



Trident Limited

Corporate Presentation - October 2018

TRIDENT™

HOME | DECOR | DESIGN

The World's Finest



Safe Harbour

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Overview

Textiles

Largest Player in terms of Terry Towel Capacity & One of the largest players in Home Textile Space in India

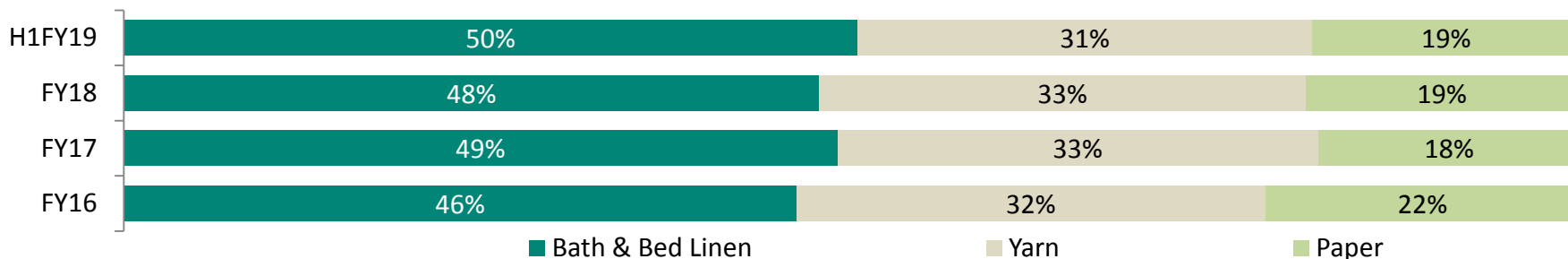


Paper

Highest Operating Margin among Key Listed Players in India



Revenue Split between segments



One of the Leading Business Groups with interest in Textiles and Paper

Snapshot

Key Market Statistics

15-Oct-2018

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
Market Price (Rs)	69.10
Market Cap (INR Crore / USD Mn)	3521/476
Number of Outstanding Shares (Crore)	50.96
Face Value	Rs. 10 per share
52-week High / Low (Rs.)	105.45/51.15

Shareholding Pattern – 30th Sep, 2018

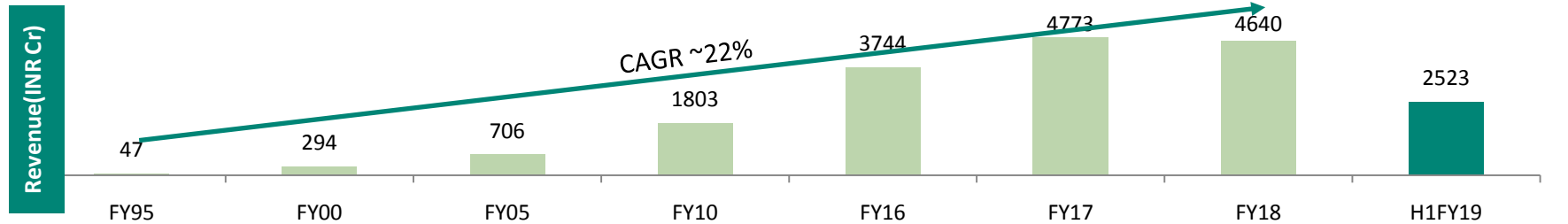
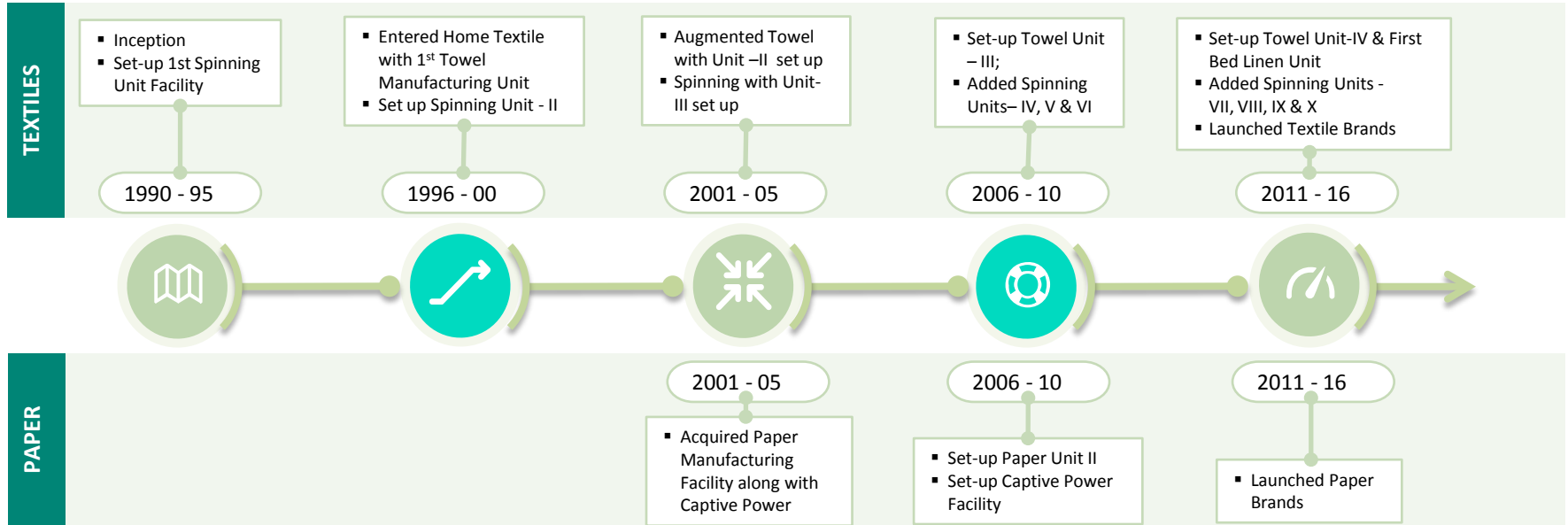
Category	June 2018	Sep 2018
Promoters	67.78%	68.45%
Institutions	3.40%	3.43%
Public	28.81%	28.12%

Global Presence

Corporate Office :	Ludhiana, Punjab
Manufacturing Facilities at:	Sanghera & Dhaula, Punjab Budni, Madhya Pradesh
Marketing Offices (India):	Mumbai, Gurgaon Kolkata, Bengaluru
Marketing Offices (Intl.):	New York, United States Cheshire, United Kingdom



