

TRIDENT/CS/2017
December 4, 2017

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E) Mumbai - 400 051	The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 001
Scrip Code:- TRIDENT	Scrip Code:- 521064

Dear Sir/ Madam,

Sub: Intimation of Schedule of Investor Conference/ Road show

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 "Investor Conference Meetings" in which the Company will participate:

Day/Date	Details	Place
Tuesday, December 5, 2017	Emerging Ideas Conference 2017 organized by Edelweiss Broking	Mumbai
Thursday, December 7, 2017	India Corporate Day organized by ICICI Securities	Mumbai
Friday, December 8, 2017	3 rd Annual Textile Insights Day organized by Centrum Broking	Mumbai

We are attaching herewith the copy of the latest presentation that would be given during the Investor Conference Meetings. This presentation has also been uploaded on the official website of the Company i.e. www.tridentindia.com.

The Time/Date/Participant/Place is not certain and subject to changes in case of exigencies on the part of Investors/Company.

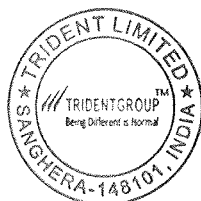
Submitted for your kind information and records please.

Thanking you,

Yours sincerely,

For Trident Limited


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



Encl: As above



Trident Limited

Corporate Presentation - Dec 2017

TRIDENT™
HOME | DECOR | DESIGN
The World's Finest



Safe Harbour

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This presentation contains certain forward-looking statements relating to the business, financial performance, strategy and results of the Company and/ or the industry in which it operates. Forward-looking statements are statements concerning future circumstances and results, and any other statements that are not historical facts, sometimes identified by the words including, without limitation “believes”, “expects”, “predicts”, “intends”, “projects”, “plans”, “estimates”, “aims”, “foresees”, “anticipates”, “targets”, and similar expressions. The forward-looking statements, including those cited from third party sources, contained in this presentation are based on numerous assumptions and are uncertain and subject to risks. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Neither the Company nor its affiliates or advisors or representatives nor any of its or their parent or subsidiary undertakings or any such person’s officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. Forward-looking statements speak only as of the date of this presentation and are not guarantees of future performance. As a result, the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions, assumptions or circumstances on which these forward looking statements are based. Given these uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

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This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India.

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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

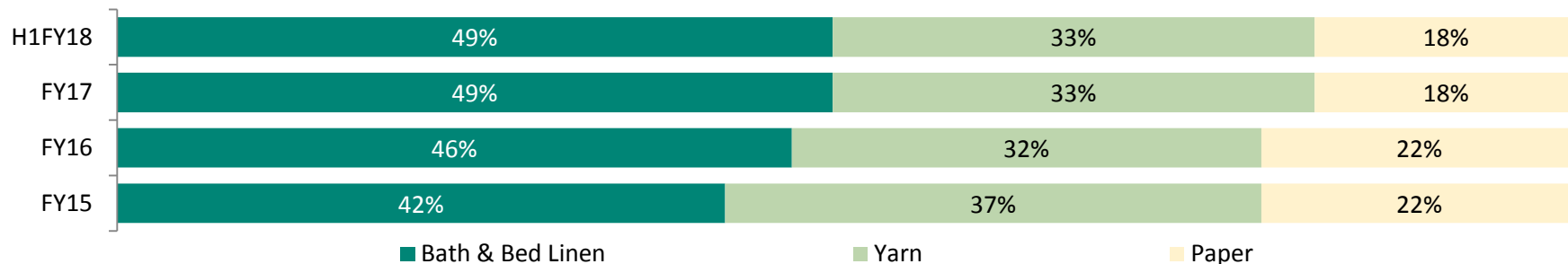


Paper

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

1-Dec-2017

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
Market Price (Rs)	89.10
Market Cap (INR Crore / USD Mn)	4541 / 704
Number of Outstanding Shares (Crore)	50.96
Face Value	Rs. 10 per share
52-week High / Low (Rs.)	109.50 / 54.05

