TRENT
LIMITED

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

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 KETAN ANANDPARA
Digitally signed by KRUPA KETAN ANANDPARA
Date: 2025.06.18 15:43:55 +05'30'

Krupa Anandpara
Company Secretary
Membership No.: A16536

TRENT LIMITED

A TATA Enterprise

18th June 2025

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

Conceived
1998

star
JV
2014

utsa
2019

zudio
INTERNATIONAL
2024

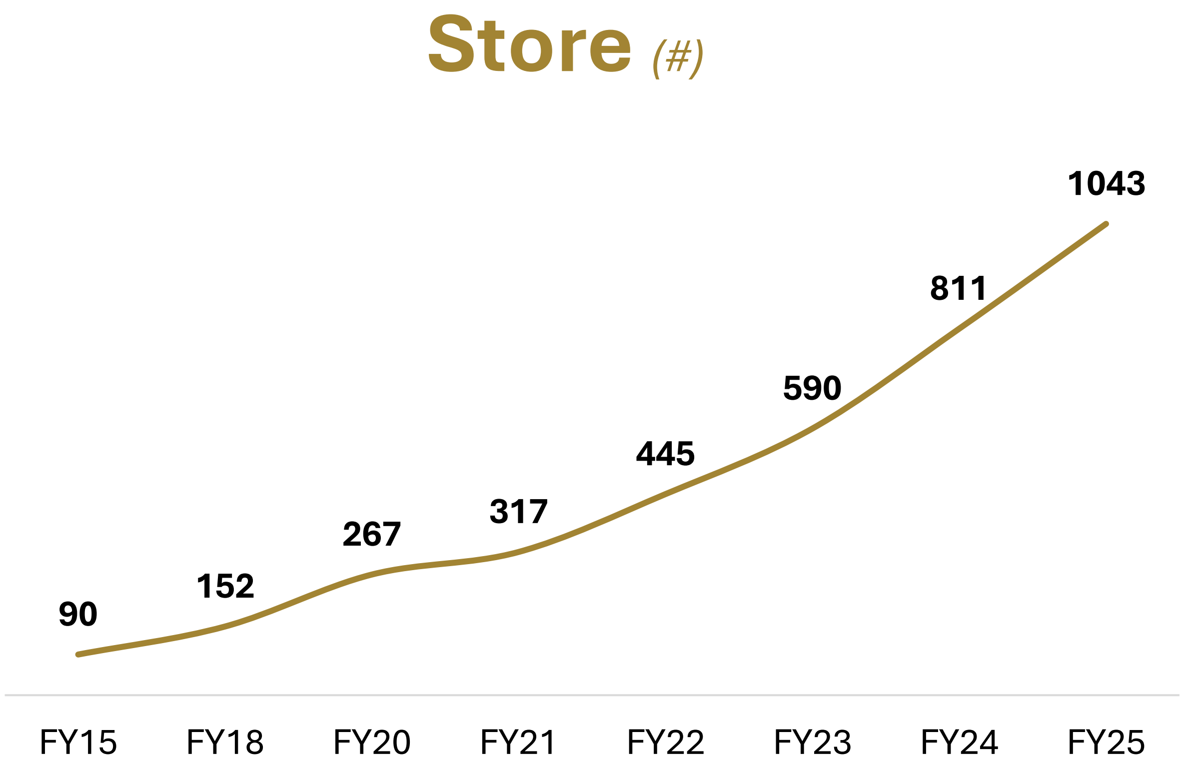
