

Trident Limited

Yarn | Bath & Bed Linen | Paper | Chemicals | Energy

EARNINGS PRESENTATION

Q4FY24 | FY24



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We are Team Trident

we grow

we learn

we care



OUR VISION

Inspired by challenge,
we will add value to life,
and together prosper globally.

OUR VALUES

To provide customer satisfaction,
through teamwork,
based on honesty & integrity,
for continuous growth & development.



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COMPANY OVERVIEW

YARN | BED & BATH LINEN | PAPER | CHEMICALS | ENERGY



A

Leading Integrated Home Textile Manufacturers
With 30+ Year Track Record

B

World's Largest Wheat Straw-based Paper Manufacturer

#1 *in North India for Branded Copier segment*

C

World-Class Infrastructure & Technology

D

Globally Best-in-Class Business Partners

E

Robust Financials and
Young & Energetic Workforce



15500+
Workforce



90+
Countries



61%
Exports in FY24



25+
E-com Website
Presence



Started As A Commodity Player

- ♥ Inception: Started as a yarn manufacturer in 1990 with just 17k spindles
- ♥ Forayed into Terry Towel in 1998-99



Transition & Diversification Phase

- ♥ Entered Paper, Chemical & Energy segment
- ♥ Enhanced capacity expansion in Yarn and Terry towel



Going Forward

- ♥ Make Trident a National Brand
 - E-commerce Website
 - Retail Outlets
 - Social Media Presence
 - Diversified Products
- ♥ Digital Trident - Completing Industry 4.0 Journey
 - E-Sourcing
 - Real Time Performance Monitoring
 - Ai-enabled Projects
 - Digitalization of Products
 - Virtual Showrooms
 - Secured 4 Additional Patents



Value Addition & Consolidation Phase

- ♥ Horizontal diversification into segments such as Bed Linen
- ♥ Strengthened presence in E-commerce and domestic market
- ♥ Secured 10 patents





COMMITTED TO ESG & WOMEN EMPOWERMENT

ZERO LIQUID DISCHARGE

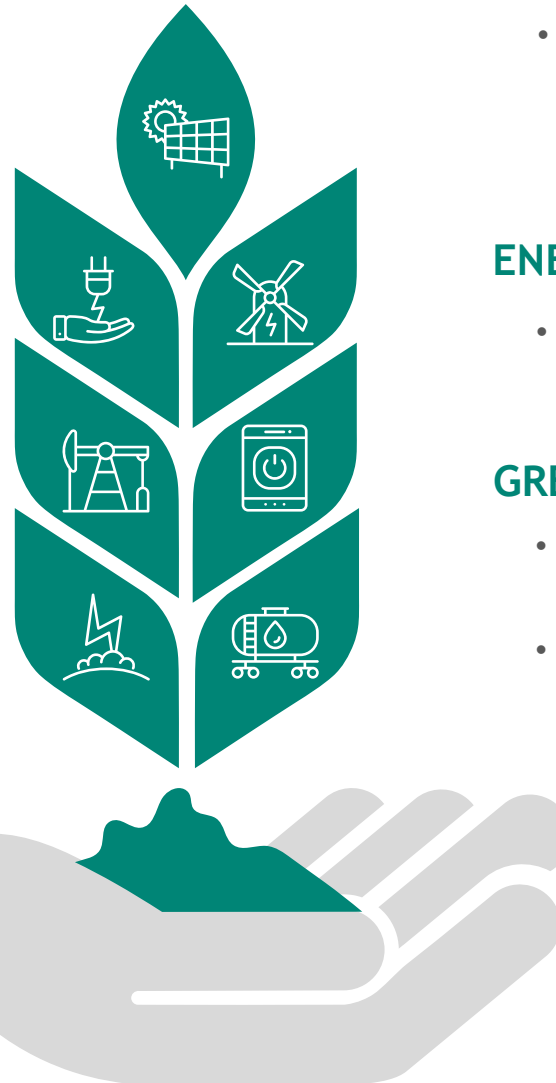
- Around **95% Water Recovery**, and **15% less water consumption** than benchmark of **50 meter/cubic per ton** in Paper business.
- Recovery of **2,800+ million liters** of water annually.

TREES

- **8100+ trees** are saved on daily basis by using Agro Waste (wheat straw & sugarcane waste).

CO2 EMISSION

- Certified by **Carbon Footprint** for releasing Approx. **58% less emission of Co2/kg** with use of wheat straw paper vs wood pulp.



WATER

- Cleaning of **Narmada** river every quarter in order to provide clean water and area to the locals resulting removal of **100 MT waste** over period of **3 years**.

ENERGY

- Having capacity of **28.4 MW** Solar Power Plant. Proposed to increase this capacity by **12.5 MW**.

GREEN BELT

- **Over 1 Million trees** planted to reduce the impact of climate change.
- Endeavoring to take the number of trees planted to **1.5 Million trees** by **2025**

INITIATIVES TOWARDS SOCIETY



UPLIFTING THE DIFFERENTLY ABLED

- Impacting **10,000+** youths through short/long term skill development through Takshashila Academy.
- Sponsored education of **900+** students and supply of books provided to more than **10,000** children.



OPPORTUNITIES FOR FARMERS

- Motivated farmers to sell wheat straw waste and prevented it from burning in open fields.
- Village cluster adoption - **200 Villages** & More than **26,500** hectares of land and **17,400+** farmers impacted



WOMEN EMPOWERMENT

- Impacted **11k+** women through health & hygiene initiatives.
- Sewing centers in 5 villages providing handicraft training and impacting **280+** families through our Hastkala initiative.



PROMOTING HEALTHY LIFESTYLE

- Refuse single use plastic awareness to **5,000+** families.
- Build toilets for **2,000+** individuals to discourage open defecation and in couple of Government Schools.
- Provision of drinking water facilities to **18,500+** people



MEDICAL FACILITIES

- Mega Medical Camps & Mobile dispensaries covering **3 lakh+** members.
- Madhuban Hospital providing affordable healthcare services to **18,000+** families.
- **13,000+** patients provided with ophthalmologist services.

1 National Award For Excellence In Corporate Governance

2 Times Stood Among The Top 25 Indian Corporates Adopting Good Corporate Governance

3 Times National Recognition For Good Corporate Governance



India Rating
AA (Stable Outlook):
Non- Convertible
Debentures



CARE
AA (Stable Outlook):
LT Borrowings
A1+: ST Borrowings



CRISIL
AA (Stable Outlook):
LT Borrowings
A1+: ST Borrowings



D&B
5A1: Business Rating

AWARDS & RECOGNITION



Our International Home Textile Brands

Committed to holistic approach of adding value, our product portfolio comprises of an extensive range of in-house brand making us a one-stop solution for home textile.

