



Dated: 1st July, 2020

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex,
Bandra (E), Mumbai -400051

<i>Symbol- TOUCHWOOD</i>	<i>ISIN- INE486Y01013</i>	<i>Series- EQ</i>
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Sub: Investor presentation for the half and financial year ended 31st March, 2020

Dear Sir/Ma'am,

We hereby enclose the Investor Presentation on the audited standalone financial results of the Company for the half and financial year ended 31st March, 2020.

Kindly take the same on records.

Thanking You

Yours faithfully,

For Touchwood Entertainment Ltd.



Ashima Arora
Company Secretary & Compliance Officer

Encl: As above

TOUCHWOOD ENTERTAINMENT LIMITED

CIN: L92199DL1997PLC088865 | ISO 9001 :2015 | UAM No. DL10F0009354
Reg. Office : Plot No. - 645, Near E.P.T. Block, Sarojini Nagar, New Delhi - 110023
Contact: +91-9810108253 ; Website: www.touchwood.in E-mail: delhi@touchwood.in



Touchwood Entertainment Limited

Earning Presentation
H2 and Full Year
FY2020

July 2020



Entertainment



Wedding Management



Live Events



Exhibits



Design & Decor



Political Activation



Corporate Events



Destination Wedding

FY2020 vs. FY2019

- Revenue of Rs. 2,081 lakhs, down 35.5% y-o-y
- EBITDA of Rs. 283 lakhs, down 37.0% y-o-y
 - EBITDA margin of 13.6%
- Profit Before Tax of Rs. 258 lakhs, down 39.5% y-o-y
 - Profit Before Tax margin of 12.4%
- Net Profit of Rs. 176 lakhs, down 40.3% y-o-y
 - Net Profit margin of 8.5%

Management Commentary

Commenting on the results, **Mr. Manjit Singh, Managing Director** said:

“FY2020 has been an operationally challenging year for us. The event management industry has faced an unprecedented crisis in the form of the Covid-19 pandemic during the latter part of the year. All events have been temporarily cancelled due to the lockdown and social distancing norms. To tackle these issues and to boost the business growth, we have launched various digital initiatives such as Beauty Baaja Baatchet, WedEd, Wed Nation and Make Me Up Festival. These initiatives along with traditional business operations and Curated IPs will help the Company maintain its strong market positioning in the near term.

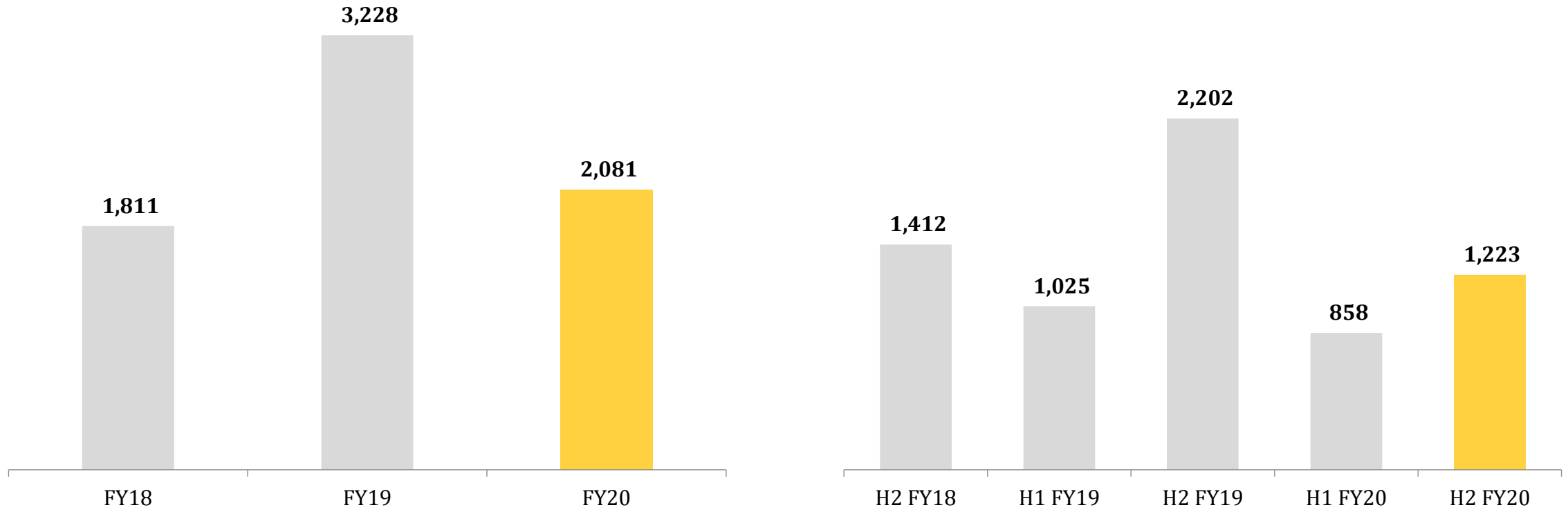
With a strong industry experience and brand recognition coupled with recently launched new digital initiatives will not only allow the Company to overcome this unprecedented scenario but also emerge stronger.”

