



May 18, 2026

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: Investor Presentation on Audited Financial Results for the Quarter and Financial Year-ended on March 31, 2026

Dear Sir/Ma'am,

Please find attached copy of Investor Presentation for the Quarter and Financial Year ended on March 31, 2026.

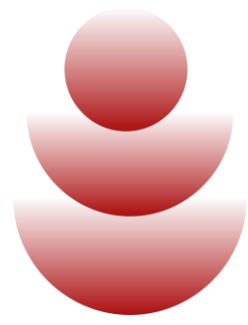
You are requested to take the above on record.

For Cantabil Retail India Limited

Poonam Chahal
Company Secretary & Compliance Officer
FCS No. 9872
Encl: as above

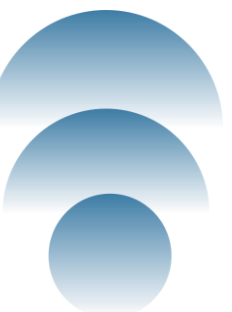
CANTABIL RETAIL INDIA LTD.

H.Off. : C-12, Lawrence Road Ind. Area, New Delhi - 110 035. Tel : 011-41414188, 46818101
e-mail : info@cantabilinternational.com Website : www.cantabilinternational.com CIN No. L74899DL1989PLC034995
Works : Plot No. 359,360 & 361, Phase 4-B, Sec.-17, HSIIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507



CANTABIL RETAIL INDIA LIMITED

**INVESTOR PRESENTATION
Q4 & FY26**



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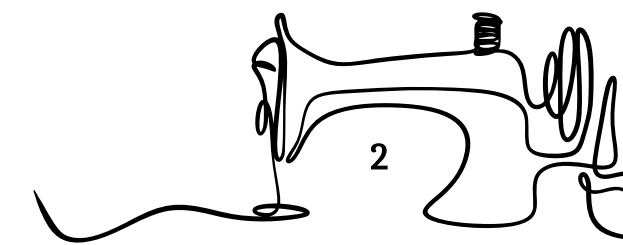
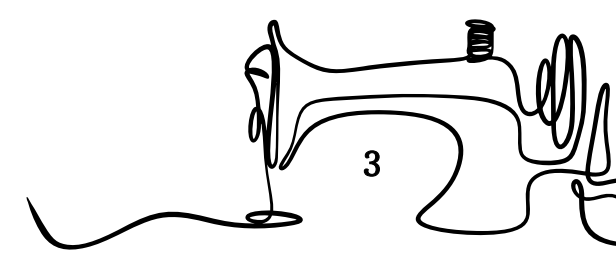


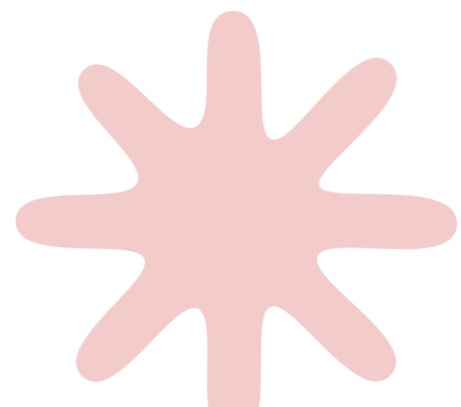
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**Q4 & FY26
PERFORMANCE HIGHLIGHTS**



Q4 FY26 - KEY OPERATIONAL UPDATES

Store Additions



01

Company added **7 Stores** in Q4 FY26

Total store count **652**

SSG



02

SSG for the quarter stood at **4.97%**

ABV & ASP



03

ABV for Q4 FY26 was **₹4,484** as compared to ₹4,009 for Q4 FY25. **ASP** for the Q4 FY26 was **₹1,181** as compared to ₹1,111 for Q4 FY25

Retail Area



04

Total retail area was **9.15 lakh sq. ft** as at Q4 FY26 compared to 8.04 lakh sq. ft as at Q4 FY25

PSF



05

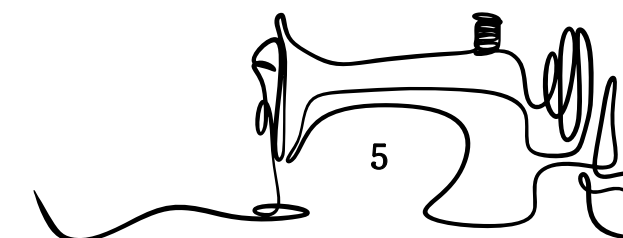
PSF for Q4 FY26 stood at **₹ 875** as compared to ₹ 874 in Q4 FY25.

Volume Growth



06

Volume growth for the Quarter stood at **9.69% (Y-o-Y)**



FY26 - KEY OPERATIONAL UPDATES



Store Additions
Company added **53** Stores in FY26
Total store count **652**

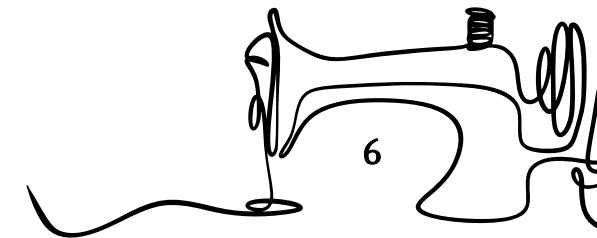
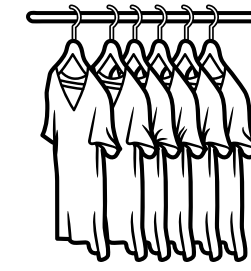
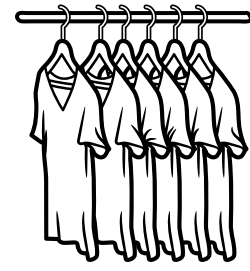
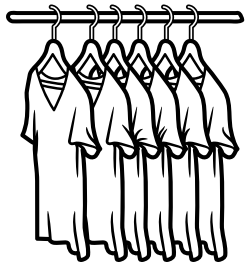
Retail Area
Total retail area was **9.15 lakh sq. ft** as at FY26 compared to 8.04 lakh sq. ft as at FY25

SSG
SSG for the year stood at **5.24%**

PSF
PSF for FY26 stood at **₹ 768** as compared to ₹ 763 in FY25.

ABV & ASP
ABV for FY26 was **₹4,415** as compared to ₹4,014 for FY25.
ASP for the FY26 was **₹1,101** as compared to ₹1,051 for FY25

Volume Growth
Volume growth for the year stood at **13.33%** (Y-o-Y)



Q4 & FY26 - KEY PERFORMANCE HIGHLIGHTS

Quarter Ended

Revenue

₹ 253.5 Crs
Growth of 15% Y-O-Y

Gross Margin

₹ 145.3 Crs
Growth of 23% Y-O-Y

EBITDA

₹ 78.1 Crs
Growth of 34% Y-O-Y

PBT

₹ 38.6 Crs
Growth of 29% Y-O-Y

PAT

₹ 29.2 Crs
Growth of 30% Y-O-Y

Year Ended

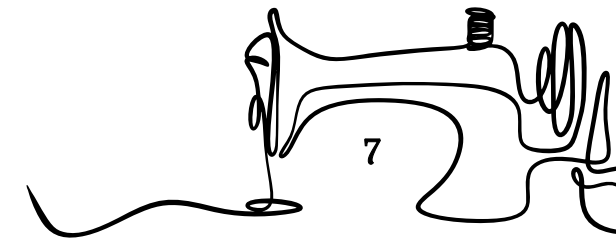
₹ 852.6 Crs
Growth of 18% Y-O-Y

₹ 514.8 Crs
Growth of 22% Y-O-Y

₹ 264.3 Crs
Growth of 29% Y-O-Y

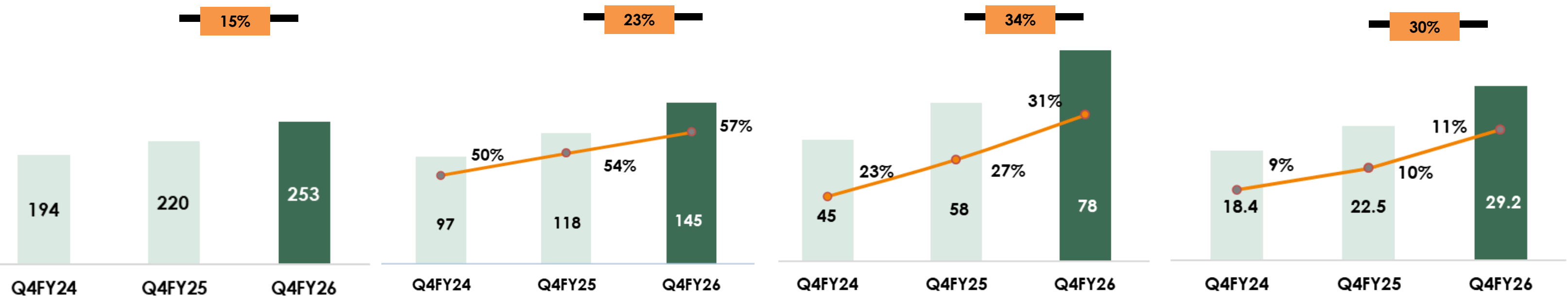
₹ 126.2 Crs
Growth of 28% Y-O-Y

₹ 95.8 Crs
Growth of 28% Y-O-Y

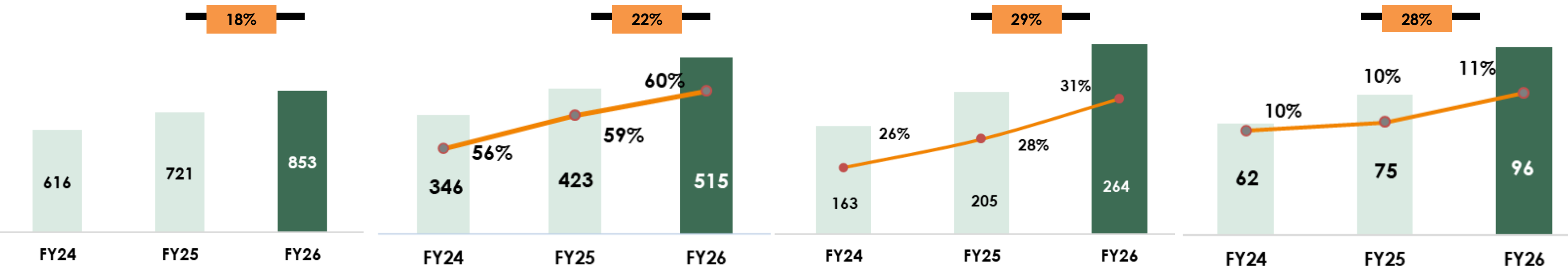


KEY FINANCIAL HIGHLIGHTS (GROWTH IN %)

