

TRIDENT/CS/2019
November 2, 2019

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block BandraKurla Complex, Bandra (E) Mumbai - 400 051	The Manager Listing Department BSE Limited PhirozeJeejeebhoy 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 September 30, 2019, for analysts and institutional investors.

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.

Thanking you
Yours faithfully
For Trident Limited



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



Encl: As above



Trident Limited

Q2 FY20 Earnings Presentation

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Safe Harbour

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Overview

Textiles

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

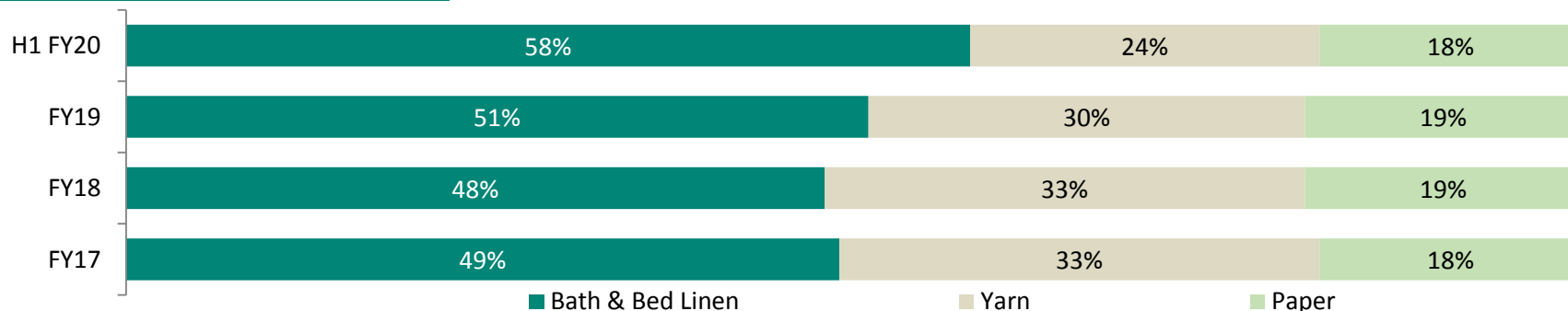


Paper

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

01-Nov-2019

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
Market Price (Rs)	62.15
Market Cap (INR Crore / USD Mn)	3167/ 446
Number of Outstanding Shares (Crore)	50.96
Face Value	Rs. 10 per share
52-week High / Low (Rs.)	75.60 / 52.15

