



June 29, 2020

The Manager
Corporate Relationship Department
BSE Limited
Floor 25, Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East)
Mumbai - 400 051

BSE Scrip Code- 533267

Fax No.: 022-2272 3121/1278/1557/3354

**NSE Scrip Symbol: CANTABIL and Series:
EQ**

Fax No.: 022-26598237/38

Sub: Press Release

Dear Sir,

Pursuant to Regulation 30, of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 ["SEBI (LODR)"], we are pleased to enclose a copy of Press Release for the quarter ended 31st March 2020, issued by the company today for your records.

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.



Media Release

302 Number of Stores

FY20 Revenue at Rs. 338.04 crore, YoY growth of 17.15%

FY20 EBITDA (w/o IND-AS 116 effect) at Rs. 46.37 crore, YoY growth of 56.63%

FY20 EBITDA Margin (w/o IND-AS 116 effect) at 13.72%, YoY increase of 346bps

FY20 PAT (w/o IND-AS 116 effect) at Rs 22.88 crore, YoY growth of 83.01%

FY20 PAT Margin (w/o IND-AS 116 effect) at 6.77%, YoY increase of 244 bps

Delhi, 29th June 2020: 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 audited financial results for the quarter and full year ended March 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	Q4 FY20 (With IND-AS 116)	Q4 FY20 (W/O IND-AS 116)	Q4 FY19	Y-o-Y (%) (W/O IND-AS 116)	Q3 FY20
Revenue from Operations	99.91	99.91	93.31	7.08	103.29
EBIDTA*	21.05	11.93	10.38	15.02	32.04
EBITDA Margin (%)	21.07	11.94	11.12	82 bps	31.02
PAT	4.56	5.42	5.00	8.33	11.30
PAT Margin (%)	4.56	5.43	5.36	7 bps	10.94
Basic EPS	2.79	3.32	3.06	8.50	6.92

*excluding other income

Particulars	FY20 (With IND-AS 116)	FY20 (W/O IND-AS 116)	FY19	Y-o-Y (%) (W/O IND-AS 116)
Revenue from Operations	338.04	338.04	288.55	17.15
EBIDTA*	84.85	46.37	29.61	56.63
EBITDA Margin (%)	25.10	13.72	10.26	346 bps
PAT	16.43	22.88	12.50	83.01
PAT Margin (%)	4.86	6.77	4.33	244 bps
Basic EPS	10.06	14.01	7.66	82.90

*excluding other income

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

- Revenue from operations was at **Rs. 99.91 crore in Q4 FY20** as against Rs. 93.31 crore in Q4 FY19 **YoY growth of 7.08%** mainly on account of new stores opened
- EBITDA (excluding other income) stood at **Rs. 21.05 crore**
- EBITDA Margin was **21.07%**
- Profit After Tax was at **Rs. 4.56 crore**
- PAT Margin was **4.56%**
- Basic EPS stood at **Rs. 2.79**

Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2020:

- EBITDA (excluding other income) stood at **Rs. 11.93 crore in Q4 FY20** as against Rs. 10.38 crore in the Q4 FY19 **YoY growth of nearly 15.02%** mainly on account of increase in revenue and higher gross margins due to better procurement pricing for raw materials
- EBITDA Margin in **Q4 FY20 was 11.94%** as against 11.12% in Q4 FY19, a jump of **82 bps**
- Profit After Tax was at **Rs. 5.42 crore in Q4 FY20** as against Rs. 5.00 crore in Q4 FY19
- PAT Margin was **5.43% in Q4 FY20** as against 5.36% in Q4 FY19, a jump of **7 bps**



Performance Highlights with IND-AS 116 for the full year ended March 31st, 2020:

- Revenue from operations was at **Rs. 338.04 crore in FY20** as against Rs. 288.55 crore in FY19 **YoY growth of 17.15%** mainly driven by sales from existing stores as well as addition of 61 stores on a net basis
- EBITDA (excluding other income) stood at **Rs. 84.85 crore**
- EBITDA Margin was **25.10%**
- Profit After Tax was at **Rs. 16.43 crore**
- PAT Margin was **4.86%**
- Basic EPS stood at **Rs. 10.06**

Performance Highlights W/O IND-AS 116 for the full year ended March 31st, 2020:

- EBITDA (excluding other income) stood at **Rs. 46.37 crore in FY20** as against Rs. 29.61 crore in the FY19 **YoY growth of nearly 56.63%** mainly on account of higher sales and better operational efficiencies
- EBITDA Margin **was 13.72% in FY20** as against 10.26% in FY19, a jump of **346bps**
- Profit After Tax was at **Rs. 22.88 crore in FY20** as against Rs. 12.50 crore in FY19 **YoY growth of nearly 83.01%** mainly on account of better EBITDA and higher operational leverage
- PAT Margin was **6.77% in FY20** as against 4.33% in FY19, a jump of **244 bps**

Management Comment:

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



Cantabil Retail India Limited

"It gives me immense pleasure to share with you the performance of our Company for the fourth quarter and year ended 31st March 2020. I am happy to share that we have demonstrated good growth as we had targeted, despite the global pandemic that kicked-in the last week of March. Coming to our financial performance for the year we have delivered 17.15% revenue growth, 13.72% EBITDA Margin and 6.77% PAT Margin. This is mainly on the account of sales from existing stores and adding of new stores along with better procurement pricing for raw materials.

The global coronavirus COVID-19 pandemic is instrumental in the biggest global health crisis of our time and the greatest challenge that we have faced. It has the potential to create devastating social, economic and political crisis that will leave deep scars and the time for recovery is undefined. While India is racing to slow the spread of the virus, it had occasioned a nation-wide lockdown which has majorly impacted most of the industries and businesses. This lockdown in India did impact our business as well as none of the stores were operational during the third and fourth week of March which has further squeezed our topline and PAT as the fourth quarter is the largest contributor to the full year financials. This quarter we were not able to match our quarterly target but overall outperformed our yearly targets.

At the Management level, we chose to utilize our time well during the lockdown period to plan further strategies for designing, manufacturing and opening of new stores. Along with that we also focused on the ongoing and upcoming trends to be able to deliver anticipated products in terms of quality and design to the customers. I am happy to share that we have resumed majority operations and 272 out of 302 stores are fully functional from June. The Company currently has a total network of 302 stores all over the county with over 60 new stores added this year.

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.



Cantabil Retail India Limited

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.

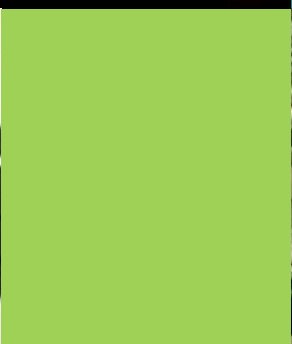
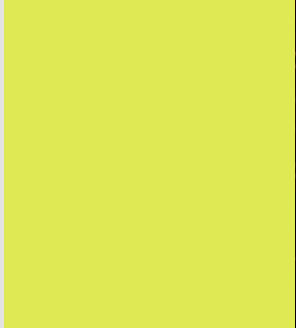
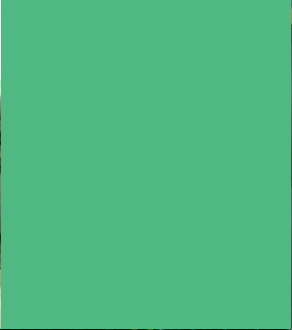
The Company sells its products under the brands- Cantabil, Kaneston, Crozo and Lil Potatoes through over 300 Exclusive Brand Outlets (EBOs) in 16 states which are either Company owned / lease and Company managed, or Franchisee owned and Franchisee managed. The company believes in building strong client 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

Q4 & FY20



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.

