

# PERFORMANCE HIGHLIGHTS

Q2FY25

WESTSIDE

utsa SAMOH



zudio

A TATA and TESCO Enterprise



zudio  
beauty



# DISCLAIMER

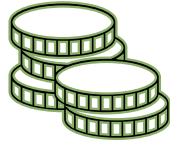


Statements in this Presentation describing the Company's performance may be "forward looking Statements" within the meaning of applicable securities laws and regulation. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could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



**₹8,027 Cr**  
H1 FY25 Revenue



**12 Mn+**  
WestStyleClub Members



**~11.5 Mn**  
Retail Area (sq. ft.)



**875+**  
No. of Stores



**180+**  
City Presence

**Note:**

\* As of 30th September 2024

# Q2 FY25 HIGHLIGHTS

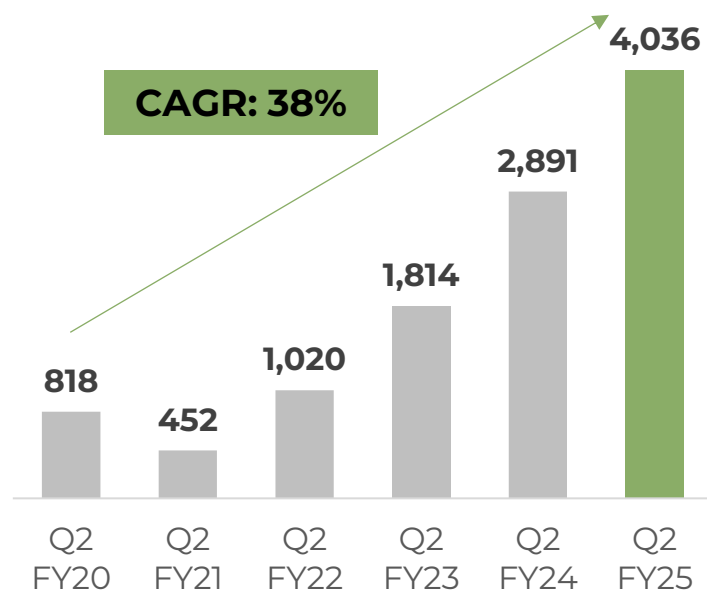


Standalone	₹ <b>4036</b> cr Revenue	↑ 40%	₹ <b>430</b> cr Op. EBIT	↑ 54%	₹ <b>555</b> cr PBT	↑ 48%
Consolidated	₹ <b>4157</b> cr Revenue	↑ 39%	₹ <b>429</b> cr Op. EBIT (incl. share from JVs & Assoc.)	↑ 48%	₹ <b>467</b> cr PBT	↑ 49%
Store Count	<b>831</b> Fashion Concepts#		<b>74</b> Food & Grocery			