1998
WESTSIDE

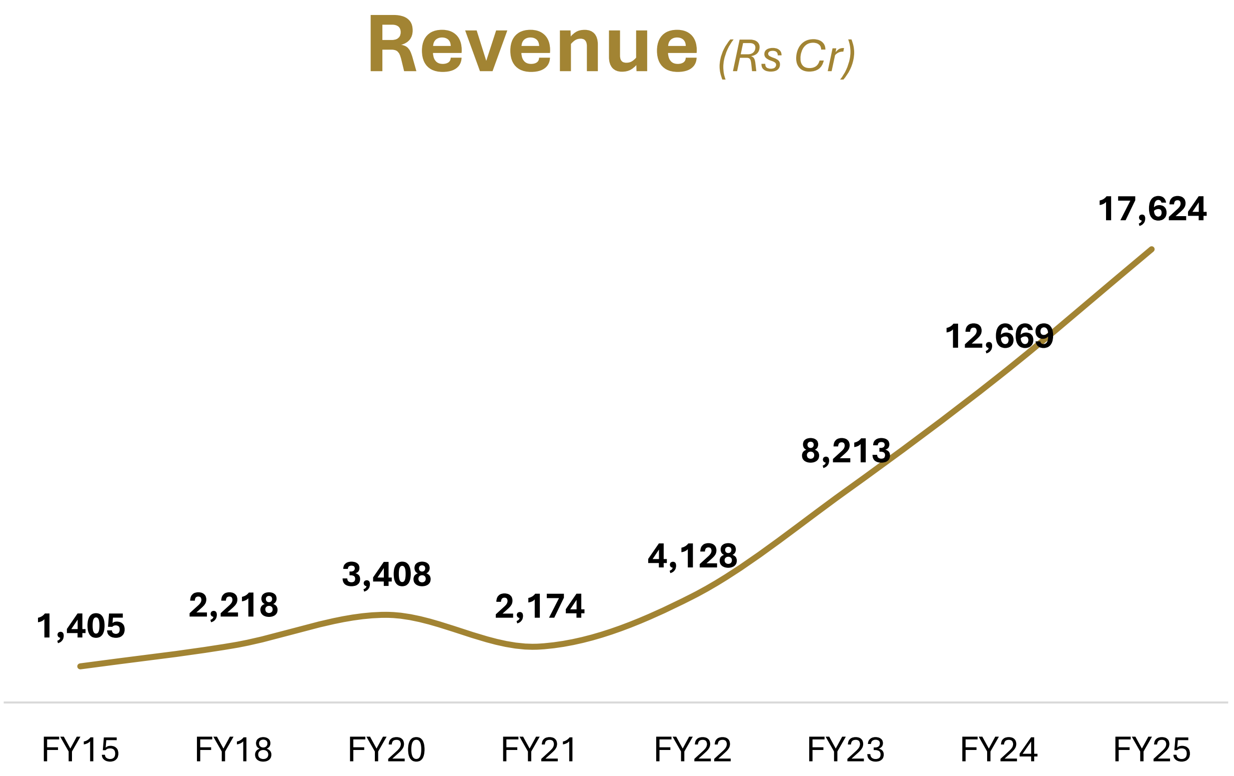
2016
zudio

2023
SAMOH

2024
zudio
beauty

Lifestyle Fashion





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

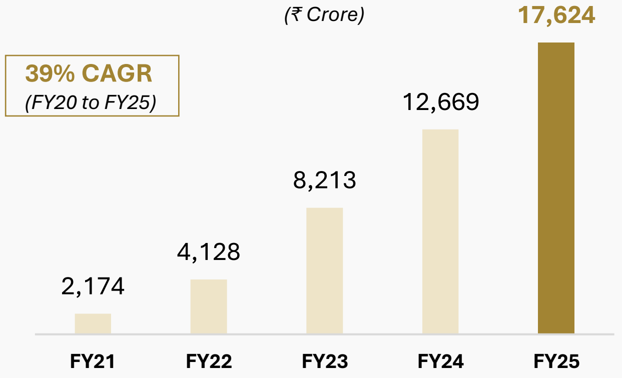
1200+
CSR beneficiaries

4,05,000+
Shareholders

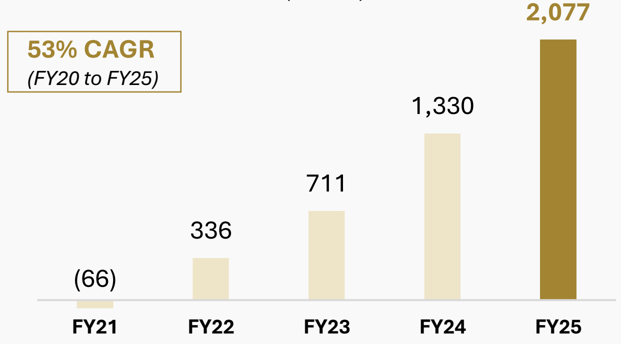
*Operating ROE and ROCE % excludes exceptional items and IndAS impact
#Includes 2 stores in Dubai, UAE
^Includes 1 city in UAE (i.e., Dubai)

