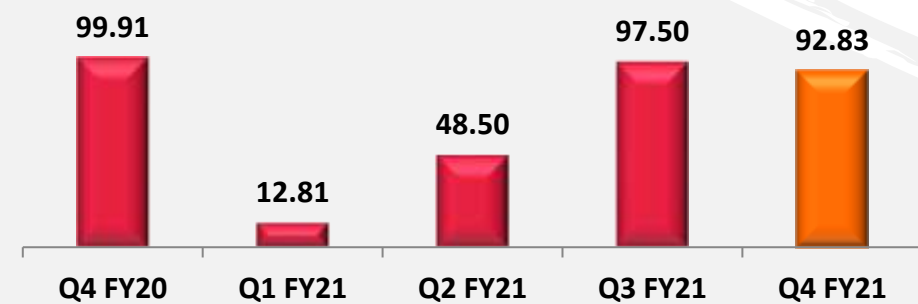
# Financial Highlights



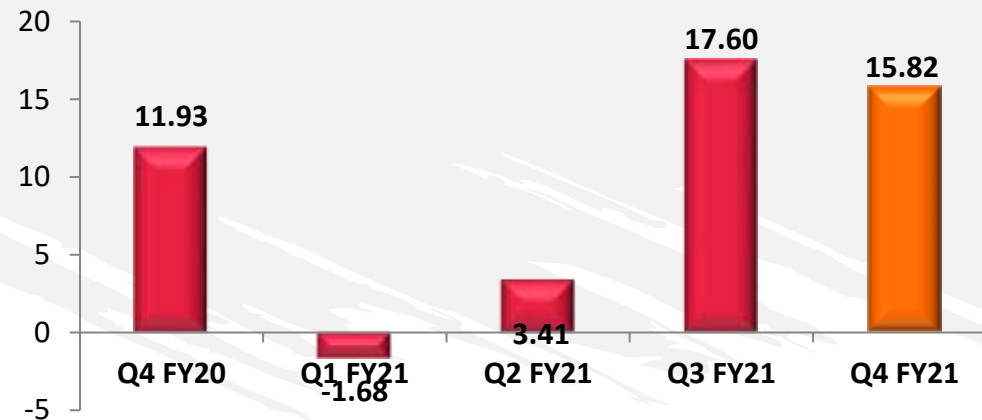
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)



- Above numbers are without taking into account IND-AS 116 effect



# Financial Highlights



Rs. Cr	Q4 FY21* (With IND-AS 116)	Q4 FY21 (W/O IND-AS 116)	Q4 FY20* (With IND-AS 116)	Q4 FY20 (W/O IND-AS 116)	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)	Q3 FY21* (With IND-AS 116)
<b>Revenue from Operations</b>	<b>92.83</b>	<b>92.83</b>	<b>99.91</b>	<b>99.91</b>	<b>(7.09%)</b>	<b>(7.09%)</b>	<b>97.50</b>
Raw Materials	33.34	33.34	44.23	44.23			37.11
Employee Cost	14.68	14.68	15.12	15.12			13.09
Job Work Charges	5.84	5.84	6.62	6.62			4.88
Lease Rentals	0.60	8.68	0.28	8.87			0.33
Commission	5.98	6.48	5.60	6.12			6.37
Other Expenses	7.99	7.99	7.02	7.02			11.17
<b>Total Expenditure</b>	<b>68.43</b>	<b>77.00</b>	<b>78.87</b>	<b>87.98</b>			<b>72.95</b>
<b>EBITDA</b>	<b>24.40</b>	<b>15.82</b>	<b>21.05</b>	<b>11.93</b>	<b>15.93%</b>	<b>32.60%</b>	<b>24.56</b>
<b>EBITDA Margin%</b>	<b>26.29%</b>	<b>17.05%</b>	<b>21.07%</b>	<b>11.94%</b>	<b>522 bps</b>	<b>511 bps</b>	<b>25.19%</b>
Other Income	2.15	0.31	0.36	0.36			3.94
Depreciation	9.95	2.48	13.02	2.51			9.59
Interest	6.31	1.37	1.11	1.29			6.20
<b>Profit Before Tax</b>	<b>10.28</b>	<b>12.29</b>	<b>7.27</b>	<b>8.49</b>			<b>12.72</b>
Tax	3.00	3.58	2.72	3.07			2.59
<b>PAT</b>	<b>7.28</b>	<b>8.70</b>	<b>4.56</b>	<b>5.42</b>	<b>59.83%</b>	<b>60.50%</b>	<b>10.13</b>
<b>PAT Margin%</b>	<b>7.85%</b>	<b>9.37%</b>	<b>4.56%</b>	<b>5.43%</b>	<b>329 bps</b>	<b>394 bps</b>	<b>10.39%</b>
<b>Basic EPS in Rs.</b>	<b>4.46</b>	<b>5.33</b>	<b>2.79</b>	<b>3.32</b>	<b>59.86%</b>	<b>60.54%</b>	<b>6.20</b>

\*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.

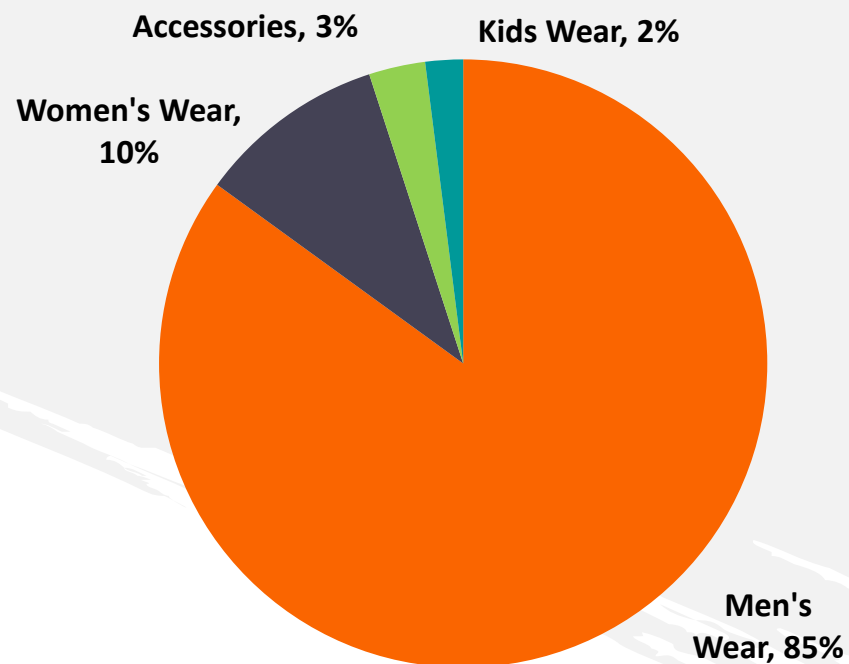
- Decline in Revenue by 7.09% mainly due to surge in COVID-19 cases by end of quarter
- Converted footfalls have reached over 85% of pre COVID level
- Revenue also includes sales from e-commerce
- Increase in EBITDA Margin on account of operational efficiency and cost optimization



