

7th February 2024

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 (Standalone and Consolidated) for the third quarter and nine months ended 31st December 2023

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 Investors' Presentation on the Unaudited Financial Results (Standalone and Consolidated) for the third quarter and nine months ended 31st December 2023.

Thanking you,

Yours faithfully,
For Trent Limited

Digitally signed by
KRUPA KETAN
ANANDPARA
ANANDPARA
Date: 2024.02.07
13:21:04 +05'30'

Krupa Anandpara
Company Secretary
Membership No.: A16536

Encl.: As above

PERFORMANCE HIGHLIGHTS

Q3FY24

WESTSIDE ZUDIO *utsa* SAMOH MISBU A TATA and JSR Enterprise 

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



₹8,740 Cr
9M FY24 Revenue



9 Mn+
WestStyleClub Members*



9 Mn+
Retail Area (sq. ft.)*



780+
No. of Stores*#



155+
City Presence*

Note:

* As of 31st December 2023 ; # Including Star stores.

Q3 FY24 HIGHLIGHTS

TRENT
LIMITED

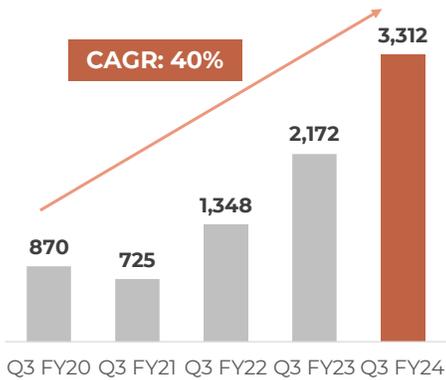
Standalone	₹ 3312 Cr Revenue	↑ 53%	₹ 430 Cr Op. EBIT*	↑ 132%	₹ 447 Cr PBT	↑ 113%
Consolidated	₹ 3467 Cr Revenue	↑ 51%	₹ 456 Cr Op. EBIT* <small>(incl. share from JVs & Assoc.)</small>	↑ 142%	₹ 475 Cr PBT	↑ 132%
Store Count	715 Fashion Concepts#		67 Food & Grocery			

#Includes SIS Stores

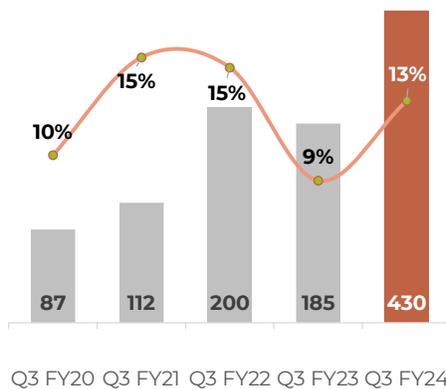
*Operating EBIT % is on net revenue and excludes non-operating items & IndAS 116 impact

TRENDS – LAST 5 YEARS

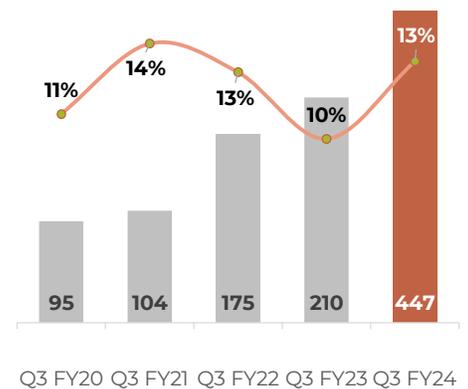
Reported Revenue



Op. EBIT* & Margin %



PBT & Margin %



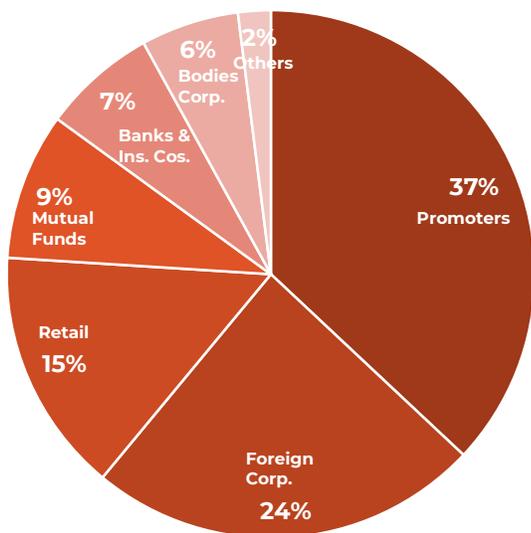
*Operating EBIT % is on net revenue and excludes non-operating items & IndAS 116 impact

