

# TRENT

LIMITED

A **TATA** Enterprise

18<sup>th</sup> June 2025

WESTSIDE **zudio**

*utsa*

SAMOH

**zudio**  
beauty

A **TATA** and **TESCO** Enterprise



# General Economic Backdrop and Industry Outlook

## Indian Retail Sector

~\$1 Tn → ~\$2.2 Tn  
2025 2034P

### Retail market

- FY25 was a relatively challenging year for retail in India. Multiple headwinds, including inflation, impacted discretionary spends.
- India's economy, however, remains resilient, standing out among large economies.
- A young population, urbanization, and digital proliferation drive dynamic consumption.
- A heterogenous and geographically diverse market presents both challenges and opportunities.

## Fashion and lifestyle market

- Transforming with evolving consumer preferences, global access and digitalization
- Poised to grow at 10-12% CAGR to ₹18 lakh crore by 2028
- Channel diversity including omnichannel retailing are gaining traction
- Consumer expectations prioritize value, convenience, and experience, favoring brands with strong trust equity and agility



## Food and Grocery Retail

- Driven by demand for packaged food, health-conscious consumption, and modern trade expansion
- Premiumization is emerging, with consumers willing to pay for convenience, quality, and wellness attributes
- Market opportunity for organized trade continues to expand



Source: Industry Reports/internal analysis

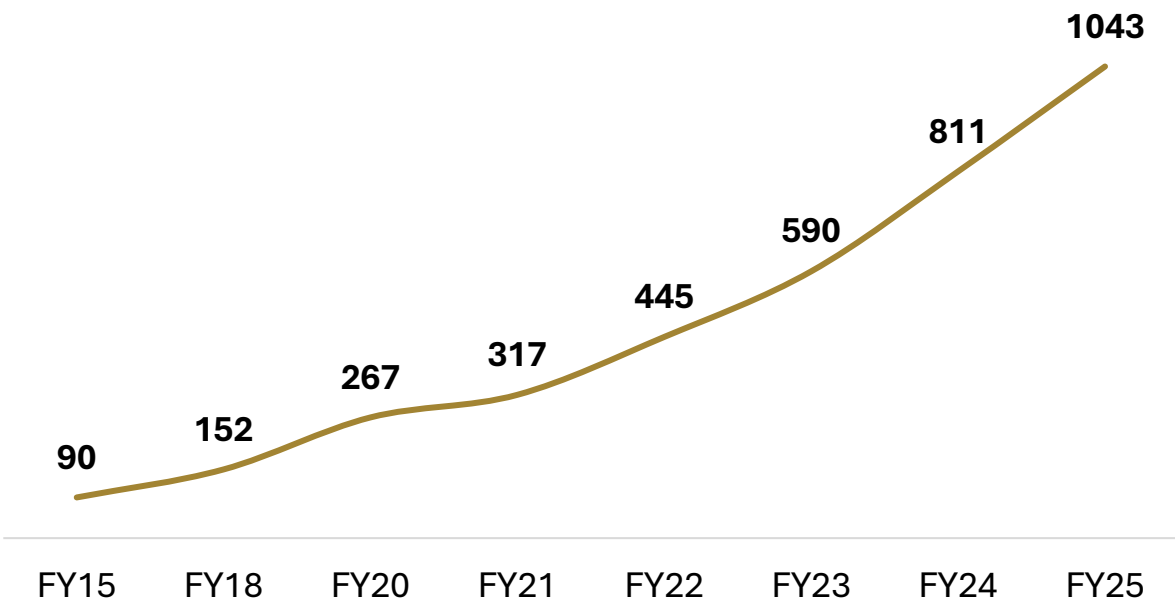
Note: Lifestyle market comprises fashion, beauty & personal care and related adjacencies