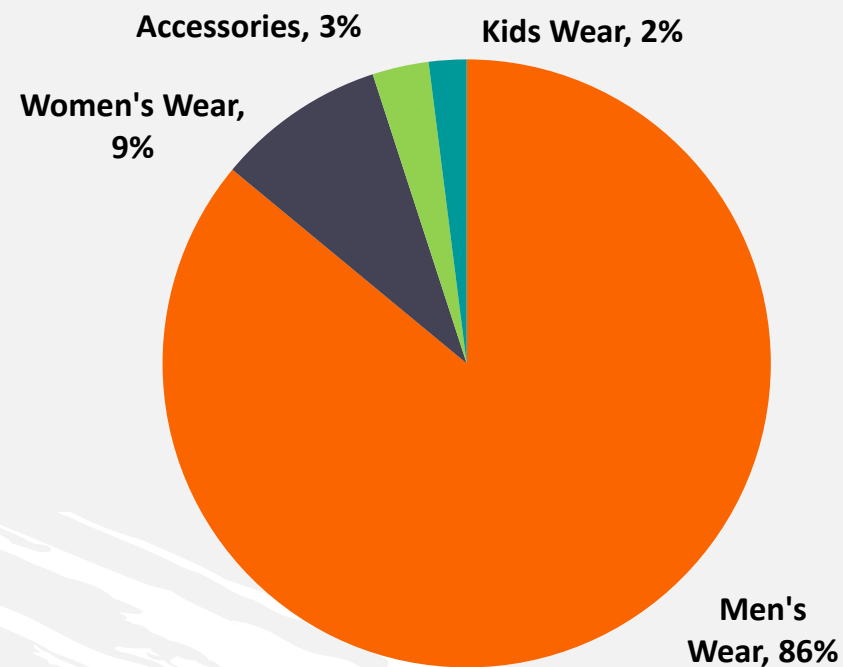
## Revenue Break Up – Segmental



Q4 FY20



Q4 FY21



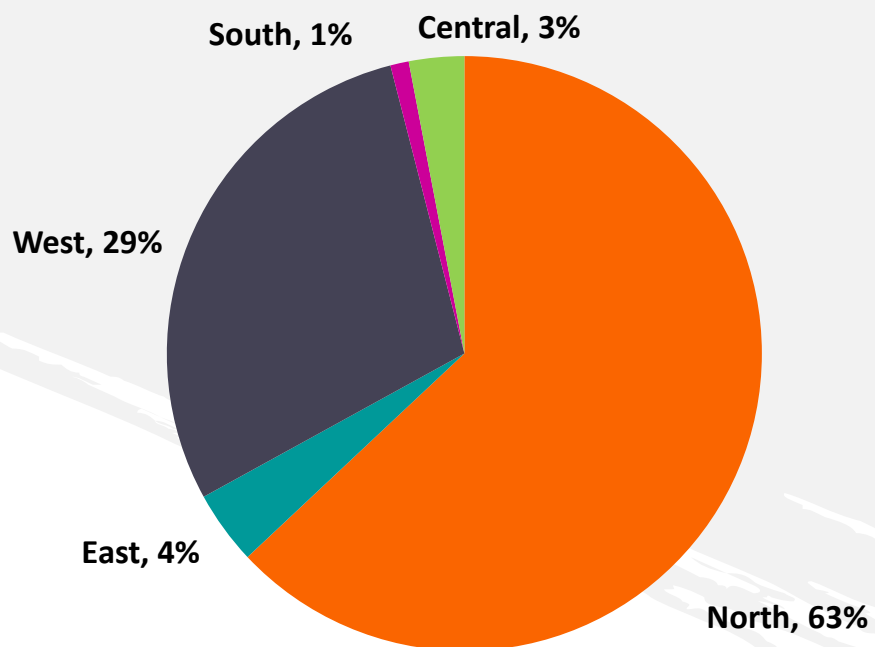
Entered e-commerce market in June'20 – contributing approx. 1% to revenue



