

February 13, 2026

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400001.  
Scrip Code: 512038

**Sub.: Investor Presentation.**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor Presentation on performance of Quarter 3 of Financial Year 2025-26.

Kindly take the same on records.

Yours faithfully,  
For TCC Concept Limited

Isha Arora  
Company Secretary & Compliance Officer

Encl: As above

**TCC Concept Limited**

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**TCC CONCEPT LIMITED**  
**Q3 FY26**



# Safe Harbour



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All maps are not to scale. Data is provided “as is.” All third-party intellectual property remains the property of its respective owners.

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# Financial Highlights



# Q3 FY26

## Financial Highlights

Month

(₹ millions)

### Revenue

₹ 465 Mn

108% Y-o-Y  
73% Q-o-Q

### EBITDA

₹ 320 Mn

95% Y-o-Y  
39% Q-o-Q

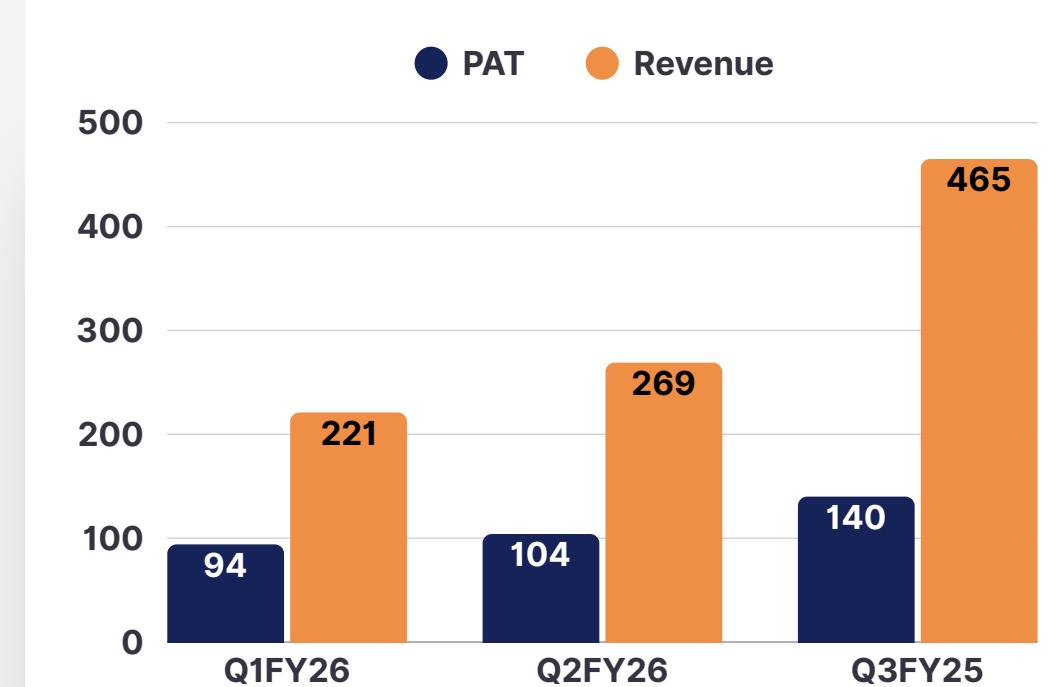
### PAT

₹ 141 Mn

35% Y-o-Y  
34% Q-o-Q

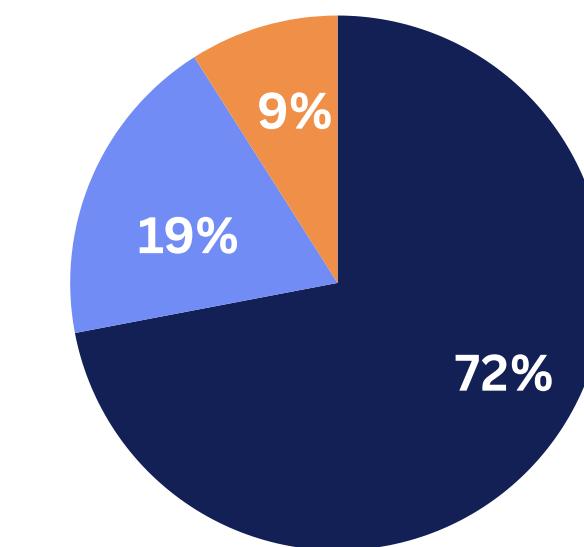
### EBITDA Margin

69%



### Segment Mix

Q3 FY26



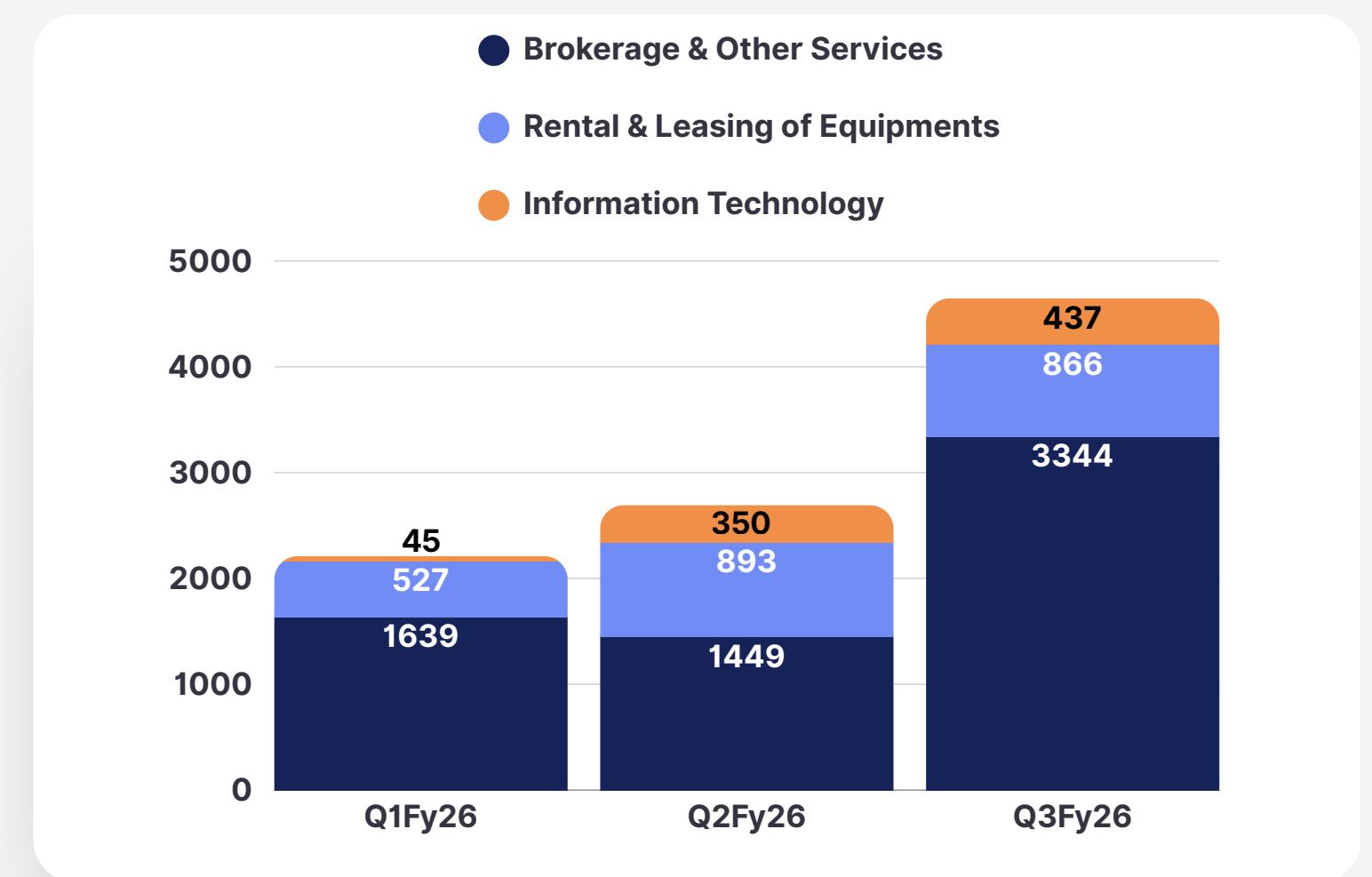
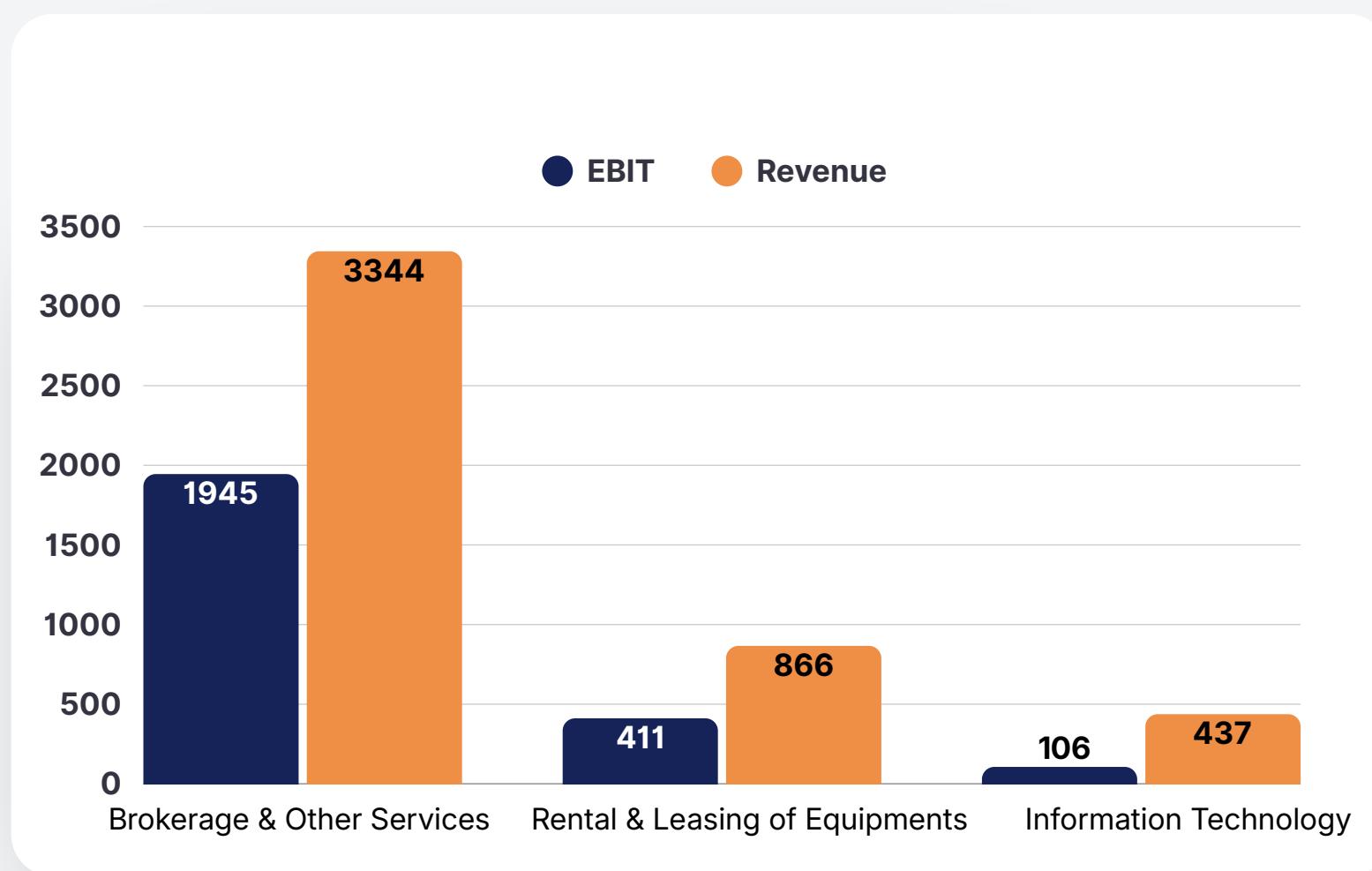
● Brokerage & Other Services   ● Rental & Leasing of Equipment  
● Information Technology