MACARON.

GRACE

Earth Lover®

EVER  ECO

soft
comfort

jiva:®

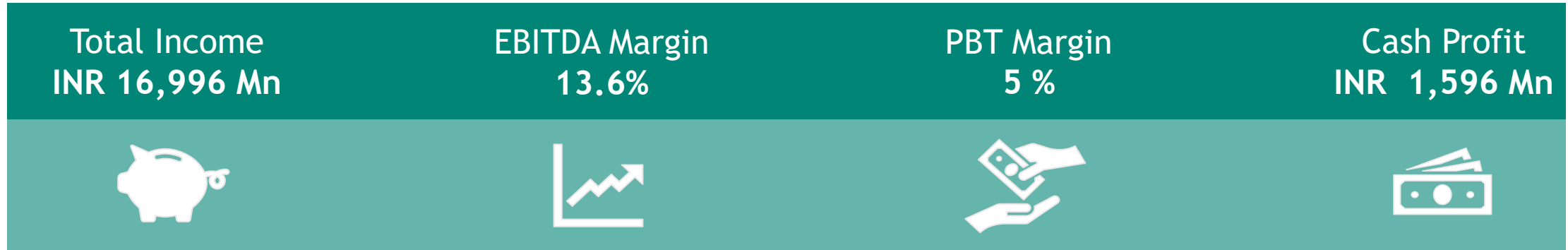
SIGNATURE
SELECT

TRIDENT'S HOME TEXTILE BRANDS ARE ACROSS A RANGE OF LUXURY, PREMIUM, ESSENTIALS, EXCLUSIVE AND GIFTING PRODUCTS

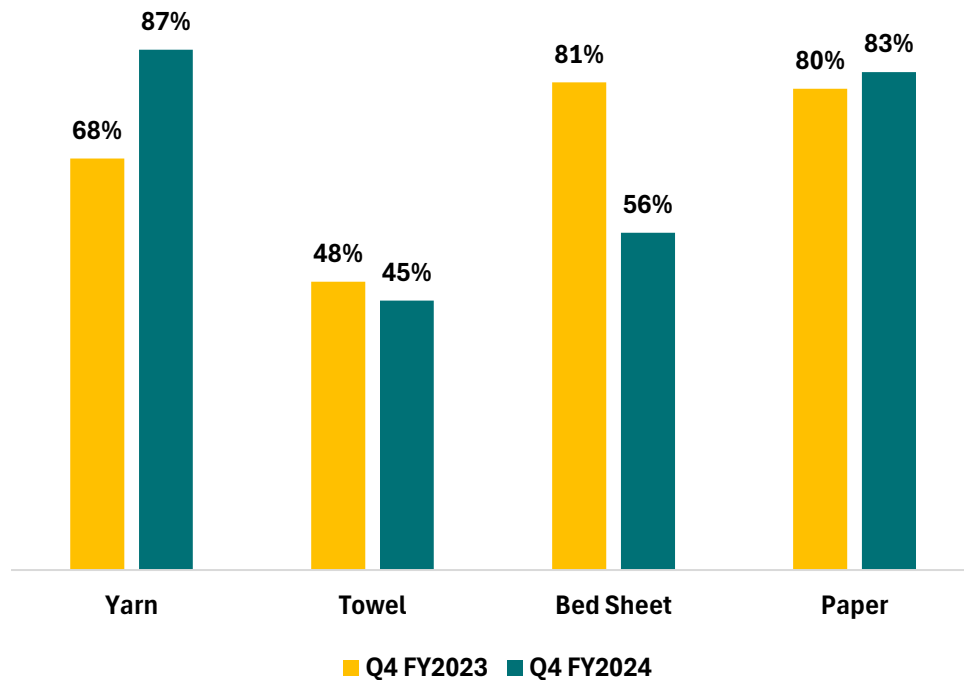
PROSPERING GLOBALLY WITH OUR CLIENTELE

Our products are loved across the world and our lasting partnerships have been nurtured over the decades through our international offices in US, UK, Gulf and India.

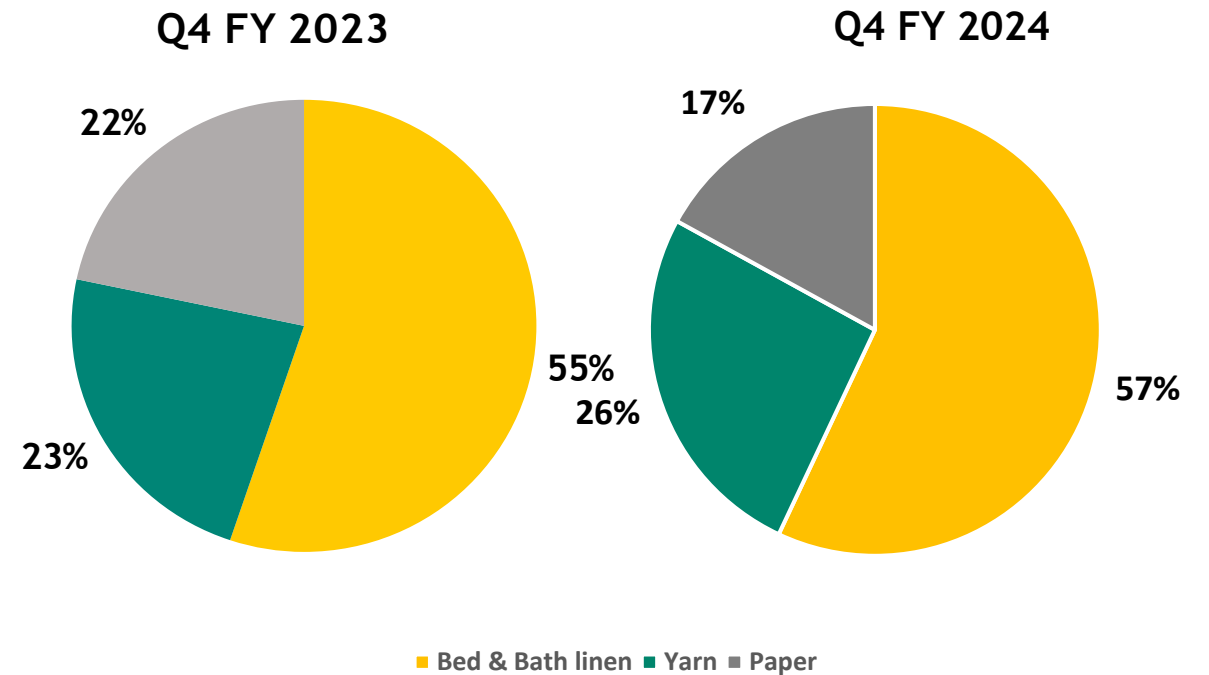




Capacity Utilization



Revenue Segment



Competitive cost of production

- Competitive labor, 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



Favorable Government Policies

- Focus on 'Make in India'
- Export enhancement
- Scheme of setup of Mega Textile Parks