Shareholding Pattern – 30th Sep, 2019

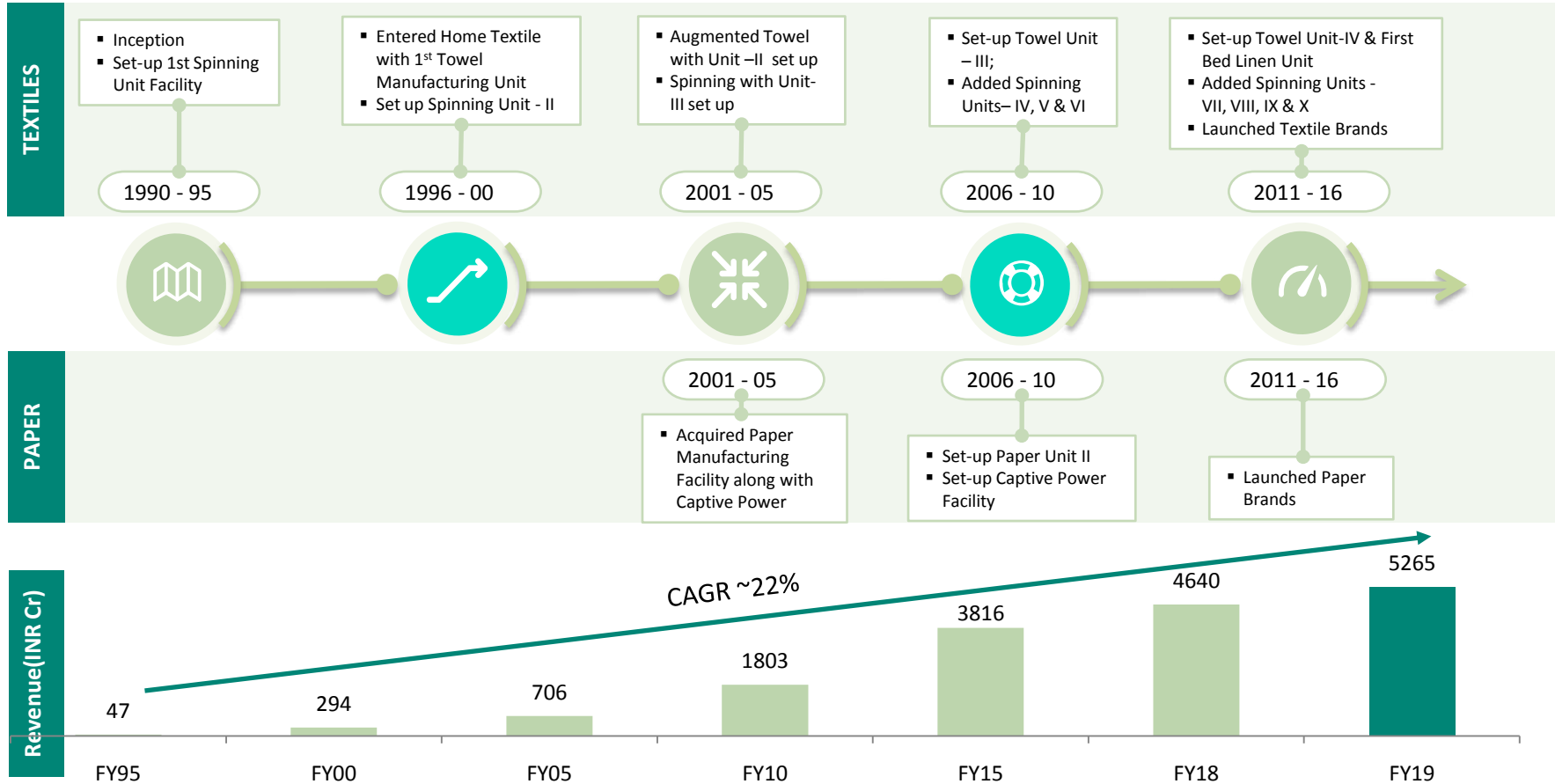
Category	Sep, 2019	June, 2019
Promoters	71.06%	71.06%
Institutions	2.41%	3.23%
Public	26.53%	25.71%

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



Evolution



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

Key Highlights - P&L

H1 FY20

TOTAL INCOME (INR CR)

2641 +4%

H1 FY19: 2542

PBT (INR CR)

331 +41%

H1 FY19 : 235

EBIDTA (INR CR)

560 +18%

H1 FY19 : 473

PAT (INR CR)

260 +56%

H1 FY19 : 167

EBIT (INR CR)

390 +35%

H1 FY19 : 287

EPS (INR)

5.11 +156%

H1 FY19 : 3.28

- Revenue for the period ended 30 Sep 2019 stood at INR 2641 crores registering a growth of 4% Y-o-Y as compared to INR 2542 Crores in H1 FY19.
- Bed Linen segment capacity utilization for Q2 FY20 stood at 62%
- Finance Cost in Q2 FY20 reduced by 17% Q-o-Q
- EBITDA stood at INR 560 crores in H1 FY20 compared to INR 474 crores in H1 FY19. EBITDA Margin stood at 21% in H1 FY20
- PAT of INR 260 crores with ~9.9% PAT Margin in H1 FY20.
- EPS stood at INR 5.11 in H1 FY20, marking an improvement of 156% Y-o-Y.

