

**Q4&FY15**  
**Press Release**

**Q4 FY15 Revenues stood at Rs. 978 crore**

**Q4 FY15 EBITDA increased by 27% to Rs. 195 crore with EBITDA Margin of 19.9%**

**Ludhiana/Barnala/Bhopal, May27, 2015:** Trident Limited (Trident), flagship Company of USD 1 billion TridentGroup and leading manufacturer and exporter of Textiles & Paper products, today announced its financial results for the quarter & year ended March31, 2015.

**Financial Highlights for Q4&FY15**

Q4 FY15	Q4 FY14	Shift %	Particulars (Rs. crore)	FY15	FY14	Shift %
978.0	990.2	(1.2)	Revenues	3,784.3	3,884.0	(2.6)
195.0	153.7	26.9	EBITDA	691.3	742.8	(6.9)
19.9%	15.5%	+441 bps	EBITDA Margin %	18.3%	19.1%	(86 bps)
112.1	90.0	24.6	EBIT	373.8	475.5	(21.4)
58.5	42.1	39.1	PBT	167.8	265.1	(36.7)
40.4	29.3	38.1	PAT	117.8	197.0	(40.2)
0.79	0.92	(14.1)	EPS (Diluted & non-annualized) (Rs.)	2.47	6.15	(59.8)

**Performance Overview (Q4 FY15)**

- **Net Revenue** at Rs. 978.0 crore compared to Rs. 990.2 crore in Q4 FY14
  - Net Sales declined due to lower yarn realisations and higher captive consumption of yarn
  - De-growth from yarn mitigated by increased off-take in the Terry Towel business
- **EBITDA** increased by 27% to Rs. 195.0 crore from Rs. 153.7 crore in Q4 FY14
  - **EBIDTA Margins** improved by 441 bps to 19.9% vis-à-vis 15.5% in Q4 FY14
- **Finance Cost** stood at Rs. 53.6 crore vis-à-vis Rs. 47.9 crore in Q4 FY14
  - The Company repaid 7.6% of outstanding term loans amounting to Rs. 134.3 crore during the quarter
  - Outstanding term debt as on March 31, 2015 stood at Rs. 1,764.5 crore
- **PAT** increased by 38% to Rs. 40.4 crore vis-à-vis Rs. 29.3 crore in the same period last year
- **Diluted EPS** (non-annualized) at Rs. 0.79
- **Cash Profits** at Rs. 123.3 crore vis-à-vis Rs. 93.3 crore in Q4 FY14
- **Cash EPS** (diluted & non-annualized) at Rs. 2.42

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

*"I am delighted to share that Trident has completed 25 years of being different. Founded in 1990, Trident Limited has proudly established itself as one of the largest terry towel and wheat straw based paper manufacturer in the world.*

*The Company reported steady performance during the quarter ended March 31, 2015 on the back of improved utilisation at the New Budhni unit together with deeper penetration in the domestic market and enhancement in the global client base. Volumes and realisations picked up during the quarter after a challenging period which witnessed several headwinds.*

*Overall, this was a normalised quarter for the Company and we remain confident of further improving the performance in the forthcoming quarters led by the efforts of our marketing team to increase sales leading to better utilisations at our new facility as well as focus on brand building. We believe our integrated business model is sustainable and well positioned to capture the full opportunity emerging in the Global Textile Industry."*

## **Segmental Overview**

### **Textiles**

- Topline at Rs. 764.4 crore compared to Rs. 768.2 crore in the corresponding quarter last year
  - Declining yarn realisations and captive yarn consumption moderated topline growth, offset by growth in Terry Towel business
  - Terry Towel volumes increased by 25% compared to the same period last year
- EBITDA margin in textiles improved by 490 bps to 19.9% in Q4 FY15 from 15.0% in Q4 FY14
  - This was on account of healthy margins reported in Terry Towel business
- Launched premium brands – Trident Indulgence and Trident Organica
- Brand presence expanded to more than 120 multi brand outlets across India
- Expanding sales through e-commerce in domestic and international markets

### **Paper & Chemicals**

- Topline stood at Rs. 213.6 crore vis-à-vis Rs. 221.1 crore in Q4 FY14
- EBITDA margin improved by 273 bps to 28.3% as compared to 25.6% in Q4 FY14
  - This was due to enhanced contribution from value-added copier segment
- Focus on institutional/government orders for longer runs, thereby improving productivity
- Product availability in all major hypermarkets and supermarkets

**About Trident Limited:**

Trident Limited is the flagship Company of TridentGroup, a USD 1 billion Indian business conglomerate and a global player. Headquartered in Ludhiana, Punjab, Trident is the largest terry towel and wheat straw based paper manufacturer in the world. With the establishment of the state-of-the-art manufacturing processes and systems coupled with appropriate human capital and credentials, Trident has frequently received accolades from its patrons in recognition for delivering high quality standards and for its customer-centric approach.

The Company operates in two major business segments: Textiles and Paper with its manufacturing facilities located in Punjab and Madhya Pradesh. Trident's customer base spans over more than 100 countries across 6 continents and comprises of global retail brands like Ralph Lauren, Calvin Klein, JC Penney, IKEA, Target, Wal-Mart, Macy's, Kohl's, Sears, Sam's Club, Burlington, etc. With export turnover accounting for about 50% of total sales of the Company, TridentGroup has emerged as one of the world's largest integrated home textile manufacturer.

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

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