



Date: March 08, 2024

To Department of Corporate Services, BSE Ltd. P.J. Towers, Dalal Street, Fort, Mumbai- 400 001.	To Listing Department The National Stock Exchange of India Ltd. "Exchange Plaza", Bandra-Kurla Complex, Bandra (East), Mumbai- 400 051.
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Dear Sir/Madam,

BSE Scrip Code: 533941 and NSE Symbol: THOMASCOTT

**Sub.: Investor Presentation for KYC 2024 (Know Your Company)
Organised by Tattvam निवेश Meet dated 08.03.2024.**

**Reference: Our intimation dated March 01, 2024 w.r.t. interaction with
Investors/Analysts pursuant to Regulation 30 read with Part A of
Schedule III to the SEBI (Listing Obligations and Disclosure
Requirements) Regulations, 2015.**

In furtherance to our above-referred intimation, the presentation for the Investor Conference held today is attached herewith and also being uploaded on the website of our Company.

You are requested to kindly take the same on record.

Thanking You.

**Yours faithfully,
For Thomas Scott (India) Limited**

**Brijgopal Bang
Managing Director
DIN: 00112203**

Encl.: as above



THOMAS SCOTT INDIA LIMITED (“TSIL”)

FASHION > TECHNOLOGY > RETAIL

COMPANY PRESENTATION

March 7, 2024

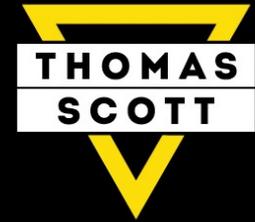
***Statutory Disclaimer**

We, the presenters, are a part of the management/promoter team of Thomas Scott (India) Limited, and our family/associates may have vested interests in the presented securities and could be individually invested, participating in related transactions as deemed appropriate. Thomas Scott (India) Limited and their family/associates might have received any compensation and might be associated with the mentioned securities at any point in time. This information, believed to be reliable, is provided with available information at present but can vary going forward.

This presentation may involve discussions and statements that are forward-looking about the company. These statements are based on the beliefs, opinions, and expectations of the company as of the date of this meeting. It's important to note that these statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict.

This material is not an offer to sell or a solicitation to buy any securities or financial instruments mentioned in the report. All opinions and estimations included in this report constitute the judgment of the management of Thomas Scott (India) Limited as of this date and are subject to change without notice.

- Thomas Scott (India) Limited

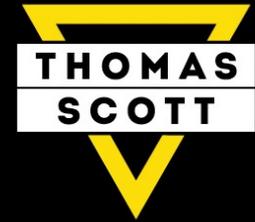


HELLO!

Thomas Scott India Limited (TSIL) is an online focused specialty retailer with 12,000+ SKUs, sold across 9 channels for 15 brands in India and Gulf (GCC).

With garment manufacturing facilities in Bangalore, Solapur, Gurgaon and Mumbai; and a robust warehousing / distribution network across India, the company provides a truly D2C experience to customers where the product moves direct from factory to the end user.

The company has developed a centralized mechanism that uses cutting edge technology, such that while the customer may interact with multiple front-end brands / channels, the show is run through a cost-efficient single back-end.



Vedant Bang

Managing Director at
Thomas Scott (India) Limited

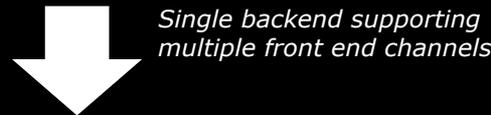
Hey! I'm Vedant Bang, a passionate and driven individual who loves exploring the intersection of technology and fashion. I am currently the Managing Director of Thomas Scott (India) Limited, where I have led the company's transformation from a traditional apparel manufacturer to a tech-enabled online fashion retailer.

With a strong background in finance and data analytics, I am a Fellow Actuary, CA and CFA Charterholder. My love for data and numbers has always been a driving force in my career, and I am constantly seeking ways to leverage it to drive business growth and innovation.

As a young entrepreneur, I am always on the lookout for new challenges and opportunities to learn and grow. I am a firm believer in the power of technology to disrupt and revolutionize industries, and I am excited to be a part of the ever-evolving fashion landscape.

OUR BUSINESS MODEL – TECH ENABLED BACK-END TO SUPPORT MULTIPLE FRONT ENDS

TSIL is an online first specialty retailer of marquee brands across major marketplaces and through own website. Our customers interact with multiple front-end channels & brands (9 channels, 15 brands, 12000+ SKUs) across the internet; efficiently managed through a common back-end supported by cutting edge technology. This creates overall cost efficiency and readiness to scale the business.



Own Brands



**Namshi Brands
(UAE/KSA)**



**Myntra-Flipkart Group
Brands in Marketplace Model**



**Amazon Private Labels
B2B**



Major B2B customers



Articles Sold

Menswear



Shirts

Trousers



Jeans

Shorts



T-Shirts

Blazers



Womenswear

Handbags

KEY STRENGTHS



Superior use of data, analytics & automation

Data-driven product launches

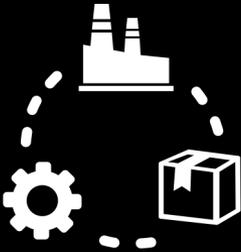
We leverage data to identify trends, keywords and pages on marketplaces where we create products that play into supply-demand gaps such that product is pre-fit to market demand

Analytics at the heart of our e-commerce operations

We answer all questions "e-commerce" through analytics backed methodologies – such as where to stock, how much to stock, size ratio to cut, manage seasonality etc.

Automation to create operational efficiencies

We use automation to continuously monitor e-commerce operations, streamline workflows and identify issues in advance to manage operational risks.



