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Punjab, India | Visit: tridentindia.com

TRIDENT/CS/2016
March 8, 2016

National Stock Exchange of India Limited Exchange Plaza Plot No. C/1, G Block 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 to Schedule Analyst/Institutional Investor meetings under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

In terms of the Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform that the Company will attend the **"Rising Stars Investors Conference 2016"** being organized by Prabhudas Lilladher in Mumbai on March 9, 2016.

We are attaching herewith a copy of the presentation that will be given in the conference. This presentation has also been uploaded on the official website of the Company.

Please note that the above is a tentative schedule only and may change due to exigencies on the part of host/ Company.

This is for your information & records please.

Thanking you

Yours sincerely,

For Trident Limited

Pawan Babbar

TRIDENT LIMITED ★ SANGHERA-148101, INDIA ★ TRIDENT GROUP

(Pawan Babbar)
Company Secretary

Encl : As above

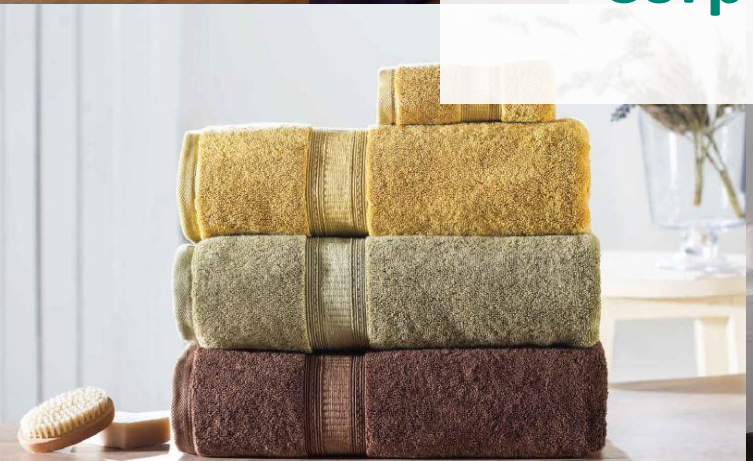
CELEBRATING 25 YEARS OF BEING DIFFERENT





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Trident Limited
Corporate Presentation
March - 2016





Home Textiles | Paper

Safe Harbour

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- *Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

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5 *CSR Initiatives & Awards*

6 *About Us & Investor Contacts*


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Trident Overview

Trident Perspective

… 25 years of being different

Trident Limited

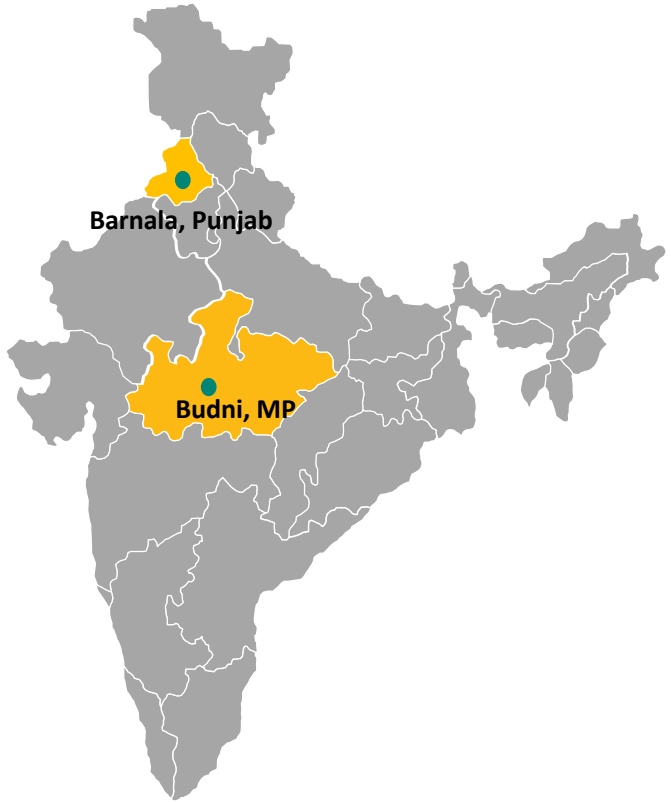
Textiles

- **Worlds Largest Integrated Terry Towel Manufacturer**
- One of the Worlds Largest Integrated Home Textile Manufacturer
- One of the largest Textiles Exporter from India

