

Date: 06.02.2020

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

Subject: Investor Presentation for Q3 & 9M 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 Q3 & 9M 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 – Q3 FY20 results



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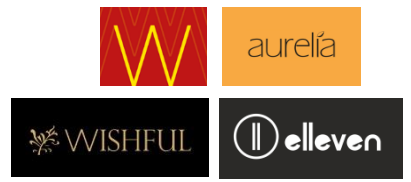
4
Home Grown
Brands

Widespread
Distribution
Network

Strong **Design & Manufacturing**
Capabilities

Experienced Professional
Management
Team

Scalable
Business Model



586 EBOs
1,889 Large Format Stores
1,134 MBOs

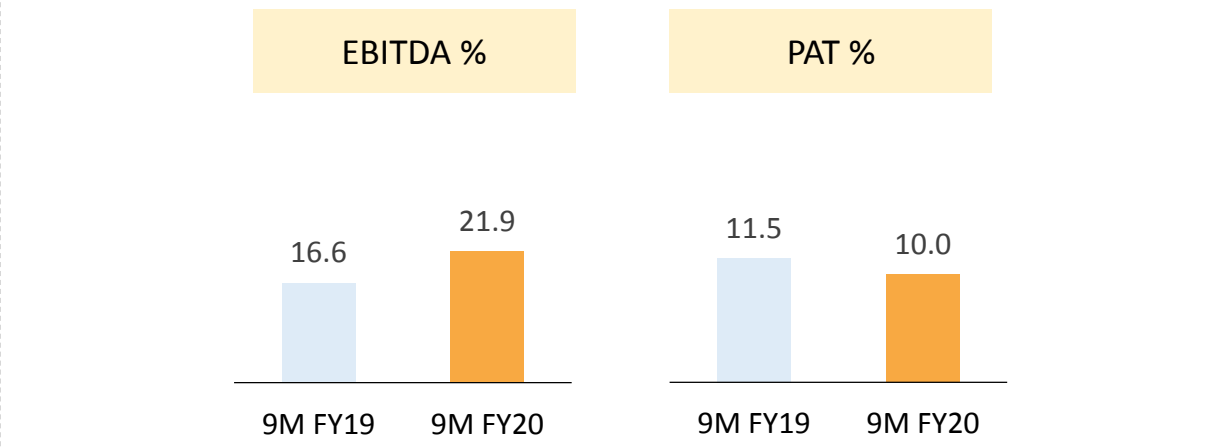
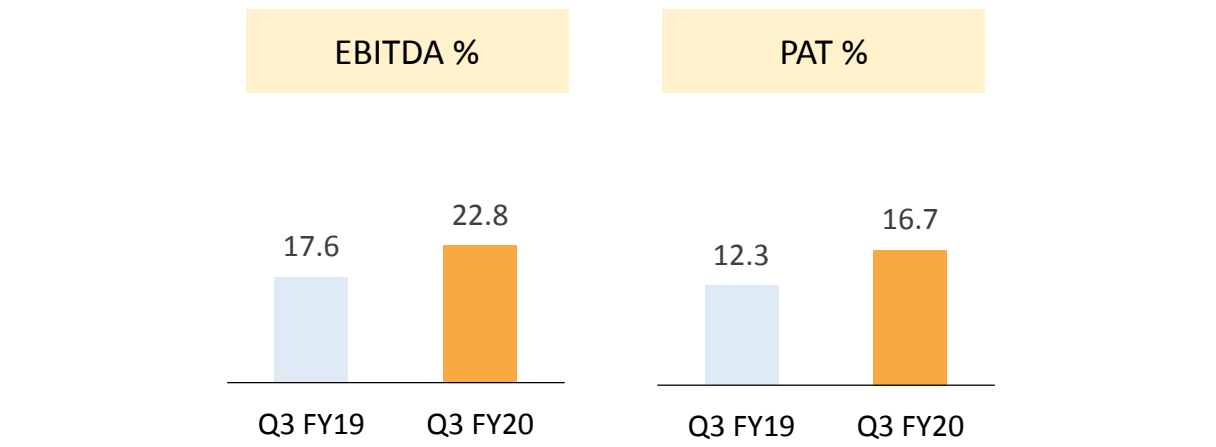
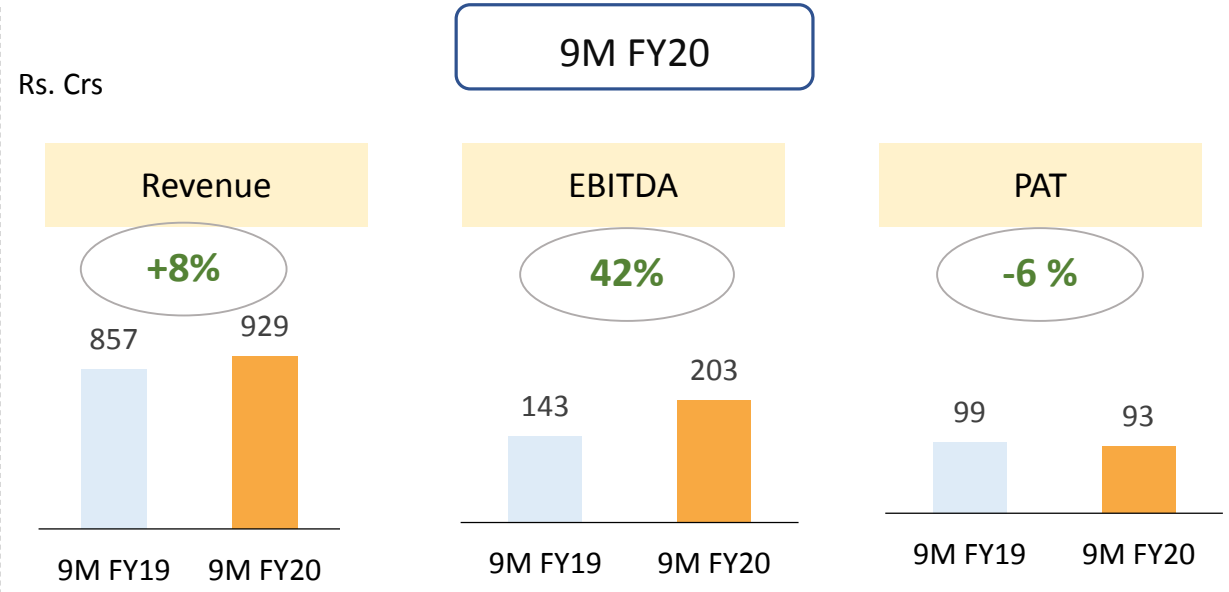
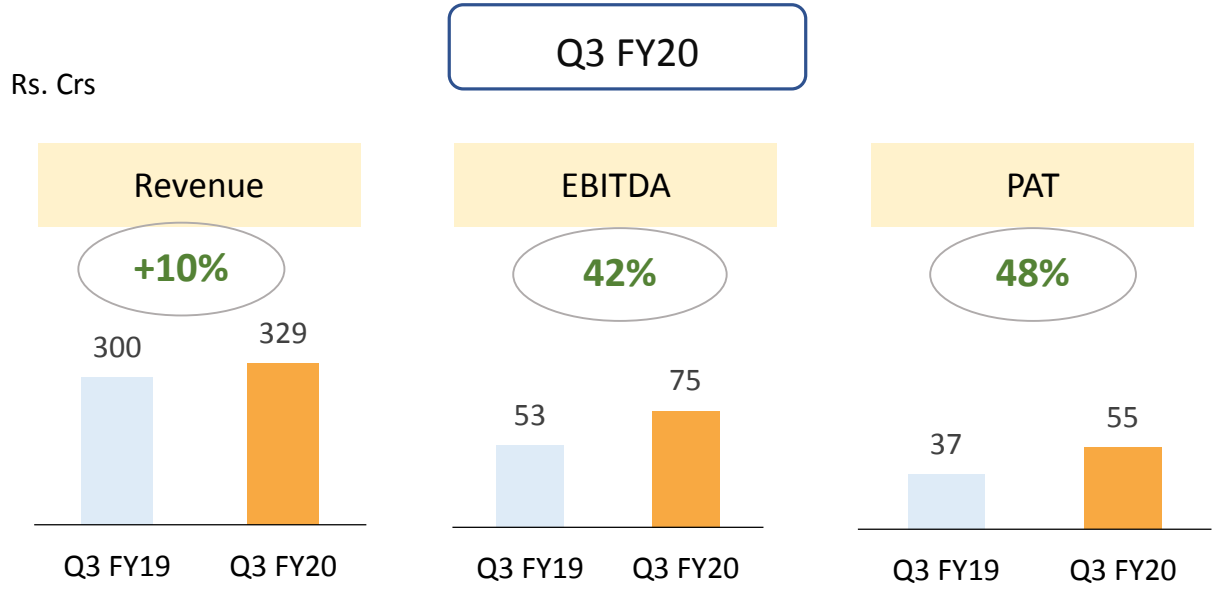
40+ Designers
Refreshing New Products every
2-3 weeks
Wide network of suppliers
and job-workers

