TRIDENTGROUP™
Being different is normal

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TRIDENT/CS/2017
January 18, 2017

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: Investors' Presentation

Dear Sirs,

In terms of Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith copy of Investors' Presentation being given to analysts and institutional investors, for your placing the same on website of the exchange for the information of shareholders.

Thanking you,

Yours sincerely,

For **Trident Limited**

TRIDENT LIMITED TRIDENT GROUP SANGHERA-148101, INDIA

(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
Earnings Presentation – Q3 & 9M FY17

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	17-Jan-2017
BSE Ticker	521064
NSE Ticker	Trident
Bloomberg Code	TRID:IN
Reuters	TRIE.NS
CMP (Rs)	67.85
Market Cap (INR Crore / USD Mn)	3460 / 508
Number of Outstanding Shares (Crore)	50.95
Face Value	Rs. 10 per share
52-week High / Low (Rs.)	68.9 / 37.3

Global Presence

Registered Office:	Sanghera, Punjab
Corporate Office :	Ludhiana, Punjab
Manufacturing Facilities at:	Sanghera & Dhaula, Punjab Budni, Madhya Pradesh
Marketing Offices (India):	Mumbai, Gurgaon Kolkata, Bengaluru
Marketing Offices (Intl.):	New York, United States Cheshire, United Kingdom

serving

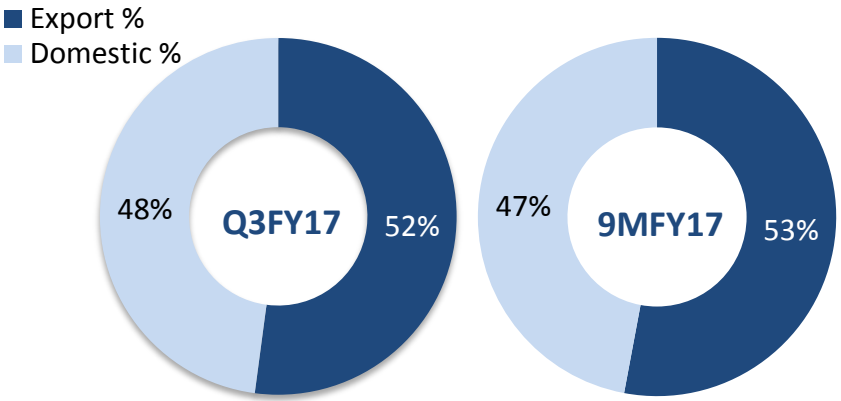
100 countries across 6 continents

Key Highlights - P&L

	Q3 FY17	9M FY17
REVENUE (INR CR)	1139 +26%	3487 +26%
	Q3FY16: 905	9MFY16: 2759
EBIDTA (INR CR)	233 +30%	725 +30%
	Q3FY16: 179	9MFY16: 557
PAT (INR CR)	79 +27%	237 +35%
	Q3FY16: 62	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 %



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

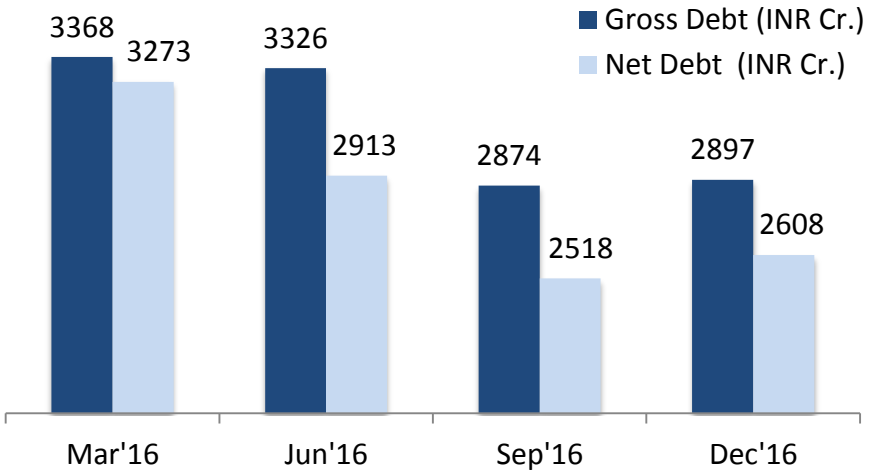
TUFS DEBT (INR CR)

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

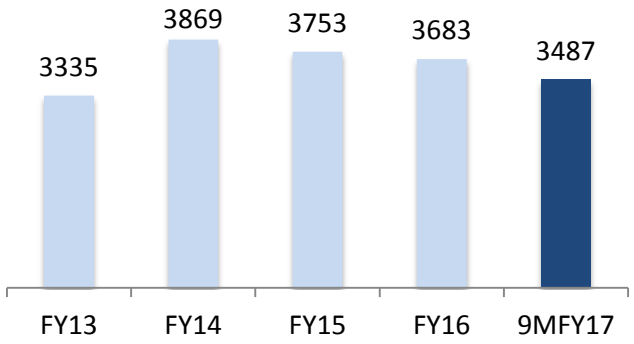
Commenting on the performance, Mr. Rajinder Gupta, Chairman at Trident Group said:

"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.