Evolution



Transformed from a Pure Play Yarn Player to an Integrated Textiles and Paper Manufacturer

Key Highlights - P&L

Q2FY19

NET REVENUE (INR CR)

1391 +24%

Q2FY18: 1120

PBT (INR)

153 +104%

Q2FY18: 75

EBIDTA (INR CR)

271 +30%

Q2FY18: 209

PAT (INR CR)

109 +114%

Q2FY18: 51

EBIT (INR CR)

179 +68%

Q2FY18: 107

EPS (INR)

2.14 +84%

Q2FY18: 1.00

- **Home Textile:** Bed Linen sales grew by 44% and Bath Linen sales grew by 30% Year on Year in Q2 FY 19 as compared to same period last year;
- Branding, Distribution and expanding team closer to market in US has helped us in improving the volumes and will support us in sustaining the growth in the forthcoming quarters also.
- Adj. EBITDA improved by 82.7% Y-o-Y to INR 316.9 crores in Q2 FY19 compared to INR 173.4 crores in Q2 FY18. **Adj. EBITDA Margin** stood at **22.8% in Q2 FY19 & 21.9% in H1 FY 19.**
- **Net Cash flow from Operating activities INR 761.8 crores in H1 FY 19**
- Finance Costs stood at INR 26 crores in Q2 FY 19, declined by 18.4% Y-o-Y compared to same period last year.

Key Highlights - B/S

as on Sep 30, 2018

NET DEBT (INR CR)

2000 -621Cr

FY18: 2621

LT DEBT (INR CR)

1539 -160Cr

FY18 : 1689

NET DEBT/EQUITY

0.7

FY18 : 0.9

NET DEBT/EBIDTA

1.8

FY18 : 3.1

REPAYMENT (INR CR)

188 (H1FY19)

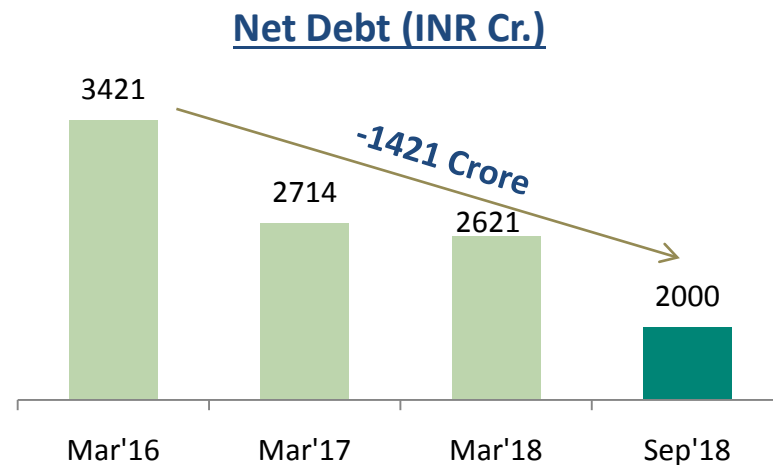
FY18: 545

CASH PROFIT (INR CR)

370 (H1FY19)

FY18 : 711

- Finance costs for H1FY19 came down by 17% Y-o-Y
- Reduction in Long Term Debt of INR 160 Crore in H1FY19; Net Debt reduced by INR 621 Crore
- Cash Profit of INR 370 Crore during H1FY19



P&L Statement (S)

Particulars	Q2 FY19	Q2 FY18	Shift	Q1 FY19	Shift	H1 FY19	H1 FY18
Net Revenue	1391.5	1120.5	24.2%	1131.2	23.0%	2522.7	2286.3
Gross Profit	743.4	538.4	38.1%	616.3	20.6%	1359.7	1152.0
Gross Profit %	53.4%	48.0%	+540 bps	54.5%	-110 bps	53.9%	50.4%
Adj. EBITDA	316.9	173.4	82.7%	237.1	33.7%	553.2	403.1
Adj. EBITDA %	22.8%	15.5%	+730 bps	21.0%	+180 bps	21.9%	17.6%
<i>Other Income*</i>	<i>-46.0</i>	<i>35.7</i>	<i>-</i>	<i>-33.1</i>	<i>-</i>	<i>-78.4</i>	<i>65.5</i>
EBITDA	270.9	209.1	29.5%	204.0	32.8%	474.9	468.5
EBITDA %	19.5%	18.7%	+80 bps	18.0%	+150 bps	18.8%	20.5%
Depreciation	91.7	102.2	(10.3%)	94.4	(2.8%)	186.1	204.5
EBIT	179.2	106.9	67.6%	109.6	63.5%	288.8	264.0
Finance Cost	26.0	31.9	(18.4%)	28.0	(7.1%)	54.0	65.2
Profit Before Tax	153.2	75.1	104.1%	81.6	87.7%	234.8	198.8
Profit After Tax	109.1	50.9	114.4%	59.2	84.3%	168.4	139.8
EPS (INR)	2.14	1.0	1.14	1.16	0.98	3.3	2.74
Cash Profit#	211.5	161.1	31.12%	158.2	33.7%	369.6	360.9

Net Revenue = Revenue from Operations - Excise duty on sale of goods *Other Income includes Forex Gain/Loss (Including MTM) #Cash Profit = PBDT – Current Tax

Balance Sheet (S)

Particulars (INR crore)	As on Sep 30, 2018	As on Mar 31, 2018	Particulars (INR crore)	As on Sep 30, 2018	As on Mar 31, 2018
Source of Funds			Application of Funds		
<u>Equity</u>	<u>3028.6</u>	<u>2908.7</u>	<u>Non Current Assets</u>	<u>4342.9</u>	<u>4468.4</u>
Equity Share Capital	509.6	509.6	Property, Plant & Equipment	3968.1	4019.5
Other Equity	2519.0	2399.1	Capital Work-in-Progress	92.3	176.1
<u>Non-Current Liabilities</u>	<u>1516.8</u>	<u>1692.7</u>	Intangible Assets	46.3	49.8
Borrowings	1224.1	1410.8	Intangible Assets under devp.	0.6	0.5
Deferred Tax Liabilities	229.4	213.2	Financial Assets	120.6	112.4
Other Non Current Liabilities	63.2	68.7	Other Non Current Assets	114.9	110.0
<u>Current Liabilities</u>	<u>1764.7</u>	<u>1695.7</u>	<u>Current Assets</u>	<u>1967.2</u>	<u>1828.7</u>
Financial Liabilities	1690.9	1645.9	Inventories	544.4	906.5
Provisions	18.8	13.9	Financial Assets		
Other Current Liabilities	54.9	36.0	- Investments	203.6	10.9
TOTAL	6310.1	6297.1	- Trade Receivables	681.9	477.8
			- Cash & Cash Equivalents	11.3	47.4
			- Other Bank Balances	312.2	118.5
			- Other Financial Assets	116.7	166.9
			Other Current Assets	97.1	100.7
			TOTAL	6310.1	6297.1

