



CIN No. : L17120GJ2008PLC054976
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TRIDENT TEXOFAB LIMITED

Date: 21.01.2022

To,
The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street, Mumbai 400 001
BSE Scrip Code: 540726

Dear Sir/Madam,

Sub: Earnings Presentation-Q3FY22

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation for the quarter ended on December 31, 2021 (Q3FY22).

Kindly take the above on record.

Yours faithfully,

For Trident Texofab Limited

A handwritten signature in blue ink, appearing to be 'Sanju Patel', is written over the typed name.

Sanju Patel
Company Secretary & Compliance Officer
M. No. A37257



Encl. a/a

TRIDENT TEXOFAB LIMITED



Q3FY22 Earnings Presentation
January 2022

BSE: TTFL | Bloomberg: TTFLTD:IN



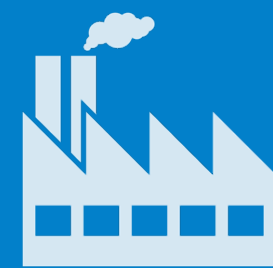
Company Overview

- Founded in early 2000 by Mr. Hardik Desai and Mr. Chetan Jariwala, and Incorporated in 2008 as Trident Texofab Private Limited. The company converted to a public company and got listed on BSE SME through an IPO in 2017.
- TTFL is a Semi Composite Textile manufacturing and trading company dealing in products for Home Furnishing, Garments, Suiting, Shirting, Technical Textile & Fabrics.
- In 2018-19, the company undertook its 'Shifting Gears' strategy and shifted from being a pure textile-trading company to a semi composite company, manufacturing polyester & poly-blend fabrics.
- At present, the company manufactures various grades of grey fabrics & undertakes job work for Weaving, Digital Printing & Embroidery.

TTFL at Glance

'Shifting Gears'

'Shifting Gears' from Pure-Trading to Profitability-assertive Manufacturing Operations



Semi-Composite
Manufacturing Unit

~250 Lakh Meters

Annual Manufacturing
Capacity ~250 Lakh Meters

Wide Portfolio

Wide Portfolio of Finished and
Semi-finished Products



~150

Team Strength



**3rd Phase of CAPEX
Recently Executed**

**1st Generation Management
& Promoters**

BSE Listed

What is 'Shifting Gears'?

In the words of our founder Mr. Hardik Desai

“Strategic transformation is critical to survive and thrive in an evolving business environment, hence at TTFL we are building capabilities for the future. In the last year, **we have moved from heavy reliance on trading to manufacturing excellence**, from stagnation to relentless dynamism.

This journey encompasses being ever-vigilant in manufacturing the highest quality products for our customers, to thinking ahead about ways to shape the company for the future, we are investing today to see a brighter tomorrow. **Above all, we are striving to grow from strength to strength, to deliver value to all our shareholders.**

We are Shifting Gears!”

Wide Product Portfolio

MANUFACTURING

Finished products

- Embroidered Fabrics
- Digital Printed Fabrics
- Bed Sheets
- Technical Textiles
- Suiting
- Various Polyester and Poly-Blend Fabrics

Semi-Finished Products

- Grey Fabrics
- Contract Manufacturing Digital Printing
- Value-added Products in Embroidery

TRADING

Home Furnishing Including

- Home Furnishing including
- Bed Sheets
- Curtains
- Cushion Covers

Clothing Articles Like

- Scarfs
- Pareos
- Suiting
- Shirting
- Technical Textile Fabrics

Shifting Business Divisions

MANUFACTURING

Commenced in 2018 with completion of the 1st Phase of CAPEX, and expanded operations with completion of 3rd Phase in June 2021.

To drive incremental growth at TTFL in the years to come.

Contributed 51.45% of Revenue from Operations in Q3FY22 as compared to 50.75% in Q2FY22.