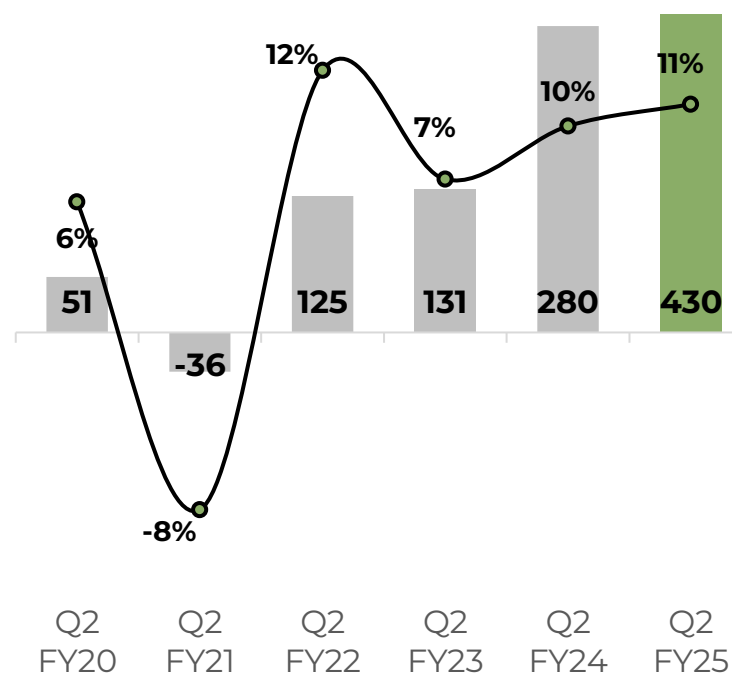
#Includes SIS Stores

# TRENDS – LAST 6 YEARS

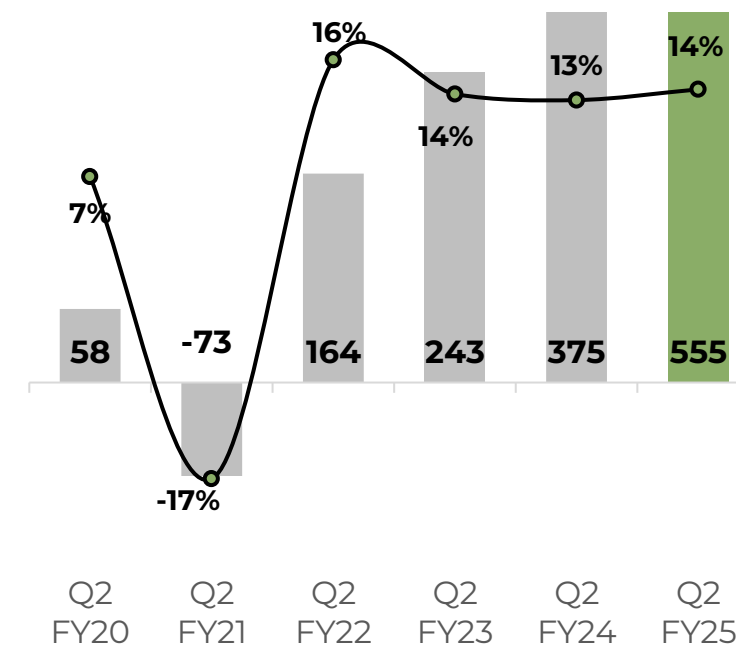
## Revenue



## Op. EBIT & Margin %

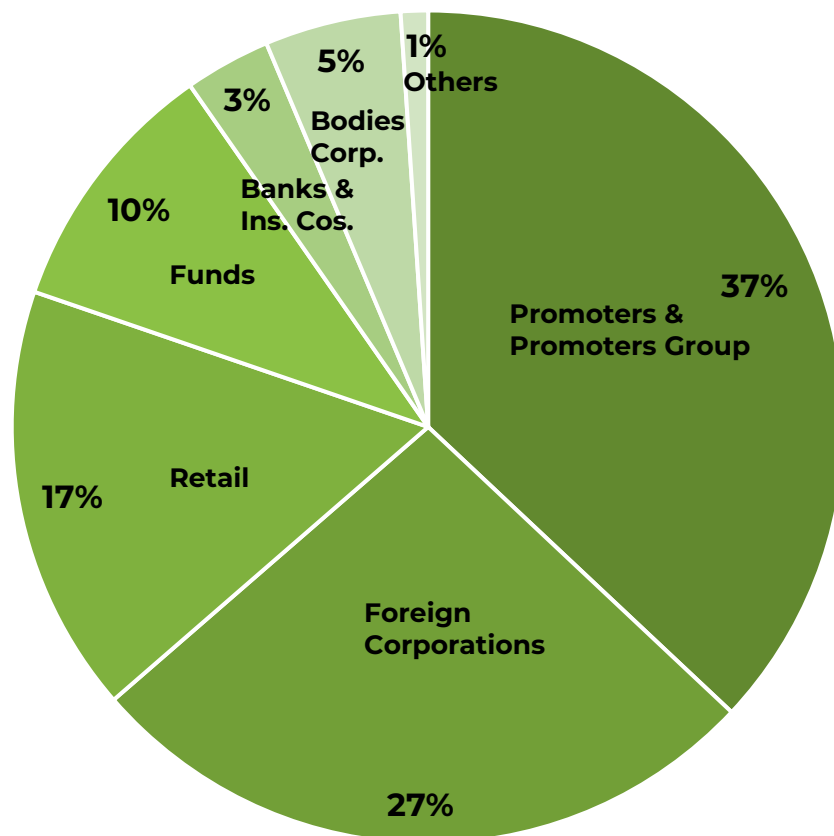


