



February 05, 2021

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: Outcome of 302nd Board Meeting held on 5th February 2021

Dear Sir/Ma'am,

Pursuant to Regulation 30, of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"], the Board of Directors of the Company in their 302nd meeting held on Friday, 5th day of February, 2020 commenced at 12:00 Noon and concluded at 01:30 P.M at: B-16, Lawrence Road Industrial Area, and New Delhi-110035 inter alia transacted the following businesses:-

1. To consider and approve Un-audited Financial Results pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"] for the quarter ended on 31st December, 2020,
2. To review and consider the Limited Review Report of Statutory Auditors on the Un-audited Financial Results of the Company for the quarter ended on 31st December, 2020.; in the prescribed format, issued by Auditors of the Company.

CANTABIL RETAIL INDIA LTD.

H.Off. : B-16, Lawrence Road Ind. Area, New Delhi - 110 035. Tel : 91-11-27156381 /82 Telefax : 91-11-27156383
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



3. Pursuant to Regulation 42 of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"] the Board of Directors have fixed Monday, February 15, 2021 as record date for the purpose of payment of Interim Dividend for the financial year ending March 31, 2021
4. Pursuant to Regulation 43 of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"] this is also to inform that in the same meeting, the proposal for declaration of Interim Dividend for the financial year ending March 31, 2021 was also considered and the Board has declared a an interim dividend of Rs 1- (Rupees One Only) per share i.e @10% on equity share of face value of Rs 10/- (Rupees Ten only) each for the period ended on 31st December, 2020 to those share holders whose names appear in the Register of Members of the Company on the record date.
5. Media Release is also attached.

You are requested to take the above on record and inform all those concerned.

Thanking you,

Yours faithfully,

For Cantabil Retail India Limited


(Poonam Chahal)
Company Secretary & Compliance Officer
FCS. 9872

CANTABIL RETAIL INDIA LTD.



CANTABIL RETAIL INDIA LIMITED

CIN : L74899DL1989PLC034995 web-site : www.cantabilinternational.com

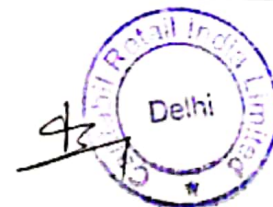
Regd. Office: B-16, Lawrence Road Industrial Area, Delhi - 110035. Tel : 91-11-27156381/82 Telefax : 91-11-27156383

**STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020**

(₹ In Lakhs unless otherwise stated)

Particulars	Quarter Ended			Nine months Ended		Year Ended
	December 31, 2020	September 30, 2020	December 31, 2019	December 31, 2020	December 31, 2019	March 31, 2020
	Un-audited	Un-audited	Un-audited	Un-audited	Un-audited	Audited
I Income						
Revenue from operations	9,750.49	4,849.61	10,328.51	15,881.49	23,812.36	33,803.65
Other Income	393.86	470.88	169.88	1,463.16	369.90	405.66
Total Income	10,144.35	5,320.49	10,498.40	17,344.65	24,182.26	34,209.31
II Expenses						
Cost of Materials consumed	1,421.43	1,305.98	2,024.29	3,137.66	6,413.81	8,273.19
Purchase of stock-in-trade	1,525.57	478.90	2,842.47	2,079.64	5,743.70	6,648.60
Change in inventories of finished goods, work in progress and stock-in-trade	764.17	(241.14)	(1,372.13)	226.67	(4,674.30)	(3,015.77)
Employee benefit expense	1,309.10	959.01	1,567.44	2,690.79	4,482.92	5,994.41
Finance Cost (refer note no. 3)	619.63	608.71	687.35	1,848.21	1,960.34	2,071.00
Depreciation and amortisation expense (refer note no. 3)	958.54	946.88	1,078.82	2,913.91	3,116.88	4,419.18
Job Work Charges	488.06	451.93	742.43	1,101.97	2,232.38	2,894.51
Rent (refer note no. 3)	32.61	34.03	65.75	107.10	116.99	145.34
Commission	636.57	312.58	491.07	1,052.59	1,016.43	1,576.48
Other Expenses (refer note no. 3)	1,117.17	563.90	763.47	1,988.88	2,100.00	2,801.76
Total Expenses	8,872.86	5,420.79	8,890.97	17,147.43	22,509.14	31,808.70
III Profit before exceptional items and tax (I-II)	1,271.49	(100.30)	1,607.43	197.22	1,673.12	2,400.61
IV Exceptional items	-	-	-	-	-	-
V Profit before tax (III-IV)	1,271.49	(100.30)	1,607.43	197.22	1,673.12	2,400.61
VI Tax Expenses :						
Current Tax (MAT)	35.04	-	274.81	35.04	289.67	418.54
Tax Credit	284.17	-	(120.26)	284.17	(135.12)	71.08
Deferred Tax (assets) /liability	8.45	(31.20)	322.53	(291.02)	331.28	268.04
Previous Year Tax Adjustment	(69.10)	-	-	(69.10)	-	-
VII Profit for the period from continuing operations (V-VI)	1,012.93	(69.10)	1,130.35	238.14	1,187.29	1,642.94
VIII Other Comprehensive Income (OCI) : (Items that will not be re-classified to profit & loss)						
Remeasurements of defined benefit plan (Net of Tax)	2.30	(6.14)	(25.27)	(36.90)	(13.14)	(5.96)
IX Total Comprehensive Income for the period after Tax (VII+VIII)	1,015.23	(75.24)	1,105.08	201.24	1,174.14	1,636.98
X Paid-up Equity Share Capital-Face Value ₹ 10/- each	1,632.76	1,632.76	1,632.76	1,632.76	1,632.76	1,632.76
XI Reserve excluding revaluation reserves						10,174.12
XII Earnings Per Share (EPS) in ₹ (Not Annualized)						
(a) Basic	6.20	(0.42)	6.92	1.46	7.27	10.06
(b) Diluted	6.20	(0.42)	6.92	1.46	7.27	10.06

See accompanying notes to the standalone unaudited results



1 The above unaudited financial results for the Quarter and nine months ended December 31, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on February 5, 2021. The limited review report of the Statutory Auditors is being filed with the Stock Exchange.

2 These results have been prepared in accordance with the Indian Accounting Standards (referred to as "Ind AS") 34 Interim Financial Reporting prescribed under Section 133 of the Companies Act, 2013 read with Companies (Indian Accounting Standards) Rules as amended from time to time.

3 The Company is primarily engaged in the business of "Retail" which constitutes a single reporting segment and the Executive Management Committee does not monitor the operating results of its business units separately for the purpose of making decisions about resource allocation and performance assessment. Segment performance is evaluated based on profit or loss and is measured consistently with profit or loss in the financial statements, thus there are no additional disclosures to be provided under Ind AS 108 – "Operating Segments".

4 In consequence to COVID 19 pandemic, the Company has negotiated several rent concessions. In view of amendments by the Companies (Indian Accounting Standards) Amendment Rules, 2020, issued by the Ministry of Corporate Affairs vide notification dated July 24, 2020, the Company has elected, as a practical expedient, not to assess these rent concessions as lease modifications and has recognized impact of such rent concession in Statement of Profit and Loss. The election is made for all such rent concessions as these concessions satisfy the conditions mentioned in Para 46A and Para 46B of Ind AS 116 (as amended). Accordingly, the Company have recognised in the statement of profit and loss (as part of other income) for the nine months ended December 31, 2020 an amount aggregating to Rs. 1191.15 Lakhs relating to reduction of rent expenses for such period.

As a result of the nationwide lockdown imposed by the Government of India due to outbreak of Covid-19 pandemic, the business operations of the Company were temporarily disrupted during quarter 1 impacting production, supply chain and sales. However, business operations has commenced in phased manner from the month of May 2020 after obtaining permissions from the appropriate government authorities.

5 The Company has considered the possible effects that may result from the pandemic relating to COVID-19 on the carrying amounts of receivables, inventories, property, plant and equipment and intangible assets. On the basis of current indicators of future economic conditions, the Company expects to recover the carrying amounts of these assets and does not anticipate any impairment to these financial and non-financial assets. However, the impact assessment of COVID-19 is a continuing process, given the uncertainties associated with its nature and duration. The Company will continue to monitor any material changes to future economic conditions.

6 The Board of Directors of the company has considered and declared interim dividend of Rs.1/- (Rupees One Only) per share i.e. @10% on face value of equity share of Rs. 10/- (Rupees Ten only) each, fully paid up, during the quarter and period ended December 31, 2020 in its meeting held on February 05, 2021. The record date for the payment is February 15, 2021.

7 The standalone figures of the quarter ended December 31, 2020 are the balancing figure between unaudited year to date figures up to December 31, 2020 and the unaudited year to date figures up to September 30, 2020, being the date of the end of the second quarter of the financial year which were subjected to limited review.

8 The figures of the previous periods (quarter/year) have been regrouped/rearranged/reclassified wherever considered necessary.