TRADING

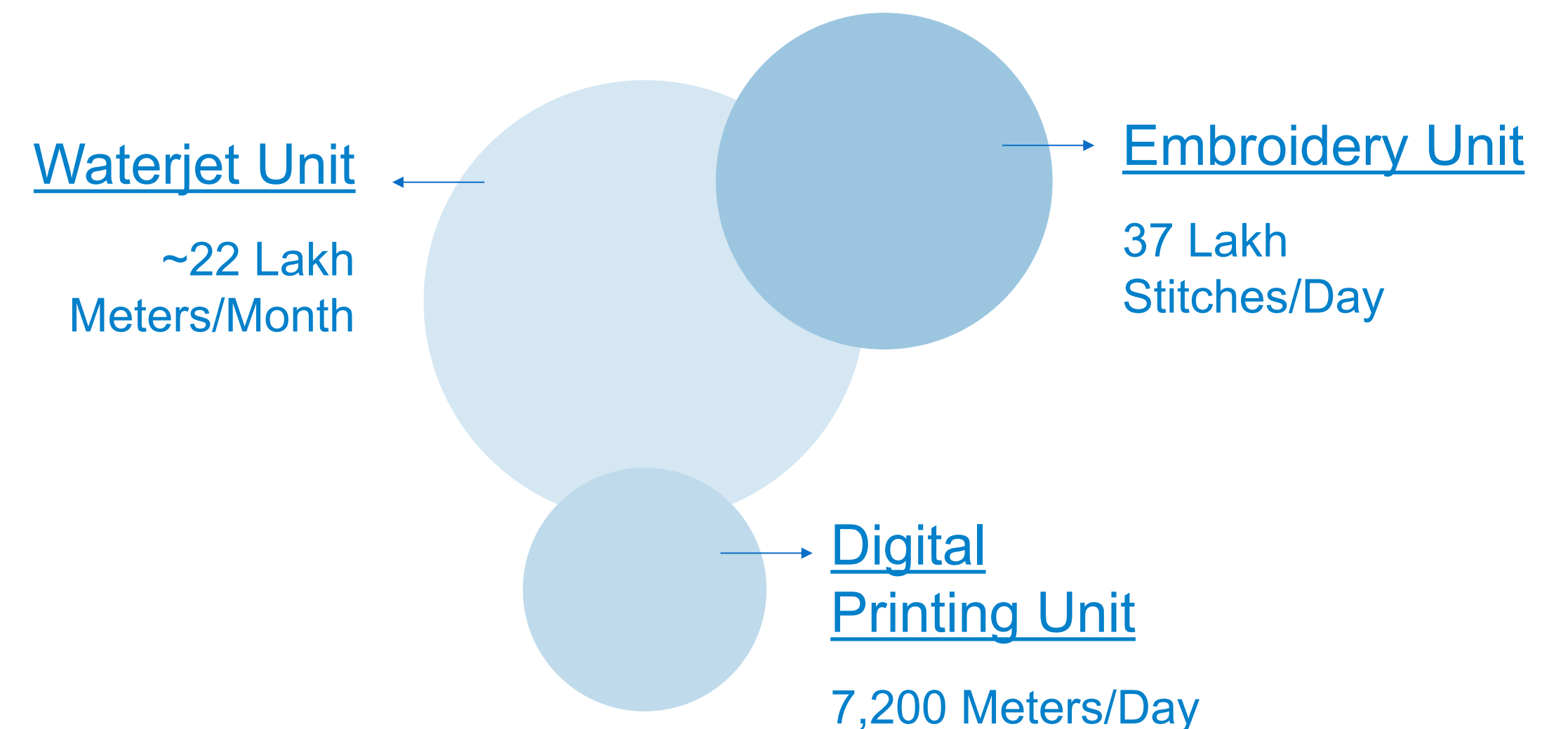
Contributed 48.55% of sales in Q3FY22 as compared to 49.25% in Q2FY22.

Will maintain the same level of growth as witnessed in the past 5 years.

