



*Dated: 30<sup>th</sup> June, 2021*

**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 financial year ended 31st March, 2021**

Dear Sir/Ma'am,

We hereby enclose the Investor Presentation on the audited standalone financial results of the Company for the financial year ended 31st March, 2021.

Kindly take the same on records.

Thanking You

Yours faithfully,

**For Touchwood Entertainment Ltd.**



**Ashima Arora**  
*Company Secretary & Compliance Officer*

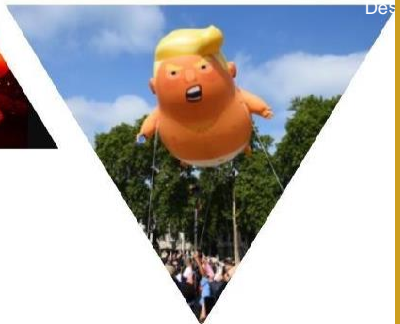
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**TOUCHWOOD ENTERTAINMENT LIMITED**

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



INVESTOR'S PRESENTATION  
FY 20-21 Performance



# About Us



Wedding Management



Design & Decor



Destination Wedding



Entertainment



Corporate Events



Exhibitions

## 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 Activation



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 the 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



1997-  
2000

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.

2002 -  
2006

2008 -  
2012

2008: Ventured into complete wedding management and turn key wedding projects

2011: Ventured into décor and production. Designed some of the largest décor projects in India and Abroad

2012: Entered political activations and government fests and events.

2014 -  
2016

2014: Started international destination weddings

2015: Started venues in the name of VEDA in

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

1997 -  
2000

2017: First Event Management Company listed on NSE emerge SME platform; Talent Square becomes 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 from SME platform to Main Board (NSE).
- Launched Touchwood Wedding School & Matchmakers Conclave.
- Successfully completed 2 batches of Touchwood Wedding School.
- Organized Virtual Masterclasses with various beauty and fashion influencers for global audience.
- Organized various digital initiatives such as WedNation, Beauty Baaja Baatchet by Make Me Up & WedEd by Touchwood Wedding School.
- Completed shooting of Gourmet Rides & Makeup Reality series.

2021

- Launching all things beauty focused ecommerce application- Make Me Up.
- Releasing one of a kind and India's first makeup reality show - web series 'PUT YOUR GAME FACE ON' and an upbeat Punjabi song 'HAULI HAULI',
- Launching Nail me up, a platform for nail artist, salons and products.
- Launching Shosha, a platform for shoe & accessories care & repair and products.
- Touchwood Wedding School offline courses if COVID-19 situation permits.
- Launching Beauty School.
- Launching Wed Advisor - app and website for all wedding related queries and planning.



## FY2021 vs. FY2020

- Revenue of Rs. 1,006 lakhs, down 51.66% y-o-y
- EBITDA of Rs. 210 lakhs, down 35.5% y-o-y
  - EBITDA margin of 20.88%
- Profit Before Tax of Rs. 142 lakhs, down 44.76% y-o-y
  - Profit Before Tax margin of 14.17%
- Net Profit of Rs. 98 lakhs, down 44.43% y-o-y
  - Net Profit margin of 9.75%

## Management Commentary

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

“FY2021 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 entire year. Events industry is profoundly impacted due to pandemic owing to lockdowns and widespread travel restrictions. The duration of the virus outbreak remains a key factor in assessing the overall impact of the pandemic. The digital 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.”

