



CANTABIL ITALY

CANTABIL RETAIL INDIA LIMITED

INVESTOR PRESENTATION

Q2 & H1 FY26



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TABLE OF CONTENTS

Performance Highlights

Corporate Overview

Vision 2027

Media & Marketing

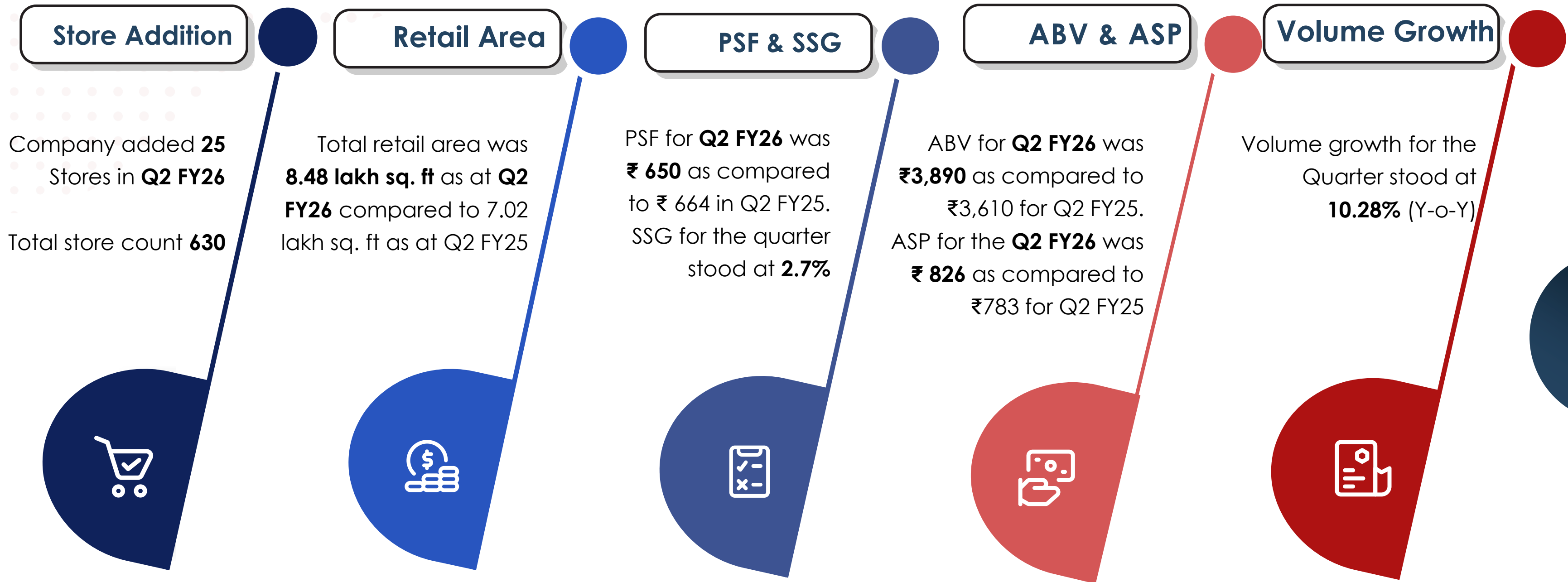
Historical Performance



Q2 & H1 FY26 PERFORMANCE HIGHLIGHTS



Q2 FY26 - KEY OPERATIONAL UPDATES



H1 FY26 - KEY OPERATIONAL UPDATES

Store Addition

Company added **31**
Stores in H1 FY26

Total store count **630**

Retail Area

Total retail area was **8.48 lakh sq. ft** as at H1 FY26 compared to 7.02 lakh sq. ft as at H1 FY25

PSF & SSG

PSF for **H1 FY26** was **₹ 637** as compared to ₹ 627 in H1 FY25.

SSG for **H1 FY26** stood at **6.70%**

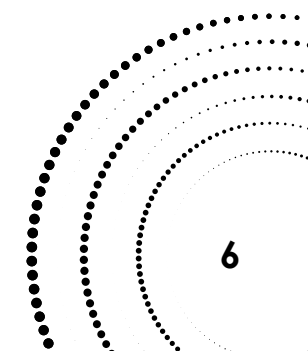
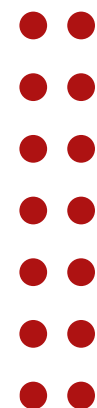
ABV & ASP

ABV for **H1 FY26** was **₹4,021** as compared to ₹3,681 for H1 FY25.

ASP for **H1 FY26** was **₹ 918** as compared to ₹862 for H1 FY25

Volume Growth

Volume growth for **H1 FY26** stood at **13.21 %** (Y-o-Y)



Q2 & H1 FY26 - KEY PERFORMANCE HIGHLIGHTS



Q2 FY26

REVENUE	GROSS MARGIN	EBITDA	PBT	PAT
₹ 176.0 Crs Growth of 16% Y-O-Y	₹ 99.3 Crs Growth of 17% Y-O-Y	₹ 42.1 Crs Growth of 22% Y-O-Y	₹ 8.5 Crs Growth of 8% Y-O-Y	₹ 6.8 Crs Growth of 3% Y-O-Y

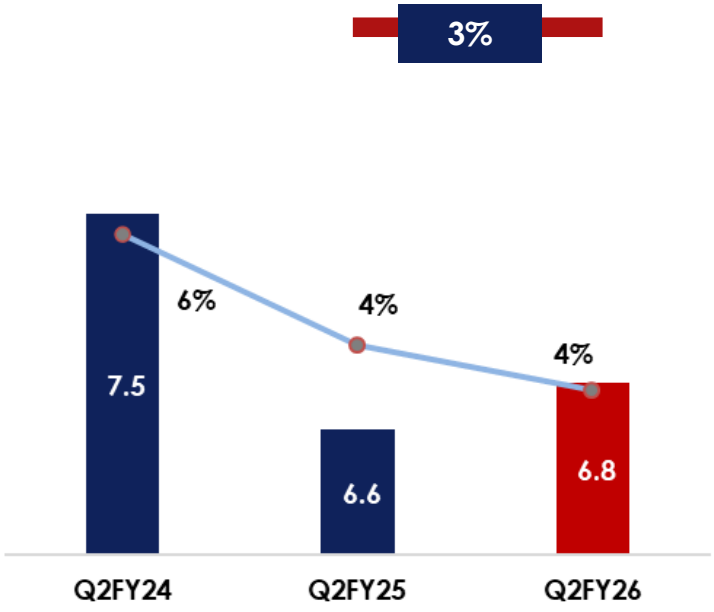
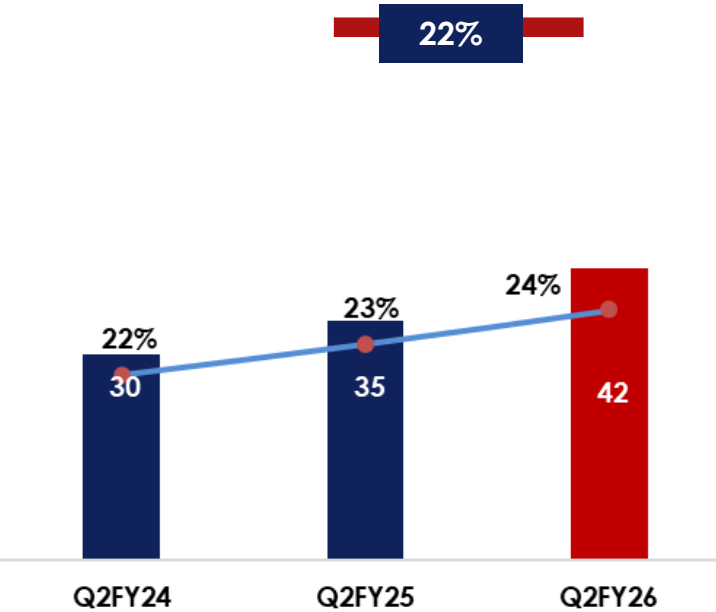
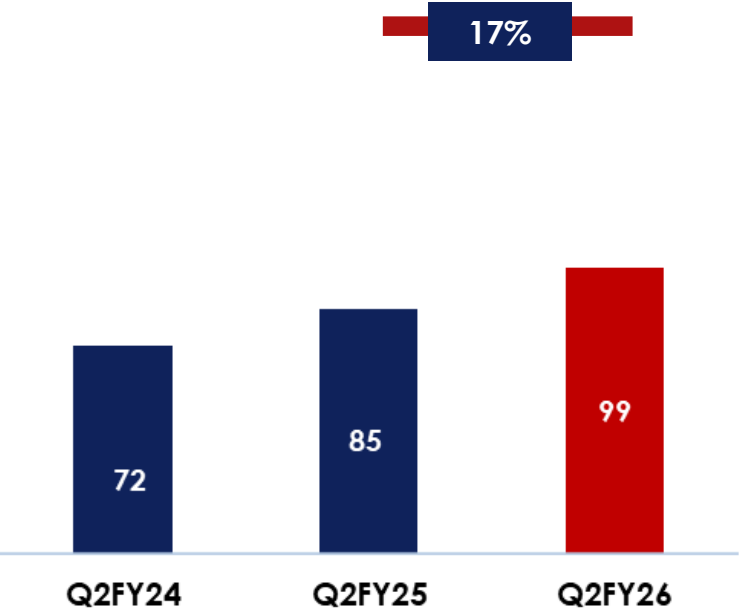
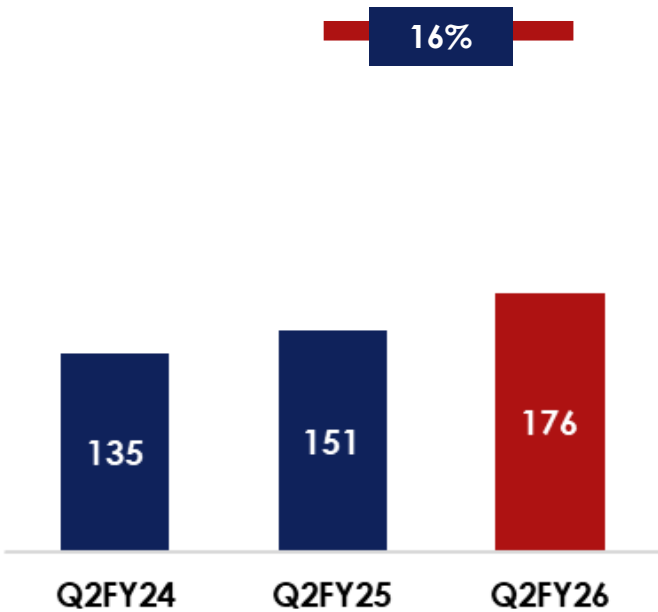
H1 FY26