## PBT & Margin %

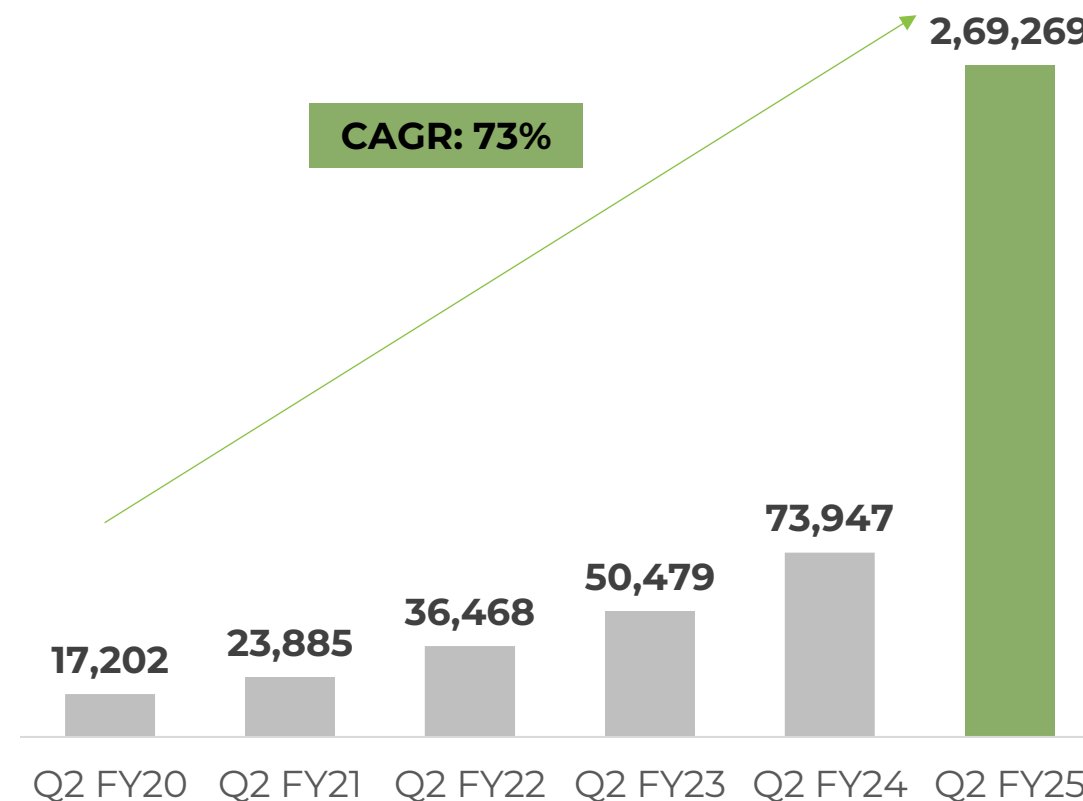


# SHAREHOLDING & MARKET CAPITALIZATION

Shareholding Pattern as on 30<sup>th</sup> Sept'24



Market Capitalization (Rs. Cr)







