



18th June 2025

Listing Department The National Stock Exchange of India Limited Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai 400051 Symbol: TRENT	Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001 Scrip Code: 500251
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Sub: Investors' Presentation for the Investor and Analysts Meet

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 and in continuation to our letter dated 11th June 2025, we enclose herewith the presentation for the Investor and Analysts Meeting to be held today. The said presentation is available on the Company's website.

This is for your information and records.

Thanking you,

Yours faithfully,
For Trent Limited

Krupa Anandpara
Company Secretary
Membership No.: A16536

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

A TATA Enterprise

TRENT

LIMITED

A **TATA** Enterprise

18th June 2025

WESTSIDE **zudio**

utsa

SAMOH

zudio
beauty

A **TATA** and **TESCO** Enterprise



General Economic Backdrop and Industry Outlook

Indian Retail Sector

~\$1 Tn → ~\$2.2 Tn
2025 2034P

Retail market

- FY25 was a relatively challenging year for retail in India. Multiple headwinds, including inflation, impacted discretionary spends.
- India's economy, however, remains resilient, standing out among large economies.
- A young population, urbanization, and digital proliferation drive dynamic consumption.
- A heterogenous and geographically diverse market presents both challenges and opportunities.

Fashion and lifestyle market

- Transforming with evolving consumer preferences, global access and digitalization
- Poised to grow at 10-12% CAGR to ₹18 lakh crore by 2028
- Channel diversity including omnichannel retailing are gaining traction
- Consumer expectations prioritize value, convenience, and experience, favoring brands with strong trust equity and agility



Food and Grocery Retail

- Driven by demand for packaged food, health-conscious consumption, and modern trade expansion
- Premiumization is emerging, with consumers willing to pay for convenience, quality, and wellness attributes
- Market opportunity for organized trade continues to expand



Source: Industry Reports/internal analysis

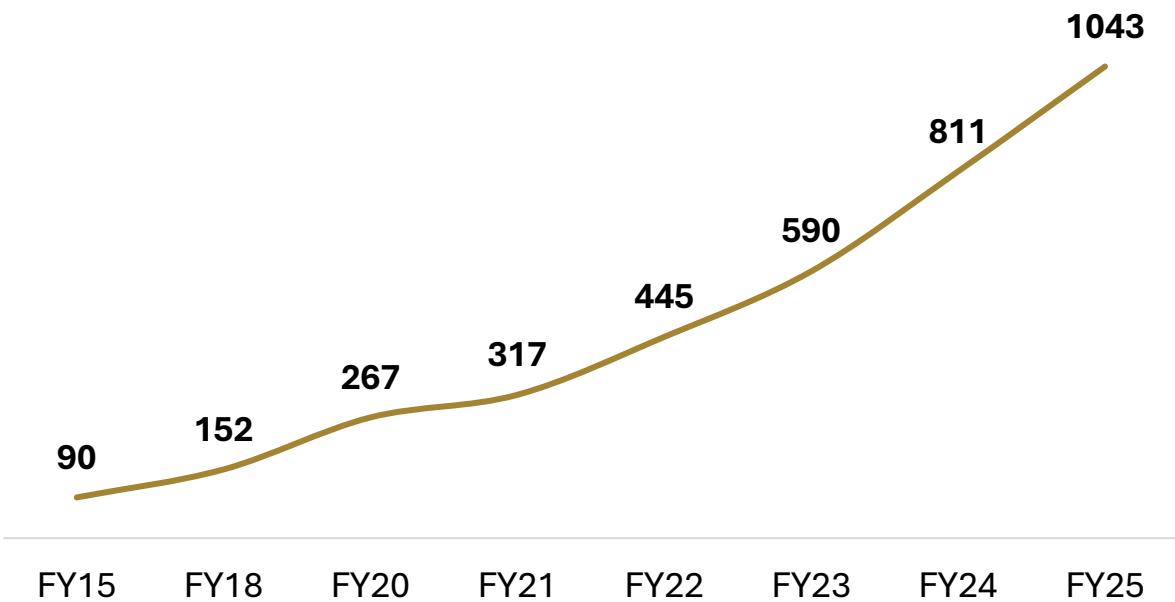
Note: Lifestyle market comprises fashion, beauty & personal care and related adjacencies