₹ 334.7 Crs Growth of 20% Y-O-Y	₹ 202.7 Crs Growth of 20% Y-O-Y	₹ 91.1 Crs Growth of 23% Y-O-Y	₹ 27.6 Crs Growth of 20% Y-O-Y	₹ 21.4 Crs Growth of 19% Y-O-Y
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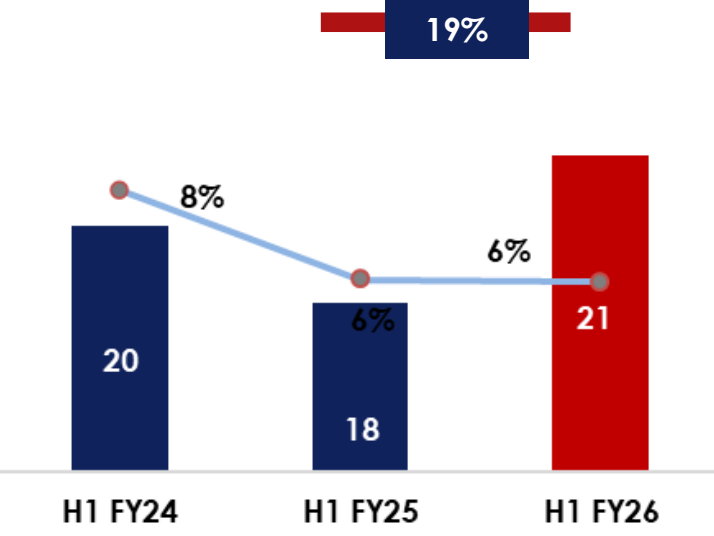
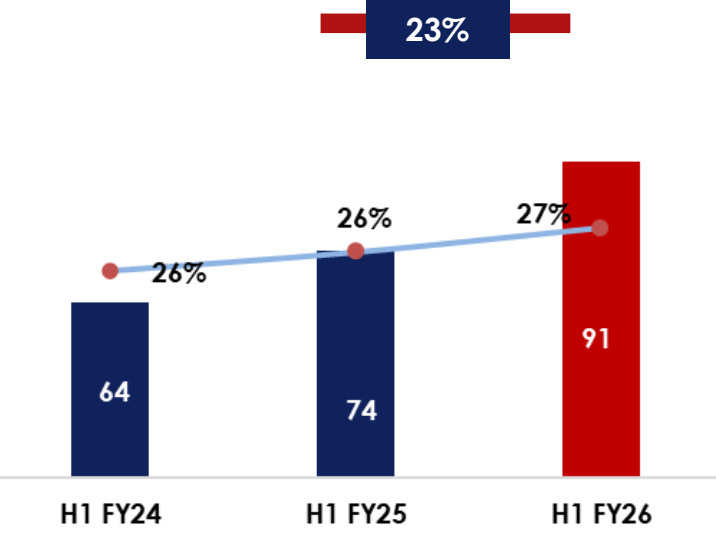
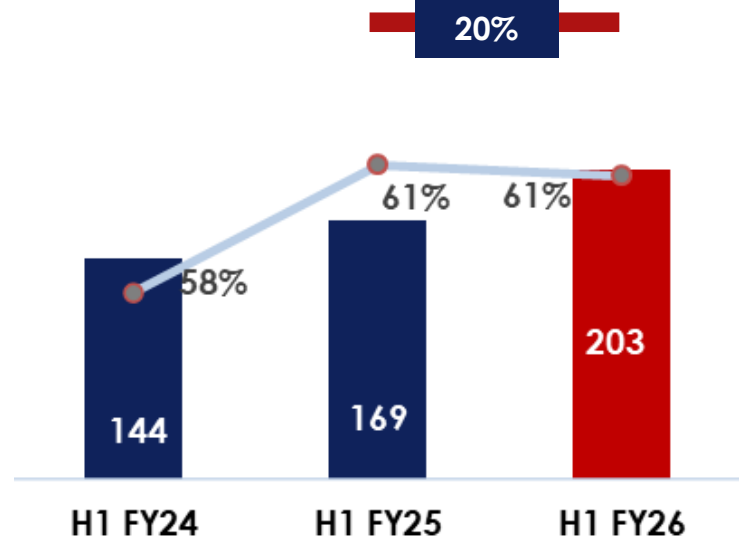
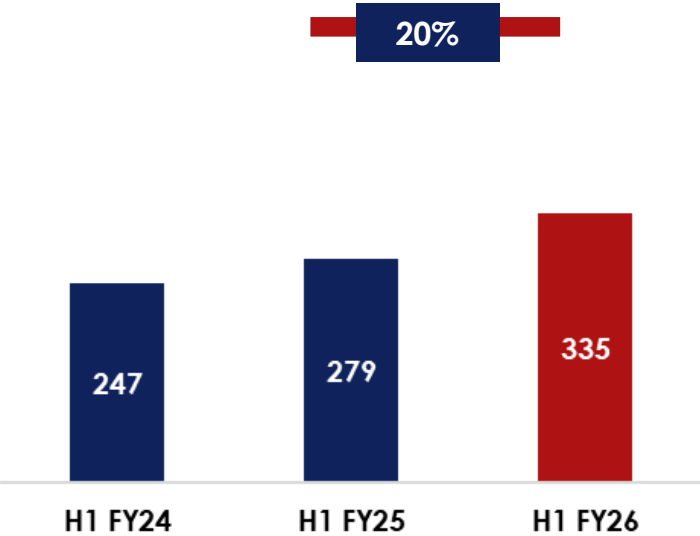
KEY FINANCIAL HIGHLIGHTS (GROWTH IN %)



Q2 FY26



H1 FY26



Revenue (₹ cr)

Gross Margin (₹ cr)

EBIDTA (₹ cr)

PAT (₹ cr)

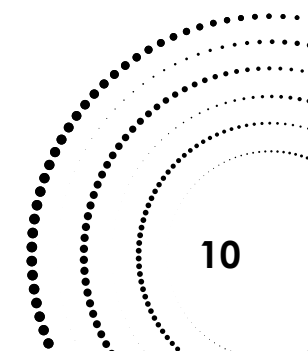
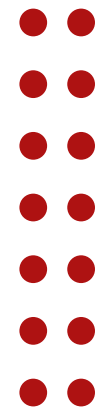
PROFITABILITY HIGHLIGHTS

Particulars (₹ In Crs)	Q2FY26	Q2FY25	Y-o-Y	H1 FY26	H1 FY25	Y-o-Y	FY25
Revenue from Operations	176.0	151.1	16%	334.7	278.7	20%	721.1
Raw Material Expenses	55.2	45.0		89.2	69.9		213.7
Employee Expenses	39.5	34.6		77.1	66.5		143.2
Other Expenses	39.2	37.0		77.2	68.4		159.2
EBITDA	42.1	34.5	22%	91.1	73.9	23%	205.0
EBITDA Margin (%)	23.9%	22.8%		27.2%	26.5%		28.4%
Other Income	1.5	1.2		3.9	2.9		8.5
Depreciation	23.9	19.4		45.6	37.4		80.2
Finance Cost	11.2	8.5		21.7	16.3		35.0
Profit before Tax & Exceptional Item	8.5	7.9		27.6	23.1		98.2
Exceptional Item	0.0	0.0		0.0	0.0		0.0
Profit before Tax	8.5	7.9	8%	27.6	23.1	20%	98.2
PBT Margin (%)	4.8%	5.2%		8.3%	8.3%		13.6%
Tax	1.8	1.3		6.2	5.1		23.3
Profit After Tax	6.8	6.6	3%	21.4	18.0	19%	74.9
PAT Margin (%)	3.8%	4.3%		6.4%	6.4%		10.4%
Basic EPS	0.8	0.8		2.6	2.1		9.0
Diluted EPS	0.8	0.8		2.6	2.1		9.0



PROFITABILITY HIGHLIGHTS (PRE IND AS 116)

Particulars (₹ In Crs)	Q2FY26	Q2FY25	Y-o-Y	H1 FY26	H1 FY25	Y-o-Y	FY25
Revenue from Operations	176.0	151.1	16%	334.7	278.7	20%	721.1
Raw Material Expenses	55.2	45.0		89.2	69.9		213.7
Employee Expenses	39.5	34.6		77.1	66.5		143.2
Other Expenses	64.7	57.6		126.2	108.4		243.8
EBITDA	16.6	13.9	19%	42.0	33.9	24%	120.4
EBITDA Margin (%)	9.4%	9.2%		12.6%	12.1%		16.7%
Other Income	1.3	1.2		3.3	2.9		6.9
Depreciation	5.7	5.0		10.9	9.3		20.3
Finance Cost	0.8	0.6		2.0	1.1		2.7
Exceptional Item	0.0	0.0		0.0	0.0		0.0
Profit before Tax	11.3	9.5	19%	32.5	26.4	23%	104.4
PBT Margin (%)	6.4%	6.3%		9.7%	9.5%		14.5%
Tax	2.5	1.7		7.4	6.0		24.9
Profit after Tax	8.9	7.8	14%	25.1	20.4	23%	79.5
PAT Margin (%)	5.0%	5.2%		7.5%	7.3%		11.0%



BALANCE SHEET

ASSETS (₹ In Crs)	Sep'25	Mar'25
NON-CURRENT ASSETS	699.2	603.7
Property, plant & equipment	145.6	138.7
Capital work-in-progress	60.1	46.8
Investment Property	4.4	4.5
Right-of-use assets	433.7	363.0
Other Intangible assets	1.4	1.5
Financial Assets		
Investments	0.1	0.1
Other Financial Assets	19.3	19.0
Non-current tax assets (net)	0.5	0.5
Deferred Tax Assets (net)	31.0	28.1
Other Non - current assets	3.1	1.5
CURRENT ASSETS	373.1	337.5
Inventories	309.1	279.1
Investments	1.5	5.1
Trade receivables	17.0	13.4
Cash & Cash Equivalents	19.2	27.9
Other Financial Assets	4.1	3.1
Current Tax Assets (net)	6.2	0.0
Other Current assets	15.9	8.9
TOTAL ASSETS	1,072.3	941.2

EQUITY & LIABILITIES (₹ In Crs)	Sep'25	Mar'25
EQUITY	409.5	393.1
Equity Share capital	16.7	16.7
Other equity	392.8	376.4
NON-CURRENT LIABILITIES	459.0	389.1
Borrowings	0.0	0.0
Lease Liability	426.5	356.8
Other financial liabilities	15.1	15.2
Provisions	10.2	9.0
Other Non-Current Liabilities	7.3	8.1
CURRENT LIABILITIES	203.7	159.0
Borrowings	33.0	0.0
Lease Liability	58.3	54.2
Trade Payables	68.6	68.2
Other Financial Liabilities	27.9	23.2
Other current liabilities	7.7	7.3
Current tax liabilities (Net)	1.1	1.1
Provisions	7.0	5.0
TOTAL EQUITY & LIABILITIES	1,072.3	941.2

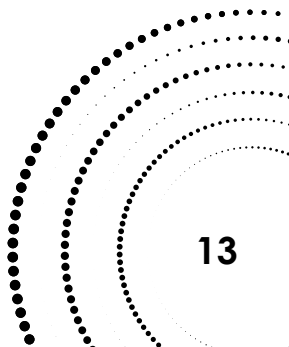
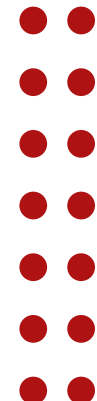
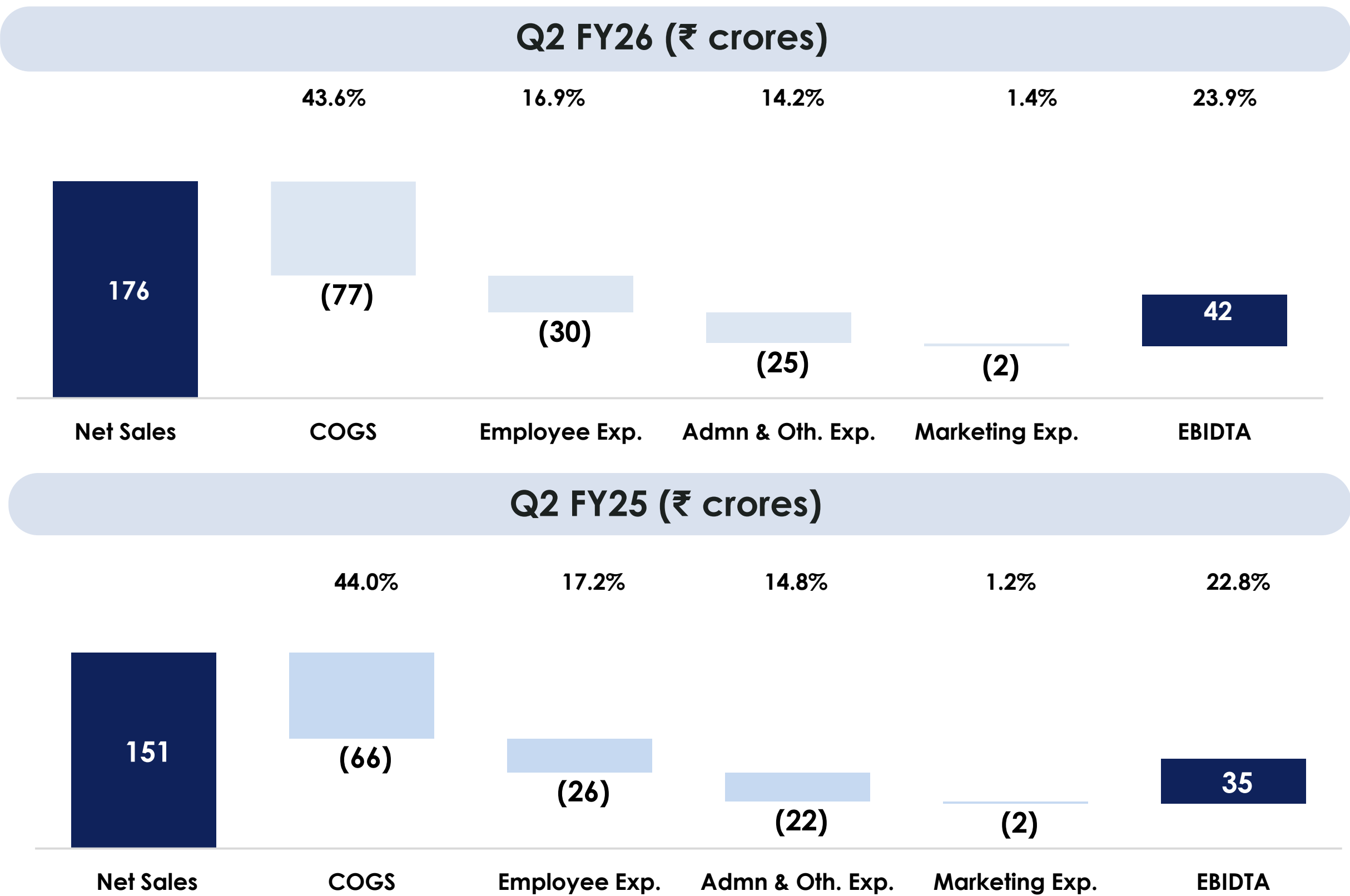


