

Investor Presentation | Performance Highlights Q2 FY26



WESTSIDE

ZUDIO

UTSA

SAMOH

ZUDIO
beauty

BURNT
TOAST

star

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'S JOURNEY



TRENT AT A GLANCE



₹ 4,724 Cr

Q2FY26 Revenue from operations



1101

Store count



251

City Presence

Includes 2 cities in UAE



14.7 Mn

Retail Area (sq. ft.)



19 Mn+

WestStyle Club Members

Note: Data as of 30th September 2025



TRENT
LIMITED
A TATA Enterprise

Q2 FY26 HIGHLIGHTS

Standalone

₹ **4724**Cr  17%
Revenue from
operations

₹ **575**Cr  16%
Op. EBITDA

₹ **477**Cr  9%
Op. EBIT

₹ **451**Cr  6%
PAT

Consolidated

₹ **4818**Cr  16%
Revenue from
operations

₹ **575**Cr  14%
Op. EBITDA
(incl. share from JVs & Assoc.)

₹ **470**Cr  7%
Op. EBIT
(incl. share from JVs & Assoc.)

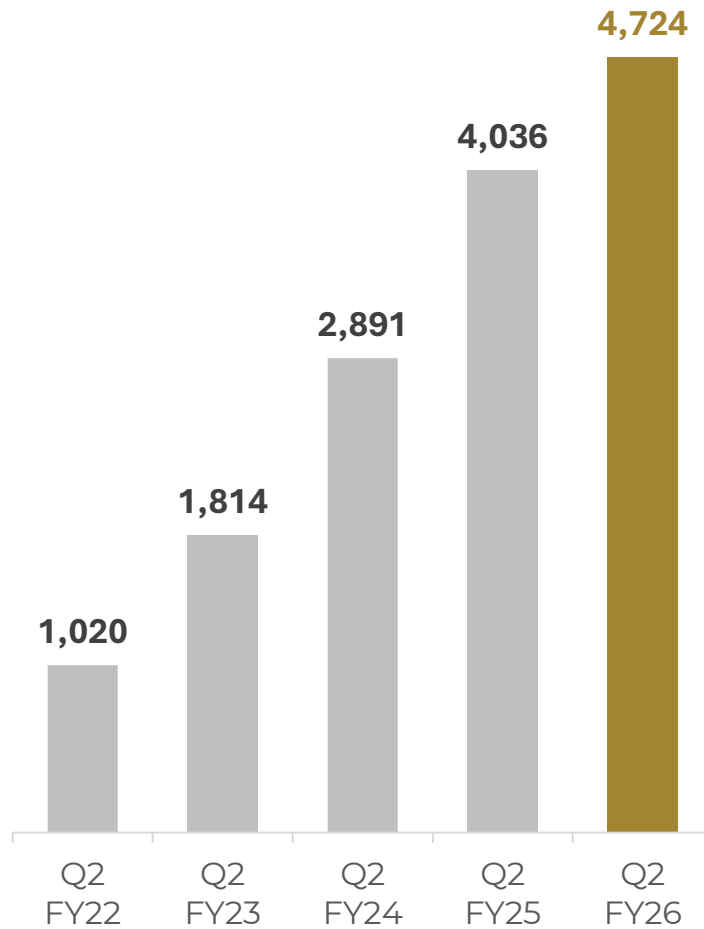
₹ **373**Cr  11%
PAT

Note: Numbers and % rounded off

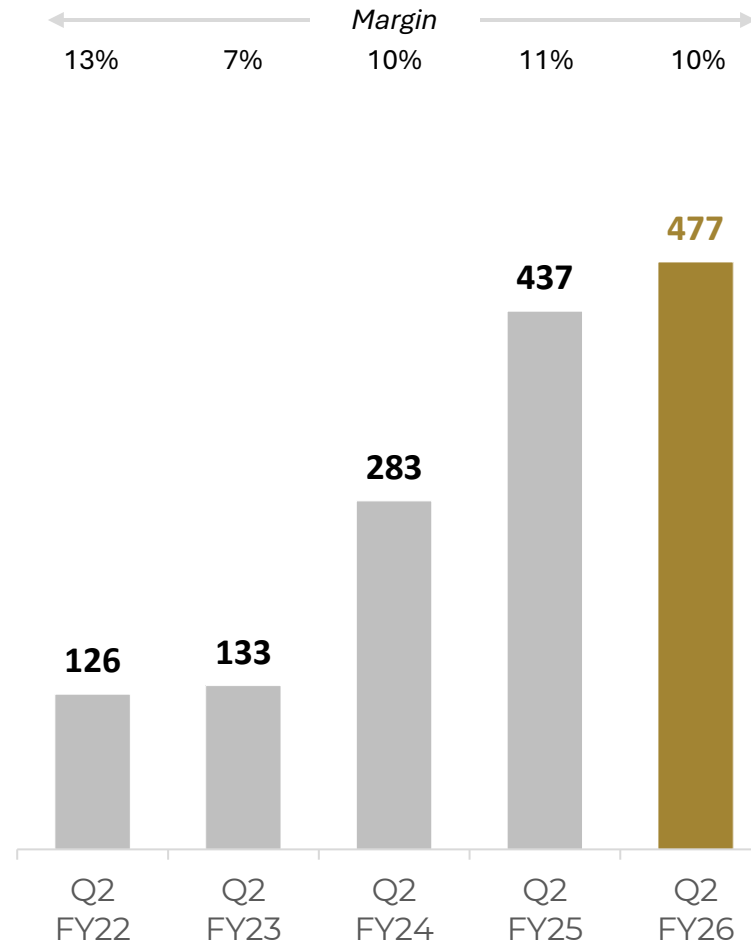
TRENDS – LAST 5 COMPARATIVE PERIODS

Rs. in crs.

