

PERFORMANCE HIGHLIGHTS

Q3FY25



WESTSIDE zudio
beauty

utsa

zudio

A TATA and IESCO Enterprise

star

SAMOH

DISCLAIMER

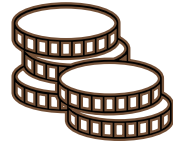


Statements in this Presentation describing the Company's performance may be "forward looking Statements" within the meaning of applicable securities laws and regulation. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could 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



₹ 12,562 Cr
9M FY25 Revenue



14 Mn+
WestStyleClub Members



~12.6 Mn
Retail Area (sq. ft.)



200+
City Presence

Note:

* As of 31st December 2024

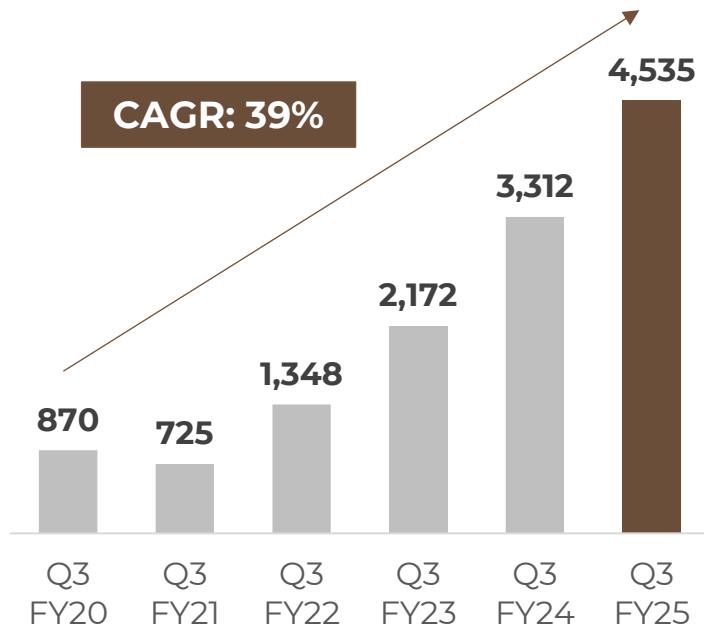
Q3 FY25 HIGHLIGHTS

Standalone	₹ 4535 cr Revenue	↑ 37%	₹ 586 cr Op. EBIT	↑ 35%	₹ 618 cr PBT	↑ 38%
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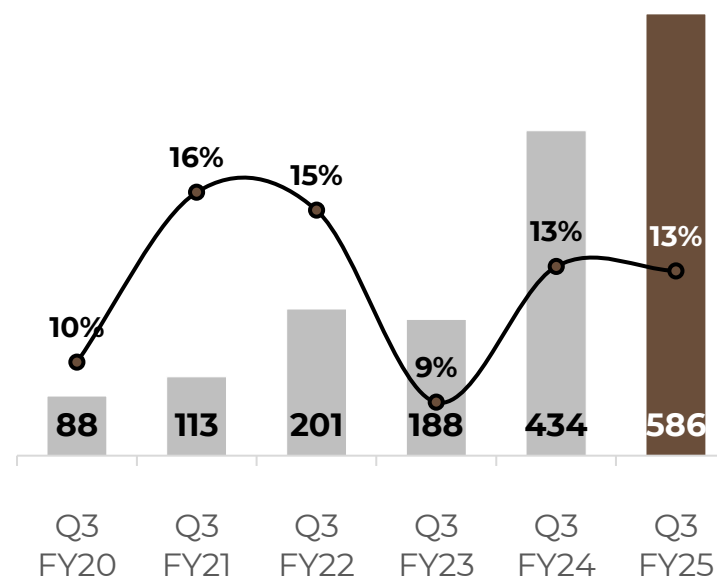
Consolidated	₹ 4657 cr Revenue	↑ 34%	₹ 609 cr Op. EBIT <small>(incl. share from JVs & Assoc.)</small>	↑ 32%	₹ 646 cr PBT	↑ 36%
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TRENDS – LAST 6 YEARS