CASH FLOW HIGHLIGHTS

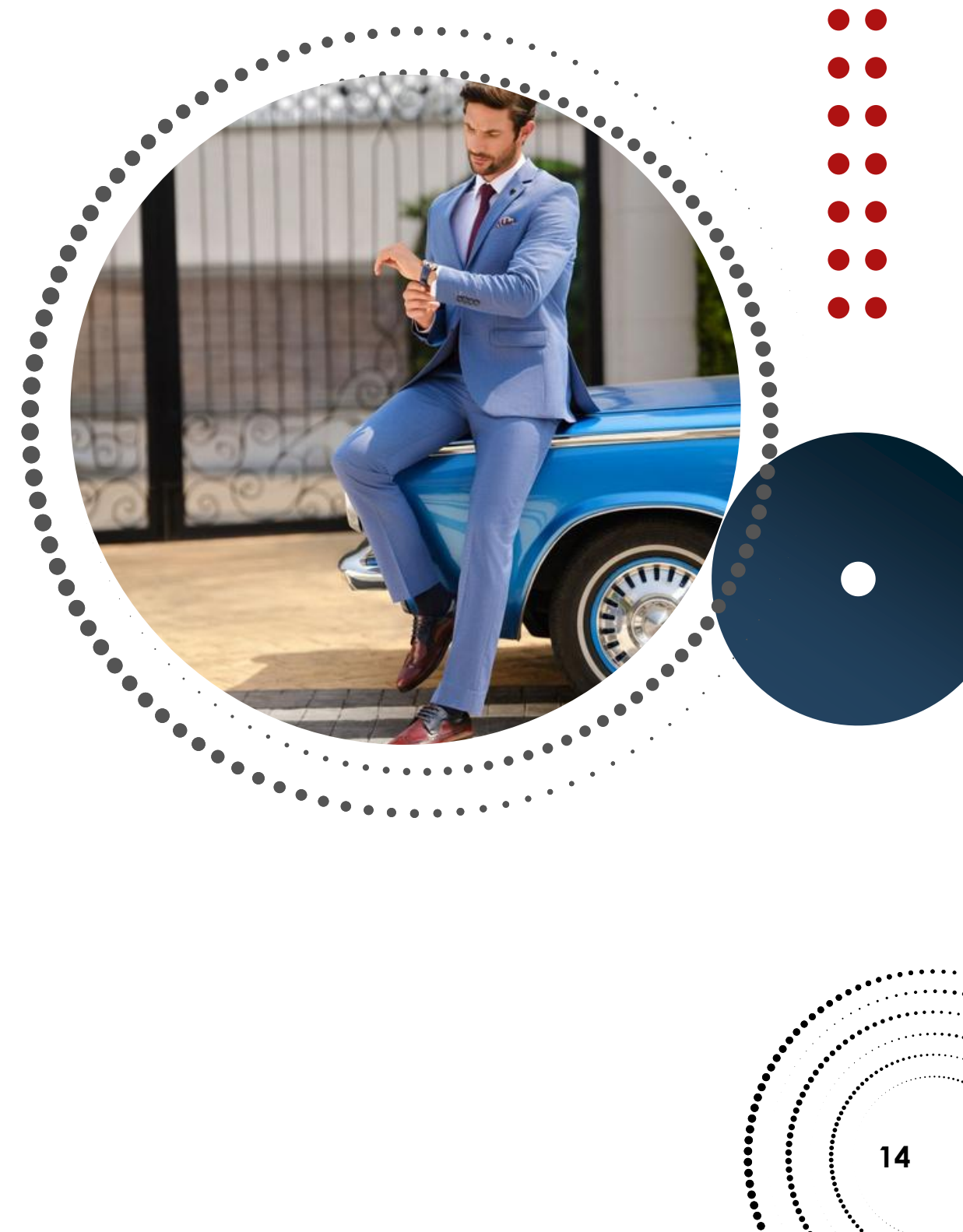
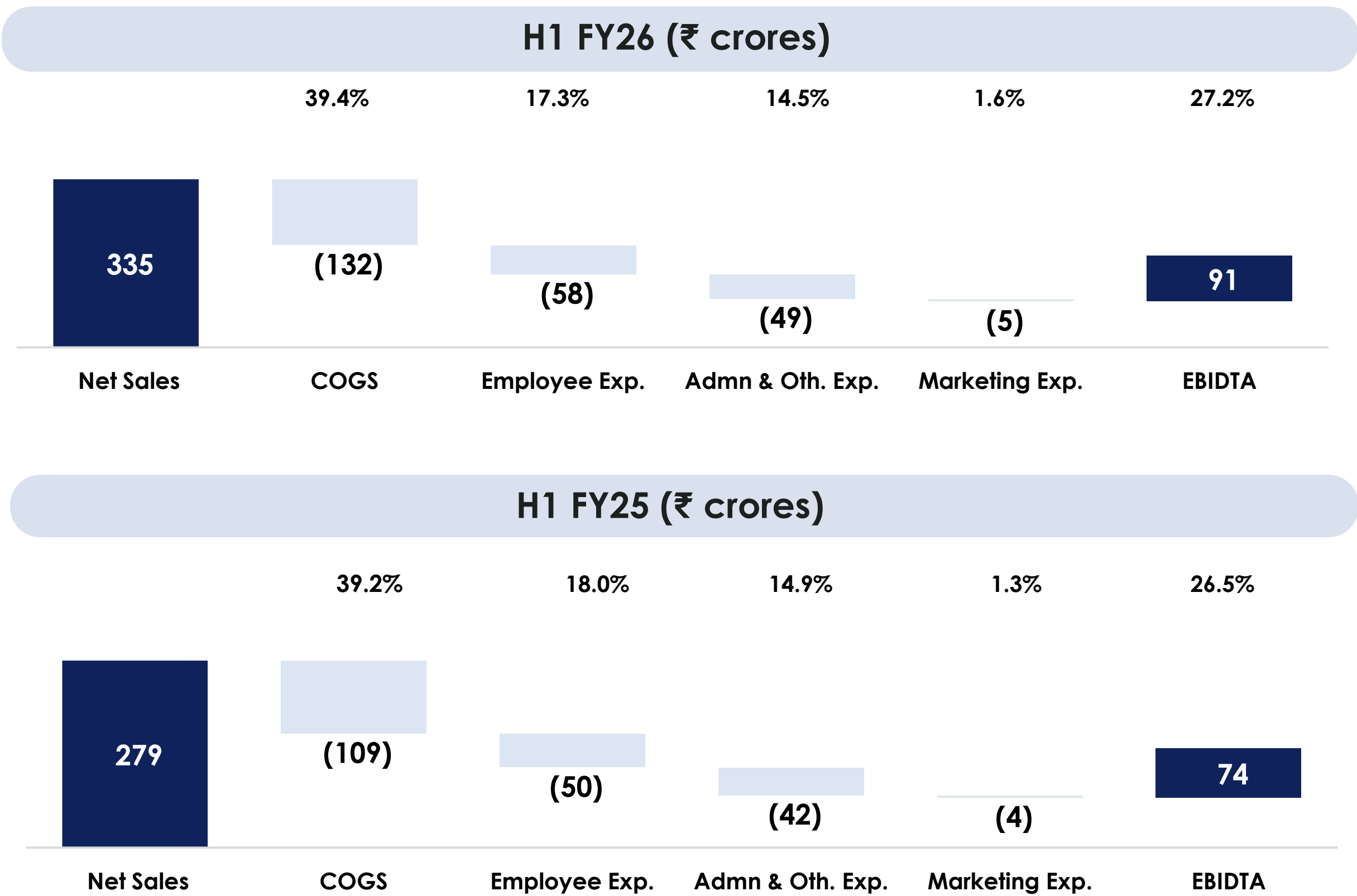
Particulars (₹ In Cr)	H1 FY26	H1 FY25	FY25
PBT	28	23	98
Adjustments	65	52	112
Operating profit before working capital changes	92	75	210
Changes in working capital	(42)	(41)	(33)
Cash generated from operations	51	34	178
Direct taxes paid (net of refund)	(15)	(12)	(27)
Net Cash from Operating Activities	36	23	150
Net Cash from Investing Activities	(33)	(23)	(58)
Net Cash from Financing Activities	(16)	(34)	(102)
Net Change in cash and cash equivalents	(13)	(35)	(10)
Opening Cash Balance	28	38	38
Closing Cash Balance	15	3	28



Q2 FY26 OPERATIONAL MATRIX



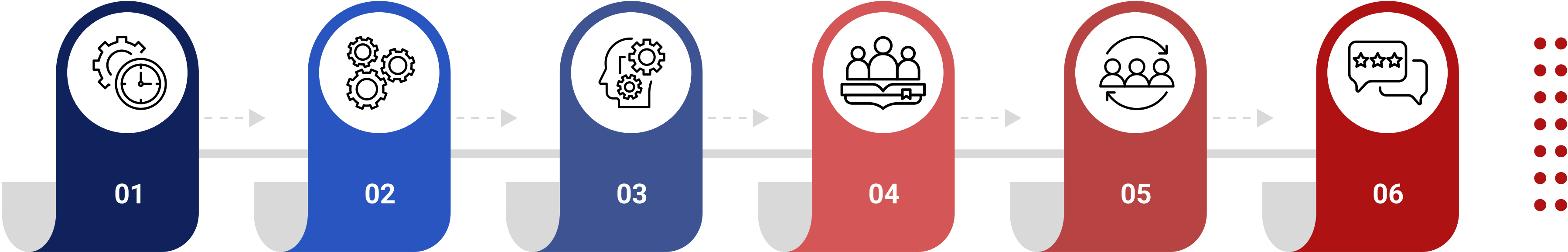
H1 FY26 OPERATIONAL MATRIX



CORPORATE OVERVIEW



LEADING LIFESTYLE APPAREL BRAND



Incorporation

With a legacy spanning **over 35 years**, we've been at the forefront of India's organized **retail evolution since 1989**