Quarter Ended



Year Ended

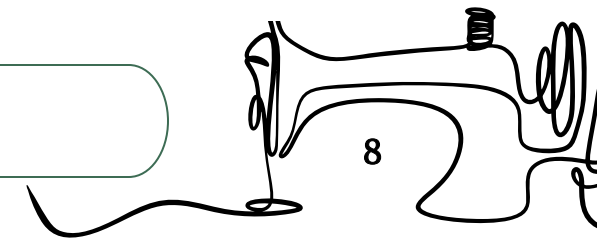


Revenue (₹ Cr)

Gross Margin (₹ Cr)

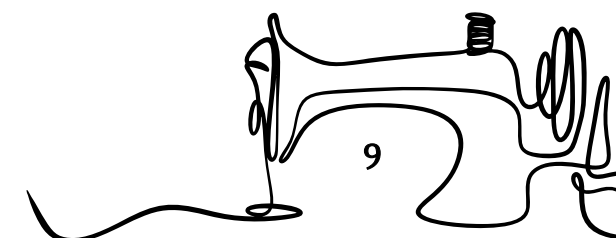
EBIDTA (₹ Cr)

PAT (₹ Cr)



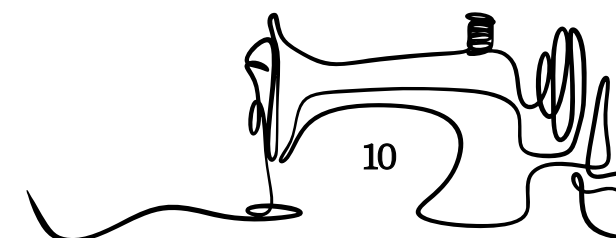
PROFITABILITY HIGHLIGHTS

Particulars (₹ In Crs)	Q4FY26	Q4FY25	Y-o-Y	FY26	FY25	Y-o-Y
Revenue from Operations	253.5	219.8	15%	852.6	721.1	18%
Raw Material Expenses	87.5	79.3		253.6	213.7	
Employee Expenses	42.6	39.1		161.5	143.2	
Other Expenses	45.2	43.0		173.0	159.4	
EBITDA	78.1	58.4	34%	264.3	204.8	29%
EBITDA Margin (%)	30.8%	26.6%		31.0%	28.4%	
Other Income	3.4	3.5		9.5	8.4	
Depreciation	28.8	22.8		99.7	80.2	
Finance Cost	14.2	9.2		48.0	34.8	
Profit before Tax & Exceptional Item	38.6	29.9		126.2	98.2	
Profit before Tax	38.6	29.9	29%	126.2	98.2	28%
PBT Margin (%)	15.2%	13.6%		14.8%	13.6%	
Tax	9.3	7.4		30.4	23.3	
Profit After Tax	29.2	22.5	30%	95.8	74.9	28%
PAT Margin (%)	11.5%	10.2%		11.2%	10.4%	
Basic EPS	3.5	2.7		11.4	9.0	
Diluted EPS	3.5	2.7		11.4	9.0	

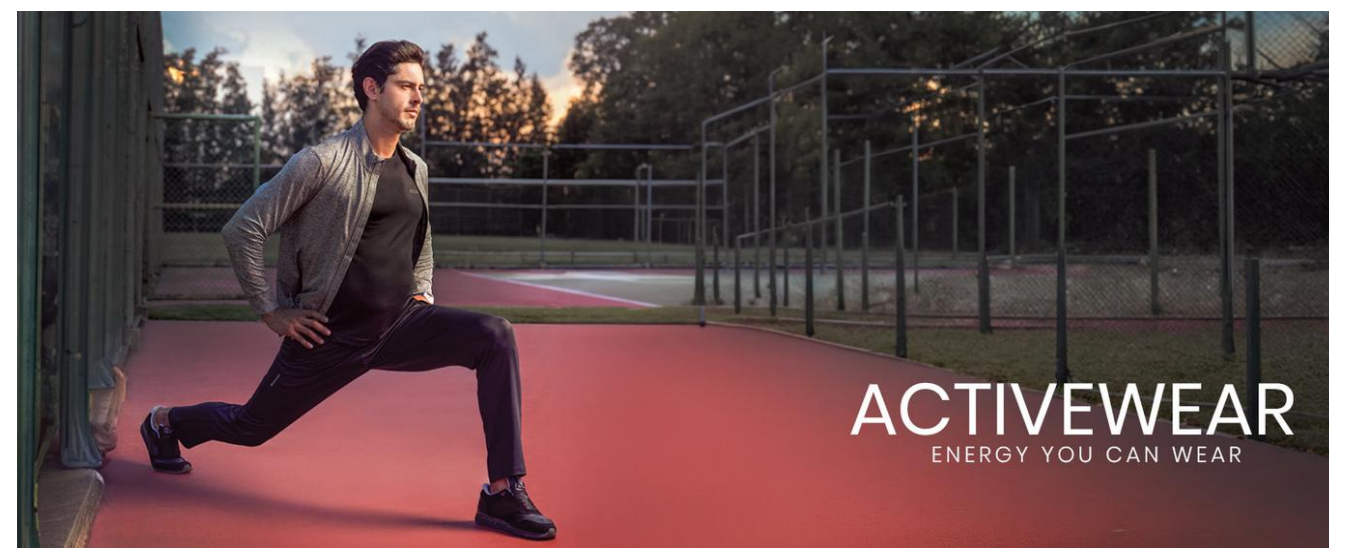
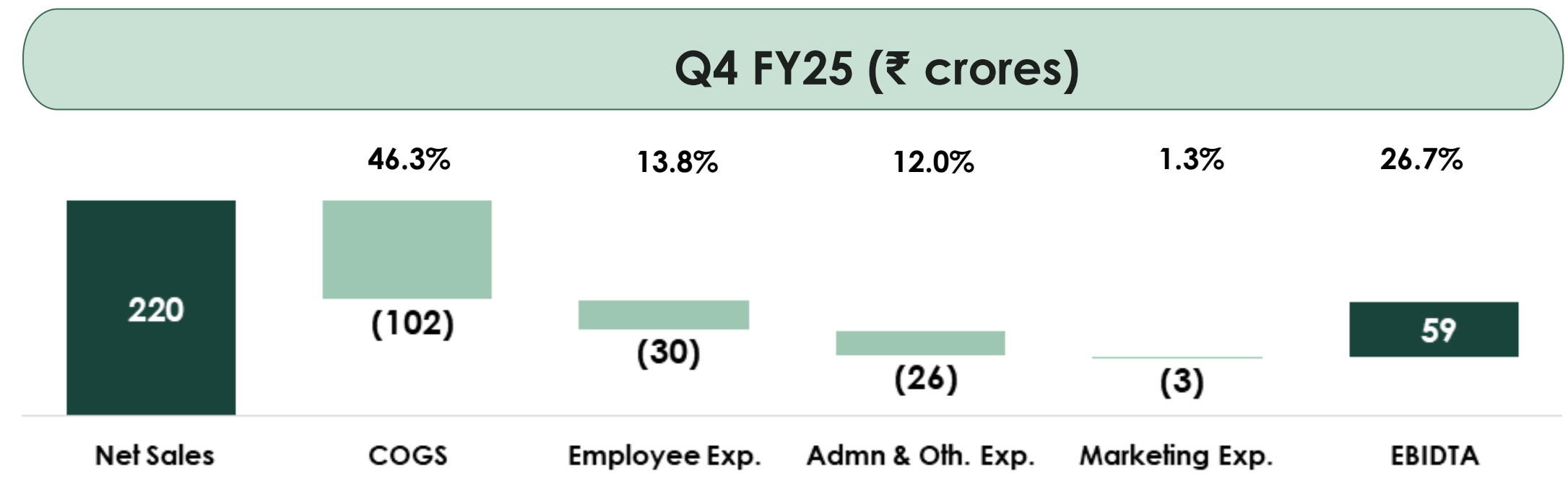
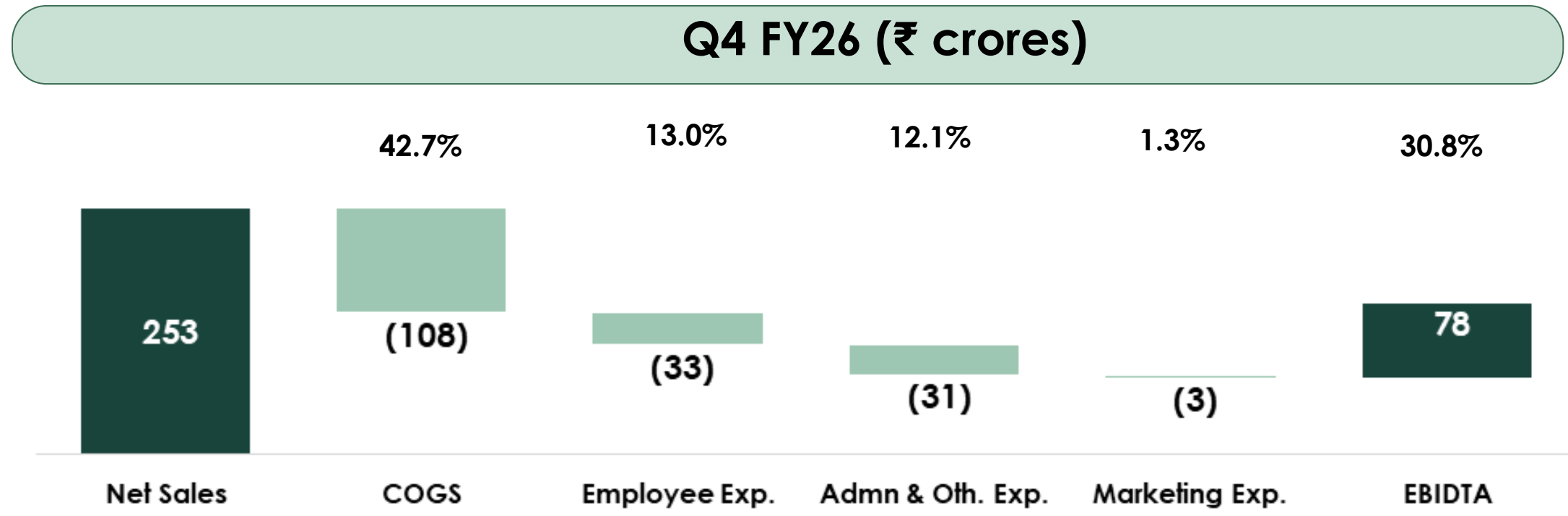


PROFITABILITY HIGHLIGHTS (PRE IND AS 116)