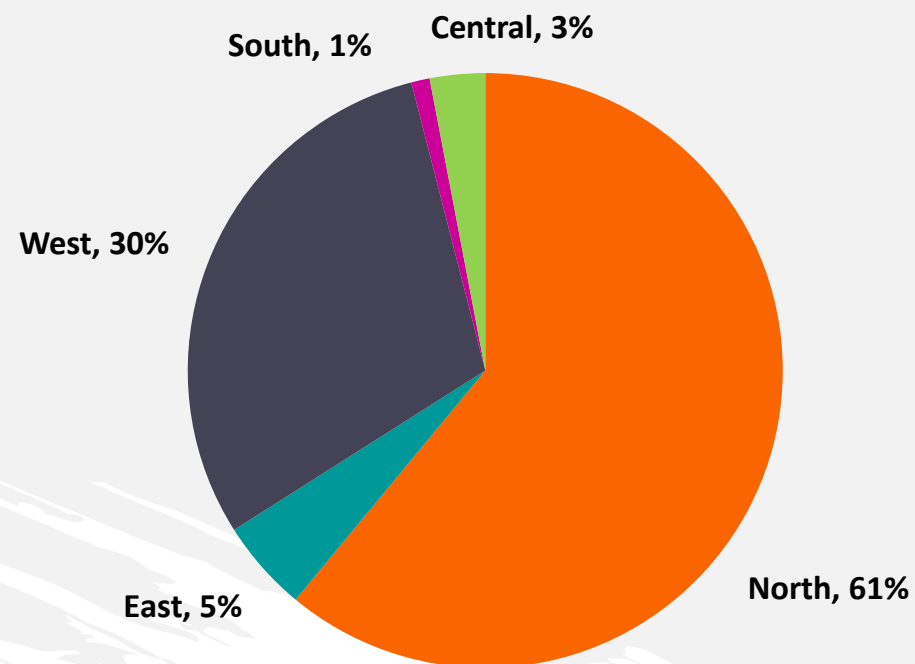
# Revenue Break Up – Regional



Q4 FY20



Q4 FY21







# Financial Highlights



Rs. Cr	FY21* (With IND-AS 116)	FY21 (W/O IND-AS 116)	FY20* (With IND-AS 116)	FY20 (W/O IND-AS 116)	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)
<b>Revenue from Operations</b>	<b>251.64</b>	<b>251.64</b>	<b>338.04</b>	<b>338.04</b>	<b>(25.56%)</b>	<b>(25.56%)</b>
Raw Materials	87.78	87.78	119.06	119.06		
Employee Cost	41.58	41.58	59.94	59.94		
Job Work Charges	16.86	16.86	28.95	28.95		
Lease Rentals	1.67	24.67	1.45	37.55		
Commission	16.51	17.71	15.76	18.15		
Other Expenses	27.88	27.88	28.14	28.14		
<b>Total Expenditure</b>	<b>192.28</b>	<b>216.48</b>	<b>253.30</b>	<b>291.78</b>		
<b>EBITDA</b>	<b>59.36</b>	<b>35.16</b>	<b>84.73</b>	<b>46.25</b>	<b>(29.94%)</b>	<b>(23.98%)</b>
<b>EBITDA Margin%</b>	<b>23.59%</b>	<b>13.97%</b>	<b>25.07%</b>	<b>13.68%</b>	<b>(148 bps)</b>	<b>29 bps</b>
Other Income	16.78	3.03	4.18	4.18		
Depreciation	39.09	9.49	44.19	10.41		
Interest	24.80	4.88	20.71	6.92		
<b>Profit Before Tax</b>	<b>12.26</b>	<b>23.82</b>	<b>24.01</b>	<b>33.10</b>		
Tax	2.59	5.96	7.58	10.23		
<b>PAT</b>	<b>9.66</b>	<b>17.86</b>	<b>16.43</b>	<b>22.88</b>	<b>(41.18%)</b>	<b>(21.92%)</b>
<b>PAT Margin%</b>	<b>3.84%</b>	<b>7.10%</b>	<b>4.86%</b>	<b>6.77%</b>	<b>(102 bps)</b>	<b>33 bps</b>
<b>Basic EPS in Rs.</b>	<b>5.92</b>	<b>10.94</b>	<b>10.06</b>	<b>14.01</b>	<b>(41.15%)</b>	<b>(21.91%)</b>

\*reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent, commission and other expenses to depreciation & amortization expenses, finance cost and other income.

- Revenue also includes sales from e-commerce
- Nationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21 weighed upon full year revenue
- EBITDA has declined mainly due to drop in Revenue
- Tier 2 and Tier 3 cities have shown smart recovery along with Tier 1 cities as Tier 1 cities continue to stay affected by COVID impact
- Company repaid entire term loan and now stands at minimum borrowing level

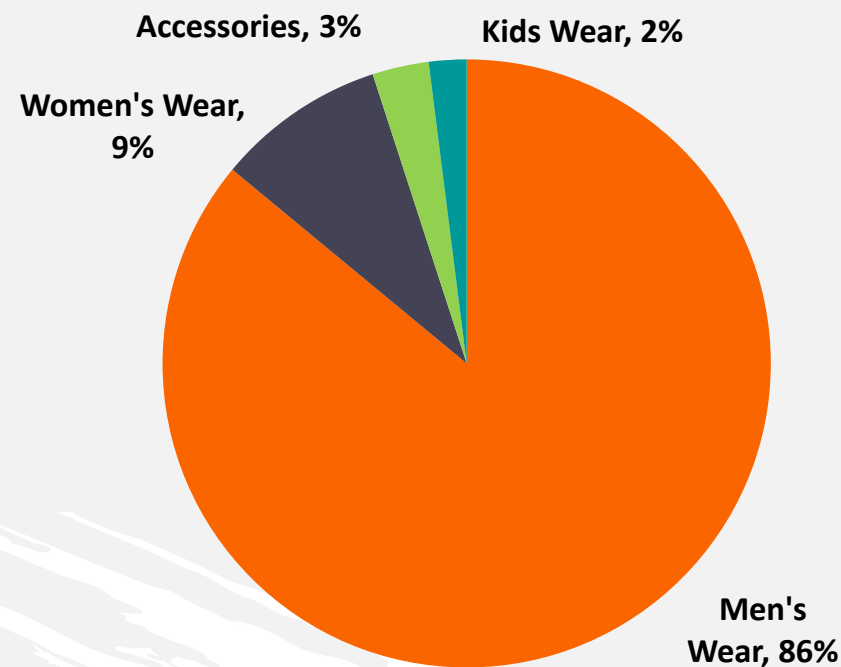
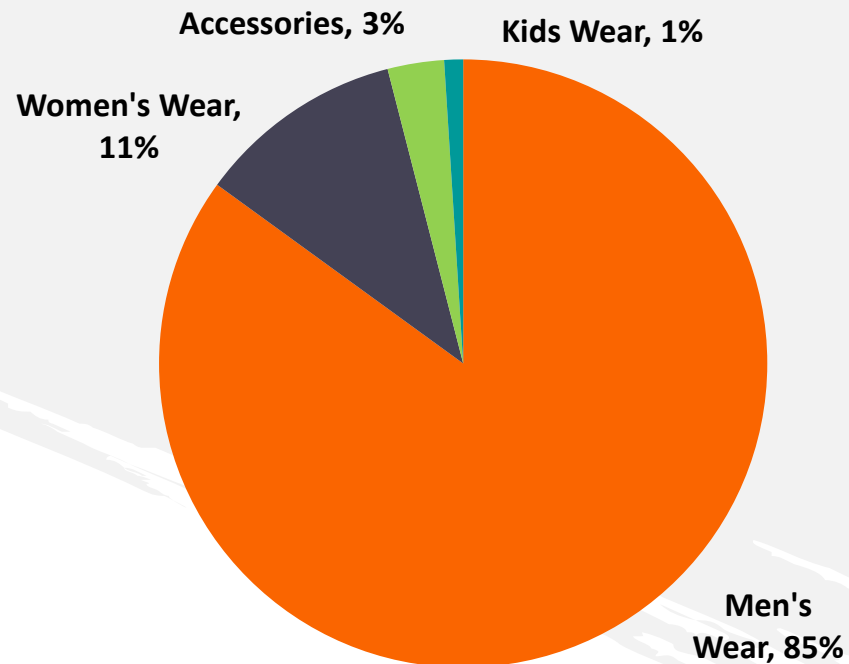


