

7th November 2023

To Listing Department The National Stock Exchange of India Limited Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai 400051 Symbol: TRENT	To Corporate Relations Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 500251
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Sub: Investors' Presentation on unaudited financial results

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, we enclose herewith an Investors' Presentation on the unaudited financial results (standalone and consolidated) for the second quarter and half year ended 30th September 2023.

Thanking You,
For Trent Limited

Krupa Anandpara
Company Secretary

Encl.: as above

PERFORMANCE HIGHLIGHTS

Q2FY24

 **zudio** *utsa* **SAMOH** **MISBU** 

DISCLAIMER



Statements in this Presentation describing the Company's performance may be "forward looking Statements" within the meaning of applicable securities laws and regulation. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and / or other incidental factors

TRENT JOURNEY



TRENT AT A GLANCE



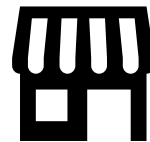
9 Mn+

WestStyleClub Members*



8.8 Mn+

Retail Area (sq. ft.)*



700+

No. of Stores*



145+

City Presence*

Note:

* As of 30th September 2023

Q2 FY24 HIGHLIGHTS



Standalone	₹ 2891 cr Revenue	↑ 59%	₹ 311 cr Op. EBIT*	↑ 78%	₹ 375 cr PBT	↑ 54%
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Consolidated	₹ 2982 cr Revenue	↑ 53%	₹ 321 cr Op. EBIT* (incl. share from JVs & Assoc.)	↑ 88%	₹ 314 cr PBT	↑ 129%
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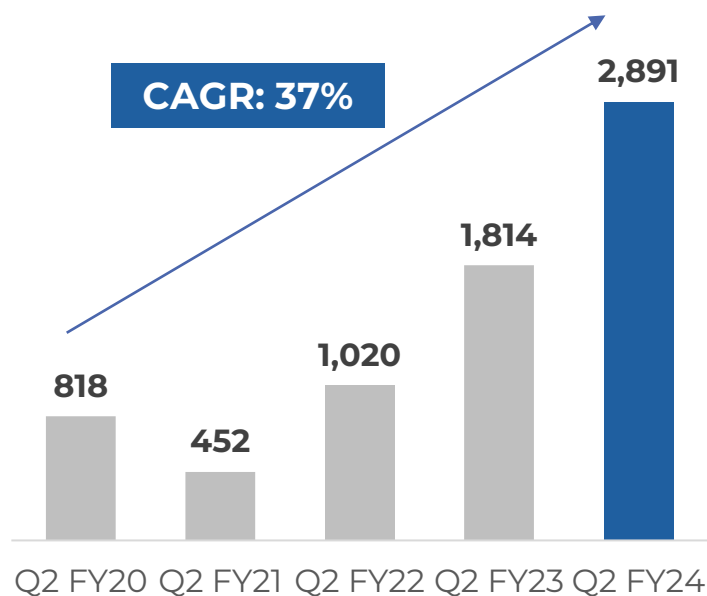
Store Count	661 Fashion Concepts#	65 Food & Grocery
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#Includes SIS Stores

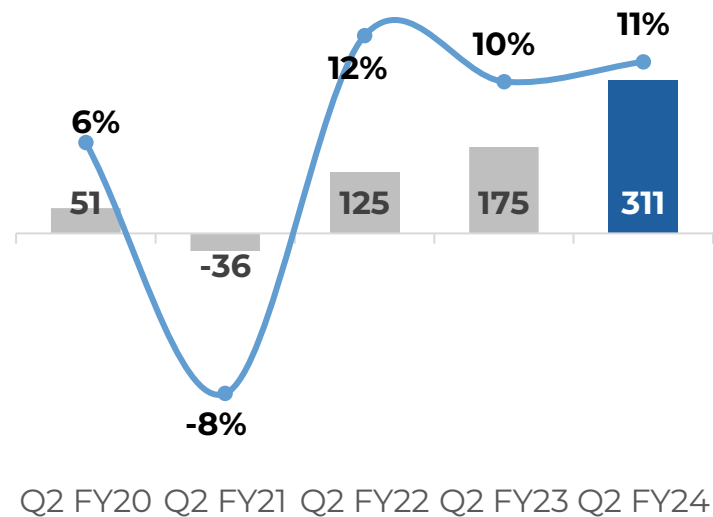
*Operating EBIT % is on net revenue and is excluding non-operating items & IndAS 116 impact