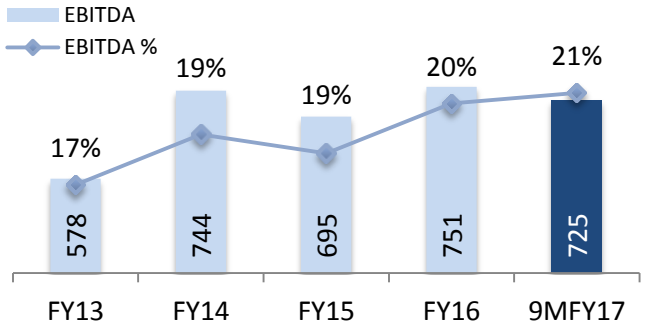
Overall, we remain buoyant and firmly believe that FY18 would be a milestone year for Trident as we are well on track to sweat our global scale capacities. This will enable us to deliver strong performance and notably improve our return ratios going forward."

Profitability Trend

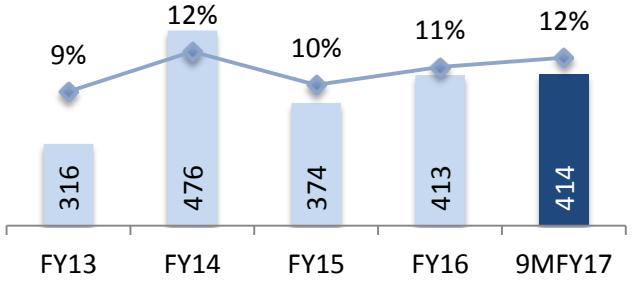
Sales (INR Crores)



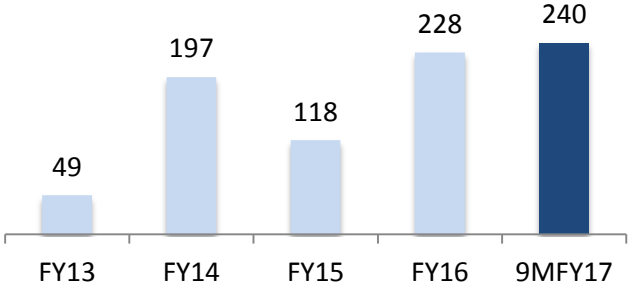
EBITDA (INR Crores)



EBIT (INR Crores)

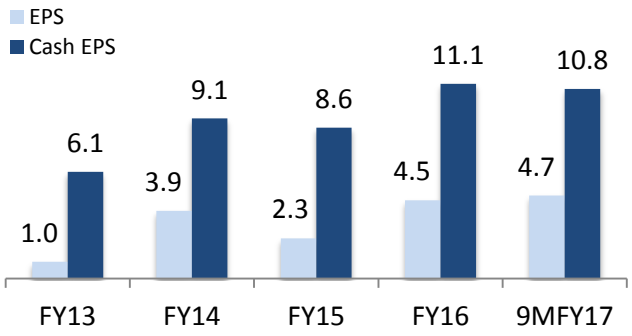


PAT (INR Crores)

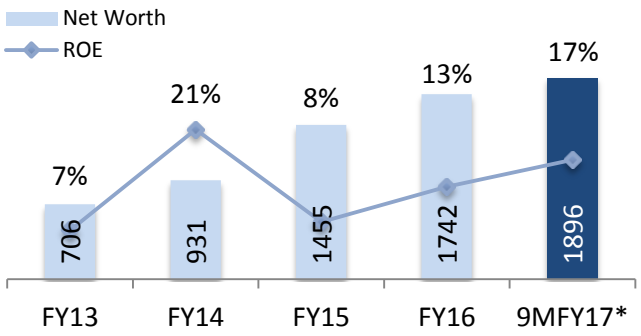


Profitability Trend

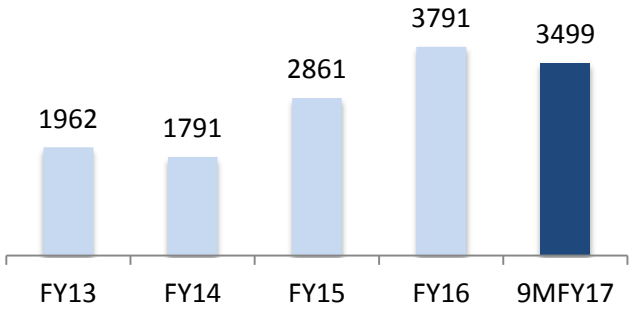
EPS (INR)



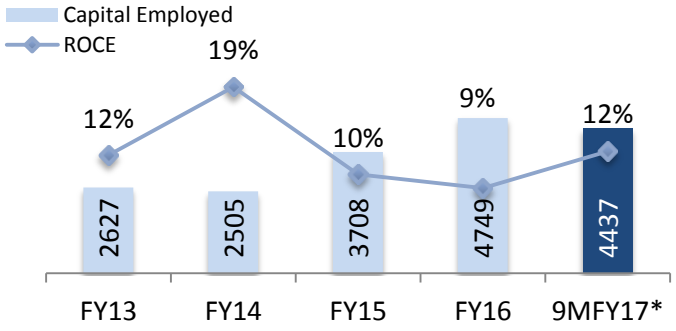
Networth (INR Crores)



