



Date: August 9, 2019

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: Outcome of 294th Board Meeting held on 9th August 2019

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 294th meeting held on Friday, 9th day of August, 2019 commenced at 1:30 P.M and concluded at 5:00 P.M at Samaya Boardroom, Lobby Level, Hotel ITC Maurya Diplomatic Enclave, S.P. Marg, New Delhi-110021:-

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 30th June, 2019
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 quarter ended on 30th June, 2019; in the prescribed format, issued by Auditors of the Company.
3. Approved the re-appointment of Mr Basant Goyal, Whole Time Director upon the recommendation of Nomination and Remuneration Committee for a period of 3 years w.e.f December 01, 2019 till the conclusion of Annual General Meeting to be held in the year 2022, A brief profile of Mr Basant Goyal is enclosed as **Annexure – I**.
4. Approved the re-appointment of Mrs Renu Jagdish, Independent Directors upon the recommendation of Nomination and Remuneration Committee for a period of 5 years w.e.f 29th September, 2019 up to

CANTABIL RETAIL INDIA LTD.

29th September, 2024, subject to approval of shareholders at the ensuing Annual General Meeting. A brief profile of Mrs Renu Jagdish is enclosed as **Annexure - I**. Please note that the term of above Independent Directors is expiring on 29th September, 2019.

5. Appointment of Mr. Balvinder Singh Ahluwalia having DIN 08522327 as Additional Director (Non-Executive & Independent Director) for a period of 5 years on the board subject to the approval of shareholders at the ensuing Annual General Meeting. A brief profile of Mr. Balvinder Singh Ahluwalia is enclosed as **Annexure - I**.
6. Appointment of Mr. Rajeev Sharma having DIN 08528048 as Additional Director (Non-Executive & Independent Director) for a period of 5 years on the Board subject to the approval of shareholders at the ensuing Annual General Meeting. A brief profile of Mr. Rajeev Sharma is enclosed as **Annexure - I**.
7. Mr. Pulkit Jindal has resigned from the post of Internal Auditor of the Company. Copy of his resignation letter is attached herewith for your information.
8. Appointment of M/s. Grant Thornton India LLP as the Internal Auditor of the Company for the Financial Year 2019-20 pursuant to Section 138 of the Companies Act, 2013.
9. Investors Presentation at Press Release is also attached.

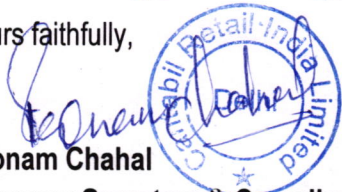
Further information as per regulation 30 of the Listing Regulation for appointment of Internal Auditor is provided as under;

Name of the firm/LLP	M/s Grant Thornton India LLP
Reason for Change	Appointment as Internal auditor
Brief Profile	Grant Thornton in India is one of the largest assurance, tax, and advisory firms in India. The firm provides robust compliance services and growth navigation solutions on complex business and financial matters through focused practice groups. The firm has extensive experience across a range of industries, market segments, and geographical corridors.
Date of Appointment	w.e.f 9th August 2019
Disclosure of relationships between Directors	Not related to any Director/KMP of the Company.

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

Thanking you,

Yours faithfully,


Poonam Chahal

Company Secretary & Compliance Officer
FCS No. 9872



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

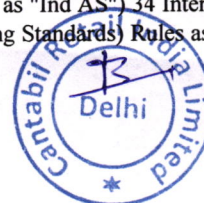
STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2019

(₹ In Lakhs, unless otherwise stated)

1	Particulars	Standalone			
		Quarter Ended		Year Ended	
		June 30, 2019	March 31, 2019	June 30, 2018	March 31, 2019
		(Unaudited)	(Audited)	(Unaudited)	(Audited)
2	3	4	5	6	
I	Revenue :				
I	Revenue from operations	5,808.72	9,330.83	5,297.55	28,855.08
II	Other Income	97.08	213.78	50.34	399.83
III	Total Revenue (I + II)	5,905.80	9,544.61	5,347.89	29,254.91
IV	Expenses :				
	(a) Cost of Materials consumed	2,109.62	1,610.98	1,051.40	5,251.08
	(b) Purchase of stock-in-trade	1,958.15	2,604.90	1,345.34	9,856.44
	(c) Change in inventories of finished goods, work in progress and stock-in-trade	(2,797.26)	927.32	(298.15)	(1,481.87)
	(d) Employee benefit expense	1,393.93	1,546.98	1,077.98	5,146.98
	(e) Finance Cost (refer note no. 3)	671.62	304.59	159.82	851.85
	(f) Depreciation and amortisation expense (refer note no. 3)	947.71	195.16	203.49	889.24
	(g) Job Work Charges	716.32	353.91	221.97	1,018.20
	(h) Rent (refer note no. 3)	23.31	303.54	714.00	2,730.67
	(i) Other Expenses (refer note no. 3)	871.04	945.63	714.82	3,373.06
	Total Expenses (IV)	5,894.45	8,793.02	5,190.67	27,635.66
V	Profit before exceptional, extraordinary items and tax (III-IV)	11.34	751.59	157.22	1,619.25
VI	Exceptional items	-	-	(0.06)	-
VII	Profit before extraordinary items and tax (V+VI)	11.34	751.59	157.16	1,619.25
VIII	Extraordinary Items	-	-	-	-
IX	Profit before tax (VII-VIII)	11.34	751.59	157.16	1,619.25
X	Tax Expenses :				
	(a) Current Tax (MAT)	-	162.91	32.04	349.88
	(b) Tax Credit	-	(162.91)	(32.04)	(349.88)
	(c) Deferred Tax (assets) /liability	(30.20)	251.18	19.27	369.26
XI	Profit for the period from continuing operations (IX-X)	41.55	500.41	137.89	1,249.99
XII	Other Comprehensive Income (OCI) :				
	(Items that will not be re-classified to profit & loss)				
	Remeasurements of defined benefit plan (Net of Tax)	(16.94)	81.21	(8.26)	70.41
XIII	Total Comprehensive Income for the period after Tax (XI+XII)	24.61	581.62	129.63	1,320.41
XIV	Paid-up Equity Share Capital-Face Value ₹ 10/- each	1,632.76	1,632.76	1,632.76	1,632.76
XV	Reserve excluding revaluation reserves				9,797.46
XVI	Earnings Per Share (EPS) in ₹ (Not Annualized)				
	(a) Basic	0.25	3.06	0.84	7.66
	(b) Diluted	0.25	3.06	0.84	7.66

Notes:

- The above unaudited financial results for the Quarter ended June 30, 2019 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on August 9, 2019. The limited review report of the Statutory Auditors is being filed with the Stock Exchange.
- 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 Ind AS 116 "Leases" has become applicable effective, annual reporting period beginning April 1, 2019. The company has adopted the standard beginning April 1, 2019, using the modified retrospective approach for transition. Accordingly, the company has not restated the comparative information, instead the cumulative effects of initially applying the standard has been recognised as an adjustment to the opening balance of retained earnings as on April 1, 2019. This has resulted in recognising (including reclassification from other assets) a "Right of Use Asset" of Rs. 18,546.19 lakhs and a corresponding "Lease liability" of Rs. 20,324.30 Lakhs by adjusting retained earnings net of taxes of Rs. 1,260.32 lakhs (including impact of "Deferred Tax Asset" created of Rs. 517.78 lakhs) as at April 1, 2019.

Consequently in the statement of profit and loss for the current period, the nature of expenses in respect of operating leases has changed from "Rent" / "Other Expenses" in previous period to "Depreciation and amortisation expenses" for the "Right of Use Assets" and "Finance Cost" for interest accrued on lease liability. As a result the "Rent" / "Other expenses" . Depreciation and amortisation expense " and "Finance Cost" of the current period is not comparable to the earlier periods.

To the extent the performance of the current period is not comparable with previous period results, the reconciliation of above effect on statement of profit and loss for the quarter ended June 30, 2019 is as under:

Adjustments to Increase /(Decrease) in Net profit	Quarter Ended June 30, 2019 Comparable basis	Changes due to IND AS 116 Increase/ (Decrease)	Quarter Ended June 30, 2019 as reported
Rent	883.52	(860.21)	23.31
Other Expenses	933.18	(62.14)	871.04
Finance Cost	201.55	470.07	671.62
Depreciation and amortisation expense	234.55	713.16	947.71
Profit before Tax	272.22	(260.88)	11.34
Tax expenses	(45.76)	75.97	30.20
Profit After Tax	226.46	(184.91)	41.55

- 4 The Company is primarily engaged in the business of "Retail" which constitutes a single reporting segment and the Executive Management Committee does not monitors 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".
- 5 The standalone figures of the quarter ended March 31, 2019 are the balancing figure between audited figures in respect of full financial year upto March 31, 2019 and the unaudited year to date figures upto December 31, 2018, being the date of the end of the third quarter of the financial year which were subjected to limited review.
- 6 The figures of the previous periods (quarter/year) have been regrouped/rearranged/reclassified wherever considered necessary.

For Cantabil Retail India Limited





(Vijay Bansal)

Chairman & Managing Director

DIN 01110877

Place: New Delhi
Date: August 9, 2019

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

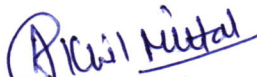
UDIN: 19517856AAAAAI4349

LIMITED REVIEW REPORT ON STANDALONE FINANCIAL RESULTS FOR
THE QUARTER ENDED 30th JUNE, 2019

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 ended June 30, 2019. 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 Akhil Mittal)
Partner

Membership No. - 517856
Date: 09th August, 2019
Place: New Delhi



Annexure - I.

