



29th April 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 Audited Financial Results (Standalone and Consolidated)
for the year ended 31st March 2024**

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 Audited Financial Results (Standalone and Consolidated) for the year ended 31st March 2024.

Thanking you,

Yours faithfully,
For Trent Limited

KRUPA
KETAN
ANANDPARA
Digitally signed by
KRUPA KETAN
ANANDPARA
Date: 2024.04.29
15:27:57 +05'30'

Krupa Anandpara
Company Secretary
Membership No.: A16536

Encl.: As above

REGISTERED OFFICE : BOMBAY HOUSE, 24, HOMI MODY STREET, MUMBAI - 400 001. TEL.: (91-22) 6665 8282 FAX : (91-22) 2204 2081

CORPORATE OFFICE : TRENT HOUSE, G-BLOCK, PLOT NO. C-60, BESIDE CITI BANK, BANDRA-KURLA COMPLEX, BANDRA (EAST),
MUMBAI - 400 051. TEL.: (91-22) 6700 9000 FAX : (91-22) 6700 8100

Email id - westside@trent-tata.com Website - www.trentlimited.com CIN - L24240MH1952PLC008951

PERFORMANCE HIGHLIGHTS

Q4FY24

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



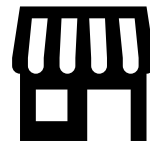
TRENT AT A GLANCE



10 Mn+
WestStyleClub Members



10 Mn+
Retail Area (sq. ft.)



875+
No. of Stores



160+
City Presence

Note:

* As of 31st March 2024

Q4 FY24 HIGHLIGHTS



Standalone	₹ 3187 Cr Revenue	↑ 53%	₹ 258 Cr Op. EBIT*	↑ 353%	₹ 316 Cr PBT^	↑ 153%
Consolidated	₹ 3298 Cr Revenue	↑ 51%	₹ 239 Cr Op. EBIT* (incl. share from JVs & Assoc.)	↑ 451%	₹ 296 Cr PBT^	↑ 343%
Store Count	811 Fashion Concepts#		66 Food & Grocery			

Exceptional gain for the quarter of Rs. 543 Cr [Rs. 623 Cr at consolidated level], tax impact thereon of Rs. 137 Cr :- Net of tax Rs. 407 Cr [Rs. 486 Cr at consolidated level] relates to reassessment of the estimates of measurement and recognition of the right to use assets (including related security deposits) and corresponding lease liabilities under IND AS 116