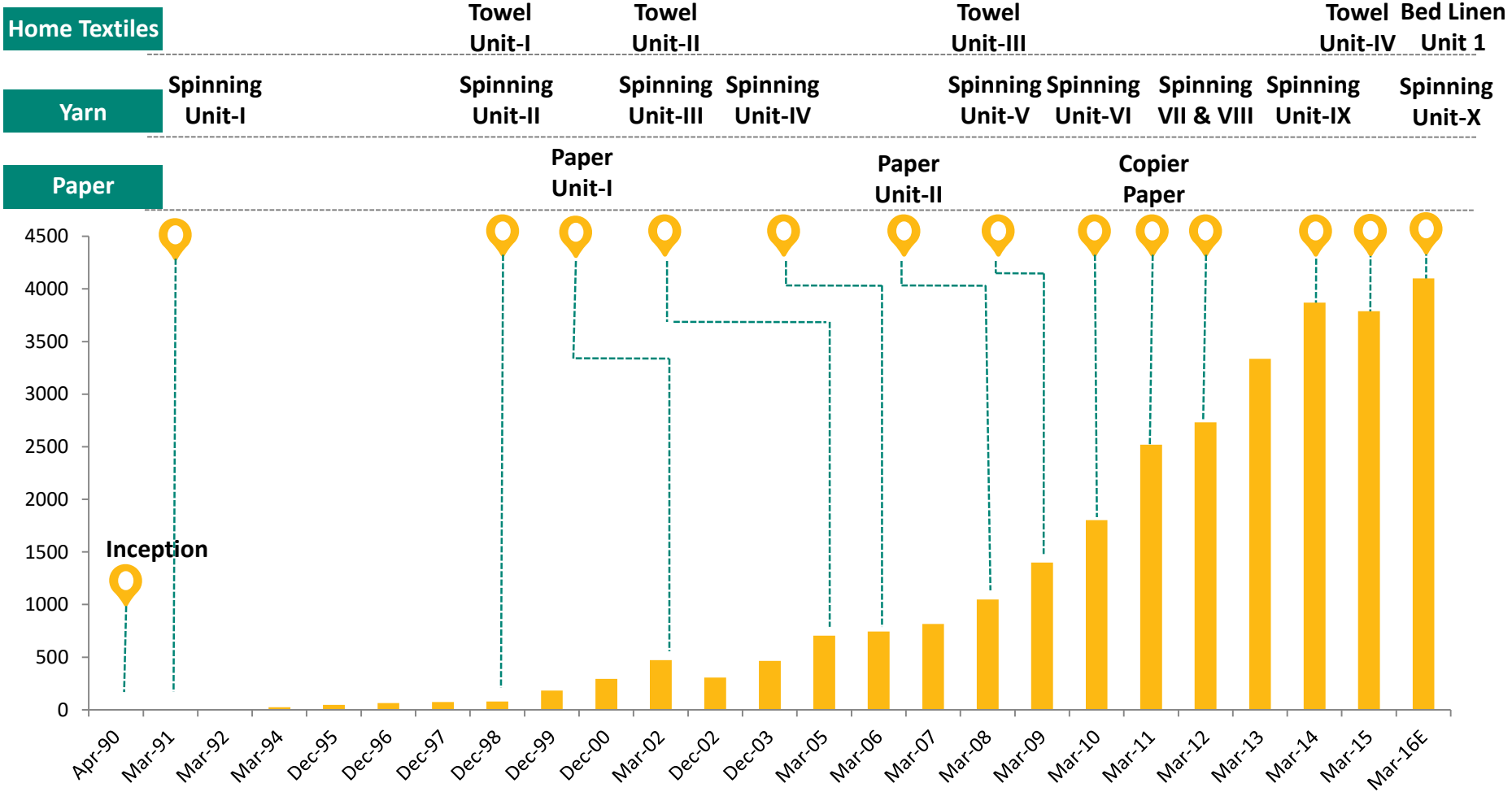
Paper

- **Worlds Largest Wheat straw based Paper Manufacturer**
- Eco friendly technology
- Market Leader in Agro based branded Copier Paper

Manufacturing Facilities

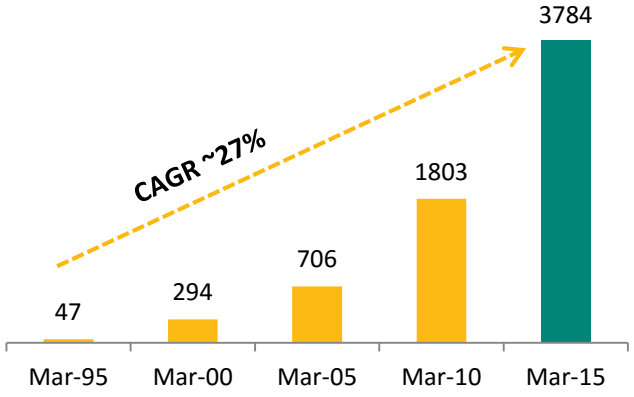


… Milestones

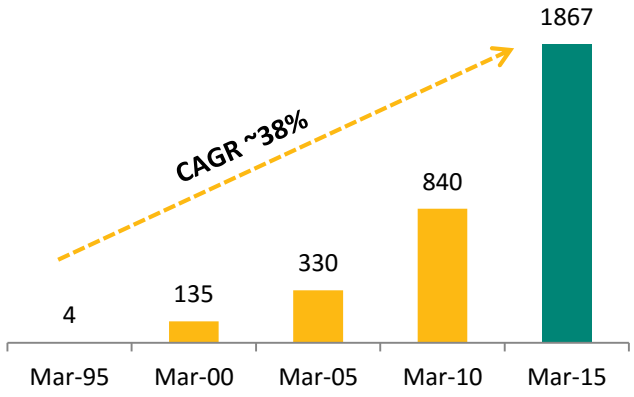

Home Textiles
Towel Unit-I
Towel Unit-II
Towel Unit-III
Towel Unit-IV
Bed Linen Unit 1
Yarn
Spinning Unit-I
Spinning Unit-II
Spinning Unit-III
Spinning Unit-IV
Spinning Unit-V
Spinning Unit-VI
Spinning VII & VIII
Spinning Unit-IX
Spinning Unit-X
Paper
Paper Unit-I
Paper Unit-II
Copier Paper
Inception
4500
4000
3500
3000
2500
2000
1500
1000
500
0
Apr-90
Mar-91
Mar-92
Mar-94
Dec-95
Dec-96
Dec-97
Dec-98
Dec-99
Dec-00
Mar-02
Dec-02
Dec-03
Mar-05
Mar-06
Mar-07
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Mar-09
Mar-10
Mar-11
Mar-12
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Mar-14
Mar-15
Mar-16E

