

TRIDENT/CS/2017
February 28, 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 to Schedule Analyst/Institutional Investor meetings under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

In terms of 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:

1. IDBI Capital Small / Mid-Cap Conference at IDBI Tower, Bandra-Kurla Complex, Mumbai on Thursday, March 2, 2017.
2. The Non-deal Roadshow Investor Meetings with various Analysts/Institutional Investors during March 2017.

Please note that Dates/Participants are subject to changes. Changes may happen due to exigencies on the part of Analyst/Institutional Investor/Company.

We are attaching herewith a copy of the presentation that would be given during the above Meetings. This presentation has also been uploaded on the official website of the Company.

This is for your information & records please.

Thanking you,

Yours sincerely,

For Trident Limited



(Hari Krishan)

Deputy Company Secretary

Encl: As above





the
Affair
to remember



TRIDENTGROUP™
Being different is normal

Sustained Robust Performance

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



Trident Limited

Corporate Presentation – March 2017



NECTARSOFT™
TRIDENT
PREMIUM COLLECTION
Perfection was never this Royal



TRIDENT
INDULGENCE™
FINEST LUXURY TOWEL



Safe Harbour

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Overview

**World's Largest
Terry Towel
Manufacturer**

**State of the art
Bed Linen
Manufacturing Facility**

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

Trident Ltd.
est. in 1990

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

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



Snapshot

Key Market Statistics

27-Feb-2017

BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
CMP (Rs)	70.15
Market Cap (INR Crore / USD Mn)	3575 / 536
Number of Outstanding Shares (Crore)	50.95
Face Value	Rs. 10 per share
52-week High / Low (Rs.)	73.2 / 41.6

Global Presence

Registered Office:	Sanghera, Punjab
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



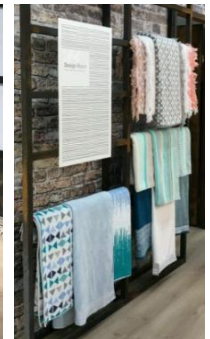
serving

100 countries across 6 continents

HEIMTEXTIL - 2017



Telling Textile Stories HEIMTEXTIL 2017, Frankfurt Germany



Infrastructure



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



Paper

Barnala, Punjab

2 Units |
175000 MT/pa



Yarn

Budni, MP

5 Units | 3.8 Lac Spindles
1920 Rotors

Barnala, Punjab

5 Units | 1.8 Lac Spindles
3584 Rotors



Water Treatment

48 MLD



Power

50 MW



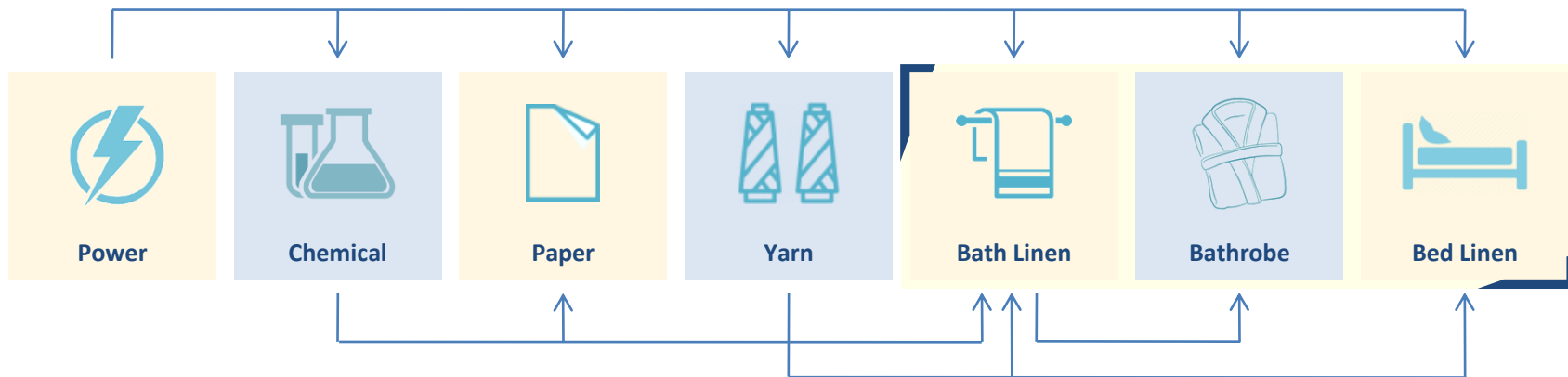
Chemical

100000 TPA

WORLD'S LARGEST TOWEL UNIT



Integration

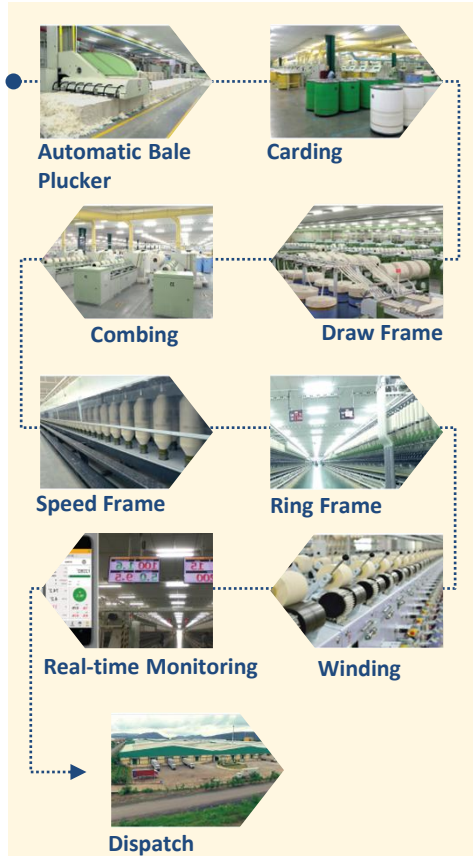


Product Basket:

Home Textiles	Yarn	Paper
<ul style="list-style-type: none"> ▪ Bath Linen: Luxury, Organic, Spa & Hotel, Beach, Designer Jacquard, Subli-Static, Embroidered, Celebratory, Bath Mats among others ▪ Bathrobes: Basic Kimono, Velour Stripe, Hooded, Ribbed, Checkered, Waffle, Jacquard, Dobby Textures, Spa, Infants & Kids. ▪ Bed-Linen: Solid & Printed Sheets, Top-Up Beds, Duvets, Comfortors, Quilts etc. 	<ul style="list-style-type: none"> ▪ 100% Cotton Yarn ▪ Compact Yarn ▪ Air-Rich ▪ Zero Twist ▪ Blended Yarn ▪ Fancy Yarn ▪ Melange ▪ Specialty & others 	<ul style="list-style-type: none"> ▪ Branded Copier Paper (Spectra, DigiPrint, Royal Touch & others) ▪ Writing & Printing Maplitho Paper ▪ Bible & Offset Printing Paper

Fully Integrated Processes

Yarn

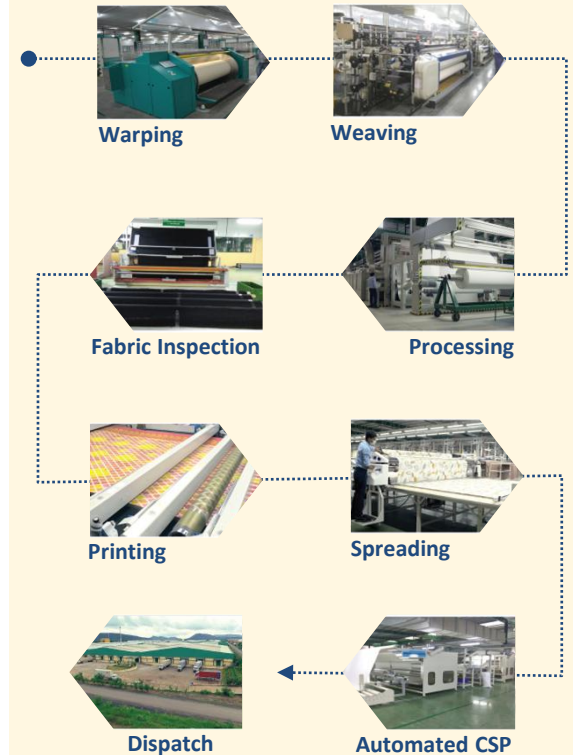


Home Textile

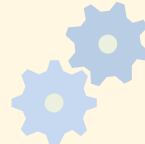
Bath Linen Manufacturing Processes



Bed Linen Manufacturing Processes



Strength & Strategy

Rating	Value Addition	Branding	Global Markets	Best Technology
CARE A+: LT Borrowings A1: ST Borrowings CRISIL A: LT Borrowings A1: ST Borrowings D&B 5A2: Business Rating	<p>Focus on value added products to further improve contribution in the coming years</p> <p>Continuous Research, Innovation on fashion & high value products for premium customers</p>	<p>Aggressive Branding Strategy to percolate Home Textile and Copier Products</p> <p>Launched an onshore design studio in New York with the larger showcase of Bed & Bath Collection</p>	<p>Trusted Partner to the Top Global Retailers & Fashion Houses</p> <p>Adding Premium Customers Globally</p> <p>Presence in USA, UK, Italy, France, Japan, Australia and others</p>	<p>Latest technology and automation from global partners at all stages of manufacturing</p> <p>Vertically Integrated operations</p>
				

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



Health

38k people got free medical consultation, tests & medicines; More than 350 free eye surgeries; Mobile dispensary to provide free primary health care



Education & Welfare

Saakshar - Adult education; IL&FS partnership; 60k Students received 2 lacs notebooks across 200 schools; 40k flour sacks & pre owned belongings distributed across villages



Women Empowerment

Supporting over 100 sole earning women; 46% growth in female work force; 50+ women in leadership; 200+ women making marketable crafts products through training



in
the
Service
of
Humanity

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
and Ministry of Power**



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

**Golden Peacock Award
for Environment
Management**

Awards & Accolades

**IPMA –
Energy
Conservation
Award**

**PHD Chamber-
Outstanding
Contribution to
Social Welfare**

**PMI India –
Project of the
Year ‘Large’
Category**

**TEXPROCIL -
Awards for
Export
Performance
2015-16**

**CII
National Award
for Excellence in
Energy & Water
Management**

**ASSOCHAM –
Leadership
Award (CEO),
2016**

15 TEXPROCIL Export Performance Awards

4 CII – Confederation of Indian Industry

1 ‘Supplier Achievement in Excitement
2016’ Award from Sam’s Club USA

2 National Energy Conservation Awards

1 ‘Best Quality Award 2016’ from
SEARS HOLDING

1 Niryat Shree – FIEO Awards

4 Wal-Mart Supplier of the Year awards

1 Punjab Safety Awards

4 JCPenney - Best Supplier, Innovation,
Quality Awards

1 D&B – ECGC: Exporter’s Excellence Awards

2 IKEA Quality and Sustainability Awards

4 Corporate Governance & CSR Awards

Key Highlights - P&L

Q3 FY17

9M FY17

REVENUE (INR CR)

1139 +26%

Q3FY16: 905

3487 +26%

9MFY16: 2759

EBIDTA (INR CR)

233 +30%

Q3FY16: 179

725 +30%

9MFY16: 557

PAT (INR CR)