# Trent's journey

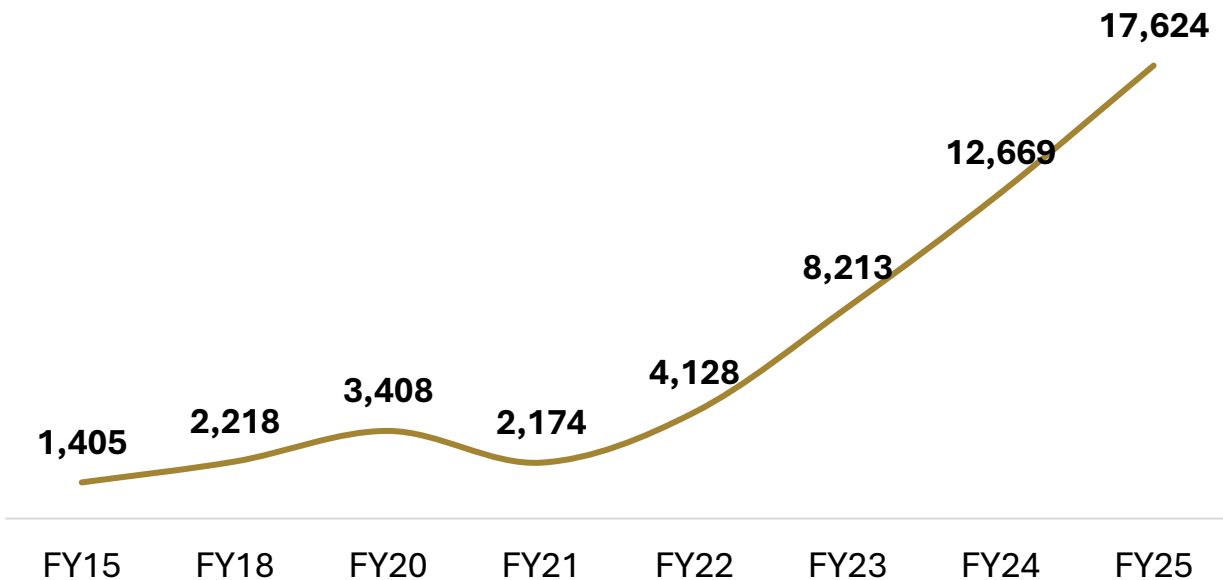


# Lifestyle Fashion

Store (#)



Revenue (Rs Cr)





# FY25 at a glance

## Financial Performance



**₹17,624 Cr.**

Sales  
(incl. GST)

**₹1,822 Cr.**

Operating EBIT

**₹2,077 Cr.**

PBT  
(before exceptional items)

**₹44.58**

EPS

**37.2%**

Operating RoCE\*

**30.6%**

Operating RoE\*

## Operational Performance



**1043**

No. of stores<sup>#</sup>

**295**

Stores added in FY25<sup>#</sup>

**13 Mn+ sq.ft**

Retail area