TRENDS – LAST 5 YEARS

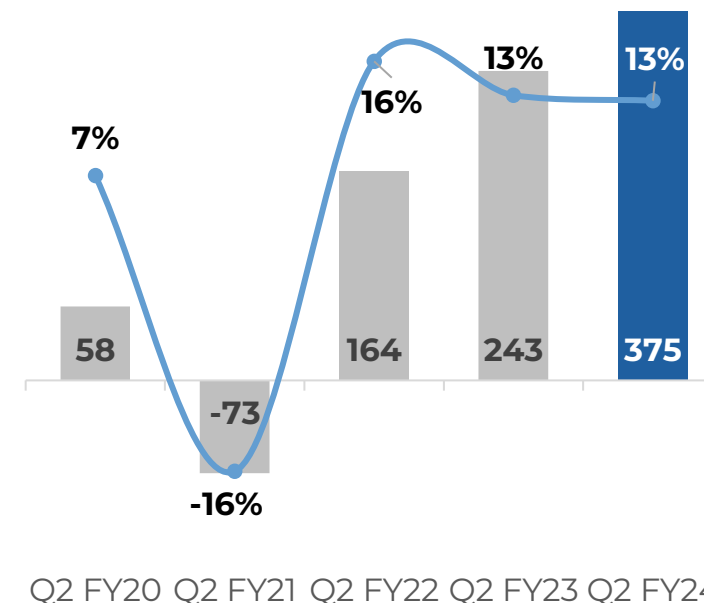
Reported Revenue



Operating EBIT* & Margin %



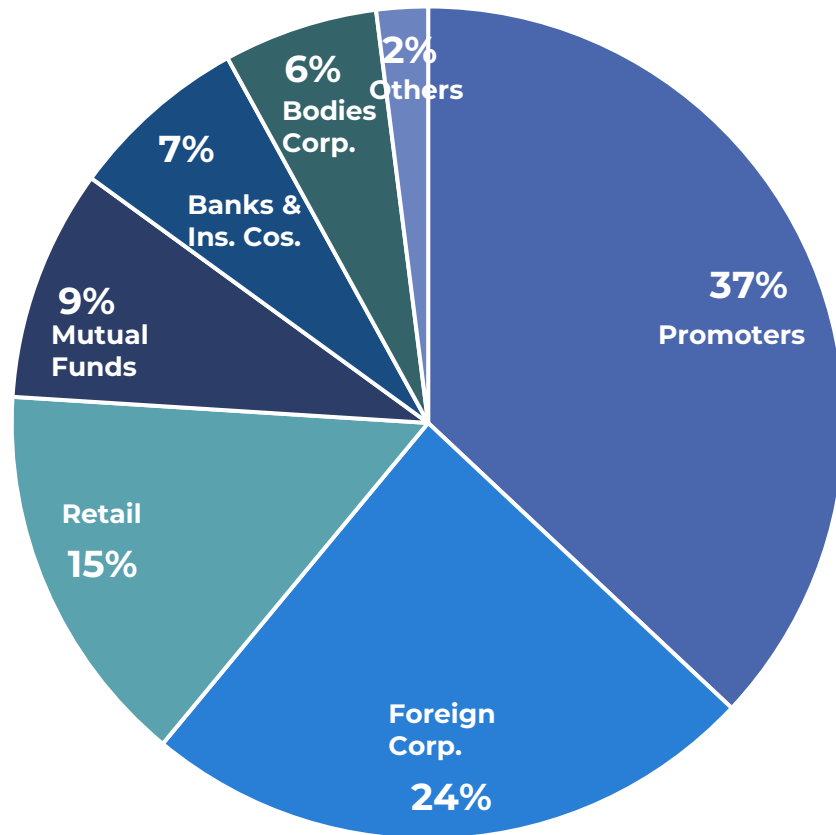
PBT & Margin %



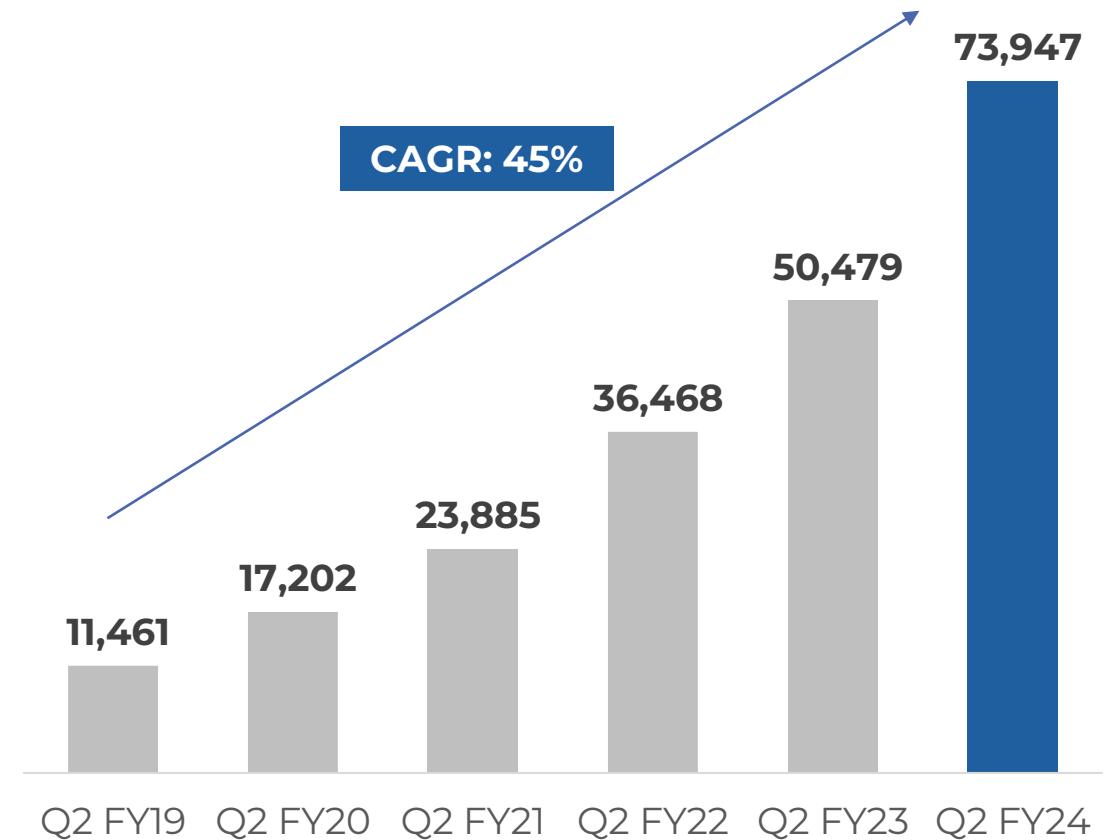
*Operating EBIT % is on net revenue and is excluding non-operating items & IndAS 116 impact