79 +27%

Q3FY16: 62

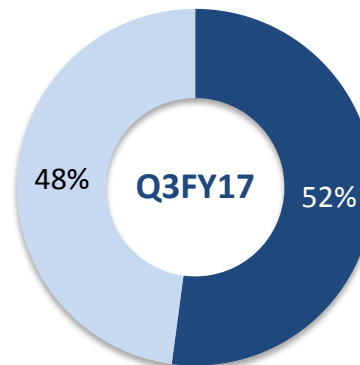
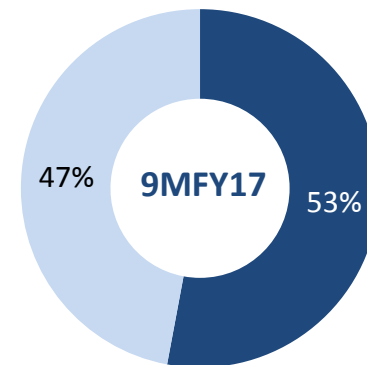
237 +35%

9MFY16: 175

- Achieved highest ever REVENUE of INR 3487 crore during 9MFY17
- Achieved highest ever EBITDA of INR 725 crore during 9MFY17
- Achieved highest ever PAT of INR 237 crore during 9MFY17
- Diluted EPS (non-annualised) enhanced to INR 4.72 per share in 9M FY16

Exports Mix %

■ Export % ■ Domestic %



Key Highlights - B/S

as on Dec 31, 2016

NET DEBT (INR CR)

2608 -20%

FY16: 3273

LT DEBT (INR CR)

2072 -16%

FY16: 2467

NET DEBT/EQUITY

1.4

FY16: 1.9

NET DEBT/EBIDTA

2.8

FY16: 4.0

CASH ACC. (INR CR)

549

FY16: 569

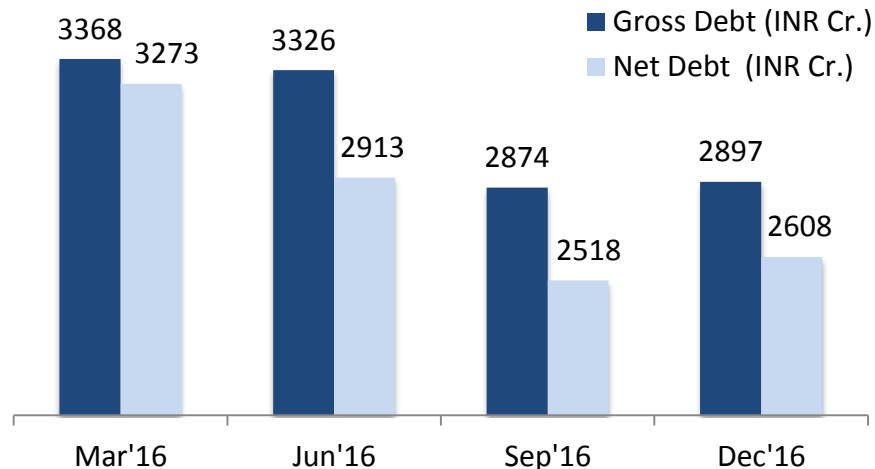
TUFS DEBT (INR CR)

1606 -199Cr

FY16: 1805

- **Interest Coverage Ratio** stood at 8.45x
- **Cash Accrual** stood at INR 549 crores
- Decrease in **Net Debt** amounted to INR 665 Crores during 9M period.
- **More than 75% of Long Term Debt** is covered under TUFS loan and hence lower interest rate

Continuous Focus on Debt Repayment



Management Comment

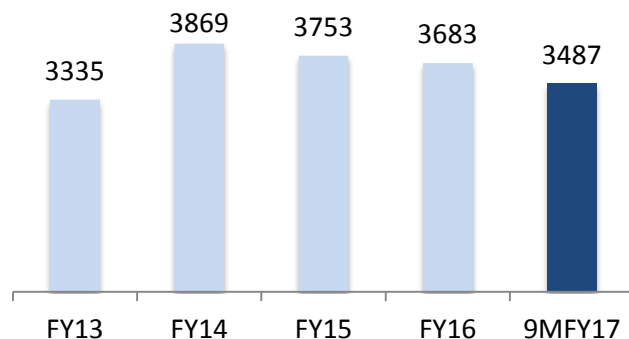
Commenting on the performance, Mr. Rajinder Gupta, Chairman at Trident Group said:

“We have yet again delivered strong financial and operational performance during the quarter owing to robust contribution from our Home Textiles segment led by Terry Towels and Bed Linen. Our focus of strengthening the marketing team as well as other strategic initiatives undertaken in the past have started delivering desired results and we anticipate this traction to further improve in the upcoming quarters.

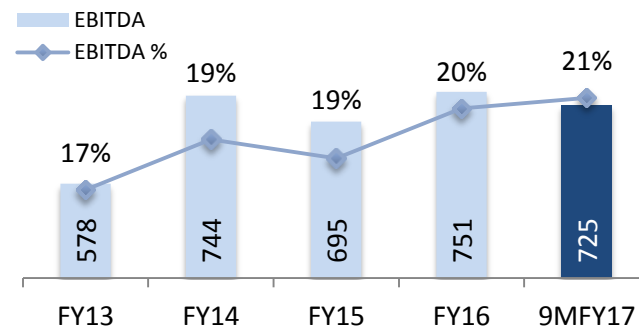
Overall, we remain buoyant and firmly believe that FY18 would be a milestone year for Trident as we are well on track to sweat our global scale capacities. This will enable us to deliver strong performance and notably improve our return ratios going forward.”