**3 Mn+ sq.ft**

Area added in FY25

**242**

Cities covered<sup>^</sup>

**64**

Cities added in FY25<sup>^</sup>

## Stakeholders



**27,800+**

Core employees

**100 Mn+**

Customers served

**470+**

Supplier partners

**1200+**

CSR beneficiaries

**4,05,000+**

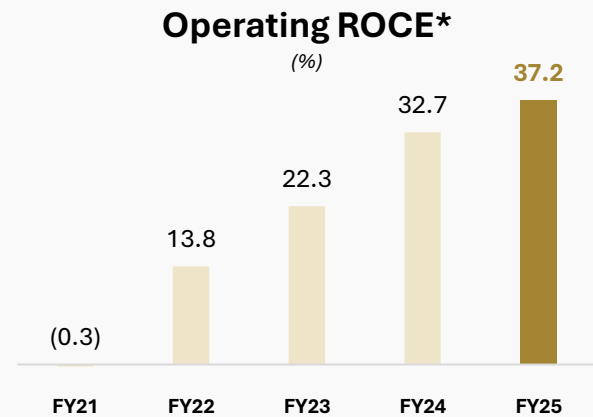
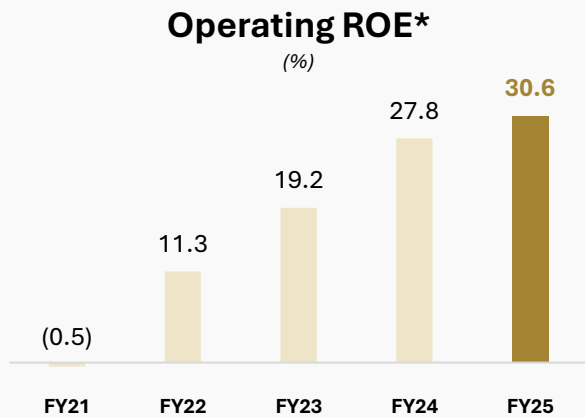
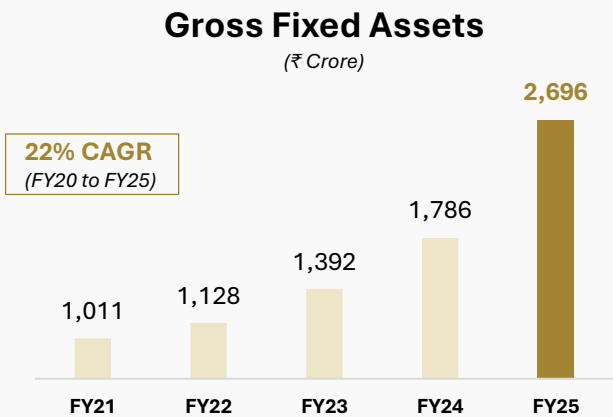
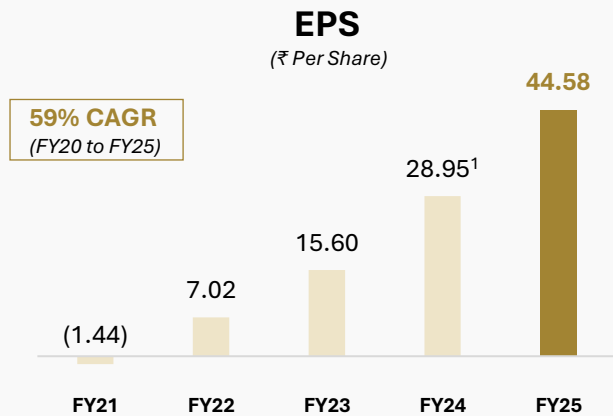
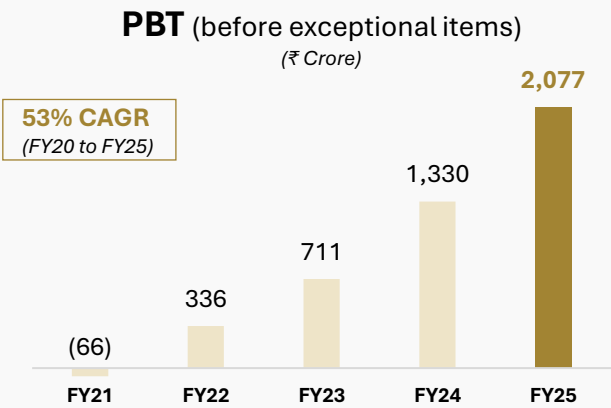
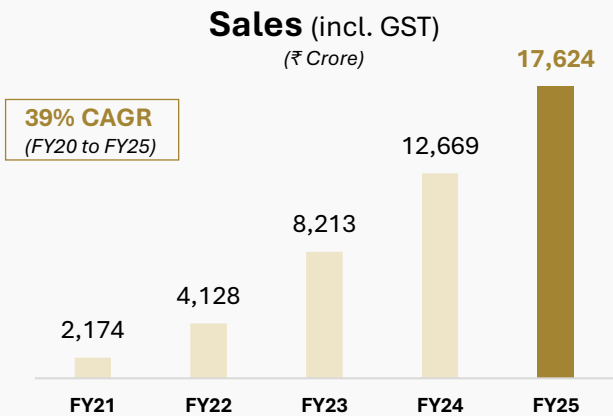
Shareholders

