



TRIDENT GROUP



**TRIDENT LIMITED**

**FY13 / Q4 FY13 Performance Overview**

- /// *No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of the Company, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*
  
- /// *Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*
  
- /// *This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities of the Company by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. This presentation may not be copied or disseminated in any manner.*

**All figures are standalone unless otherwise mentioned**

1 *Trident Overview*

---

2 *Financial Overview*

---

3 *Business Overview*

---

4 *About Us & Investor Contacts*

---



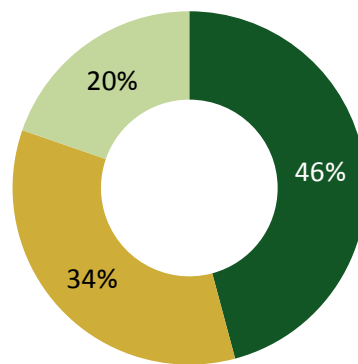
1

*Trident Overview*

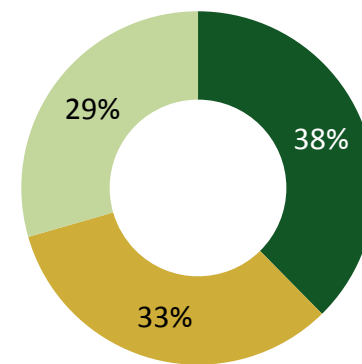
---

- /// A USD 1 billion group with presence in Home Textiles, Paper, Yarn, Energy and Chemicals
- /// Among the world's leading integrated Home Textiles and wheat-straw based Paper manufacturers – yields economies of scale, optimized cost structures and value-addition
- /// Among the top 5 towel manufacturers in the world and one of the largest exporters of Terry Towels from India
- /// World's Largest wheat-straw based paper manufacturer
- /// One of the largest Yarn Spinners of India
- /// Customers in over 75 Countries across 5 Continents
- /// Govt. recognized Star Trading House with Exports of Rs. 1,608 crore

Revenue Mix

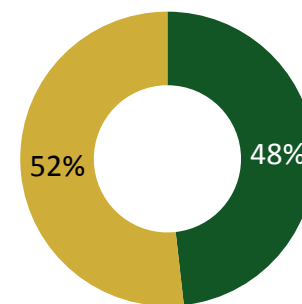


EBIT Mix



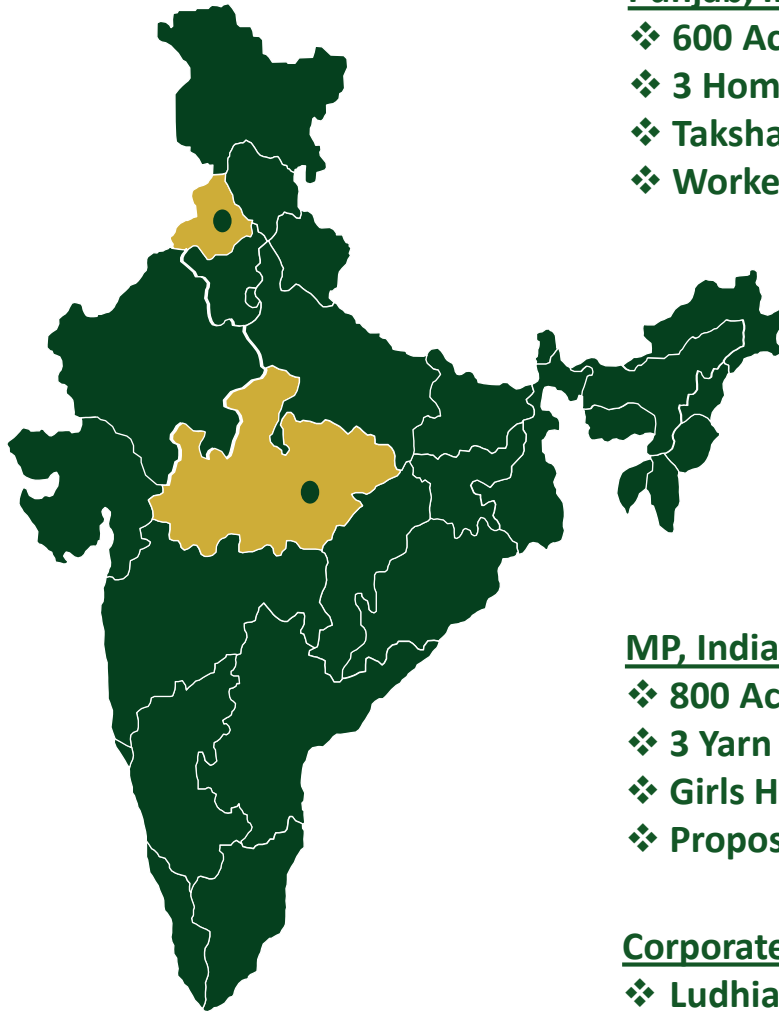
■ Yarn ■ Terry Towel ■ Paper & Chemicals

Export:Domestic Mix



■ Export ■ Domestic

Note: Revenues, EBIT and Export:Domestic Mix figures for FY13



### Punjab, India – Dhaula Campus

- ❖ 600 Acres
- ❖ 3 Home Textile, 2 Paper, 3 Energy & 1 Chemical Unit(s)
- ❖ Takshashila (Center of Excellence)
- ❖ Workers Colony

### Punjab, India – Sanghera Campus

- ❖ 350 Acres
- ❖ 5 Yarn Units
- ❖ Ananda (Leadership Workshop)
- ❖ Workers Colony
- ❖ Girls Hostel

### MP, India – Budni Campus

- ❖ 800 Acres
- ❖ 3 Yarn Units
- ❖ Girls Hostel
- ❖ Proposed Yarn, Home Textiles & Energy Units