SHAREHOLDING & MARKET CAPITALIZATION

Shareholding Pattern as on 30th Sept'23



Market Capitalization (Rs. Cr)

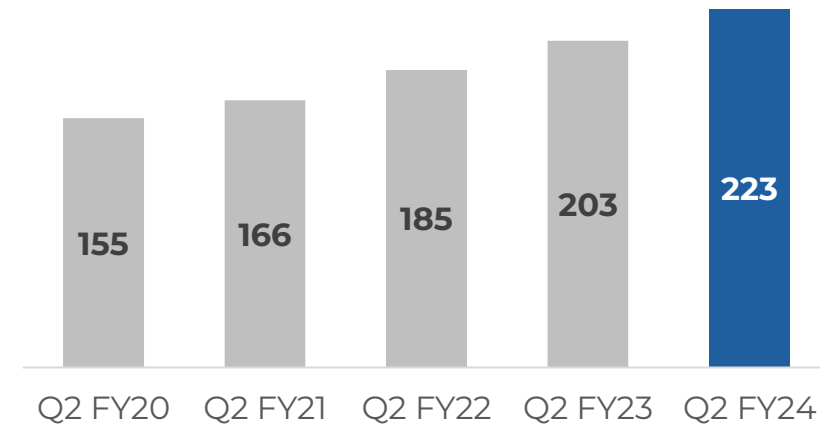


FASHION CONCEPTS



WESTSIDE


Store Count



4.2 Mn+
Retail Area (sq. ft.)



223
No. of Stores



87
City Presence

WESTSIDE – BRAND PORTFOLIO



NUON

E.T.A

WES

L.O.V.

