

TRIDENT/CS/2021  
October 21, 2021

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: Investors' Presentation**

In terms of Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith copy of Investors' Presentation with respect to the performance of the Company for the quarter and Half Year ended on September 30, 2021.

We request you to kindly place the same on the website of stock exchange(s), for the information of shareholders.

The same is also available on the website of the Company i.e. [www.tridentindia.com](http://www.tridentindia.com).

Thanking you  
Yours faithfully  
For **Trident Limited**

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

Encl: As above

21/10/2021

TL/2021/015505



# Earnings Presentation

## Q2FY22

Trident Limited

Home Textile | Paper

 **TRIDENT GROUP™**  
Being different is normal

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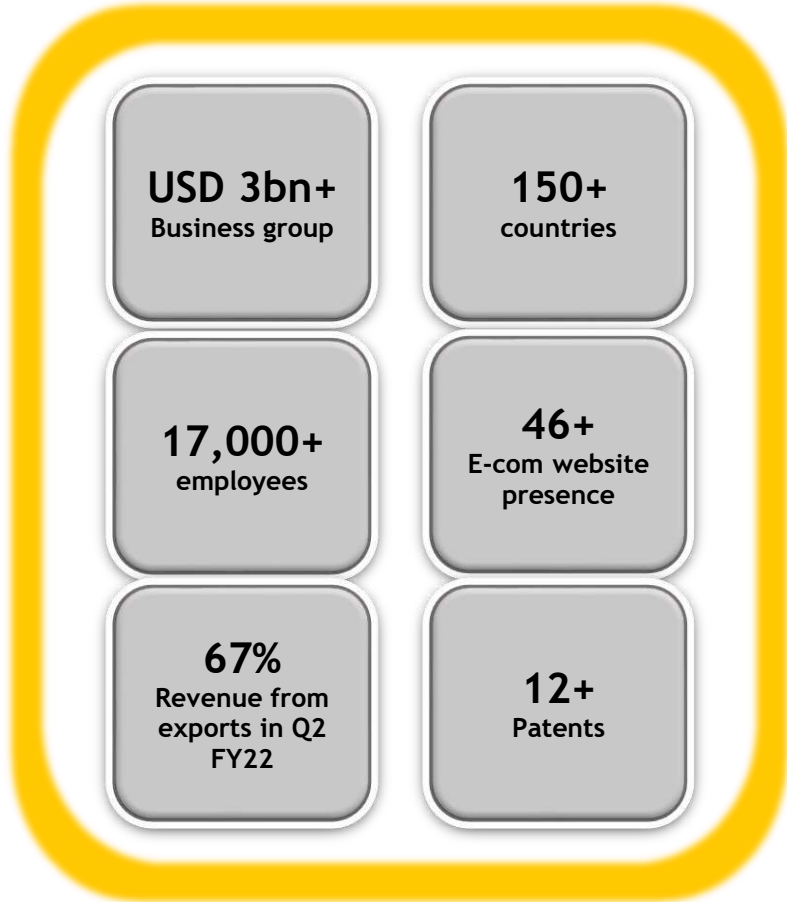
Way forward

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Please click titles to reach to respective section

# TRIDENT AT GLANCE

- ✓ **Leading Integrated** home textile manufacturers
- ✓ **World's Largest** wheat straw based paper manufacturer **#1** *in North India for Branded Copier segment*
- ✓ **World-class Infrastructure**
- ✓ **Best-in-class technology**
- ✓ **Recipient of Corporate & Customer Partner Awards**



