



May 15, 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

**Sub: Investor Presentation on Audited Financial Results for the Quarter and Financial Year-
ended on March 31, 2025**

Dear Sir/Ma'am,

Please find attached copy of Investor Presentation for the Quarter and Financial Year ended on March 31, 2025.

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. : B-16, 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, HSIIDC Industrial Estate, Footwear Park, Bahadurgarh, Haryana-124507



CANTABIL ITALY

CANTABIL RETAIL INDIA LIMITED

INVESTOR PRESENTATION

Q4 & FY25



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TABLE OF CONTENTS

Performance Highlights

Corporate Overview

Vision 2027

Media & Marketing

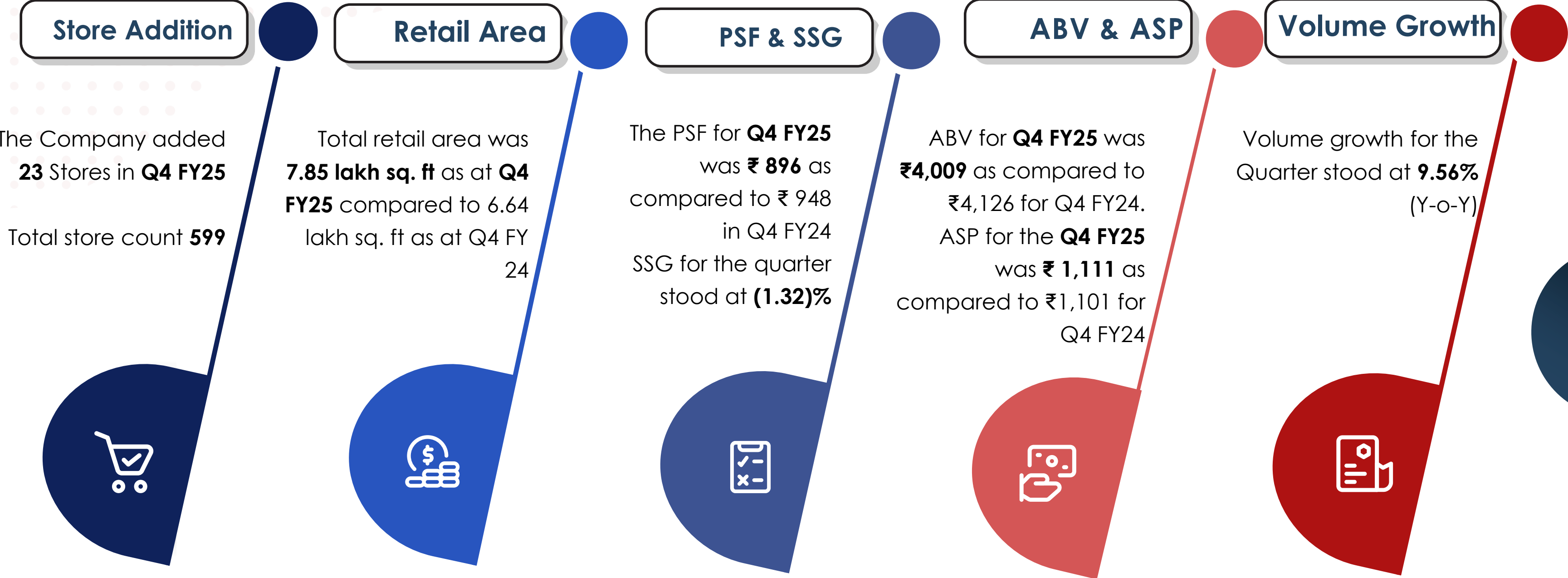
Historical Performance



Q4 & FY 2025 PERFORMANCE HIGHLIGHTS



Q4 FY 25 - KEY OPERATIONAL UPDATES



FY 25 - KEY OPERATIONAL UPDATES

Store Addition

The Company added **66**
Stores in FY25

Total store count **599**

Retail Area

Total retail area was **7.85**
lakh sq. ft as at FY25
compared to 6.64 lakh
sq. ft as at FY 24

PSF & SSG

The PSF for the FY25 was
₹ 784 as compared to ₹
802 in FY24
SSG for FY25 stood at
3.97%

ABV & ASP

The ABV for FY25 was
₹4,014 as compared to
₹4,099 for FY24
ASP for FY25 was **₹ 1,051**
as compared to ₹1,039
for FY24

Volume Growth

Volume growth for the
FY25 stood at **15.89 %**
(Y-o-Y)

Q4 FY 25 - KEY PERFORMANCE HIGHLIGHTS

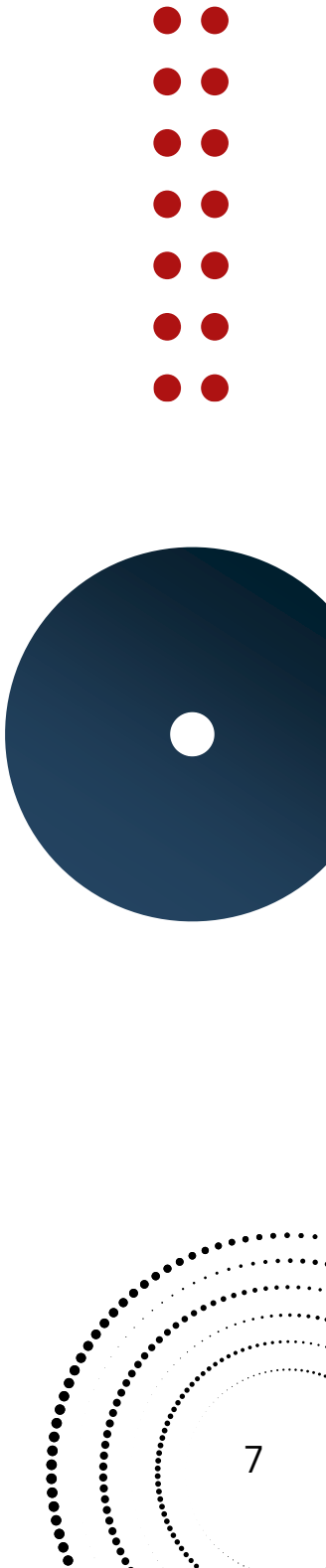


Q4 FY25

REVENUE	GROSS MARGIN	EBITDA	PBT	PAT
₹ 219.0 Crs Growth of 13% Y-O-Y	₹ 117.3 Crs Growth of 21% Y-O-Y	₹ 58.6 Crs Growth of 31% Y-O-Y	₹ 29.9 Crs Growth of 37% Y-O-Y	₹ 22.5 Crs Growth of 23% Y-O-Y

FY 2025

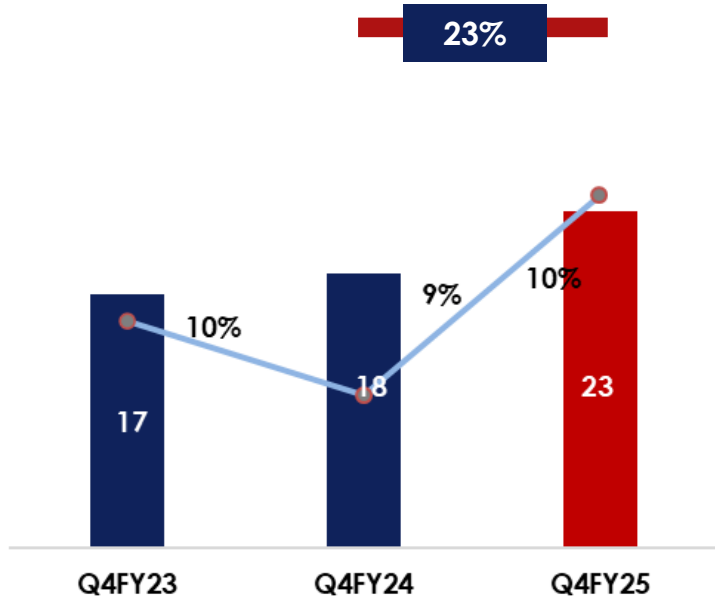
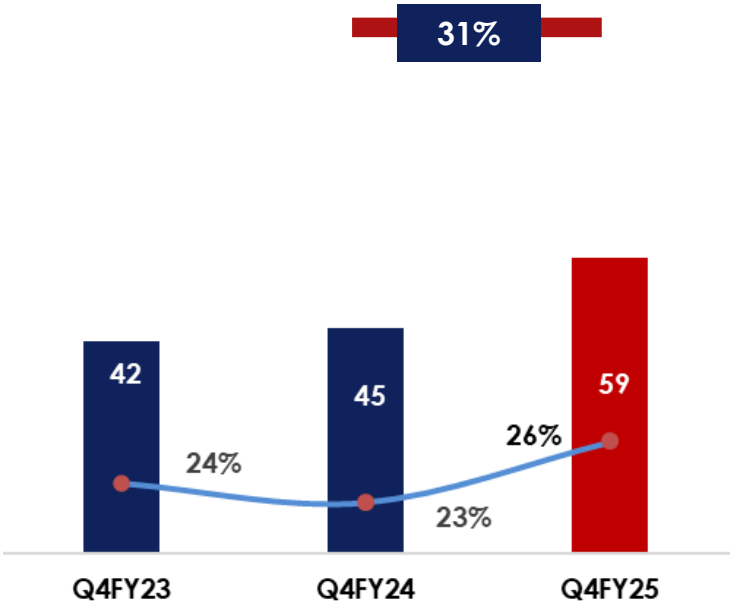
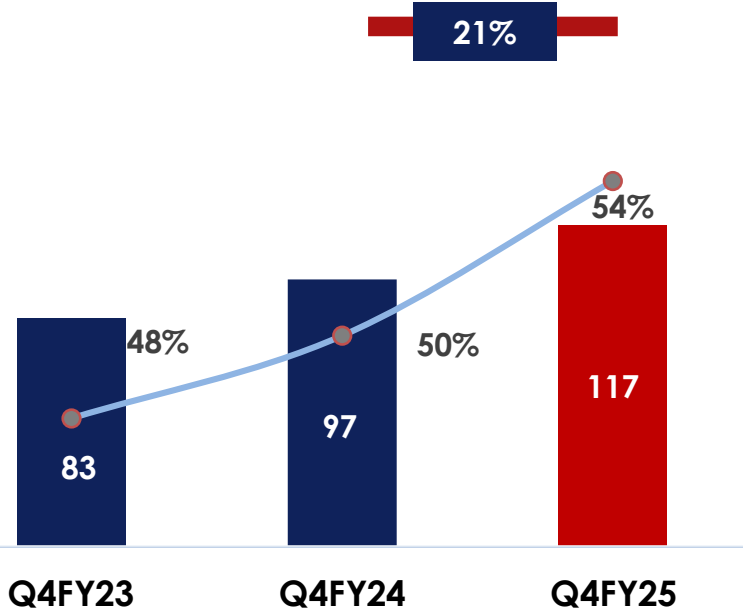
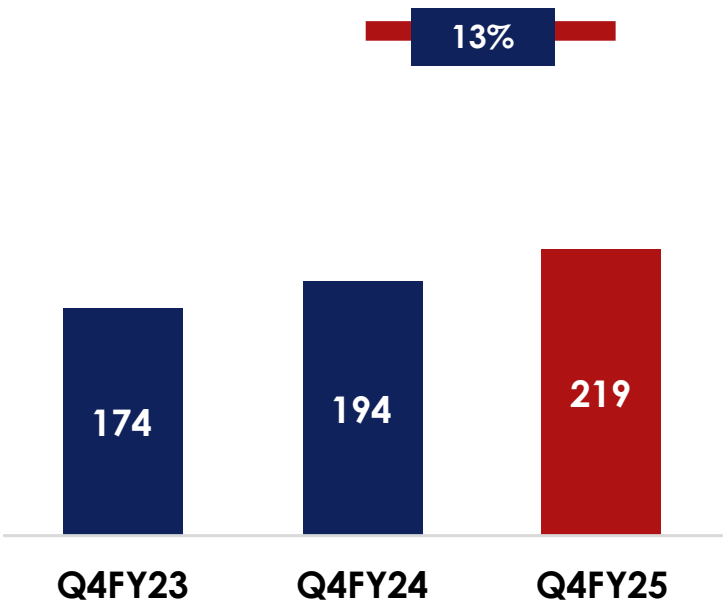
₹ 721.1 Crs Growth of 17% Y-O-Y	₹ 422.5 Crs Growth of 22% Y-O-Y	₹ 205.01 Crs Growth of 26% Y-O-Y	₹ 98.2 Crs Growth of 28% Y-O-Y	₹ 74.8 Crs Growth of 20% Y-O-Y
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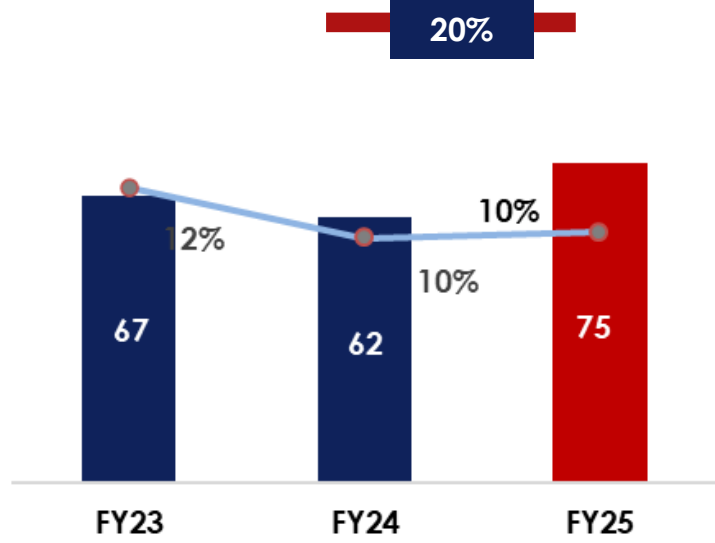
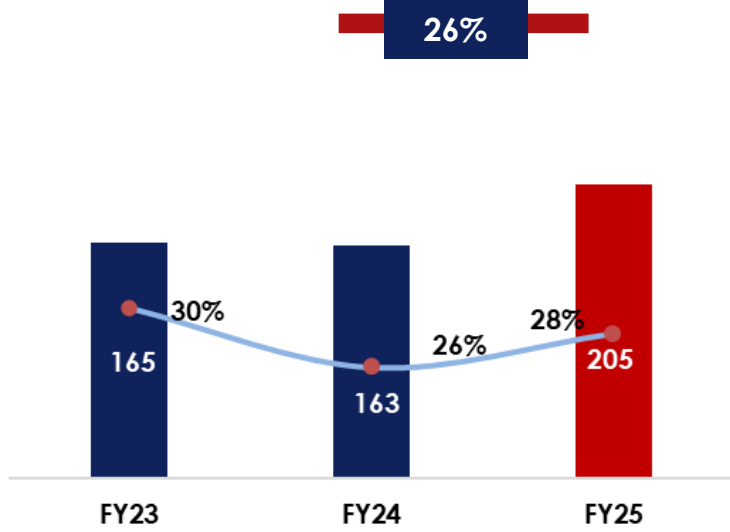
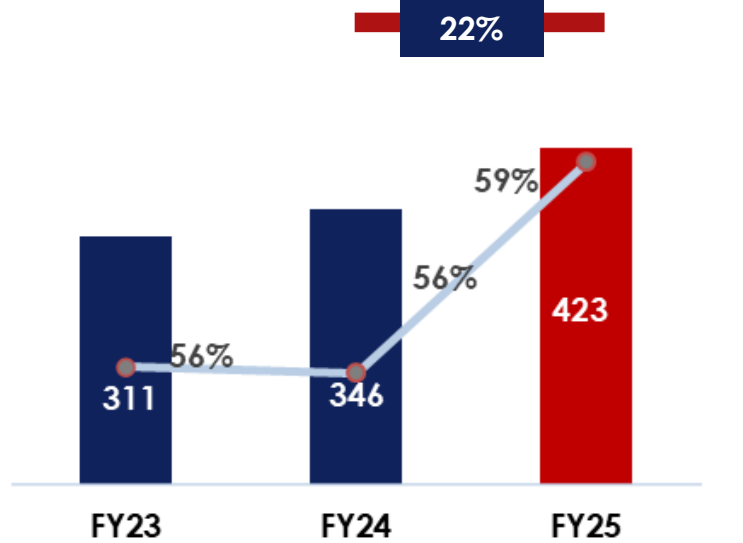
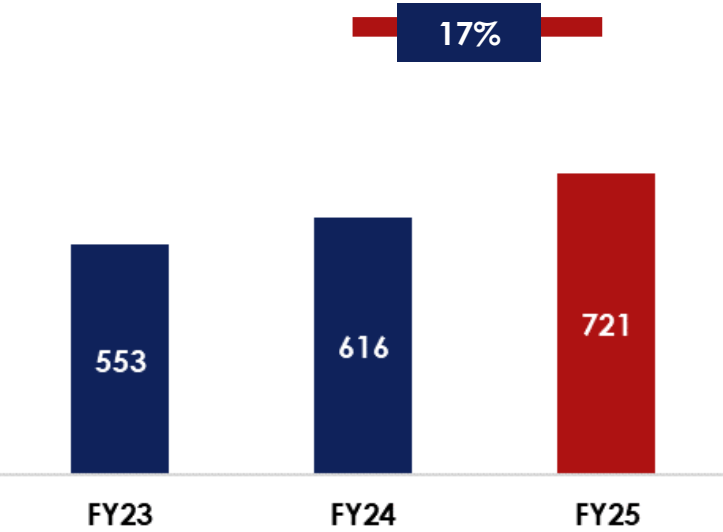
KEY FINANCIAL HIGHLIGHTS (GROWTH IN %)