Cotton quality and availability

- Largest producer of cotton
- Surplus available for export



INDIA GEOGRAPHY OF CHOICE FOR HOME TEXTILES

Backward Integration with yarn

- Lower variance in profitability
- Hedge against raw material price fluctuations
- Maintenance of high-quality standards
- Traceability of origin
- Consistent delivery of products



Qualified and skilled manpower

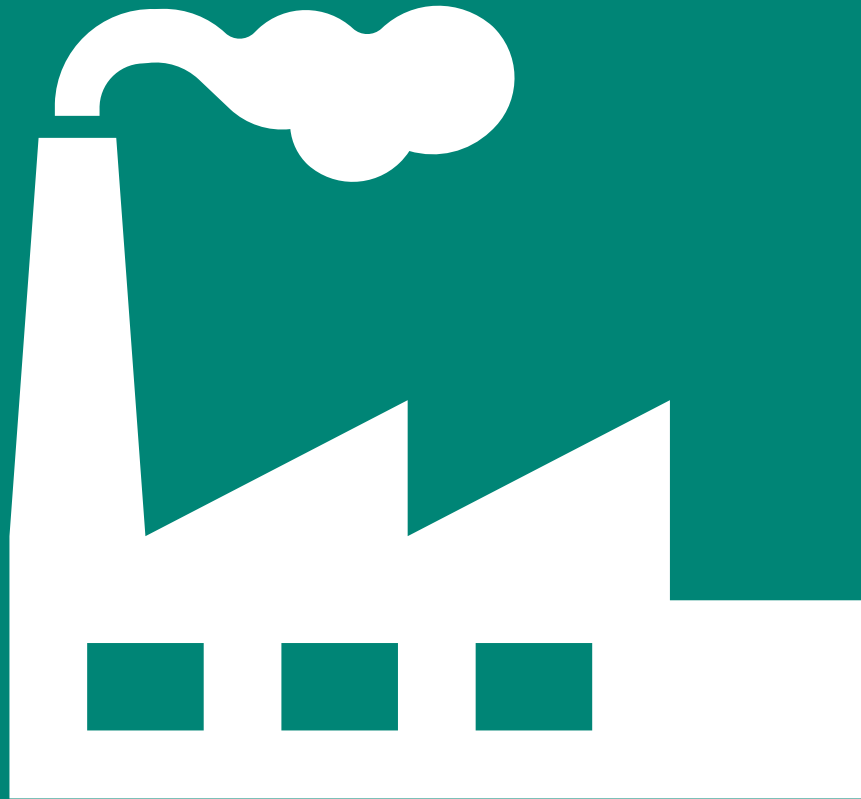
- Large, young and talented workforce
- Competitive though increasing cost of labor



Global friendly environment

- Stable democracy and comfort with global languages
- Evolving practices in line with MNCs

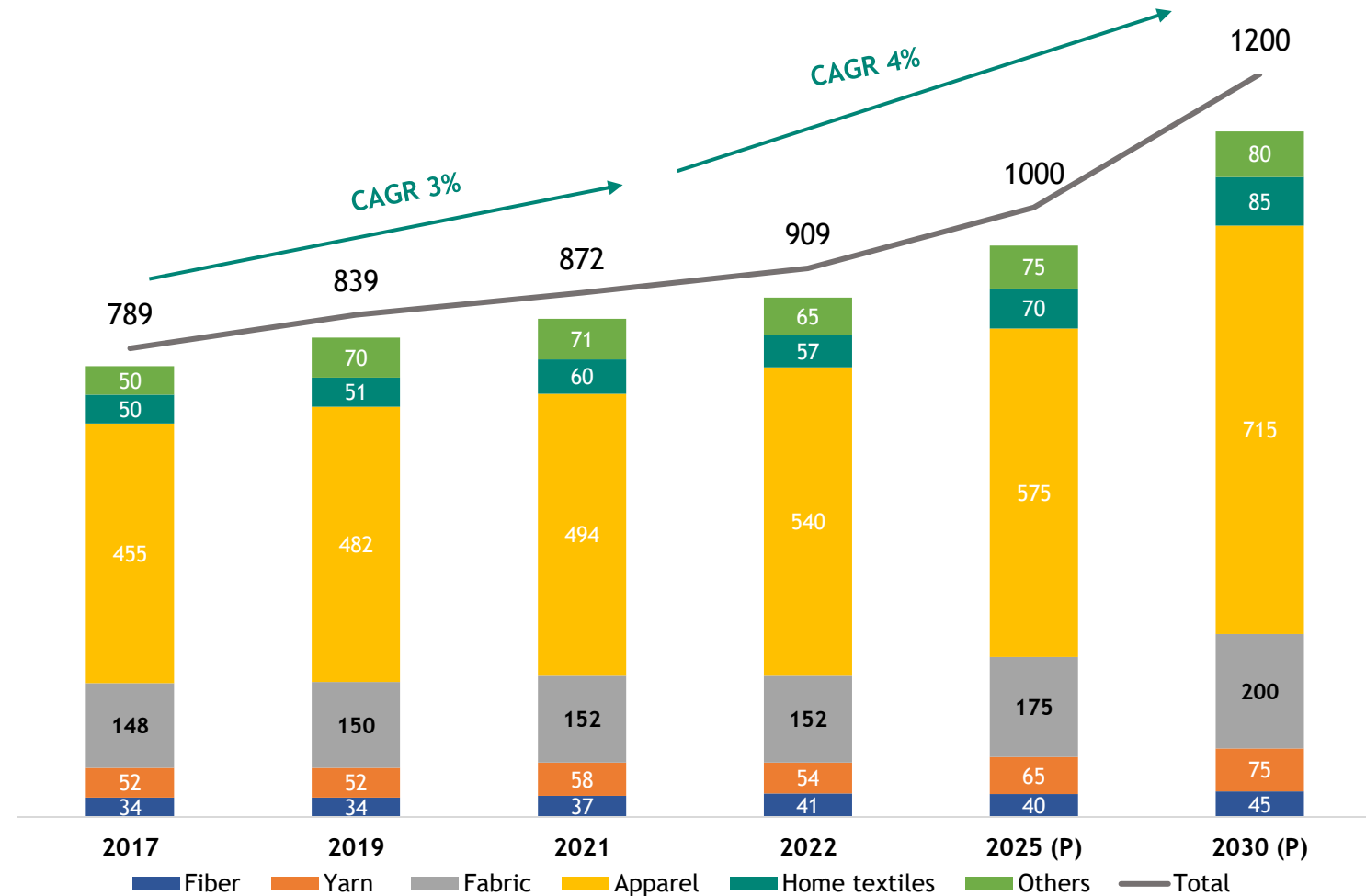




INDUSTRY OVERVIEW

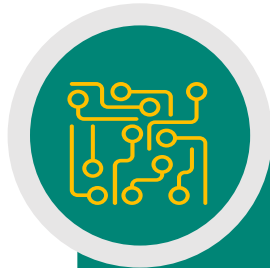
In 2022, the global textile and apparel trade was US\$ 909 bn. having grown at approx. 3% CAGR since 2017.

