Date: June 25, 2025

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

Dear Sir/Madam,

Ref: BSE Scrip Code: 533941 and NSE Symbol: THOMASCOTT

Sub.: Investor Presentation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”).

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith the Investor Presentation of Thomas Scott (India) Limited for the financial year ended March 31, 2025.

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For Thomas Scott (India) Limited

BRIJGOPAL BALARAM BANG

Digitally signed by BRIJGOPAL BALARAM BANG
DN: c=IN, o=Personal, title=2822, pseudonym=13349529474623012446 5C65BJ1zdZLp, 2.5.4.20=ac45d24581890bf1014415f0ec363a21f2470d27256f29cf08c3b9abcb920cdf, postalCode=400006, st=Maharashtra, serialNumber=bf990facd45d8aeb9ffdb88b070c0393240c9273c8dc8022e191e173a30581e1, cn=BRIJGOPAL BALARAM BANG
Date: 2025.06.25 12:08:47 +05'30'

Brijgopal Bang
Managing Director
DIN: 00112203

Thomas Scott (India) Ltd. | Regd. Off.: 447, Kewal Industrial Estate, S. B. Marg., Lower Parel (W), Mumbai - 400013, (india).
CIN: L1809MH2010PLC209302 | Corp. Off.: 405 / 406, Kewal Industrial Estate, S. B. Marg., Lower Parel (W), Mumbai - 400013, (india).
Tel:022-6660 7965 / 6660 7967 | Fax: +91-22-66607970, E-mail: tsil@banggroup.com • Web.: www.thomasscott.org

THOMAS SCOTT (INDIA) LTD

INVESTOR PRESENTATION

June 2025

Snapshot

15+ years
Track Record

12,000+
SKUs

15+
Brands

9
Distribution Channels

5
Exclusive Brand Outlets (EBO)

4
Mfg. Plants
Capacity – 140k units / Month

4
Fulfilment Centers

71%
3 Year Revenue CAGR

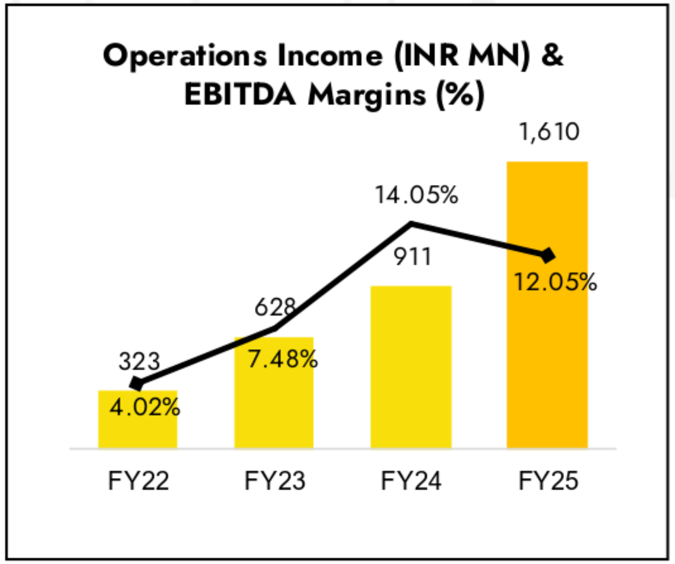
177%
3 Year PAT CAGR

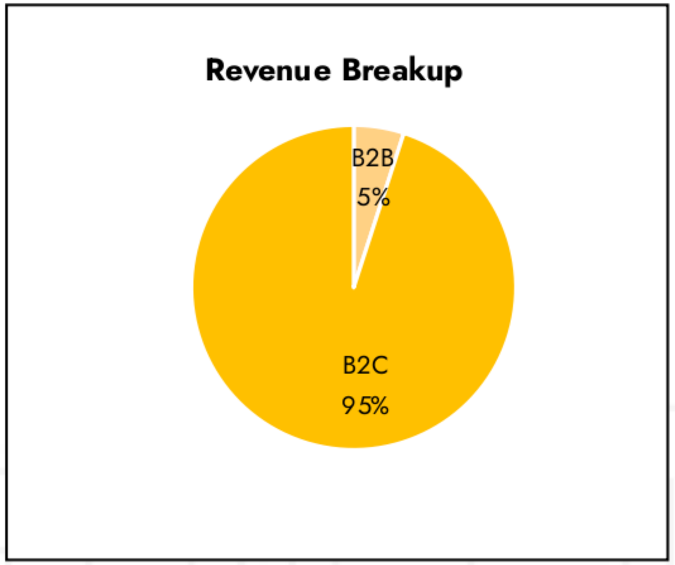
16.47%
ROCE

COMPANY OVERVIEW

Company Overview

- Thomas Scott (India) Ltd. was incorporated in 2010 as a traditional apparel manufacturer and has transformed into a vertically integrated tech-enabled online fashion retailer in the last few years.
- Established with a vision to bring international fashion sensibilities to the Indian market, the company has carved a niche in the highly competitive mid-premium fashion segment.
- Thomas Scott occupies a sweet spot in the Indian fashion ecosystem, catering to the aspirational, brand-conscious middle-class consumer seeking quality apparel at accessible prices.
- The company has a diverse portfolio of apparel and accessories (such as handbags) under its main brand, "Thomas Scott," along with other licensed and international brands, focusing on premium and high-fashion products.
- It has more than 12000 SKU's across 15+ brands which it distributes through 9+ channels across the country both in the online and offline space.
- The company has developed a centralised back-end operations where design, brand management, and merchandising are carried out using a data-driven approach.





Journey

Pre-Covid
Apparel manufacturer with single factory based out of **Solapur**

Sep, 2021
Foray into online B2C via Hammersmith brand in **accelerator program with Amazon Global**

Feb, 2022
Relaunch of Thomas Scott in an online first multi-channel format via Myntra, Ajio, Tata Cliq, Flipkart & Amazon

Jun, 2022
First license brands taken up in collaboration with **Namshi (largest fashion marketplace in GCC)** for brands Robert Wood & 75

Nov, 2022
Built first set of back-end processes **& tech framework to enable brand management in a "plug & play" manner**

Jan, 2023
Myntra Fashion Brands collaboration initiated with four major brands in menswear segment – Invictus, Here&Now, Mast&Harbour, Moda Rapido

Aug, 2023
Expanded scope of licensed brands on Myntra to 10 brands

Mar, 2024
Signed agreement to be **alpha supplier for major international brands** under exclusive channel partnership with Myntra. **Crossed INR 100 crore ARR**

Jun, 2024
Thomas Scott brand achieves INR 50 crore ARR individually through online channels
Pilot offline for Thomas Scott with 5 stores in Bangalore

Oct, 2024
Signed **AJIO license brands Buda Jeans Co** for launch starting Spring Summer 2025. Initiated Quick Commerce pilot with Big Basket for our brand.
Achieved INR 160 crore ARR

Nov, 2024
Expanded scope of international brands to cover Handbags category and women's western wear in Apparel category under exclusive channel partnership with Myntra

Board of Directors

MR. BRIJGOPAL BALARAM BANG
(MANAGING DIRECTOR)

Mr. Brijgopal Bang is Commerce Graduate and also completed Master of Management Studies (MMS) from Bombay University in the year 1992. He is the promoter and Managing Director of the Company. He has been actively involved in the business of the Company since incorporation and has played a key role in the growth of the Company with his inputs in strategic planning and business development.