Q4 FY25



FY 2025

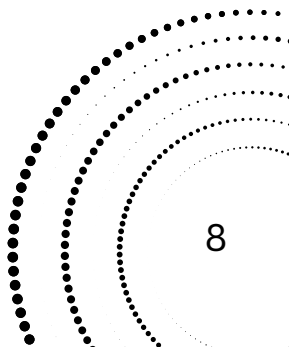
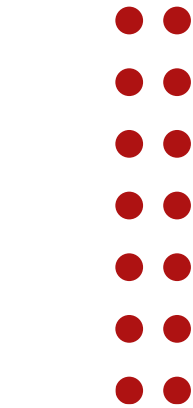


Revenue (₹ cr)

Gross Margin (₹ cr)

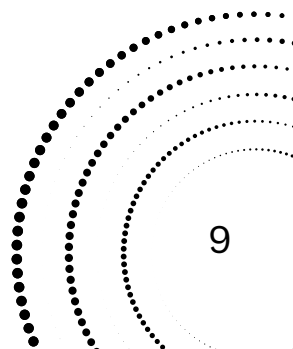
EBIDTA (₹ cr)

PAT (₹ cr)



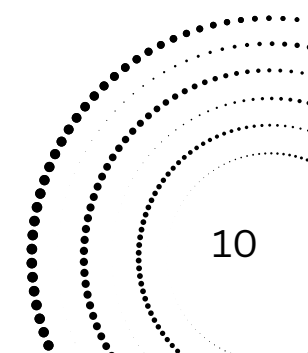
PROFITABILITY HIGHLIGHTS

Particulars (₹ In Crs)	Q4FY25	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from Operations	219.0	194.3	13%	721.1	615.6	17%
Raw Material Expenses	79.3	78.4		213.7	197.8	
Employee Expenses	38.4	32.5		143.2	118.7	
Other Expenses	42.8	38.6		159.2	136.4	
EBITDA	58.6	44.8	31%	205.0	162.7	26%
EBITDA Margin (%)	26.8%	23.1%		28.4%	26.4%	
Other Income	3.5	1.6		8.5	4.7	
Depreciation	22.8	18.2		80.2	62.4	
Finance Cost	9.4	7.8		35.0	29.8	
Profit before Tax & Exceptional Item	29.9	20.3		98.2	75.3	
Exceptional Item	0.0	1.5		0.0	1.5	
Profit before Tax	29.9	21.8	37%	98.2	76.8	28%
PBT Margin (%)	13.7%	11.2%		13.6%	12.5%	
Tax	7.4	3.5		23.3	14.6	
Profit After Tax	22.5	18.4	23%	74.9	62.2	20%
PAT Margin (%)	10.3%	9.4%		10.4%	10.1%	
Basic EPS	2.7	2.2		9.0	7.6	
Diluted EPS	2.7	2.2		9.0	7.6	



PROFITABILITY HIGHLIGHTS (PRE IND AS 116)

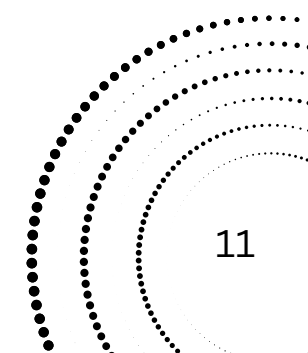
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Revenue from Operations	219.0	194.3	13%	721.1	615.6	17%
Raw Material Expenses	79.3	78.4		213.7	197.8	
Employee Expenses	38.4	32.5		143.2	118.7	
Other Expenses	65.5	56.4		243.8	205.6	
EBITDA	35.8	27.0	33%	120.4	93.6	29%
EBITDA Margin (%)	16.4%	13.9%		16.7%	15.2%	
Other Income	3.5	1.6		8.4	4.7	
Depreciation	5.6	5.7		20.3	16.2	
Finance Cost	0.6	0.7		2.7	3.8	
Exceptional Item	0.0	1.5		0.0	1.5	
Profit before Tax	33.1	23.6	40%	105.9	79.7	33%
PBT Margin (%)	15.1%	12.2%		14.7%	12.9%	
Tax	8.2	3.9		25.3	15.3	
Profit after Tax	24.9	19.7	26%	80.6	64.4	25%



BALANCE SHEET

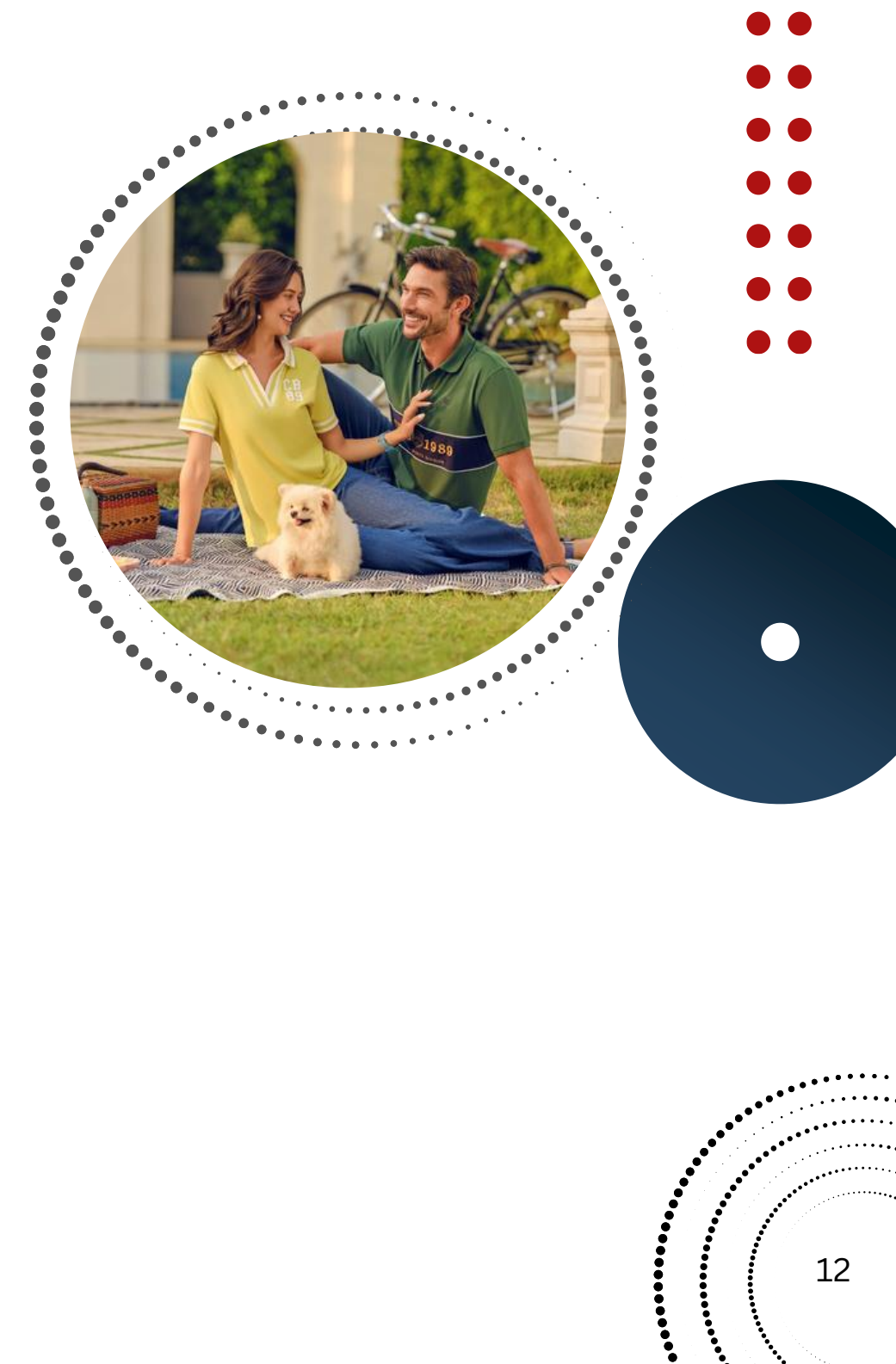
ASSETS (₹ In Crs)	Mar'25	Mar'24
NON-CURRENT ASSETS	603.7	482.1
Property, plant & equipment	138.7	117.9
Capital work-in-progress	46.8	35.2
Investment Property	4.5	0.9
Right-of-use assets	363.0	282.0
Other Intangible assets	1.5	1.4
Financial Assets		
Investments	0.1	0.1
Other Financial Assets	19.0	16.4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

