



Dated: 24th May, 2023

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

Symbol- TOUCHWOOD	ISIN- INE486Y01013	Series- EQ
-------------------	--------------------	------------

Sub: Investor Presentation on Q4 & FY23 Financial Results

Ref: Regulation 30 of SEBI LODR Regulations, 2015

Dear Sir/Ma'am,

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed is Investor Presentation on Audited Financial Results (Standalone & Consolidated) of the Company for the quarter and financial year ended March 31, 2023.

A copy of the presentation is being uploaded on the website of the Company www.touchwood.in.

Kindly take the same on records.

Thanking You

Yours faithfully,

For Touchwood Entertainment Ltd.

Ashima Arora
Company Secretary & Compliance Officer
(Membership No. A58754)

Encl: As above

TOUCHWOOD ENTERTAINMENT LIMITED

CIN: L92199DL1997PLC088865 | ISO 9001 :2015 | UAM No. DL10F0009354

Reg. Office : Sec-B, Pkt-1, Space 301 and 302, LSC-7 Community Centre, Vasant Kunj New Delhi -110070

Corporate Office : Thapar Farm-1, Opp. Shanti Kunj Main, Sector D-3 Church Mall Road, Vasant Kunj, New Delhi - 110070

Contact: +91-9810108253 ; Website: www.touchwood.in E-mail: cs@touchwood.in



INVESTOR PRESENTATION

Q4 & FY 2023

SAFE HARBOUR STATEMENT

This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. Forward-looking statements are other than statements of historical facts. The words "believe," "expect," "anticipate," "intend," "estimate," "outlook," "will," "may," "continue," "should" and similar expressions identify forward-looking statements.

Forward-looking statements include statements regarding objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of the Company's markets; the impact of regulatory initiatives; and the strength of competitors. The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in records and other data available from third parties.

Although the Company believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and maybe beyond our control. Such risks, uncertainties, contingencies and other important factors could cause the actual results of the Company or the industry to differ materially from those results expressed or implied in this presentation by such forward-looking statements.

The information, opinions and forward-looking statements contained in this presentation speak only as at the date of this presentation and are subject to change without notice. The Company and its respective agents, employees or advisors do not intend to, and expressly disclaim any duty, undertaking or obligation to, make or disseminate any supplement, amendment, update or revision to any of the information, opinions or forward-looking statements contained in this presentation to reflect any change in events, conditions or circumstances beyond what is required by applicable law or applicable stock exchange rules and regulations.

By viewing this presentation, you acknowledge and agree to be bound by the foregoing limitations and restrictions.

CONTENT

01

ABOUT US

02

MILESTONES

03

WEDDINGS BY TOUCHWOOD

04

TOUCHWOOD'S CURATED IPS

05

OPERATIONAL & FINANCIAL PERFORMANCE

About Touchwood

With over 2 decades of experience and making a strong place in the industry, Touchwood Entertainment Ltd is a NSE Listed event management company. We are a Specialized Wedding & Event Management Company for Bespoke & Luxury Weddings and Celebrations within India and Internationally.



Milestones

1997: Founded by Mr. Manjit Singh as a PR firm.

1999: Mr. Vijay Arora joined him and started venturing into events mainly College fests and started exploring entertainment, social & corporate events.

2000: Entered into talent management

2002: Signed 10 Bollywood singers and managed them for more than a decade.

2005: Became India's No.1 talent management company

2006: Ventured into large scale government and public events

2008: Ventured into complete wedding management

2005: Ventured into décor & production. Designed some of the largest décor projects in India and Abroad

2012: Entered political activations and government fests and events.

2014: Started international destination weddings

2015: Started venues in the name of VEDA

2016: First Company to handle international presidential election campaign in Gabon

2017: First Event Management Company listed on NSE emerge SME platform; Talent Square becomes the largest talent Management Company in India

2018: Started IPs - Make Me Up and Gourmet Entertainment Show.

