

Date: 08.08.2019

<b>To</b> <b>Corporate Relationship Department</b> <b>BSE Limited</b> <b>1<sup>st</sup> Floor, Rotunda Building</b> <b>P.J Towers, Dalal Street,</b> <b>Mumbai-400 001.</b>	<b>To</b> <b>National Stock Exchange of India Limited</b> <b>Exchange Plaza, 5<sup>th</sup> Floor,</b> <b>Plot No. C/1, G Block,</b> <b>Bandra Kurla Complex, Bandra (E)</b> <b>Mumbai- 400 051.</b>
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Dear Sir,

**Subject:** Investor Presentation for Q1 & 3M FY 20.

**Ref:** Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

**Scrip Code:** BSE- 541700/Stock Symbol: NSE- TCNSBRANDS

With reference to the above captioned subject, please find herewith, enclosed Investor Presentation for Q1 & 3M FY 20.

The aforesaid Investor Presentation is also being disseminated on Company's website at <https://wforwoman.com/>

This is for your information and records.

For and on behalf of TCNS Clothing Co. Limited

  
**Piyush Asija**  
Company Secretary and Compliance Officer



**TCNS Clothing Co. Limited**

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CIN- L99999DL1997PLC090978

# TCNS Clothing Co. Ltd.

Investor Presentation – Q1 FY20 results



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**3**  
Home Grown  
Brands



Widespread  
**Distribution**  
Network

**552** EBOs  
**1,661** Large Format Stores  
**1,454** MBOs

Strong **Design & Manufacturing**  
Capabilities

**40+** Designers  
Refreshing New Products every  
**2-3 weeks**  
**Wide** network of suppliers  
and job-workers

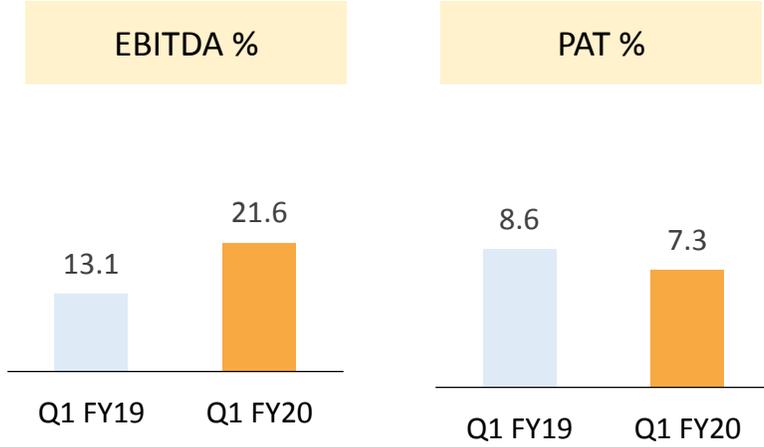
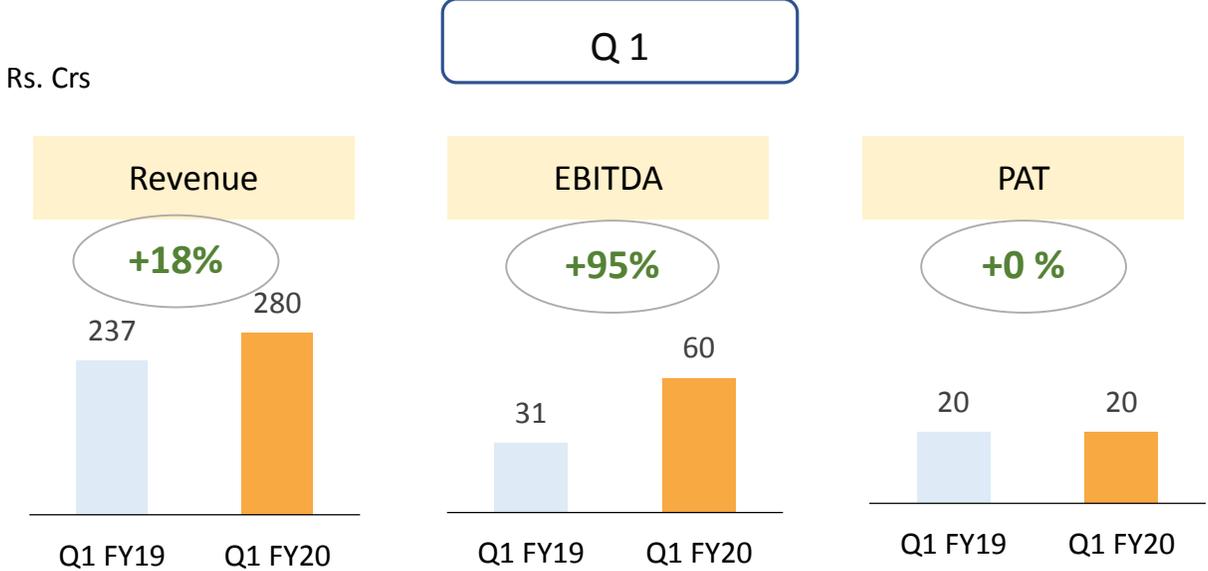
**Experienced Professional**  
Management  
Team

