

TRIDENT/CS/2017
July 5, 2017

National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex, Bandra (E) Mumbai- 400 051	BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001
Scrip Code: - TRIDENT	Scrip Code: - 521064

Sub: Intimation of Schedule of Road show

Dear Sirs,

In terms of Regulation 30(6) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find below the proposed schedule of "Non Deal Road Show" in which the Company will participate:

Day/Date	Road show organized by	Place
Thursday, July 6, 2017 Friday, July 7, 2017	JM Financial	Mumbai

We are attaching herewith a copy of the presentation that would be used during the above Meetings. The aforesaid information and the presentation has also been uploaded on the website of the Company i.e. www.tridentindia.com.

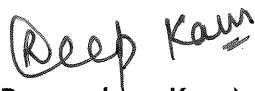
Please note that the above shall be subject to changes in case of exigencies, if any, on the parts of investors/Company.

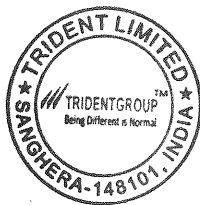
Submitted for your information and records.

Thanking you,

Yours sincerely,

For Trident Limited


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



Encl: As above



TRIDENT LIMITED

Roadshow Presentation

July 2017



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Table of Content



Corporate Overview



Industry Overview



Home Textile Business



Paper Business



Presence and Financials



Corporate Overview



Trident Limited: An Overview

Home Textiles



**One of the
World's Largest
Integrated Home Textile
Manufacturer**

FY 17 Revenue Contribution : 49%

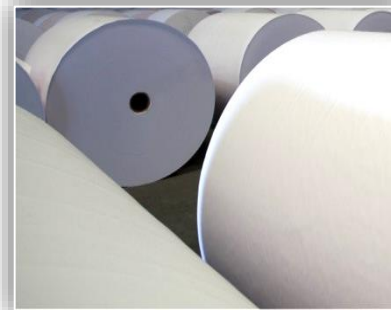
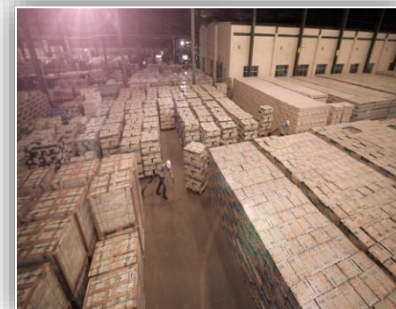
**World's Largest
Compact Yarn
Spinning Unit under Single
Roof**

FY 17 Revenue Contribution : 33%

**World's Largest Wheat
Straw based Paper
Manufacturer**

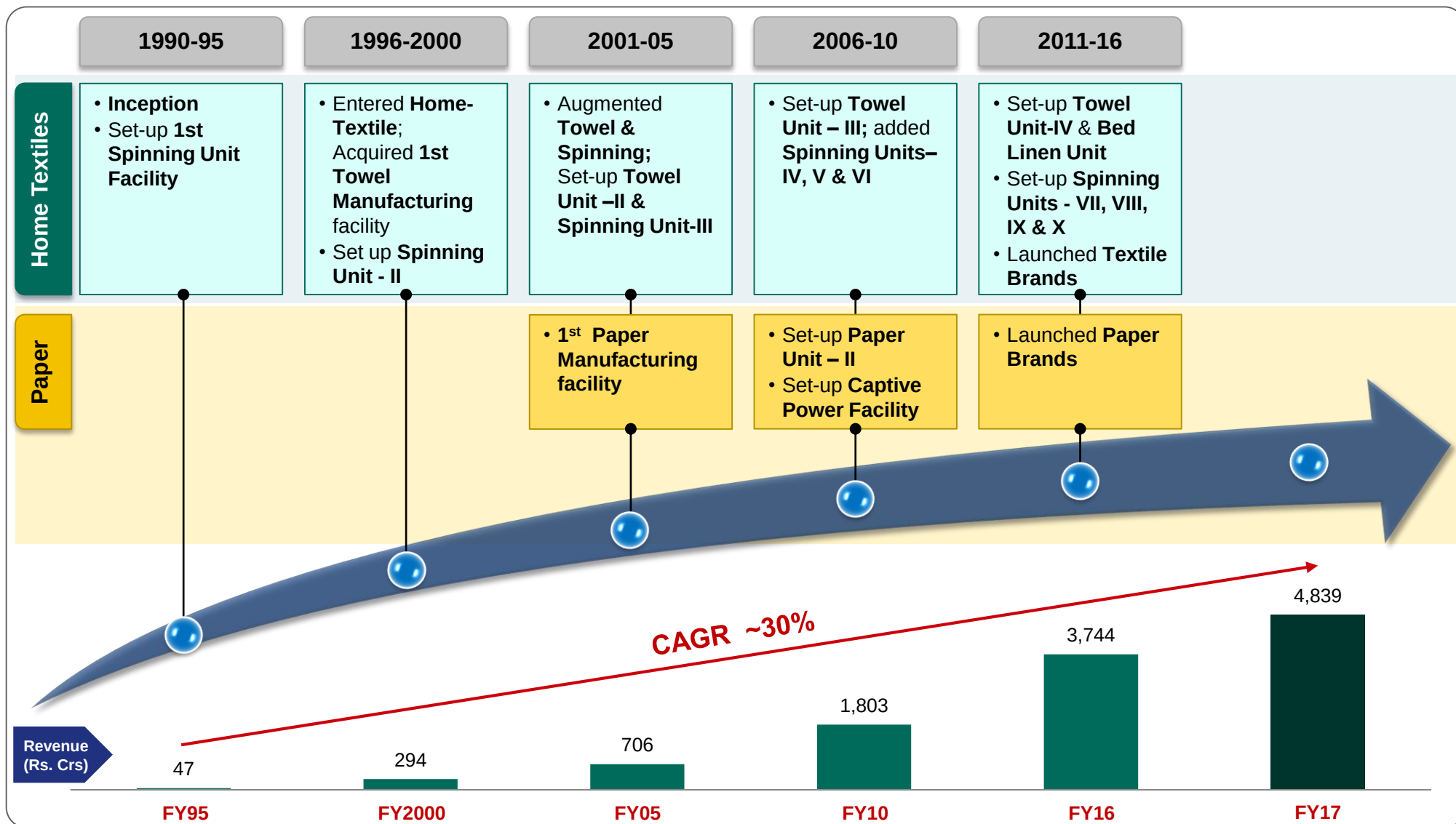
FY 17 Revenue Contribution : 18%

Paper



One of the Leading Business Groups with interest in Home Textiles and Paper

The Journey So Far



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

Our Management Team



Mr. Rajinder Gupta
Co-Chairman

- Founder of the company, served as Managing Director from 1992 to 2012 and the person behind the stupendous growth of the Trident Group
- A first generation entrepreneur having rich & varied exposure of promoting industrial ventures over last three decades
- Awarded "Padmashree" in 2007, in recognition of his distinguished services in the field of trade and industry
- Nominated Vice-Chairman of Punjab State Planning Board, Chairman of FICCI Regional Advisory Council (Punjab, Haryana, Chandigarh & HP) and member of Managing Committee of ASSOCHAM