## 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



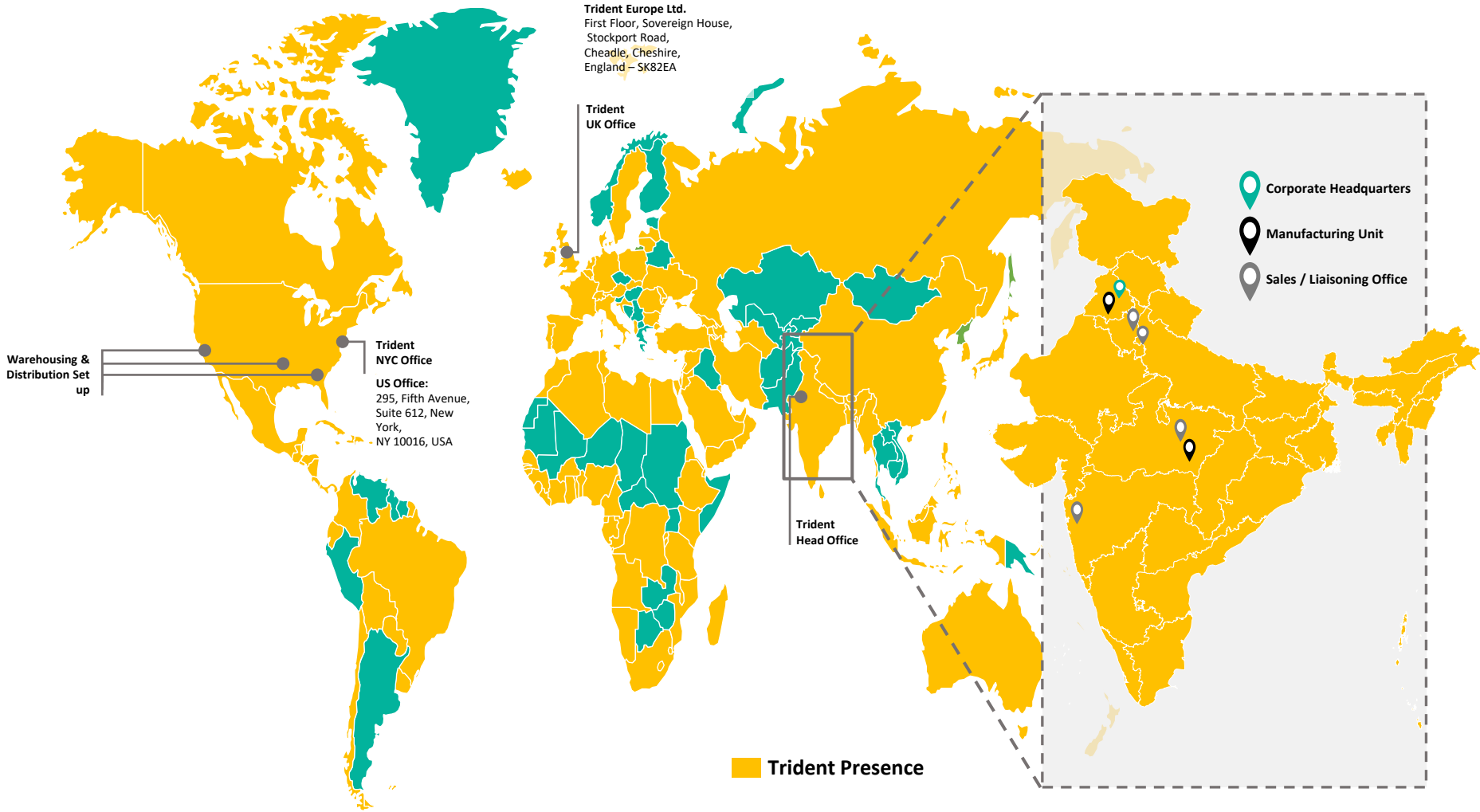
## Global friendly environment

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



# Our Global Presence

Across 6 continents and 150 countries





# Creating differentiation across brands & products

## Domestic home textile brands



## International home textile brands



## Marquee Customers



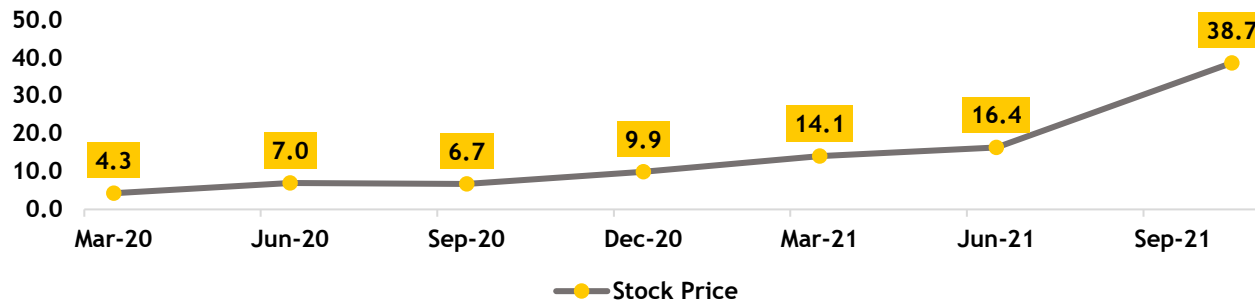
Trident's home textile brands are across a range of luxury, premium, essentials, exclusive and gifting products

# Shareholding and Dividend Payout

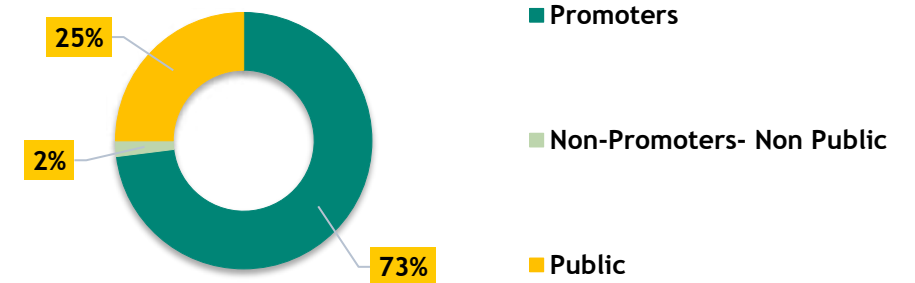
## Key Market Statistics (21<sup>st</sup> Oct 2021) (INR)

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg code	TRID:IN
Reuters	TRIE.NS
Market Price	38.65
Market Cap (in million)	1,96,960
Outstanding shares (in million)	5096
Face value per share	1
52 week low/high	7.10/43.35

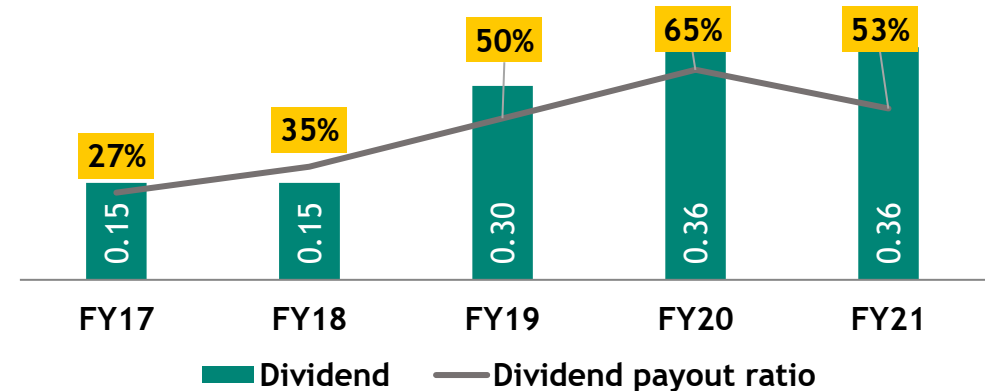
## Stock price movement



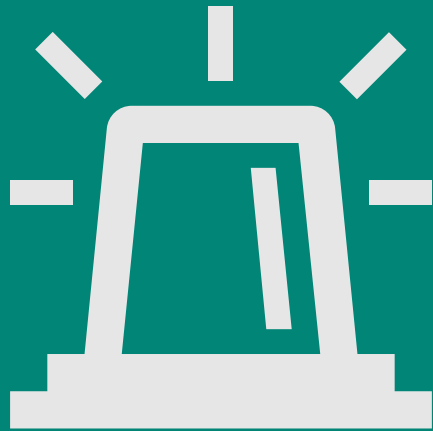
## Shareholding Pattern (October 2021)