2019: Scaled VEDA - Jaipur and beyond; Becomes No.1 agency for weddings, political activities, roadshows and below-the-line activities, launched 1st edition of Make Me Up

2020: Migrated on main board (NSE) Launched Touchwood Wedding School. Organized MMU Masterclasses with various beauty and fashion influencers for a global audience online

2021: Released India's first makeup reality web series 'PUT YOUR GAME FACE ON' and an upbeat Punjabi song 'HAULI HAULI',

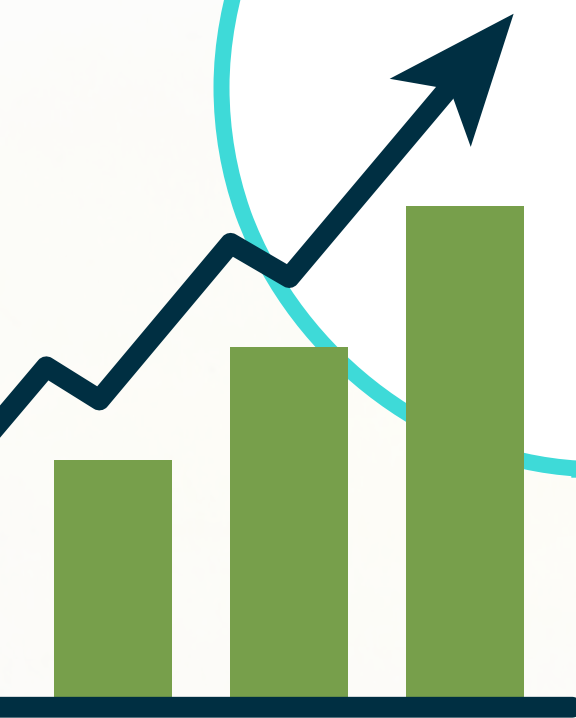
2022: Launched all things beauty-focused e-commerce app- Make Me Up

Launched MakeMeUp School of Makeup.

Launched Wed Advisor app, website and magazine.

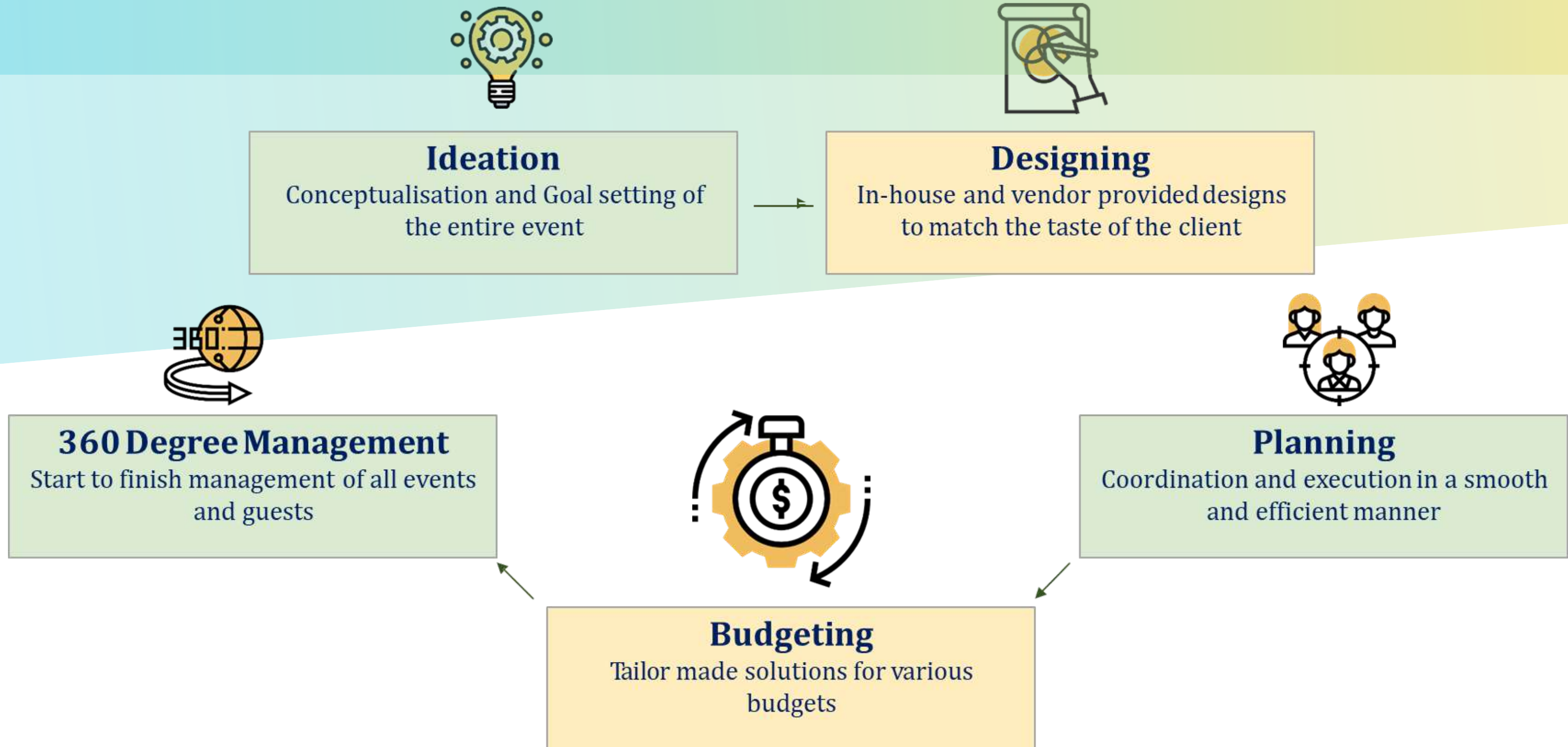
2023: Launched Shosha, a platform for footwear purchase, care and repair.