MR. VEDANT BANG
(MANAGING DIRECTOR - E-COMM)

Mr. Vedant Bang is a Graduate from Mumbai University, he is also a Fellow Member of the Institute of Actuaries, Chartered Enterprise Risk Actuary, UK and CFA Charterholder, USA. He has nearly seven years of experience as a senior management consultant in Deloitte in the Banking, Financial, Investment Services and Insurance domain.

MRS. VANDANA BANG
(DIRECTOR)

Mrs. Vandana Bang has a degree in Bachelor of Commerce. She is being associated with the Company viz. Bang Overseas Limited as General Manager (Design Division) since the year 2013 and appointed as Director in the year 2020. With her forte in making best Designs and Patterns, Company has grown at a fast pace and has always been among prime and preferred fabric and Garment business in the market.

MRS. SWATI SAHUKARA
(INDEPENDENT DIRECTOR)

Mrs. Swati Sahukara is an Associate Member of the Institute of Company Secretaries of India (ACS), B. Com and L.L.B. She has 11 years of rich experience in the field of Company Secretary profession, worked with various organizations viz. engaged in business of real estate, glass industry, film industry, corporate law consultancy and handled various assignments like merger, amalgamation, takeover, buy back of shares, preferential issue, due diligence etc.

MRS. ANURADHA PARASKAR
(INDEPENDENT DIRECTOR)

Mrs. Anuradha Paraskar is a marketing expert with 26 years of experience across FMCG, Realty, Hospitality, and Healthcare. She held senior roles at Godrej, Lavasa, and Piramal, and now consults for Thermax. An MBA from Mumbai University, she also completed executive education at Harvard and serves on the IIM Raipur Board.

MRS. KAVITA AKSHAY CHHAJER
(INDEPENDENT DIRECTOR)

Mrs. Kavita Chhajer, a Commerce Graduate and Law degree holder from Mumbai University, qualified as a Company Secretary in 2009. With experience since 2007, she has worked with various corporates in Company Law, Securities Laws, M&A, FEMA, and legal advisory. She specializes in drafting agreements, legal due diligence, compliance for Base Layer NBFCs, and training business partners on legal aspects.

Unique, Data Driven Business Process

Thomas Scott is an online focused retailer of major brands across marketplaces like Myntra, Ajio, Tata Cliq, Amazon, Flipkart & our website. With in-house manufacturing facilities, it provides a truly "direct to customer" experience.

Continuously collect data on high volume keywords, high traffic browsing pages, and competitive information on major marketplaces

Identify high demand trends & find online micro-markets with supply-demand gaps through our algorithms

Basis trends, **launch multiple products** across brands with **minimal inventory** then **monitor customer demand & satisfaction**

Scale up inventory bets on best-performing products that have high customer satisfaction

Tech-enabled centralized teams operate our process for multiple brands

Operations, Logistics & Fulfilment	Creative, Design & Catalog	Brand Management & Analytics	Finance & Control	Production & Sourcing

Technology Meets Manufacturing

Technology Leverages Manufacturing to Deliver Trends

Trend Identification
Using keywords to find trends in micro markets & launch demand-fit products

Cost Effectiveness & Quick Delivery
D2C model lowers costs, improves competitiveness, and reduces markdown losses.Pan-India Fulfilment Centers enable quick 2 day deliveries

Data Analytics & Automation
For optimal inventory management, streamlined workflows & risk mitigation

Superior Manufacturing
Expertise ensures high quality, efficient production, and fewer returns.

High Width – Low Depth Strategy (Small Batch Manufacturing)
Unique Advantage – Ability to pilot test a small batch (~120 MOQ) of new styles
Successful pilots get scaled up easily

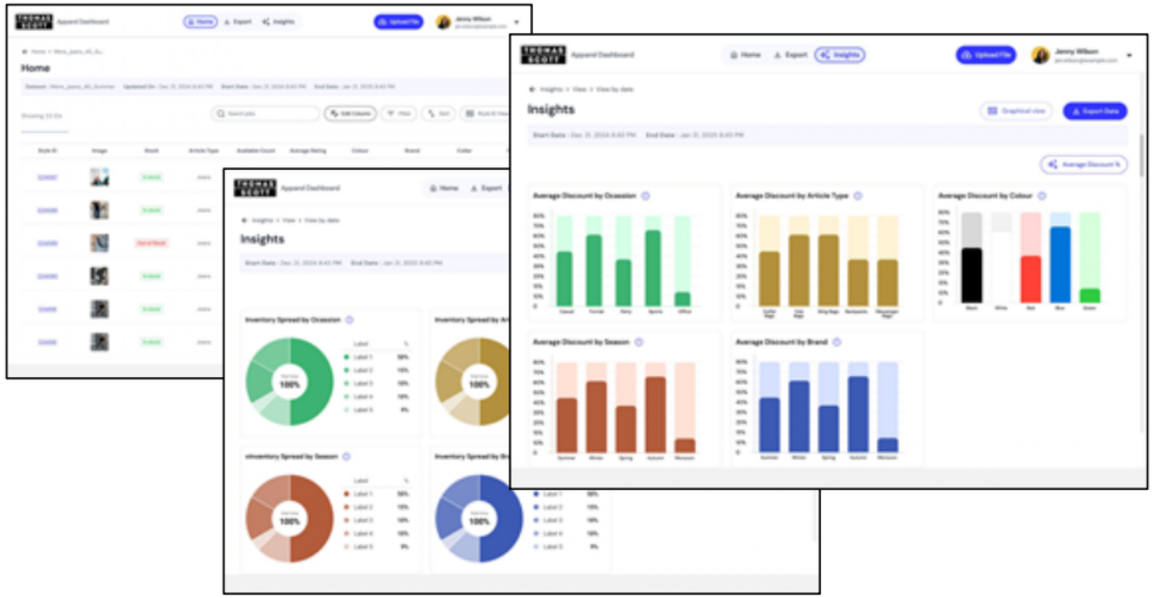
Technological Developments

- TSIL has evolved from a traditional apparel manufacturer into a vertically integrated, tech-enabled online fashion retailer.
- Over the past two years, the company has built built a centralized, data-driven back-end that powers operations, design, cataloguing, brand management, and merchandising for multiple brands, with algorithms guiding key decisions like demand, inventory, pricing, and marketing.
- Now, the focus is on formalizing this advanced technology into a more robust application with an enhanced user experience and integrating cutting-edge Generative AI (GenAI) capabilities.