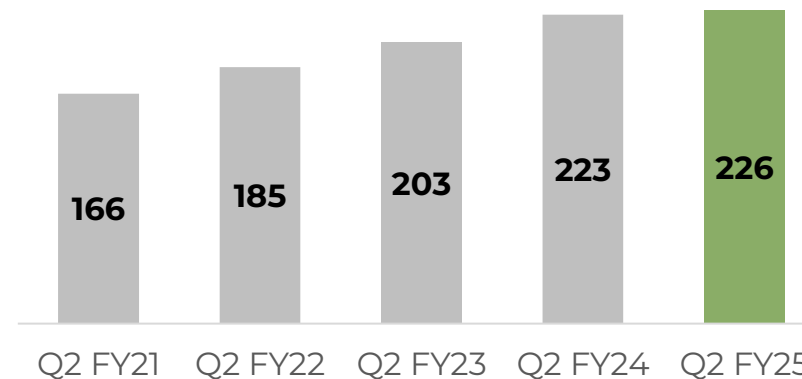
# FASHION CONCEPTS



# FASHION CONCEPTS

# WESTSIDE

Store Count



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



**226\***  
No. of Stores

*\*7 stores opened  
9 stores consolidated*



**81**  
City Presence

# WESTSIDE – BRAND PORTFOLIO

**TRENT**  
LIMITED  
A TATA Enterprise

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*

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, Breakfast Club, Hubba in your Park and Wesness x Goya

## **WESTSIDE X NECKWRECK**

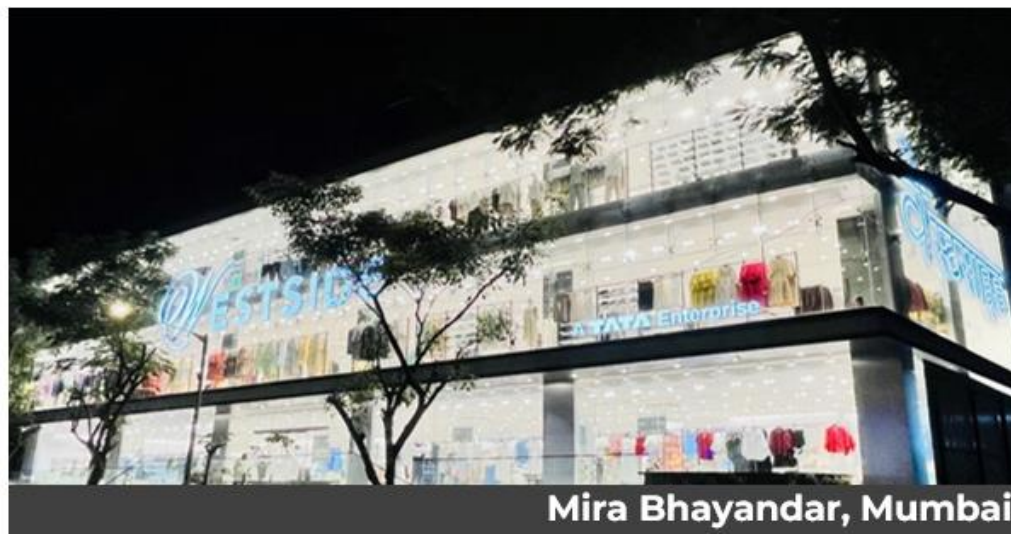
Westside was the presenting partner of the Wreckfest '24 a festival inspired and dedicated to the bass head community in India. The performance had over 30+ artists . On ground we created a pop up to engage with prominently Gen Z audience.

## **WESTSIDE X UNBOXING BLR**

Westside was at Bangalore local college campuses, having Fashion shows, Pop-ups and Wesness activations to help spread visibility and generate awareness.