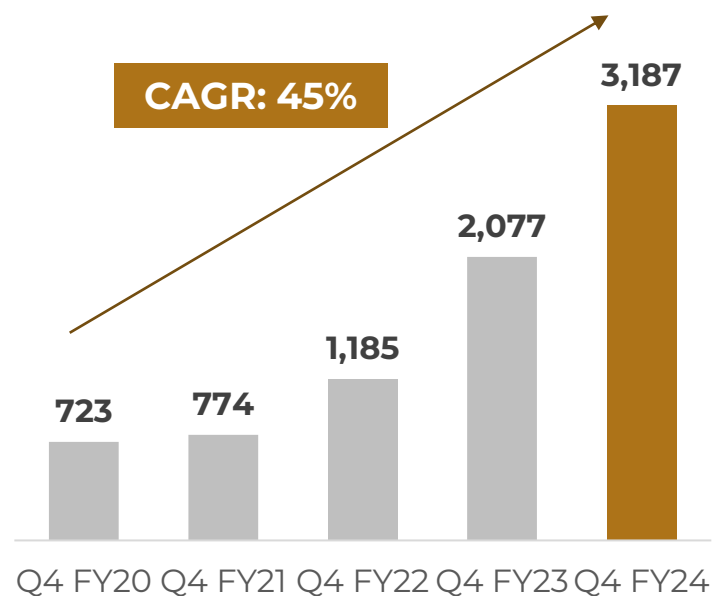
#Includes SIS Stores

^Before Exceptional Item

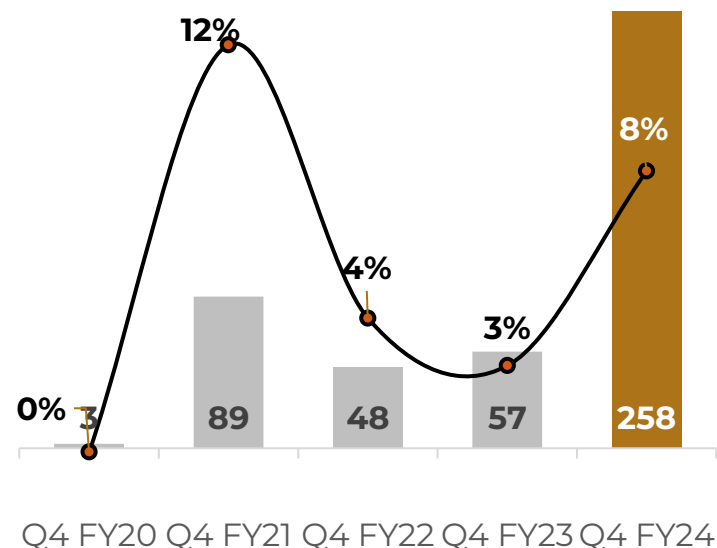
*Operating EBIT % is on net revenue and is excluding non-operating items & IndAS 116 impact

TRENDS – LAST 5 YEARS

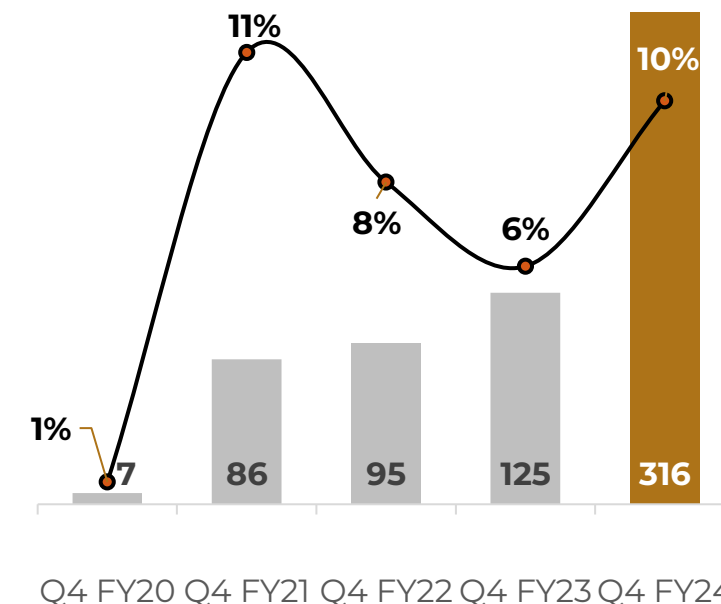
Reported Revenue



Op. EBIT* & Margin %



PBT# & Margin %



#Before Exceptional Item

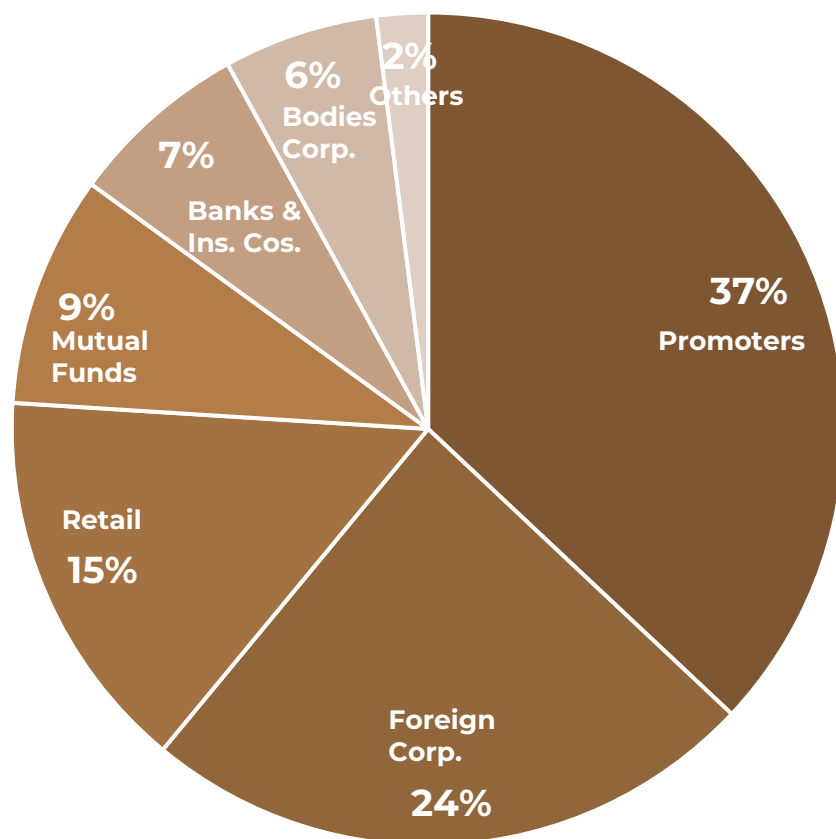
*Operating EBIT % is on net revenue and is excluding non-operating items & IndAS 116 impact