…Delivering Value

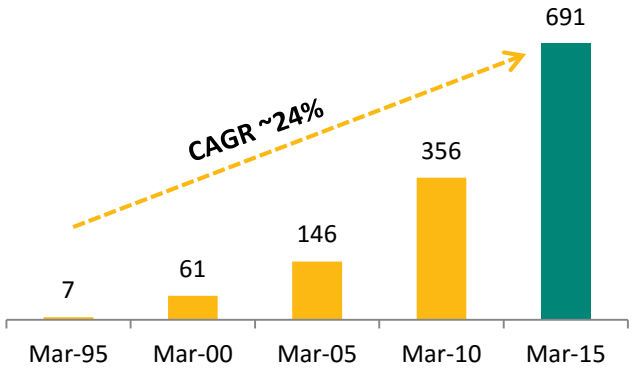
Revenue Growth



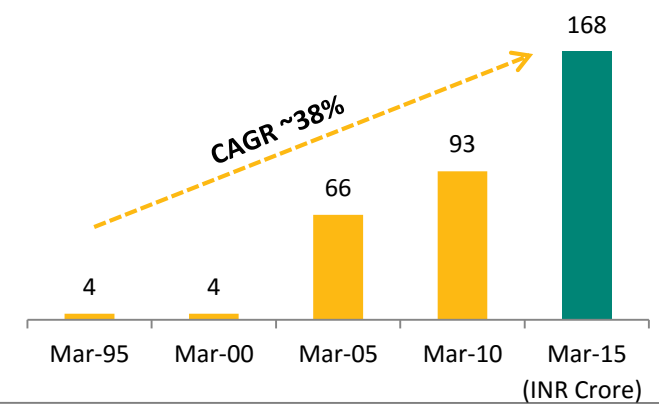
Export Growth



EBITDA Growth



PBT Growth

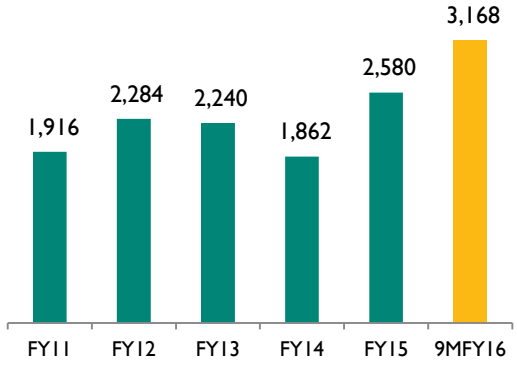


Profit & Loss Abstract

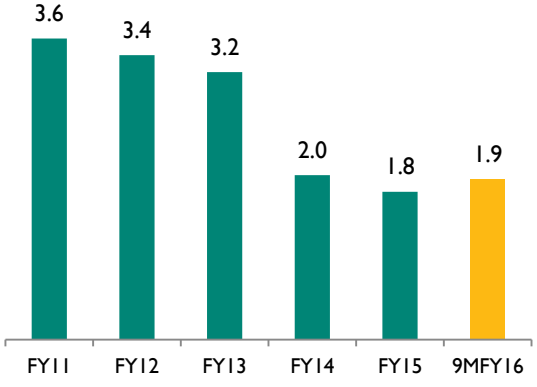
Particulars (INR Crore)	Q3 FY16	Q3 FY15	Growth %	9M FY16	9M FY15	Growth %	FY15
Net Revenues	**897.8**	**931.3**	***-3.6%***	**2,737.8**	**2,806.3**	***-2.4%***	**3784.3**
Total Expenditure	**724.9**	**771.8**	***-6.1%***	**2,190.4**	**2,309.9**	***-5.2%***	**3092.9**
- Material Consumed	429.1	485.2	***-11.6%***	1,286.4	1,451.0	***-11.3%***	1929.6
- Other Costs & Expenses	295.8	286.5	***3.2%***	904.0	858.9	***5.2%***	1163.3
EBITDA	**176.6**	**159.5**	***10.7%***	**553.5**	**496.4**	***11.5%***	**691.3**
EBITDA Margin (%)	**19.7%**	**17.1%**	***260 bps***	**20.2%**	**17.7%**	***250 bps***	**18.3%**
Depreciation	81.3	79.3	***2.5%***	244.5	238.4	***2.6%***	321.3
EBIT	**95.3**	**80.6**	***18.2%***	**309.0**	**261.7**	***18.1%***	**373.8**
Interest	23.0	49.6	***-53.6%***	104.2	152.3	***-31.6%***	206.0
PBT	**72.2**	**31.0**	***133.0%***	**204.7**	**109.3**	***87.3%***	**167.8**
Tax	11.2	6.9	***62.3%***	31.7	31.9	***-0.5%***	50.0
PAT	**61.0**	**24.1**	***153.3%***	**173.0**	**77.4**	***123.5%***	**117.8**
EPS (Diluted & non-annualized) (In Rs)	**1.18**	**0.47**	***151.1%***	**3.38**	**1.65**	***104.8%***	**2.47**

Key Financial Parameters

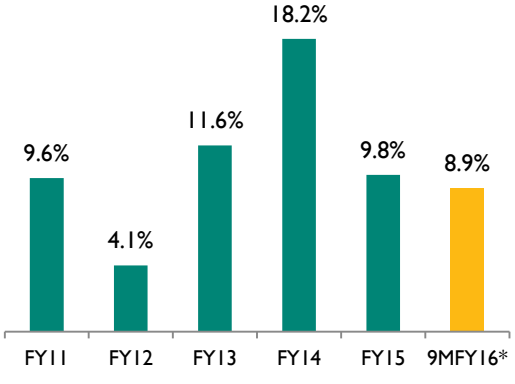
Total Debt (Rs. crore)



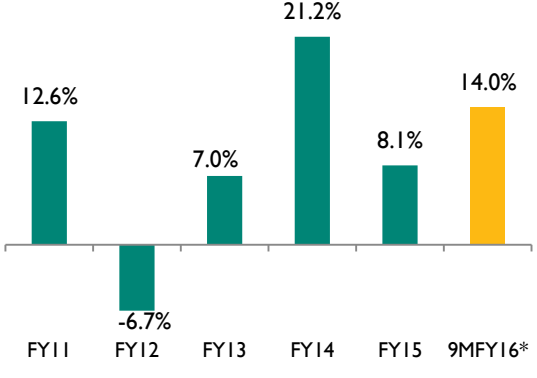
Debt : Equity (x)



ROCE (%)



ROE (%)



- **Debt Repayment** in FY15 – Rs. 458.4 crore
- **Debt Repayment** of Rs. 354.84 crore in 9M FY16
  - Includes prepayment of high cost debt of Rs. 107.90 crore
- **Debt / Equity Ratio** stands at 1.92:1
- **Net Debt / Equity Ratio** stands at 1.8:1
- **Debt level** increased due to implementation of Integrated Bed-Linen project
- **Net Debt** stood at Rs. 2,973.2 crore

** 9MFY16 Figures are annualized*

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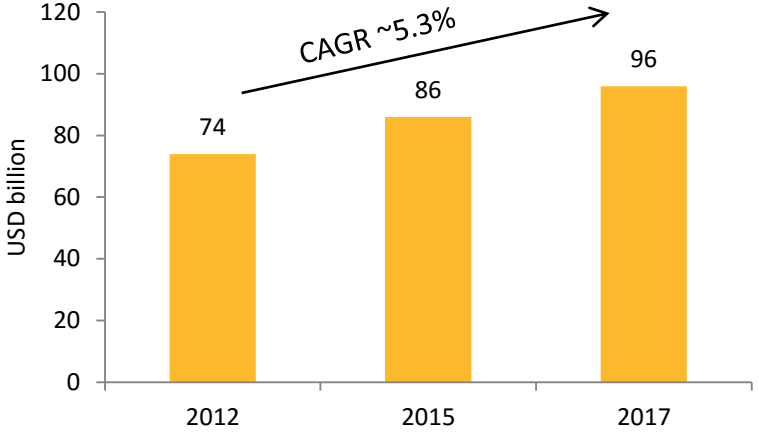
Textiles Industry Overview

Global Home Textile Industry

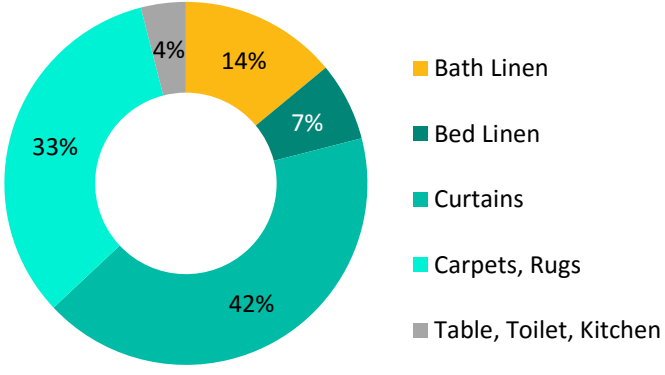
Global Home Textiles Sector

- Global Home Textiles market is expected to grow at a CAGR of ~5% for the period 2012-2017
- Bed and Bath Linen together constitute about 21% of the total Home Textiles industry by volume
- For the year 2013, Bath Linen contributed 20% to the total value of home textiles industry

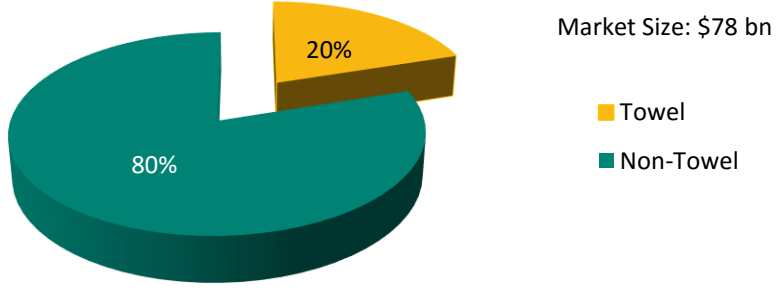
Global Home Textiles Market



Split of Home Textiles (Volume)