Name of Director	Basant Goyal	Renu Jagdish	Balvinder Singh Ahluwalia	Rajeev Sharma
Category of Directorship	Whole-Time Director	Independent Director	Additional(Non Executive & Independent Director)	Additional(Non Executive& Independent Director)
Date of Birth	27.05.1990	12.10.1965	21.10.1964	20.05.1954
Age	29 years	54years	55years	65years
Tenure	For a period of 3 years w.e.f. December 01, 2019 till the conclusion of Annual General Meeting to be held in the year 2022	For a second term of five years w.e.f 29th September, 2019 up to 29th September, 2024,	For a period of 5 years subject to the approval of the members in the ensuing General Meeting,	For a period of 5 years subject to the approval of the members in the ensuing General Meeting,
Qualification	Graduate in Business Administration from Delhi University	Chartered Accountant & Company Secretary	Masters in Management Studies from the University of Mumbai. Mr. Ahluwalia also holds a diploma in Export Marketing and Documentation from PHD Chamber of Commerce and Industries.	B.Sc., B.Ed., LLB(Academic),MBA
Experience	He has an overall experience of more than 6 years in whole sale and retailing business.	She is a Chartered Accountant and Company Secretary. She has more than 30 years of experience in Audit, Accounts, Company Law Matters and taxation.	Mr. Balvinder Singh Ahluwalia is a self-starter having 25 years of professional experience in Retail, Textile and Export Sectors; winning accolades across industries. Having started his career in marketing and today he is an ardent player across entire spectrum of business. He has been awarded with Best Retail Professional Award, Bhartiya Vidyapeeth University in 2008, Retail Excellence Leadership Award, Amity University in 2009 and Award Winning Speaker at Images Retail Fashion Forum. He is also holding a Certificate in Export Marketing and Documentation from PHD Chamber of Commerce, India.	Mr Rajeev Sharma joined Haryana Civil Services in 1976 and elevated to IAS-allotted 1989 Batch. After serving of 35 years, he retired on 31 st May 2011. During the service, he served in department of Agriculture, Tourism and Hospitality, Cooperation, Education, Information & Culture Affairs, Social welfare etc. He worked as- <ul style="list-style-type: none">• Director in Public Relation and Cultural Affairs,• Commissioner in Municipal Corporation Gurgaon• Divisional Commissioner in Gurgaon and Rohtak• Appellate Authority for Revenue and Village Common Land Act cases• Appellate Authority under RTI Act• State Election Commissioner in Haryana
Relation with other directors	Mr. Basant Goyal is not related to any of the Directors of the Company.	Mrs. Renu Jagdish is not related to any of the Directors of the Company.	Mr. Balvinder Singh Ahluwalia is not related to any of the Directors of the Company.	Mr. Rajeev Sharma is not related to any of the Directors of the Company.

August 9, 2019

To,

Board of Directors
Cantabil Retail India Limited
B-16, Lawrence Road Industrial Area
New Delhi-110035

Sub- Resignation from the post of Internal Auditor

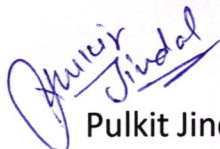
Dear Sir,

This is to inform you that due to pre-occupation in other assignments, I am not in a position to devote my time in the Internal Audit of the Company. Accordingly, I am hereby submitting my resignation letter from the post of Internal Auditor of the Company with immediate effect.

I am requesting you to treat this letter as my resignation from the post of Internal Auditor of the Company.

Thanking You,

Yours Faithfully,


Pulkit Jindal



Grant Thornton

An instinct for growth™

07th August, 2019

Cantabil Retail India Limited
B-16, Lawrence Road,
Industrial Area, New Delhi
Tel: +91- 11- 27156381

To

The Audit Committee,

Cantabil Retail India Limited

Sub: Consent Letter for conducting internal audit of Cantabil Retail India Limited for the financial year 19-20.

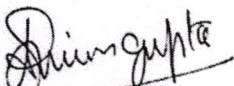
We are pleased to accept to act as internal auditors under **Section 138** of the Companies Act 2013.

1. It is understood and agreed that GT shall provide the services to Cantabil as mutually agreed by both the parties which will be documented in separate Engagement letter. Any variation/modification/amendments shall be in writing and duly executed by the authorized signatory of each Party.
2. GT will perform the services in accordance with the applicable standards of professional conduct.
3. GT shall provide the services to Cantabil as an independent entity and not as the Cantabil's employee, agent, partner or joint venture.
4. GT's fees to conduct the audits and the frequency of billing (along with the credit period) has been mutually agreed with the management.

We confirm that we have understood the contents of this letter and agree that it accurately reflects my/our fair understanding.

Thanking you,

For Grant Thornton India LLP


Aashish Gupta
Partner



Cantabil Retail India Limited

Result Update Presentation

Q1 FY20



Disclaimer



CANTABIL
International Clothing

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.

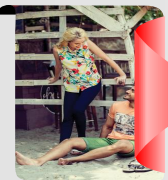


Table of Content



Financial Highlights



Company Overview



Business Overview



Industry Overview



Way Ahead



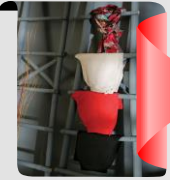
Financial Highlights

Management Comment

Financial Highlights - Quarterly

Financial Highlights - Annual

Balance Sheet Highlights



Management Comment – Q1 FY20



**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 first quarter ended 30th June 2019. I am happy to share that we have demonstrated good growth. We have delivered 9.65% revenue growth, 10.52% EBITDA Margin and 3.90% PAT Margin (not taking into account IND-AS 116). This is mainly driven by addition of new stores, higher per unit realizations, better procurement strategies and less discount pass on to customers.

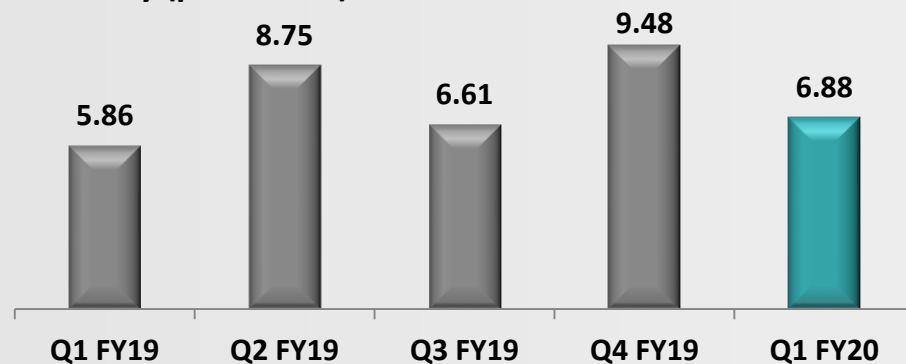
We plan to continue focusing on expanding our network of stores and increasing per-store sales and efficiencies. In line with this, we opened 21 new stores across India during this quarter, bringing our total store count to 262. In addition to this geographical expansion, we also strive to periodically enhance our product offerings. This would not only enable us to deeply penetrate the market, but also keep us on the forefront of changing fashion trends.

I thank the entire team of 'Cantabil Retail India Limited' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, 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."

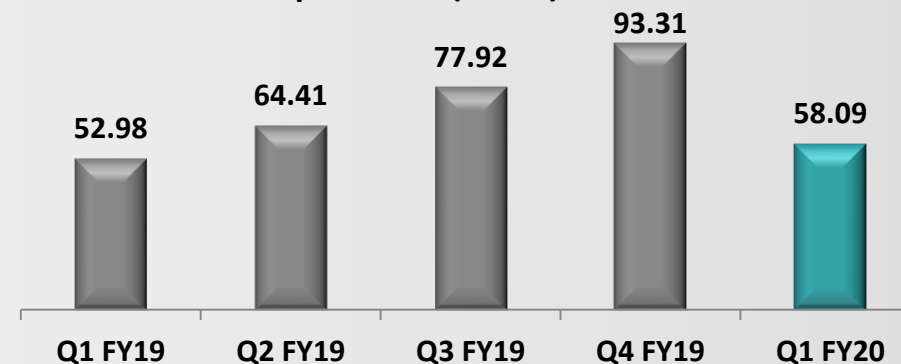


Financial Highlights – Q1 FY20

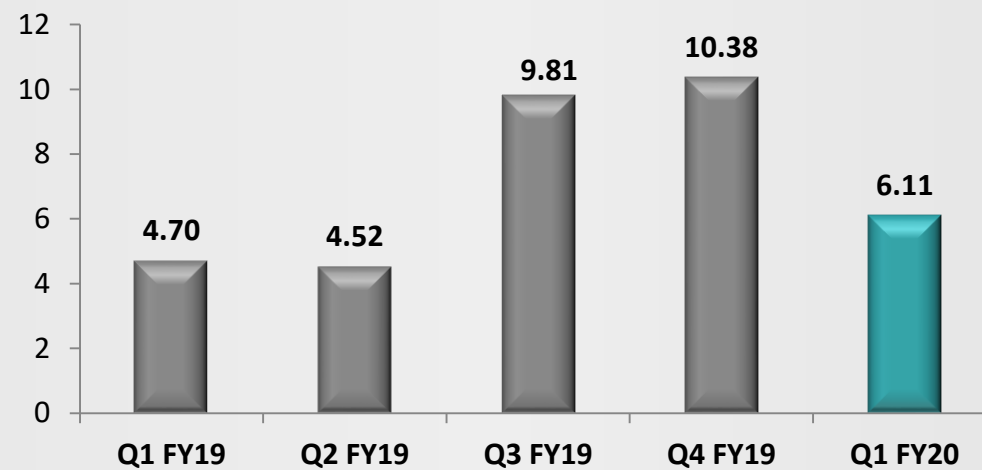
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)