Shaadi Ready - an initiative of MakeMeUp, it is a one stop solution to all wedding dry salon requirements!



TOUCHWOOD'S EVENT MANAGEMENT PROCESS

Well defined & professionally managed Event Management Process



Weddings by TOUCHWOOD

The wedding industry in India is a thriving and rapidly growing industry that is estimated to be worth over \$50 billion. Weddings are an important cultural and social event in India, and they are often elaborate, expensive, and involve multiple ceremonies and rituals. The industry in India is a vibrant and dynamic sector that continues to grow and evolve, driven by changing consumer preferences, new technologies, and a deep cultural and social significance attached to weddings in Indian society. Intertwining two souls and families for a lifetime, Touchwood Entertainment Ltd has been weaving fairytale weddings for over two decades, all in style and grandeur. An illustrious leader in the weddings and events industry, Touchwood encapsulates what you want and turns it into a visual and experiential treat.



Destination Weddings

Weddings in India have become an intimate affair, people now prefer to have thinner guest lists. The focus has shifted from quantity to quality, people are now preferring to have premium weddings with close ones. This has led to a significant increase in destination weddings. Spending almost the same amount or sometimes more, people have shifted from an extensive guest list of about 500-600 guests, to 200-250 with emphasis on enhancing the overall experience of their near and dear ones. In the past year (2022- 2023) , Touchwood Group has done about 24 destination weddings and social events.