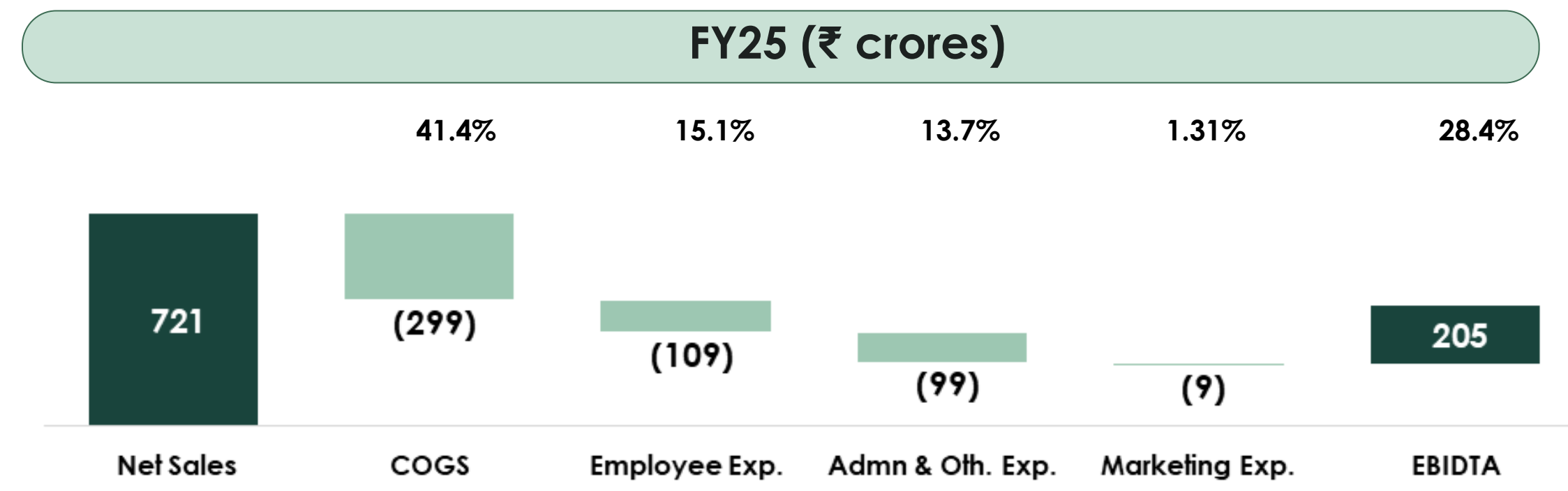
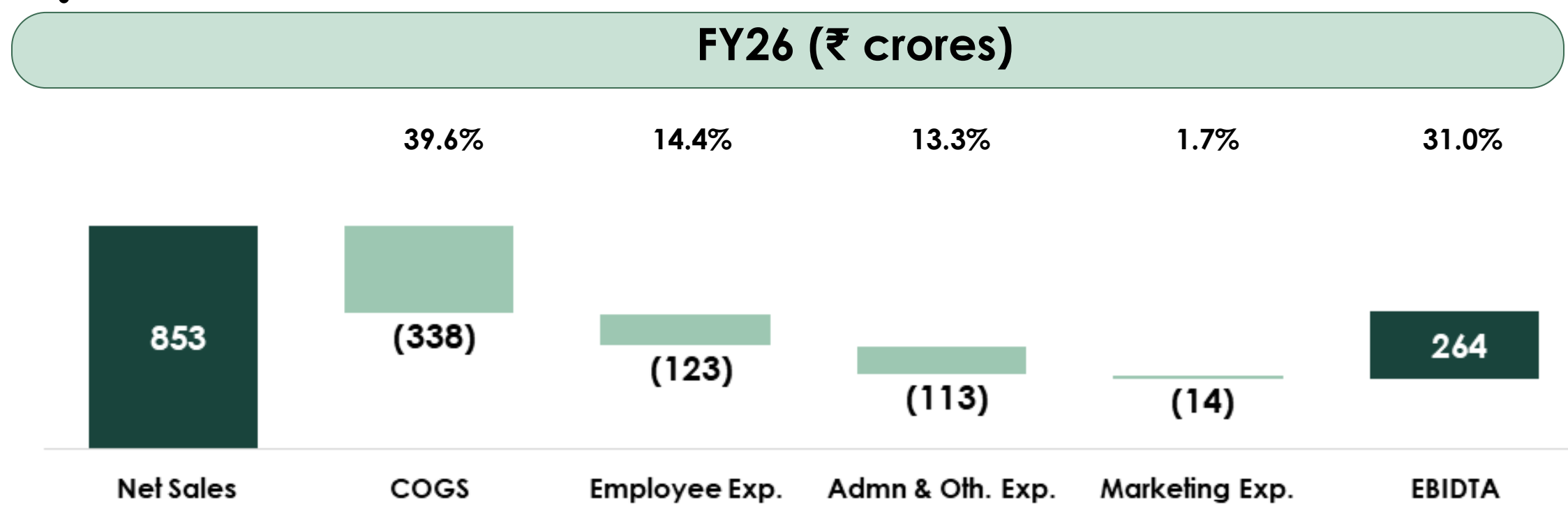
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Raw Material Expenses	87.5	79.3		253.6	213.7	
Employee Expenses	42.6	39.1		161.5	143.2	
Other Expenses	72.1	65.8		275.2	244.0	
EBITDA	51.2	35.6	44%	162.1	120.2	35%
EBITDA Margin (%)	20.2%	16.2%		19.0%	16.7%	
Other Income	2.6	2.0		7.7	6.9	
Depreciation	7.6	5.6		25.8	20.3	
Finance Cost	0.5	0.4		3.4	2.5	
Exceptional Item	0.0	0.0		0.0	0.0	
Profit before Tax	45.8	31.6	45%	140.7	104.4	35%
PBT Margin (%)	18.1%	14.4%		16.5%	14.5%	
Tax	11.1	7.8		34.1	24.9	
Profit after Tax	34.6	23.8	46%	106.6	79.5	34%
PAT Margin (%)	13.7%	10.8%		12.5%	11.0%	

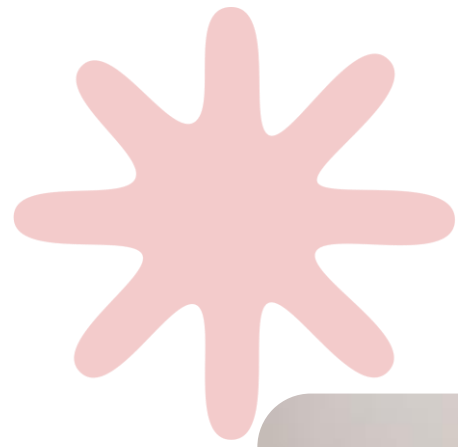


Q4 FY26 OPERATIONAL MATRIX

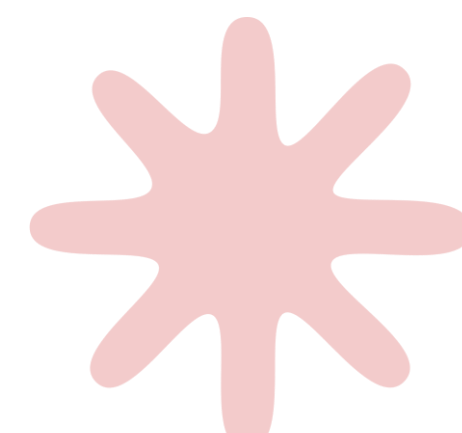


FY26 OPERATIONAL MATRIX





⊕ **CORPORATE OVERVIEW**



LEADING LIFESTYLE APPAREL BRAND



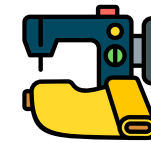
01



Incorporation

Pioneering India's organized retail since **1989**. With a **35 + year** legacy of excellence, we continue to redefine the shopping experience for a new generation.

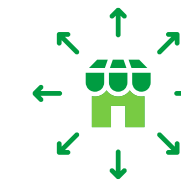
02



Manufacturing & Retail Store

Established our manufacturing facility. Launched our first '**Cantabil**' brand store in the year **2000**, marking our entry into the men's wear market

03



Expansion of Offerings

Building on our brand equity, we diversified our portfolio with the introduction of **women's wear in 2007** and **men's accessories in 2013**

04



Capacity

With a **2 lakh sq. ft.** facility, we can produce **1.8 million** garments per year, meeting significant demand

05



Presence

With a strong retail presence, our **652 brand stores** spread across **308 cities** in **21 states** and continue to expand

06



Industry Leading Return Ratio

Industry leading ROCE of **40.2%** & Healthy ROE of **22.0%** for FY 2026

KEY BUSINESS STRENGTHS

**Strong Brand
Recall**

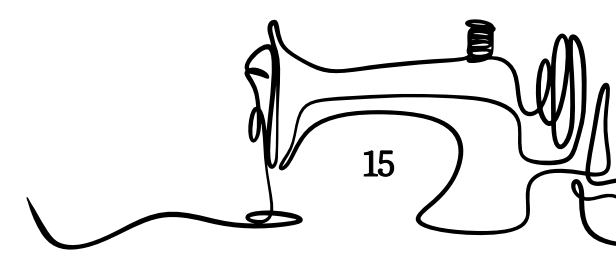
**Proven Leadership
with a Strong Focus
on Corporate
Governance**

**Strategically
Integrated
Facilities Enabling
Operational
Efficiency**

**Robust Design
Capabilities
Enabling Fashion-
Forward and
Innovative
Offerings**

**Extensive
National
Footprint with
Strong Supply
Chain Execution**

**Diversified
Merchandise
Portfolio Catering
to the Entire
Family**



EXPERIENCED MANAGEMENT TEAM



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 Govt of Delhi; “GLOBAL BUSINESS ICON” award by Hon’ble Union Minister of Science & Technology in June 2018 and “Most Admired Garment Brand of India” award by Ministry of Textile – Govt of India.



DEEPAK BANSAL

Whole Time Director

- Graduate in mathematics from Delhi University
- Substantial expertise in Retail Apparel Industry
- Responsible for marketing strategy and spearhead plans to expand
- Explore new markets & increasing retail footprint in India



BASANT GOYAL

Whole Time Director

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



SHIVENDRA NIGAM (FCA)

Chief Financial Officer

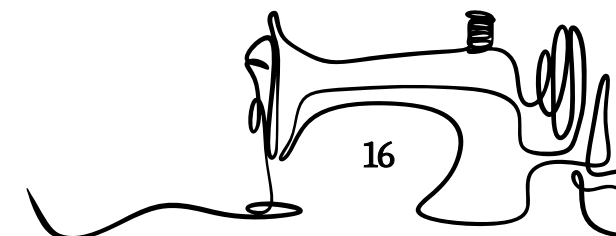
- Commerce graduate and Chartered Accountant
- Extensive experience in Finance, Accounts, Administration, Management & Tactical planning and Regulatory compliances
- Responsible for ensuring financial, accounting compliances and reporting requirements



POONAM CHAHAL (FCS, LLB)

Company Secretary

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



GOVERNANCE - INDEPENDENT DIRECTORS



RAJEEV SHARMA

Independent Director

- B.Sc., B.Ed., LLB(Academic),MBA
- Mr Rajeev Sharma joined Haryana Civil Services in 1976 and elevated to IAS-allotted 1989 Batch.
- During his 35 years of service, he served in department of Agriculture, Tourism and Hospitality, Cooperation, Education, Information & Culture Affairs, Social welfare etc.