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

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**

Capacity

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

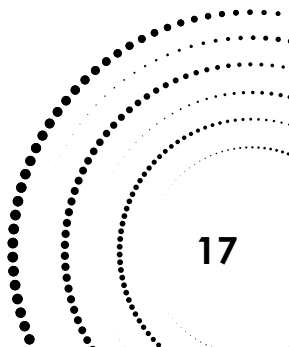
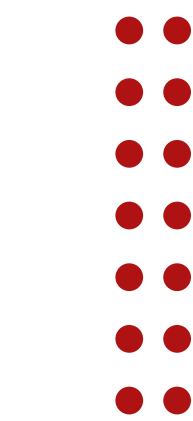
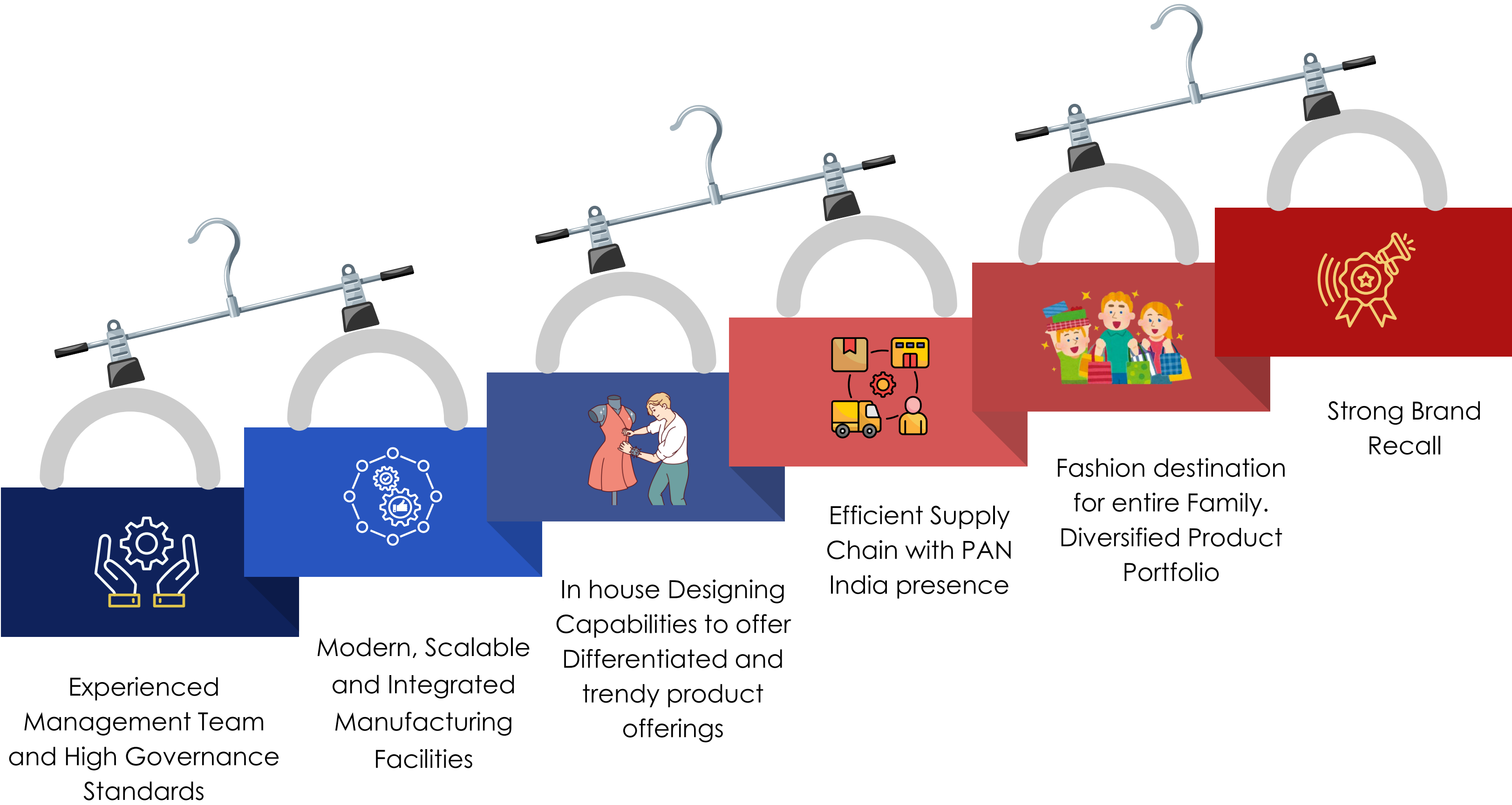
Presence

With a strong retail presence, **our 630 brand stores** spread across **303 cities in 21 states** and continue to expand

Industry Leading Return Ratios

Industry leading ROCE of **36.5%** & Healthy ROE of **20.8%** for FY 2025

KEY BUSINESS STRENGTHS



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 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



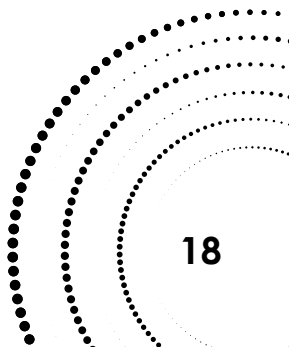
SHIVENDRA NIGAM (FCA)
Chief Financial Officer

- 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





MR. 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.



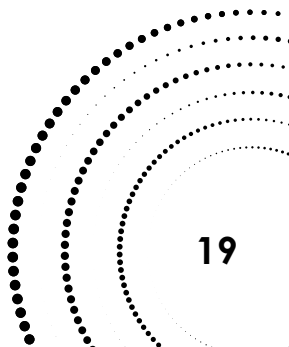
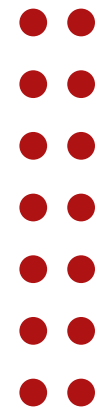
MR. LALIT KUMAR
Independent Director

- 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



MS. 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

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



Women's Wear

- 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

- 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

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

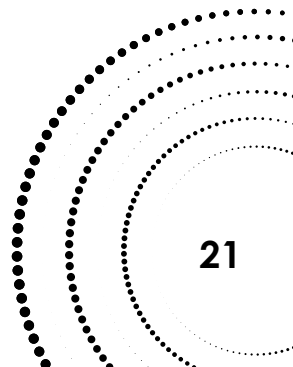
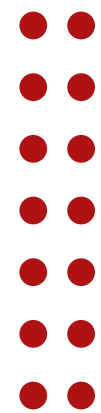


GO TO FASHION DESTINATION



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





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

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

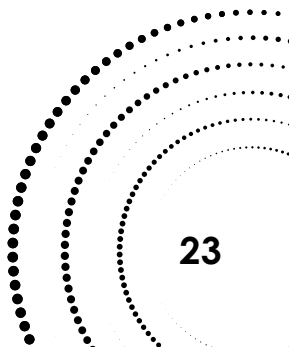
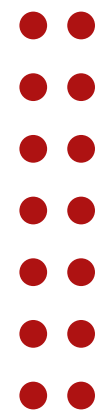
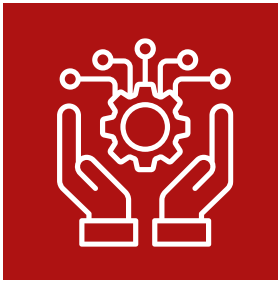
Latest Development

Recently upgraded facility by investing in washing plant and adding latest machinery



Integration

Fully integrated infrastructure for modern manufacturing & retailing with complete automation



Demand Forecasting

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

Manufacturing

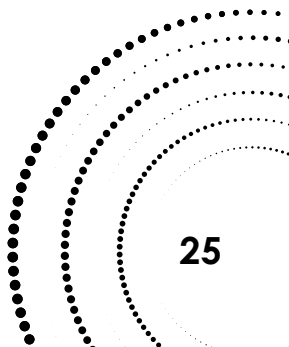
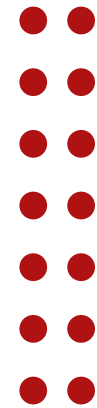
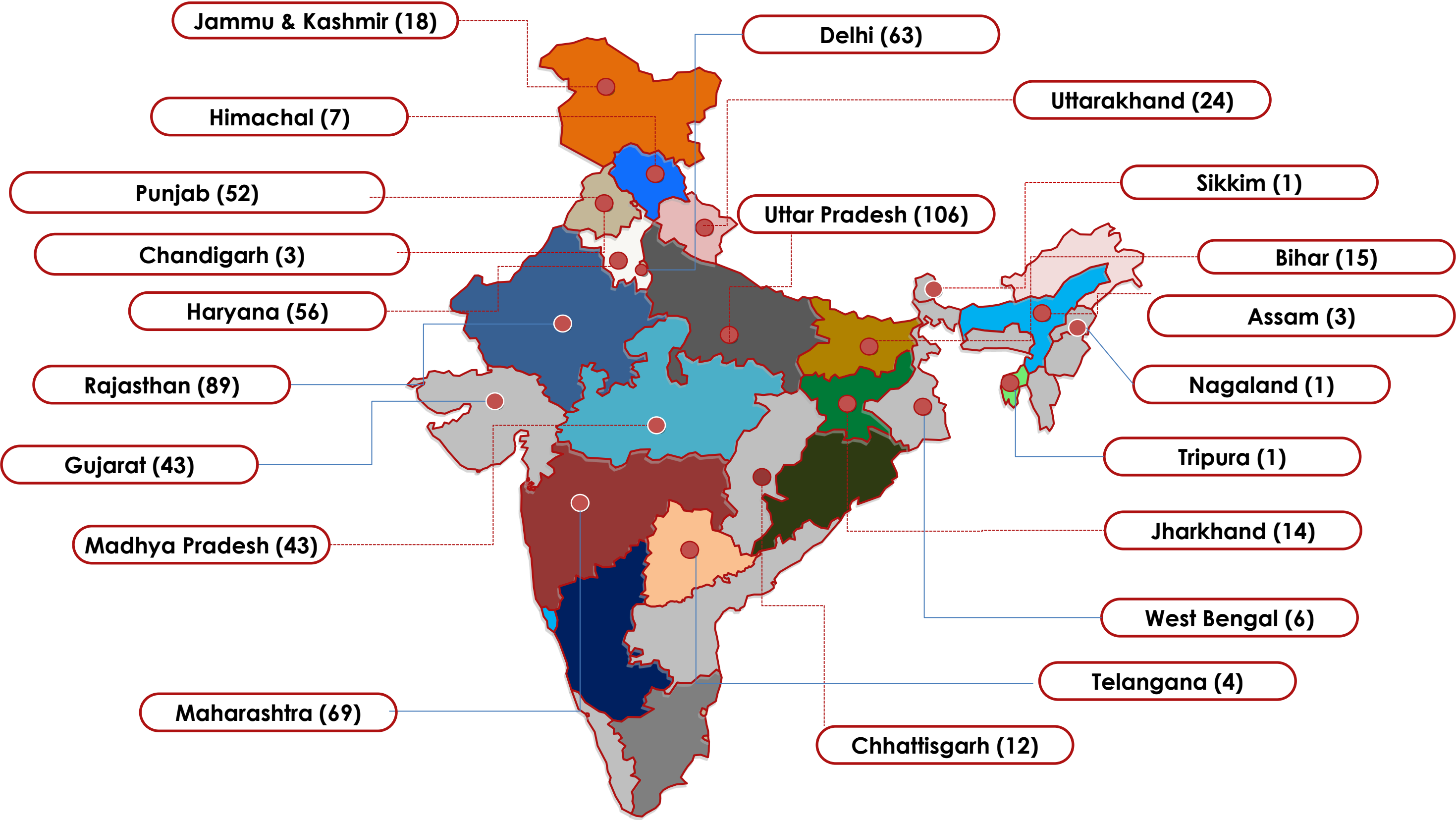
- Leveraging IT infrastructure to effectively integrating production schedule with raw material supply schedule
- Real time update and monitoring. Quality check at each stage for better control

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



PAN INDIA PRESENCE





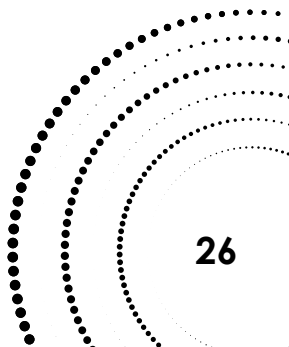
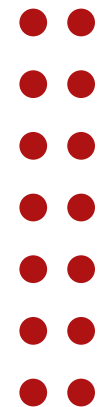
Enhancing our reach through our online presence

Available across all major market place including Amazon, Flipkart, Myntra, Nykaa, Ajoio etc