# Key Business Highlights

## Delivering Consistent Operational and Financial Performance



Global Events

**12**  
countries  
International  
Presence

**22**  
Total Events



Domestic Events

**32**  
Cities Covered

**1135**  
Total Events



**2018**  
Started In

**20**  
Total Events

**Rs. 1006**  
Lakhs

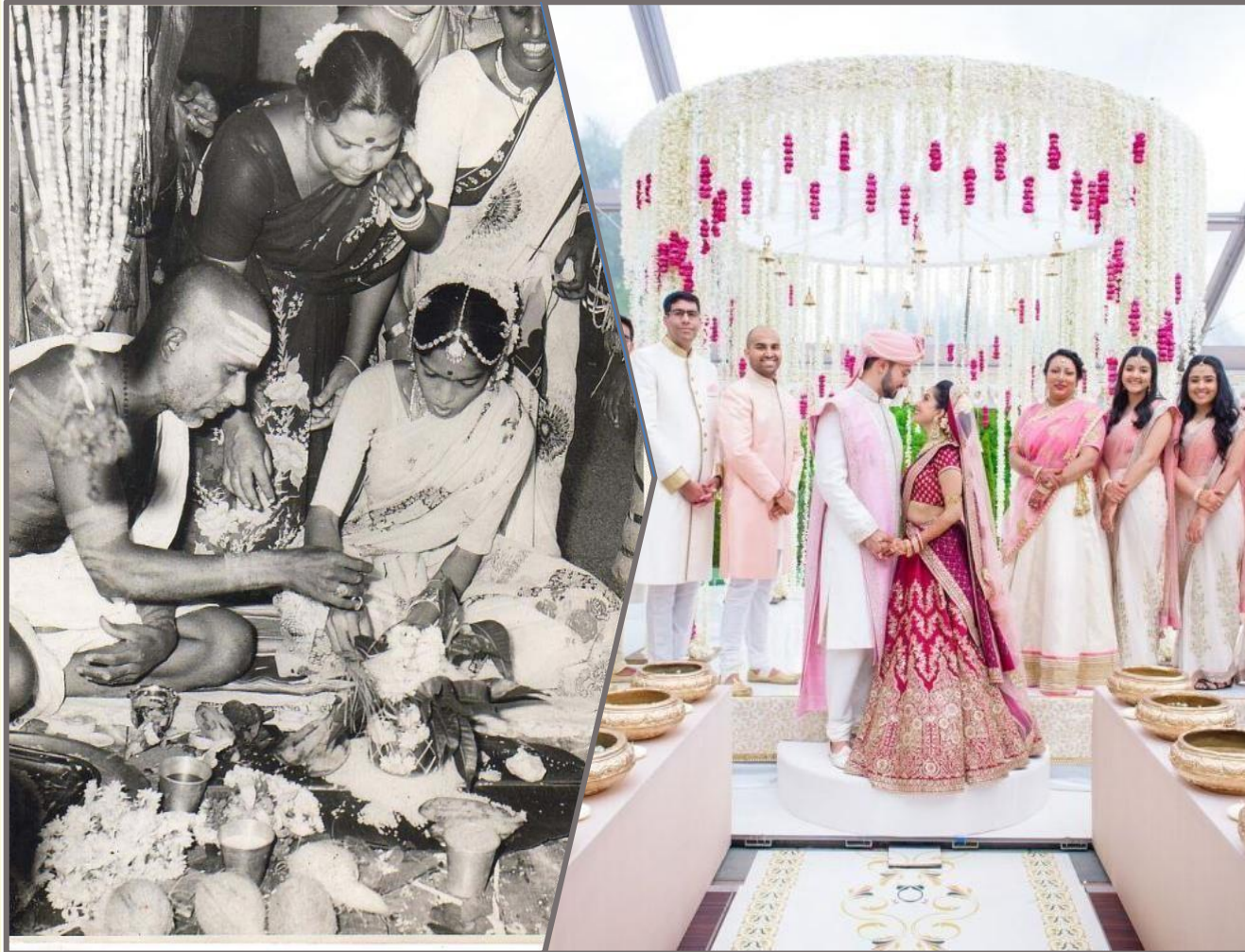
FY21 Revenue

**Rs. 98 Lakhs**  
**9.75 %**  
FY2021 PAT and  
Margins

**Rs. 210 Lakhs**  
**20.88 %**  
FY2021 EBITDA and  
Margins

**7.26%**  
FY2021 ROE

# Wedding Trends Post Covid



Couples are inclined towards open air or outdoor weddings as it provides lot more space compared to an indoor venue.