## Dividend



# KEY HIGHLIGHTS



# Result at Glance

	<b>REVENUE</b> INR 16,727 Mn	<b>EBITDA</b> INR 4129 Mn	<b>PAT</b> INR 2288 Mn	<b>EPS</b> 0.46
Q-o-Q	13%	8%	12%	0.05
Y-o-Y	42%	82%	128%	0.26



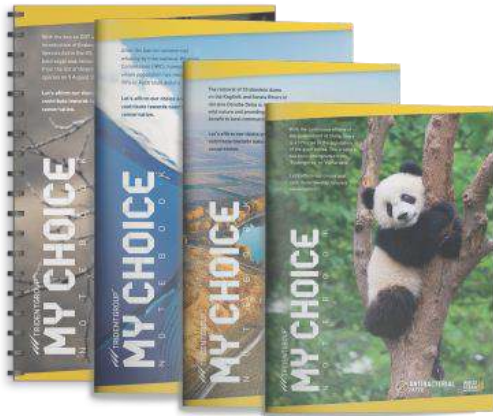
“We have continued the positive momentum from the previous quarter and delivered the best performance in the second quarter.

*The company is committed to embark inclusive growth for all its stakeholders and continuing to excel in future.”*

**Mr. Rajinder Gupta**

Chairman, Trident Group

# What's new ?



**E-Commerce**  
(Website Launch)



**Trident  
Foundation**



**Solar Energy  
Plant**

Click above icons to have further information

- Installation of new capacity worth INR 338 Crores having of 61,440 spindles & 480 rotors including other balancing equipment in July 2021
- Launch of Trident MY CHOICE notebooks
- Announced future Capex plans worth INR 1377 Crores which will strengthen the company's VISION 2025
- CRISIL Credit Rating for Long-term loans promoted to AA /(Stable Outlook) -

# Feathers in our cap



# QUARTERLY & OPERATIONAL HIGHLIGHTS





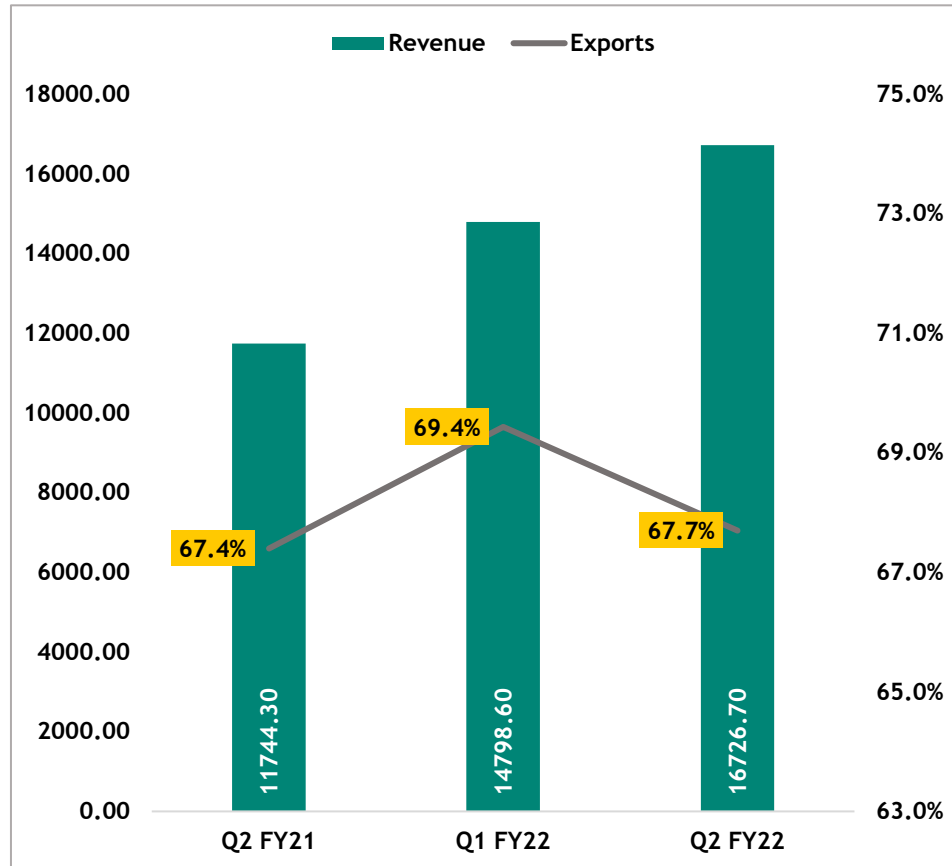
# Quarterly Highlights (P&L)

Particulars	Q2 FY22	Q1 FY22	Q-o-Q Change	Q2 FY21	Y-o-Y Change
Total Income	16,727	14,799	13%	11,744	42%
EBITDA	4,129	3,825	8%	2,270	82%
Depreciation	867	874	-1%	831	4%
Finance Cost	199	250	-21%	123	62%
PBT	3,063	2,700	13%	1,316	133%
PAT	2,288	2,035	12%	1,002	128%
Cash Profit	3,155	2,909	8%	1,833	72%
EPS	0.46	0.41	0.05	0.20	0.26