Management Comment

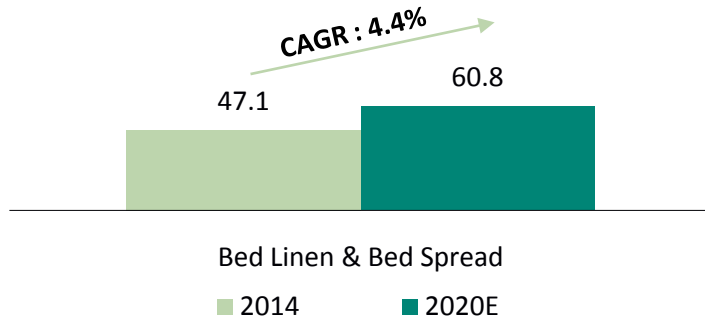
Commenting on the performance, Mr. Rajinder Gupta, Chairman at Trident Group said:

“We are pleased with the financial and operational performance by achieving highest ever revenue and profitability in a quarter. We remain optimistic to achieve the guidance on revenue growth keeping our margins resilient in the coming quarters.

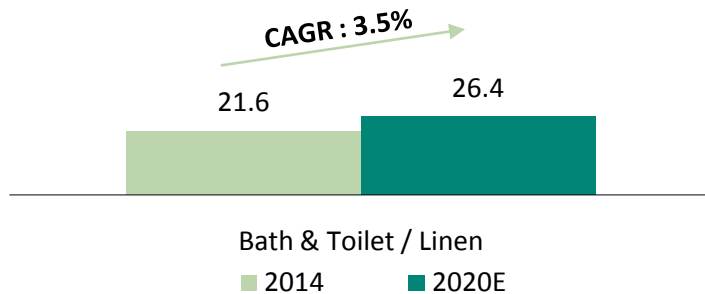
Trident will further consolidate the business by leveraging the existing customers and adding new customers to its portfolio”

Global Home Textile Industry

Home Textile represents nearly 1/3rd of the global textiles & apparel industry. It is expected to touch \$ 131 billion dollars by 2020 at a growth of more than 3.5%.



- Bed Linen & Bed Spread is the largest application segment of the home textiles representing 44.2% in 2015. This segment is expected to grow at a highest CAGR of 4.4 % to reach \$60 billion by 2020.



- Bed and Bath linen together constitutes around 65% of the total market of Home Textile and expected to reach \$87 billion by 2020 with growth of more than 4.1 %.

Source : Fibre2Fashion

Significant Growth Opportunities available Globally – For Indian Home Textile Manufacturers

Home Textile Industry – Global Demand

United States

US Home textiles industry is amongst the largest home textiles industry in the world. It accounted for nearly 21.1 % of the global market share in the year 2015.

US home textiles market is estimated to be around \$23 billion in 2015 and is expected to grow at CAGR of 3.0% to reach \$27 billion by 2020.

Europe

Europe is the 2nd largest home textiles market after Asia Pacific representing 26.8% of the market share worth \$29 billion in the year 2015.

Bed linen accounted for 32% of the market share. Europe Bed and Bath Linen segment is expected to grow at CAGR of 1.7% to reach \$17 billion by 2020.

Asia Pacific

Asia Pacific being home to approximately 60.0% of the global populations and dominant production of home textiles product region is also leader in the consumption of home textiles products.

The region accounted for roughly 44% of the market share in 2015 worth \$48 billion.

China

China is the largest manufacturer and consumer of the home textiles market. It accounted for nearly 27% of the global market share in 2015 worth \$30 billion.

Demand for home textiles products in the Chinese market is primarily driven by increasing middle class spending on these products in the nation.

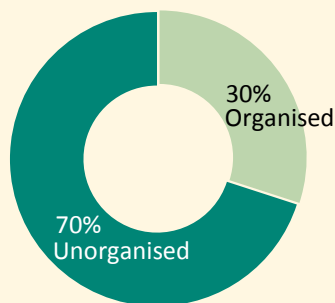
Source : Fibre2Fashion

Indian Home Textile Industry

Home Textile – Demand in India

- India represents 3rd largest market share in Asia Pacific home textiles market in the region.
- Home textiles spending in the nation is estimated to be around \$4 billion in 2015 and is expected to grow fastest in the world at a CAGR of 7.2% between 2015 and 2020 to reach \$5.6 billion by 2020.
- Favorable demographics, increasing disposable income, rapid urbanization and housing boom are assumed to drive the demand for the home textiles products in the Indian textiles market place in the near future.

Indian Home Textile Market



Home Textile – Indian Export to US

Market share for US imports of cotton sheets (Yearly)

	2005 - 13	2014	2015	2016	2017	YTD2018*
India	31%	47%	48%	49%	50%	49%
China	28%	23%	23%	22%	20%	21%
Pakistan	23%	17%	17%	16%	16%	17%
ROW	18%	13%	12%	13%	14%	12%

Market share for US imports of terry towels (Yearly)

	2005 - 13	2014	2015	2016	2017	YTD2018*
India	31%	37%	38%	40%	39%	39%
China	23%	26%	25%	23%	24%	25%
Pakistan	21%	22%	22%	22%	21%	20%
ROW	25%	15%	15%	15%	16%	17%