Shareholding Pattern – 30th Sep, 2017

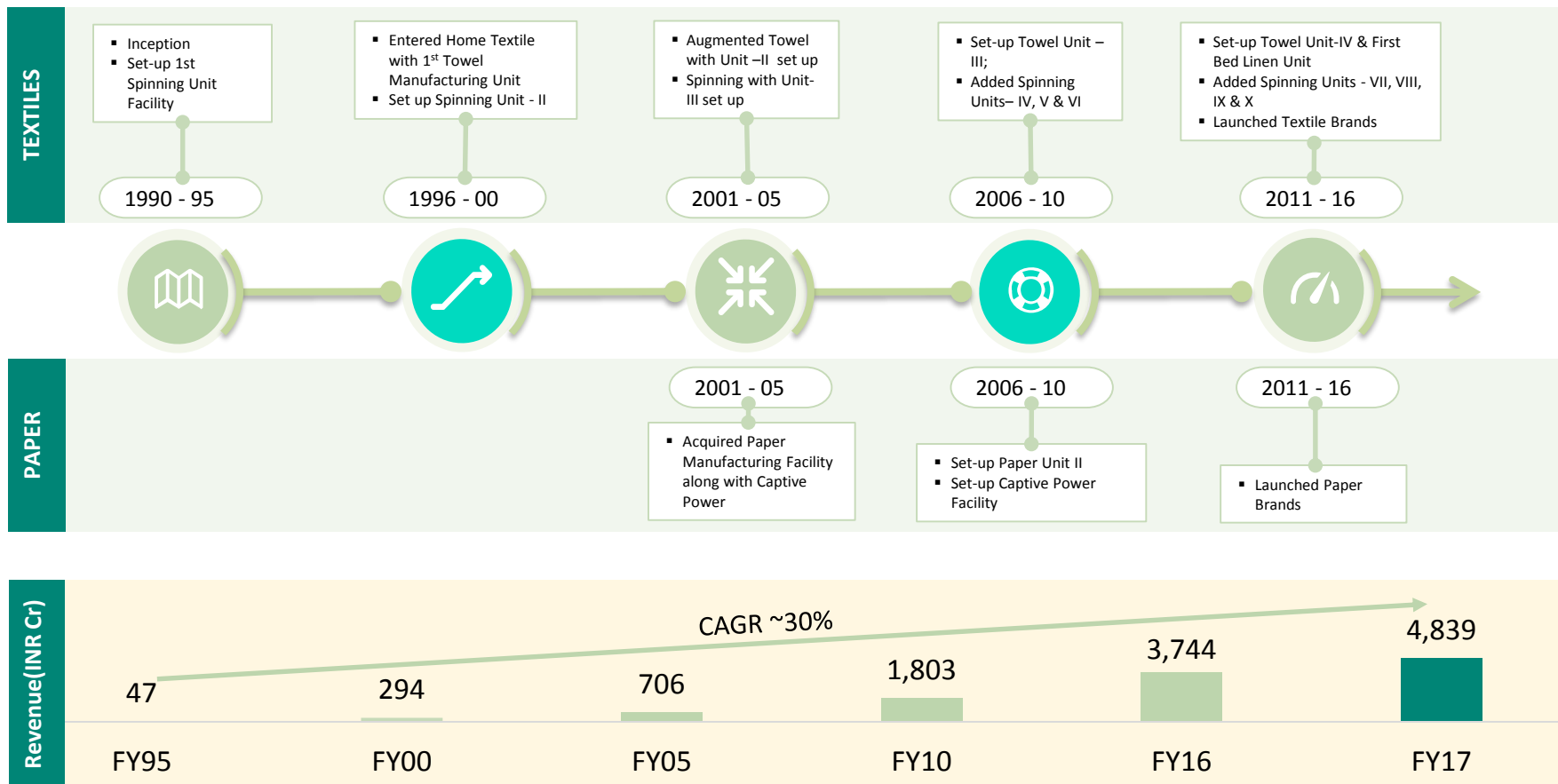
Category of Shareholder	Shareholding %
Promoters	67.8%
Institutions	3.9%
Public	28.3%

Global Presence

Corporate Office :	Ludhiana, Punjab
Manufacturing Facilities at:	Sanghera & Dhaura, 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

Experienced Board & Management Team

Pallavi Shardul Shroff, Independent Chairperson

- 35+ years of experience
- National Practice Head of Dispute Resolution
- Ranked Most Powerful Women in Indian Business by Business Today

Rajinder Gupta, Co-Chairman

- Founder of the company
- A first generation entrepreneur
- Awarded Padmashree in 2007

Dinesh Kumar Mittal, Independent Director

- Former Indian Administrative Service (IAS) officer of 1977 batch (UP Cadre)
- Worked closely with the RBI & other Financial Institutions
- Rich contributions in Infrastructure, International Trade, Urban Development Renewable Energy, Corporate Governance etc.

Rajiv Dewan, Independent Director

- Qualified Chartered Accountant and is a practicing Chartered Accountant
- Worked at senior positions in renowned textile companies

Deepak Nanda, Managing Director

- Master of Science (Hon's) in Chemistry
- Rich Experience in Business Development, Client Relationship, Contract Negotiations

Gunjan Shroff, Chief Financial Officer

- 14+ years experience in Finance & Banking
- Master's Degree in Business Administration from the Panjab University Chandigarh.