Playout

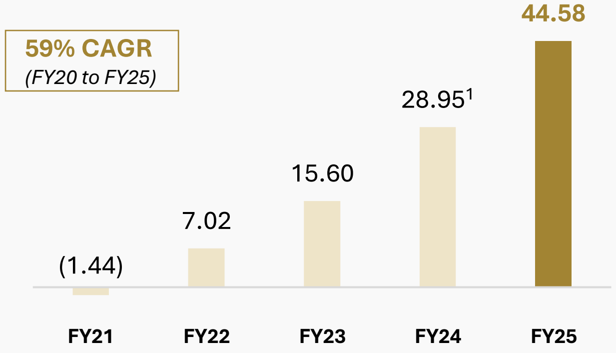
Sales (incl. GST)
(₹ Crore)



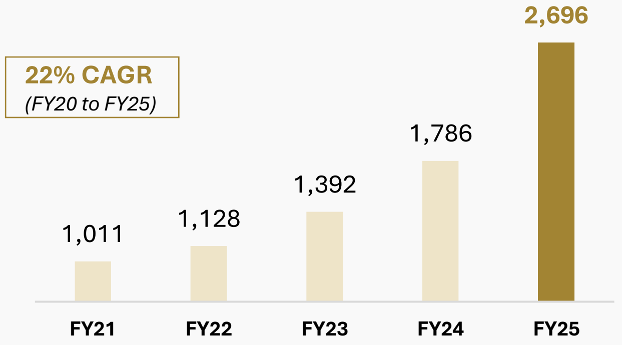
PBT (before exceptional items)
(₹ Crore)



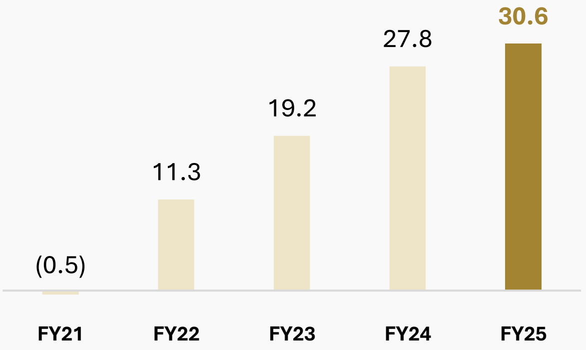
EPS
(₹ Per Share)



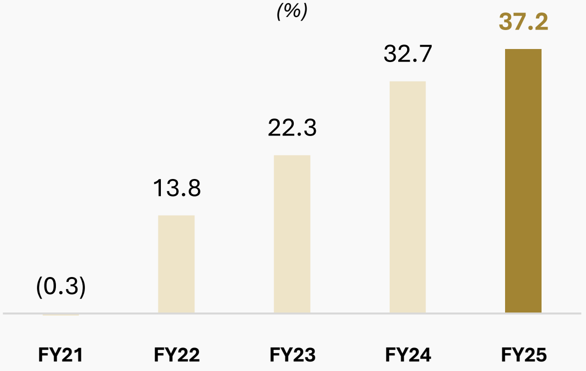
Gross Fixed Assets
(₹ Crore)



Operating ROE*
(%)



