



August 13, 2024

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

Subject: Press Release on Un-Audited Financial Results for the Quarter ended on June 30, 2024

Dear Sir/Ma'am,

Please find enclosed herewith the Press Release on Un-audited Financial Results for the Quarter ended on June30, 2024.

You are requested to take the above on record.

For Cantabil Retail India Limited

**POONAM
CHAHAL**

Digitally signed by POONAM CHAHAL
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serialNumber=10c4b7bd0cb340578d76c631cd
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cn=POONAM CHAHAL
Date: 2024.08.13 12:07:05 +05'30'

**Poonam Chahal
Company Secretary & Compliance Officer
FCS No. 9872**

Encl: as above

CANTABIL RETAIL INDIA LTD.

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e-mail : info@cantabilinternational.com Website : www.cantabilinternational.com CIN No. L74899DL1989PLC034995
Works : Plot No. 359,360 & 361, Phase 4-B, Sec.-17, HSIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507**

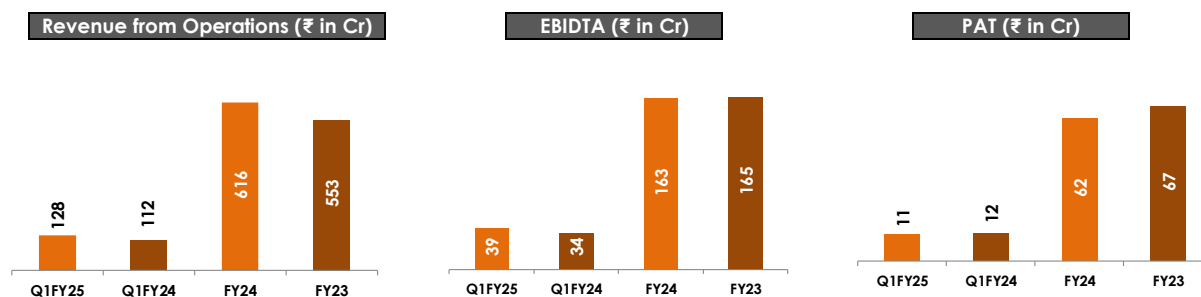
CANTABIL RETAIL INDIA LIMITED

Positive SSG after 4 Quarters
Revenue for Q1 FY25 up by 14% y-o-y at ₹ 127.9 crores
EBIDTA for Q1 FY25 up by 14% at ₹ ₹ 39.4 crores
PAT for Q1 FY25 at ₹ 11.4 crores
Total Store 544 | Net Store addition 11

New Delhi, August 13, 2024: Cantabil Retail India Limited (CRTL / Company), one of India's leading integrated retail player with pan India presence declared its unaudited Financial Results for the quarter ended June 30, 2024. CRTL with over 3 decades presence is in the business of designing, manufacturing, branding and retailing of apparels under the brand name of **CANTABIL**.

Key Financial Highlights are as follows :

Particulars (₹ In Cr)	Q1FY25	Q1FY24	Y-O-Y	FY24	FY23	Y-O-Y
Revenue from Operations	127.9	111.8	14%	616.5	552.8	12%
EBIDTA	39.4	34.4	14%	162.7	164.7	-1%
EBIDTA Margin	30.8%	30.8%		26.4%	29.8%	
PAT	11.4	12.3	-7%	62.2	67.2	-7%
PAT Margin %	8.9%	11.0%		10.1%	12.2%	



Standalone Performance highlights for Q1 FY25

- **Revenue from Operations** for Q1 FY25 grew by 14% to ₹127.9 crores as compared to ₹111.8crores in Q1 FY24.
- **EBIDTA** for Q1 FY25 stood at ₹39.4 crores as compared to ₹34.4 crores in Q1 FY24. **EBIDTA margin** for Q1 FY25 stood at 30.8% as compared to 30.8% in Q1 FY24.
- **PAT** for Q1 FY25 stood at ₹11.4 crores as compared to ₹12.3 crores in Q1 FY24. **PAT margin** for Q1 FY25 stood at 8.9% as compared to 11.0% in Q1 FY24.

KEY FOCUS AREAS**• Improving SSG**

Focussing on product improvement by introducing new and fresh range within the existing product categories, inventory management and tracking to ensure Never out of Stock alongside incentivising store staff to achieve better sales and thereby improving SSG and positively impacting margins

• Increasing Retail Presence

Continuing our strategy towards expanding our retail presence, the Company added net 11 stores in Q1 FY25 taking the total tally to 544 stores as at June 30, 2024. We intend to increase our store count to ~700+ in next 2 years. The target is to improve our reach in Tier 2 & Tier 3 cities with increased focus on exclusive women & kid wear stores.

• Enhancing Manufacturing Capacities

Recently upgraded facility by investing and adding latest machinery. Company plans to further invest in technology to enhance manufacturing capabilities. The existing location offers scope for further capacity addition within the same space

• Improving Efficiencies

Focus on areas to reduce costs and achieve efficiencies in order to attain competitive edge. Investment in new multi level Warehousing Facility along with Corporate Office - to result in lower cost, higher efficiencies and better inventory & supply chain management.

Commenting on the results and performance, Mr. Vijay Bansal, (Chairman & Managing Director) of Cantabil Retail India Limited said :

“FY 25 has started on a positive note with Company delivering a double digit volume growth of 18.5% and also achieving a positive SSG of 1.2% in Q1FY25. This was achieved despite a lower wedding season demand and heat wave conditions specifically in north India impacting the consumption.

The above normal monsoons prediction and its progress so far is likely to translate into improvement in discretionary spending. That alongside government focus on consumption push bodes well for companies with strong brand loyalties and customer connect. Our strategic agenda of further expanding our reach with the aim of being ever more proximate and convenient to customers, reinforcing our brand promise, expansion into newer markets, diversification across various segments and categories, and ensuring an elevated shopping experience to our customers will help us to gain advantage of revival in consumer demand. Cantabil is well placed to leverage the next wave of growth in the segment by unlocking its various growth platforms. We see a strong demand rebound with onset of festival season in Q3 followed by wedding and winter season.

On the expansion front, the Company accelerated its store expansion strategy by opening 11 stores (net) during the quarter.

With a positive outlook on the growth prospects of both the Indian economy and the fashion apparel sector, we are determined to leverage our robust brand recall value to drive consistent, sustainable growth. We are confident that this business is well poised to shift gears and deliver substantial value to customers and shareholders going forward.”

About Cantabil Retail India Limited: 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 15.00 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.

The Company sells its products under the brand Cantabil through 544 Exclusive Brand Outlets (EBOs). The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

Disclaimer : Certain statements in this “Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management’s current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. This “Release” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company’s shares.

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