Abhishek Gupta, Chief Executive Officer

- Spearheaded the branding initiatives of Copier Paper
- International Marketing from Harvard Business School
- Honored with ASSOCHAM Leadership Award (CEO), 2016

PK Markanday, VC – International Towel Marketing

- Master's Degree in Business Management from Punjabi Uni. Patiala
- 22+ years experience in Marketing
- Awarded as 'Manager of the Year' by Ludhiana Management Association

Rajneesh Bhatia, VC – Domestic Marketing (Textile & Paper)

- Bachelor's degree in Engineering from Mangalore University, Karnataka
- 17+ years of experience
- Drives the Product Branding Initiatives

Kapil Ghorse, VC – International Marketing (Sheeting)

- Master's Degree in Business Management from Indian Institute of Technology, Delhi
- Incharge of Marketing Operations to build strong customer base

Sasanka Aich, VC – Operations (Textile)

- Bachelor's Degree in Science (technology) from University of Calcutta, West Bengal
- Leading operations to enhance manufacturing efficiencies & better productivity

Kavish Dhanda, VC – Supply Chain Management

- Master's Degree in Business Management from Punjab Agriculture University, Ludhiana
- Responsible for Sourcing to have quality material at right cost & time

CSR Initiatives



Health



Free medical consultation, tests & medicines; Free eye surgeries; Mobile dispensary for free primary health care

Education & Welfare



Saakshar - Adult education; IL&FS partnership; Students received free note books across schools; Flour sacks, pre owned belongings distributed across villages

Women Empowerment



Supporting sole earning women; 50+ women in leadership; Providing Training to 200+ women making marketable crafts products

Water & Energy Conservation



Contribution towards **Nirmal Narmada Project & Swachh Bharat**; Received numerous awards in Energy Conservation



PHD Chamber Award for Outstanding Contribution to Social Welfare for 2016

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

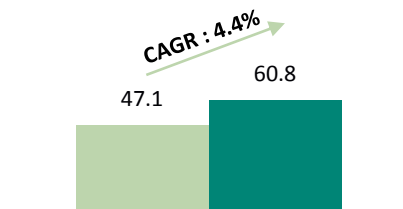
National Award for Excellence in Energy Management from **CII**

Excellence in Water Management 2016 from **CII**



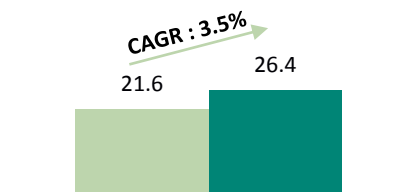
Global Home Textile Industry

Home Textile represents nearly 1/3rd of the global textiles & apparel industry. It is expected to touch \$ 131 billion dollars by 2020 at a growth of more than 3.5%.



Bed Line & Bed Spread

■ 2014 ■ 2020E



Bath & Toilet / Linen

■ 2014 ■ 2020E

- Bed Linen & Bed Spread is the largest application segment of the home textiles representing 44.2% in 2015. This segment is expected to grow at a highest CAGR of 4.4 % to reach \$60 billion by 2020.

- Bed and Bath linen together constitutes around 65% of the total market of Home Textile.

- Bed and Bath Linen are expected to reach \$87 billion by 2020 with growth of more than 4.1 %.

Source : Fibre2Fashion

Significant Growth Opportunities available Globally – For Indian Home Textile Manufacturers

Home Textile Industry – Global Demand

United States

US Home textiles industry is amongst the largest home textiles industry in the world. It accounted for nearly 21.1 % of the global market share in the year 2015.

US home textiles market is estimated to be around \$23 billion in 2015 and is expected to grow at CAGR of 3.0% to reach \$27 billion by 2020.

Europe

Europe is the 2nd largest home textiles market after Asia Pacific representing 26.8% of the market share worth \$29 billion in the year 2015.

Bed linen accounted for 32% of the market share. Europe Bed and Bath Linen segment is expected to grow at CAGR of 1.7% to reach \$17 billion by 2020.

Asia Pacific

Asia Pacific being home to approximately 60.0% of the global populations and dominant production of home textiles product region is also leader in the consumption of home textiles products.

The region accounted for roughly 44% of the market share in 2015 worth \$48 billion.

China

China is the largest manufacturer and consumer of the home textiles market. It accounted for nearly 27% of the global market share in 2015 worth \$30 billion.

