

TRIDENT/CS/2020
 June 24, 2020

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai - 400 051	The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001
Scrip Code:- TRIDENT	Scrip Code:- 521064

Dear Sir/ Madam

Sub: Intimation of Schedule of Virtual Investor Conference

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the proposed schedule of “Virtual Investor Conference Meeting” in which the Company will participate:

Day/Date	Details	Organizer	Mode of Participation
Thursday, June 25, 2020	2 nd Virtual MidCap Conference, 2020	Equirus Securities	Digital/ Microsoft Teams

Further, the copy of the latest presentation that would be used during the above Conference is also enclosed herewith.

Please note that Dates/Participants are subject to changes. Changes may happen due to exigencies on the part of Analyst/Institutional Investor/Company.

Submitted for your information and records.

Thanking you,
Yours sincerely,
For **Trident Limited**




(Ramandeep Kaur)
Company Secretary
 ICSI Membership No.: F9160

Encl: as above

Trident Limited

Investor Presentation June 2020

TRIDENT™

HOME | DECOR | DESIGN

The World's Finest

soft
comfort

Colors

EPITOME

HOME
elegance

ARTIZE

Dusk & Dawn

feather
touch

TRIDENT
INDULGENCE™

ORGANICA™



Safe Harbour

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Who We Are

Who We Are

USD 1 BILLION Business Group

One of The **LEADING INTEGRATED HOME TEXTILE MANUFACTURERS** in The World

One of The **LEADING YARN PRODUCERS** in India

Committed to the **SOCIETY, ENVIRONMENT, SUSTAINABILITY AND WOMEN EMPOWERMENT**

BEST TECHNOLOGY in Towels, Bed Linen, And Bath Robes Segment

One of The **FASTEST GROWING COMPANIES** in India

Recipient of Several **CORPORATE & CUSTOMER PARTNER AWARDS**

Our Products



Yarn

100% cotton combed yarn
100% cotton compact yarn
Open-end yarn
Core-spun yarn

Blended yarn
Zero twist yarn
Air rich yarn
Slub yarn

Certified cotton yarn
Melange yarn
Speciality in others



Bath Linen

Luxury organic
Spa & hotel beach
Designer jacquard

Dobby texture bath mats
Checked waffle
Infants & kids bath rugs



Bed Linen

Solid/ printed sheets
Top-up sheets duvets
Comforters fitted sheets

Pillow cases quilts
Decorative pillows
Coverlets dohars



Paper

Branded copier paper
Writing and printing maplitho
paper
Bible and offset print paper

Bond paper
Stiffener paper
Cartridge paper
Index paper

Watermark paper
Drawing paper
Digital printing paper

Global Presence

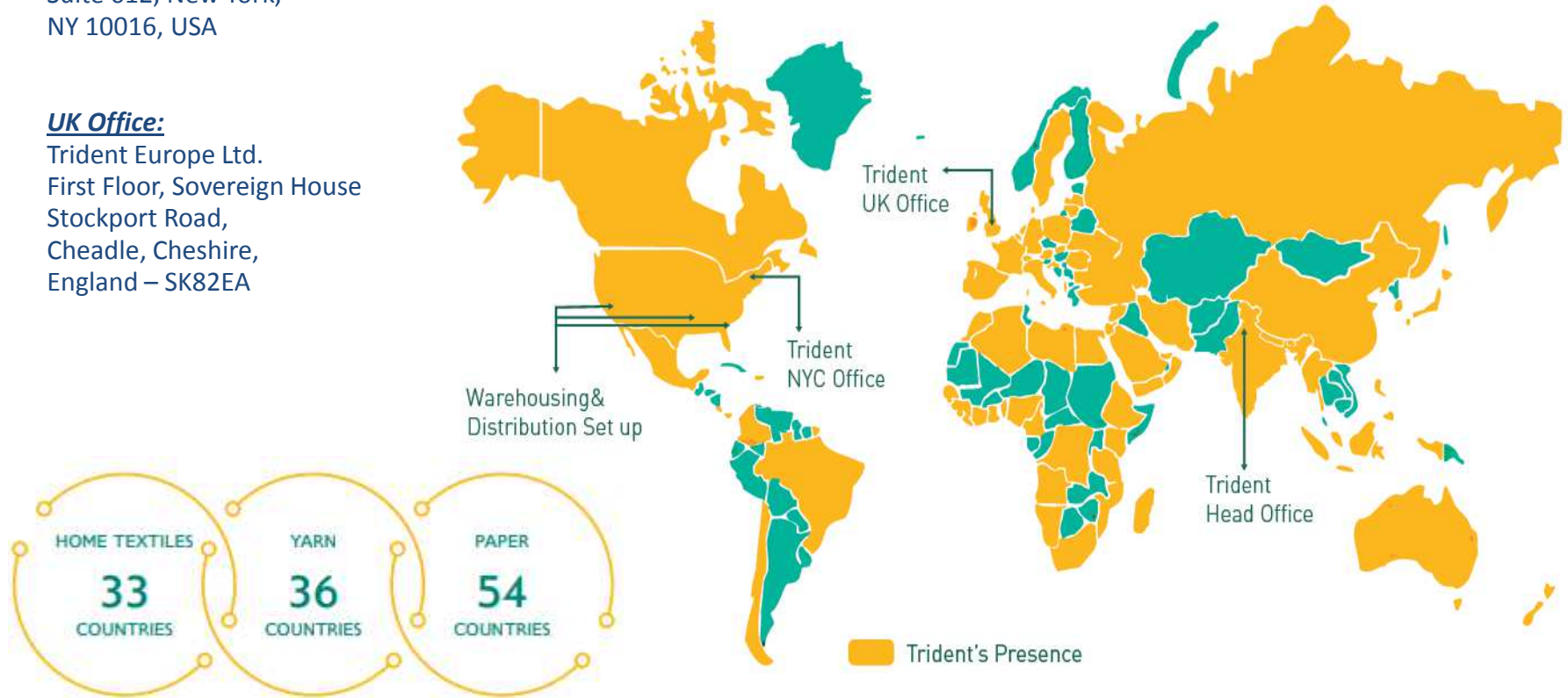
US Office:

295, Fifth Avenue,
Suite 612, New York,
NY 10016, USA

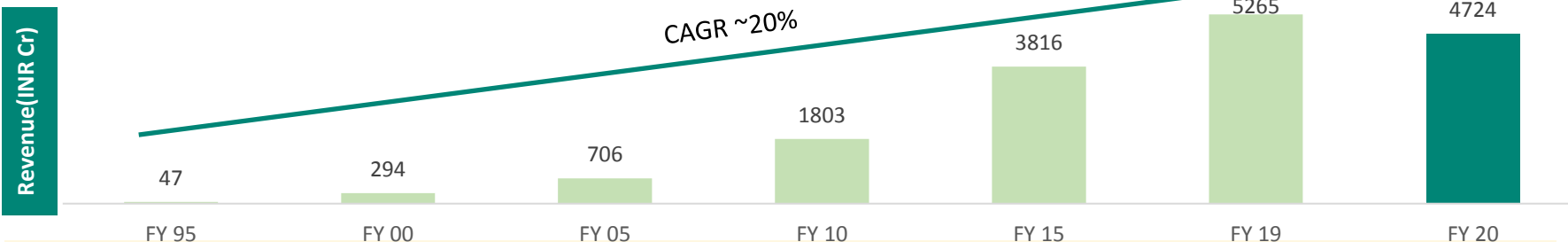
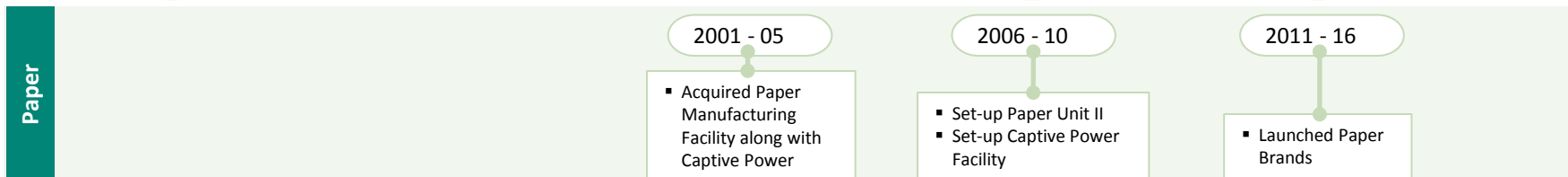
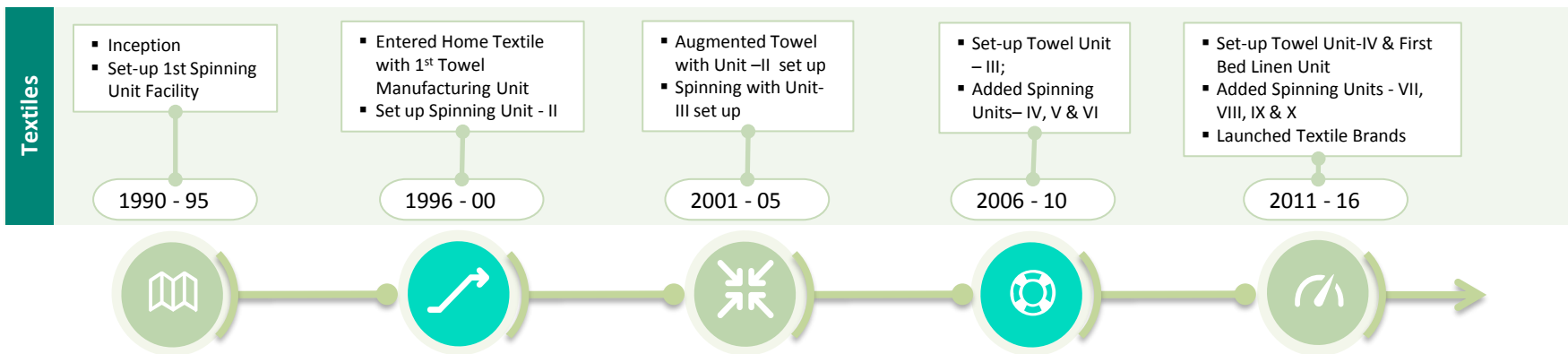
UK Office:

Trident Europe Ltd.
First Floor, Sovereign House
Stockport Road,
Cheadle, Cheshire,
England – SK82EA

Global footprint in over **100** countries, **6** continents



Evolution



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

Overview

Textiles

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

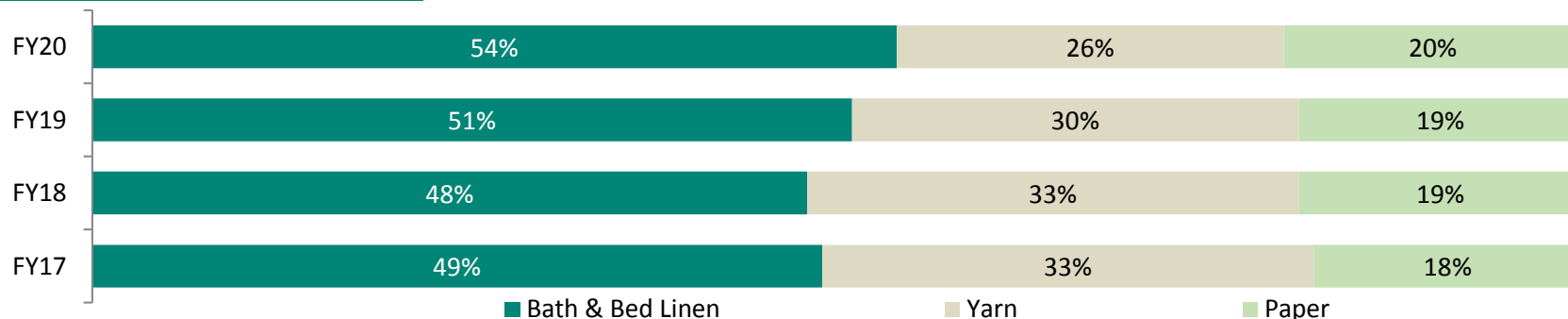


Paper

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

22-Jun-2020

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
Market Price (Rs)	6.95
Market Cap (INR Crore / USD Mn)	3542/ 472
Number of Outstanding Shares (Crore)	509.60*
Face Value	Rs. 1 per share
52-week High / Low (Rs.)	8.40/3.05

Shareholding Pattern – 31st Mar, 2020

Category	Mar, 2020	Dec, 2019
Promoters	71.06%	71.06%
Public	28.94%	28.94%

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



*Each equity share having face value of Rs 10 each has been split into 10 equity shares with face value of Rs 1 each. Accordingly previous year figures have been recomputed

Best in Class Brands

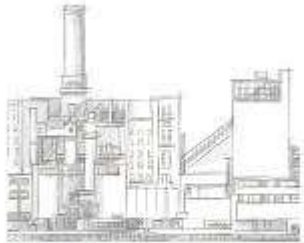


Essential Range to Luxury Range category with established brands in more than 400 Multi Brand Outlets

Certified with International Standards



COTTON CERTIFICATIONS



FACTORY CERTIFICATIONS



Online Presence



Strong Customer Relationships provide Opportunities to Increase Business Share and Cross-sell Products

Financial Highlights

Key Highlights - P&L

FY20

TOTAL INCOME (INR CR)

4724 -10%

FY19: 5265

PBT (INR CR)

421 -23%

FY19 : 547

EBIDTA (INR CR)

865 -15%

FY19 : 1023

PAT (INR CR)

342 -8%

FY19 : 371

EBIT (INR CR)

532 -19%

FY19 : 659

EPS (INR)

0.67 -8%

FY19 : 0.73

- Cash Flow from operations have significantly increased to INR 1209.4 Crores in FY20 on account of reduction in inventories and receivables amounting to INR 479.8 Crores owing to following initiatives:
 - ✓ Channel finance facility for domestic customers
 - ✓ Non-recourse discounting for export customers
- Reduction in tax outgo due to adoption of new tax rates under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019
- As on end of March 2020, the company had cash surplus of Rs 622 Crores which includes cash and cash equivalents of Rs 318 Crores and unutilized working capital limits of Rs 304 Crores.

Key Highlights - B/S

as on Mar 31, 2020

NET DEBT (INR CR)

1614 -729Cr

FY19: 2344

LT DEBT (INR CR)

1051 -243Cr

FY19 : 1294

NET DEBT/EQUITY

0.5

FY19 : 0.8

NET DEBT/EBIDTA

1.9

FY19 : 2.3

REPAYMENT (INR CR)

273

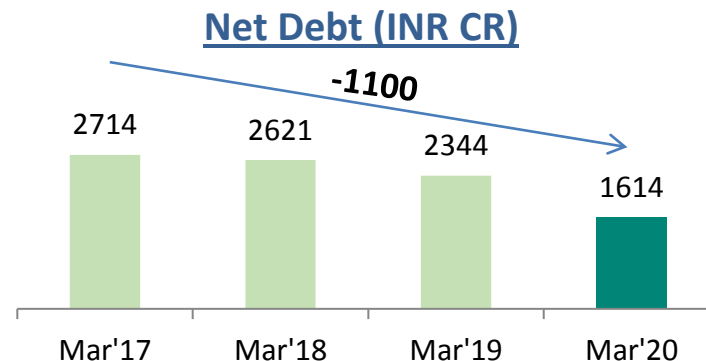
FY19: 432

CASH PROFIT (INR CR)