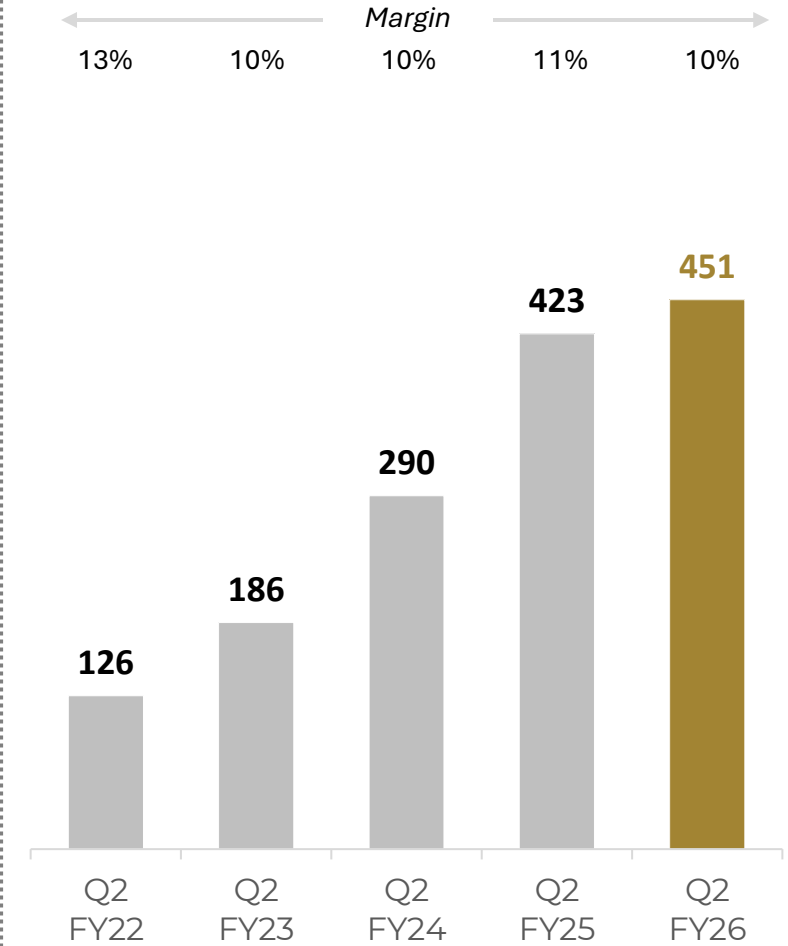
Revenue from operations



Op. EBIT



PAT



RESULTS CONTEXT

- ❖ Our agenda has been to drive material reach and share of revenues across key markets. Further, we are upgrading the quality of our store portfolio and are consciously increasing the density of our presence across markets. Our approach towards selectively consolidating some of our stores is primarily aimed at enhancing quality of presence and improving customer experience.
- ❖ We are also adding presence in newer cities across tier 2 / 3 markets, as well as emerging catchments in the proximity of metro cities. Many of these markets are still evolving in terms of adoption of fashion trends and density of consumption. These markets afford substantial opportunities and at the same time we expect them to mature over differing time horizons. Hence, the revenue profile and the growth trajectory of such stores may not be entirely comparable with that of the existing portfolio.
- ❖ Like for like growth for our fashion portfolio in Q2FY26 was in low single digits. The emerging categories, including beauty & personal care, innerwear and footwear contribute to over 21% of our revenues. Westside.com together with our proposition on the Tata Neu platform continues to witness traction and grow profitably. In Q2FY26, online revenues grew by 56% and contributed to over 6% of Westside revenues. Westside online is a unique convenience proposition and is entirely consistent with the approach adopted by the brand in stores, in terms of the product proposition as well as disciplines around pricing, end of season sale and returns. Amongst standalone brands, Westside today registers some of the highest volumes online vis-à-vis comparative players in the Indian market.
- ❖ The consumer sentiment in the second quarter was relatively muted and we also witnessed headwinds given unseasonal rains. The quarter also saw the transition to the new GST regime. Initially, the customers appear to have prioritized purchase of bigger ticket products with higher GST reduction benefits. Nevertheless, over the medium term we believe demand traction would also be aided for small ticket discretionary lifestyle categories.