Mr. Abhishek Gupta
Chief Executive Officer

- Serving as a CEO, has planned and managed activities involved in sourcing, procurement, conversion, and logistics management leading to strengthening of the process of Supply Chain Management
- Leads the Corporate Marketing and Innovation Team and spearheaded the branding initiatives of Copier Paper
- Bachelor's Degree in Law & Business Studies from University of Warwick, International Marketing from Harvard Business School and Entrepreneurial Development Program from ISB, Hyderabad; recently honored with the ASSOCHAM Leadership Award (CEO), 2016



Ms Pallavi Shroff
Chairperson

- Ms Pallavi Shroff is currently Chairperson and independent director on company's board
- She is a Managing Partner of Shardul Amarchand Mangaldas & Co. having over 35 years of experience
- Currently she is National Practice Head of Dispute Resolution, leading litigation and arbitration teams; mentors the Competition Law practice at the Firm
- She has been recognised as one of the Most Powerful Women in Indian Business by Business Today



Mr. Rajiv Dewan
Director

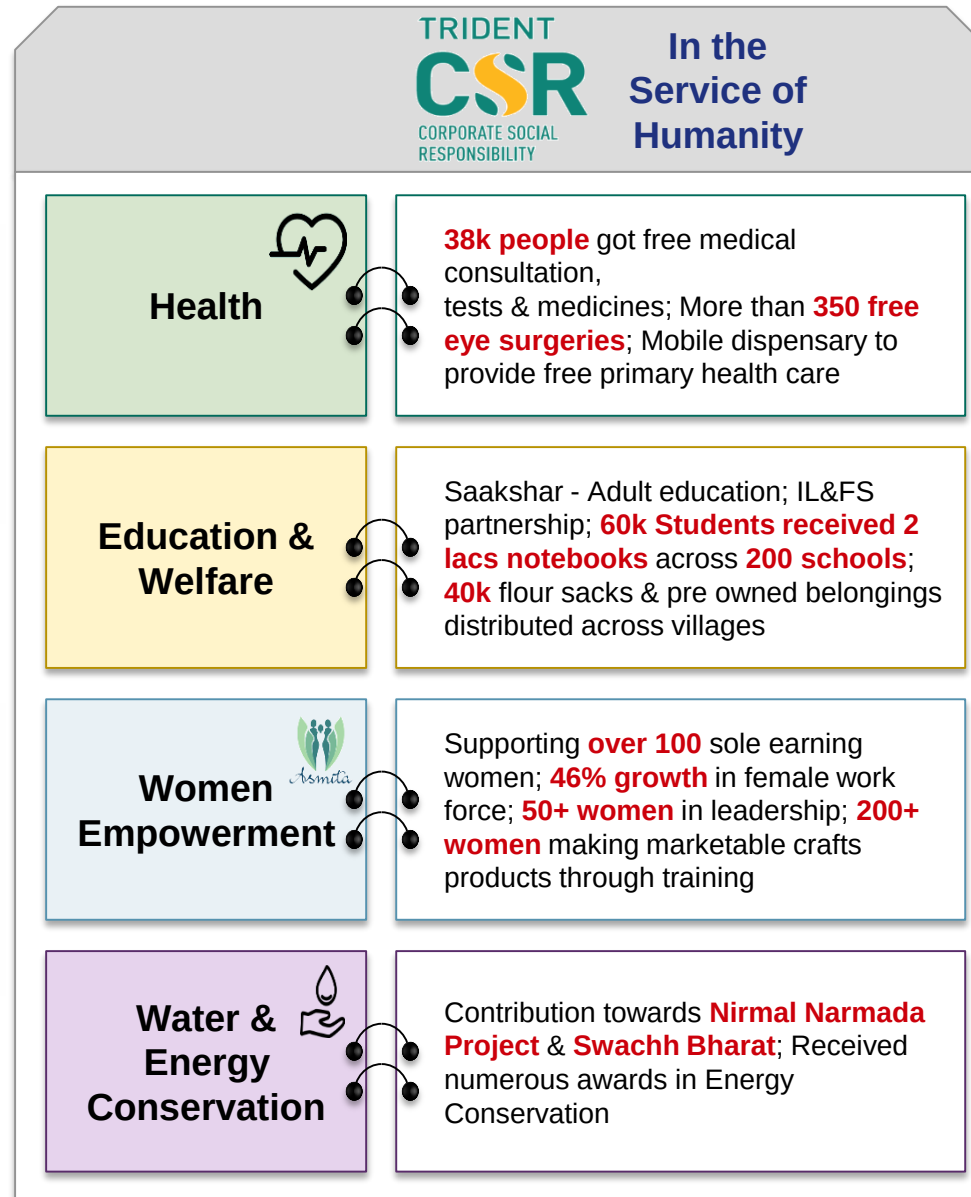
- Mr Rajiv Dewan is currently an independent director on company's board
- He is a Fellow Member of the Institute of Chartered Accountants of India and is a practicing Chartered Accountant
- Possesses wide experience in tax planning, management consultancy, business restructuring, capital market operations, SEBI-related matters and other corporate laws
- Prior to starting his own practice, Mr. Dewan worked in senior positions in renowned textile companies



Mr. Deepak Nanda
Managing Director

- Mr Deepak Nanda is currently the managing director
- He is an alumnus of the Indian Institute of Management, Ahmedabad and holds a Master of Science in Computer Software and Management
- Possesses more than three decades of experience in business development, client relationship, contract negotiations, project implementation and delivery, improving the efficiency and effectiveness of businesses

CSR Initiatives



PHD Chamber Award for Outstanding Contribution to Social Welfare for 2016

Energy Conservation Award 2015-2016 received from IPMA and Ministry of Power

National Award for Excellence in Energy Management from CII

Golden Peacock Award for Environment Management

Awards & Accolades



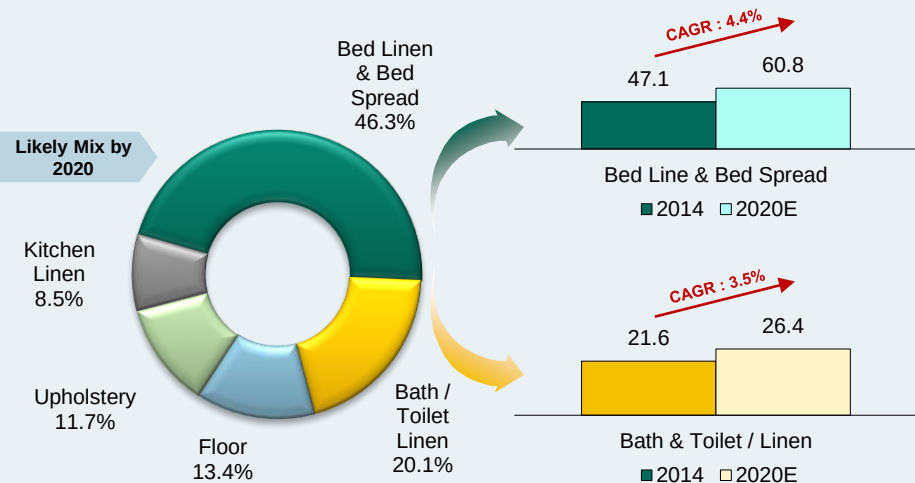


Industry Overview



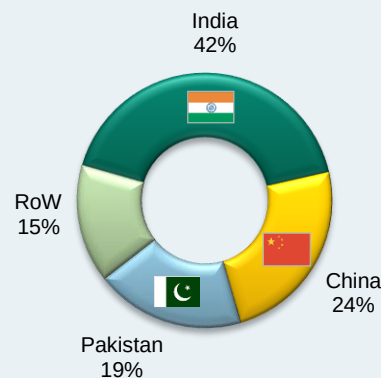
Global Home Textile Industry: Advantage India