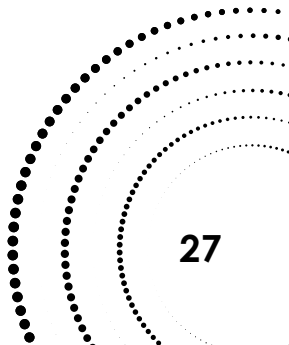
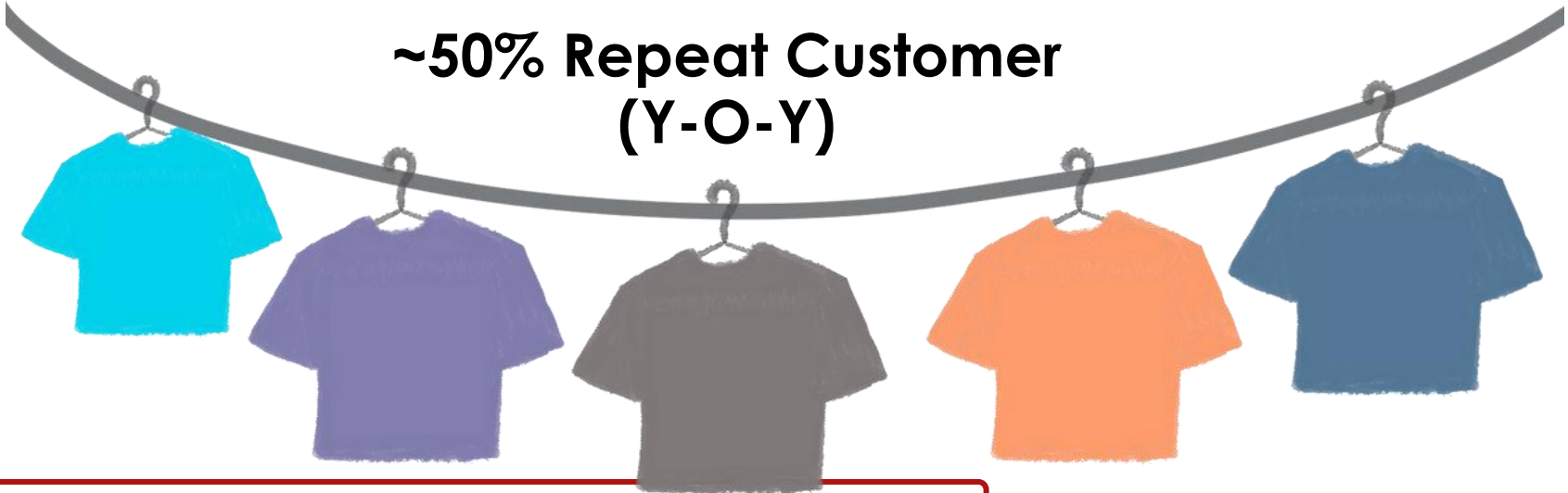
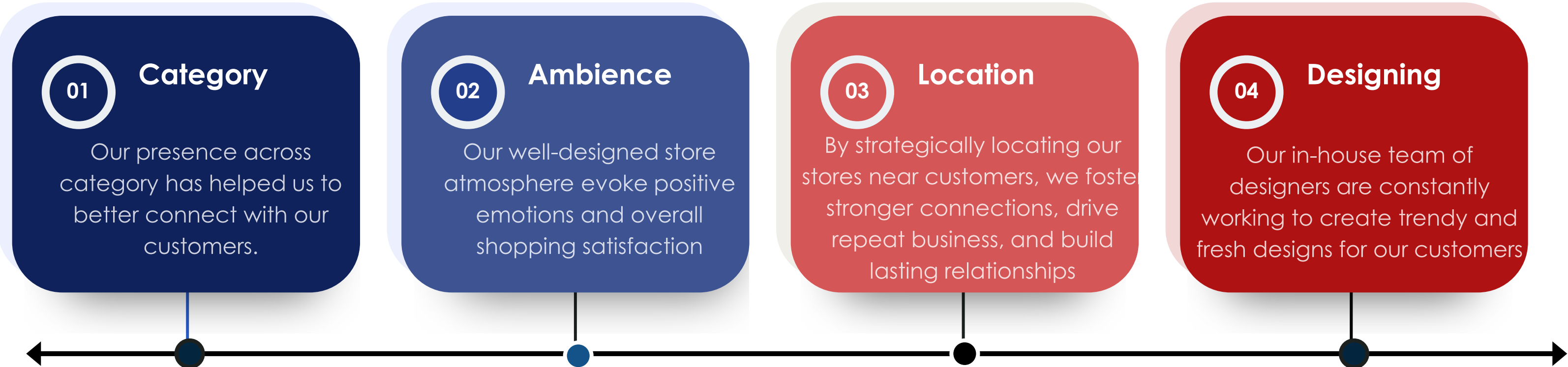
Sales through online channel increased in FY25 to **6.2%** as compared to 5.7% in FY24

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

Profitable & Successful online market presence



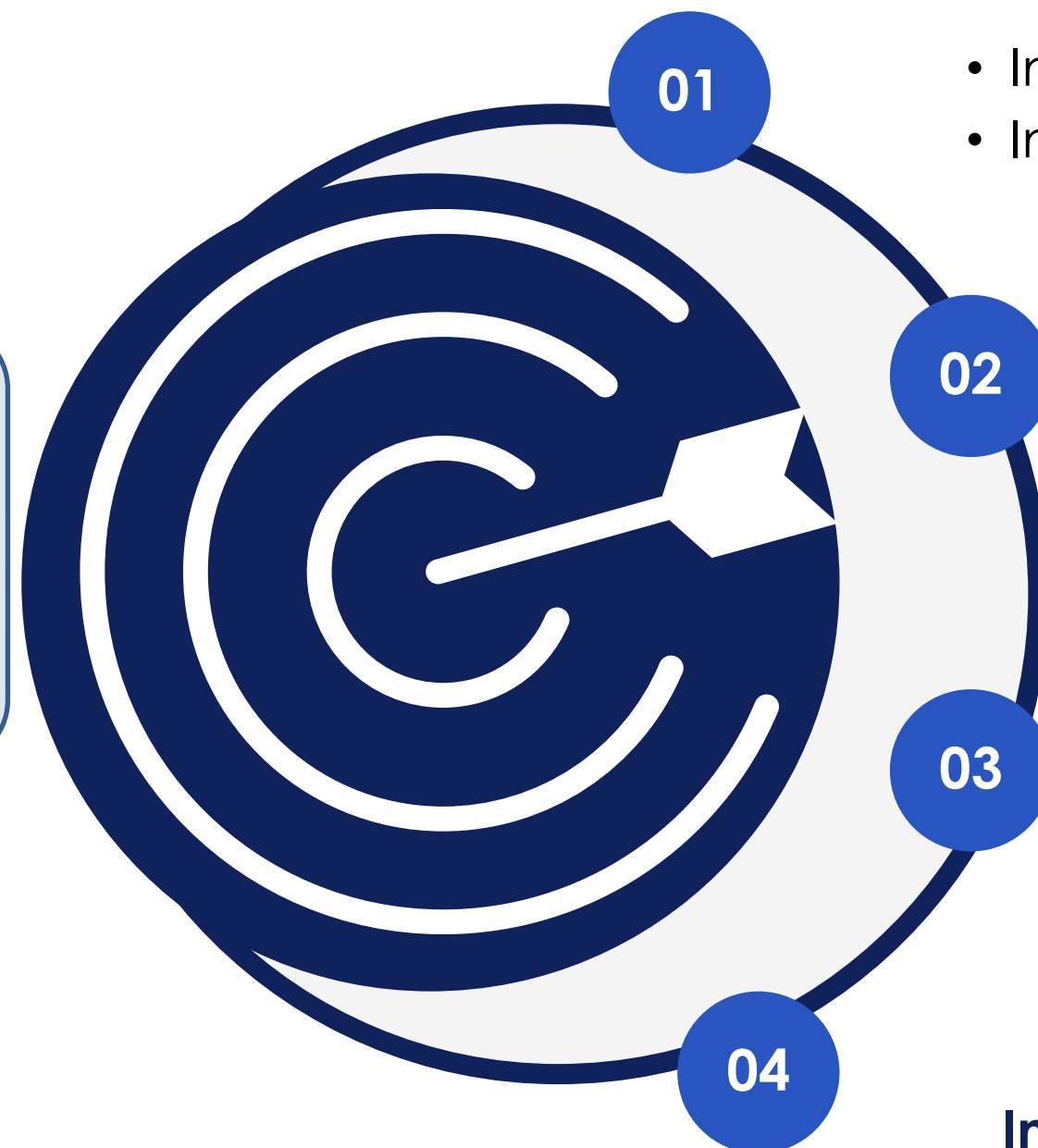
KEY OPERATIONAL DATA



VISION 2027



Revenue
₹1,000
crores



Increasing Retail Presence

- Increasing store network to **725 stores** from existing 605 stores
- Increased focus on exclusive women & kid wear stores

Expanding Reach

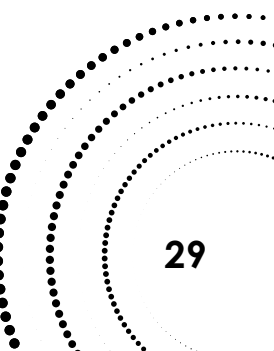
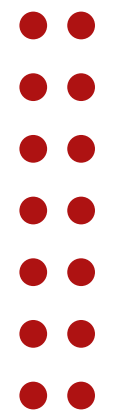
- Increasing geographical presence - identifying new markets in India
- Expanding presence to **325 cities** from existing 303 cities

Same Store Sales Growth

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

Improving Efficiency

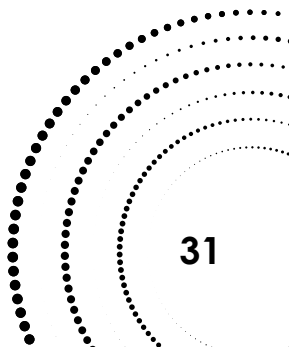
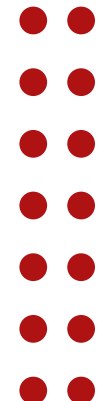
- Reduce costs and achieve efficiencies in order to remain competitive
- Maintain Healthy EBIDTA margin of **~28% -~ 30%**



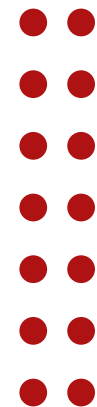
MARKETING & MEDIA



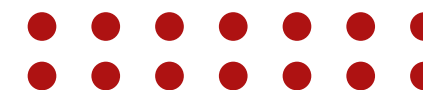
SELECT RECENT EBO OPENING



SELECT RECENT EBO OPENING

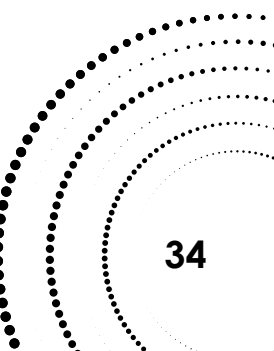
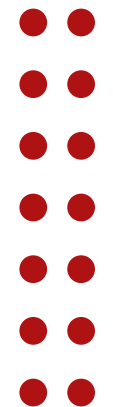


HISTORICAL PERFORMANCE



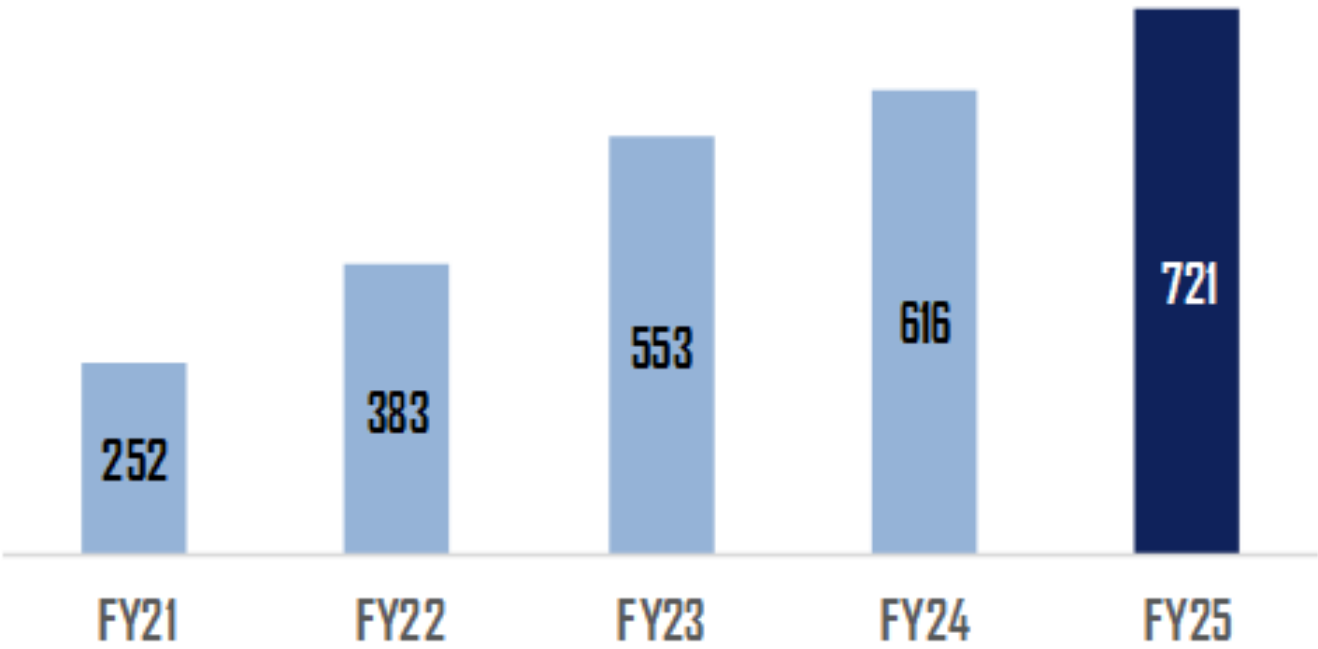
HISTORICAL FINANCIAL

Particulars (₹ In Crs)	FY21	FY22	FY23	FY24	FY25	CAGR
Revenue from Operations	251.9	383.4	552.8	615.6	721.1	30%
Raw Material Expenses	87.7	127.9	160.7	197.8	213.7	
Employee Expenses	41.8	62.0	97.5	118.7	143.2	
Other Expenses	62.9	81.9	129.9	136.4	159.2	
EBITDA	59.4	111.7	164.7	162.7	205.0	36%
EBITDA Margin (%)	23.6%	28.7%	28.7%	26.4%	28.4%	
Other Income	16.7	15.2	4.4	4.7	8.5	
Depreciation	39.1	43.3	53.5	62.4	80.2	
Finance Cost	24.8	24.0	26.3	29.8	35.0	
Exceptional Item	0.0	0.0	0.0	1.5	0.0	
Profit before Tax	12.3	59.6	89.3	76.8	98.2	68%
PBT Margin (%)	4.9%	15.5%	15.5%	12.5%	13.6%	
Tax	2.6	21.5	22.0	14.6	23.3	
Profit After Tax	9.7	38.1	67.2	62.2	74.9	67%
PAT Margin (%)	3.8%	9.9%	12.2%	10.1%	10.4%	
Other comprehensive income	-0.4	-0.4	-0.2	-0.2	-0.2	
Total other comprehensive income	9.2	37.7	67.0	62.0	74.6	