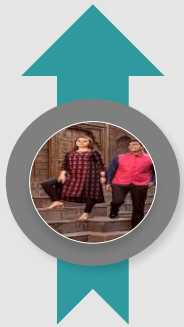


• The above numbers are without taking into account IND-AS 116 effect



Financial Highlights – Q1 FY20

CANTABIL
ITALY
International Clothing



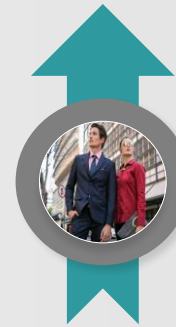
9.65%

Revenue from Operations
Rs. 58.09 Crore



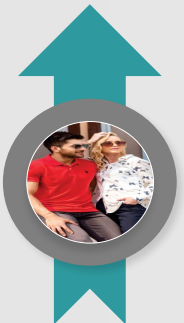
30.01%

EBITDA
Rs. 6.11 Crore



164 bps

EBITDA Margin
10.52%



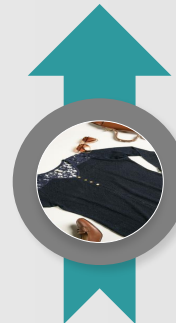
64.15%

PAT
Rs. 2.26 Crore



130 bps

PAT Margin
3.90%



65.48%

Basic EPS
Rs. 1.39 vs. Rs. 0.84 Q1 FY19

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



Financial Highlights – Q1 FY20

Rs. Cr	Q1 FY20* (With IND- AS 116)	Q1 FY20 (W/O IND- AS 116)	Q1 FY19	Y-o-Y(%) (With IND- AS 116)	Y-o-Y(%) (W/O IND- AS 116)	Q4 FY19
Revenue from Operations	58.09	58.09	52.98	9.65%	9.65%	93.31
Raw Materials	12.71	12.71	20.99			51.43
Employee Cost	13.94	13.94	10.78			15.47
Job Work Charges	7.16	7.16	2.22			3.54
Lease Rentals	0.23	8.84	7.14			3.04
Other Expenses	8.71	9.33	7.15			9.46
Total Expenditure	42.75	51.98	48.27			82.93
EBITDA	15.34	6.11	4.70	226.17%	30.01%	10.38
EBITDA Margin%	26.40%	10.52%	8.88%	1752 bps	164 bps	11.12%
Other Income	0.97	0.97	0.50			2.14
Depreciation	9.48	2.35	2.03			1.95
Interest	6.72	2.02	1.60			3.05
Exceptional Item	0.00	0.00	0.00			0.00
Profit Before Tax	0.11	2.72	1.57	(92.77%)	73.13%	7.52
Tax	(0.30)	(0.46)	(0.19)			2.51
PAT	0.42	2.26	1.38	(69.87%)	64.15%	5.00
PAT Margin%	0.72%	3.90%	2.60%	(188 bps)	130 bps	5.36%
EPS in Rs.	0.25	1.39	0.84			3.06

- Increase in Revenue on account of addition of 21 new stores in Q1 FY20 and 68 stores year-to-date ending Q1 FY20
- Increase in EBITDA mainly driven by higher per unit realizations and better procurement pricing
- PAT Margin expansion mainly due to increase in sales and better EBITDA margins

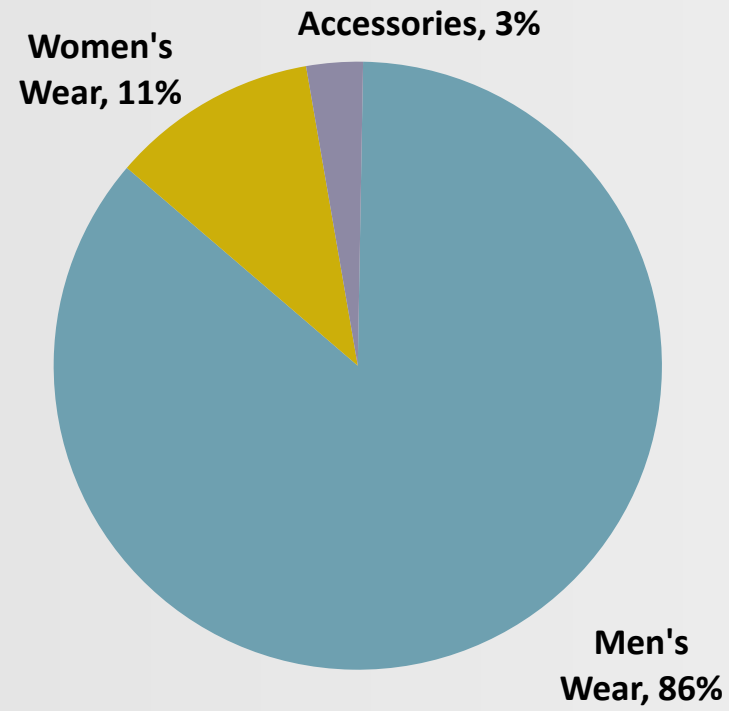
*Q1 FY20 reported numbers are as per IND-AS 116, consequently operating lease expenses have changed from rent/other expenses to depreciation and amortization expenses and finance costs. Company has adopted Modified Retrospective Approach for transition to IND-AS 116 from 1st April 2019



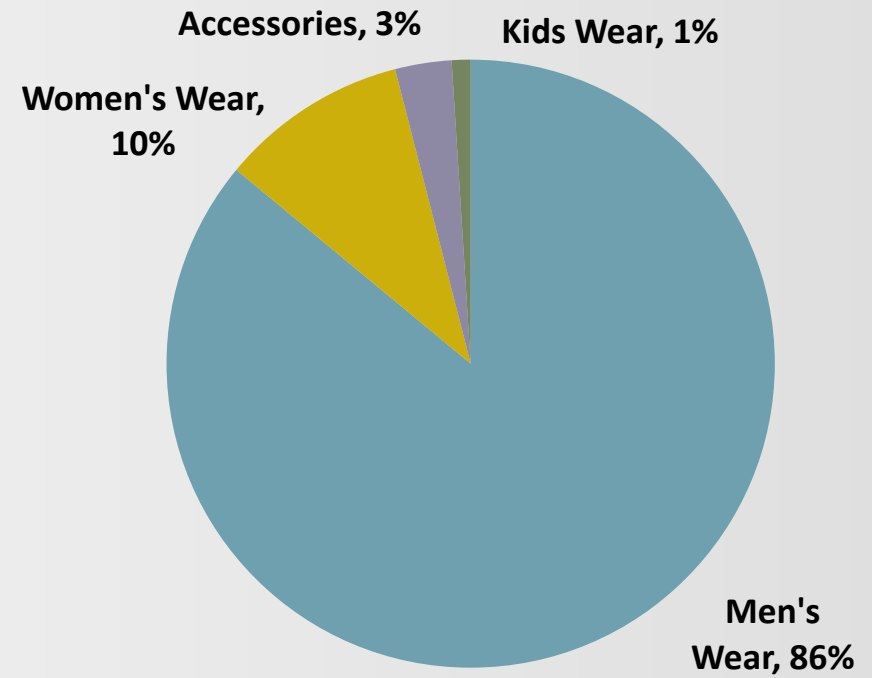
Revenue Break Up – Segmental



Q1 FY19



Q1 FY20



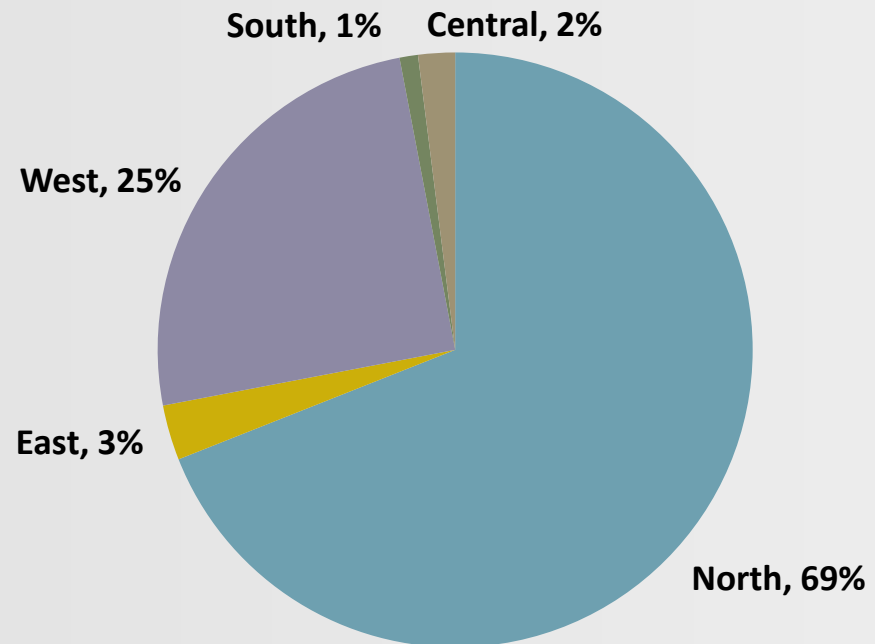
Kid's wear brand - "LiL' Potatoes" launched in Nov'18