SHAREHOLDING & MARKET CAPITALIZATION

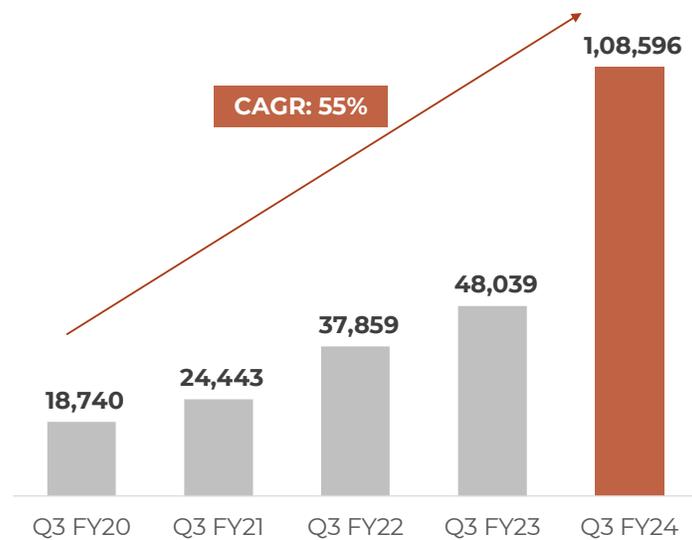


In Crs.

Shareholding Pattern as on 31st Dec'23



Market Capitalization (Rs. Cr)



FASHION CONCEPTS

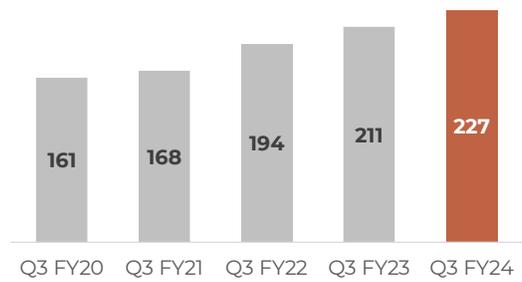


FASHION CONCEPTS



WESTSIDE

Store Count



4.3 Mn+
Retail Area (sq. ft.)

227
No. of Stores

89
City Presence

WESTSIDE – BRAND PORTFOLIO

TRENT
LIMITED

NUON

E.T.A

WES

L.O.V.

wardrobe

utsa

STUDIOWEST

vark

wunderLove

STUDIOFIT

HOP

BOMBAY'S
PAISLEY

SOLEPLAY

WESTSIDE
HOME

LUNA BLU

ASCOT

Gia
CURVES

Zuba

WESTSIDE CONNECT

TRENT
LIMITED

Westside X NCPA @ Thepark

Making LIVE performances accessible to our WSC members and public at large
Attendees: 1600+

Westside x Fitpage: Wesness

Creating a fitness community:
1300+ registrations from Oct – Dec'23
Dance, Yoga, Zumba and Walk & Jog sessions.

Westside X NCPA: Fashion Grooves

In-store music sessions started by Westside in association with NCPA across different states
Attendance : 14,000+



WESTSIDE CONNECT

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Westside X Niu & Nau

Collaboration with one of the leading salons to showcase new Studio west collections across Mumbai, Delhi and Bangalore.

Westside X Saaksha & Kinni

A design collaboration for a limited range of Westside HOME products.

Westside X Grind Boat

Westside sponsored Grind Boat an intimate sundowner in goa on a triple decker boat.