It is expected to reach US\$ 1.2 trillion by 2030 growing at a CAGR of 4%.



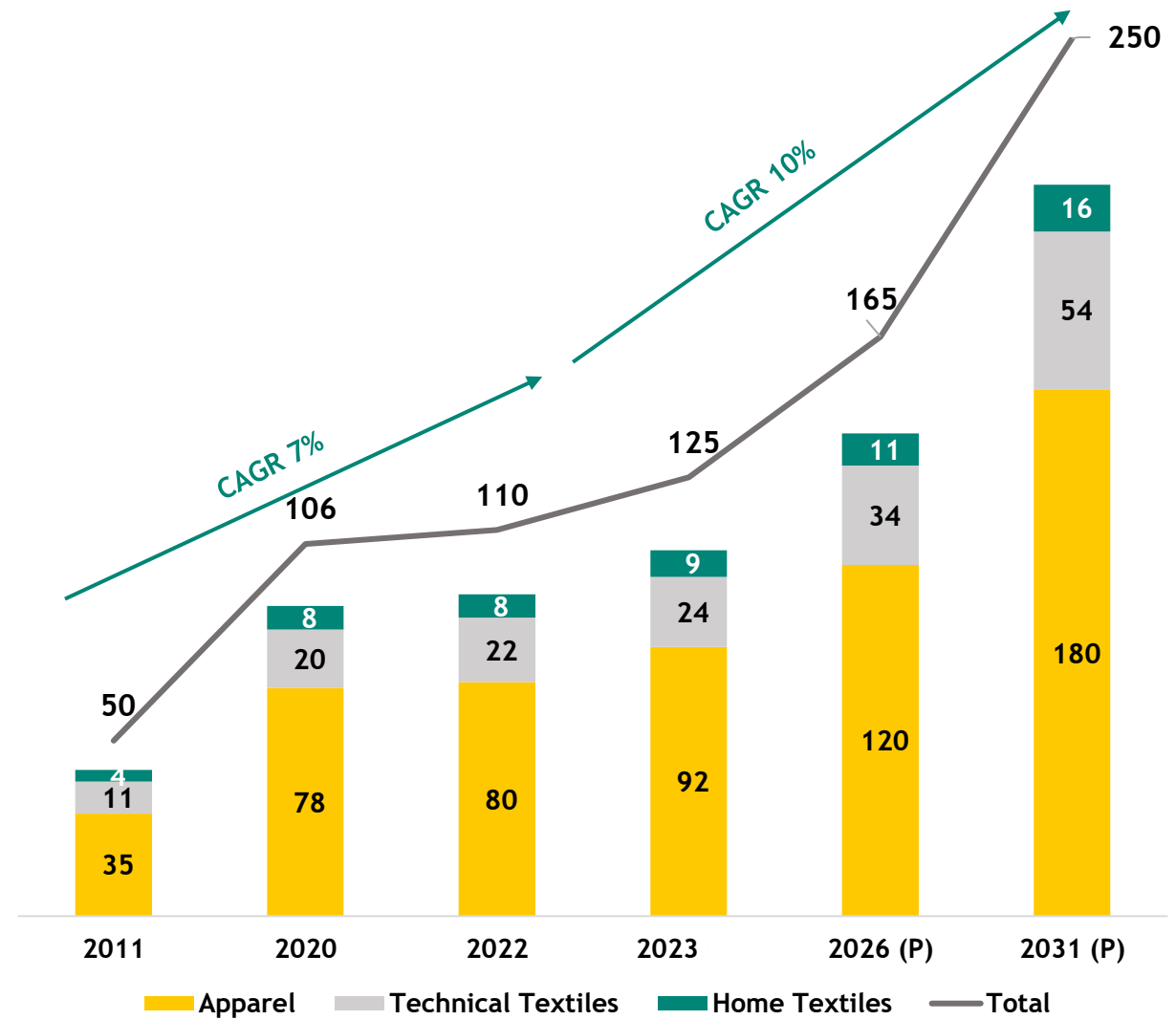
Data Source: UN Comtrade and Wazir Analysis

Amount in \$Bn



India's domestic textile & apparel has grown from US\$ 50 bn in 2010-11 to US\$ 110 bn in 2022, registering a growth of 7% CAGR.

The market is further expected to grow at 10% CAGR from 2021-22 to reach US\$ 250 bn. by 2030-31.