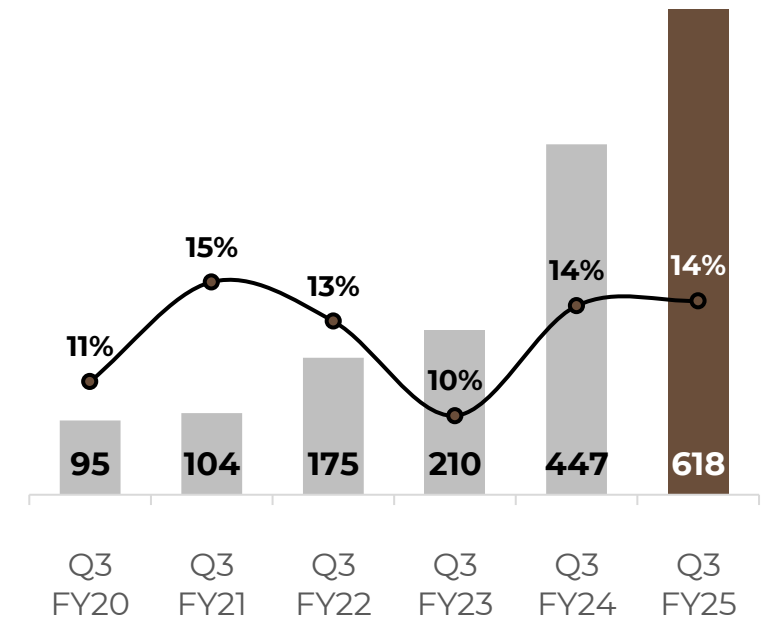
Revenue



Op. EBIT & Margin %

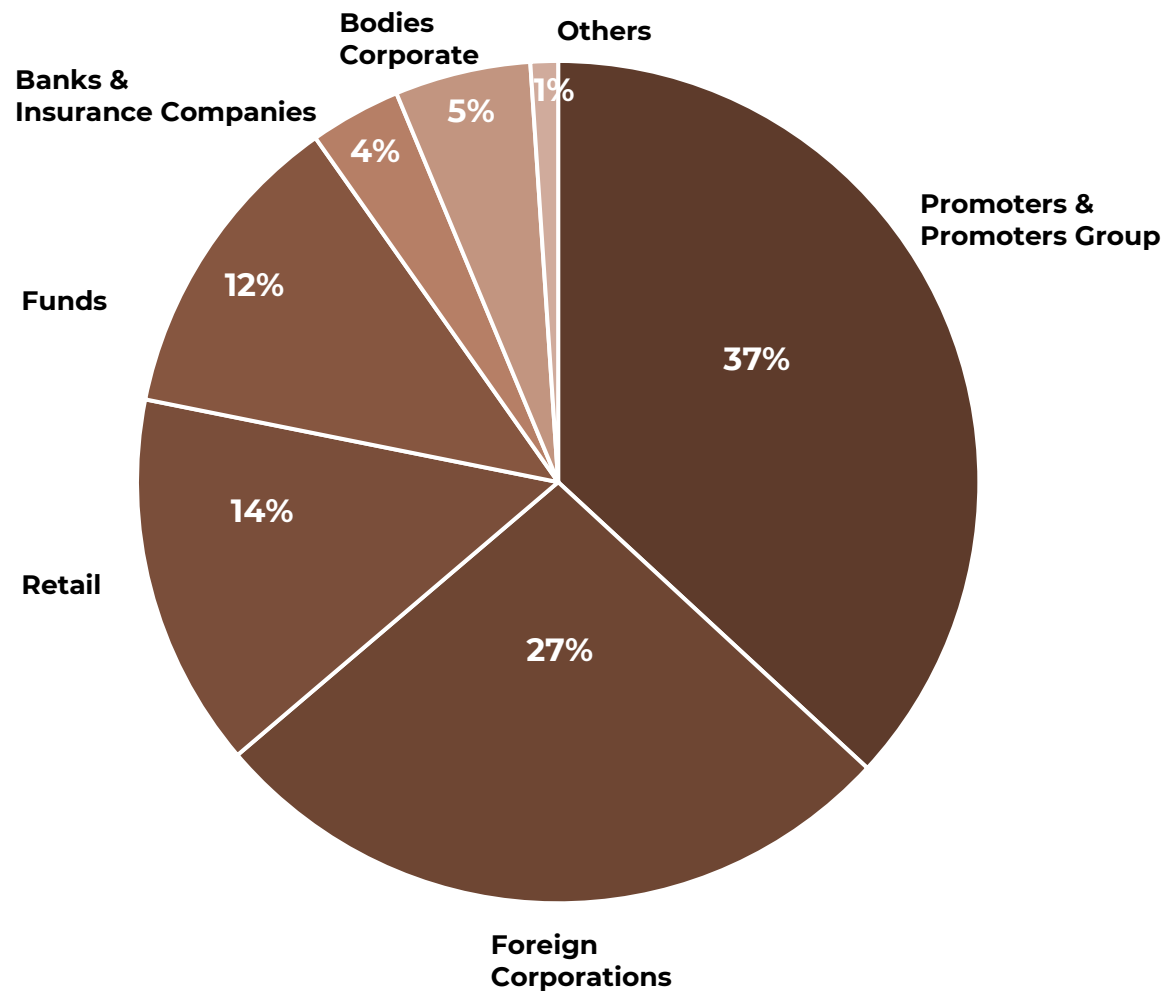


PBT & Margin %