Two components of the formalized application are in pilot stage:

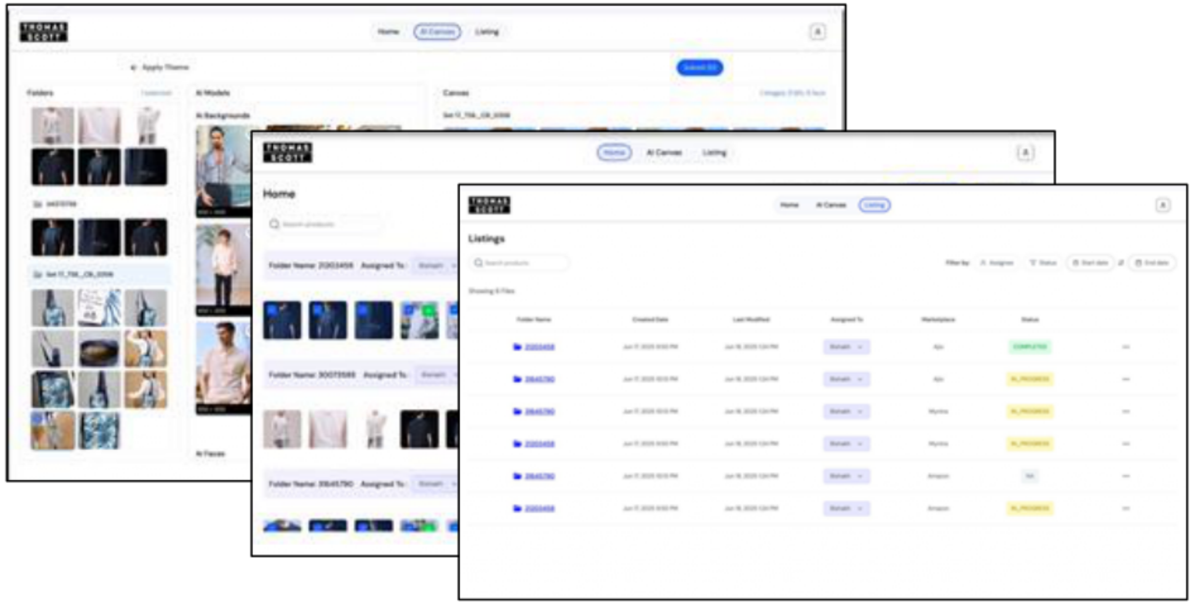
thread.ai

thread.ai is an intelligent co-pilot for fashion and lifestyle. Leveraging cutting-edge GenAI, thread.ai identifies trending and high-demand styles, empowering brands with data-driven insights for design, pricing and merchandising strategy.



catalog.ai

catalog.ai revolutionizes e-commerce visuals and listings. By analyzing high-conversion fashion and lifestyle styles, catalog.ai automates product shoots with AI models and backgrounds, streamlines editing, and intelligently manages e-commerce catalog tasks.

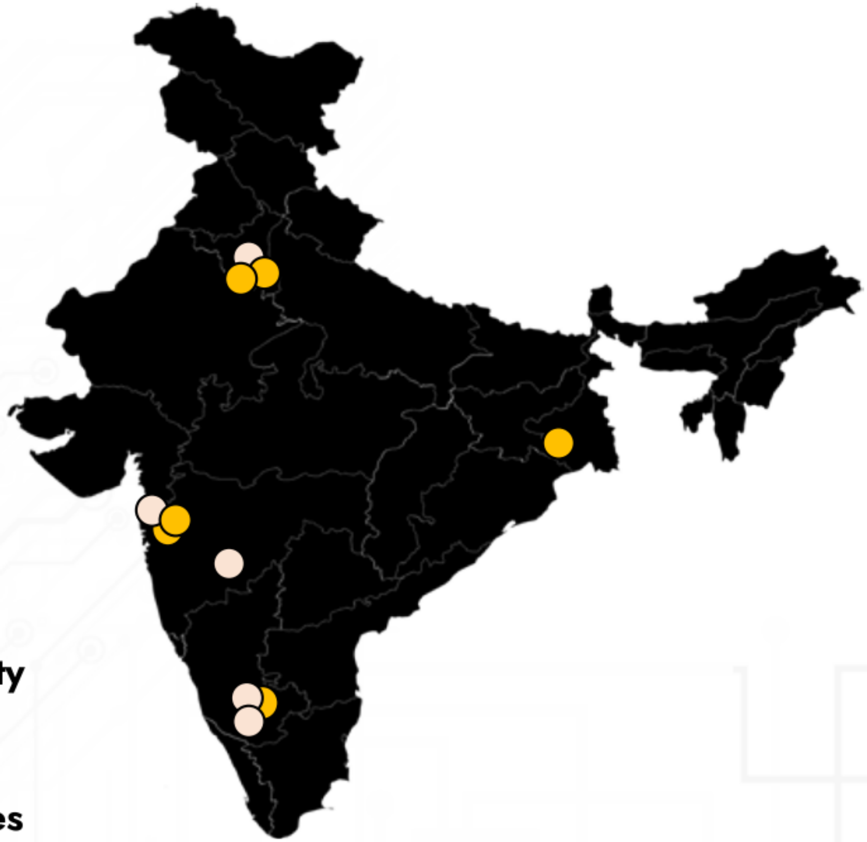


Manufacturing and Fulfillment centers

Particulars	
Manufacturing Units	4
Manufacturing capacity (Pieces/ Month)	
- Bottoms	60,000
- Shirts	60,000
- Bags	20,000
Fulfilment centers	4
Fulfilment Capacity (Pieces/Per Day)	15,000

A Robust Warehousing / Distribution Network Across India

- Robust Pan-India Presence with manufacturing facilities in Bangalore, Solapur and Gurgaon.
- Strong warehousing / distribution network across India, TSIL provides a truly D2C experience to customers where the product moves directly from the factory to the end user.
- Distribution network ensures that majority orders are received by customers within maximum of 2 days and in major urban areas on same day or next day basis, thus enhancing the speed of delivery and elevating customer experience and reducing cancellation rates.



Manufacturing Facility

Fulfilment Centers

- **Captive Capacities**

Maharashtra Zone

~ 60k shirts per month

~20k bottoms per month

~20k knitwear per month*

Fulfilment capacity of 6k orders per day

Bangalore Zone

~40k shirts per month*

~40k bottoms per month

Fulfilment capacity of 6k orders per day

NCR Zone

~20k handbags per month

Fulfilment capacity of 2k orders per day

Kolkata Zone

Fulfilment capacity of 1k orders per day

BUSINESS OVERVIEW

Business Structure

- **Thomas Scott (India) Ltd. [TSIL]**
  - **B2C Business**
    - **Own Brands**
      Facilitated through two modes:
      - **Online**
        Thomas Scott - Flagship Brand
      - **Offline**
        5 stores in Bangalore
    - **Licensed Brands**
      To be sold in marketplaces like Myntra, Amazon, Flipkart, Namshi (Dubai)
  - **B2B Business**
    - **Contract Manufacturing**
      Marquee Names like Raymond, Red Tape, Being Human etc.