wardrobe

utsa

STUDIOWEST

vark

wunderLove

STUDIOFIT

HOP

BOMBAY
PAISLEY

SOLEPLAY

WESTSIDE
HOME

LUNA BLU

ASCOT

Gia
CURVES

Zuba

WESTSIDE CONNECT



Westside X Fitpage: Wesness



Live your dance, Live your denim



Westside X Sameera Reddy: 25 Years



Westside X NCPA



Westside X Mompower



WESTSIDE CAMPAIGNS



25 Years, Denim



Live Your Dance



Y2K

Engagements

33L+

Impressions

41L+

Organic Follower Growth

18K+

WESTSIDE – RECENT STORES



Vadodra



Amanora, Pune

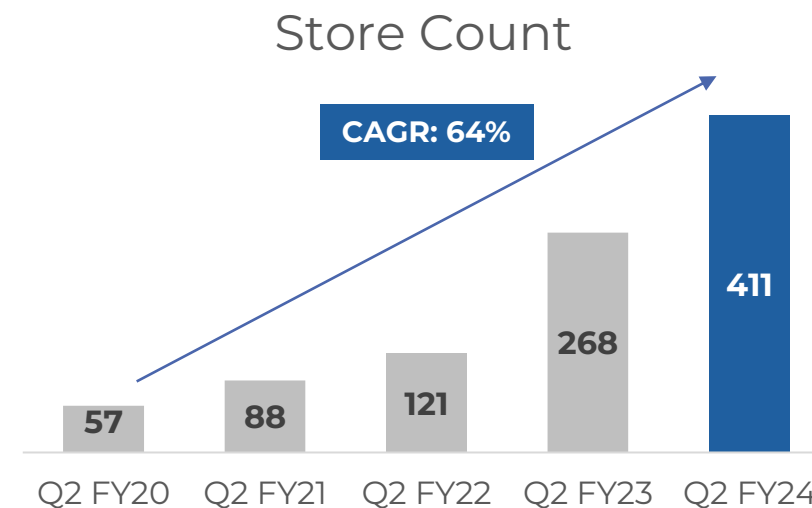


Phoenix, Pune



Hyderabad


zudio



3.5 Mn+
Retail Area (sq. ft.)



411
No. of Stores#



130
City Presence

ZUDIO CAMPAIGNS

zudio

WHAT'S IN IT
TREND BENDIN'

Avg. Engagement: 75K
Avg. Impressions: 1.8M
Followers: 4K

THAT GRIP, SO HIT
WHAT'S IN, WHAT'S IN
THAT FIT, SO LIT
WHAT'S IN, WHAT'S IN

The advertisement is a collage of images from a Zudio campaign. It features a woman in a black crop top and leggings standing in a train, a man in a red cap and white hoodie, a woman with sunglasses and a grey top, and a group of people in a train. The Zudio logo and the slogan 'WHAT'S IN IT TREND BENDIN'' are prominently displayed. A yellow banner provides performance metrics: Avg. Engagement: 75K, Avg. Impressions: 1.8M, and Followers: 4K. A yellow starburst graphic is also present.

ZUDIO CAMPAIGNS



A collage of images for the Zudio 'plump your pout' campaign. The central focus is a woman with long dark hair, wearing a white top, holding a red Zudio lip gloss tube. To her left, several more lip gloss tubes are stacked vertically. The background is a mix of blue and white, with the Zudio logo in black and the slogan 'plump your pout' in a stylized, bubbly pink font. A pink banner in the center contains the following statistics:

- Avg. Engagement: 10K
- Avg. Impressions: 45K
- Followers: 2K

Below the main image is a grid of smaller video thumbnails showing the woman applying the lip gloss. On the right side, there is a vertical strip of close-up images of the lip gloss tubes, showing the applicator tips. The overall aesthetic is vibrant and focused on the product's application and packaging.

