



INDIAN TERRAIN FASHIONS LTD

Q3FY22

Results Presentation



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ABOUT US

At Indian Terrain, we love spending every day in creating clothing of elegant style and remarkable comfort that

**‘makes
you
feel
good’**





Unique store format to reach a Larger Target

Exclusive Brand Outlets (EBO's)

Large Format (LFO's) Outlets

Multi Brand Outlets (MBO's)

E-commerce Platform

230+
EBO'S

450+
LFO'S

1450+
stores across
India

9+ E-com
Partners

Key Cities:

South: Chennai, Coimbatore, Hyderabad, Bangalore, Cochin

North: New Delhi (and NCR), Lucknow, Jaipur, Amritsar, Jammu, Chandigarh

East: Kolkata, Guwahati, Sikkim, Jamshedpur, Bhubaneswar, Patna

West: Mumbai, Nagpur, Pune, Surat, Ahmedabad

Central: Bhopal, Raipur, Gwalior

SHOPPERS STOP
START SOMETHING NEW

TRENDS

lifestyle
YOUR STYLE. YOUR STORE.

CENTRAL

THE ICONIC globus

pantaloons

CM

LuLu FASHION STORE

CMR SHOPPING MALL
The joy of life

KLM FASHION MALL

Bachooma! Collection

SOHUM SHOPPE
THE FAMILY WARE STORE

JADE BLUE

B>MORE

JAIHIND
FOR THE EAST

OPTIONS

POTRYS
Academy of Silks

PANKAJ
LUXURY STORE

SARAVANA STORES
Super Store of Shopping World

The Chennai Silks

GoyalSons

SHREE SHIVAM
THE TOGETHERNESS STORE

Myntra

AJO

INDIAN TERRAIN

flipkart.com

amazon

firstcry.com
ASIA'S LARGEST ONLINE BABY & KIDS STORE

NYKAA FASHION

LR



QUARTERLY OVERVIEW



Q3FY22 Highlights

1

Sharp rise in consumer footfall which led to Strong Revenue growth across Channels

**49.7% Sales Growth Y-o-Y;
11.7% growth (vs. Pre Covid)**

2

Strong Retail Growth led by robust sales in Tier 2 & Tier 3 towns.