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

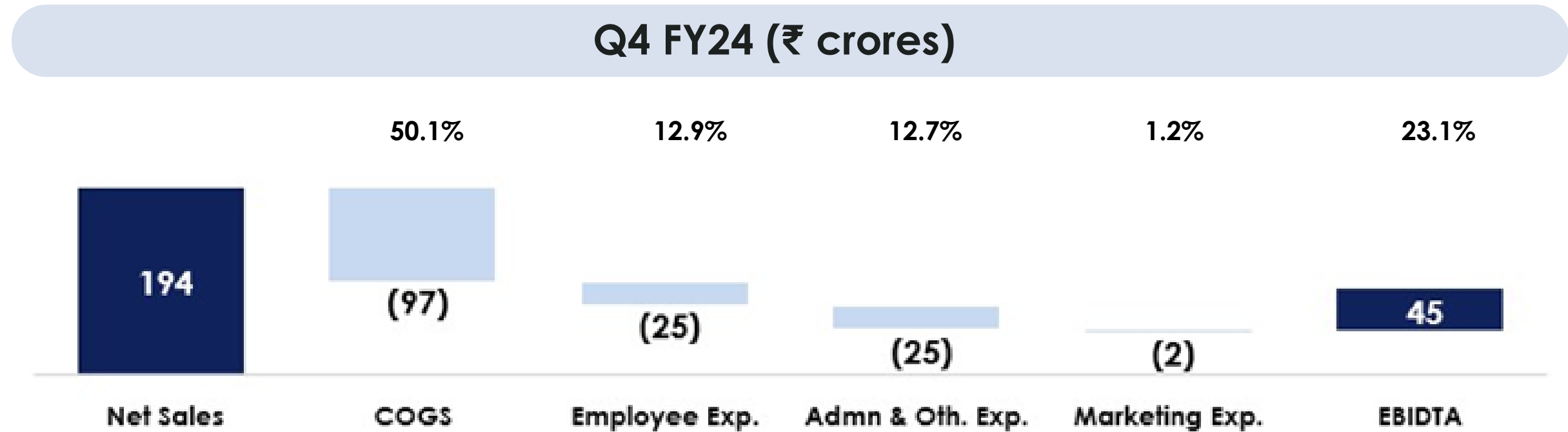
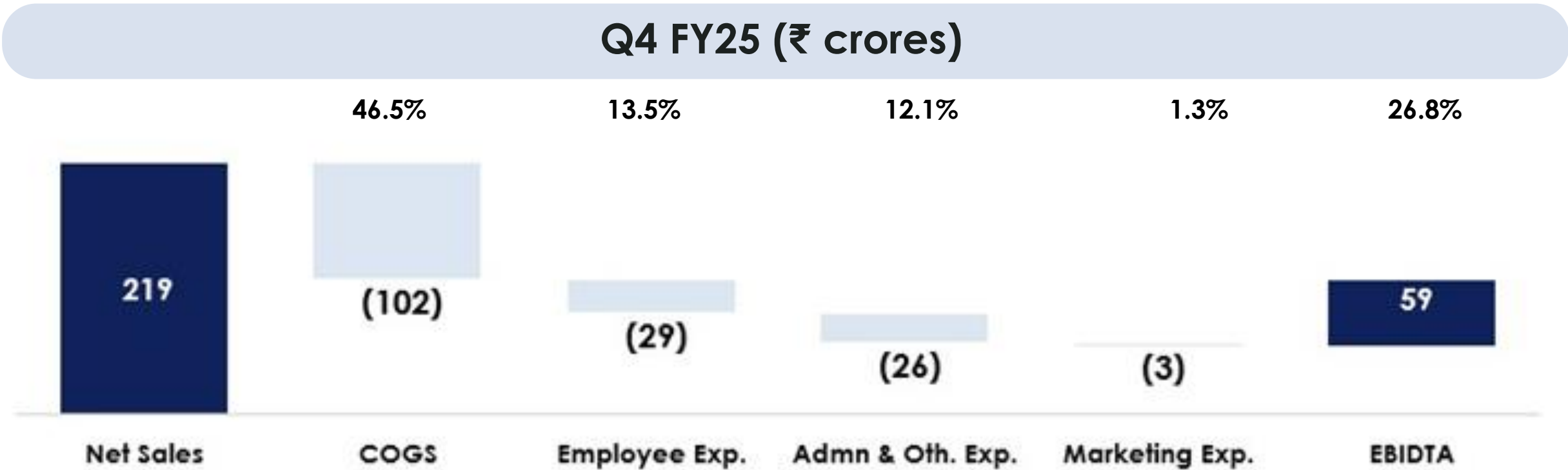


CASH FLOW STATEMENT

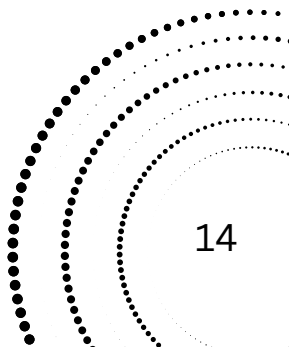
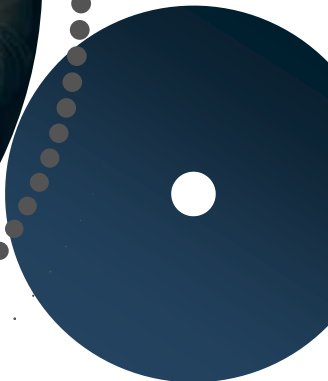
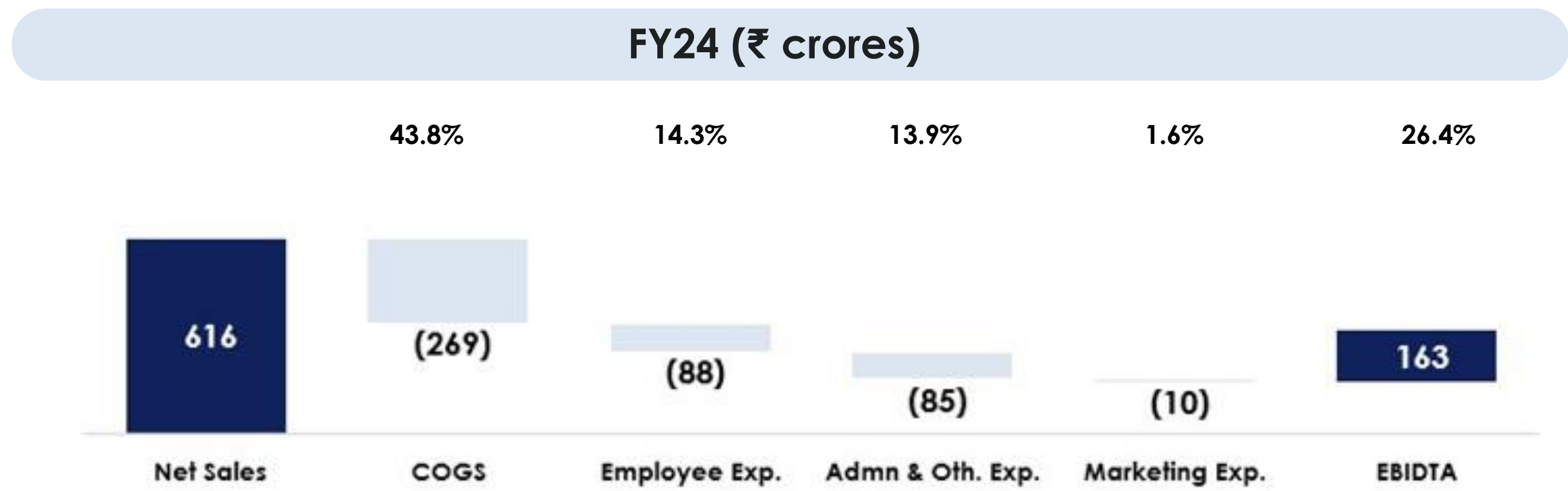
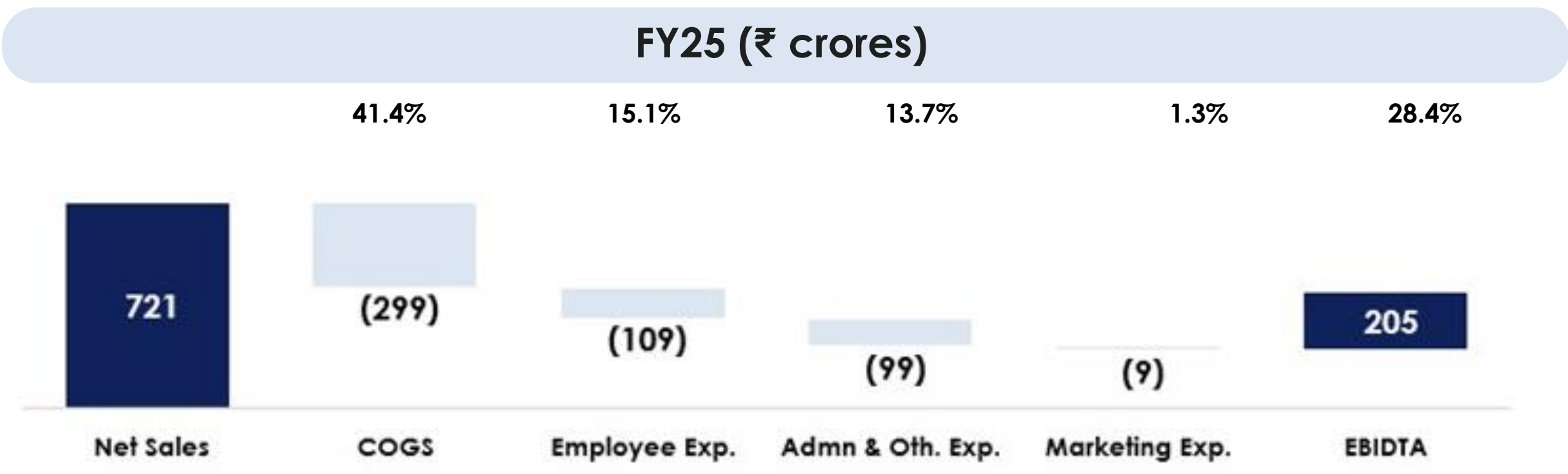
Particulars (₹ In Cr)	FY25	FY24
PBT	98	77
Adjustments	112	89
Operating profit before working capital changes	210	165
Changes in working capital	(33)	(12)
Cash generated from operations	178	153
Direct taxes paid (net of refund)	(27)	(21)
Net Cash from Operating Activities	150	133
Net Cash from Investing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



Q4 FY25 OPERATIONAL MATRIX



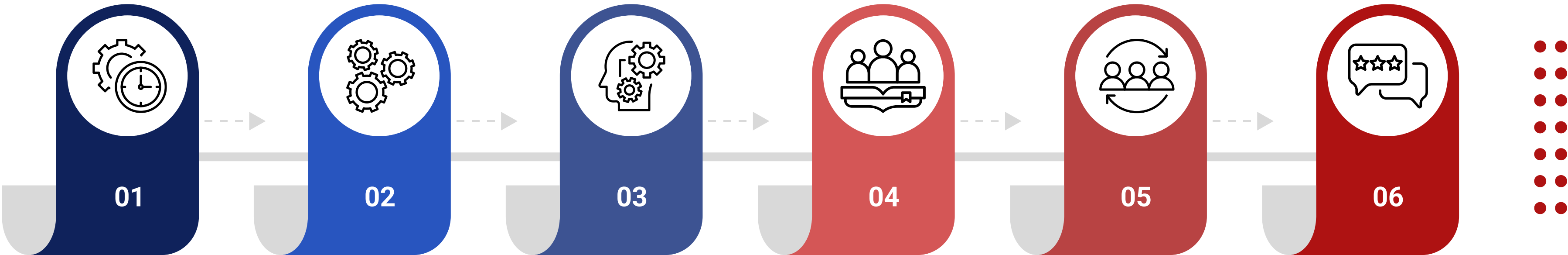
FY25 OPERATIONAL MATRIX



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 2017**

Capacity

With **a 2 lakh sq. ft. facility, we can produce 1.5 million garments** per year, meeting significant demand

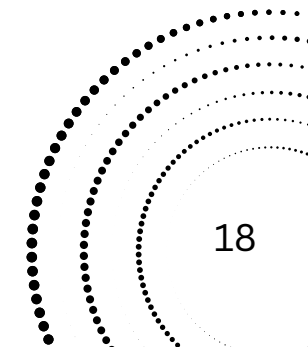
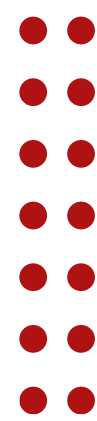
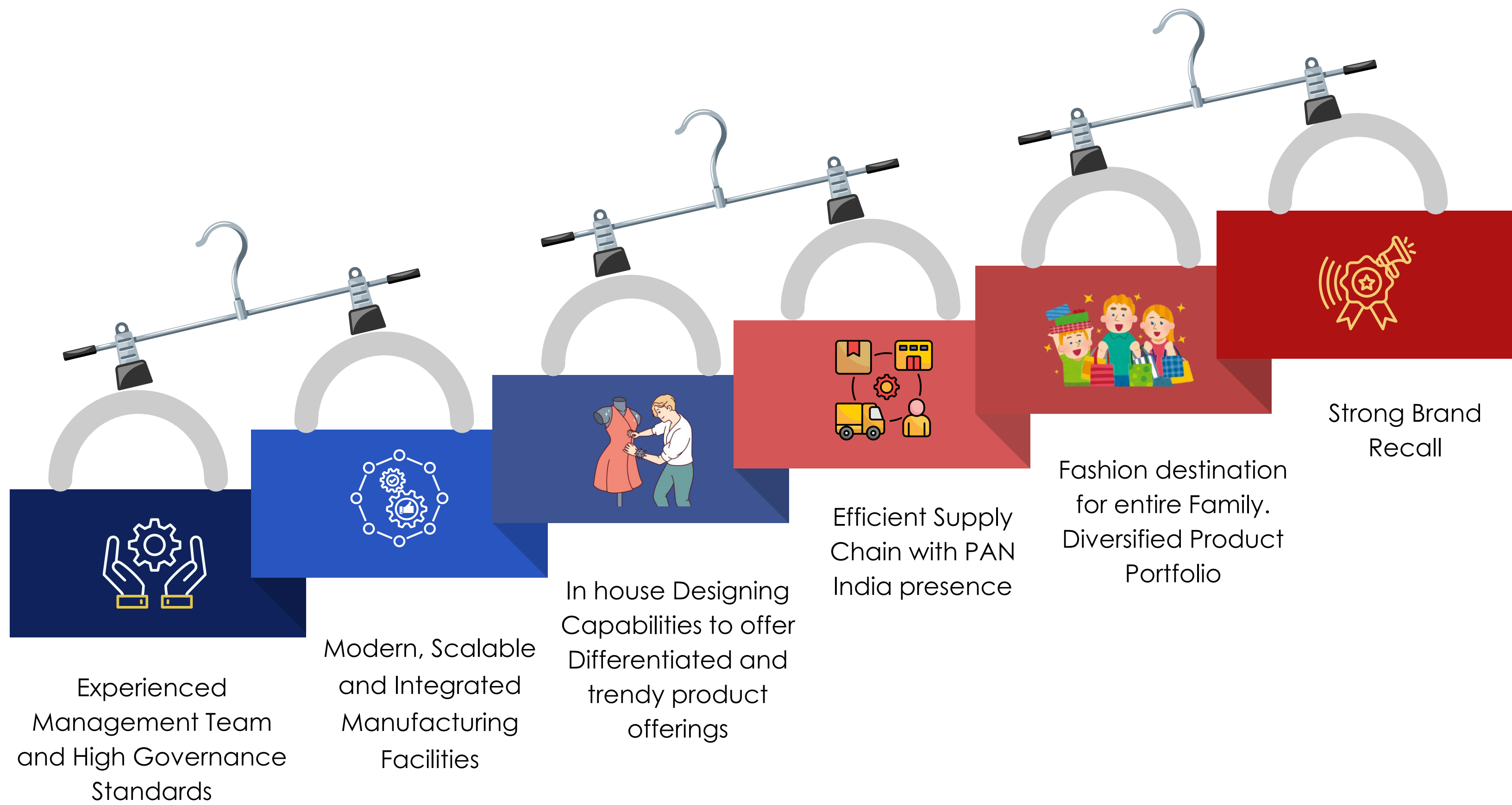
Presence