Performance Trend

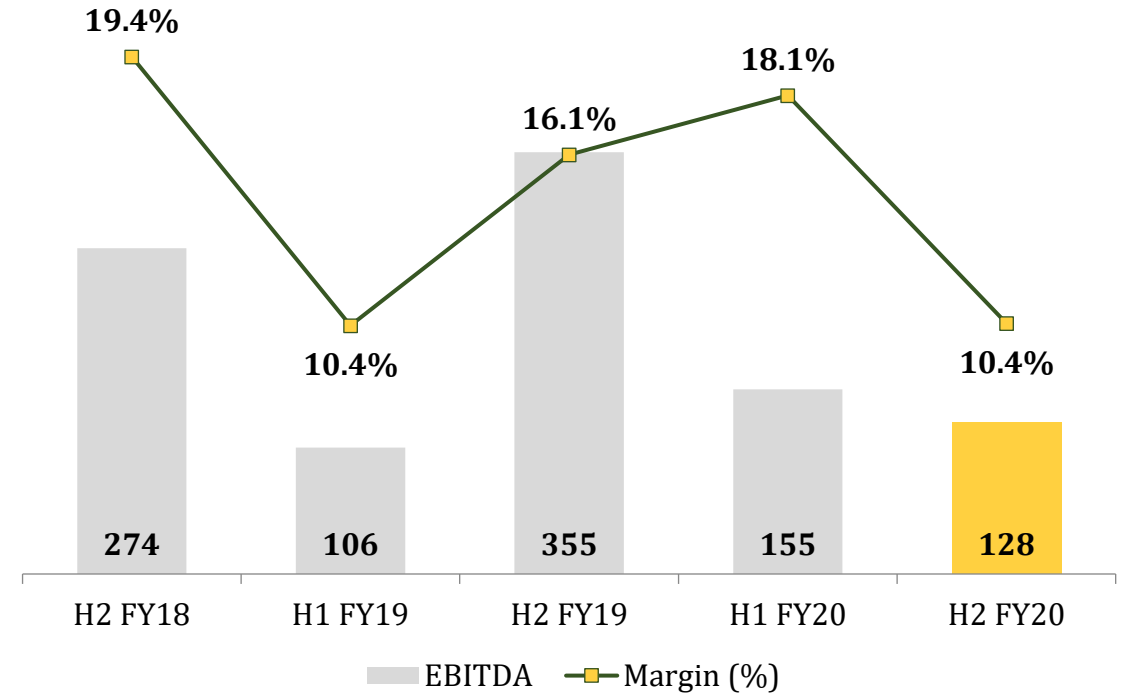
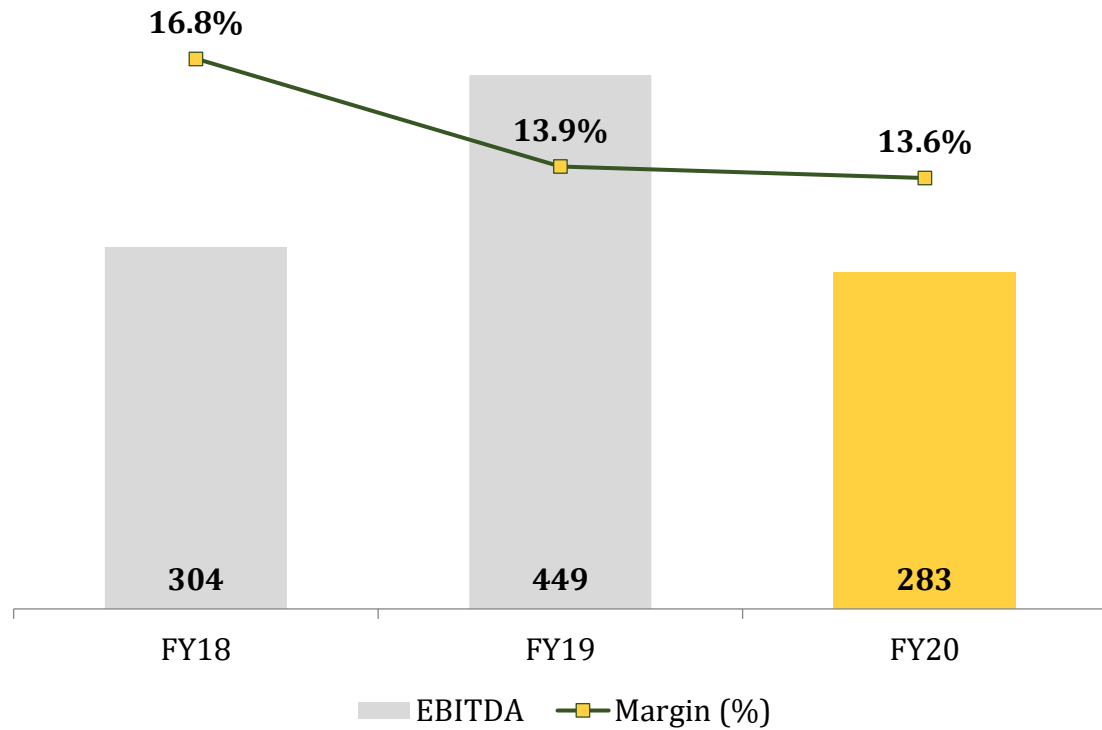
Particulars (lakhs)	H2			H1		Full Year		
	FY2020	FY2019	<i>y-o-y</i> <i>Growth (%)</i>	FY2020	<i>HY-o-HY</i> <i>Growth (%)</i>	FY2020	FY2019	<i>y-o-y</i> <i>Growth (%)</i>
Revenue	1,223	2,202	(44.5)%	858	42.5%	2,081	3,228	(35.5)%
EBITDA	128	355	(64.1)%	155	(17.9)%	283	449	(37.0)%
<i>Margin (%)</i>	10.4%	16.1%		18.1%		13.6%	13.9%	
Profit Before Tax	117	366	(67.9)%	141	(16.5)%	258	426	(39.5)%
<i>Margin (%)</i>	9.6%	16.6%		16.4%		12.4%	13.2%	
Profit After Tax	88	262	(66.2)%	88	0.5%	176	296	(40.3)%
<i>Margin (%)</i>	7.2%	11.9%		10.3%		8.5%	9.2%	
Re-instated Basic EPS (Rs.)	0.74	2.57	(71.2)%	0.86	(14.0)%	1.60	3.01	(46.8)%