Over the years this segment will be phased-out with growing prominence of Manufacturing at TTFL.

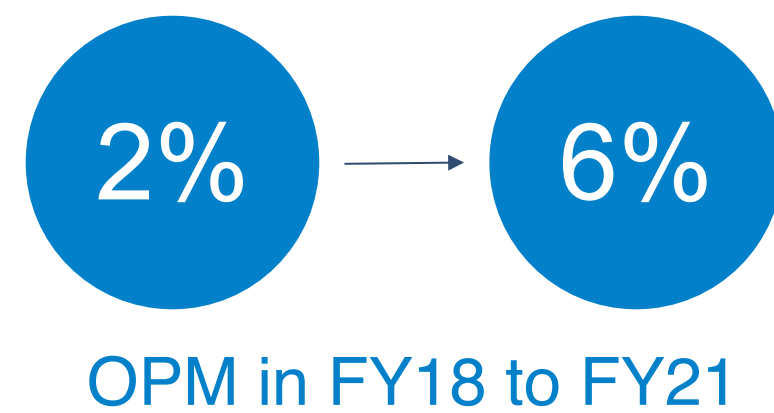
1st Phase of CAPEX

- The 1st Phase of CAPEX begun in September 2018.
- In the 1st phase the company invested in
 1. Waterjet Unit
 2. Value-added Contract Manufacturing – Embroidery & Digital Printing Unit
- In between FY18-21, the company has built an additional Netblock of 961 Lakhs totaling to 1,117 Lakhs in FY21.



Early Results → Courage to Invest Further

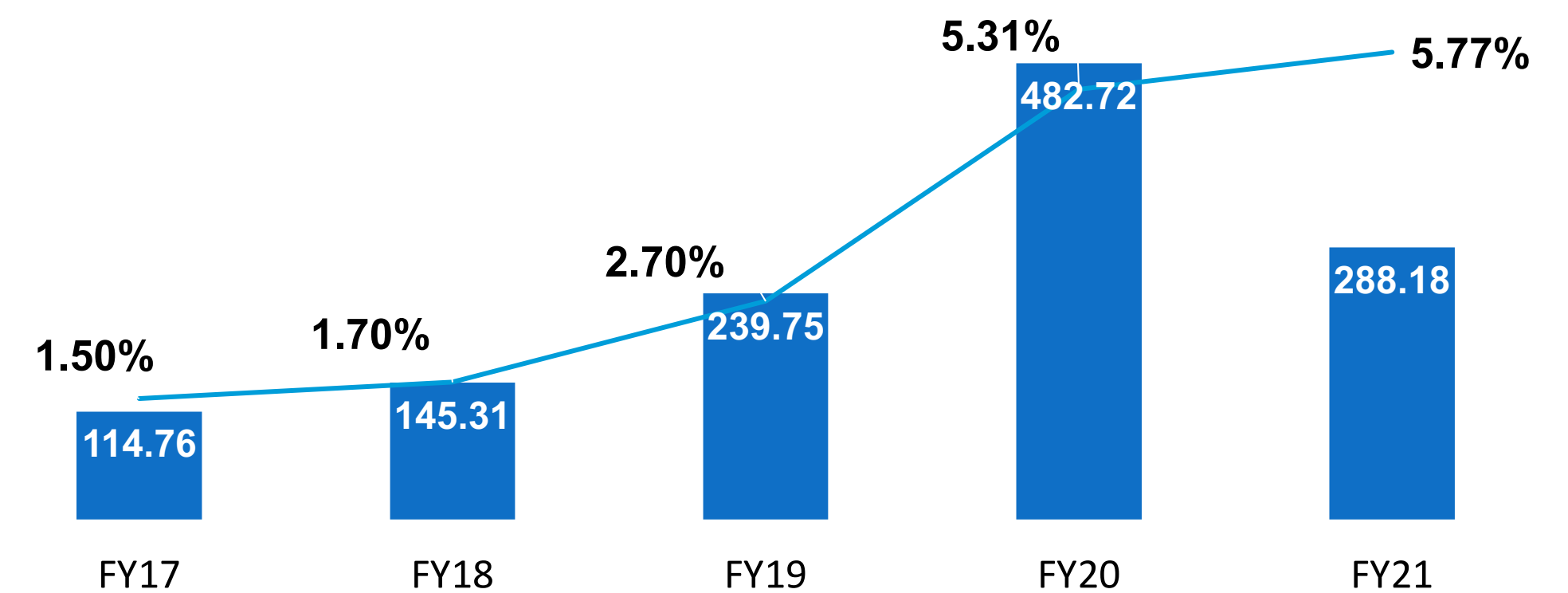
The early results from our 'Shifting Gears' strategy have been very satisfactory.



