



Being different is normal

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TRIDENT/CS/2024

July 26, 2024

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
Scrip Code: TRIDENT

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001
Scrip Code: 521064

Sub: Earnings' Presentation

Dear Sir/ Madam,

In compliance of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith copy of Earnings' Presentation with respect to the performance of the Company for the Quarter ended June 30, 2024.

The same is also available on the website of the Company i.e. www.tridentindia.com

Thanking you

Yours faithfully
For Trident Limited

[Matta Aravind Kumar]
Company Secretary

Encl: As above

Disclaimer :- The details of the authorised signatories are uploaded on the official website of the Company. You may authenticate the authority of the signatory before relying upon the contents of this communication by visiting <https://www.tridentindia.com/authority-matrix/> or may write to us on corp@tridentindia.com.

26/07/2024

TL/2024/050364



Trident Limited

Yarn | Bath & Bed Linen | Paper

EARNINGS PRESENTATION

Q1 | FY25

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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

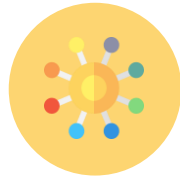


25+
E-com Website
Presence



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



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

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

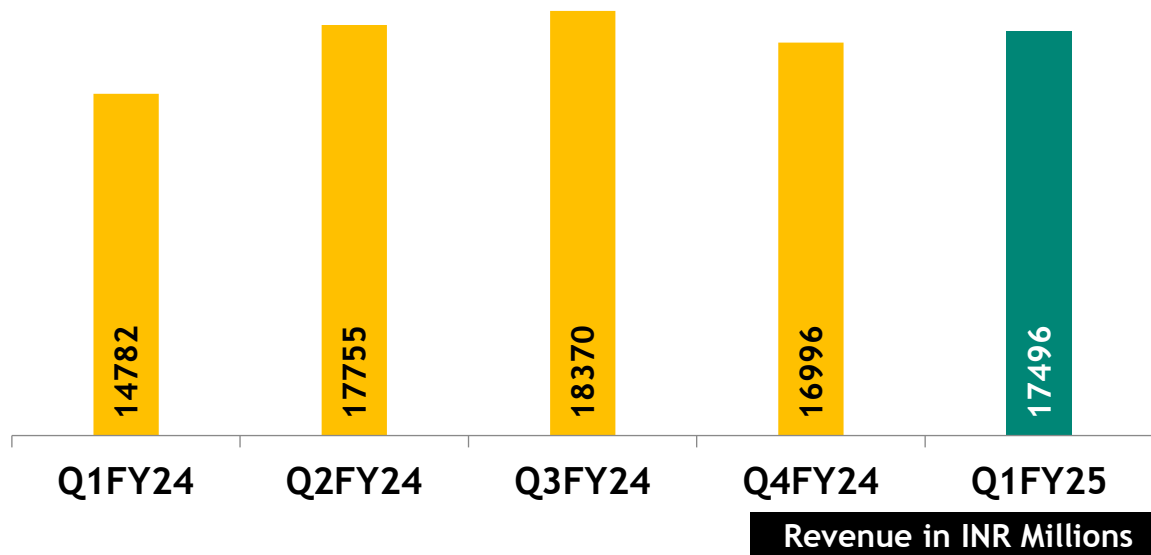
PROSPERING GLOBALLY WITH OUR CLIENTELE

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.

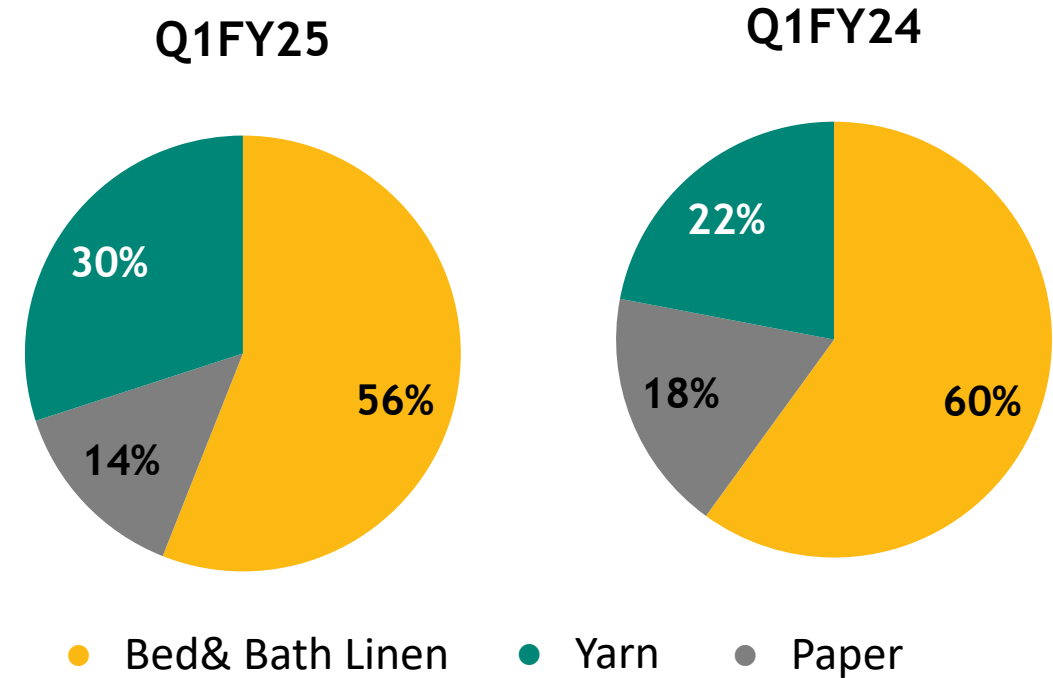


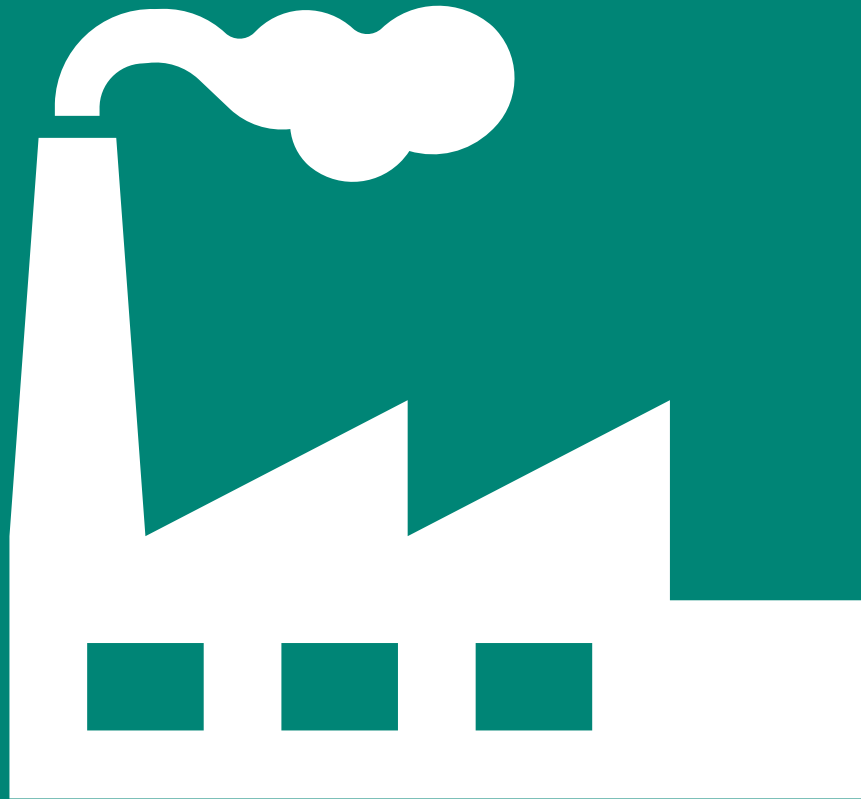
<p>Total Income INR 17,496 Mn</p>	<p>EBITDA Margin 13.63%</p>	<p>PBT Margin 5.80 %</p>	<p>Cash Profit INR 1,642 Mn</p>
			