Key Highlights - B/S

as on September 30, 2019

NET DEBT (INR CR)

1506 -838Cr

FY19: 2344

LT DEBT (INR CR)

1123 -171Cr

FY19 : 1294

NET DEBT/EQUITY

0.5

FY19 : 0.8

NET DEBT/EBIDTA

1.5

FY19 : 2.3

REPAYMENT (INR CR)

178

H1 FY19: 187

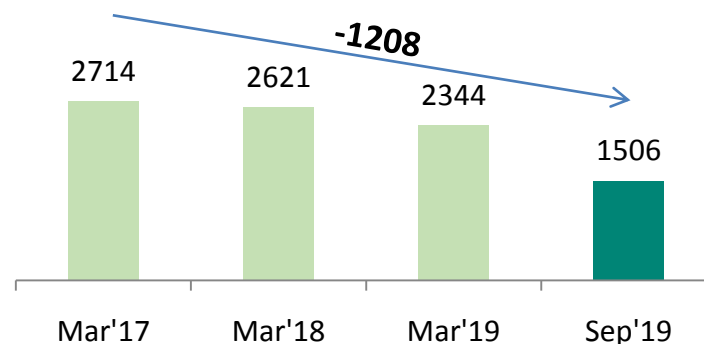
CASH PROFIT (INR CR)

430

H1 FY19 : 353

- Repayment of Long Term Debt by INR 178 Crore in H1 FY20
- Net Debt reduced by INR 838 Crore owing to reduction in utilization of short term borrowings which stood at INR 631 crores as on 30 Sep 19 vis-à-vis INR 988 crores on 30 Sep 18
- Cash Profit of INR 430 Crore during H1 FY20

Net Debt (Rs in Crs)



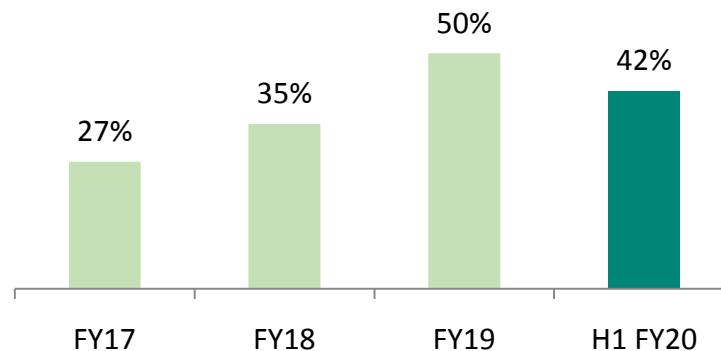
P&L Statement (S)

Particulars	Q2 FY20	Q2 FY19	Shift	H1 FY20	H1 FY19	Shift
Total Income	1,327.8	1402.3	-5.3%	2640.9	2542.4	3.9%
EBITDA	259.0	269.8	-4.0%	559.6	472.8	18.4%
EBITDA %	19.5%	19.2%	+27bps	21.2%	18.6%	+259bps
Depreciation	84.9	91.7	-7.4%	169.5	186.1	-8.9%
EBIT	174.1	178.1	-2.2%	390.1	286.7	36.0%
Finance Cost	27.1	24.9	8.8%	59.6	51.9	14.8%
Profit Before Tax	147.0	153.2	-4.0%	330.5	234.8	40.8%
Profit After Tax	137.1	108.4	26.5%	260.3	166.9	55.9%
EPS (INR)	2.69	2.13	26.3%	5.11	3.28	55.8%
Cash Profit	221.9	200.1	10.9%	429.9	353.0	21.8%

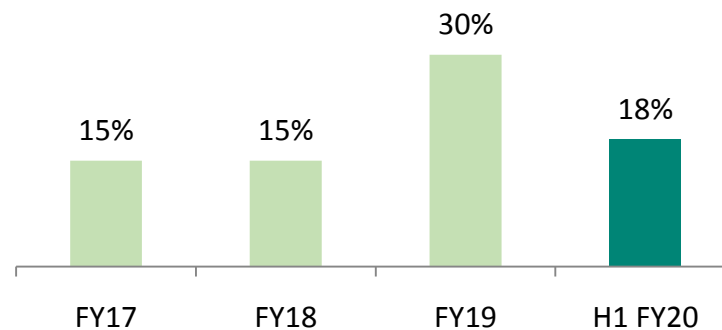
Dividend Payout

Year	Total Div%	Div. Amt. (INR Per Share)	Type	%age
H1 FY20	18%	1.80/-	2 nd Interim	9%
			1 st Interim	9%
FY19	30%	3.00/-	Final	6%
			3 rd Interim	12%
			2 nd Interim	6%
			1 st Interim	6%
FY18	15%	1.50/-	Final	3%
			2 nd Interim	6%
			1 st Interim	6%
FY17	15%	1.50/-	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