Split of Global Home Textiles (Value)



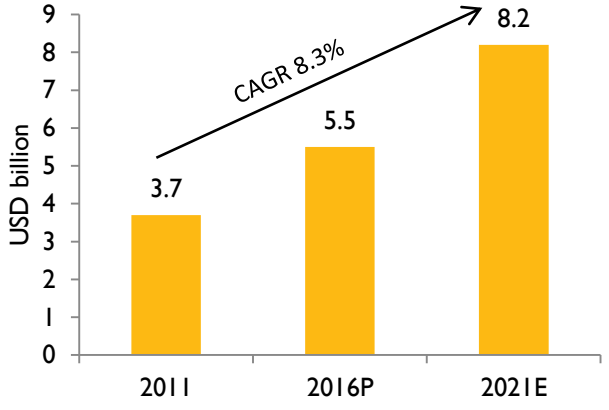
Source: Global and Indian Textile & Apparel Trade -Technopak Analysis

Domestic Home Textiles Industry

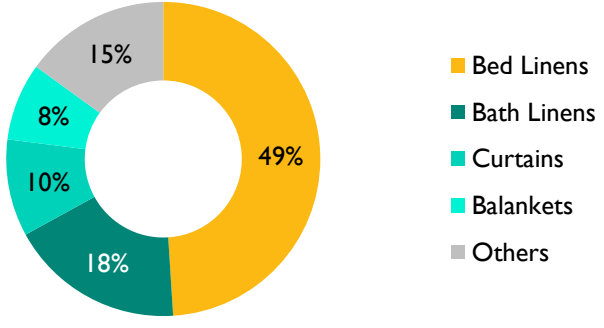
Indian Home Textiles Sector

- India's home textile industry is expected to expand at a CAGR of 8.3 per cent during 2014–21
- India accounts for 7 per cent of global home textiles trade. Superior quality makes companies in India a leader in the US and the UK, contributing two-third to their exports
- Indian products has gained a significant market share in global home textiles in the past few years
- The growth in the home textiles would be supported by growing household income, increasing population and growth of end use sectors like housing, hospitality, healthcare etc
- Bed and Bath Linen together constitute about 67% of the total domestic home textiles industry by value

Indian Home Textiles Industry



Indian Home Textiles Industry (Value)



Source: Technopak Compendium Textile Apparel

Advantage – “Make in India”

Large Capacities

India’s share of spinning capacities have improved significantly in world capacities – accounts for 9% of total installed capacities

Raw Material Availability

India is among the only textile manufacturing country to be net exporter of cotton – benefit of lower raw material costs vis-à-vis Pakistan & China that are net importers

Talent Pool & Cheap Workforce

Design skills vis-à-vis commoditized products and cheaper labor costs viz. USD 200 per month in relation to China’s labor cost viz. USD 450 per month growing at 18-20% Y-o-Y

Power

Captive power leading to assured power supply at competitive rates compared to China and Pakistan, where Pakistan is facing huge power shortage due to power disruption



Rupee Depreciation

– Rupee has depreciated ~9% compared to recent depreciation in Chinese Yuan by ~6%. This has made Indian textile products more competitive

Largest Competitor (China) transitioning to developed economy

Rising per capita income making China a self consuming economy (domestic consumption growing at 13% CAGR) likely to impact its ability to export

Govt. Incentive Schemes

Various government policies to support the industry as well as to ensure that the industry is competitive to its international peers in manufacturing and exports

Robust Growth to Continue

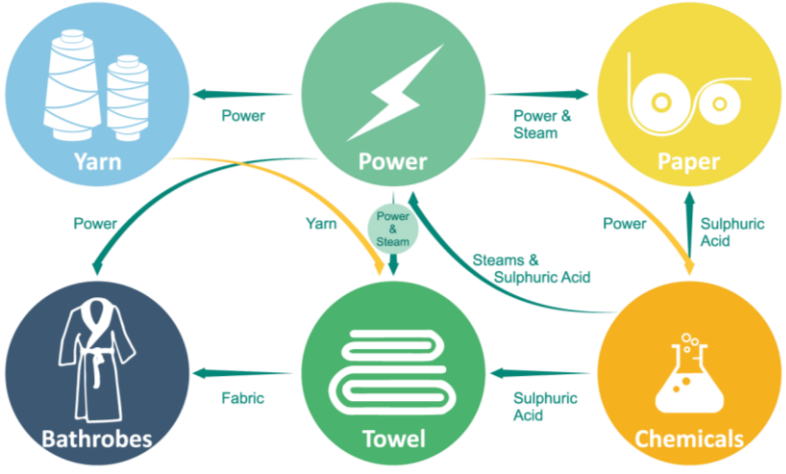
- **Shift in sourcing base –** With China becoming a self consuming economy, customers in U.S. & E.U. are diversifying their sourcing base to countries like India . Other reasons being:
  - Design led products compared to commoditized products
  - Chinese currency depreciation vis-à-vis rupee depreciation
  - Rising labour & power costs making China less competitive in world trade
  - Pakistan's power issues prompting customers to look for other sources
  - Scrutiny in labour safety in Bangladesh
- **E.U. Free Trade Agreement** – Removal of 5-10% of import duties on Indian textiles likely to make India more competitive enabling market share gains
- **Entry into new markets** - Growing demand in new markets like Latin America & Africa to aid textile exports
- **Favorable domestic demographics** – Rising income and population levels combined with rise in organized retail to drive domestic consumption
- **Favorable government policies** - Interest equalization and capital subsidies from central and various state governments to reduce cost of capital



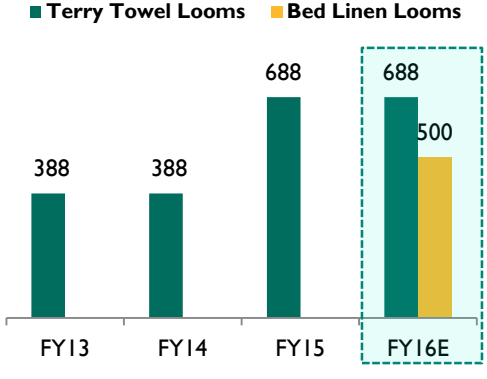
Trident Home Textiles

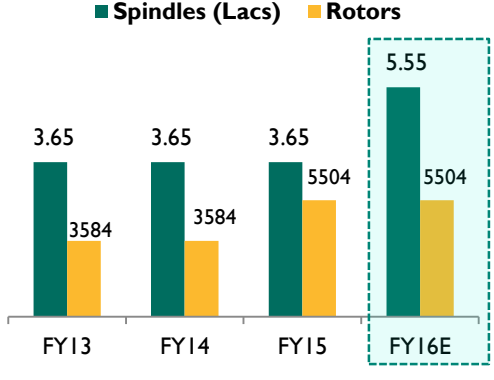
Business Highlights

World's Largest Integrated Home-Textile Manufacturer

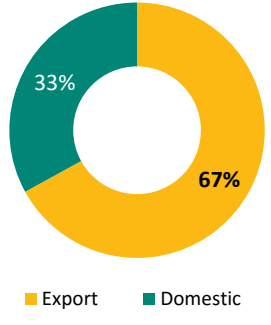


- Fully integrated home-textile operations with terry towel capacity of **360 million pieces of towel per annum**
- Commenced production at its Bed Linen Project of 500 looms capable of producing **43.2 mn meters of bed-linen**
- Implemented the **world's largest terry towel project at a single facility in Budni (M.P.)**
- One of the largest cotton yarn spinning capacity in India with 5.55 lac spindles capable of producing **cotton and blended yarn**