Manufacturing Expertise & Cost Efficiencies

Ability to execute 'High Width – Low Depth Strategies'

We minimize inventory investment for every style that we launch through specialized sampling lines, allowing us to allocate capital more efficiently across diverse products.

Superior Quality & Fits

Our decade long legacy in manufacturing, systematic approaches to production planning and extensive fit research methods ensure high product quality, efficiency and lower customer returns

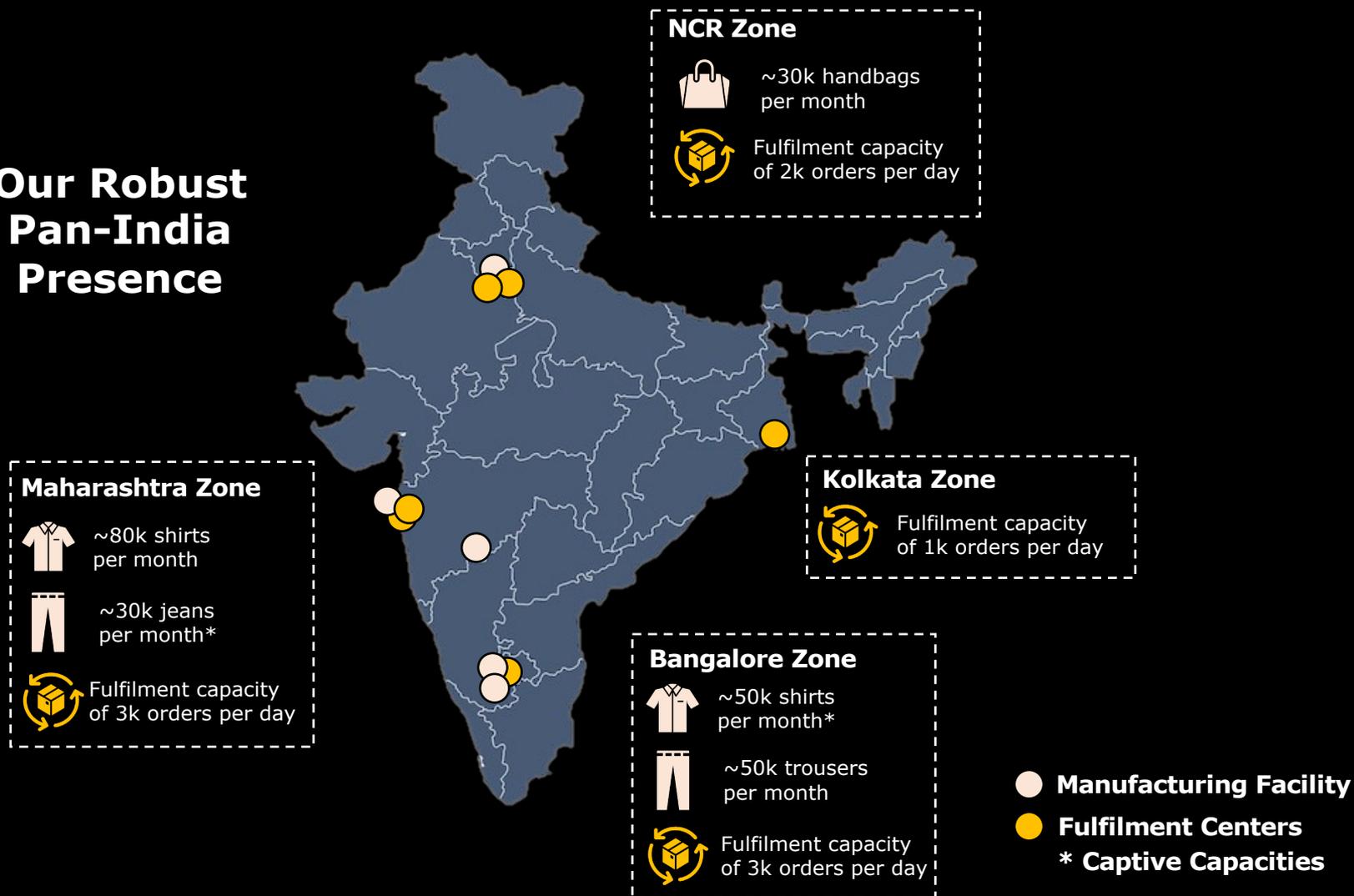
Cost Efficiencies & Defensiveness

Being a truly D2C player (from factory to direct customer) creates cost efficiencies that are often passed on to the consumers to obtain greater volumes & enhanced competitiveness. It also minimizes stock liquidation haircuts.

OUR BUSINESS MODEL – TSIL PROVIDES A TRULY D2C EXPERIENCE

With manufacturing facilities in Bangalore, Solapur and Gurgaon; and a robust warehousing / distribution network across India, TSIL provides a truly D2C experience to customers where the product moves direct from factory to the end user.

Our Robust Pan-India Presence



FINANCIAL SNAPSHOT – FY22 / FY23 / 9M FY24 / TTM (all figures in INR crore)

	FY22	FY23	9M FY24	TTM
Revenue	32.5	62.8	65.4	89.3
Expenses	31.1	58.2	57	77.5
EBITDA	1.4	4.7	8.5	11.9
<i>EBITDA %</i>	4.3%	7.5%	13%	13.3%
Interest	0.4	1.0	1.7	2.3
Depreciation & Amortization	0.3	0.7	0.7	0.9
Profit Before Tax	0.7	2.98	6.0	8.6
<i>PBT %</i>	2.2%	4.7%	9.2%	9.6%
Tax	0.1	0.1	0.0	-0.1
Profit After Tax	0.63	2.88	6.02	8.71
<i>PAT %</i>	1.9%	4.6%	9.2%	9.8%



THANK YOU

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