Amount in \$Bn

Data Source: Wazir Analysis

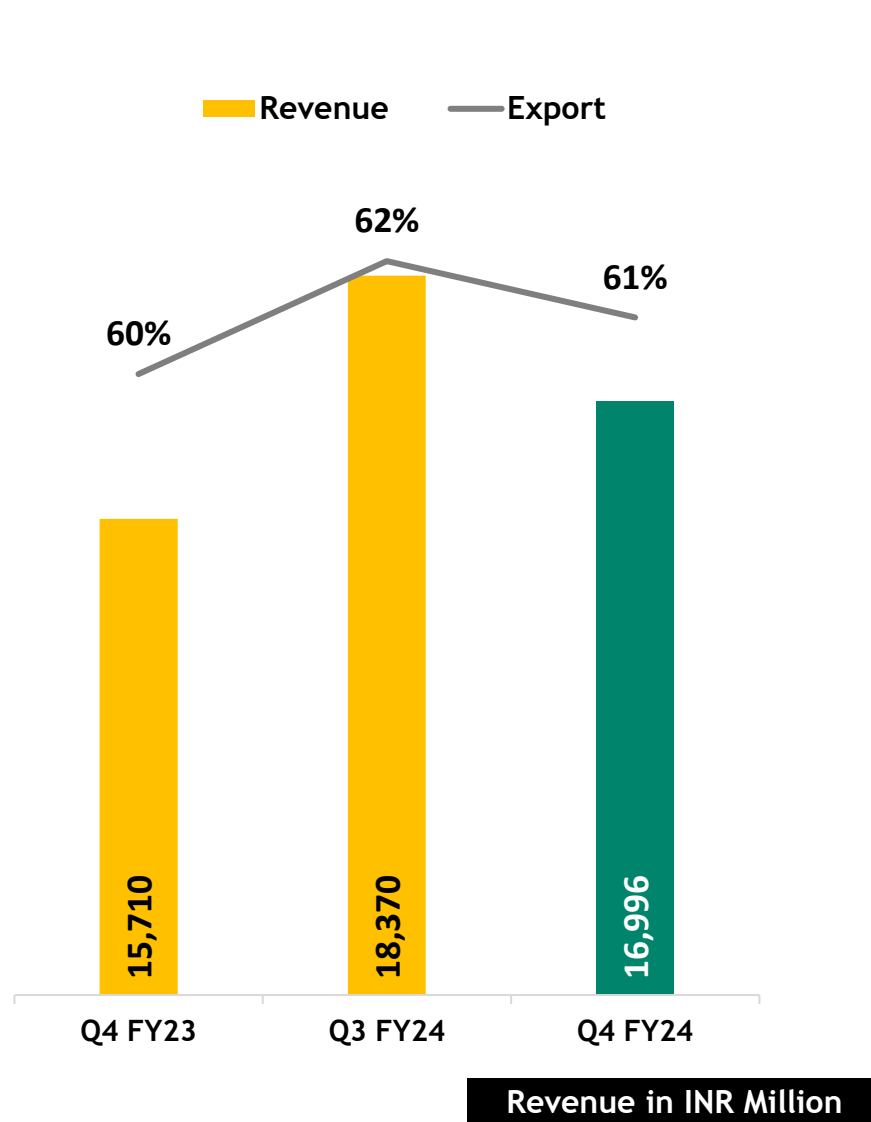


QUARTERLY & OPERATIONAL HIGHLIGHTS

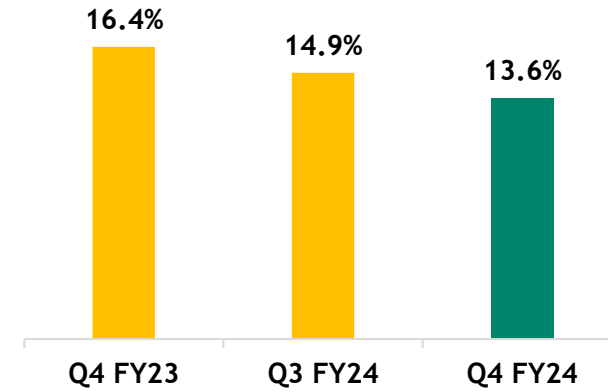
Figures in INR Million except EPS

Particulars	Q4FY24	Q4FY23	Y-o-Y Change	Q3 FY24	Q-o-Q Change
Total Income	16,996	15,710	8.2%	18,370	-7.5%
EBITDA	2,284	2,563	-10.9%	2,732	-16.4%
Depreciation	954	790	20.8%	893	6.8%
Finance Cost	489	217	125.3%	400	22.3%
Profit Before Tax	841	1,557	-46.0%	1,439	-41.6%
Net Profit	642	1,164	-44.8%	1,074	-40.2%
Cash Profit	1,596	1,954	-18.3%	1,967	-18.9%
EPS	0.13	0.23	-43.5%	0.21	-38.1%

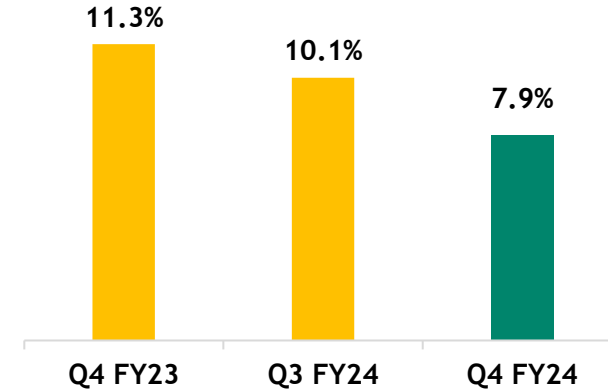
Exports as of Income



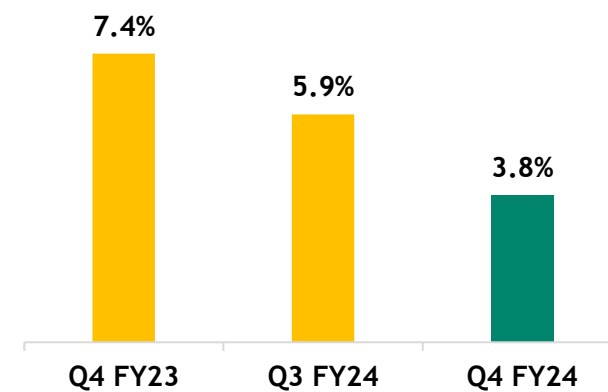
EBITDA MARGIN



EBIT MARGIN



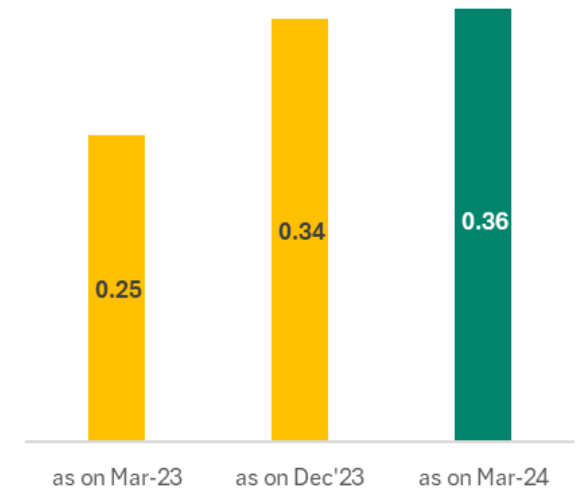
PAT MARGIN



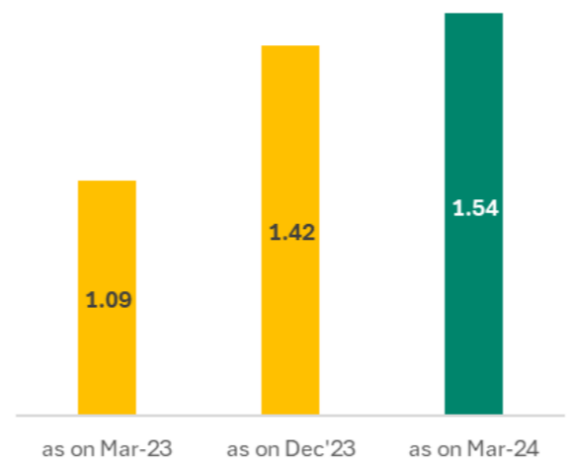
Particulars	As on Mar-23	As on Dec'23	As on Mar-24
Net Worth	41,258	42,484	43,091
Short Term Loans	5,519	6,238	8,018
Long Term Loans	8,222	12,820	12,590
Gross Debt	13,741	19,058	20,608
Cash & Cash Equivalents	3,516	4,493	5,270
Net Debt	10,225	14,565	15,338
Total Assets	67,132	74,029	75,223