675

FY19 : 735

- Company has opted for moratorium of interest/instalments for the quarter ended Mar 2020
- With stabilization of operations, the company is looking at reduction of its net debt through prepayment of high cost loans
- Net Debt reduced significantly in FY20 to reach level of INR 1614.4 Crores as compared to previous year on account of decrease in working capital utilization and increase in cash and cash equivalents



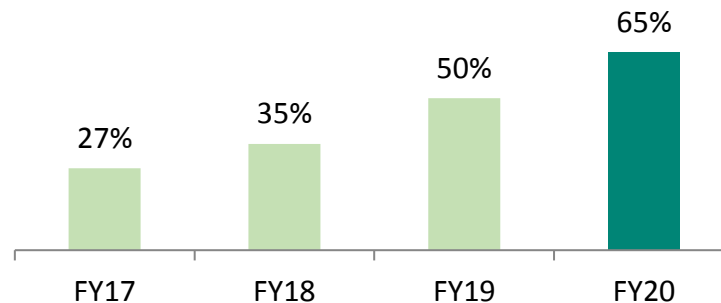
P&L Statement (S)

Particulars	Q4 FY20	Q3 FY20	Shift	FY20	FY19	Shift
Total Income	997.3	1091.4	-8.6%	4723.9	5265.3	-10.3%
EBITDA	152.0	153.7	-1.1%	865.3	1023.1	-15.4%
EBITDA %	15.2%	14.1%	-116bps	18.3%	19.4%	-111bps
Depreciation	81.5	82.2	-0.8%	333.3	363.9	-8.4%
EBIT	70.4	71.5	-1.4%	532.0	659.2	-19.3%
Finance Cost	27.8	23.4	18.5%	110.8	112.3	-1.3%
Profit Before Tax	42.7	48.0	-11.2%	421.2	546.9	-23.0%
Profit After Tax	39.6	41.9	-5.6%	341.8	370.9	-7.8%
EPS (INR)	0.08	0.08	--	0.67	0.73	-8.2%
Cash Profit	121.1	124.1	-2.4%	675.1	734.8	-8.1%

Dividend Payout

Year	Total Div%	Div. Amt. (INR Per Share)	Type	%age
FY20	36%	0.36/-	3 rd Interim	18%
			2 nd Interim	9%
			1 st Interim	9%
FY19	30%	0.30/-	Final	6%
			3 rd Interim	12%
			2 nd Interim	6%
			1 st Interim	6%
FY18	15%	0.15/-	Final	3%
			2 nd Interim	6%
			1 st Interim	6%
FY17	15%	0.15/-	Final	3%
			2 nd Interim	6%
			1 st Interim	6%

Dividend Payout Ratio



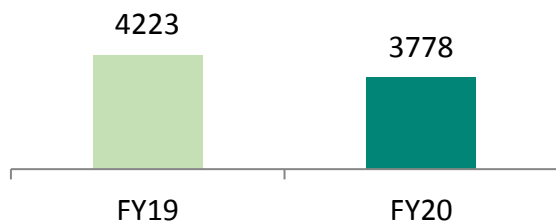
Historical Dividends (%age of Face Value)



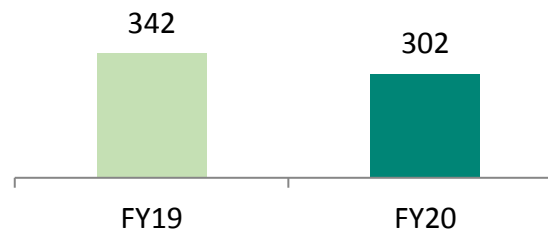
*Dividend Distribution Policy is available at www.tridentindia.com

Textile - Financials

Sales (INR Crores)

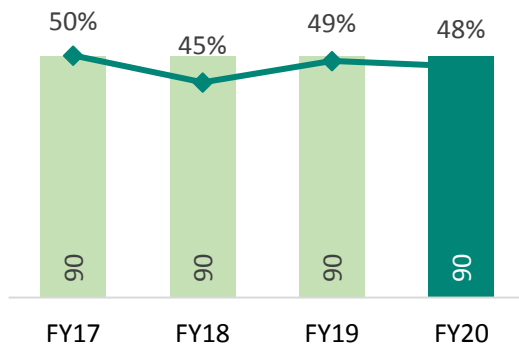


EBIT (INR Crores)