## Revenue Break Up – Segmental



**FY20**

**FY21**



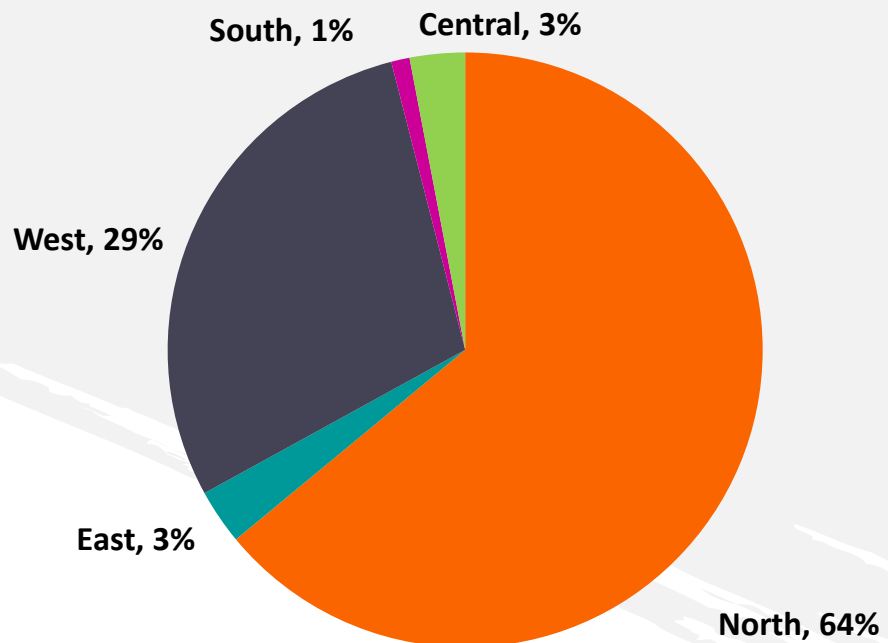
Entered e-commerce market in June'20 – contributing approx. 1% to revenue



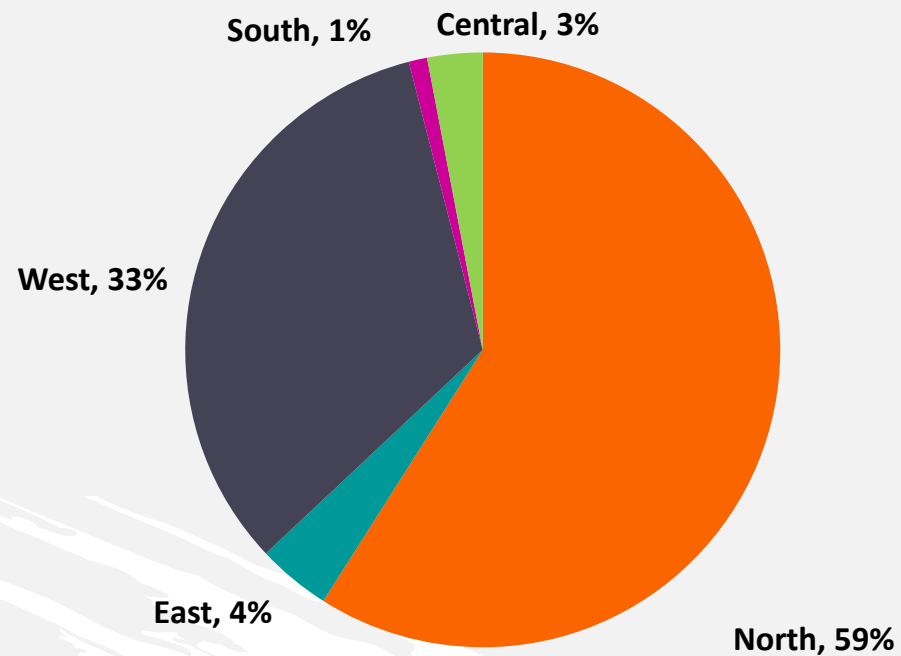
# Revenue Break Up – Regional



**FY20**



**FY21**





# Balance Sheet Highlights



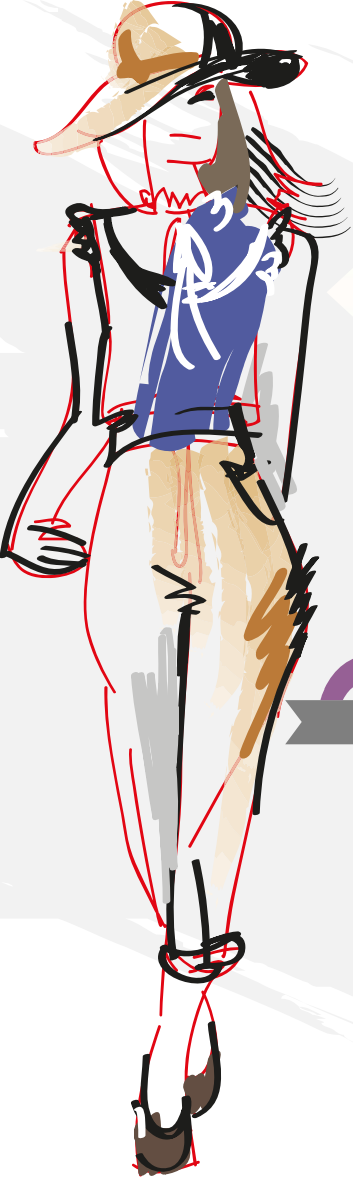
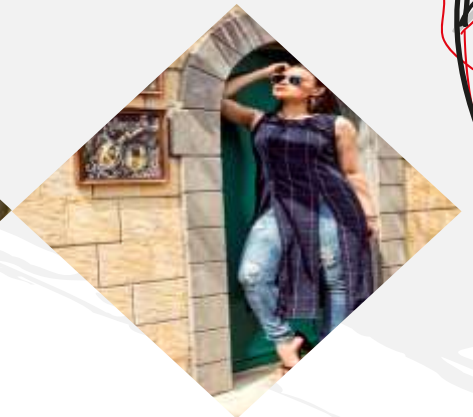
Rs. Cr	As on 31 <sup>st</sup> Mar'21	As on 31 <sup>st</sup> Mar'20
<b>Shareholder's Funds</b>	<b>124.06</b>	<b>118.07</b>
Share capital	16.33	16.33
Other Equity	107.72	101.74
<b>Non-current liabilities</b>	<b>211.05</b>	<b>226.78</b>
Financial Liabilities		
(a) Borrowings	0.00	2.39
(b) Lease Liability	192.48	206.80
(c) Other Financial Liabilities	11.39	9.56
Provisions	3.50	3.70
Other Non - Current Liabilities	3.68	4.33
<b>Current liabilities</b>	<b>93.50</b>	<b>103.37</b>
Financial Liabilities		
(a) Borrowings	14.37	33.60
(b) Trade Payables		
(i) Total ostd dues of micro & small	6.46	4.79
(ii) Total ostd dues of creditors other than above	32.15	33.67
(c) Lease Liability	28.11	18.19
(d) Other Financial Liabilities	7.18	8.52
Provisions	2.61	3.03
Other Current Liabilities	2.08	1.58
Current tax Liabilities (Net)	0.54	0.00
<b>Total Equities &amp; Liabilities</b>	<b>428.61</b>	<b>448.22</b>