Brands Portfolio

Own Brand

Thomas Scott

E-tailers

Myntra | amazon | Flipkart | AJIO | TATA CLiQ | NAMSHI

Myntra Domestic Brands

Mast & Harbour, sztori, Mr. Bowerbird, anouk, The Invictus, HERE&NOW

Myntra International Brands

AÉROPOSTALE, FCUK, NAUTICA, bebe

Ajio Brands

BUDA JEANS Co

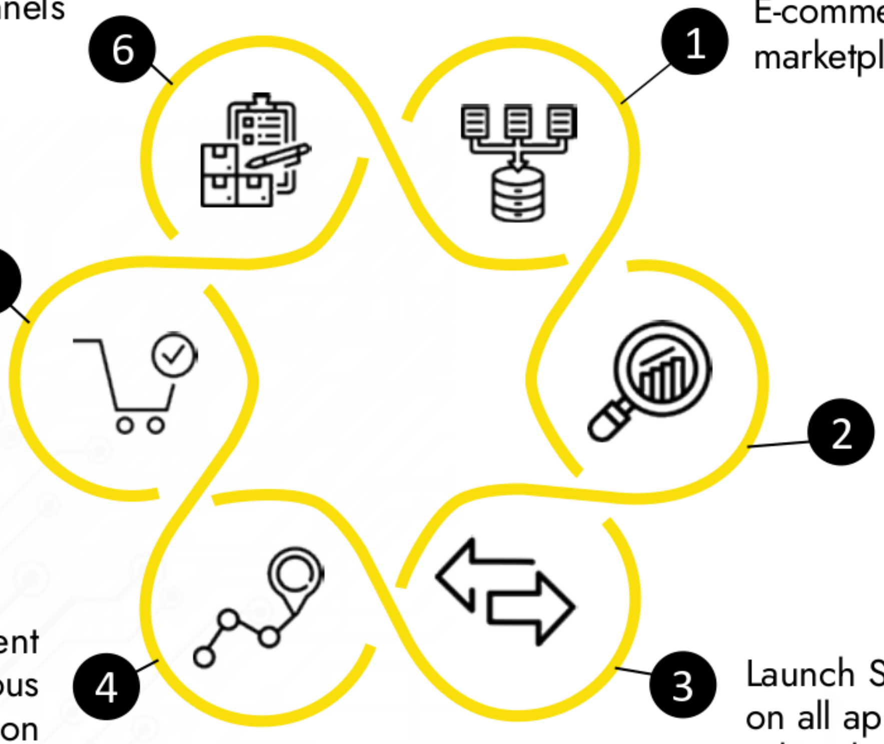
Amazon Brands

SYMBOL PREMIUM

Namshi Brands

75 Seventy Five, ROBERT WOOD

Business Cycle & Design Process



1. Data Collection from Myntra and other E-commerce marketplaces

2. Analyze data to identify Trends to design & manufacture base inventory per style

3. Launch Stock online on all applicable sales channels through and pan India FCs

4. Inventory is sent to various distribution centers for quick deliveries and low returns

5. Track sales to identify high demand styles and manufacture further inventory in them

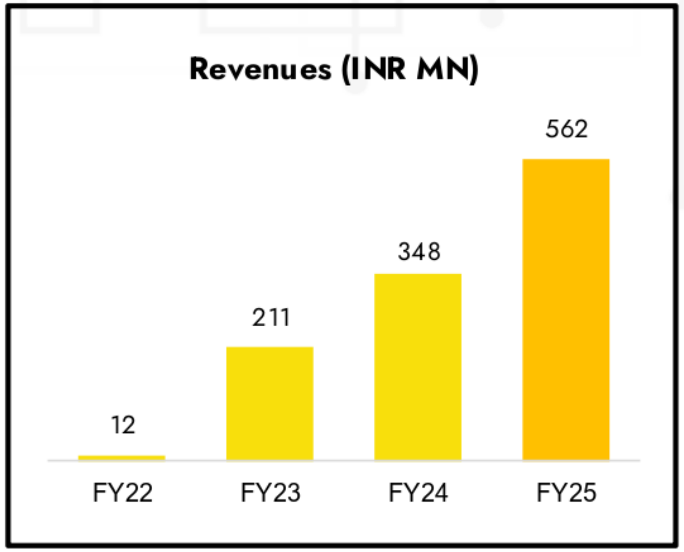
6. Liquidate slow moving stock through pricing strategies or sales through offline channels

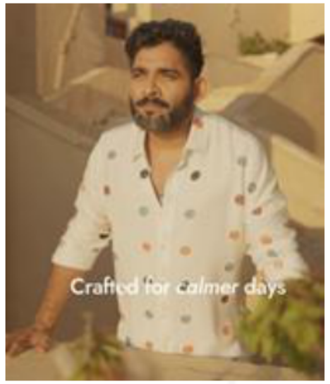
4
Manufacturing Units

12 **4 Owned**
8 Third-Party
Distribution centers

Own Brand – Thomas Scott (B2C)

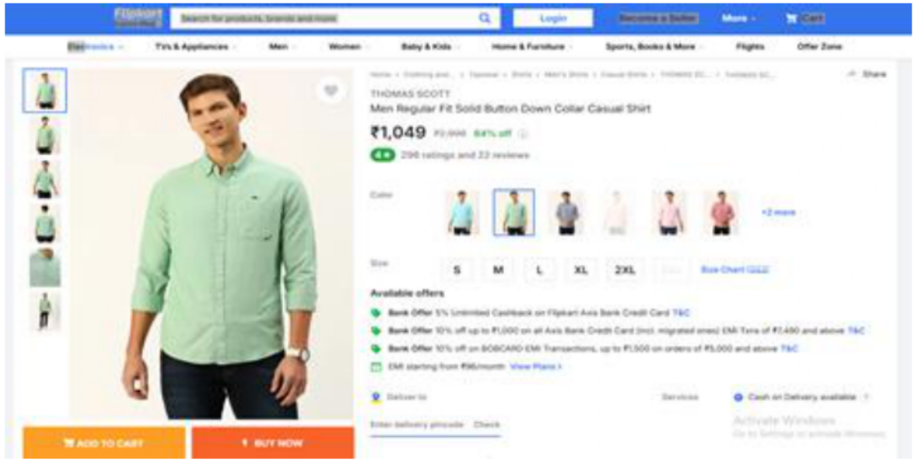
- Thomas Scott is a premium menswear fashion brand that designs, manufactures and markets sustainable and ethically produced, high quality, all-day, all-seasons, all-sizes apparel at accessible prices.
- Catering to a newer and younger generation of clientele, the brand is moving towards an online-first, smart casuals line that ranges from everyday basics to momentous occasions that fits the lifestyle of the youth while also staying true to the brand's history of creating exceptionally comfortable, high quality clothing.
- The brand focuses on quick launches of trend first designs and scale up of top sellers in an efficient manner.
- The Thomas Scott products are sold on various e-commerce platforms including own website as well as on offline own stores.