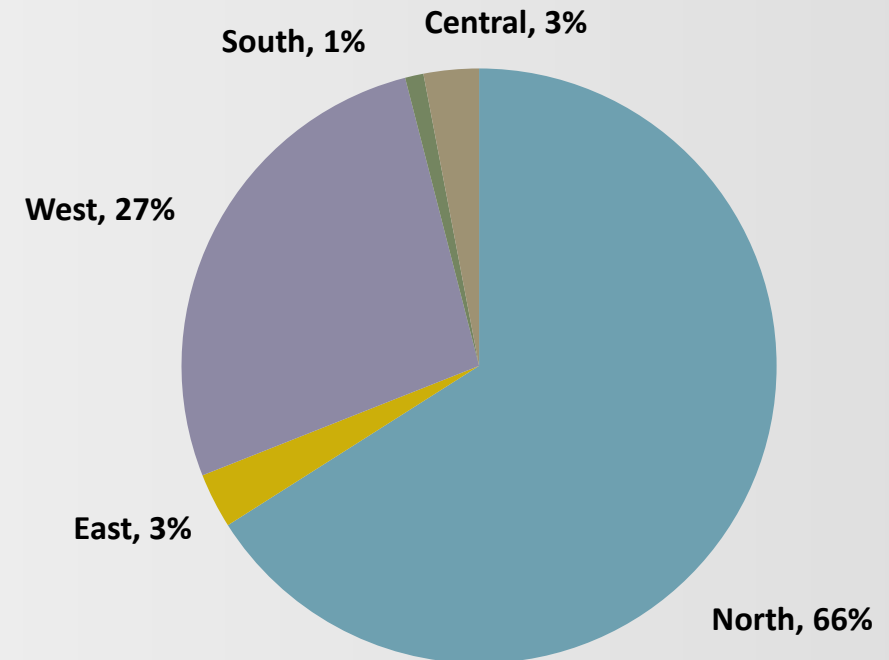
Revenue Break Up – Regional



Q1 FY19



Q1 FY20

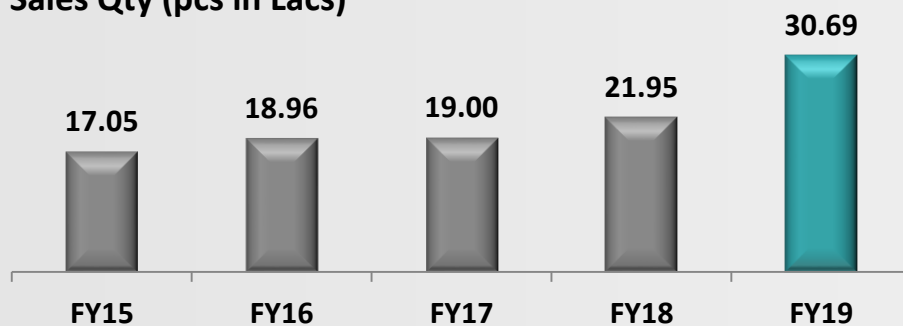




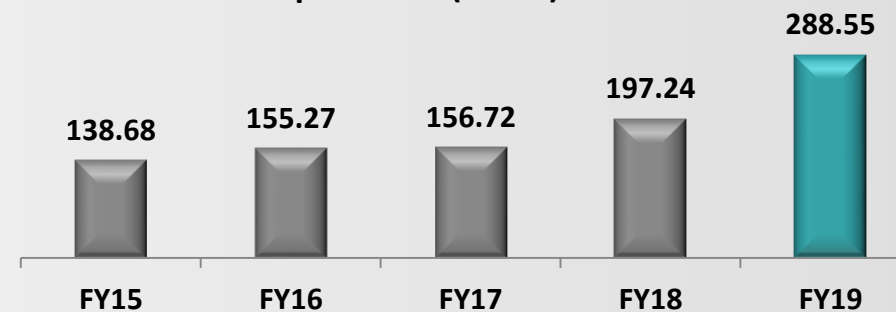
Financial Highlights – Annual



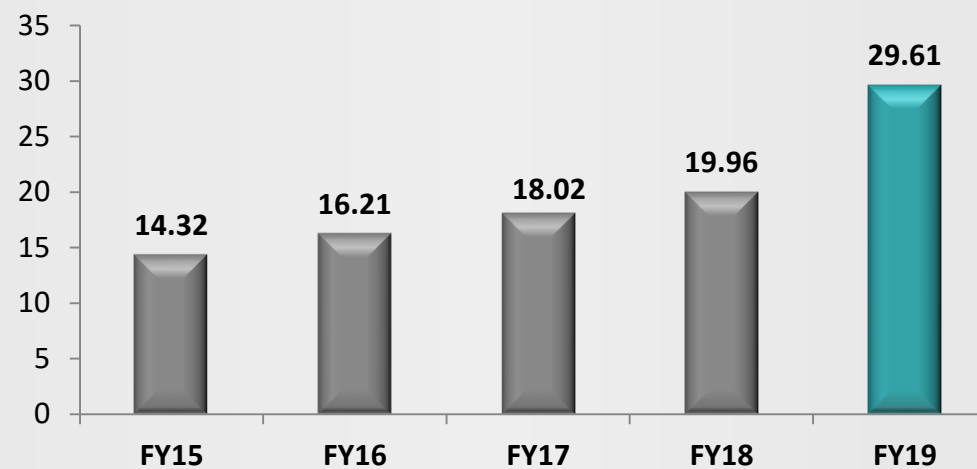
Sales Qty (pcs in Lacs)



Revenue from Operations (Rs. Cr)



EBITDA excluding Other Income (Rs. Cr)

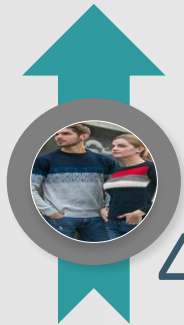




Financial Highlights – FY19

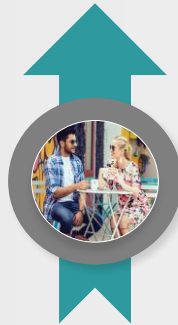


CANTABIL
ITALY
International Clothing



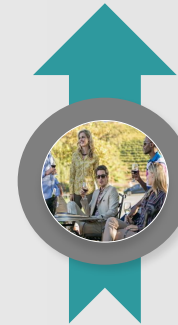
47.08%

Revenue from Operations
Rs. 288.55 Crore



48.29%

EBITDA
Rs. 29.61 Crore



8 bps

EBITDA Margin
10.26%

- 47% YoY growth in Revenue on account of increase in number of stores from 184 in FY18 to 241 in FY19 and higher same store sales
- Average revenue per store increased from Rs. 1.18 Cr in FY18 to Rs. 1.22 Cr in FY19
- Same store sales increased from Rs. 180.15 Cr in FY18 to Rs. 233.09 Cr in FY19

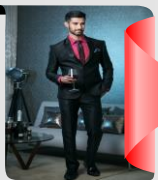


Financial Highlights – Annual



Rs. Cr	FY19	FY18	Y-o-Y(%)
Income from Operations	288.55	197.24	
Excise Duty	0.00	1.05	
Revenue from Operations	288.55	196.19	47.08%
Cost of Goods Sold	136.26	68.66	
Employee Cost	51.47	37.12	
Job Work Charges	10.18	19.60	
Lease Rentals	27.31	24.46	
Other Expenses	33.73	26.37	
Total Expenditure	258.95	176.22	
EBITDA	29.61	19.96	48.29%
EBITDA Margin%	10.26%	10.18%	
Other Income	4.00	1.41	
Depreciation	8.89	8.84	
Interest	8.52	6.80	
Exceptional Item	0.00	1.89	
Profit Before Tax	16.19	7.63	
Tax	3.69	(12.36)	
PAT	12.50	19.99	(37.46%)
Adj. PAT (for def. tax on previous losses)	12.50	8.89	40.61%
EPS in Rs.	7.66	12.24	(37.42%)

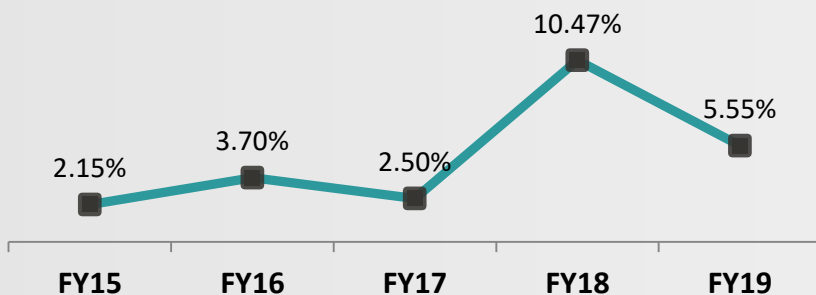
- Revenue growth on account of additional stores and higher same store sales
- Higher average revenue per store leading to incremental EBITDA
- Interest includes notional cost of Rs. 1.85 Cr in FY19 and 0.45 Cr in FY18 for Unwinding of Interest costs on security Deposits
- Adj. PAT - in compliance with provisions of Ind AS 12, one time adjustment of deferred tax asset of Rs. 11.10 Cr created in Q4 FY18 on account of carry forward losses of Rs. 40.29 Cr



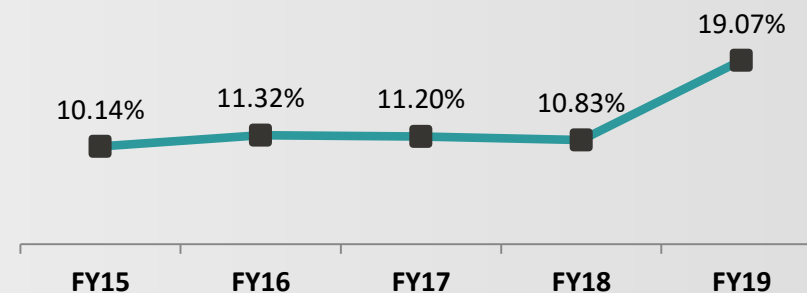
Key Financial Ratios

CANTABIL
International Clothing

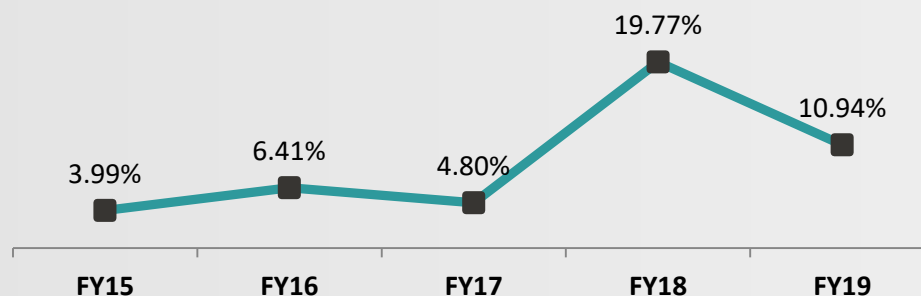
ROA* (%)