\*Operating ROE and ROCE % excludes exceptional items and IndAS impact

<sup>#</sup>Includes 2 stores in Dubai, UAE

<sup>^</sup>Includes 1 city in UAE (i.e., Dubai)

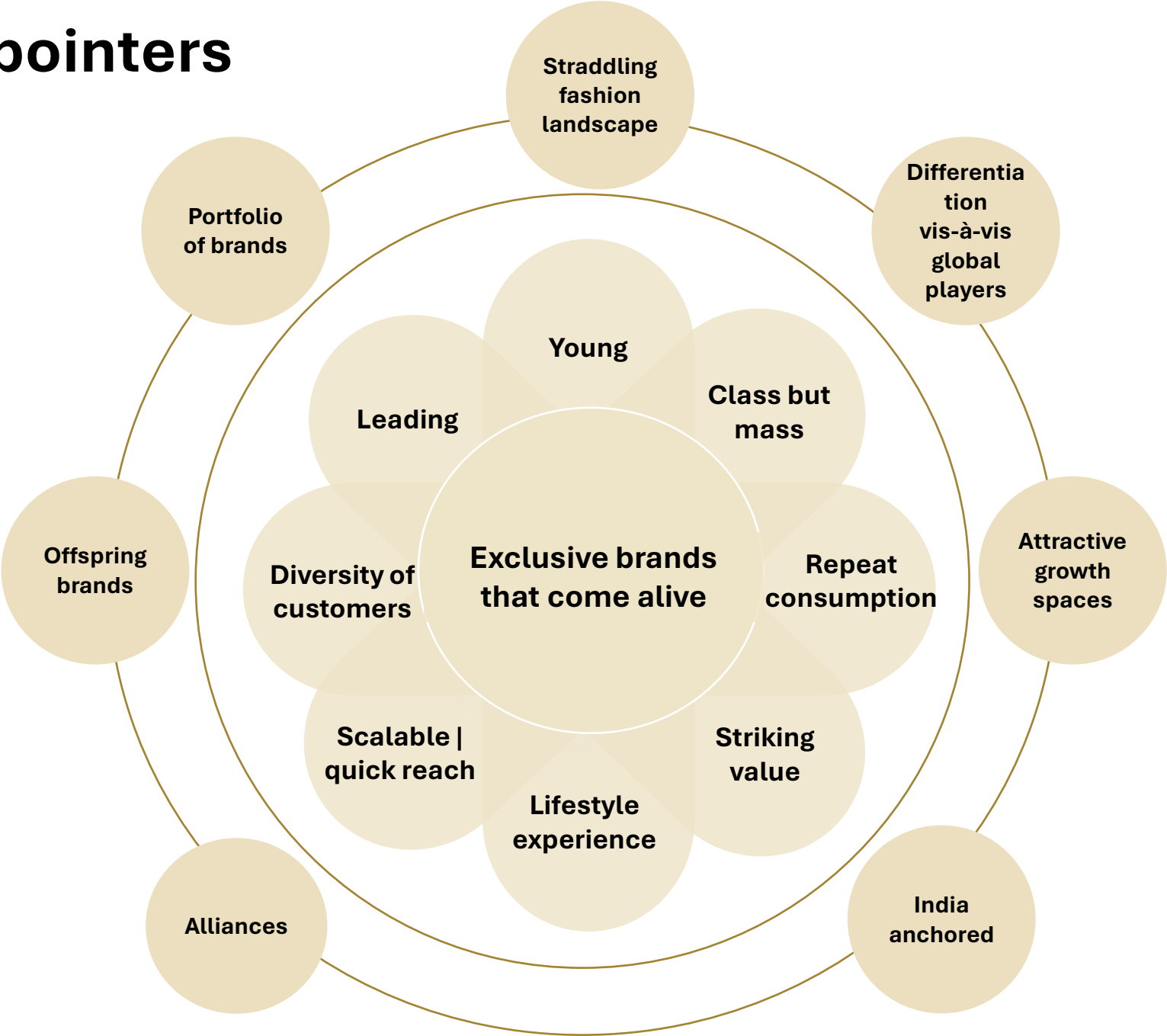
# Playout



<sup>1</sup> Before exceptional items

\*Operating ROE and ROCE % excludes exceptional items and IndAS impact

# Strategic pointers



DIFFERENTIATED  
**FRONT**

**TRENT**  
LIMITED

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*WESTSIDE* **star** **zudio**

*utsa* **SAMOH**

INTEGRATED  
**BACK**





A woman with dark hair pulled back, wearing a white sleeveless dress and a large earring, is seated at a white table in a cafe. She is holding a white cup to her lips with her right hand. On the table, there is a black camera with a lens, a glass of water, and a small white container. A light-colored jacket is draped over the back of her chair. The background shows other cafe seating and a blurred interior.

**Entirely own branded**



# Direct to consumer





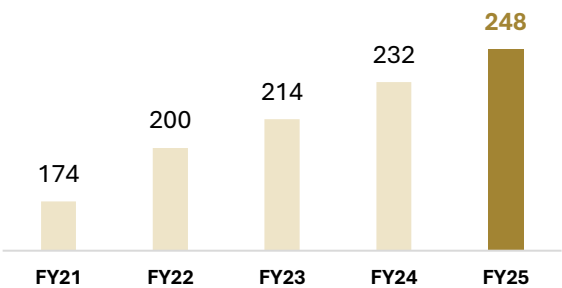
# Expanding presence across markets

We are expanding into markets across India, including **Tier 2 and Tier 3** locations, while strengthening our presence in **metro/Tier 1 cities**

**86**  
Cities

**248**  
Stores

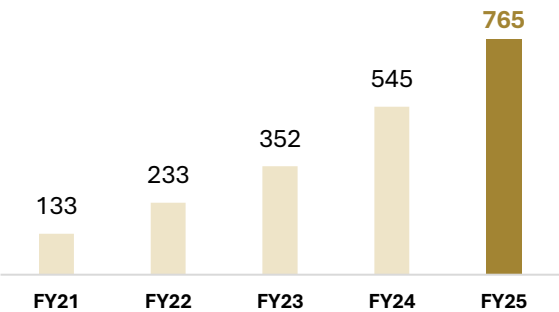
**WESTSIDE**



**235**  
Cities\*

**765**  
Stores^

**zudio**

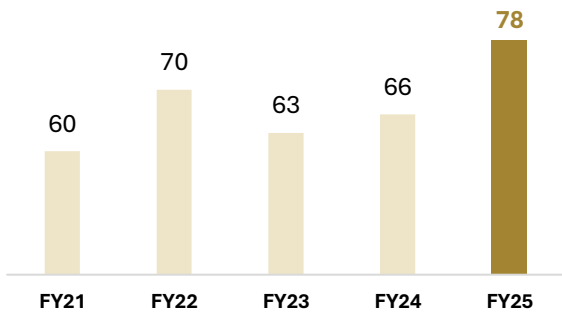


Includes Shop in Shop stores within Star stores

**10**  
Cities

**78**  
Stores

**star**



Star stores are in Trent Hypermarket Pvt. Ltd. and Fiora Hypermarket Ltd.