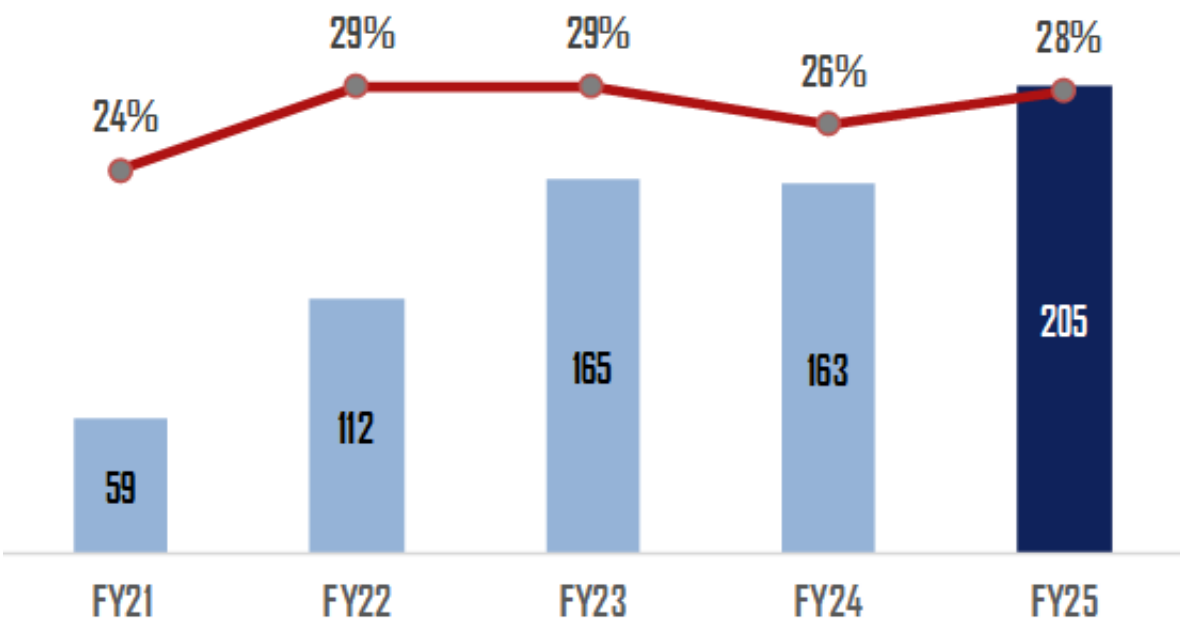


ROBUST PERFORMANCE

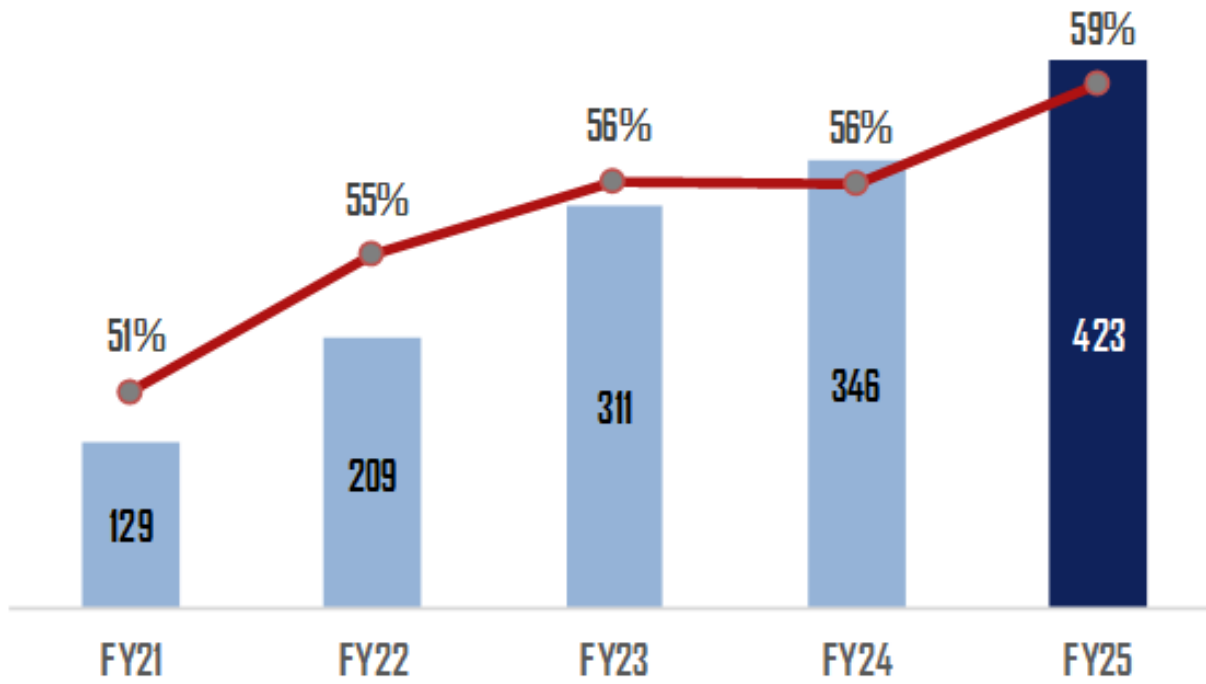
➔ Revenue from Operations (₹ Crs)



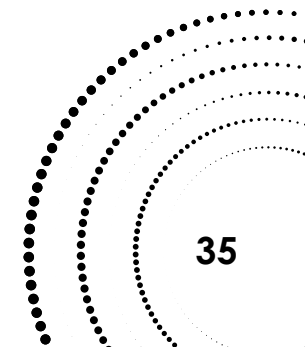
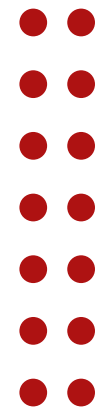
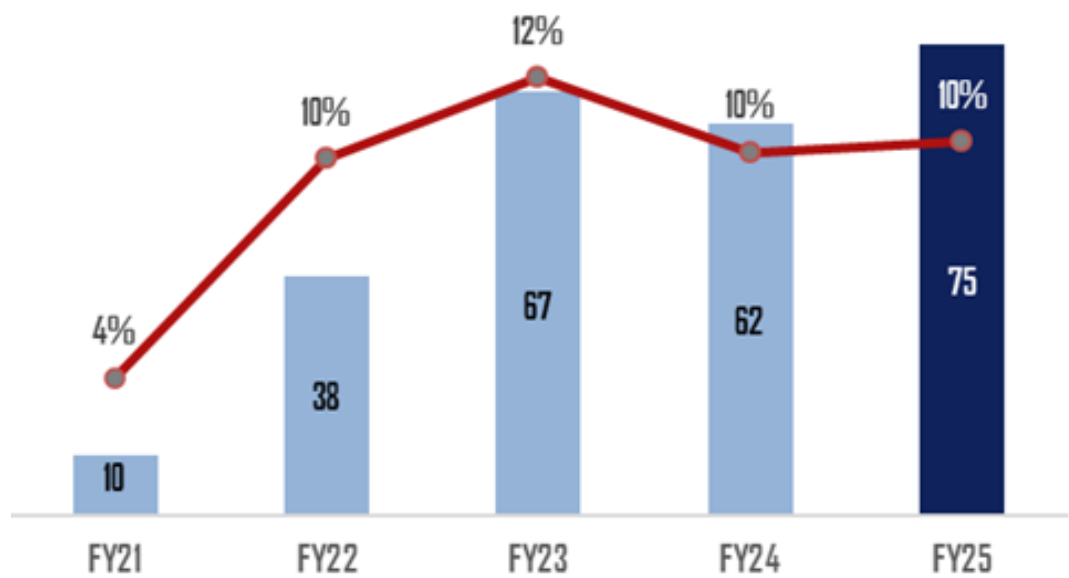
➔ EBITDA (₹ crs) & %



➔ Gross Margin (₹ crs) & %



➔ PAT (₹ crs) & %



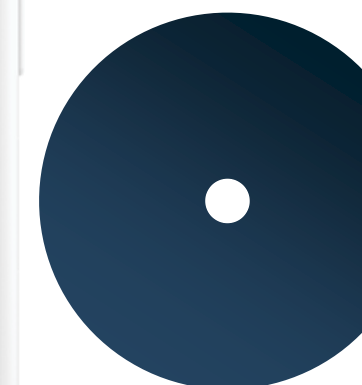
BALANCE SHEET

ASSETS (₹ In Crs)	Sep'25	Mar'25	Mar'24
NON-CURRENT ASSETS	699.2	603.7	482.1
Property, plant & equipment	145.6	138.7	117.9
Capital work-in-progress	60.1	46.8	35.2
Investment Property	4.4	4.5	0.9
Right-of-use assets	433.7	363.0	282.0
Other Intangible assets	1.4	1.5	1.4
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	19.3	19.0	16.4
Non-current tax assets (net)	0.5	0.5	0.9
Deferred Tax Assets (net)	31.0	28.1	22.9
Other Non - current assets	3.1	1.5	4.5
CURRENT ASSETS	373.1	337.5	292.2
Inventories	309.1	279.1	230.0
Investments	1.5	5.1	0.0
Trade receivables	17.0	13.4	15.2
Cash & Cash Equivalents	19.2	27.9	38.1
Other Financial Assets	4.1	3.1	1.5
Current Tax Assets (net)	6.2	0.0	0.0
Other Current assets	15.9	8.9	7.5
TOTAL ASSETS	1,072.3	941.2	774.4

EQUITY & LIABILITIES (₹ In Crs)	Sep'25	Mar'25	Mar'24
EQUITY	409.5	393.1	326.5
Equity Share capital	16.7	16.7	16.7
Other equity	392.8	376.4	309.7
NON-CURRENT LIABILITIES	459.0	389.1	310.0
Borrowings	0.0	0.0	0.0
Lease Liability	426.5	356.8	279.6
Other financial liabilities	15.1	15.2	14.2
Provisions	10.2	9.0	7.6
Other Non-Current Liabilities	7.3	8.1	8.7
CURRENT LIABILITIES	203.7	159.0	137.9
Borrowings	33.0	0.0	9.8
Lease Liability	58.3	54.2	46.6
Trade Payables	68.6	68.2	57.4
Other Financial Liabilities	27.9	23.2	15.1
Other current liabilities	7.7	7.3	7.7
Current tax liabilities (Net)	1.1	1.1	0.0
Provisions	7.0	5.0	1.3
TOTAL EQUITY & LIABILITIES	1,072.3	941.2	774.4