Rs. Cr	As on 31 <sup>st</sup> Mar'21	As on 31 <sup>st</sup> Mar'20
<b>Non-Current Assets</b>	<b>281.80</b>	<b>299.09</b>
Property, Plant and Equipment	55.05	60.26
Capital work in progress	2.32	0.71
Right of use Asset	182.15	198.12
Investment Property	3.59	3.64
Other Intangible Assets	0.33	0.35
Investments	0.11	0.12
Other Financial Assets	0.71	0.72
Loans	9.54	8.29
Deposits with bank	0.00	0.00
Deferred tax assets (Net)	18.65	18.92
Other non-current assets	9.35	7.95
<b>Current Assets</b>	<b>146.81</b>	<b>149.13</b>
Inventories	123.62	128.05
Investments	0.00	0.04
Trade Receivables	3.89	4.52
Loans	0.58	0.76
Cash & Cash Equivalents	8.26	4.05
Other Financial Assets	4.29	4.27
Current tax assets (Net)	0.86	1.10
Other Current Assets	5.32	6.33
<b>Total Assets</b>	<b>428.61</b>	<b>448.22</b>





## Company Overview





# Among Leading Retail Brands in India



## World class designing, manufacturing, branding and retailing of apparels

- Market apparels under Brands “CANTABIL”, “CROZO”, “LIL POTATOES”, “KANESTON”
- Presence across 17 states with 320 EBOs as on 31<sup>st</sup> Mar 2021
- Sales floor area - 3,50,962 sq. ft. as on Mar 31, 2021

## Wide and Diverse Product Portfolio

- Men's wear - Formals, Casuals, Ultra Casuals, Woollen, Knitwear & Accessories
- Women's Wear – Formals, Casuals, Woollen/Knitwear
- Kids Wear - Casuals

## State of Art Manufacturing Facility

- One owned manufacturing facility and two centralized warehouses to ensure seamless & timely logistics of quality products
- Current combined capacity - 10 Lakh pcs. of garments p.a. at Bahadurgarh factory
- Focus on customer requirement & high-quality product – driven by combination of strong vendor tie-ups for sourcing and job workers



## Robust Retail Network

- 320 Exclusive Brand Outlets
- Out of 320 EBOs - 230 stores are Company operated and 90 stores are Franchise operated
- Strong growing presence in tier 2 & 3 cities

## Reputed Clientele

- Raymond's, Benetton, etc.

## Certifications & Awards

- Awarded “Best Quality Design Award” for 2008
- Awarded “Best Brand Award” in 2018



# Strong & 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 Government of Delhi and “GLOBAL BUSINESS ICON” award by Hon’ble Union Minister of Science & Technology in June 2018



**Mr. Deepak Bansal**

**Whole Time Director**

- Graduate in mathematics from Delhi University
- 13+ years of experience in Retail Apparel Industry
- Responsible for marketing strategy and spearhead plans to expand
- Explore new markets & increasing retail footprint in India



**Mr. Basant Goyal**

**Whole Time Director**

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



**Mr. 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



**Ms. Poonam Chahal (FCS, LLB)**

**Company Secretary**

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



# Key Strengths



## State of Art Infrastructure Facilities

- World class integrated manufacturing facility spread across 1.50 Lacs sq. ft. at Bahadurgarh, Haryana operating through Exclusive Brand Outlets
- All outlets at prime locations in respective markets

## Wide Apparel Range with Quality Garments

- Apparel range catering to wide customer base across all segments i.e. men's, ladies and kids
- Strong in-house design and research team
- Fabrics and Fabric designs made to order as per customers' need

## Reputed and Long-Term Clients

- Key marquee customers like Raymond's, Benetton etc.
- Focus on attaining highest level of customer satisfaction

## Robust Retail Presence

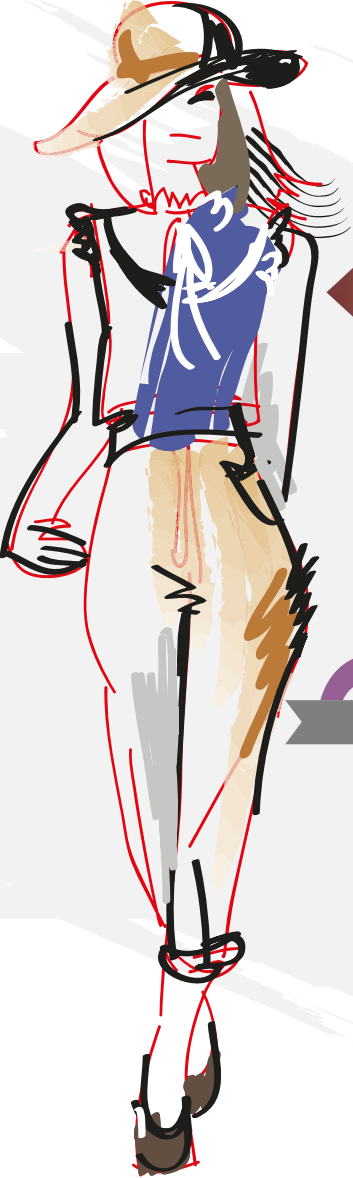
- Pan-India presence of 320 exclusive retail outlets with floor space of 3.51 lacs sq. ft across 17 states
- Strong growing presence in tier 2 & 3 cities

## Dynamic & Experienced Leadership

- Strong management team with rich experience in Textile Industry
- Dedicated and skilled employee base







## Business Overview





# Brand Cantabil



- Established brand with 20 years of growing acceptance
- Highly popular in middle class
- 320 stores across India
- Men's wear - Formals, Casuals, Ultra Casuals, Woollen, Knitwear





## Sub-Brands



- Exclusive brand for ladies since 2012
- Complete & diverse range of fashion outfits for women - Shirts, Tops, Leggings, Kurtas, Kurtis, Capri, Pants, Jeans etc.



- Five years of experience in hosiery industries
- Well-known brand in men's accessories like Innerwears, Belts, Socks, Ties, Handkerchief, Deo, etc.



- Exclusive brand for kids from 3-14 years
- Comfortable clothing with high fabric quality and soft hand feel
- Exciting range of apparels- Shirts, T-shirts, denims, trousers, Culottes, dresses, tops, jeggings, shorts etc.