NO Attrition of
Top Management
in last 5 years

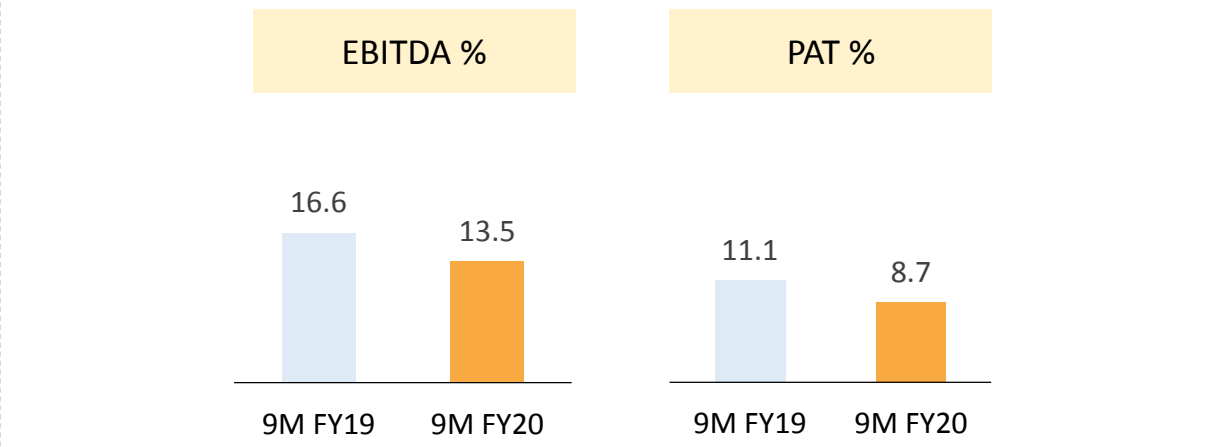
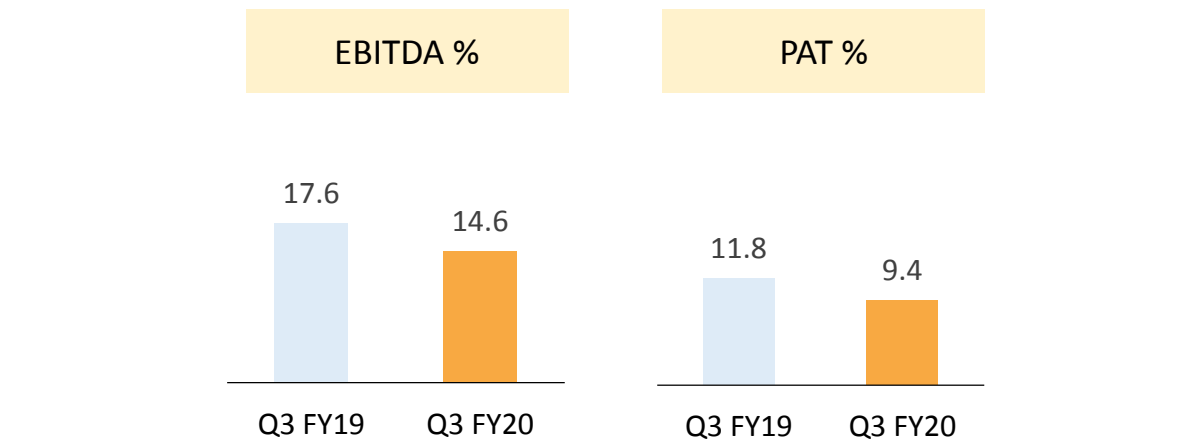