### Corporate Offices

- ❖ Ludhiana, Chandigarh, Bhopal & Gurgaon, India
- ❖ New York, USA

### Home Textiles



**Towels**



**Bathrobes**

### Paper



**WP Paper & Copier Paper**

### Yarn



**Cotton Yarns**

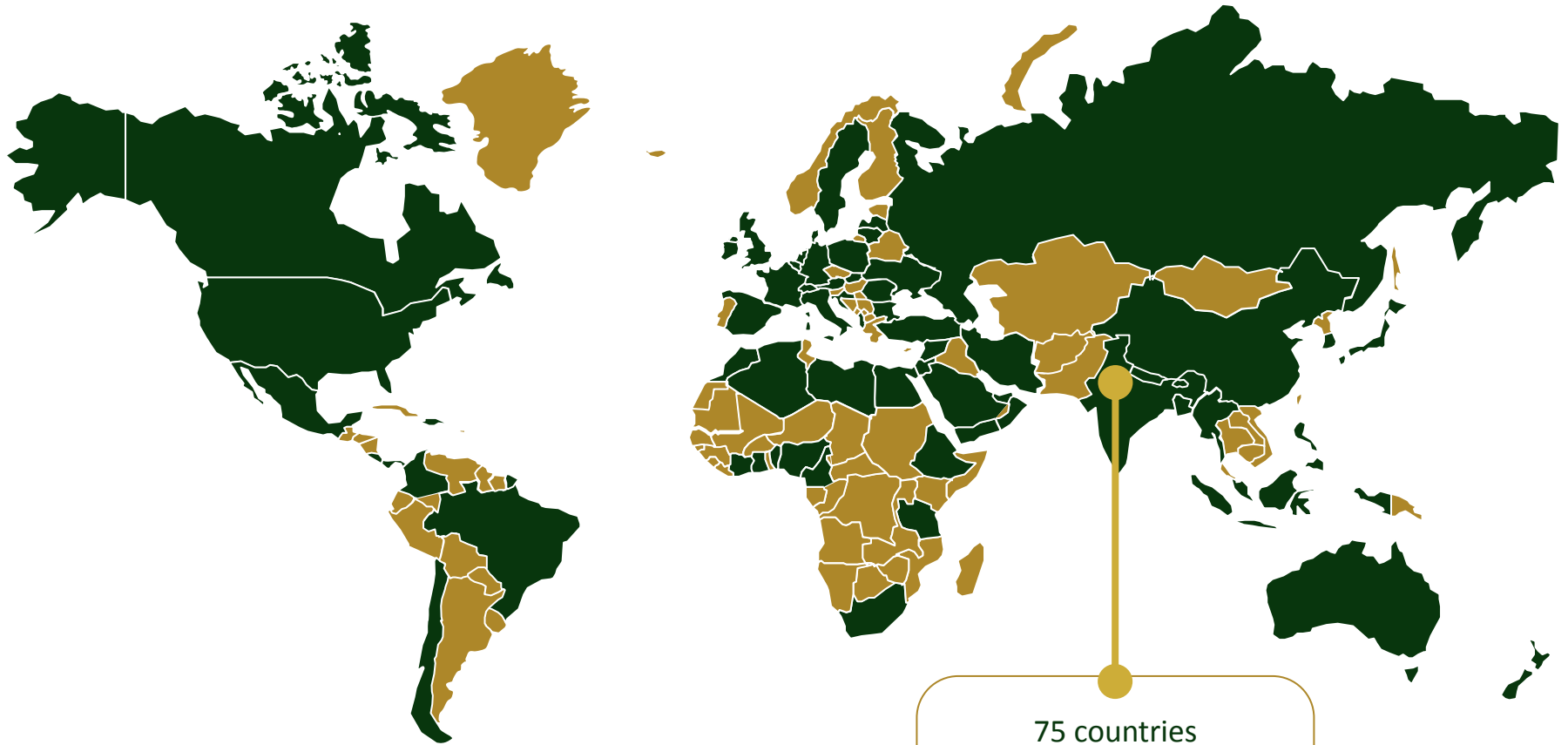


**Dyed Yarns**

### Chemicals & Power

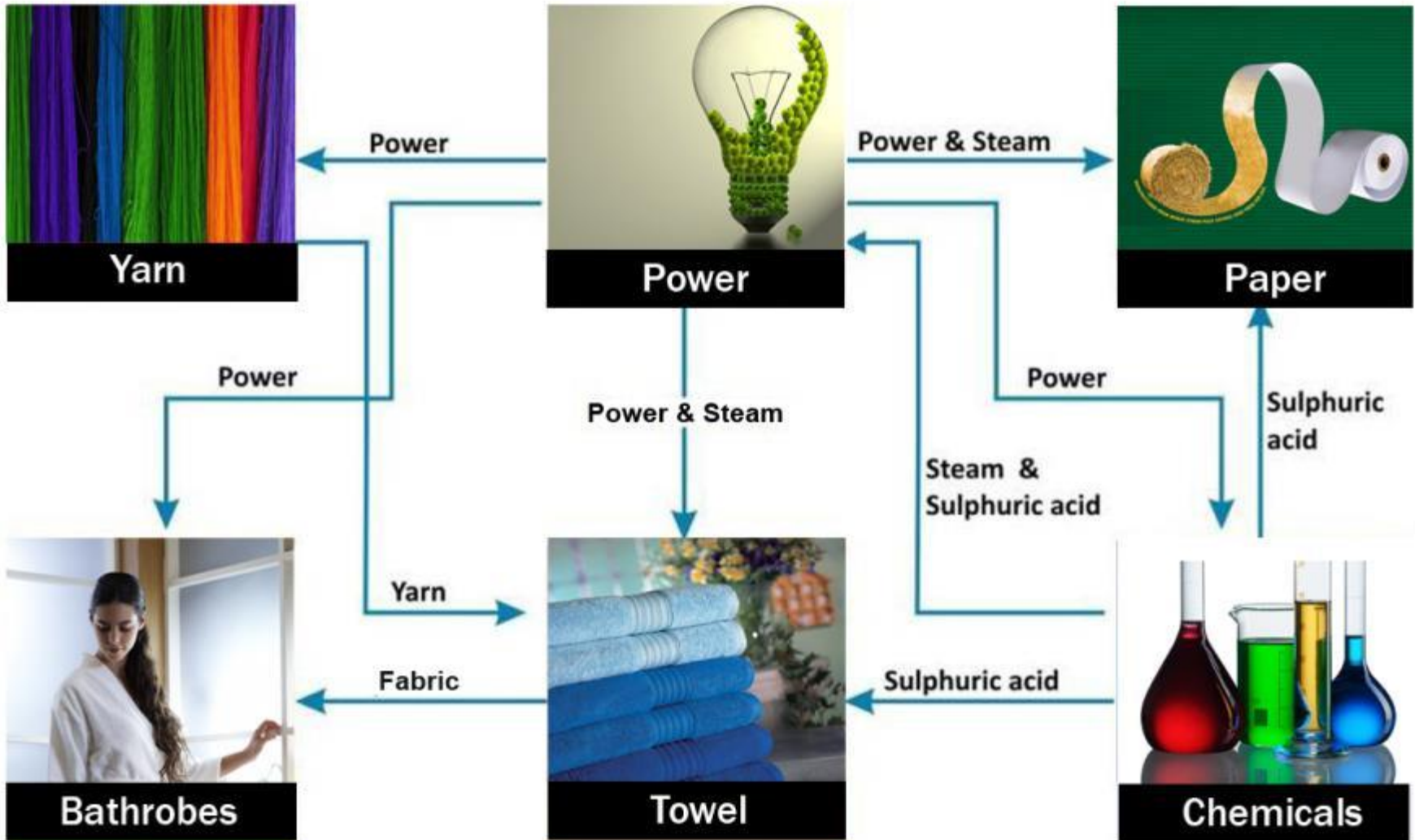


**Power, Sulphuric Acid & Sulphur**



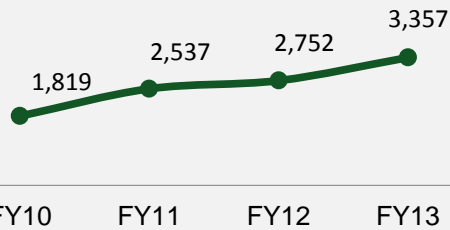
75 countries  
Towel: 75 countries  
Paper: 40 countries  
Yarns: 19 countries



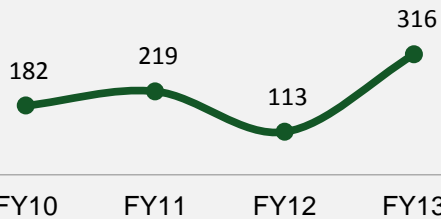


## P&L (Rs. crore)

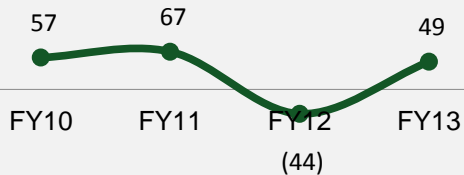
### Revenues



### EBIT

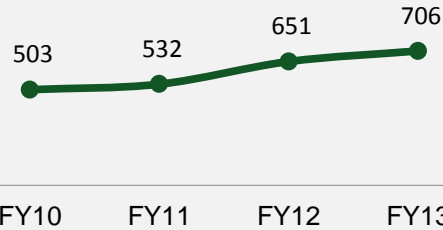


### PAT

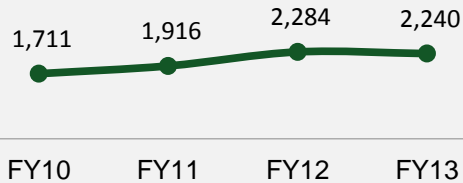


## Balance Sheet (Rs. crore)

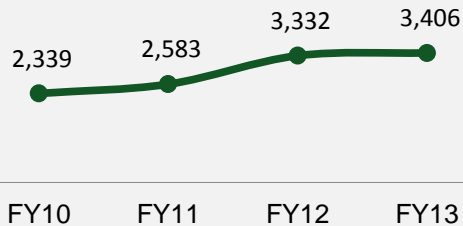