Adding sustainability to the wedding has become a top priority from switching to day weddings, to mindful planning of the wedding using good to earth concept.

To not let go all invitees, wedding invites are featuring shifts for guest arrivals this ensures that there is no crowding and the social distancing norms are followed.

Now weddings will be more mindful and conscious, but it will continue to be bigger once the virus threat is down to be negligible.

Due to growing length of days, size of budgets, Covid restrictions and limited time availability, people are turning to event planners

**Emerging Trends:** Smaller more intimate wedding with proper seating arrangements according to the state rules and conscious touches like welcome kits with sanitization kits.

# Touchwood Curated IPs

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



**GOURMET  
ENTERTAINMENT  
SHOW**

**WA**  
**WED ADVISOR**

**MAKE  
me UP**  
EVERYONE BEAUTIFUL

**NAIL  
me UP**

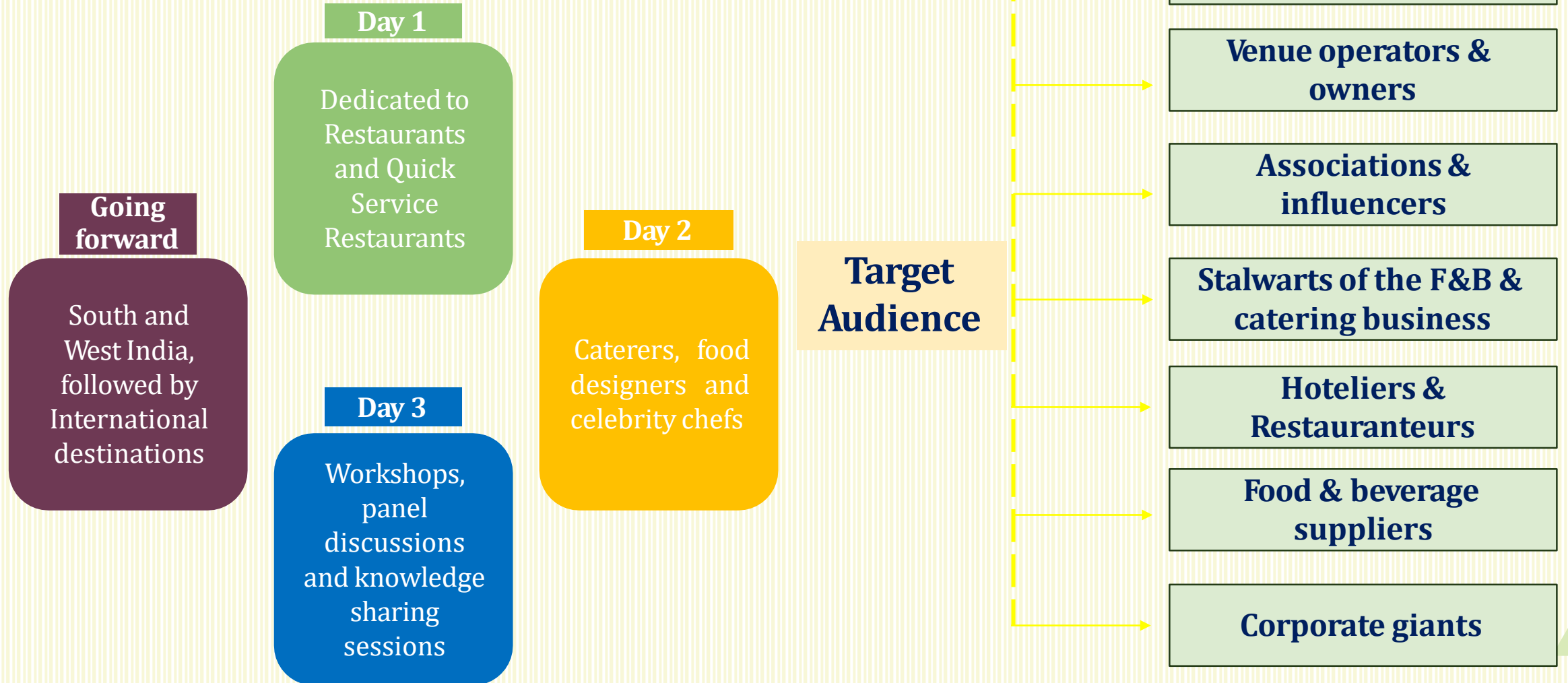
  
**TOUCHWOOD**  
WEDDING SCHOOL

**ShoSha**  
Bring back the shine



# 1. Gourmet Entertainment Show

## Strategy Going Forward



## 2. Make Me Up – About Us

An E-Commerce platform containing services as well as products related to the beauty segment



### About Us

An **E-Commerce platform** catering to the needs of beauty **products, salon appointments and at home services**



### Vision

To create **Make Me Up, India's biggest platform** that connects top beauty professionals, salons, products and provides access to beauty experiences