# Q3 FY26

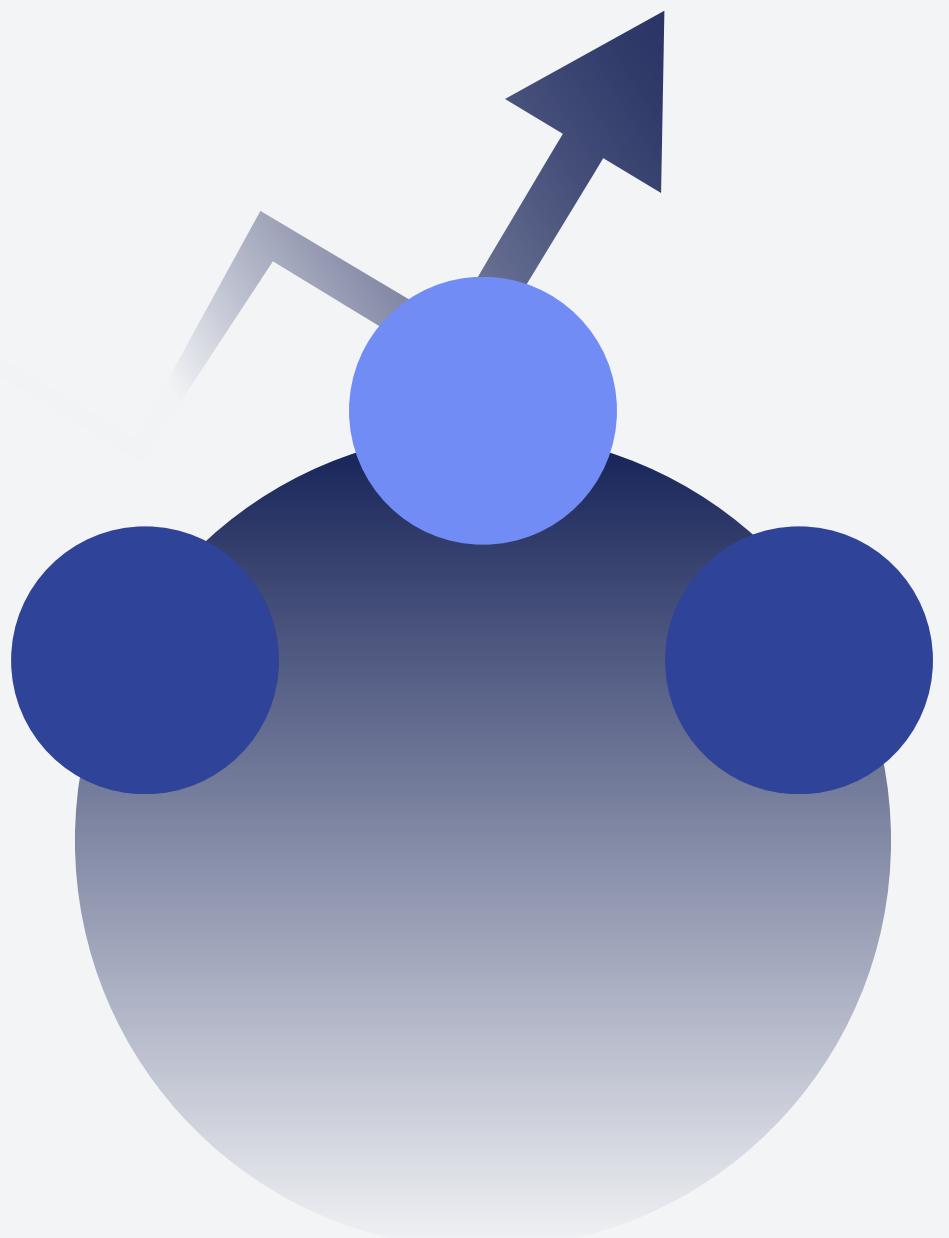
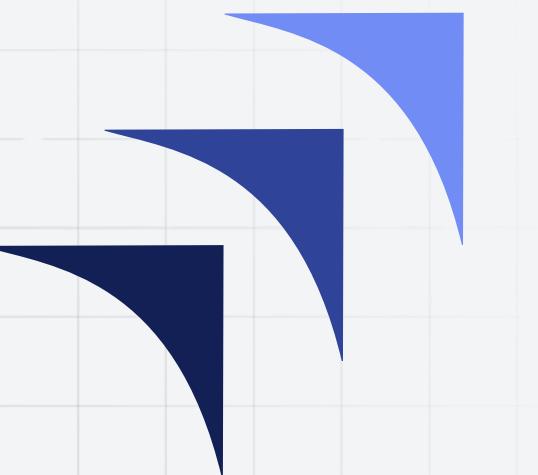
## Financial Highlights

Month

(₹ in Lakhs)



# Company Overview



# TCC

## At a Glance

TCC Concept limited, listed on BSE Limited, is a strategic enterprise driving a diversified portfolio across real estate, infrastructure, digital platforms, and consumer ecosystems. With over four decades of experience, TCC focuses on building future-ready business models through technology, data, and design-led innovation.