LALIT KUMAR

Independent Director

- Chartered Accountant (Rank Holder) and Company Secretary
- He has a strong understanding of retail space in India with the ability to monitor new market developments.
- Has been associated with leading retail companies



ARPANA JAIN

Independent Director

- Chartered Accountant, DISA, CISA, M. com. (Gold Medalist)
- She has more than 30 years of experience in the field of Financial Management, Auditing and Taxation, Statutory Audit, Internal Audit, Tax Audit, System Audit, Concurrent Audit, Bank Audit, Company Law Matters, FEMA, Accounting and GST.

DIVERSIFIED PRODUCT PORTFOLIO

MEN'S WEAR

01

- Cantabil – 24 years old established brand with growing acceptance
- Highly popular in Mid-premium segment
- Formals, Casuals, Ultra Casuals, Woolen, Knitwear



WOMEN'S WEAR

02

- Retailing ladies wear since 2007
- Complete & diverse range of fashion outfits for women – Shirts, Tops, Leggings, Kurtas, Kutris, Capri, Pants, Jeans etc.



KID'S WEAR

03

- For kids from 3-14 years
- Comfortable clothing with high fabric quality and soft hand feel
- Exciting range of apparels – Shirts, T-shirts, denims, tops, jeggings, shorts etc.



ACCESSORIES

04

- Well-known brand in men's accessories
- Offers Innerwear, Belts, Shoes, Socks, Ties, Handkerchief, Deo, etc

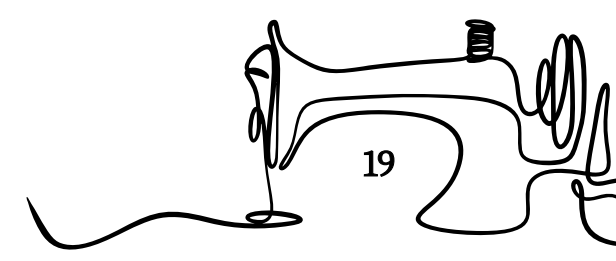
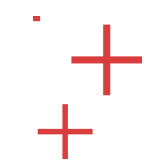


GO TO FASHION DESTINATION



Category	Menswear	Womenswear	Kid's - Boys	Kid's - Girls
Formal Wear	✓	✓	N.A.	N.A.
Casual Wear	✓	✓	✓	✓
Ethnic / Party Wear	✓	✓	✓	✓
Accessories	✓	✗	✗	✗

Our diversified product offering makes us a go to fashion destination for all irrespective of the age and gender as well as round the year



DESIGNING CAPABILITIES



Market Research & Intelligence

Our team gets lot of intel which helps us in forecasting the future fashion trends and be ahead in bringing fresh fashions for our customers



In house Team of Designers

An integrated team of designers and sourcing experts drives innovative and trend-focused product development using insights derived from research and consumer intelligence



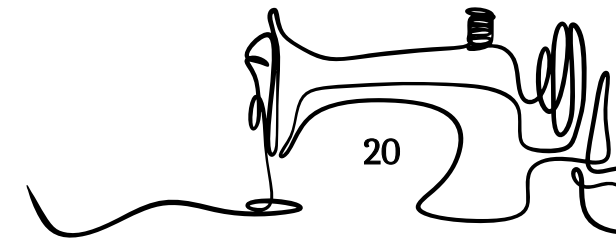
Quality Checks

Designs are carefully vetted across multiple quality parameters to align with our commitment to excellence and product reliability.



Approvals

Commercial production and procurement approvals are undertaken in line with our commitment to delivering quality products with trend-driven designs



INTEGRATED MANUFACTURING FACILITIES



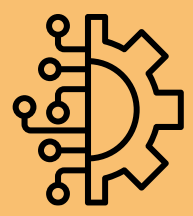
Manufacturing Area

State-of-art manufacturing facility spread across 2 Lakh sq. ft. in Bahadurgarh, Haryana



Capacity

Capacity to produce 18 Lakh pcs. of garments per annum across products Potential to increase production within the available space



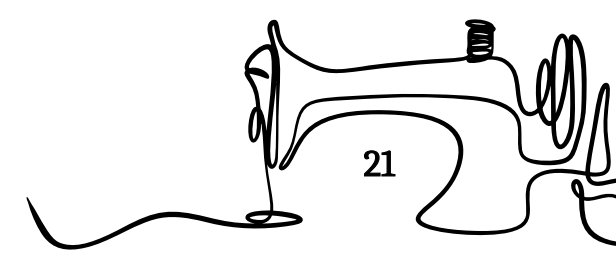
Technology

The facilities house technologically advanced machines and finishing systems from internationally recognized brands such as JUKI, Ngai Shing, Kansai, Pfaff, Macpi, and Veit



Integration

Fully integrated infrastructure for modern manufacturing & retailing with complete automation



EFFICIENT SUPPLY CHAIN

Demand Forecasting

- Demand forecasting and production planning using advanced IT tools to ensure uninterrupted and timely availability
- Minimizing inventory holding.
- Monitoring & evaluating performance



02



Sourcing

- Procure best quality fabrics and other raw materials
- Leverage our relationship to procure most economically through better terms of trade
- Ensure sustainable supply through superior relationships

01

Manufacturing

- Leveraging IT infrastructure to effectively integrating production schedule with raw material supply
- Real time update and monitoring. Quality check at each stage



03

04



Warehousing

- Systematic monitoring and control of inventory levels
- Real-time inventory tracking and analysis.
- Leveraging IT infrastructure to effectively manage inventory .

05

Quality Control

- Maintaining high-quality standards across sourcing, manufacturing, and distribution
- Quality control procedures across the value chain, including fabric and garment inspections, quality audits, and product quality tracking

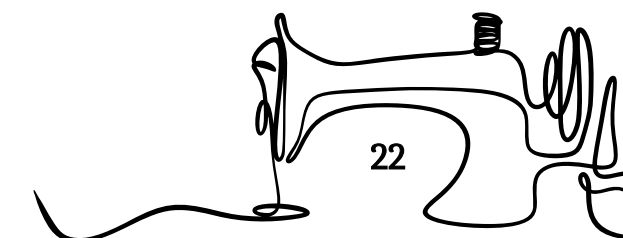


06

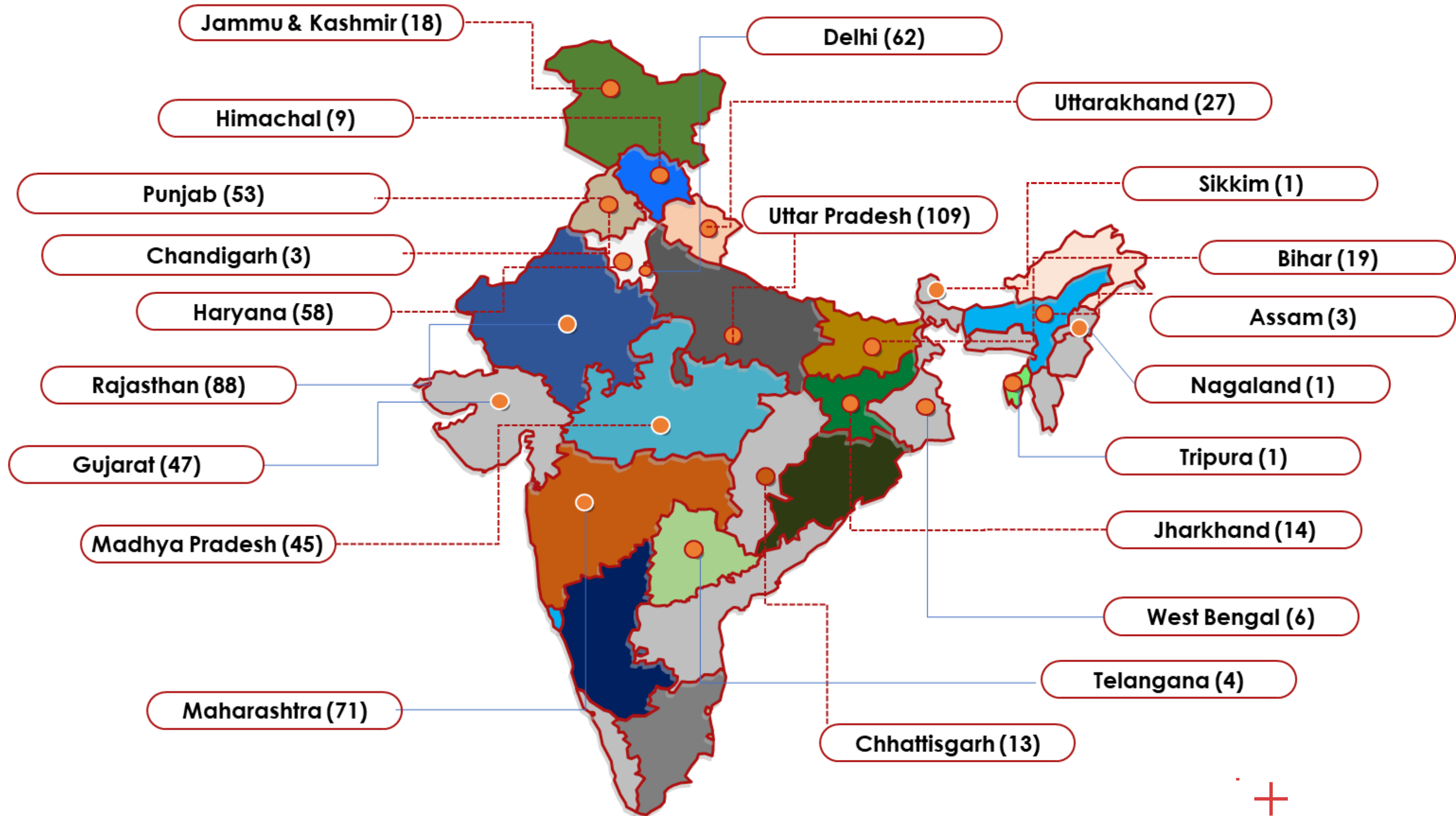


Store & Sales

- Curated selection to meet customer preference
- Strategic Store Locations to reach target customers
- Performance-Linked Incentives, to drive sales and revenue growth
- Loyalty Programs: Reward repeat customers with exclusive benefits



PAN INDIA PRESENCE



ENHANCING DIGITAL PRESENCE

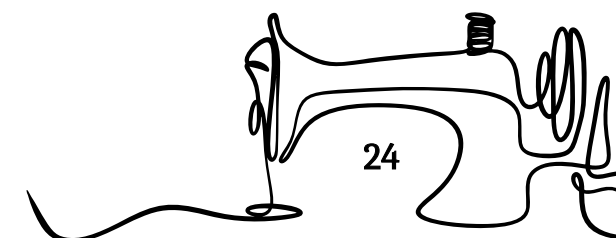
Enhancing our reach through our online presence. Available across all major market place including **Amazon, Flipkart, Myntra, Nykaa, Ajo** etc

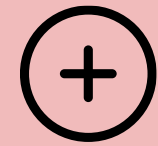
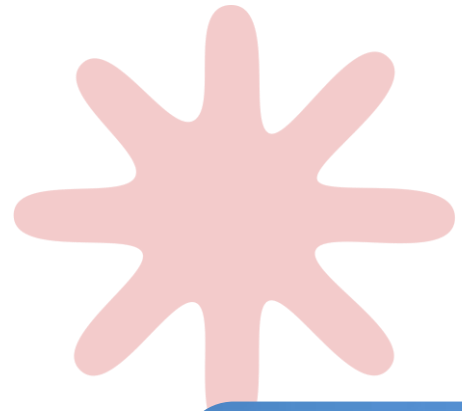
Sales through online channel increased in FY26 to ~6% as compared to ~6% in FY25. *During FY26, Myntra changed the billing system, impacting absolute revenue growth numbers.*

Targeting **8%-10%** sales through online channel in next 2 years

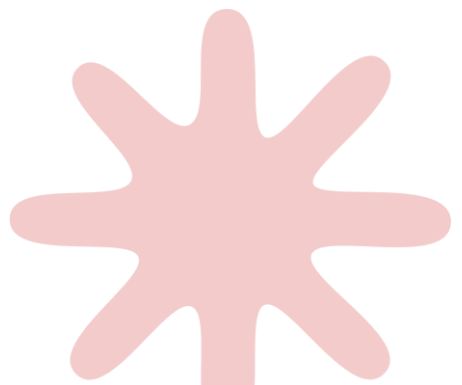
Profitable & Successful online market presence.

