



**February 10, 2025**

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: Media Release on Un-Audited Financial Results for the Quarter ended on December 31, 2024**

Dear Sir/Ma'am,

Please find enclosed herewith the Media Release on Un-Audited Financial Results of the Company for the Quarter ended on December 31, 2024.

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.**

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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

## HISTORIC PERFORMANCE

### RECORD SSG of 17.7% in Q3FY25

**Highest Ever Quarterly Revenue of ₹223 crores in Q3 FY25 up by 28% y-o-y**

**Highest Ever Quarterly EBIDTA of ₹ 72.5 crores in Q3 FY25 up by 34% y-o-y**

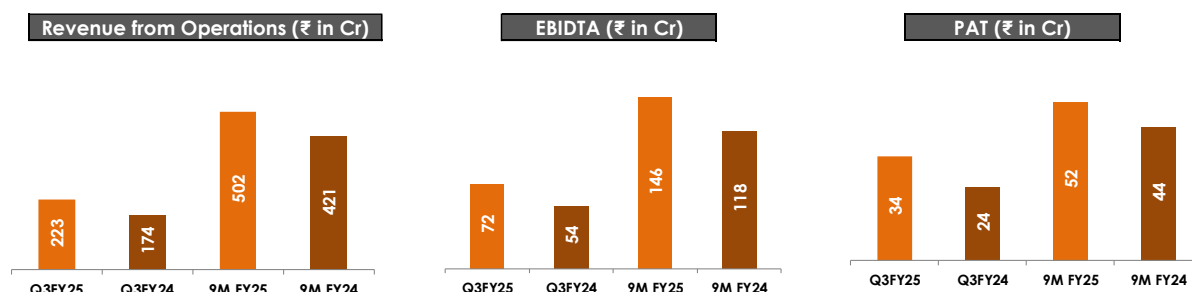
**Record PAT for Q3 FY25 at ₹ 34.4 crores up by 43% y-o-y**

**Total Store 576 | Net Store addition 43**

**New Delhi, February 10, 2025:** Cantabil Retail India Limited (CRIL / Company), one of India's leading integrated retail player with pan India presence declared its unaudited Financial Results for the quarter and nine months period ended December 31, 2024. CRIL 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)	Q3FY25	Q3FY24	Y-O-Y	9M FY25	9M FY24	Y-O-Y	FY24
Revenue from Operations	222.9	174.5	28%	502.0	421.3	19%	615.6
EBIDTA	72.5	53.9	34%	146.4	117.9	24%	162.7
EBIDTA Margin	32.5%	30.9%		29.2%	28.0%		26.4%
PAT	34.4	24.1	43%	52.3	43.9	19%	62.2
PAT Margin %	15.4%	13.8%		10.4%	10.4%		10.1%



### Standalone Performance highlights for Q3 FY25

- **Revenue from Operations** for Q3 FY25 grew by 28% to ₹222.9 crores as compared to ₹174.5 crores in Q3 FY24.
- **EBIDTA** for Q3 FY25 grew by 28% to ₹72.5 crores as compared to ₹53.9 crores in Q3 FY24. **EBIDTA margin** for Q3 FY25 stood at 32.5% as compared to 30.9% in Q3 FY24.
- **PAT** for Q3 FY25 grew by 43% to ₹34.4 crores as compared to ₹24.1 crores in Q3 FY24. **PAT margin** for Q3 FY25 stood at 15.4% as compared to 13.8% in Q3 FY24.

### Standalone Performance highlights for 9M FY25

- **Revenue from Operations** for 9M FY25 grew by 19% to ₹502.0 crores as compared to ₹421.3 crores in 9M FY24.
- **EBIDTA** for 9M FY25 grew by 24% to ₹146.4 crores as compared to ₹117.9 crores in 9M FY24. **EBIDTA margin** for 9M FY25 stood at 29.2% as compared to 28.0% in 9M FY24.
- **PAT** for 9M FY25 grew by 19% to ₹52.3 crores as compared to ₹43.9 crores in 9M FY24. **PAT margin** for 9M FY25 stood at 10.4% as compared to 10.4% in 9M FY24.

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### 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 43 stores in 9M FY25 taking the total tally to 576 stores as at December 31, 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.

- **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.

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

*"We are pleased to report a historical quarterly performance for Q3FY25 setting various benchmarks. The record SSG of 17.7% achieved during the quarter underscores the robustness of our brand. The achievement of a historical high in quarterly revenue and Profit After Tax (PAT), despite a challenging market environment, is a testament to our customer-centric approach, highlights the brand's competitive advantage and its potential for sustained growth and market leadership."*

We are focused on executing a multi-pronged strategy aimed at augmenting customer convenience, strengthening our brand proposition, and driving business growth through expanded market presence and diversified offerings

The government's strategy to boost consumer demand through sustainable measures, including direct tax cuts, is anticipated to produce desirable results. The overall revival in consumer sentiment is expected to disproportionately benefit companies that have invested in building strong brand equity, nurturing customer relationships, and establishing a solid market presence. We are committed to shifting gears, capitalizing on emerging opportunities, and solidifying our position as a leader in the fashion apparel sector

On the expansion front, the Company accelerated its store expansion strategy by opening 43 stores (net) during 9M FY24.

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**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 576 Exclusive Brand Outlets (EBOs). The company believes in building strong client relationships by effectively delivering good quality products and acknowledging the changing customer demands.

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**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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