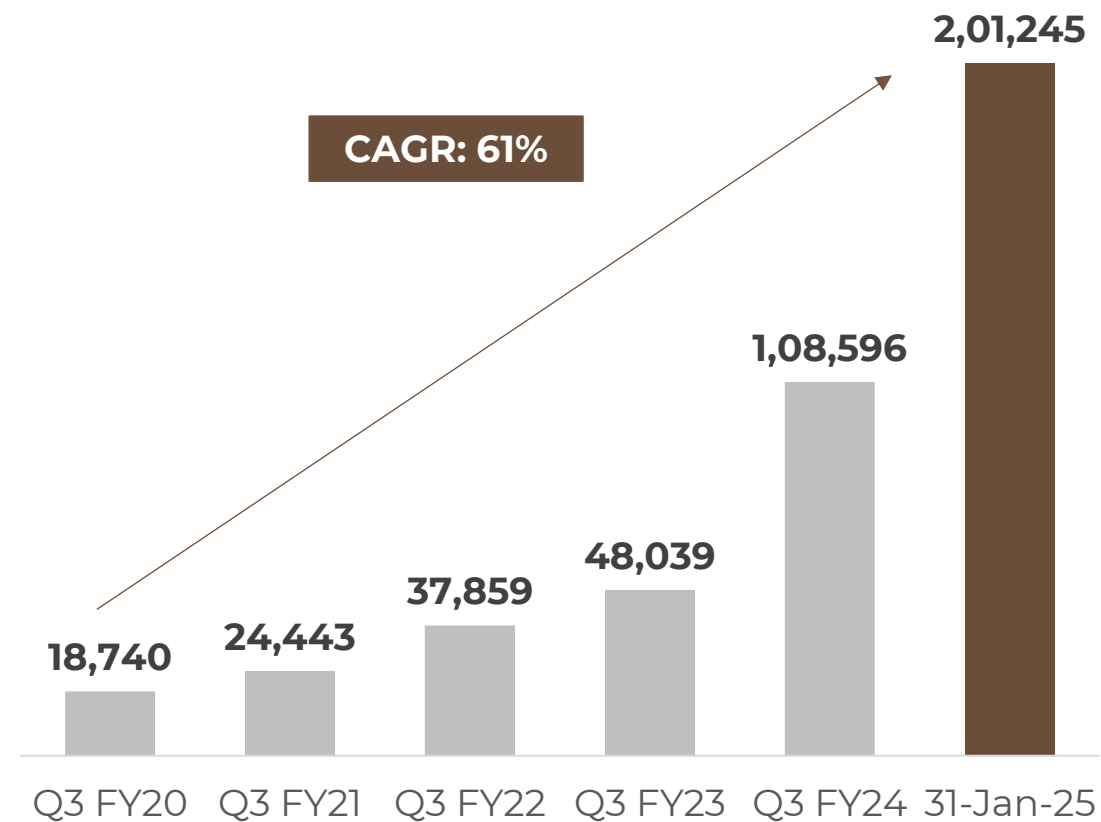


SHAREHOLDING & MARKET CAPITALIZATION

Shareholding Pattern as on 31st Dec'24



Market Capitalization (Rs. Cr)