Figures in INR Million

NET DEBT/ EQUITY
(in times)

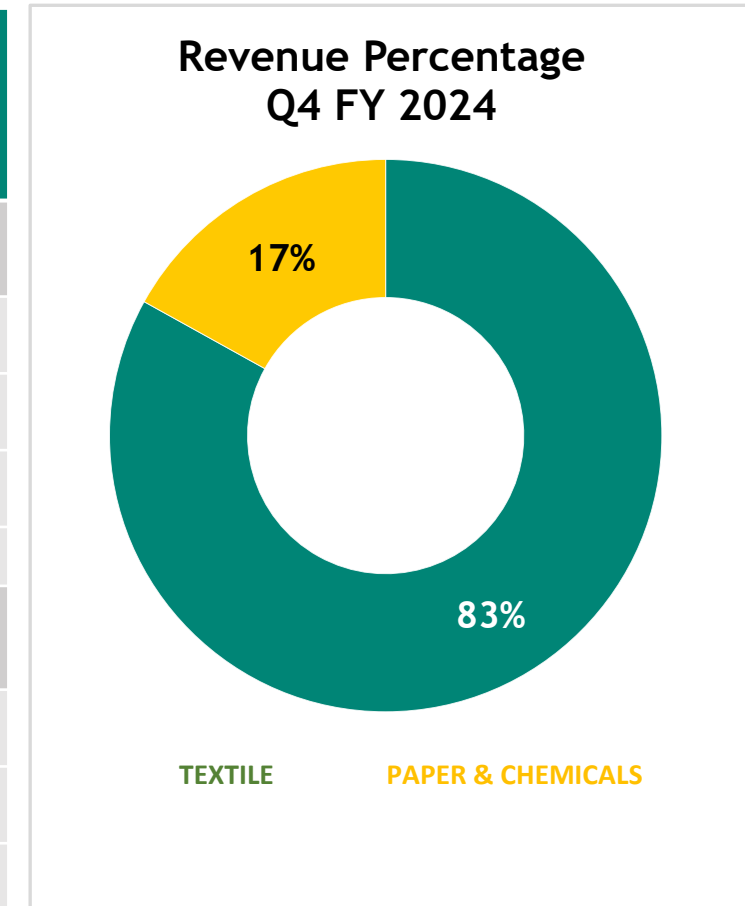


NET DEBT/ EBITDA
(in times)



Particulars	Q4 FY24	Q4 FY23	Y-o-Y Change	FY24	FY23	Y-o-Y Change
Textile						
Revenue	13,985	12,238	14.28%	55,853	49,243	13.42%
EBIT	967	942	2.65%	4,664	3,231	44.35%
EBIT Margin	6.9%	7.7%	-80 Bps	8.4%	6.6%	180 Bps
Paper & Chemical						
Revenue	2,805	3,390	-17.26%	11,451	13,431	-14.74%
EBIT	644	1,146	-43.80%	2,843	4,105	-30.74%
EBIT Margin	23.0%	33.8%	-108 Bps	24.8%	30.6%	-570 Bps

Figures in INR Million





SUMMARY OF FINANCIAL STATEMENTS

Particulars	FY20	FY21	FY22	FY23	FY24
Total Income	47,240	45,353	69,415	62,913	67,903
EBITDA	8,653	8,270	15,100	9,418	9,949
Depreciation	3,333	3,365	3326	3,102	3,602
EBIT	5,320	4,905	11,774	6,316	6,347
Finance cost	1,108	720	857	773	1545
Profit before tax*	4,212	4,451	10,917	5,543	5,163
Tax	794	994	2,767	1,324	1267
Profit after tax*	3,418	3,457	8,150	4,219	3,896
EPS (Actuals)	0.67	0.68	1.63	0.84	0.78
Cash Profit	6,751	6,822	11,224	7,321	7,498

* Including exceptional income of Rs 360.5 Mil.

Figures in INR Million

Recent performance and growth

- ✓ Total Revenue for the FY24 stood at INR 67,903 Mn with sales growth of 7.9 % as compared to FY23 owing to primarily the increase in demand.
- ✓ PBT has decreased by 6.9 % Y-o-Y in FY24 due to reduction in NSR.
- ✓ EBITDA Margin stood at 15 % in FY24.
- ✓ EPS has reduced by 7.6 % in FY24.

Margin improvement initiatives

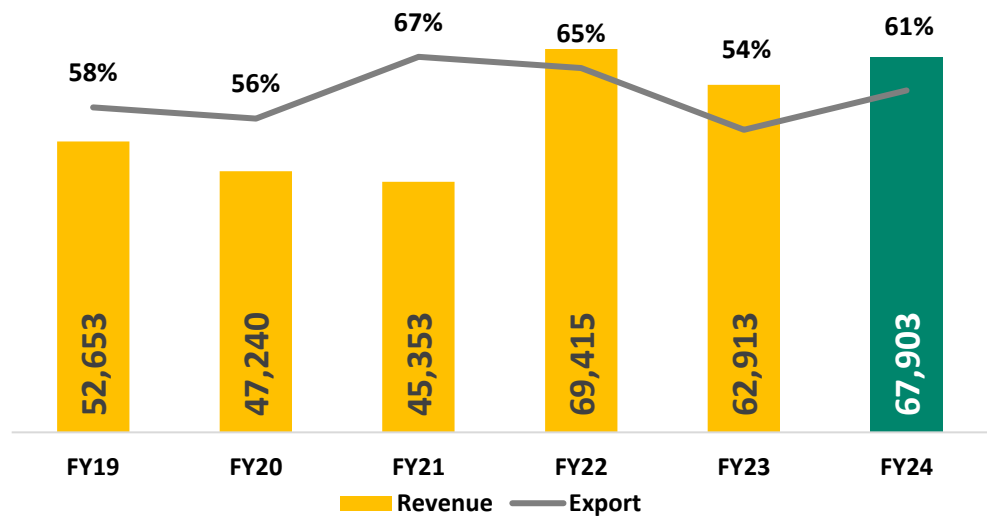
- ✓ Developing new differentiated and innovative products leveraging consumer sentiments and behavior to earn premium.
- ✓ Catering to luxury, fashion accents, & sports segments.
- ✓ Increasing capacity utilization of plants through digitization of processes and adopting lean practices.