Place: New Delhi

Date: February 5, 2021



(Vijay Bansal)

Chairman & Managing Director
DIN 01110877

The aforesaid Results have been filed with the Stock Exchanges under Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 and are also available on the Stock Exchange websites (www.bseindia.com & www.nseindia.com) and on the Company's website www.cantabilinternational.com



A N S K & ASSOCIATES

CHARTERED ACCOUNTANTS

OFFICE :612/A5, Pearl Best Heights -1, A-5, Netaji Subhash Place

Pitampura, New Delhi-110034

OFFICE NO. 9034344707


EMAIL :amccorporateservices@gmail.com

**LIMITED REVIEW REPORT ON STANDALONE FINANCIAL RESULTS FOR
THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2020**

To
The Board of Directors of
Cantabil Retail India Limited,

1. We have reviewed the accompanying statement of unaudited Ind AS financial results of Cantabil Retail India Limited ('the Company') for the quarter and nine months ended December 31, 2020. This statement is the responsibility of the company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial information performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For A N S K & Associates,
Chartered Accountants,
FRN - 026177N


(CA Sahil Garg)
Partner

Membership No. - 541770
UDIN: 21541770AAAAAX9794
Date: February 05, 2021
Place: Delhi





Media Release

311 Number of Stores

Q3 FY21 achieved 94% YoY in terms of sales

9M FY21 Revenue at Rs. 158.81 crore

9M FY21 EBITDA (w/o IND-AS 116 effect) at Rs. 19.34 crore

9M FY21 EBIDTA Margin (w/o IND-AS 116 effect) at 12.18%

9M FY21 PAT (w/o IND-AS 116 effect) at Rs 9.16 crore

9M FY21 PAT Margin (w/o IND-AS 116 effect) at 5.77%

Delhi, 05thFeb 2021: Cantabil Retail India Limited (BSE: 533267 NSE: CANTABIL), Incorporated in 1989, is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company has announced its unaudited financial results for the third quarter and nine months ended December 31st, 2020. These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated from Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q3 FY21 (With IND-AS 116)	Q3FY21 (W/O IND-AS 116)	Q3 FY20 (With IND-AS 116)	Q3FY20 (W/O IND-AS 116)	Y-o-Y (%) (With IND-AS 116)	Y-o-Y (%) (W/O IND-AS 116)	Q2 FY21
Revenue from Operations	97.50	97.50	103.29	103.29	(5.60)	(5.60)	48.50
EBIDTA*	24.56	17.60	32.04	21.82	(23.35)	(19.32)	9.84
EBITDA Margin (%)	25.19	18.06	31.02	21.13	(583 bps)	(307 bps)	20.30
PAT	10.13	11.41	11.30	13.28	(10.39)	(14.12)	(0.69)
PAT Margin (%)	10.39	11.70	10.94	12.86	(55 bps)	(116 bps)	(1.42)
Basic EPS	6.20	6.99	6.92	8.14	(10.40)	(14.13)	(0.42)

*excluding other income



Cantabil Retail India Limited

Particulars	9MFY21 (With IND- AS 116)	9MFY21 (W/O IND- AS 116)	9MFY20 (With IND- AS 116)	9MFY20 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue from Operations	158.81	158.81	238.12	238.12	(33.31)	(33.31)
EBIDTA*	34.96	19.34	63.80	34.44	(45.20)	(43.85)
EBITDA Margin (%)	22.01	12.18	26.79	14.46	(478 bps)	(228 bps)
PAT	2.38	9.16	11.87	17.46	(79.94)	(47.51)
PAT Margin (%)	1.50	5.77	4.99	7.33	(349 bps)	(156 bps)
Basic EPS	1.46	5.61	7.27	10.69	(79.92)	(47.52)

*excluding other income

Performance Highlights with IND-AS 116 for the quarter ended December 31st, 2020:

- Revenue from operations was at **Rs. 97.50 crore in Q3 FY21** as against Rs. 103.29 crore in Q3 FY21 YoY decline of 5.60% mainly on account of nationwide lockdown during first quarter due to COVID-19. Company is steadily trending upwards, already achieved 94% YoY in terms of sales and moving forward.
- EBITDA (excluding other income) stood at **Rs. 24.56 crore**
- EBITDA Margin was **25.19%**
- Profit After Tax was at **Rs. 10.13 crore**
- PAT Margin was **10.39%**
- Basic EPS stood at **Rs. 6.20**

Performance Highlights W/O IND-AS 116 for the quarter ended September 30th, 2020:

- EBITDA (excluding other income) stood at **Rs. 17.60 crore in Q3 FY21** as against Rs. 21.82 crore in the Q3 FY20 YoY decline of 19.32%
- EBITDA Margin in **Q3 FY21 was 18.06%** as against 21.13% in Q3 FY20, a decline of 307bps
- Profit After Tax was at **Rs. 11.41 crore in Q3 FY21** as against Rs. 13.28 crore in Q3 FY20
- PAT Margin was **11.70% in Q3 FY21** as against 12.86% in Q3 FY20, a decline of 116 bps



- Basic EPS stood at **Rs. 6.99**

Performance Highlights with IND-AS 116 for the nine months ended December 31st, 2020:

- Revenue from operations was at **Rs. 158.81 crore in 9M FY21** as against Rs. 238.12 crore in 9M FY20 YoY decline of 33.31% mainly driven by nationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21 weighed upon nine monthly numbers.
- EBITDA (excluding other income) stood at **Rs. 34.96 crore**
- EBITDA Margin was **22.01%**
- Profit After Tax was at **Rs. 2.38 crore**
- PAT Margin was **1.50%**
- Basic EPS stood at **Rs. 1.46**

Performance Highlights W/O IND-AS 116 for the nine months ended December 31st, 2020:

- EBITDA (excluding other income) stood at **Rs. 19.34 crore in 9M FY21** as against Rs. 34.44 crore in the 9MFY20YoY decline of 43.85%
- EBITDA Margin **was 12.18% in 9MFY21** as against 14.46% in 9MFY20, a decline of 228 bps
- Profit After Tax was at **Rs. 9.16 crore in 9MFY21** as against Rs. 17.46 crore in 9MFY20YoY decline of 47.51%
- PAT Margin was **5.77% in 9MFY21** as against 7.33% in 9MFY20, a decline of 156 bps
- Basic EPS stood at **Rs. 5.61**



Cantabil Retail India Limited

Management Comment:

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

"We are happy to share that this quarter's performance has been better than the first half of the year, indicative of things gradually getting back on track post the lockdown due to pandemic. As for our financial performance for nine months ended 31st December 2020, we have delivered a revenue Rs. 158.81 crores, 12.18% EBITDA Margin (w/o IND AS 116).

We are delighted to inform that the factory is now running at full capacity. We have done decent sales during the quarter and are at about 94% of last year's sales. The footfalls have also increased gradually leading to increase in conversion rate and more number of bills. Our strategy of moving to tier 2 and tier 3 cities has paid off well. Along with tier 1 cities even tier 2 and tier 3 cities have shown smart recovery. The Company is now confident and restarted its expansion plan by opening 13 new stores during the quarter making it a total of 311 stores in 17 states, out of which 224 stores are company owned company operated and 87 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."

Company Overview

Established in 1989, Cantabil Retail India Limited is in the business of designing, manufacturing, branding and retailing of apparels and accessories. The Company started its garment manufacturing and retailing business in the year 2000 and opened the first Cantabil store in September 2000 in New Delhi.

Over the years, Company has established 1,50,000 sq. ft. state of art manufacturing facility in Bahadurgarh, Haryana with a capacity to produce 10.00 Lakh garment pcs. /p.a that makes Casual trousers, Formal trousers, Suits & jackets and Shirts. Along with this, the Company also has two dedicated production units and two warehouses to ensure seamless & timely Logistics of quality products. The production facilities are equipped with high quality machines from reputed companies like 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.

The Company sells its products under the brands- Cantabil, Kaneston, Crozo and Lil Potatoes through 311 Exclusive Brand Outlets (EBOs) in 17 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company



Cantabil Retail India Limited

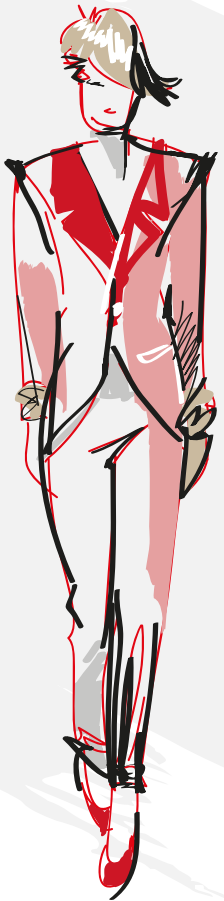
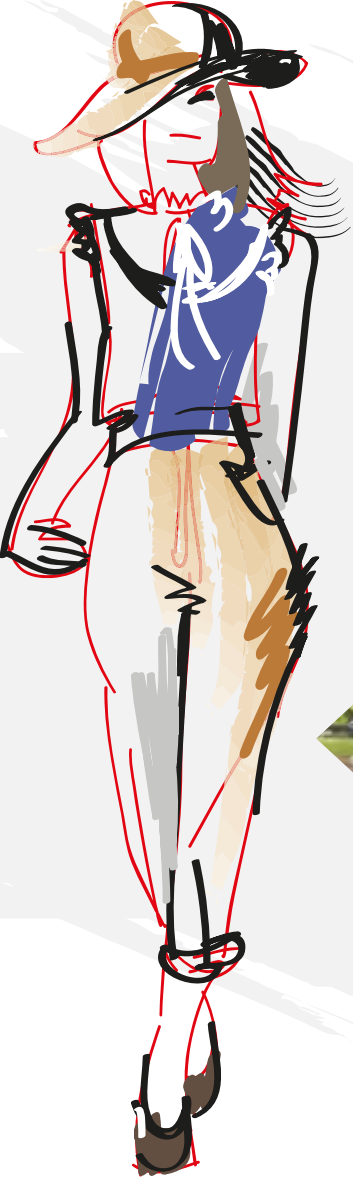
believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