**NO Attrition** of  
Top Management  
in last 5 years

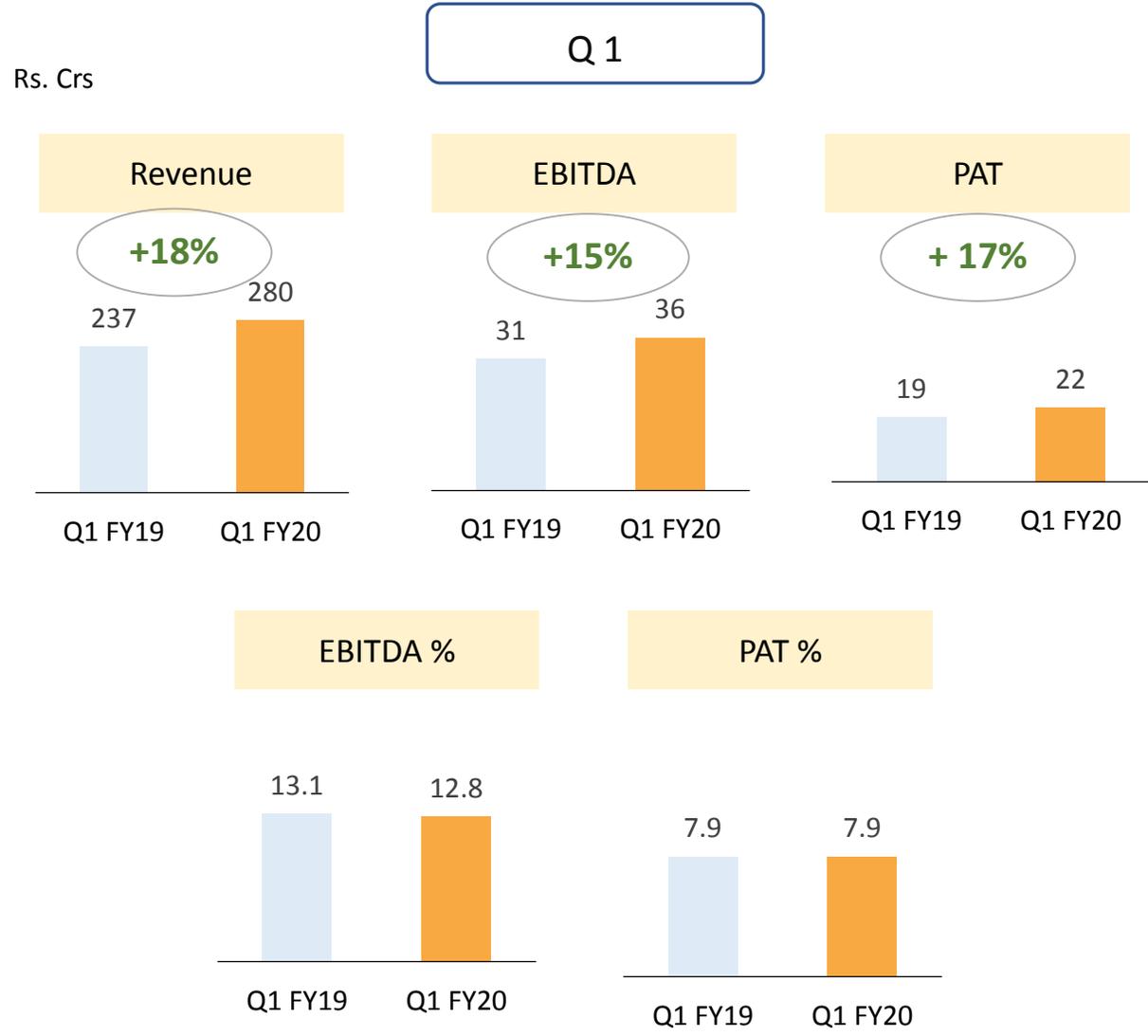
**Scalable**  
Business Model

Proven product & Retail  
Concept  
Outsourced Manufacturing

# Q1 FY20 Highlights: Reported numbers with Ind AS 116



# Q1 FY 20 Highlights – Comparable to Q1 FY 19 \*



\* 1) Pre-Ind AS 116 impact 2) Tax of FY19 calculated at FY20 rates

# Ind AS 116 Q1 FY20 : P&L items impacted



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WISHFUL

mINR

Item	Q1 FY 19	Q1 FY 20 Comparable to PY	Ind AS 116 adjustment	Q1 FY 20 Reported Numbers
<b>Total Income</b>	<b>2,384.25</b>	<b>2,818.54</b>	<b>0.00</b>	<b>2,818.54</b>
Rent	263.22	294.16	-246.78	47.38