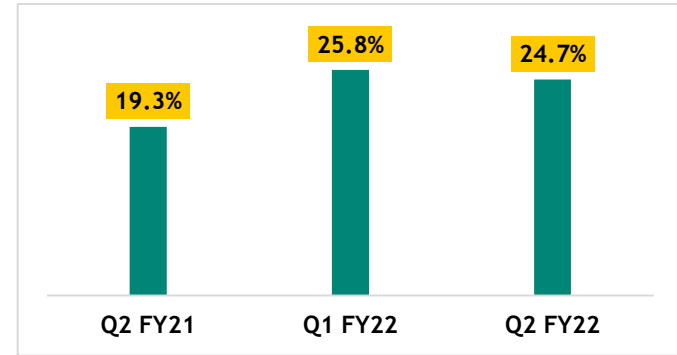
Figures in INR Millions (Mn)

# Quarterly Margins (P&L)

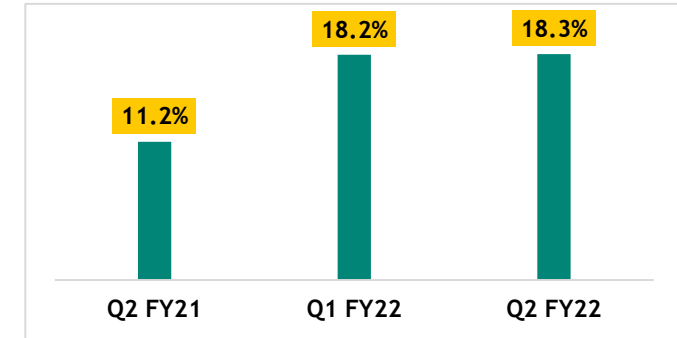
## Exports as of Revenue



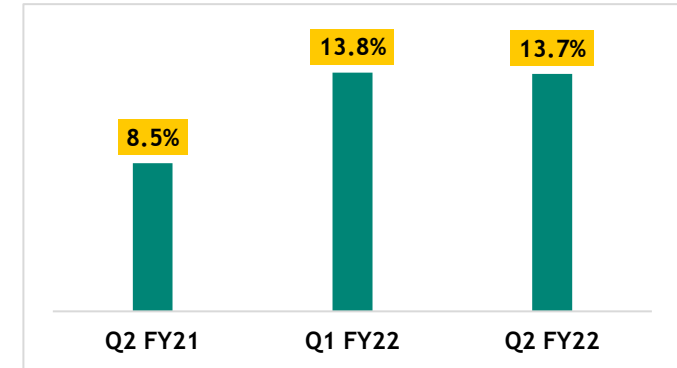
## EBITDA MARGIN



## EBIT MARGIN

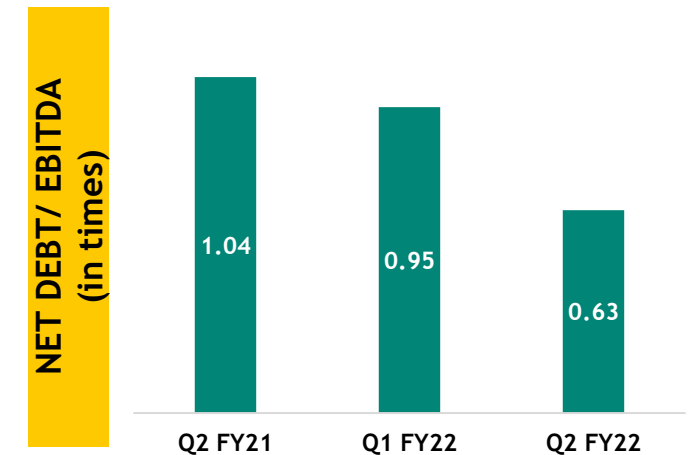
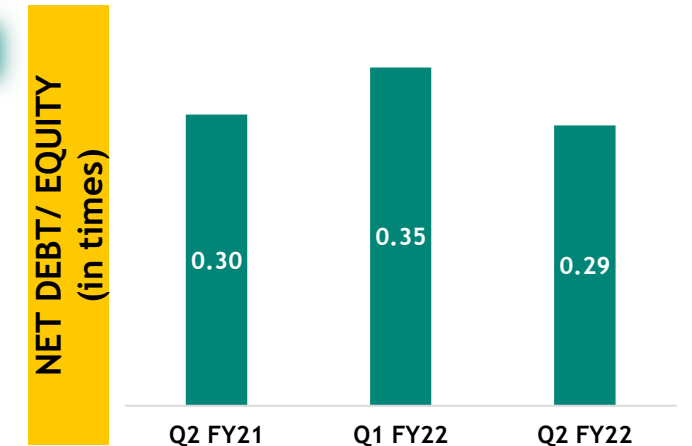