WEDDINGS BY TW

2022 - 2023



50 +
weddings around the globe

20 %

International weddings



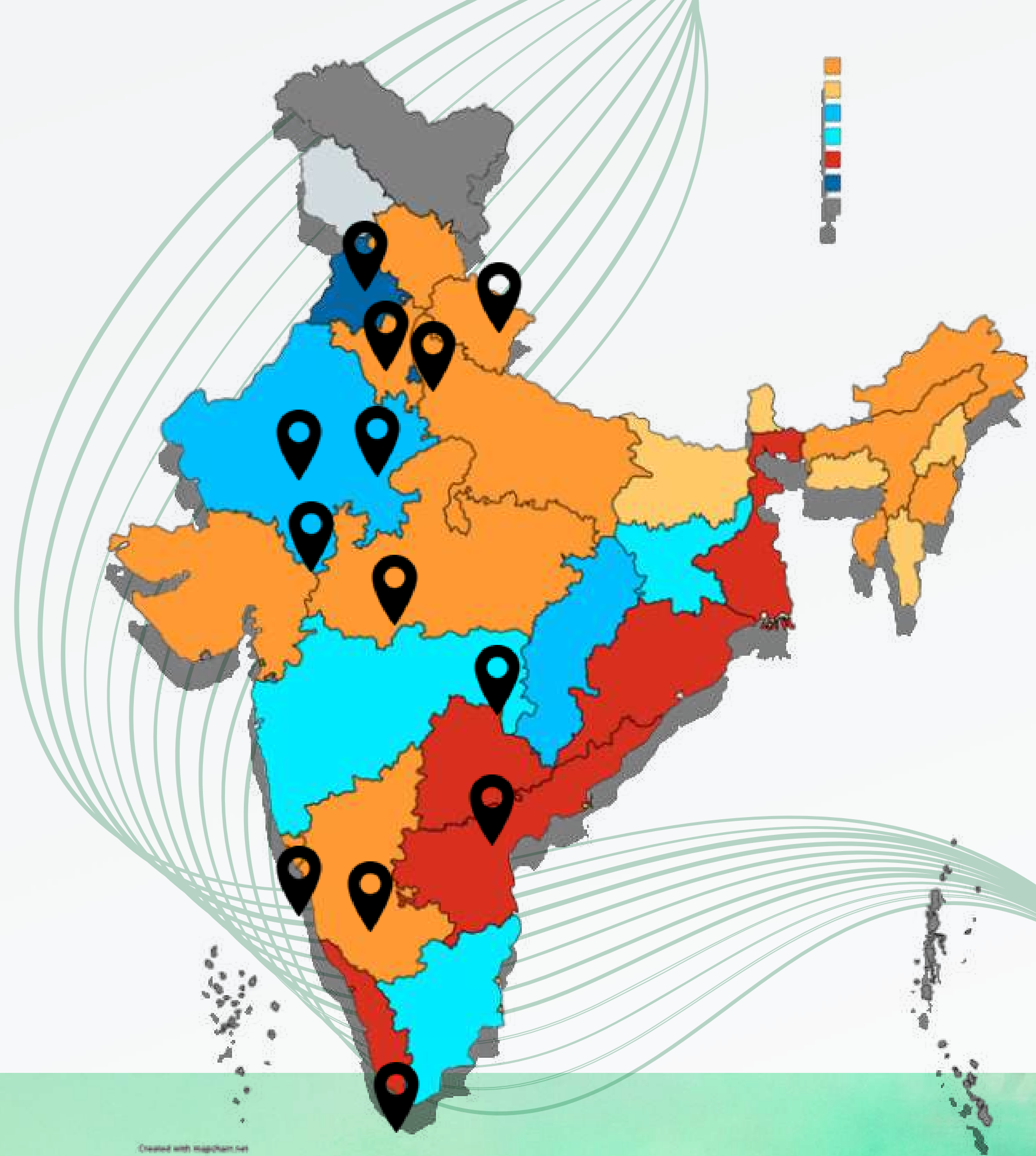
DESTINATION COVERED

2022 - 2023

INDIA

- *Delhi*
- *Mussoorie*
- *Ludhiana*
- *Lucknow*
- *Goa*
- *Hyderabad*
- *bangalore*

- *Jaipur*
- *Jodhpur*
- *Udaipur*
- *Nagpur*
- *Indore*
- *Kochi*
- *Karnal*



DESTINATION COVERED

2022 - 2023

INTERNATIONAL

6 + weddings

Dubai

Abu Dhabi

Antalya

HIGHLIGHTS



Akshita & Siddharth's

Wedding

Location :
Raffles Dubai
No. of pax : 400+
Month: Feb



POLITICAL EVENTS

Strategy



Define the Objective



Understand Voter Segments



Demographic Information



Party Affiliations



Social Media Insights



Develop Campaign Value Propositions



TOUCHWOOD WEDDING SCHOOL

Touchwood Wedding School aims at creating a place which will embark and educate the budding **talent** who has lot of creativity and the spark within which will give.