Aim to increase share of online without compromising on the margins





VISION 2027



VISION 2027

01

Increasing Retail Presence

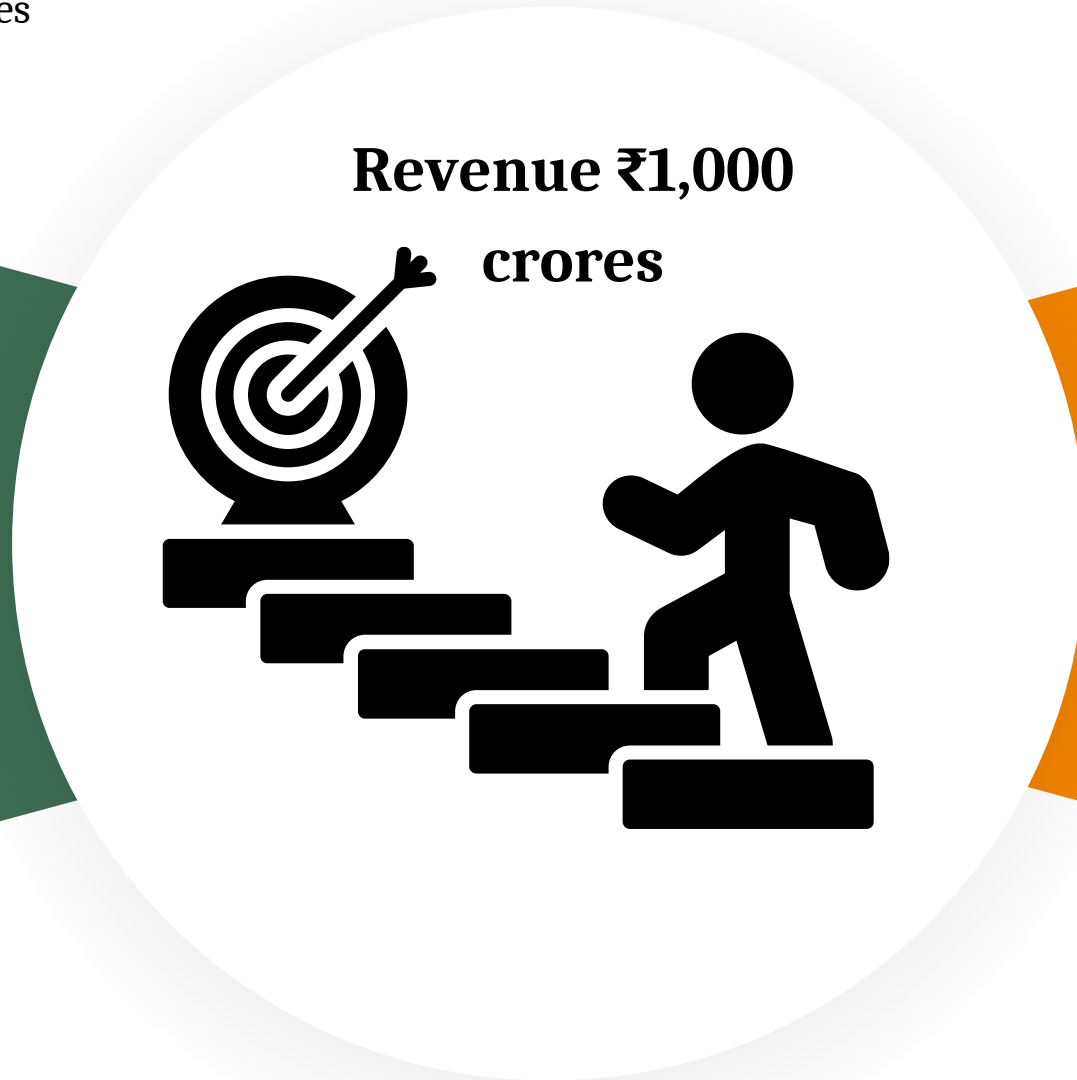
- Increasing store network to **725 stores** from existing 652 stores
- Increased focus on exclusive women & kid wear stores



02

Expanding Reach

- Increasing geographical presence - identifying new markets in India
- Expanding presence to **330 cities** from existing 308 cities



Same Store Sales Growth

04

- Improving store ambience and display
- Better inventory rotation
- Achieving higher **single digit Same Store Sales growth**

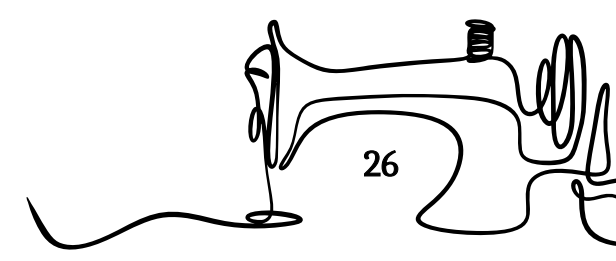


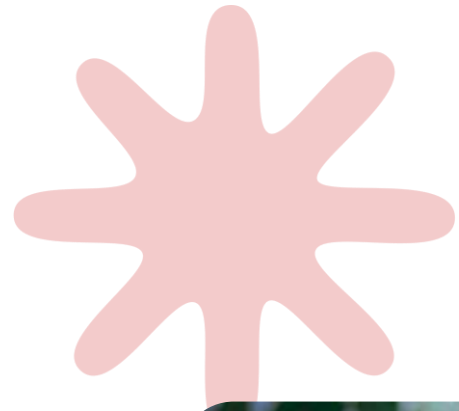
03

Improving Efficiency

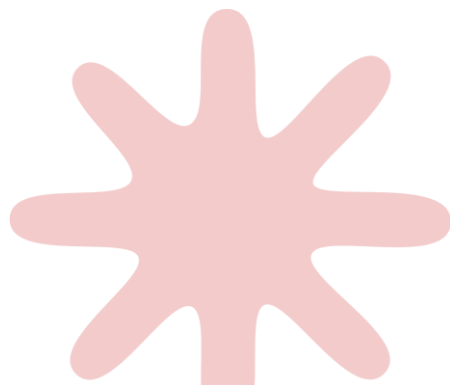
- Reduce costs and achieve efficiencies in order to remain competitive
- Maintain Healthy EBIDTA margin of **~28% -~30%**

FY 2026 performance underscores our progress and reinforces our commitment to achieving our defined growth targets.





MARKETING & MEDIA

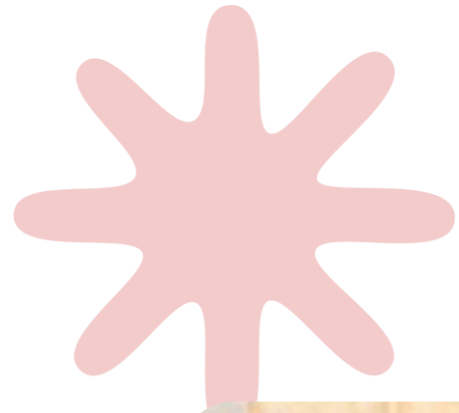


SELECT RECENT EBO OPENING



SELECT RECENT EBO OPENING



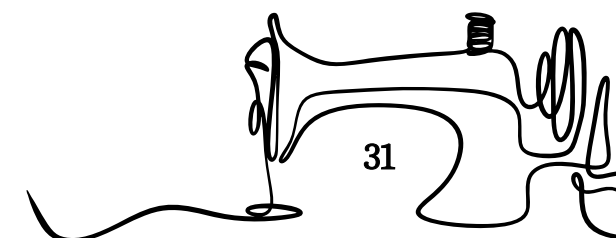


⊕ HISTORICAL PERFORMANCE



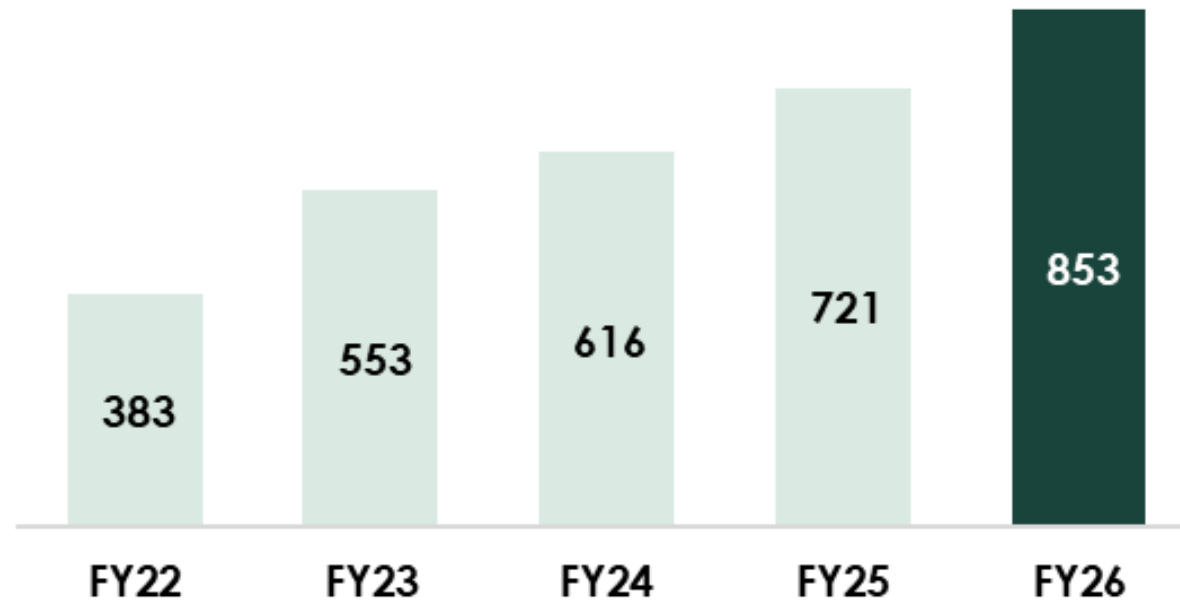
HISTORICAL FINANCIAL

Particulars (₹ In Crs)	FY22	FY23	FY24	FY25	FY26	CAGR
Revenue from Operations	383.4	552.8	615.6	721.1	852.6	22%
Raw Material Expenses	127.9	160.7	197.8	213.7	253.6	
Employee Expenses	62.0	97.5	118.7	143.2	161.5	
Other Expenses	81.9	129.9	136.4	159.4	173.0	
EBITDA	111.7	164.7	162.7	204.8	264.3	24%
EBITDA Margin (%)	28.7%	28.7%	26.4%	28.4%	31.0%	
Other Income	15.2	4.4	4.7	8.4	9.5	
Depreciation	43.3	53.5	62.4	80.2	99.7	
Finance Cost	24.0	26.3	29.8	34.8	48.0	
Exceptional Item	0.0	0.0	1.5	0.0	0.0	
Profit before Tax	59.6	89.3	76.8	98.2	126.2	21%
PBT Margin (%)	15.5%	15.5%	12.5%	13.6%	14.8%	
Tax	21.5	22.0	14.6	23.3	30.4	
Profit After Tax	38.1	67.2	62.2	74.9	95.8	26%
PAT Margin (%)	9.9%	12.2%	10.1%	10.4%	11.2%	
Other comprehensive income	-0.4	-0.2	-0.1	0.1	-0.4	
Total other comprehensive income	37.7	67.0	62.1	75.0	95.4	