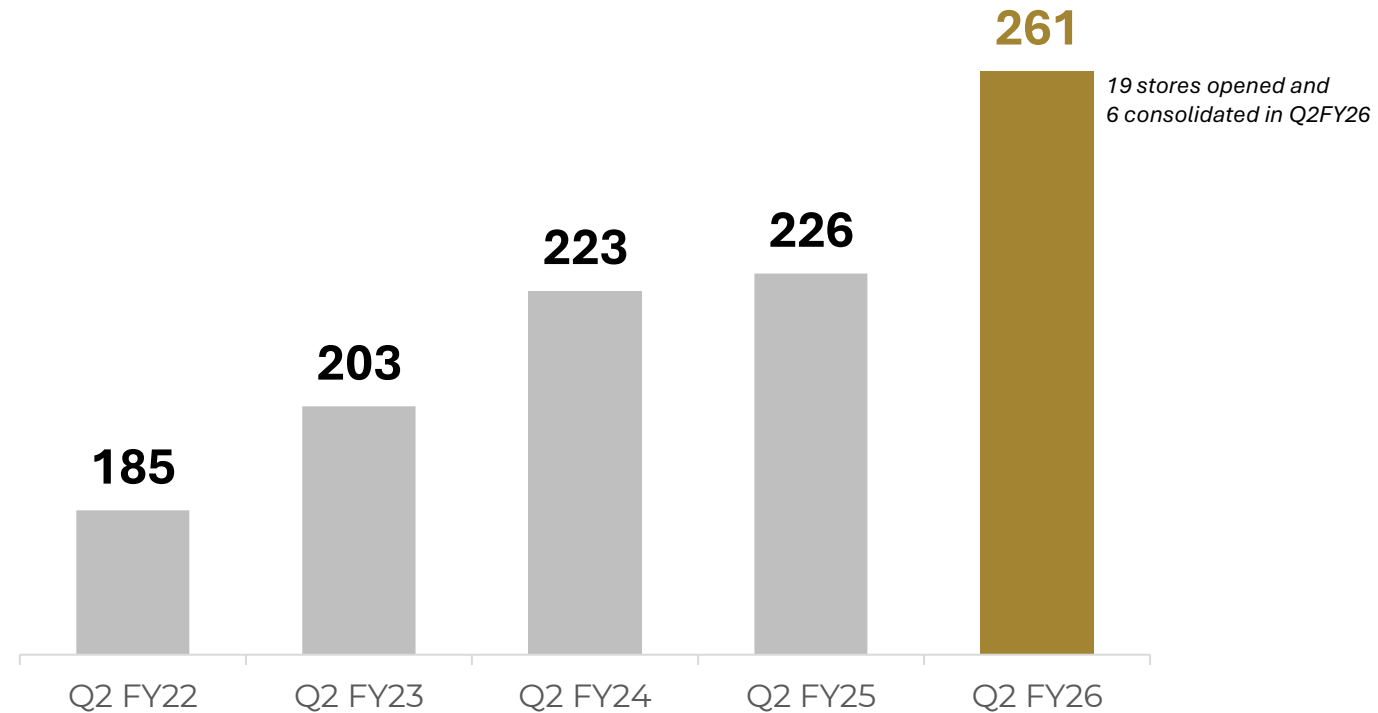
- ❖ Investments in technology and automation across multiple areas in the recent years has aided in delivery of stable operating economics. For instance, our investments in pan network RFID technology has unlocked layers of productivity across key supply chain processes and in our stores. Aided by multiple of these technology/ automation investments, we have witnessed material optimization in manpower requirements across the portfolio. Consequently, the growth in our manpower cost has been relatively contained.
- ❖ We continue to actively invest and pursue various automation/ optimization interventions across our value chain. We believe these interventions across a whole gamut of operations from product design, logistics, warehousing and store operations would be key to facilitate optimal management of growing scale and driving productivity outcomes.
- ❖ In the recent years, we have sought to manage operating leverage by aligning certain of the costs to be variable alongside store revenues. Incidentally, some of our occupancy costs including store rentals and fees to business associates have variable payout structures. The reported occupancy cost incorporates impact of IND AS 116 lease accounting. Excluding the IND AS 116 impacts, the underlying occupancy costs remain broadly consistent with the revenue profile across all reporting periods. Separately, the maturity profile of newer stores has implications for increased depreciation relative to revenues and consequently operating EBITDA is a relevant metric.
- ❖ We prefer to retain operating control of our stores and the ownership of merchandise at all times. Our approach to franchising has been selective given diverse objectives and primarily related to properties. Our preferred operating model is more akin to being 'Company-Owned and Company-Operated'.