## PAT MARGIN



# Quarterly Highlights (B/S)

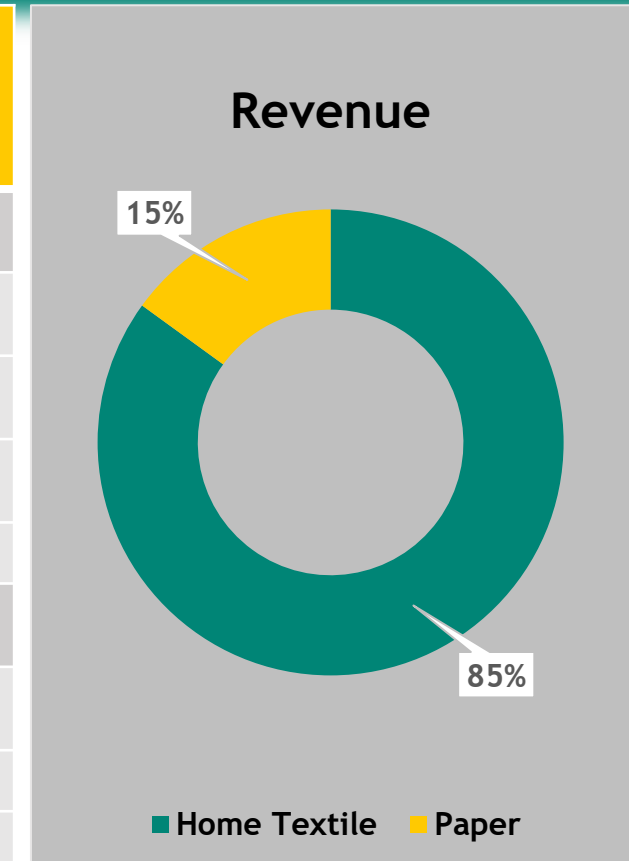
Particulars	Q2 FY22	Q1 FY22	Q2 FY21
Net Worth	35,695	33,166	31,438
Short Term Loans	9,207	10,648	7,073
Long Term Loans	3,801	3,773	3,173
Gross Debt	13,008	14,421	10,246
Cash & Cash Equivalents	2,554	2,102	770
Net Debt	10,454	12,320	9,476
Total Assets	58,372	57,542	58,771



Figures in INR Millions (Mn)

# Segment Highlights (P&L)

Particulars	Q2 FY22	Q1 FY22	Q-o-Q Change	Q2 FY21	Y-o-Y Change
<b>Home Textile</b>					
Revenue	14,067	12,821	10%	9,908	42%
EBIT	2,977	2,660	12%	1,149	159%
EBIT Margin	21.2%	20.7%	2%	11.6%	83%
<b>Paper</b>					
Revenue	2560	1,950	31%	1809	42%
EBIT	612	593	3%	489	25%
EBIT Margin	23.9%	30.4%	-21%	27%	-12%



Figures in INR Millions (Mn)

# SUMMARY OF FINANCIAL STATEMENTS



# Historical P&L Statement

Particulars	FY19	FY20	FY21	Q2 FY21	Q2 FY22
Total Income	52,653	47,240	45,353	11,744	16,727
EBITDA	10,231	8653	8270	2270	4,129
Depreciation	3639	3333	3365	831	867
<b>EBIT</b>	<b>6592</b>	<b>5320</b>	<b>4905</b>	<b>1438</b>	<b>3,262</b>
Finance cost	1123	1108	720	123	199
Exceptional Items	0	0	-266	0	0
Profit before tax	5469	4212	4451	1315	3,063
Tax	1760	794	994	313	775
<b>Profit after tax</b>	<b>3709</b>	<b>3418</b>	<b>3457</b>	<b>1002</b>	<b>2288</b>
EPS (Actuals)	0.73	0.67	0.68	0.20	0.46
<b>Cash Profit</b>	<b>7348</b>	<b>6751</b>	<b>6822</b>	<b>1833</b>	<b>3,155</b>

## Recent performance and growth

- Total Revenue for the FY 21 stood at INR 45353 Mn, slightly less than FY 20 owing to primarily the low sales in Q1 FY20 in which the operations of the Company were hampered by lockdown
- 35% reduction in Finance Cost in FY21 reduced to INR 720 Mn, as compared to INR 1108 Mn in FY20
- EBITDA Margin stood at 18.23% in FY21

## Margin improvement initiatives

- ✓ Move to higher retail price points products, focusing on higher thread count sheets and higher GSM Towels
- ✓ Develop new 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

Figures in INR Millions (Mn)

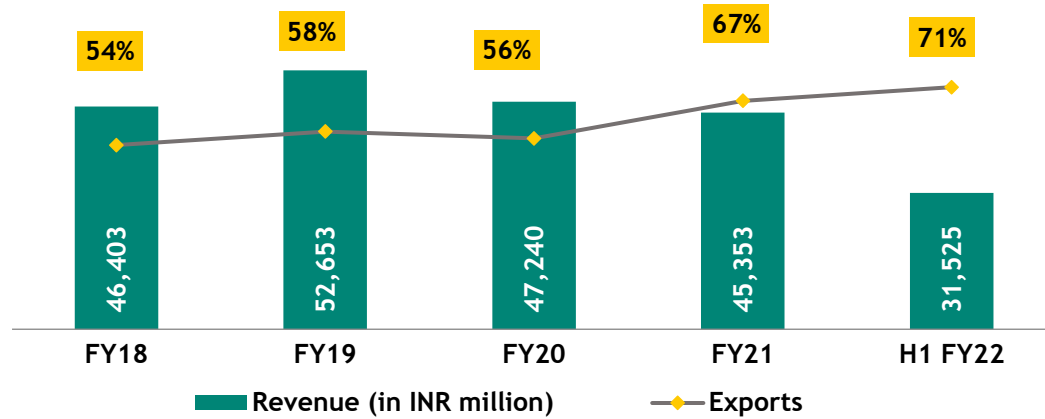
Particulars	As at	As at	As at
	March 31, 2019	March 31, 2020	March 31, 2021
<b>CAPITAL AND LIABILITIES</b>			
Capital	5096	5096	5096
Reserves and surplus	24216	24573	28070
Borrowings	24358	19518	15355
Deferred tax liabilities	4083	3367	3208
Other liabilities and provisions	3279	4630	5813
<b>TOTAL</b>	<b>61032</b>	<b>57184</b>	<b>57542</b>
<b>ASSETS</b>			
Cash and cash equivalents	95	3183	984
Balances with bank	156	190	139
Inventory	10010	9120	10083
Trade receivables	6620	2785	4545
Property, plant & equipment	36725	35734	36979
Other assets	7426	6172	4812
<b>TOTAL</b>	<b>61032</b>	<b>57184</b>	<b>57542</b>