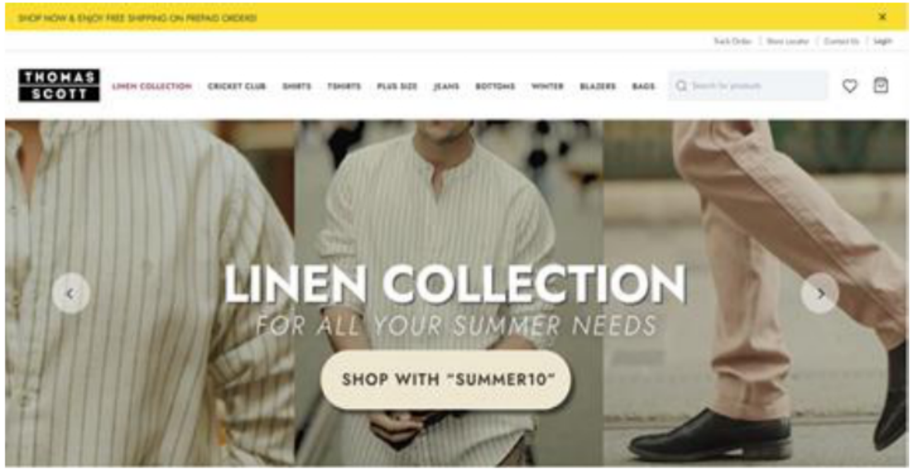


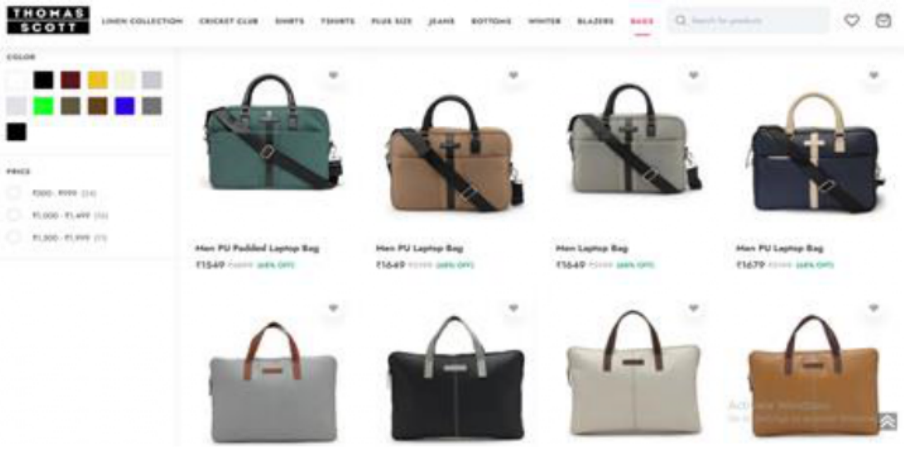


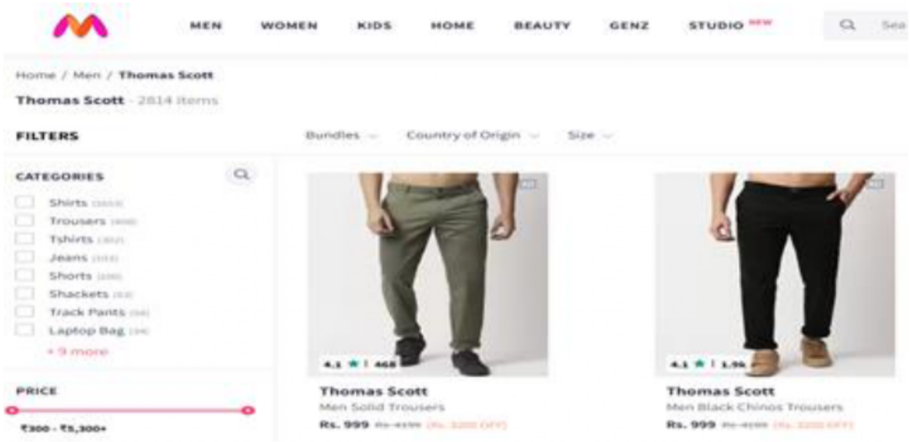
thomasscott.in | Myntra | AJIO | Flipkart | amazon

Thomas Scott Brand Online Presence









Thomas Scott Brand Offline Presence
5 retail outlets located at Bangalore, India

Uttarahali Hobli, Bangalore

Yelahanka New town, Bangalore

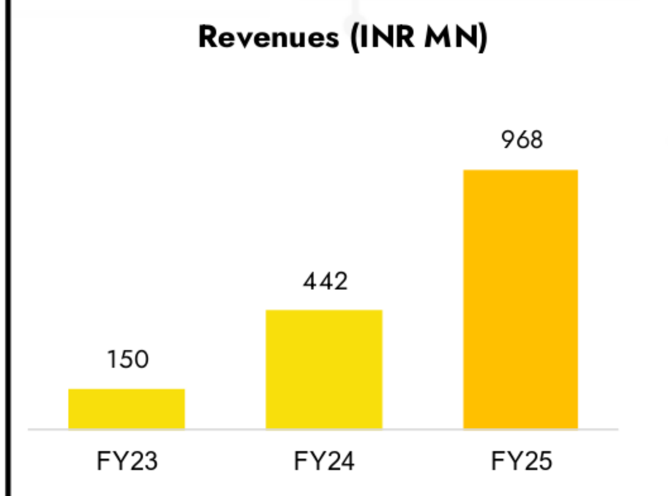
Hesaraghatta, Bangalore

Vidyaranyapura, Bangalore

Koramangala, Bangalore

Licensed & Other Brands (B2C)

- TSIL functions as a fully integrated player from designing, sourcing raw material, manufacturing to distributing for various licensed brands that are exclusively sold on different e-commerce platforms.
- TSIL has partnered with various e-commerce platforms like Myntra, Ajio, Namshi etc to manage their licensed brands.
- Some of these include well known global brands like Nautica, Aeropastale, FCUK etc.
- TSIL collects the raw data from e-commerce platforms to identify fashion trends and demand-supply gaps using data analytics and keywords.
- Once the designs/products are finalized, TSIL begins manufacturing.
- Manufactured inventory is then sent to warehouses of TSIL or to local hubs of e-commerce marketplaces.
- Finished goods inventories are kept to minimal levels due to the technology and analytics used by TSIL.
- TSIL aims to scale up this business from e-commerce players by adding more licensed brands to its portfolio.

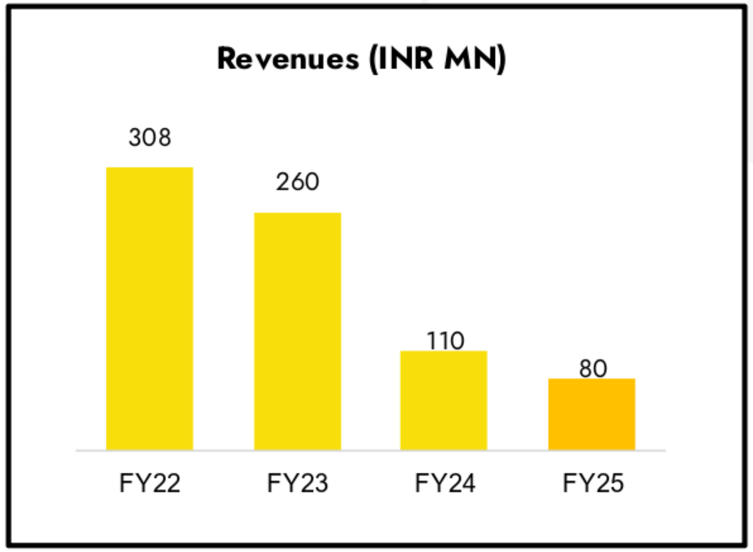


Brands

Mast & Harbour | Mr. Bowerbird | The Invictus Loom Co. | Nautica | anouk | HERE&NOW
BUDA JEANS CO | AÉROPOSTALE | FCUK | 75 Seventy Five | ROBERT WOOD | sztori

Contract Manufacturing (B2B)