For more details please visit:

For further information please contact: www.cantabilinternational.com/

<p><i>Company:</i></p> <p>Mr. Shivendra Nigam</p> <p>Cantabil Retail India Limited</p> <p>E-mail: shivendra.nigam@cantabilinternational.com</p>	<p><i>Investor Relations:</i></p> <p>Mr. Amit Sharma</p> <p>Ms. Disha Shah</p> <p>Bridge Investor Relations Pvt. Ltd.</p> <p>Email: amit@bridge-ir.com</p> <p>disha@brigde-ir.com</p>
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Note: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Cantabil Retail India Limited
Result Update Presentation
Q3 & 9M FY21



Disclaimer



This presentation has been prepared by Cantabil Retail India Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



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Company Overview



Business Overview

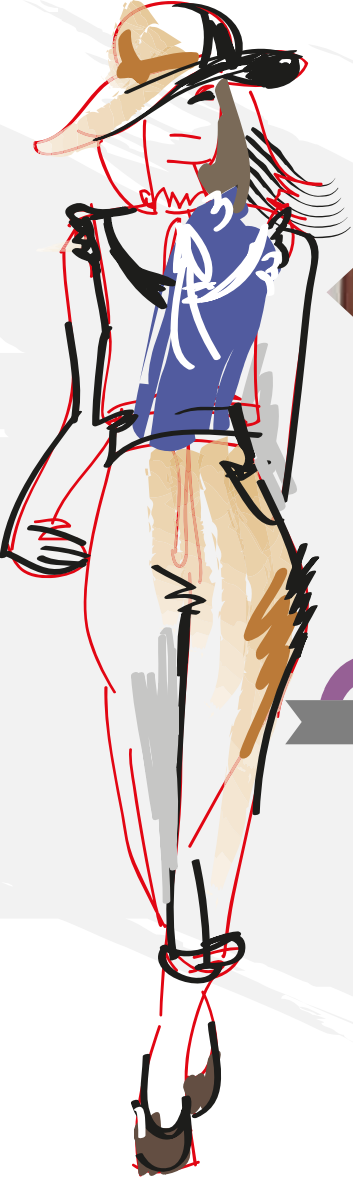


Industry Overview

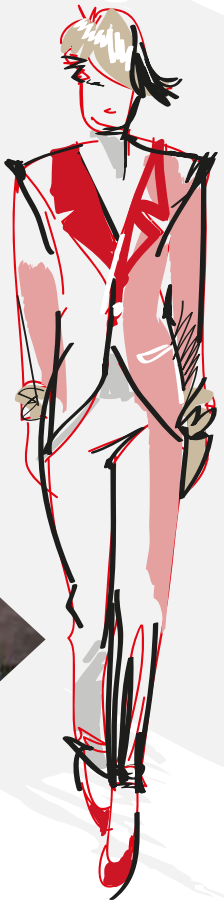


Way Ahead





Financial Highlights





Management Comment



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

“We are happy to share that this quarter’s performance has been better than the first half of the year, indicative of things gradually getting back on track post the lockdown due to pandemic. As for our financial performance for nine months ended 31st December 2020, we have delivered a revenue Rs. 158.81 crores, 12.18% EBITDA Margin (w/o IND AS 116)

We are delighted to inform that the factory is now running at full capacity. We have done decent sales during the quarter and are at about 94% of last year’s sales. The footfalls have also increased gradually leading to increase in conversion rate and more number of bills. Our strategy of moving to tier 2 and tier 3 cities has paid off well. Along with tier 1 cities even tier 2 and tier 3 cities have shown smart recovery. The Company is now confident and restarted its expansion plan by opening 13 new stores during the quarter making it a total of 311 stores in 17 states, out of which 224 stores are company owned company operated and 87 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 1L garments per month – 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 300 + profit making exclusive brand outlets with 3.40 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 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



March First Half

- 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

March Second Half 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



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

June - July



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



August Onwards



Progressive continual recovery in operational store count and sales

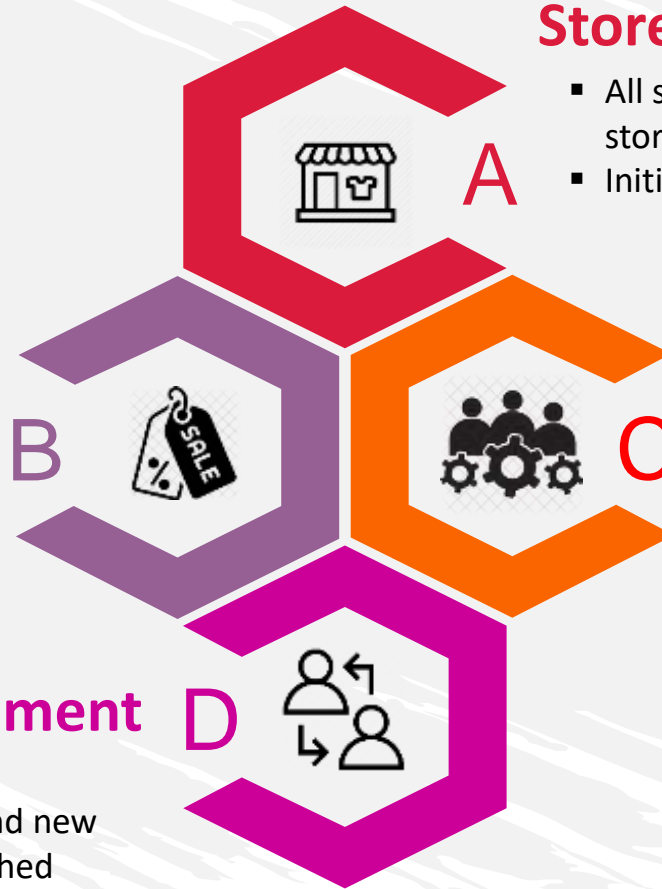


Sales

- Sales has recovered approx. 80% Y-o-Y in January of pre COVID-19
- Stores in areas less impacted by COVID are normalizing and sales is catching up like before
- Sales in high street markets are more than malls

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



Store Opening

- All stores are now open on daily basis – high street stores as well as in malls
- Initially majority stores opened only on alternate days

Operations

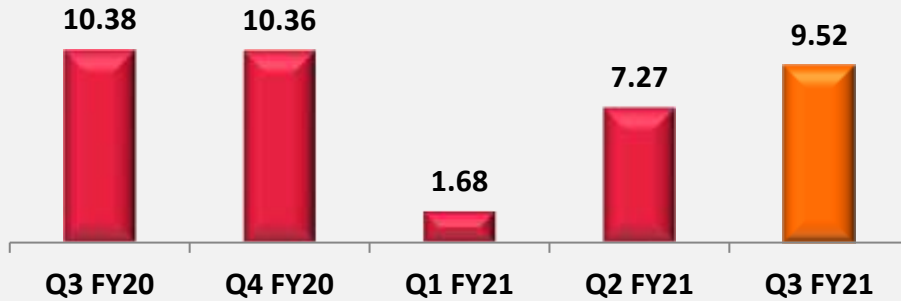
- Office, warehouses and third-party manufacturing units operational with proper precautions in place
- Business backed by appropriate cash reserves



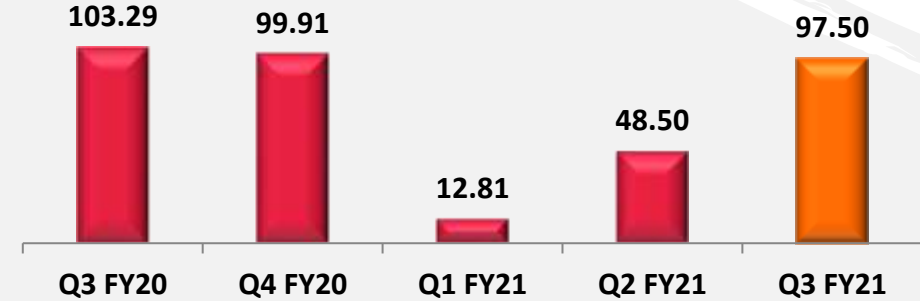
Financial Highlights



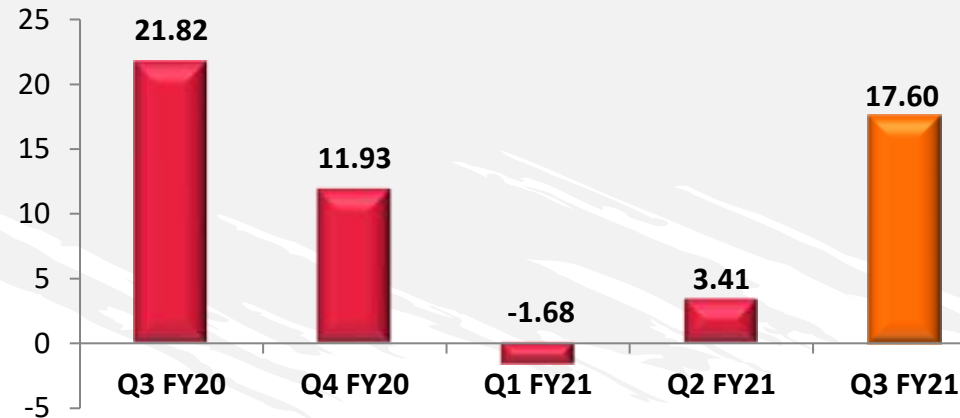
Sales Qty (pcs in Lacs)