9M FY16
Export : Domestic Mix



Branding Campaign

Premium Range Towels



TRIDENT INDULGENCE®

TRIDENT ORGANICA™



TRIDENT cuddlies™



TRIDENT PLAY™





Mid Range Towels



TRIDENT Home ESSENTIALS™

TRIDENT His & Her™ EXCLUSIVE TOWEL COLLECTION





TRIDENT CLASSIC™

Bed Sheeting Range



TRIDENT Everyday



TRIDENT CLASSIC™



TRIDENT Home ESSENTIALS™



TRIDENT ORGANICA™



TRIDENT INDULGENCE®

Trident Innovations

Yarn Technology

AirRich™

SMART twist

finesse

Ultra Sheen Collection

Silver Fresh

SMART FRESH Collection

Fusion COLLECTION

Design/ Construction

Soft Spa Collection

DENIM TOWELS

Q-dry towel that dries fast

bounce Towel

Finish/ Treatment

HEALTH PRO

White-Pro

FRESH PRO

Color PRO

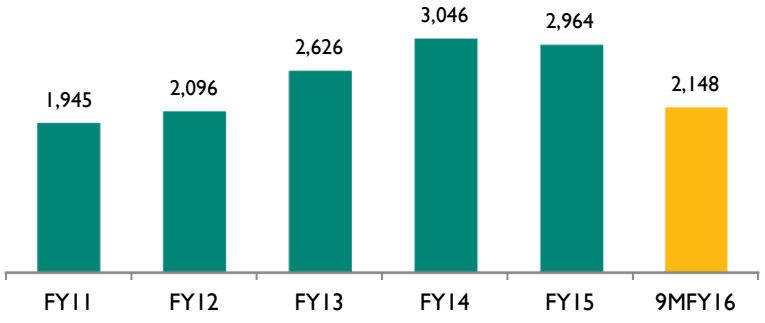
BLEACH PRO

BP Proof

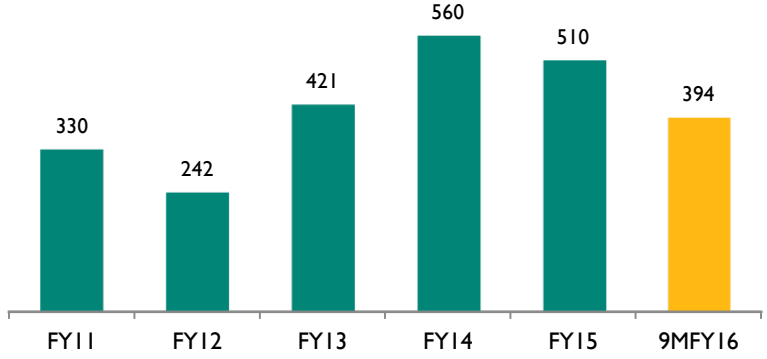
EVERLASTING COLOR Cotton Towel Collection

Financial Highlights

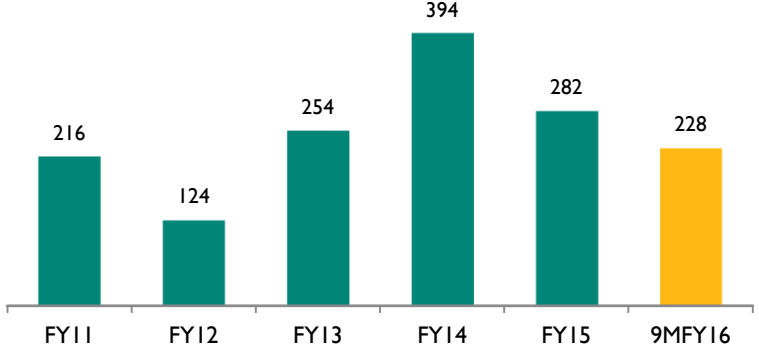
Revenues (Rs. crore)



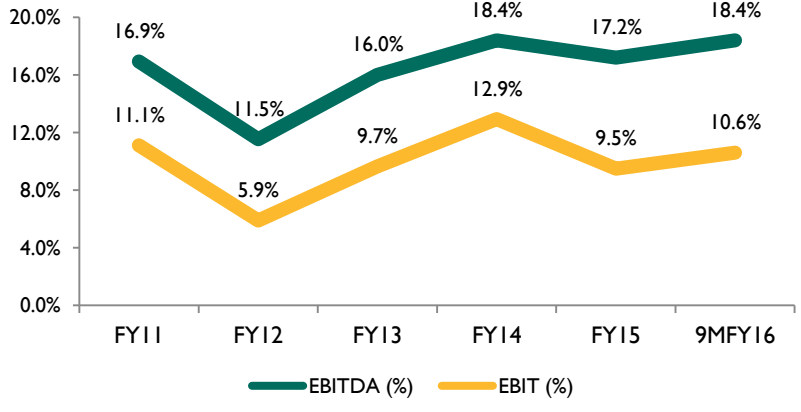
EBITDA (Rs. crore)



EBIT (Rs. crore)



Margins (%)



Way Forward

Emphasis on entry into new markets

- Current marketing and distribution network spread over 100 countries across 6 continents
- Association with top brands and marquee clientele
- Continuous focus on spreading customers geographically
- Serving highly quality conscious & competitive markets like UK, Italy, France, Japan, Australia, South Africa and Canada

Sustained focus on expanding customer base

- Ramped up business volumes within India in General trade, Modern Trade & Institutional segment
- Brand presence expanded to more than 150 MBOs across India
- Addition of new Key Accounts, Channel partners & Premium Outlets expanded brand reach

Market research and segmentation drive new product launches in the domestic market

- Launch of own brands in new categories of Bed & Bath products
- Product extension of Licensed Brand merchandize to cater to Kids segment