Global Home Textiles Market is Expected to reach \$131.5 billion by 2020

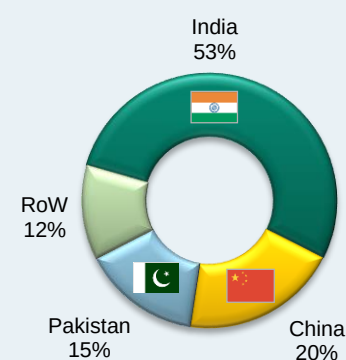


India is the biggest supplier of Terry Towel and Bed Sheet to US (As on March 2017)

Market share of major Terry Towel (cotton) suppliers to the US



Market share of major Bed Sheet (cotton) suppliers to the US



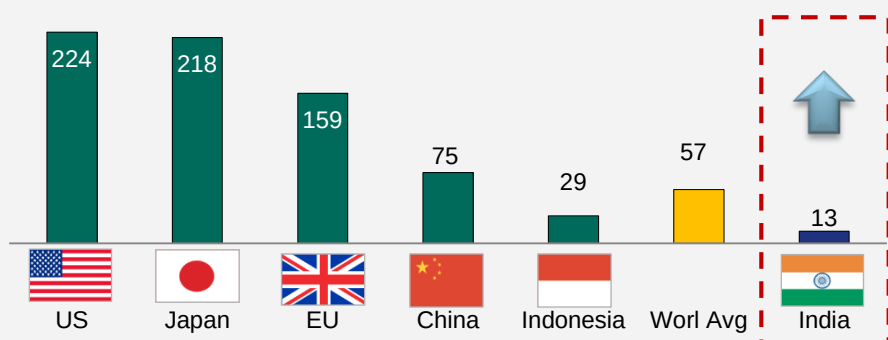
- ✓ **Market Share of Indian Manufacturers has increased in both Bed Sheet and Towel segments in the Dec'16 – Mar'17 quarter despite INR depreciation**
- ✓ **India has a strategic advantage over China: Labour cost is \$1.12 per hour in India vs \$2.65 per hour in China (Werner International 2014 Report)**
- ✓ **Gov Policies such as Technology Upgradation Fund Scheme (TUFS), Duty Drawback, Liberalization of FDI Policy, EPCG etc. have provided a big boost to the textile industry**
- ✓ **Domestic Textiles Market is also gaining acceleration and is expected to reach \$5.6 billion by 2020: Bed Sheet segment is expected to grow at a CAGR of 7.4% and Bath and Toilet Linen is expected to grow at a CAGR of 6.9% till 2020**

Source : Company, Global Home Textiles Market Outlook, Fibre2Fashion

Significant Growth Opportunities – Globally as well as in India – For Indian Textile Manufacturers

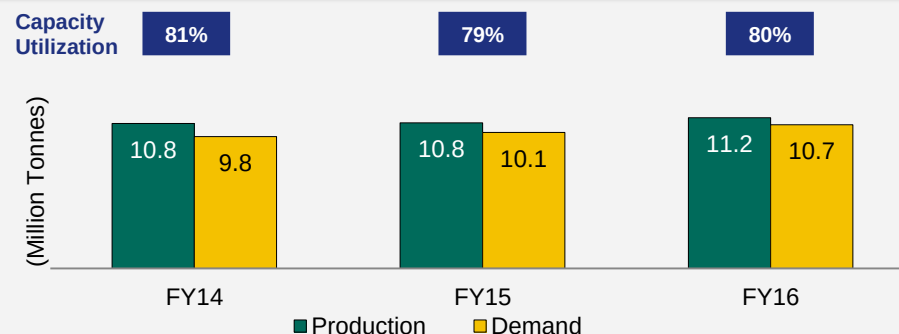
Indian Paper Industry: Gaining Momentum

Annual per Capita Paper Consumption (in Kgs)



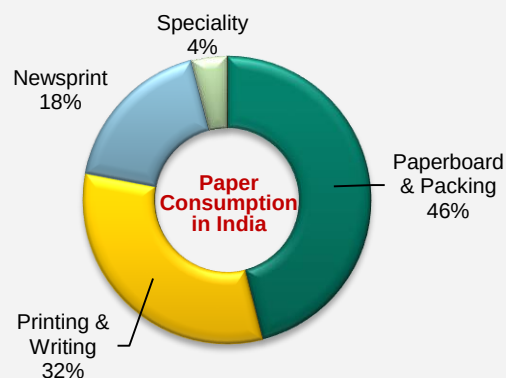
Consumption below average indicates strong headroom for growth in India

Demand Supply Matrix

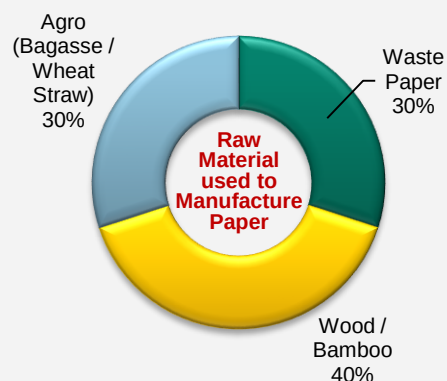


Industry's Capacity addition is in line with Demand Growth resulting in steady utilization levels

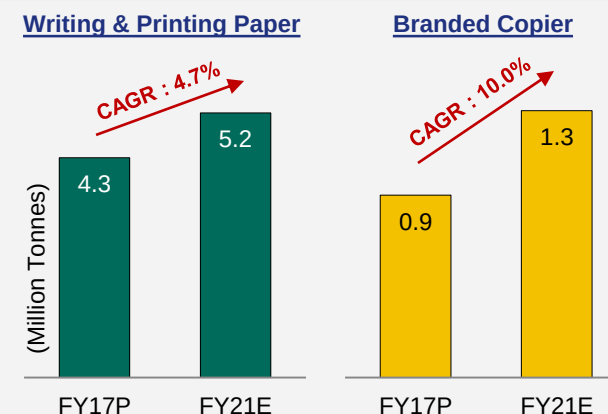
Paper Consumption by Category



Waste Paper and Wood are the chief Raw Material Sources for Manufacturing



Growth Outlook – Branded Copier Segment to outpace WPP Growth



Source : Company,, CRISIL Research, Dun & Bradstreet – Sector Watch Report on Indian Paper Industry