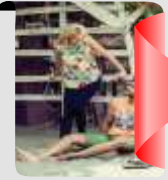


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Management Comment



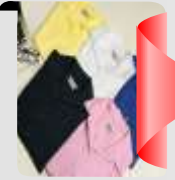
**Commenting on the results,
Mr. Vijay Bansal, Chairman &
Managing Director, Cantabil Retail
India Limited said :**

"It gives me immense pleasure to share with you the performance of our Company for the fourth quarter and year ended 31st March 2020. I am happy to share that we have demonstrated good growth as we had targeted, despite the global pandemic that kicked-in the last week of March. Coming to our financial performance for the year we have delivered 17.15% revenue growth, 13.72% EBITDA Margin and 6.77% PAT Margin. This is mainly on the account of sales from existing stores and adding of new stores along with better procurement pricing for raw materials.

The global coronavirus COVID-19 pandemic is instrumental in the biggest global health crisis of our time and the greatest challenge that we have faced. It has the potential to create devastating social, economic and political crisis that will leave deep scars and the time for recovery is undefined. While India is racing to slow the spread of the virus, it had occasioned a nation-wide lockdown which has majorly impacted most of the industries and businesses. This lockdown in India did impact our business as well as none of the stores were operational during the third and fourth week of March which has further squeezed our topline and PAT as the fourth quarter is the largest contributor to the full year financials. This quarter we were not able to match our quarterly target but overall outperformed our yearly targets.

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COVID-19 Impact on Business



- Despite nationwide lockdown due to COVID - 19 pandemic, our Company achieved its revenue targets
- Majority operations have commenced – currently 272 of 302 stores are open and fully functional - all necessary precautions have been taken and maintained across all levels

March First Half

- Sharp reduction of footfalls in multiple geographies

March Second Half Onwards

- 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

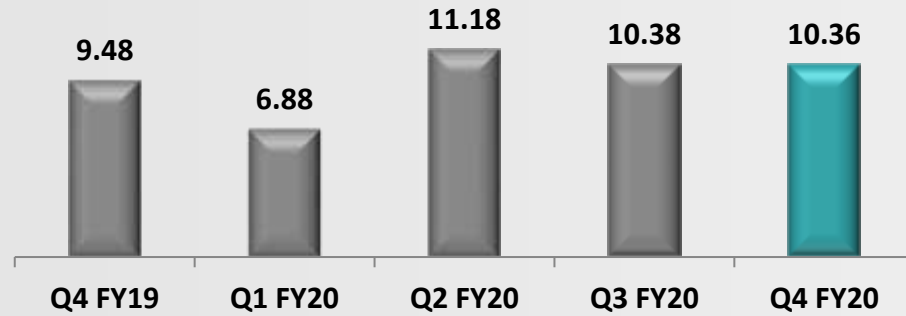
- Interaction with customers to help them understand safety measures taken at store level
- Gradual opening of stores in non-red zone areas
- End of May around 100 stores were operational all over India, numbers kept increasing as and when cities entered orange and green zone
- We also entered online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



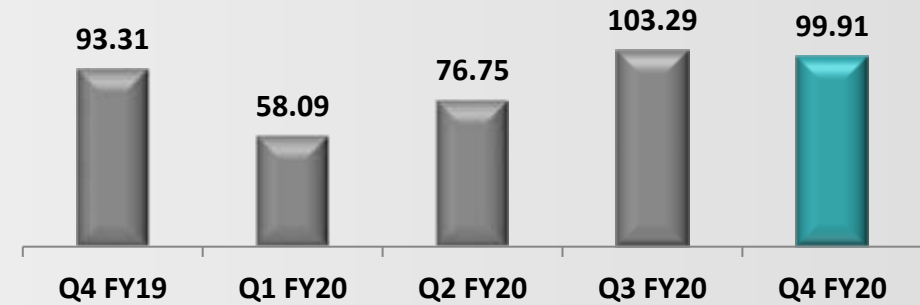
Financial Highlights



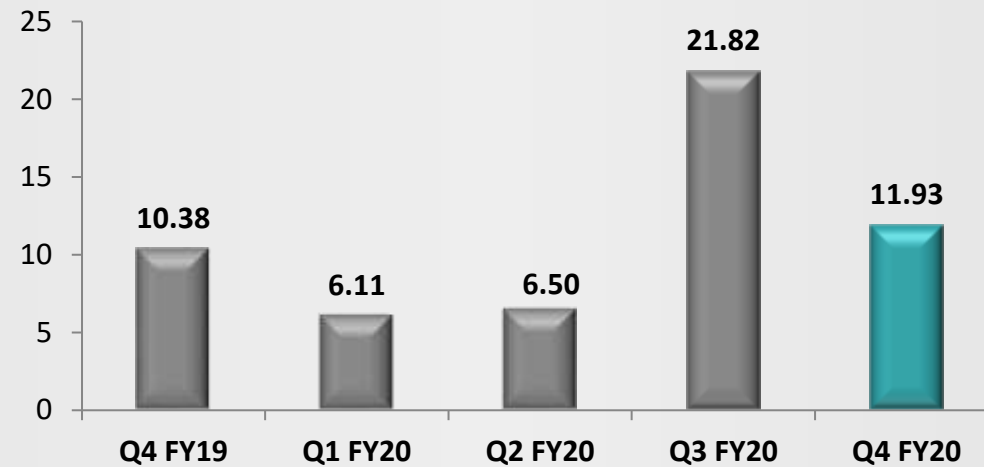
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)



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



Financial Highlights – Q4 FY20 vs Q4 FY19



7.08%

Revenue from Operations
Rs. 99.91 Crore



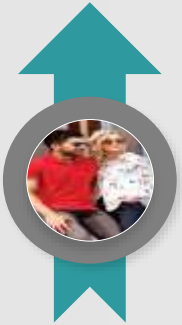
15.02%

EBITDA
Rs. 11.93 Crore



82 bps

EBITDA Margin
11.94%



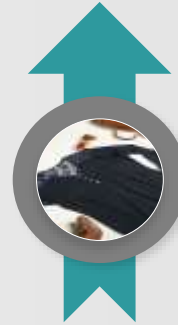
8.33%

PAT
Rs. 5.42 Crore



7 bps

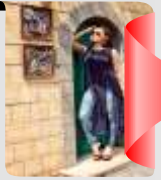
PAT Margin
5.43%



8.50%

Basic EPS
Rs. 3.32 vs. Rs 3.06 Q4 FY19

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



Financial Highlights

Rs. Cr	Q4 FY20* (With IND-AS 116)	Q4 FY20 (W/O IND-AS 116)	Q4 FY19	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)	Q3 FY20 (With IND-AS 116)
Revenue from Operations	99.91	99.91	93.31	7.08%	7.08%	103.29
Raw Materials	44.23	44.23	51.43			34.95
Employee Cost	15.12	15.12	15.47			15.67
Job Work Charges	6.62	6.62	3.54			7.42
Lease Rentals	0.28	8.87	3.04			0.66
Commission	5.60	0.00	3.47			4.91
Other Expenses	7.02	13.14	5.99			7.63
Total Expenditure	78.87	87.98	82.93			71.25
EBITDA	21.05	11.93	10.38	102.85%	15.02%	32.04
EBITDA Margin%	21.07%	11.94%	11.12%	995 bps	82 bps	31.02%
Other Income	0.36	0.36	2.14			1.70
Depreciation	13.02	2.51	1.95			10.79
Interest	1.11	1.29	3.05			6.87
Profit Before Tax	7.27	8.49	7.52			16.07
Tax	2.72	3.07	2.51			4.77
PAT	4.56	5.42	5.00	(8.95%)	8.33%	11.30
PAT Margin%	4.56%	5.43%	5.36%	(80 bps)	7 bps	10.94%
Basic EPS in Rs.	2.79	3.32	3.06	(8.82%)	8.50%	6.92