SHAREHOLDING & MARKET CAPITALIZATION

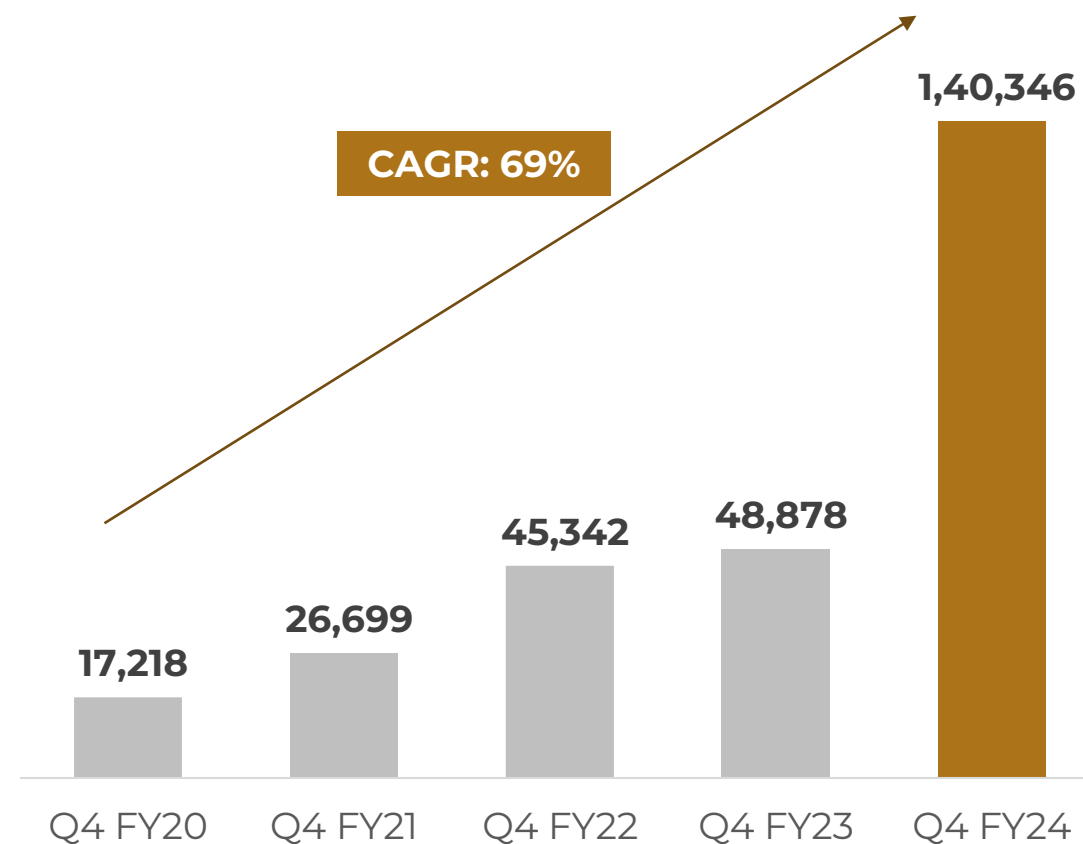
TRENT
LIMITED

In Crs.