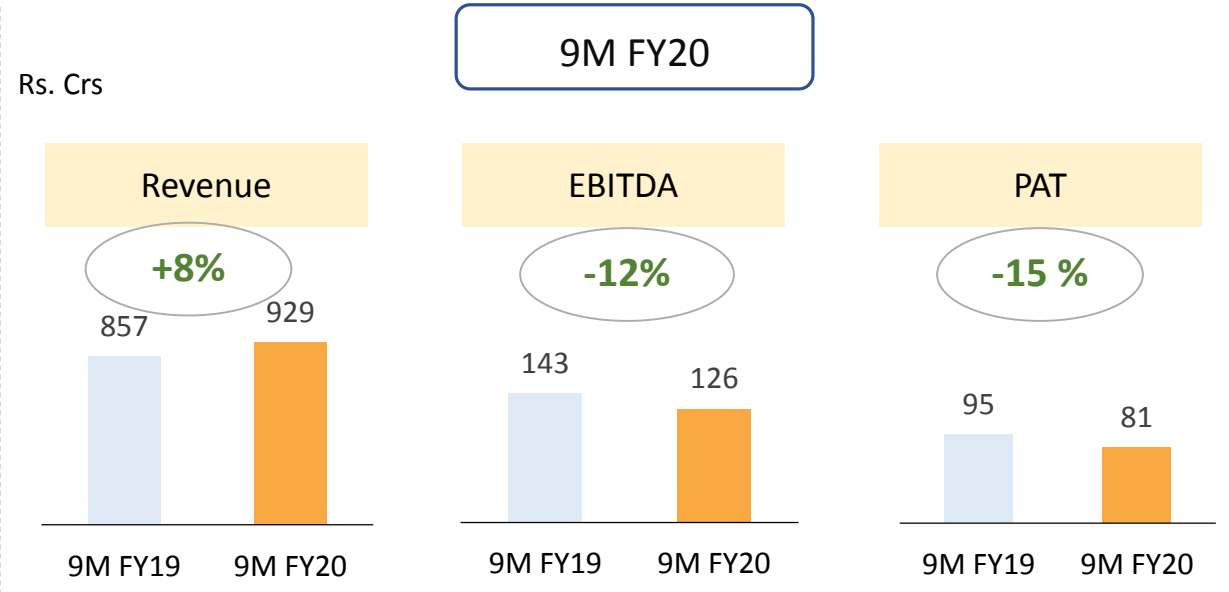
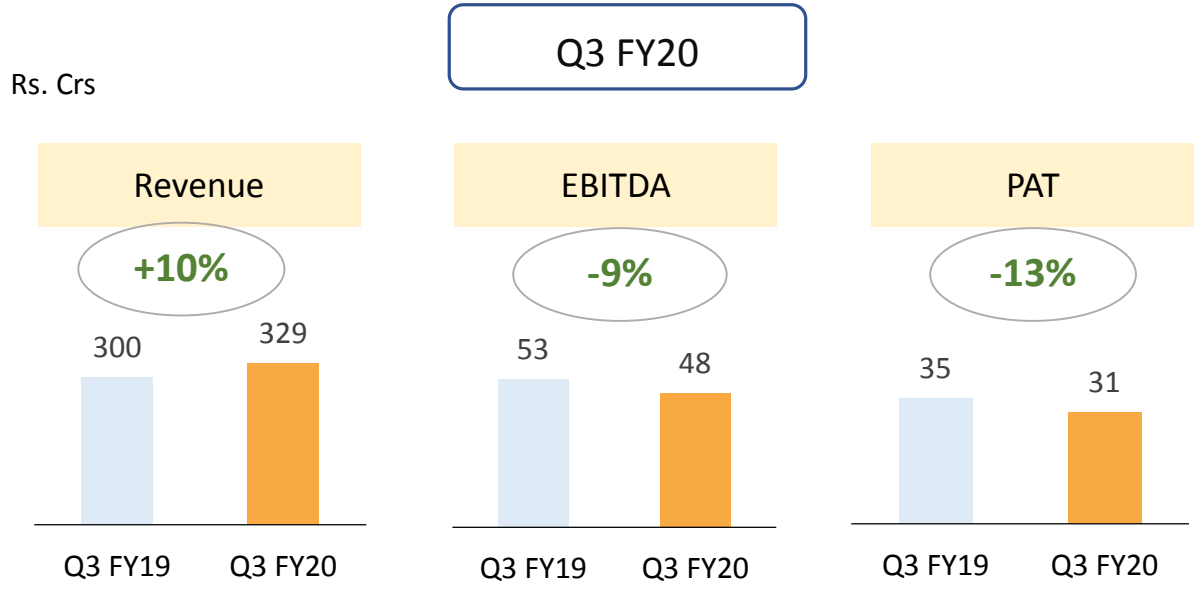
Proven product & Retail
Concept
Outsourced Manufacturing