Initiatives to reach out to End Costumer

- Extensive advertising pan India for creating consumer awareness



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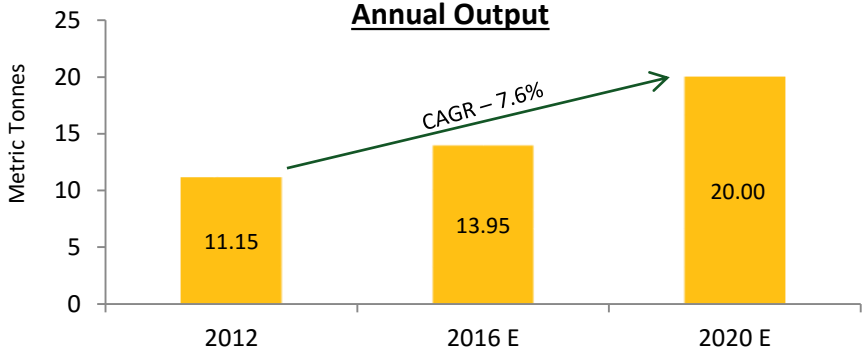
Paper Industry Overview

Domestic Paper Industry

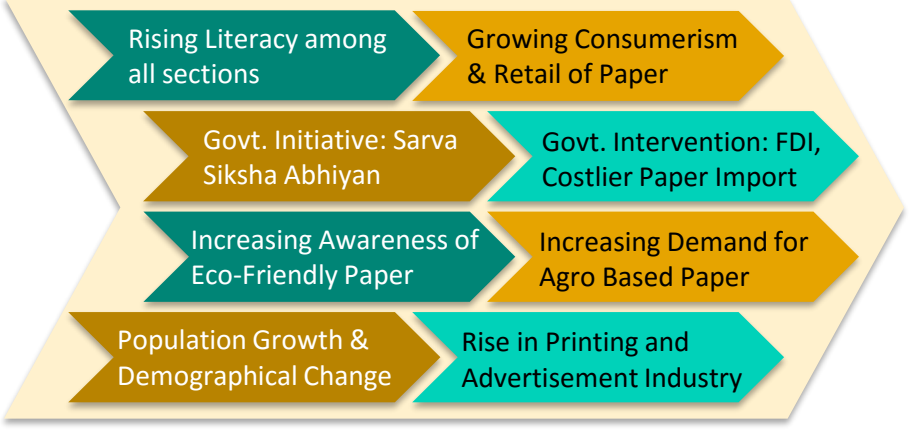
Indian Paper Sector

- Ranked 15th Globally
- Annual Output > 13.5 million tonnes
- Demand expected to grow at 7-8%
- 100% FDI Allowance

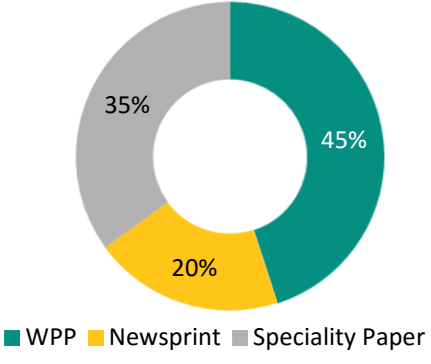
Annual Output



Demand Drivers



Paper Consumption break-up



An increase in consumption by 1 kg per capita would lead to an increase in demand of 1 million tonnes of paper

Source: Turning the page on India's Paper Industry, Deloitte

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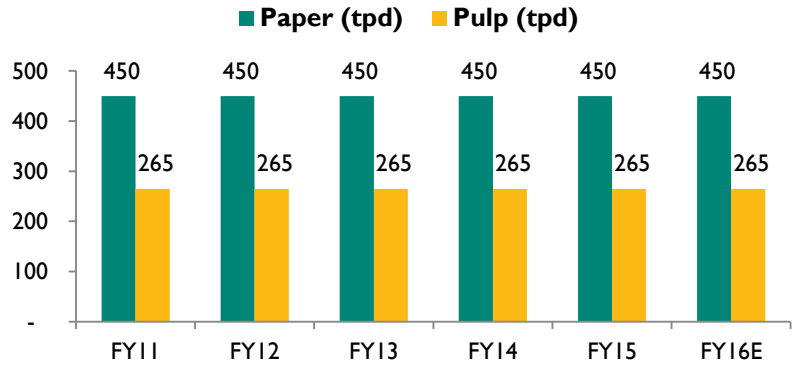


Trident Paper

Business Highlights

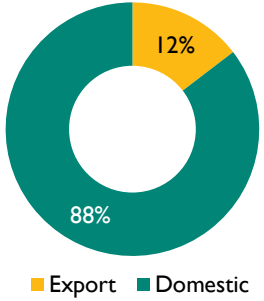
World's Largest Wheat Straw based Paper Manufacturer

- Agro-residue (wheat straw) and ECF pulp used to manufacture paper
- Customers across 50 countries including India, Middle East, Africa, US, Latin America and UK, among others
- Energy-saving operations initiated to reduce power consumption



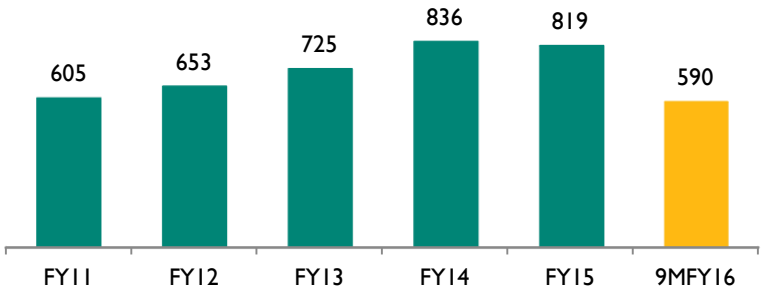
Trident Brands	GSM	Brightness
Royal Touch	80	90%
Spectra	75	88%
Eco Green	75	90%
Natural	72	86%
My Choice	70	87%
Digiprint	100	92%

9M FY16
Export : Domestic Mix

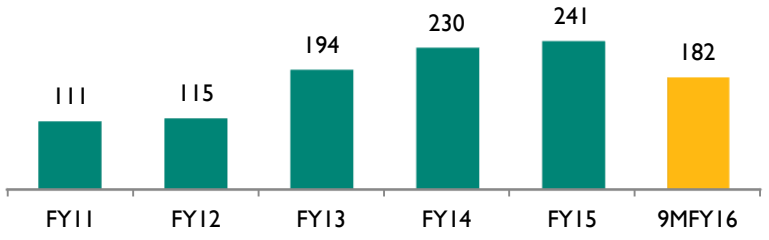


Financial Highlights

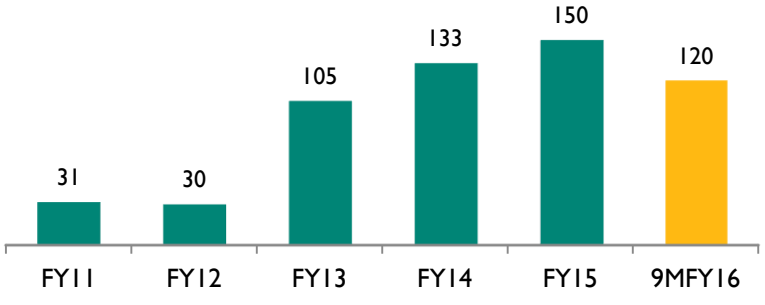
Revenues (Rs. crore)