Management Comment

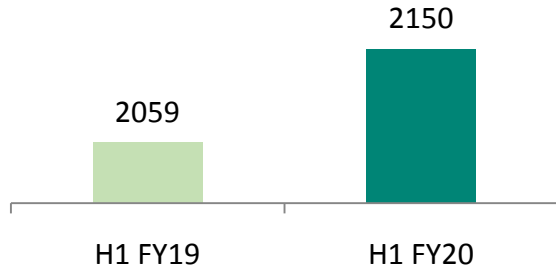
Commenting on the performance, Mr. Rajinder Gupta, Chairman at Trident Group said:

“In spite of latest economic challenges, your Company has demonstrated high resilience by having increased capacity utilizations in the Bath & Bed Linen segment, generating industry leading margins in the paper business, improving cash flows and following prudent capital allocation policy by reducing debt.

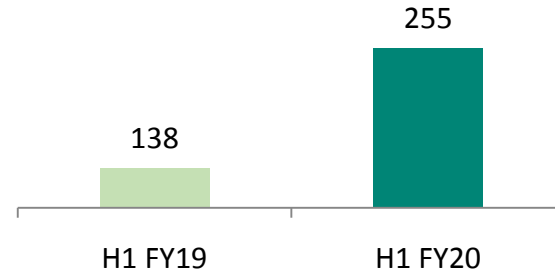
Going forward our focus remains on increasing utilization of the capacities, generating free cash flow and improving our return ratios. There might be some headwinds pertaining to yarn business and economic uncertainties, but overall we foresee buoyant times for our stakeholders as we strive to create value for them.”

Textile - Financials

Sales (INR Crores)

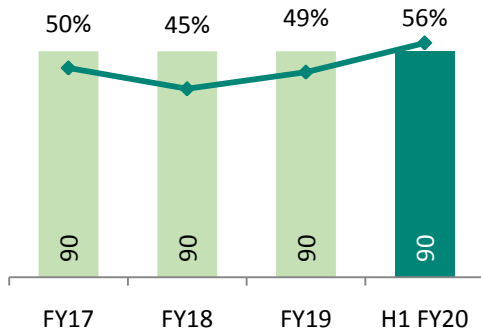


EBIT (INR Crores)

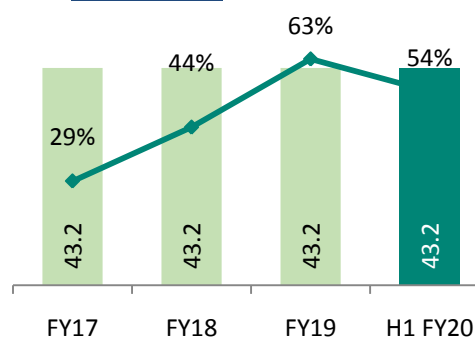


Capacity Utilization

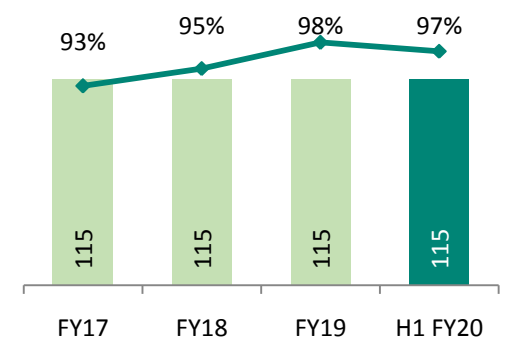
Towel (In 000' tons)



Bed Linen (In mn. meters)