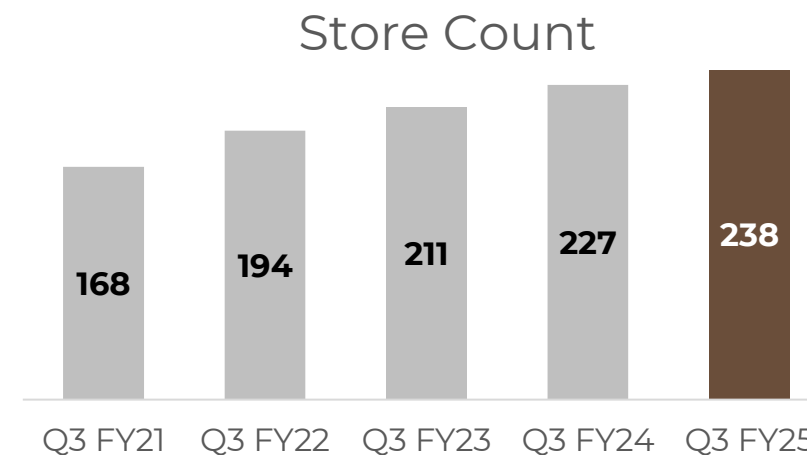


FASHION CONCEPTS



FASHION CONCEPTS

WESTSIDE



5.1 Mn+
Retail Area (sq. ft.)



238*
Stores



82
City Presence

**14 stores opened in Q3
2 stores consolidated in Q3*

WESTSIDE – BRAND PORTFOLIO

TRENT
LIMITED
A TATA Enterprise

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

WES
LOUNGE

SUPER ★ STAR
wunderLove

utsa
kids

Y&F
GIRL

Y&F
BOY

POME

WESTSIDE CONNECT

WESTSIDE x FITPAGE

Creating a fitness community with multiple events like Wesness @The Park, Hubba in your Park and Women's only Wesness runs. 20k+ attendees across events.

WESTSIDE x NCPA

An initiative by the National Centre for the Performing Arts, Mumbai in association with the Brihanmumbai Municipal Corporation (BMC), Westside came as a Title sponsor for this event that celebrates joy of live performing arts.

7 Venues, 7 Saturdays. 14 incredible performances.



WESTSIDE – RECENT STORES



Electronics City II, Bangalore



Chembur, Mumbai

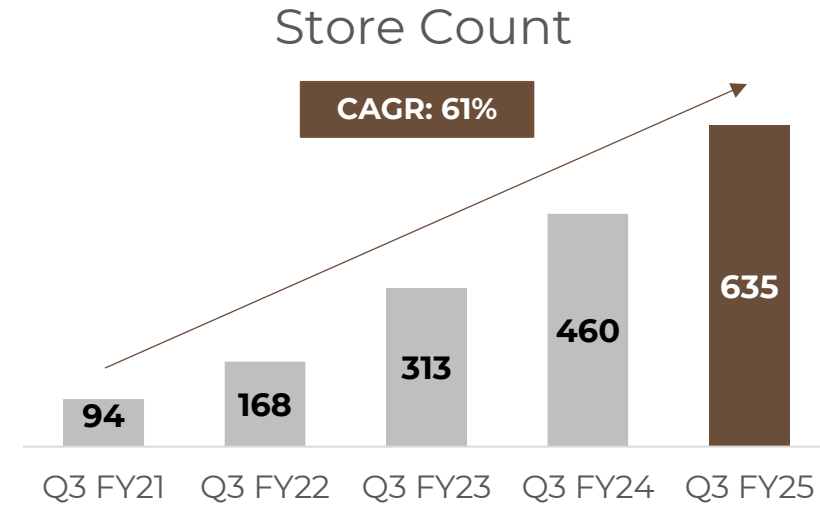


Sholinganallur, Chennai



GE Road, Raipur

zudio



6.2 Mn+
Retail Area (sq. ft.)



635*
Stores[^]