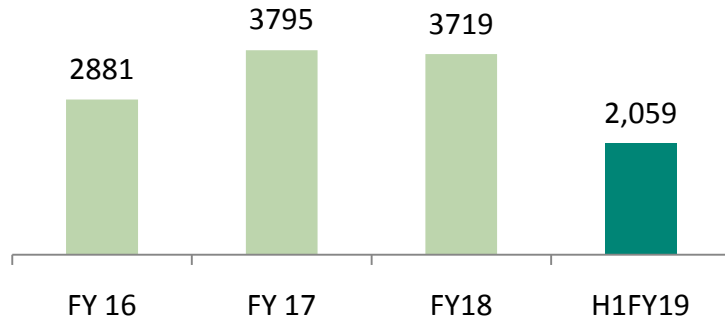
*Jan – Aug 2018

Source: Otexa, Fibre2Fashion, Company Estimates

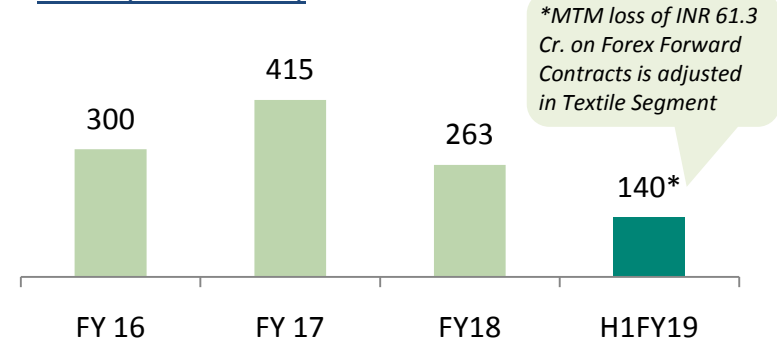
Significant Growth Opportunities – For Organised Indian Textile Manufacturers

Textile - Financials

Sales (INR Crores)

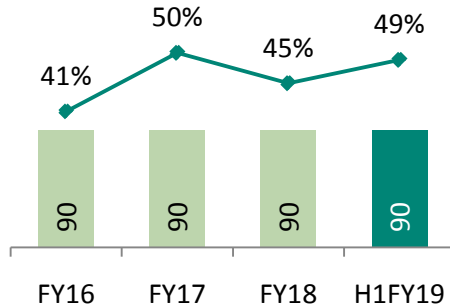


EBIT (INR Crores)

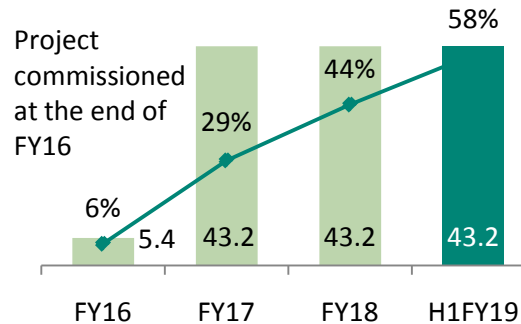


Capacity Utilization

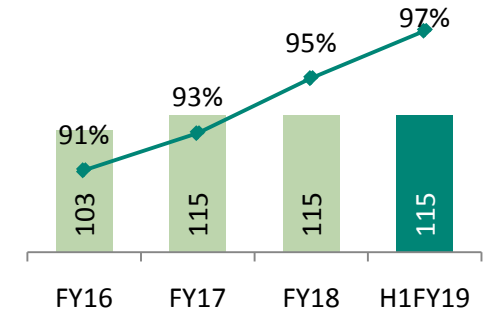
Towel (In 000' tons)



Bed Linen (In mn. meters)



Yarn (In 000' tons)



Capacity Utilization

Paper Business



72 GSM
86% Brightness

75 GSM
90% Brightness



Eco
Friendly



100 GSM
92% Brightness

80 GSM
90% Brightness



Wheat Straw
based Paper



75 GSM
88% Brightness

70 GSM
87% Brightness



High
Quality



- Recently Launched Bond Paper
- Eco-friendly product in ultra-white shade

100 GSM
94% Brightness

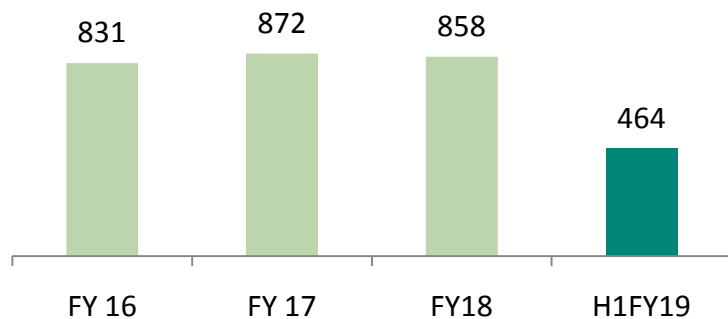


Jam Free

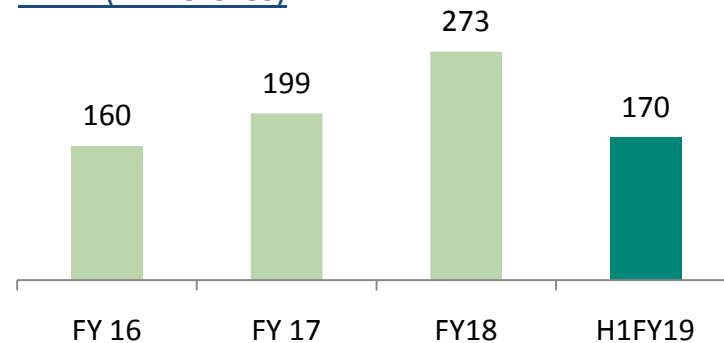
Differentiated Product/ Brand to target distinct end consumers as per their requirements

Paper - Financials

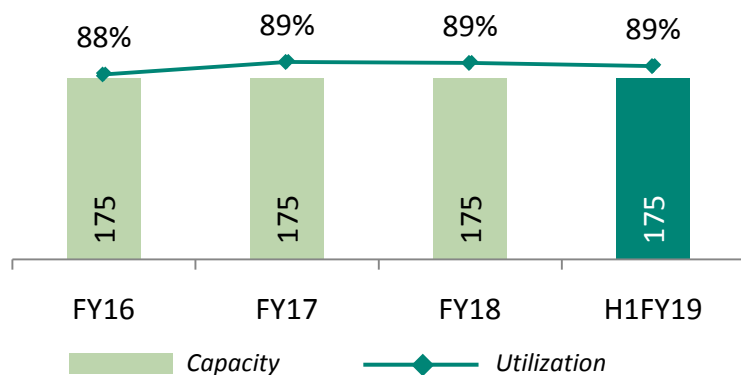
Sales (INR Crores)