FASHION CONCEPTS



Store Count



6 Mn+

Retail area (sq. ft.)



88

City presence

WESTSIDE – BRAND PORTFOLIO



WESTSIDE CONNECT

MEDIA DAY

Westside's Media Day 2025 included the launch of the Young New Game-Changer (YNG) program for Gen-Z and a stunning showcase of the AW25 collection for NUON, YnG, Holiday, Smart, Glam

WESNESS PLAYDATE

This quarter, we created a buzz around recreating the Wesness experience outdoors. Wesness Playdate on had total attendance of around 500+ participants across Hyderabad, Pune, Mumbai And Bangalore

WESTSIDE RIZZRATRI

Westside recently hosted a pre-Navratri event in Ahmedabad, where guests were treated to an unforgettable evening of tradition and luxury.



LAUNCH OF YOUNG NEW GAMECHANGER (YNG)



Westside launched its Young New Game-changer (YNG) program, an inspiring initiative designed to celebrate and nurture India's next generation of fashion creators.

With YNG, Westside has created a dynamic stage for young designers, stylists, models, influencers, photographers, videographers, hair and make-up artists and content creators to express their talent in a professional fashion environment.

The first look of YNG was revealed at Westside's Media Day on 11th September.



WESTSIDE – RECENT STORES



Warangal, Telangana



Enikepadu, Vijayawada



Zoo road, Guwahati



Nandhyal road, Kurnool



Gorakhpur



Patia, Bhubaneswar

WESTSIDE – RECENT STORES



RC Puram, Hyderabad



Mota Varachha, Surat



Vytilla, Kochi



Kanke road, Ranchi



SNB Tower, Udaipur



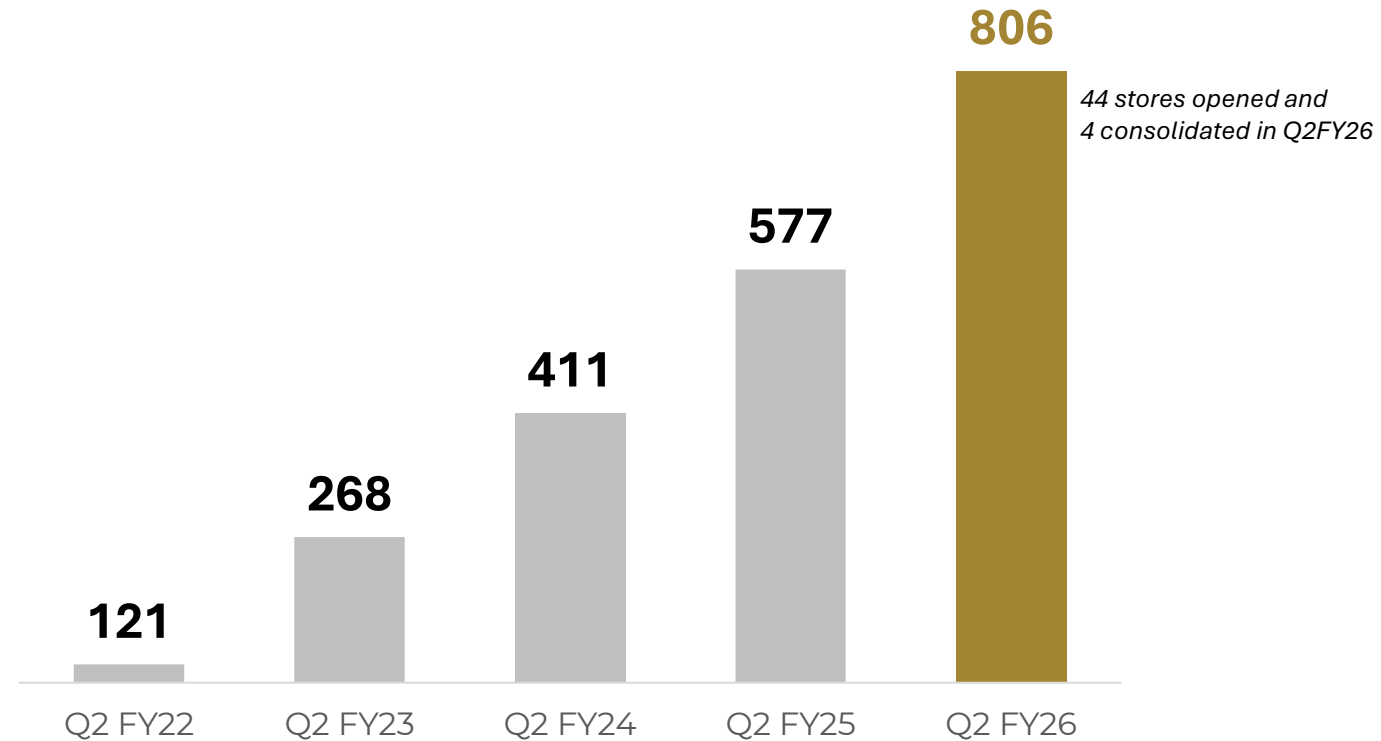
VASNA VADODARA



zudio

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Store Count



44 stores opened and
4 consolidated in Q2FY26

Count includes SIS stores and stores in UAE



8.6 Mn+

Retail area (sq. ft.)