Westside X Cherag Bamboat

Westside collaborated with celebrated MUA Cherag Bamboat



Niu & Nau



Durga Puja



Saaksha & Kinni



Cherag Bamboat



Grind Boat



WESTSIDE CAMPAIGNS

TRENT
LIMITED



677K

Focused campaigns for key collections in the months of October to December:

- Pujo**
- Diwali**
- A/W '23**
- Glam**
- Christmas**

These campaigns gained:
6.6 Mn Engagements Vs 3 Mn LY

8 Mn Impressions Vs 7 Mn LY

16.8k Organic follower growth Vs 8k LY



WESTSIDE – RECENT STORES

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Raipur, Chhattisgarh



Hennur, Bengaluru



Prayagraj, Uttar Pradesh

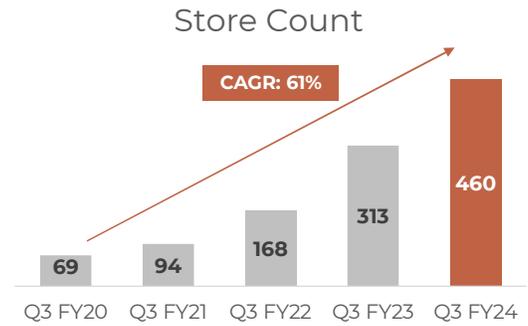


Jabalpur, Madhya Pradesh

FASHION CONCEPTS



zudio



4 Mn+
Retail Area (sq. ft.)

460
No. of Stores[#]

139
City Presence

¹⁵
#Includes SIS Stores

ZUDIO CAMPAIGNS



ZUDIO CAMPAIGNS

TRENT
LIMITED



**MY DESI
RIZZ**

Avg. Engagement: 26K
Avg. Impressions: 131K
Followers: 3K

ZUDIO CAMPAIGNS

TRENT
LIMITED



ZUDIO – RECENT STORES



Boisar, Maharashtra



Kochi, Kerala



Indore, Madhya Pradesh



Sehore, Madhya Pradesh

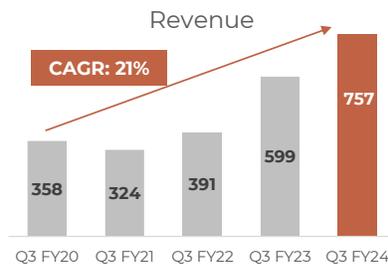


FOOD & GROCERY

FOOD & GROCERY

TRENT
LIMITED

In Crs.



1 Mn+
Retail Area (sq. ft.)



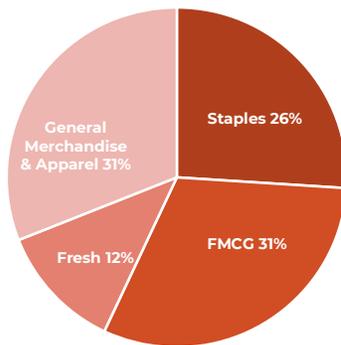
67
No. of Stores



10
City Presence

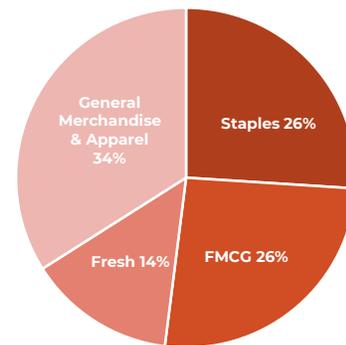
STAR PRODUCT CATEGORY SPLIT

Q3 FY23



% Own Brand Share: 57%

Q3 FY24

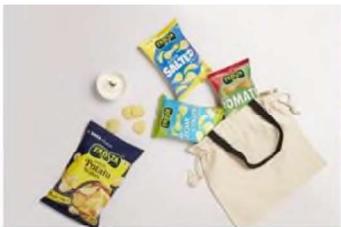


% Own Brand Share: 69%

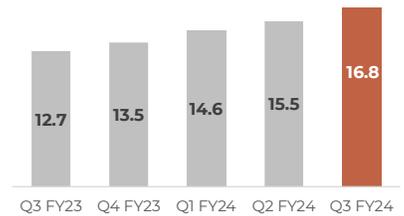
Our Own Brands



STAR OWN BRANDS – FABSTA, KLIA, SKYE



QoQ Category Share %



STAR OWN BRANDS GENERAL MERCHANDISE - SMARTLE

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SMARTLE Share in General Merchandise: 70%

STAR CAMPAIGNS



Rubina Dilaik

2.7 Mn views



Rachana Phadke Ranade

164k views



Baa Guju Ben Na Nasta

55.3k views



STAR Pantry
Exposure across leading publications in Karnataka: Deccan Herald & Prajavani

Digital 3 Mn, Print 1 Mn

STAR QUIK CAMPAIGNS



Digital promotion of all key festivals



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

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For any queries, please email to:
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