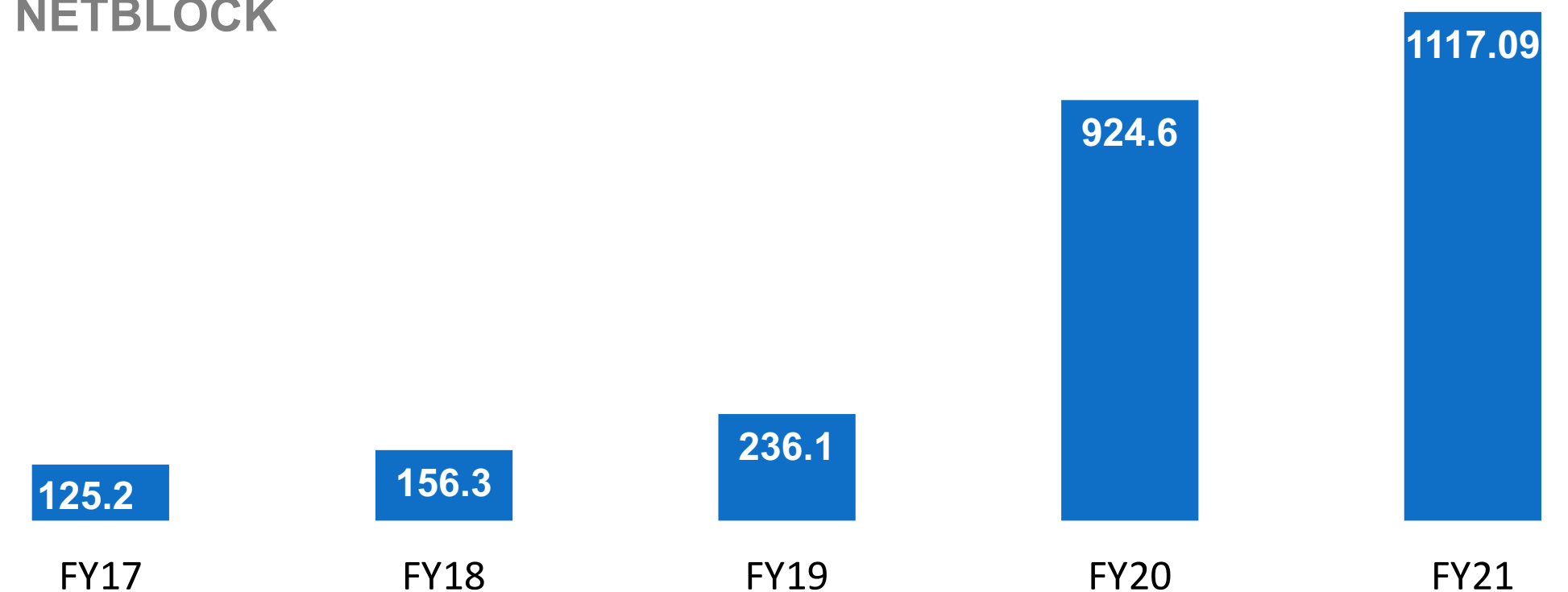
This has been prominently due a shift in margin profile of the company from sub 2% OPM to 6% OPM in last three years.

