

9<sup>th</sup> August 2023

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: Press Release on unaudited financial results**

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 a press release on the unaudited financial results (standalone and consolidated) for the first quarter ended 30<sup>th</sup> June 2023.

Thanking You,  
For Trent Limited

Krupa Anandpara  
Company Secretary

Encl.: as above

Trent Ltd announces Q1FY24 Results

**Portfolio of 632 fashion stores | 49 stores added during the quarter.**

**Standalone revenues up 54% over Q1FY23**

**CAGR over Q1FY20: 35% for revenues and 22% for PBT**

**Star revenues up 33% over Q1FY23 | CAGR over Q1FY20: 20%**

**Mumbai, 9<sup>th</sup> August 2023:** Trent Limited (the “Company”), today announced its standalone and consolidated financial results for the quarter ended June 30<sup>th</sup>, 2023.

**Standalone Results**

Rs Cr	Q1 FY24	Q1 FY23	Growth vs Q1FY23	CAGR over Q1FY20
<b>Revenues</b> (incl. GST)	2,704	1,756	54%	35%
<b>PBT</b>	193	133	45%	22%

- Trent witnessed encouraging revenue growth during Q1FY24 amidst relatively subdued market conditions. The change in the revenue profile across formats continues to remain aligned with our expansion strategy. Operating EBIT\* margin for Q1FY24 was 8.8% (10.2% for Q1FY23). The performance of the business and the growth momentum encourages us to continue with our expansion agenda over the medium and long term.
- As of 30<sup>th</sup> June 2023, our portfolio included 221 Westside, 388 Zudio and 23 stores across other lifestyle concepts. During the quarter, we added 7 Westside and 40 Zudio stores across 35 cities.

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

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**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

- In Q1FY24, our fashion concepts registered encouraging LFL growth of over 12% vis-à-vis Q1FY23. Across all our brands, we focus on delivering consistent value to our customers through a differentiated product portfolio. In addition, our stores continue to provide an elevated brand experience even as we pursue our expansion program.
- Our emerging categories including beauty and personal care, innerwear and footwear continued to gain traction with customers. Emerging categories now contribute to over 19% of our standalone revenues. Online revenues through Westside.com and other Tata Group platforms contributed 4% of Westside revenues for the quarter. Westside.com contributed 32% of the overall online revenues.
- We continue to consistently hold liquid cash and cash equivalents of around Rs. 500 cr on the Balance Sheet. Outstanding debt NCD's remains at Rs. 500 cr.

### **Consolidated Results**

Rs Cr	Q1 FY24	Q1 FY23	Growth vs Q1FY23	CAGR over Q1FY20
<b>Revenues</b> (incl. GST)	2,808	1,921	46%	35%
<b>PBT</b>	212	147	44%	32%

- Given the accounting standards, the consolidated revenues do not proportionately consolidate revenues for our THPL business and the same is accounted for on an equity method. Nevertheless, the consolidated profitability includes the proportionate share of profitability of our THPL venture.
- The Star business, consisting of 65 stores, continued to witness improved customer traction with growing sales densities. The business registered operating revenue growth of 33% in Q1FY24 vs the corresponding previous period. Almost, the entirety of this growth was from like-for-like stores and the volume growth was also strong and comparable. The business experienced an all-round operating performance improvement. Given the increasingly positive economics, we are

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convinced that we have a differentiated & scalable model to pursue. Consequently, we see Star as a key and additional growth engine in our portfolio.

A background investor presentation is also enclosed with this press release.

### **Chairman's Message**

Speaking on the performance, Mr. Noel N Tata, Chairman, Trent Limited said, "Our lifestyle offerings across concepts, categories and channels continue to witness strong momentum in Q1FY24. We continue to see growing relevance for our offerings, resilience in our business model choices and attractiveness in our differentiated platform.

We will further expand our reach with vigour with the aim of being ever more proximate and convenient to customers reinforcing our brand promise.

