

Date: 13.08.2021

Corporate Relations Department BSE Limited 1st Floor, New Trading Ring Rotunda Building, P J Tower Dalal Street, Fort, Mumbai 400 001	Corporate Listing Department National Stock Exchange of India Ltd Exchange Plaza, 5th Floor Plot No.C-1, G Block Bandra-Kurla Complex Bandra (East), Mumbai 400 051.
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SUB: Investor Presentation for Q1 ended 30th June 2021.

Scrip Code: BSE Code: 541700, NSE Code: TCNSBRANDS

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

Dear Sir/Madam,

With reference to the above captioned subject, please find herewith, enclosed Investor Presentation for Q1 ended 30th June 2021. The aforesaid Investor Presentation is also being disseminated on Company's website at <https://wforwoman.com/content/investor-relation/>

This is for your information and records.

Thanking you,
For and On behalf of **TCNS Clothing Co. Limited**

Piyush Asija



Company Secretary and Compliance Officer
M. No. A21328

Date: 13.08.2021

Place: New Delhi



TCNS Clothing Co. Limited

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CIN- L99999DL1997PLC090978



aurelia



TCNS Clothing Co. Ltd.

Q1 FY22 Results
August 13, 2021



Safe Harbor

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Contents

- 1** Situation Update
- 2** Focus Areas for FY22
- 3** Q1 FY22 Results Summary
- 4** Q1 FY22 Financials

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Current situation: gradual unlocking underway with intermittent local lockdowns / restrictions across the country

Status as of mid-August

1 Stores Unlocking

- As on date most of offline network operational, though with multiple restrictions on working hours / days
- Q1 was disrupted with ~48% of operational days



2 Online Sales

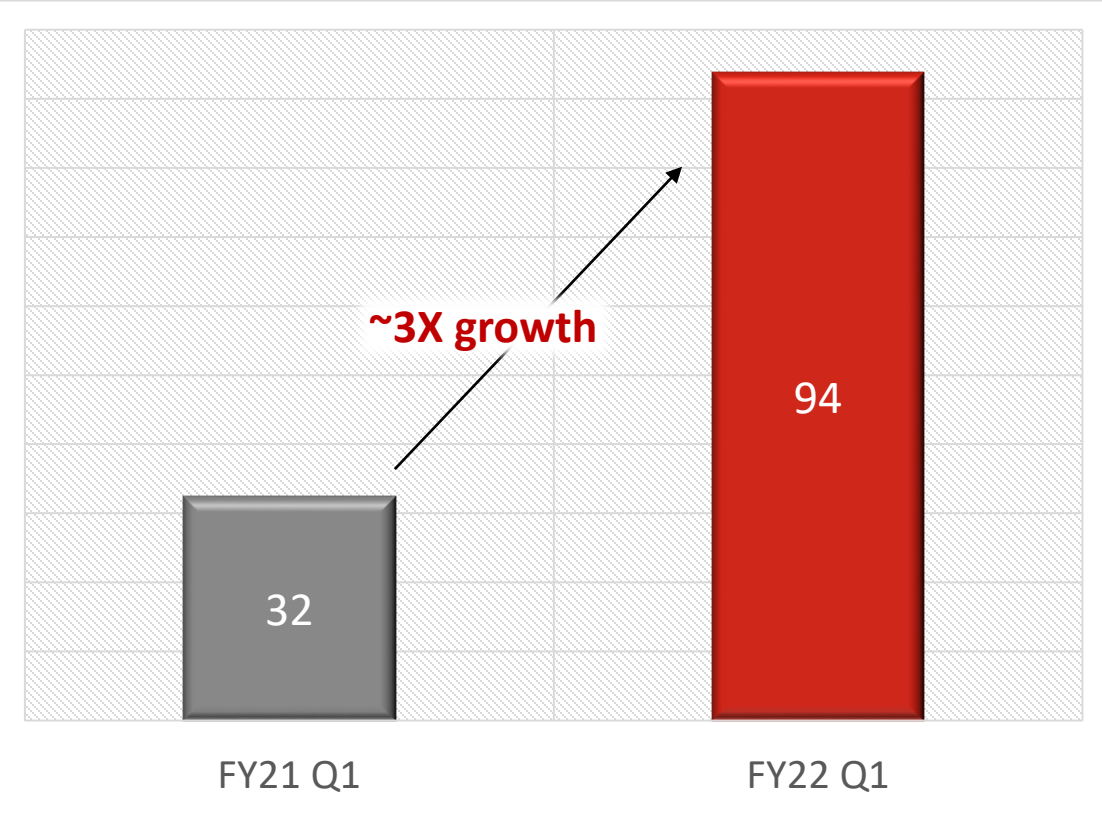
- Online channels (both own website & marketplaces) fully operational
- Impact of ban on non-essential items delivery in multiple states in April and May

3 Supply Chain & Operations

- Production units are now functional; tracking towards full capacity utilization
- Warehouse fully operational with Covid appropriate protocols in place

Sales recovery: sharp and consistent recovery in offline sales post Covid 2nd wave; online continues to scale up rapidly

Revenue from Operations – Rs Crs.