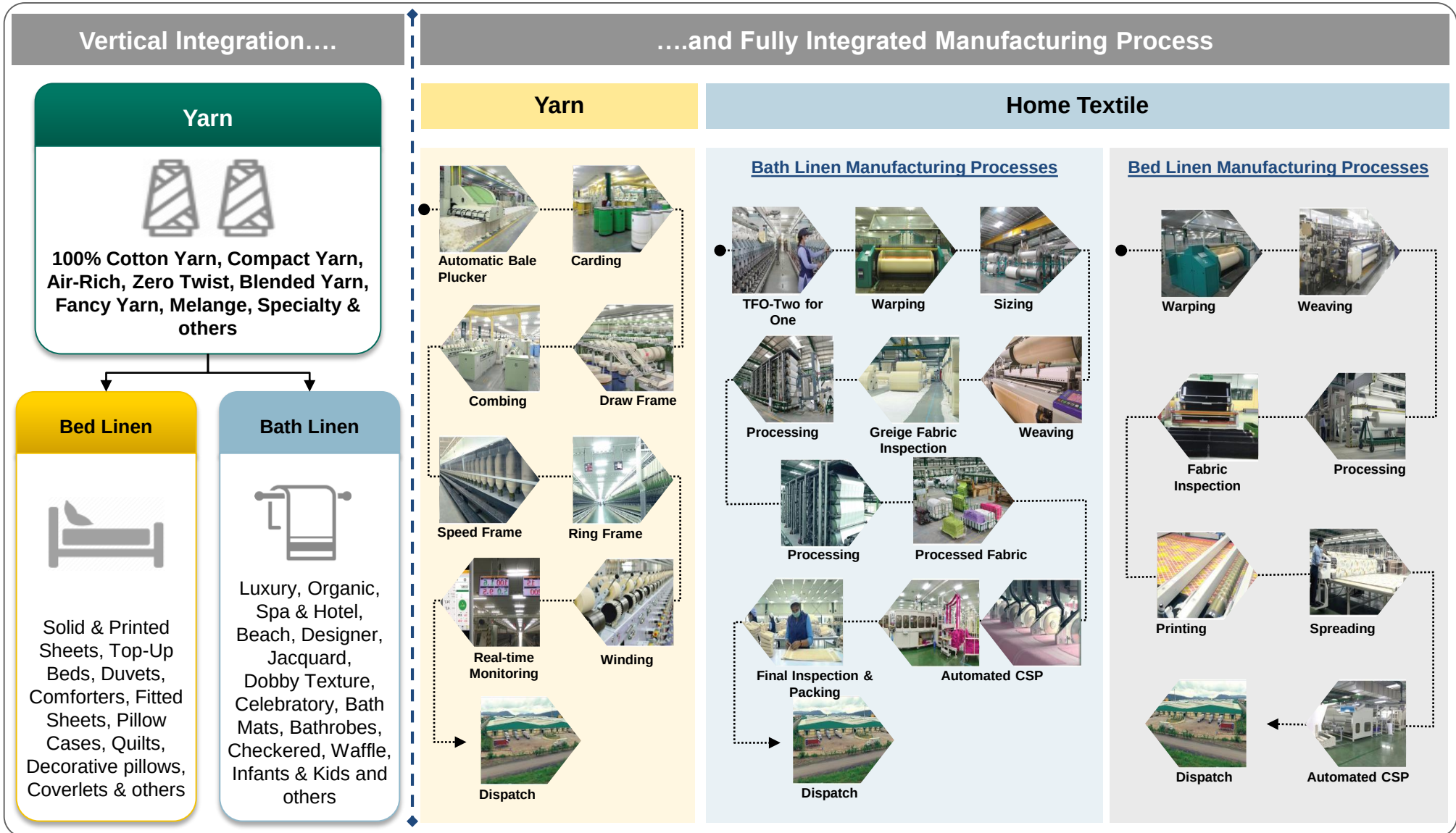
Improving Realizations coupled with Falling Pulp Prices have ushered in a Golden Era for Indian Paper Manufacturers



Home Textile Business



Trident : One of the World's Largest Integrated Textile Manufacturer



Business Overview

Infrastructure Overview



Bath Linen

Budni, MP

- 1 Unit
- 300 Looms
- 48000 MT/pa

Barnala, Punjab

- 3 Units
- 388 Looms
- 42000 MT/pa



Bed Linen

Budni, MP

- 1 Unit
- 500 Looms
- 43.2 Mn Mtrs/pa



Yarn

Budni, MP

- 5 Units
- 3.7 Lac Spindles
- 2880 Rotors

Barnala, Punjab

- 5 Units
- 1.8 Lac Spindles
- 3584 Rotors



Water Treatment
48 MLD

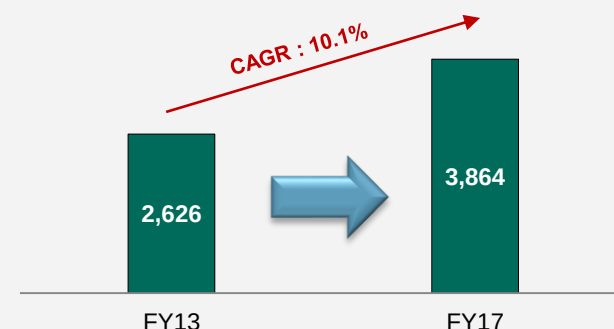


Power
50 MW

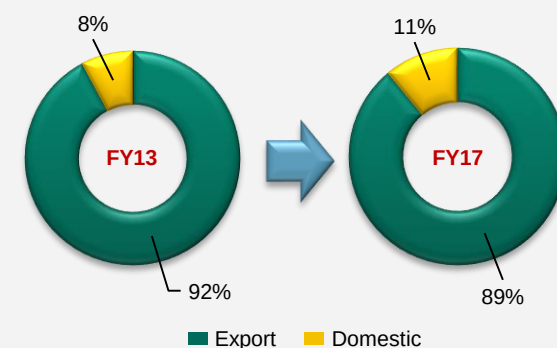


Chemical
100000 TPA

Segment Revenue (Home Textiles) in Rs Crs



Revenue Mix (Bed Sheet and Bath Linen): Export Vs Domestic



Post GST, Revenue share from Domestic Market will increase gradually to ~ 15%

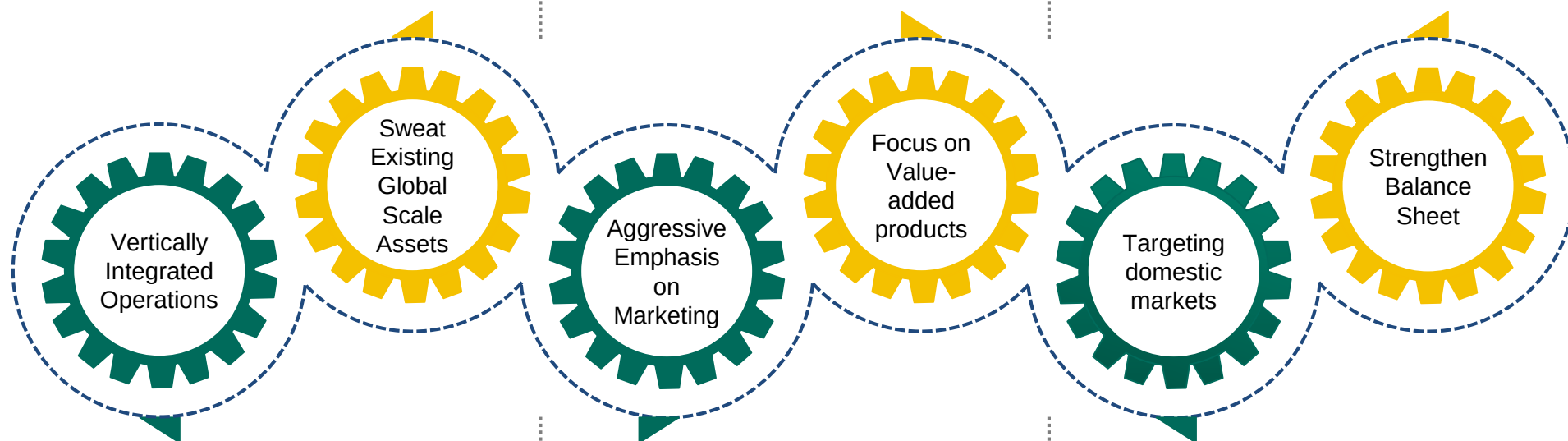
Strong Growth Prospects on back of recent capacity additions and entry into Bed Linen Segment

