

Date: 12.08.2022

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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Dear Sir/Madam,

Sub: Investor presentation for Q1 ended 30th June 2022.

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

Scip Code: BSE Code: 541700, NSE Code: TCNSBRANDS

With reference to the above captioned subject, please find herewith, enclosed Investor Presentation for Q1 ended 30th June 2022. 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: 12.08.2022

Place: New Delhi



TCNS Clothing Co. Ltd

Q1 FY23 Results
August, 2022





Safe Harbour

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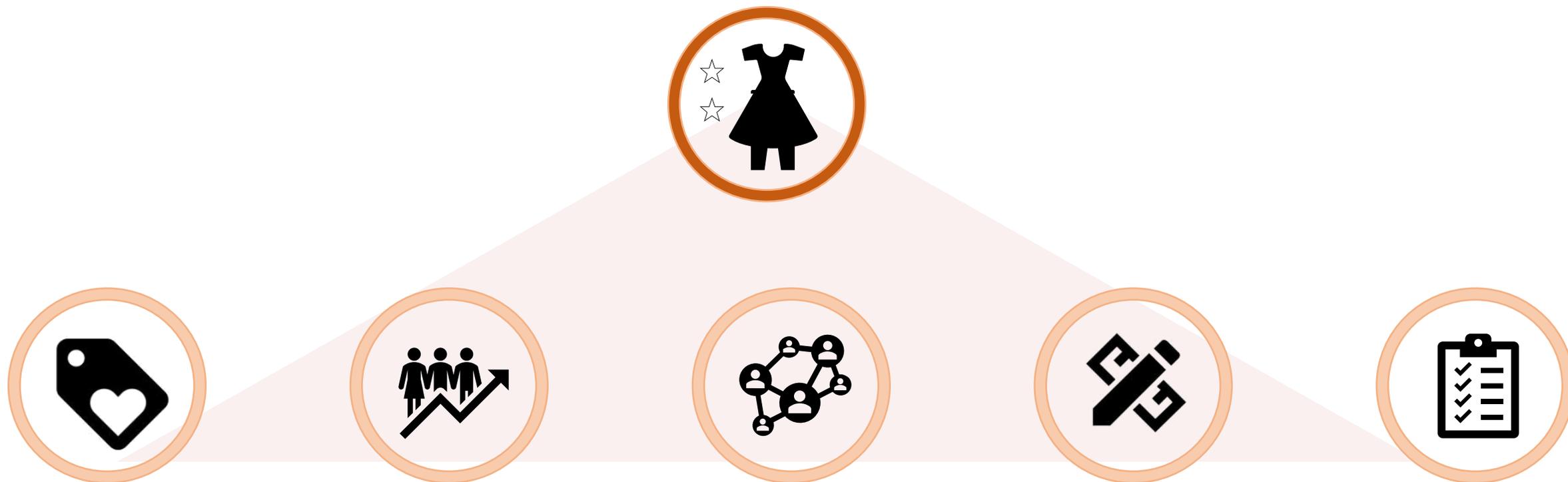
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TCNS Overview



TCNS - India's Leading Women's Branded Apparel Company



Portfolio of segment leading brands straddling across fashion sensibilities and value chain

Largest womenswear distribution network with ~**4100 outlets** and market leading omnichannel capabilities

Diversified supply chain network with **250+ supply chain partners**

50+ in-house cutting-edge design team developing over **5000 styles** every year

High ROIC, asset-light business model;
Strong cash reserves

TCNS houses distinct brands in women's outerwear segment, each with a focused positioning to offer a comprehensive portfolio for Indian women consumer