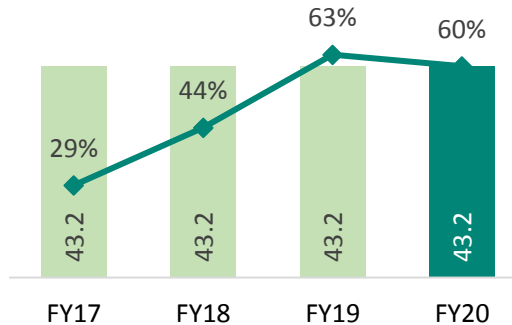


Capacity Utilization

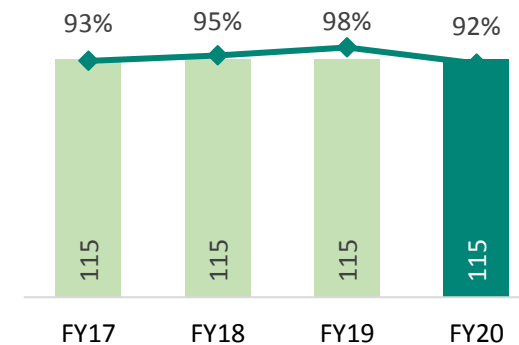
Towel (In 000' tons)



Bed Linen (In mn. meters)



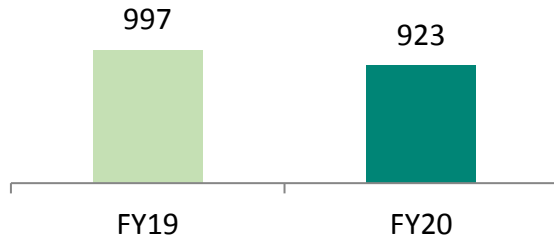
Yarn (In 000' tons)



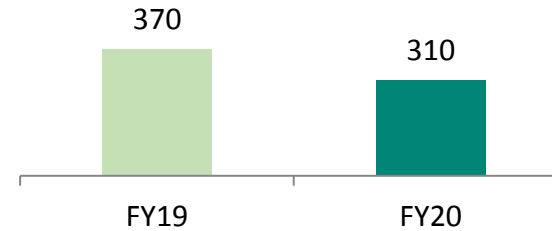
Capacity Utilization

Paper - Financials

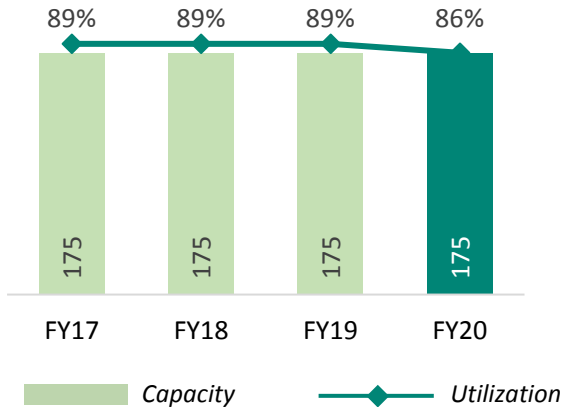
Sales (INR Crores)



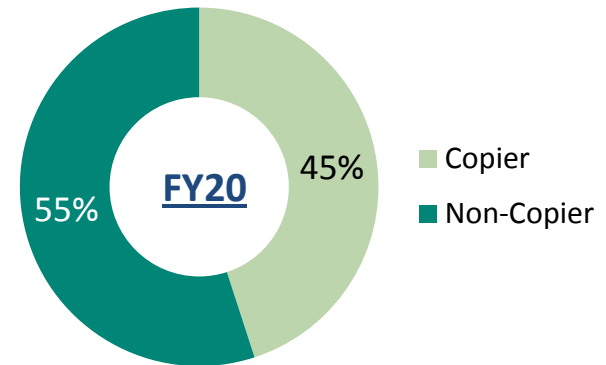
EBIT (INR Crores)



Capacity Utilization (Tonnage Basis)

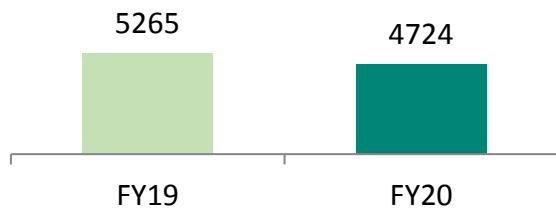


Copier v/s Non-Copier

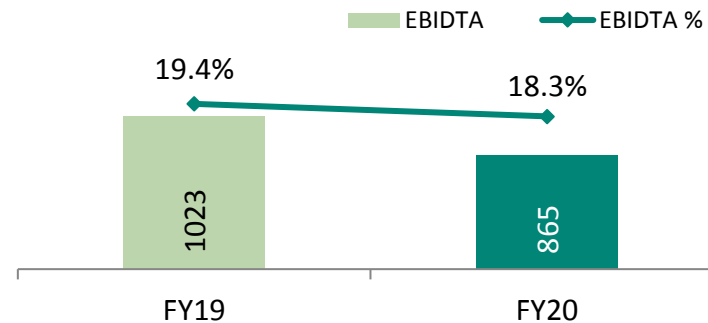


Financial Performance

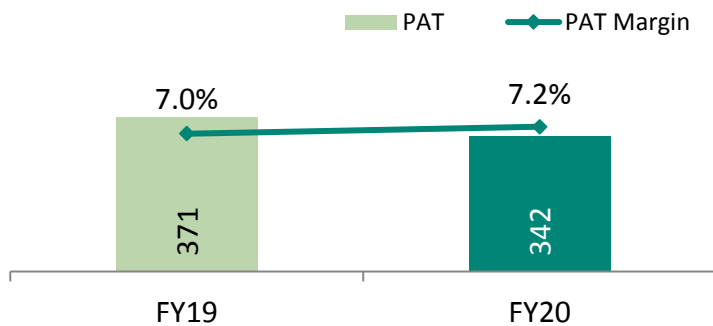
Revenue (INR Cr)