- Increase in Revenue from Operations of **7.08%** mainly on account of new stores opened
- EBITDA growth on account of increase in revenue and higher gross margins (due to better procurement pricing for raw materials)
- Growth in PAT - slightly impacted due to closure of shops in 2nd half of March due to COVID-19

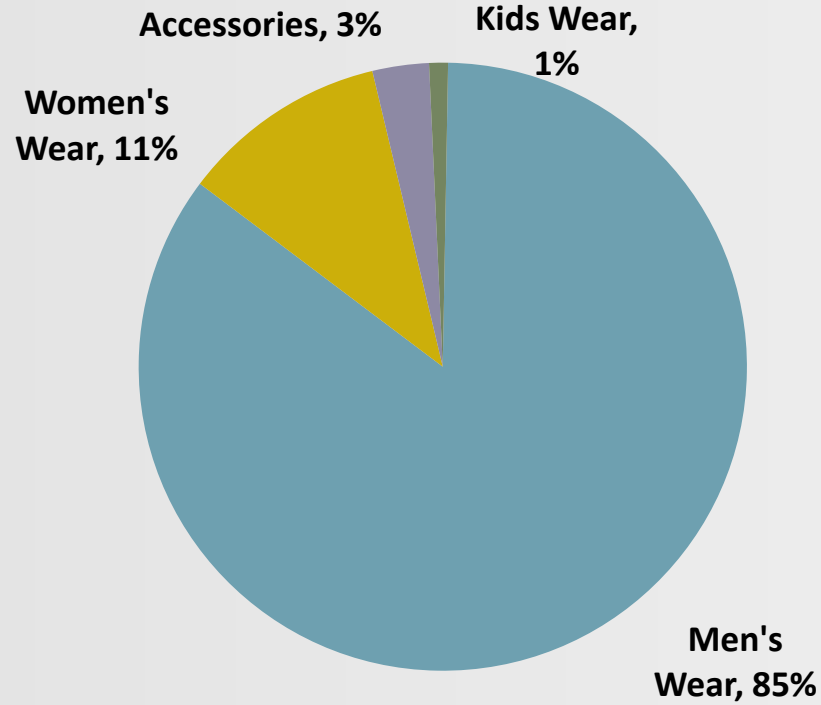
*Q4 FY20 reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent/other expenses to depreciation and amortization expenses and finance costs. Company has adopted Modified Retrospective Approach for transition to IND-AS 116 from 1st April 2019



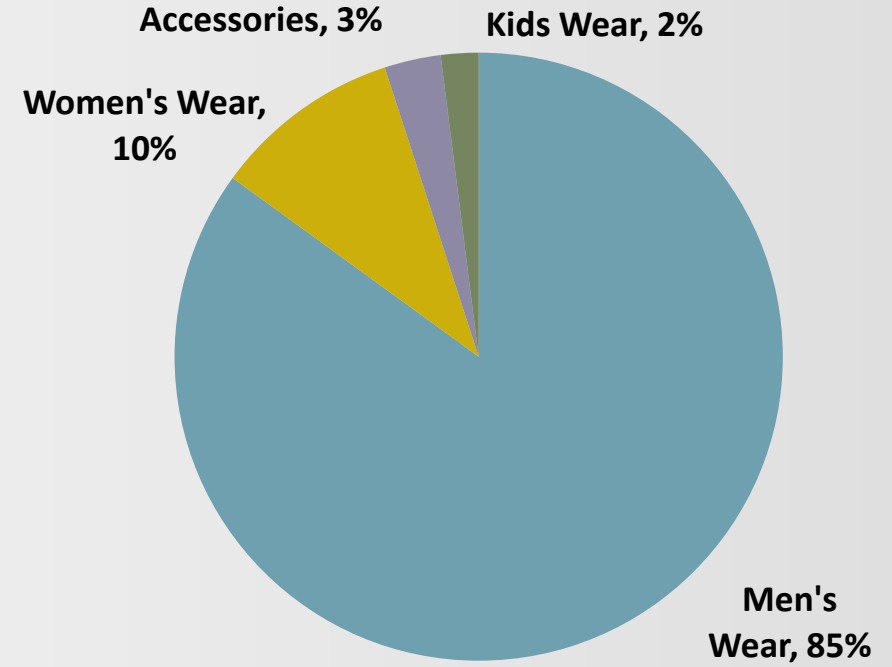
Revenue Break Up – Segmental



Q4 FY19



Q4 FY20



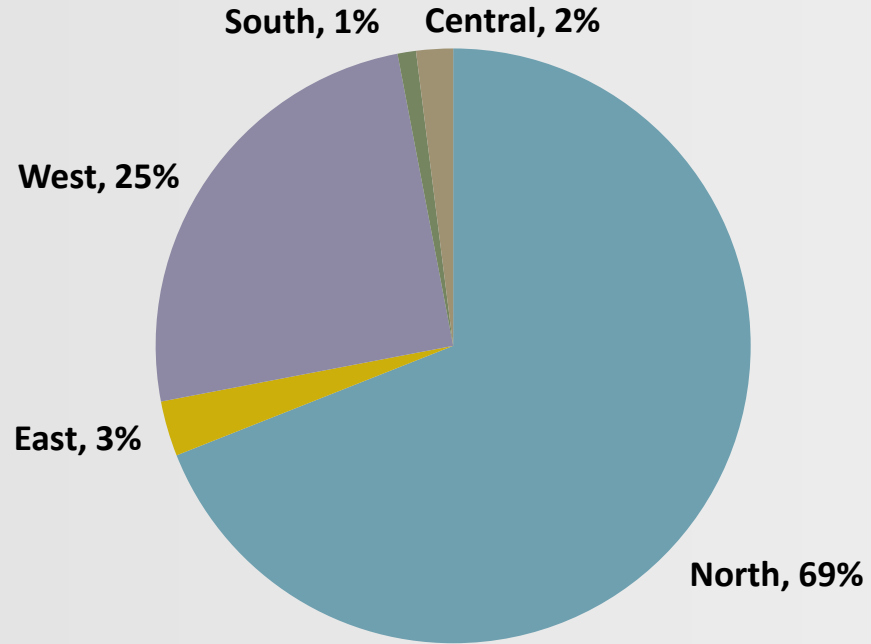
Kid's wear brand - "LiL' Potatoes" launched in Nov'18