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	Q3 FY21* (With IND- AS 116)	Q3 FY21 (W/O IND- AS 116)	Q3 FY20* (With IND- AS 116)	Q3 FY20 (W/O IND- AS 116)	Y-o-Y(% (With IND- AS 116)	Y-o-Y(% (W/O IND- AS 116)	Q2 FY21* (With IND- AS 116)
Revenue from Operations	97.50	97.50	103.29	103.29	(5.60%)	(5.60%)	48.50
Raw Materials	37.11	37.11	34.95	34.95			15.44
Employee Cost	13.09	13.09	15.67	15.67			9.59
Job Work Charges	4.88	4.88	7.42	7.42			4.52
Lease Rentals	0.33	6.96	0.66	10.26			0.34
Commission	6.37	6.69	4.91	5.52			3.13
Other Expenses	11.17	11.17	7.63	7.63			5.64
Total Expenditure	72.95	79.90	71.25	81.47			38.65
EBITDA	24.56	17.60	32.04	21.82	(23.35%)	(19.32%)	9.84
EBITDA Margin%	25.19%	18.06%	31.02%	21.13%	(583 bps)	(307 bps)	20.30%
Other Income	3.94	0.58	1.70	1.70			4.71
Depreciation	9.59	2.39	10.79	2.97			9.47
Interest	6.20	1.28	6.87	1.68			6.09
Profit Before Tax	12.72	14.52	16.07	18.87			(1.00)
Tax	2.59	3.11	4.77	5.58			(0.31)
PAT	10.13	11.41	11.30	13.28	(10.39%)	(14.12%)	(0.69)
PAT Margin%	10.39%	11.70%	10.94%	12.86%	(55 bps)	(116 bps)	(1.42%)
Basic EPS in Rs.	6.20	6.99	6.92	8.14	(10.40%)	(14.13%)	(0.42)

*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.

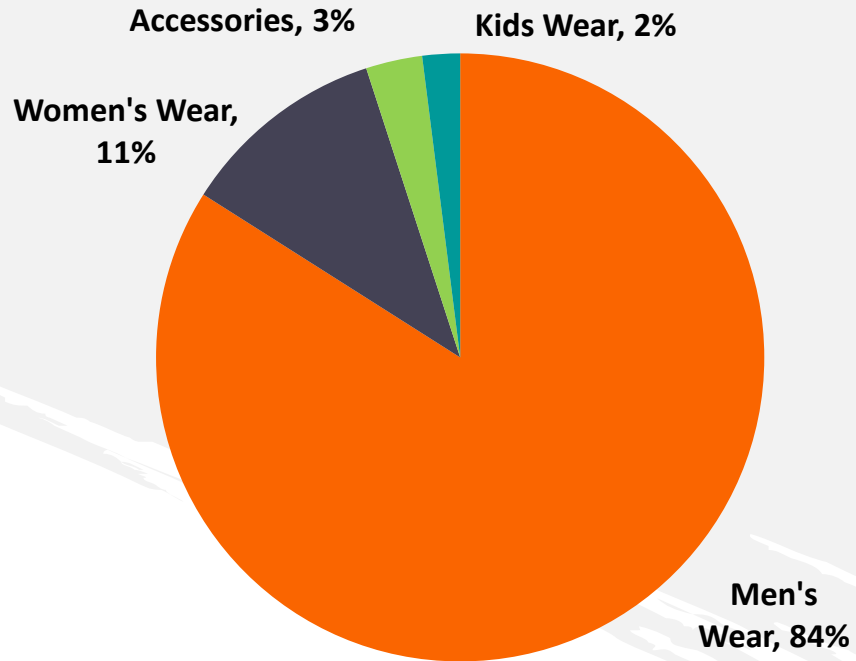
- Company has achieved Revenue 94% Y-o-Y in terms of sales
- Converted footfalls have reached over 85% of pre COVID level
- Revenue also includes sales from e-commerce
- Company adopted aggressive marketing tactics during quarter to attract higher footfalls
- Re-negotiated lease rentals downwards resulting in lower expenses
- Above measures enabled Company to nearly achieve pre-COVID EBITDA Margins



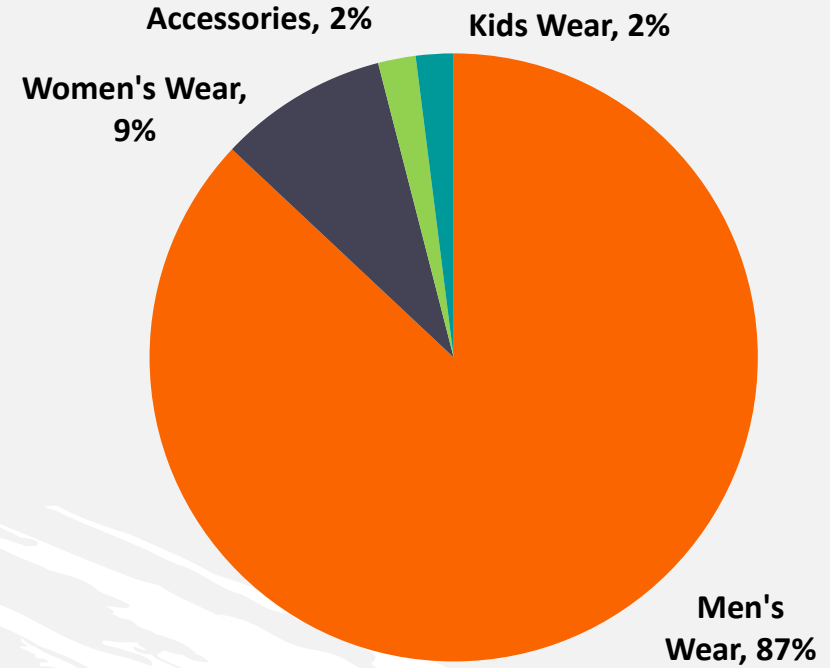
Revenue Break Up – Segmental



Q3 FY20



Q3 FY21



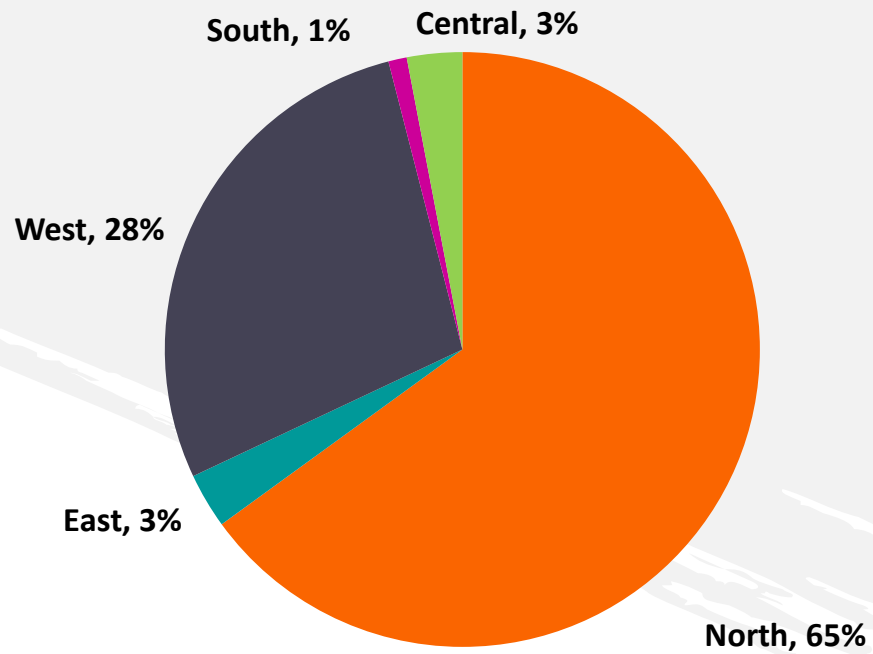
Entered e-commerce market in June'20 – already contributing 1% to revenue