Trent's journey

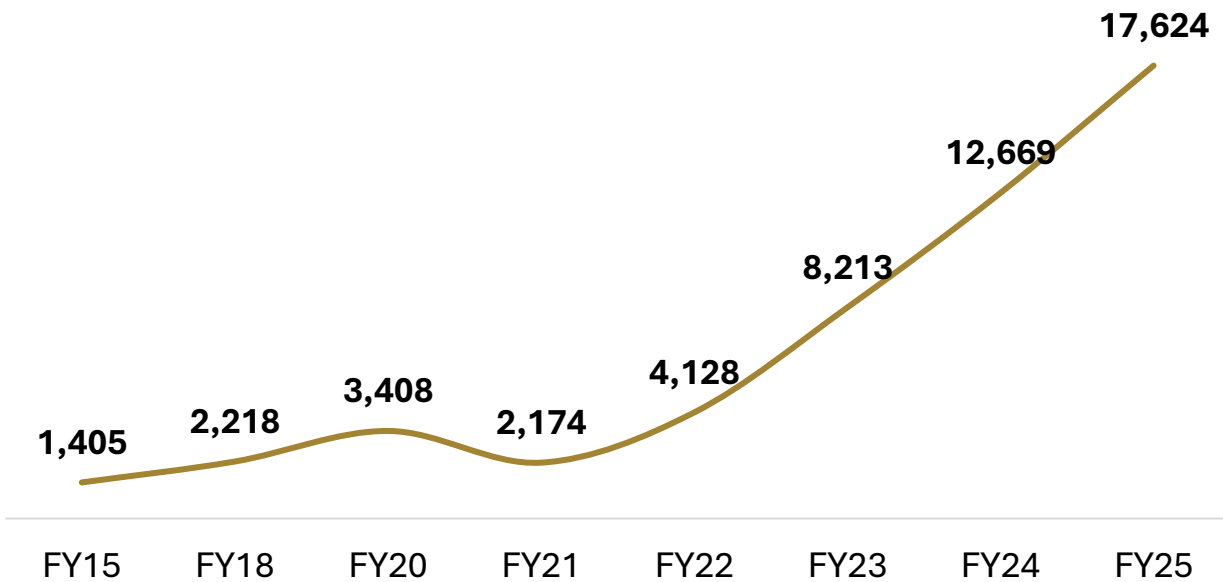


Lifestyle Fashion

Store (#)



Revenue (Rs Cr)



FY25 at a glance

Financial Performance



₹17,624 Cr.

Sales
(incl. GST)

₹1,822 Cr.

Operating EBIT

₹2,077 Cr.

PBT
(before exceptional items)

₹44.58

EPS

37.2%

Operating RoCE*

30.6%

Operating RoE*

Operational Performance



1043

No. of stores[#]

295

Stores added in FY25[#]

13 Mn+ sq.ft

Retail area

3 Mn+ sq.ft

Area added in FY25

242

Cities covered[^]

64

Cities added in FY25[^]