Demand for home textiles products in the Chinese market is primarily driven by increasing middle class spending on these products in the nation.

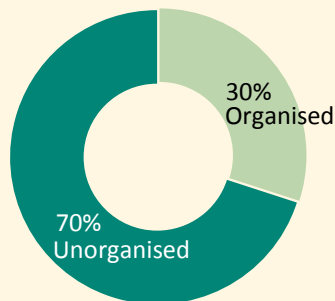
Source : Fibre2Fashion

Indian Home Textile Industry

Home Textile – Demand in India

- India represents 3rd largest market share in Asia Pacific home textiles market in the region.
- Home textiles spending in the nation is estimated to be around \$4 billion in 2015 and is expected to grow fastest in the world at a CAGR of 7.2% between 2015 and 2020 to reach \$5.6 billion by 2020.
- Favorable demographics, increasing disposable income, rapid urbanization and housing boom are assumed to drive the demand for the home textiles products in the Indian textiles market place in the near future.

Indian Home Textile Market



Home Textile – Indian Export to US

Market share for US imports of cotton sheets (Yearly)

	2005 - 2013	2014	2015	2016	YTD' 17
India	31%	47%	48%	49%	51%
China	28%	23%	23%	22%	21%
Pakistan	23%	17%	17%	16%	15%
ROW	18%	13%	12%	13%	13%

Market share for US imports of terry towels (Yearly)

	2005 - 2013	2014	2015	2016	YTD' 17
India	31%	37%	38%	40%	41%
China	23%	26%	25%	23%	23%
Pakistan	21%	22%	22%	22%	20%
ROW	25%	15%	15%	15%	16%

Market share for US imports of cotton made up (Yearly)

	2005 - 2013	2014	2015	2016	YTD' 17
India	22%	29%	31%	33%	34%
China	43%	39%	38%	36%	36%
Pakistan	18%	18%	18%	18%	17%
ROW	17%	14%	13%	13%	13%

Source: Otexa, Fibre2Fashion, Company Estimates

Significant Growth Opportunities – For Organised Indian Textile Manufacturers

Advantage India

Competitive Cost of Production

Competitive Labour, Power and Raw Material Cost;
Access to advanced technology under Textile
Upgradation Fund



Textiles: A Dominant Industry

Employs 45 million people across the value chain;
Strong Government support to industry



Favourable Government Policies

Focus on 'Make In India' and
Export Enhancement



INDIA
Geography of Choice for
Home Textiles



Cotton Quality & Availability

Largest producer of cotton and
still growing; Surplus available
for export



Qualified & Skilled Manpower

Large, young and talented workforce at a
competitive though increasing cost



Global Friendly Environment

Stable democracy; comfort with global languages;
Evolving practices in line with MNCs



Why Trident

Infrastructure	Clientele	De-risking	Design	Marketing
<p>Largest Capacity & World Class Technology</p> <ul style="list-style-type: none">▪ Integrated business model with large manufacturing capacities resulting in operating and cost efficiencies. Each facility is fitted with latest equipment and state-of-the-art technology	<p>Client Relationship</p> <ul style="list-style-type: none">▪ Longstanding relationships with large and diversified customer base located in India and across many international markets	<p>Risk Management</p> <ul style="list-style-type: none">▪ Sufficient portion of forex exposure is hedged to mitigate any adverse currency movement▪ More than two decades relationships with vendors to ensure availability of quality cotton.▪ Widespread presence across several geographies, diversify risks and reduces overall dependency	<p>Strong Product Design</p> <ul style="list-style-type: none">▪ Focus on increasing the functionality of our bed and bath products through innovative manufacturing processes	<p>Market Intelligence</p> <ul style="list-style-type: none">▪ Design studios and showrooms in the United States and the United Kingdom to showcase our products and engage closely with customer procurement teams for real time market updates