Shareholding Pattern as on 31st Mar'24



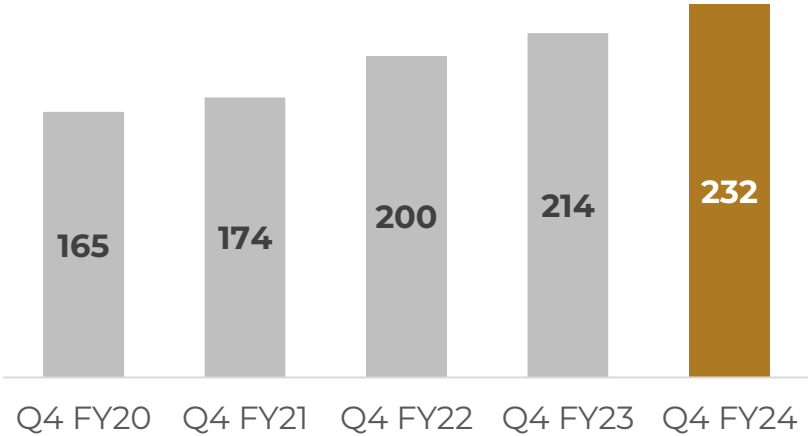
Market Capitalization (Rs. Cr)



FASHION CONCEPTS

WESTSIDE

Store Count





4.5 Mn+

Retail Area (sq. ft.)



232

No. of Stores



91

City Presence

Note:
* As of 31st March 2024

WESTSIDE – BRAND PORTFOLIO

TRENT
LIMITED

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

WESTSIDE CONNECT

TRENT
LIMITED

WESTSIDE X JUBLIEE GOLF TOURNAMENT (TATA STEEL)

The 46th Jubilee Golf tournament hosted by Tata Steel in Jamshedpur at Golmuri Club with 250+ Golfers participation. Attendance: 300+

WESTSIDE X WALK A THON

India's First ever dedicated Ortho – Walk a thon in association with Moonot Healthcare foundation. An inspiration for people with Orthopedic issues

WESTSIDE X KGAF 2024

Participated at Kalaghoda Fest, with a pop up that categorized StudioWest with main focus on Bloom Range. Makeovers at the stall and gamification via spin the wheel. Attendance: 3000+ walk in at Stall



WESTSIDE CONNECT



WESTSIDE X TATA STEEL VINTAGE CAR & BIKE RALLY

Jamshedpur's history and vibrant culture, showcased in lively event themed, 'Retro Rides and Modern Vibes', attracting enthusiasts and spectators alike. Attendance: 1500+ Guests

WESTSIDE X BOMBAY GYMKHANA MARATHON 2024

A marathon on their 150th anniversary celebrations. This run promises to showcase the spirit of athleticism that defines legacy. Attendance: 1500+ Runners at Expo

WESTSIDE X MAKE-UP MASTERCLASS WITH MJ SHEKAR

Showcase the beautiful range of products from StudioWest. Create experience and engage with audience. Attendance: 150+ Audience at the pop up for the master class & 16 influencers + Mall Walkins – 39.6k