Our Strategy

- Focus on optimally utilising global scale capacities
- Significant free cash flows anticipated with major capex cycle getting over
- On-track to significantly improve return ratios

- Branding strategy to target premium customer segment in Home Textiles
- Focus on value-added products to improve contribution over the coming years

- Robust free cash flow generation expected going forward
- To reduce long-term debt in a phased manner



- Cotton-to-Terry Towel and Cotton-to-Bed Linen: Fully integrated operations to deliver sustainable performance over the years

- Strengthening presence in new markets like UK, Italy, France, Japan, Australia, South Africa and Canada
- Continue to target new markets to diversify customer base geographically
- Leverage existing customer relationships to ramp-up Bed Linen marketing

- Improve brand presence through multi brand outlets MBOs & Modern Retail across India
- Emphasis on emerging e-commerce platforms to market Home Textile brands – brands available across major e-commerce platforms

Our Mission is to Emerge as a Trusted Partner to the Top Global Retailers & Fashion Houses

Marquee Clientele

Global Customers



India Customers



Online Presence

amazon

Flipkart



SHOPCLUES.COM

JABONG.COM

MYNTRA.com

indiamart

HOME SHOP 18

eBay.in

paytm

pepperfry.com

snapdeal

FAB FURNISH.com

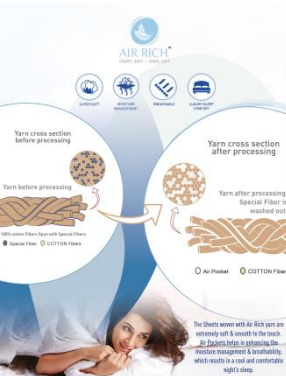
Kraftly Uniquely Yours

Strong Customer Relationships provide Opportunities to Increase Business Share and Cross-sell Products

Focus on Innovations and Value Added Products



- Super Soft
- Moisture Wicking
- Breathable
- Luxury Sleep Comfort



The Sheets woven with Air Rich yarn are extremely soft & smooth to the touch. As you lie in bed, the moisture management & breathability which results in a cool and comfortable night's sleep.

- Superior Cotton Yarn
- Feather Soft Sheet
- Enhanced Lustre & Vibrant Shades
- Everlasting Touch
- Superior Softness

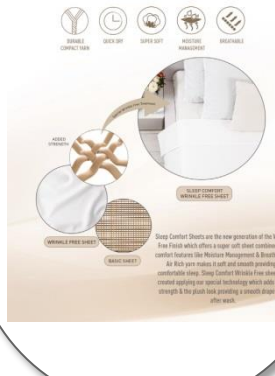




- All Season Sheet
- Superior Softness
- Breathable
- Moisture Wicking
- Dry Comfort



- Durable Compact Yarn
- Quick Dry
- Super Soft
- Moisture Management
- Breathable


- Bio Softness
- Renewable
- Reduced Carbon Foot Print
- Natural Finish



Continuous Research on Fashion & High Value Products to Improve Contribution

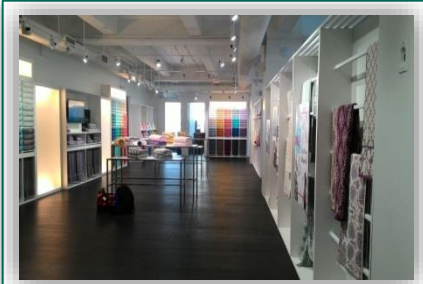
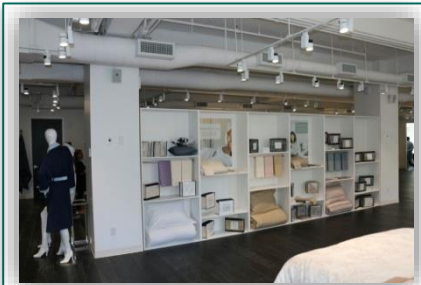
Branding & Marketing Activities



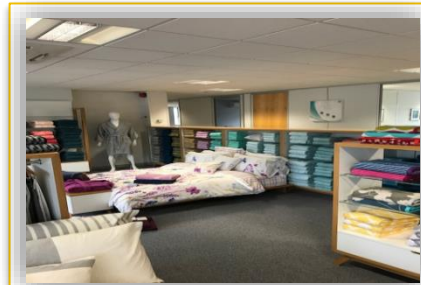
Essential Range to Luxury Range category with established brands in more than 400 MBOs (Multi Brand Outlets)

Branding & Marketing Activities

Design Studio in New York



Design Studio in Cheshire (UK)



Enhance Customer Experience and Position Trident as Superior Brand in Customer Mind