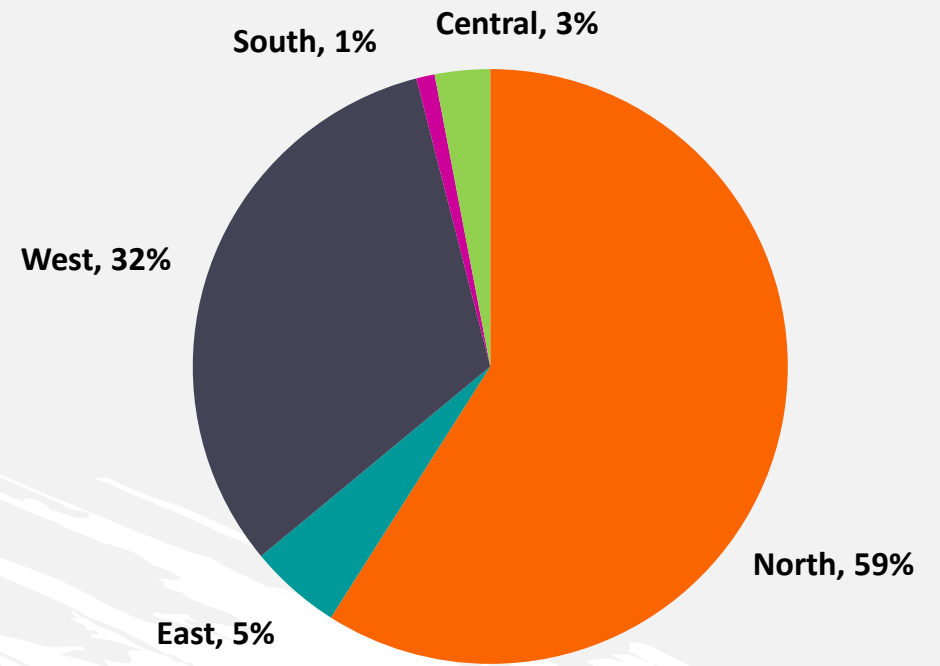
Revenue Break Up – Regional



Q3 FY20



Q3 FY21





Financial Highlights



Rs. Cr	9M FY21*	9M FY21	9M FY20*	9M FY20	Y-o-Y(%)	Y-o-Y(%)
	(With IND-AS 116)	(W/O IND-AS 116)	(With IND-AS 116)	(W/O IND-AS 116)	(With IND-AS 116)	(W/O IND-AS 116)
Revenue from Operations	158.81	158.81	238.12	238.12	(33.31%)	(33.31%)
Raw Materials	54.44	54.44	74.83	74.83		
Employee Cost	26.91	26.91	44.83	44.83		
Job Work Charges	11.02	11.02	22.32	22.32		
Lease Rentals	1.07	15.99	1.17	28.67		
Commission	10.53	11.23	10.16	12.03		
Other Expenses	19.89	19.89	21.00	21.00		
Total Expenditure	123.85	139.48	174.32	203.69		
EBITDA	34.96	19.34	63.80	34.44	(45.20%)	(43.85%)
EBITDA Margin%	22.01%	12.18%	26.79%	14.46%	(478 bps)	(228 bps)
Other Income	14.63	2.72	3.70	3.70		
Depreciation	29.14	7.01	31.17	7.90		
Interest	18.48	3.51	19.60	5.63		
Profit Before Tax	1.97	11.54	16.73	24.61		
Tax	(0.41)	2.38	4.86	7.15		
PAT	2.38	9.16	11.87	17.46	(79.94%)	(47.51%)
PAT Margin%	1.50%	5.77%	4.99%	7.33%	(349 bps)	(156 bps)
Basic EPS in Rs.	1.46	5.61	7.27	10.69	(79.92%)	(47.52%)

*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.

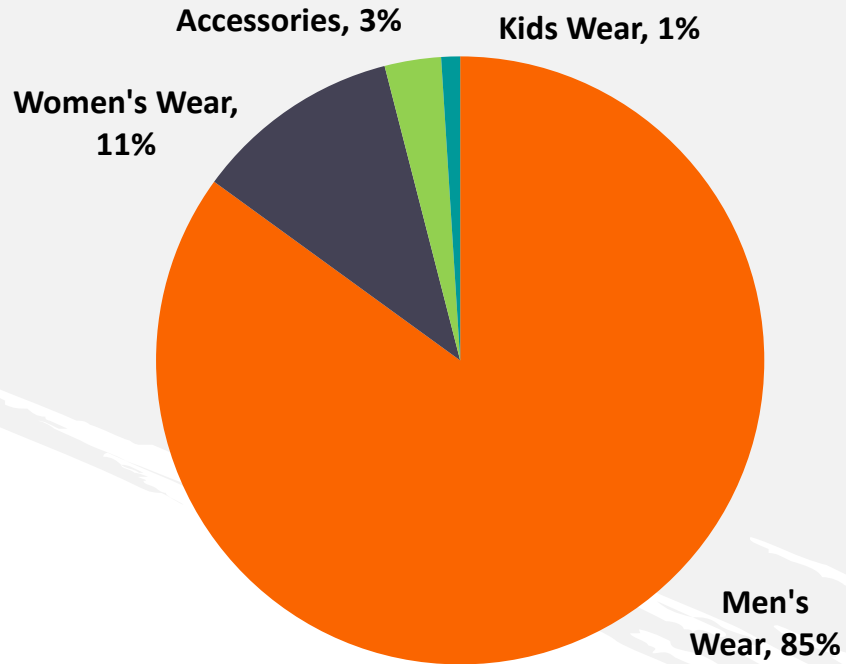
- Revenue also includes sales from e-commerce
- Nationwide lockdown in Q1 FY21 and conditions imposed on working of store days and hours in Q2 FY21 weighed upon nine monthly numbers
- Company restarted its expansion plan and opened 13 new stores in Q3 FY21
- Tier 2 and Tier 3 cities have shown smart recovery along with Tier 1 cities