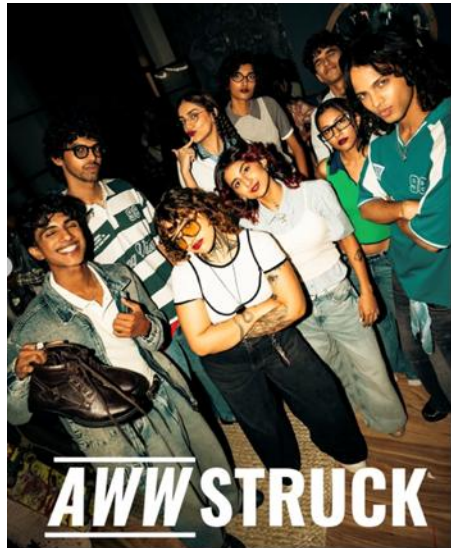


244

City presence

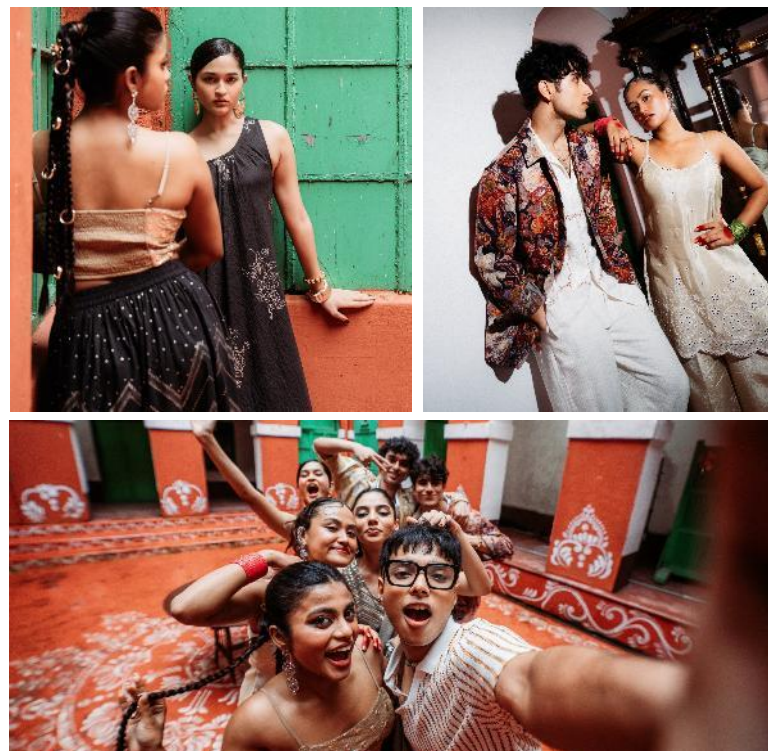
Includes 2 cities in UAE

ZUDIO CAMPAIGNS



the zudio runway
#WALK *THE* AWW

ZUDIO CAMPAIGNS



ZUDIO CAMPAIGNS



ZUDIO – RECENT STORES



PATNA SAHEB, PATNA



MAXON TOWER, PALAMPUR



SARDARPURA, JODHPUR



AU FAMILY HUB, GHAZIABAD



JP ROAD, BHIMAWARAM, AP



GUNTUR, AP

ZUDIO – RECENT STORES



DOWNTOWN, PATHANKOT



SALUNKHE VIHAR, PUNE



HABRA, WEST BENGAL



KARKAMBADI, TIRUPATHI



CITY CENTER, UNA



AMB SELFIE STREET, GURUGRAM

LAUNCH OF OUR NEW YOUTH-FOCUSED FASHION BRAND

TRENT
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BURNT TOAST



ABOUT BURNT TOAST