Through platforms such as AltRr, Brantford India, NES Data, and Pepperfry, TCC is building an integrated, tech-enabled ecosystem spanning real estate aggregation, AI-powered platforms, sustainable data infrastructure, and design-led consumer commerce. Together, these capabilities enable enterprises and consumers to engage, scale, and evolve with agility in a rapidly changing market landscape.

At its core, TCC Concept Limited unites diverse capabilities under a single vision—leveraging data, collaboration, and sustainability to deliver scalable, efficient, and resilient solutions that power the next generation of business models.

# TCC's Brand Universe

Scaling with purpose, driven by  
brand credibility





# **The Minds Behind TCC**



# Board of Directors



## Umesh Sahay

Chairman & Managing Director

- First-generation entrepreneur
- Brings about 20+ years of experience
- Expertise spans Real Estate , Data Centre Infrastructure, IT& ITeS sectors in India
- Has been awarded by various prestigious organizations over the years



## Abhishek Narbaria

Director

- Holds a Master's degree in Computer Science
- Technocrat entrepreneur with proven leadership
- 20+ years of experience in building and shaping organizations

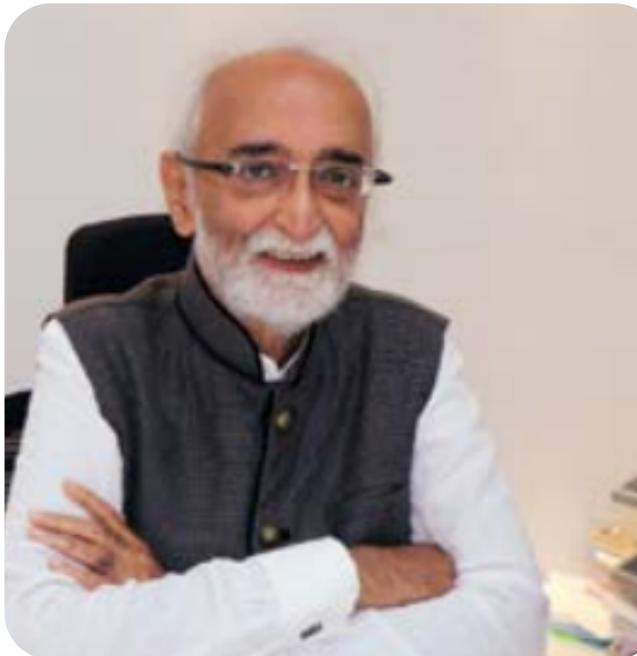


## Nikhil Dilipbhai Bhuta

Director

- Chartered Accountant with 25+ years of entrepreneurial leadership
- Served as CFO, Country Head & CEO across multiple businesses
- Cross-industry experience with strong operational depth
- Raised capital on BSE (India), TSX (Canada) & AIM (London)

# Independant Directors



**Rajesh Vaishnav**

- 27+ years of entrepreneurial business experience
- Pioneer of the greeting card industry in India
- Founder, Vintage Cards & Creations Ltd (BSE & NSE listed)
- Scaled operations to 375 stores across 110+ cities in India & neighboring markets



**Gayathri Iyer**

- Author, Chartered Accountant, Mentor & Certified IFRS (ACCA)
- 25+ years as Consulting Entrepreneur across diverse sectors
- Led audits for Tata Tele, Tata Realty & Infra, Mount Everest, WTC & Future Group Retail

# Independant Directors



**M. Srinivas Rao**

(Pepperfry & TCC)

- Internationally acclaimed business visionary & strategist
- Associated with ITC, IRRI, ICRISAT, TiE & BMGF
- B.Com (Hons), Delhi University; MBA, Asian Institute of Management (Philippines)
- Recognized by USAID, IRRI, BMGF & U.S. Department of Agriculture



**Tarun Agarwal**

(Pepperfry)

- Chartered Accountant & Company Secretary with 35+ years of financial and strategic leadership
- Expert in project financing, structured funding, and corporate governance
- Led ERP implementation, compliance frameworks, and internal control systems
- Extensive experience across finance, taxation, risk management, and operational efficiency

# Key Managerial Personnel



## Ashish Shah

CEO & WTD - Pepperfry

- Co-founder & CEO (since 2012), leading Category, BD, CX & Supply Chain at Pepperfry
- Built India's leading furniture marketplace with distribution across 500+ towns
- 20+ years' experience; scaled eBay Motors India to a \$100Mn business



## Prasoon Mishra

Director

- 20 years of B2B sales leadership across marketplaces, travel tech, SaaS & insurtech
- Scaled corporate vertical to ₹60 Cr revenue; secured major enterprise accounts
- Led high-impact enterprise acquisitions, including during COVID
- Launched India's first Real Estate AI model; 10,000+ downloads in 45 days



## Sanjay Netrabile

Chief Technology Officer - Pepperfry

- Architected Pepperfry's technology infrastructure from inception and continues to lead overall technology strategy and innovation.
- Built a scalable cloud-based ecosystem and deployed ML, AR, and VR to enhance customer experience and operational efficiency.
- Over 26 years of experience in software engineering across L&T Infotech, Times Internet, and Zapak.