Paper Business



Business Overview

Infrastructure Overview



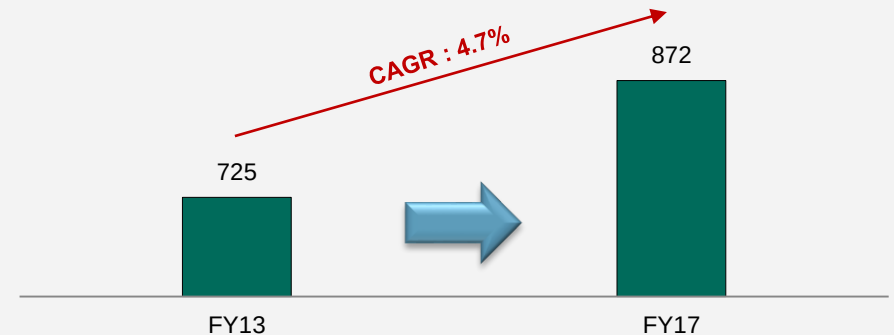
Paper

Barnala, Punjab

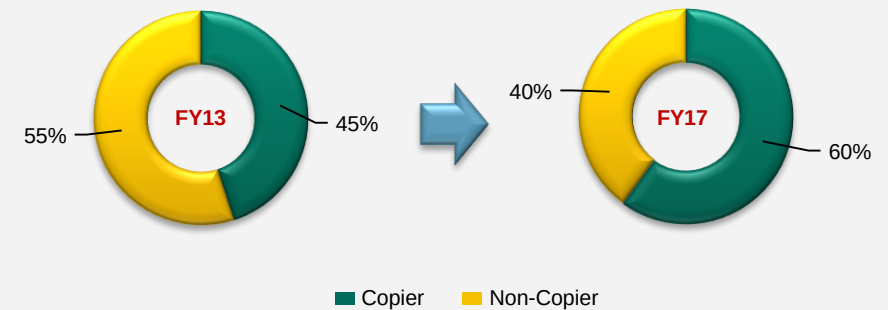
- 2 Units
- 175000 MT/pa



Segment Revenue (Paper) in Rs Crs



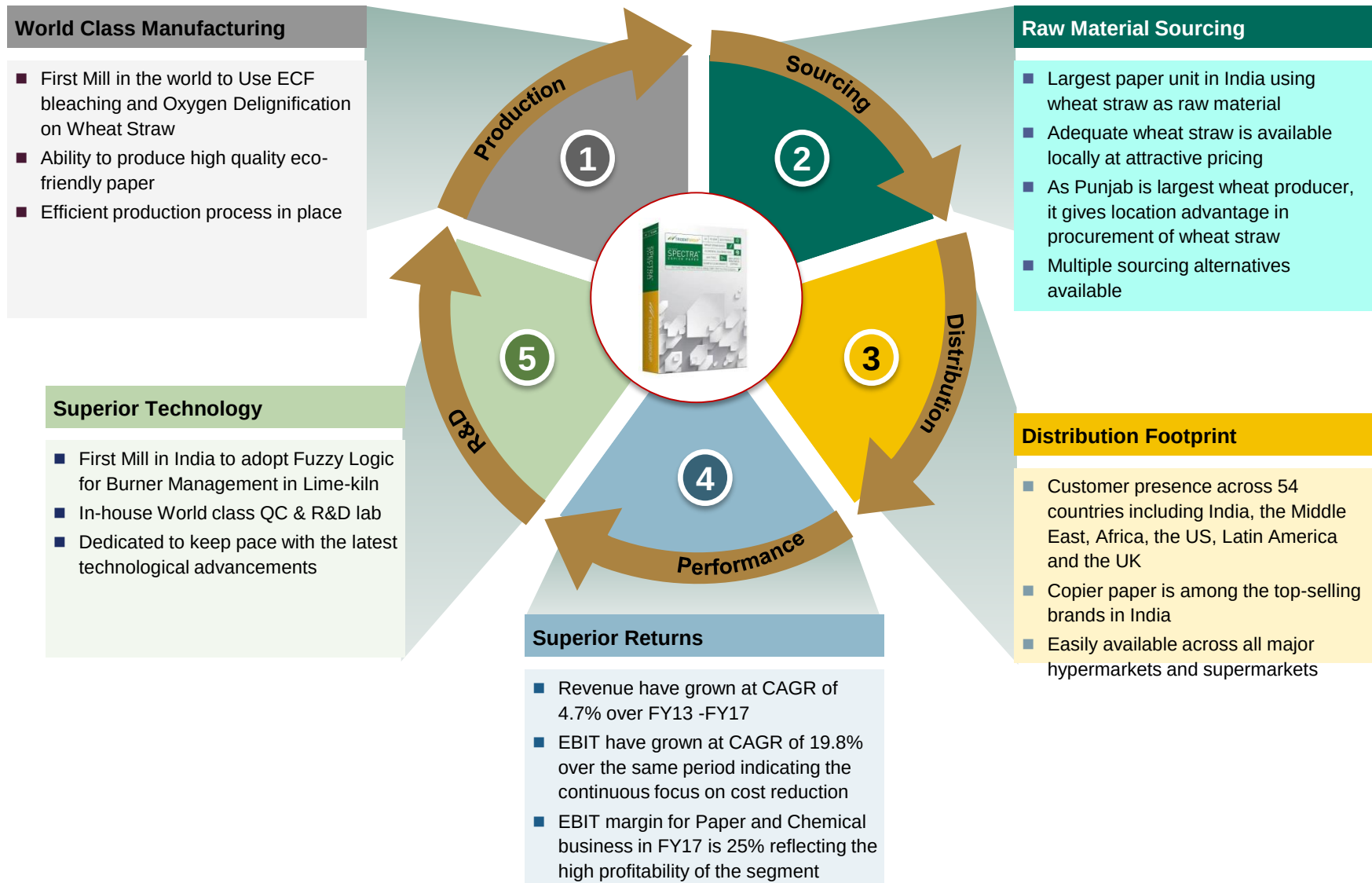
Paper Product Mix – Increasing Copier Sales Volume Share



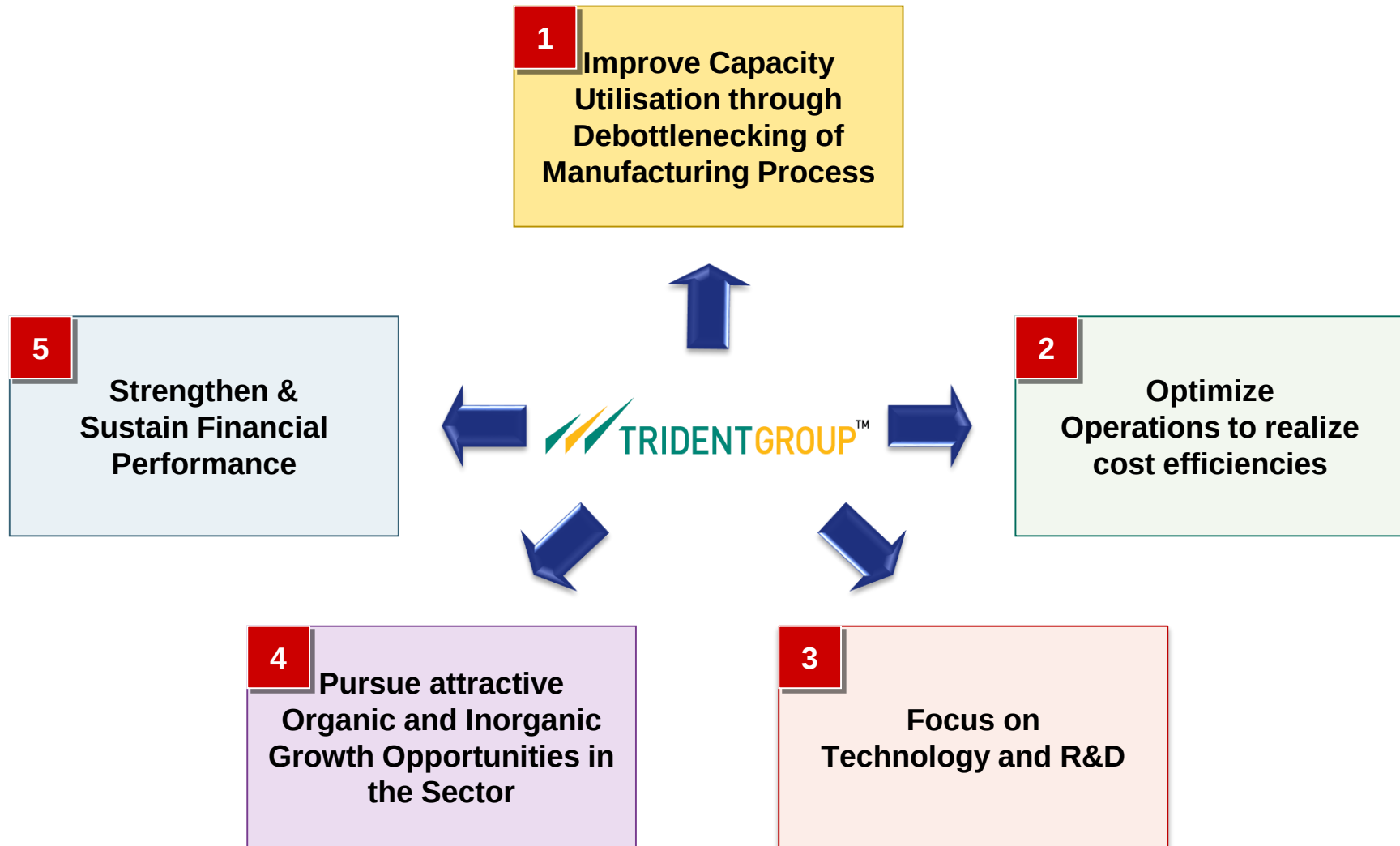
- The shift in copier paper will result in sustaining the margins going forward