Revenue



Revenue Segment

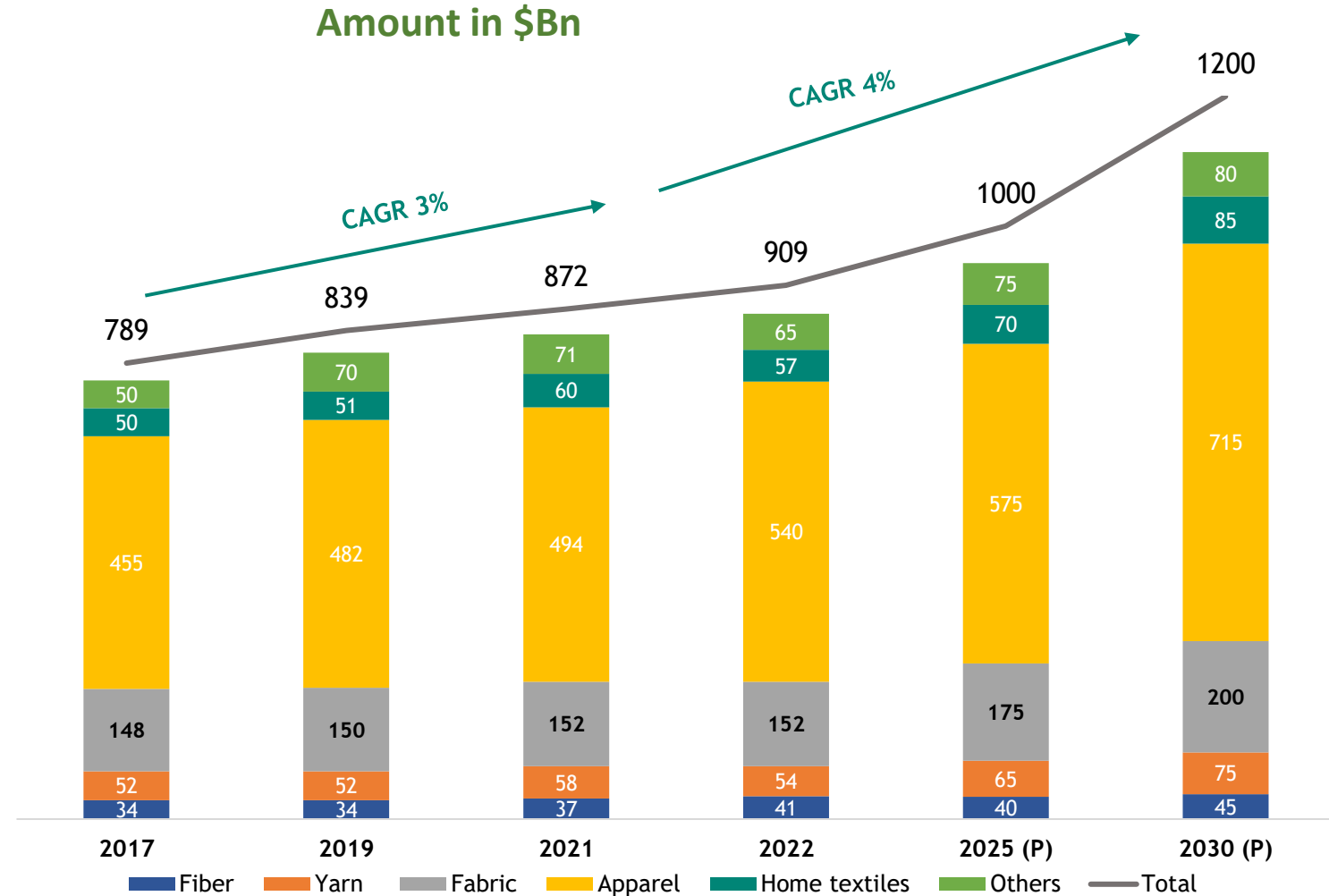




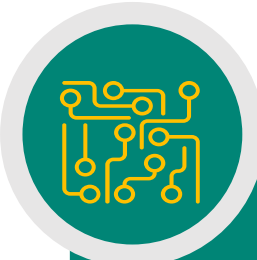
INDUSTRY OVERVIEW

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%.

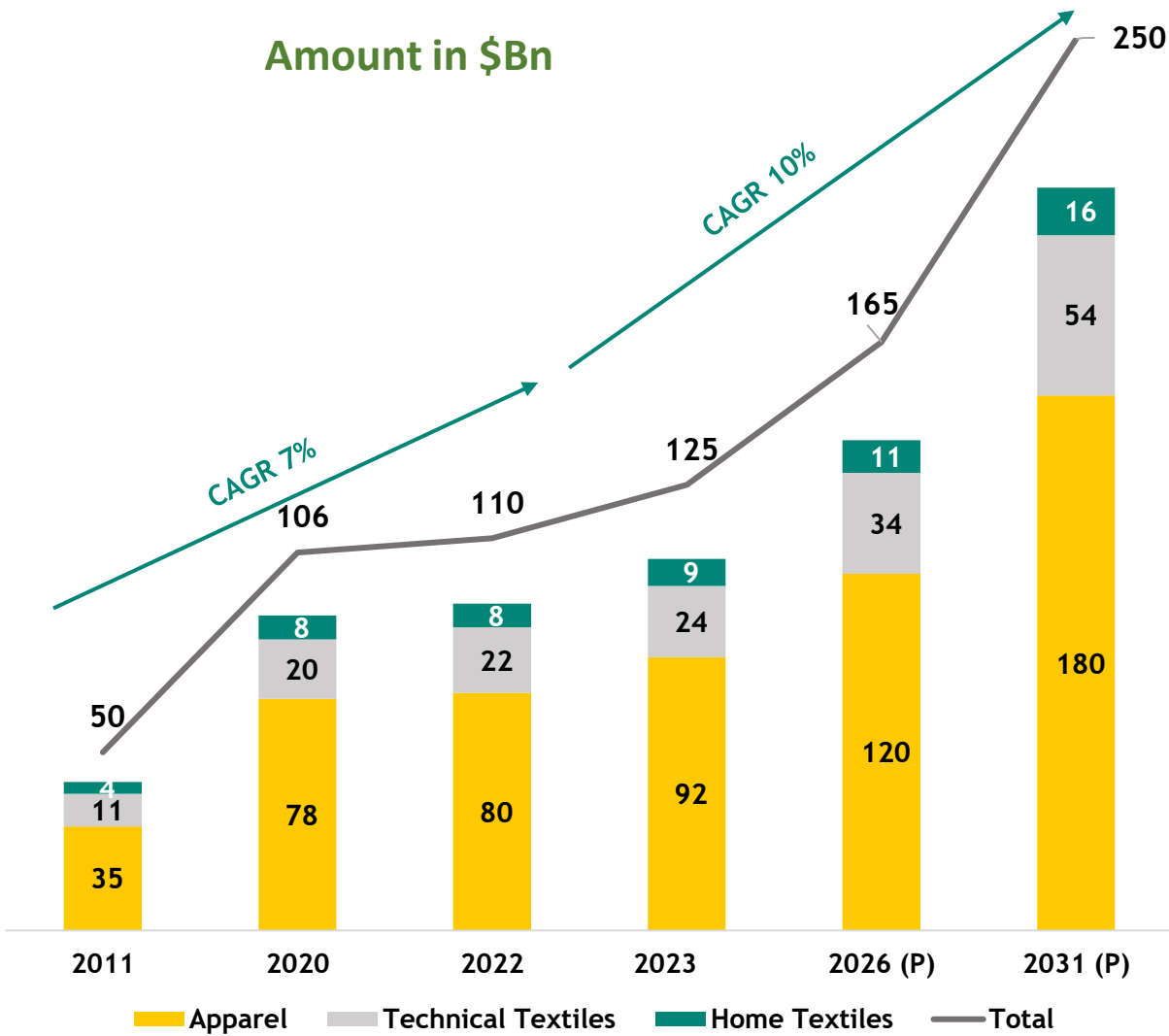


Data Source: UN Comtrade and Wazir Analysis



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.



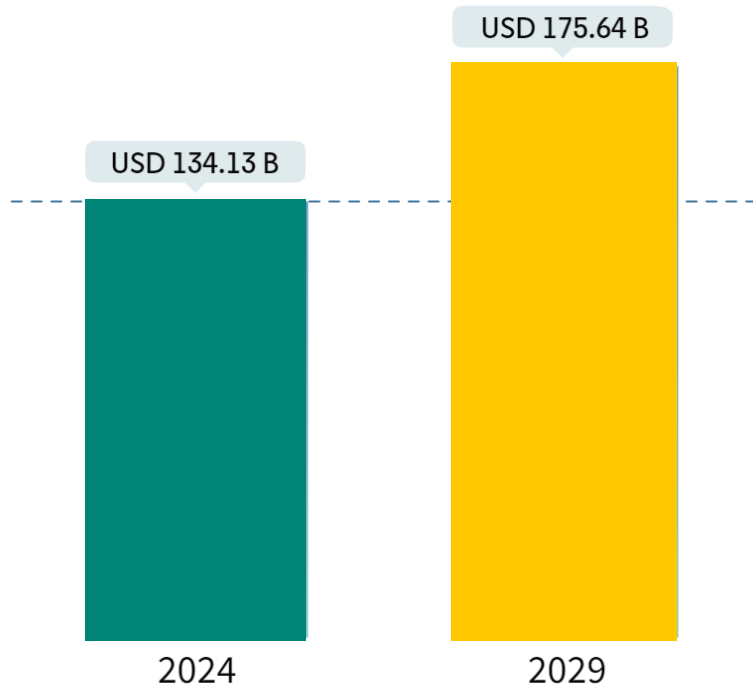
Data Source: Wazir Analysis

Home Textile Market

Market Size in USD Billion

CAGR 5.54%

The Home Textile Market size is estimated at USD 134.13 billion in 2024, and is expected to reach USD 175.64 billion by 2029, growing at a CAGR of 5.54% during the forecast period (2024-2029).



Source : Mordor Intelligence

Indian Home Textile Market

Market Size in USD Billion

CAGR 9.84%

The India Home Textile Market size is estimated at USD 9.60 billion in 2024, and is expected to reach USD 15.36 billion by 2029, growing at a CAGR of 9.84% during the forecast period (2024-2029).