# Key Managerial Personnel



## Hussaine Kesury

Chief Business Officer - Pepperfry

- Leads Pepperfry's omnichannel expansion across COCO & FOFO studio formats, driving integrated online-offline growth
- Founding team member who helped scale the furniture portfolio and grow the business 3x over eight years
- 20+ years of experience across eBay, ICICI Bank & Tata AIG in marketing and product roles



## Rahul Shah

Chief Financial Officer - TCC Group

- Chartered Accountant with 15+ years, including Big 4 experience
- Leads complex tax & compliance across USA, UK, Africa & UAE
- Speaker at ICAI (CAQ) & contributor to BCAS committees



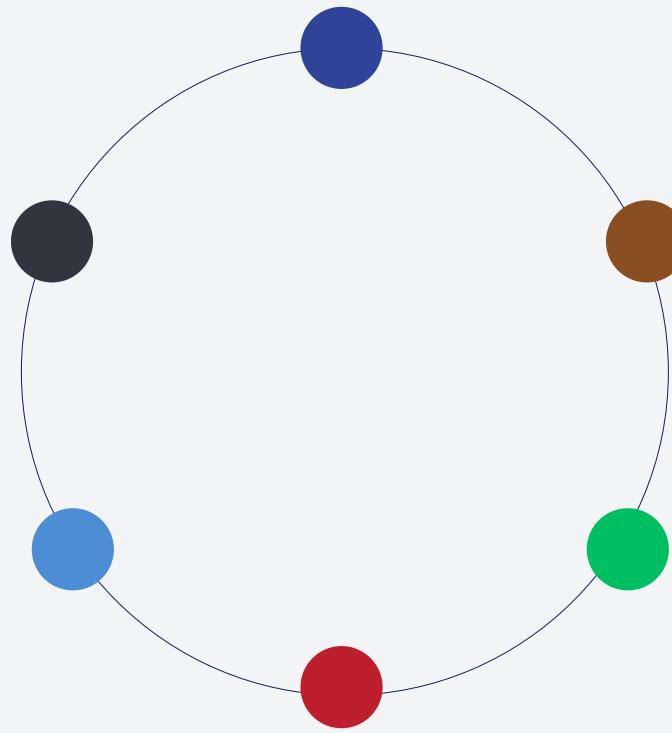
## Madhusudan Bihani

Chief Financial Officer - Pepperfry & PepCart

- Leads Corporate Strategy, Fundraising, Finance, IR & Legal at Pepperfry
- Drove multiple fundraises, NCLT India restructuring & TCC acquisition
- Chartered Accountant with 20 years' experience; ex-Kraft Heinz India



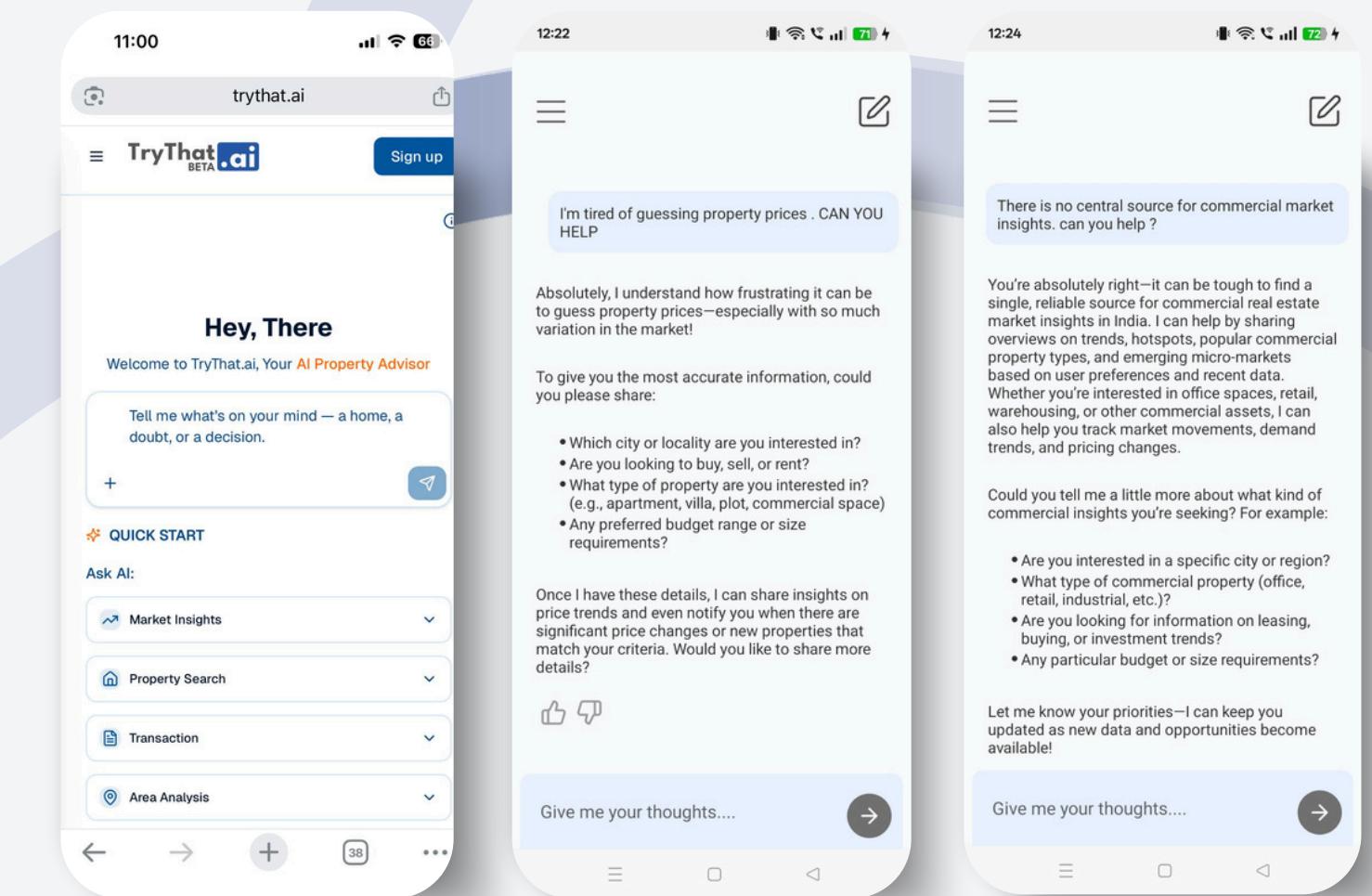
# Brand Highlights



# TryThat .ai

## Overview

TryThat.ai is India's first AI real estate advisor—trained on millions of property data points to deliver instant, data-backed decisions through chat. Through a simple conversation interface, Users can ask property questions in simple language and get clear answers on prices, locations, and best options within seconds.