Profitability Trend

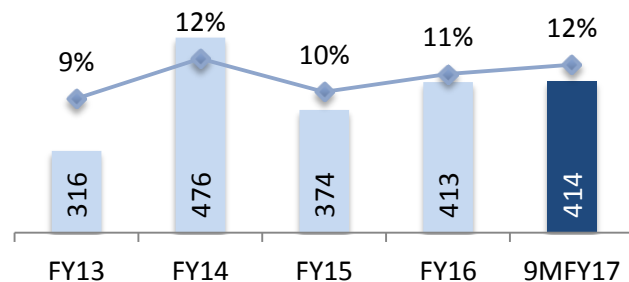
Sales (INR Crores)



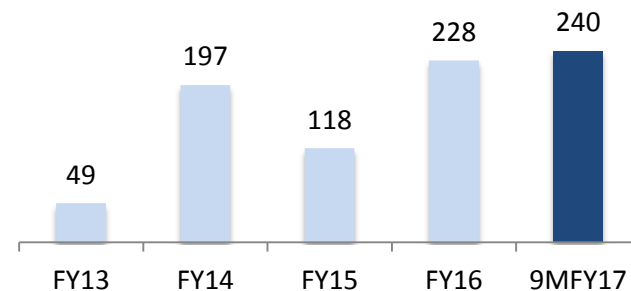
EBITDA (INR Crores)



EBIT (INR Crores)

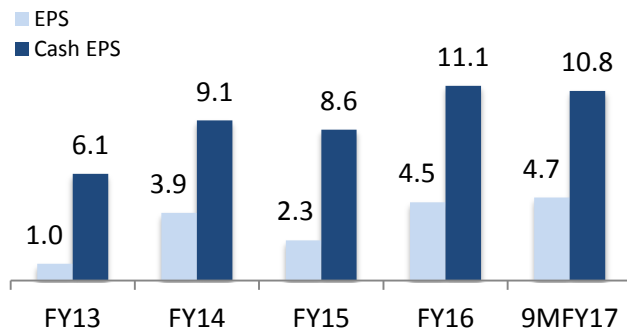


PAT (INR Crores)

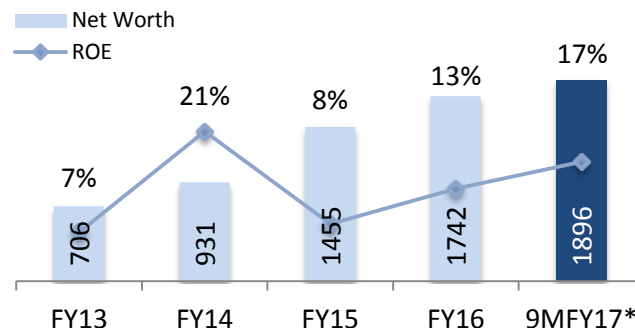


Profitability Trend

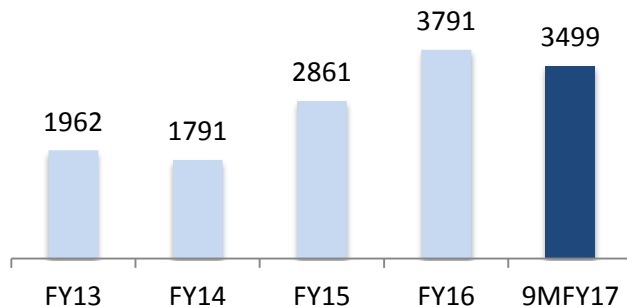
EPS (INR)



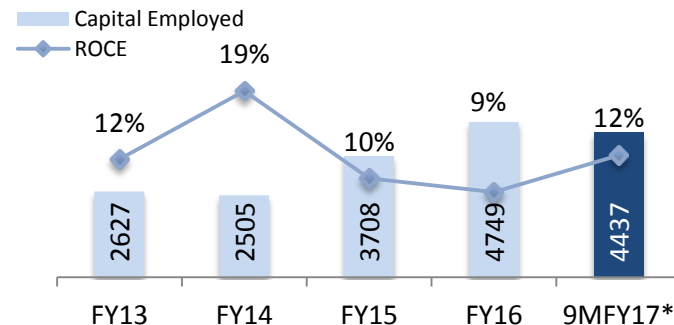
Networth (INR Crores)



Net Block (INR Crores)



Capital Employed (INR Crores)



*ROCE & ROE figures have been annualized

P&L Statement (S)

Q3 FY17	Q3 FY16	Growth%	Particulars (INR crore)	9M FY17	9M FY16	Growth%
1138.7	905.0	26%	Net Revenues	3486.8	2758.6	26%
233.3	179.5	30%	EBITDA	725.2	556.7	30%
103.5	81.2	27%	Depreciation	311.4	244.1	28%
129.8	98.3	32%	EBIT	413.8	312.5	32%
27.6	24.0	15%	Interest	104.2	105.9	-2%
102.2	74.2	38%	Profit Before Tax	309.5	206.5	50%
78.6	62.4	26%	Profit After Tax	237.3	175.0	36%
1.54	1.26	22%	EPS (Diluted & non-annualized) (In Rs.)	4.72	3.54	33%