** 62 stores opened in Q3
4 stores consolidated in Q3*

^Includes SIS



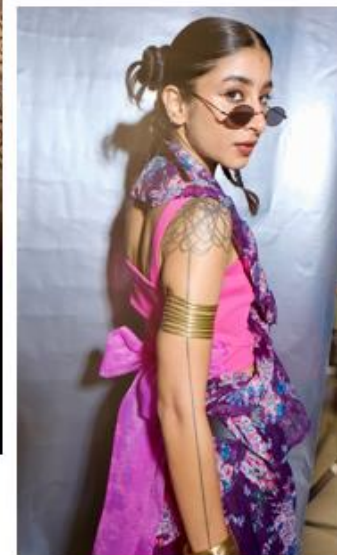
190[^]
City Presence

^Including Dubai(2 stores)

ZUDIO CAMPAIGNS



MY DIWALI MY ZUDIO



ZUDIO CAMPAIGNS

TRENT
LIMITED
A TATA Enterprise



MY WINTER MY ZUDIO



ZUDIO – RECENT STORES



HG EATON SHOPPING COMPLEX, MOGA



TIMES SQUARE, ANDHERI



URBAN SQUARE MULLAN, LUDHIANA



BARGARH, ODISHA



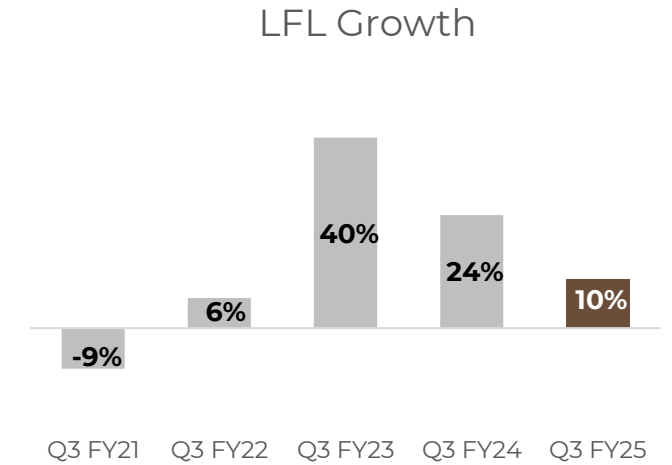
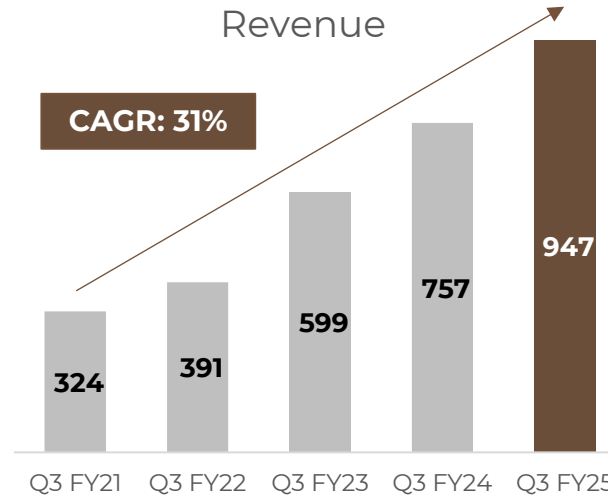
FOOD & GROCERY

A row of promotional stands for TATA products in a grocery store. From left to right:

- A yellow stand for **FABSTA** (SWAAD JO MANN LALCHAAYE).
- A blue stand for **Kliia** (ADVANCED HOME CLEANING SOLUTIONS).
- A blue stand for **Skye** (100% PURE COCONUT OIL).
- An orange stand for **STAR** (SHOP ONLINE).
- Another blue stand for **Skye** (100% PURE COCONUT OIL).

Each stand features product images and QR codes for online shopping.