10 Stores opened taking count to 230+

3

Contd.. Growth on E Commerce Mkt Places and IT.Com

4

Improved Gross Margins & controlled costs resulting in EBIDTA Margin 12%+



Key Financial Highlights



Q3 FY 22 EBITDA
₹12.5cr

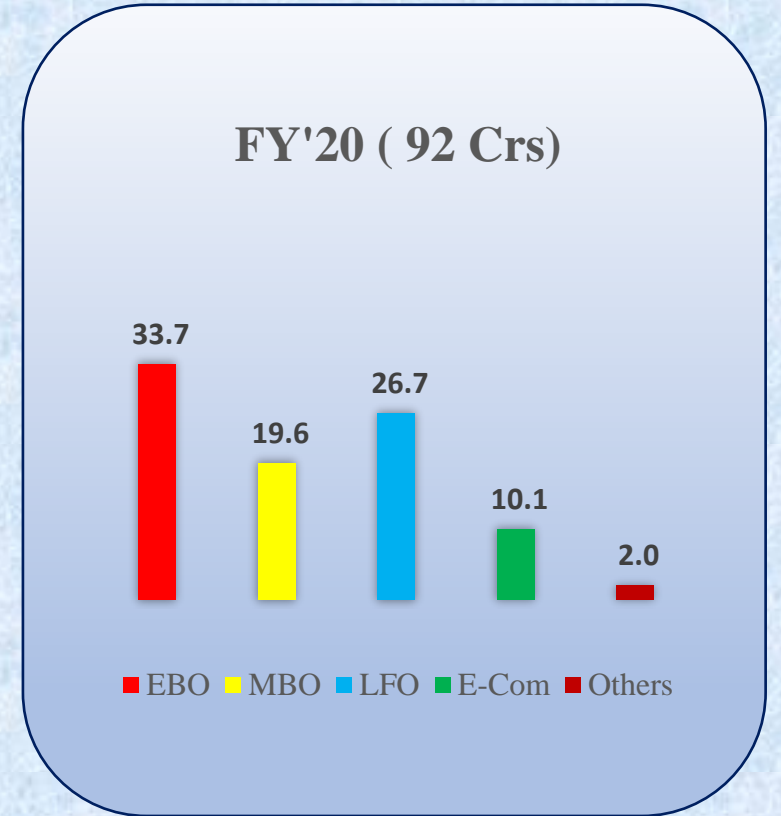
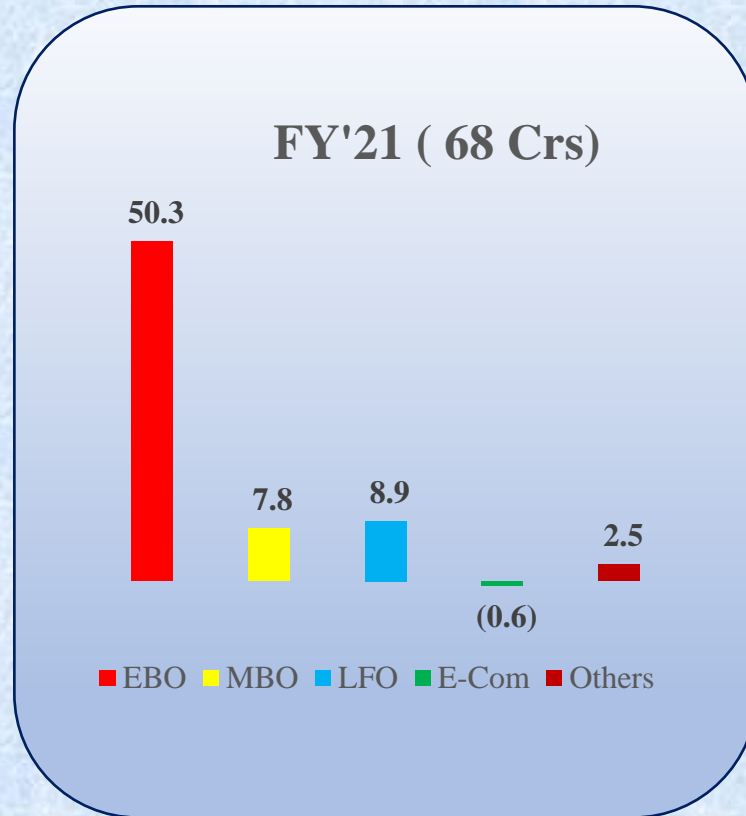
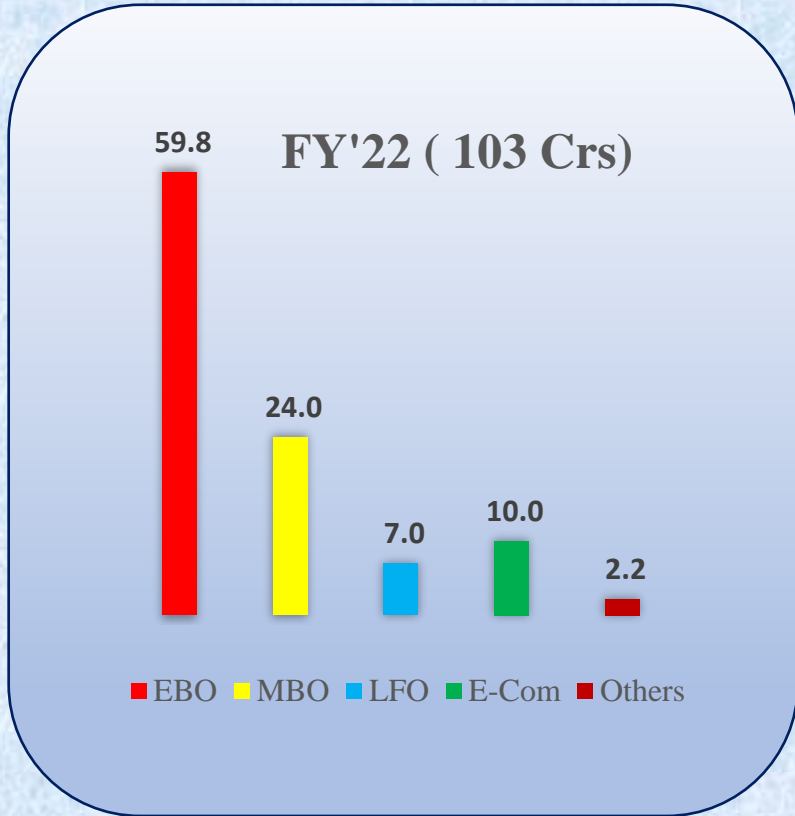
Q3 FY22 PAT
₹1.5cr