Dividend Policy

**Minimum Annual
Dividend**

6%

of Face Value

**Maximum Annual
Dividend**

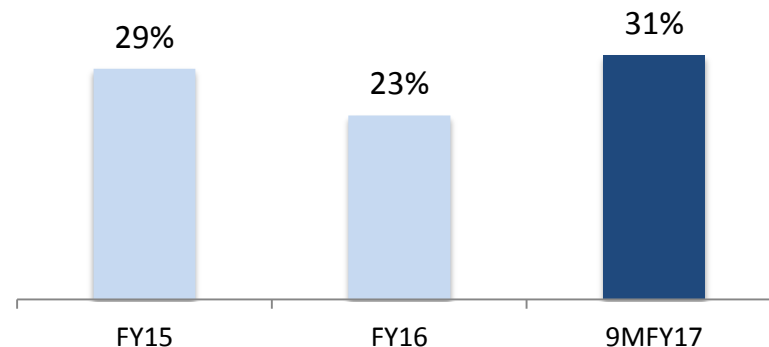
33%

of Net Profit

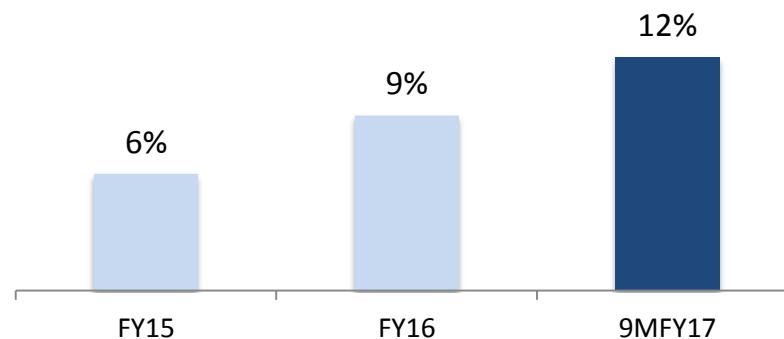
(Including Dividend Distribution Tax)

Year	Total Dividend%	Dividend Type	%age
FY15	6%	Interim	3%
		Interim	3%
FY16	9%	Interim	3%
		Interim	3%
		Final	3%
FY17	12%	Interim	6%
		Interim	6%

Dividend Payout Ratio



Historical Dividends (%age of Face Value)

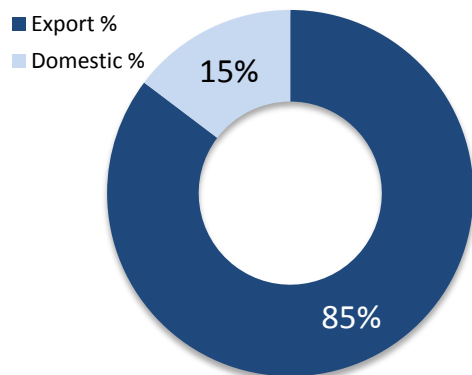


*Dividend Distribution Policy is available at www.tridentindia.com

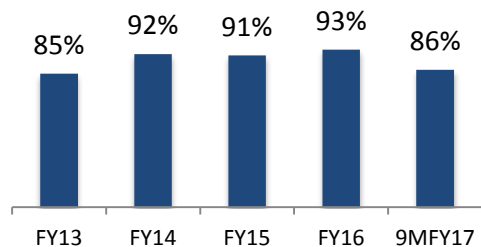
Geographic Revenue

Bed & Bath

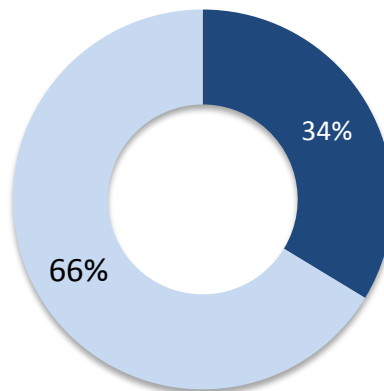
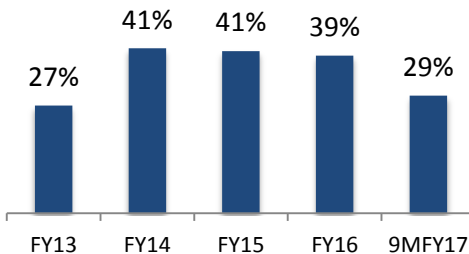
Export (%) Revenue Q3FY17



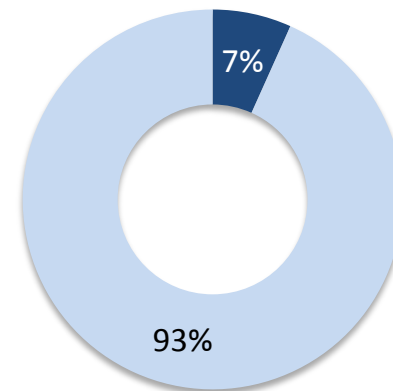
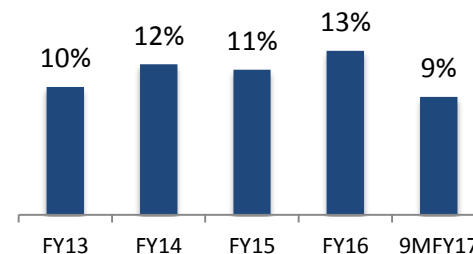
Export (%) Revenue Trend