We also continue to apply our playbook to the Star business and are witnessing strong customer traction, instilling a growing conviction in us to build out this growth engine in the food and grocery space. We are confident that this business is well poised to shift gears and deliver substantial value to customers and shareholders going forward.

The growing acceptance of our brands demonstrates the attractiveness of our platform and the tremendous potential to address opportunities that lie ahead."

### **About Trent**

Trent Limited is part of the Tata Group and operates a portfolio of retail concepts. The primary customer propositions of Trent include Westside, one of India's leading chains of fashion retail stores, Zudio, a one stop destination for great fashion at great value and Trent Hypermarket, which operates in the competitive food, grocery and daily needs segment under the Star banner. Trent's new fashion concepts include Samoh, a differentiated & elevated occasion wear offering and Misbu that offers a curated & compelling range of beauty, personal care and fashion accessories.

Westside stores have a footprint of predominantly between 18,000-34,000 sq. ft. across 90 cities. Westside stocks a broad range of products ranging from apparel, footwear, accessories to cosmetics and perfumes to home accessories and gifts amongst others.



Each Westside store presents international shopping ambience, superior merchandise at affordable prices and excellent service.

Zudio, the value fashion format destination, operates with stores having a footprint of around 7,000-10,000 sq. ft. Zudio stores offer several product categories to meet the varied shopping needs of customers. These include apparel across men, women and kids and footwear.

### **Disclaimer**

Statements in this press release 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.

### **For media queries, please contact:**

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**TRENT**  
LIMITED  
A TATA Enterprise

# PERFORMANCE HIGHLIGHTS

Q1FY24



WESTSIDE Zudio *utsa* MISBU SAMOH A TATA Enterprise **STAR**

# DISCLAIMER



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# TRENT JOURNEY



# TRENT AT A GLANCE



**₹8,242 Cr**  
FY'23 Revenue



**9 Mn+**  
WestStyleClub Members\*



**8 Mn+**  
Retail Area (sq. ft.)\*



**675+**  
No. of Stores\*



**145+**  
City Presence\*

**Note:**  
\* As of 30th June,'23

## Q1 FY24 HIGHLIGHTS



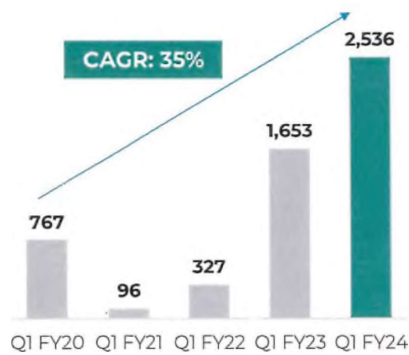
<b>Standalone</b>	₹ <b>2536</b> Cr Revenue ↑ 53%	₹ <b>222</b> Cr Op. EBIT* ↑ 31%	₹ <b>193</b> Cr PBT ↑ 45%
<b>Consolidated</b>	₹ <b>2629</b> Cr Revenue ↑ 46%	₹ <b>244</b> Cr Op. EBIT* (incl. share from JVs & Assoc.) ↑ 31%	₹ <b>212</b> Cr PBT ↑ 45%
<b>Store Count</b>	<b>632</b> Fashion Concepts	<b>65</b> Food & Grocery	