With a strong retail presence, **our 599 brand stores** spread across **289 cities in 20 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 Government of Delhi and “GLOBAL BUSINESS ICON” award by Hon’ble Union Minister of Science & Technology in June 2018.



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



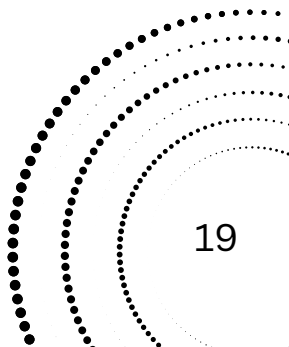
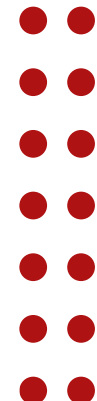
SHIVENDRA NIGAM (FCA)
Chief Financial Officer

- 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.



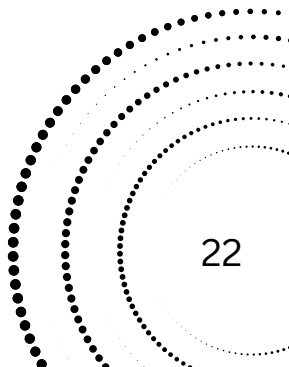
Accessories

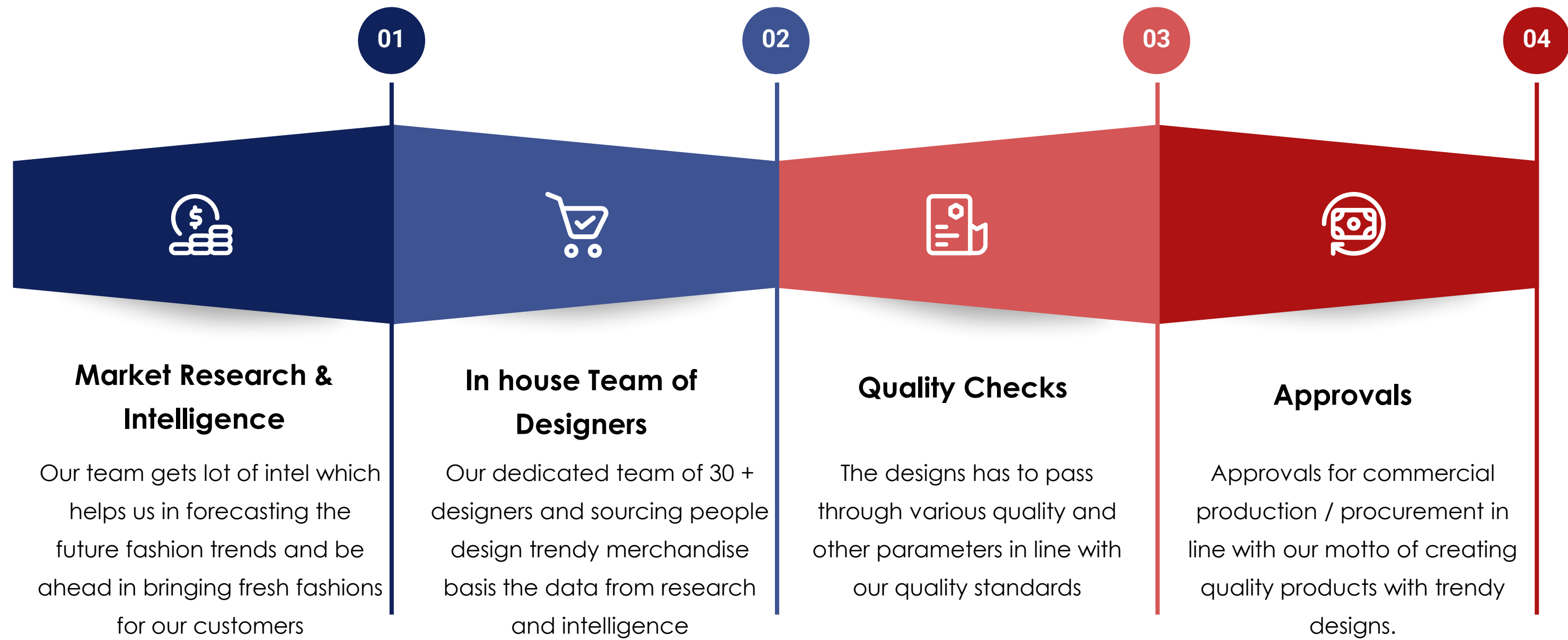
- Well-known brand in men's accessories
- Offers Innerwear, Belts, Shoes, Socks, Ties, Handkerchief, Deo, etc



Category	Menswear	Womenswear	Kid's - Boys	Kid's - Girls
Formal Wear	✓	✓	✗	✗
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 15 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

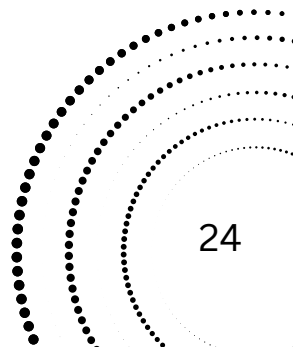
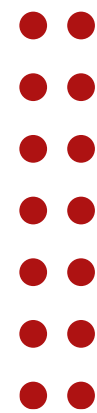
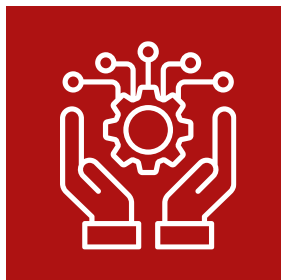
Latest Development

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

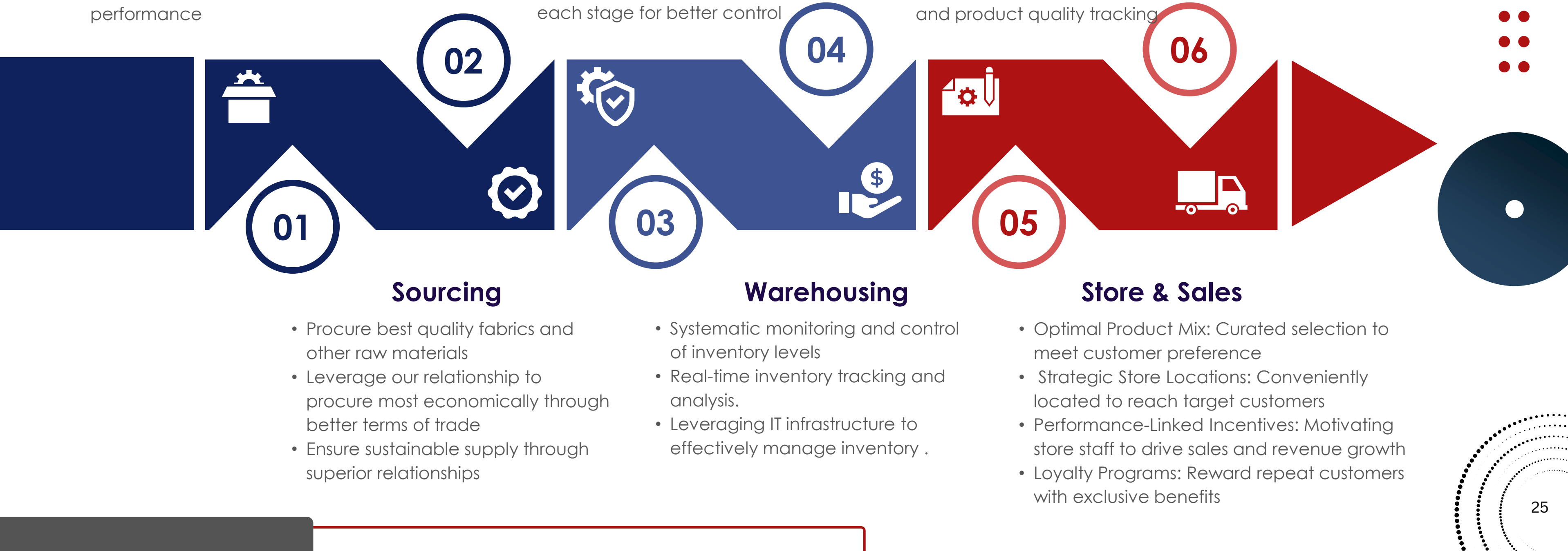
- Demand forecasting and production planning using advanced IT tools to ensure uninterrupted and timely availability
- Minimizing inventory holding.
- Monitoring & evaluating performance

Manufacturing

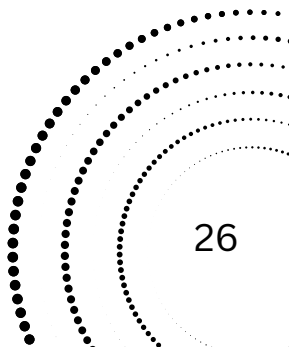
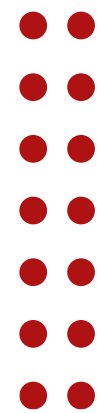
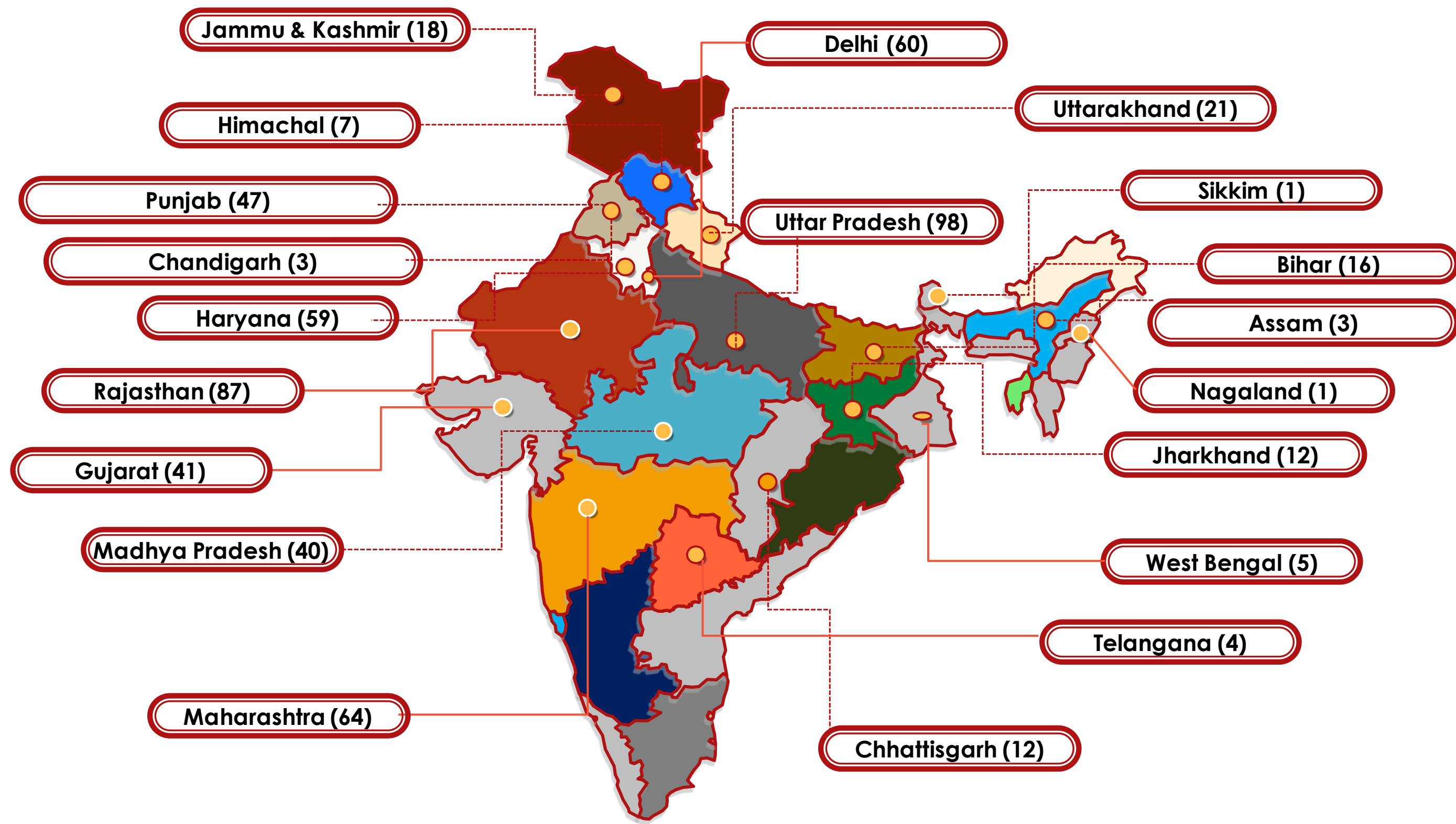
- Leveraging IT infrastructure to effectively integrating production schedule with raw material supply schedule
- Real time update and monitoring. Quality check at each stage for better control