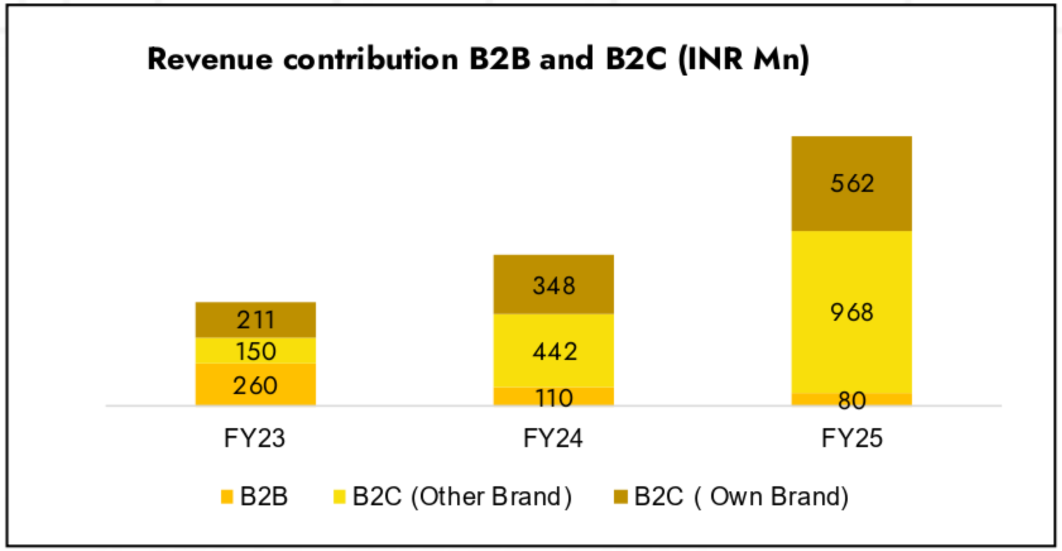
- TSIL continues to leverage its core strength in manufacturing by contract manufacturing apparels for companies like Raymond, Max, Being Human, Shopper Stop, Red Tape etc.
- Products are customized as per clients' specifications and designs.
- TSIL's factories continue to service longstanding clients even as newer business verticals in retail / B2C drive future growth of the company; keeping the company relevant in the core apparel manufacturing space

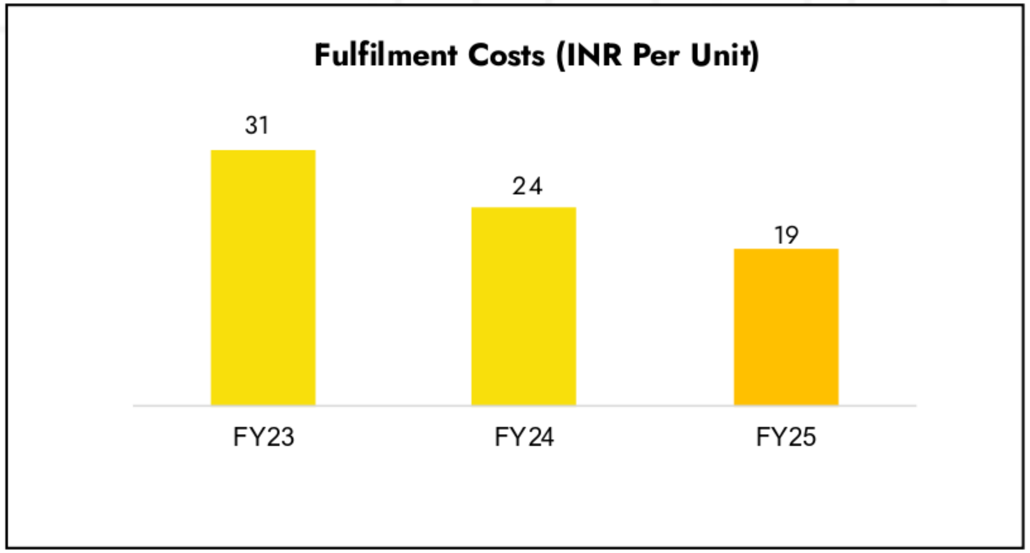


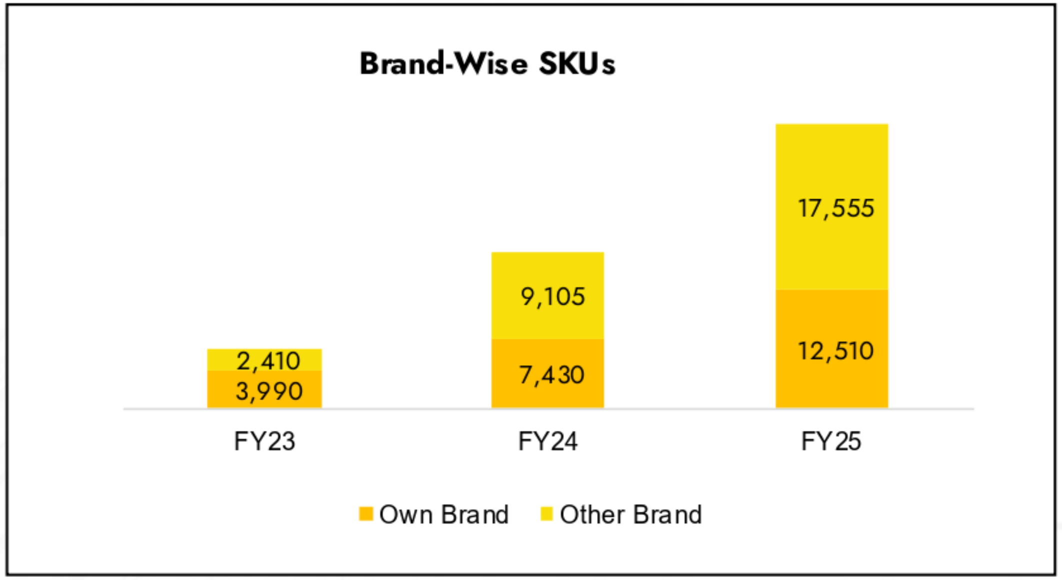
Key Clients

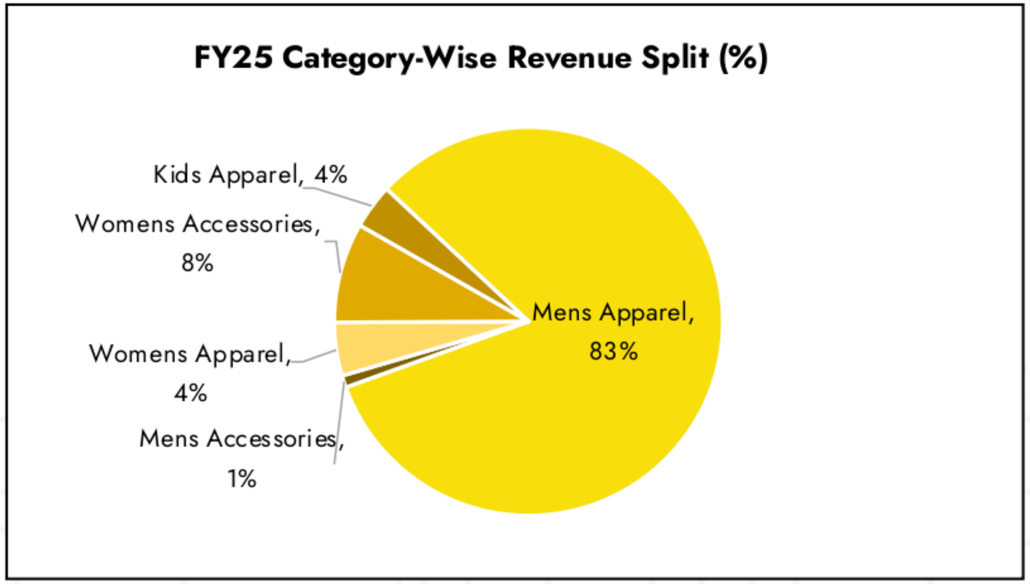
Raymond | max | Being human | Shoppers Stop | RED TAPE

Key Metrics


Revenue contribution B2B and B2C (INR Mn)
211
150
260
348
442
110
562
968
80
FY23
FY24
FY25
B2B
B2C (Other Brand)
B2C (Own Brand)