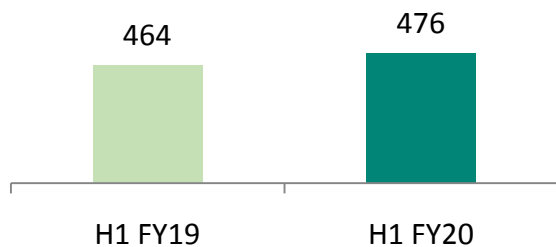
Yarn (In 000' tons)



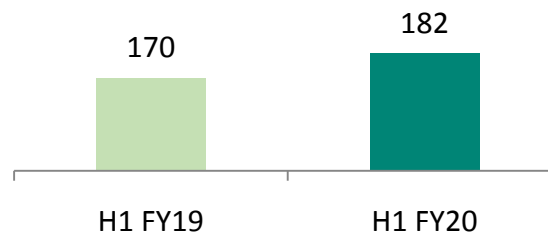
Capacity Utilization

Paper - Financials

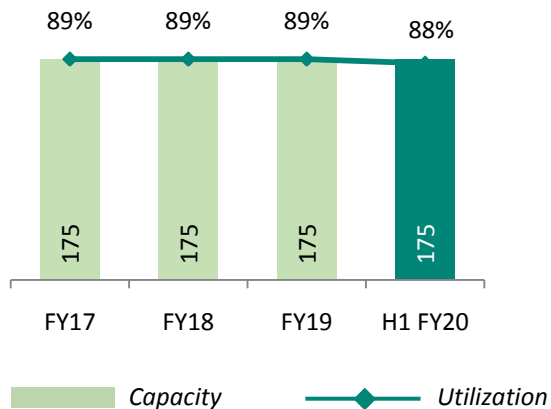
Sales (INR Crores)



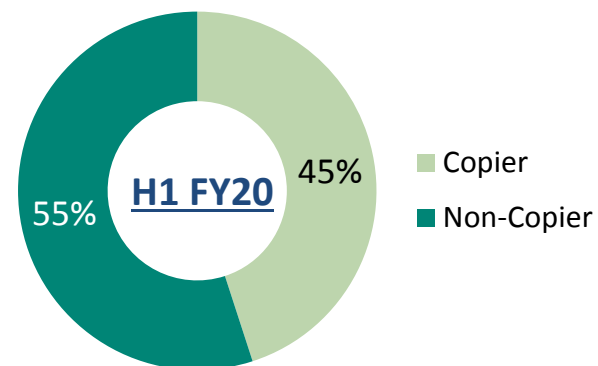
EBIT (INR Crores)



Capacity Utilization (Tonnage Basis)