Source : Mordor Intelligence

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





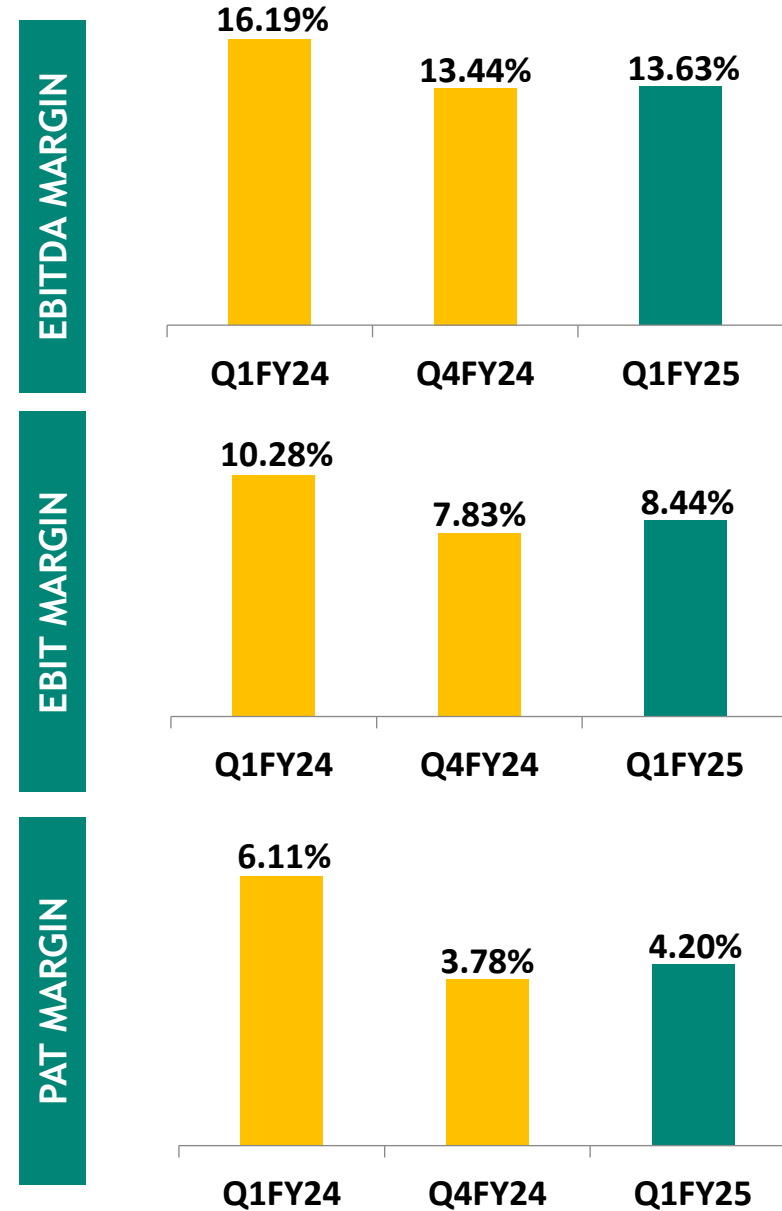
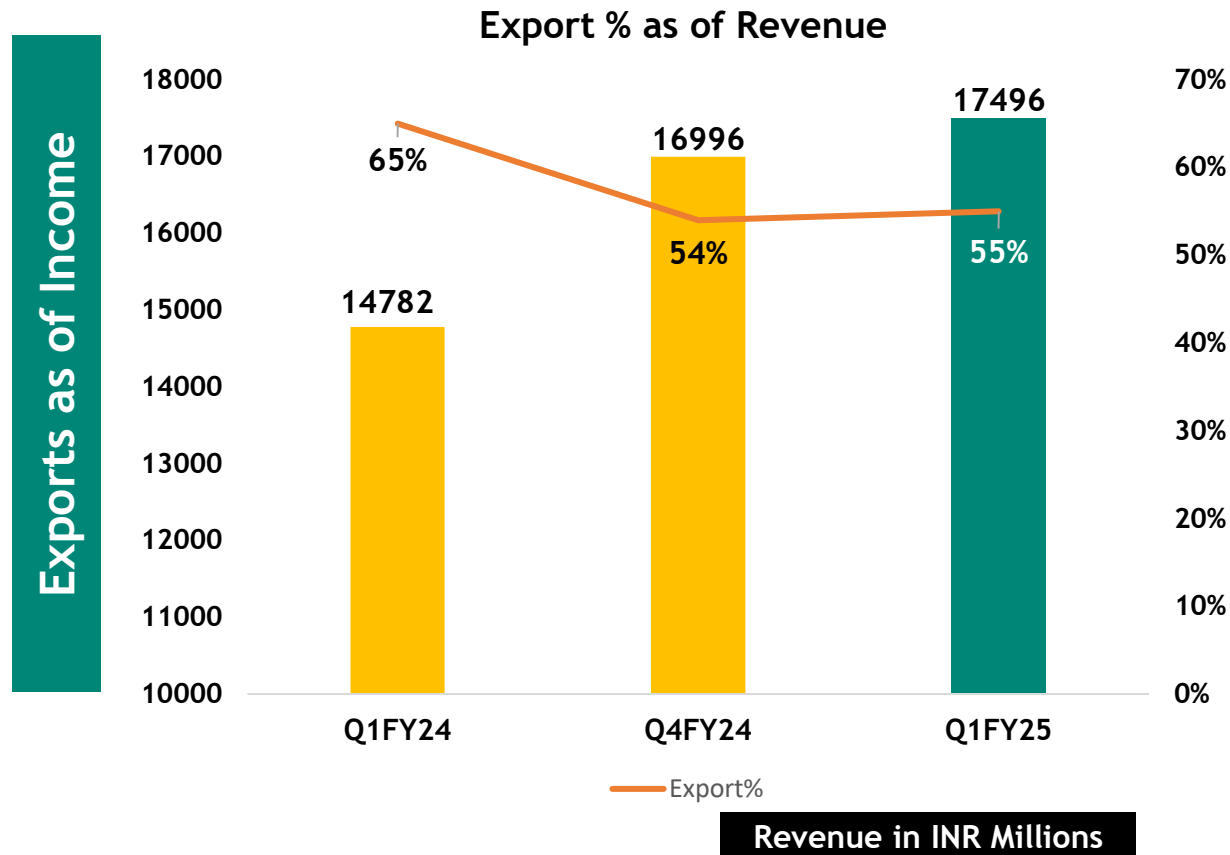
QUARTERLY & OPERATIONAL HIGHLIGHTS

QUARTERLY STANDALONE HIGHLIGHTS (P&L)

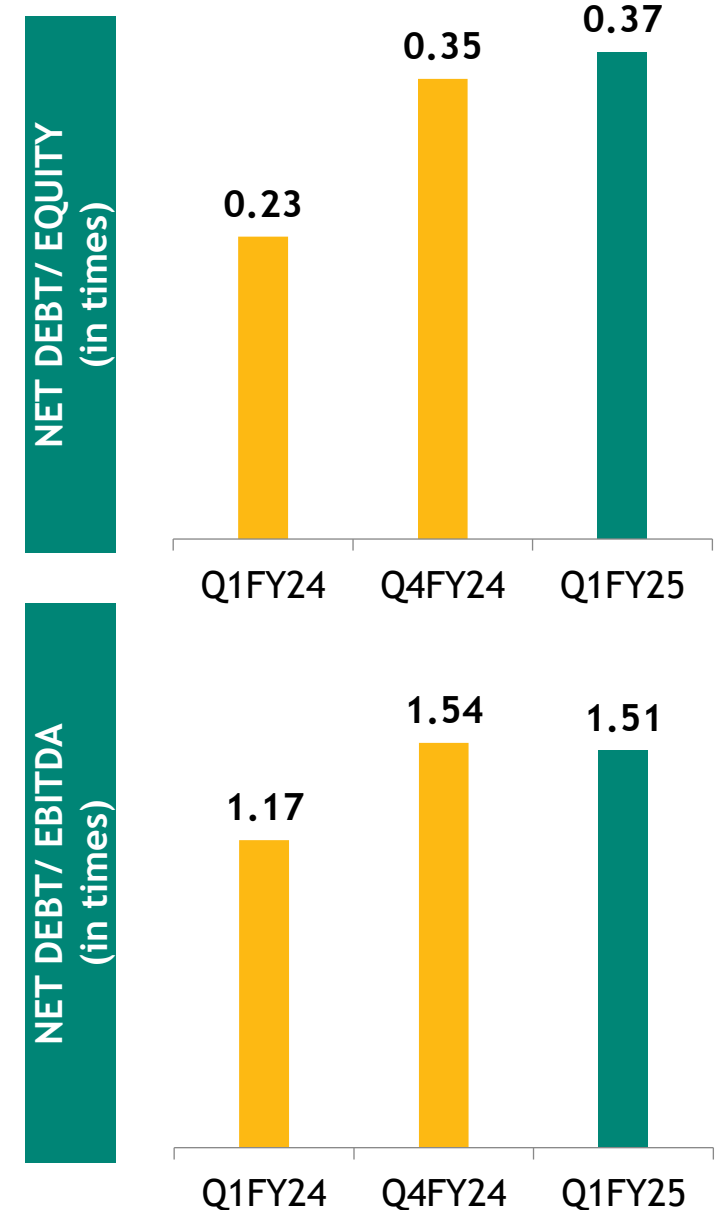
Figures in INR Million

Particulars	Q1FY25	Q1FY24	Y-o-Y Change	Q4FY24	Q-o-Q Change
Total Income	17,496	14,782	18.36%	16,996	2.94%
EBITDA	2,385	2,393	(0%)	2,284	4.41%
Depreciation	906	874	3.65%	954	(5.04%)
Finance Cost	463	314	47.45%	489	(5.28%)
Profit Before Tax	1015	1,205	(15.78%)	841	20.65%
Net Profit	736	903	(18.51%)	642	14.64%
Cash Profit	1,642	1,777	(7.6%)	1,596	2.88%
EPS	0.15	0.18	(16.67%)	0.13	15.38%