Stakeholders



27,800+

Core employees

100 Mn+

Customers served

470+

Supplier partners

1200+

CSR beneficiaries

4,05,000+

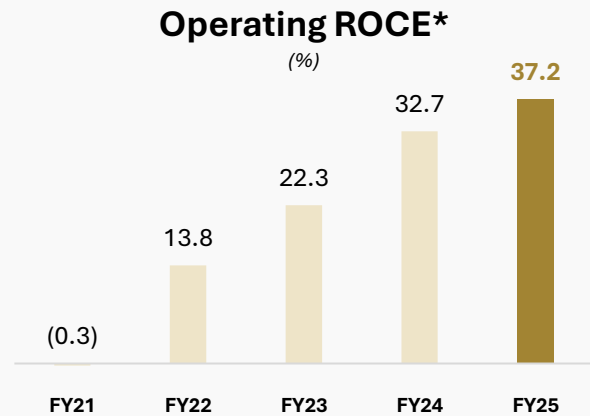
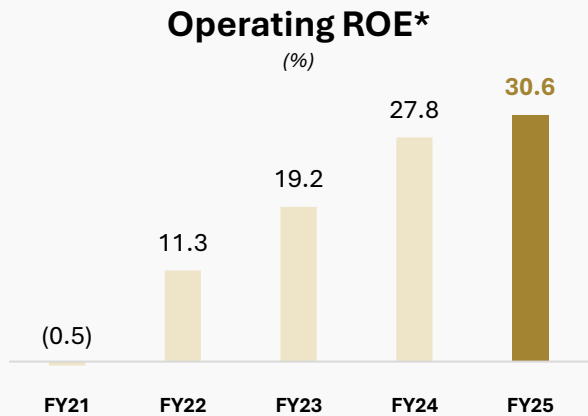
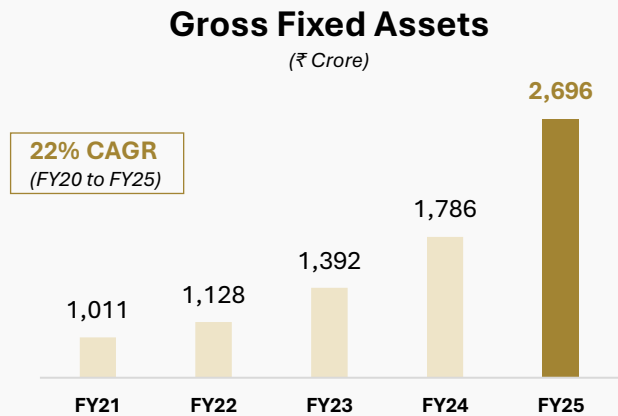
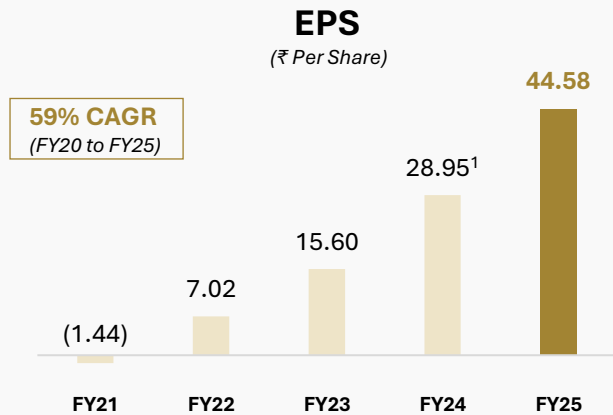
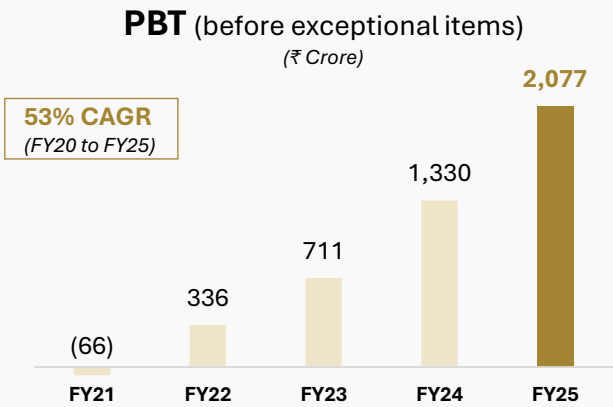
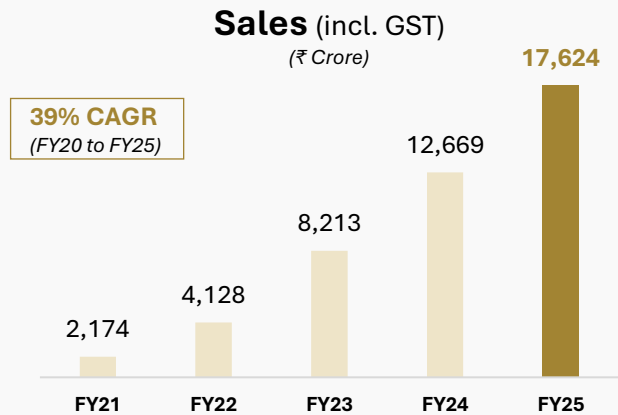
Shareholders

*Operating ROE and ROCE % excludes exceptional items and IndAS impact

[#]Includes 2 stores in Dubai, UAE

[^]Includes 1 city in UAE (i.e., Dubai)