Financial Performance Trend

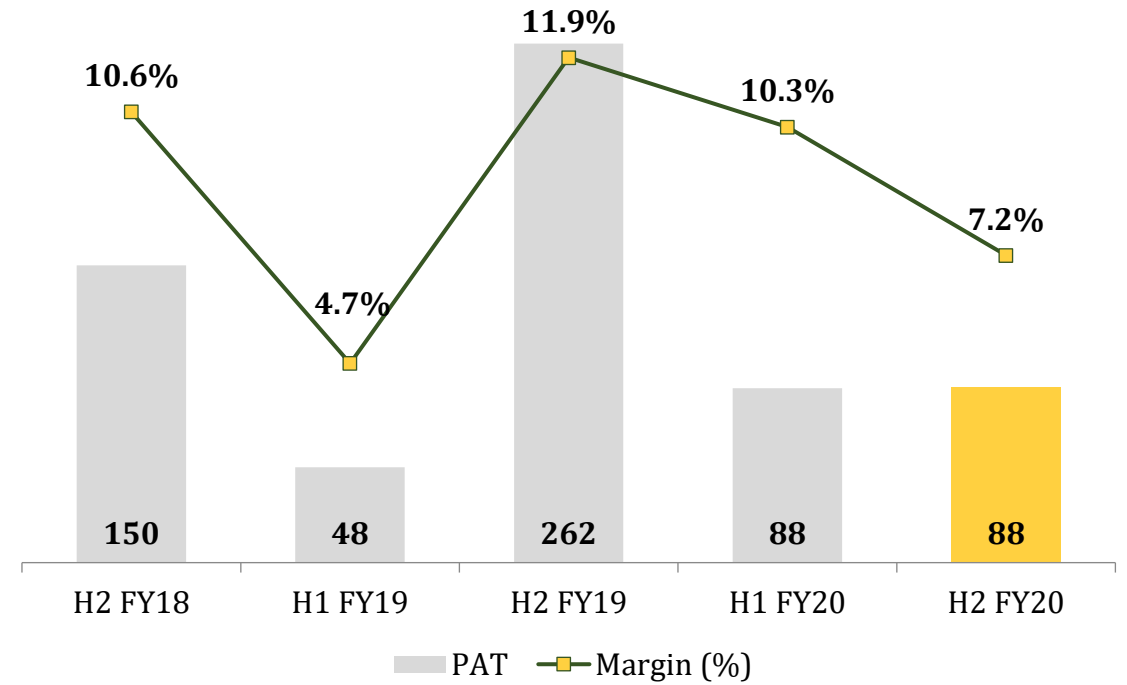
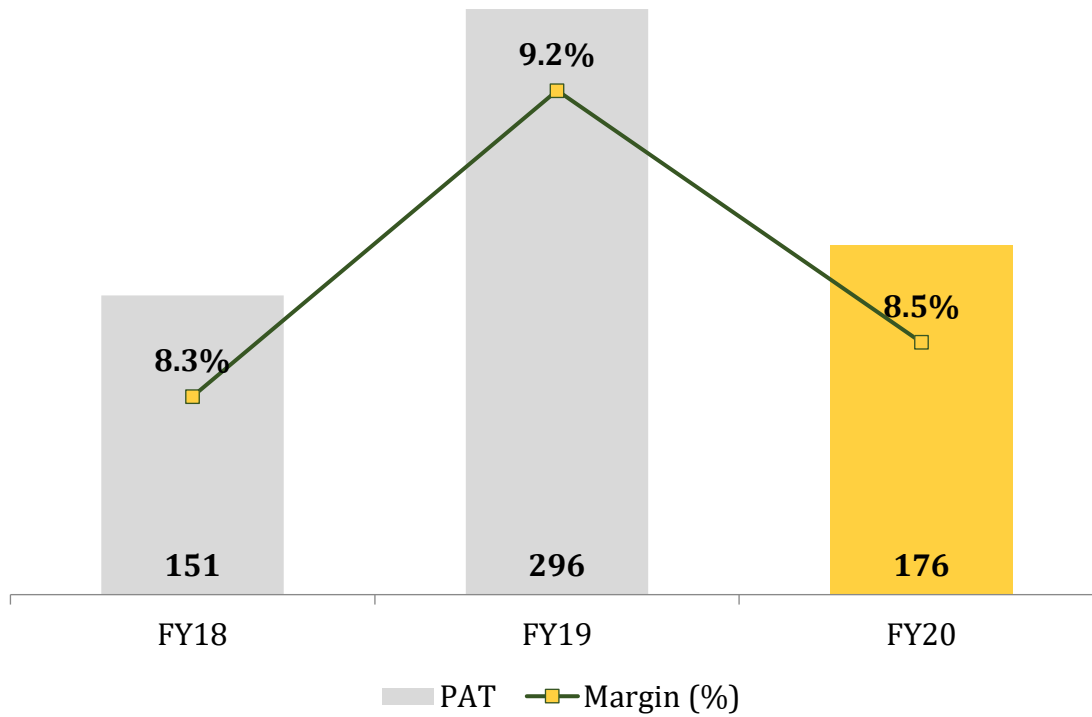
Revenue (Rs. Lakhs)