## Key Differentiators



### Hyper-specialized AI

Built specifically for Indian property decisions—not a generic chatbot.



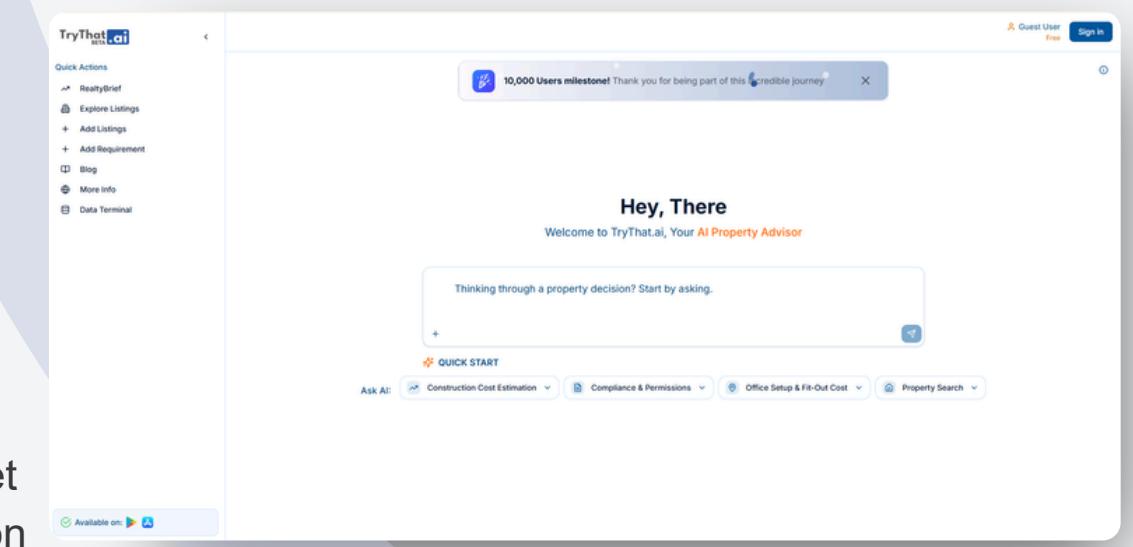
### Instant Expert Analysis

From "AC tonnage for 200 sq ft" to "Compare 3BHK in Pune vs Thane ROI" - answered in seconds



### Trust through data

Every answer backed by market data, pricing trends, and location intelligence - not generic advice





## Overview

MyFlopy is designed for individuals, professionals, startups, and enterprises seeking higher security, flexibility, and long-term cost efficiency in data storage.

## Key Differentiators

Create a personal cloud using existing storage hardware with full control over data location and connectivity.

Access files remotely from anywhere and share securely with selected groups.

No subscriptions or recurring cloud fees.

*“MyFlopy is not just a product; it is a movement toward digital independence”*

The image displays three screenshots of the MyFlopy website. The top screenshot shows the 'Make Your Own Cloud' section with options for 'Software-Only (Self Installed)', 'Assisted Installation', and 'Device + Installation Services'. The middle screenshot shows the 'Dashboard' with device and storage statistics. The bottom screenshot shows the 'Your Data. Your Rules. Your Hardware.' section with a diagram of a cloud and hardware connection.

# NES DATA

NESDATA is a data center colocation and infrastructure solutions provider that enables businesses to securely host, manage, and scale their IT systems. It delivers reliable, high-uptime environments with robust power, cooling, and connectivity to support mission-critical operations.

## Key Differentiators



### Secure Data Center

Enterprise-grade facilities with strong security and controlled environments.



### Reliable Power & Cooling

Redundant power systems and efficient cooling ensure uninterrupted operations.



### High Uptime & Connectivity

Robust network connectivity designed for continuous availability and performance.



[Click  
Here](#)



## Overview

Brantford India is a digital marketing and branding platform designed to help realtors grow their visibility and generate leads. It provides tools for branding, marketing automation, and lead management, enabling realtors and channel partners to attract buyers and close deals more efficiently.

## Key Differentiators



### RE Focused Marketing

Built specifically for realtors, enabling targeted digital campaigns and brand visibility.