Company is in process of consolidating these sub-brands into one single brand – 'CANTABIL'





## Manufacturing Plant - Haryana



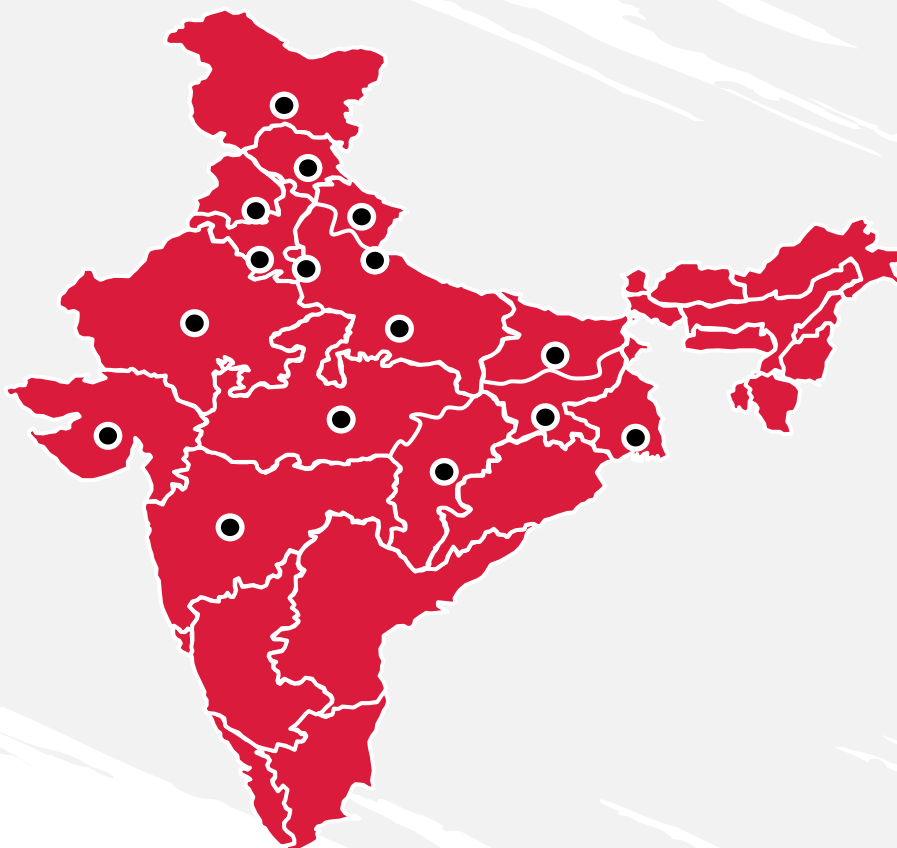
- State-of-art world class manufacturing plant across area of **1.50 Lacs sq. ft.** in Bahadurgarh, Haryana
- Fully integrated infrastructure and systems for modern manufacturing & retailing with complete automation - from cutting to manufacturing and finishing of formal and casual trousers, formal shirts & men's suits, waistcoats, blazers in formal, casual and party-wear range

- Current combined capacity to produce **10 Lac pcs.** of garments per annum - casual trousers of **3 lac pcs**, formal trousers of **2 lac pcs**, suits & jackets of **2 lac pcs** and shirts of **3 lac pcs**
- 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**
- Space and scope to double existing capacity





## Pan India Presence



Company's strategy to expand in tier 2 and 3 cities has proven to be successful

State	31 <sup>st</sup> Mar' 2021	31 <sup>st</sup> Dec' 2020
Assam	1	1
Bihar	5	5
Chhattisgarh	7	6
Delhi	53	53
Gujrat	20	19
Haryana	39	39
Himachal Pradesh	1	1
Jammu & Kashmir	7	6
Jharkhand	7	6
Madhya Pradesh	7	5
Maharashtra	40	39
Punjab	22	20
Rajasthan	52	52
Telangana	4	4
UP	45	45
Uttaranchal	7	7
West Bengal	3	3
<b>Total</b>	<b>320</b>	<b>311</b>