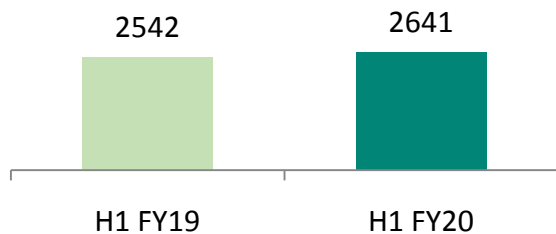


Copier v/s Non-Copier

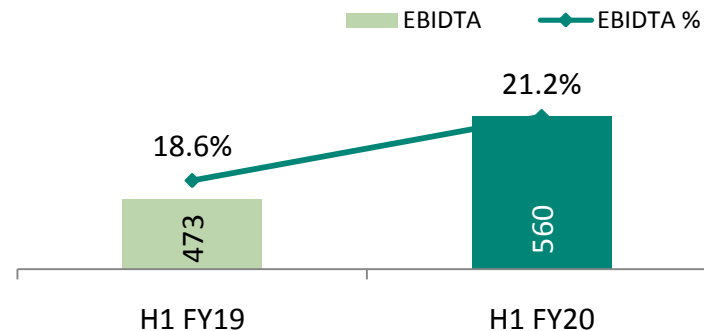


Financial Performance

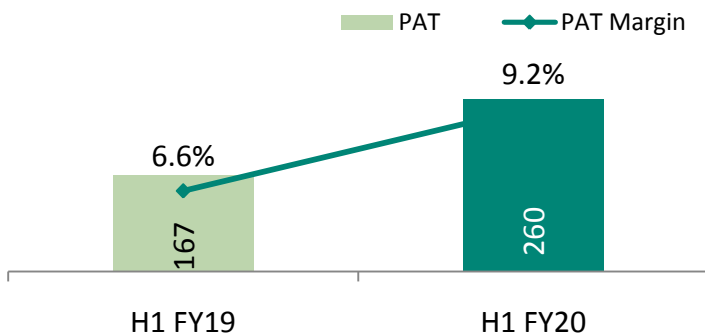
Revenue (INR Cr)



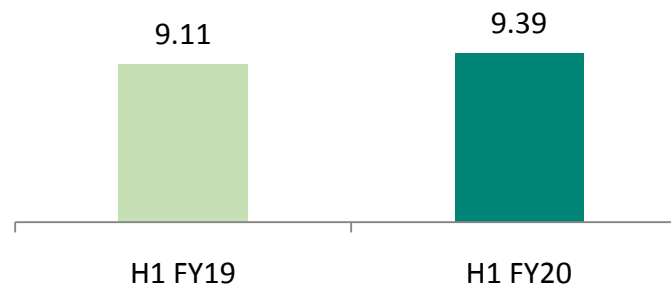
EBIDTA (INR Cr)



PAT (INR Cr)