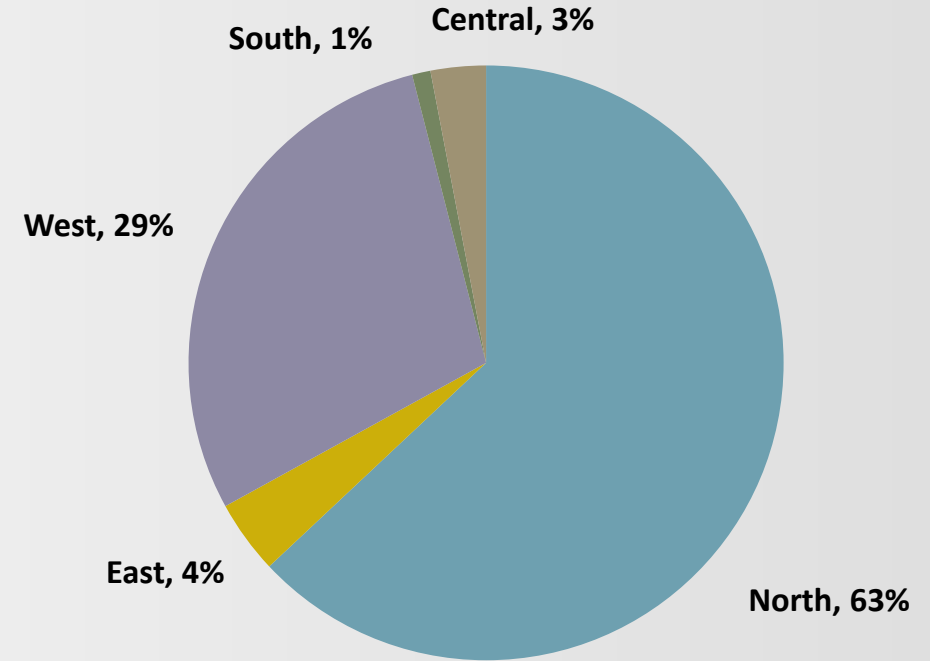
Revenue Break Up – Regional



Q4 FY19



Q4 FY20



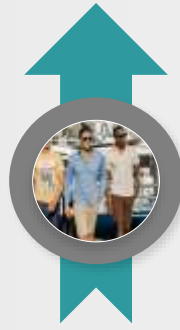


Financial Highlights – FY20 vs FY19



17.15%

Revenue from Operations
Rs. 338.04 Crore



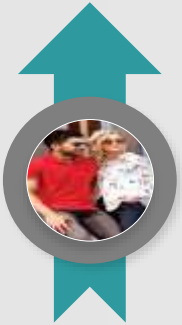
56.63%

EBITDA
Rs. 46.37 Crore



346 bps

EBITDA Margin
13.72%



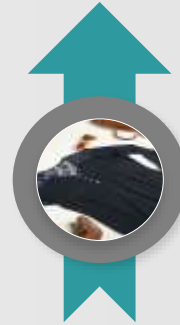
83.01%

PAT
Rs. 22.88 Crore



244 bps

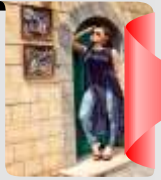
PAT Margin
6.77%



82.90%

Basic EPS
Rs. 14.01 vs. Rs. 7.66 FY19

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



Financial Highlights



Rs. Cr	FY20* (With IND-AS 116)	FY20 (W/O IND-AS 116)	FY19	Y-o-Y(%) (With IND-AS 116)	Y-o-Y(%) (W/O IND-AS 116)
Revenue from Operations	338.04	338.04	288.55	17.15%	17.15%
Raw Materials	119.06	119.06	136.26		
Employee Cost	59.94	59.94	51.47		
Job Work Charges	28.95	28.95	10.18		
Lease Rentals	1.45	37.55	27.31		
Commission	15.76	0.00	10.21		
Other Expenses	28.02	46.17	23.52		
Total Expenditure	253.19	291.67	258.95		
EBITDA	84.85	46.37	29.61	186.61%	56.63%
EBITDA Margin%	25.10%	13.72%	10.26%	1484 bps	346 bps
Other Income	4.06	4.06	4.00		
Depreciation	44.19	10.41	8.89		
Interest	20.71	6.92	8.52		
Profit Before Tax	24.01	33.10	16.19		
Tax	7.58	10.23	3.69		
PAT	16.43	22.88	12.50	31.44%	83.01%
PAT Margin%	4.86%	6.77%	4.33%	53 bps	244 bps
Basic EPS in Rs.	10.06	14.01	7.66	31.33%	82.90%

- Increase in Revenue from Operations of **17.15%** mainly driven by sales from existing stores as well as addition of 61 stores on net basis
- EBITDA growth on account of higher sales and better operational efficiencies
- Increase in PAT on account of better EBITDA and higher operational leverage

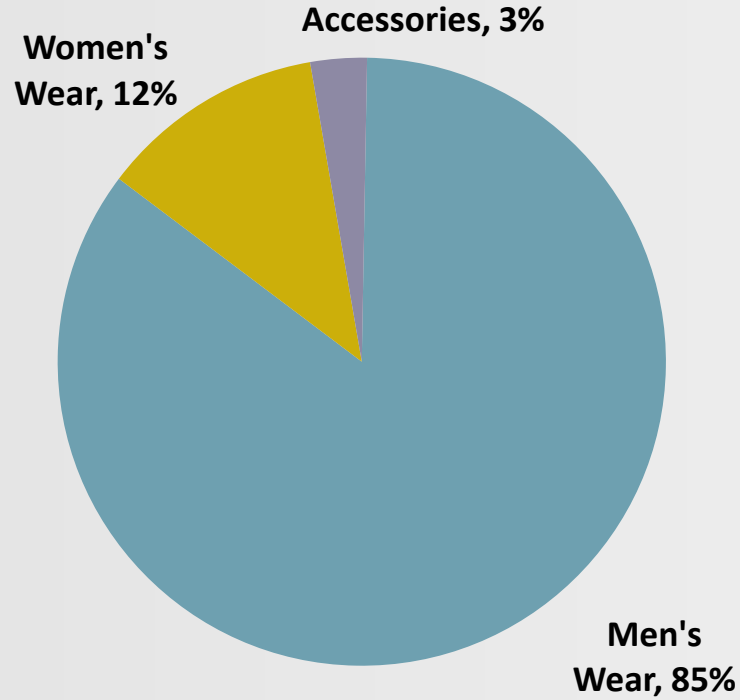
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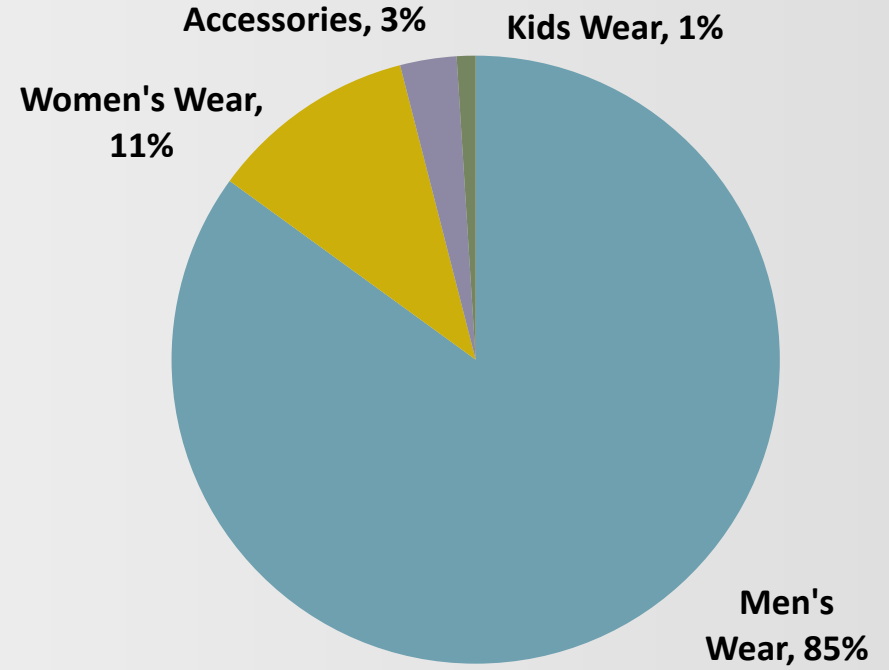
Revenue Break Up – Segmental