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

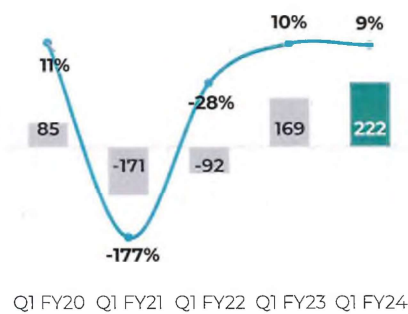
# TRENDS – LAST 5 YEARS



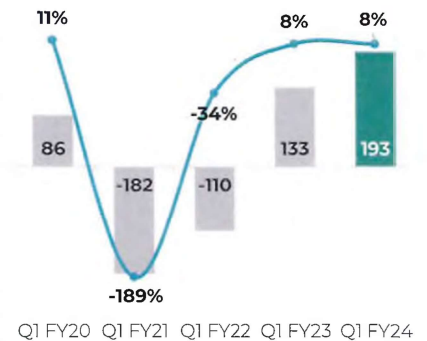
Reported Revenue



Operating\* EBIT & Margin %



PBT & Margin %

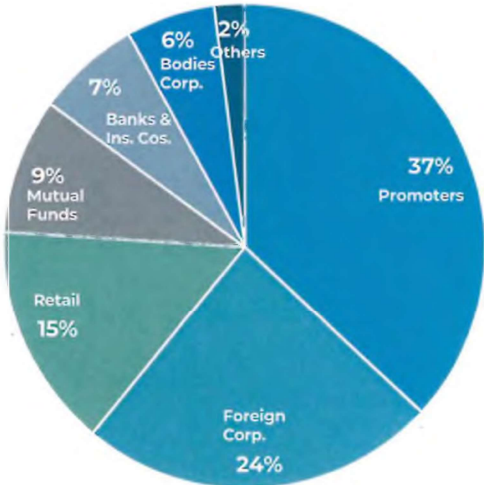


\*Operating EBIT % is on net revenue and is excluding non-operating items & IndAS 116 impact

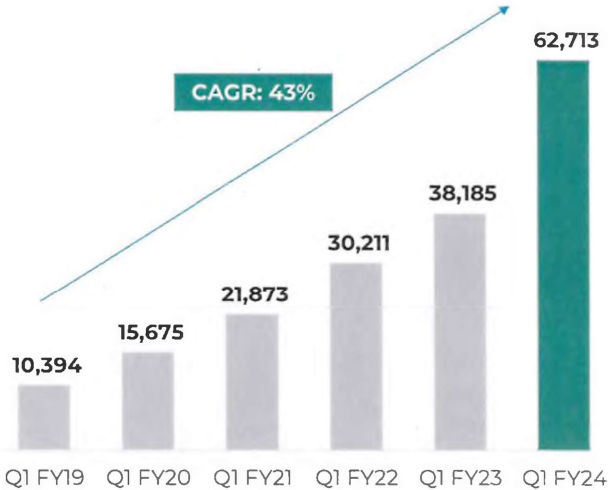
# SHAREHOLDING & MARKET CAPITALIZATION



Shareholding Pattern as on 30<sup>th</sup> June'23



Market Capitalization (Rs. Cr)







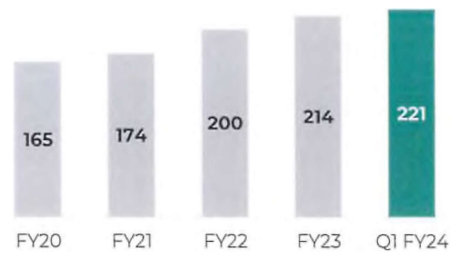


# FASHION CONCEPTS



# WESTSIDE

Store Count



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

**221**  
No. of Stores

**90**  
City Presence

# WESTSIDE – BRAND PORTFOLIO

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<b>NUON</b>	<b>E.T.A</b>	<b>WES</b>	<b>L.O.V.</b>	wardrobe	<i>utsa</i>
STUDIOWEST	<i>vark</i>	wunderLove	STUDIOFIT	<b>HOP</b>	BOMBAY'S PAISLEY
<b>SOLEPLAY</b>	<sup>WESTSIDE</sup> <b>HOME</b>	LUNA BLU	ASCOT	<i>Gia</i> CURVES	<i>Zuba</i>