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 DIGITAL PRESENCE



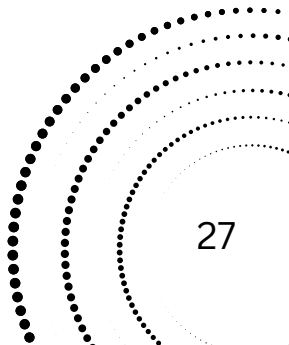
Enhancing our reach through our online presence

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

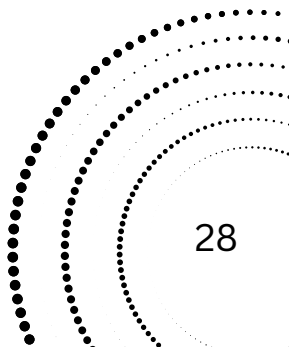
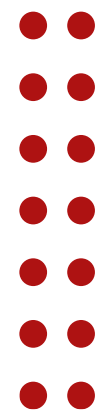
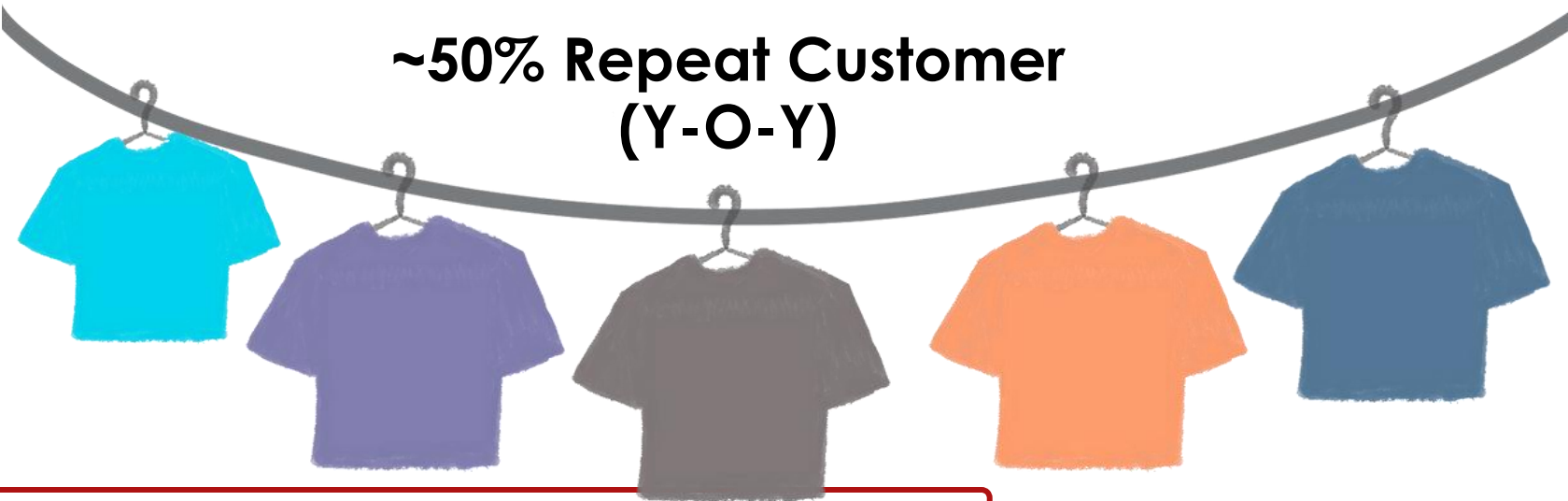
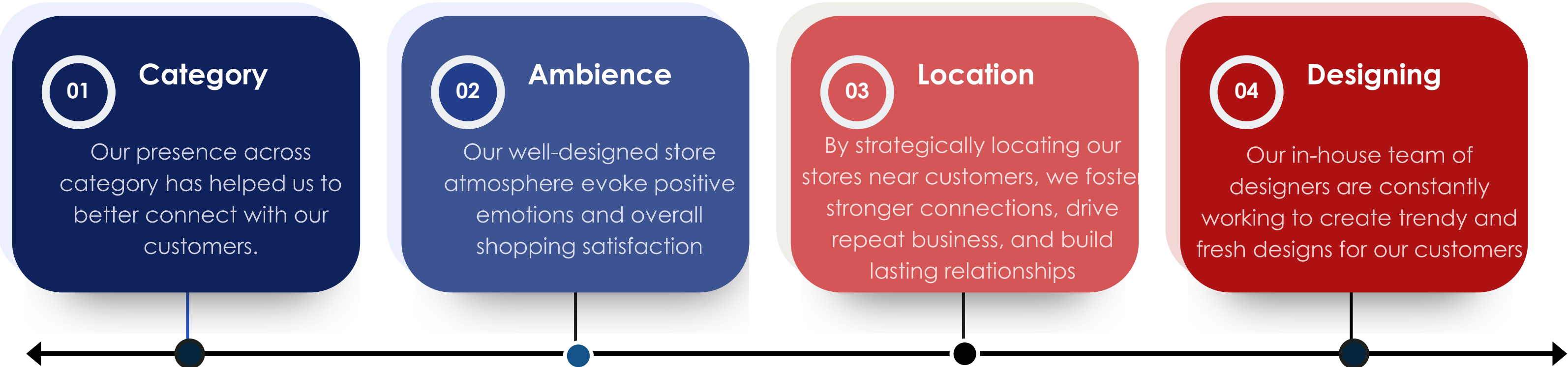
Sales through online channel increased in FY25 to **6.2%** as compared to 5.7% in FY24

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

Profitable & Successful online market presence



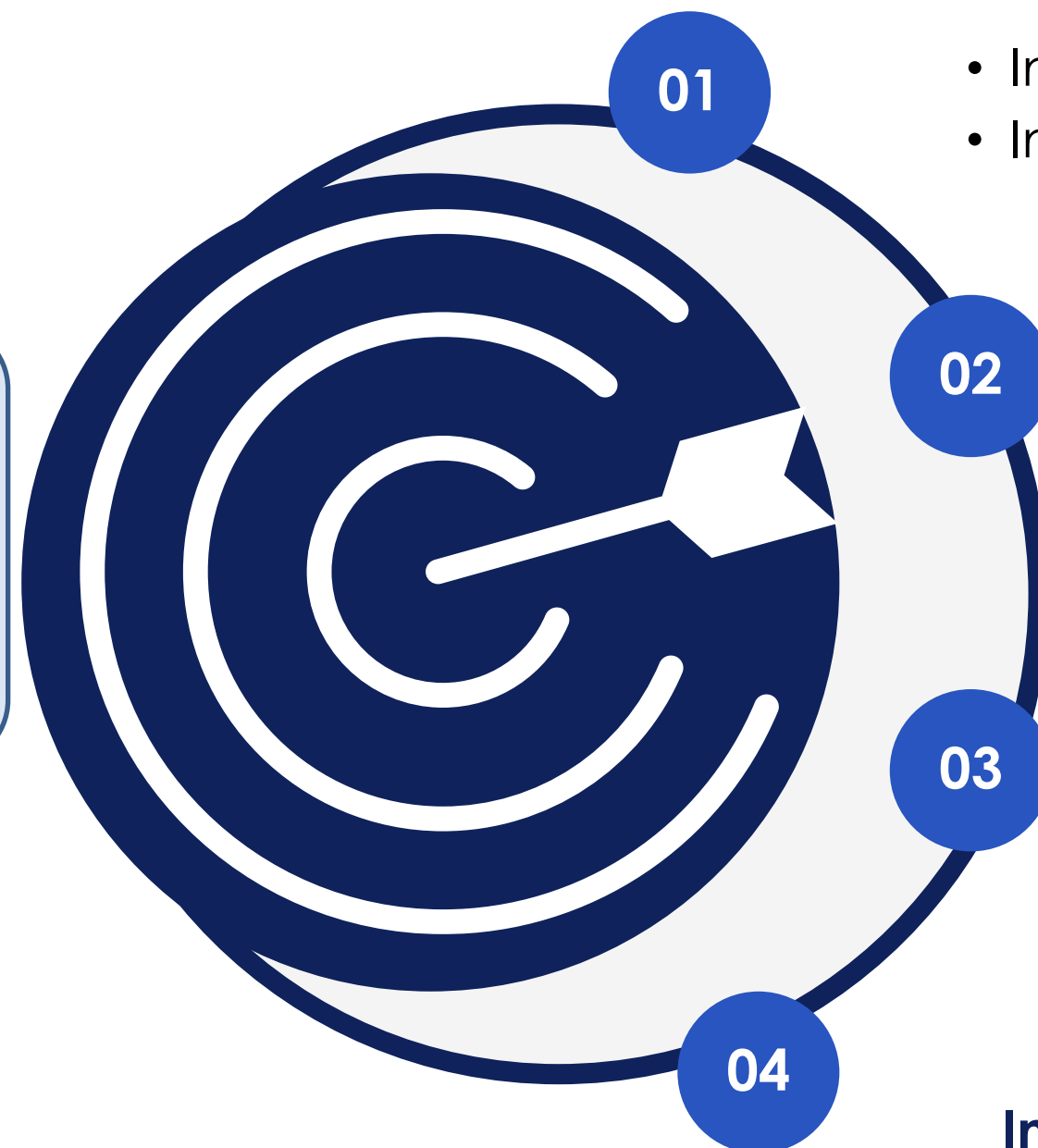
KEY OPERATIONAL DATA



VISION 2027



Revenue
₹1,000
crores



Increasing Retail Presence

- Increasing store network to **725 stores** from existing 599 stores
- Increased focus on exclusive women & kid wear stores

Expanding Reach

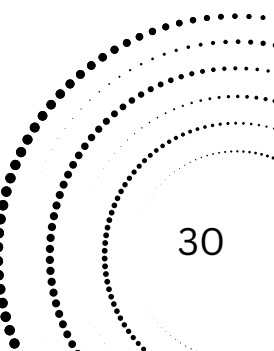
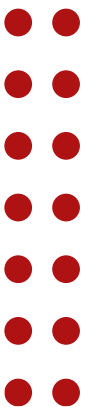
- Increasing geographical presence - identifying new markets in India
- Expanding presence to **325 cities** from existing 289 cities

Same Store Sales Growth

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

Improving Efficiency

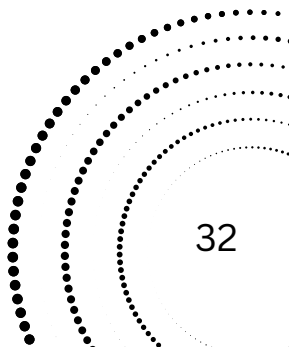
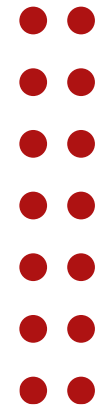
- Reduce costs and achieve efficiencies in order to remain competitive
- Maintain Healthy EBIDTA margin of **~28% -~ 30%**



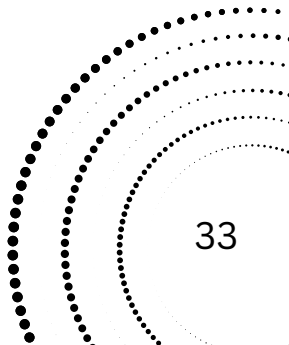
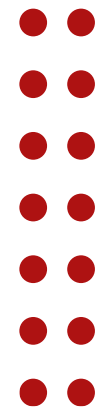
MARKETING & MEDIA



SELECT RECENT EBO OPENING



SELECT RECENT EBO OPENING

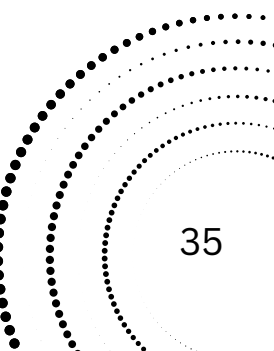
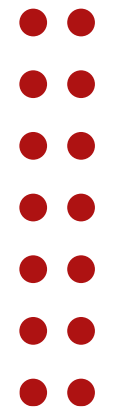