OUR VISION



OUR MISSION

Creativity, innovation, and a desire to **challenge** the status quo will affect what and how we teach and the intellectual **ambitions** of the Touchwood Wedding School itself.

Convocation Ceremony:2023



MAKE
me UP

EVERYONE BEAUTIFUL

**INDIA'S BIGGEST
BEAUTY PLATFORM!**

2022 - 2023



Overview



India's first and biggest platform of its kind, Make Me Up is an entity that brings the entire beauty & makeup industry under one roof; from cosmetic companies, to the artists practicing the art of makeup, to salons and spas and all the young aspiring talent that are waiting to join the industry.

With a vast expanse of different avenues under our umbrella.

The company has different verticals via which it operates

1. MakeMeUp Festival
2. MakeMeUp School of Makeup
3. MakeMeUp Masterclasses
4. MakeMeUp App and Website
5. Shaadi Ready





MAKEMEUP FESTIVAL – 2022

The MakeMeUp Festival a yearly entity undertaken by the brand is a 2 day celebration of the beauty industry with the participation of all aspiring & established beauty enthusiasts with numerous renowned beauty & makeup masterclasses & brand activations along with larger than life hair & beauty shows curated by students from the MakeMeUp School of Makeup !

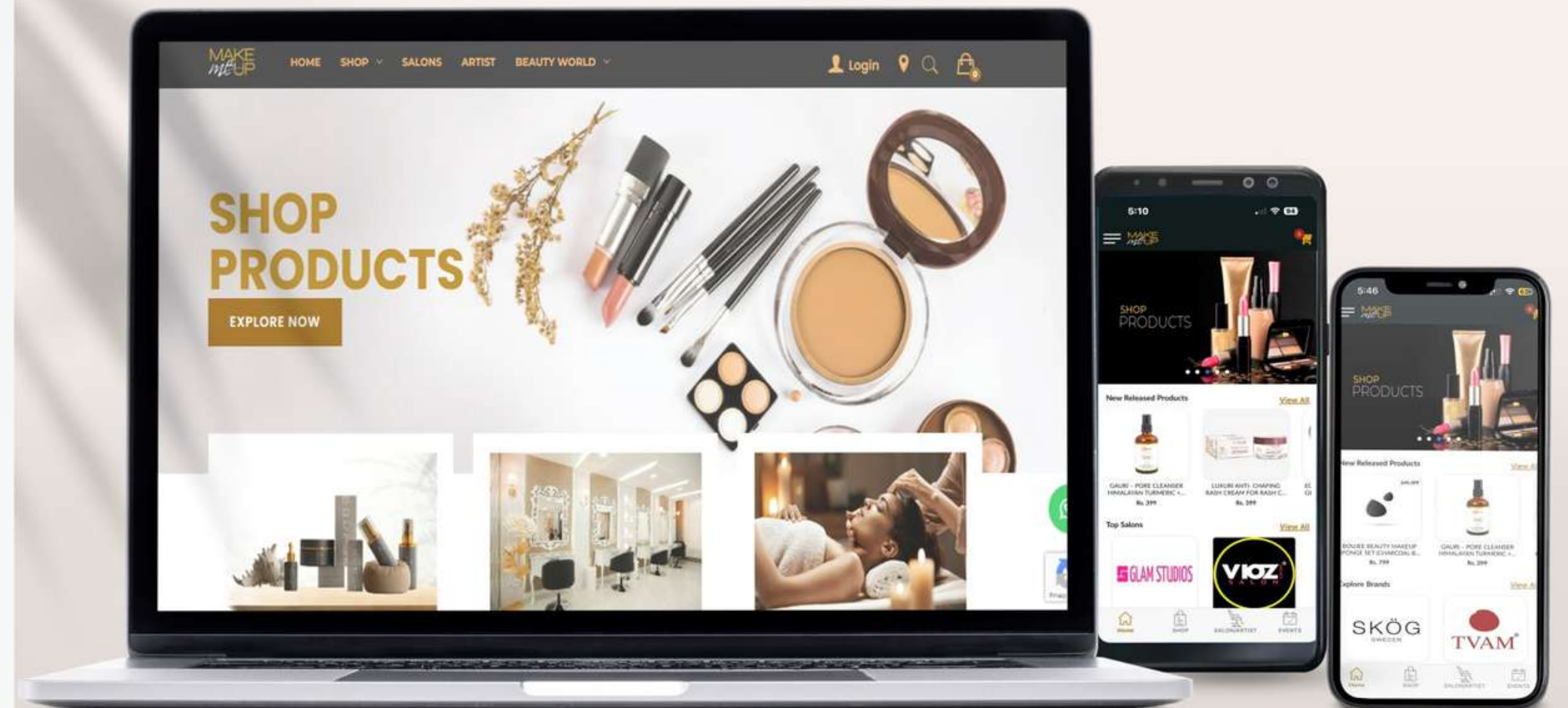
The event was set forth in the month of September,2022 and witnessed a footfall of over 5000+ people on both days, with the participation of over 20+ brands. Renowned influencer master classes were taken by artists like – Leena Bhushan, Kriti Ds, Mehak Oberoi, Bhumika Bahl, Amit Thakur, Sahil Malhotra & Gomit Chopra!