ZUDIO CAMPAIGNS

zudio

When I say my Fit

WHAT'S IN IS
Fashion
Fit

It's make me Feel Free

Avg. Engagement: 57K
Avg. Impressions: 1.2M
Followers: 2.5K

It makes me Feel sexy

The collage features several images of models in vibrant green and blue outfits. One model is captured in a dynamic, mid-air pose. Another image shows a group of models in a stadium setting. A central text box displays performance metrics. Smaller inset images show models in various poses, some with text overlays like 'When I say my Fit' and 'It's make me Feel Free'. The bottom section shows a group of models standing on a field in front of a goalpost, showcasing different styles of clothing.

ZUDIO – RECENT STORES



Lucknow



Surat



Kochi



Bengaluru

SAMOH - BENGALURU

TRENT
LIMITED
A TATA Enterprise



MISBU - AHMEDABAD



FOOD & GROCERY



star

100% PURE | COCONUT OIL

A TATA Product



100% PURE
COCONUT OIL



Everything You Love
ABOUT STAR,
NOW HOME DELIVERED.

SHOP ONLINE

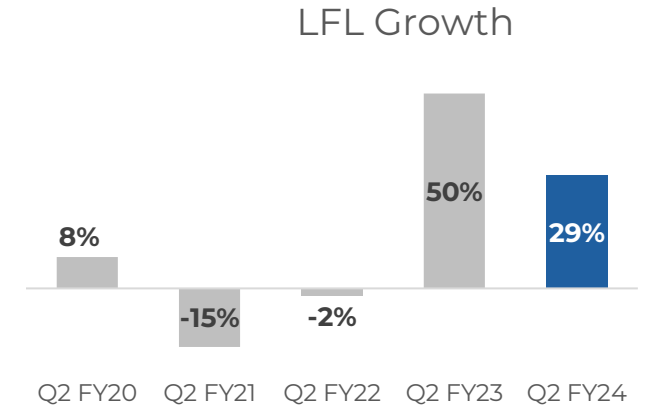
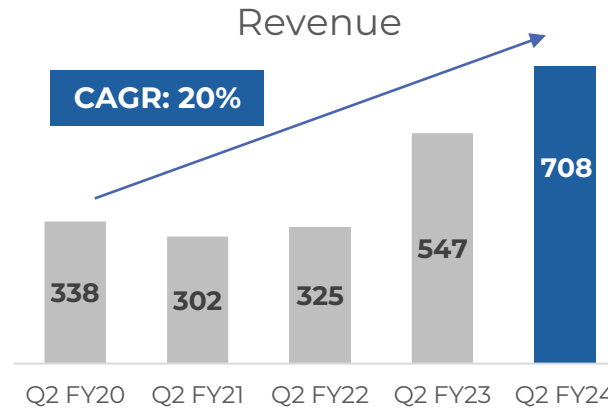


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FOOD & GROCERY



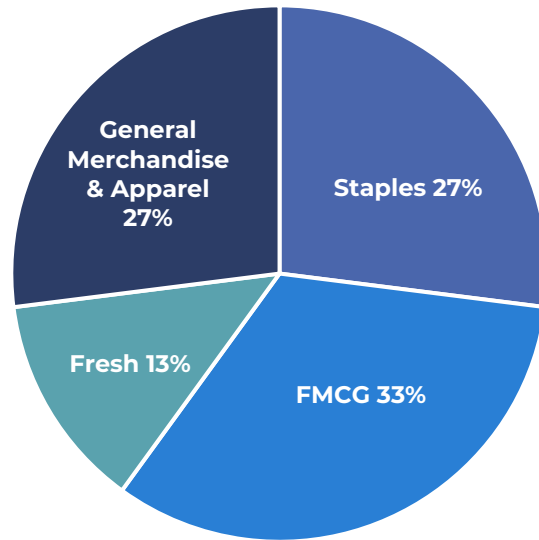
1 Mn+
Retail Area (sq. ft.)