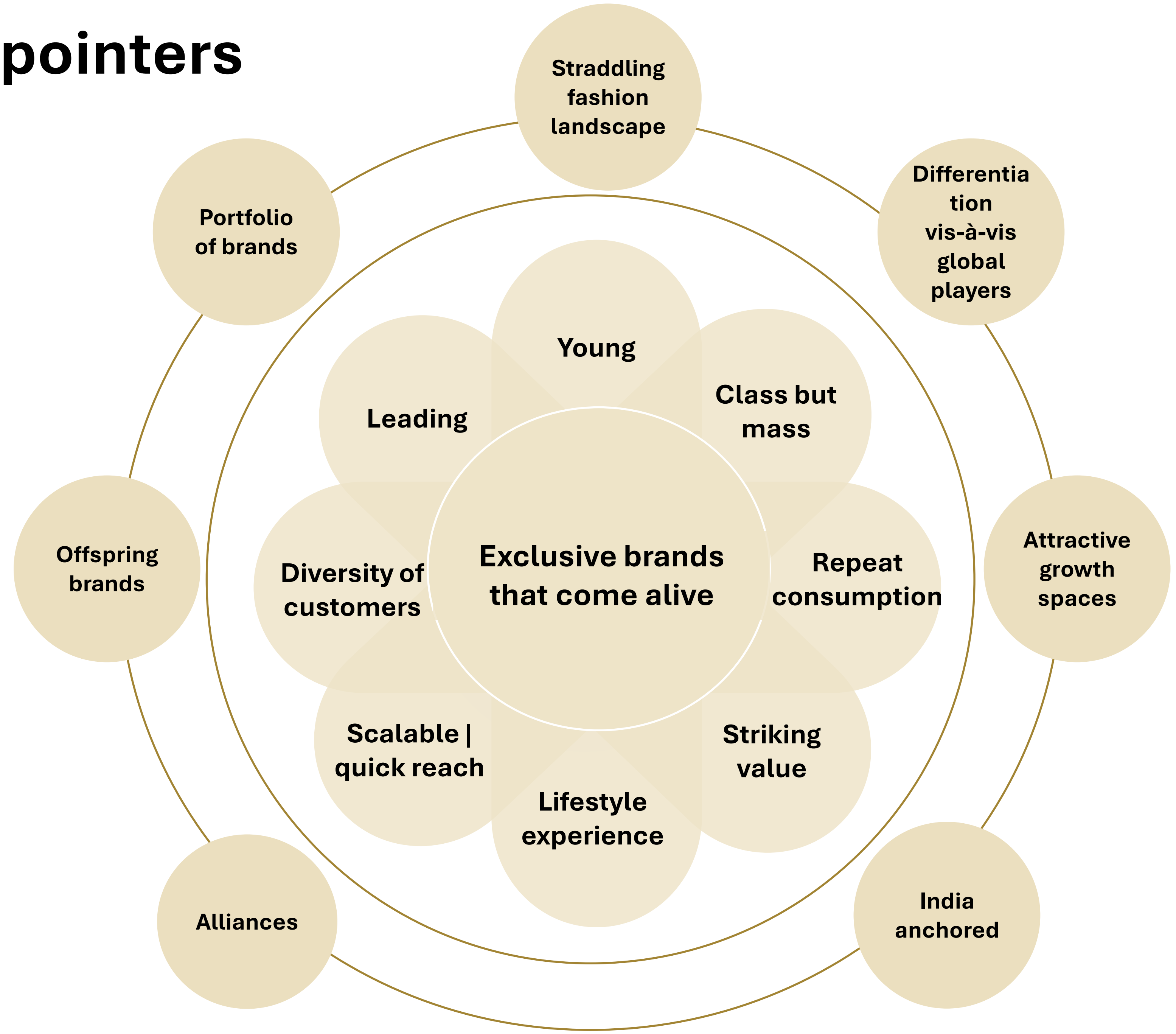
Operating ROCE*
(%)