Trident is World's Largest and India's Only Wheat Straw-based Paper Manufacturer

Our Business Model

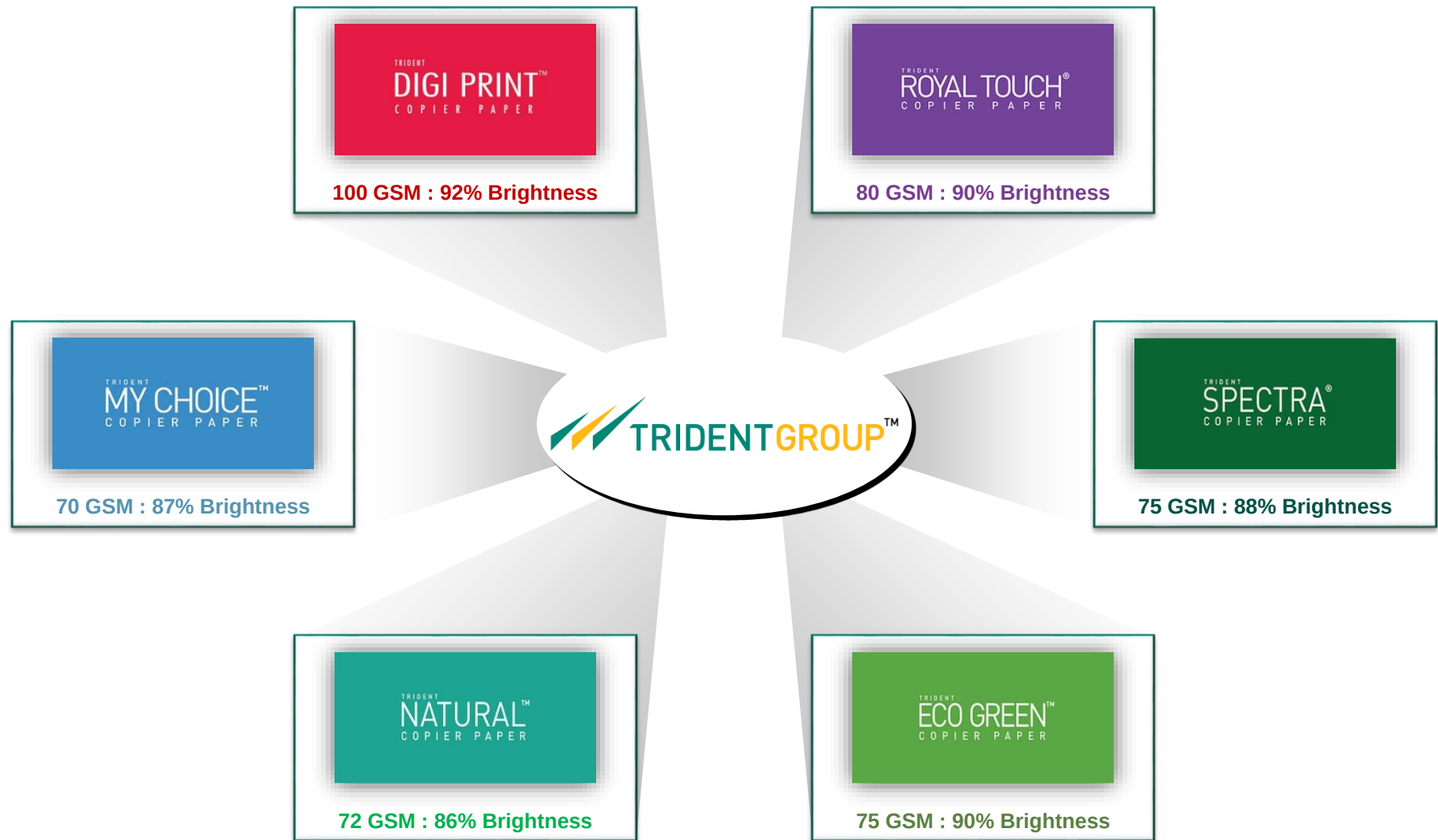


Our Strategy



Our Mission is to Emerge as a Leading Paper Manufacturer in India

Branding & Marketing Activities



Differentiated Product/ Brand to target distinct end consumers as per their requirements