EBITDA (Rs. Lakhs) and Margins (%)

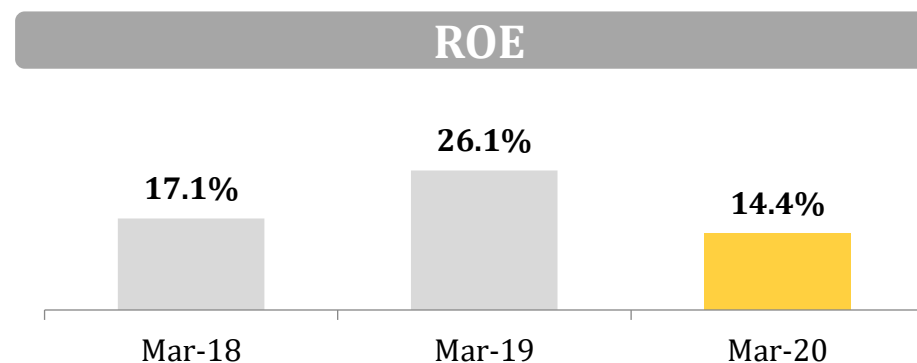
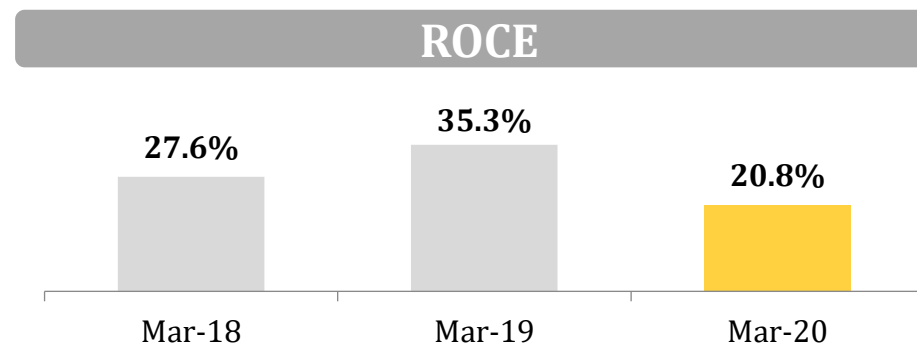


PAT (Rs. Lakhs) and Margins (%)



Financial Performance

(Rs. Lakhs)	Mar-2018	Mar-2019	Mar-2020
Long Term Debt	44	40	21
Short Term Debt	34	33	19
Total Debt	78	73	40
Less: Cash & Cash Equivalents	419	382	436
Net Debt / (Net Cash)	(341)	(309)	(397)
Net Worth	881	1,188	1,228
EBITDA (LTM)	304	461	283
Net Debt / EBITDA	(1.12)x	(0.67)x	(1.40)x
Total Debt / Net Worth	0.09x	0.06x	0.03x
Capital Employed	959	1,261	1,268
EBIT (LTM)	265	446	264
Net Profit (LTM)	151	310	176
ROCE	27.6%	35.3%	20.8%
ROE	17.1%	26.1%	14.4%



	Dividend / Share	Dividend Payout Ratio
FY2019	Rs 2.0	26.59%
FY2020	Rs 0.2	12.49%



IMPACT

- All offices were closed from March 20, 2020
- All events from March 24, 2020 have been temporarily cancelled due to the lockdown imposed by countries worldwide
- There has been reduced demand and this will continue for the near future
- Work has resumed from May 18, 2020 and the Company is operating at ~50 % capacity

RESPONSE

- To ensure smooth functioning of operations, the Company had laid down guidelines and procedures for work from home
- Company premises have been strictly adhering to all the safety protocols related to Covid-19 as per government guidelines like fumigation and frequent sanitation
- Employees adhere to all safety measures such as social distancing and use of face masks and also undergo screening
- Set up various digital IPs and introduced new initiatives to adapt to the current situation and keep the general public engaged