FOOD & GROCERY



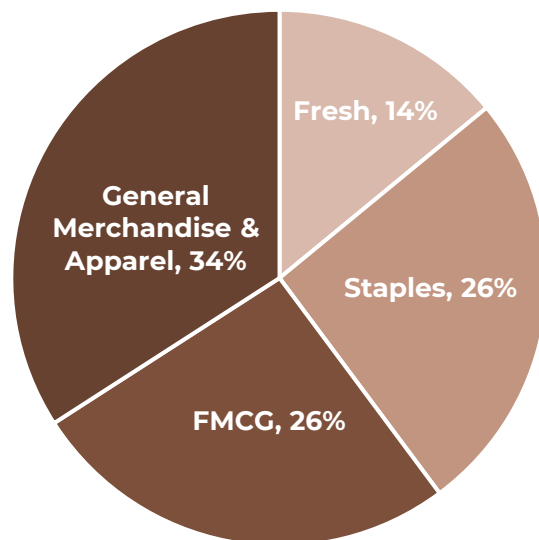
1.2 Mn+
Retail Area (sq. ft.)

74
Stores

10
City Presence

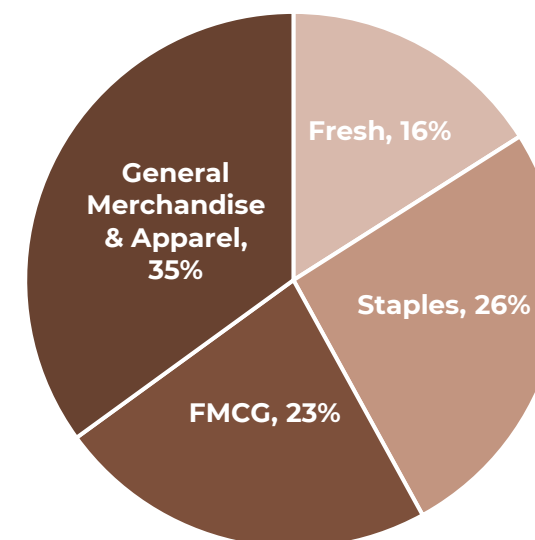
STAR PRODUCT CATEGORY SPLIT

Q3 FY24



% Own Brand Share: 69%

Q3 FY25



% Own Brand Share: 74%

Our Own Brands



STAR OWN BRANDS - SMARTLE

TRENT
LIMITED
A TATA Enterprise



SMARTLE Share in General Merchandise: 82%

STAR QUIK CAMPAIGNS



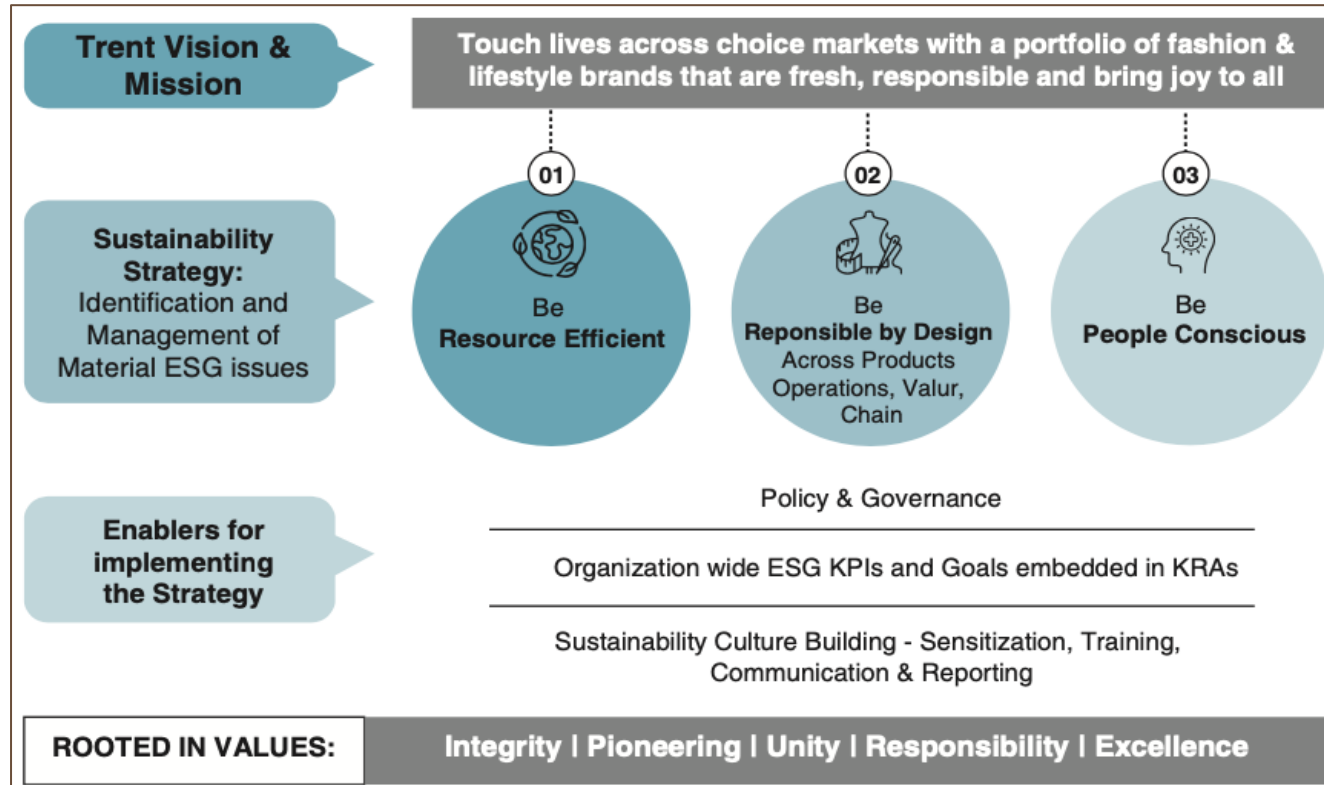


SUSTAINABILITY



**Trent Inspires
Trent Cares**

OUR SUSTAINABILITY STRATEGY



Three Pillars

- **Resource Efficient:**

Energy conservation, renewable sources of energy, packaging waste reduction and management practices

- **Responsible by Design:**

Selection of materials, development of suppliers, design of supply chain networks and processes




- **People Conscious:**

Prioritizing the well-being and growth of our own employees and communities



Trent has scored **"B-" in the CDP (Carbon Disclosure Program) - Climate Change 2023 evaluation.** The rating signifies that Trent is taking Coordinated action on Climate-related Issues

MILESTONES

Pillar	Core Element	Initiatives
 <p>Resource Efficient</p>	<p>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.</p>	<p>Implementing Internet Of Things (IoT) with smart energy solutions as well as energy efficient hardware such as high-lumen lighting and inverter ACs. Installed IoT at 395 stores. This has helped in optimising use of conventional power sources, increasing energy efficiency and reduction in carbon emission across these stores. Around 40% of the electricity demand is met through renewable energy (through solar rooftops) at Distributions Centers.</p>
 <p>Responsible by Design</p>	<p>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.</p>	<p>Trent focus areas entail achieving fabric traceability via internationally recognised certificates, ensuring our vendors remain compliant with SEDEX SMETA 4 pillar standards.</p>