[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

Store Location Price Value

Density

Neighbourhood Store-size Market Categories

Choices Playbook Disciplines

Format Customer SKUs Ambience

Assortment Product Quality

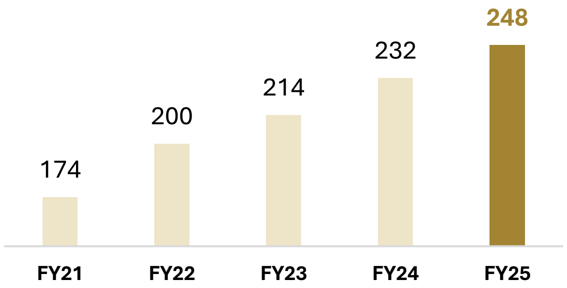

Entirely own branded

Direct to consumer

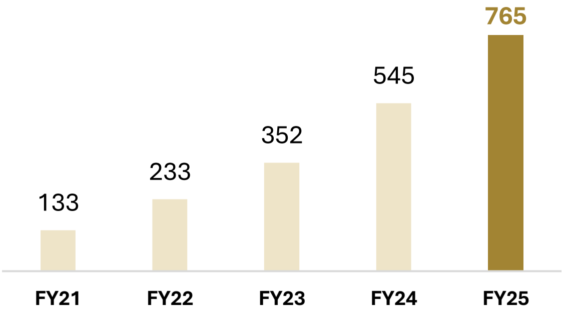
Expanding presence across markets

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

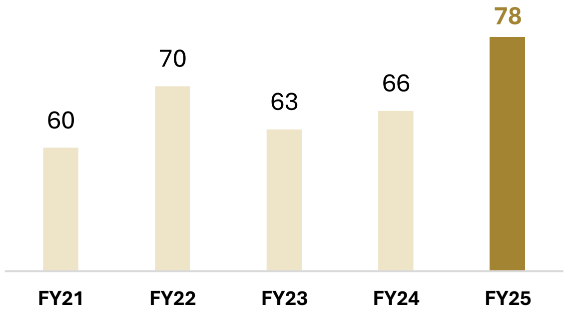


235 Cities* **765** Stores^ zudio



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

KELAMBAKKAM, CHENNAI

MARGAO, GOA

JALANDHAR, PUNJAB

SARDARPURA, JODHPUR

PRATAP NAGAR, JAIPUR

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

KB MART, NOIDA

WAGHOLI, PUNE

BANG CAPITAL, DHULE

RENIGUNTA ROAD, TIRUPATI

JASOLA BAGH, DELHI

R CUBE MONAD MALL, RAJOURI GARDEN

Store Portfolio

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

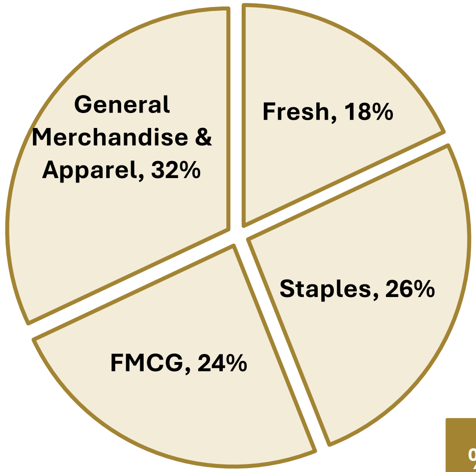
TATA
NEU

LOOKING FOR MORE

FASHION ?