QUARTERLY STANDALONE MARGINS (P&L)



Particulars	As on Jun-23	As on Mar-24	As on Jun-24
Net Worth	40,393	43,091	42,047
Short Term Loans	5,029	7,800	8,229
Long Term Loans	9,842	12,590	12,613
Gross Debt	14,871	20,390	20,842
Cash & Cash Equivalents	5,550	5,270	5,325
Net Debt	9,321	15,120	15,517
Total Assets	67,526	75,223	73,117

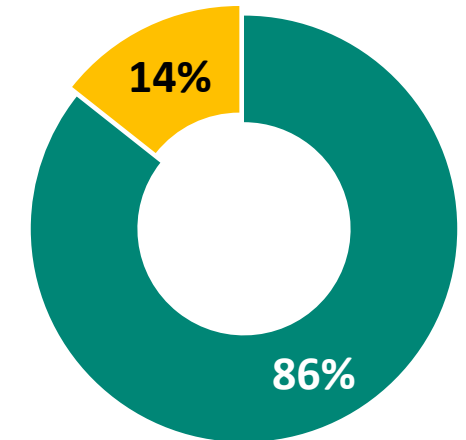


SEGMENT HIGHLIGHTS (P&L)

Particulars	Q1 FY25	Q1 FY24	Y-o-Y Change	Q4FY24	Q-o-Q Change
Textile					
Revenue	14,863	12,063	23.21%	13,985	6.28%
EBIT	1,433	1,000	43.30%	968	48.03%
EBIT Margin	9.65%	8.29%	136bps	6.92%	273bps
Paper & Chemical					
Revenue	2,484	2,607	(4.72%)	2,806	(11.48%)
EBIT	805	745	8.05%	644	25.0%
EBIT Margin	32.41%	28.58%	383bps	22.95%	946bps

Figures in INR Million

Revenue Percentage
Q1FY25



TEXTILE

PAPER & CHEMICALS

Shareholding pattern & Stock Price Movement

Category of shareholder	No. of shareholders	No. of fully paid up equity shares held	Total no. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	No. of Voting Rights	Total as a % of Total Voting right	No. of equity shares held in dematerialized form
(A) Promoter & Promoter Group	3	3,72,95,13,805	3,72,95,13,805	73.19	3,72,95,13,805	73.19	3,72,95,13,805
(B) Public	21,14,614	1,30,26,55,025	1,30,26,55,025	25.56	1,30,26,55,025	25.56	1,28,40,00,535
(C1) Shares underlying DRs				0.00		0.00	
(C2) Shares held by Employee Trust	1	6,37,86,840	6,37,86,840	1.25	6,37,86,840	1.25	6,37,86,840
(C) Non Promoter-Non Public	1	6,37,86,840	6,37,86,840	0.00	6,37,86,840	1.25	6,37,86,840
Grand Total	21,14,618	5,09,59,55,670	5,09,59,55,670	100.00	5,09,59,55,670	100.00	5,07,73,01,180





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 Q1FY25 stood at INR 17,496 Mn with sales growth of 18.4 % and 2.94% on YoY and QoQ basis respectively owing to primarily the increase in demand.
- ✓ PBT has increased by 20.8 % Q-o-Q in Q1FY25 due to increase in NSR & demand scenario.
- ✓ EBITDA Margin stood at 13.6 % in Q1FY25.
- ✓ EPS stood at 0.15 in Q1FY25, showing 15.38% rise on QoQ.

Margin improvement initiatives

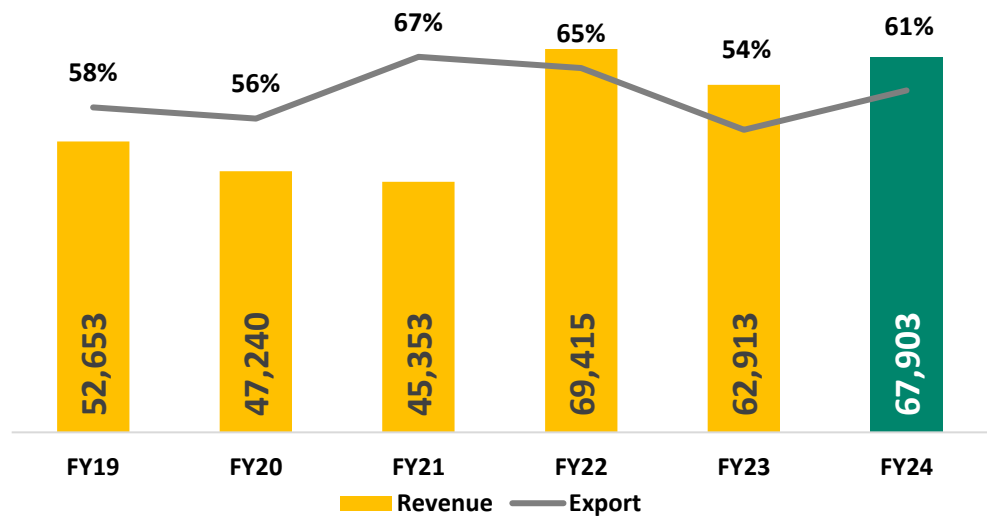
- ✓ Developing new differentiated and innovative products leveraging consumer sentiments and behavior to earn premium.
- ✓ Catering to luxury, fashion accents, & sports segments.
- ✓ Increasing capacity utilization of plants through digitization of processes and adopting lean practices.

HISTORICAL BALANCE SHEET

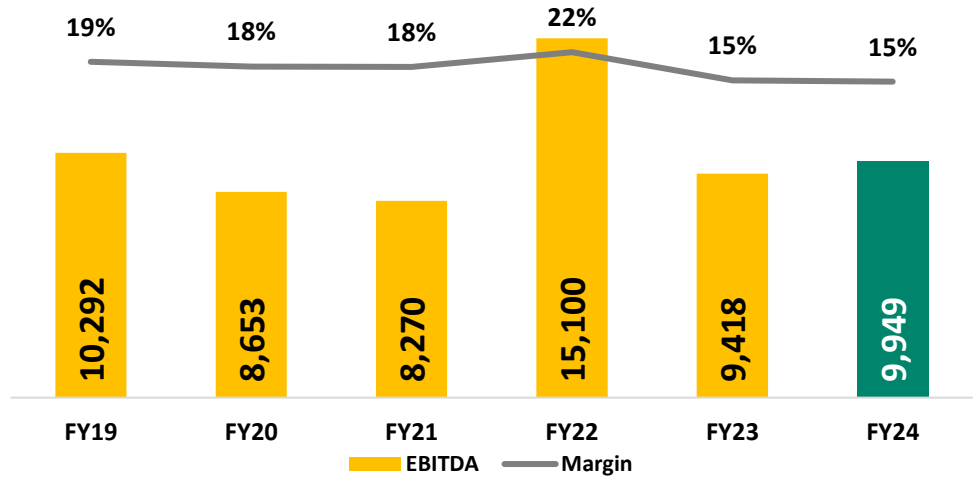
Particulars	As on March 31, 2020	As on March 31, 2021	As on March 31, 2022	As on March 31, 2023	As on March 31, 2024
CAPITAL AND LIABILITIES					
Capital	5,096	5,096	5,096	5,096	5,096
Reserves and surplus	24,573	28,070	32,876	36,162	37,995
Borrowings	19,518	15,355	15,706	13,741	20,608
Deferred tax liabilities	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