CASH FLOW

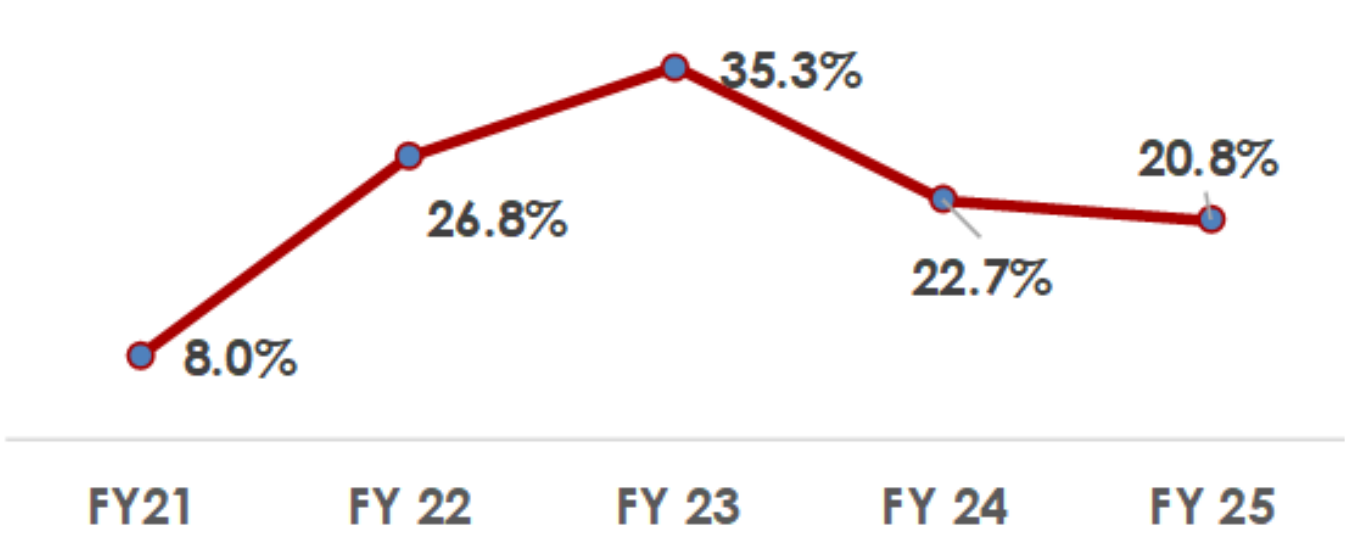
Particulars (₹ In Cr)	H1 FY26	FY25	FY24	FY23
PBT	28	98	77	89
Adjustments	65	112	89	78
Operating profit before working capital changes	92	210	165	167
Changes in working capital	(42)	(33)	(12)	(65)
Cash generated from operations	51	178	153	102
Direct taxes paid (net of refund)	(15)	(27)	(21)	(27)
Net Cash from Operating Activities	36	150	133	75
Net Cash from Investing Activities	(33)	(58)	(55)	(34)
Net Cash from Financing Activities	(16)	(102)	(41)	(43)
Net Change in cash and cash equivalents	(13)	(10)	37	(2)
Opening Cash Balance	28	38	1	3
Closing Cash Balance	15	28	38	1



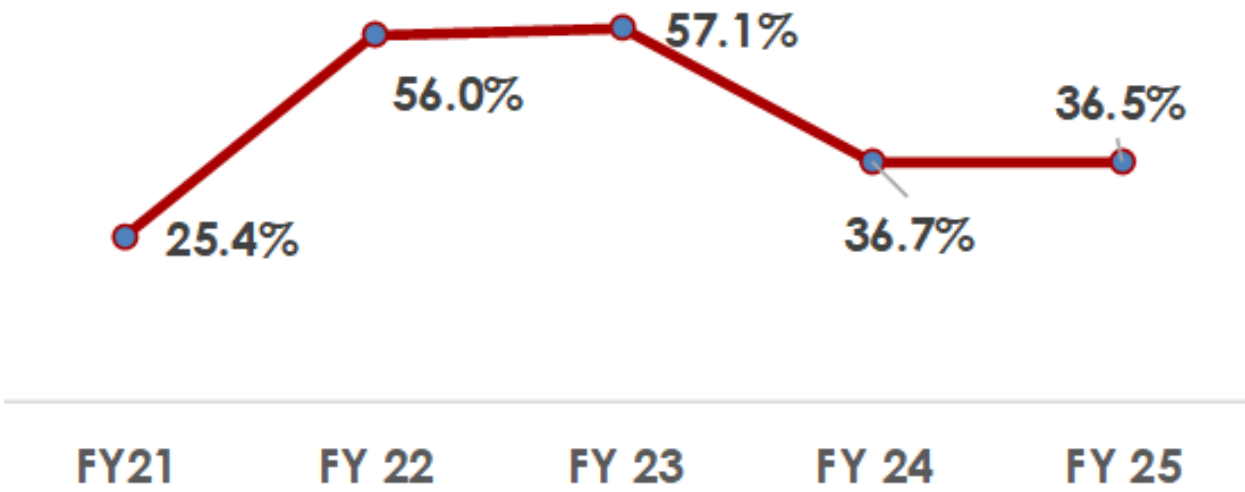
INDUSTRY LEADING RATIOS



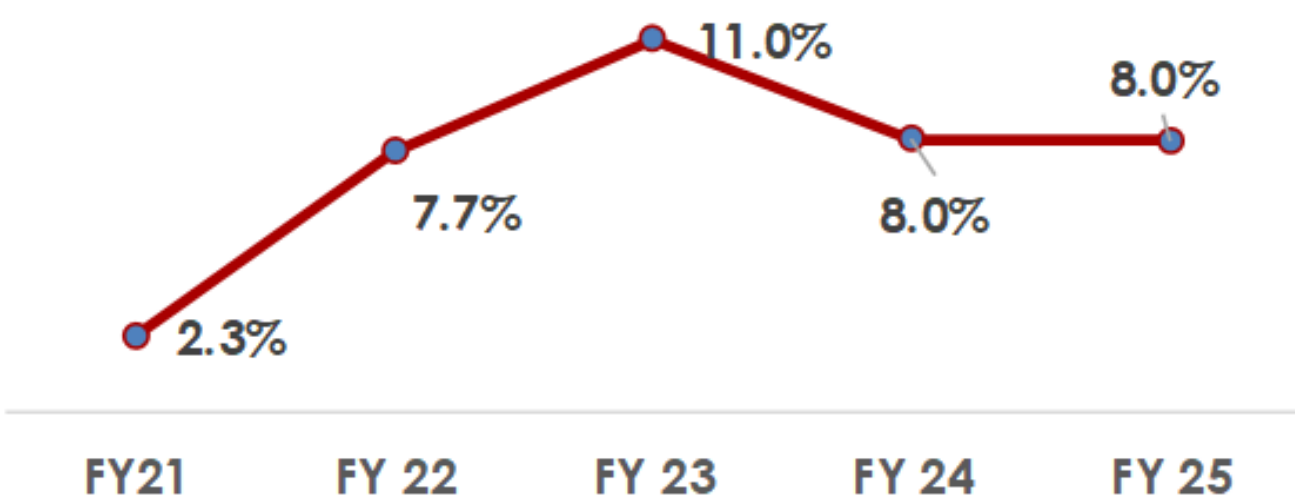
Return on Equity



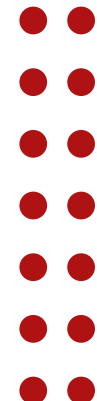
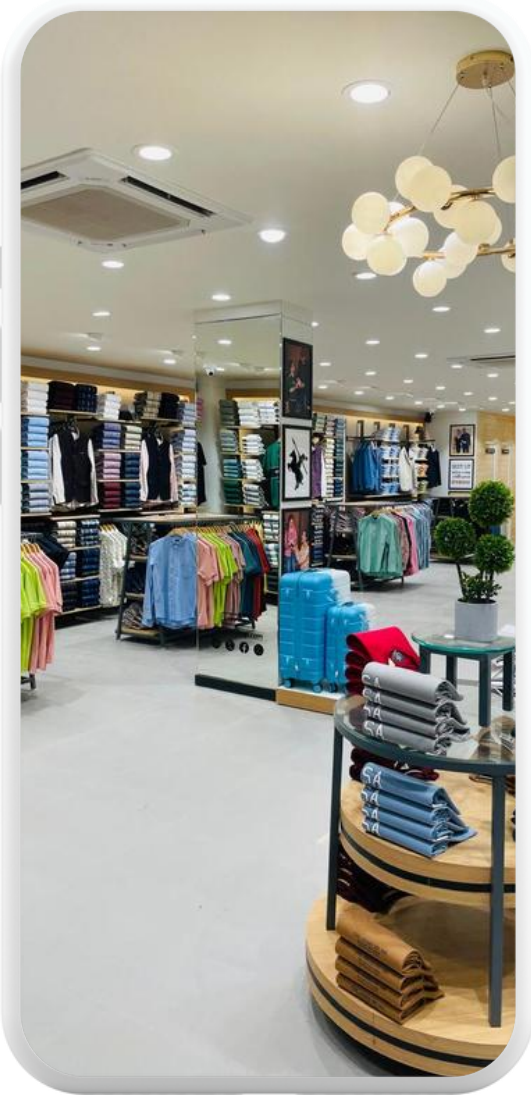
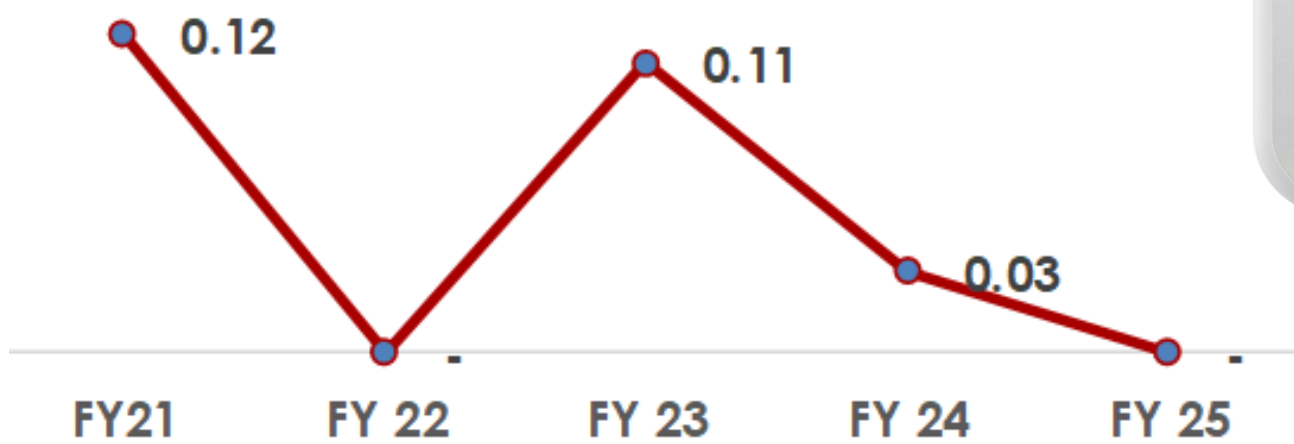
Return on Capital Employed



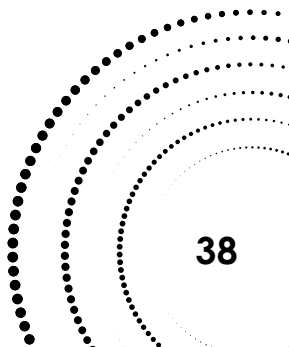
Return on Assets



Debt Equity Ratio

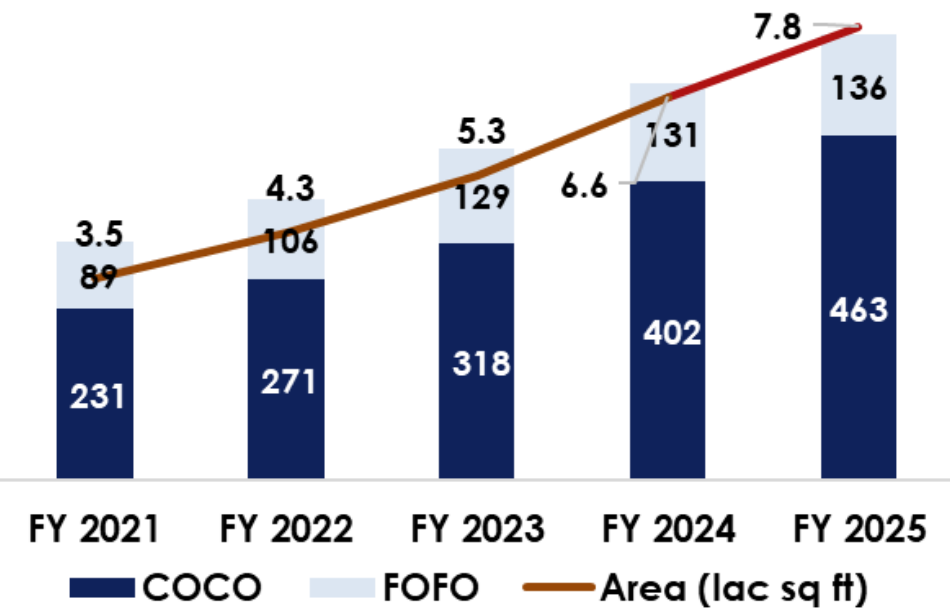


During FY24, Company raised ₹ 50.40 crores by way of Preferential Allotment which has impacted the return ratios.
ROE – PAT/Average Shareholders Fund; ROCE – EBIT/Average (Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets

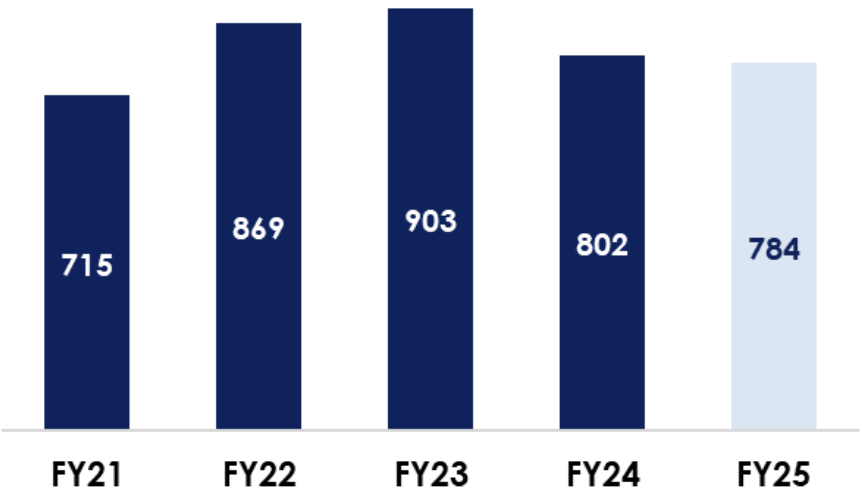


KEY OPERATING INDICATORS

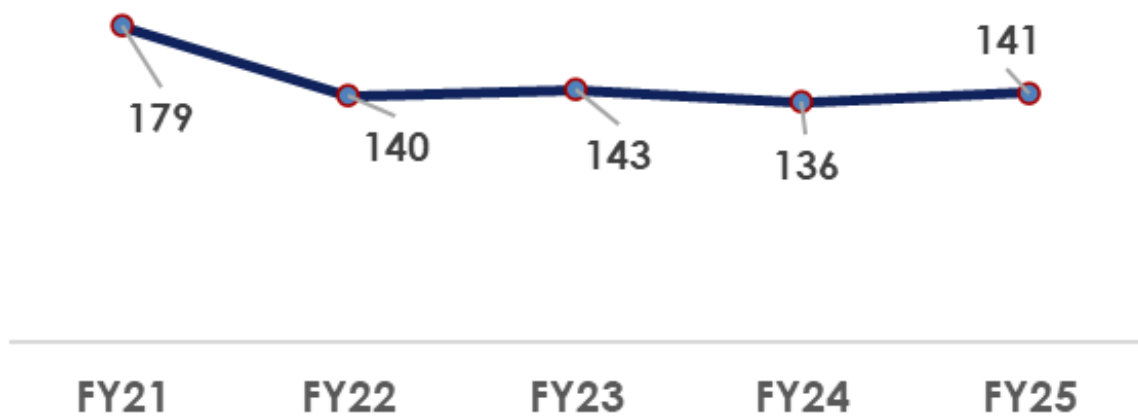
No of stores & Retail space



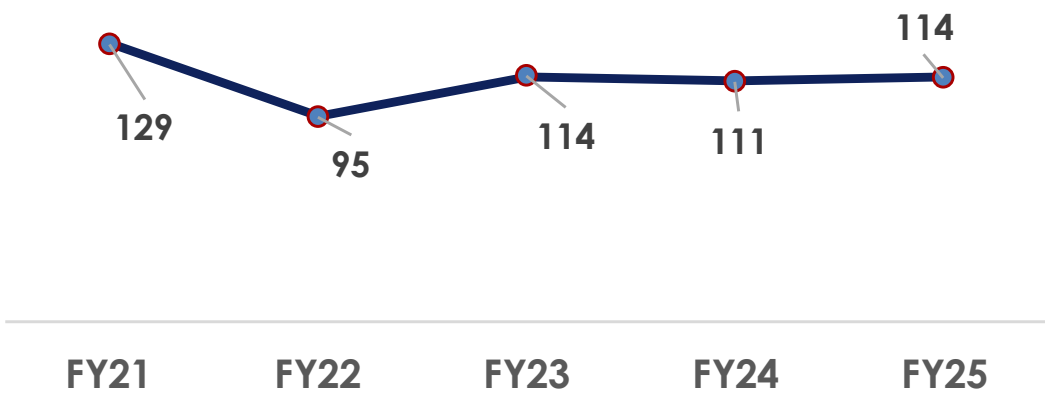
Sales per Sq. Ft. (₹ Per Month)



Inventory days



Working Capital Days

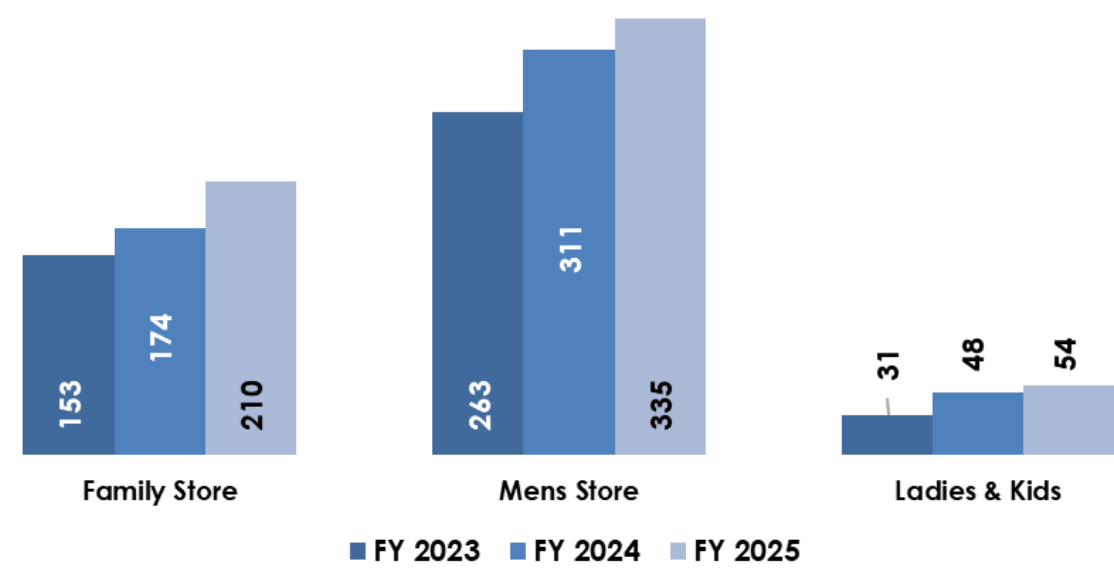


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

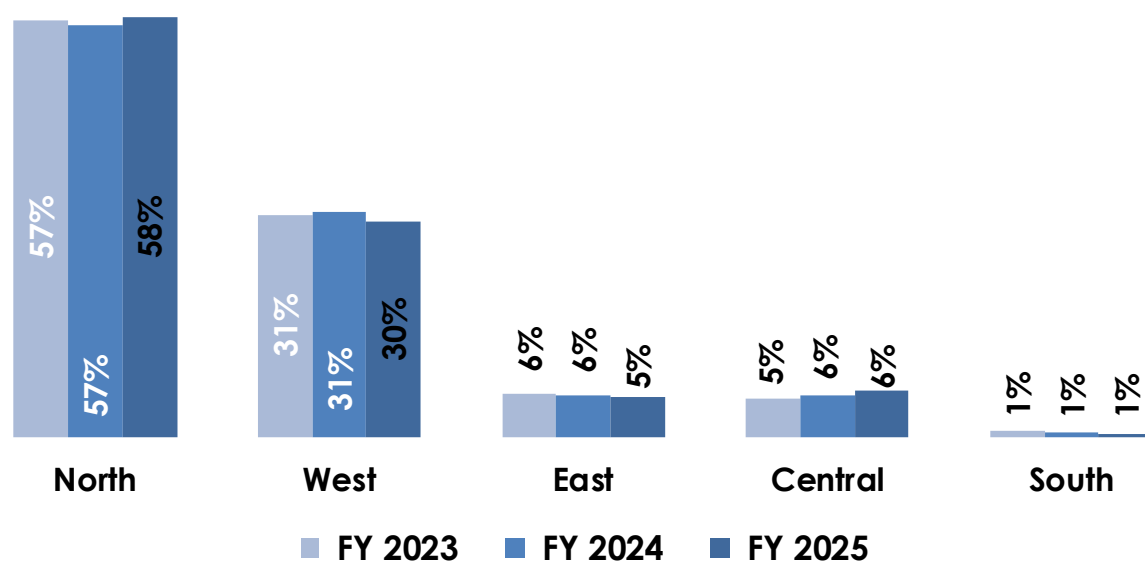


KEY OPERATING INDICATORS

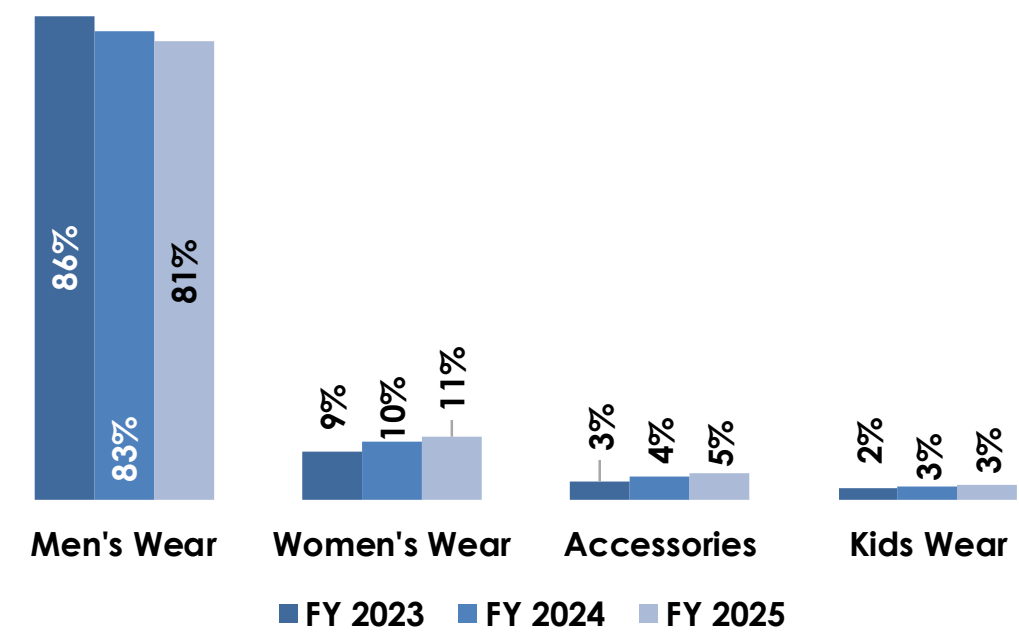
Store Categories (Number)



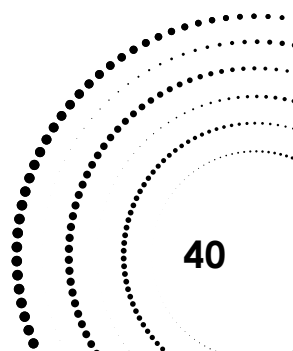
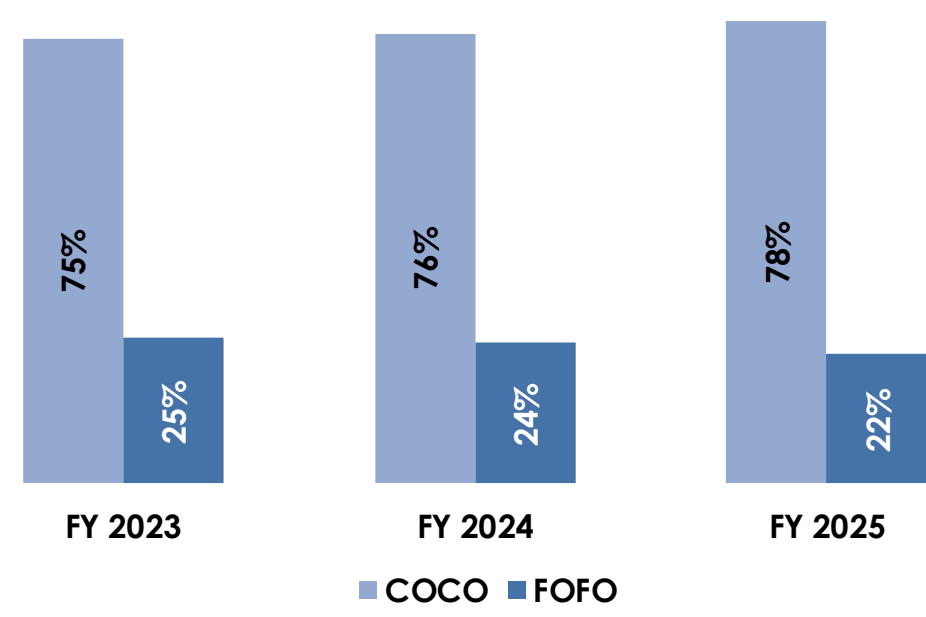
Revenue Zonewise (%)



Revenue Categories (%)



Revenue Store Typewise (%)





THANK YOU

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