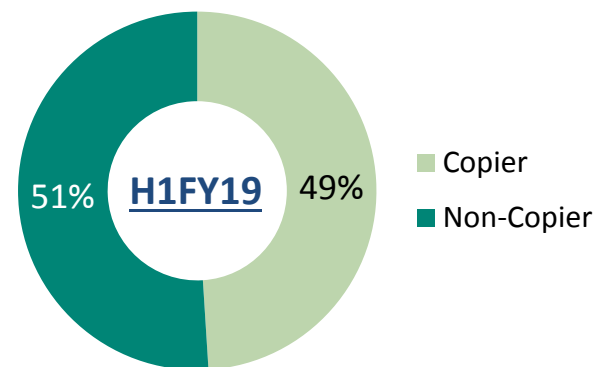
EBIT (INR Crores)



Capacity Utilization (Tonnage Basis)



Copier v/s Non-Copier



Advantage India

Competitive Cost of Production

Competitive Labour, Power and Raw Material Cost;
Access to advanced technology under Textile
Upgradation Fund



Textiles: A Dominant Industry

Employs 45 million people across the value chain;
Strong Government support to industry



Favourable Government Policies

Focus on 'Make In India' and
Export Enhancement



INDIA
Geography of Choice for
Home Textiles



Cotton Quality & Availability

Largest producer of cotton and
still growing; Surplus available
for export



Qualified & Skilled Manpower

Large, young and talented workforce at a
competitive though increasing cost



Global Friendly Environment

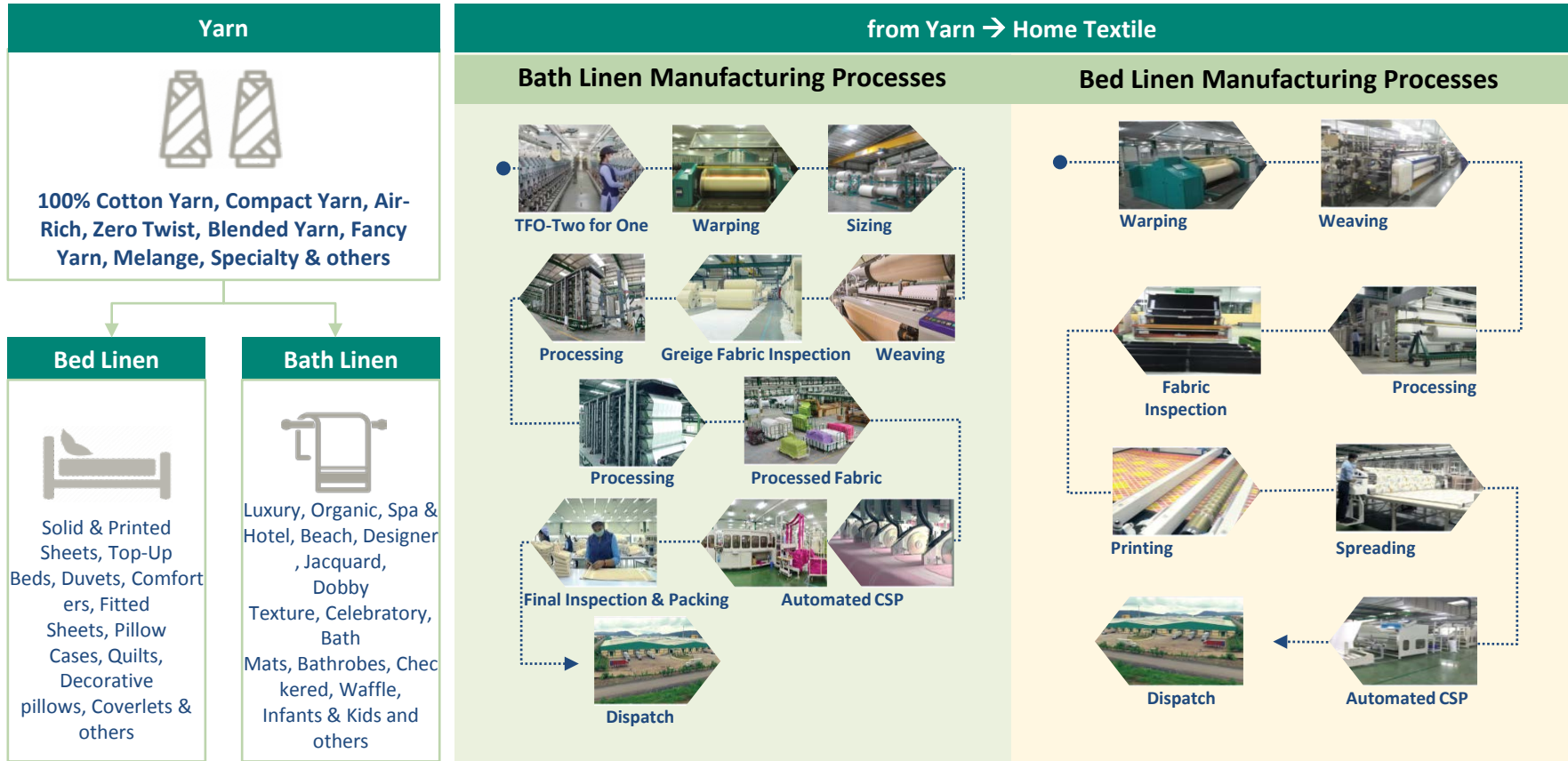
Stable democracy; comfort with global languages;
Evolving practices in line with MNCs



Why Trident

Infrastructure	Clientele	De-risking	Design	Marketing
<p>Largest Capacity & World Class Technology</p> <ul style="list-style-type: none">▪ Integrated business model with large manufacturing capacities resulting in operating and cost efficiencies. Each facility is fitted with latest equipment and state-of-the-art technology	<p>Client Relationship</p> <ul style="list-style-type: none">▪ Longstanding relationships with large and diversified customer base located in India and across many international markets	<p>Risk Management</p> <ul style="list-style-type: none">▪ Sufficient portion of forex exposure is hedged to mitigate any adverse currency movement▪ More than two decades relationships with vendors to ensure availability of quality cotton.▪ Widespread presence across several geographies, diversify risks and reduces overall dependency	<p>Strong Product Design</p> <ul style="list-style-type: none">▪ Focus on increasing the functionality of our bed and bath products through innovative manufacturing processes	<p>Market Intelligence</p> <ul style="list-style-type: none">▪ Design studios and showrooms in the United States and the United Kingdom to showcase our products and engage closely with customer procurement teams for real time market updates