WESTSIDE – RECENT STORES

TRENT
LIFESTYLE



Mehsana, Gujrat



Velachery, Chennai

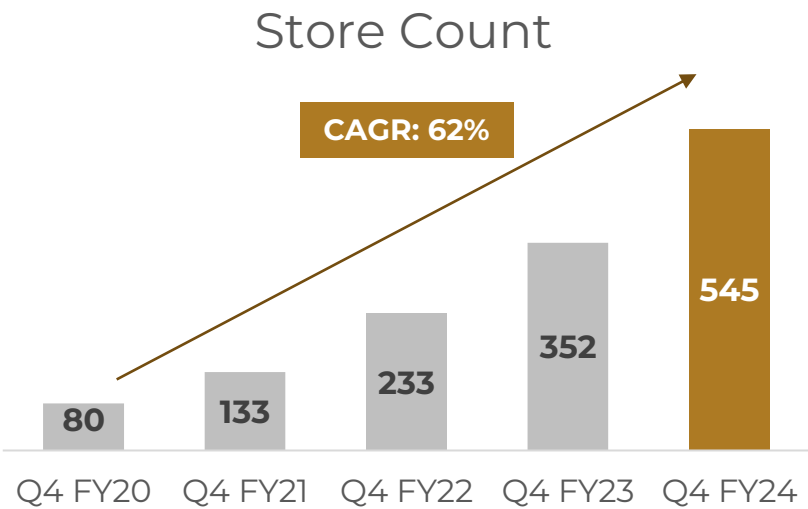


Hesaraghatta Road, Bangalore



Waghodia, Vadodara

zudio



5 Mn+
Retail Area (sq. ft.)



545
No. of Stores[#]



163
City Presence

Note:
* As of 31st March 2024

¹⁴
#Includes SIS Stores

ZUDIO CAMPAIGNS

TRENT
LIMITED



TOTAL FOLLOWERS GAINED 8.2K

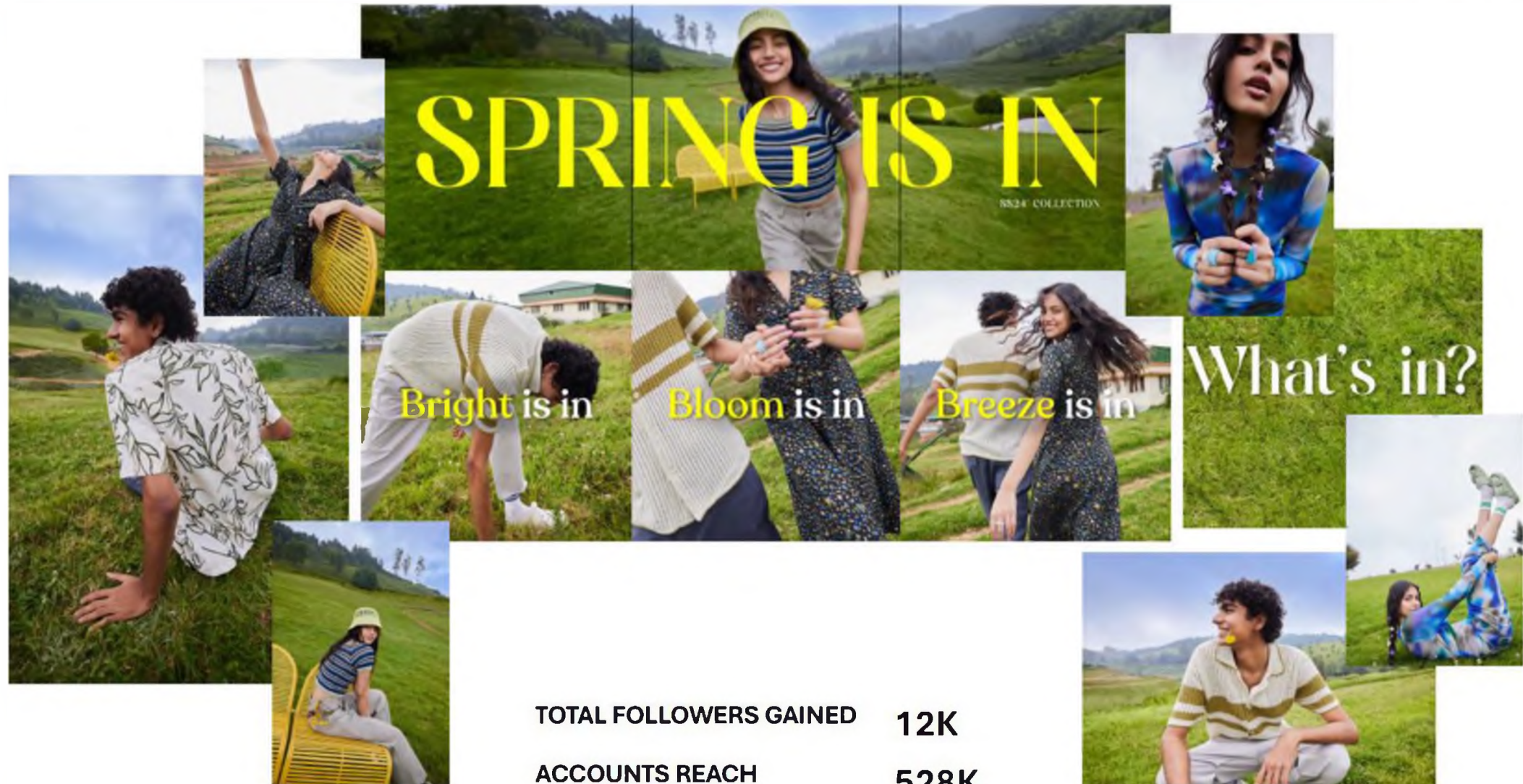