- The company had completed 2nd Phase of CAPEX by commissioning its Rapier Unit.
- The company had executed the 3rd Phase of CAPEX in June 2021, at its Hojiwala Facility in Sachin, leading to a capacity augmentation of Waterjet Unit from 8-9 lakh meters/month to 20-22 lakh meters/month.

EBITDA & EBITDA (%)



NETBLOCK



Financial Highlights

Q3FY22 Profit and Loss Summary

(IN INR LAKHS)

PARTICULARS	Q3FY22	Q2FY22	Q3FY21	Y-O-Y%
Revenue from Operations	2385.43	2102.91	1395.61	71%
Total Income	2387.39	2129.25	1399.55	71%
Total Operating Expense	2225.54	1969.76	1311.39	70%
EBITDA (Excluding OI and EI)	159.89	133.15	84.22	90%
EBITDA Margins %	6.7%	6.3%	6.0%	67 bps
Interest Cost	65.66	91.31	56.77	16%
Depreciation and Amortisation	38.72	38.79	20.65	88%
Profit Before Taxes and Exceptional Items	57.47	29.39	10.74	435%
Profit After Taxes	14.67	1.57	7.90	86%

Financial Highlights

Annual Profit and Loss Summary

(IN INR LAKHS)

PARTICULARS	FY21	FY20	FY19	FY18	FY17
Revenue from Operations	4992.65	9096.41	8689.74	8546.24	7594.76
Total Income	5177.94	9138.56	8722.01	8594.15	7619.19
Total Operating Expenses	4699.78	8613.82	8436.18	8400.95	7480.00
EBITDA (Excluding OI)	292.87	482.59	253.56	145.29	114.76
EBITDA (Excluding OI) %	5.9%	5.3%	2.9%	1.7%	1.5%
Interest Cost	285.38	271.06	86.47	76.95	68.23
Depreciation & Ammortisation	102.35	100.75	30.39	12.58	13.01
Profit Before Taxes	90.43	152.93	168.97	103.67	56.37
Profit After Taxes	35.32	90.03	127.42	75.00	34.12

FY21 & FY20 figures as per Ind AS

Financial Highlights

Annual Balance Sheet Summary

(IN INR LAKHS)

PARTICULARS	FY21	FY20	FY19	FY18	FY17
Shareholder's Fund	1197.67	1162.36	1099.54	826.35	380.39
Non Current Liabilities	2554.45	1506.27	926.19	419.09	370.53
Current Liabilities	3025.23	2898.88	2882.75	3248.18	1698.63
Total	6777.36	5567.51	4908.47	4493.66	2449.55
Non Current Assets	2777.76	1573.68	1133.57	470.45	232.64
Current Assets	3999.60	3993.83	3774.91	4023.20	2216.91
Total	6777.36	5567.51	4908.47	4493.66	2449.55

Management Commentary

Q3FY22 Result Discussion

- Q3FY22 has been the best quarter in terms of Revenue from Operations, post Covid-19 era. The Company has delivered growth on both YOY and QOQ basis and has been able to achieve the pre-Covid run rate.
- Performance in Q3FY22 has been well, despite the post-Diwali seasonality which is typically witnessed in Q3 of any given year.
- On the profitability front, the Company has recorded superior EBITDA margins of 6.7% in the quarter, as compared to 6.0% in Q3FY21 and 6.3% in Q2FY22. Furthermore, interest cost is down QOQ, and the Company has done reasonably well on the Profit Before Tax front.
- The Company has recently commissioned the 2nd phase of its Waterjet Unit in Q1FY22, which is aiding the profitability margins of the Company. The Company will continue on its 'Shifting Gears' strategy by investing in manufacturing operations in pursuit of better growth and profitability.

Contact Us

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Company Secretary and Compliance Officer

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