Premium fusion wear



Premium occasion wear



Contemporary ethnicwear



The ultimate coordinates destination



TCNS Clothing Co. Limited



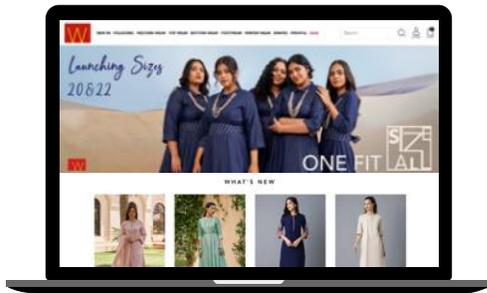
TCNS has widest womenswear reach with 4100+ points of sales, with strong owned omnichannel network and deep partnerships across all key offline and online retailers

Own Omnichannel Network

- 616 EBO Stores across India and International markets



- Own brand websites offering complete selection and deeper engagement



LFS Partners – ~2400 doors



Key Online Partners



MBO – ~1100 doors



With 50+ in-house design team and 250+ suppliers pan-India, TCNS has a scalable, well-connected & diversified Design-to-Production network

50+ In-house design team focused on driving innovation and creating fashion trends

250+ Partners/ suppliers ranging from artisanal groups to large mills, enabling a highly differentiated product every single time

5000+ Product styles launched every year across Apparel, Footwear, Accessories & Cosmetics

Automated Inventory management system and nimble production and reordering cycle for reduced Concept-to-Shelf

Integrated warehousing facility powered by a strong WMS, upgraded infrastructure and specialized operations team