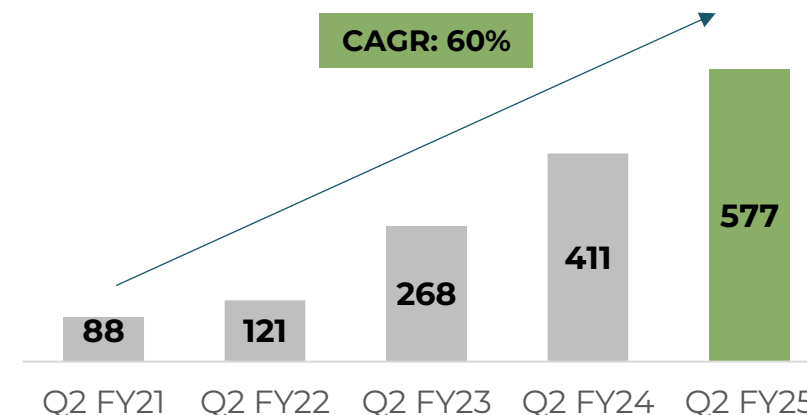
# WESTSIDE – RECENT STORES





# zudio

Store Count



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



**577\***  
No. of Stores#

*\*34 stores opened  
16 stores consolidated  
#Includes SIS Stores*



**184\***  
City Presence

*\*One store in Dubai*

# ZUDIO CAMPAIGNS

**TRENT**  
LIMITED  
A TATA Enterprise





# ZUDIO CAMPAIGNS

**TRENT**  
LIMITED  
A TATA Enterprise





# ZUDIO – RECENT STORES

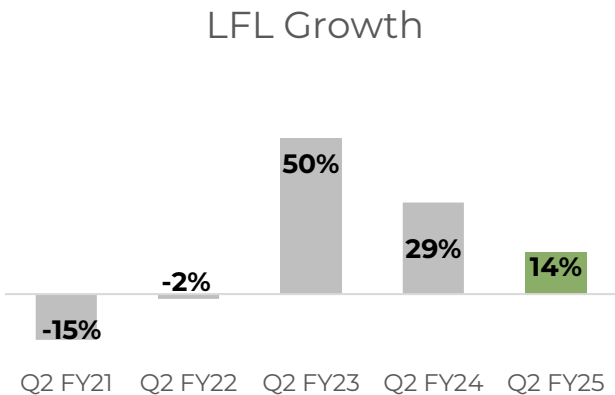
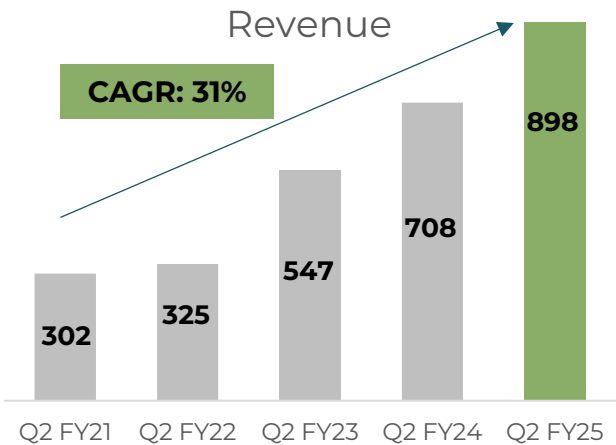