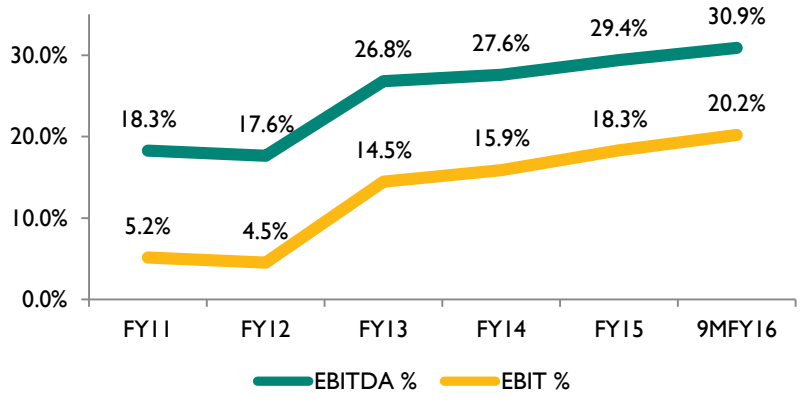
EBITDA (Rs. crore)



EBIT (Rs. crore)



Margins (%)



Way Forward

Strategic focus on high-value products

- Geared towards high margin copier segment
- Increased production of copier segment to ~50% of total paper production
  - Improvement in operational efficiencies due to better product mix
  - Improvement in service aspect to achieve price premium vis-à-vis competition
- Launched "Trident Digiprint™" a premium copier paper of 100 GSM specially suitable for Digital Printing
- Product availability in all major hypermarkets and supermarkets

Increasing marketing and distribution network

- Launch of Trident Digi Print 100 GSM digital Printing Paper, thus strengthening the presence in Premium Segment
- Product availability in all major hypermarkets and supermarkets
- Focus on increasing the width and depth of the distribution
- Focus on both, Indian and Export Markets
  - Indian markets - Development of new channel partners in East, targeting North, NCR, Central and West markets
  - Export markets - focus on increase in percolation of own brands, increase letter size copier paper to American market
  - Exports to ~50 countries including South Africa, USA, Canada, Australia, Europe which are highly quality conscious & competitive markets

Cost reduction initiatives to improve productivity and margin profile

- Continuously practicing business excellence activities like Kaizen, TQM, TPM, 5S, Change Management to have lean manufacturing resulting in efficient usage of technology
- Working in close partnership with vendors/suppliers to target quality from the source of origin of raw material - the cost and benefits resulting are shared with the vendors/suppliers
- Continuous monitoring of fuel to arrest leakages and use the resources judiciously
  - Initiated energy savings operations to reduce consumption


TRIDENTGROUP™
Being different is normal
Strengths & Strategy

Strength & Strategy

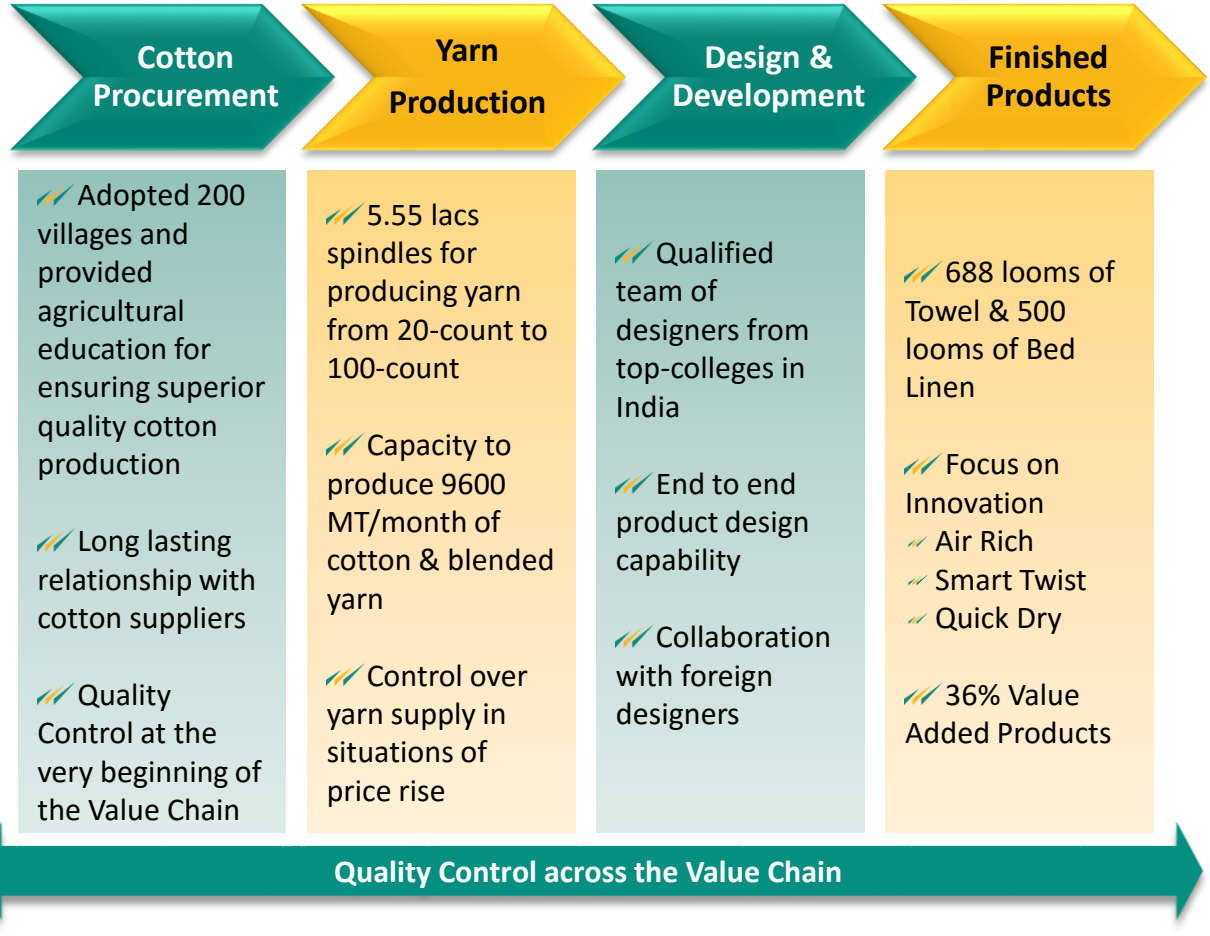
Our Strengths

Global Reach	Presence in 100 countries across 6 continents
Strong Management	Professional & Experienced management team, have industry experts and young talent
Credit Rating	**CRISIL 'A-'**: Long Term Borrowings **CRISIL 'A2+'**: Short Term Borrowings **D&B '5A2'**:Overall Company
Integrated Textile	Efficient Operations, Insulation from raw material price movement, Quality control across value chain
Economy of Scale	Among the world's largest home textiles and wheat straw based paper manufacturers
Latest Technology	Latest technology and automation from global best technology partners at all stages of manufacturing
Raw Material Security	Among the world's largest home textiles and wheat straw based paper manufacturers