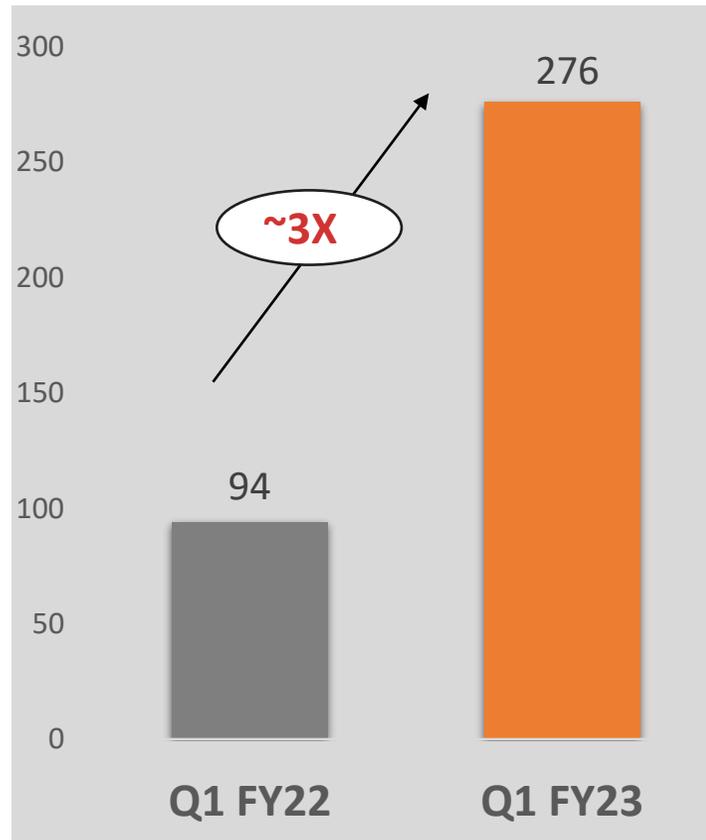
Business Update



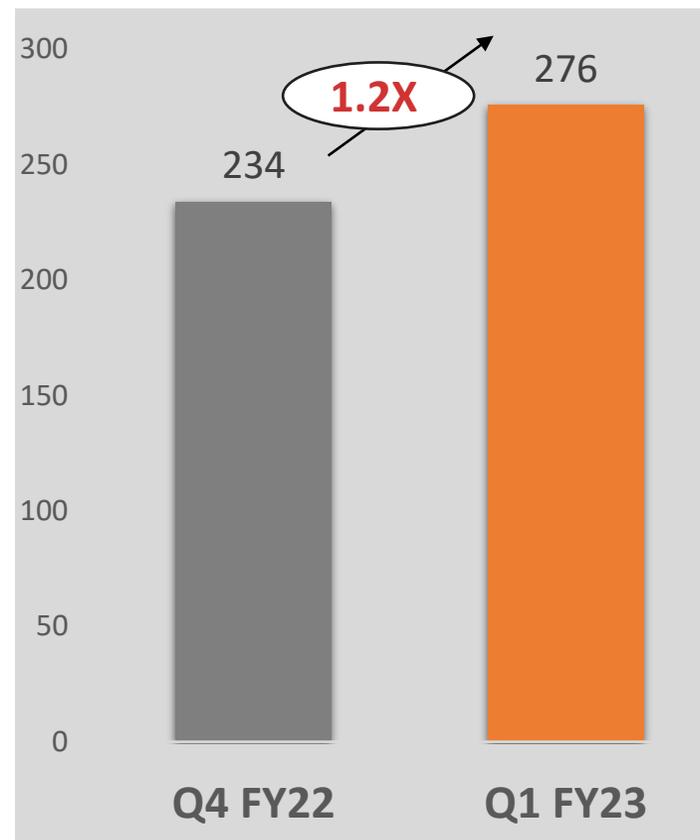
Sales recovery: Matched highest ever Q1 sales despite slower category recovery; Year on year sales grew to ~3X over Q1 FY22

Revenue from Operations – Rs Crs.

