



## Media Release

Total number of stores as on 31<sup>st</sup> March 2022 - 378

Q4FY22 Revenue at Rs.133.29 crore& FY22 Revenue at 383.39 crore

EBITDA (w/o IND-AS 116) – Q4 & FY22 at Rs. 22.68crore&75.79 crore resp.

EBITDA Margin (w/o IND-AS 116) – Q4 & FY22 at 17.01% &19.77% resp.

PAT (w/o IND-AS 116) – Q4 & FY22 at Rs. 9.34 crore &41.82 crore resp.

PAT Margin (w/o IND-AS 116) – Q4 & FY22 at 7.01% &10.91% resp.

**Company repaid all loans and is now a debt free**

**Delhi, 18<sup>th</sup> May 2022:** 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 fourth quarter and full year ended March 31st, 2022. 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 FY22 (With IND- AS 116)	Q4FY22 (W/O IND- AS 116)	Q4 FY21 (With IND- AS 116)	Q4FY21 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)	Q3 FY22(With IND-AS 116)
Revenue	133.29	133.29	92.83	92.83	43.59%	43.59%	131.72
EBIDTA*	34.49	22.68	24.40	15.82	41.33%	43.31%	47.74
EBITDA Margin (%)	25.87%	17.01%	26.29%	17.05%	(42 bps)	(4 bps)	36.24%
PAT	8.12	9.34	7.28	8.70	11.55%	7.38%	23.71
PAT Margin (%)	6.09%	7.01%	7.85%	9.37%	(176 bps)	(236 bps)	18.00%
Basic EPS	4.98	5.72	4.46	5.33	11.66%	7.32%	14.52

\*excluding other income



Particulars	FY22 (With IND- AS 116)	FY22 (W/O IND- AS 116)	FY21 (With IND- AS 116)	FY21 (W/O IND- AS 116)	Y-o-Y (%) (With IND- AS 116)	Y-o-Y (%) (W/O IND- AS 116)
Revenue	383.39	383.39	251.89	251.89	52.21%	52.21%
EBIDTA*	111.68	75.79	59.40	35.20	88.01%	115.33%
EBITDA Margin (%)	29.13%	19.77%	23.58%	13.97%	555 bps	580 bps
PAT	38.06	41.82	9.66	17.86	293.79%	134.21%
PAT Margin (%)	9.93%	10.91%	3.84%	7.09%	609 bps	382 bps
Basic EPS	23.31	25.61	5.92	10.94	293.75%	134.10%

\*excluding other income

**Performance Highlights with IND-AS 116 for the quarter ended March 31st, 2022:**

- Revenue from operations was at **Rs. 133.29 crore in Q4 FY22** as against Rs. 92.83 crore in Q4 FY21 YoY increase of 43.59% mainly on account of higher ticket size along with increasing footfalls and newly opened stores
- EBITDA (excluding other income) stood at **Rs. 34.49 crore**
- EBITDA Margin was **25.87%**
- Profit After Tax was at **Rs. 8.12 crore**- The Company decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets due to which, profit for has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 1318.12 lakhs
- PAT Margin was **6.09%**
- Basic EPS stood at **Rs. 4.98**

**Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2022:**

- EBITDA (excluding other income) stood at **Rs. 22.68 crore in Q4 FY22** as against Rs. 15.82 crore in Q4 FY21 **YoY increase of 43.31%**, on account of higher average pricing, improving average sales per store
- EBITDA Margin in **Q4 FY22 was 17.01%** as against 17.05% in Q4 FY21, decrease of 4 bps



- Profit After Tax was at **Rs. 9.34 crore in Q4 FY22** as against Rs. 8.70 crore in Q4 FY21
- PAT Margin was **7.01% in Q4 FY22** as against 9.37% in Q4 FY21, decrease of 236 bps
- Basic EPS stood at **Rs. 5.72**

**Performance Highlights with IND-AS 116 for the year ended March 31st, 2022:**

- Revenue from operations was at **Rs. 383.39 crore in FY22** as against Rs. 251.89 crore in FY21 YoY increase of 52.21% on account of higher sales from existing and new stores opened
- EBITDA (excluding other income) stood at **Rs. 111.68 crore**
- EBITDA Margin was **29.13%**
- Profit After Tax was at **Rs. 38.06 crore**- The Company decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets due to which, profit for has exceptional decrease and consequential net profit w/o considering above said adjustment is Rs. 4311.29 lakhs
- PAT Margin was **9.93%**
- Basic EPS stood at **Rs. 23.31**

**Performance Highlights W/O IND-AS 116 for the quarter ended March 31st, 2022:**

- EBITDA (excluding other income) stood at **Rs.75.79 crore in FY22** as against Rs. 35.20 crore in FY21 **YoY increase of 115.33%**, on account of increasing ticket size, higher NOBs and better sales
- EBITDA Margin in **FY22 was 19.77%** as against 13.97% in FY21, increase of 580 bps
- Profit After Tax was at **Rs.41.82 crore in FY22** as against Rs. 17.86 crore in FY21
- PAT Margin was **10.91% in FY22** as against 7.09% in FY21, increase of 382 bps
- Basic EPS stood at **Rs. 25.61**



## 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 announce that the Company has produced excellent set of numbers for FY22 on the back of enormous efforts put in by the team. We took the past several quarters as a challenge and built-in strategies and mechanisms to overcome them. And hence in Q4 FY22 we recorded revenue of Rs. 133.29 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 22.68 crores and Rs. 9.34 crores respectively and for full year ended 31st March 2022 we recorded revenue of Rs. 383.39 crores with EBITDA and PAT (w/o IND-AS 116) of Rs. 75.79 crores and Rs. 41.82 crores respectively. We have decided to exercise the option of new taxation regime with lower tax rates and hence have to bear a one-time non-cash adjustment of Rs. 5.06 crore as re-measurement of Deferred Tax Assets leading to slightly lower PAT.*

*We stuck to our plan of targeting new locations and geographies, opening new stores and pushing in through right branding tools. This enabled us to show quick recovery with increasing ticket size and higher NOBs. At the same time, we have been contemplating over the need to have a bigger warehousing facility and corporate office that can take care of various tasks of the organisation considering the future expansion plan and, in this regard, we have invested in the same that would result in better efficiencies and enable us to manage inventory and supply chain more efficiently. Also, we have invested in our manufacturing facility at Bahadurgarh by setting up a washing facility and installed some of the most advanced machines to stick to our promise of providing the best quality product at the most affordable price. Our Cash Flow has been solid that has enabled us to repay the entire loan and now we are a debt-free Company. As of 31st March 2022, the Company has total of 378 stores and we shall try to keep up with the current pace of growth.*

*I would like to thank the entire team of CRIL, as well as all our stakeholders, whose faith and efforts enable us to stay focused and generate better results."*

### 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



## Cantabil Retail India Limited

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.

The Company sells its products under the brand Cantabil through 378 Exclusive Brand Outlets (EBOs) in 18 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/](http://www.cantabilinternational.com/)

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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.