Integrated Home Textile Manufacturer



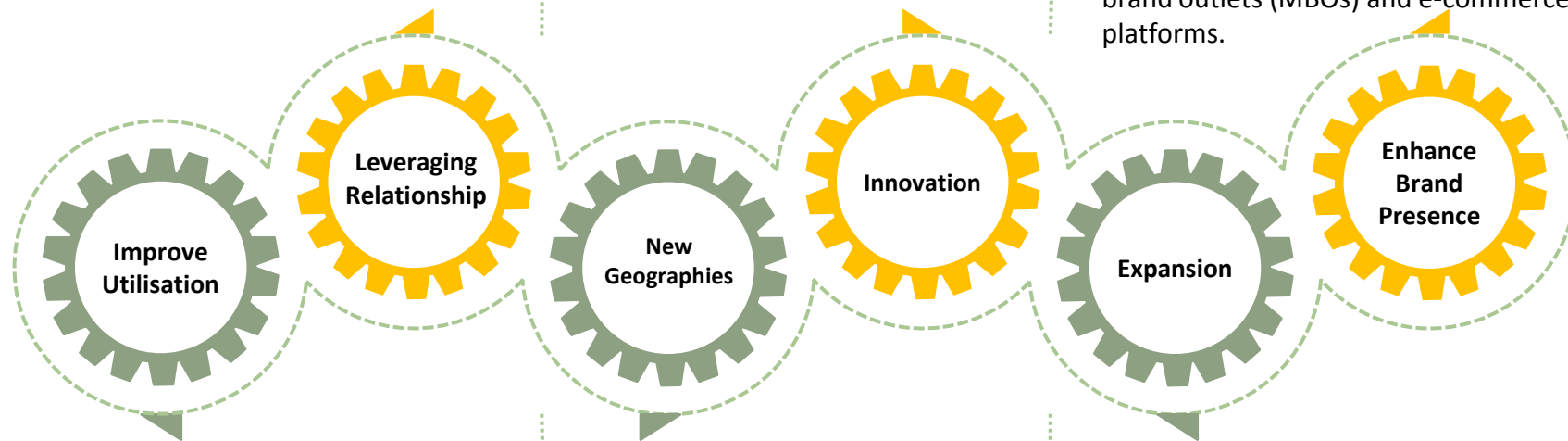
Fully Integrated Processes provide control over the Production Value Chain

Strategy

- Leverage existing customer relationship to further expand our Bed Linen business

- Continue to focus on innovation and developing value added products.

- Further strengthen our brand and market share in the growing retail textile business in India.
- Improve brand presence through multi brand outlets (MBOs) and e-commerce platforms.



- Optimize capacity utilisation levels and continue to improve operational efficiencies

- Consolidate our market position and target new markets to diversify customer base geographically to further expand our Bath & Bed Linen business

- Expand our business through organic growth and strategic inorganic opportunities.

Our Mission is to Emerge as a Trusted Partner to the Top Global Retailers & Fashion Houses

Focus on Innovation and Value Added Products

- Super Soft
- Moisture Wicking
- Breathable
- Luxury Sleep Comfort

- Superior Cotton Yarn
- Feather Soft Sheet
- Enhanced Lustre & Vibrant Shades
- Everlasting Touch
- Superior Softness

- All Season Sheet
- Superior Softness
- Breathable
- Moisture Wicking
- Dry Comfort


- Durable Compact Yarn
- Quick Dry
- Super Soft
- Moisture Management
- Breathable

- Bio Softness
- Renewable
- Reduced Carbon Foot Print
- Natural Finish



Continuous Research on Fashion & High Value Products to Improve Contribution

Way Forward



- We will keep focusing on increasing capacity utilization with better Product Mix, thereby benefit from operating leverage

- Keep increasing Yarn's captive utilization, which will reduce price volatility risk and improve margins

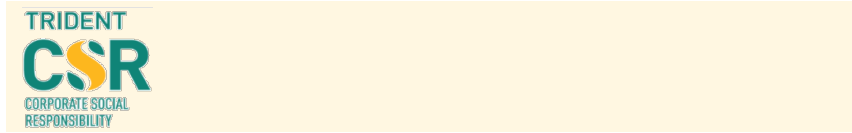
- Focus on improving Cashflow generation and follow prudent Capital Allocation



- Keep focusing on de-risking in multiple dimensions

- Keep Reducing Debt out of Regular Cash Flows


- Focus on profitable growth to create long term sustainable value for all stake holders

CSR Initiatives



Health  

Free medical consultation, tests & medicines; Free eye surgeries; Mobile dispensary for free primary health care

Education & Welfare  


Saakshar - Adult education; IL&FS partnership; Students received free note books across schools; Flour sacks, pre owned belongings distributed across villages

Women Empowerment  

Supporting sole earning women; 50+ women in leadership; Providing Training to 200+ women making marketable crafts products

Water & Energy Conservation  

Contribution towards **Nirmal Narmada Project & Swachh Bharat**; Received numerous awards in Energy Conservation



Best Performer in Energy Saving by Bureau of Energy Efficiency, Govt. of India

PHD Chamber Award for Outstanding Contribution to Social Welfare for 2016

Energy Conservation Award 2015-2016 received from **IPMA & Ministry of Power**

National Award for Excellence in Energy Management from **CII**

Excellence in Water Management 2016 from **CII**



Awards & Accolades

Accredited with
'Egyptian Gold Seal'
for **Yarn, Terry Towel
& Bed Linen**
Products from
'Cotton Egypt Asso.'