FY19



FY20



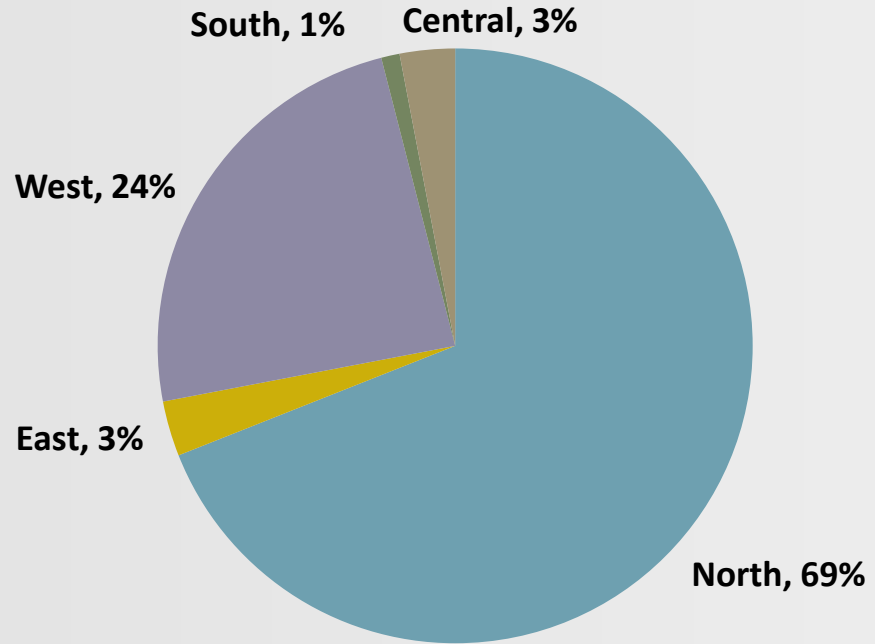
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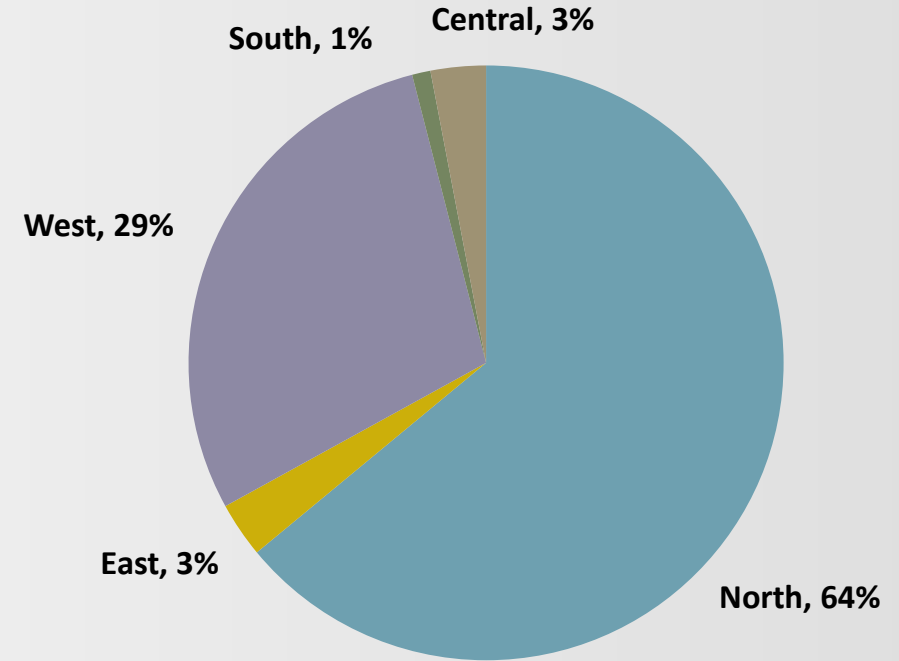
Revenue Break Up – Regional



FY19



FY20





Balance Sheet Highlights – FY20



Rs. Cr	As on 31 st Mar'20	As on 31 st Mar'19
Shareholder's Funds	118.07	114.30
Share capital	16.33	16.33
Other Equity	101.74	97.97
Non-current liabilities	226.78	15.31
Financial Liabilities		
(a) Borrowings	2.39	4.29
(b) Lease Liability	206.80	0.00
(c) Other Financial Liabilities	9.56	5.52
Provisions	3.70	2.77
Other Non - Current Liabilities	4.33	2.73
Current liabilities	104.56	95.52
Financial Liabilities		
(a) Borrowings	33.60	34.56
(b) Trade Payables		
(i) Total ostd dues of micro & small	4.79	7.83
(ii) Total ostd dues of creditors other than above	33.67	41.30
(c) Lease Liability	18.19	0.00
(d) Other Financial Liabilities	8.52	7.53
Provisions	3.03	2.36
Other Current Liabilities	2.77	1.94
Total Equities & Liabilities	449.41	225.13

Rs. Cr	As on 31 st Mar'20	As on 31 st Mar'19
Non-Current Assets	299.09	94.75
Property, Plant and Equipment	60.26	59.36
Capital work in progress	0.71	0.34
Right of use Asset	198.12	0.00
Investment Property	3.64	3.70
Other Intangible Assets	0.35	0.36
Investments	0.12	0.15
Other Financial Assets	0.72	0.13
Loans	8.29	6.67
Deposits with bank	0.00	0.00
Deferred tax assets (Net)	18.92	16.90
Other non-current assets	7.95	7.14
Current Assets	150.33	130.38
Inventories	128.05	96.90
Investments	0.04	0.06
Trade Receivables	4.52	18.45
Loans	0.76	0.56
Cash & Cash Equivalents	4.05	2.57
Other Financial Assets	4.27	4.18
Current tax assets (Net)	1.10	0.23
Other Current Assets	7.52	7.44
Total Assets	449.41	225.13

A photograph of a modern, multi-story building with a large sign on the roof that reads "CANTABIL". The building has a mix of light-colored panels and dark window frames. The sky is clear and blue.

CANTABIL



Company Overview

Who we are



Management



Key Strengths



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 16 states with 302 EBOs as on 31st March 2020
- Sales floor area - 3,23,229 sq. ft. as on Mar 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 indigenous sourcing, sourcing from China, job workers



Robust Retail Network

- 302 Exclusive Brand Outlets
- Out of 302 EBOs - 221 stores are Company operated and 81 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

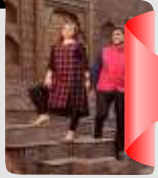
- Commerce graduate and Chartered Accountant
- Extensive experience in Finance, Accounts, Administration, Management & Tactical planning and Regulatory compliances
- Responsible for ensuring financial, accounting compliances and reporting requirements



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 302 exclusive retail outlets with floor space of 3.23 lacs sq. ft across 16 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

Brands



Manufacturing Plant



Exclusive Brand Outlets



Pan India Presence



Avg. Revenue Statistics





Our Brands



“CANTABIL”

- Established brand with 20 years of growing acceptance
- Highly popular in middle class - 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





Our Brands contd...