WESTSIDE.COM

Food & grocery – Star



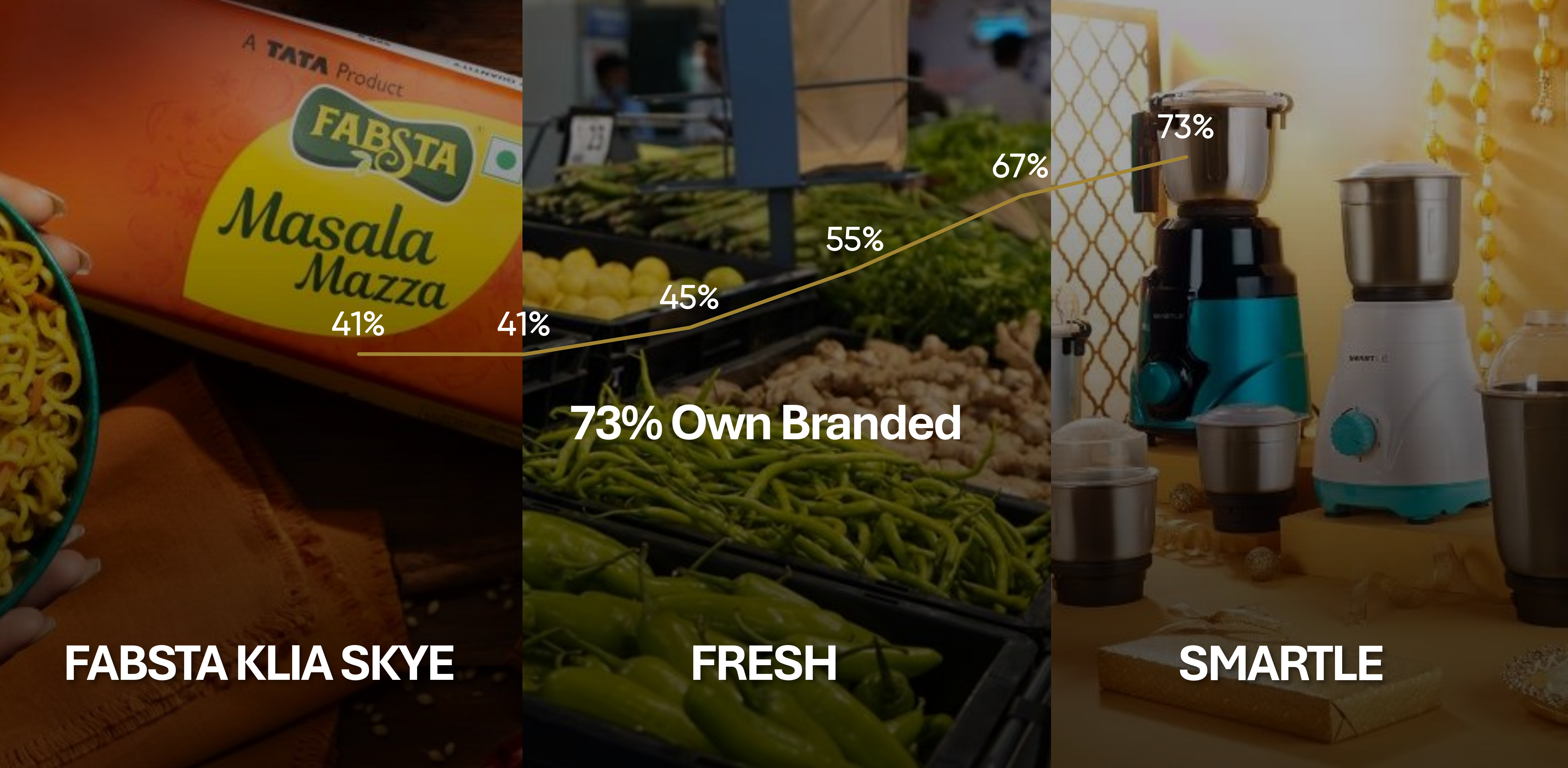
% Own Brand Share: 73%

Our Own Brands

star	*Branded staples and fresh products*	SMARTLE A TATA Product	*General merchandise*
A TATA Product FABSTA	*Packaged food and beverages*	A TATA Product vaayo	*Disposables and room fresheners*
A TATA Product Klia	*Cleaning -aids and home care products*	zudio	*Fashion & Lifestyle*
A TATA Product SKYE	*Personal care products*	Shubh Anand	*Pooja products*