**13**  
Cities

**20**  
Stores

**utsa**

**4**  
Cities

**5**  
Stores

**zudio beauty**

**4**  
Cities

**5**  
Stores

**SAMOH**

\*Includes 1 city in UAE (i.e., Dubai)

^Includes 2 stores in Dubai, UAE



# Evolving store portfolio in terms of the look & feel and aesthetics





# Evolving store portfolio in terms of the look & feel and aesthetics



# Store Portfolio

- Heterogeneity
- Micro market view
  - Density
  - Share
- Property market context
- Retention flexibility



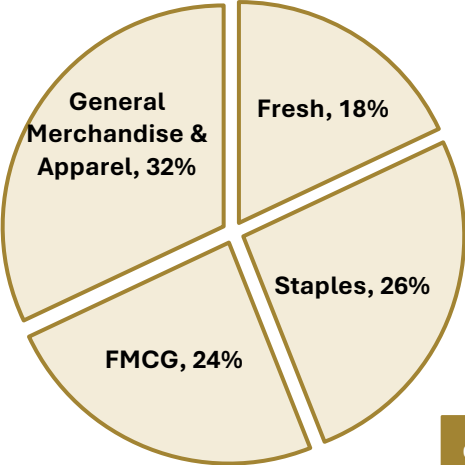


**LOOKING FOR  
MORE  
FASHION ?**

[WESTSIDE.COM](https://www.westside.com)



# Food & grocery – Star



% Own Brand Share: 73%

## Our Own Brands



Branded staples and fresh products



General merchandise



Packaged food and beverages



Disposables and room fresheners



Cleaning -aids and home care products



Fashion & Lifestyle



Personal care products



Pooja products

## My STAR App

**BREAKING NEWS**

Our New App **My STAR** Has arrived!  
**Download Now**

Enjoy an App-Exclusive **Sign Up Offer & 15 Superstar Offers**, that you can redeem at our stores!

PRESENTING **my star**

DOWNLOAD NOW

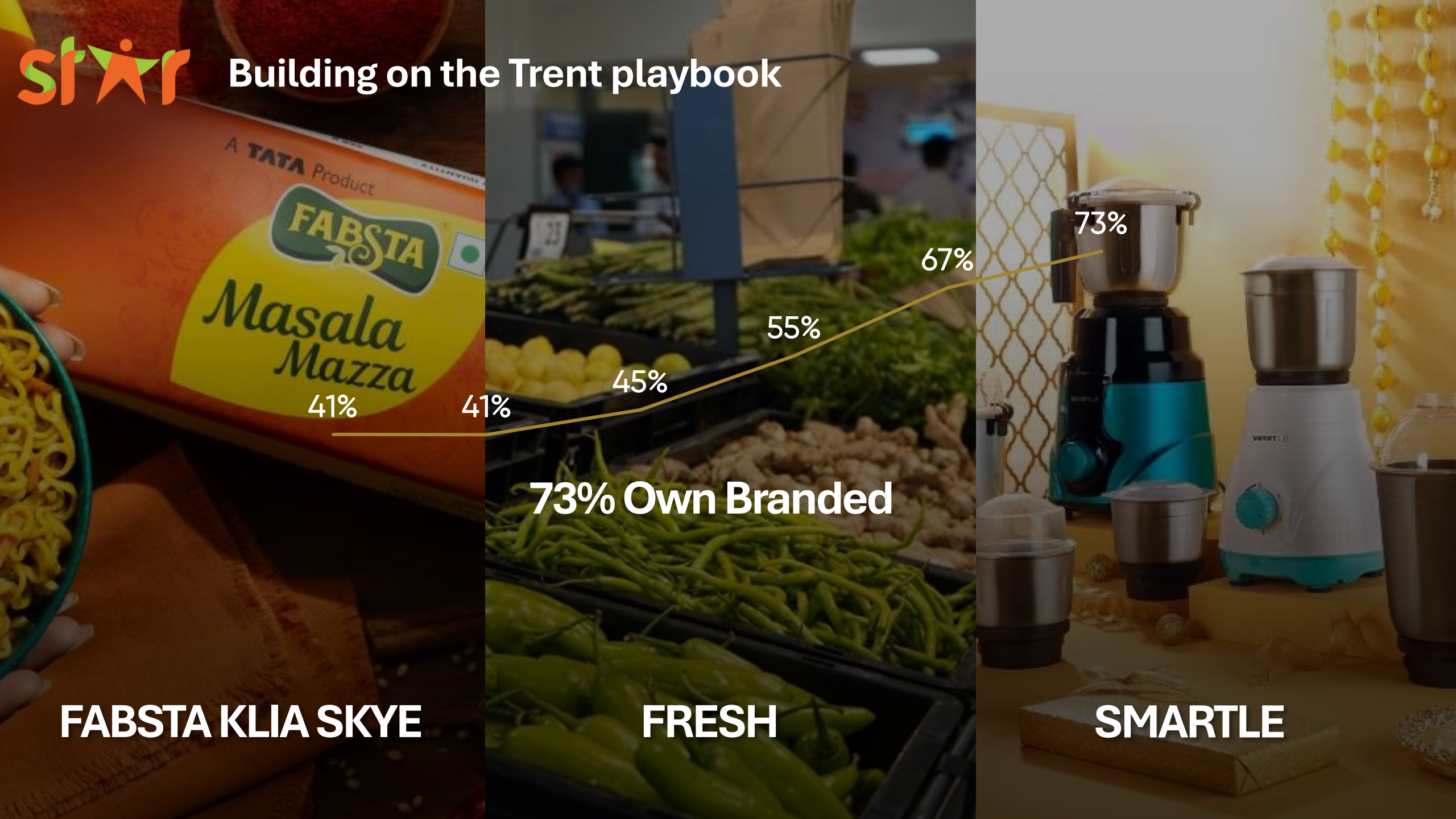
GET IT ON Google Play | Download on the App Store