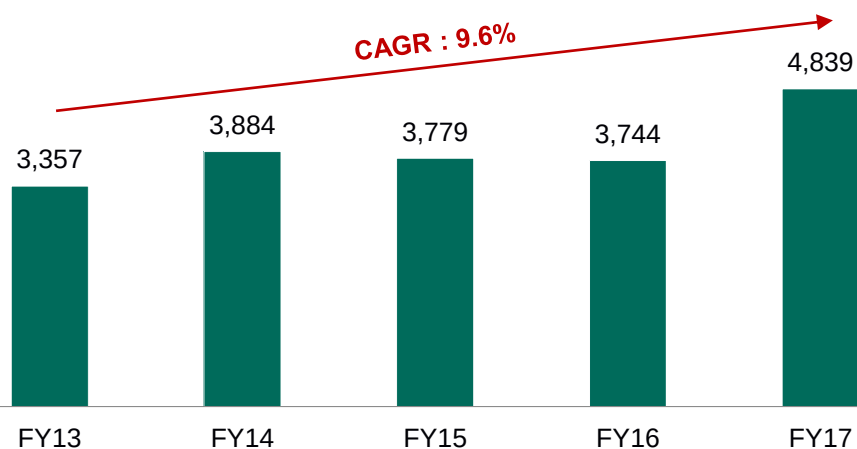


Financial Overview

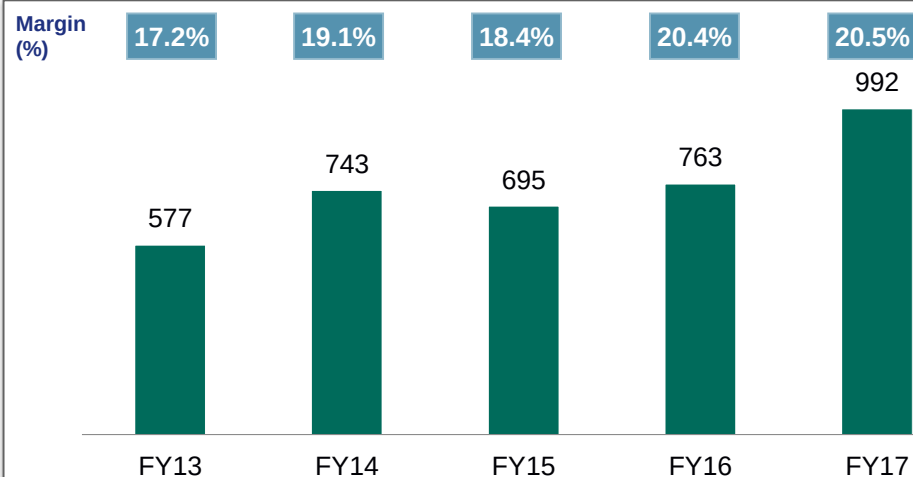


Financial Overview: Consolidated

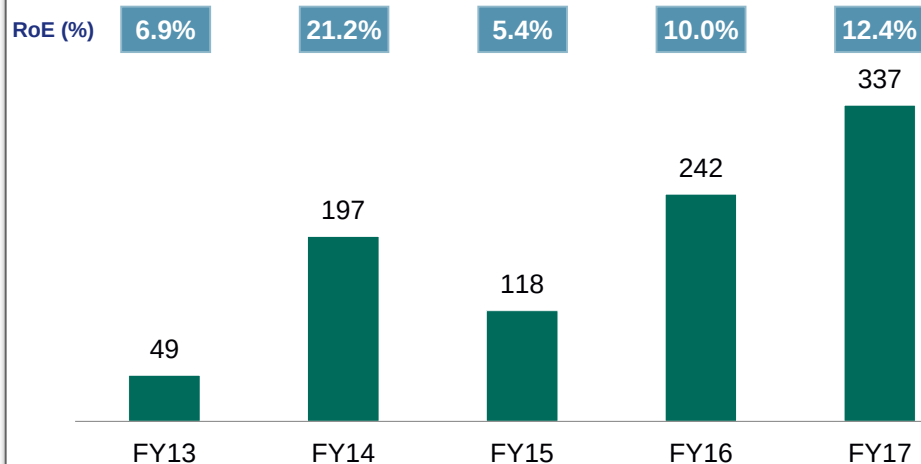
Net Revenue (INR Crs)



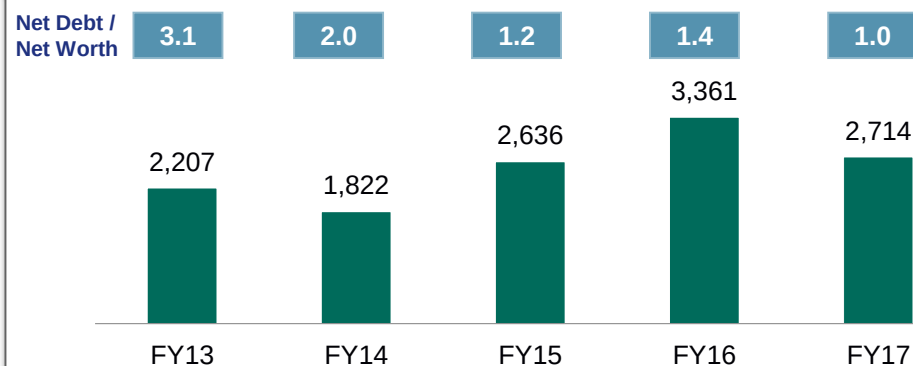
EBITDA (INR Crs) and EBITDA Margin (%)



PAT (INR Crs) and RoE (%)



Net Debt (INR Crs) and Net Debt / Net Worth (x)



- Continuous focus on Debt reduction by company as evidenced by reducing D/E
- Out of the total long term debt, ~75% debt is under TUFS scheme which is available at a very subsidized rate

Dividend Policy

**Minimum Annual
Dividend**

6%

of Face Value

**Maximum Annual
Dividend**

33%

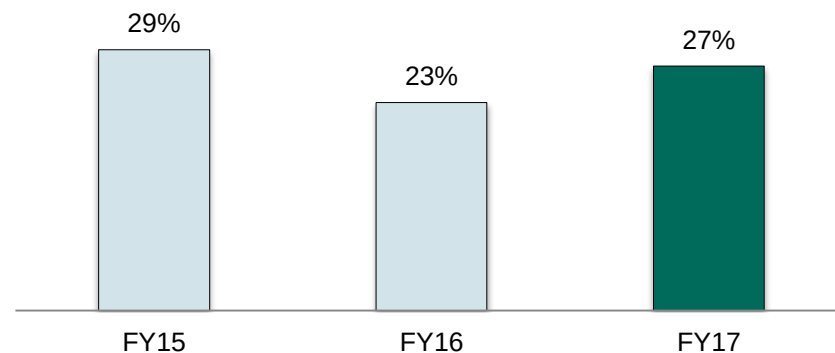
of Net Profit

(Including Dividend Distribution Tax)

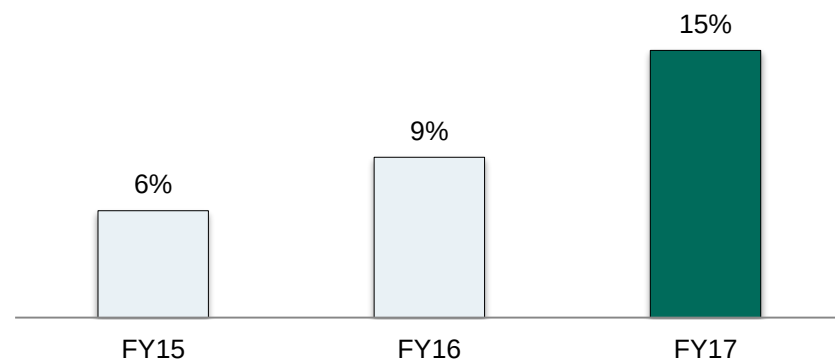
Year	Total Dividend%	Dividend Type	%age
FY17	15%	Final	3%
		Interim	6%
		Interim	6%
FY16	9%	Interim	3%
		Interim	3%
		Final	3%
FY15	6%	Interim	3%
		Interim	3%

Note : Dividend Distribution Policy is available at www.tridentindia.com

Dividend Payout Ratio



Historical Dividends (%age of Face Value)

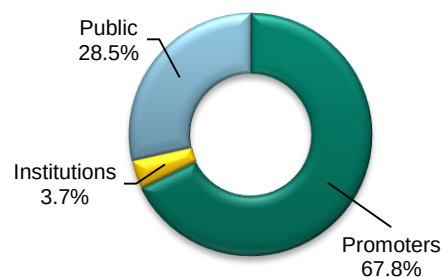


Share Price Performance & Shareholding

Trading Statistics

- Current Price : Rs. 74.95
- Volume : 483,113 (BSE + NSE)
- M. Cap : Rs. 38,195 MM
- 52 W High : Rs. 92.3
- 52 W Low : Rs. 42
- Average Daily Volumes
 - 12M : 2,048,705
 - 6M : 1,775,890
 - 3M : 1,078,408
 - 1M : 544,788

Shareholding Pattern – 31st March, 2017



Share Price Performance – LTM





Thank You