YoY Growth



QoQ Growth



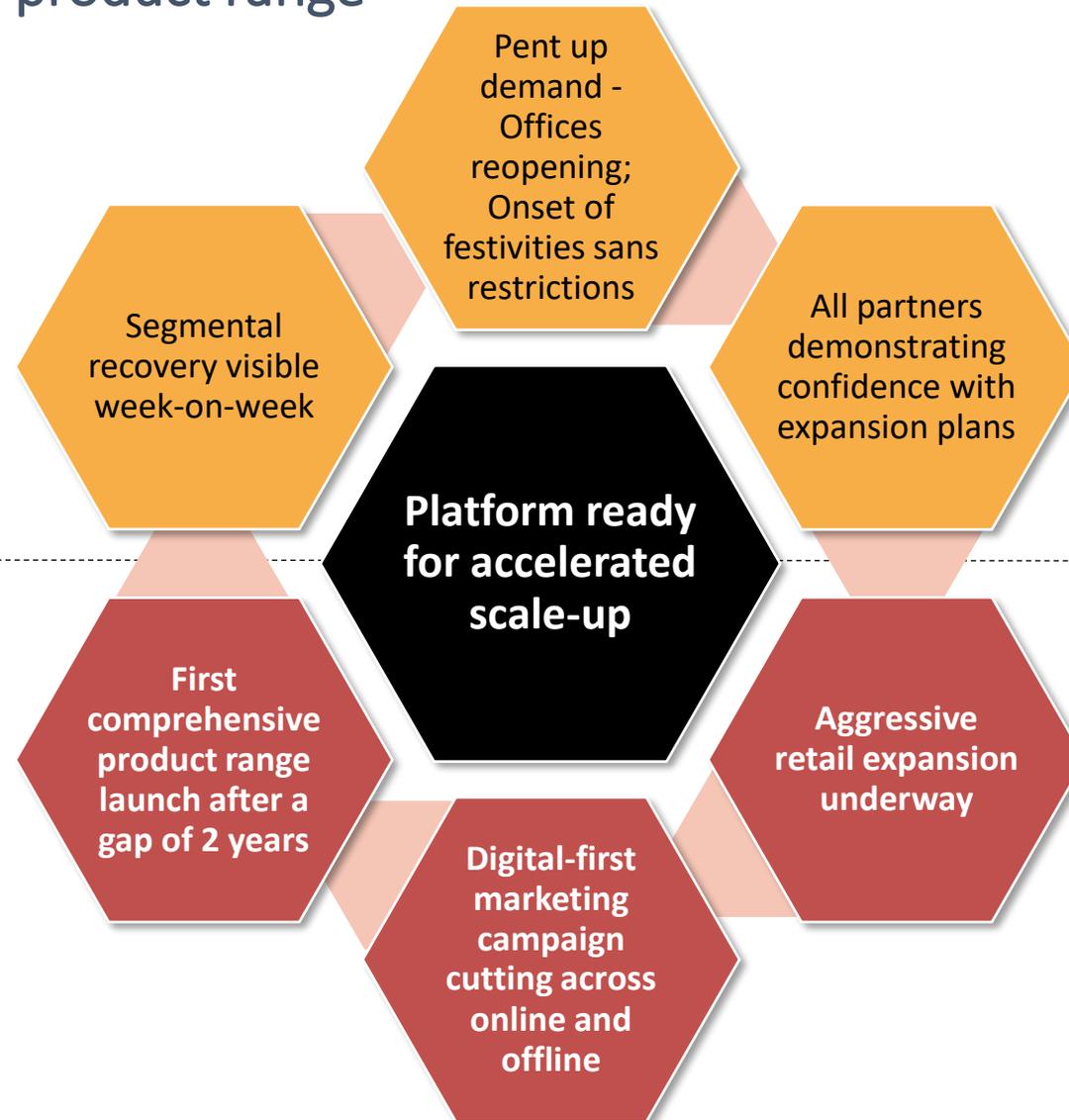
Q1 Highlights

- **Offline:** gradual recovery with spikes around regional festivals
 - Opened 17 stores on a net basis to reach a total store count of 616
 - 6 Project Rise stores added – tally now at 20
- **Online:** secondary sales continued to grow in Q1 on a large base
 - Brand websites accelerated further to grow at ~35% over Q1 FY22
- **MBO** business continuing to build-up with strong Monsoon-Festive order book

Emerging Market Outlook: Improving demand scenario combined with early launch of most comprehensive product range

External trends

Demand scenario improving



Business Readiness

Prepared for accelerated scale-up

Recap FY23 focus: accelerating growth along multiple dimensions

Focus areas

New Brand / Categories

Scale each foray across channels and expand product assortment

Third-party Marketplaces

Leveraging strategic marketing, scaling the omni-channel fulfilment model and launching online-first products

Brand Website

Build deeper omnichannel offerings and personalization capabilities

Store Upgradation

Enhanced Retail presence across key markets to showcase full representation of all brand collections and product categories

Store Addition

Expansion in existing markets and franchisee-led Project Bharat stores in tier 3+ markets