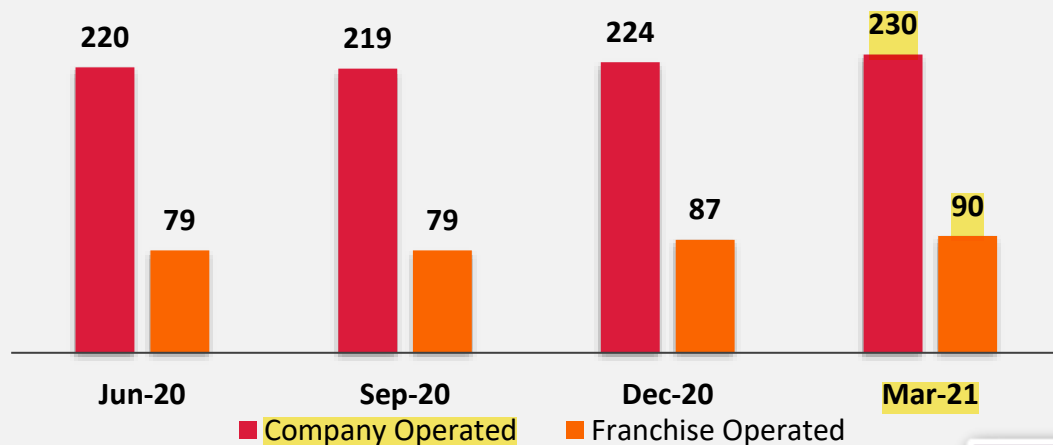


# Exclusive Brand Outlets

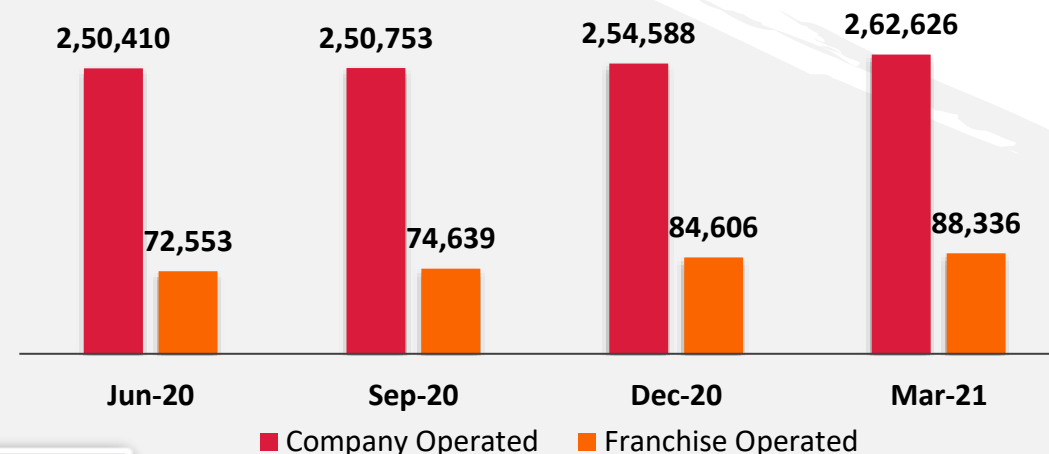


## Company & Franchise Operated

No. of Stores

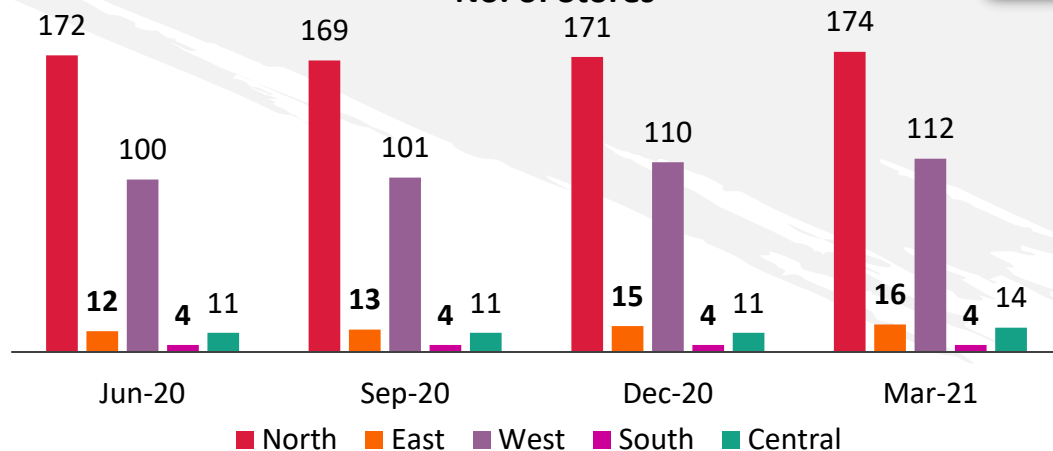


Floor Area

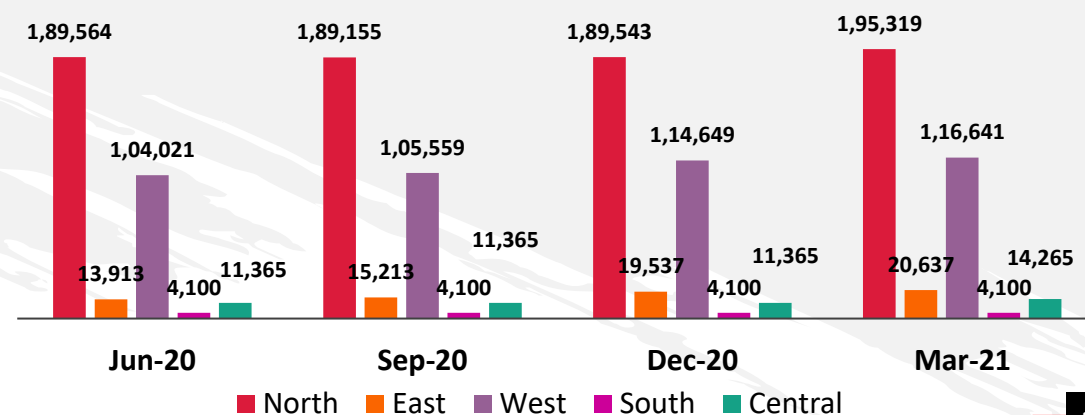


## Régional Distribution

No. of Stores



Floor Area

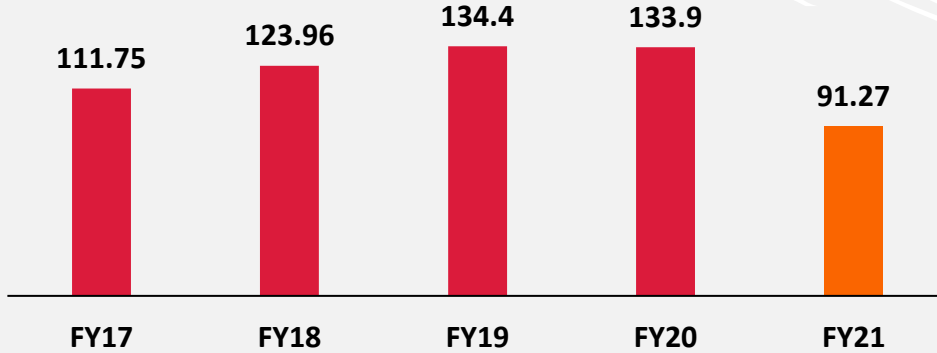




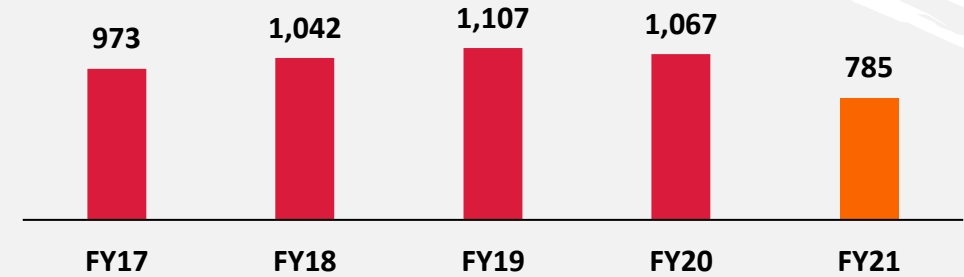
## Avg. Revenue Statistics



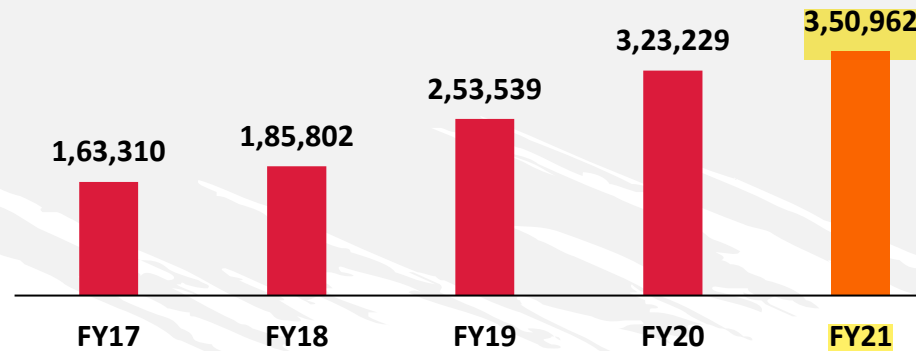
Avg Gross Revenue per Store (in lacs)\*



Weighted Avg Gross Revenue per Sq.ft per month  
(in Rs.)\*



Total sq. ft.