# WESTSIDE CONNECT

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Westside X Sananda Tilotama



Westside X Project I am Enough



Westside X Fitpage : Wesness



Westside X NCPA



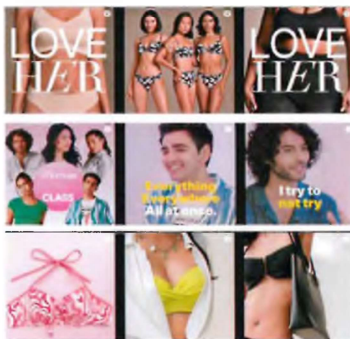
Westside X College Fests



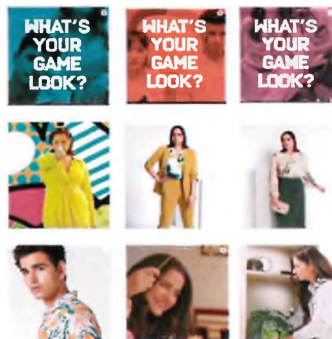


# WESTSIDE CAMPAIGNS

**TRENT**  
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Love Her, Limitless,  
Swim, Westside X  
Shahana



Westside X Tata Neu,  
Limitless, Swim,  
Westside X Class  
collaborations

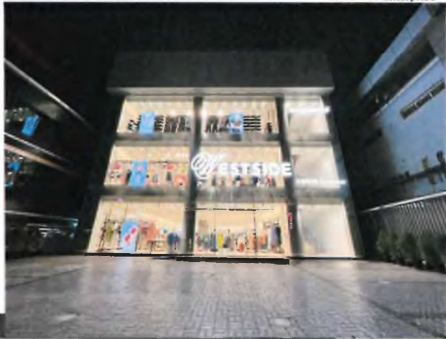


I AM, Westside X  
Project I am Enough,  
Think Pink, Father's  
Day, ETA X Sashank

# WESTSIDE – RECENT STORES



Kochi



Thrissur



Dehradun



Ludhiana

# FASHION CONCEPTS



# zudio

Store Count



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



**388**  
No. of Stores

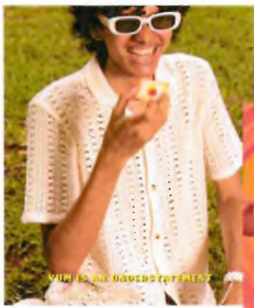


**127**  
City Presence

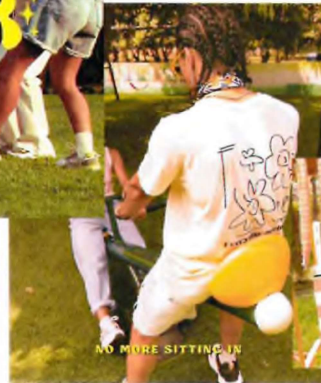


# ZUDIO CAMPAIGNS

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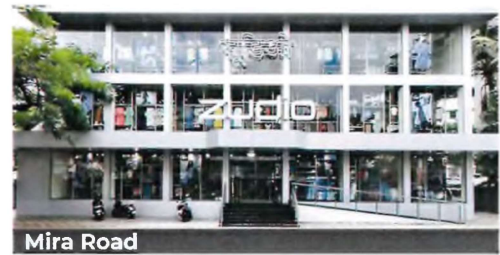
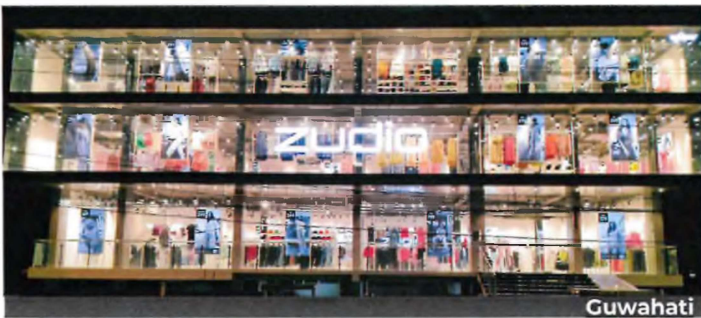