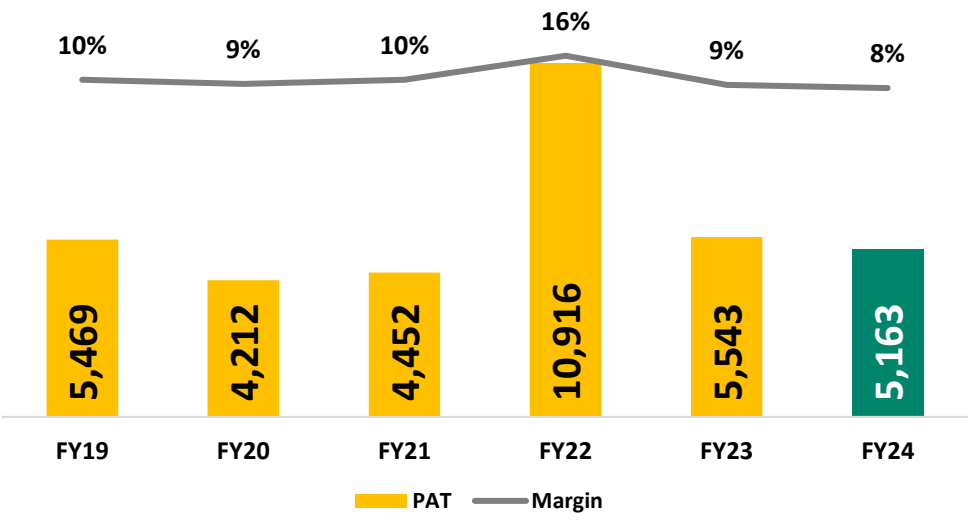
REVENUE



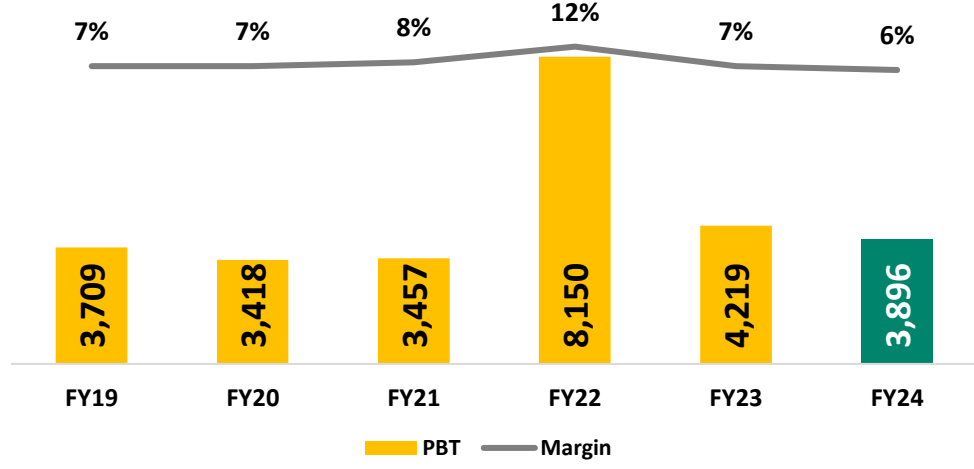
EBITDA



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

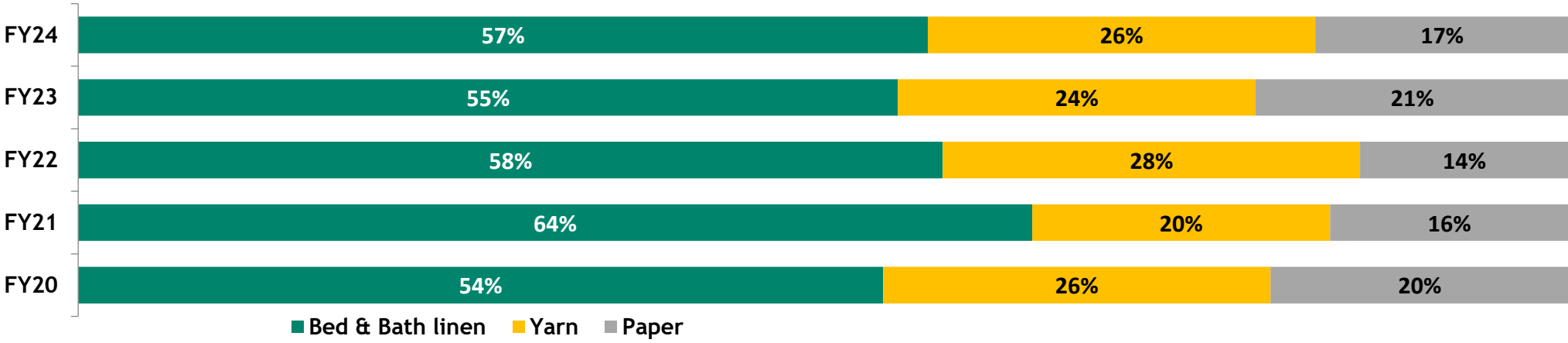


PAPER

Highest Operating Margin among Key Listed Players in India

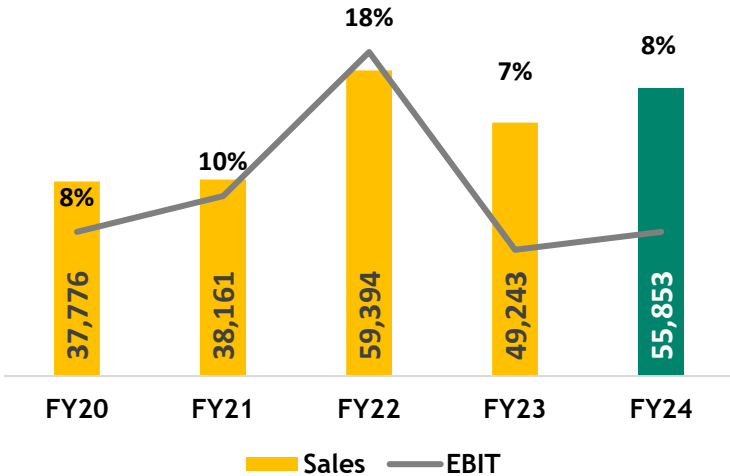


REVENUE SPLIT BETWEEN SEGMENTS

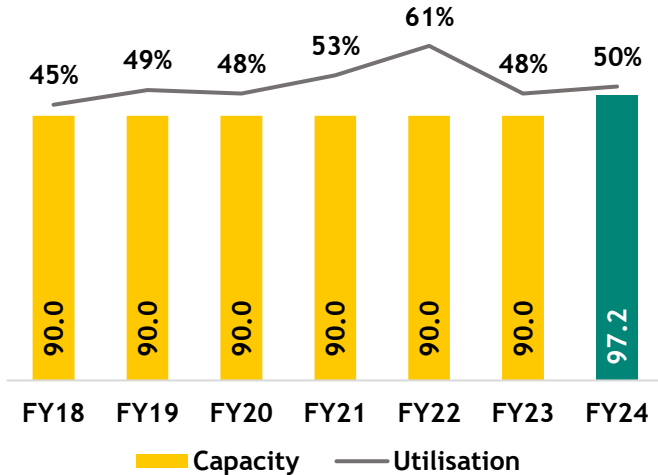


TEXTILES

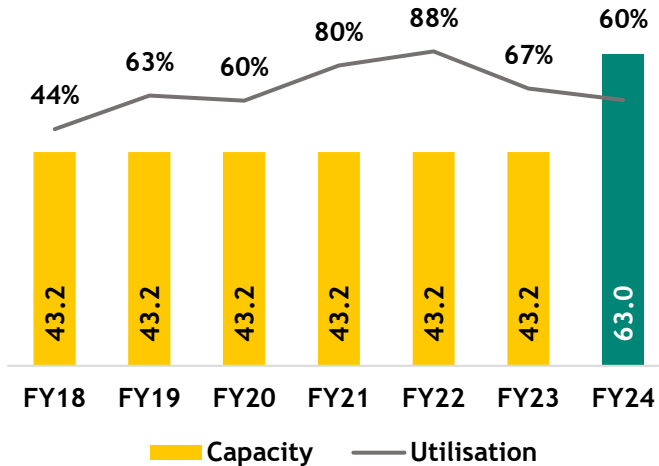
REVENUE MIX



CAPACITY -TOWELS (IN 000'TONS)

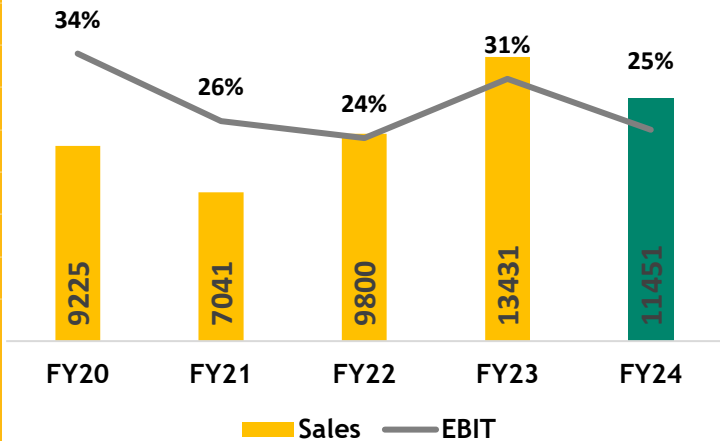


CAPACITY-BED LINEN (IN MN METERS)