HISTORICAL PERFORMANCE



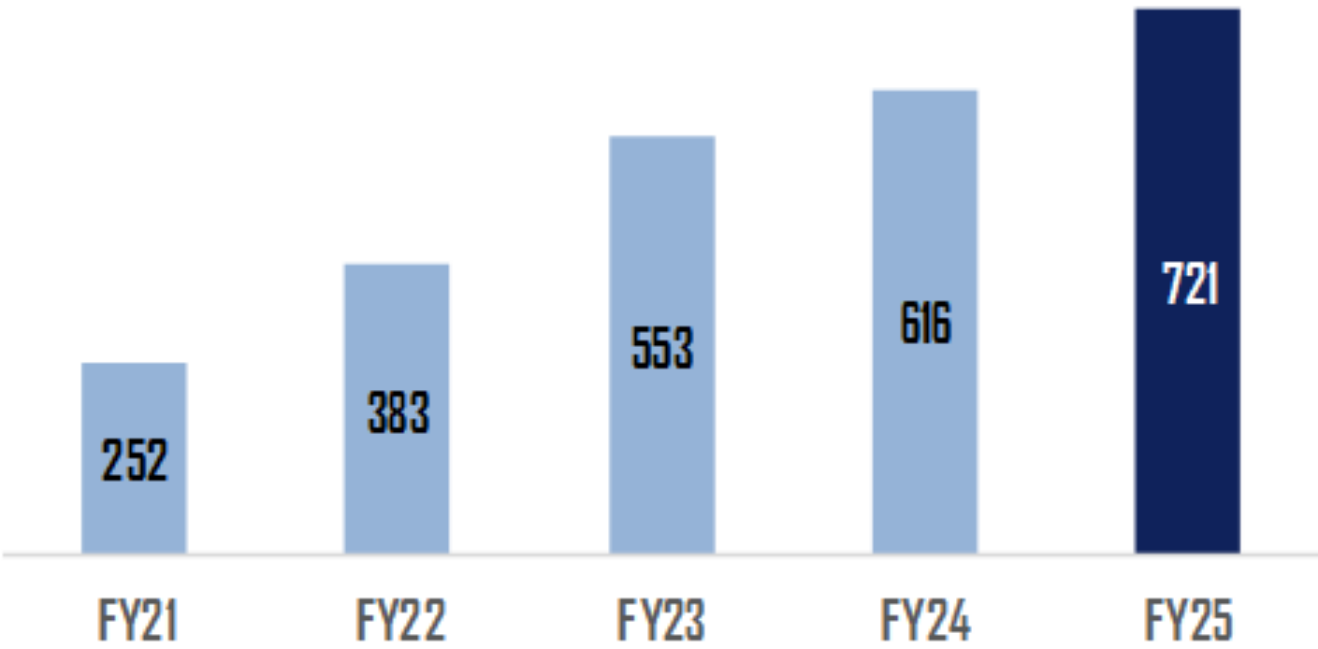
HISTORICAL FINANCIAL

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	

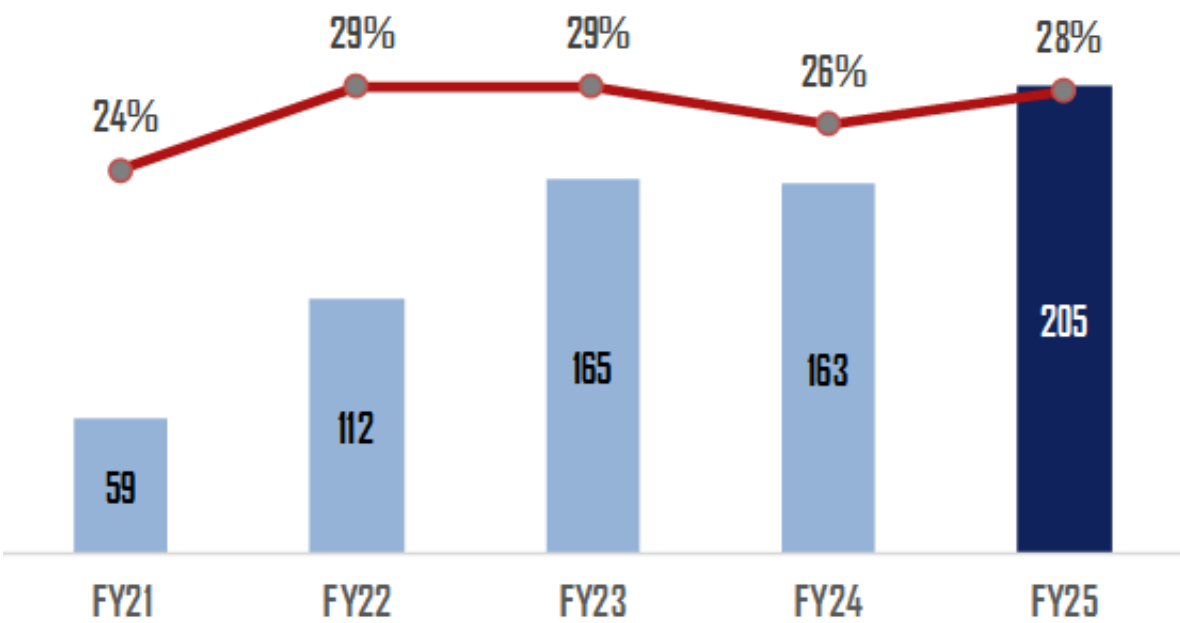


ROBUST PERFORMANCE

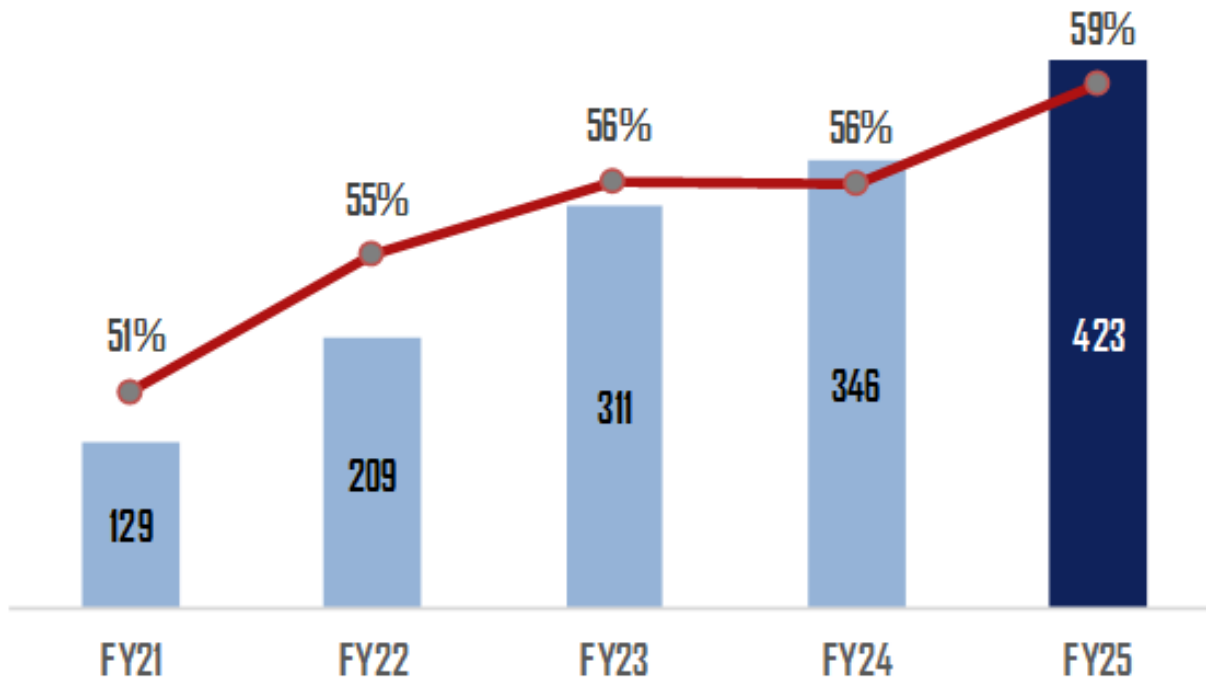
➔ Revenue from Operations (₹ Crs)



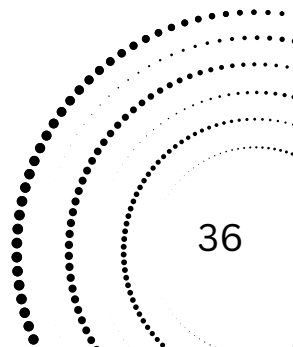
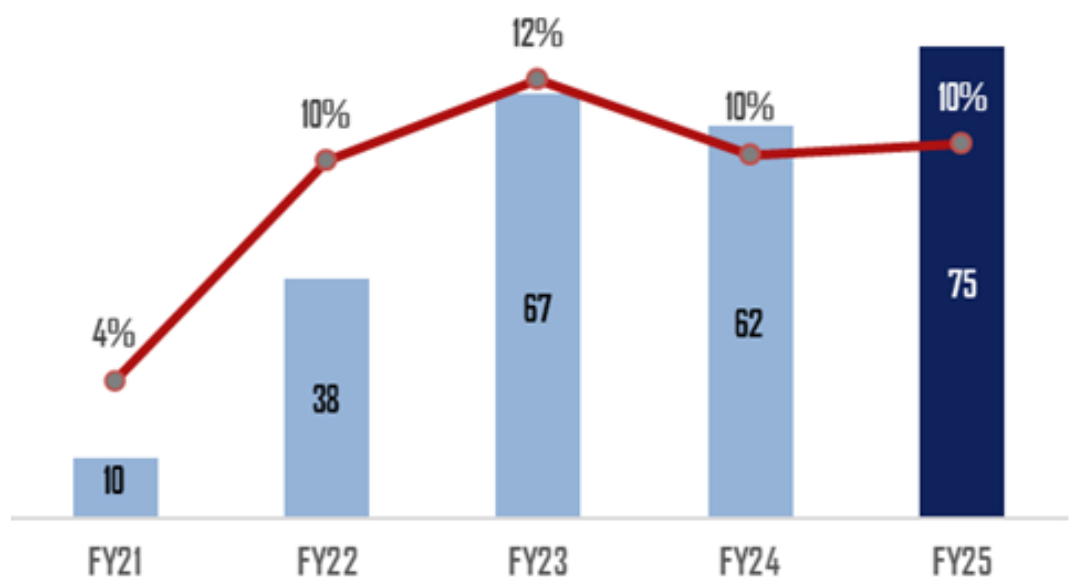
➔ EBITDA (₹ crs) & %



➔ Gross Margin (₹ crs) & %



➔ PAT (₹ crs) & %



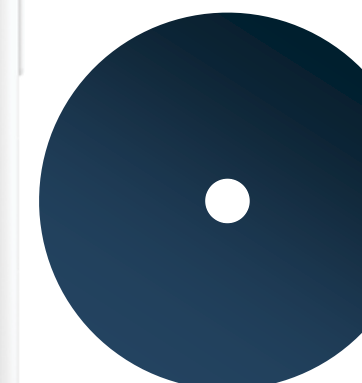
BALANCE SHEET

ASSETS (₹ In Crs)	Mar'25	Mar'24	Mar'23
NON-CURRENT ASSETS	603.7	482.1	374.2
Property, plant & equipment	138.7	117.9	103.1
Capital work-in-progress	46.8	35.2	12.0
Investment Property	4.5	0.9	3.5
Right-of-use assets	363.0	282.0	220.3
Other Intangible assets	1.5	1.4	1.4
Financial Assets			
Investments	0.1	0.1	0.1
Other Financial Assets	19.0	16.4	12.5
Non-current tax assets (net)	0.5	0.9	0.0
Deferred Tax Assets (net)	28.1	22.9	16.7
Other Non - current assets	1.5	4.5	4.6
CURRENT ASSETS	337.5	292.2	238.7
Inventories	279.1	230.0	216.9
Investments	5.1	0.0	0.0
Trade receivables	13.4	15.2	11.9
Cash & Cash Equivalents	27.9	38.1	1.4
Other Financial Assets	3.1	1.5	1.5
Current Tax Assets (net)	0.0	0.0	1.0
Other Current assets	8.9	7.5	6.0
TOTAL ASSETS	941.2	774.4	613.0

EQUITY & LIABILITIES (₹ In Crs)	Mar'25	Mar'24	Mar'23
EQUITY	393.1	326.5	221.4
Equity Share capital	16.7	16.7	16.3
Other equity	376.4	309.7	205.0
NON-CURRENT LIABILITIES	389.1	310.0	250.0
Borrowings	0.0	0.0	0.0
Lease Liability	356.8	279.6	223.9
Other financial liabilities	15.2	14.2	12.7
Provisions	9.0	7.6	5.9
Other Non-Current Liabilities	8.1	8.7	7.4
CURRENT LIABILITIES	159.0	137.9	141.7
Borrowings	0.0	9.8	23.4
Lease Liability	54.2	46.6	38.8
Trade Payables	68.2	57.4	56.6
Other Financial Liabilities	23.2	15.1	12.2
Other current liabilities	7.3	7.7	6.3
Current tax liabilities (Net)	1.1	0.0	0.0
Provisions	5.0	1.3	4.4
TOTAL EQUITY & LIABILITIES	941.2	774.4	613.0