**SUMMER  
CAMPAIGN**  
Living all the summer  
nostalgic moments  
through ZUDIO



## ZUDIO – RECENT STORES

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# SAMOH - NEW CONCEPT

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A TATA Enterprise





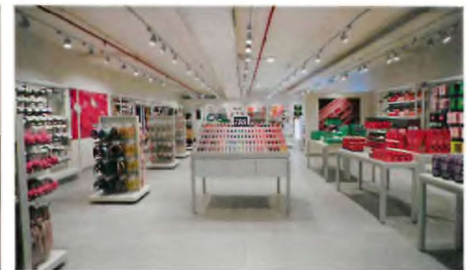
# MISBU - NEW CONCEPT

**TRENT**  
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A TATA Enterprise



**MISBU**  
SHOP. SWIPE. SLAY

**On Trend Lifestyle  
Irresistible Pricing**



st<sup>ar</sup>

FOOD &  
GROCERY



# FOOD & GROCERY



Store Count



*\*2 new stores (36000 sqft.) added in Q1 FY24*



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

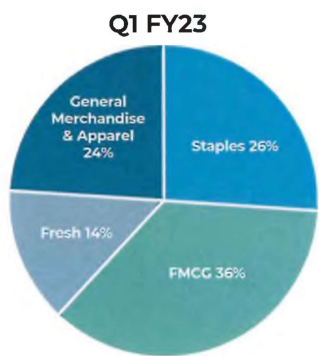


**65**  
No. of Stores

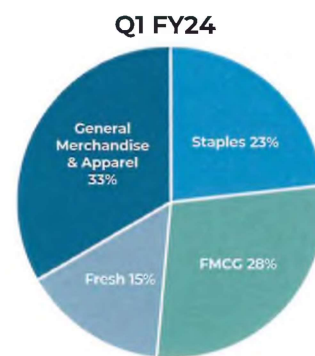


**10**  
City Presence

# STAR PRODUCT CATEGORY SPLIT



**% Own Brand Share: 24%**



**% Own Brand Share: 35%**

## Our Own Brands



# JRDQV (JRD TATA QUALITY VALUES) AWARD





# SUSTAINABILITY





# SUSTAINABILITY AT TRENT



## Resource Efficiency

### Smart electricity solutions for store electricity and HVAC

The company is in the process of implementing intelligent electricity solutions in its stores and HVAC (Heating, Ventilation, and Air Conditioning) systems to optimize energy consumption.

### Waste Recycling

Trent has made significant progress in waste management and recycling efforts. It has successfully recycled 1800 tons of waste material, diverting it from landfills and turning it into new products. Usage of eco-friendly packaging materials like recycled cardboard boxes, paper, and plastic bags reduces environmental footprint.



## Sustainable Logistics

### Strategic opening of new Distribution Centers to improve logistical efficiency

Trent has adopted a sustainable logistics strategy by strategically opening new Distribution Centers. This approach helps in minimizing carbon emissions and reducing the company's environmental impact.

### Use of EV trucks for last-mile connectivity

As part of its commitment to sustainability, Trent is in the process of introducing electric vehicles (EVs) into its fleet for last-mile connectivity. This will help reduce greenhouse gas emissions, noise pollution, and dependency on fossil fuels.

# SUSTAINABILITY AT TRENT



## Product Stewardship

Social and Environmental audit of all the vendors in the supply chain:  
Trent conducts social and environmental audits of its vendors to assess their compliance with ethical and sustainability standards. This approach promotes transparency, fair labor practices, and environmental stewardship throughout the supply chain.

Membership of BCI cotton to establish traceability from farm to product:  
BCI promotes sustainable cotton production practices, including reduced water and chemical usage, fair labor practices, and traceability from farm to the end product.



## Social & Governance

The company is participating in the Carbon Disclosure Portal Initiative for Climate Change 2022.

Carried out sustainability Materiality assessment with internal and external stakeholders to identify material issues.

Completed 50,000 volunteering hours in FY23, engaging employees and providing need-based community support.



# Thank You

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



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