ACCOUNTS REACH 450K

CONTEST INTERACTION 45K



ZUDIO CAMPAIGNS

TRENT
LIMITED



ZUDIO CAMPAIGNS

TRENT
LIMITED



TOTAL FOLLOWERS GAINED

7K

ACCOUNTS REACH

377K



ZUDIO – RECENT STORES



Burkule Hall – CIDCO, Nashik



Dabolim, Goa



Agora Mall, Vadodara



Ashoka Marg, Nashik

SAMOH - MUMBAI

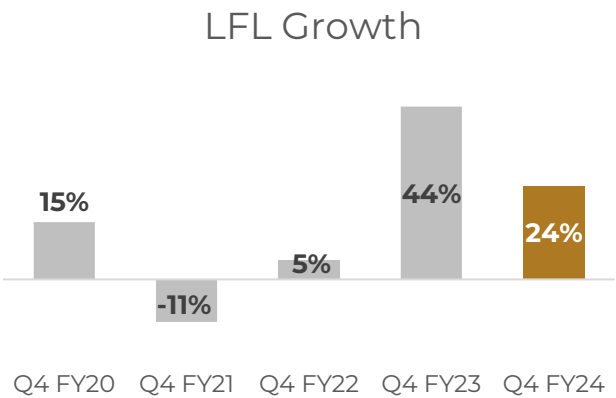
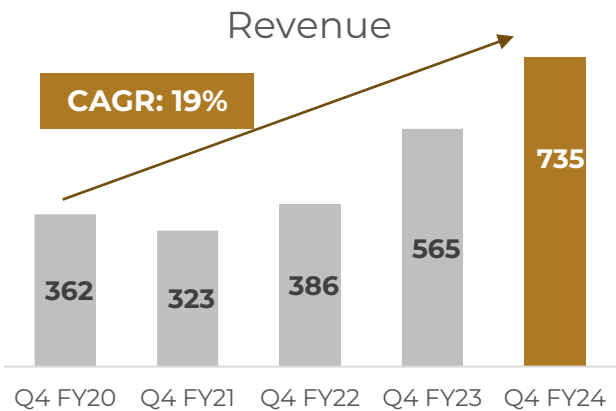
TRENT
LIMITED