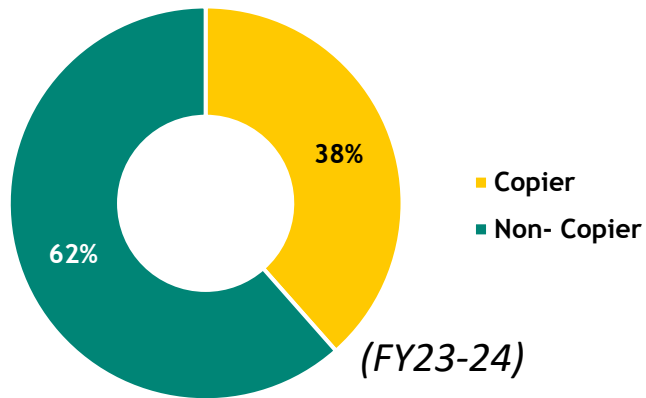


PAPER

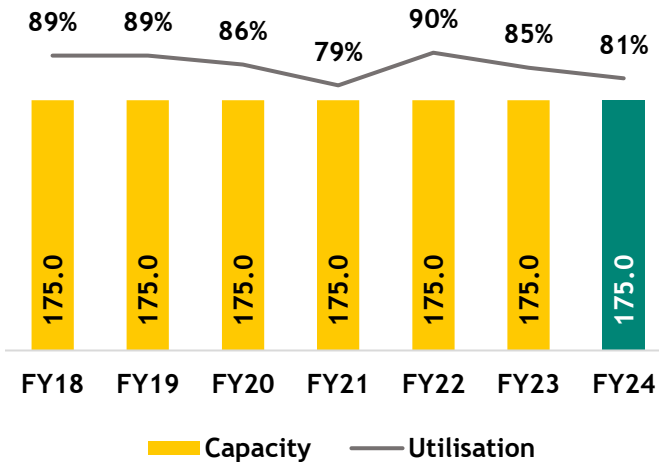
REVENUE MIX



COPIER VS NON-COPIER REVENUE MIX



CAPACITY UTILIZATION (TONNAGE BASIS)

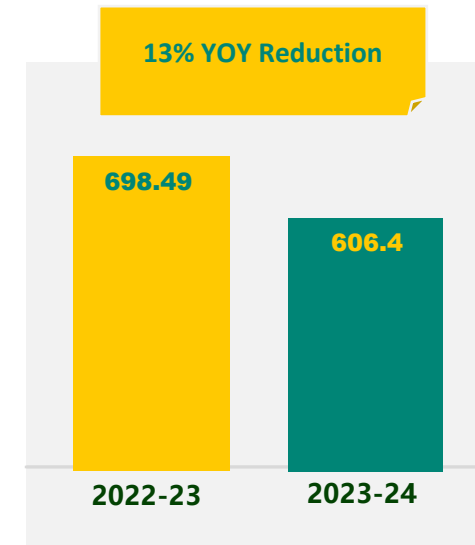
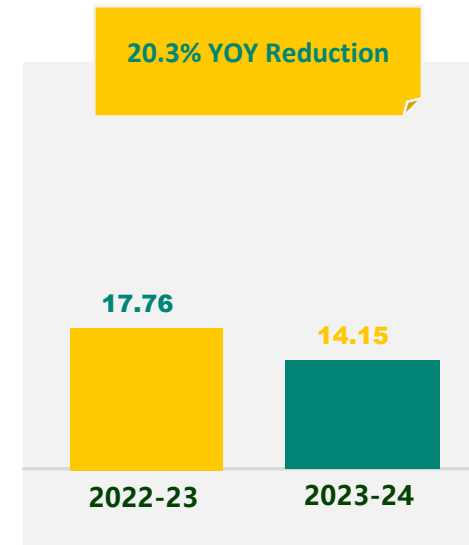
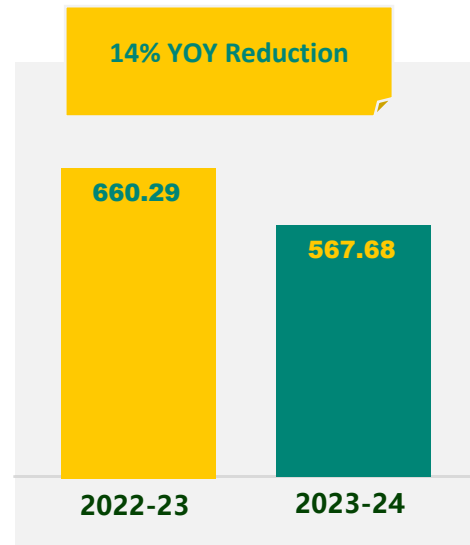
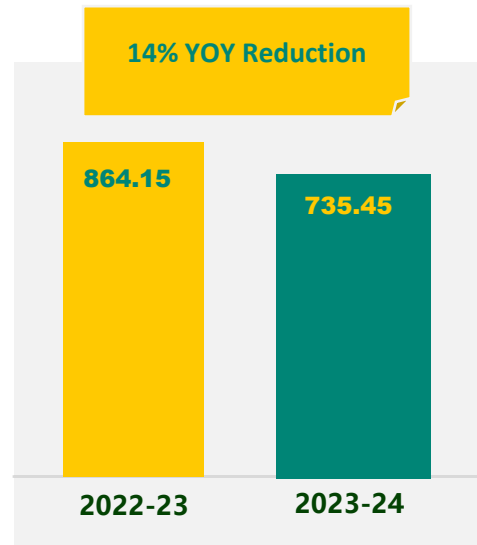
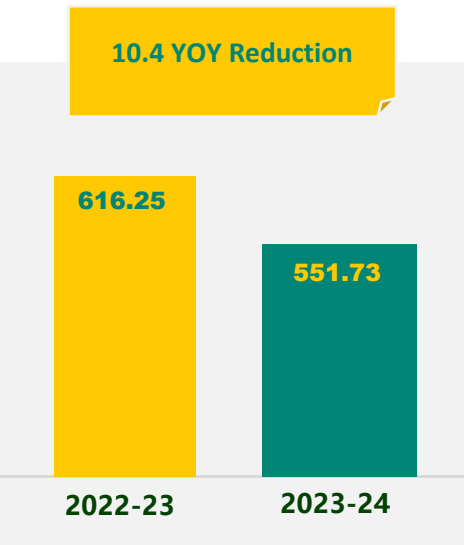




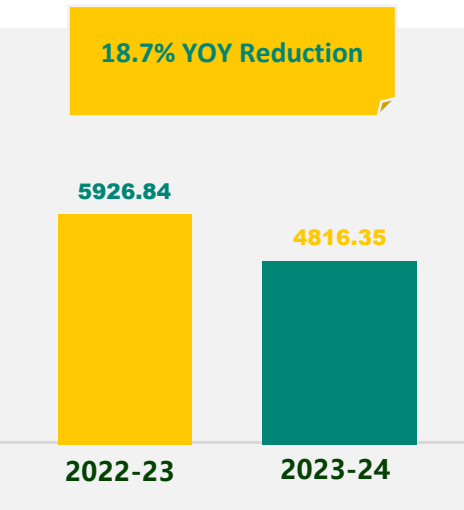
COMMITTED TO ESG & WOMEN EMPOWERMENT

OUR ESG PERFORMANCE

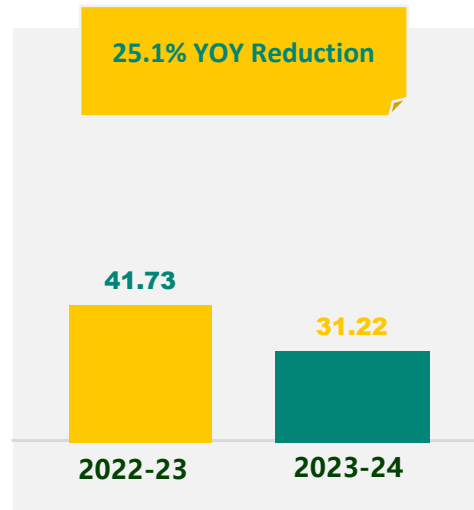
	<h2>CLIMATE CHANGE</h2>	<ul style="list-style-type: none"> ▪ COMMITTED SCIENCE-BASED TARGET INITIATIVES (SBTI). ▪ OUR RENEWABLE ENERGY SHARE IN TOTAL ENERGY MIX IS 42%.
<ul style="list-style-type: none"> ▪ FEMALE EMPLOYEES IN OUR ORGANISATION STANDS AT 17.5 %. ▪ TARGET IS TO HAVE A REPRESENTATION OF 30% BY THE YEAR 2030. 		<h2>DEI</h2>
	<h2>WASTE</h2>	<ul style="list-style-type: none"> ▪ TEXTILE MANUFACTURING WASTE IS ZERO TO LANDFILL ▪ WORKING TOWARDS ENSURING 100% CONFORMANCE TO ZDHC MRSL STANDARDS
<ul style="list-style-type: none"> ▪ BUDHNI SITE IS A ZERO LIQUID DISCHARGE FACILITY ▪ ACHIEVED 73 % OF WATER RECYCLING WITHIN OUR FACILITIES 		<h2>WATER</h2>
	<h2>CIRCULAR ECONOMY</h2>	<ul style="list-style-type: none"> ▪ 6384 TONNES OF PADDY STRAW PREVENTED FROM BURNING ▪ 21965 MT OF PAPER PROCESS WASTE IS RECOVERED AND USED AS FUEL. ▪ 1.9 LKH MT BLACK LIQUOR RECOVERED FROM PAPER MILL TO GENERATE STEAM AND POWER.
<ul style="list-style-type: none"> • STATE OF THE ART HEALTH CARE BENEFITS TO APPROXIMATELY 2 LAKH PEOPLE AT BUDHNI • TRIDENT HASTAKALA- WOMEN EMPOWERMENT PROGRAMME - BUILDING SELF-SUFFICIENCY OF WOMEN BY ADOPTING 5R 		<h2>CSR</h2>
	<h2>GREEN BELT</h2>	<ul style="list-style-type: none"> ▪ SAVING 5K+ TREES EVERYDAY BY USING WHEAT STRAW FOR MANUFACTURING PAPER ▪ 1MN TREES PLANTED AND NURTURED ▪ 50+ VARIETIES OF ORGANIC SPECIES PLANTED AS MINI FOREST IN PUNJAB
<ul style="list-style-type: none"> ▪ DEVELOPMENT OF SUPPLIER SUSTAINABILITY FRAMEWORK & POLICIES ▪ ASSESSMENT OF 38 CRITICAL SUPPLIERS ON ESG 		<h2>SUPPLIER SUSTAINABILITY</h2>
	<h2>LCA</h2>	<ul style="list-style-type: none"> ▪ LIFE CYCLE ASSESSMENT OF THREE PRODUCTS FROM BED LINEN & ONE PRODUCT FROM BATH LINEN HAS STARTED WITH THE HELP OF GREEN STORY. LCA IS DONE BASED ON ISO 14040/14044