Revenue Q3 & 9 M
102 Crs & 227 Crs

Opex Increase 13.8% YOY
from ₹25cr in Q3 FY21 to ₹29cr in Q3 FY22



Revenue Recovery



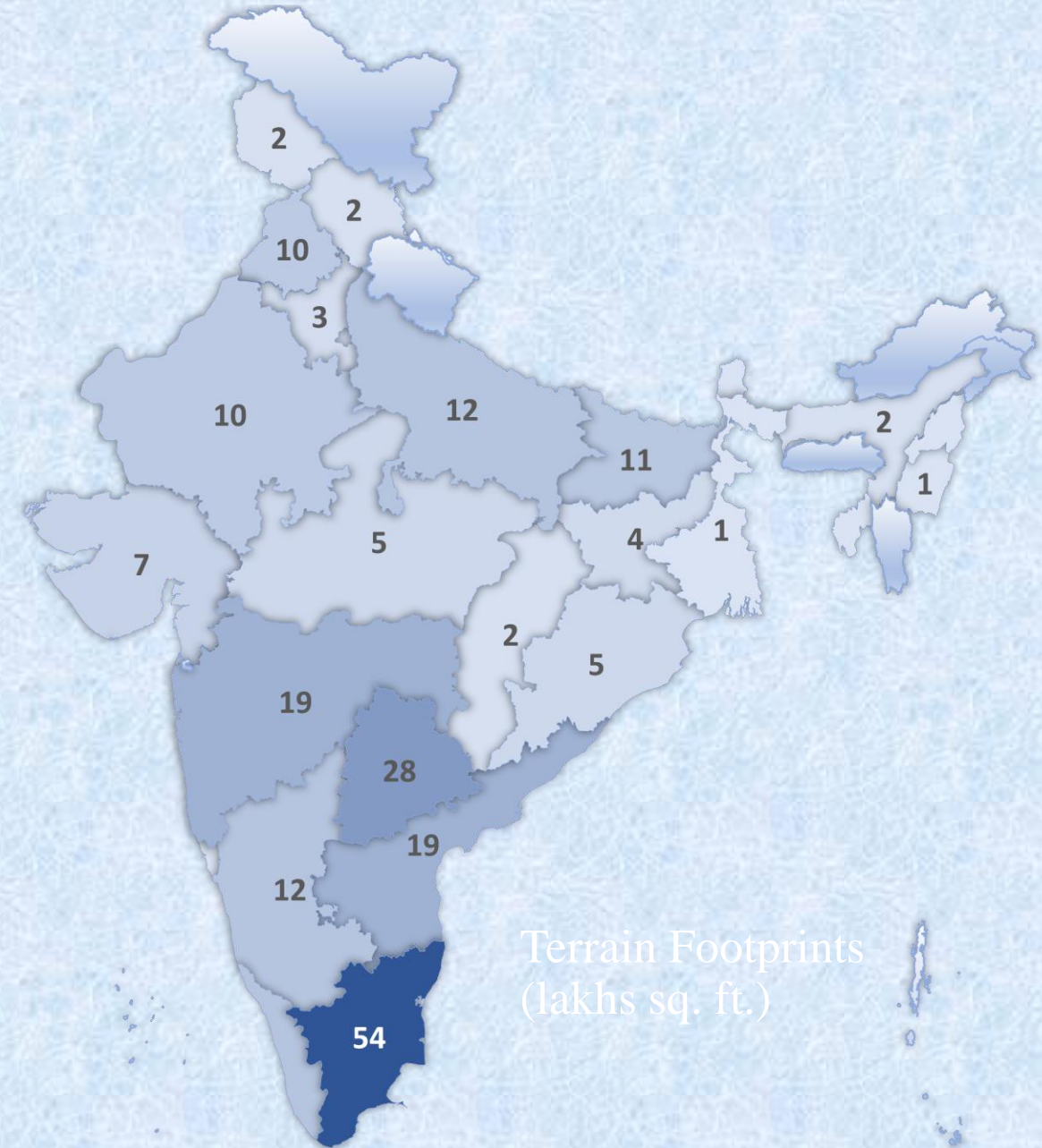
◆ 11% Growth compare to Pre Covid



Distribution Networks

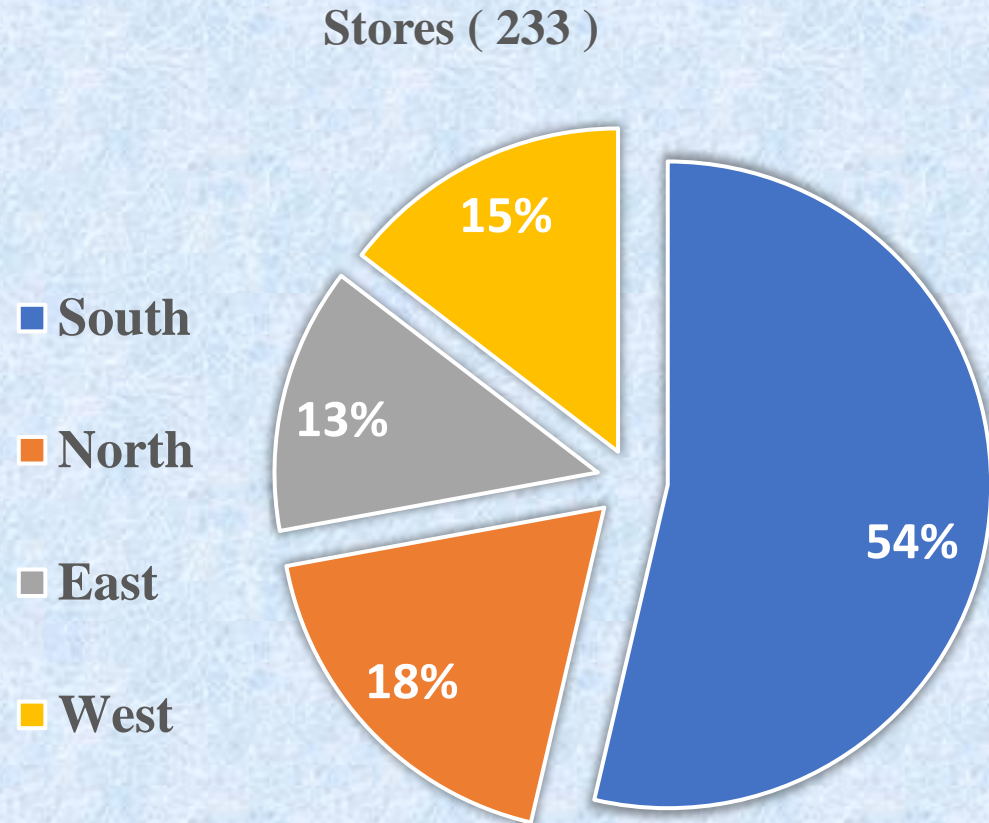
Retail Network

	Q3FY22	Q3FY21
Area (in lakhs Sq.ft.)	1.6	1.4
Stores	230+	210+

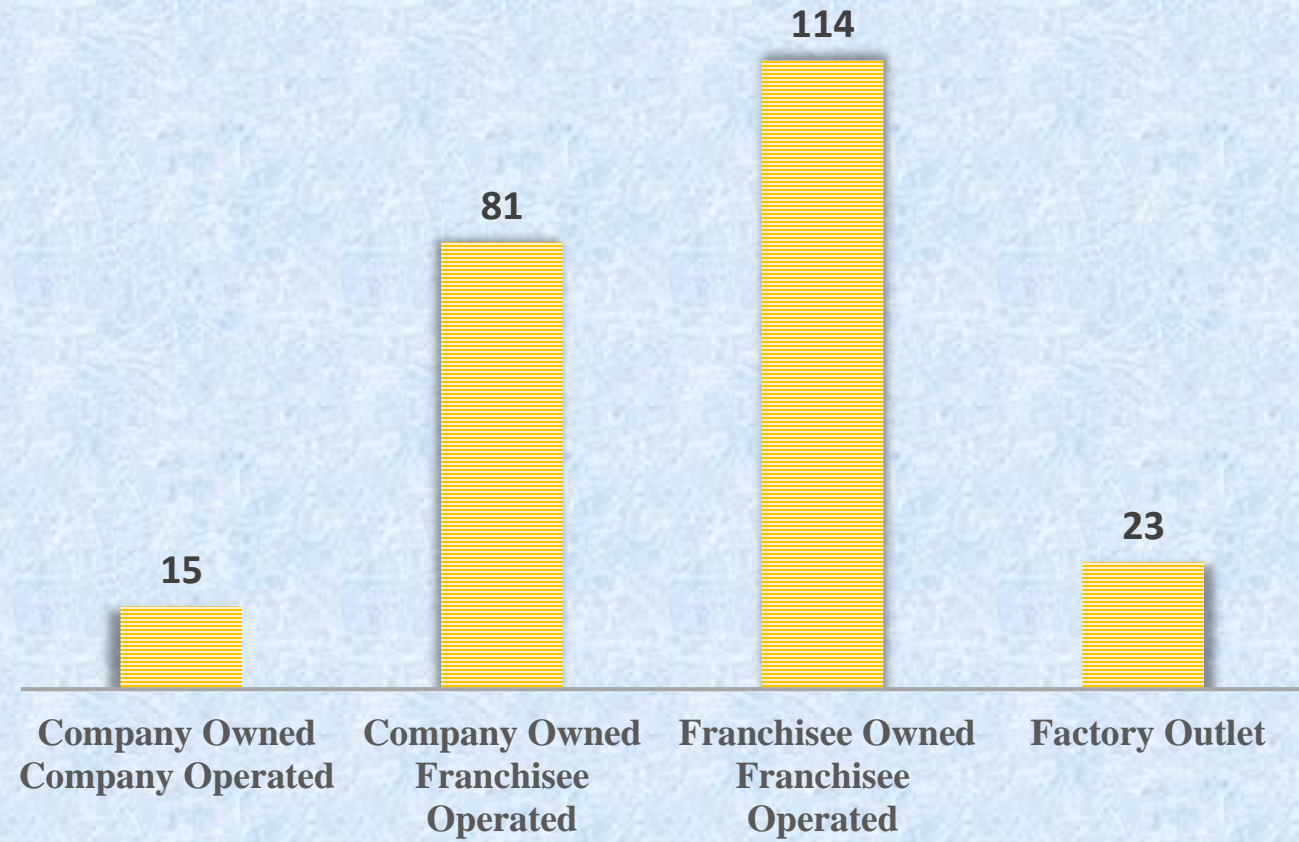




Total Store Count Distribution (233)



Store Formats





AMERICAN SPORTSWEAR
AT HOME IN INDIA.

Makes You Feel Good