\*Revenue does not include online sales

- FY21 numbers are mainly impacted due to lockdown in Q1 & Q2 in many parts of India due to COVID-19 - stores were functional on alternate days with reduced working hours in majority states



## Industry Overview



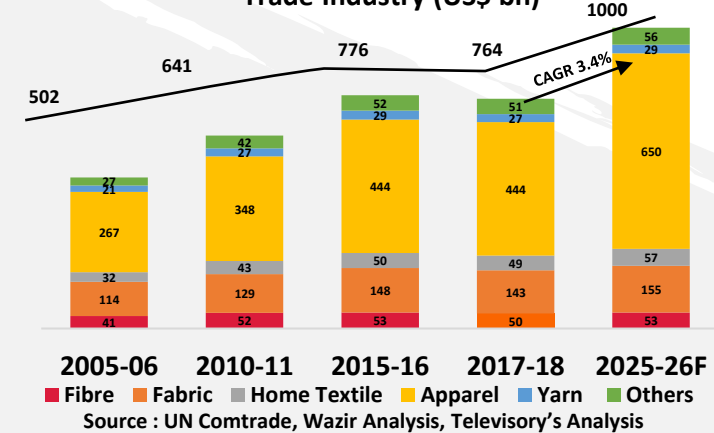


# Indian Apparel Industry

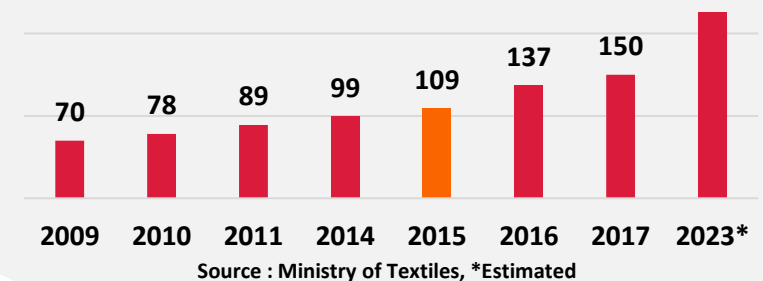


- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear and 21% kid's wear 2025**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh Crores (USD 180 bn) by 2025**
- Fitness and healthcare concerns in youth to lead growth at **high CAGRs of 14%, 14% and 12% in denim, active wear and t-shirts respectively**
- Women's wear - Expected to grow at **CAGR of 9.9%** to reach **US \$44 bn in 2026**
- Urban areas witnessing clear shift in Women's Wear- from saree to salwar kameez, kurti's, shirts, tops, trousers and denims – expected to remain high growth product categories & **grow at CAGR of 12-16%**
- Significant opportunity in branded kid's wear as currently less number of players in India - expected to reach **Rs. 1,57,000 Crores by 2025 at CAGR of approx. 10-11%**
- Due to COVID-19, Indian textile industry fell – yarn and readymade garments exports **fell by 90% during April 2020**
- To survive pandemic – **about 15-20% of over 8000 exporters** in the country have resumed operations with **25-30% workforce**
- Export demand to fall further – **US and Europe account for 60% of exports**

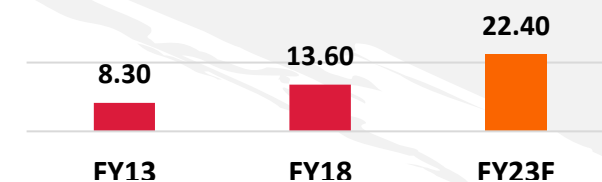
Global Textile and Apparel Trade Industry (US\$ bn)



Textiles and Apparel Industry in India (US\$ bn)226



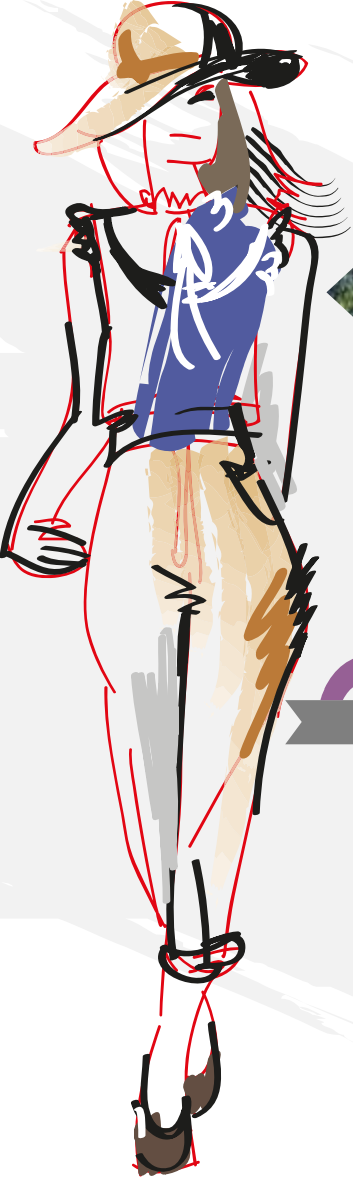
Kids Wear Market in India (US\$ bn)







Way Ahead





# Way Ahead



## Increasing Retail Presence – focus on tier 2 and tier 3 cities

- Planned and phased expansion to open new stores (on account of COVID impact)
- Expand ladies brand store network to 200 stores from existing 165 over coming years
- Enhancing shopping experience by providing 'Best Brand Mix
- Deeper penetration in tier 2 & 3 cities
- Planned to reach over 650 stores with target turnover of Rs. 1000 crores in next 4-5 years



## Enhancing manufacturing capacities

- Right selection of property with building brand which includes strongest basic parameters of product – to enhance customer loyalty
- Further space and scope to gradually add equal quantity to existing capacity as per increase in demand by sizeable numbers



## Reduction of operational costs and achieving efficiency

- Focus on areas to reduce costs and achieve efficiencies in order to remain competitive
- Reduce wastage and control fabrication on production floor through effective supervision



## Widening customer base, Adding new markets and Increasing wallet share

- Growing market opportunities available - endeavor to grow business by adding new customers in existing markets and increasing wallet share of existing customers by adding more product lines
- Increasing geographical presence - identifying new markets in India - expand and enhance across all own brands
- Widen and increase customer base in online space as well



# Disclaimer



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