HISTORICAL BALANCE SHEET

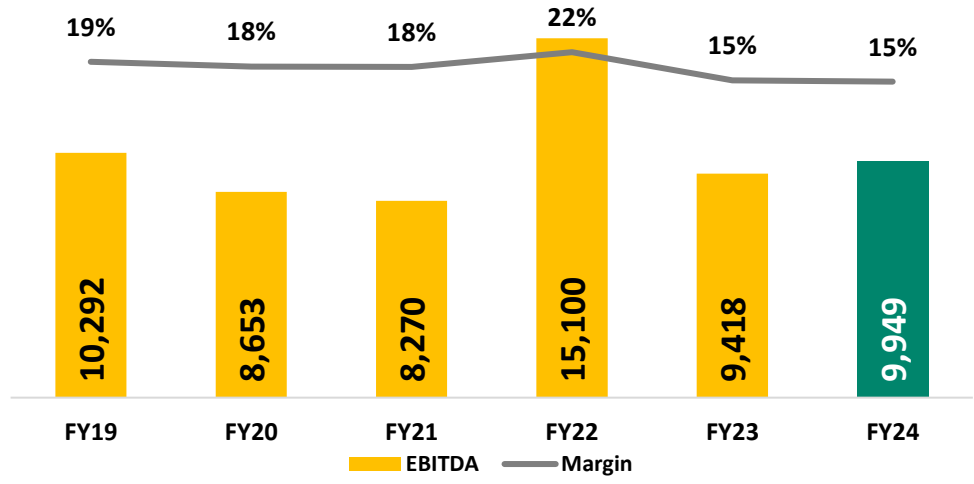
Particulars	As on March 31, 2020	As on March 31, 2021	As on March 31, 2022	As on March 31, 2023	As on March 31, 2024
CAPITAL AND LIABILITIES					
Capital	5,096	5,096	5,096	5,096	5,096
Reserves and surplus	24,573	28,070	32,876	36,162	37,995
Borrowings	19,518	15,355	15,706	13,741	20,608
Deferred tax liabilities	3,367	3,208	3,039	3,003	3,098
Other liabilities and provisions	4,630	5,813	7,590	9,130	8,426
TOTAL	57,184	57,542	64,307	67,132	75,223
ASSETS					
Cash and cash equivalents	3,183	984	2,520	1,134	222
Balances with bank	190	139	214	2,383	5,048
Inventory	9,120	10,083	12,904	10,343	13,831
Trade receivables	2,785	4,545	5,285	2,720	4,137
Property, plant & equipment	35,734	36,979	36,202	39,638	44,617
Other assets	6,172	4,812	7,182	10,914	7,368
TOTAL	57,184	57,542	64,307	67,132	75,223

Figures in INR Million

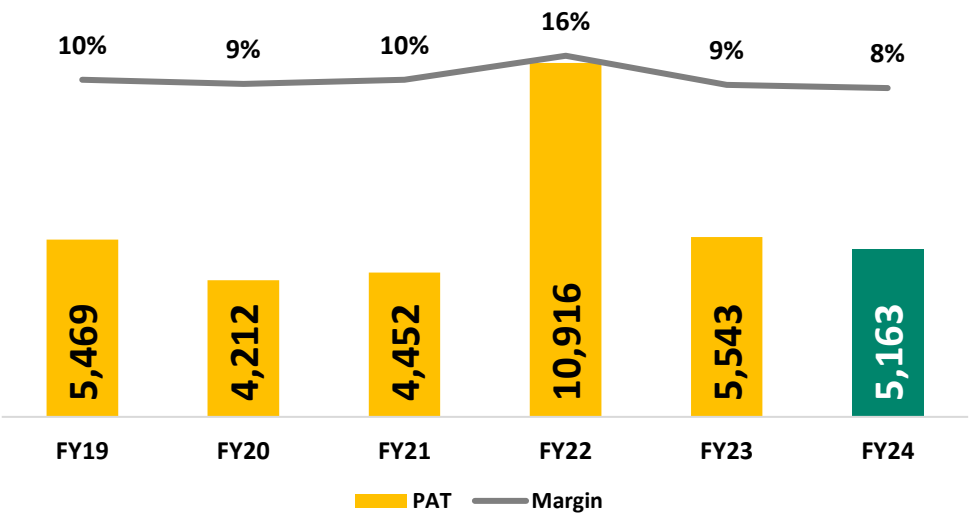
REVENUE



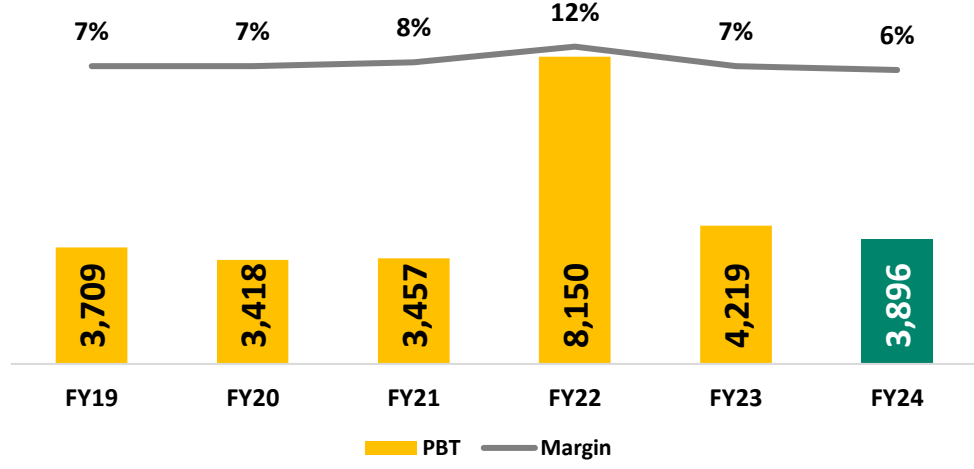
EBITDA



PBT



PAT



Type	Parameters	FY20	FY22	FY22	FY23	FY24
Solvency Ratios	Net Debt/Equity	0.54	0.34	0.34	0.25	0.36
	Net Debt/EBITDA	1.87	0.86	0.86	1.09	1.54
	Interest Coverage Ratio	7.81	17.62	17.62	12.17	6.44
Operational Ratios	Current ratio	1.04	1.25	1.25	1.35	1.58
	Fixed asset turnover	1.3	1.89	1.89	1.44	1.46
	Inventory days	71	68	68	60	75
	Debtor days	22	28	28	16	22
Return Ratios	ROE	11.50%	21.50%	21.50%	10.20%	9.20%
	ROCE	10.80%	21.90%	21.90%	11.50%	10.40%