"CANTABIL"

"CROZO"

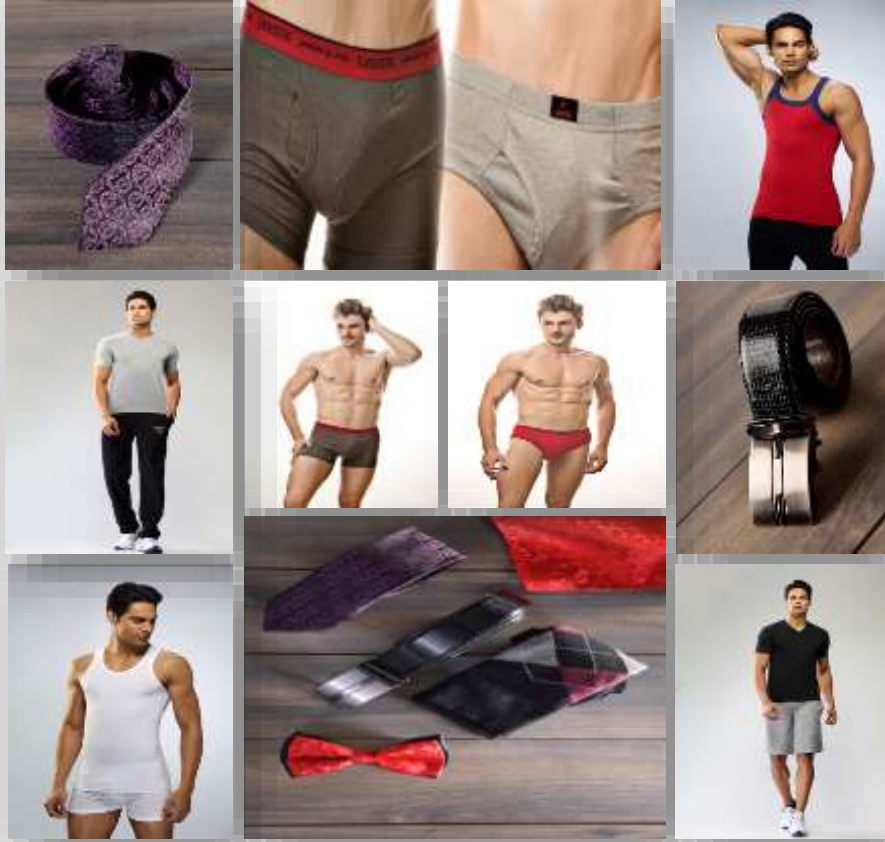




Our Brands



"KANESTON"



"Lil' Potatoes"



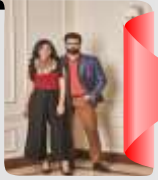


Manufacturing Plant - Haryana

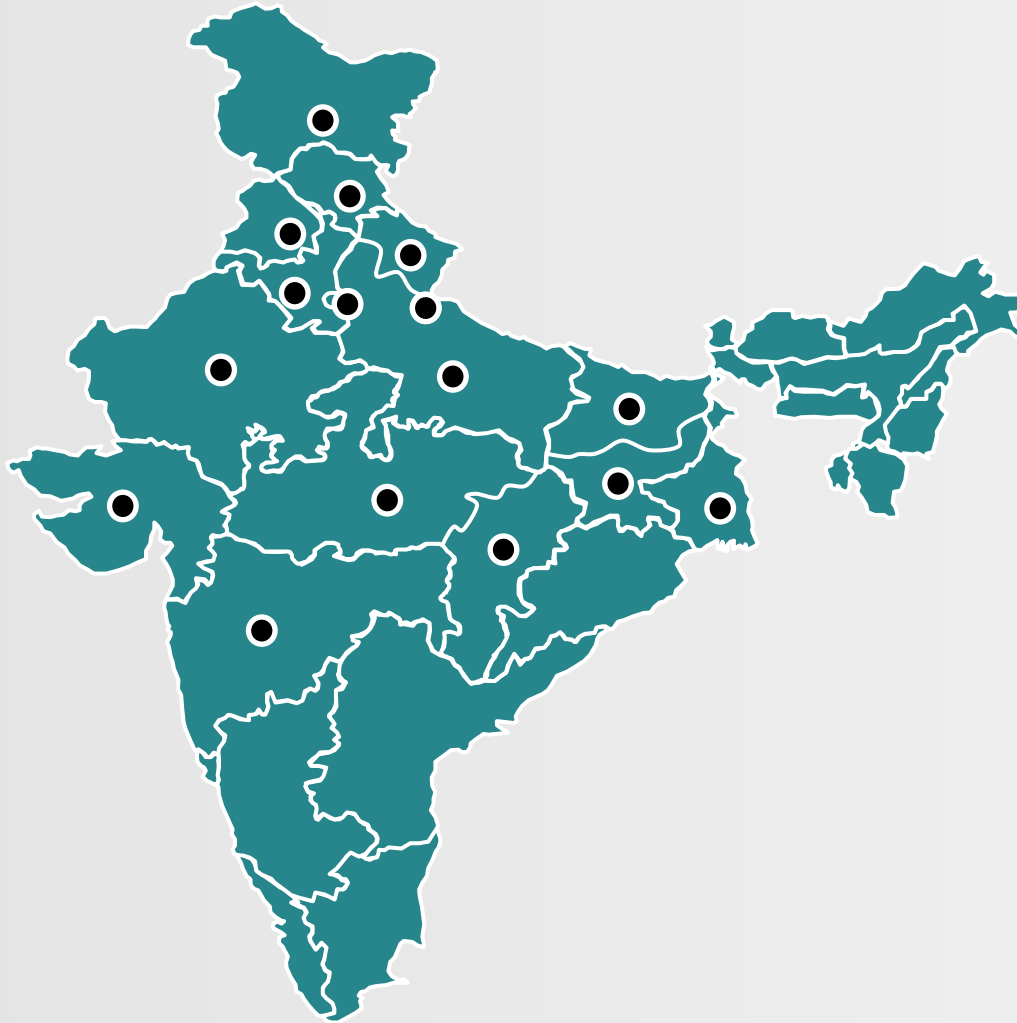


- State-of-art world class manufacturing plant across area of **1.50 Lacs sq. ft.** in Bahadurgarh, Haryana
- Fully integrated infrastructure and systems for modern manufacturing & retailing with complete automation - from Cutting to manufacture and finishing of formal and casual trousers, formal shirts & 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 with Casual trousers of **3 lac pcs**, Formal trousers of **2 lac pcs**, Suits & jackets to **2 lac pcs** and shirts to **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