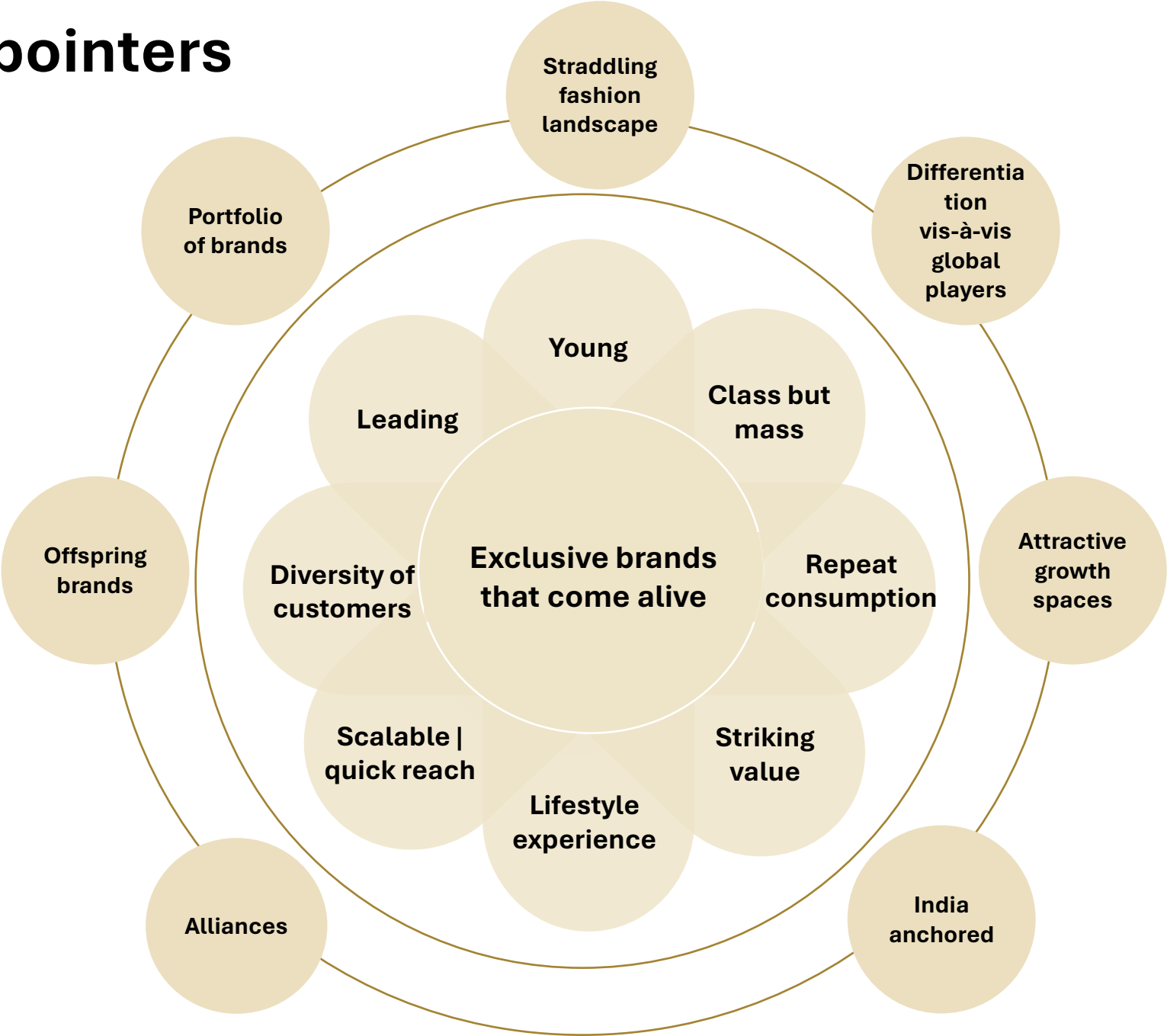
Playout



¹ Before exceptional items

*Operating ROE and ROCE % excludes exceptional items and IndAS impact

Strategic pointers



DIFFERENTIATED
FRONT

TRENT
LIMITED

WESTSIDE **star** zudio

utsa SAMOH

INTEGRATED
BACK



A woman with dark hair pulled back, wearing a white sleeveless dress and large hoop earrings, is seated at a white table in a cafe. She is holding a white ceramic cup to her lips with her right hand. On the table in front of her is a black camera with a lens cap removed and a glass of water. A light-colored jacket is draped over the back of her chair. The background is a blurred interior of a cafe with wooden chairs and tables.

Entirely own branded

Direct to consumer



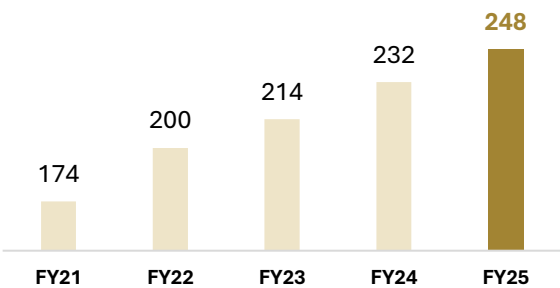
Expanding presence across markets

We are expanding into markets across India, including **Tier 2 and Tier 3** locations, while strengthening our presence in **metro/Tier 1 cities**