OUTLOOK

- The event and entertainment industry has been adversely impacted due to the pandemic and has seen large scale cancellations of events worldwide. This has led to an economic disruption across the sector and seen decline in revenue and growth
- The Company has not defaulted on debt obligations and has not chosen to avail the moratorium facility
- Revenue and profits have been impacted, however the Company is well poised to fund future operations and has sufficient cash flow

1 Touchwood Wedding School



- A curriculum crafted and taught by the experts from the wedding management trade
- This course will allow aspirants to interact with top wedding industry experts, learn and adopt best in class practices to service the dynamic need of the clients
- The aim is to act as a catalyst to nurture talent and to provide maximum exposure to the wedding industry through our certified courses

2 HNI Shaadi.com



- One-stop platform for all matchmakers in India, where they can find potential HNI clients
- Touchwood will act as aggregators between potential clients and the matrimonial industry
- To be the preferred partner of matchmakers and consultants of choice for clients in the HNI segment
- To be a catalyst of change in the Indian matrimony industry by adhering to and encouraging a personalized approach



1 Beauty Baaja Baatcheeet by Make Me Up



- A virtual entertainment setup, initiated by India's biggest beauty platform Make Me Up and artist directorate Talent Square, both being a part of the Touchwood Group
- This concept has brought various genres together, out in the open as Instagram Live chats
- Fans from all over the world become a part of a platform wherein they receive access to the daily insights of their idols from the comfort of their own homes

2 WedEd by Touchwood Wedding School



- WedEd, a virtual educational platform, initiated by Touchwood Wedding School, unfolded insights of wedding as a career with the best of the fraternity to enlightening the young minds
- Beginning with a series of live sessions, wherein the industry experts and veterans imparted their knowledge and, experience and also answered questions

3 **Wed Nation**

- Wed Nation is a solution-seeking digital platform for wedding and event communities to discuss their visions, dreams, achievements, goals and a learning platform for the new age event managers
- This initiative will build new business connections from around the world that will enable to propel brands globally and connect audiences with experts and influencers within the wedding and luxury event fraternity via online meetings and leverage the power of collaborations and industry insights

4 **Make Me Up Festival**



- One-stop platform for everything beauty and make-up, India's first platform catering to both Professionals and Consumers
- The event comprised of sessions from the experts, masterclass, a makeup ramp show and interactive sessions for visitors with over 30 exhibitors


Only Listed Event Management Company in India

Wedding Management




With over 100 turnkey weddings, pre and post-nuptials, we know what it takes to be the best

Entertainment



Be it a social party, corporate events, a grand extravaganza, we provide the most experiential entertainment services in India & Abroad

Live Events




The real test of an event management company is how they organize large-scale live events

Political Events




Worked with political parties across the spectrum, delivering effective and impactful on ground campaigns

Exhibitions




Touchwood Exhibits designs and executes exhibition booths right from concept to execution

Design & Decor



Concentrating on celebration décor and ambience. A special day made simply elegant

Curated IPs



Focus on creating unique IPs to drive future growth



Why Touchwood Group?

An award winning enterprise with more than 2 decades of experience in managing events