Integrated Home Textile Manufacturer



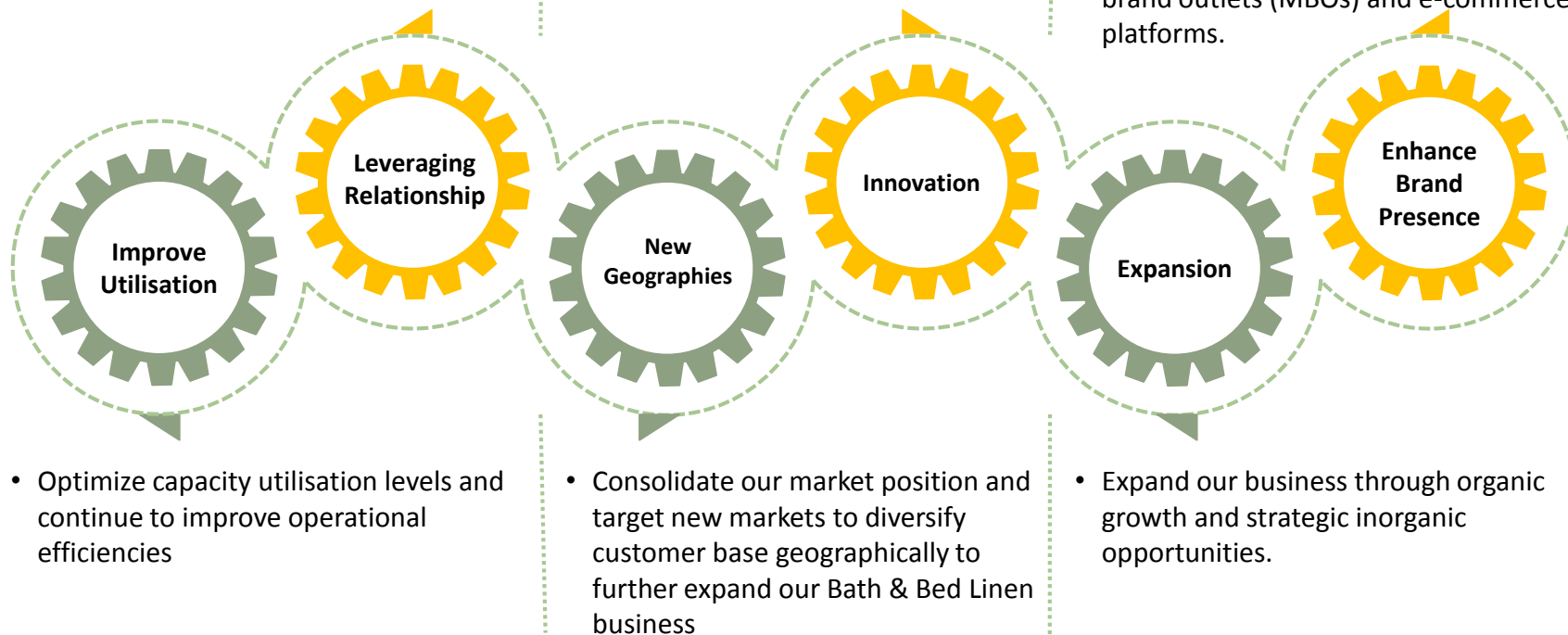
Fully Integrated Processes provide control over the Production Value Chain

Strategy

- Leverage existing customer relationship to further expand our Bed Linen business

- Continue to focus on innovation and developing value added products.

- Further strengthen our brand and market share in the growing retail textile business in India.
- Improve brand presence through multi brand outlets (MBOs) and e-commerce platforms.



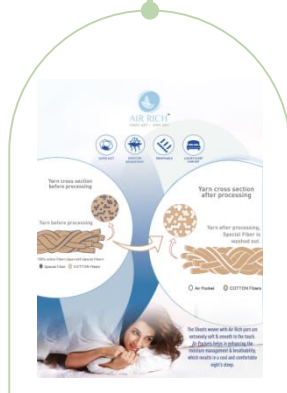
Our Mission is to Emerge as a Trusted Partner to the Top Global Retailers & Fashion Houses