86
Cities

248
Stores

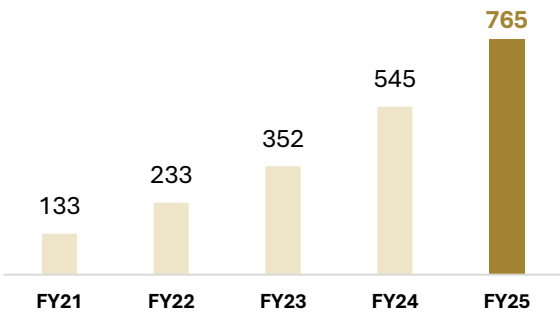
WESTSIDE



235
Cities*

765
Stores^

zudio

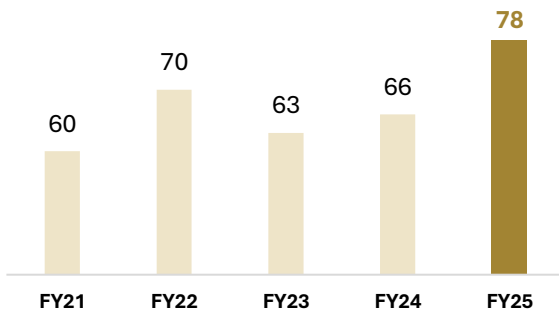


Includes Shop in Shop stores within Star stores

10
Cities

78
Stores

star



Star stores are in Trent Hypermarket Pvt. Ltd. and Fiora Hypermarket Ltd.

13
Cities

20
Stores

utsa

4
Cities

5
Stores

zudio beauty

4
Cities

5
Stores

SAMOH

*Includes 1 city in UAE (i.e., Dubai)

^Includes 2 stores in Dubai, UAE

Evolving store portfolio in terms of the look & feel and aesthetics



Evolving store portfolio in terms of the look & feel and aesthetics



Store Portfolio

- Heterogeneity
- Micro market view
 - Density
 - Share
- Property market context
- Retention flexibility

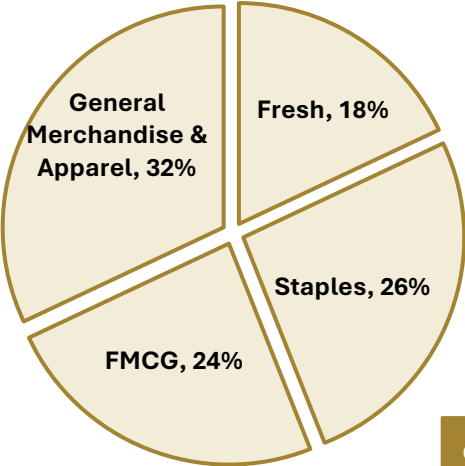




**LOOKING FOR
MORE
FASHION ?**

[WESTSIDE.COM](https://www.westside.com)