Burnt Toast – created to empower India's next generations of trendsetters.

This launch marks Trent's leap into youth-focused fashion, combining affordability, community, and self-expression.

The brand is more than just a clothing line; it's a lifestyle that celebrates shared style and authenticity.

With a range of bold apparel and accessories, Burnt Toast inspires young, dynamic individuals to express their true selves.



BURNT TOAST – RECENT STORES



BANGALORE



THANE



PUNE



SURAT

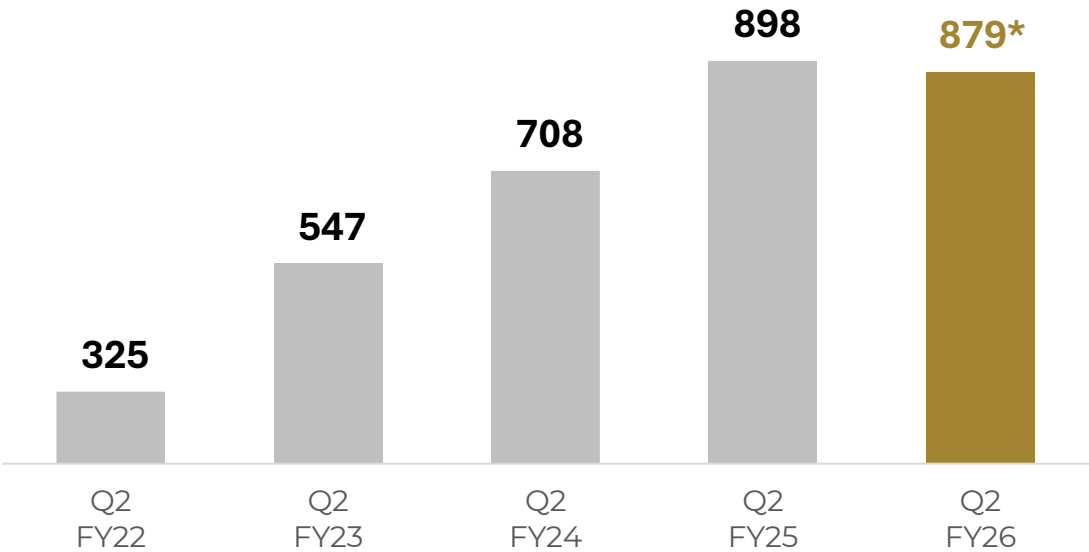


FOOD & GROCERY





Revenue (in Rs. Crs.)



*Multiple stores underwent upgrade in Q2 and H1;
Revenue Includes Zudio SIS stores



1.31 Mn+

Retail area (sq. ft.)