Fulfilment Costs (INR Per Unit)
31
24
19
FY23
FY24
FY25


Brand-Wise SKUs
2,410
3,990
9,105
7,430
17,555
12,510
FY23
FY24
FY25
Own Brand
Other Brand


FY25 Category-Wise Revenue Split (%)
Kids Apparel, 4%
Womens Accessories, 8%
Womens Apparel, 4%
Mens Accessories, 1%
Mens Apparel, 83%

STRATEGIC OVERVIEW

Key Success Factors For Thomas Scott

Data-Driven Product & Inventory Management

Rapid product launches (15–45 days) with low initial inventory (100–120 units/design)

Demand-driven restocking and fulfilment center optimization

Omnichannel Presence with Online Focus

Offline pilot stores to analyze consumer behavior

Export via Myntra Global & Gulf licensing partners

Efficient Supply Chain Management

Hybrid model: In-house for core products; outsourced partners for others

Multi-Brand Portfolio Strategy

Thomas Scott: Own brand for direct customer engagement

Licensed Brands for leveraging Myntra's reach

International Brands: Nautica, French Connection, FCUK

Expansion into Aijo and other platforms for market penetration

Financial Prudence & Profitable Growth

Margins from licensed brands fuel own brand expansion

Transition towards an asset-light, technology-driven business model

Technology as a Competitive Advantage

Proprietary data analytics platform for trend forecasting

Potential monetization as a service for fashion and lifestyle brands

Focus on Speed

Speed is focus for both quick to market production and super fast customer deliveries once goods are stocked

Premiumization

As consumer confidence in online shopping grows, accelerated growth is anticipated in the premium fashion segment.

Association with international brands support growth in the premium segment.

The Way Forward

Thomas Scott - Own Brand (B2C)	Focus on e-commerce as primary sales channel coupled with "high-width low-depth" strategy to launch trend focused designs
	Expand international sales channels building on the success in GCC region
	Build quick commerce sales channels for the core product range
Licensed & Other Brands (B2C)	Increased focus on "premiumization" of product portfolio by continued expansion of the company's association with international brands
	Expand marketplace footprint through further licensed brand arrangements with e-commerce platforms
	Build on early success in new categories such as kidswear and handbags, to fuel further growth
	Leverage superior insights to capture seasonal demand in segments such as winterwear
Contract Manufacturing (B2B)	Focus on selective long run orders in premium segment including exports
	Continue to service longstanding clients
Technology	Pilot the first two components of our application viz. thread.ai and catalog.ai for internal use.
	Further formalization of our technology especially for areas of pricing strategies, regionalization and replenishment
	Explore technology pilots for external users and develop monetization strategy for the same

THOMAS SCOTT

FINANCIAL OVERVIEW

Historical Consolidated Income Statement

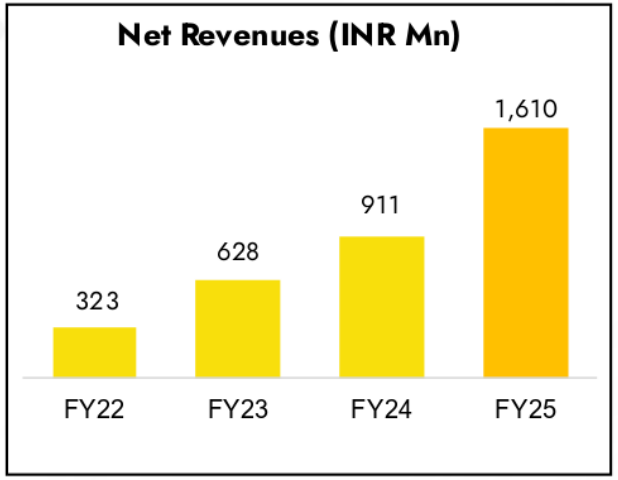
Particular (INR Million)	FY22	FY23	FY24	FY25
Revenue from Operations	**323**	**628**	**911**	**1,610**
Operating Expenses	310	581	783	1,416
EBITDA	**13**	**47**	**128**	**194**
EBITDA Margins (%)	***4.02%***	***7.48%***	***14.05%***	***12.05%***
Depreciation	3	7	12	22
Finance Cost	4	10	18	20
Other Income	1	-	2	7
PBT	**7**	**30**	**100**	**159**
Taxes	1	1	-	31
PAT	**6**	**29**	**100**	**128**
PAT Margins (%)	***1.86%***	***4.62%***	***10.98%***	***7.95%***
Other Comprehensive Income	-	-	-	1
Total Comprehensive Income	**6**	**29**	**100**	**129**
Diluted EPS (INR per share)	1.14	5.25	12.58	11.58

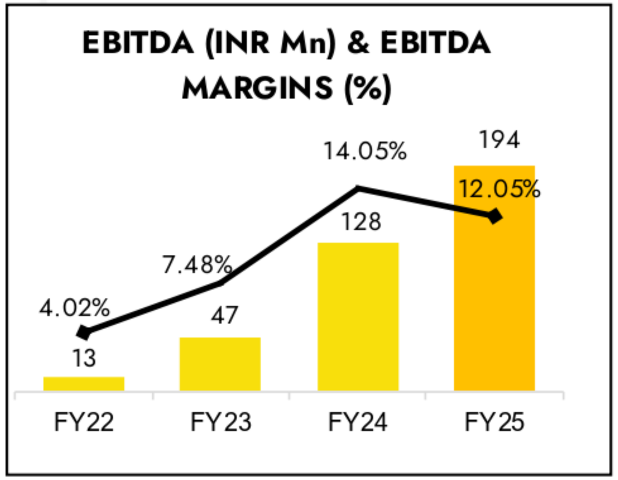
Historical Consolidated Balance Sheet

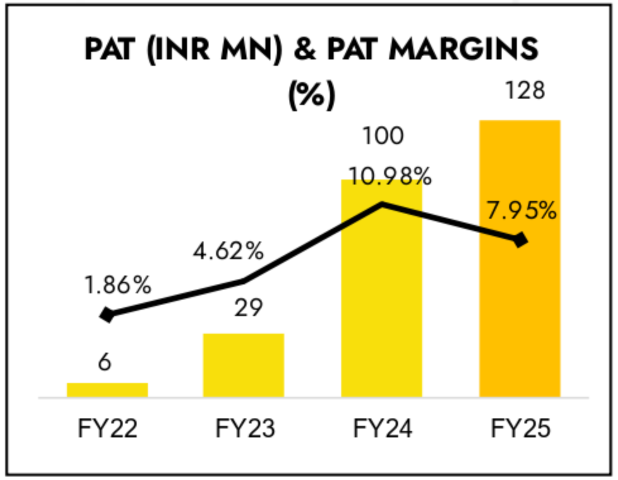
Particular (INR Million)	FY22	FY23	FY24	FY25
EQUITY				
a) Equity Share Capital	55	64	98	127
c) Other Equity	47	79	409	933
Total Equity	**102**	**143**	**507**	**1,060**
LIABILITIES				
Non-Current Liabilities				
a) Financial Liabilities				
i) Borrowings	-	5	12	24
ii) Other Financial Liabilities	-	155	-	-
b) Provisions	2	2	3	3
Total non-current liabilities	**2**	**162**	**15**	**27**
Current Liabilities				
a) Financial Liabilities				
i) Borrowings	-	41	47	111
ii) Other Financial Liabilities	-	50	-	-
iii) Trade Payables	348	278	108	170
b) Provisions	-	4	9	39
c) Other Current Liabilities	2	3	3	2
Total current liabilities	**350**	**376**	**167**	**322**
Total liabilities	**352**	**538**	**182**	**349**
GRAND TOTAL-EQUITIES & LIABILITES	**454**	**681**	**689**	**1,409**