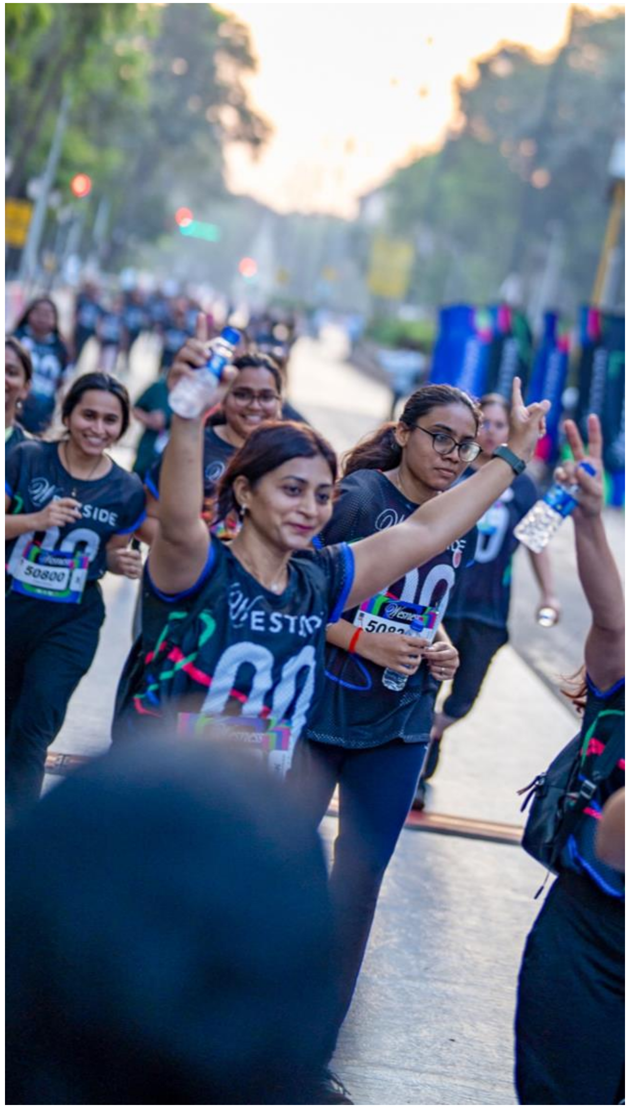
My STAR App

Building on the Trent playbook

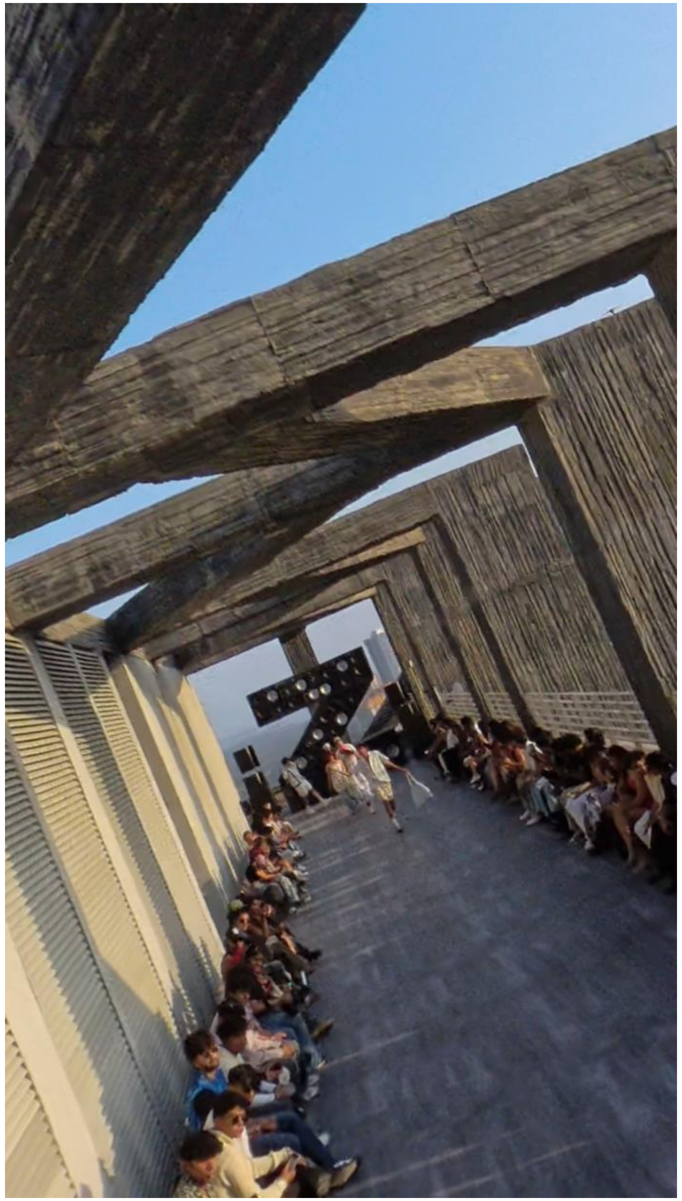



Completely Organic

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

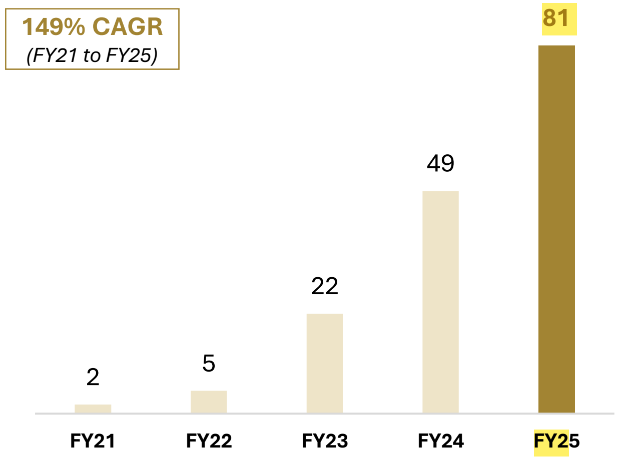
Increasingly **leveraging data analytics and AI** for tracking trends and delivering fashion