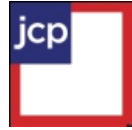
Yarn



Paper



Clientele – International



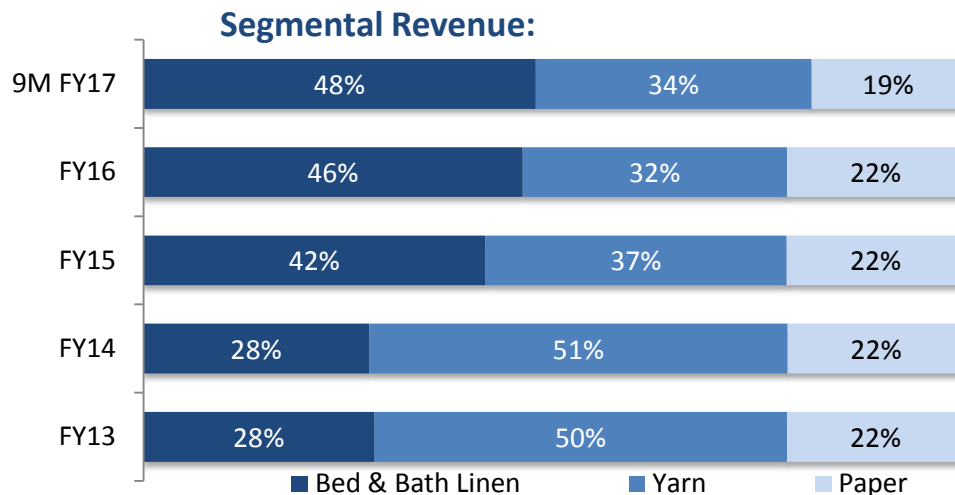
Clientele – Domestic



Online Presence

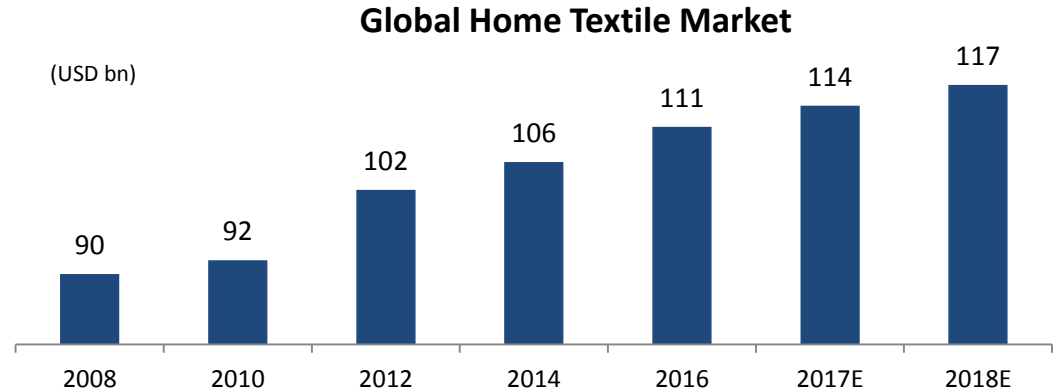


Business Segments

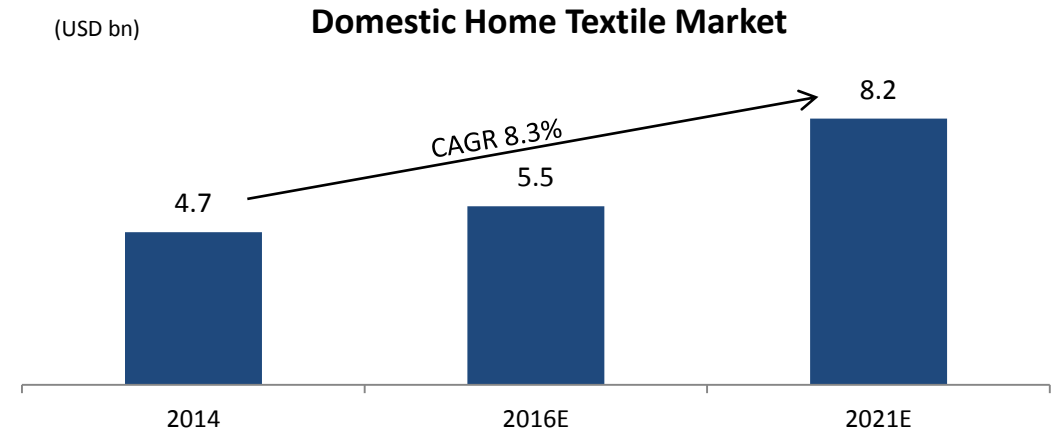


Home Textile Industry

- Global Home Textile Market grew from 2008 to 2016 at a CAGR of 2.7% totalling USD 111 billion (retail value)
- Globally the retail value of home textiles is expected to reach USD 117.10 billion (CAGR of 2.4%) in 2018.
- The highest increase is expected to take place in Asia Pacific with a CAGR of 8%.



- Indian Home Textile industry is expected to expand at a CAGR of 8.3% to USD 8.2 billion by 2021.
- The Indian Bed Linen Market is set to grow at a CAGR of 8% to INR 19350 Crores by 2021. Similar growth prospect could be seen in Towel Market which is expected to grow to ~INR 7000 Crores by 2021