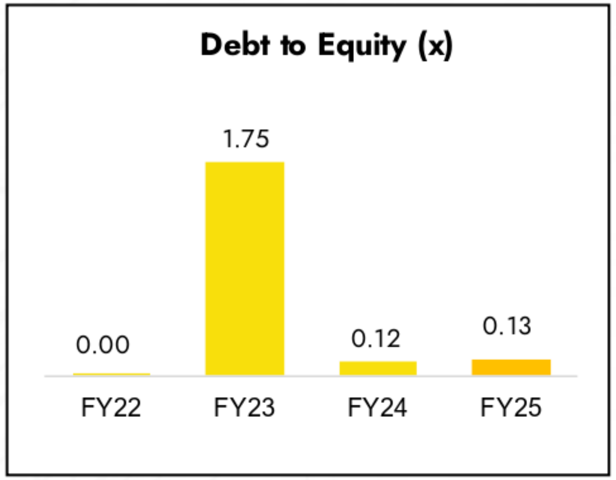
Particular (INR Million)	FY22	FY23	FY24	FY25
Non-Current Assets				
a) Property, Plant and Equipment	19	40	76	113
b) Intangible assets	-	2	3	4
c) Capital Work In Progress	3	6	3	1
d) Deferred tax assets (net)	2	1	1	2
d) Other non - current assets	1	2	8	38
Total non-current assets	**25**	**51**	**91**	**158**
Current Assets				
a) Inventories	181	251	293	599
b) Financial assets				
i) Trade Receivables	170	256	243	577
ii) Cash and Cash Equivalents	32	1	2	1
iii) Bank Balances other than Cash	-	67	2	2
c) Other Current Assets	46	55	58	72
Total Current assets	**429**	**630**	**598**	**1,251**
GRAND TOTAL – ASSETS	**454**	**681**	**689**	**1,409**

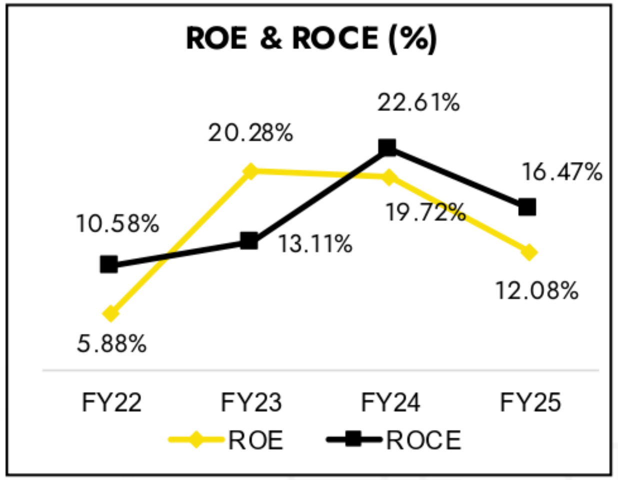
Consolidated Historical Financial Trend

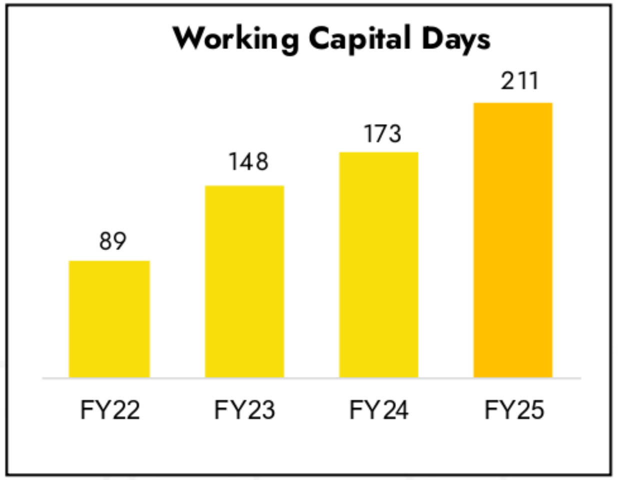




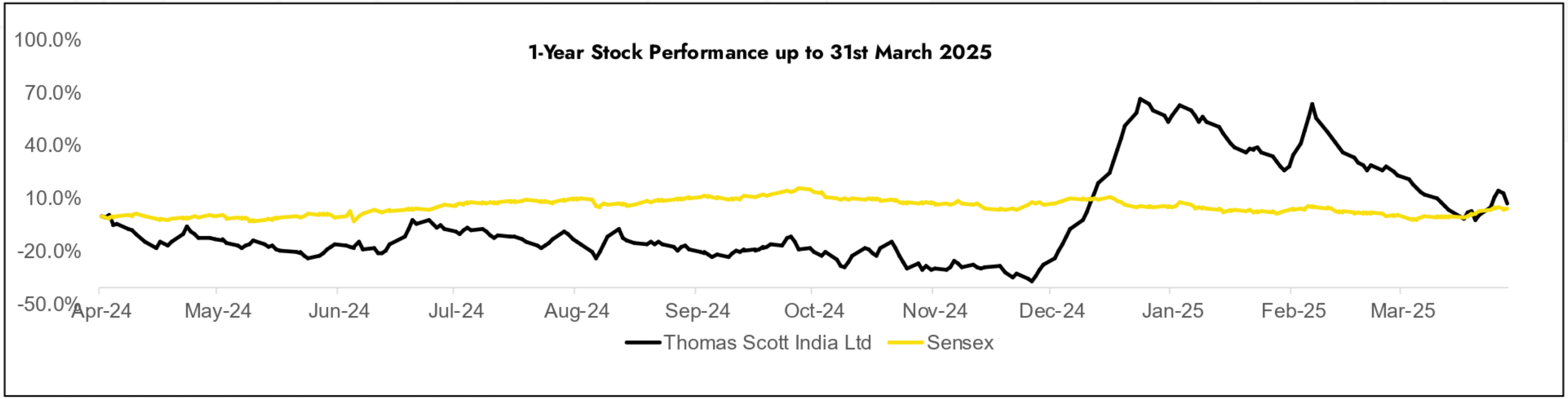




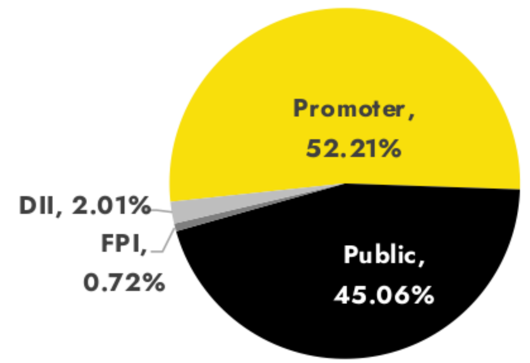




Capital Market Data



Price Data (As on 31st March 2025)	
Face Value (INR)	10.0
Market Price	322.3
52 Week H/L (INR)	500.6 / 184.2
Market Cap. (INR Mn)	4,728.3
Equity Shares Outstanding (Mn)	14.7
1 Year Avg. trading volume ('000)	27.6



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THANK YOU