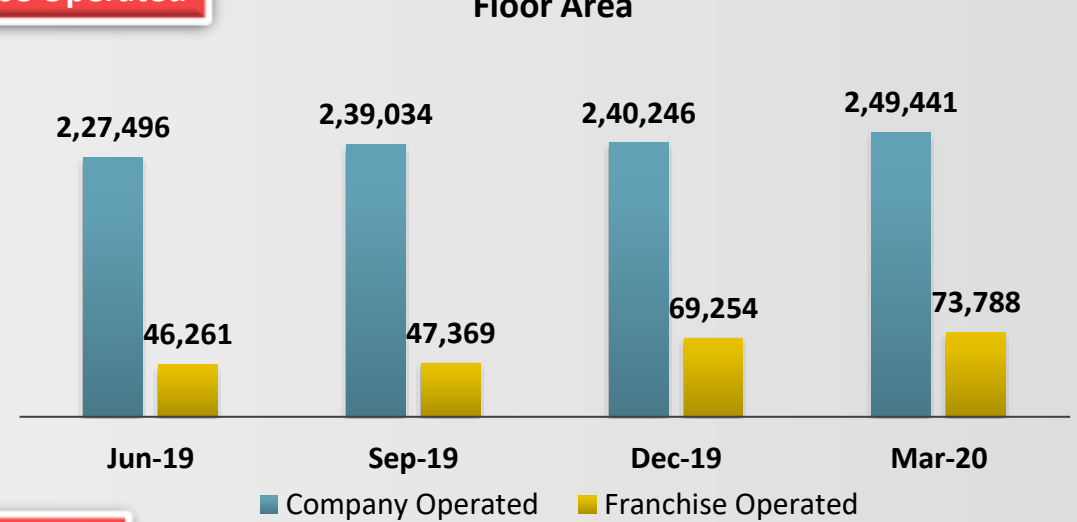
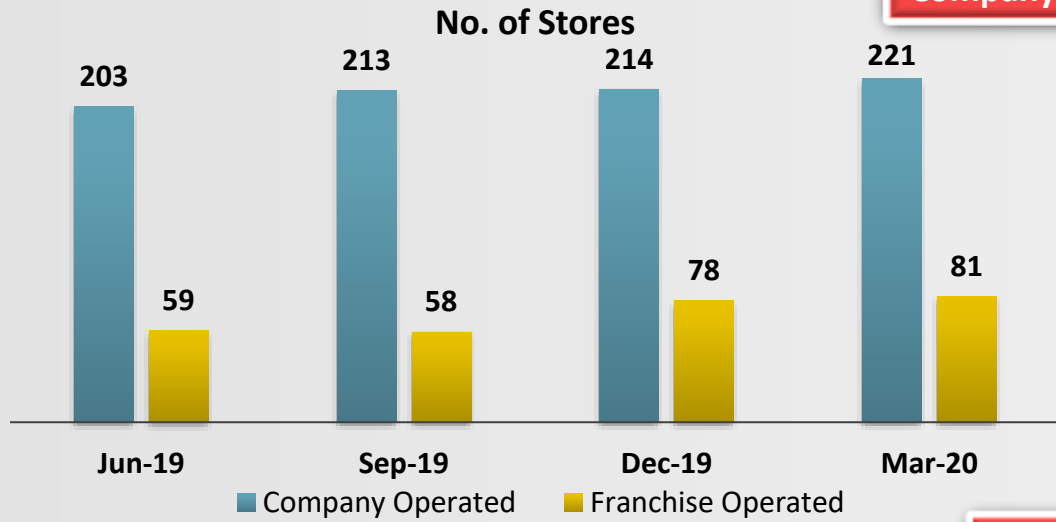
State	31 st Mar' 2020	31 st Dec' 2019
Bihar	4	4
Chhattisgarh	6	6
Delhi	55	55
Gujrat	19	17
Haryana	37	35
Himachal Pradesh	1	1
Jammu & Kashmir	6	6
Jharkhand	6	6
Maharashtra	38	36
Madhya Pradesh	5	4
Punjab	20	19
Rajasthan	44	44
Telangana	4	4
UP	48	47
Uttaranchal	7	6
West Bengal	2	2
Total	302	292



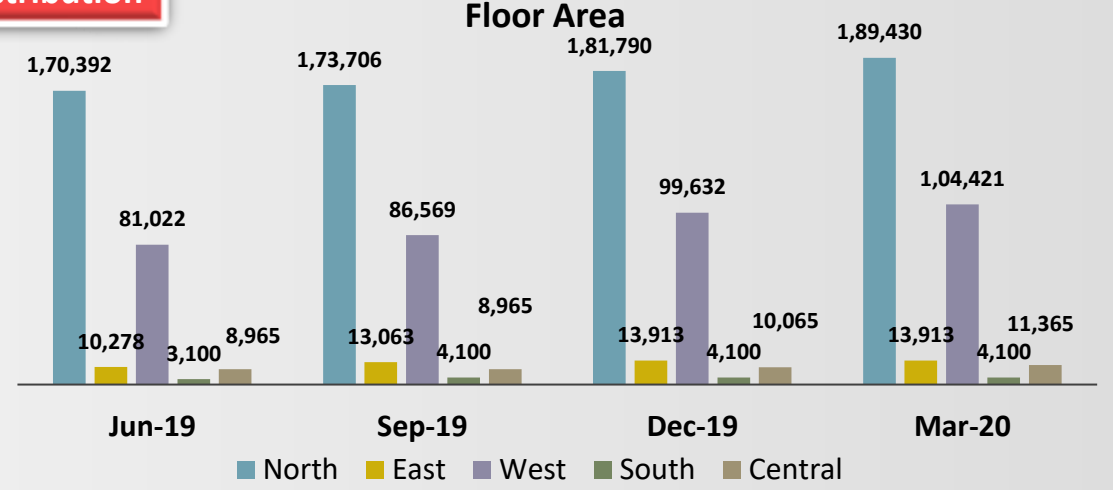
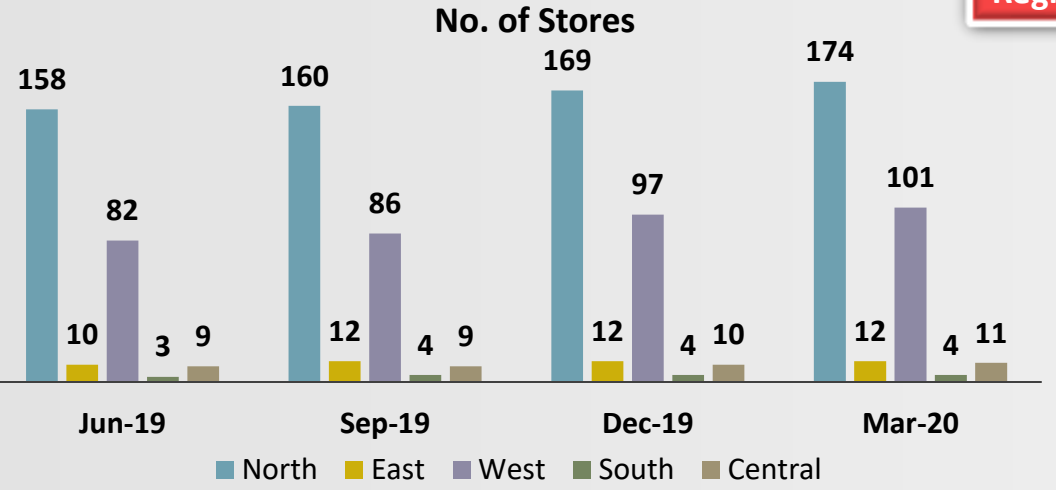
Exclusive Brand Outlets