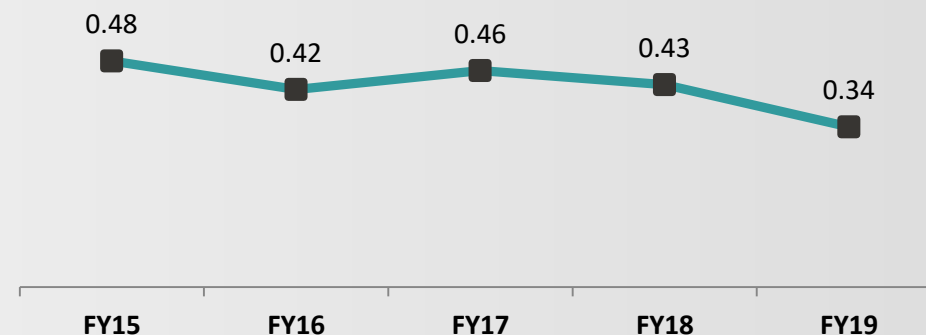
RoCE (%)



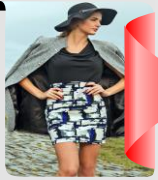
RoE* (%)



Debt to Equity



*PAT adjusted in compliance with provisions of Ind AS 12, one time adjustment of deferred tax asset of Rs. 11.10 Cr created in Q4 FY18 on account of carry forward losses of Rs. 40.29 Cr



Balance Sheet Highlights - Annual



Rs. Cr	Mar-19	Mar-18
Total Equity	114.30	101.10
Equity Share capital	16.33	16.33
Other Equity	97.97	84.77
Non - Current Liabilities	15.31	14.66
Borrowings	4.29	6.98
Other Financial Liabilities	5.52	3.93
Provisions	2.77	2.29
Other Non - Current Liabilities	2.73	1.46
Current Liabilities	95.52	75.14
Borrowings	34.56	36.32
Trade Payables	49.13	26.18
Other Financial Liabilities	7.53	5.46
Provisions	2.36	2.03
Other Current Liabilities	1.94	5.15
Total Equities & Liabilities	225.13	190.89

Rs. Cr	Mar-19	Mar-18
Non-Current Assets	94.75	87.84
Property, Plant and Equipment	59.36	54.54
Capital work in progress	0.34	0.16
Investment Property	3.70	3.76
Other Intangible Assets	0.36	0.32
FA - Investments	0.15	0.10
FA - Other Financial Assets	0.13	0.11
FA – Loans	6.67	5.97
Deferred Tax Assets (Net)	16.90	17.38
Other Non - Current Assets	7.14	5.50
Current Assets	130.38	103.05
Inventories	96.90	81.06
FA - Investments	0.06	0.05
FA - Trade Receivables	18.45	10.50
FA - Loans	0.56	0.34
FA - Cash & Cash Equivalent	2.57	2.59
FA - Other Financial Assets	4.18	4.12
Current Tax Assets (Net)	0.23	0.49
Other Current Assets	7.44	3.89
Total Assets	225.13	190.89

Company Overview

Who we are

Management

Key Strengths



Among Leading Retail Brands in India

CANTABIL
International Clothing

World class designing, manufacturing, branding and retailing of apparels

- Market apparels under Brands “CANTABIL”, “CROZO”, “LIL POTATOES”, “KANESTON”
- Presence across 16 states with 262 EBOs as on 30th June 2019
- Sales floor area - 2,73,757 sq. ft. as on Jun 30, 2019

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, importing from China, job workers

Strong Retail Network

- 262 Exclusive Brand Outlets
- Out of 262 EBOs - 203 stores are Company operated and 59 stores are Franchise operated

Reputed Clientele

- Raymond's, Splash (Lifestyle Group), Austin Reed (Apparel UAE), 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



CANTABIL
International Clothing

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

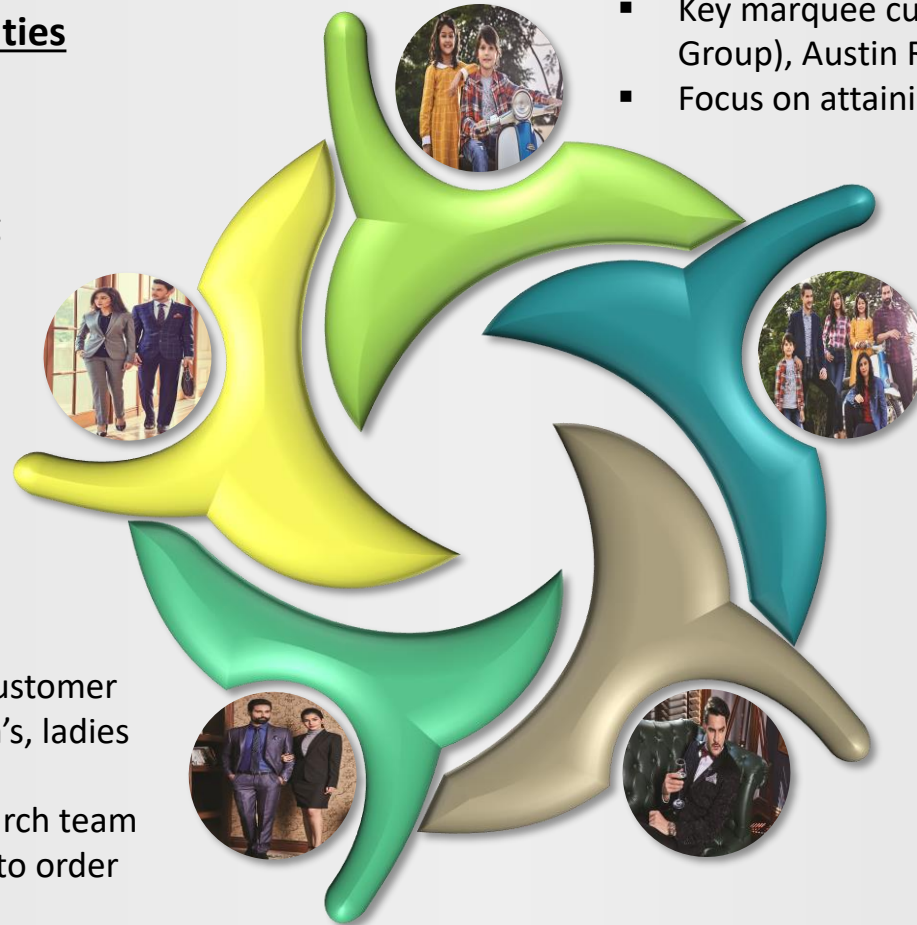
- Key marquee customers like Raymond's, Splash (Lifestyle Group), Austin Reed (Apparel UAE), Benetton etc.
- Focus on attaining highest level of customer satisfaction

Strong Retail Presence

- Pan-India presence of 262 exclusive retail outlets with floor space of 2.74 lacs sq. ft across 16 states

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
ITALY
International Clothing

“CANTABIL”

- Established brand with 20 years of growing acceptance
- Highly popular in middle class - 260+ stores across India



“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



“CROZO”

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



“KANESTON”

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



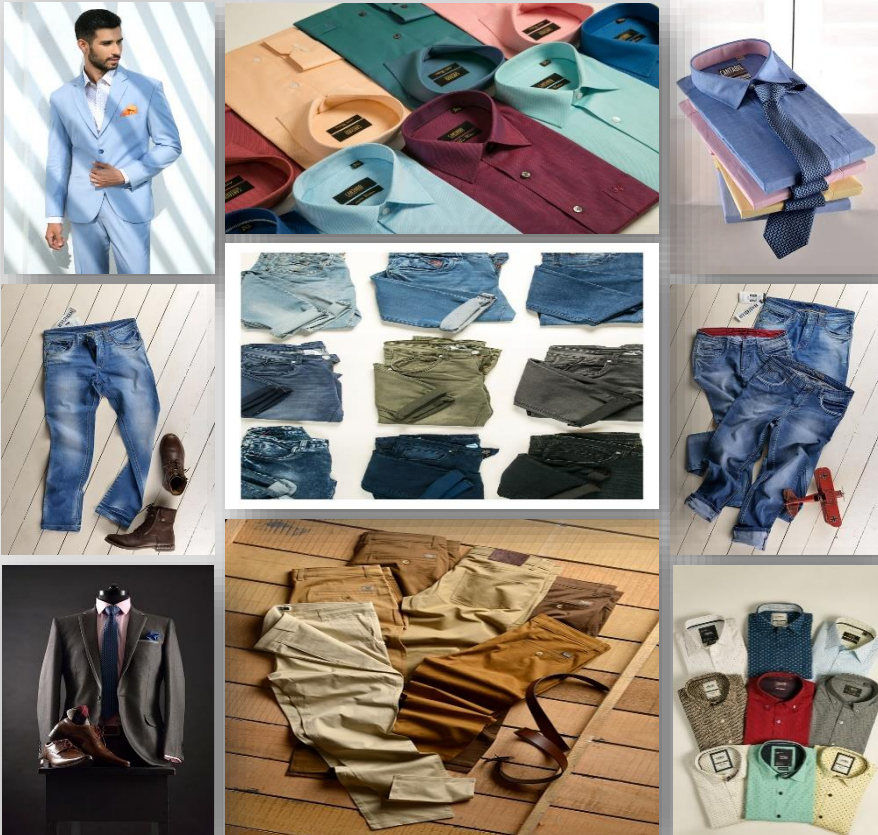


Our Brands contd...