Focus on Innovation and Value Added Products



AIR RICH™
STARTS SOFT ~ STAYS SOFT

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



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



TRIDENT
Nectarsoft



ALL SEASON SHEETS

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



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



AIR RICH™
STARTS SOFT ~ STAYS SOFT
SLEEP COMFORT
WRINKLE FREE



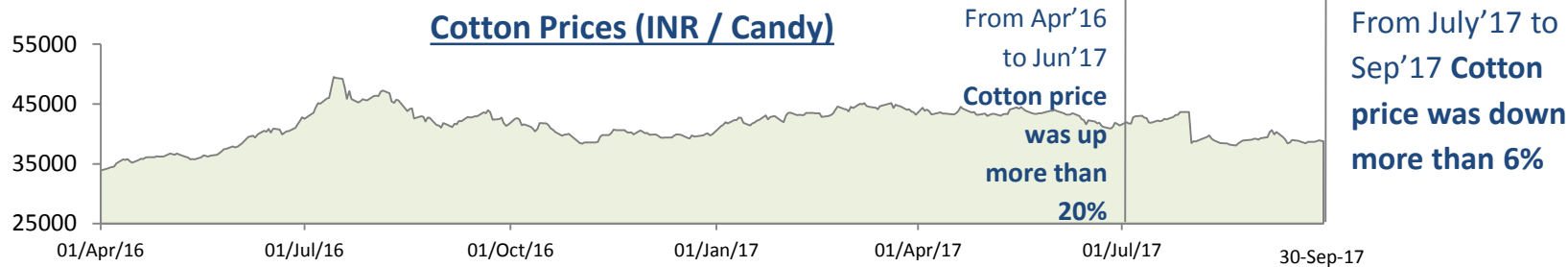

bio-touch

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



Continuous Research on Fashion & High Value Products to Improve Contribution

Market Updates



Cotton : 29mm Futures Contract Prices | 1 Candy = 356 Kgs

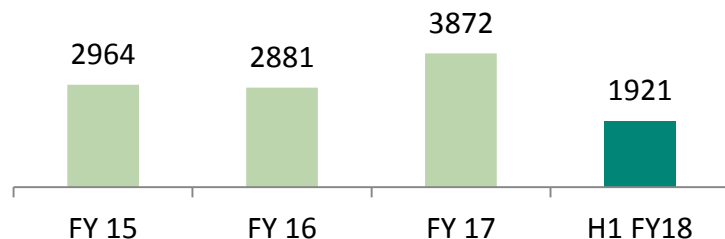
Source : investing.com

Duty Drawback	Duty Drawback has been revised to 2% plus input tax credit.	Clouds of duty structures which were hovering in previous quarter no longer exits as the clarity has been received. This helps us to price the product efficiently and thereby retain our margins and cash flows.
Goods & Services Tax	Beneficial for organized players.	With more than 70% of the industry unorganised, we believe it's a game changer for us. Though temporary disruption have been a challenge last quarter, we believe will gain significant market share in times to come.
ROSL	Government has increased the ROSL rates on cotton made-ups by 70 basis points effective 1 st October 2017 to 2.2%.	
MEIS	Directorate General of Foreign trade also increased incentives under the Mercantile Exports from India scheme from 2% to 4% of the value of exports with effect from 1 st November 2017.	

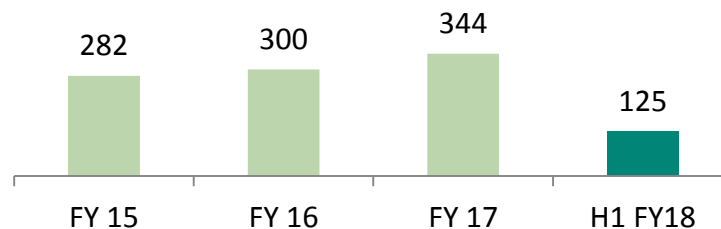
On an overall basis collective incentives will be neutral in comparison with pre GST incentives. With these recently announced increased incentives should support Textile sector which is one of the largest export revenue generating sector for the country.

Textile - Financials

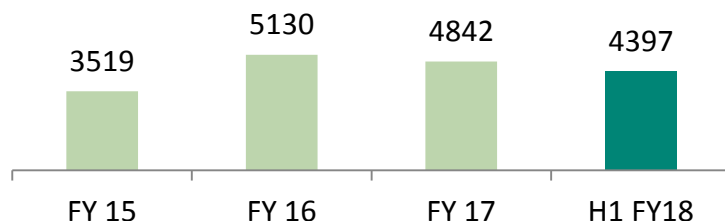
Sales (INR Crores)



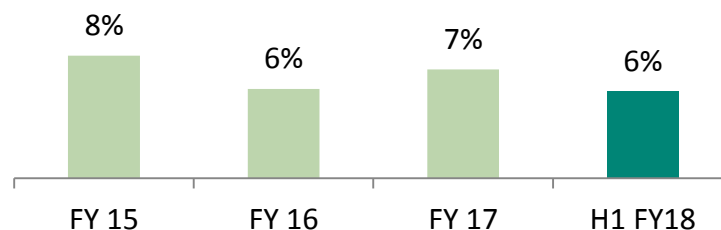
EBIT (INR Crores)



Capital Employed (INR Crores)



ROCE % (Annualised)



Manufacturing Capacity	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	H1 FY18
Yarn (MTPA)	77,290	1,00,800	1,00,800	1,00,800	1,02,600	1,15,200	1,15,200
Bath Linen (MTPA)	42,000	42,000	42,000	90,288	90,288	90,288	90,288
Bed Linen (Mn Mtrs / PA)	-	-	-	-	-	43	43