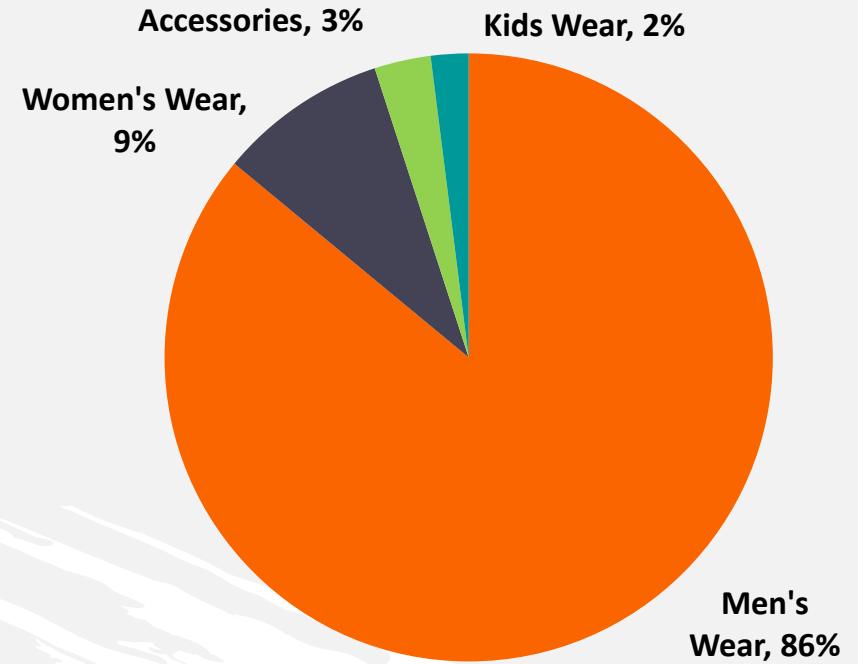
Revenue Break Up – Segmental



9M FY20



9M FY21



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

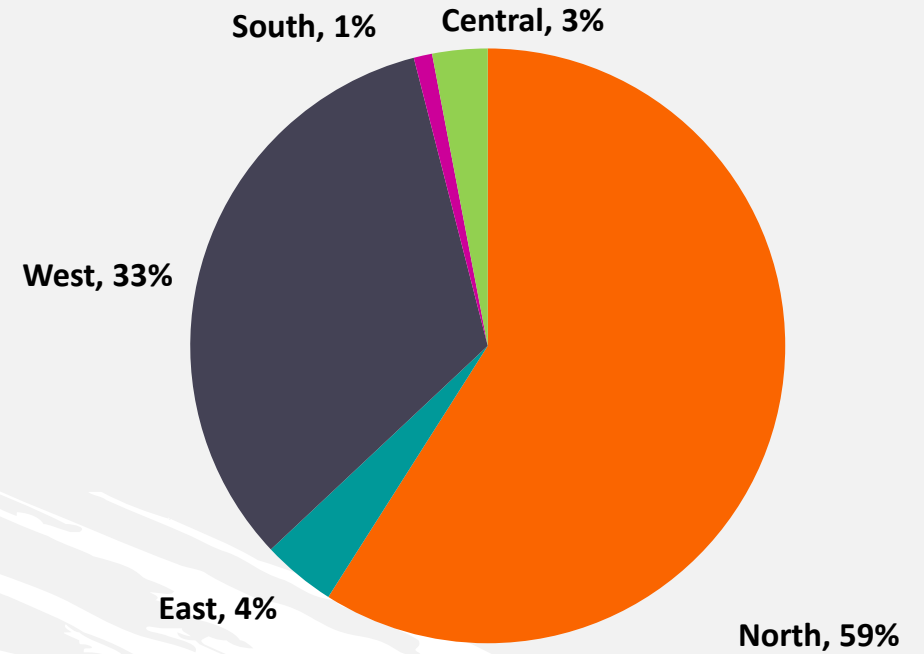
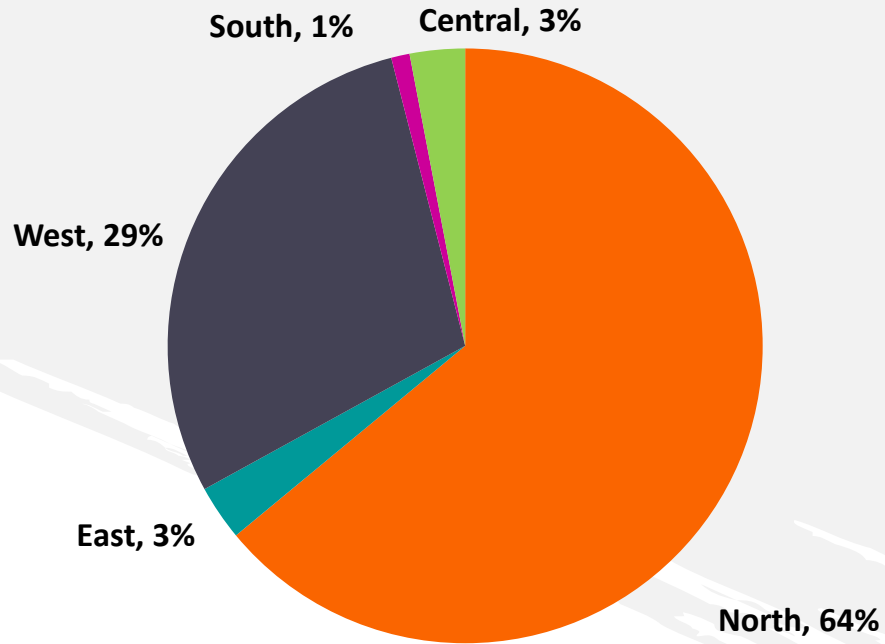


Revenue Break Up – Regional



9M FY20

9M FY21

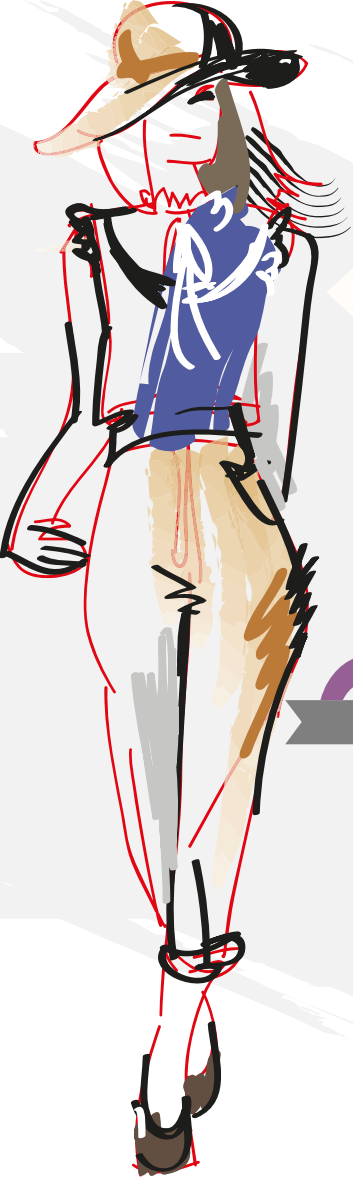




Balance Sheet Highlights



Rs. Cr	As on 30 th Sept'20	As on 31 st Mar'20	Rs. Cr	As on 30 th Sept'20	As on 31 st Mar'20
Shareholder's Funds	108.30	118.07	Non-Current Assets	285.08	299.09
Share capital	16.33	16.33	Property, Plant and Equipment	56.46	60.26
Other Equity	91.97	101.74	Capital work in progress	1.01	0.71
Non-current liabilities	215.52	226.78	Right of use Asset	184.63	198.12
Financial Liabilities			Investment Property	3.61	3.64
(a) Borrowings	2.28	2.39	Other Intangible Assets	0.33	0.35
(b) Lease Liability	195.72	206.80	Investments	0.12	0.12
(c) Other Financial Liabilities	10.22	9.56	Other Financial Assets	0.74	0.72
Provisions	3.82	3.70	Loans	8.66	8.29
Other Non - Current Liabilities	3.48	4.33	Deposits with bank	0.00	0.00
Current liabilities	111.04	103.36	Deferred tax assets (Net)	22.08	18.92
Financial Liabilities			Other non-current assets	7.44	7.95
(a) Borrowings	48.42	33.60	Current Assets	149.78	149.12
(b) Trade Payables			Inventories	130.38	128.05
(i) Total ostd dues of micro & small	3.09	4.79	Investments	0.05	0.04
(ii) Total ostd dues of creditors other than above	23.09	33.67	Trade Receivables	4.42	4.52
(c) Lease Liability	23.54	18.19	Loans	0.74	0.76
(d) Other Financial Liabilities	6.40	8.52	Cash & Cash Equivalents	2.84	4.05
Provisions	3.67	3.03	Other Financial Assets	4.26	4.27
Other Current Liabilities	2.84	1.56	Current tax assets (Net)	0.91	1.10
Total Equities & Liabilities	434.86	448.21	Other Current Assets	6.17	6.32
			Total Assets	434.86	448.21



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 311 EBOs as on 31st Dec 2020
- Sales floor area - 3,39,194 sq. ft. as on Dec 31, 2020

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

- 311 Exclusive Brand Outlets
- Out of 311 EBOs - 224 stores are Company operated and 87 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

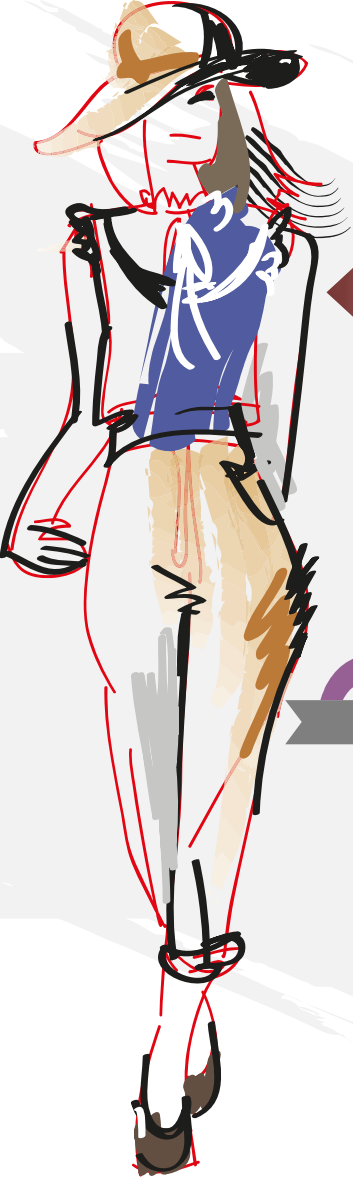
Robust Retail Presence

- Pan-India presence of 311 exclusive retail outlets with floor space of 3.39 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





Our Brands



“CANTABIL”

- Established brand with 20 years of growing acceptance
- Highly popular in middle class – over 300 stores across India



“CROZO”

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

“Lil’ Potatoes”

- 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



“KANESTON”

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



Our Brands contd...