### Networth



### Total Debt

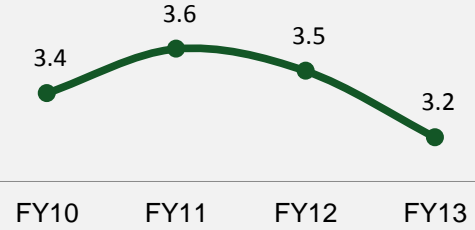


### Gross Block

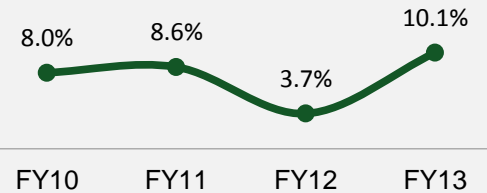


## Ratios

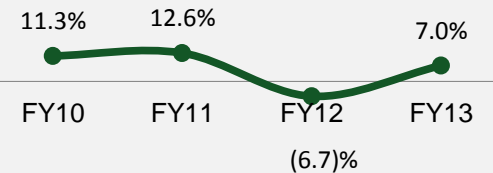
### Debt:Equity (x)



### ROCE %



### ROE %



### Economies of scale

- /// Among the world's largest home textiles and wheat-straw based paper manufacturers
- /// Competitiveness strengthened through progressive investment in capacities to expand economies of scale and optimize cost structures

### Technology

- /// Embraced the latest technology and automation from global best technology partners at all stages of manufacturing
- /// Ongoing investments in modernization of facilities to augment performance

### Human Capital

- /// Managed by a group of professionals and an experienced management team with a healthy mix of industry experts and young energetic talent