SAP RISE | **POS** | **RFID** | **DATA LAKE** | **TMS** | **PLM** | **AI**

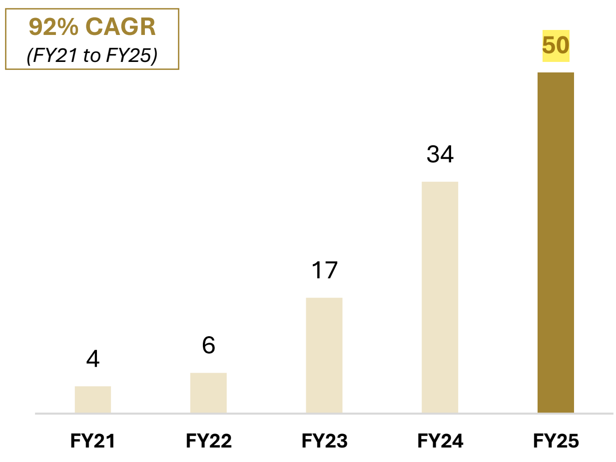
Emerging categories

Includes Westside and Zudio;
Units sold in millions

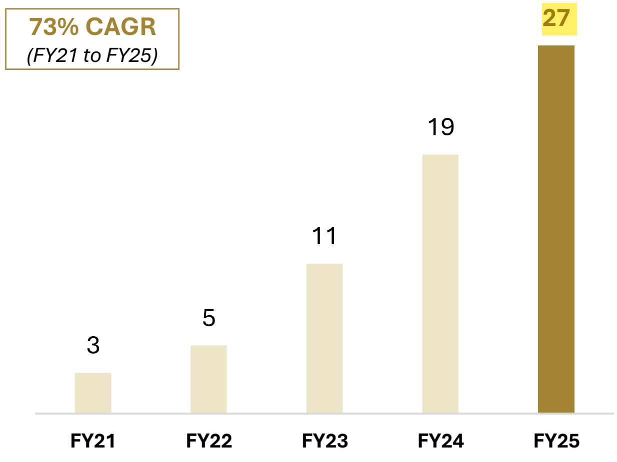
Beauty



Innerwear



Footwear



Sustainability strategy

Sustainability Strategy

Trent Vision and Mission	Touch lives across choice markets with a portfolio of fashion and lifestyle brands that are fresh, responsible and bring joy to all
Sustainability Strategy Identification and Management of Material ESG issues	**Be Resource Efficient** / **Be Responsible by Design** Across Products Operations, Value Chain / **Be People Conscious**
Enablers for Implementing the Strategy	Policy & Governance Organisation-wide ESG KPIs[1] and Goals embedded in KRA[1] Sustainability Culture Building Sensitisation, Training, Communication and Reporting
Rooted in Values	**Integrity | Pioneering | Unity | Responsibility | Excellence**

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

CDP

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.

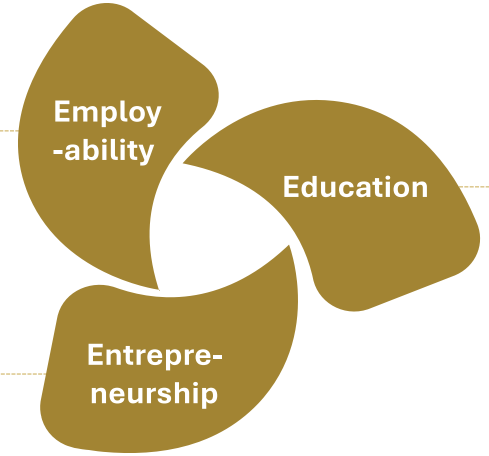
Sustainability goals and progress

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.



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

For any queries, please email to:
investor.relations@trent-tata.com