Food & grocery – Star



% Own Brand Share: 73%

Our Own Brands



Branded staples and fresh products



General merchandise



Packaged food and beverages



Disposables and room fresheners



Cleaning -aids and home care products



Fashion & Lifestyle

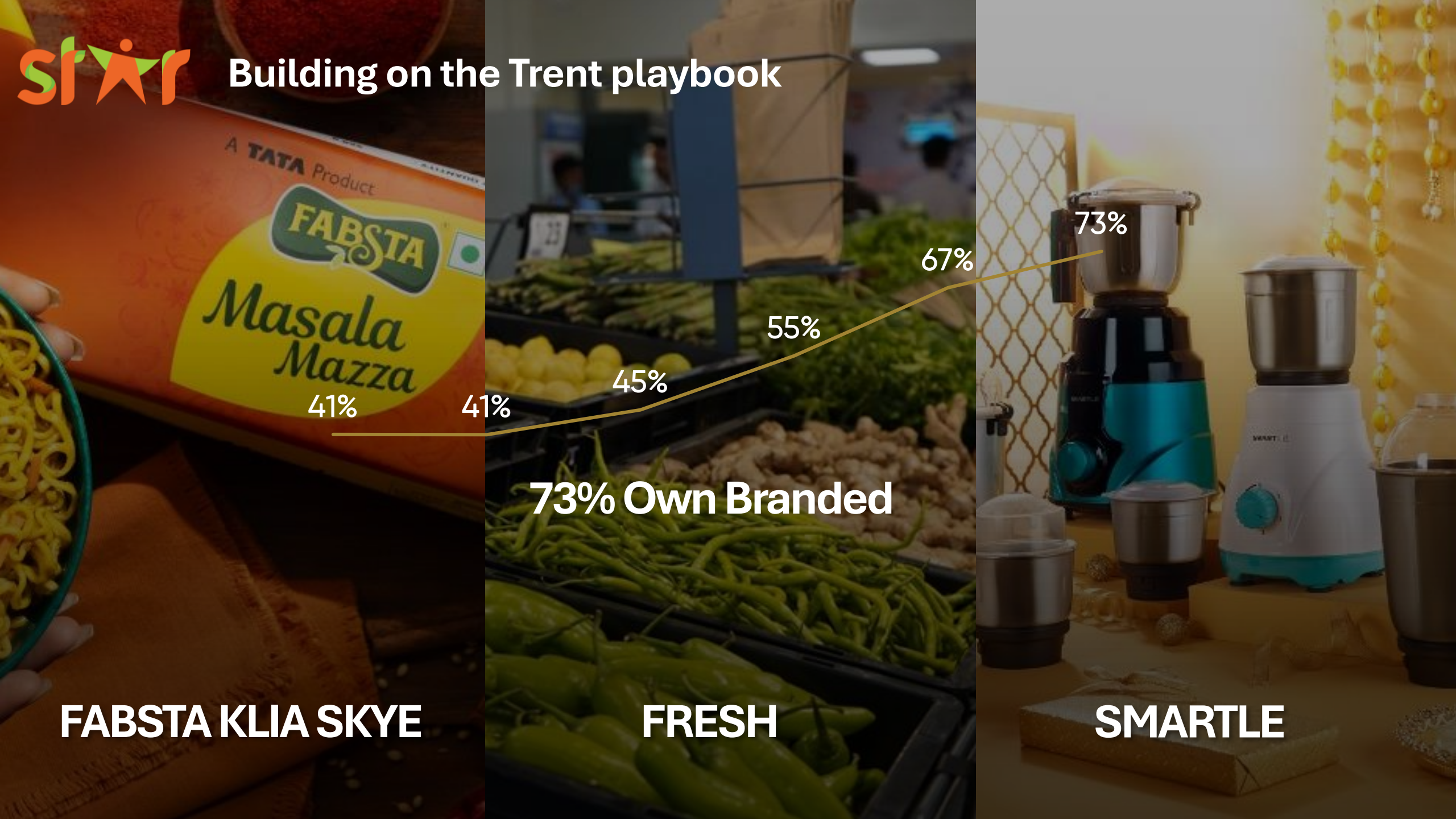


Personal care products



Pooja products

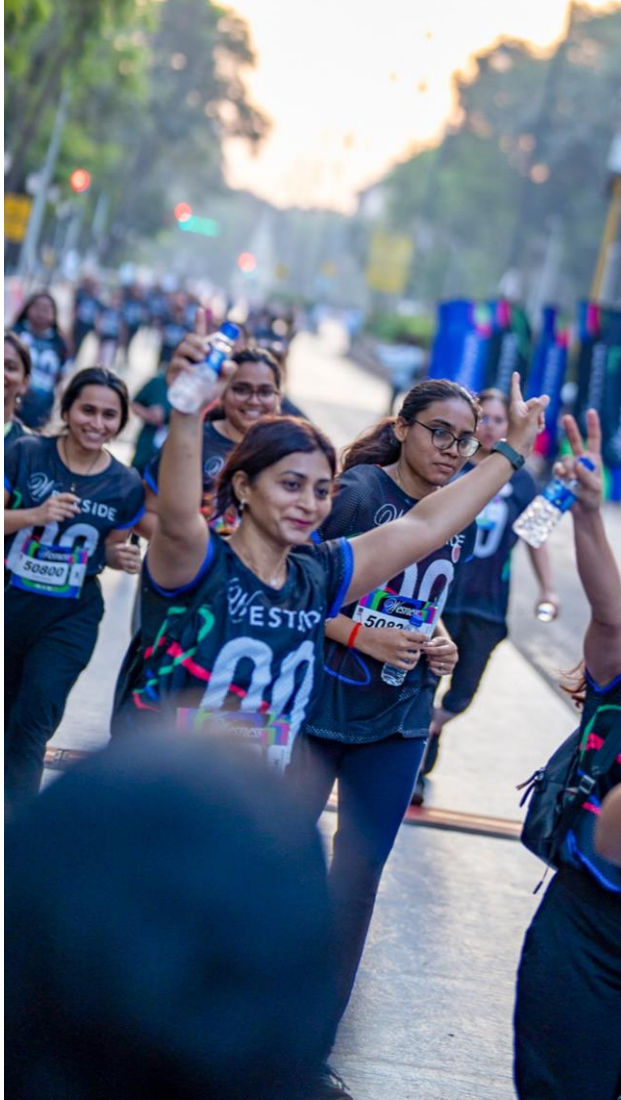
My STAR App





Completely Organic

Wesness



Customer connect – Zudio



Technology and automation

RFID



- Visibility of inventory
- Handling efficiencies
- Relevant availability

Warehouse Automation



- Boosting throughput
- Improving space utilization
- Time and cost efficiencies

Fashion forward



Increasingly **leveraging data analytics and AI** for tracking trends and delivering fashion