The event was a huge success, powered by PAC Cosmetics & the official Radio Partner for the event was Radio Mirchi 98.3 FM!

MakeMeUP E commerce Platform

MakeMeUp is India's only website/app that connects consumers to top-notch make-up artists, beauty professionals, products, events and provides access to beauty experiences.

50 + Indian Homegrown and international Brands
80+ Hair, Makeup and Beauty Artists
20+Salons
600 + Event Tickets Sold
40k+ App Installs



Shaadi Ready

An initiative undertaken by the company to get actively involved in the billion dollar wedding industry!

Shaadi Ready – an initiative of MakeMeUp, is your one stop solution to all wedding dry salon requirements! We help your guests achieve their party glow in quick time & by efficient professionals.

This initiative has been taken up by our senior faculty at the MakeMeUp School of makeup along with our extremely trained & well practiced students!

4 projects have been successfully completed since the onset of the initiative – in different cities like – Udaipur, Jaipur & New Delhi .



Artist Management

Talent Square provides a comprehensive talent representation services as a liaison between our artists and industry professionals. We negotiate contracts, secure performance opportunities, and handle the administrative aspects of our artist's career.



Jasmine Sandlas



Harshdeep Kaur



Navraj Hans

Board of Directors

Manjit Singh

Chairman & Managing
Director

Vijay Arora

Whole-Time Director

Priyanka Arora

Director

Dr. Jaswinder Kaur

Director

Manjeet Singh Saini

Independent Director

Paruldeep Kaur

Independent Director

Vijay Kumar Pugalia

Independent Director

Michael Anthony Cruz

Independent Director

Key Managerial Personnel

Dinesh Singla

Chief Financial Officer

Ashima Arora

Company Secretary &
Compliance Officer

RESULT SUMMARY

Q4 & FY2023

Profit & Loss Statement (Consolidated) – Q4 FY23

(Rs. in lakhs)