Coordinates brand "Elleven" launched in January

Q3 & 9M FY20 Highlights: Reported Ind AS 116



Q3 & 9M FY 20 – Comparable to Q3 & 9M FY19 *



* 1) Pre-Ind AS 116 impact 2) Tax rates normalized @ 25.17%

Ind AS 116 Q3 & 9M FY20: P&L items impacted



Particulars	(Rs. Mn)					
	Q3 (comparable basis)	Change due to Ind As 116	Q3 (as reported)	YTD Dec (comparable basis)	Change due to Ind As 116	YTD Dec (as reported)
Finance costs	4.16	94.77	98.93	8.16	278.65	286.81
Depreciation and ammortisation expenses	62.93	185.49	248.42	171.37	547.38	718.75
Rent expenses	310.87	(253.79)	57.08	914.83	(750.88)	163.95
Other income (lease liabilities written back)	-	(16.89)	(16.89)	-	(24.18)	(24.18)
Impact on PBT		(9.58)			(50.97)	

Leading Home Grown Brands....



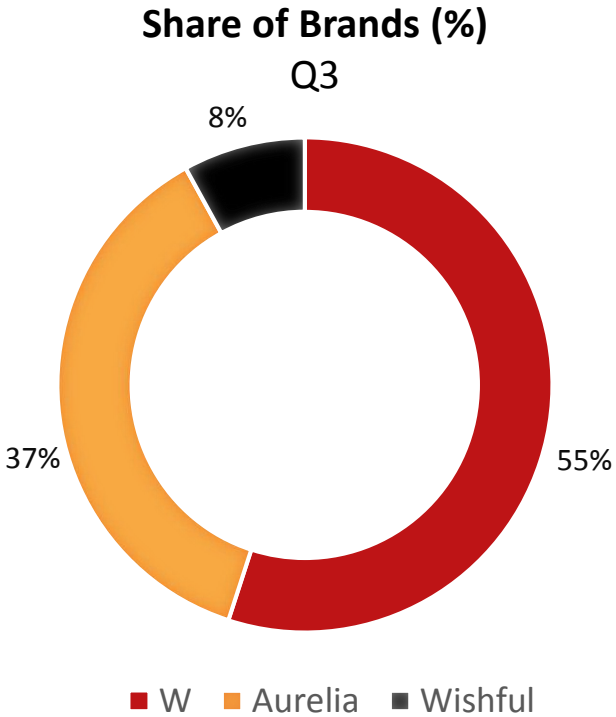
PREMIUM FUSION WEAR



CONTEMPORARY ETHNIC WEAR



PREMIUM OCCASION WEAR



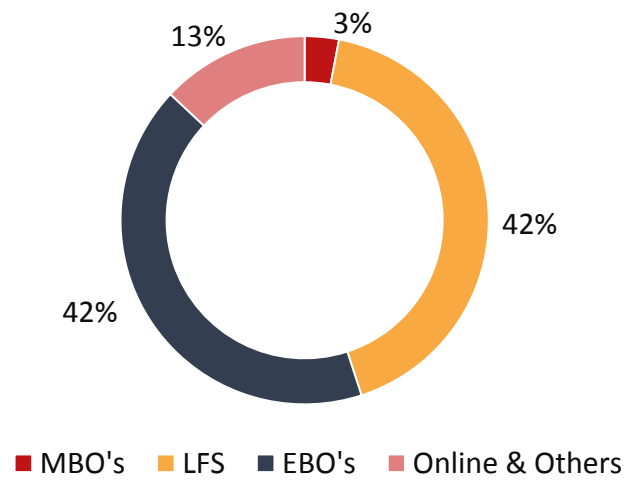
Brand Wise Growth

Brands	Q3 FY20
W	2%
Aurelia	25%
Wishful	2%

Q3 FY20 Channel wise performance ...