CANTABIL
International Clothing

"CANTABIL"



"CROZO"



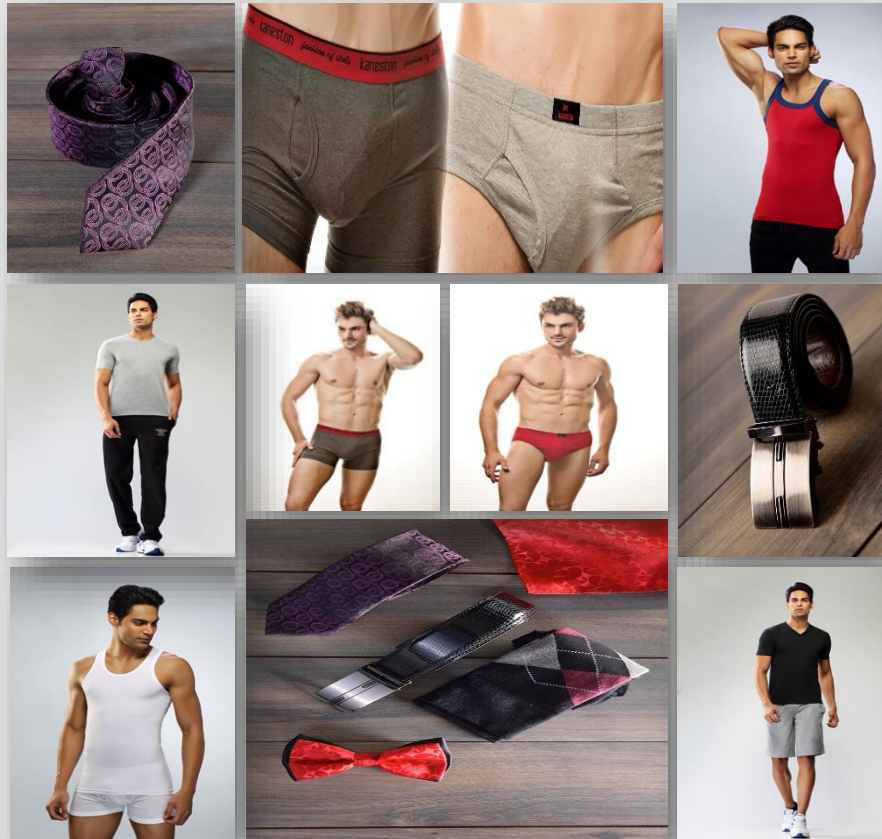


Our Brands



CANTABIL
International Clothing

"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

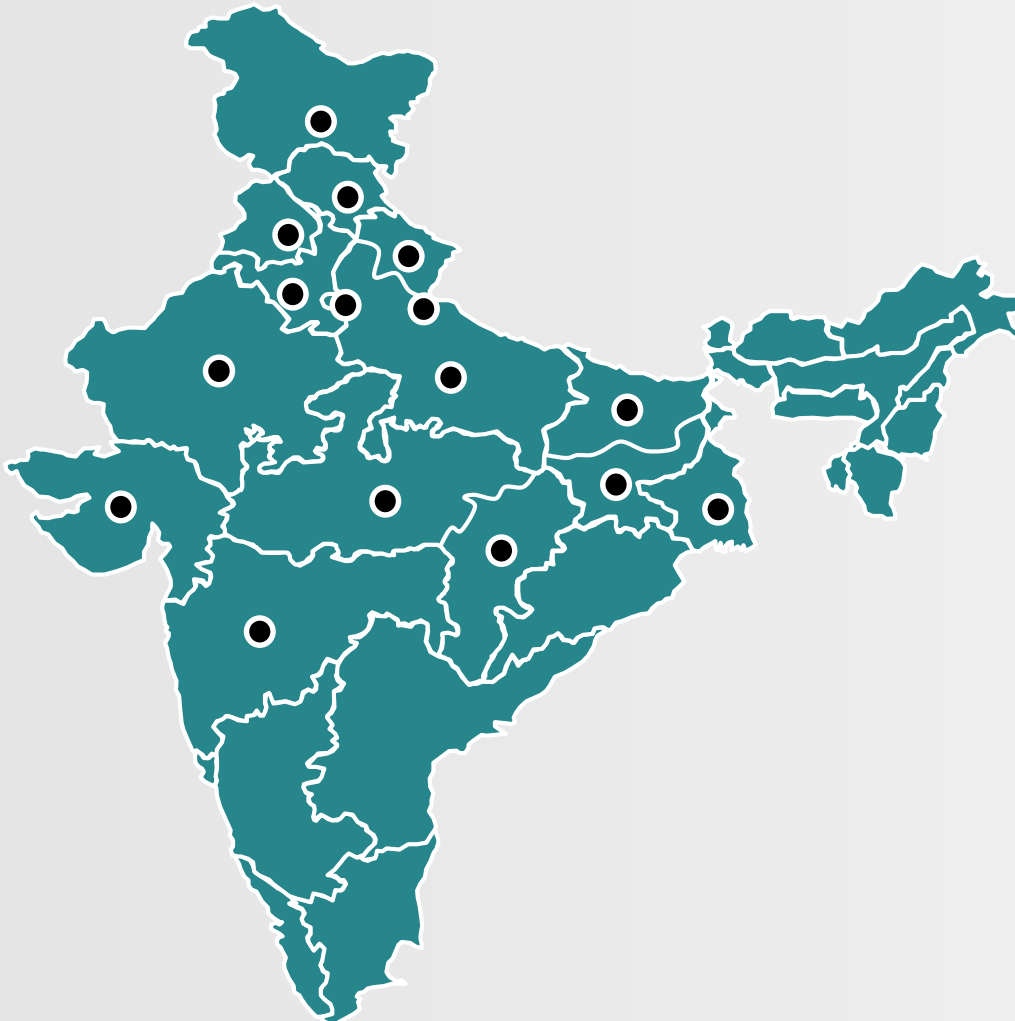




Pan India Presence



CANTABIL
International Clothing



State	30 th Jun' 2019	31 st Mar' 2019
Bihar	3	3
Chhattisgarh	6	6
Delhi	55	54
Gujrat	15	13
Haryana	32	32
Himachal Pradesh	1	1
Jammu & Kashmir	5	4
Jharkhand	6	6
Maharashtra	34	29
Madhya Pradesh	3	2
Punjab	17	15
Rajasthan	33	28
Telangana	3	2
UP	42	39
Uttaranchal	6	6
West Bengal	1	1
Total	262	241