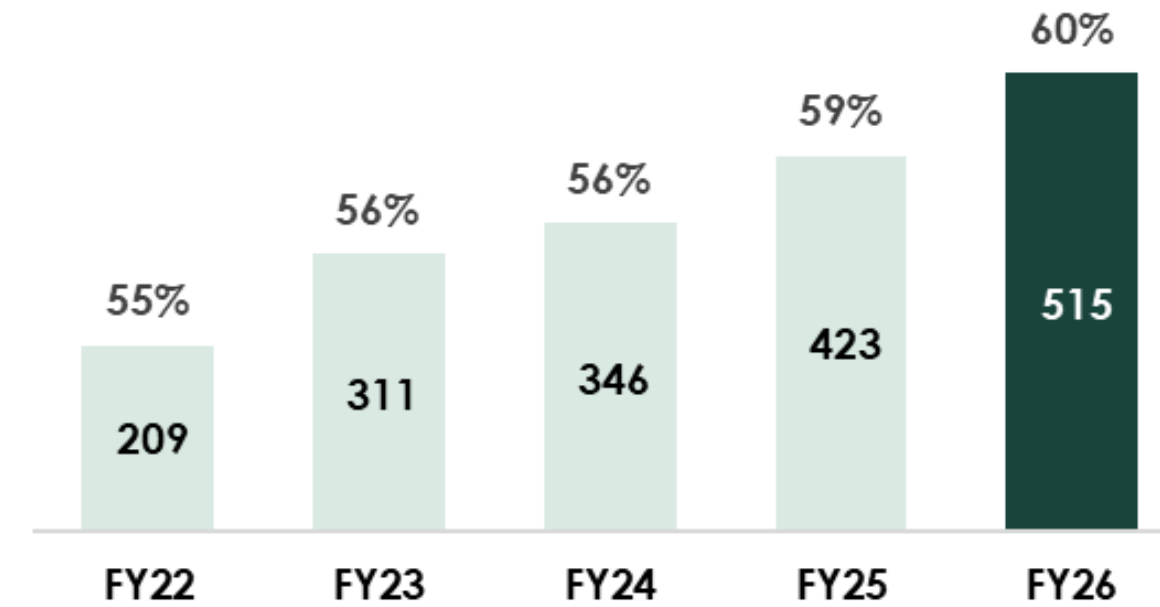


ROBUST PERFORMANCE

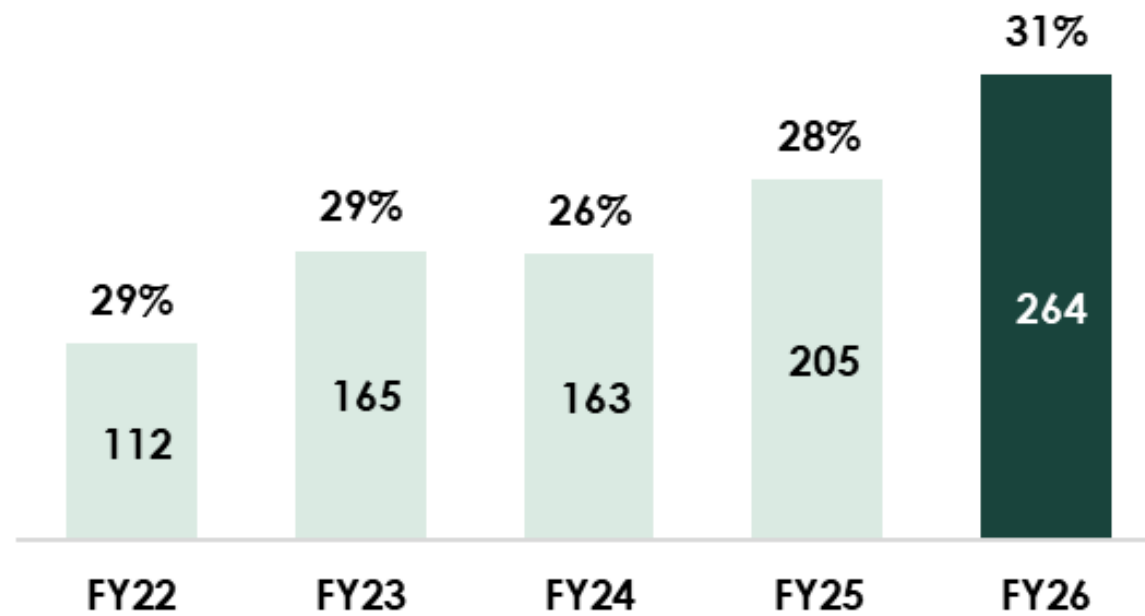
Revenue from Operations (₹ Crs)



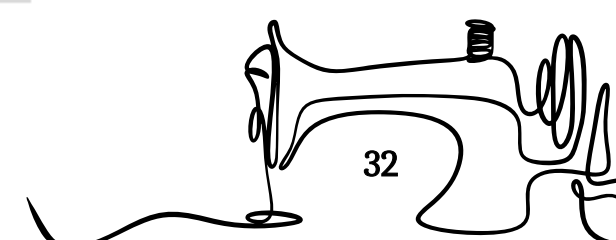
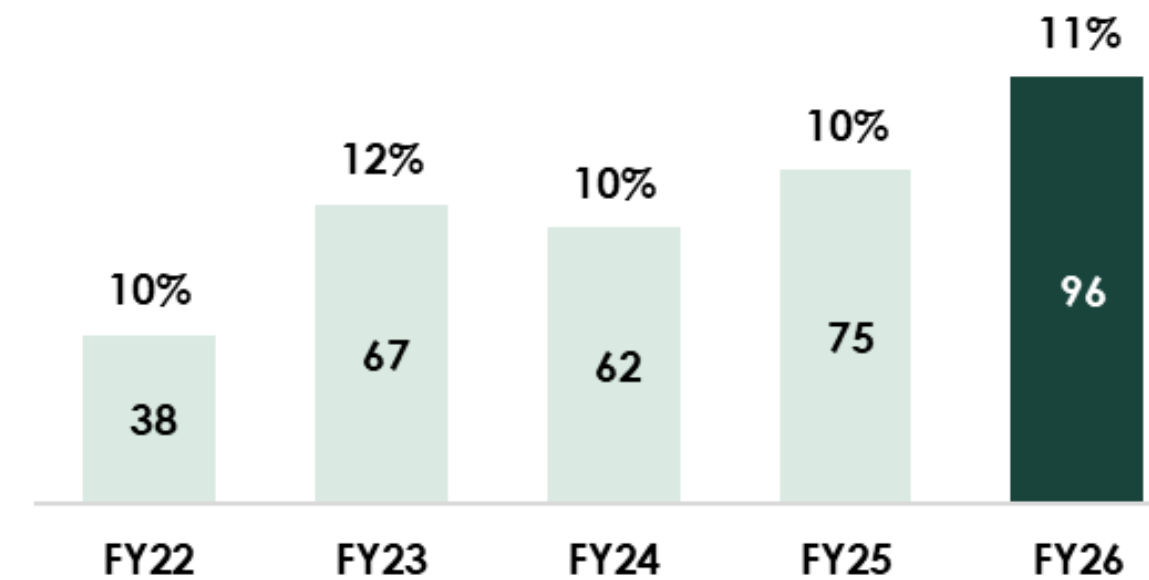
Gross Margin (₹ crs) & %



EBIDTA (₹ Crs) & %



PAT (₹ crs) & %



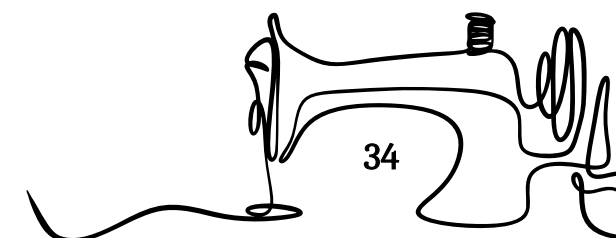
BALANCE SHEET

ASSETS (₹ In Crs)	Mar'26	Mar'25	Mar'24
NON-CURRENT ASSETS	769.1	603.7	482.1
Property, plant & equipment	206.9	138.7	117.9
Capital work-in-progress	11.1	46.7	35.2
Right-of-use assets	485.3	363.0	282.0
Investment Property	5.2	4.5	0.9
Other Intangible assets	1.4	1.5	1.4
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	20.4	19.0	16.4
Non-current tax assets (net)	0.5	0.5	0.9
Deferred Tax Assets (net)	34.0	28.1	22.9
Other Non - current assets	4.3	1.5	4.5
CURRENT ASSETS	380.6	337.5	292.2
Inventories	295.0	279.1	230.0
Investments	0.0	5.1	0.0
Trade receivables	12.5	13.4	15.2
Cash & Cash Equivalents	25.4	28.0	38.1
Loans	25.0	0	0
Other Financial Assets	4.0	3.0	1.5
Other Current assets	18.6	8.9	7.5
TOTAL ASSETS	1,149.8	941.2	774.4