### Model

**Subscription based** approach to provide all premium services in beauty and health segments



### Offering

**One stop solution** for products and connects experienced make up service professionals

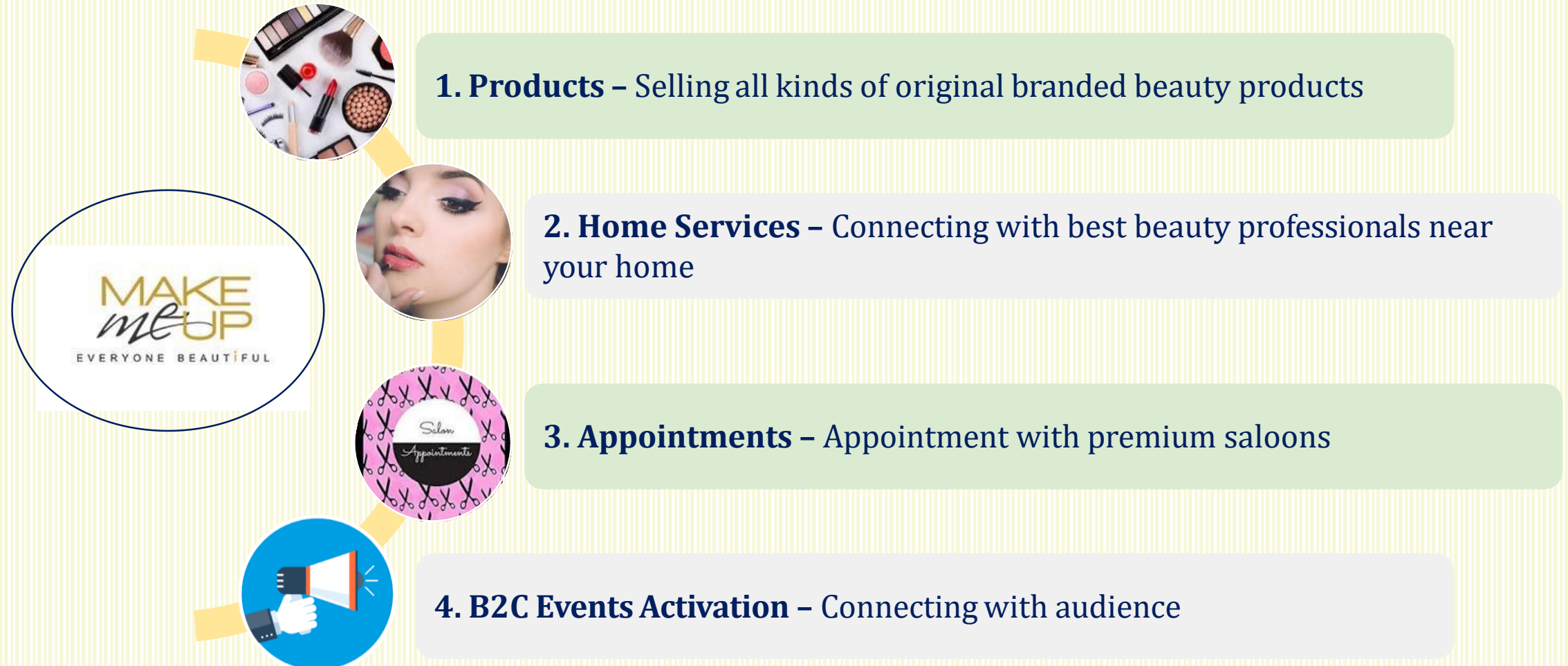


### Uniqueness

**First B2C platform** for beauty products, salon appointments and at home services in India

## 2. Make Me Up – Offerings

Starting with four verticals, subscription-based approach to access all premium services in beauty and health segment & become leader in the metro cities



# 3. Wed Advisor

Wed Advisor is available on Desktop, Android Play Store and Apple App Store.



DESKTOP



MOBILE



# 3. Wed Advisor – About Us

Wed Advisor is a platform for users to get access to vendors of the Wedding and Events industry

## About Us

A digital platform which provides access to thousands of verified vendors of the Wedding Industry

## Vision

The vision is to create an online community where customers can interact, review and work with vendors providing wedding related services.



## Model

The services are free of cost for end consumers. For vendors, listing is also free of cost though they can choose to avail premium services at a nominal cost

## Offering

The website and app aims at offering verified data of 20000 vendors across 36 different categories related to the Wedding Industry

## 4. Nail Me Up – About Us

Nail me up will provide services and products related to nail art and care.

### About Us

An **E-Commerce platform** that will cater to the needs of nail art & nail care **products, appointments and at home services**

### Vision

To create **Nail Me Up, India's only platform** that connects top nail artists, salons, products and provides access to beauty experiences