# FOOD & GROCERY

# FOOD & GROCERY



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



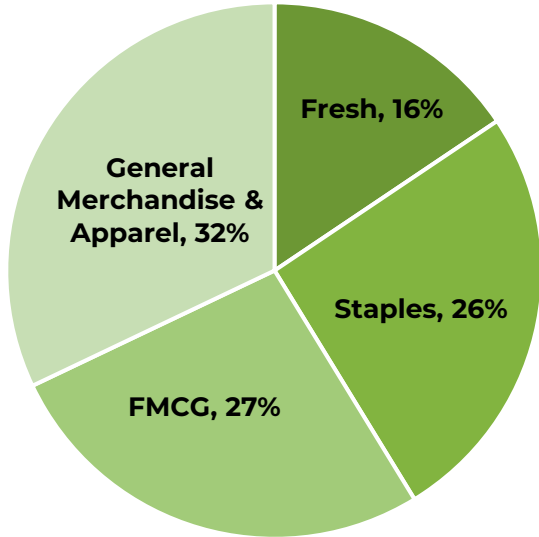
**74**  
No. of Stores



**10**  
City Presence

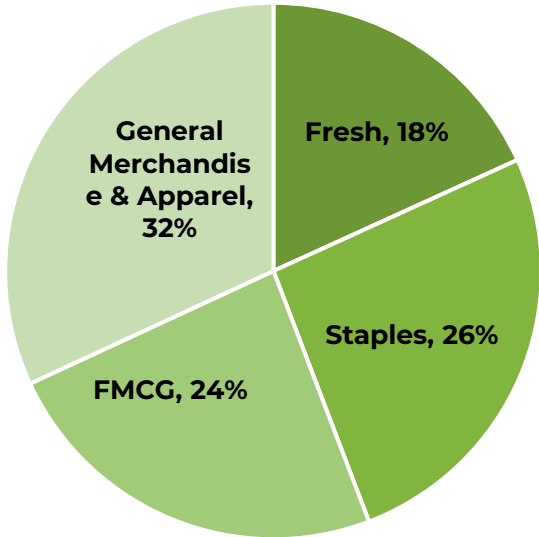
# STAR PRODUCT CATEGORY SPLIT

Q2 FY24



**% Own Brand Share: 66%**

Q2 FY25



**% Own Brand Share: 73%**

## Our Own Brands





# STAR OWN BRANDS - SMARTLE

**TRENT**  
LIMITED  
A TATA Enterprise



**SMARTLE Share in General Merchandise: 80%**

# STAR QUIK CAMPAIGNS

**TRENT**  
LIMITED  
A TATA Enterprise



**Ganesh Utsav Special**  
Welcome Bigger Savings  
31<sup>st</sup> Aug to 16<sup>th</sup> Sept

**UPTO 50% OFF**

**Prasad Essentials**  
**Puja Samagri**  
**Sweets**  
**Dry Fruits**

**SHOP NOW** & **#BachateFaho**  
Everyday Sabse Sasta Groceries



**MEGA MONTHLY SALE**  
30<sup>th</sup> JUN - 9<sup>th</sup> JULY

**UPTO 50% OFF**

**SHOP NOW**

**#BachateFaho**  
Everyday Sabse Sasta Groceries



**Savings Ki Mithaas**

**Rakhi Gifts starting at ₹55**

**SHOP NOW**

**#BachateFaho**  
Everyday Sabse Sasta Groceries



**6 DAYS OF BIGGER SAVINGS**  
14<sup>th</sup> - 19<sup>th</sup> AUGUST

**UPTO 50% OFF**

**4Kg + 2Kg FREE\***

**SHOP NOW** & **#BachateFaho**  
Everyday Sabse Sasta Groceries





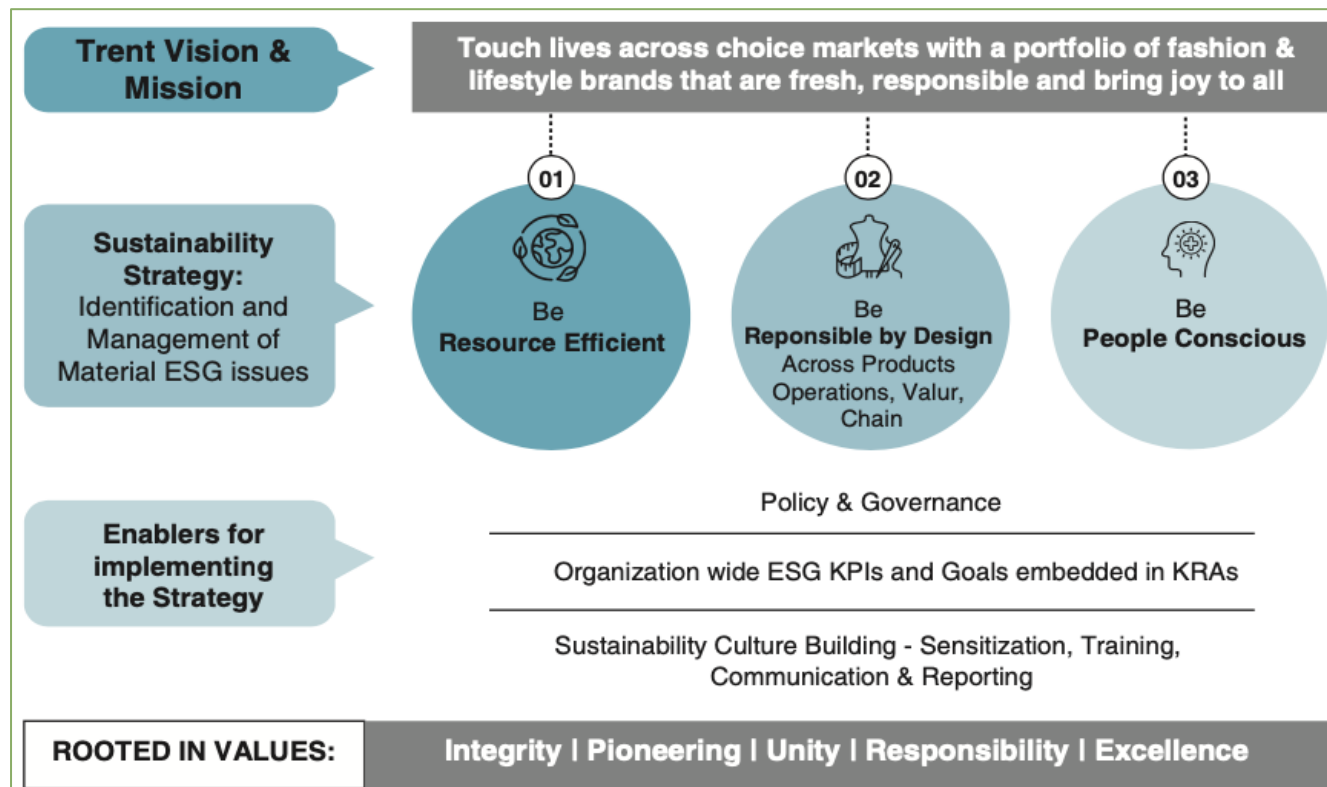
# SUSTAINABILITY



**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
<div><p>Resource Efficient</p></div>	<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. We have installed IoT at 395 stores Around 40% of the electricity demand is met through renewable energy (through solar rooftops) at Distributions Centers</p>