**Global Clientele**

- /// Customers in over 75 countries across 5 continents
- /// Focus on product innovation, including patented technologies, for better functionality and aesthetics
- /// Marquee list of international clients

**Quality Products**

- /// Global quality certifications and recognition from various institutions
- /// Repositioning strategy through continuous innovation and increasing share of high end value-added products
- /// Cost efficient procurement of cotton and fibres from India & abroad

**Eco friendly Paper Producer**

- /// World's largest manufacturer of wheat straw-based paper
- /// Wide-range of printing & writing paper between 60-120 gsm
- /// Sold across 40 countries through a vast distribution network of over 60 distributors



2

***Financial Overview***

---

Q4 FY13	Q4 FY12	Shift %	Particulars (Rs. crore)	FY13	FY12	Shift %
895.7	724.8	23.6	Net Revenues	3,356.8	2,751.7	22.0
715.9	617.8	15.9	Total Expenditure	2,779.9	2,432.2	14.3
457.0	376.6	21.3	- Raw Material Consumed	1,819.8	1,625.4	12.0
258.9	241.2	7.3	- Other Costs & Expenses	960.1	806.8	19.0
179.8	107.0	68.0	EBITDA	576.9	319.5	80.6
20.1	14.8	530 bps	EBITDA Margin (%)	17.2	11.6	560 bps
66.0	52.3	26.2	Depreciation	261.4	207.5	26.0
113.9	54.9	107.5	EBIT	316.4	112.7	180.7
58.6	51.4	14.0	Interest	235.3	171.8	37.0
55.3	3.5	1,480.0	PBT	81.1	(59.1)	--
22.6	4.4	413.6	Tax	31.8	(15.3)	--
32.7	(0.9)	--	PAT	49.3	(43.7)	--
1.05	(0.03)	--	EPS (Diluted) (Rs.)	1.60	(1.59)	--

- /// Net Sales during the quarter were higher on account of improved utilization rates resultant to increased product off-take. Augmenting growth were improved realizations as a result of enhancing the product mix towards value-added products
- /// EBIDTA Margins higher at 20.1% driven by our focus on cost optimization combined with rationalization of product portfolio which enabled healthy margins
- /// Interest expense higher on account of increased short term borrowings
- /// Turnaround in PAT due to aforementioned reasons

Particulars (Rs. crore)	As at March 31, 2013	As at March 31, 2012
<b>Sources of Funds</b>		
Share Capital	310.8	305.8
Reserves and Surplus	395.4	342.6
Share Warrants	--	2.1
Long Term Borrowings	949.2	1,272.6
Other Non Current Liabilities	111.3	79.0
Current Liabilities	1,520.1	1,264.5
<b>TOTAL</b>	<b>3,286.9</b>	<b>3,266.6</b>

<b>Application of Funds</b>		
Fixed Assets	1,996.3	2,154.3
Non Current Investments	62.0	55.7
Long Term loans and advances	122.4	115.2
Other Non Current Assets	--	--
Current Assets	1,106.2	941.4
<b>TOTAL</b>	<b>3,286.9</b>	<b>3,266.6</b>



- /// During FY13, the Company has allotted 5,000,000 equity shares @ Rs. 17.05 per share pursuant to conversion of warrants by promoters, consequent to which share capital increased from Rs. 305.8 crore to Rs. 310.8 crore
- /// Reduction in long term borrowings by Rs. 323.4 crore on account of repayments of debt during FY13
- /// Higher short term borrowings by Rs. 264.7 crore due to increased operations and full utilization of yarn capacities installed during last quarter of FY12
- /// The Company has acquired Trident Global Corp Ltd. as a wholly Owned Subsidiary, by acquiring its 100% equity shareholding

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

*"We are pleased to report a much improved operational and financial performance in FY13. The results are reflective of various initiatives undertaken by the Company for efficiency, de-bottlenecking and modernization of facilities, supported by a better business environment. While increased off-take enabled higher capacity utilization; our focus on enhancing the product mix combined with cost optimization measures has translated to improved margins.*

*We are confident of delivering sustained growth through larger capacities and improved product offerings. At the same time, measures to strengthen our balance sheet will help us contain debt and financial costs relative to the increasing size of our operation. We believe strong business growth combined with prudent financial management will deliver enhanced value that will ultimately flow to our shareholders."*



3

***Business Overview***

---



---

---

---

---

---

---

---

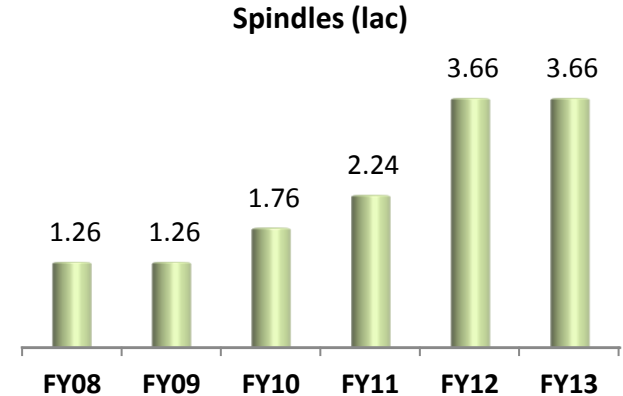
---

# Yarn



Capability of counts from 1/8s – 1/80s in all possible blends

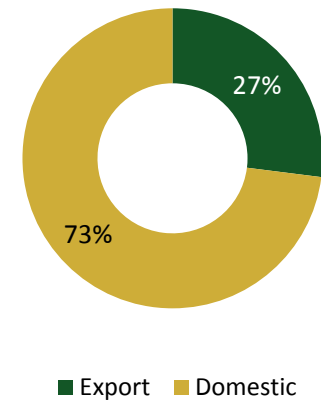
- /// 365,904 Spindles & 3,584 Rotors
- /// 6,825 TPA of Yarn Processing
- /// 8,400 MT of Cotton & Blended Yarns per month
- /// State of the Art Machinery imported from LMW-India, Rieter-Switzerland, Murata- Japan, Zinser- Germany & Savio- Italy