CASH FLOW

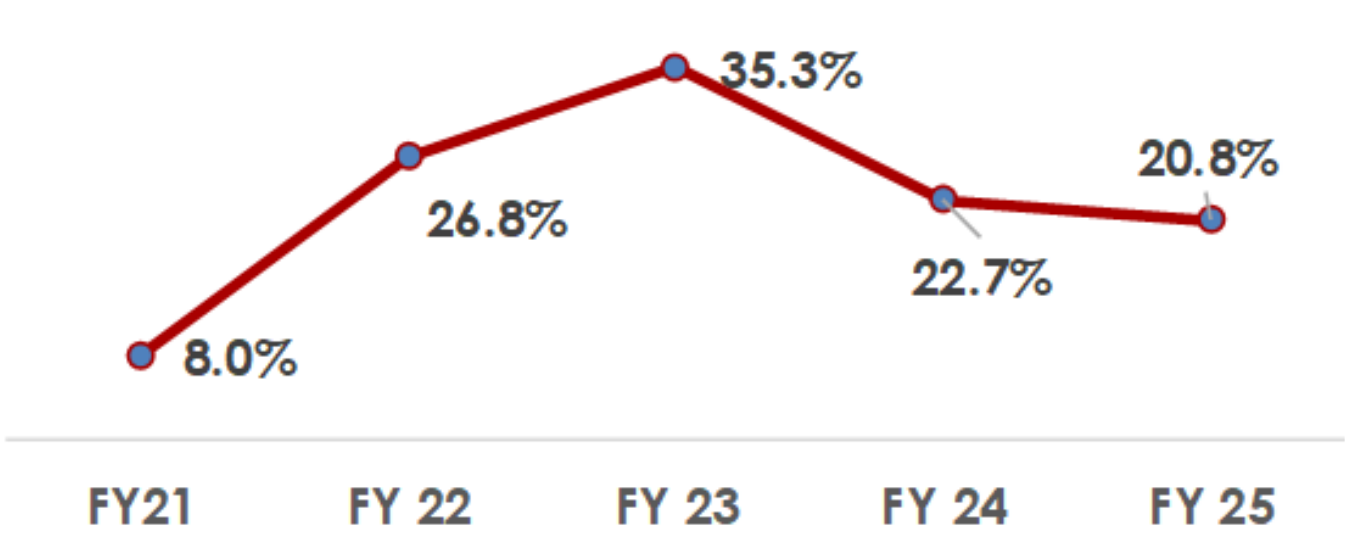
Particulars (₹ In Cr)	FY25	FY24	FY23
PBT	98	77	89
Adjustments	112	89	78
Operating profit before working capital changes	210	165	167
Changes in working capital	(33)	(12)	(65)
Cash generated from operations	178	153	102
Direct taxes paid (net of refund)	(27)	(21)	(27)
Net Cash from Operating Activities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



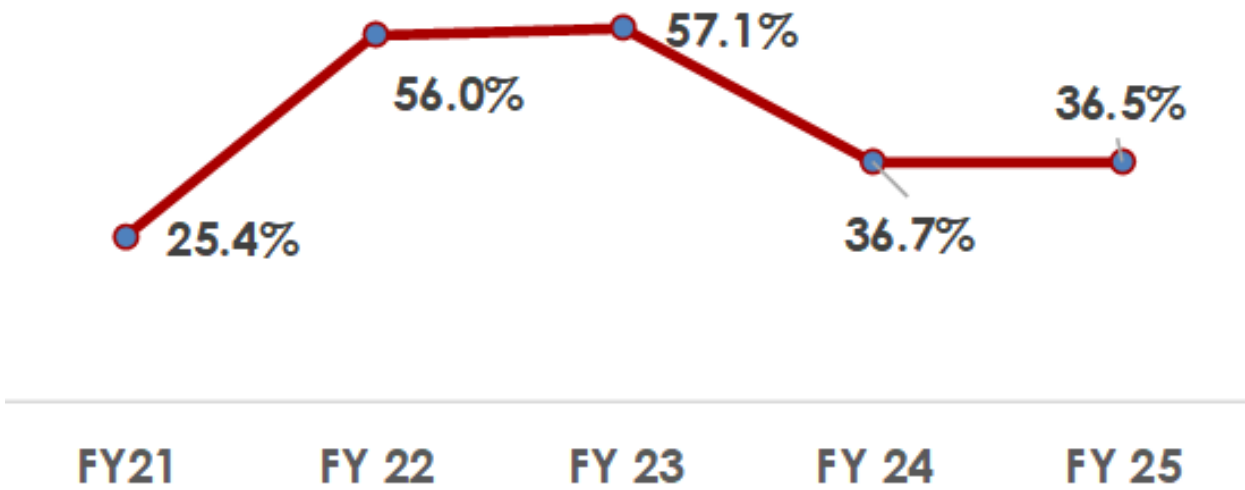
INDUSTRY LEADING RATIOS



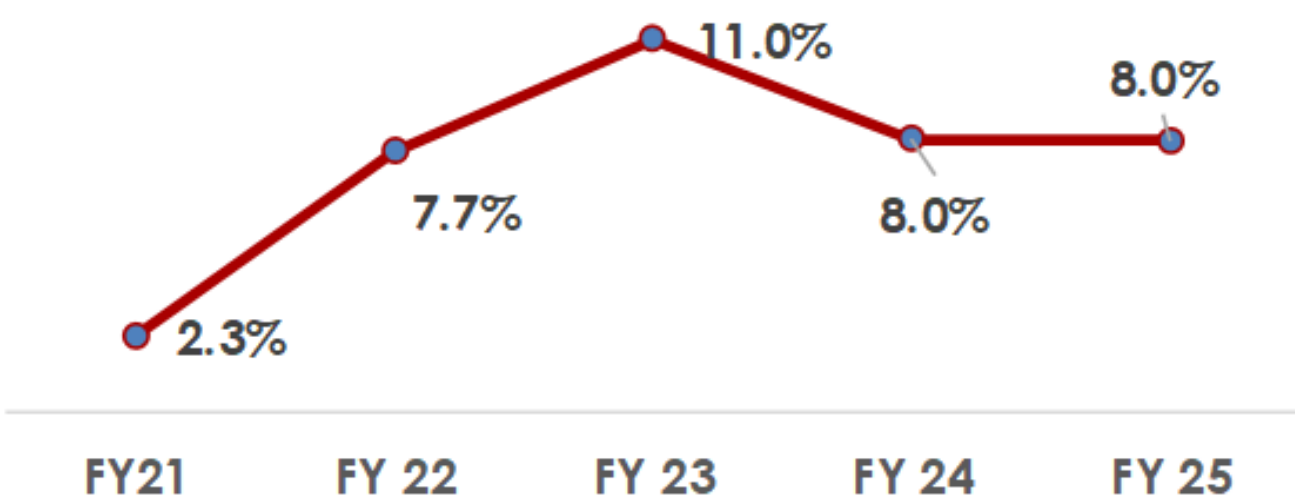
Return on Equity



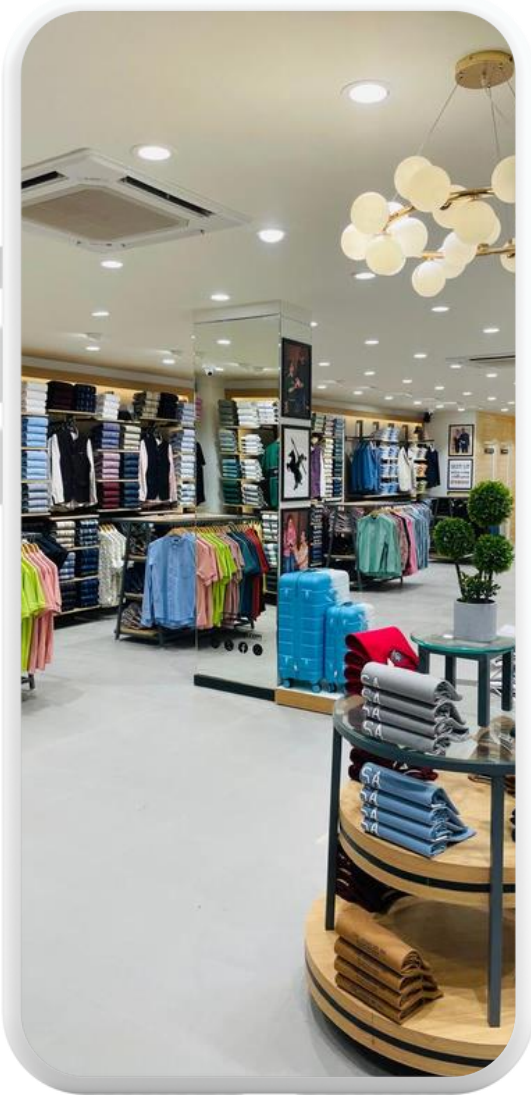
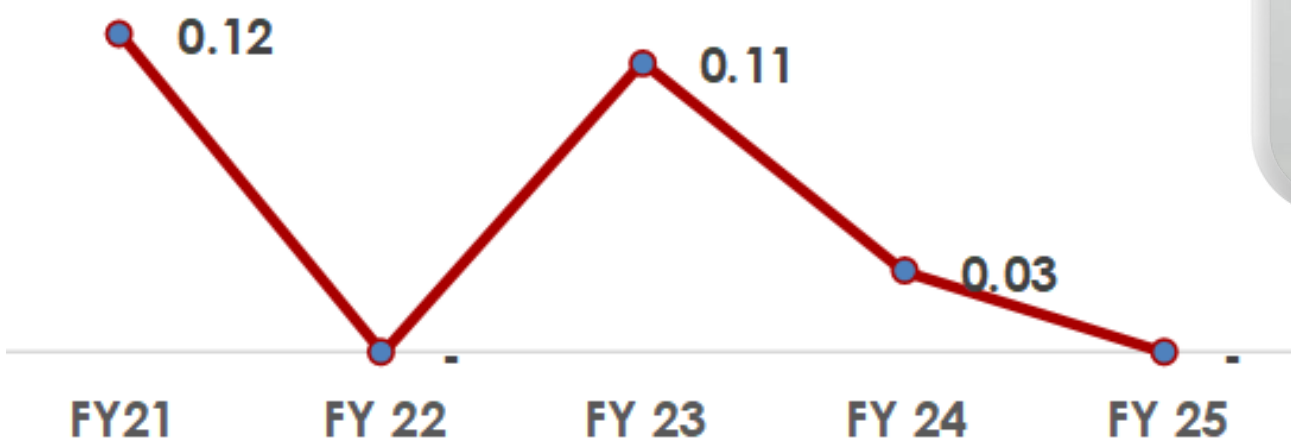
Return on Capital Employed



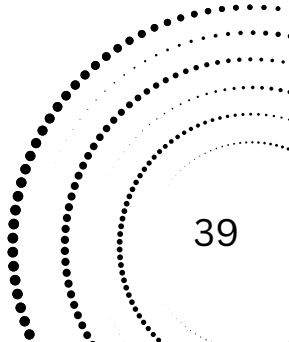
Return on Assets



Debt Equity Ratio

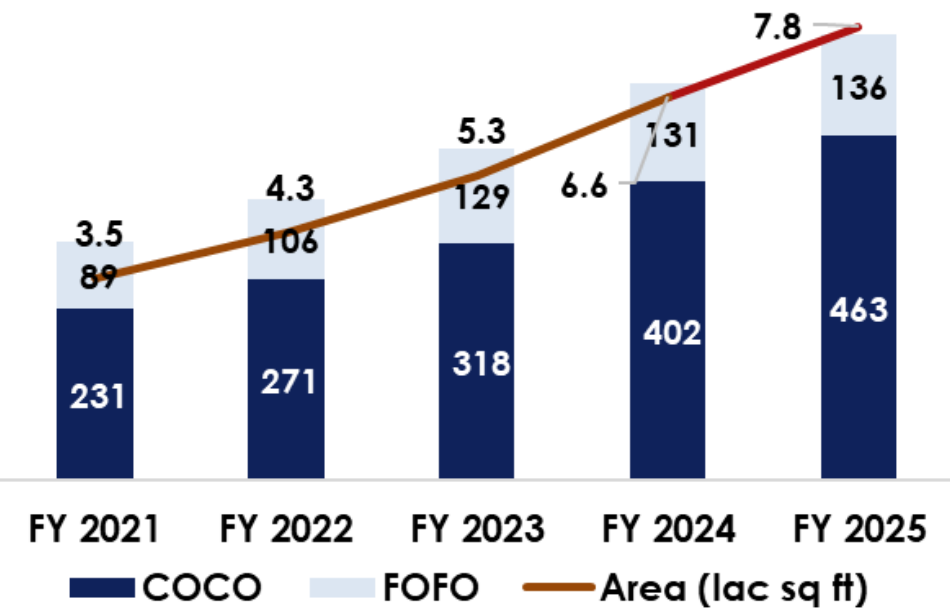


During FY24, Company raised ₹ 50.40 crores by way of Preferential Allotment which has impacted the return ratios.
ROE – PAT/Average Shareholders Fund; ROCE – EBIT/Average (Shareholders Fund + Total Debt – non current Investments); ROA – Net Profit/ Total Assets