## Recent performance

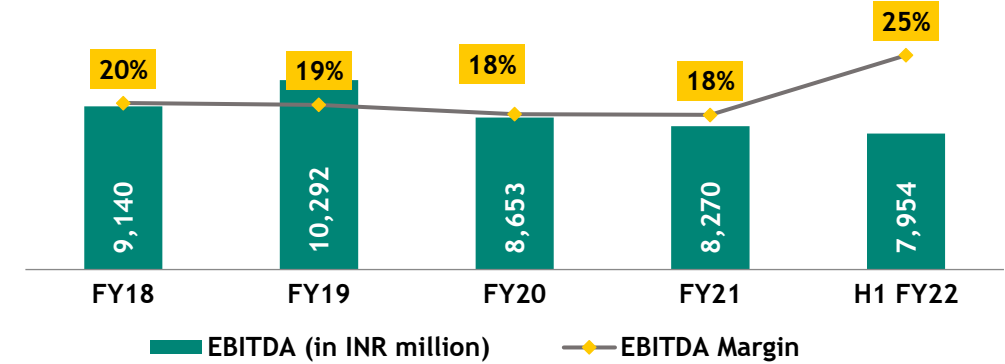
- Net Debt reduced from INR 16,145 million in FY20 to INR 14,232 million in FY21
- Total Repayment of INR 10,343 million in FY21 including prepayment of term loans amounting more than INR 6500 million
- Commercial production of yarn project with 61,440 spindles and 480 rotors has begun recently.
- Cash & cash equivalents are readily available in order to meet any short-term obligations.

Figures in INR Millions (Mn)

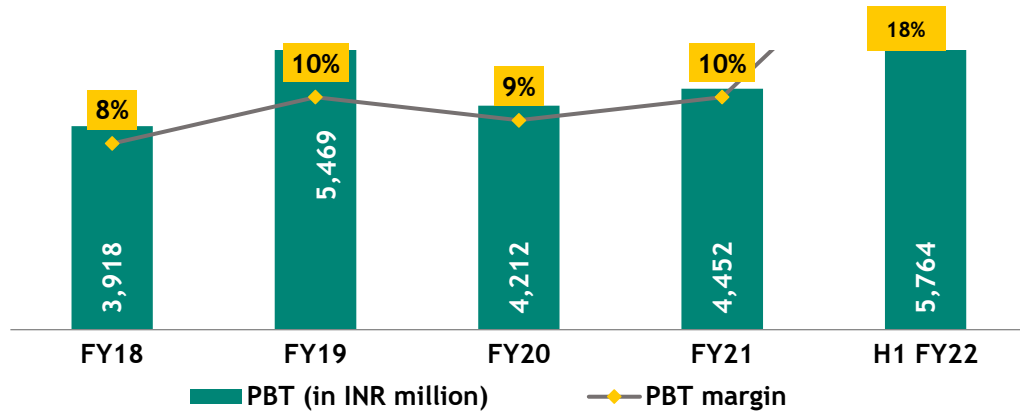
## REVENUE



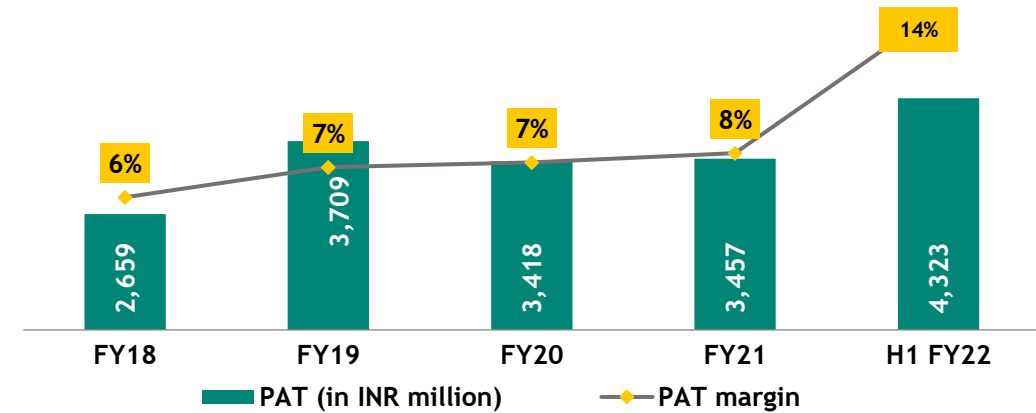
## EBITDA



## PBT



## PAT





# Ratios Summary

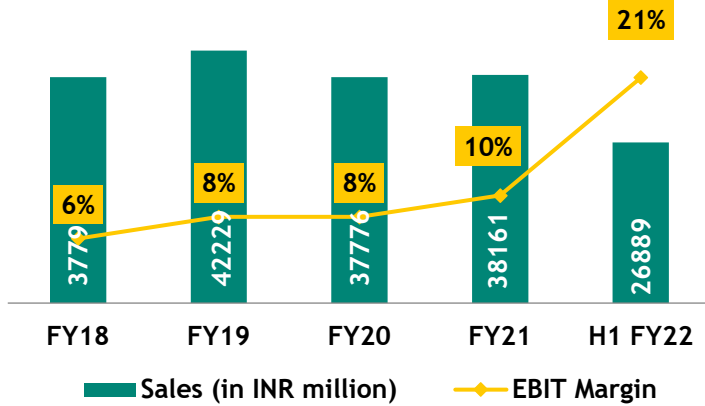
Type	Parameters	FY20	FY21	H1 FY22
Solvency Ratios	Net Debt/Equity	0.54	0.42	0.29
	Net Debt/EBITDA	1.87	1.72	0.63 *
	Interest Coverage Ratio	7.81	11.49	13.85
Operational Ratios	Current ratio	1.04	1.27	1.21
	Fixed asset turnover	0.5	0.7	0.8
	Inventory days	82.1	93.0	91.3
	Debtor days	36.0	55.3	55.4
Return Ratios	ROE	11.5%	10.4%	24.2% *
	ROCE	10.4%	12.8%	20.4% *