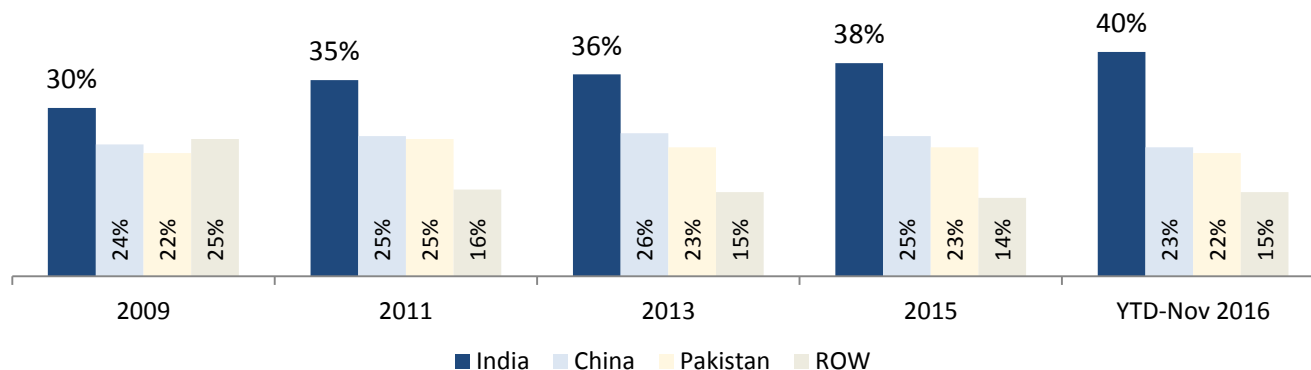


Source: Eurometer

India's Dominance in Home Textiles

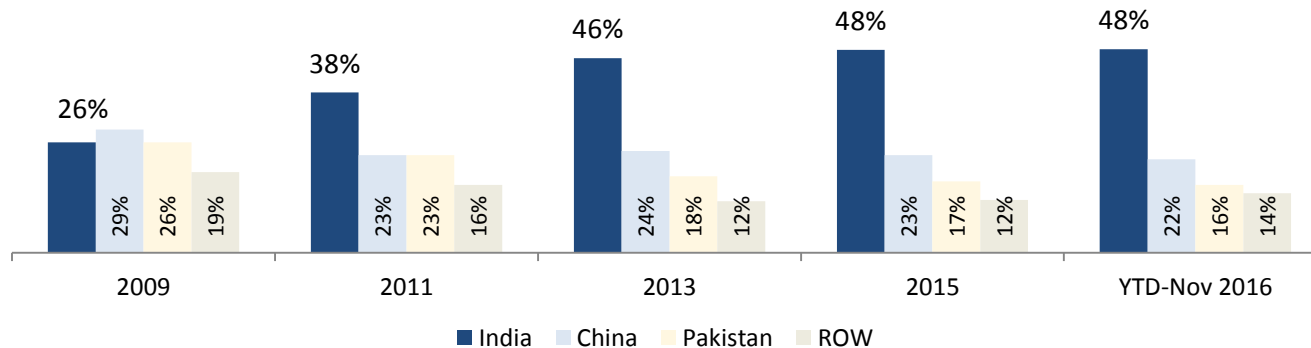
India's export share in the US towel market has improved at a rampant pace from 30% in 2009 to 40% in 2016.

Market Share in US Towel Market



The US bedsheet market has been largely dominated by Indian exports.

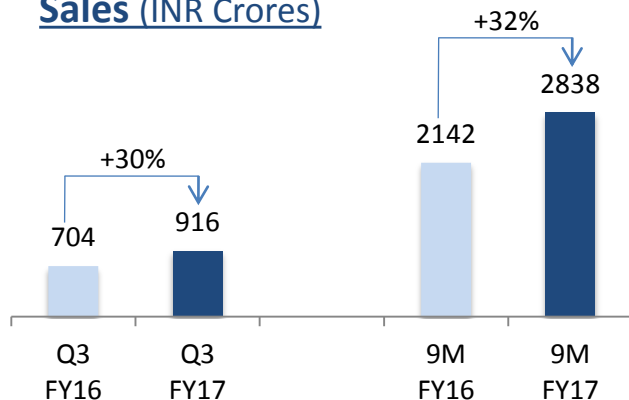
Market Share in US Sheet Market



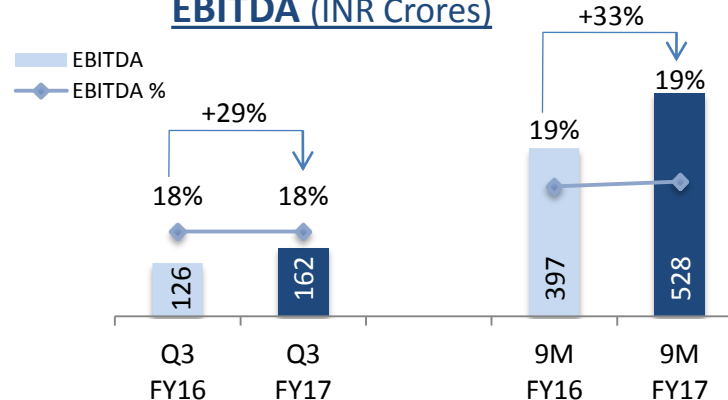
Source: Otexa

Home Textile

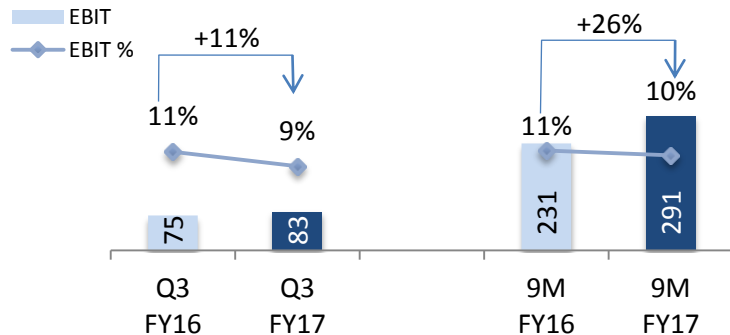
Sales (INR Crores)



EBITDA (INR Crores)



EBIT (INR Crores)



- **33% growth in EBITDA** during 9M FY17
- **26% Growth in EBIT** during 9M FY17
- **Capacity Utilisation for 9M FY17:**
 - Yarn : 92%
 - Bath Linen : 49%
 - Bed Linen : 29%

**Home Textile figures includes Yarn also*

Brands



Innovations



AIR RICH™
STARTS SOFT ~ STAYS SOFT

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



Perfection was never this Royal

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

**ALL
SEASON
SHEETS**

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



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

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



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

Domestic Paper Industry

Indian Paper Industry

Accounts for 3% of World's Paper Production

Turnover of INR 500 billion approximately

Contribution to exchequer is INR ~45 billion

Total production grew at CAGR 13.3% during FY11-15

Total production at 16.63~ million tonnes at the end of FY15

Employs > 0.5 mn. people directly and 1.5 mn. people indirectly

Govt. Policies

- 100% FDI
- Zero Import duty on machinery
- Spending Rs 280 bn on Education;
- Proposed to Open 62 Navodaya Vidyalya over next 2 yrs