**SIGN UP OFFER**

Market Price: ₹64  
APP PRICE: ₹9

\*T&C Apply

Onion Red - 1 kg



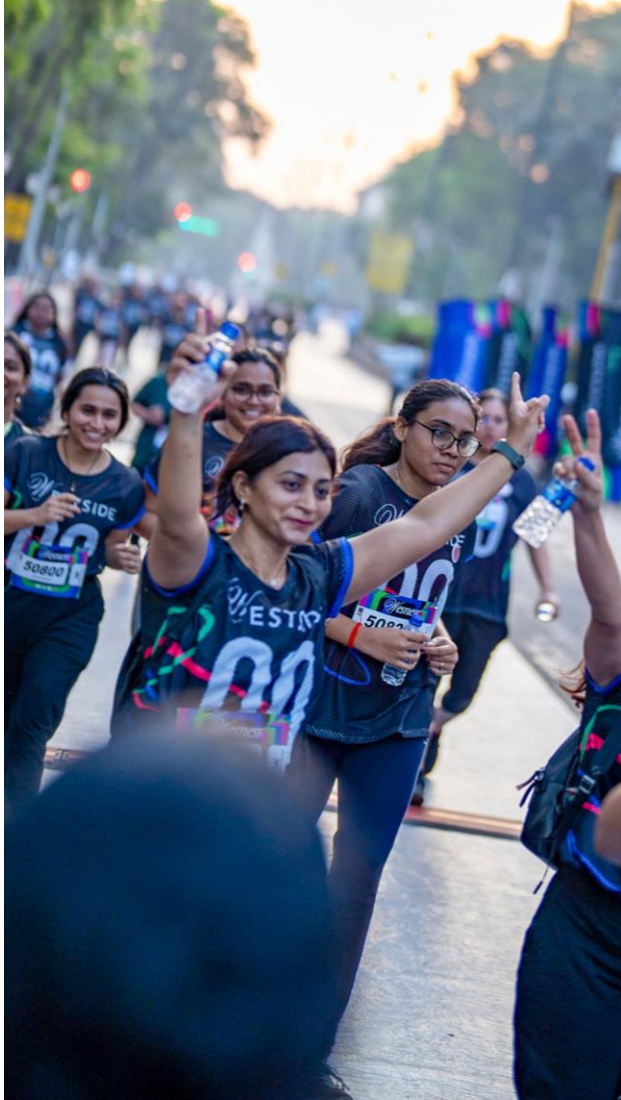


A group of five young people, three men and two women, are walking and laughing on a cobblestone street in a historic town. The man on the far left is wearing a white shirt with a dark floral pattern and blue denim shorts, holding a small yellow object. The woman next to him is wearing a colorful floral dress and a headscarf. The man in the center is wearing a purple t-shirt and black shorts, holding a small black camera. The woman next to him is wearing a colorful floral jumpsuit. The woman on the far right is wearing a blue and red plaid shirt and black pants. They are all smiling and looking at each other. The background shows a historic street with buildings and a yellow taxi. The text "Completely Organic" is overlaid in the center of the image.

Completely Organic



# Wesness





# Customer connect – Zudio



# Technology and automation

## RFID



- Visibility of inventory
- Handling efficiencies
- Relevant availability

## Warehouse Automation



- Boosting throughput
- Improving space utilization
- Time and cost efficiencies

## Fashion forward



Increasingly **leveraging data analytics and AI** for tracking trends and delivering fashion