\* are annualized in nature

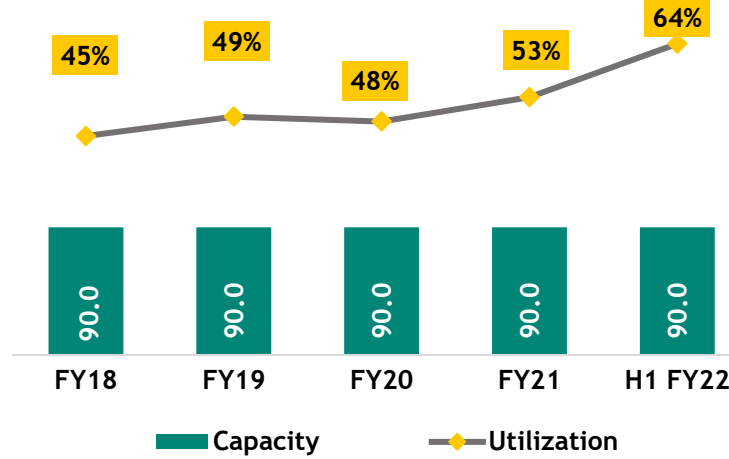
# Segmental Performance Annual

## Textiles

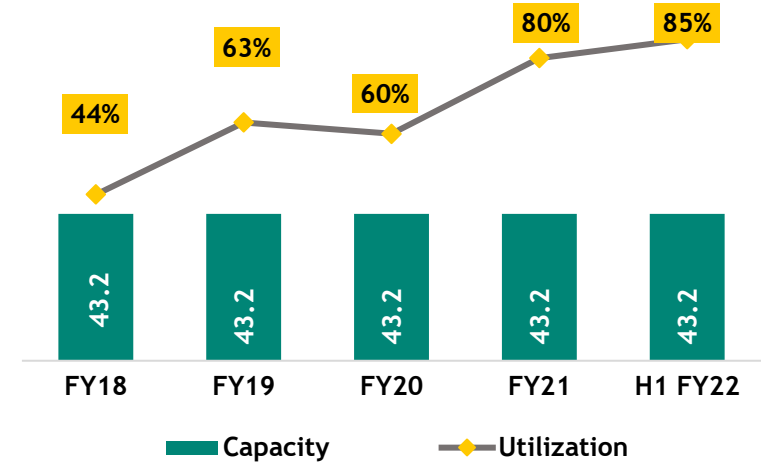
### Revenue Mix



### Capacity - Towels (in 000'tons)

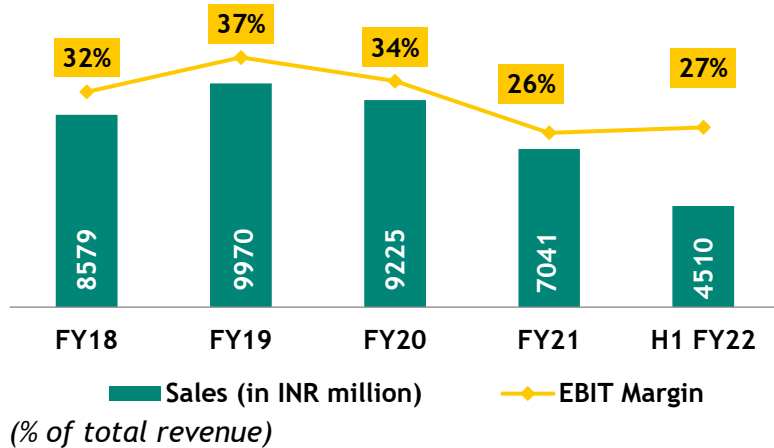


### Capacity-Bed Linen (In Mn meters)

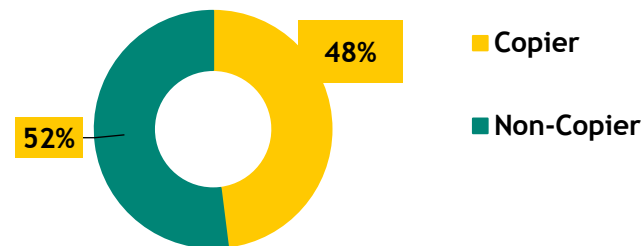


## Paper

### Revenue Mix

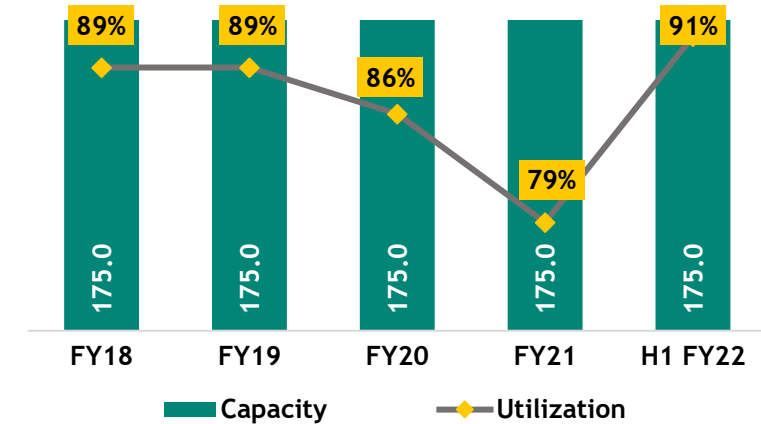


### Copier vs Non-Copier Revenue Mix



(FY21)