SAP RISE



POS



RFID



DATA LAKE



TMS



PLM

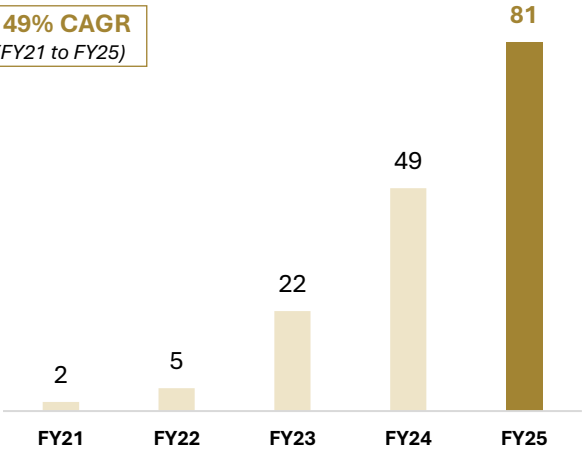


AI

Emerging categories

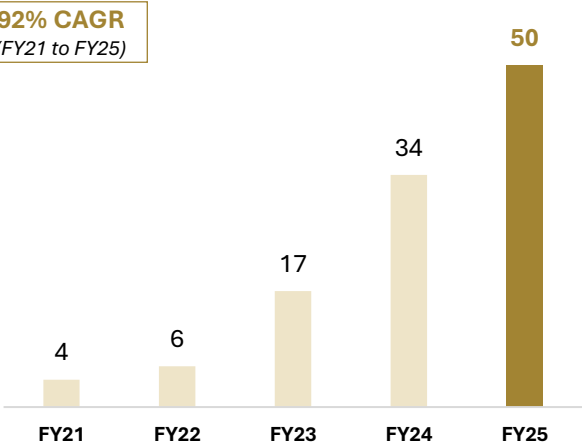
Beauty

149% CAGR
(FY21 to FY25)



Innerwear

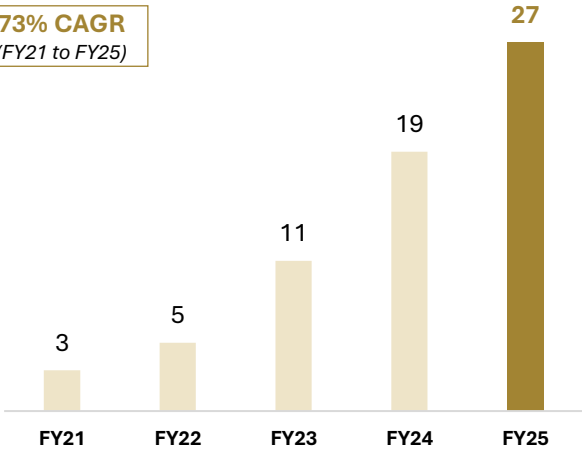
92% CAGR
(FY21 to FY25)