Particulars	Q4 FY23 Audited	Q4 FY22 Audited	Y-o-Y (%)	FY23 Audited	FY22 Audited	Y-o-Y (%)
Revenue	2272.84	963.86	135.81%	3670.94	2662.36	37.88%
Other Income	7.94	0.00	-	9.80	15.74	-37.72%
Total Income	2280.78	963.86	136.63%	3680.74	2678.09	37.44%
Employees Benefits Expenses	142.30	36.10	294.23%	329.15	201.75	63.15%
Other Expenses	1958.83	774.74	152.84%	2978.98	2129.54	39.89%
EBITDA	179.66	153.02	17.40%	372.60	346.80	7.44%
EBIDTA Margin (%)	7.90%	15.88%	-798 bps	10.15%	13.03%	-288 bps
Depreciation & Amortization Expense	15.84	14.62	8.35%	61.29	57.55	6.49%
Financial Costs	0.92	1.21	-24.21%	5.59	12.20	-54.20%
Profit Before Exceptional Item and Tax	162.90	137.20	18.74%	305.73	277.06	10.35%
Exceptional Item	-	-1.72	-	51.15	17.29	195.73%
Profit Before Tax	162.90	135.48	20.24%	356.87	294.35	21.24%
PBT Margin (%)	7.17%	14.06%	-689 bps	9.72%	11.06%	-134 bps
Tax	68.76	31.51	118.22%	113.1	83.25	35.86%
Profit After Tax	94.14	103.96	-9.45%	243.77	211.10	15.47%
PAT Margin (%)	4.14%	10.79%	-665 bps	6.64%	7.93%	-129 bps
Other Comprehensive Income	9.92	17.59	-43.60%	9.92	17.59	-43.60%
Total Comprehensive Income	104.06	121.56	-14.39%	253.69	228.70	10.93%
EPS	1.02	1.19	-	2.49	2.25	-

Profit & Loss Statement (Standalone) – Q4 FY23

(Rs. in lakhs)

Particulars	Q4 FY23 Audited	Q4 FY22 Audited	Y-o-Y (%)	FY23 Audited	FY22 Audited	Y-o-Y (%)
Revenue	2268.31	963.86	135.34%	3605.73	2662.36	35.43%
Other Income	8.96	0.00	-	12.61	15.74	-19.86%
Total Income	2277.27	963.86	136.27%	3618.35	2678.09	35.11%
Employees Benefits Expenses	122.53	36.10	239.46%	267.80	201.75	32.74%
Other Expenses	1954.61	772.97	152.87%	2929.94	2127.77	37.70%
EBITDA	200.12	154.79	29.28%	420.61	348.57	20.67%
EBIDTA Margin (%)	8.82%	16.06%	-724 bps	11.67%	13.09%	-142 bps
Depreciation & Amortization Expense	13.30	14.62	-9.05%	50.87	57.55	-11.60%
Financial Costs	0.91	1.21	-24.62%	5.54	12.20	-54.55%
Profit Before Exceptional Item and Tax	185.92	138.97	33.78%	364.20	278.83	30.62%
Exceptional Item	-	-1.72	-	51.15	17.29	195.73%
Profit Before Tax	185.92	137.25	35.46%	415.34	296.12	40.26%
PBT Margin (%)	8.20%	14.24%	-604 bps	11.52%	11.12%	40 bps
Tax	71.63	28.66	149.93%	115.96	80.39	44.25%
Profit After Tax	114.29	108.59	5.24%	299.38	215.73	38.77%
PAT Margin (%)	5.04%	11.27%	-623 bps	8.30%	8.10%	20 bps
Other Comprehensive Income	9.92	17.59	-43.60%	9.92	17.59	-43.60%
Total Comprehensive Income	124.21	126.19	-1.57%	309.30	233.33	32.56%
EPS	1.22	1.24	-	3.04	2.29	-

Balance Sheet – FY23

(Rs. in lakhs)

Particulars	Standalone		Consolidated	
	FY23 Audited	FY22 Audited	FY23 Audited	FY22 Audited
A) Assets				
Non-current assets	396.70	469.64	440.19	529.45
Current assets	2975.59	1384.63	2951.30	1323.64
Total Assets	3372.30	1854.27	3391.49	1853.10
B) Equity & Liabilities				
Shareholder's funds	2605.87	1572.34	2615.63	1567.71
Non-current liabilities	91.25	98.09	91.25	98.09
Current liabilities	675.18	183.84	684.61	187.30
Total Equity & Liabilities	3372.30	1854.27	3391.49	1853.10



Thank you!

Feel free to reach out to us if you have any questions.

Contact Details

Dinesh Singla
Chief Financial Officer
dinesh@touchwood.in

Website

www.touchwood.in