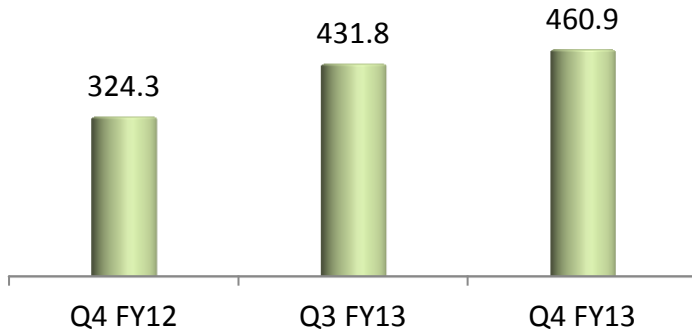
Product Portfolio

*Combed weaving	*100% polyester and cottonpolyester	*Stretch sarona yarn
*Combed hosiery	*100% viscose and cottonviscose	*Cotton excel yarn
*Carded weaving	*100% modal and cottonmodal	*Cotton-wool yarn
*Carded hosiery	*100% soya and cotton-soya	*Cotton lyocell
*Cotton open-end	*100% bamboo and cottonbamboo	*High-bulk yarn
*Organic cotton	*Cotton Giza/Egyptian	*Core-spun
*Combed compact	*Cotton Pima/Supima	*Compact
*Combed eli-twist	*Fair Trade Cotton	*Specialised yarn (gassed mercerised, water soluble, air rich, bamboo/cotton and corn-cotton blended)
*Combed slub	*Extra-long staple cotton	*100% dyed yarn
*Carded slub	*Core-spun slub yarn	
*Water soluble	*Hard-core yarn (T-400)	
*100% cotton with important mixing	*Sarona yarn	

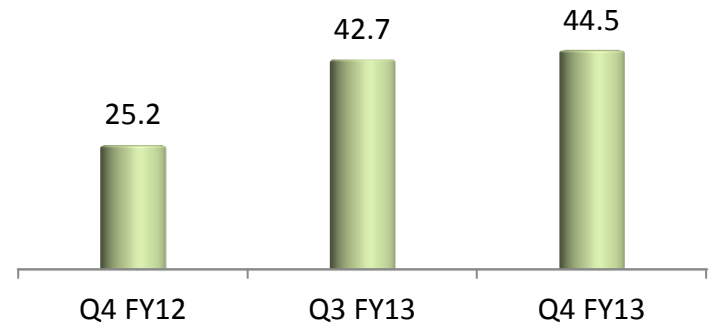
FY13 Export:Domestic Mix



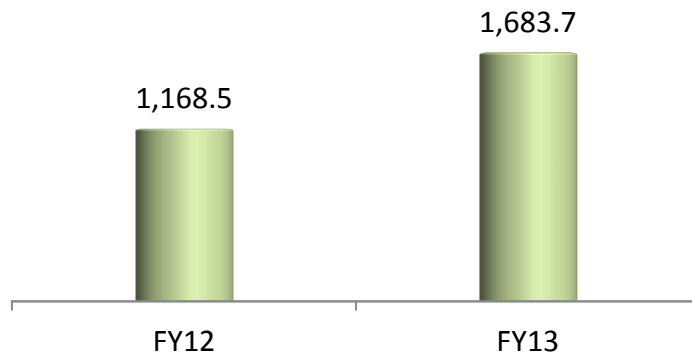
**Revenues (Rs. crore)**



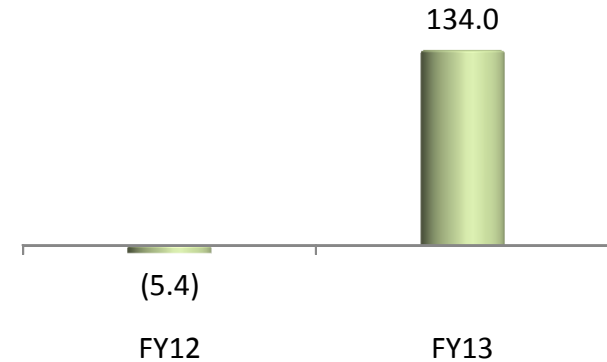
**PBIT (Rs. crore)**



**Revenues (Rs. crore)**



**PBIT (Rs. crore)**



Particulars	Q4 FY13	Q4 FY12	Shift %	FY13	FY12	Shift %
Production (MT)	21,672	17,443	24.2	84,490	59,611	41.7
Sales (MT)	22,296	17,830	25.0	84,974	59,529	42.7

### Comments on Q4 FY13 Performance

- /// Improved production and sales volumes combined with higher realizations on account of enhanced sales of value-added products enabled topline growth
- /// Cost optimization measures along with healthy realizations enabled improved margins
- /// Entered new markets & initiated relationship with high-end customers

### Outlook

- /// Demand outlook stable consequent to:
  - Favorable domestic demographics
  - Higher demand from Asia Pacific leading to shift in production base to India
  - Exports to new markets to partly mitigate the slowdown in demand from EU
- /// Spread between cotton and yarn prices to sustain margins



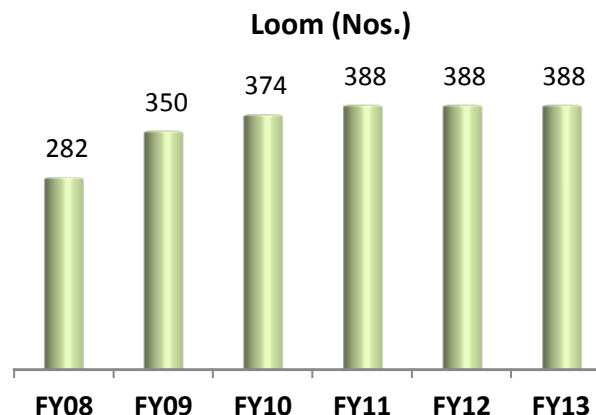
# Terry Towel





## Leadership in all Terry based products

- /// Jacquards – 54 looms
- /// Air Jet Dobby – 296 looms
- /// Rapier Dobby – 38 looms
- /// Total – 388 looms
- /// 43,200 MTs of towels /Year
- /// 14.5 mn pcs./month
- /// 18 containers of 40 ft. /day
- /// 90,000 Bathrobes/month