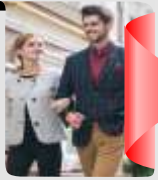


Company & Franchise Operated



Régional Distribution

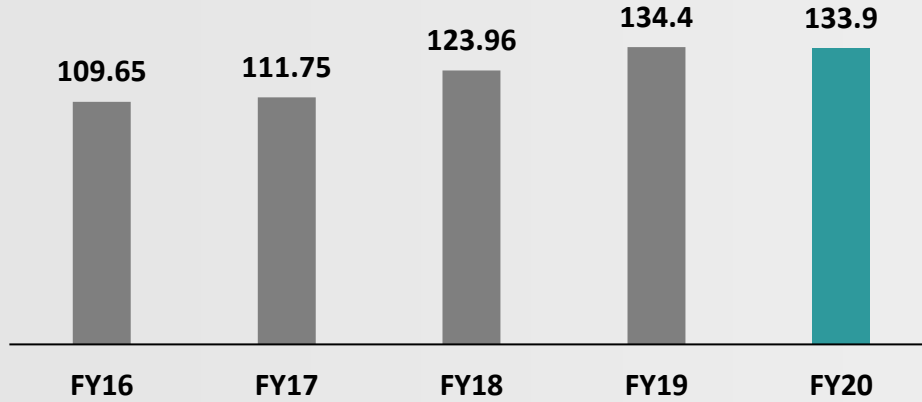




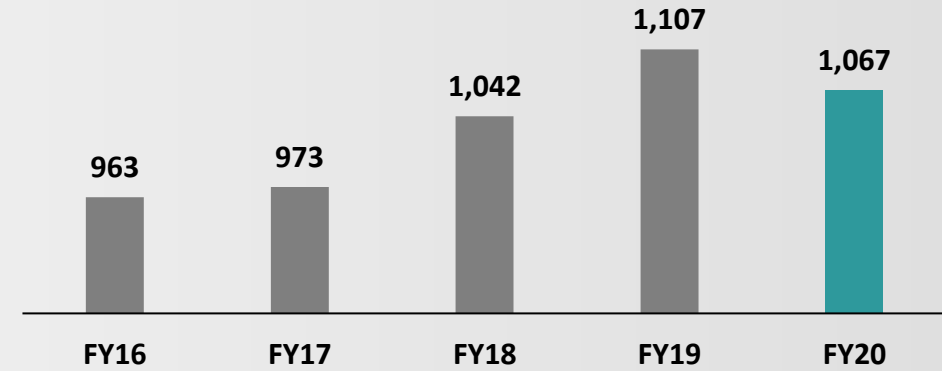
Avg. Revenue Statistics



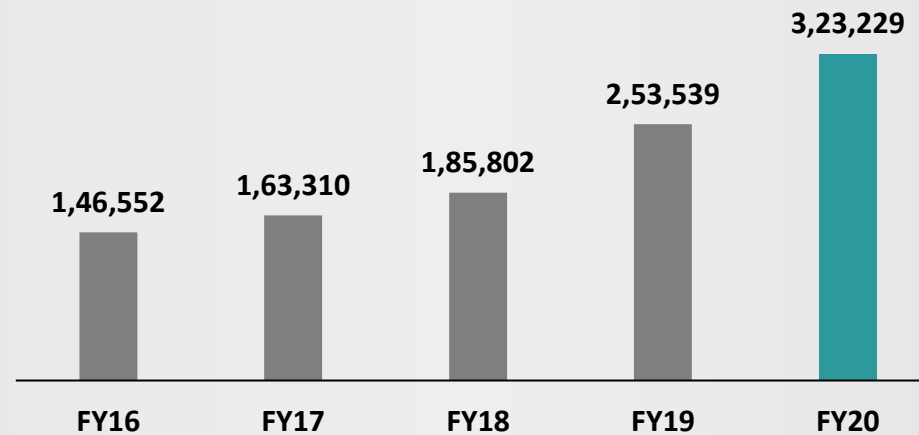
Avg Gross Revenue per Store (in lacs)



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



Total sq. ft.





Apparel Market



Industry Overview

Retailers



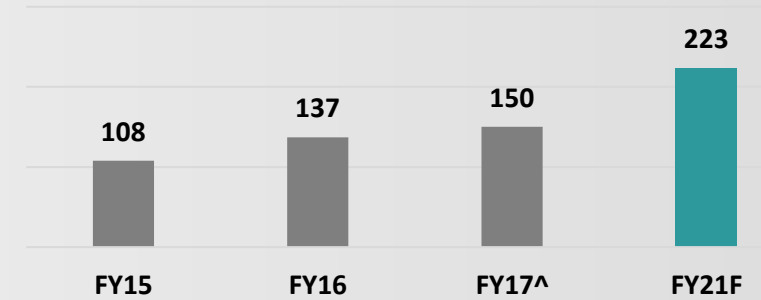


Indian Apparel Industry

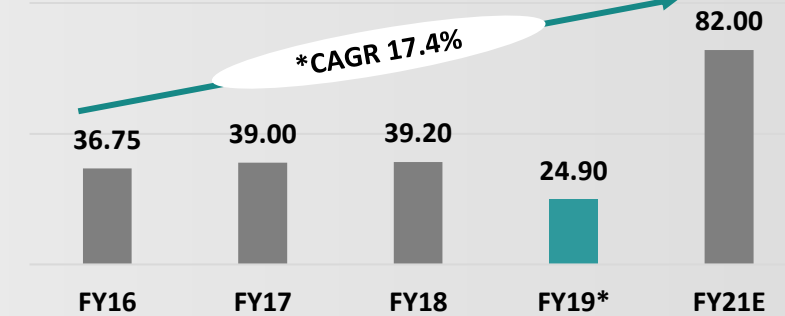


- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear** and **21% kid's wear**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by 2025**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh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

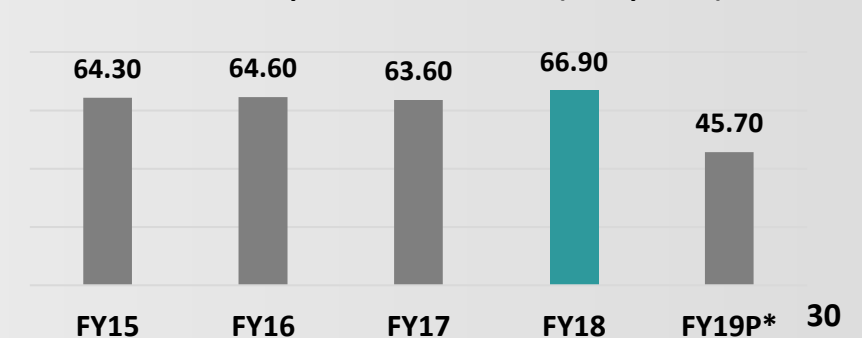
Textile and apparel industry in India (US\$ bn)



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



Total cloth production in India (bn sq. mtrs)



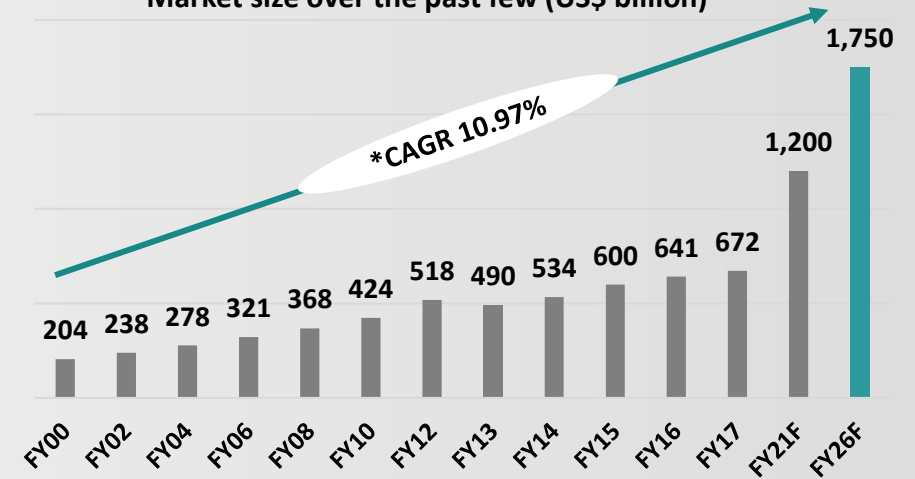


Strong Growth in Indian Retail Industry



- Total market size of Indian retail industry reached **US\$ 672 bn in 2017**. Forecasted to increase to **US\$ 1,200 bn by 2021** and **1,750 bn by 2026**
- India – fast growing market for fashion retailers on back of favorable demographics, increase in awareness of fashion trends, disposable incomes and relaxed FDI norms
- By 2021 **traditional retail** to hold major share of **75%**, **organized retail** share to reach **18%** and **e-commerce retail** share to reach **7%** of total retail market
- **Organized retail market** in India growing at **CAGR of 20-25%** per year
- Global large retailers such as **Walmart, GAP, Tesco etc** in process of increasing their sourcing from India and moving from third-party buying offices to establishing their own wholly-owned/wholly-managed sourcing and buying offices
- **FDI in multi-brand retail** approved to **51%** and increased FDI limit to **100%** (from 51%) in single brand retail, and has plans to allow **100% FDI** in e-commerce, under arrangement that products sold must be sourced or manufactured in India

Market size over the past few (US\$ billion)



Online retail in India (US\$ billion)





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

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



Thank You



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