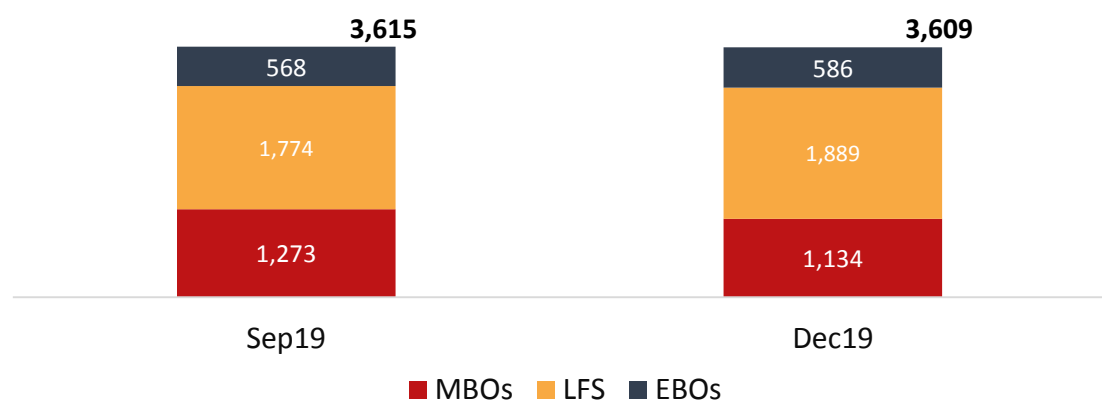
Channel Wise Revenue Split – Q3 FY20



Channel wise growth	Q3 FY20
EBOs	9 %
LFS	19 %
Online	33 %
MBOs	-58 %

SSSG 2% for Q3 FY20

Pan India Multichannel Presence



Number of EBOs	As of Dec 19	Q3 openings
W	343	10
Aurelia	238	9
Wishful	5	-1
Total	586	18



Key Highlights

Fourth brand added to our portfolio

First store of “Elleven”, our new Coordinates brand, launched at CG Road, Ahmedabad





Foot Apparel: 70+ styles set to launch in SS 20





Key Financial Highlights

Profit & Loss Statement – Q3 FY20 Reported Numbers



(All amounts in Rs. million except otherwise specified)

Particulars	For the quarter ended			For the nine months ended		For the financial year ended
	31 December, 2019 (Unaudited)	30 September, 2019 (Unaudited)	31 December, 2018 (Unaudited)	31 December, 2019 (Unaudited)	31 December, 2018 (Unaudited)	March 31, 2019 (Audited)
Income						
(a) Revenue from operations	3,289.88	3,208.45	3,001.96	9,294.62	8,572.95	11,479.53
(b) Other income (See note 3)	71.55	26.48	21.24	120.28	58.76	75.21
Total income	3,361.43	3,234.93	3,023.20	9,414.90	8,631.71	11,554.74
Expenses						
(a) Cost of materials consumed	1,039.90	1,137.87	1,044.83	3,375.46	3,123.48	4,351.60
(b) Changes in inventories of finished goods and WIP	20.28	(13.23)	(98.82)	(274.92)	(323.40)	(452.48)
(c) Employee benefits expense	415.42	406.75	378.89	1,192.50	1,091.54	1,437.74
(d) Finance costs (See note 3)	98.93	95.56	0.47	286.81	1.84	5.14
(e) Depreciation and amortisation expense (See note 3)	248.42	238.16	55.03	718.75	158.75	222.10
(f) Rent expenses (See note 3)	57.08	59.49	282.45	163.95	814.15	1,099.43
(g) Selling and distribution expenses	758.16	699.76	626.71	2,105.73	1,834.30	2,387.99
(h) Other expenses	320.39	267.13	261.31	821.19	664.38	886.99
Total expenses	2,958.58	2,891.49	2,550.87	8,389.47	7,365.04	9,938.51
Profit before tax (2 - 4)	402.85	343.44	472.33	1,025.43	1,266.67	1,616.23
Total tax expense	-147.41	166.57	101.62	93.57	279.16	301.88
Net profit after tax for the period (5 - 7)	550.26	176.87	370.71	931.86	987.51	1,314.35



THANK YOU