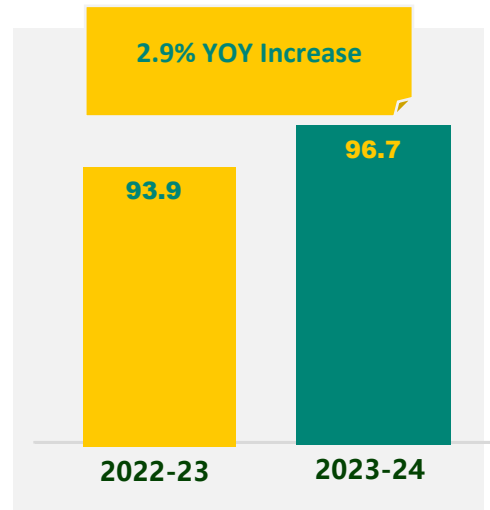
NOx(MT/Annum)



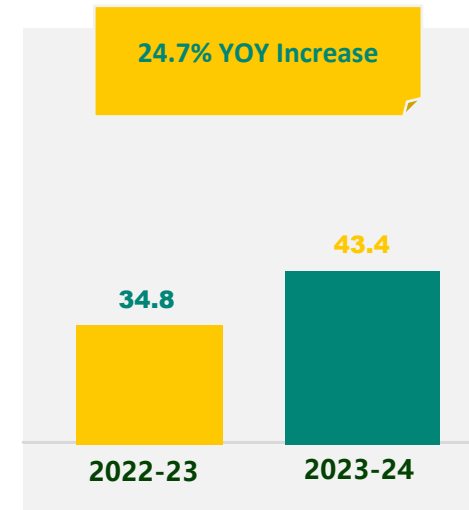
SOx(MT/Annum)



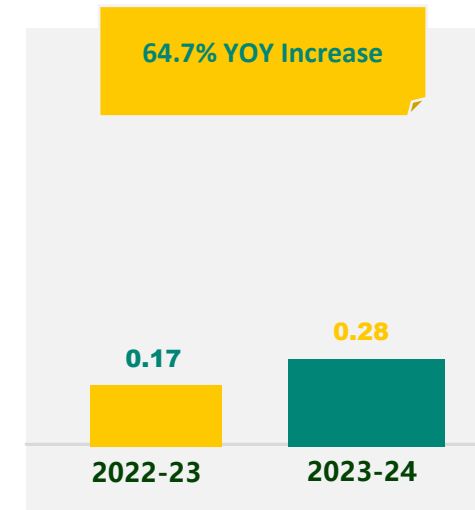
Particulate Matter MT/Annum)



E-Waste(MT/Annum)



Plastic Waste(MT/Annum)



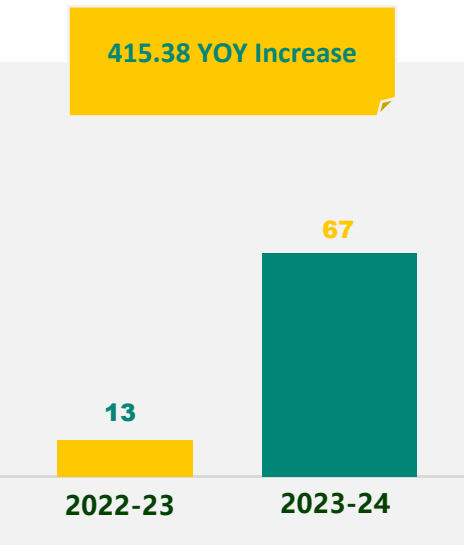
Hazardous Waste (MT/Annum)

Incineration of Hazardous Waste (MT/Annum)

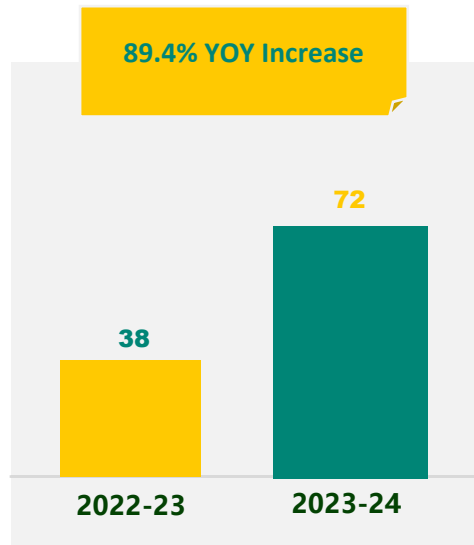
Percentage of Raw Material Directly from within India

Percentage of Raw Material Directly Sourced from MSMEs/small producers

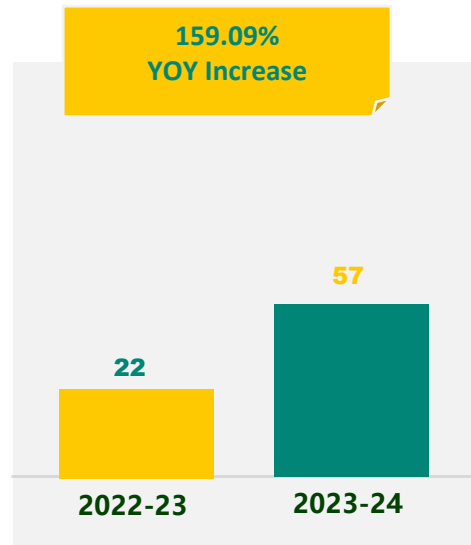
Percentage of total spending towards wellbeing of the employees



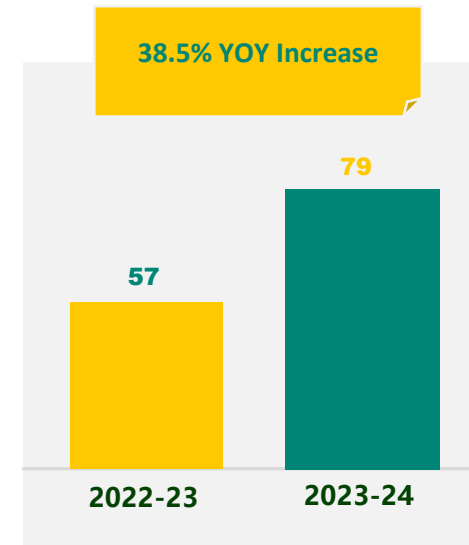
Male Employees - Percentage Of Training on Health and Safety Measures



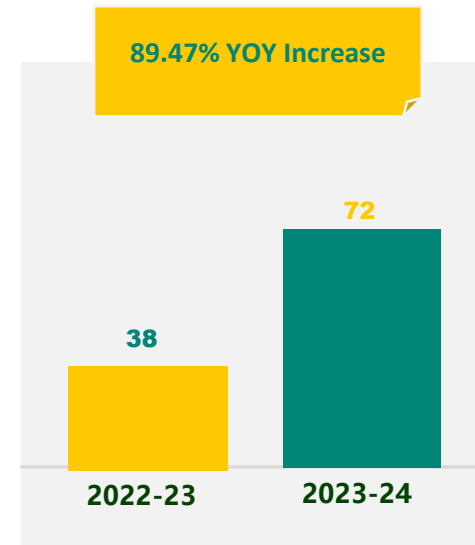
Male Workers - Percentage Of Training on Health and Safety Measures



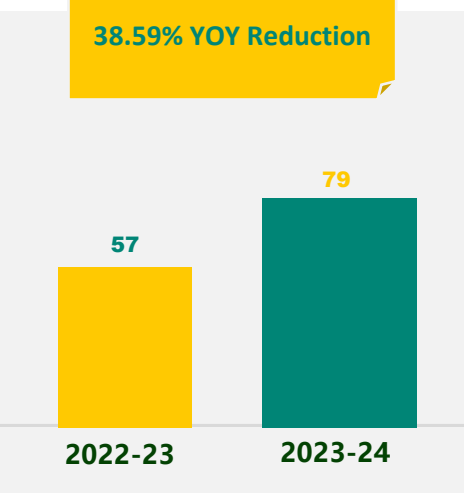
Female Employees - Percentage Of Training on Health and Safety Measures