NEW STORE OPENINGS



Exclusive Retail Store

WARANGAL



PUNE





Exclusive Retail Store

TIRUPUR



COIMBATORE





Financials



Q3 Financials

Figures in Crs

	Q3FY'22	Q3FY'21	Growth%	Q3FY'20	Growth%
Net Revenue	103.0	68.8	49.7%	92.2	11.7%
Operating Expenses	91.2	67.7	34.7%	79.9	14.3%
Operating EBITA	11.7	1.1	987.0%	12.3	-4.6%
Depreciation	5.6	5.9	-5.4%	5.7	-2.6%
Finance cost	4.7	5.5	-15.5%	5.7	-19.0%
Other Income	0.8	2.4	-	0.7	-
PBT	2.3	-7.9	-128.9%	1.5	49.7%
Taxes	0.8	-0.1	-	1.5	-
OCI	0.1	0.1	-	0.1	-
PAT	1.5	-7.8	-	0.1	-



9 M Financials

Figures in Crs

	9MFY'22	9MFY'21	Growth%	9MFY'20	Growth%
Net Revenue	227.6	121.5	87.3%	291.7	-22.0%
Operating Expenses	212.8	153.7	38.5%	250.8	-15.2%
Operating EBITA	14.8	-32.2	-146.0%	40.9	-63.7%
Depreciation	17.5	16.7	4.7%	16.3	7.2%
Finance cost	14.0	19.1	-26.4%	15.1	-7.0%
Other Income	6.2	10.1	-	2.2	-
PBT	-10.5	-57.9	-81.9%	11.6	-190.2%
Taxes	-1.8	-0.4	-	3.3	-
OCI	0.2	0.2	-	-0.1	-
PAT	-8.5	-57.3	-	8.2	-

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Thank You