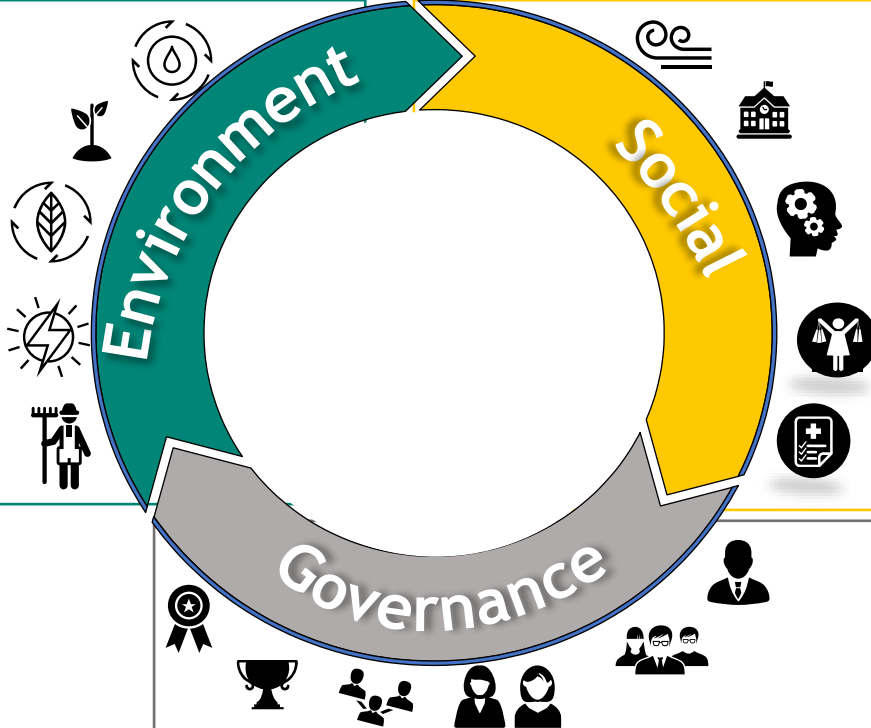
### Capacity Utilization (Tonnage Basis)



# COMMITTED TO THE ESG & WOMEN EMPOWERMENT



# Environmental, Social and Governance



**25% Less water consumption<sup>1</sup>**

**5,000+ Trees saved/day**

**600,000+ Green belt of trees**

**17,000+ Partnership with farmers**

- ✓ Less than half CO2 emission with use of wheat straw paper vs wood pulp
- ✓ Conversion of waste to energy in Budhni plant
- ✓ Installation of Solar Power Plant at Budhni

- ✓ Nirmal Narmada Abhiyaan every quarter to keep river Narmada clean
- ✓ Launch of our NGO- Trident Foundation ([www.tridentfoundation.com](http://www.tridentfoundation.com))
- ✓ Revamp existing facilities, provide infrastructure and basic facilities to schools and anganwadis
- ✓ Sewing machines and handicrafts-making training under Hastakala initiative for women
- ✓ Vending machines to obtain free sanitary napkins
- ✓ Free consultations and medication for more than 100,000 people in rural areas

- ✓ 3 times National Recognition for Good Corporate Governance
- ✓ 1 National Award for Excellence in Corporate Governance
- ✓ 2 times stood among the Top 25 Indian Corporates adopting Good Corporate Governance

<p><b>India Rating</b></p> <p>AA (Stable Outlook): Non-Convertible Debentures</p>	<p><b>CARE</b></p> <p>AA (Stable Outlook): Long term Borrowings A1+: Short Term Borrowings</p>
<p><b>CRISIL</b></p> <p>AA (Stable Outlook): Long Term Borrowings A1+: Short Term Borrowings</p>	<p><b>D&amp;B</b></p> <p>5A1: Business Rating</p>

   Initiatives towards women empowerment

# WAY FORWARD



## Vision 2025 3 BHAGs (BIG, HAIRY, AUDACIOUS GOALS)

### OBJECTIVES

Grow to Rs 250,000 Mn by 2025 with 12% bottom line as a business group

Making Trident a National Brand

Digital Trident-  
Manoeuvring  
through Industry  
4.0 Journey

### IMPERATIVES

1 **Grow core business**  
Capitalize on recent growing retail trends - Online & Offline Brands

2 **Develop robust processes & organisation**  
Boost efficiency, simplify & automate processes

3 **Build new businesses**  
Diversify, build and grow new businesses through organic and inorganic growth

4 **Digital & industry 4.0**  
IOT, Blockchain & Digitalization

## Unlock long term shareholder value

- ✓ Improve return ratios through capital allocation strategies
- ✓ Expansion of existing businesses through organic and inorganic growth
- ✓ Creation of focused business groups to generate synergies and explore business alliances
- ✓ Optimization of leveraging capacity to create value
- ✓ Penetration into new markets
- ✓ Product development
- ✓ E-commerce
- ✓ Brand building

Particulars	Yarn	Sheeting	Co-Gen
Existing Capacity	Spindles- 5.89 Lacs; Rotors- 7,464 and Air Jet - 160	1.2 Lacs Mtrs/day	49.4 MW
Existing Capacity Utilization (Approx.)	90%	83%	71%
Proposed Capacity Addition	Spindles- 98,496 & Rotors-3600	70,000 Mtrs/day	16.3 MW

➤ The total cost of addition of all these capacities will be INR 1377 Crores and will be completed by September 2023.

➤ The mode of financing of all these projects will be through Debt & Equity

➤ This will result into increased competitive advantage for the company and will help to meet increased demand

➤ The capex plans will help to leverage business expertise and capture business synergies



**Online Presence**

**46+**  
E-commerce websites

**Expanding Reach**

**17+**  
Countries in last 12 months

**Dedicated Team**

**50+**  
Strong E-commerce team

Home Textile

D2C Site India  
[mytrident.com](http://mytrident.com)

Virtual Showroom

Agile Warehousing





*For further details please contact-*

**Abhinav Gupta/ Rahul Sharma**

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**Thank You**