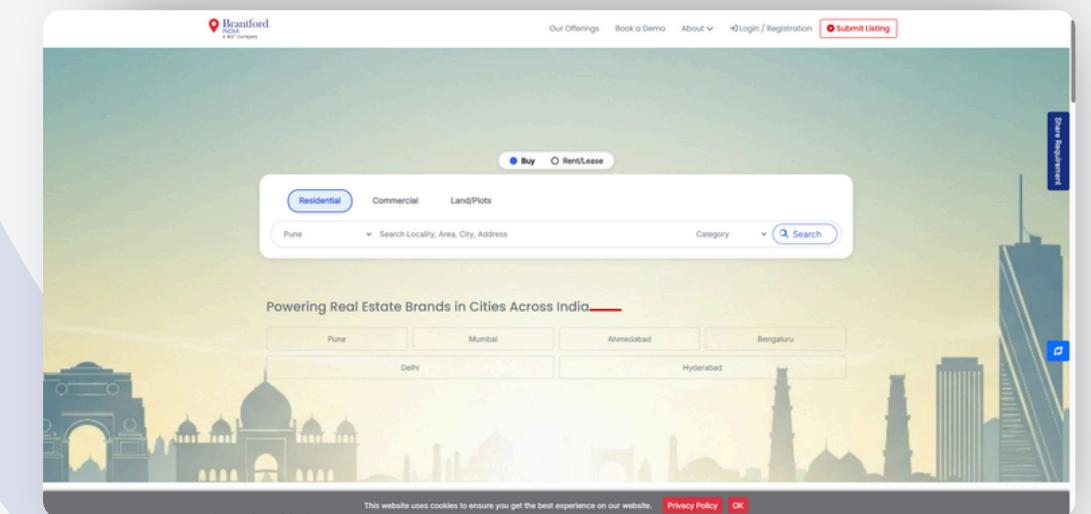
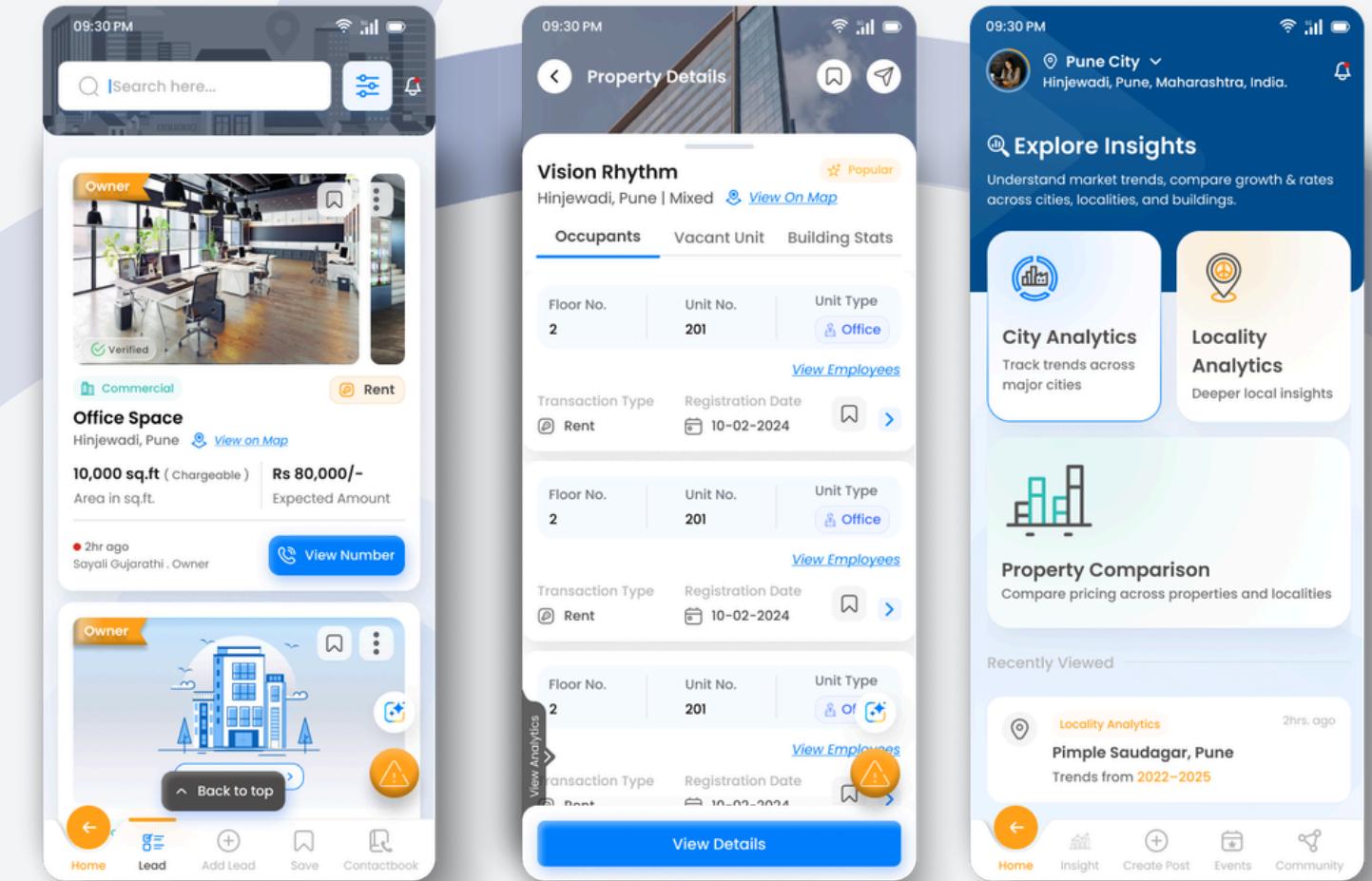
### Lead Generation Engine

Captures, nurtures, and tracks leads to improve conversion efficiency.



### Sales Automation

Streamlines marketing, follow-ups, and customer engagement to save time and scale sales.



# pepperfry

## Overview

Pepperfry is an online and offline furniture and home décor platform that helps people discover, choose, and buy products to furnish their homes. It combines an online marketplace with physical experience studios, offering design support, delivery, and installation services.

Through Pepcart, it also enables B2B and bulk procurement solutions for businesses and institutional buyers.

## Key Differentiators



### Marketplace

Combines online choice with physical experience centers.



### Unified Ecosystem

Thousands of designs across furniture, décor, and home essentials.  
Pepperfry



### Fast & Reliable

Strong supply chain ensures fast delivery, assembly, and after-sales support.



# Business Highlights

## TryThat .ai

### Product Readiness & Monetisation Phase

- Implemented advanced RAG-based agentic AI, improving response accuracy and contextual intelligence.
- Expanded data coverage across 13+ cities, enhancing geographic relevance.
- Upgraded chat UX/UI and established a continuous feedback loop for rapid product improvement.
- Initiated monetisation phase; first cohort of paying customers targeted for onboarding in Q1 2026.