<div><p>Responsible by Design</p></div>	<p>At Trent, we embed sustainability principles across our value chain. We prioritise vendors that undergo audits for labour, health &amp; 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, and proactively promoting renewable energy use and water recycling in our vendors' factories</p>
<div><p>People Conscious</p></div>	<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 &amp; safety, skill development, career growth, diversity and inclusion and other initiatives  As a part of process, more than 3000 employee-hours of health and safety training and 12,167 Man-hours of training on skills and development of employees conducted in H1 FY2024-25</p>

# CSR INITIATIVES

**TRENT**  
LIMITED  
A TATA Enterprise

## Promoting Employability

- Trent has partnered with Salaam Bombay Foundation to provide vocational skill development and financial literacy to underprivileged adolescents
- 380+ underprivileged (Girls: 77%, Boys: 23%) across 13 schools studying in Class 9 are part of the programme In Mumbai and Pune, this year

## Promoting Education

- Trent has partnered with The Karta Initiative to support 25 underprivileged students through the Trent Scholar Program
- Trent supports the 'Nanhi Kali' project in Mumbai government schools in partnership with K.C. Mahindra Education Trust. It aims to enhance the academic outcomes of 300 female students in government schools from standard 8 to 10 in Mumbai, Maharashtra

## Promoting Women Entrepreneurship

- Trent collaborates with the Kaarigar Clinic is 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



For any queries, please email to:  
[investor.relations@trent-tata.com](mailto:investor.relations@trent-tata.com)