EQUITY & LIABILITIES (₹ In Crs)	Mar'26	Mar'25	Mar'24
EQUITY	478.0	393.1	326.5
Equity Share capital	16.7	16.7	16.7
Other equity	461.3	376.4	309.7
NON-CURRENT LIABILITIES	514.4	389.1	310.0
Borrowings	0.0	0.0	0.0
Lease Liability	482.6	356.8	279.6
Other financial liabilities	15.4	15.2	14.2
Provisions	9.6	9.0	7.6
Other Non-Current Liabilities	6.8	8.1	8.7
CURRENT LIABILITIES	157.4	159.0	137.9
Borrowings	0.0	0.0	9.8
Lease Liability	61.5	54.2	46.6
Trade Payables	64.6	69.3	57.4
Other Financial Liabilities	17.7	22.1	15.1
Other current liabilities	6.4	7.3	7.7
Provisions	5.3	5.0	1.3
Current tax liabilities (Net)	1.9	1.1	0.0
TOTAL EQUITY & LIABILITIES	1,149.8	941.2	774.4

CASH FLOW

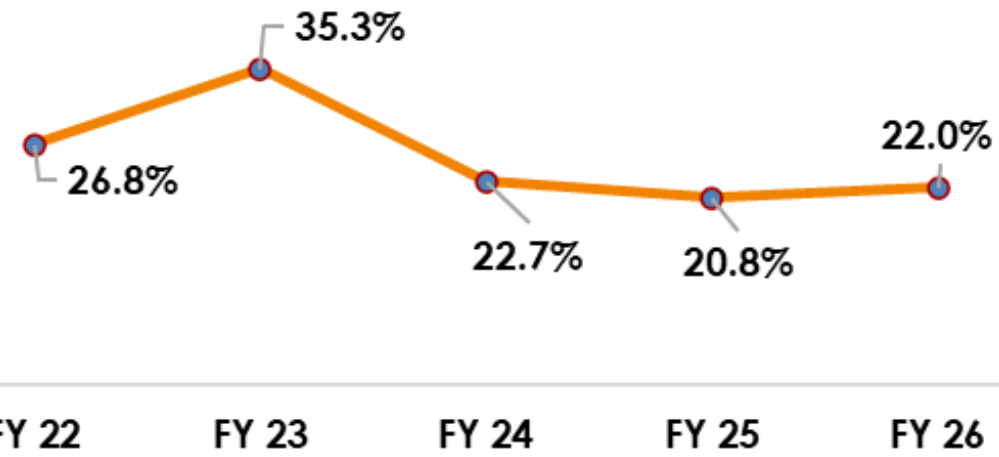
Particulars (₹ In Cr)	FY26	FY25	FY24
PBT	126	98	77
Adjustments	143	112	89
Operating profit before working capital changes	269	210	165
Changes in working capital	(34)	(33)	(12)
Cash generated from operations	235	178	153
Direct taxes paid (net of refund)	(35)	(27)	(21)
Net Cash from Operating Activities	199	150	133
Net Cash from Investing Activities	(90)	(58)	(55)
Net Cash from Financing Activities	(112)	(102)	(41)
Net Change in cash and cash equivalents	(3)	(10)	37
Opening Cash Balance	28	38	1
Closing Cash Balance	25	28	38



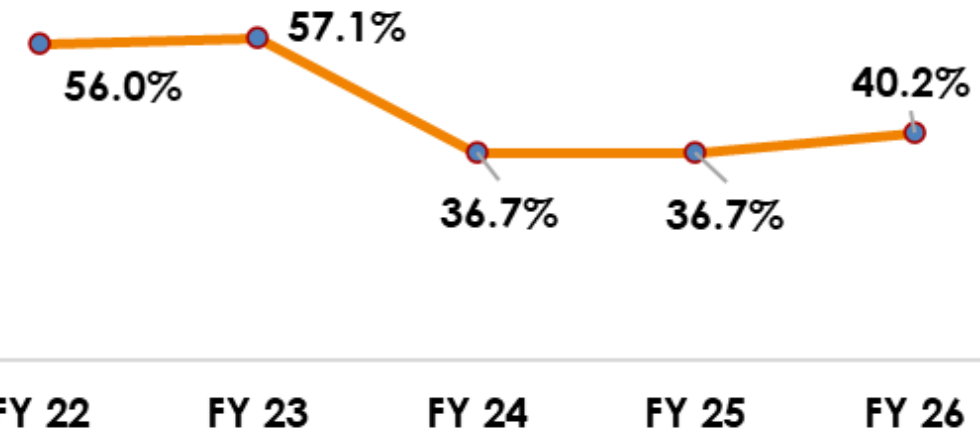
INDUSTRY LEADING RATIOS



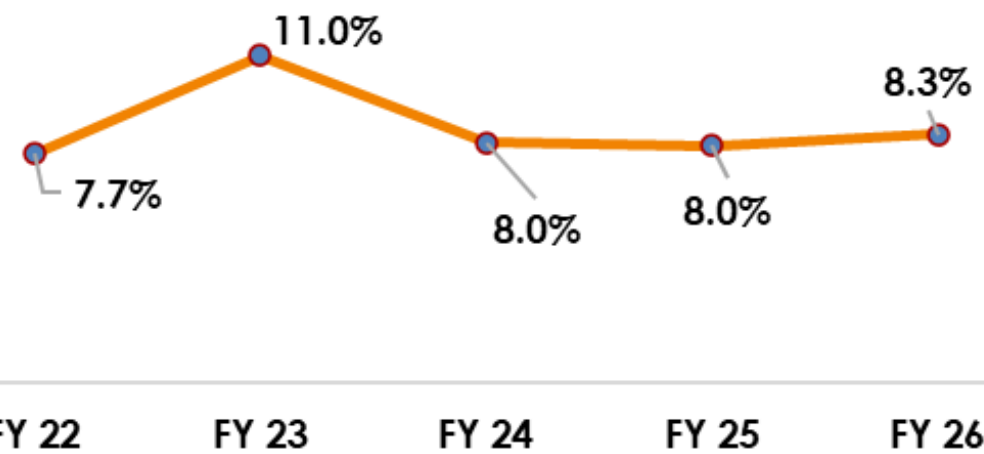
Return on Equity



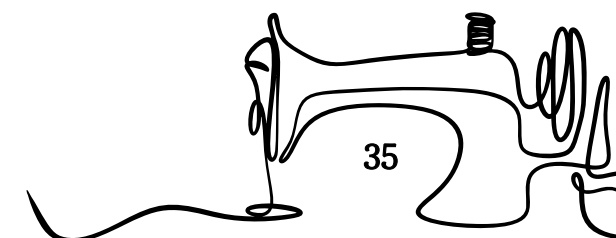
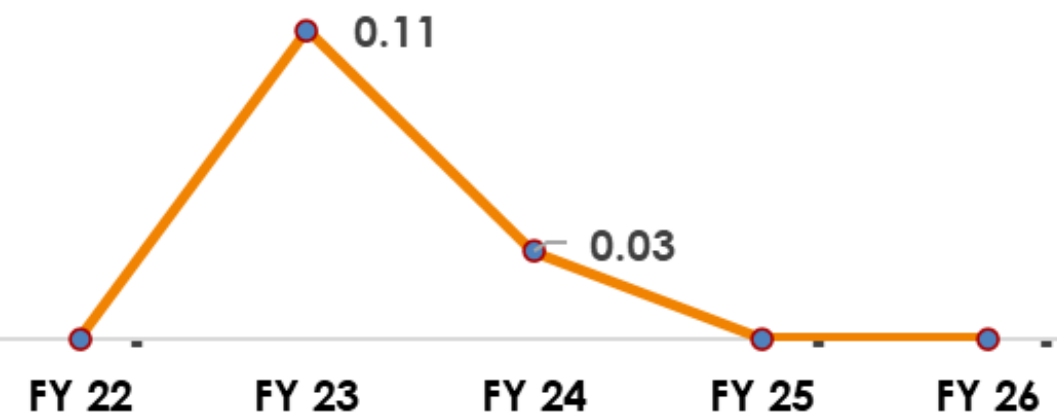
Return on Cap Employed