Q1 Highlights

- Offline: sharper trajectory of recovery across offline channels
 - Consistent sales recovery; evenly distributed across tiers and store types
- Online: strong sustained momentum continues on a significant base. Own website contributing mid-teens of overall online sales.

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FY22 Key Priorities: Invest in building growth runways and key capabilities while preserving balance-sheet strength

01. Online Business Growth

- Continue scale-up of own website through deeper omni offerings, personalized marketing and technology upgradation
- Expand third-party marketplace with new business models, additional channels and online first product offering



02. Calibrated Offline Expansion

- Project Rise: upgrade and expand the flagship stores to tap into available real estate opportunity
- Project Bharat: expand store network across tier 3/4 markets through franchisee-led model



04. Swifter Thought-to-Shelf

- Enhance design, sampling and production capabilities to develop products closer to season launch
- Institutionalize next phase of Automated inventory management

03. Cash Conservation

- Reduce working capital through inventory optimization and lower-risk trade models
- Continue optimizing costs on all fronts, especially rentals and overheads

FY22 Key Priorities: Key Highlights from Q1 FY22

01. Online Business Growth

- Overall growth of over 2X over last year; More than half of Online revenue now from D2C
- Store Omni model launched with multiple marketplaces
- Online-first product range created



02. Calibrated Offline Expansion

- Overall 40+ stores signed driven by Project Rise and Project Bharat; slated to open in Q2 and Q3
- Project Rise: first set of 15 stores signed across key malls and high-streets, at attractive long-term leases



03. Cash Conservation

- Cash reserves as on date of Rs 140 Crs vis-à-vis Rs 125 Crs same period last year.
- Rental concessions of ~20% expected for full year. Savings of Rs 3 Crs accounted in Q1 as as many of the deals are in process of getting signed

04. Swifter Thought-to-Shelf

- Implemented Automated Replenishment System (Phase 1) across all brands for EBO and LFS stores
- Finished goods warehouses consolidated into an integrated warehouse in Gurgaon

Contents

- 1 Situation Update
- 2 Focus Areas for FY22
- 3 Q1 FY22 Results Summary**
- 4 Q1 FY22 Financials

Q1 FY 22 : Reported Ind-AS-116

Amount Rs. Crores	Q1 FY22	Q1 FY21	Growth%
Revenue	94	32	189%
EBITDA	-20	-26	NA
PBT	-49	-60	NA
PAT	-36	-45	NA