“CANTABIL”



“KANESTON”



“CROZO”



“Lil’ Potatoes”





Manufacturing Plant - Haryana

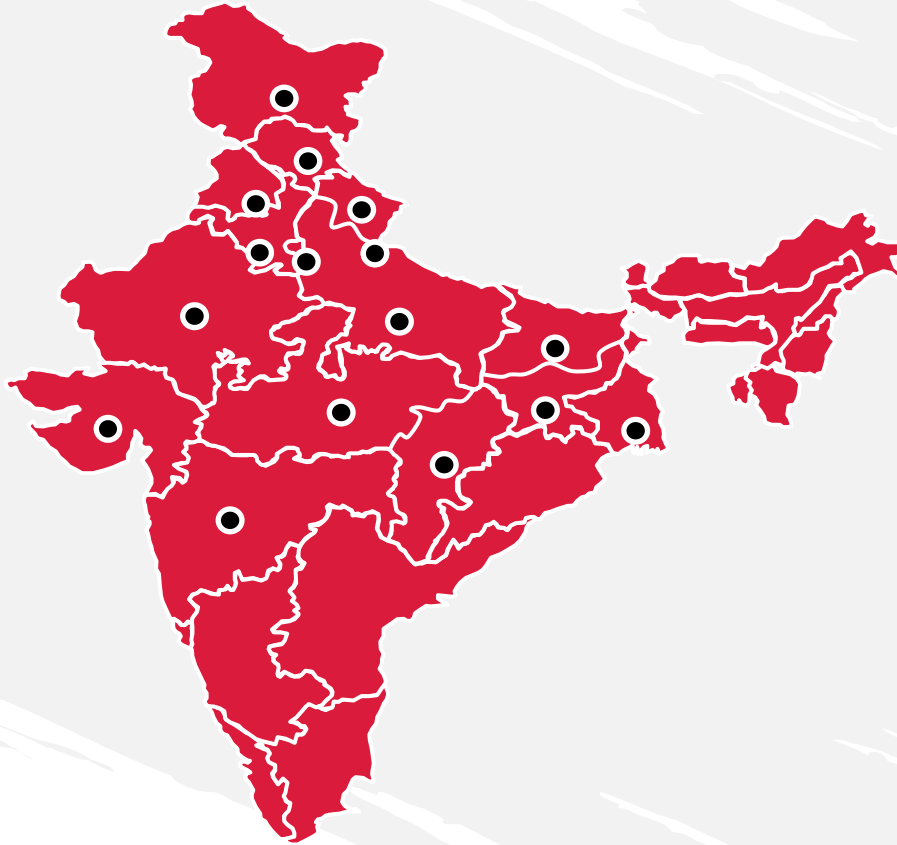


- State-of-art world class manufacturing plant across area of **1.50 Lacs sq. ft.** in Bahadurgarh, Haryana
- Fully integrated infrastructure and systems for modern manufacturing & retailing with complete automation - from cutting to manufacturing and finishing of formal and casual trousers, formal shirts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

- Current combined capacity to produce **10.00 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



State	31 st Dec' 2020	30 th Sept' 2020
Assam	1	0
Bihar	5	5
Chhattisgarh	6	6
Delhi	53	52
Gujrat	19	19
Haryana	39	38
Himachal Pradesh	1	1
Jammu & Kashmir	6	6
Jharkhand	6	6
Maharashtra	39	36
Madhya Pradesh	5	5
Punjab	20	19
Rajasthan	52	46
Telangana	4	4
UP	45	46
Uttaranchal	7	7
West Bengal	3	2
Total	311	298