SAP RISE



POS



RFID



DATA LAKE



TMS



PLM

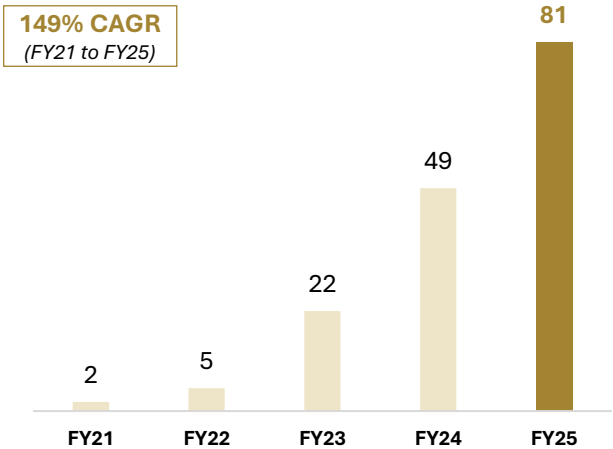


AI

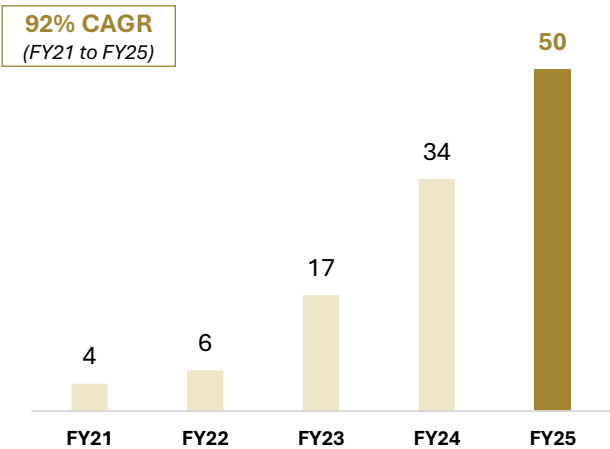


# Emerging categories

## Beauty

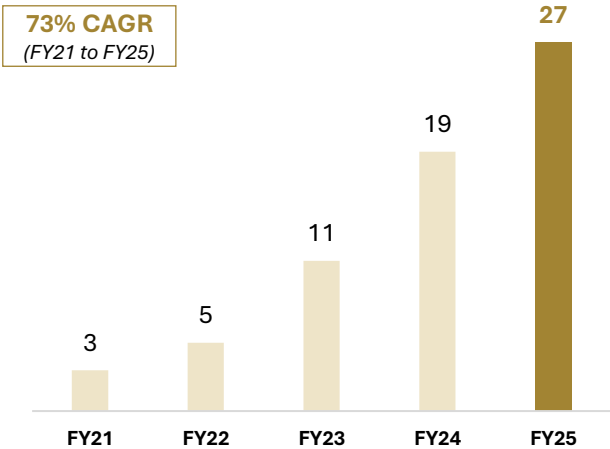


## Innerwear



Includes Westside and Zudio;  
Units sold in millions

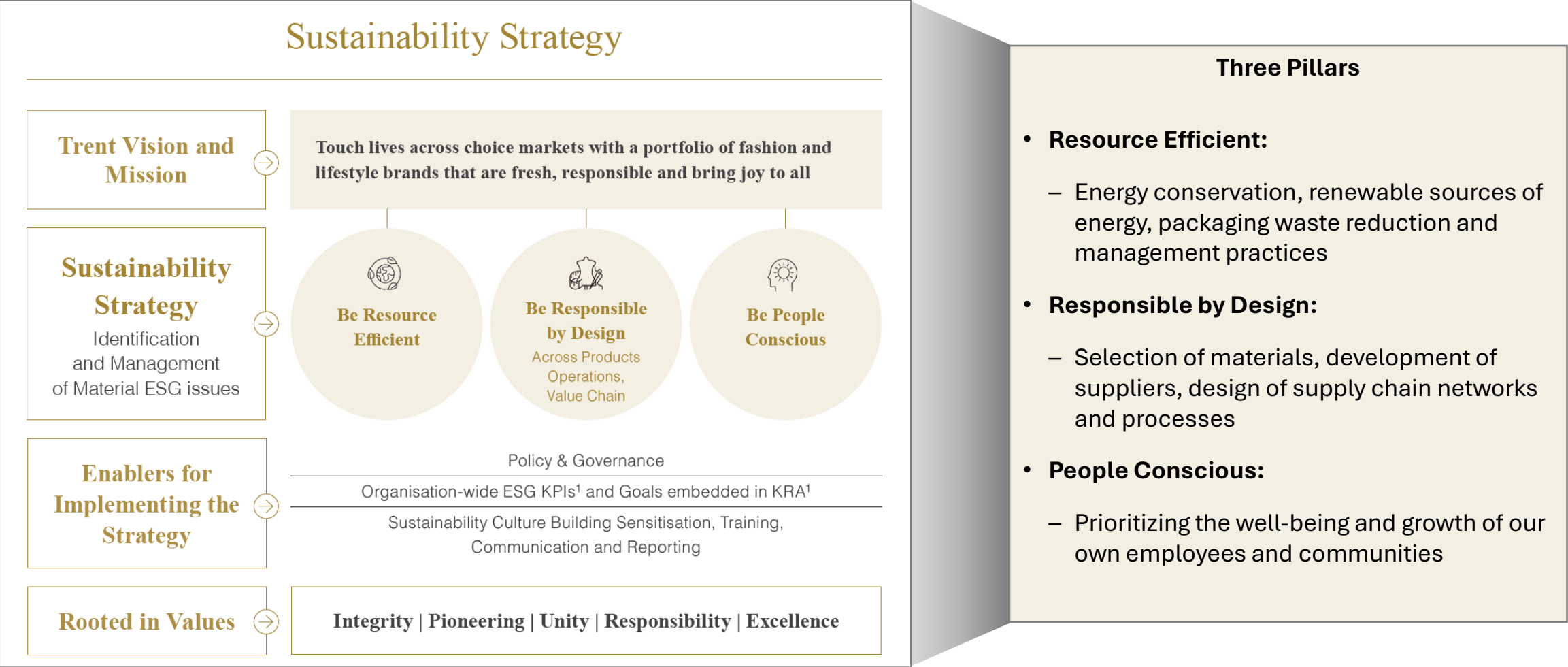
## Footwear










# Sustainability strategy



Trent has maintained "B-" in the CDP (Carbon Disclosure Program) - Climate Change 2024 evaluation. The rating signifies that Trent is conscious about the environmental impacts and is taking appropriate actions.

# Sustainability goals and progress

Pillar	Material topics	Goals upto FY27	Progress so far
 <p><b>Resource Efficient</b></p>	<ul style="list-style-type: none"> <li>Responsible Resource Consumption</li> <li>Packaging and Waste Management</li> <li>Climate Crisis and Energy Management</li> <li>Sustainable Products and Services</li> </ul>	<ul style="list-style-type: none"> <li>Replace the use of fossil fuel-based energy with renewable energy by 50% of intensity per sq. ft. and reduce consumption by 10% per sq. ft.</li> <li>Zero usage of non-recyclable packaging materials in the value chain.</li> </ul>	<ul style="list-style-type: none"> <li>We have installed Internet of Things (IoT) in 390+ stores, which will help in uniform customer experience and establishing a baseline. We have also installed DX inverter ACs in 490 stores.</li> <li>20%+ of our waste is traceable and processed, marking an important milestone towards achieving 100% waste recycling by 2028.</li> <li>We are also transitioning to durable, reusable totes, replacing cardboard cartons for transit between Distribution Centres and stores.</li> </ul>
 <p><b>Responsible by Design</b></p>	<ul style="list-style-type: none"> <li>Sustainable Products and Services</li> <li>Transparent and Ethical Business Conduct</li> <li>Supply Chain Sustainability and Transparency</li> </ul>	<ul style="list-style-type: none"> <li>Uniform adoption of the Trent Vendor Code of Conduct (VCoC) across all merchandise vendors and value chain</li> <li>All merchandise vendors are to be assessed on SEDEX SMETA 4-pillars</li> </ul>	<ul style="list-style-type: none"> <li>98%+ of our merchandise suppliers have adopted the Trent VCoC.</li> <li>90%+ of our product suppliers (by value) are compliant with SMETA 4-pillar standards</li> </ul>