65
No. of Stores

10
City Presence

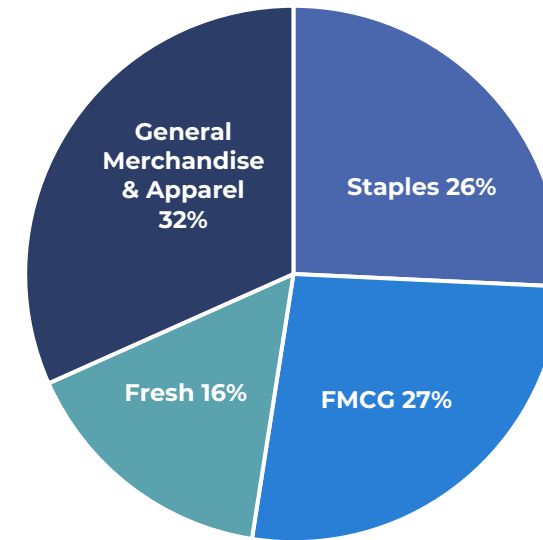
STAR PRODUCT CATEGORY SPLIT

Q2 FY23



% Own Brand Share: 54%
(Q1 FY23: 50%)

Q2 FY24



% Own Brand Share: 66%
(Q1 FY24: 63%)

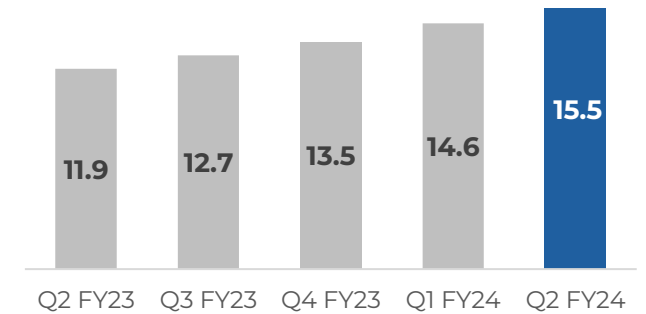
Our Own Brands



STAR OWN BRANDS – FABSTA, KLIA, SKYE



QoQ Category Share %



STAR OWN BRANDS (HARDLINE) - SMARTLE



SMARTLE Share in Hardline: 60%

STAR QUIK CAMPAIGN



Impressions : 10.2 Million
Views : 1.9 Million
Engagement Rate : 36%



TrentInspires
TrentCares

SUSTAINABILITY



SUSTAINABILITY AT TRENT



Resource Efficiency

Smart electricity solutions for store electricity and HVAC

The company is in the process of implementing intelligent electricity solutions in its stores and HVAC (Heating, Ventilation, and Air Conditioning) systems to optimize energy consumption. Setting up solar rooftops at Distributions Centers is also an initiative the company is in process of implementing.

Waste Recycling

Trent has made significant progress in waste management and recycling efforts. **It has successfully recycled 1800 tons of waste material, diverting it from landfills and turning it into new products.** Usage of eco-friendly packaging materials like recycled cardboard boxes, paper, and plastic bags reduces environmental footprint.



Sustainable Logistics

Strategic opening of new Distribution Centers to improve logistical efficiency

Trent has adopted a sustainable logistics strategy by strategically opening new Distribution Centers. This approach helps in minimizing carbon emissions and reducing the company's environmental impact.

Use of EV trucks for last-mile connectivity

As part of its commitment to sustainability, Trent is in the process of introducing electric vehicles (EVs) into its fleet for last-mile connectivity. This will help reduce greenhouse gas emissions, noise pollution, and dependency on fossil fuels.

SUSTAINABILITY AT TRENT



Product Stewardship

Social and Environmental audit of all the vendors in the supply chain:
Trent conducts social and environmental audits of its vendors to assess their compliance with ethical and sustainability standards. This approach promotes transparency, fair labor practices, and environmental stewardship throughout the supply chain.

Membership of BCI cotton to establish traceability from farm to product:
BCI promotes sustainable cotton production practices, including reduced water and chemical usage, fair labor practices, and traceability from farm to the end product.



Social & Governance

Third party assessment during hiring and exit stage of employees
Maternity benefits, upholding PoSH policy, women friendly travel policy

CSR Initiatives:

- Education of young female students between 8-10 standards through KC Mahindra Education trust
- Skill development of school children through Salaam Bombay Foundation
- Supporting selected high school graduates to complete their graduation through Karta Initiative India Foundation
- Entrepreneurship for rural women through Banyan Tree Foundation (Kaarigar Clinic)



Thank You

For any queries, please email to:
investor.relations@trent-tata.com