### Product Portfolio

#### Finishes

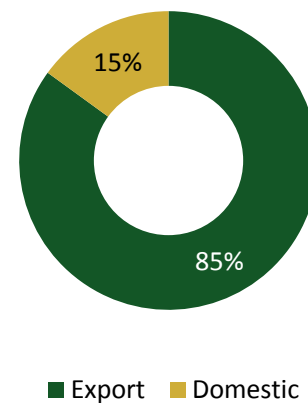
*100% cotton basic uni-dyed towel range
*100% combed cotton premium uni-dyed towel range
*100% cotton antimicrobial towel range
*Yarn-dyed dobby towels
* Yarn Dyed Single and double jacquards
*Uni-dyed jacquards
*Yarn-dyed stripes
* Weft inserts and checks
*Terry and velour finishes
*100% cotton Quick Dry towel range
*100% cotton Fade Resist & Color Fast towel range
* 100% cotton Benzoyl Peroxide proof towel range
*100% cotton Air-Rich® towel range

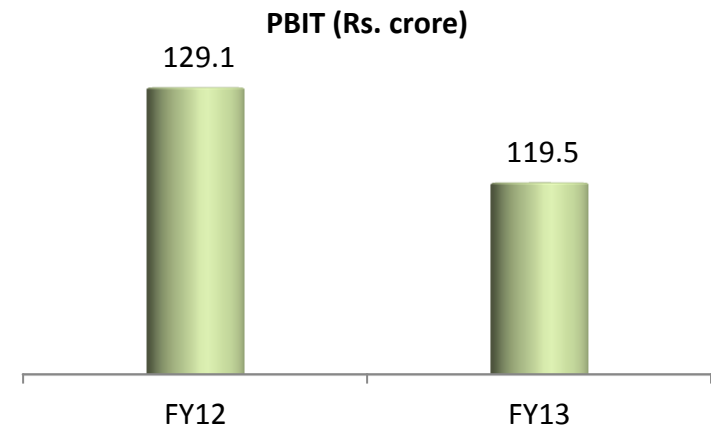
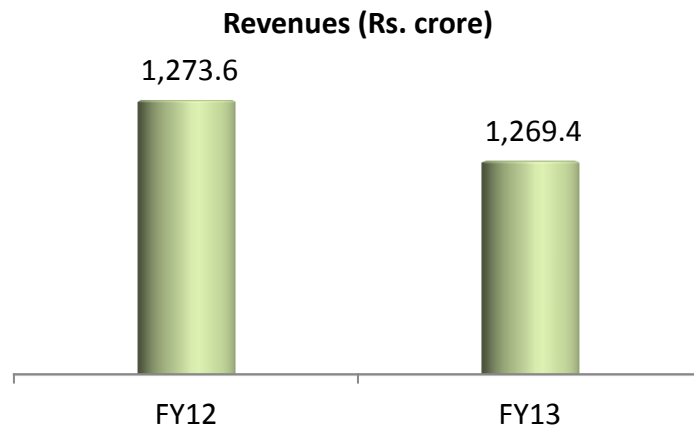
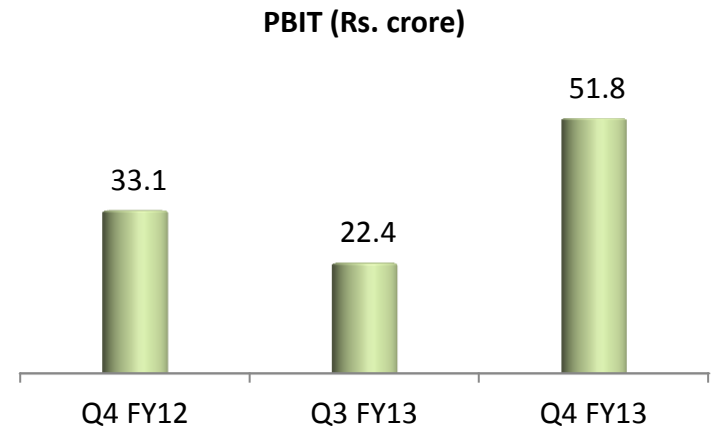
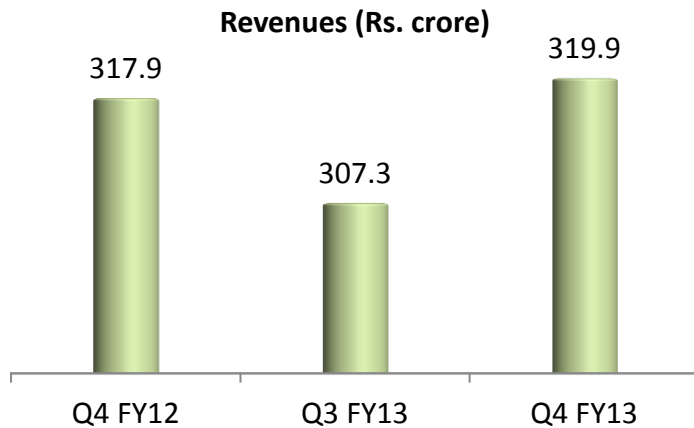
#### Types

*Bath towels
*Hand towels
*Face cloth/wash cloth
*Bath mats
*Beach towels
*Spa and hotel collection towels
*Celebration/special occasion towels
*Bathrobes