### Model

**Subscription based** approach to provide all premium services in nail art and care segment

### Offering

**One stop solution** for products and connects experienced nail-art service professionals to likewise consumers

### Uniqueness

**First B2C platform exclusively for** nail art products, salon appointments and at home services in India



NAIL  
me UP

# 5. Shosha – About Us

**Shosha is India's first & foremost app that will provides products, services & a platform to shoes & accessories space**

## About Us

Shosha is all about revolutionizing the shoe and bag service space and bringing it to your doorstep.

## Vision

The vision is to create an online platform that will bring all services, products and help related to your shoes and accessories to your home.

## Offering

The app aims at offering services for shoe & accessory at consumer's doorstep. With added facilities like

- 1) Shoe, Handbag, Accessory polish and repair services
- 2) Products – Footwear and footwear care products
- 3) Shoe and accessory rental services.
- 4) Upscale product by authorized resellers



# Bring back the shine!

## 6. Touchwood Wedding School – About Us



*We Prepare you,  
for an event called  
Life!*

- ✓ Here's presenting **TOUCHWOOD WEDDING SCHOOL** cultivated by the leaders of the trade & India's only NSE listed Event Management Company, Touchwood Entertainment Ltd.
- ✓ Pioneers in International & Ethnic weddings with the accomplishment of 3500 projects.
- ✓ The faculty and staff at Touchwood Wedding School have years of experience in the wedding domain with an urge to pass on the knowledge to the next generation.
- ✓ 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