<b>EBITDA</b>	<b>310.16</b>	<b>356.85</b>	<b>+246.78</b>	<b>603.63</b>
Finance Costs	0.64	1.74	+ 90.58	92.32
Depreciation	50.92	52.70	+ 179.47	232.17
<b>Profit Before Tax</b>	<b>258.60</b>	<b>302.41</b>	<b>-23.27</b>	<b>279.14</b>
<b>Profit After Tax *</b>	<b>188.02</b>	<b>219.87</b>		<b>204.73</b>

\* Calculated at same tax rate as CY

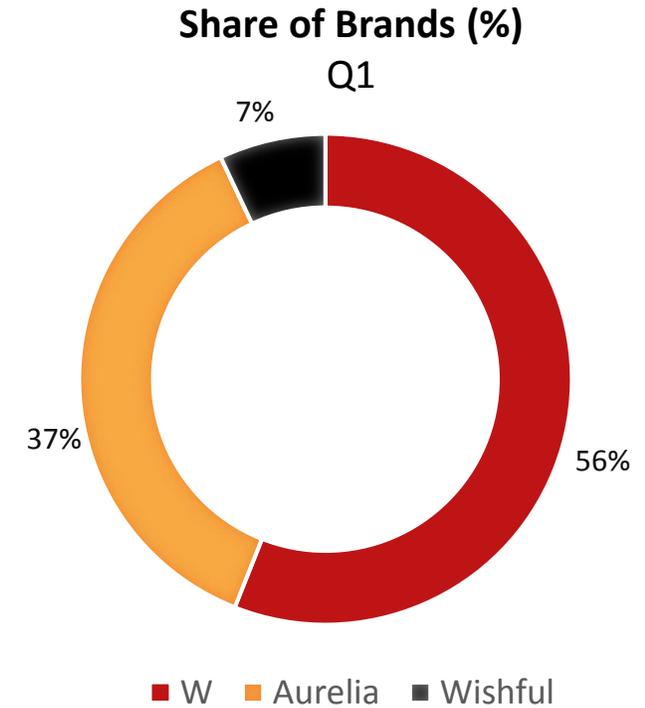
# Leading Home Grown Brands....



**PREMIUM FUSION WEAR**

**CONTEMPORARY ETHNIC WEAR**

**PREMIUM OCCASION WEAR**



**Brand Wise Growth**

Brands	Q1 FY20
W	12%
Aurelia	25%
Wishful	38%

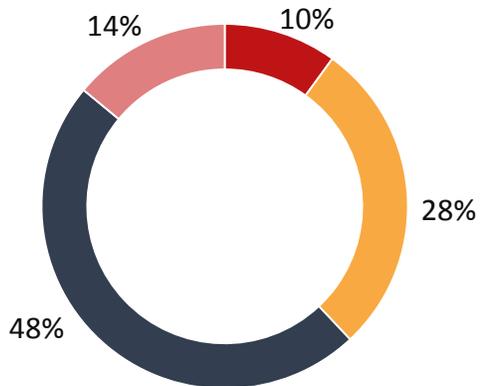
# Channel wise revenue split - Full year data for FY 19