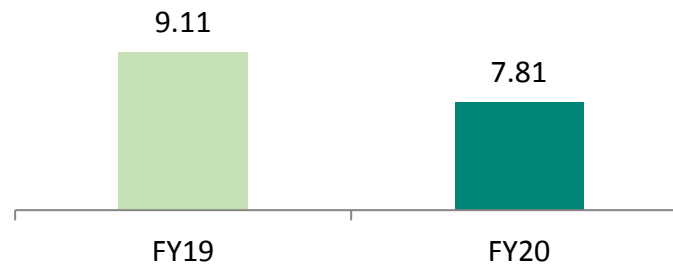
EBIDTA (INR Cr)



PAT (INR Cr)

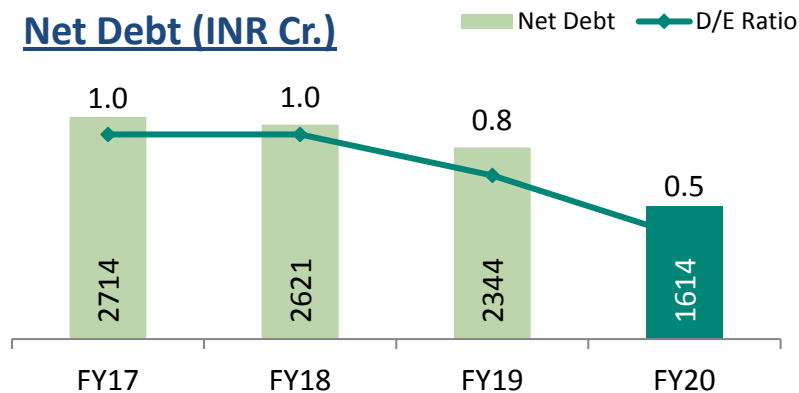


Interest Coverage Ratio

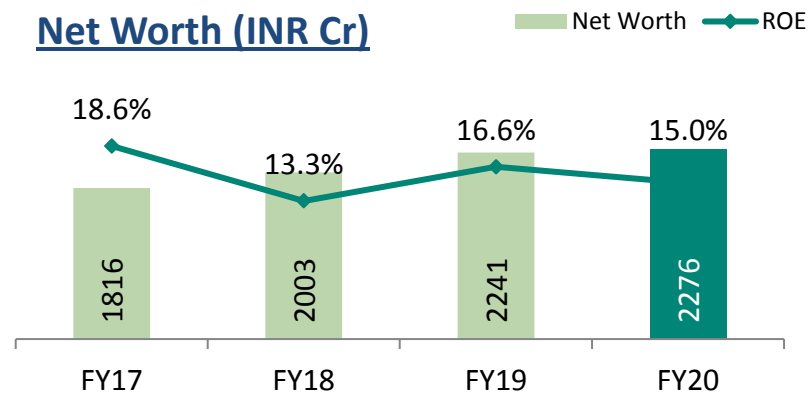


Financial Performance

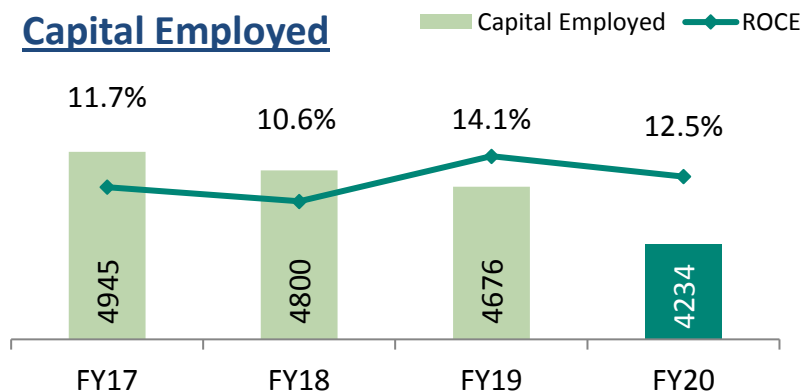
Net Debt (INR Cr.)



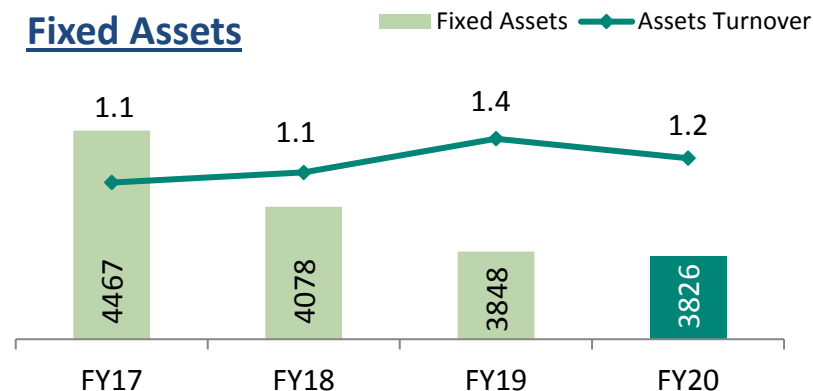
Net Worth (INR Cr.)