Return on Assets

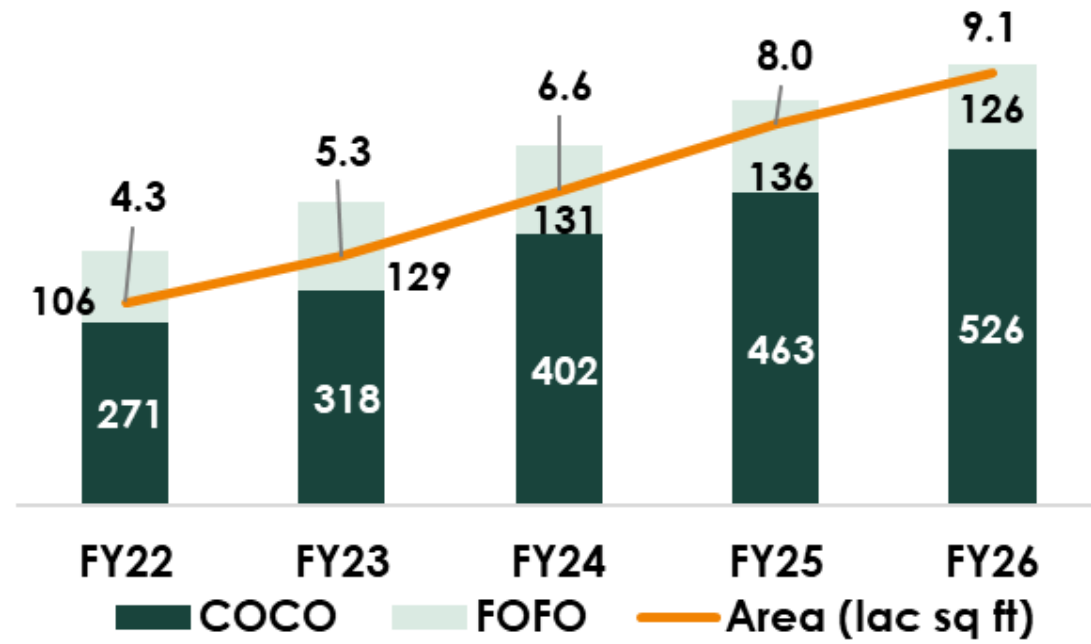


Debt Equity Ratio

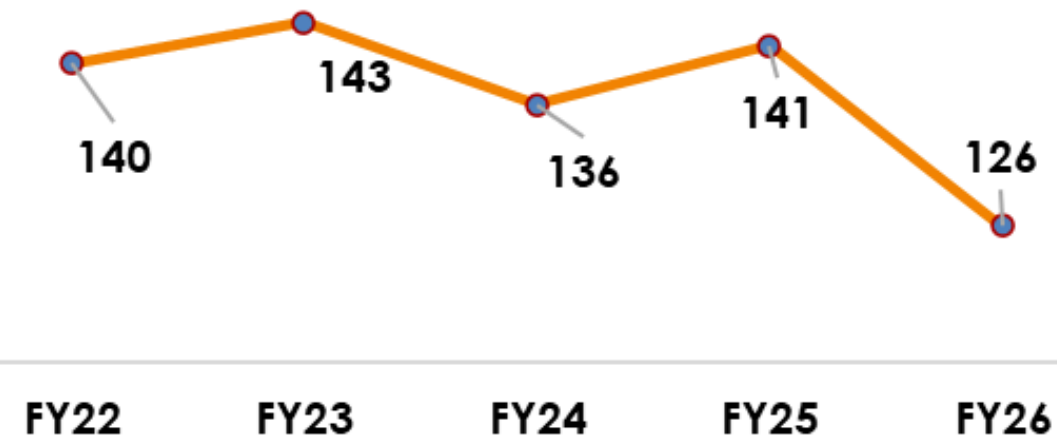


KEY OPERATING INDICATORS

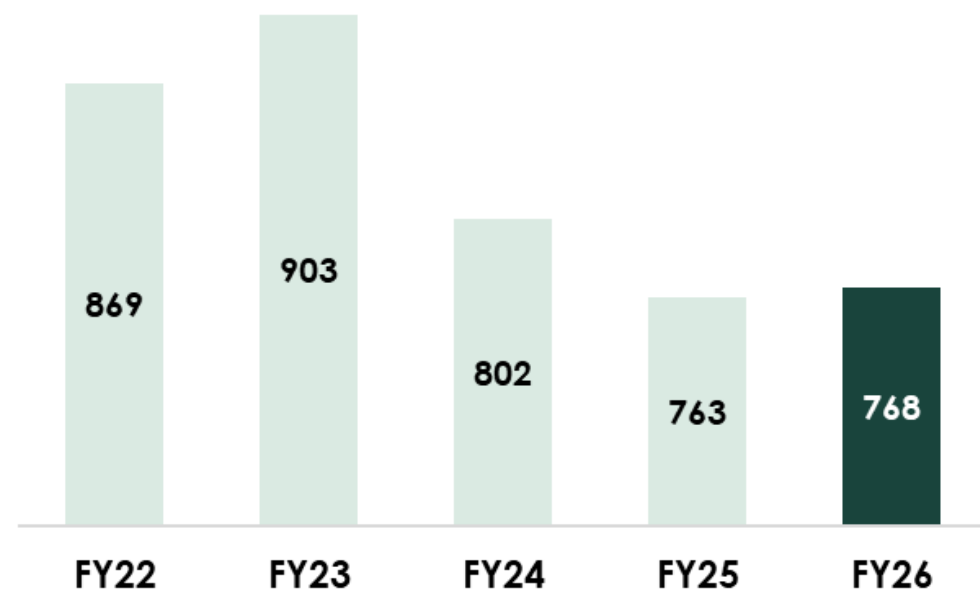
No of stores & Retail space



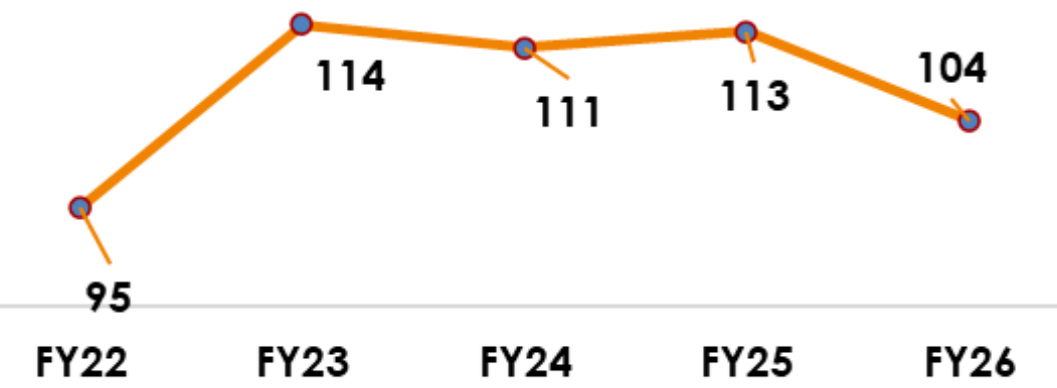
Inventory Days



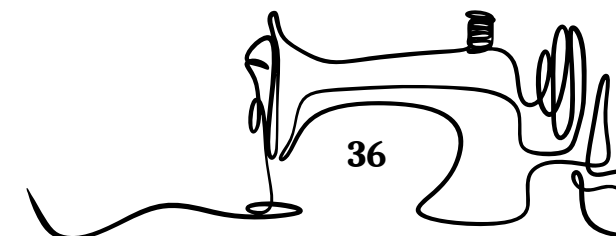
Sales Per Sq.Ft. (₹ per Month)



Working Capital Days

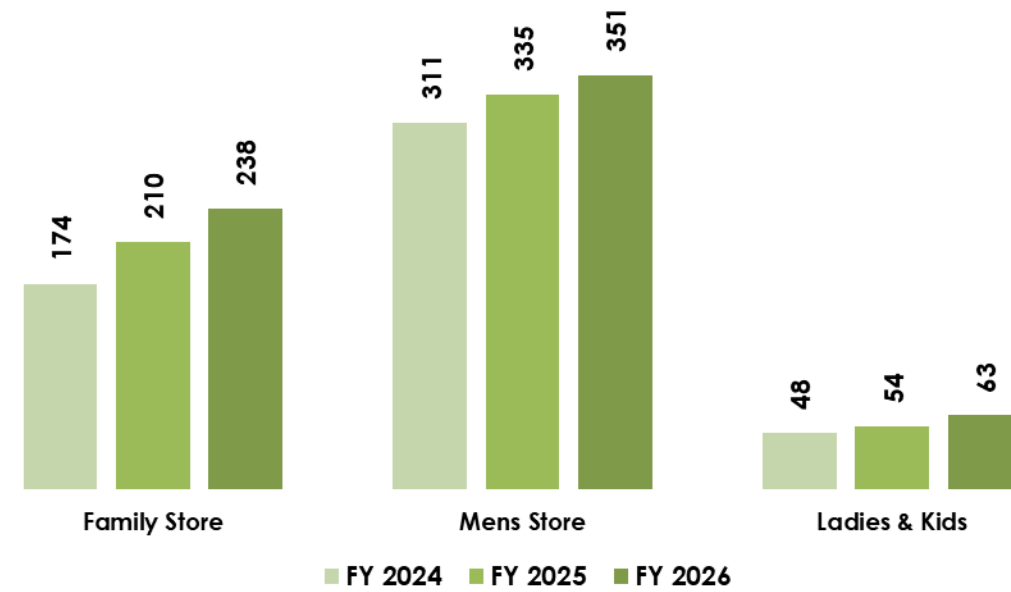


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

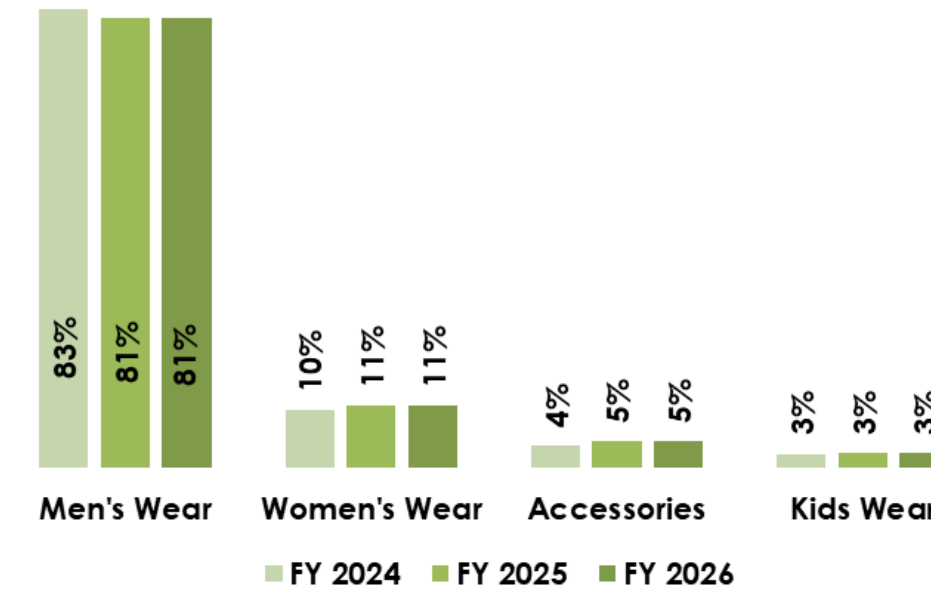


KEY OPERATING INDICATORS

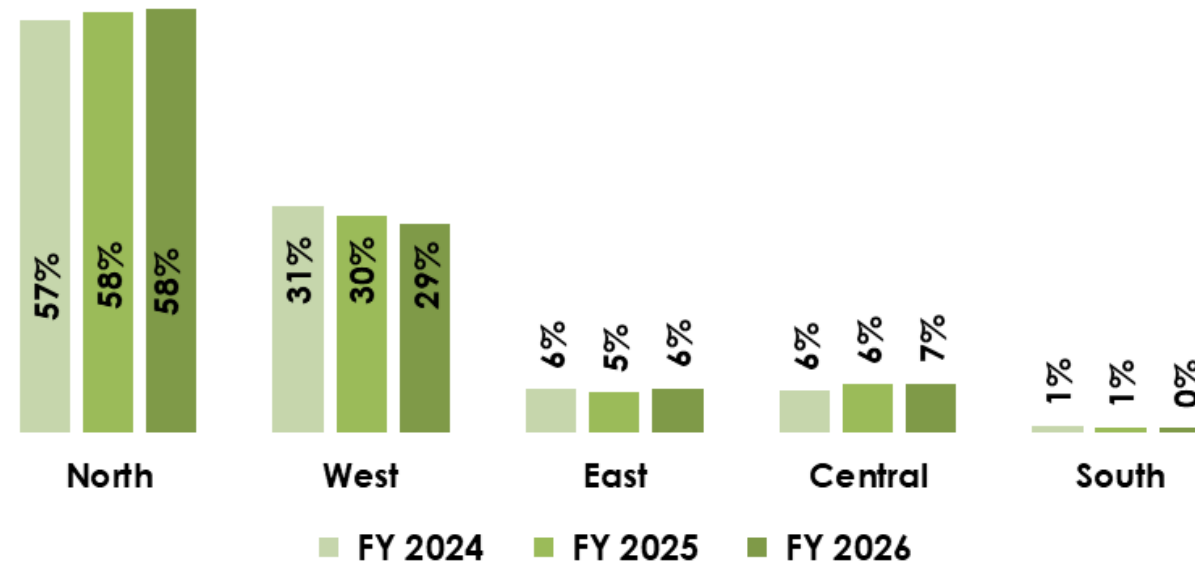
Store Categories (Number)



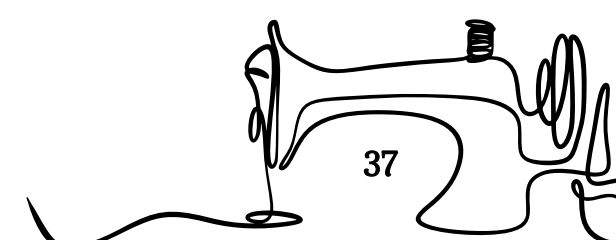
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)





THANK YOU

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