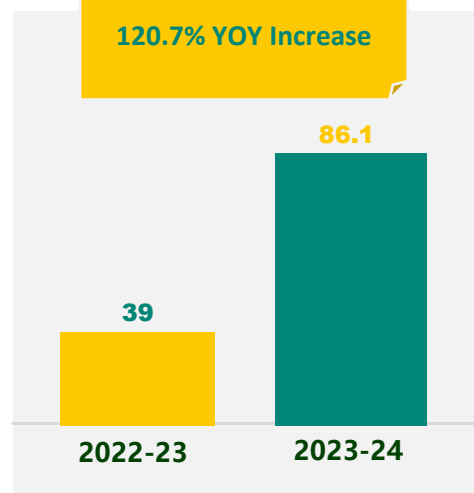
Female Workers - Percentage Of Training on Health and Safety Measures



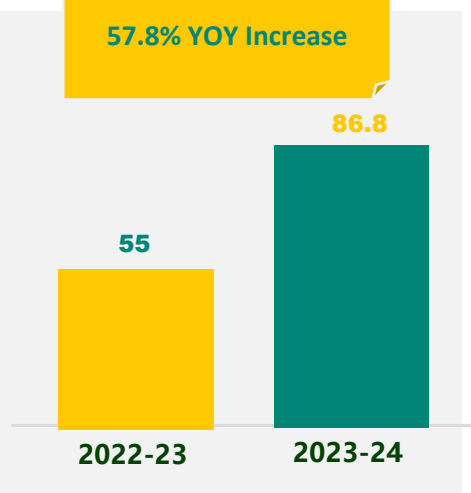
Male Workers - Percentage Of Training on skill upgradation



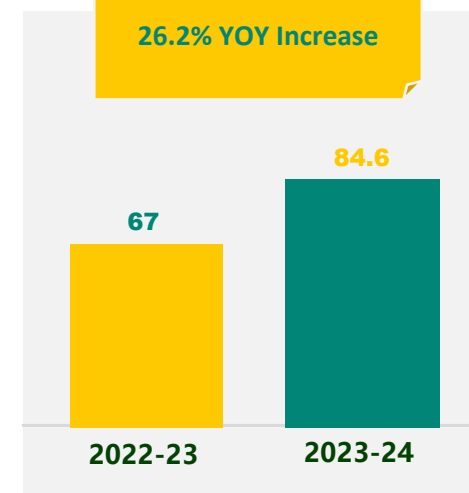
Female Workers - Percentage Of Training on skill upgradation



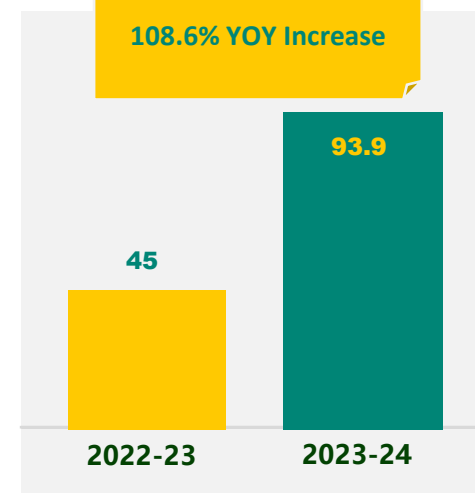
Permanent Employees - Percentage Of Training on Human Rights issues and Policy



Other than Permanent Employees - Percentage Of Training on Human Rights issues and Policy



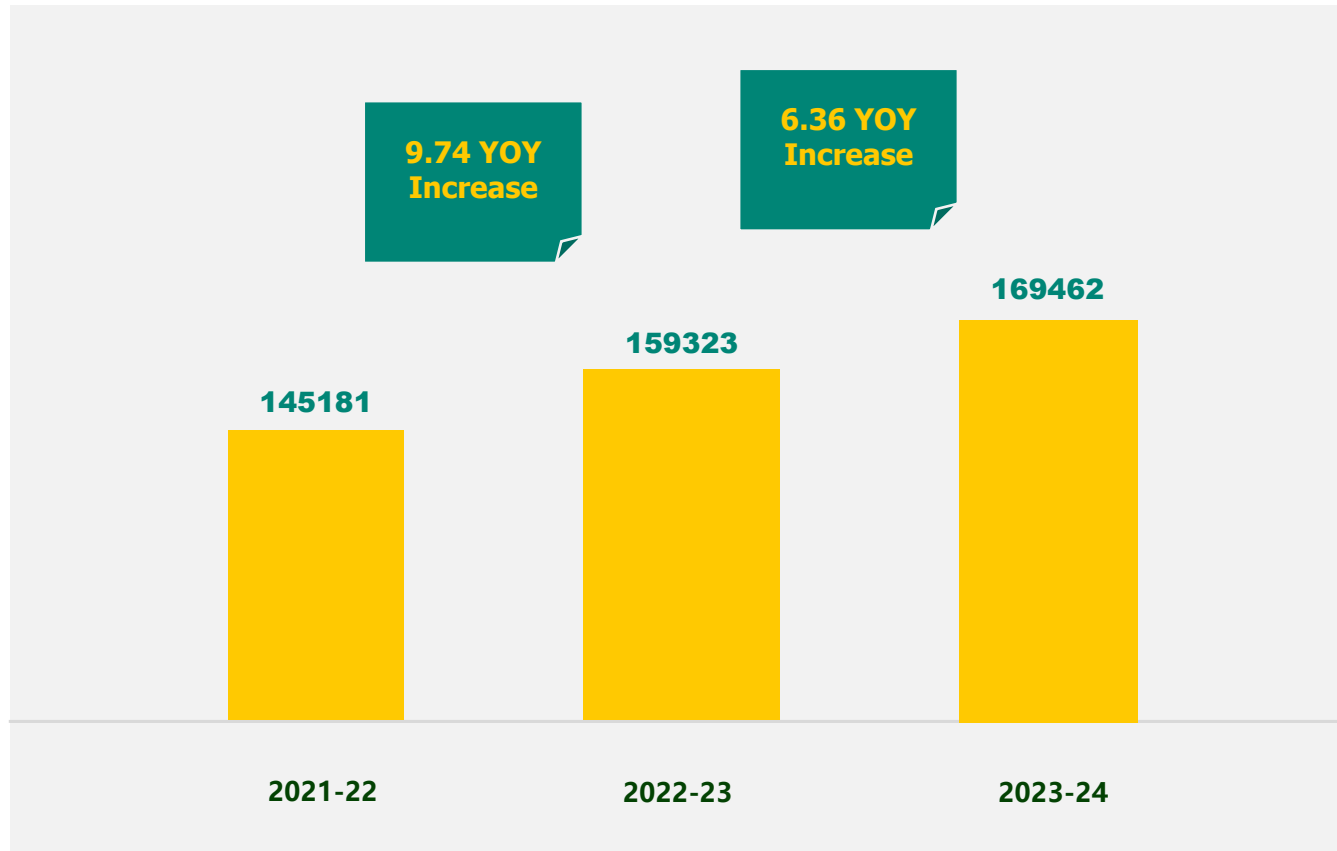
Permanent Workers - Percentage Of Training on Human Rights issues and Policy



workers - Percentage Of Training on Human Rights issues and Policy

Biofuel

(in Metric Tonne)



■ Biofuel



United Nations
Global Compact



WE ARE NOW A *proud participant*
in the UNGC, the world's largest corporate sustainability initiative.

TRIDENTGROUP®
Being different is normal

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.

Construction of toilets- Govt High School Dhaula

Trident has undertaken the construction of toilets at the Government High School in Dhaula as part of its ongoing commitment to enhancing sanitation infrastructure in the community.



Parali Project (Stubble Management)

Trident's Parali Project aims to address stubble management in the surrounding villages, emphasizing sustainable agricultural practices and environmental stewardship.

Cow Shed work- Hospital for injured/ill Stray cows - Garcha Road, Barnala

Trident is undertaking the construction of a cow shed work- hospital to provide care for injured or ill stray cows, demonstrating their commitment to animal welfare and community support

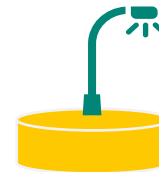


Construction of toilets- Govt High School Kahne Ke

Trident has undertaken the construction of toilets at the Government High School in Kahne ke as part of its ongoing commitment to enhancing sanitation infrastructure in the community.

Industrial Washing Machine District Jail, Barnala

Trident provided industrial washing machine to the District Jail in Barnala.



Installation of Lights on Boundary wall Mansa Road

Trident has installed lights on the boundary wall along Mansa Road.

Water cooler+RO Dhaula Main Gate

Trident installed a water cooler and RO system at the main gate of Dhaula



Hastkala Sewing Centre Dhaula, Dhurkot, Rureke Kalan, Sekha Road Barnala

Trident has undertaken the construction of toilets at the Government High School in Dhaula as part of its ongoing commitment to enhancing sanitation infrastructure in the community.

Fodder for Apahaj Gau Shala Sekha Road Barnala

Fodder supply for the Apahaj Gau Shala on Sekha Road in Barnala.



Greenbelt (Harit Mahaotsav)

Greenbelt (Harit Mahaotsav) work is underway with more than 50000 saplings being planted in Punjab & MP. We are also engaging with local social bodies for wider reach and impact.

AWARDS & RECOGNITION



THANK YOU

THANK YOU



GET IN TOUCH

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