TEXTILES

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

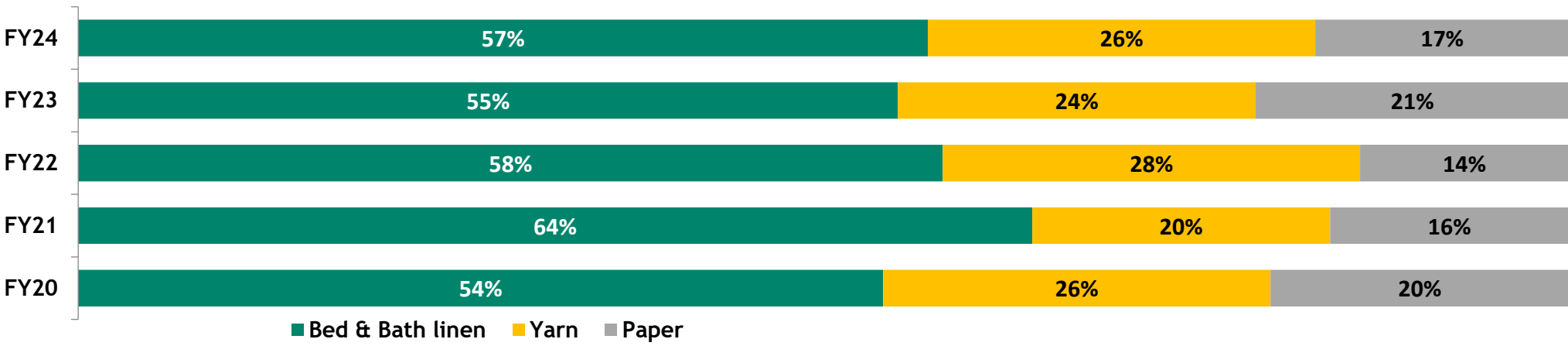


PAPER

Highest Operating Margin among Key Listed Players in India

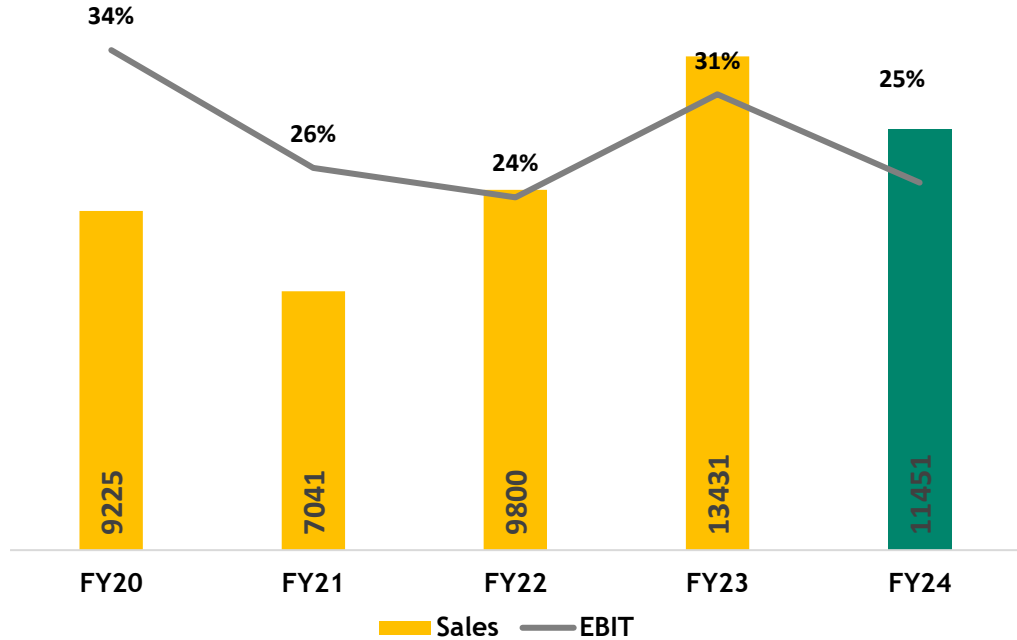
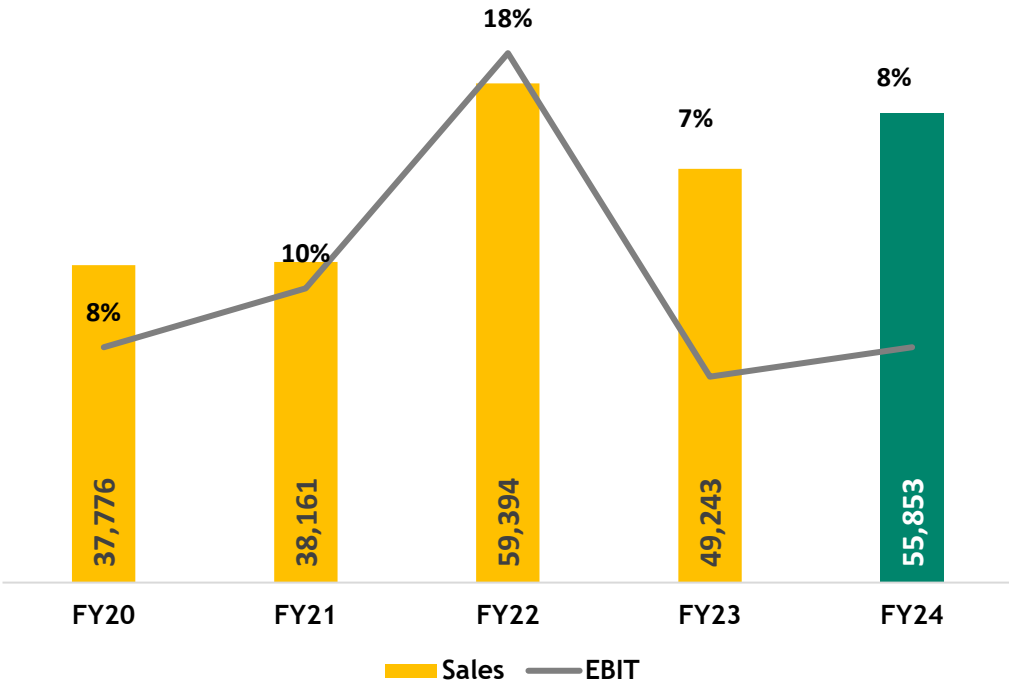


REVENUE SPLIT BETWEEN SEGMENTS



TEXTILES

PAPER



REVENUE MIX

THANK
YOU

THANK
YOU



GET IN TOUCH

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