FY13 Export:Domestic Mix





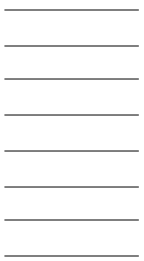
Particulars	Q4 FY13	Q4 FY12	Shift %	FY13	FY12	Shift %
Production (MT)	7,214	7,852	(8.1)	30,741	30,734	--
Sales (MT)	7,609	7,850	(3.0)	30,995	30,654	1.1

### Comments on Q4 FY13 Performance

- /// Lower sales volumes moderated topline performance – partly mitigated by improved realizations on account of higher sale of value-added products
- /// Cost rationalization initiatives combined with change in product mix towards value-added products enabled improved profitability

### Outlook

- /// U.S. demand expected to be robust given improving consumption trend
- /// Entry into new markets to expand market & customer base
- /// Leveraging research and development to enhance the proportion of value-added products to the overall product mix

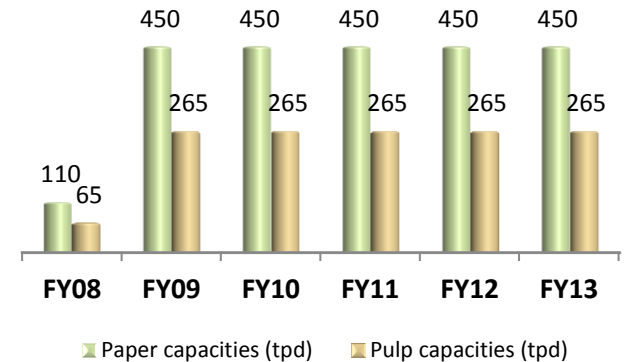


# Paper



**Eco Friendly Paper – Saving 5,000 Trees per Day**

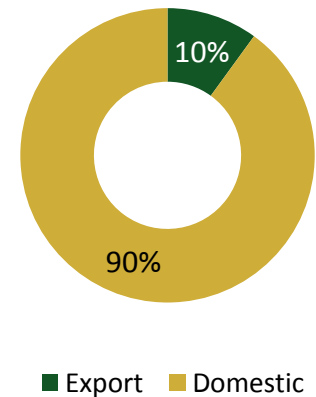
- /// Agro-residue and ECF pulp used to manufacture paper
- /// Manufactured using the wheat straw as prime raw material
- /// 450 MTs of Paper production per day including Copier, Printing & Stationery Paper
- /// Energy-saving operations initiated to reduce power consumption
- /// Sold across 40 countries including India, Middle East, Africa, US, Latin America, UK among others



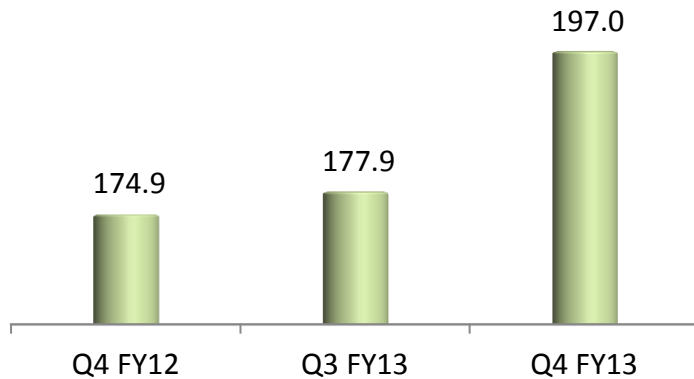
**Product Portfolio**

*Writing and printing paper
*Branded copier paper: SPECTRA, My Choice, Trident Natural and Trident Eco Green
*Maplitho paper under brands like: Diamond Line, Silver Line, Crystal Line, Super Line, Prime Line, Nature Line and Base Line
*Bible and offset printing paper
*Cream-wove
*Watermark paper
*Colour paper

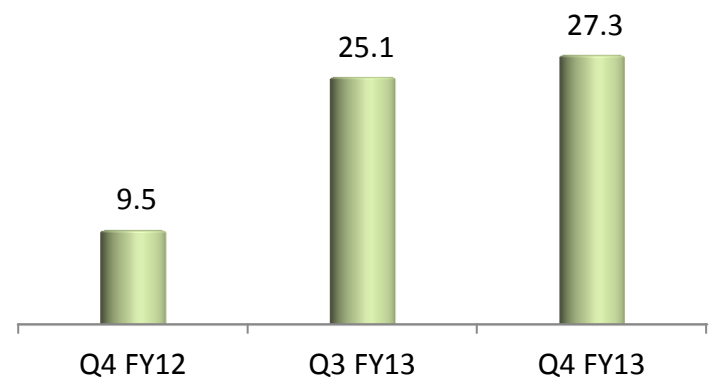
**FY13 Export:Domestic Mix**



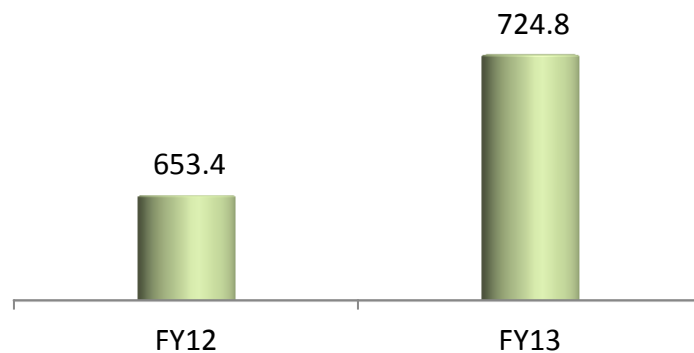
Revenues (Rs. crore)