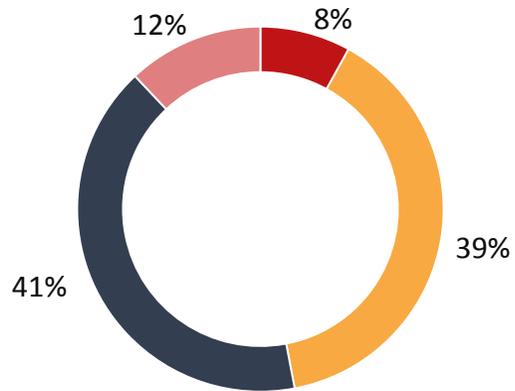
Pre-Ind AS 115



Ind AS 115\*



■ MBO's ■ LFS ■ EBO's ■ Online & Others



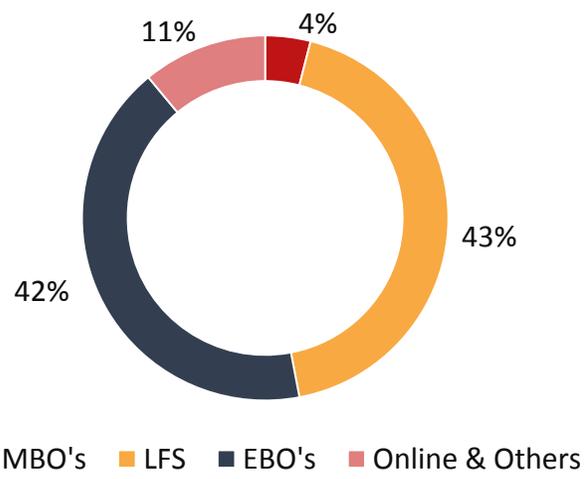
■ MBO's ■ LFS ■ EBO's ■ Online & Others

\* Grossing up of sales made on SOR basis (primarily LFS partners) as per IndAS 115

# Q1 FY20 Channel wise performance



Channel Wise Revenue Split – Q1 FY20



Channel wise growth	Q1 FY20
EBOs	29 %
LFS	16 %
Online	-11 %
MBOs	52 %

**SSSG growth at 3 % for Q1 FY20**

Pan India Multichannel Presence



Number of EBOs	As of Jun 19	Q1 openings
W	326	5
Aurelia	220	5
Wishful	6	1
<b>Total</b>	<b>552</b>	<b>11</b>



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# Key Financial Highlights



# Profit & Loss Statement – Q1FY20 Reported Numbers



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WISHFUL

(All amounts in Rs. million except otherwise specified)

	Particulars	For the quarter ended			For the financial year ended
		June 30, 2019 (Unaudited)	March 31, 2019 (See note 8)	June 30, 2018 (Unaudited)	March 31, 2019 (Audited)
<b>1. Income</b>					
	(a) Revenue from operations	2,796.29	2,906.58	2,365.98	11,479.53
	(b) Other income	22.25	16.45	18.27	75.21
<b>2. Total income</b>		<b>2,818.54</b>	<b>2,923.03</b>	<b>2,384.25</b>	<b>11,554.74</b>
<b>3. Expenses</b>					
	(a) Cost of materials consumed	1,197.69	1,228.12	919.66	4,351.60
	(b) Changes in inventories of finished goods and work-in-progress	(281.97)	(129.08)	(163.09)	(452.48)
	(c) Employee benefits expense	370.33	346.20	338.54	1,437.74
	(d) Finance costs (See note 5)	92.32	3.30	0.64	5.14
	(e) Depreciation and amortisation expense (See note 5)	232.17	63.35	50.92	222.10
	(f) Rent expenses (See note 5)	47.38	285.28	263.22	1,099.43
	(g) Selling and distribution expenses	647.81	553.69	545.71	2,387.99
	(h) Other expenses	233.67	222.61	170.05	886.99
<b>4. Total expenses</b>		<b>2,539.40</b>	<b>2,573.47</b>	<b>2,125.65</b>	<b>9,938.51</b>
<b>5. Profit before tax (2 - 4)</b>		<b>279.14</b>	<b>349.56</b>	<b>258.60</b>	<b>1,616.23</b>
<b>6. Tax expense</b>					
	(a) Income tax	93.62	32.00	64.81	348.67
	(b) Deferred tax	(19.21)	(9.28)	(10.76)	(46.79)
<b>7. Net profit after tax for the period (5 - 6)</b>		<b>204.73</b>	<b>326.84</b>	<b>204.55</b>	<b>1,314.35</b>



THANK YOU