Includes Westside and Zudio;
Units sold in millions

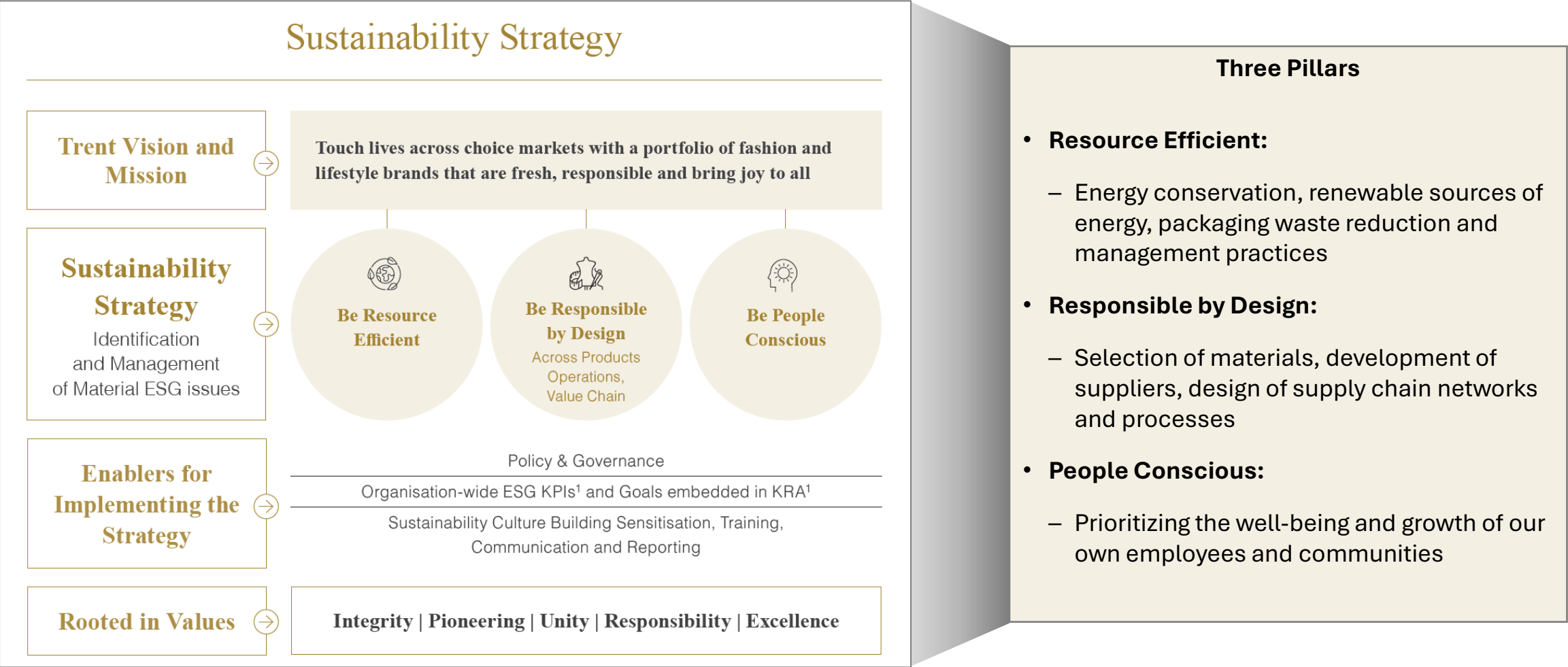
Footwear

73% CAGR
(FY21 to FY25)





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 goals and progress

Pillar	Material topics	Goals upto FY27	Progress so far
 Resource Efficient	- Responsible Resource Consumption - Packaging and Waste Management - Climate Crisis and Energy Management - Sustainable Products and Services	- Replace the use of fossil fuel-based energy with renewable energy by 50% of intensity per sq. ft. and reduce consumption by 10% per sq. ft. - Zero usage of non-recyclable packaging materials in the value chain.	- We have installed Internet of Things (IoT) in 390+ stores, which will help in uniform customer experience and establishing a baseline. We have also installed DX inverter ACs in 490 stores. 20%+ of our waste is traceable and processed, marking an important milestone towards achieving 100% waste recycling by 2028. - We are also transitioning to durable, reusable totes, replacing cardboard cartons for transit between Distribution Centres and stores.
 Responsible by Design	- Sustainable Products and Services - Transparent and Ethical Business Conduct - Supply Chain Sustainability and Transparency	- Uniform adoption of the Trent Vendor Code of Conduct (VCoC) across all merchandise vendors and value chain - All merchandise vendors are to be assessed on SEDEX SMETA 4-pillars	98%+ of our merchandise suppliers have adopted the Trent VCoC. 90%+ of our product suppliers (by value) are compliant with SMETA 4-pillar standards
 People Conscious	- Talent/Workforce Management - Human Rights - Employee Health, Well-being and Safety - Diversity, Equity, Inclusion (DEI) - Community Development - Infectious Diseases	Improving Employee Well-being Index	Ongoing positive feedback on employee engagement indicators, supported by the initiative of integrating a Human Rights Framework with all the stakeholders, i.e. employees and value chain partners

Enriching lives through our CSR programs

Inspired by the Tata Group's founding philosophy of giving back to society, we strive to empower our communities by broadening opportunities for them that contribute to long-term societal transformation.



In partnership with the **Salaam Bombay Foundation**, we support the **skills@school programme**, offering training in diverse fields like Beauty & Wellness, Mobile Repair, Robotics, and Fashion Design, aligned with NSQF standards. This project has **supported 363 students from Mumbai and Pune**, including financial literacy training.

Employ-
-ability

Education

Entrepre-
-neurship



Partner with the **Karta Initiative India Foundation** to **support 50 Trent Scholars** from economically and socially backward communities, helping them **pursue higher education**



Karigar Clinic helps skilled craftswomen start sustainable businesses, **increasing their income by 50%** through training and market linkages. The "Crafting a Better Planet" initiative aims to **empower 1,125 women in Kutch to upcycle 1.2 million plastic bags** into unique products over the next three years



Supports the '**Nanhi Kali**' project with **K.C. Mahindra Education Trust**, aiding **300 girls from low-income families in Mumbai** to complete formal schooling and develop 21st century skills.



Looking ahead

Brands

Categories

Geographies

Culture

Relevance

Outlook

AGILE. SCALE. DESIRABLE.

- **Consumer market context**
- **Investing ahead of the curve- talent & technology**
- **Emphasis on sustainability & resilience**
- **Strong headroom for growth**

WESTSIDE

zudio

star

utsa

SAMOH

zudio
beauty



Thank you

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investor.relations@trent-tata.com

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