77

of stores
(incl. SIS)

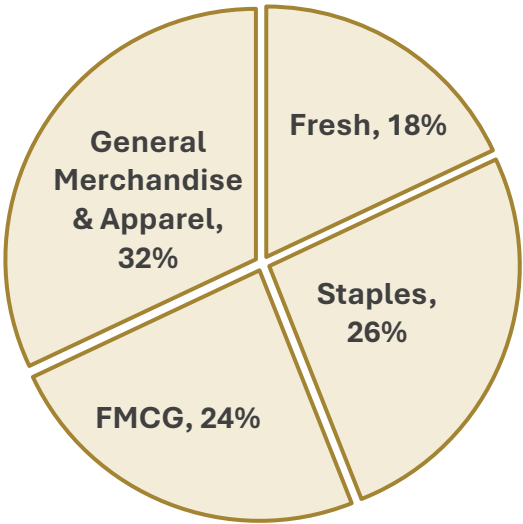


10

City presence

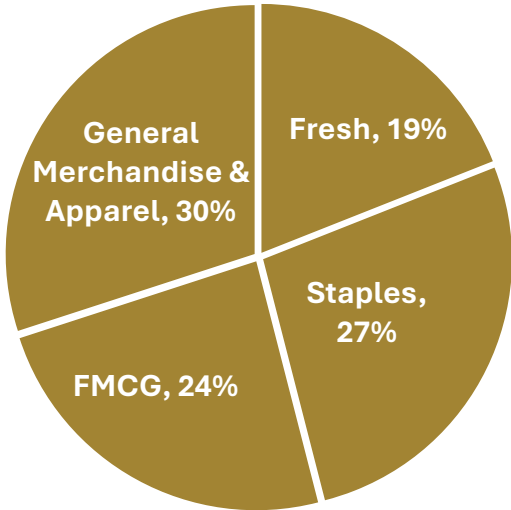
STAR PRODUCT CATEGORY SPLIT

Q2 FY25



% Own Brand Share: 73%

Q2 FY26



% Own Brand Share: 73%

Our Own Brands



STAR OWN BRANDS - SMARTLE



SMARTLE
Share in General
Merchandise: 83%

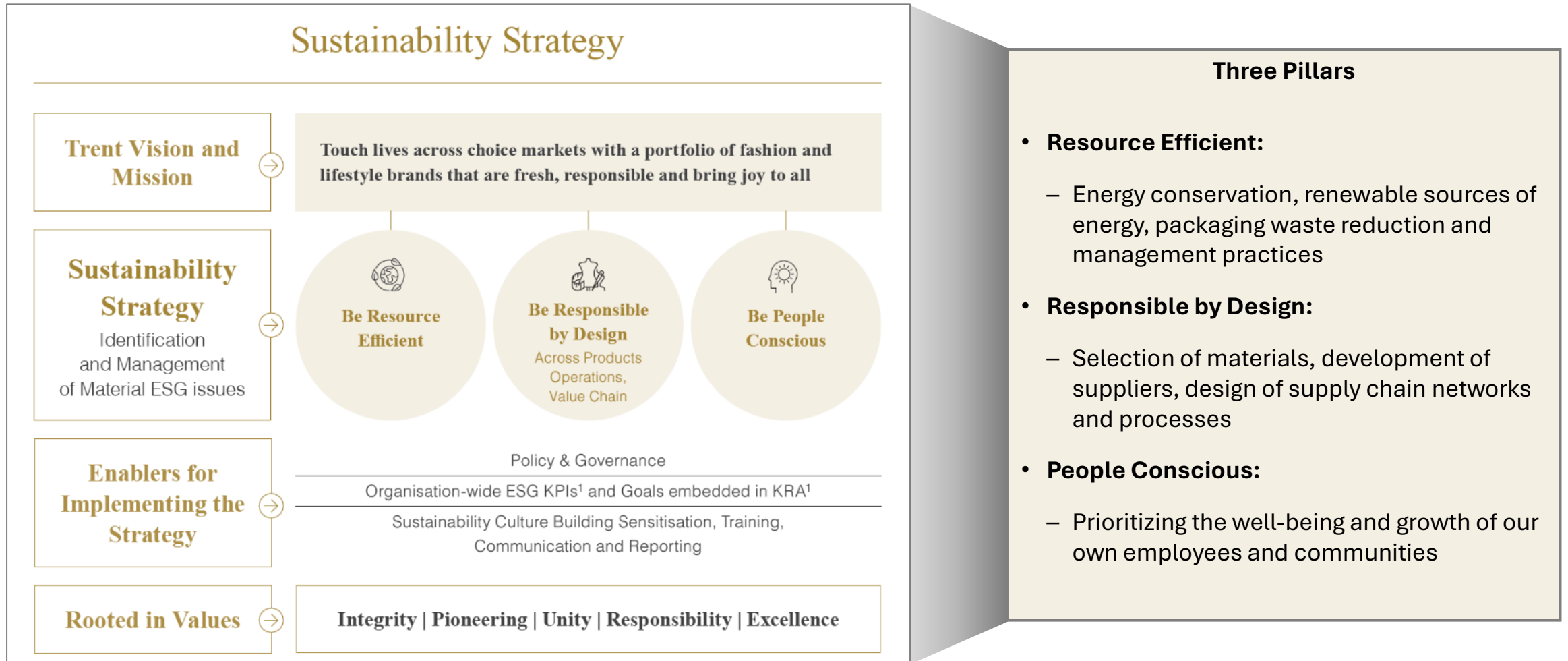
STAR – CAMPAIGNS



SUSTAINABILITY and CSR



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 INITIATIVES

Pillar	Core elements	Initiatives
 Resource Efficient	Carbon emission reduction is a top priority for Trent with thorough assessment of energy consumption and estimation of emission levels. Resource efficiency drives our focus on packaging, waste management.	• Internet Of Things (IoT) with smart energy solutions as well as energy efficient hardware such as high-lumen lighting and inverter ACs installed at 395 stores, which has helped in optimizing use of conventional power sources. • Around 40% of the electricity demand is met through renewable energy (through solar rooftops) at three distributions centers. • Promoting efficient water use, soil health improvement, and biodiversity conservation through agricultural practices.
 Responsible by Design	At Trent, we embed sustainability principles across our value chain. We prioritise vendors that undergo audits for labour, health & safety, environmental and business ethics practices.	• Trent focuses on achieving fabric recycled raw material contribution • Ensuring that vendors adheres to the Trent VCoC and also remain compliant with SEDEX SMETA comprising four key pillars: Labor Standards, Health and Safety, Environment, and Business Ethics
 People Conscious	It is vital for us to balance organisational growth with individual development. We are committed to creating a work environment where every colleague feels inspired by Trent's purpose, driven to perform and rewarded for the work they showcase.	• Trent focuses on enhancing the employee wellbeing through various interventions such as employee assistance programs, health & safety, skill development, career growth, diversity and inclusion and other initiatives • As a part of process, more than 2600 man-hours of health and safety training and more than 8800 man-hours of training on skills and development of employees conducted in FY26

CSR INITIATIVES

Crafting a Better Planet