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

Paper Business



72 GSM
86% Brightness

75 GSM
90% Brightness



Eco
Friendly



100 GSM
92% Brightness

80 GSM
90% Brightness



Wheat Straw
based Paper



75 GSM
88% Brightness

70 GSM
87% Brightness



High
Quality



- Recently Launched Bond Paper
- Eco-friendly product in ultra-white shade

100 GSM
94% Brightness

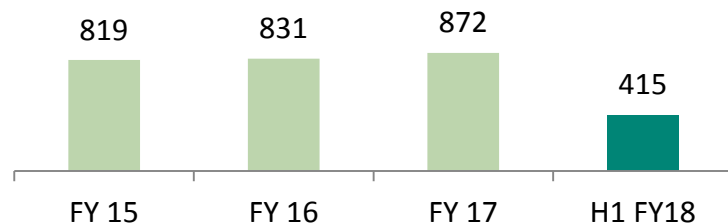


Jam Free

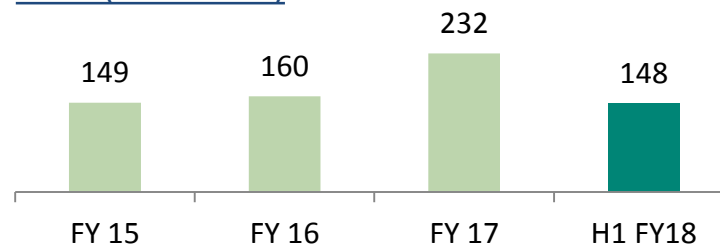
Differentiated Product/ Brand to target distinct end consumers as per their requirements

Paper - Financials

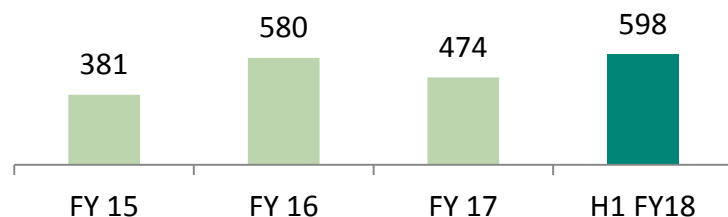
Sales (INR Crores)



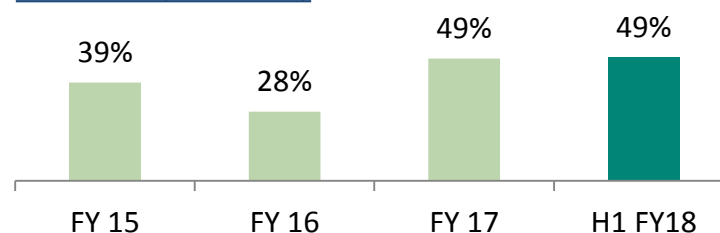
EBIT (INR Crores)



Capital Employed (INR Crores)



ROCE % (Annualised)



Manufacturing Capacity	FY 12	FY 13	FY 14	FY 15	FY 16	FY 17	H1 FY18
Paper(TPA)	1,75,000	1,75,000	1,75,000	1,75,000	1,75,000	1,75,000	1,75,000

P&L Statement (S)

Particulars (INR crore)	H1FY18	H1FY17	Shift%	FY17	FY16
Net Revenues	2401.0	2363.2	1.6%	4839.3	3744.1
EBITDA	468.5	494.0	-5.2%	991.9	763.4
EBITDA margin	19.5%	20.9%	-140bps	20.5%	20.4%
Depreciation	204.5	207.9	-1.6%	412.4	336.6
EBIT	264.0	286.1	-7.7%	579.5	426.8
EBIT margin	11.0%	12.1%	-110bps	11.9%	11.4%
Interest	65.2	78.8	-17.3%	141.0	145.2
Profit Before Tax	198.8	207.3	-4.1%	438.5	281.6
Profit After Tax	139.8	158.7	-11.9%	337	242.3
EPS (INR)	2.75	3.12	-11.9%	6.61	4.76

Balance Sheet (S)