 <p><b>People Conscious</b></p>	<ul style="list-style-type: none"> <li>Talent/Workforce Management</li> <li>Human Rights</li> <li>Employee Health, Well-being and Safety</li> <li>Diversity, Equity, Inclusion (DEI)</li> <li>Community Development</li> <li>Infectious Diseases</li> </ul>	<ul style="list-style-type: none"> <li>Improving Employee Well-being Index</li> </ul>	<ul style="list-style-type: none"> <li>Ongoing positive feedback on employee engagement indicators, supported by the initiative of integrating a Human Rights Framework with all the stakeholders, i.e. employees and value chain partners</li> </ul>

# Enriching lives through our CSR programs

Inspired by the Tata Group's founding philosophy of giving back to society, we strive to empower our communities by broadening opportunities for them that contribute to long-term societal transformation.



In partnership with the **Salaam Bombay Foundation**, we support the **skills@school programme**, offering training in diverse fields like Beauty & Wellness, Mobile Repair, Robotics, and Fashion Design, aligned with NSQF standards. This project has **supported 363 students from Mumbai and Pune**, including financial literacy training.

Employ-  
-ability

Education

Entrepre-  
-neurship



Partner with the **Karta Initiative India Foundation** to **support 50 Trent Scholars** from economically and socially backward communities, helping them **pursue higher education**



**Karigar Clinic** helps skilled craftswomen start sustainable businesses, **increasing their income by 50%** through training and market linkages. The "Crafting a Better Planet" initiative aims to **empower 1,125 women in Kutch to upcycle 1.2 million plastic bags** into unique products over the next three years



Supports the '**Nanhi Kali**' project with **K.C. Mahindra Education Trust**, aiding **300 girls from low-income families in Mumbai** to complete formal schooling and develop 21<sup>st</sup> century skills.







# Looking ahead

**Brands**

**Categories**

**Geographies**

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**Culture**

**Relevance**

# Outlook

**AGILE. SCALE. DESIRABLE.**

- **Consumer market context**
- **Investing ahead of the curve- talent & technology**
- **Emphasis on sustainability & resilience**
- **Strong headroom for growth**

*WESTSIDE*

**zudio**

**star**

*utsa*

**SAMOH**

**zudio**  
beauty



# Thank you

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