FOOD & GROCERY

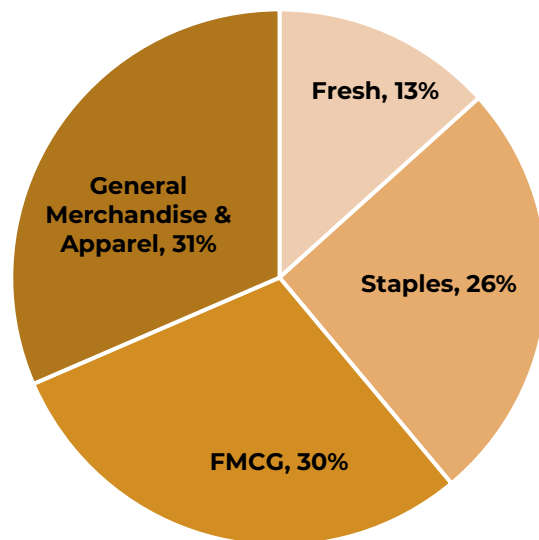
FOOD & GROCERY



STAR PRODUCT CATEGORY SPLIT

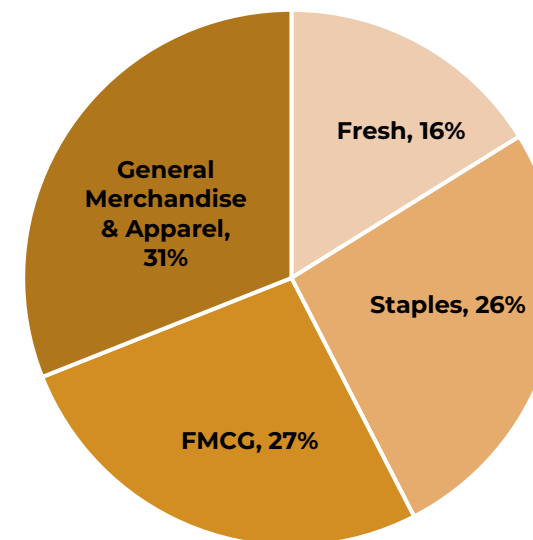
TRENT
LIMITED

Q4 FY23



% Own Brand Share: 60%

Q4 FY24



% Own Brand Share: 69%

Our Own Brands



STAR OWN BRANDS - SMARTLE

TRENT
LIMITED



SMARTLE Share in General Merchandise: 73%

STAR CAMPAIGNS

Jan (Republic Day) - Leaflets & WhatsApp

The image displays four promotional leaflets from STAR and SMARTLE. The first leaflet, titled '24-28 JAN BHAARI SAVINGS REPUBLIC DAY SALE', features 'BUY 1 GET 1 FREE' offers on various grocery items. The second leaflet, 'Monthly Essentials', lists a wide range of household goods with their respective prices. The third leaflet, 'Wholesale Prices at STAR', highlights special prices for rice and pulses. The fourth leaflet, 'SMARTLE A TATA Product', promotes kitchen appliances like mixers and blenders. Each leaflet includes product images, prices, and promotional text.

Mar Digital campaigns (Holi & Ramzan theme) - 19.34 Mn impressions, CTR 0.5%

The image shows four digital campaign banners for STAR. The first two banners are for 'Biscuits Select Range' and 'Beverages Select Range', both featuring 'BUY 1 GET 1 FREE' offers. The third banner is for 'Emperor Dates Iranian Muzafati 400g' with a price of ₹139. The fourth banner is for 'Fabsta Vermicelli Plain 350g' with a price of ₹22. Each banner has a festive, colorful background with stars and patterns.

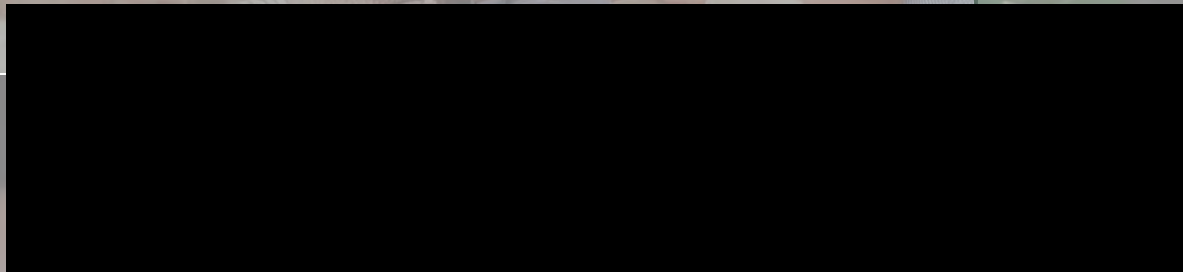
STAR QUIK CAMPAIGNS

TRENT
LIMITED

The top row features four promotional banners for StarQuik. The first banner is for the 'REPUBLIC DAY SALE' from 23rd to 28th January, offering up to 50% off on products like Surf Excel and Comfort. The second banner is for the 'Holi Special' from 15th to 25th March, offering up to 50% off on Holi-themed products. The third banner is a screenshot of a WhatsApp message from StarQuik, announcing the 'LAST 3 DAYS' of the 'MEGA MONTHLY SALE' with up to 50% off, and providing a link to the TATA Enterprise App. The fourth banner is a green background with a large '₹99 OFF ON EVERY ORDER' and the code 'SAVE99', with a note that it applies to shopping for fruits, vegetables, non-veg, and home & kitchen products by Smartle worth ₹750.