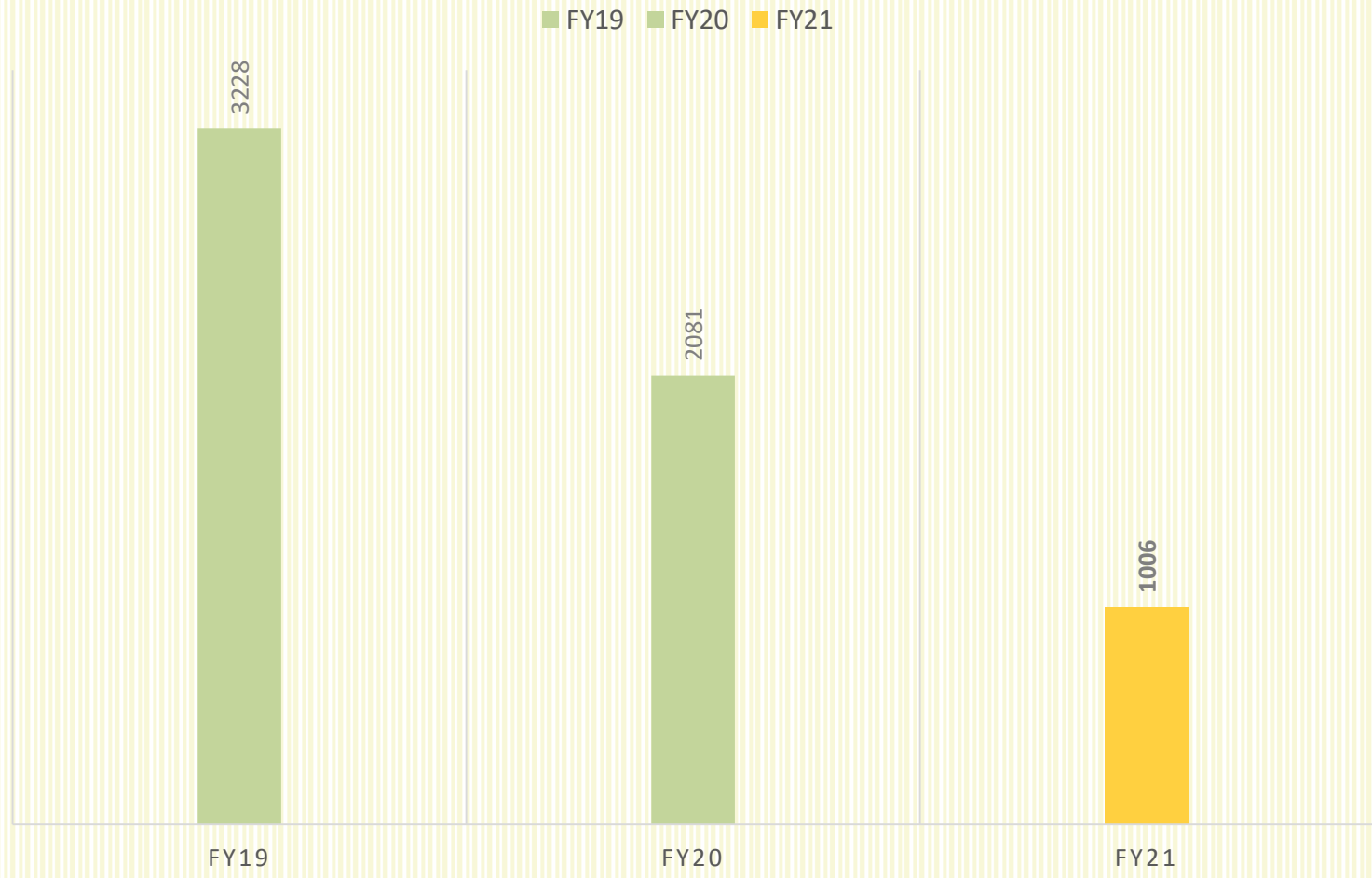


# Operational and Financial Performance

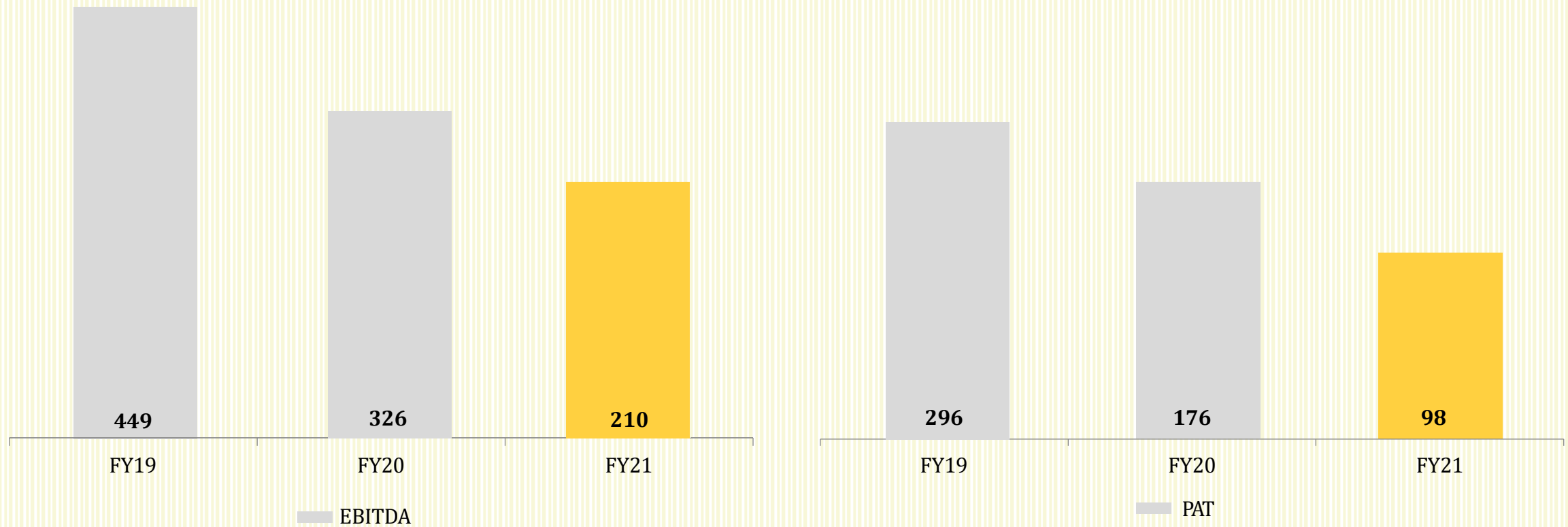
# Performance Trend

Particulars (lakhs)	Full Year		y-o-y
	FY2021	FY2020	Growth (%)
Revenue	1,006	2,081	(51.66)%
EBITDA	210	326	(35.50)%
<i>Margin (%)</i>	20.88%	15.64%	
Profit Before Tax	142	258	(44.76)%
<i>Margin (%)</i>	14.17%	12.4%	
Profit After Tax	98	176	(44.43)%
<i>Margin (%)</i>	9.75%	8.48%	
Re-instated Basic EPS (Rs.)	1.21	1.60	(24.38)%