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

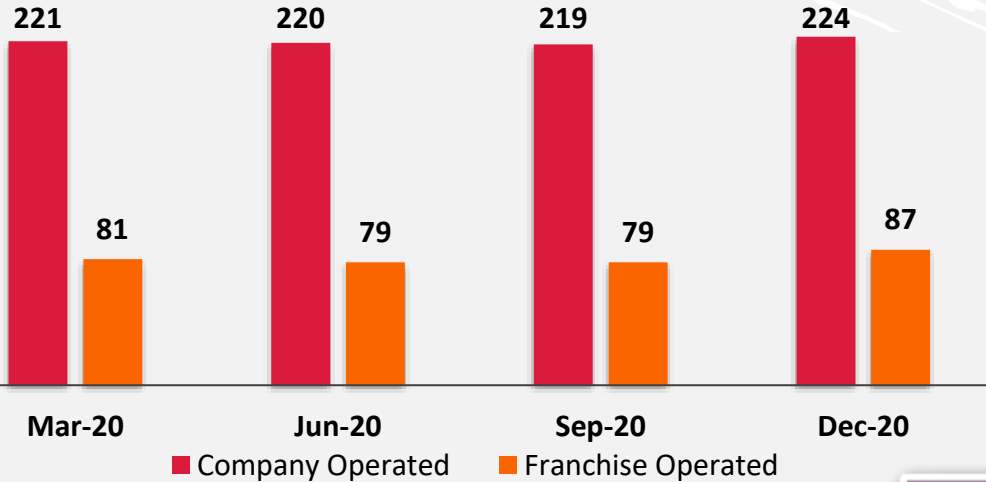


Exclusive Brand Outlets

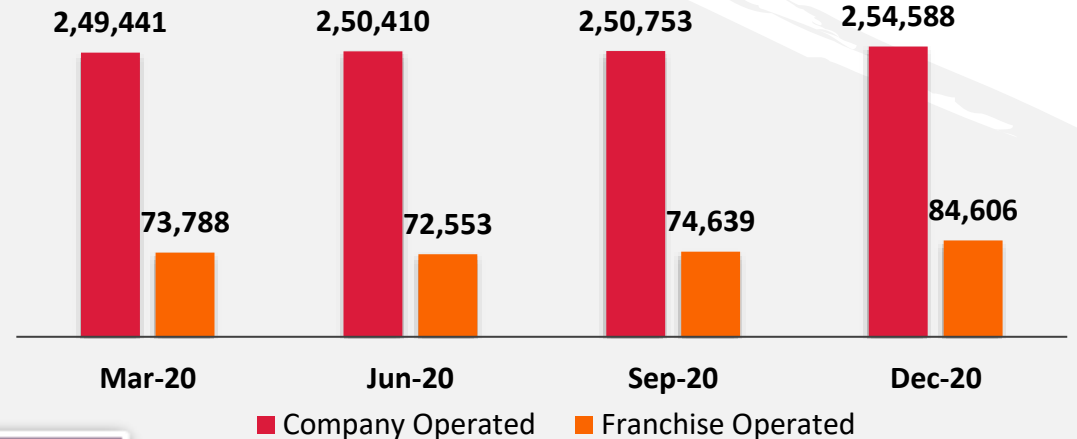


Company & Franchise Operated

No. of Stores

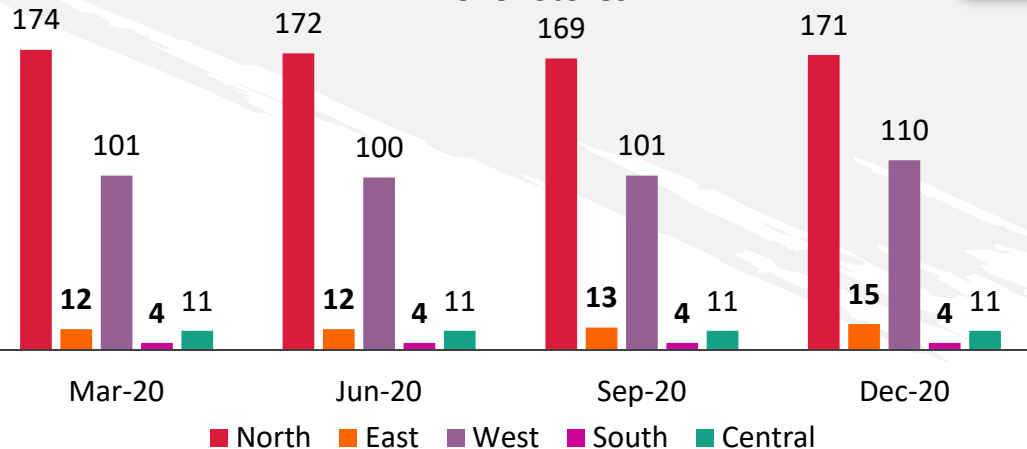


Floor Area

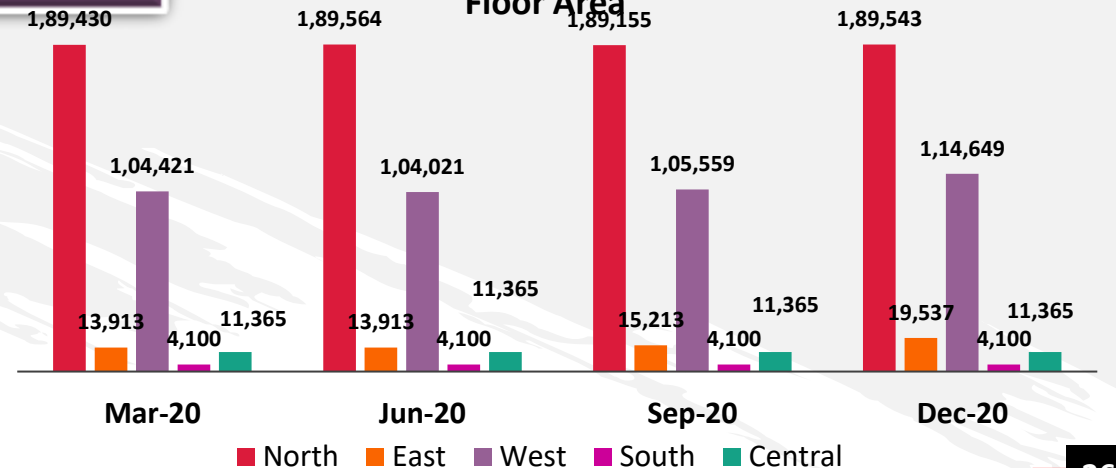


Régional Distribution

No. of Stores



Floor Area

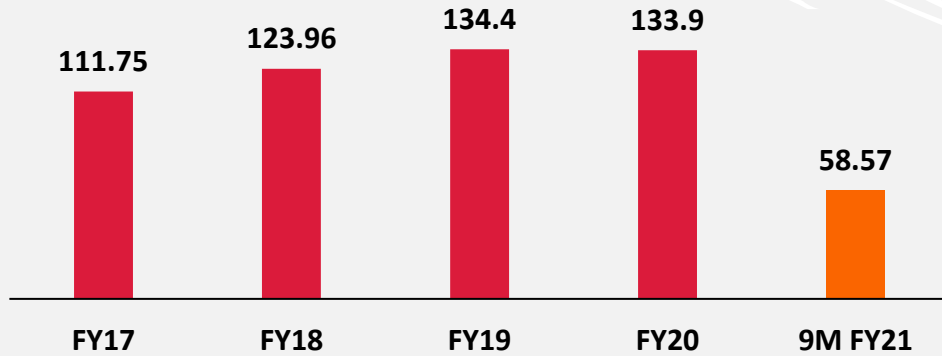




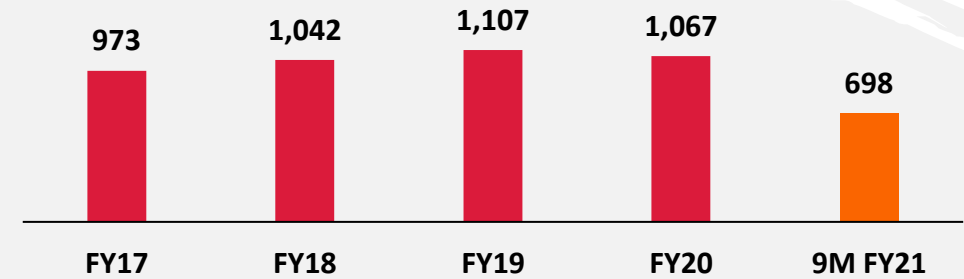
Avg. Revenue Statistics



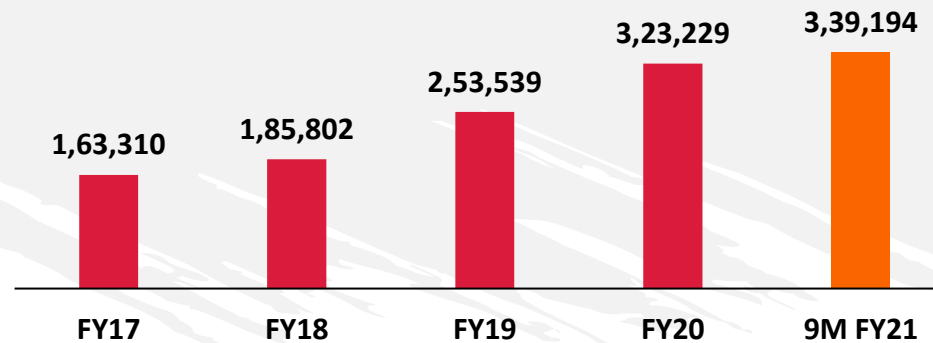
Avg Gross Revenue per Store (in lacs)*



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

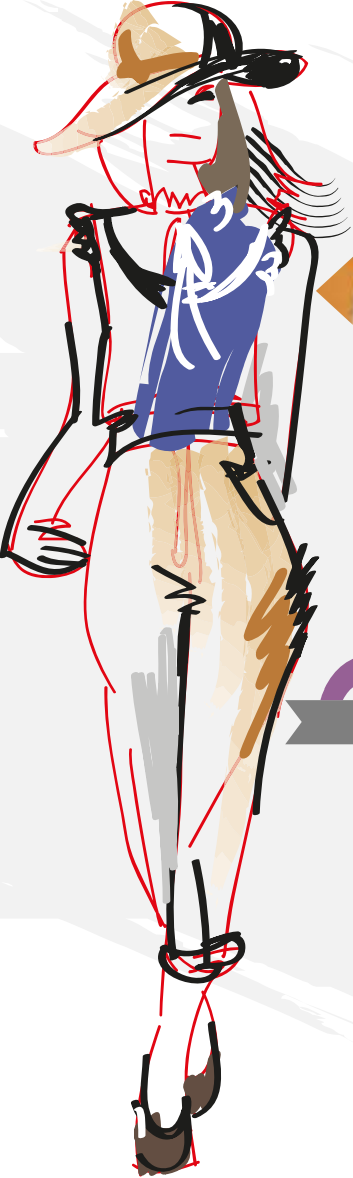


Total sq. ft.

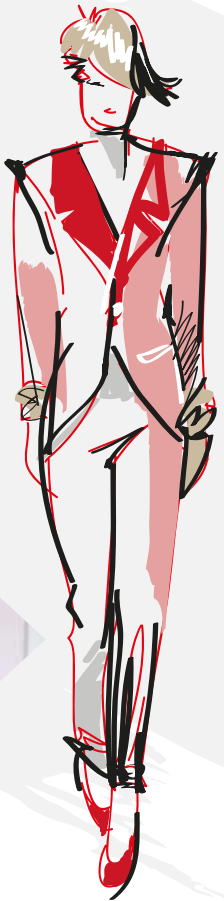


*Revenue does not include online sales

- 9M 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



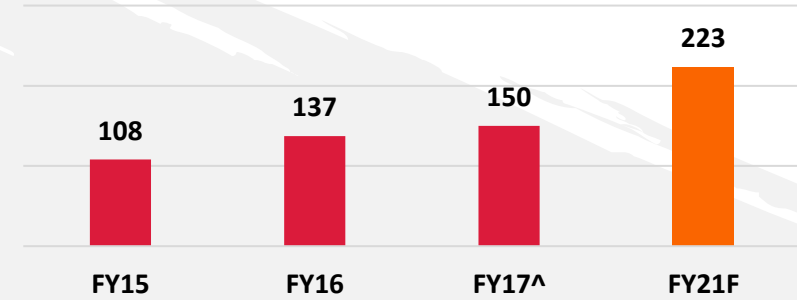


Indian Apparel Industry

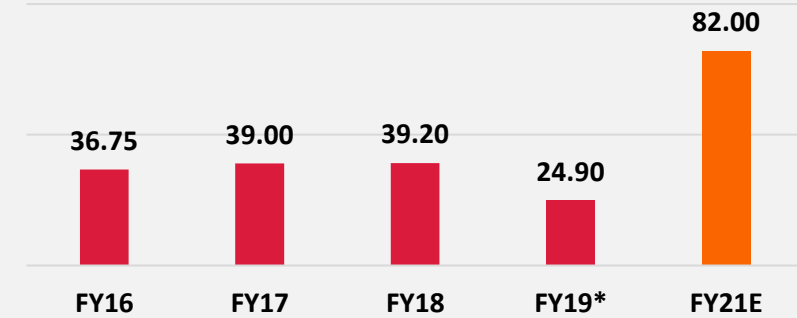


- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear and 21% kid's wear**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by 2025**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh 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**

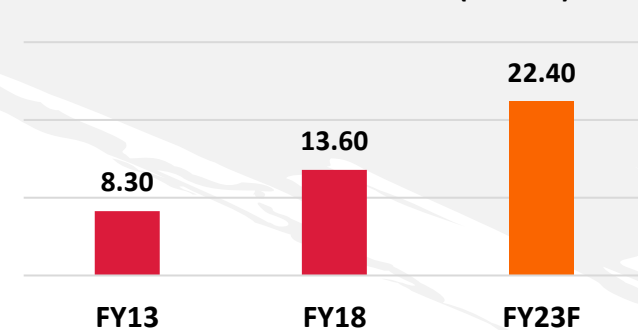
Textile and apparel industry in India (US\$ bn)



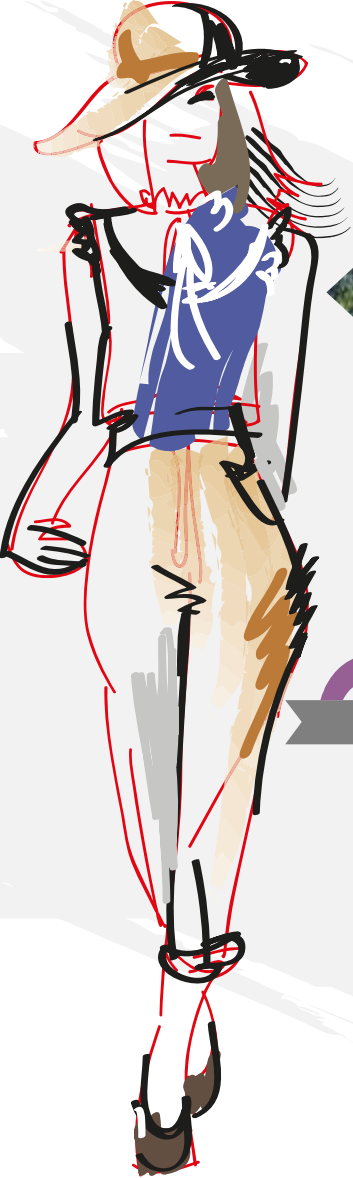
Textiles and apparel exports from India (US\$ bn)



Kids Wear Market in India (US\$ bn)



Notes: E – Estimate, F – Forecast, ^ - as of November 2017, * - between April–November 2018, / Source : IBEF



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



533267



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