Northern Region
**'Export Excellence
Award'** in **'Star Trading
House-Non-MSME'**
▪ **'Gold Trophy'** 2nd Set
▪ **'Silver Trophy'** 1st Set

**IWAY Well
Developed
Supplier
for IKEA**

**JC Penney
Platinum
Certification
Status for
2017**

**Excellence in
Operations
in Quality
Award for
FY17 from
IKEA**

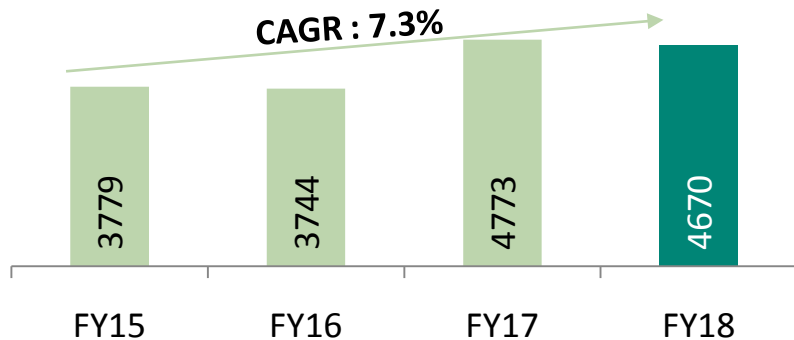
Certified for the coveted
**Sustainable Textile
Production (STeP)**, permitting
to use the **OEKO-TEX®**
"MADE IN GREEN" label for
Home Textile products

- 18 TEXPROCIL Export Performance Awards
- 1 'Supplier Achievement in Excitement 2016'
Award from Sam's Club USA
- 1 'Best Quality Award 2016' from SEARS HOLDING
- 4 Wal-Mart Supplier of the Year awards
- 4 JCPenney - Best Supplier, Innovation, Quality Awards
- 2 IKEA Quality and Sustainability Awards
- 1 PHD Chamber- Outstanding Contribution to Social Welfare
- 1 PHD Chamber for women empowerment - Astitva Samman
- 1 Best Performer Energy Saving by Bureau of Energy
Efficiency, Govt. of India
- 1 Confederation of Indian Textile Industry (CITI) Award for
Excellence

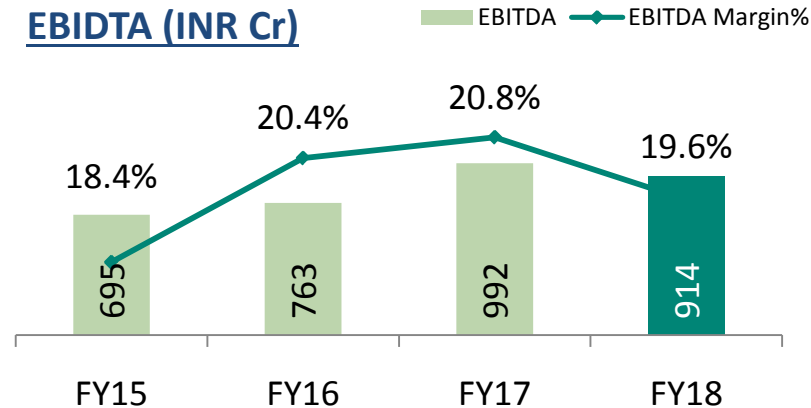
- 6 CII – Confederation of Indian Industry
- 2 National Energy Conservation Awards
- 1 IPMA - Energy Conservation Award
- 1 Niryat Shree – FIEO Awards
- 1 ASSOCHAM Leadership Award (CEO), 2016
- 4 Punjab Safety Awards
- 1 D&B – ECGC: Exporter's Excellence Awards
- 4 Corporate Governance & CSR Awards
- 1 SEEM National Energy Management Award 2016
- 4 PMI India Project of the Year 'Large' Category

Financial Performance

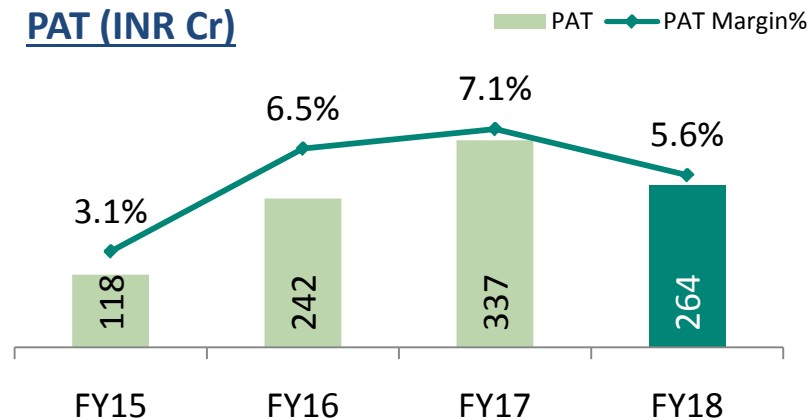
Revenue (INR Cr)



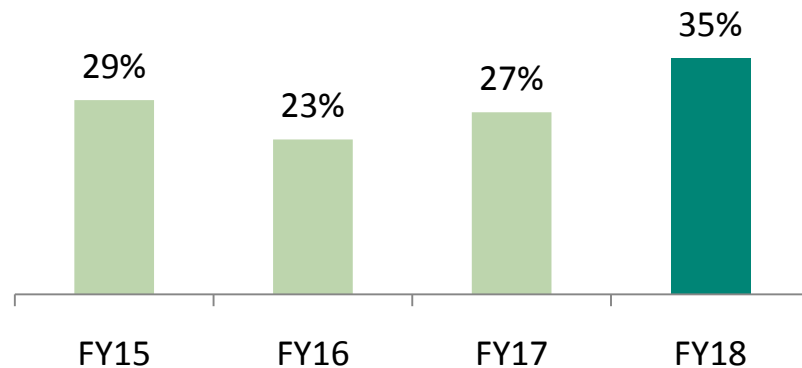
EBIDTA (INR Cr)



PAT (INR Cr)