% to Revenue	Q1 FY22	Q1 FY21
EBITDA	-22%	-81%
PBT	-52%	-186%
PAT	-38%	-140%

Q1 FY 22 : Brand-wise performance



PREMIUM FUSION WEAR

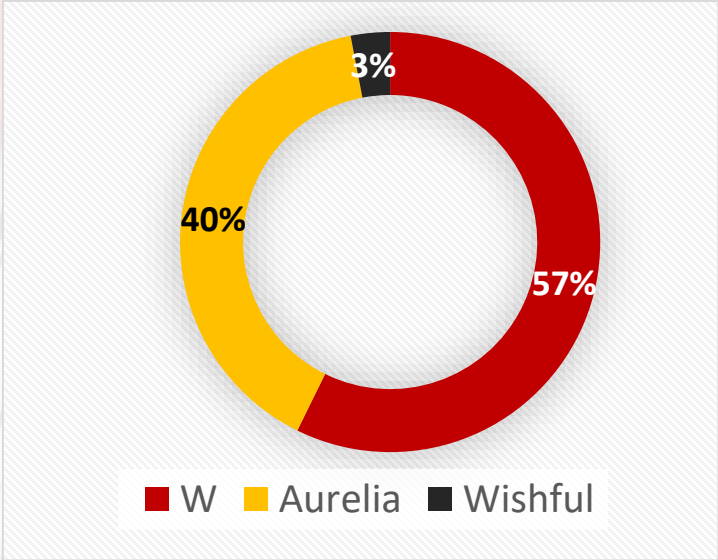


CONTEMPORARY ETHNIC WEAR



PREMIUM OCCASION WEAR

Share of Brands (%) : Q1 FY22

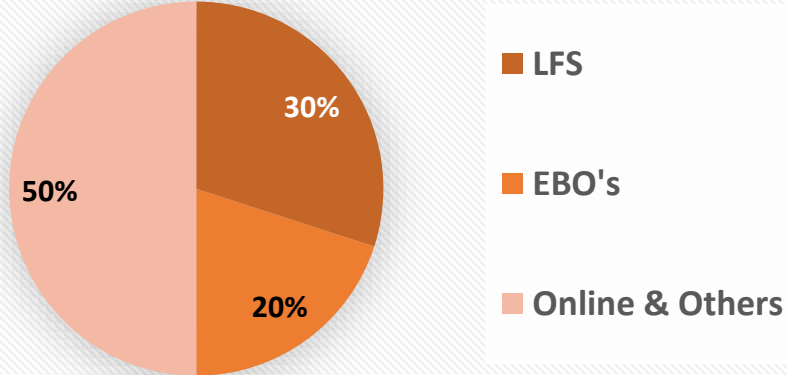


Brand Wise Growth

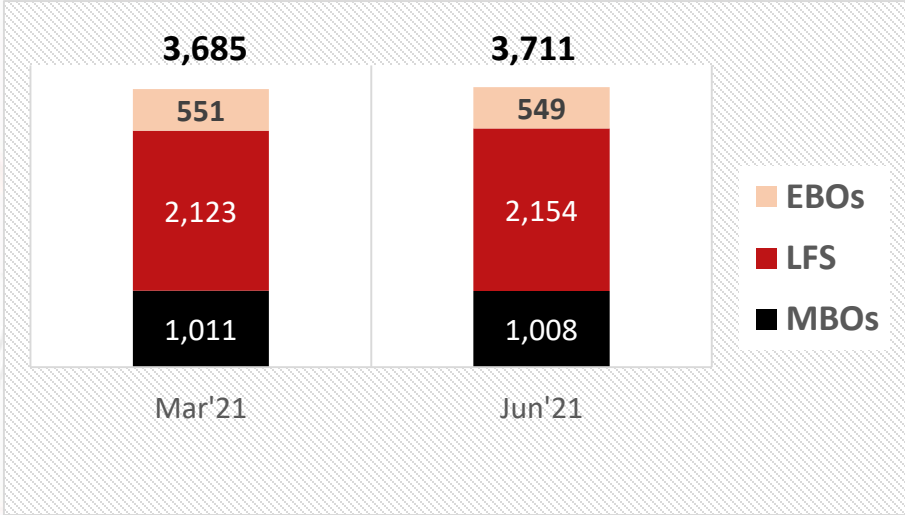
Brands	Q1 FY22
W	211%
Aurelia	184%
Wishful	59%

Q1 FY 22 : Channel-wise performance

Channel Wise Revenue Split – Q1 FY22



Pan India Multichannel Presence



# of EBOs	As of Jun'21	Q1 openings
W	320	1
Aurelia	220	-3
Wishful	4	0
Elleven	5	0
Total	549	-2

Contents

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Q1 FY 22 : Financials

(All amounts in Rs. million except otherwise specified)

	Particulars	Quarter Ended			Year Ended
		June 30, 2021 (Unaudited)	March 31, 2021 (Unaudited) (See note 3)	June 30, 2020 (Unaudited)	March 31, 2021 (Audited)
1. Income					
	(a) Revenue from operations	938.24	2,210.85	324.20	6,355.36
	(b) Other income (See note 5)	29.66	181.11	165.87	489.89
2. Total income		967.90	2,391.96	490.07	6,845.25
3. Expenses					
	(a) Cost of materials consumed	643.69	604.92	247.00	2,204.57
	(b) Purchases of stock-in-trade	20.31	63.78	8.85	80.18
	(c) Changes in inventories of finished goods,work-in-progress and stock-in-trade	(249.30)	271.88	(96.15)	438.95
	(d) Employee benefits expense	310.90	318.63	327.55	1,213.90
	(e) Finance costs	79.77	114.17	91.37	364.53
	(f) Depreciation and amortisation expense	206.38	249.35	251.94	919.14
	(g) Rent expenses (See note 5)	31.89	-	-	16.87
	(h) Selling and distribution expenses	255.61	533.93	119.72	1,595.61
	(i) Other expenses	158.91	188.41	144.13	780.88
4. Total expenses		1,458.15	2,345.07	1,094.41	7,614.63
5. Profit/(loss) before tax (2 - 4)		(490.25)	46.89	(604.34)	(769.38)
6. Tax expense (See note 7)					
	(a) Current tax	-	-	-	-
	(b) Deferred tax (credit)/charge	(129.64)	8.16	(151.05)	(205.55)
7. Total tax expense		(129.64)	8.16	(151.05)	(205.55)
8. Profit/(loss) for the period/year (5 - 7)		(360.61)	38.73	(453.29)	(563.83)

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for
aurelia®

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