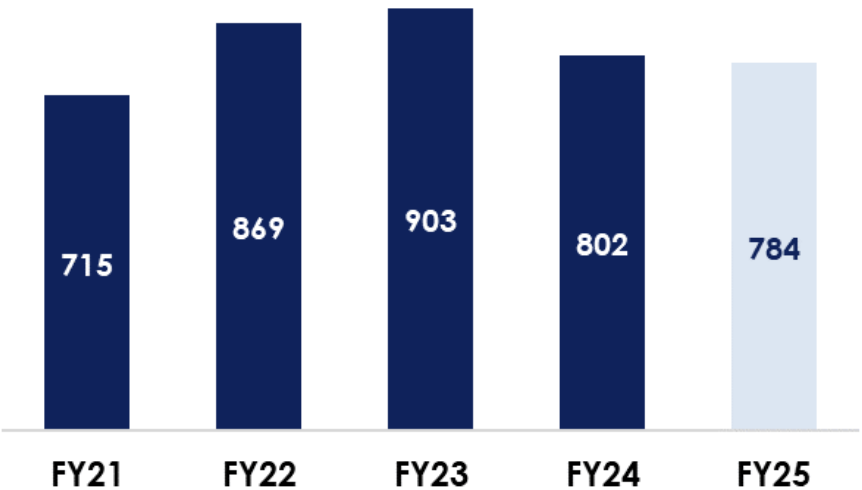


KEY OPERATING INDICATORS

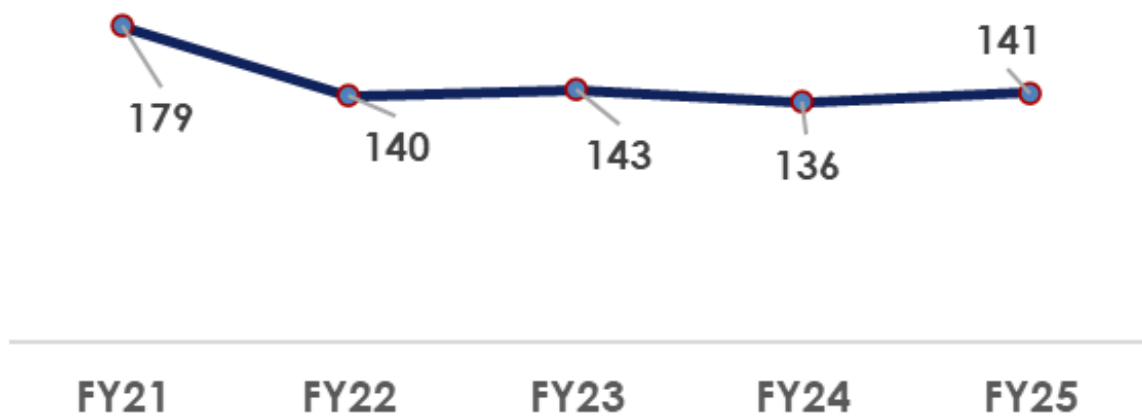
No of stores & Retail space



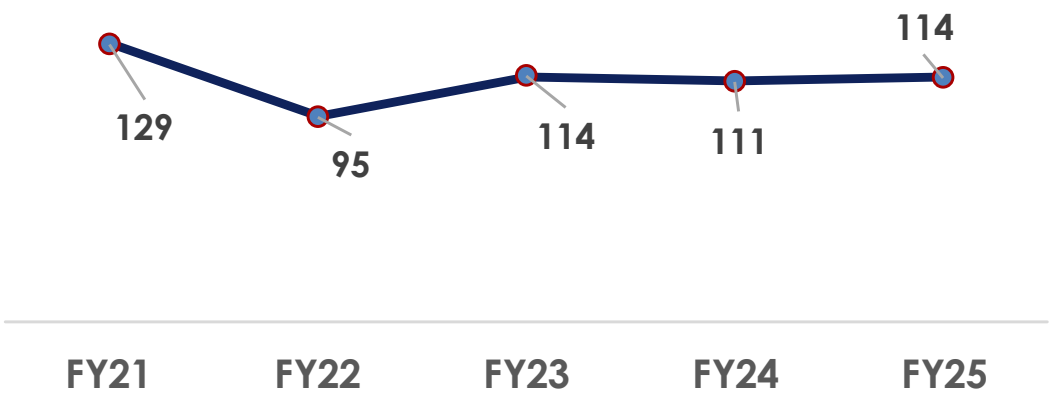
Sales per Sq. Ft. (₹ Per Month)



Inventory days



Working Capital Days

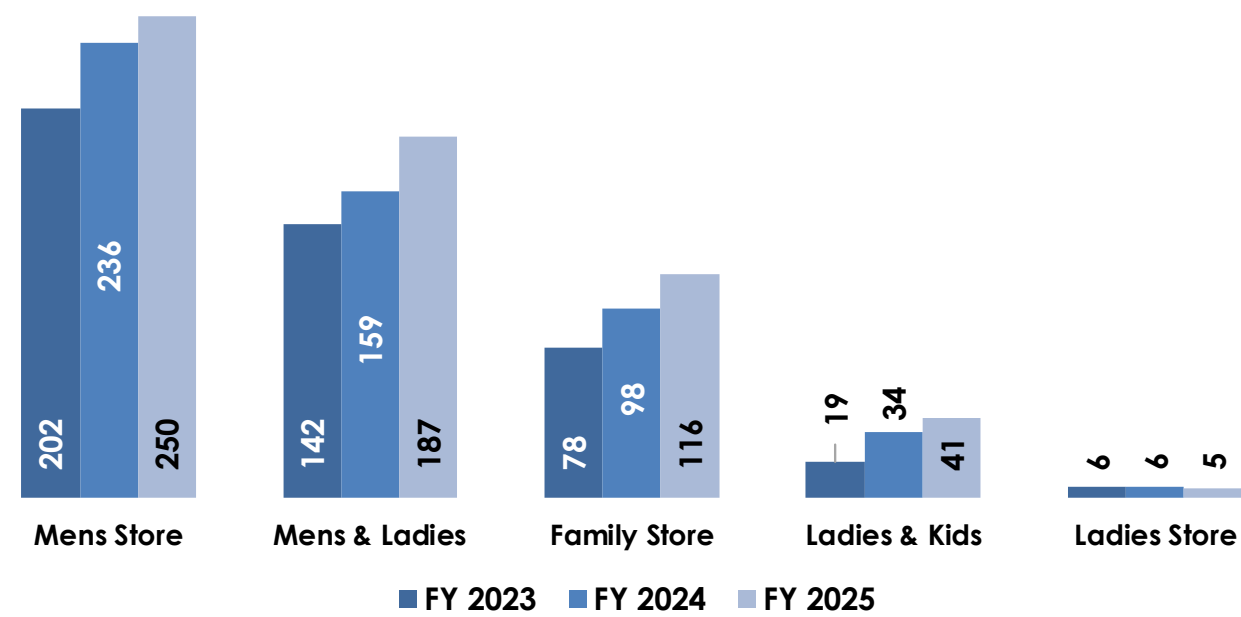


Working Capital – Inventory days + Debtors days – Creditors days; Inventory days – Inventory/Revenues*365; Debtors days – Debtors/Revenue*365; Creditors days – Creditor/Revenues*365

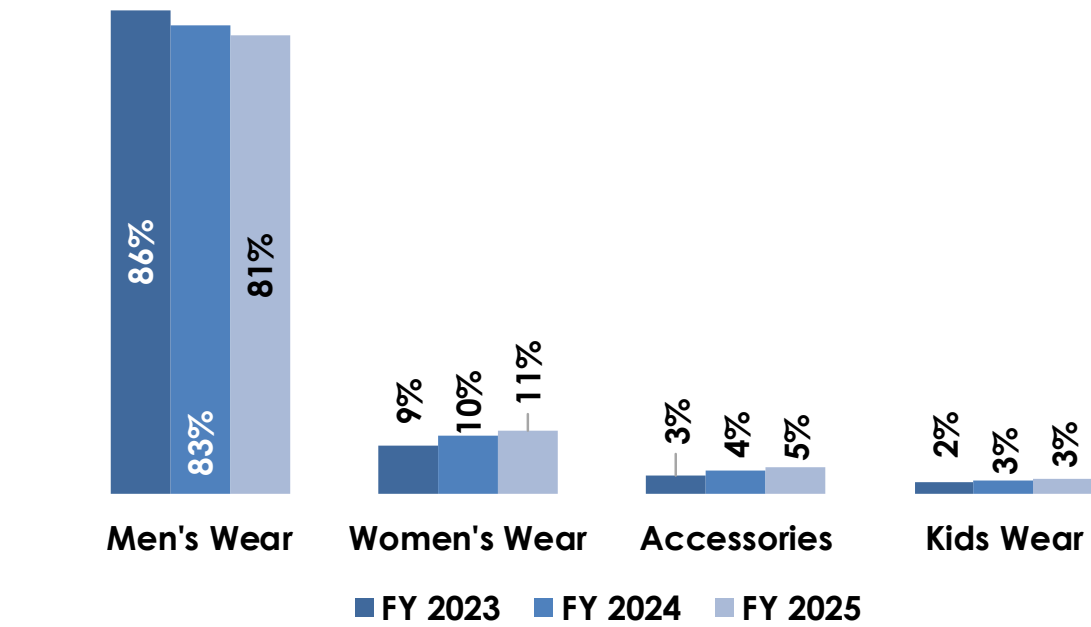


KEY OPERATING INDICATORS

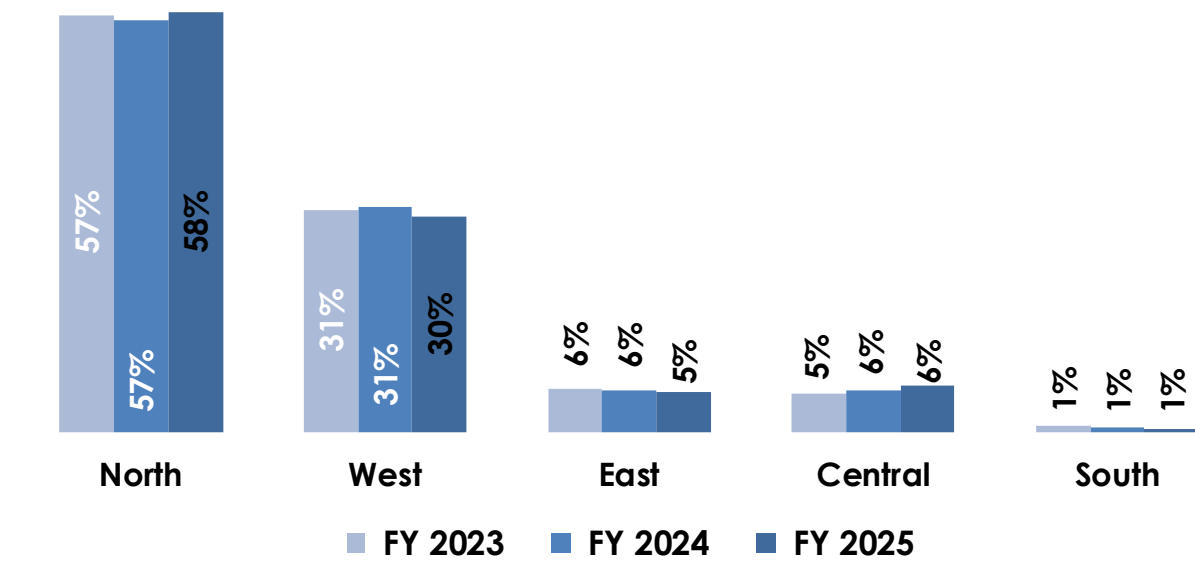
Store Categories (Number)



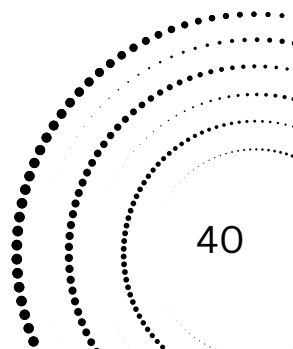
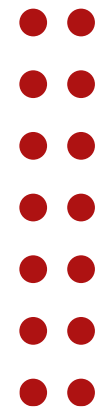
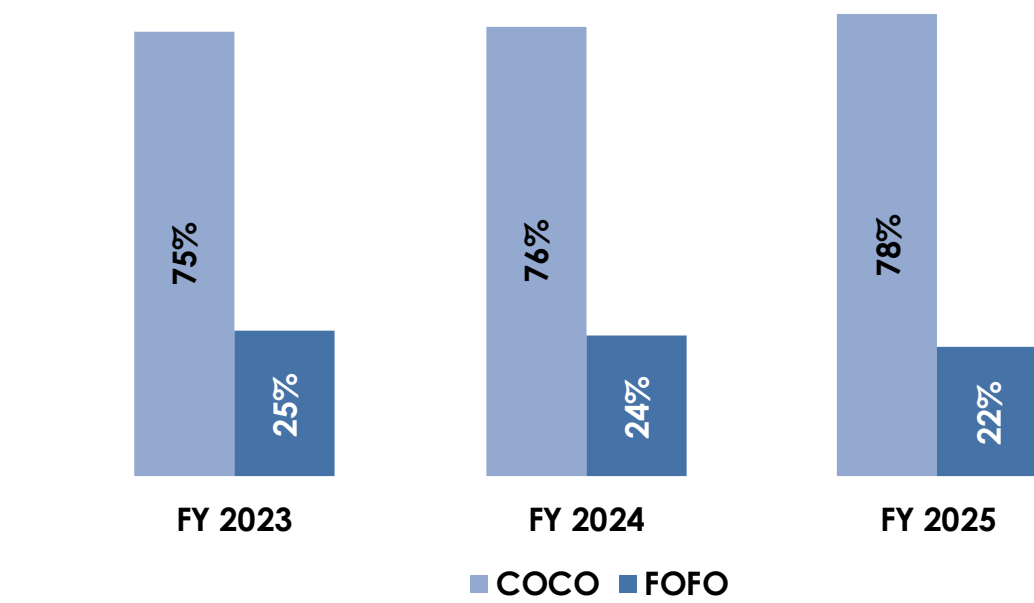
Revenue Categories (%)



Revenue Zonewise (%)



Revenue Store Typewise (%)





THANK YOU

**Cantabil Retail India Limited**

Mr. Shivendra Nigam (CFO)
shivendra.nigam@cantabilinternational.com
www.cantabilinternational.com

**Marathon Capital Advisory Pvt. Ltd**

Mr. Rahul Porwal / Mr. Amit Porwal
rahul@marathoncapital.in / amit@marathoncapital.in
+91 9967576900 / +91 9819773905
www.marathoncapital.in