Increase in Literacy Rate

- 2001 : 65%
- 2011 : 74%

Demand Drivers

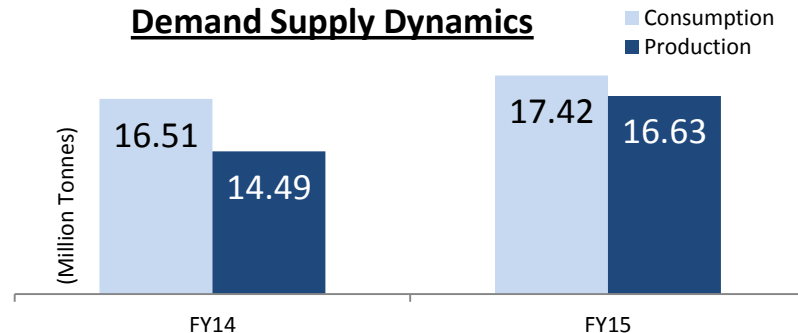
Increasing No. of Regd. Publications

- (Newspapers & Other periodicals)
- 2009 – 73,146
 - 2015 – 1,05,443

Increase in Corporate Activity & e-commerce

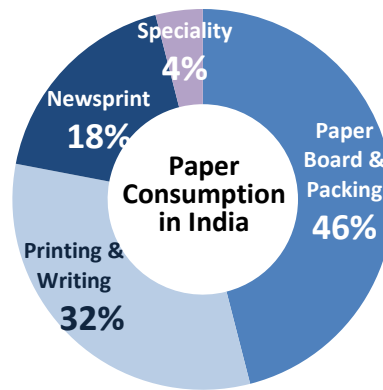
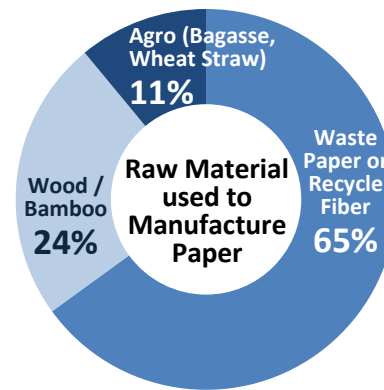
Increase demand for Packaging Products

Demand Supply Dynamics



Paper consumption to grow by an average annual growth rate of 8%-10% during FY16-19

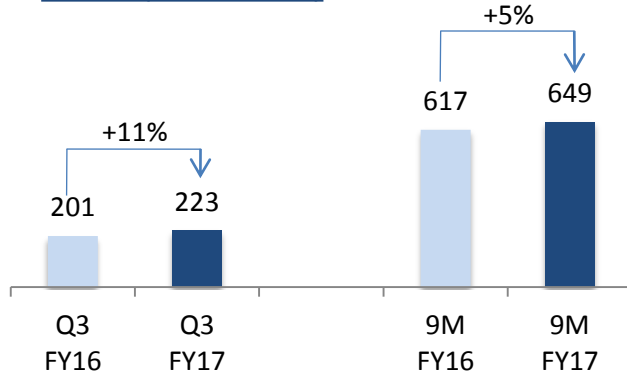
Domestic production remains insufficient to meet the growing demand



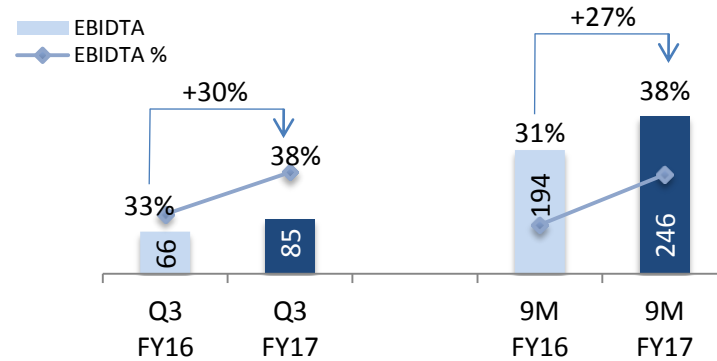
Source : Dun & Bradstreet – Sector Watch Report on Indian Paper Industry

Paper

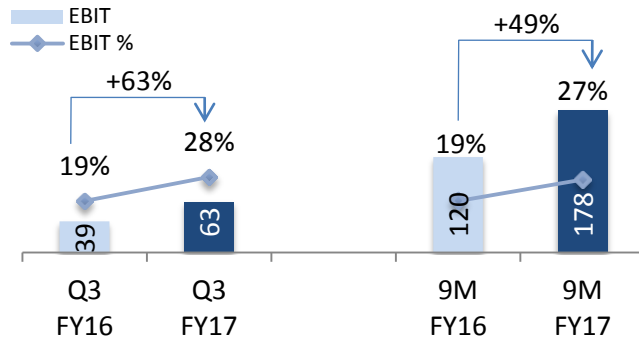
Sales (INR Crores)



EBITDA (INR Crores)



EBIT (INR Crores)



- **27% growth in EBITDA** during 9M FY17
- **49% Growth in EBIT** during 9M FY17
- **Capacity Utilisation** for 9MFY17: 90%
- Share of **branded copier paper** by volume is **~50%**

Eco Friendly Paper



72 GSM
86% Brightness

75 GSM
90% Brightness



100 GSM
92% Brightness

80 GSM
90% Brightness



75 GSM
88% Brightness

70 GSM
87% Brightness



Eco Friendly



**Wheat Straw
based Paper**



High Quality



Jam Free

**Farmer earns extra income for each
kg of wheat straw sold to Trident**

**With Production Capacity of 450
TPD, Trident saves 8100 trees
everyday**

**5520 lbs of CO2 emissions reduced
per 1000 reams of Paper produced**



Thank You

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

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