- Our “Crafting a Better Planet” initiative supports women in Kutch to convert plastic waste into unique products like sunglass covers and laptop sleeves, which are sold online and at exhibitions.
- Women artisans are also upskilled with business training, digital and design skilling, and assisted with market linkages to help increase their monthly income levels by 50%. Our goal has been to empower 1,125 women in Kutch while upcycling over 1.2 million plastic bags—creating livelihoods and contributing to a cleaner planet.



Women beneficiaries of Kaarigar Clinic, Kutch

Sustainable Water Conservation and Security Initiative

- We have recently partnered with Collectives for Integrated Livelihood Initiatives (CINI) to launch the “Sustainable Water Conservation and Security Initiative”.
- The program aims to enhance water conservation capacity upto 20.93 Million Cubic Feet bringing 2114 acres under protective irrigation.
- The initiative will benefit 3,896 households and adopt improved water saving practices in 13 villages in Pombhurna Block, Chandrapur Maharashtra.



Sustainable Water Conservation and Security Initiative

CSR INITIATIVES

Trent Scholar- Doctoral Fellowship

- Our “Trent Scholar” program in partnership with The Karta Initiative Foundation India promotes higher education access for marginalized youth.
- Each scholars’ 4-year support includes internship, mentorship, books, certifications, workshops, living expenses, and a full-time psychologist to equip such first-generation learners from marginalized communities to be work-ready.
- The program is currently impacting 100 scholars of which 50 scholars were inducted in the current academic year
- Aligned with UN SDG #4 on Quality Education, this empowerment through education will also indirectly impact the financial stability of the households of our Trent Scholars.

Cotton, Agriculture and Regeneration for Adaption

- Trent’s recent partnership with Collectives for Integrated Livelihood Initiatives (CINI) is aimed to promote ecological sound, and economically viable cotton production to 3,000 small and marginal farming families (primarily tribal).
- Our “Cotton, Agriculture and Regeneration for Adaption Initiative” will cover an estimated cotton area of 1500 to 1800 acres in 30 villages in Danta Block, Banaskantha district, Gujarat.



Trent Scholars, internship at Trent



Cotton, Agriculture and Regeneration for Adaption



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