1

Two decades of experience and offers expert advice

2

One stop solution to all wedding and event needs

3

In depth market analysis of the latest themes & trends

4

Tie up with all types of hospitality and event partners

5

Dedicated professional team for each project

6

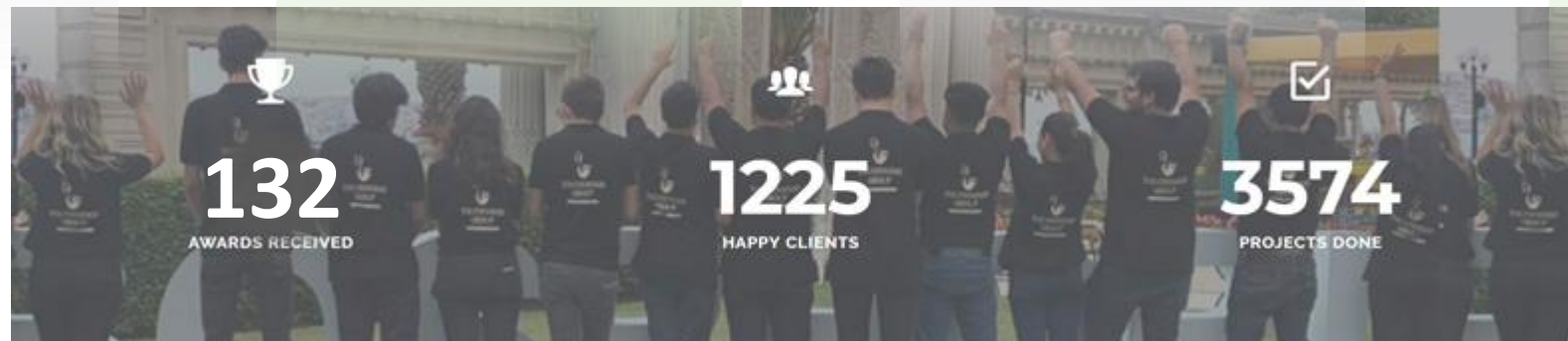
Global presence and experience of hosting events at international levels

7

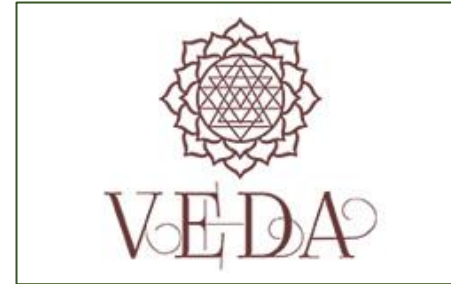
Empanelment with local City / State government bodies

8

Cater to all kinds of budget



Synergistic to Touchwoods existing business and Curated IP to drive future growth



- 1 The only listed event management company with vast experience of managing all types of events**
 - Market leader in Wedding Management
 - Well positioned to meet the demands of Theme and Destination weddings both Globally and Domestically
 - Strong value proposition and two decades of experience of managing all kinds of events, such as live events, political events, exhibitions, large scale formats

- 2 Experienced workforce including business associates to cater to the growing demand of event management**
 - Total workforce of more than 200, including business associates
 - Well defined event management process with an objective to make every event a success and customers happy
 - Integration of digital initiatives into all events and client communication

- 3 Strategic focus on creating Intellectual Property (IPs) which will give a competitive edge and higher brand recognition**
 - The company started focusing on creating IPs in 2018 to set them apart from the competition
 - Management is focused on creating Make Me Up as a unique IP, as it is synergistic to existing business and has a potential to become India's biggest ecommerce platform for beauty products and services

- 4 Revamping the business amidst the Covid-19 crisis by launching various digital initiatives**
 - Launched various digital initiatives such as Beauty Baaja Baatchet, WedEd, Wed Nation and Make Me Up Festival
 - These initiatives were undertaken to boost business growth and tackle the issues brought on by Covid-19, namely, social distancing norms and the lockdown that led to events being cancelled



This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Touchwood’ future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

Touchwood undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

For further information, please contact:

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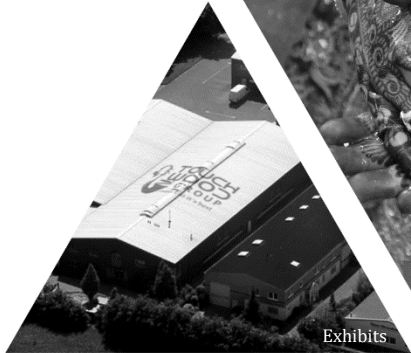
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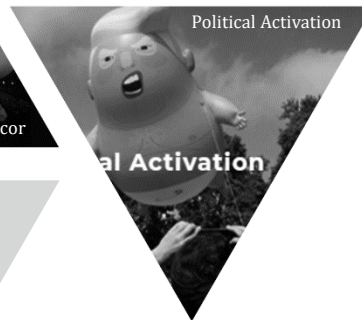
Corporate Events



Destination Wedding



Design & Decor



Political Activation

Political Activation

REGISTERED OFFICE

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