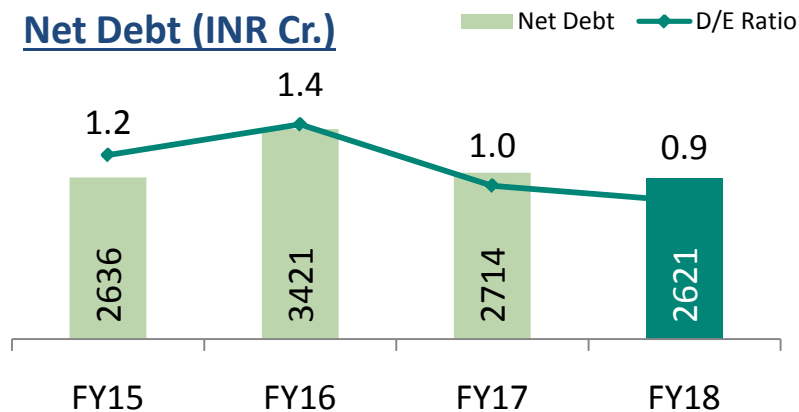


Dividend Payout Ratio

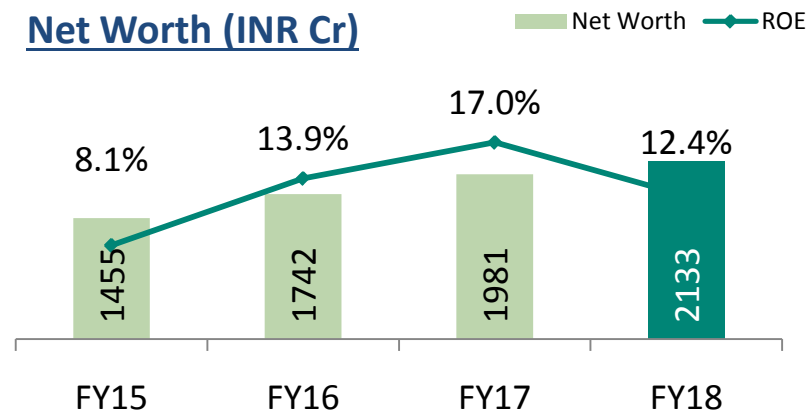


Financial Performance

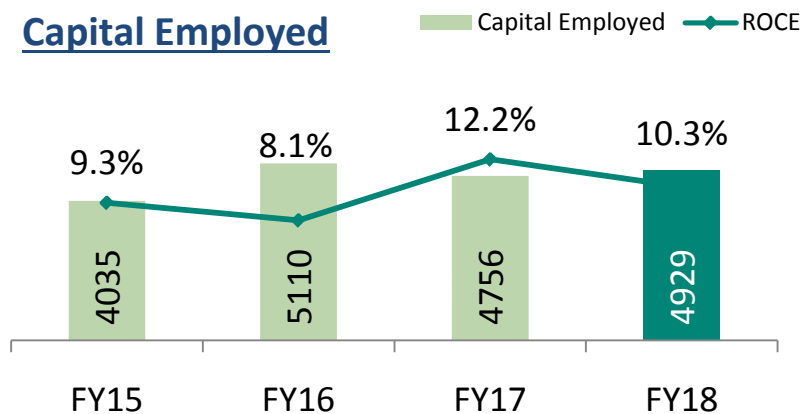
Net Debt (INR Cr.)



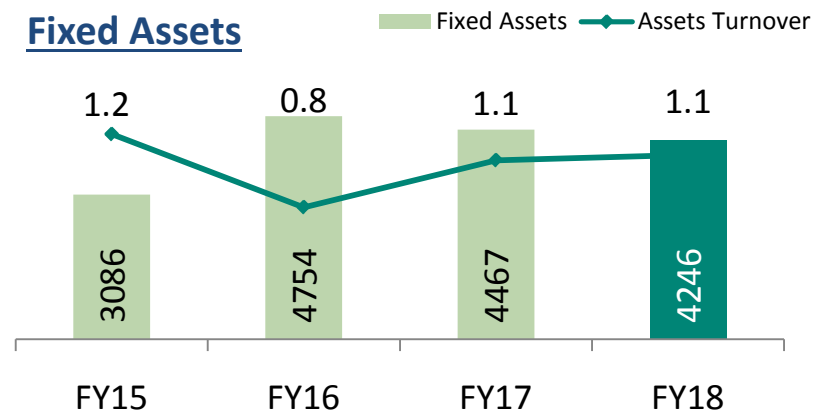
Net Worth (INR Cr.)



Capital Employed



Fixed Assets



*Excludes fair valuation of land as per IND – AS ; Figures are annualized

Key Ratios

Particulars (INR crore)	FY18	FY17	FY16
Return on Capital Employed*	10.3%	12.2%	8.1%
Return on Equity*	12.2%	17.0%	13.9%
Interest Coverage	7.7	7.0	5.7
Net Debt to Equity	0.9	1.0	1.4
Net Debt / EBITDA	2.9	2.7	4.1

**Excludes fair valuation of land as per IND – AS ; Figures are annualized*

Credit Rating: **CARE AA-** (LT Bank Facilities)
CARE A1+ (ST Bank Facilities)

CP Rating: **A1+**
 (India Ratings)

Business Rating: **'5A1'** (Minimal Risk & High Credit Worthiness) by **D&B**

Balance Sheet (S)

Particulars (INR crore)	As on Mar 31, 2018	As on Mar 31, 2017	Particulars (INR crore)	As on Mar 31, 2018	As on Mar 31, 2017
Source of Funds			Application of Funds		
<u>Equity</u>	<u>2908.7</u>	<u>2756.8</u>	<u>Non Current Assets</u>	<u>4468.4</u>	<u>4676.9</u>
Equity Share Capital	509.6	497.8	Property, Plant & Equipment	4019.5	4308.0
Other Equity	2399.1	2258.9	Capital Work-in-Progress	176.1	109.8
<u>Non-Current Liabilities</u>	<u>1692.7</u>	<u>1990.5</u>	Intangible Assets	49.8	36.7
Borrowings	1410.8	1744.2	Intangible Assets under devp.	0.5	13.4
Deferred Tax Liabilities	213.2	165.5	Financial Assets	112.4	137.0
Other Non Current Liabilities	68.7	80.7	Other Non Current Assets	110.0	71.9
<u>Current Liabilities</u>	<u>1695.7</u>	<u>1436.7</u>	<u>Current Assets</u>	<u>1828.7</u>	<u>1507.1</u>
Financial Liabilities	1645.9	1376.1	Inventories	906.5	774.7
Provisions	13.9	20.7	Financial Assets		
Other Current Liabilities	36.0	39.9	- Investments	10.9	4.9
			- Trade Receivables	477.8	375.1
			- Cash & Cash Equivalents	47.4	27.8
			- Other Bank Balances	118.5	104.8
			- Other Financial Assets	166.9	146.1
			Other Current Assets	100.7	73.6
TOTAL	6297.1	6184.0	TOTAL	6297.1	6184.0



Thank You

For more information about us, please visit
www.tridentindia.com

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