Capital Employed



Fixed Assets



*Excludes fair valuation of land as per IND – AS and exceptional items

Key Ratios

Particulars (INR crore)	FY20	FY19	FY18
Return on Capital Employed*	12.5%	14.1%	10.6%
Return on Equity*	15.0%	16.6%	13.3%
Interest Coverage	7.8	9.1	7.7
Net Debt to Equity	0.5	0.8	1.0
Net Debt / EBITDA	1.9	2.3	2.9

**Excludes fair valuation of land as per IND – AS and exceptional items*

Credit
Rating:

- CRISIL AA-/ CARE AA- (LT Bank Facilities)
- CRISIL A1+/ CARE A1+ (ST Bank Facilities)

CP Rating:

- CRISIL A1+/
IND A1+

Balance Sheet (S)

Particulars (INR crore)	As on Mar 31, 2020	As on Mar 31, 2019	Particulars (INR crore)	As on Mar 31, 2020	As on Mar 31, 2019
Source of Funds			Application of Funds		
<u>Equity</u>	<u>2966.9</u>	<u>2931.3</u>	<u>Non Current Assets</u>	<u>3975.0</u>	<u>4080.0</u>
Equity Share Capital	509.6	509.6	Property, Plant & Equipment	3573.4	3672.5
Other Equity	2457.3	2421.7	Capital Work-in-Progress	140.8	131.8
<u>Non-Current Liabilities</u>	<u>1058.2</u>	<u>1361.9</u>	Intangible Assets	42.5	43.5
Borrowings	689.1	953.6	Right of Use Assets	69.3	
Deferred Tax Liabilities	336.7	408.3	Financial Assets	124.4	133.2
Other Non Current Liabilities	32.4	--	Other Non Current Assets	24.5	99.0
<u>Current Liabilities</u>	<u>1693.3</u>	<u>1810.1</u>	<u>Current Assets</u>	<u>1743.4</u>	<u>2023.2</u>
Financial Liabilities	1626.9	1755.3	Inventories	912.0	1000.9
Provisions	21.3	19.2	Financial Assets		
Other Current Liabilities	45.0	35.5	- Investments	-	66.9
			- Trade Receivables	278.5	662.0
			- Cash & Cash Equivalents	318.3	9.5
			- Other Bank Balances	19.0	15.6
			- Other Financial Assets	107.0	158.1
			Other Current Assets	108.5	110.1
TOTAL	5718.4	6103.2	TOTAL	5718.4	6103.2

Combating Covid-19

Manufacturing Operations

- ✓ Manufacturing operations were kept on hold since last week of March 2020 and were restarted only after due approval from statutory authorities in phased manner from 3rd week of April 2020
- ✓ All round maintenance was carried out for the plants during the period of shutdown
- ✓ Currently all the plants are operational
- ✓ Limited impact on availability of workforce as both the manufacturing locations have residential complexes within premises
- ✓ Company maintained regular touch with its vendors & customers during lockdown with assistance in shape of extended credit period, order deferment, logistics support etc.
- ✓ Anti-Covid product launches and upgradation of existing product portfolio
- ✓ Gradual ramp up of capacity utilization in month of April & May 2020

Segment	UoM	Production	
		Apr 20	May 20
Bath Linen	MT	731	2125
Bed Linen	Mn. Mtrs	0.42	1.51
Yarn	MT	1115	4386
Paper	MT	2645	9851

Employee Related Initiatives

Physically Apart, Digitally Closer

PHYSICALLY APART, DIGITALLY CLOSER
Technologically advanced Trident, working together, prospering together



Industry 4.0 #Collaborations

- SAP enabled systems for smooth functioning of WFH
- Management of financials, logistics, human resources and other business areas through SAP

TRIDENTGROUP™ Being different is normal + SAP

- **SAP enabled systems for smooth functioning of WFH**
- **Management of financials, logistics, human resources and other business areas through SAP**

PHYSICALLY APART, DIGITALLY CLOSER
Technologically advanced Trident, working together, prospering together




Industry 4.0 #Collaborations

- Secure email access through browser
- Secure VPN access to 600+ users

TRIDENTGROUP™ Being different is normal + Office 365

- **Microsoft Office 365**
- **Secure email access through browser**
- **Secure VPN access to 600+ users**

PHYSICALLY APART, DIGITALLY CLOSER
Technologically advanced Trident, working together, prospering together



Industry 4.0 #Collaborations

- Launched Cisco Webex for 2000+ employees
- More than 20,000 man-hours of virtual meetings conducted
- Launched Cisco Event center for Town hall meetings across the company

TRIDENTGROUP™ Being different is normal + CISCO

- **Launched Cisco Webex for 2000+ employees**
- **More than 20,000 man-hours of virtual meetings conducted**