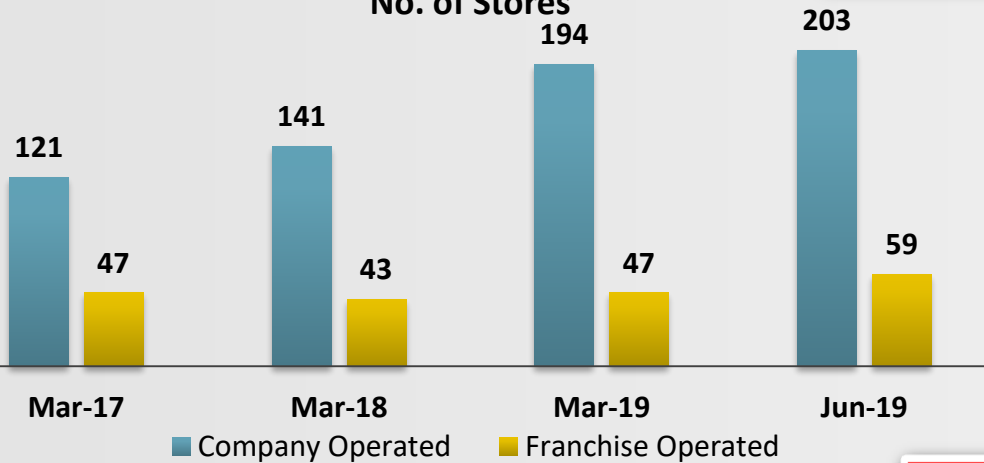


Exclusive Brand Outlets

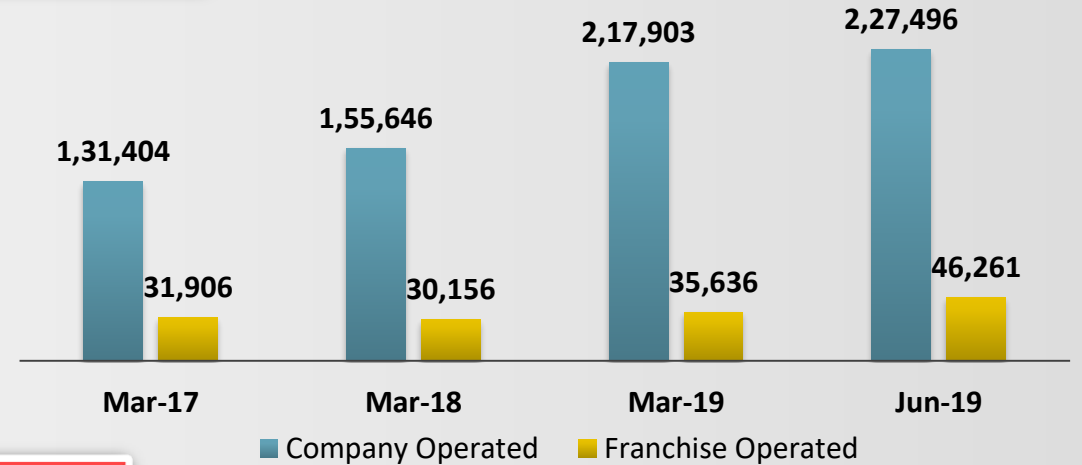
CANTABIL
International Clothing

Company & Franchise Operated

No. of Stores

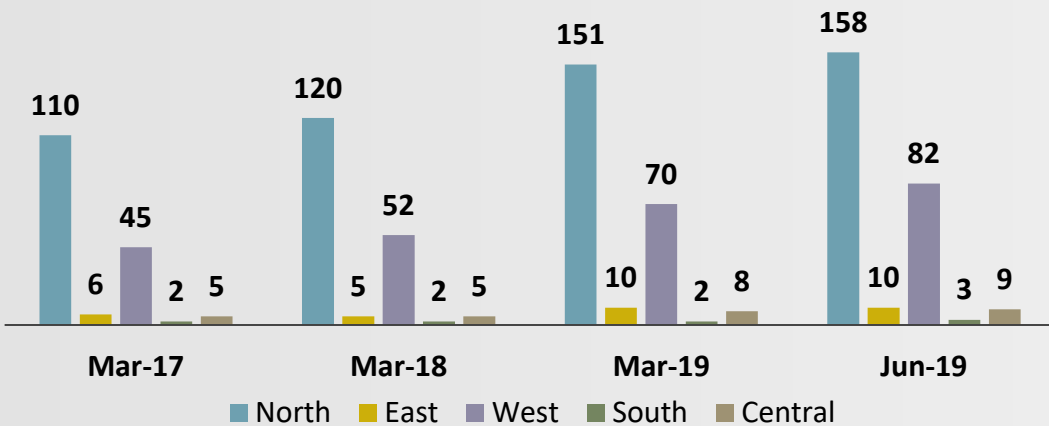


Floor Area

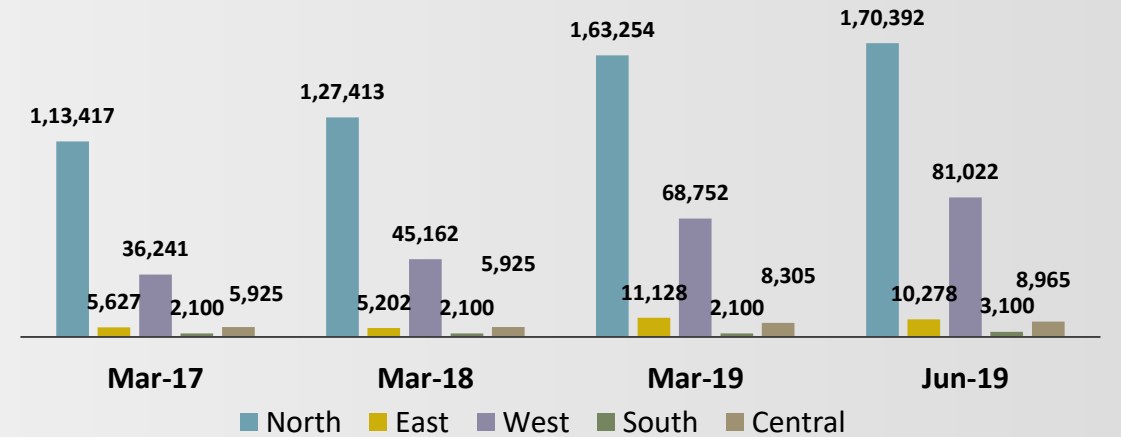


Régional Distribution

No. of Stores



Floor Area



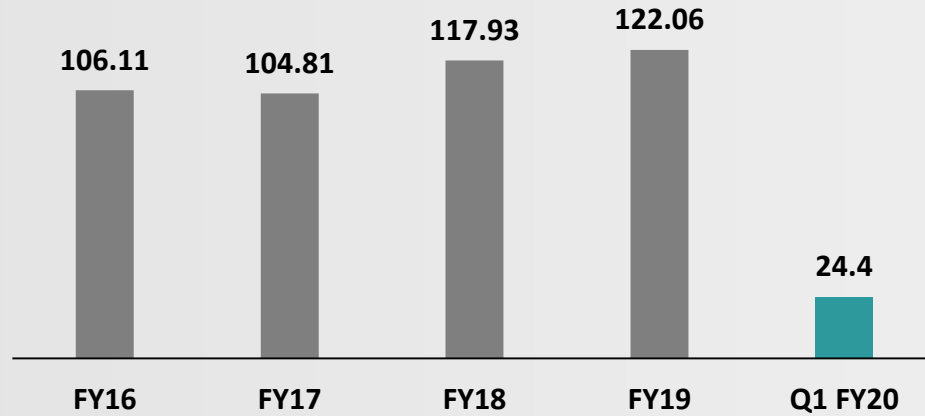


Avg. Revenue Statistics

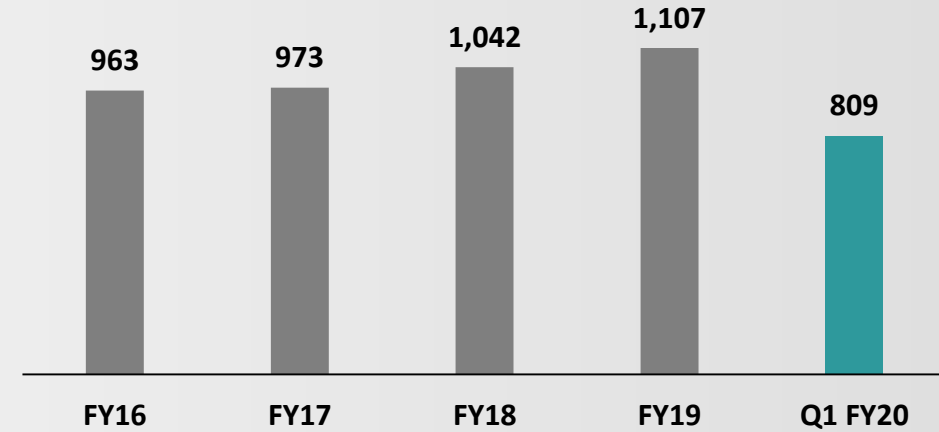


CANTABIL
International Clothing

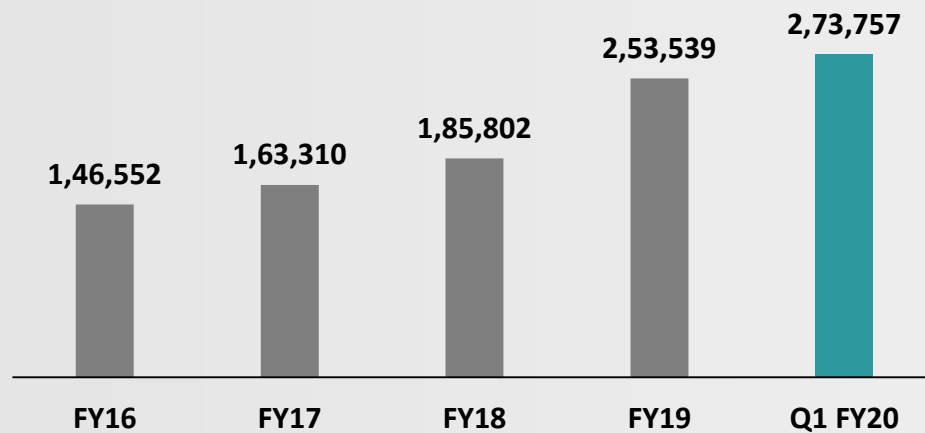
Avg Revenue per Store (in lacs)



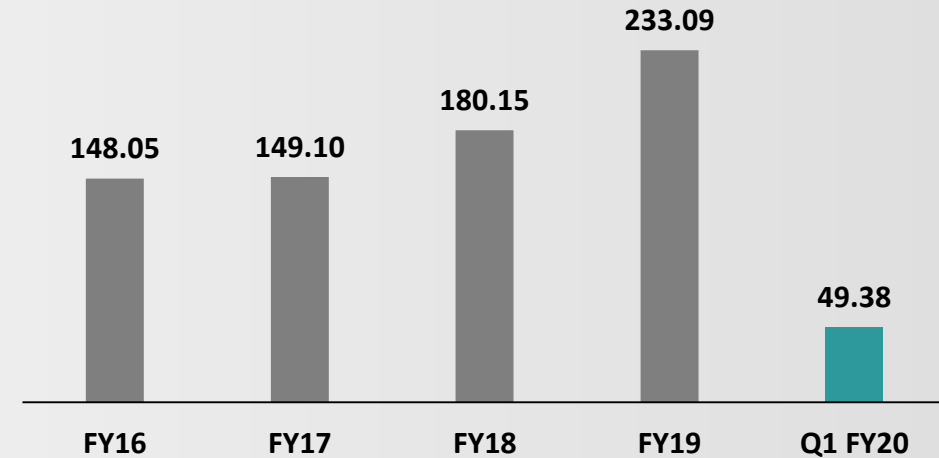
Weighted Avg Revenue per Sq.ft (in Rs.)