 <p>People Conscious</p>	<p>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.</p>	<p>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</p> <p>As a part of process, more than 4000 employee-hours of health and safety training and more than 16000 Man-hours of training on skills and development of employees conducted upto December 2024</p>

CSR INITIATIVES

Promoting Employability

- Trent has partnered with Salaam Bombay Foundation to provide vocational skill development and financial literacy to underprivileged adolescents.
- 360+ underprivileged (Girls: 82%, Boys: 18%) across 12 schools studying in Class 9 are part of the programme. In Mumbai and Pune, this year

Promoting Education

- Under the Trent Scholar Program, Trent has partnered with The Karta Initiative sponsoring the supplementary expenses of 50 Trent Scholars who belong to economically challenged families of Affirmative Action communities.
- Trent supports the 'Nanhi Kali' project in partnership with K.C. Mahindra Education Trust. It aims to provide 21st century skills and focuses on the overall development of 300 female students studying in classes 8-10 in the government schools in Mumbai, Maharashtra

Promoting Women Entrepreneurship

- Trent collaborates with the Kaarigar Clinic in providing training to marginalized women in sorting, weaving and creating beautiful products with recycled plastic bags in Awadh Nagar village of Kutch district in Gujarat.
- Over the course of three years, the aim is to empower 1125 women artisans to become entrepreneurs whilst upcycling 2500 kgs of plastic

Employee Volunteering

- Trent employees contribute their time and skills to local causes through Group volunteering programs.
- Last year, around 17,000 Trent employees participated and contributed their skills and time of over 76,500 hours



Thank You



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