## Revenue (Rs. Lakhs)

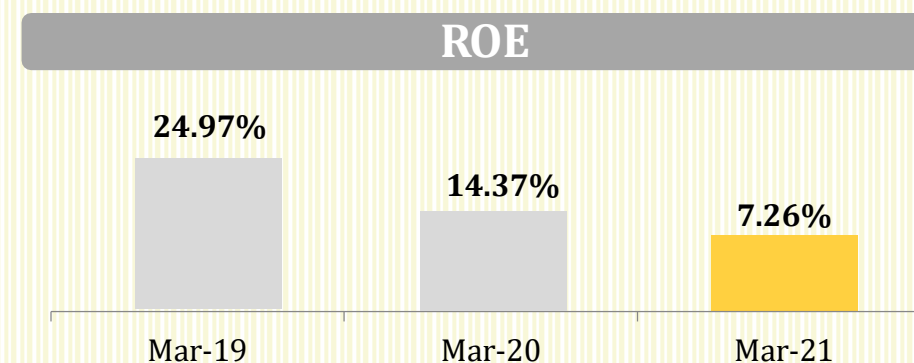
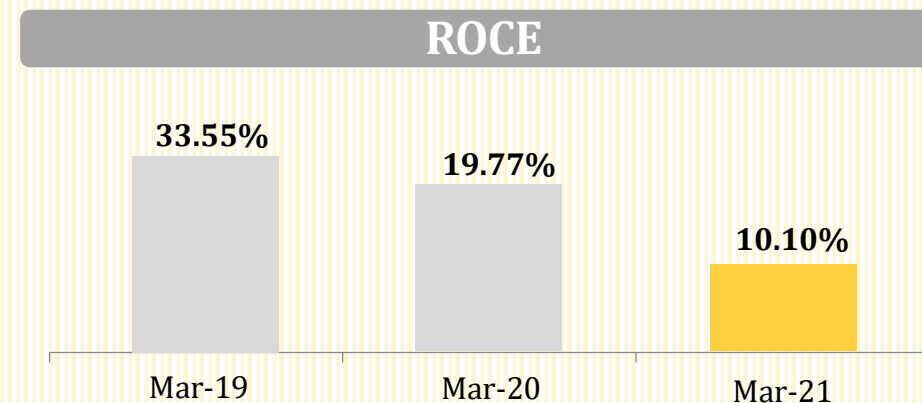


## EBITDA (Rs. Lakhs) and PAT (Rs. Lakhs)



# Financial Performance

(Rs. Lakhs)	Mar-2019	Mar-2020	Mar-2021
Long Term Debt	40	21	29
Short Term Debt	33	19	37
<b>Total Debt</b>	<b>73</b>	<b>40</b>	<b>66</b>
Less: Cash & Cash Equivalents	382	436	442
<b>Net Debt / (Net Cash)</b>	<b>(309)</b>	<b>(397)</b>	<b>(376)</b>
Net Worth	1,188	1,228	1351
EBITDA (LTM)	<b>498</b>	<b>326</b>	<b>210</b>
<b>Net Debt / EBITDA</b>	<b>(0.62)x</b>	<b>(1.22)x</b>	<b>(1.79)x</b>
<b>Total Debt / Net Worth</b>	<b>0.06x</b>	<b>0.03x</b>	<b>0.05x</b>
Capital Employed	<b>1,296</b>	<b>1,337</b>	<b>1,462</b>
EBIT (LTM)	<b>435</b>	<b>264</b>	<b>148</b>
Net Profit (LTM)	<b>297</b>	<b>176</b>	<b>98</b>
<b>ROCE</b>	<b>33.55%</b>	<b>19.77%</b>	<b>10.10%</b>
<b>ROE</b>	<b>24.97%</b>	<b>14.37%</b>	<b>7.26%</b>





# Disclaimer

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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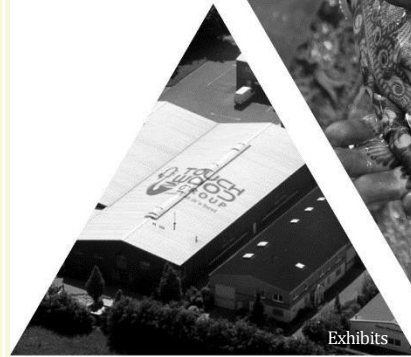
Entertainment



Wedding Management



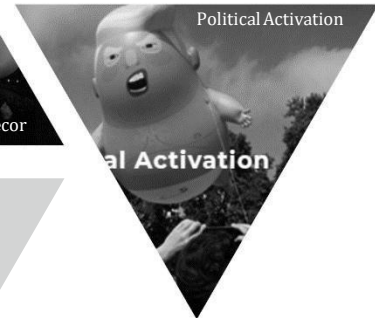
Live Events



Exhibits



Design & Decor



Political Activation



Corporate Events



Destination Wedding

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