Total sq. ft



Same Store Sales (in crs)



Apparel Market

Industry Overview

Retailers

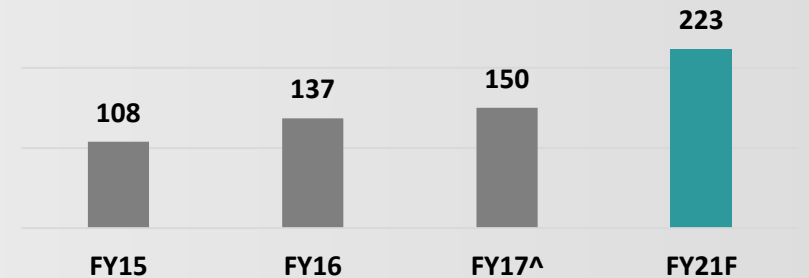


Indian Apparel Industry

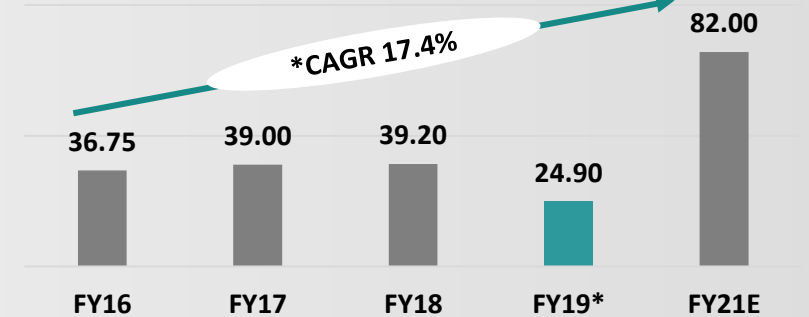


- **Second largest contributor** in retail after food and grocery industry in India
- **41% of Men's wear, 38% Women's wear** and **21% kid's wear**
- Per capita expenditure on apparel expected to reach Rs. **8,000 by 2025**, rising from Rs. **3,100 in 2015**. Thereby expected to grow to Rs. **11.7 Lakh 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 a 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 a CAGR of approx. 10-11%.

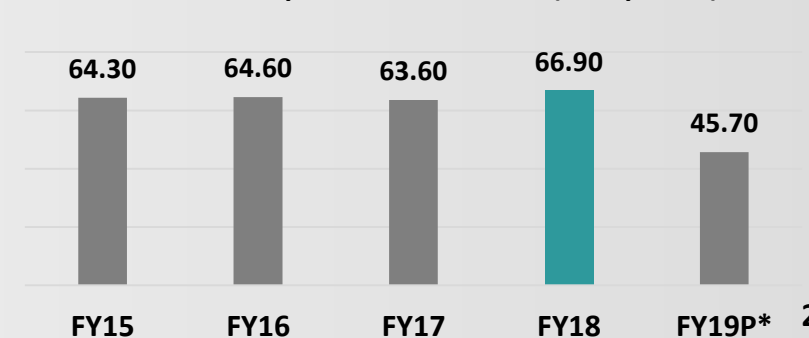
Textile and apparel industry in India (US\$ bn)



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



Total cloth production in India (bn sq. mtrs)

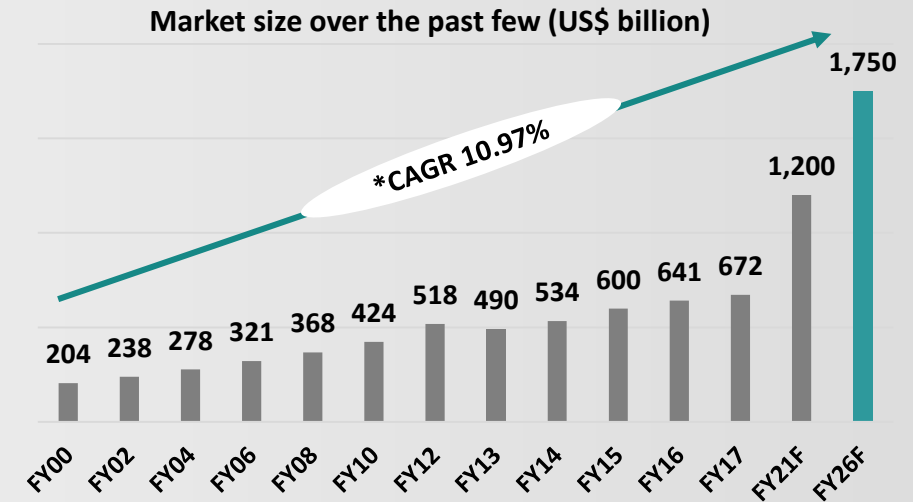
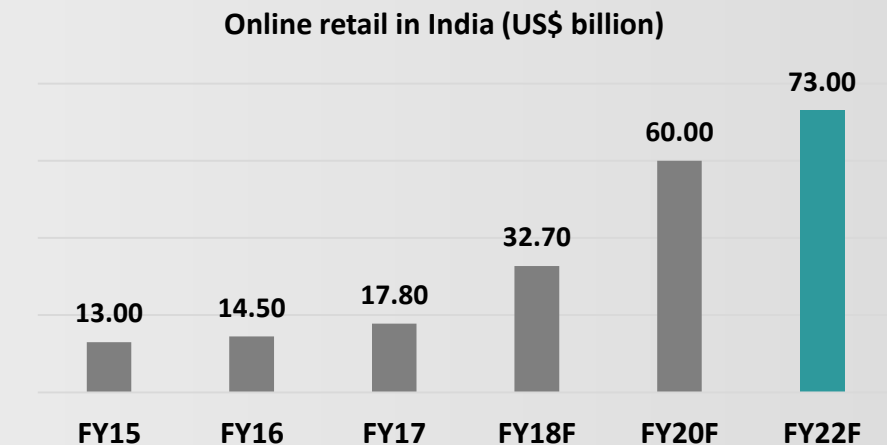




Strong Growth in Indian Retail Industry



- 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 a **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





Way Ahead



Way Ahead



CANTABIL
International Clothing



Increasing Retail Presence

- Planned expansion to open 5 to 7 stores per month
- Expand ladies brand store network to 130 stores from existing 104 in next 12 months
- Enhancing shopping experience by providing 'Best Brand Mix'



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 an equal quantity to the existing capacity as per the 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



CANTABIL
International Clothing



533267



CANTABIL

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CRIL.BO

For further information, please contact:

Company :

Investor Relations Advisors :

Cantabil Retail India Ltd.

Bridge Investor Relations Pvt. Ltd.

Mr. Shivendra Nigam

shivendra.nigam@cantabilinternational.com

Mr. Amit Sharma

amit@bridge-ir.com

Ms. Disha Shah

disha@bridge-ir.com

www.cantabilinternational.com

www.bridge-ir.com

Media Release

No. of Stores – 262 stores

Q1 FY20 Revenue at Rs. 58.09 crore, YoY growth of 9.65%

Q1 FY20 EBITDA (w/o IND-AS 116 effect) at Rs. 6.11 crore, YoY growth of 30.01%

Q1 FY20 EBITDA Margin (w/o IND-AS 116 effect) at 10.52%, Increase of 164 bps on YoY

Q1 FY20 PAT (w/o IND-AS 116 effect) at Rs 2.26 crore, YoY growth of 64.15%

Q1 FY20 PAT Margin at 3.90%, Increase of 130 bps on YoY

Delhi, 9th August 2019: 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, has announced its un-audited financial results for the quarter ended June 30th, 2019. These financials are as per the IND AS guidelines (IND AS 116 guidelines adjusting for leases has been incorporated in Q1 FY20).

Key Financials (Rs. Crore): -

Particulars	Q1 FY20 (With IND-AS 116)	Q1 FY20 (W/O IND-AS 116)	Q1 FY19	Y-o-Y (%) (W/O IND-AS 116)	Q4 FY19
Total Revenue	58.09	58.09	52.98	9.65	93.31
EBIDTA (excl. other income)	15.34	6.11	4.70	30.01	10.38
EBITDA Margin (%)	26.40	10.52	8.88	164 bps	11.12
PAT	0.42	2.26	1.38	64.15	5.00
PAT Margin (%)	0.72	3.90	2.60	130 bps	5.36
EPS	0.25	1.39	0.84	N/A	3.06

Performance Highlights with IND-AS 116 for the quarter ended June 30th, 2019 (Q1 FY20):

- Total Revenue from operations was at Rs. 58.09 crore mainly driven by addition of 21 new stores in Q1 FY20 and 68 stores year-to-date ending Q1 FY20
- EBITDA (excluding other income) stood at Rs. 15.34 crore
- EBITDA Margin was 26.40 %
- Profit After Tax was at Rs. 0.42 crore
- PAT Margin was 0.72%
- EPS stood at Rs. 0.25

Performance Highlights W/O IND-AS 116 for the quarter ended June 30th, 2019:

- **EBITDA (excluding other income) stood at Rs. 6.11 crore** in Q1 FY20 as against Rs. 4.70 crore in the Q1 FY19 **YoY growth of nearly 30.01% EBITDA** mainly driven by higher per unit realizations and better procurement pricing
- **EBITDA Margin in Q1 FY20 was 10.52%** as against 8.88 % in Q1 FY19, a jump of 164 bps
- **Profit After Tax was at Rs. 2.26 crore** in Q1 FY20 as against Rs. 1.38 crore in the corresponding period Q1 FY19
- **PAT Margin was 3.90% in Q1 FY20** as against 2.60% in Q1 FY19, a jump **of 130 bps** mainly due to increase in sales and better EBITDA margins

Management Comment:

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

"It gives me immense pleasure to share with you the performance of our Company for the first quarter ended 30th June 2019. I am happy to share that we have demonstrated good growth. We have delivered 9.65% revenue growth, 10.52% EBITDA Margin and 3.90% PAT Margin (not taking into account IND-AS 116). This is mainly driven by addition of new stores, higher per unit realizations and better procurement strategies.

We plan to continue focusing on expanding our network of stores and increasing per-store sales and efficiencies. In line with this, we opened 21 new stores across India during this quarter, bringing our total store count to 262. In addition to this geographical expansion, we also strive to periodically enhance our product offerings. This would not only enable us to deeply penetrate the market, but also keep us on the forefront of changing fashion trends.

I thank the entire team of 'Cantabil Retail India Limited' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, 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 over 260 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.



Cantabil Retail India Limited

For more details please visit:

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

<i>Company:</i> Mr. Shivendra Nigam Cantabil Retail India Limited E-mail: shivendra.nigam@cantabilinternational.com	<i>Investor Relations:</i> Mr. Amit Sharma Ms. Disha Shah Bridge Investor Relations Pvt. Ltd. Email: amit@bridge-ir.com disha@brigde-ir.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.*