FY23 Target

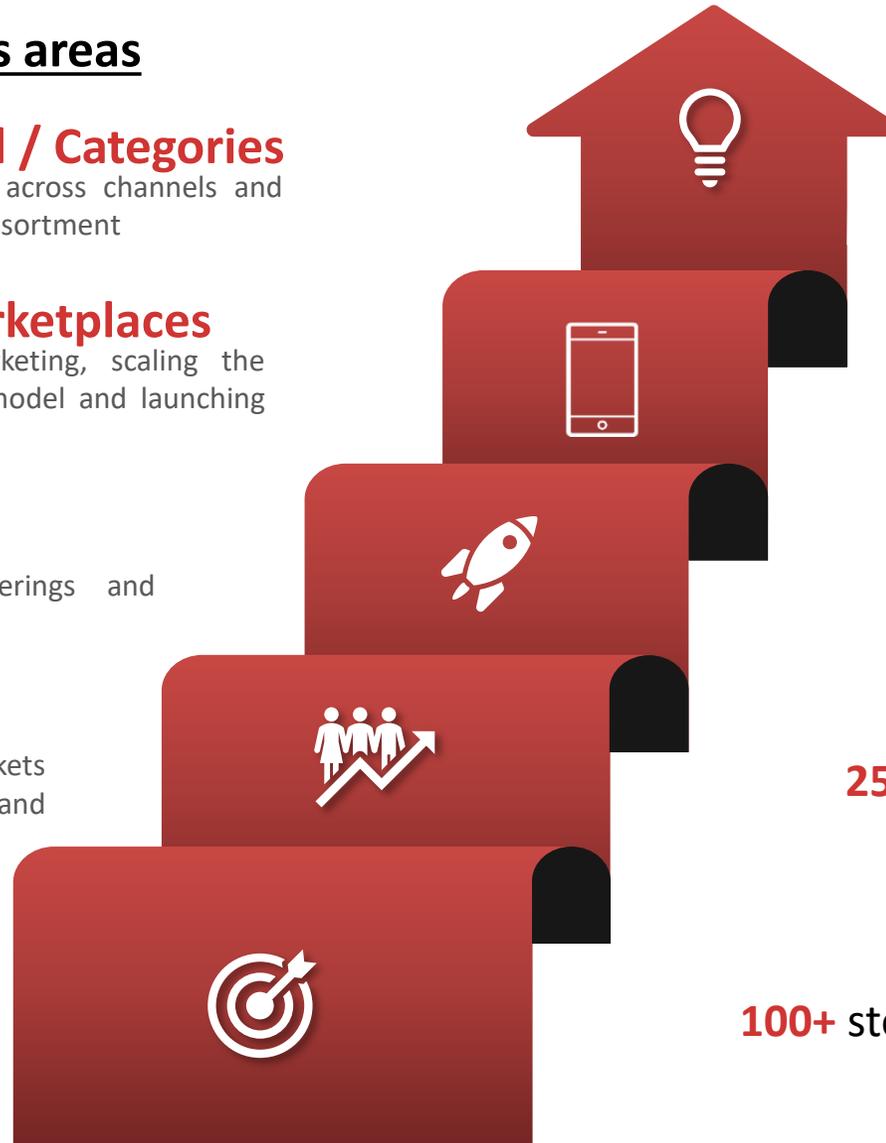
100+ crore ARR for new forays

2X share of Omnichannel

25%+ of online revenue

25+ Project Rise stores

100+ store addition



Key results: a number of wins against the Key Focus Areas in FY23



Project RISE Stores
launched with new
retail identity of W

Linking Road,
Mumbai



TCNS Clothing Co. Limited

Himayath Nagar,
Hyderabad



TCNS Clothing Co. Limited

Phoenix Mall,
Bengaluru



Lulu Mall,
Trivandrum

W

ദേശീയ



Oberoi Mall,
Mumbai

विशाफुल

WISHFUL

TCNS Clothing Co. Ltd.
GSTIN: 27AAJCT4432E1Z0



Seawoods,
Mumbai



Q1 FY 23 : Reported Ind-AS-116

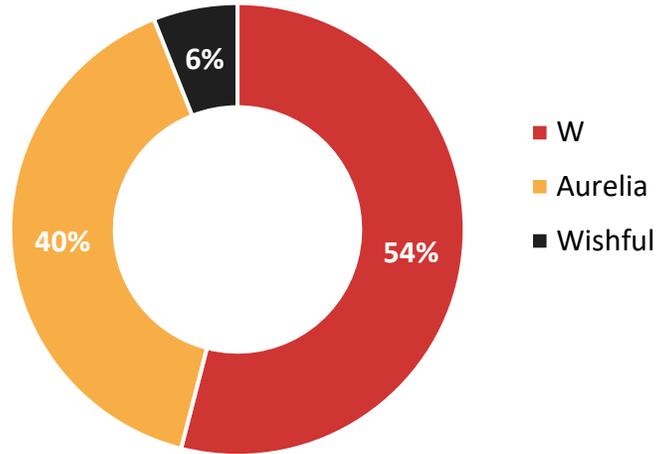
Particulars (Rs Million)	Q1FY23	Q1FY22	Growth -YoY%
Revenue	2764	938	195%
EBITDA	379	-204	NA
PBT	26	-490	NA
PAT	24	-361	NA