## Brantford INDIA

### Market Validation & Revenue Expansion

- Launched MVP of the “Branding Tool for Realtors”, onboarding 10 paying clients within the first 45 days — validating strong market demand.
- Early traction achieved with a lean MVP, confirming clear need within the realtor ecosystem.
- Phase 2 in development: a mobile-first platform to create listings, social media content, short videos, and marketing assets.
- Integrated social media distribution to enhance visibility and lead generation.
- Q1 PAN Maharashtra launch planned; revenue inflows expected from April onward.

## myflappy

### Platform Completion & Go-to-Market

- B2B and B2C offerings have completed development, marking entry into the go-to-market phase.
- Initial user onboarding and proof-of-concept engagements are underway.
- Flagship product “Make Your Own Cloud” in final build phase — enabling private cloud deployment on user-owned hardware.
- Delivers full data ownership, infrastructure control, and strong value for enterprises and privacy-focused users.
- Website is live; hardware provisioning for seamless deployment is in progress.
- Sales rollout scheduled to begin February 1, following pricing finalisation.

# Business Highlights

## pepperfry

GMV for the quarter

**₹1570 Mn**

GDV for the quarter

**₹1434 Mn**

110 Studios

**65 Cities**

**36 COCO**

**74 FOFO**

## NEW LAUNCHES

**South Bopal**  
(Ahmedabad)

**Panchkula**

**Launch of home decor store - golf course road Gurgaon**

# Business Highlights

pepperfry

## Grabbing The Most Eyeballs Online



15% of All Daily Interested Furniture  
Buyers Visit Website + App

**73 Mn**

Annual  
Visits

**150K**

Daily Unique  
Visitors

**72%**

Repeat  
Orders

## Highest Traction in Terms of Sale



India's Largest Omnichannel Platform  
for Furniture and Home Goods

**325K+**

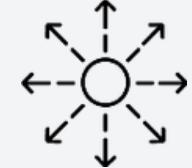
Customers  
Served Annually

**\$1.1 Bn+**

Worth of Lifetime  
Furniture & Home  
Goods Sold

**10.7 Mn+**

Products Delivered



25 Distribution Centres



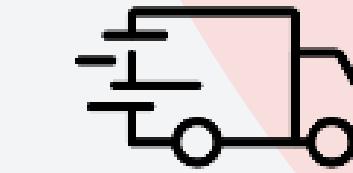
3 Large Mother  
Warehouses



500+ Cities  
Covered



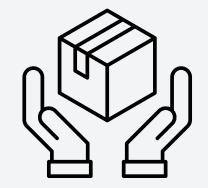
Services 9,500+  
Pin Codes



200+ Last -Mile  
Delivery Trucks



Zero  
inventory



<1.5% Transit  
Damages

# Financials



# Consolidated P&L Statement

Particulars	Q3 FY26	Q3 FY25	Y on Y	Q2 FY26	Q on Q	9M FY26	9M FY25	Y on Y
<b>Income</b>								
a) Revenue from operations	4,647.96	2,237.86	108%	2,693.11	73%	9,552.05	5,101.57	87%
b) Other income	164.81	299.47		185.73		485.62	450.26	
<b>Total Income</b>	<b>4,812.77</b>	<b>2,537.33</b>		<b>2,878.84</b>		<b>10,037.67</b>	<b>5,551.83</b>	
<b>Expenses</b>								
a) Cost of services	521.13	360.21		307.69		1,084.42	543.1	
b) Employee benefits expense	496.07	123.4		59.13		608.19	372.33	
c) Finance costs	187.29	48.73		98.8		389.56	79.32	
d) Depreciation and amortisation expense	1,063.89	189.87		675.39		2,217.27	493.05	
e) Other expenses	569.3	407.43		210.13		889.11	649.89	
d) Change in Inventories of Finished Goods	24.23					24.23		
<b>Total expenses</b>	<b>2,861.91</b>	<b>1,129.64</b>		<b>1,351.15</b>		<b>5,212.87</b>	<b>2,137.69</b>	
<b>Profit before Tax</b>	<b>1,950.86</b>	<b>1,407.69</b>	<b>39%</b>	<b>1,527.69</b>	<b>28%</b>	<b>4,824.89</b>	<b>3,414.14</b>	<b>42%</b>
<b>Tax expense</b>								
Current tax	641.32	413.54		443.13		1,522.55	959.37	
Deferred tax	(97.13)	(40.47)		42.29		(88.40)	(48.60)	
Tax expenses related to earlier period	5.99					5.99	(1.49)	
<b>Total Tax Expenses</b>	<b>550.18</b>	<b>373.07</b>		<b>485.42</b>		<b>1,440.14</b>	<b>909.28</b>	
<b>Net Profit/(loss) for the period (5-6)</b>	<b>1,400.68</b>	<b>1,034.62</b>	<b>37%</b>	<b>1,042.27</b>	<b>34%</b>	<b>3,384.75</b>	<b>2,504.86</b>	<b>35%</b>



# ESG Overview



# ESG Outlook

- 100% reliance on non-renewable grid electricity (38,436 GJ) with Scope 2 emissions limited to 27.48 kgCO<sub>2</sub>; Scope 1 under assessment
- Responsible resource use: 4,864 KL water managed & 11,756.72 MT waste handled with accountability
- 200,000+ trees planted (target: +400,000 more)
- Reduce–Reuse–Recycle innovations in plastic packaging
- Roadmap to eliminate single-use plastic across merchants
- Initiative to support forest adoption in Rajasthan
- Gender ratio 67:33 (M:F), with 25% female supervisors target by 2027
- 100% staff covered under health & life insurance
- Empowered 30,000+ families since 2013 through artisan ecosystems in Rajasthan.
- 200+ carpenters hired and upskilled. Subsidized skills training expansion in Maharashtra & Madhya Pradesh.





# THANK YOU

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TCC Concept Limited

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