Innovation- Bath Accessories

Bathing Kit



TRIDENT
HAPPINESS IS HYGIENIC & HEALTHY BATH

- ANTI MICROBIAL
- EASY CARE
- FEEL FRESH

TRI-giene Your Trusted Hygiene Companion

Bathrobe



TRIDENT
jivani™
microbe resist with IntalFresh

- 100% Cotton
- Prevents Accumulation of unwanted bacteria
- Promotes healthy and relaxed skin

ODOR RESISTANT
LOW LINT
ANTI BACTERIAL

Bath Towel

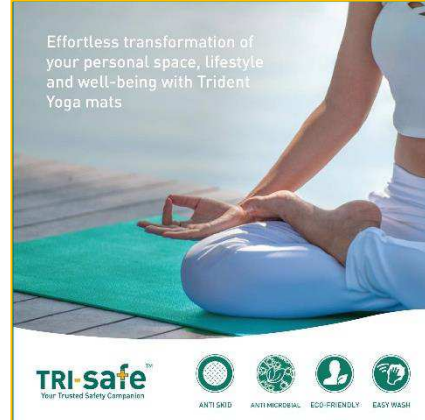


TRIDENT
BE SAFE STAY SAFE
TOWELS FOR HYGIENIC & HEALTHY BATH EXPERIENCE.

- ANTI MICROBIAL
- SUSTAINABLE
- EASY CARE
- FEEL FRESH

TRI-safe Your Trusted Safety Companion

Terry Yoga Mat



Effortless transformation of your personal space, lifestyle and well-being with Trident Yoga mats

TRI-safe
Your Trusted Safety Companion

ANTI SMELL
ANTI MICROBIAL
ECO-FRIENDLY
EASY WASH

Standardized Anti-Microbial Treatment

Innovation- Medicare Accessories

Body Suit



Cotton Rolls

TRIDENT
HEALTH | FITNESS | SAFETY

ANTIMICROBIAL SURGICAL COTTON ROLLS

- ANTIMICROBIAL
- 100% COTTON
- SUPER SOFT
- ABSORBENT
- GENTLE ON SKIN

TRI safe Your Trusted Safety Companion

Mattress Protector

TRIDENT
HEALTH | FITNESS | SAFETY

MATTRESS PROTECTOR

- Hypoallergenic
- Water Repellent
- Breathability
- Fits 18" deep
- Light Weight

TRI-giene Your Trusted Hygiene Companion

Mask



Patient Wear

TRIDENT
HEALTH | FITNESS | SAFETY

PATIENT WEAR

UNISEX ADULT MEDICAL GOWNS

- WATER RESISTANT
- ANTIMICROBIAL
- STAIN RESISTANT
- SOFT TOUCH
- HYPOALLERGENIC
- REINFORCED
- WASHABLE
- NON-TOXIC
- NON-IRRITATING

TRI-care Your Trusted Medicare Companion

Hospital Curtains

TRIDENT
HEALTH | FITNESS | SAFETY

ANTIMICROBIAL & STAIN REPELLENT HOSPITAL CURTAINS

TRI-care Your Trusted Medicare Companion

Innovation-Trident Paper

Carry Paper

TRI-giene
Your Trusted Hygiene Companion
CARRY PAPER

Our new carry paper range offers the perfect health and hygiene solution to you!

- Antimicrobial Properties
- Biodegradable
- High Burst Strength
- 4 Colour Printing
- ISO 15185

Stationary Paper

TRI-giene
Your Trusted Hygiene Companion
STATIONERY BASE PAPER

Our new **anti-microbial** stationery base paper range offers the perfect solution to maintain hygiene across schools, homes and office environments!

- ANTI-MICROBIAL PROPERTIES
- HIGH BULK AND SMOOTHNESS
- CRISP WRITING IMPRESSIONS
- MULTI-PURPOSE USAGE
- ISO 15185

Stiffener Paper

TRI-giene
Your Trusted Hygiene Companion
STIFFENER PAPER

Our new **anti-microbial** stiffener paper range offers the perfect health and hygiene solution to you!

- ANTI-MICROBIAL PROPERTIES
- ANSI SPECIFICATION APPROVED
- PROFILE CONSISTENCY
- HIGH-SPEED RUNNABILITY
- ISO 15185

Antimicrobial Copier Paper

TRI-giene
Your Trusted Hygiene Companion
COPIER PAPER

Less carbon emissions, a trusted superbrand and now anti-microbial!

- ANTI-MICROBIAL PROPERTIES
- SMART EMOX SAVED
- ISO FSC
- HIGH SPEED COLOUR PRINTING
- MULTI-PURPOSE USAGE

Way Forward

- Life under Covid-19 is very different with social distancing and work from home becoming the norm
- Gradual opening up of economies around the world has created pent-up demand. Company is looking at capturing the same through innovative offerings and increased customer interactions
- Home furnishing demand under wellness category is getting enhanced customer focus. *Introduction of Anti-microbial treatment as standard across Bath Linen category has received very good response from export customers*
- Company has already started working on Unified Supply Chain concept to streamline the sourcing to sales strategy
- Creation of E-commerce sales as separate vertical to cater the increased demand of products through online mode



Thank You

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

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