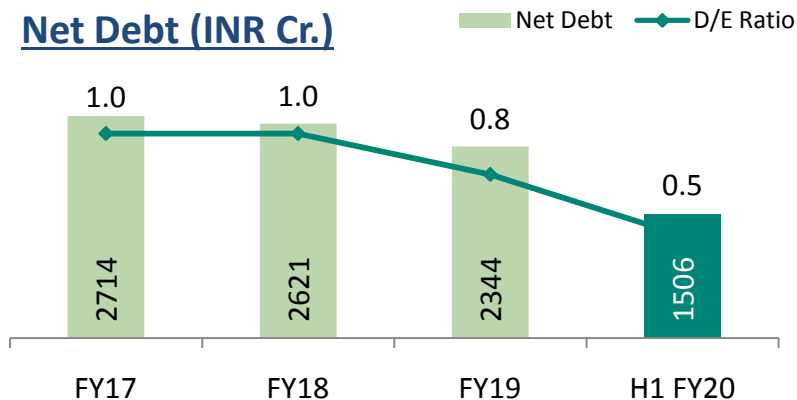


Interest Coverage Ratio

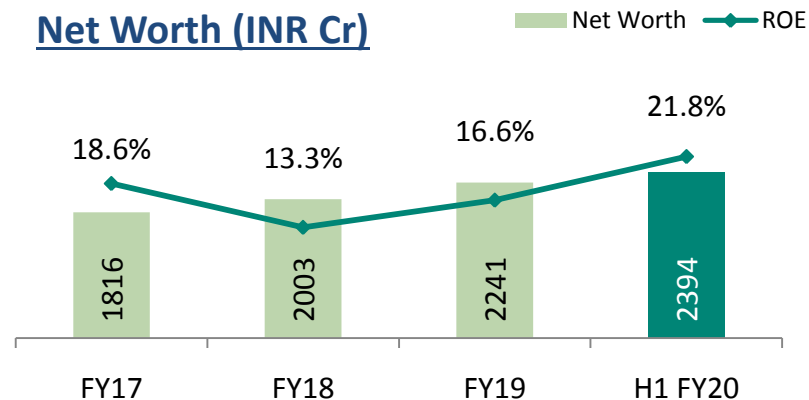


Financial Performance

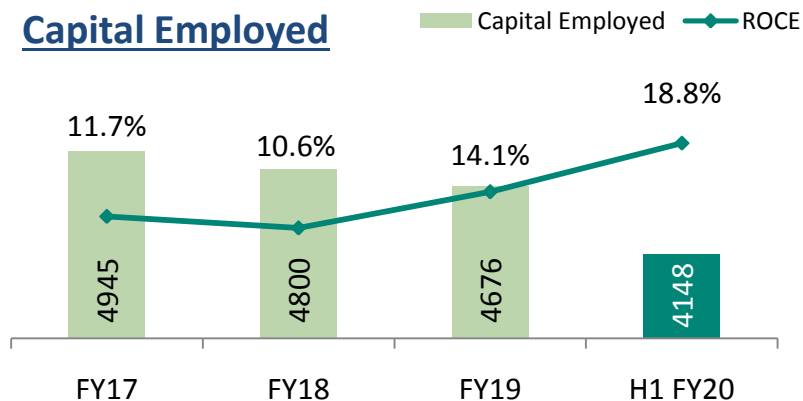
Net Debt (INR Cr.)



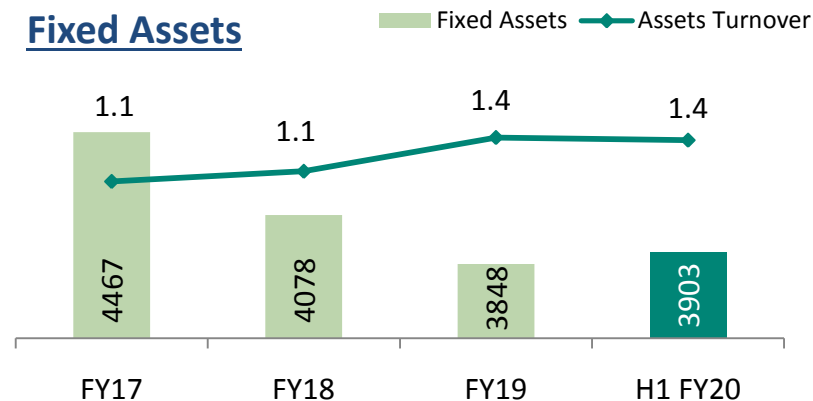
Net Worth (INR Cr.)



Capital Employed



Fixed Assets



*Excludes fair valuation of land as per IND – AS

Key Ratios

Particulars (INR crore)	H1 FY20	FY19	FY18
Return on Capital Employed*	18.8%	14.1%	10.6%
Return on Equity*	21.8%	16.6%	13.3%
Interest Coverage	9.4	8.7	7.7
Net Debt to Equity	0.5	0.8	1.0
Net Debt / EBITDA	1.3	2.3	2.9

**Excludes fair valuation of land as per IND – AS*

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 Sep 30, 2019	As on Mar 31, 2019	Particulars (INR crore)	As on Sep 30, 2019	As on Mar 31, 2019
Source of Funds			Application of Funds		
<u>Equity</u>	<u>3084.6</u>	<u>2931.3</u>	<u>Non Current Assets</u>	<u>4046.1</u>	<u>4080.0</u>
Equity Share Capital	509.6	509.6	Property, Plant & Equipment	3601.1	3672.5
Other Equity	2575.0	2421.7	Capital Work-in-Progress	175.7	131.8
<u>Non-Current Liabilities</u>	<u>1191.2</u>	<u>1361.9</u>	Intangible Assets	125.4	43.5
Borrowings	775.4	953.6	Intangible Assets under devp.	0.9	-
Deferred Tax Liabilities	372.9	408.3	Financial Assets	134.0	133.2
Other Non Current Liabilities	42.9	--	Other Non Current Assets	9.1	99.0
<u>Current Liabilities</u>	<u>1389.7</u>	<u>1810.1</u>	<u>Current Assets</u>	<u>1619.5</u>	<u>2023.2</u>
Financial Liabilities	1309.6	1755.3	Inventories	597.8	1000.9
Provisions	22.4	19.2	Financial Assets		
Other Current Liabilities	57.7	35.5	- Investments	223.5	66.9
			- Trade Receivables	469.6	662.0
			- Cash & Cash Equivalents	8.9	9.5
			- Other Bank Balances	15.6	15.6
			- Other Financial Assets	114.4	158.1
			Other Current Assets	189.5	110.1
TOTAL	5665.6	6103.2	TOTAL	5665.6	6103.2



Thank You

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

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