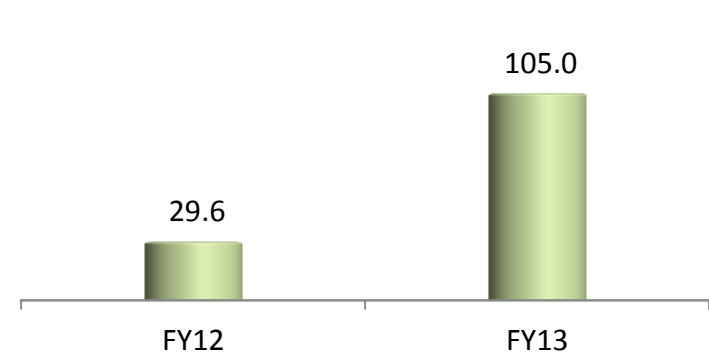
PBIT (Rs. crore)



Revenues (Rs. crore)



PBIT (Rs. crore)



Note: Financial performance for Paper & Chemical businesses

Particulars	Q4 FY13	Q4 FY12	Shift %	FY13	FY12	Shift %
Production (MT)	38,931	38,035	2.3	152,811	146,416	4.4
Sales (MT)	40,855	39,363	3.8	153,028	146,490	4.5

### Comments on Q4 FY13 Performance

- /// Marginal growth in sales volumes combined with higher realization given improving product mix towards the copier segment enabled topline growth
- /// Stable costs and improved realizations as a result of improving product mix resulted in PBIT growth
- /// The Company repaid majority of debt during the quarter which resulted in lower finance charges thereby augmenting earnings of this segment

### Outlook

- /// Focus on rationalizing product mix towards the copier segment by introduction of new products
- /// Copier segment expected to grow at a faster pace than the printing and writing paper segment
- /// Realizations likely to be stable with better market share in copier segment



**3 Mega Turbines**

**State of the Art Imported Machinery**

**50 MW Power Generation Capacity**

**Steam generated is being used in Yarn, Towel and Paper Plants.**



**2 Power Boilers**

**Environment Friendly Process**



**Glass Plant Sulphuric Acid**

**State of the Art Machinery imported from DE Dietrich Germany**

**1,00,000 TPA of Sulphuric Acid**

**275 MT Production Per day.**



**Recovery Plant Caustic Soda**

**Production using Glass Plant Process**

**Commercial grade, Battery Grade AR & LR Grade Sulphuric Acid**







4

*About Us & Investor Contacts*

---

***Trident Limited*** is the flagship company of Trident Group a USD 1 Billion global player, with its array of customers spread across 75 countries. Trident Limited is a leading manufacturer of Terry Towels, Paper, Yarn and Chemicals.

*The company has emerged as one of the largest manufacturers of terry towels and wheat straw based paper manufacturers in the world. Trident is associated with global retail brands across the globe, including Wal-Mart, JC Penney, IKEA, Target, Macy's, Kohl's, Sears, Sam's Club, Burlington etc. Trident has also frequently received accolades from its patrons in recognition for delivering high quality standards and for the customer centric approach. With a Compounded Annual Growth Rate (CAGR) of more than 30%, Trident has established itself as one of the fastest growing groups in India.*

*Now, with the establishment of the state-of-the-art manufacturing processes, systems coupled with appropriate human capital and credentials, it is continuously making investment for expanding and modernizing its capacities.*



## ... recognized by the world

- 2013 Principal Partner – Bath by Sears Holdings Corporation
- 2012 CITI Birla Award for Human Resource Management in Textile Mills
- 2012 Educational Excellence Award 2012 from KRDWG
- 2012 Golden Peacock Environment Management Award
- 2012 Financial Performance Northern Region - 2<sup>nd</sup> Position by CONCOR
- 2012 Exporter Northern Region- 1<sup>st</sup> Position
- 2011 Texprocil Outstanding Export performance (Silver Trophy)
- 2011 Texprocil Highest Exports in Terry Towels (Bronze Trophy)
- 2011 Bronze Award by "League of American Communications Professionals"
- 2011 Sustainability (South Asia) Award for the year 2010' by IKEA
- 2010 JC Penny Award for Innovation
- 2010 Rajiv Gandhi National Quality Awards (Textiles)
- 2010 Texprocil Top Performer of the Year (Silver Trophy)
- 2009 JC Penny Home Quality Award- Best Supplier of the Year award
- 2009 Texprocil Gold Trophy award - Highest exports in Terry Towels
- 2009 IKEA Best Supplier (South Asia) Quality Award
- 2009 Star Trading House for Export by GOI
- 2007 CONCOR Best Exporter Award
- 2007 SAP ACE (Award for Customer Excellence)
- 2007 JC Penney Supplier of the Year Award
- 2006 Wal-Mart International Supplier of the Year
- 2006 National Award for Excellence in Corporate Governance
- 2006 CITI Birla Award for Quality Management
- 2006 Outstanding Export Performance for 2005-06
- 2005 Wal-Mart International Supplier of the Year
- 2005 Excellence in Corporate Governance, 2005
- 2005 ICAI Awards for Excellence in Financial Reporting
- 2005 Udyog Ratna Award
- 2005 Merit Award at Kaizen Summit
- 2003 Wal-Mart International Supplier of the Year
- 2001 Wal-Mart International Supplier of the Year

**4 times Wal-Mart  
Supplier of the Year  
Awards**

**3 times JCPenney Award  
(Best Supplier, Innovation  
& Quality)**

**2 Ikea Quality and  
Sustainability  
Awards**

**3 Corporate  
Governance  
Awards**

**Texprocil Export  
Performance  
Awards**



For more information about us, please visit [www.tridentindia.com](http://www.tridentindia.com)

OR

Contact:

Pawan Jain

**Trident Limited**

Call: +91 161 5039 999

Fax: +91 161 5039 900

Email: [pawanjain@tridentindia.com](mailto:pawanjain@tridentindia.com)

Ishan Selarka / Nishid Solanki

**CDR India**

Call: +91 22 6645 1232 / 1221

Fax: +91 22 6645 1213

Email: [ishan@cdr-india.com](mailto:ishan@cdr-india.com)

[nishid@cdr-india.com](mailto:nishid@cdr-india.com)