Digital Promotion for all key festivals

The bottom row features three promotional banners for StarQuik. The first banner is for the 'Sankranti & Pongal Special', offering up to 50% off on products like Pongal and Sankranti. The second banner is for the 'From the Heart to your Cart Valentine's Special', offering up to 50% off on Valentine's-themed products. The third banner is for the 'Daawat-e-Iftaar Ramzan Special', offering up to 50% off on Iftar products like dates and fruits.



**Trent Inspires
Trent Cares**

SUSTAINABILITY STRATEGY



Trent Vision & Mission

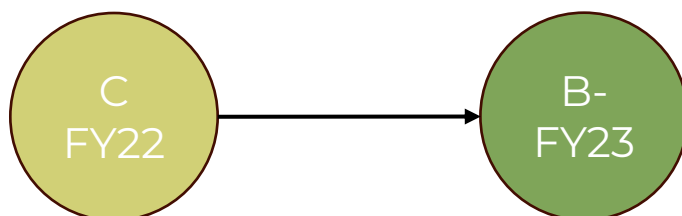
Touch lives across choice markets with a portfolio of fashion & lifestyle brands that are fresh, responsible and bring joy to all

Sustainability Strategy:
Identification and Management of Material ESG issues

Enablers for implementing the Strategy

ROOTED IN VALUES:

Integrity | Pioneering | Unity | Responsibility | Excellence



Trent has marked a progress and scored **"B-" in the CDP (Carbon Disclosure Program) - Climate Change 2023 evaluation.**

From: Awareness of impacts on, and of, Climate Issues
To: Taking Coordinated action on Climate Issues

Three Pillars

- **Resource Efficient:** Energy conservation, renewable sources of energy, packaging, effective waste management, and waste reduction 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

MILESTONES



Energy Efficiency Improvements

Trent is in the process of 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 already installed IoT at **112 stores**.

We have **solar rooftops** at Distributions Centers that provide **40% of the electricity** demand

Waste Reduction and Recycling

Trent has reduced consumption of carton boxes by using **plastic tote boxes**. Before elimination of the carton boxes, **200 stores** were recycling the boxes to create new boxes.



Compliant Vendor Base

Trent has adopted SMETA 4 pillar audit process that assesses **Labour, Health & Safety, Environment, Business Ethics** practices at finished product vendor factory. **100% of finished product vendors** undergo the audit process.

Responsible Raw Material

As part of our commitment towards product responsibility, Trent is a member of Better Cotton Initiative (BCI). We have used **253 tons of cotton in our products** with traceability credits from the BCI supply chain. We are also working with LivaEco and Organic Cotton to source responsible fibers with authenticity certificates.



Employee Wellbeing

Trent focuses on employee wellbeing, as part of the process **14,962 employees** received health and safety training in FY 2023-24

Training & Development

90% of Trent employees responded that Trent is a great place to work under GPW® EES survey. **13607** Man-hours of training on skills and development of employees across employee tiers.

CSR INITIATIVES



Promoting Employability

- Partnering 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
- Trent supports the 'Nanhi Kali' project in Mumbai government schools in partnership with K.C. Mahindra Education Trust.
- This important initiative aims to enhance the academic performance and learning outcomes of 300 female students in government schools from standard 8 to 10 in Mumbai, Maharashtra.

Promoting Water Harvesting

- Storage & capacity enhancement, repair and renovation of existing water harvesting structures
- 7600 families in 20 villages of Gujarat benefited and are prepared for the monsoon to harvest water

Promoting Education

- To ensure the enrollment of underprivileged students across India in premier Indian and International universities, Trent has partnered with Tata Trusts' The Karta Initiative to support 25 underprivileged students

Promoting Women Entrepreneurship

- Trent's collaboration with Kaarigar Clinic is making a significant impact to enhance livelihoods and boost income prospects of marginalized women.
- Over the course of three years, the aim is to empower 1125 women artisans from Kutch, Gujarat to become entrepreneurs.



Thank You