Our Strategies

Vertically integrated operations (cotton-to-terry towel and cotton-to-bed linen) - ensure greater sustainability in performance going forward	**Vertical Integration**
Spreading customers geographically, Entered market like UK, Italy, France, Japan, Australia, South Africa, Canada	**Enter New Markets**
Focus on value added, innovative and fashion statement product range for premium customers	**Value Addition**
Successful Implementation of SAP ERP Platform to integrate flow of data across functions	**Continuous Improvement**
Kaizen, TQM, TPM, 5S, Change Management to have lean manufacturing resulting,TPM Policy formulated to achieve zero accidents, zero defects & zero breakdown	**Business Excellence**
Aggressive branding strategy to percolate home textile and copier products in premium segment	**Branding Strategy**
Location Advantage (M.P. being closer to ports), State Govt incentives, Captive Power Plant make operations cost effective resulting in improved profitability	**Geographic Diversity**

Value Chain



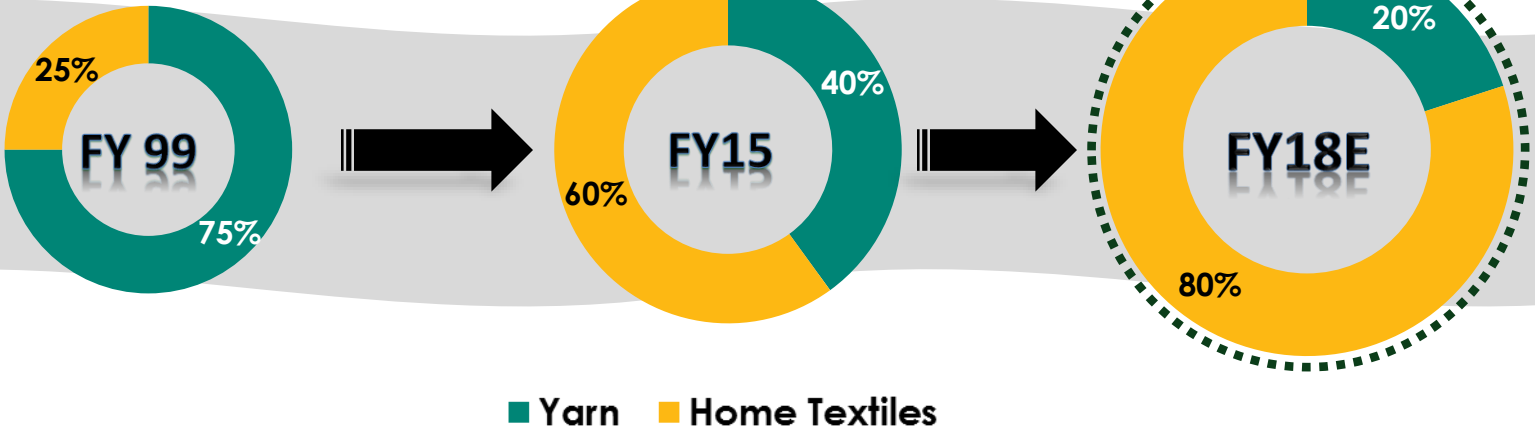
Capacities

Business	Operations	
Division	**Product**	**Capacity**
Home Textiles	Terry Towels	688 Looms
	Bed Linen	500 Looms
	Yarn	5.55 Lac Spindles
		5,504 Rotors
	Dyed Yarn	6,825 TPA
Paper & Chemicals	Paper	1,75,000 TPA
	Chemicals	100,000 TPA
Energy	Captive Power	50 MW

Moving up the Value Chain

Entered Home Textiles segment in 1998

From YARN to HOME TEXTILES



Transformed from a Yarn player to a fully-integrated Home Textiles manufacturer



CSR Initiatives & Awards

CSR Initiatives

Leadership
50+ women across organization in **management roles**

Self Managed Teams
62% female members use **residential facility** within campus

Asmita
A TridentGroup Initiative

Rewards & Recognition
32 awards bestowed on female members every year recognizing their contribution

Earnability Enhancement
Opportunity to earn **1.5 times their monthly salary** under the "***Hastkala***" initiative

Empowering our Women - ASMITA

More than 20% Employees are Females





TAKSHASHILA
Centre for Leadership Development

- Providing opportunities to LEARN, EARN & GROW to more than 10,000 members of 10th, 10+2, ITI's
- More than 600 Graduates and Diploma Holders in past 6 years

CSR Initiatives

TRIDENT CSR CORPORATE SOCIAL RESPONSIBILITY

Sustaining recovery and reuse of waste water – ensuring Zero Liquid Discharge

Zero liquid discharge facility for complete Towel processing, saving fresh water of 6 million litres/day. The facility has a biological plant for bio-degradation of waste water and RO system to recover 92% of water





Nirmal Narmada Abhiyaan

Clean Narmada Campaign was undertaken on World Environment Day- 5th June in association with the Madhya Pradesh Pollution Control Board & Department of Agriculture, MP, in which awareness is generated among the masses to keep the river Narmada pollution free, cleaned the most polluted ghat - The Sethani Ghat in Hoshangabad

Saakshar – Adult Education Programme

Adult Education Programme, "Saakshar" in Association with village panchayats and anganwadi centers is conducted in Sehore (MP). It aims to educate the illiterate masses of the villages with an approach to go beyond Reading- Writing and Numerics.





Krishak Sanghosthi, Kharif Ritu

The programme was jointly conducted with Agriculture Department, Budni, and was made successful by active involvement of the Gram Panchayat. Farmers were educated on important precautions to be taken before cultivation of paddy, usage of fungicide and weedicide, micro-nutrients.

Awards & Accolades

- 4 Wal-Mart Supplier of the Year awards
- 3 JCPenney - Best Supplier, Innovation, Quality Awards
- 3 Corporate Governance Awards
- 12 Texprocil Export Performance Awards
- 2 IKEA Quality and Sustainability Awards
- 1 Niryat Shree – FIEO Awards
- 1 National Energy Conservation Awards (NECA)
- 1 Punjab Safety Awards
- 1 D&B – ECGC: Exporter's Excellence Awards
  - Best Diversified Exporter (Runner-Up)
  - Best Rural Exporter (Runner-Up)
- 1 Achievement in Environmental Sustainability Award FROM Sam's Club, USA
- 1 CII-ITC Sustainability Awards 2015
  - Certificate of Appreciation










TRIDENTGROUP™
Being different is normal
About Us &
Investor Contacts

About Us

Trident Limited *is the flagship company of Trident Group, 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, 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, Trident Group has emerged as one of the world's largest integrated home textile manufacturer.

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

OR

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