% to Revenue	Q1FY23	Q1FY22
EBITDA	13.7%	-21.8%
PBT	0.9%	-52.3%
PAT	0.9%	-38.4%

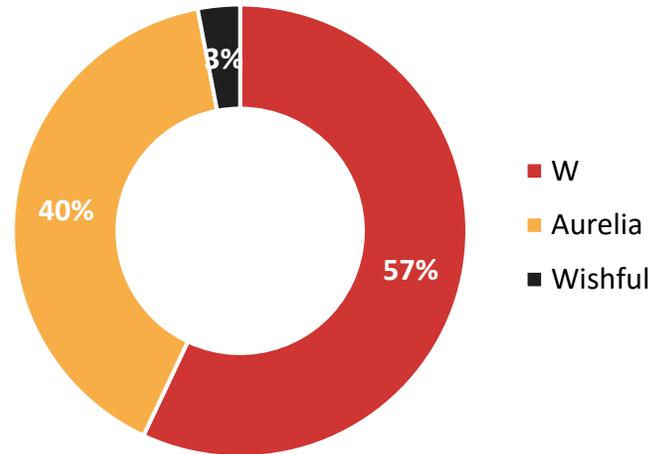
Q1 FY 23 : Brand-wise performance

Share of Brands (%)

Q1FY23

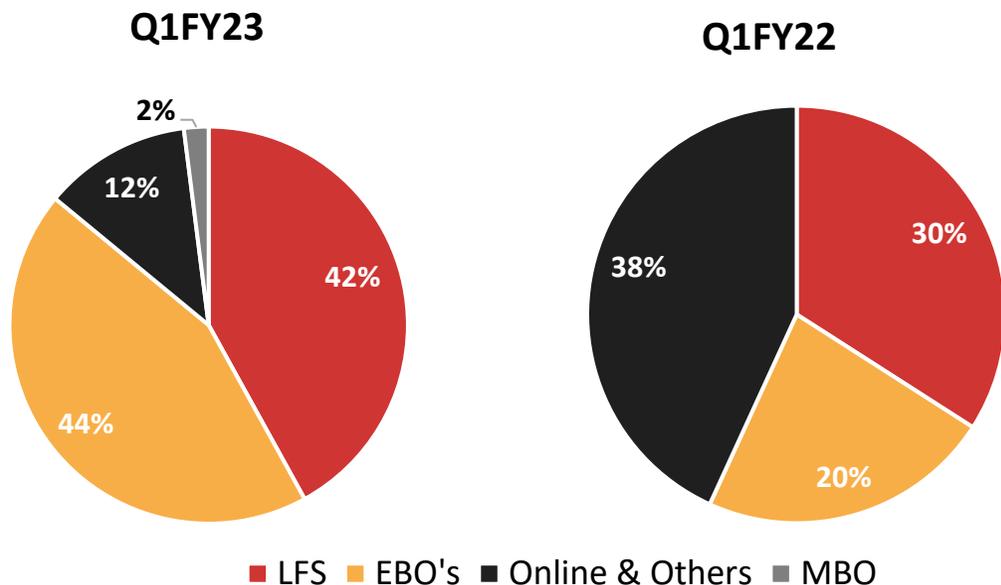


Q1FY22

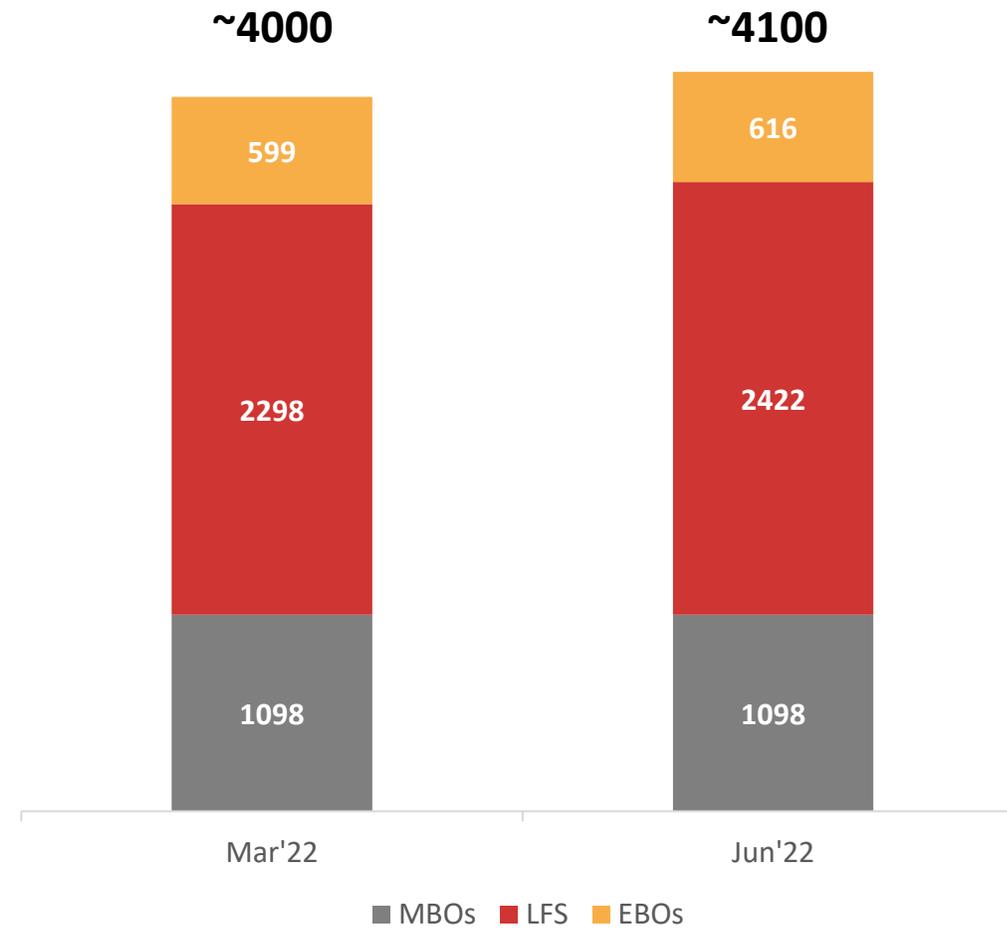


Q1 FY 23 : Channel-wise performance

Channel Wise Revenue Split



Pan India Multichannel Presence



# of EBOs	As of Jun'22	Net Q1 Openings
W	344	12
Aurelia	245	0
Wishful	6	1
Elleven	21	4
Total	616	17

Detailed Financials



Profit & Loss Statement

S.No.	Particulars (In Rs. Million)	Q1FY23	Q1FY22	YoY	Q4FY22	QoQ
1.	Income					
	(a) Revenue from operations	2764	938	195%	2344	18%
	(b) Other income	66	30	123%	122	-46%
	Total income	2830	968	192%	2466	15%
2.	Expenses					
	(a) Cost of materials consumed	1646	644	156%	1240	33%
	(b) Purchases of stock-in-trade	43	20	110%	44	-3%
	(c) Changes in inventories of FG, WIP and stock-in-trade	-834	-249	234%	-554	51%
	(d) Employee benefits expense	471	311	52%	408	16%
	(e) Finance costs	97	80	21%	108	-10%
	(f) Depreciation and amortisation expense	257	206	24%	287	-11%
	(g) Rent expenses	68	32	114%	0	
	(h) Selling and distribution expenses	738	256	189%	646	14%
	(i) Other expenses	318	159	100%	363	-12%
	Total expenses	2804	1458	92%	2542	10%
3.	Profit/(loss) before tax (2 - 4)	26	-490		-76	
4.	Total tax expense	2	-130		-18	
5.	Profit/(loss) for the period/year (5 - 7)	24	-361		-58	



For further information, please contact

Company :

Investor Relations Advisors :

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