Particulars (INR crore)	As on Sep 30, 2017	As on Mar 31, 2017	As on March 31, 2016	Particulars (INR crore)	As on Sep 30, 2017	As on Mar 31, 2017	As on March 31, 2016
Source of Funds				Application of Funds			
Equity	2805.17	2724.50	2415.61	Non Current Assets	4499.09	4645.53	4935.64
Equity Share Capital	509.59	509.58	509.37	Property, Plant & Equipment	4126.74	4307.42	4653.52
Other Equity	2295.58	2214.92	1906.24	Capital Work-in-Progress	140.37	109.76	57.13
Non-Current Liabilities	1658.53	1990.68	2455.65	Intangible Assets	50.19	36.64	39.48
Borrowings	1402.83	1744.24	2204.96	Intangible Assets under devp.	0.94	13.40	4.39
Deferred Tax Liabilities	181.54	165.72	158.40	Financial Assets	106.77	106.37	91.23
Other Non Current Liabilities	74.15	80.72	92.29	Other Non Current Assets	74.08	71.94	89.89
Current Liabilities	1536.63	1435.18	1635.04	Current Assets	1501.24	1504.83	1570.67
Financial Liabilities	1476.67	1374.82	1591.74	Inventories	519.29	768.25	898.50
Provisions	16.16	20.62	6.16	Financial Assets			
Other Current Liabilities	43.81	39.73	37.14	- Investments	6.50	4.89	0.11
				- Trade Receivables	465.35	381.67	258.08
				- Cash & Cash Equivalents	13.83	27.60	4.79
				- Other Bank Balances	224.95	104.83	77.0
				- Other Financial Assets	56.44	31.65	30.62
				Other Current Assets	214.88	185.93	301.57
TOTAL	6000.34	6150.36	6506.31	TOTAL	6000.34	6150.36	6506.31

Key Ratios

Particulars (INR crore)	H1FY18	FY17	FY16
Return on Capital Employed*	11.9% (Annualized)	12.6%	10.0%
Return on Equity*	14.7% (Annualized)	17.1%	14.7%
Interest Coverage	7.2	7.1	7.2
Net Debt to Equity	0.8	1	1.4
Inventory Days	39	58	88
Debtor Days	26	29	25
Creditor Days	35	31	36

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

Dividend Policy

Minimum Annual
Dividend

6%

of Face Value

Maximum Annual
Dividend

33%

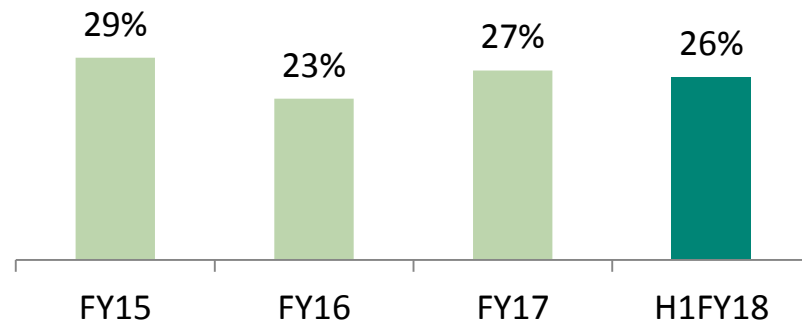
of Net Profit

(Including Dividend Distribution Tax)

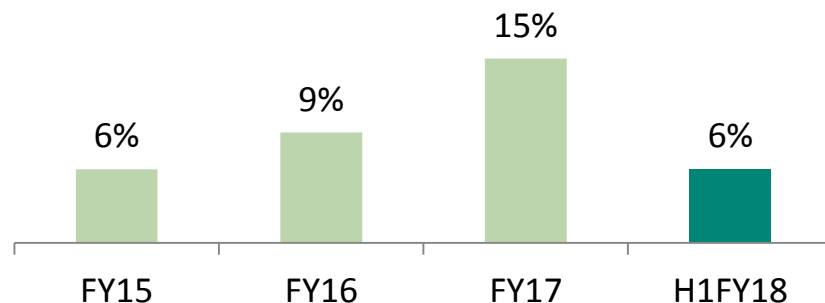
Year	Total Div%	Dividend Type	%age
H1FY18	6%	1 st Interim	6%
FY17	15%	Final	3%
		1 st Interim	6%
		2 nd Interim	6%
FY16	9%	Final	3%
		1 st Interim	3%
		2 nd Interim	3%
FY15	6%	1 st Interim	3%
		2 nd Interim	3%

*Dividend Distribution Policy is available at www.tridentindia.com

Dividend Payout Ratio



Historical Dividends (%age of Face Value)



Way Forward



- We will keep focusing on increasing capacity utilization with better Product Mix, thereby benefit from operating leverage.

- Keep increasing Yarn's captive utilization, which will reduce price volatility risk and improve margins.

- Focus on improving Cashflow generation and follow prudent Capital Allocation.

- Keep focusing on de-risking in multiple dimensions.

- Keep Reducing Debt out of Regular Cash Flows

- Thereby Focus on profitable growth to create long term sustainable value for all stake holders.



Thank You

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

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