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%***

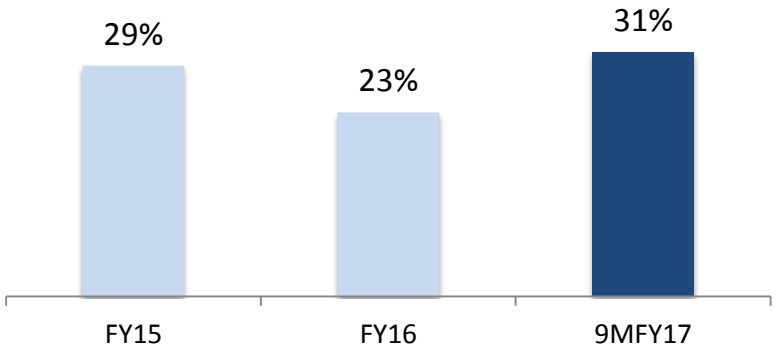
Dividend Policy

Minimum Annual Dividend	Maximum Annual Dividend
6%	33%
of Face Value	of Net Profit (Including Dividend Distribution Tax)

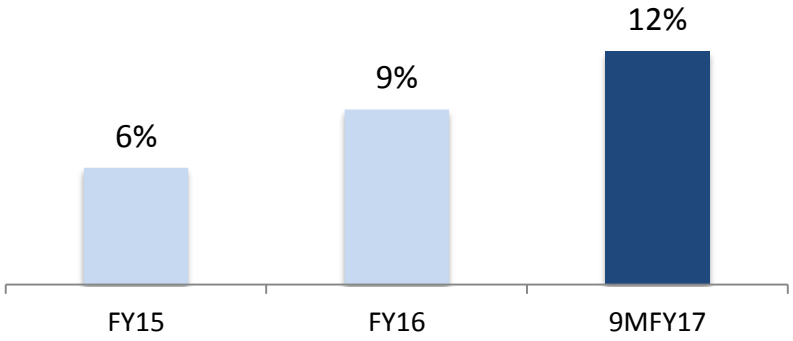
Year	Total Dividend%	Dividend Type	%age
FY15	6%	Interim	3%
		Interim	3%
FY16	9%	Interim	3%
		Interim	3%
		Final	3%
FY17	12%	Interim	6%
		Interim	6%

Dividend Distribution Policy is available at www.tridentindia.com

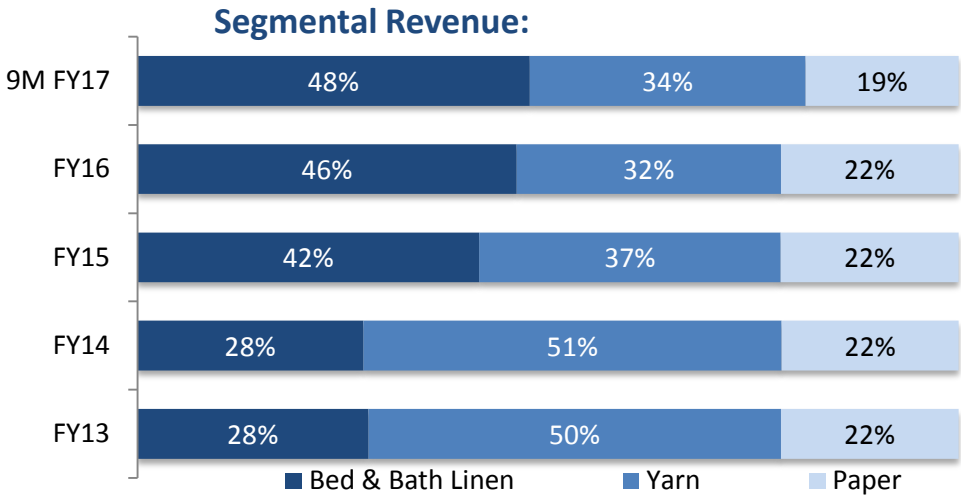
Dividend Payout Ratio



Historical Dividends (%age of Face Value)



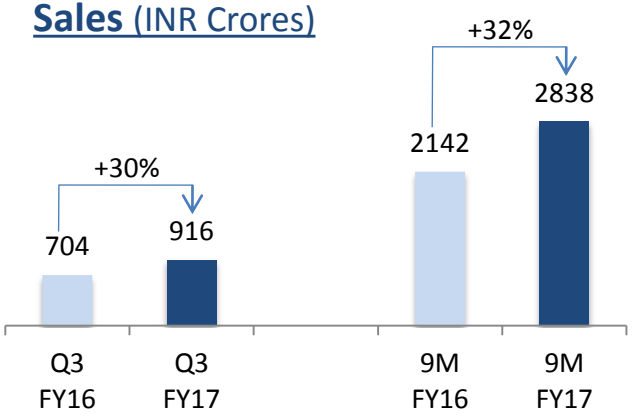
Business Segments



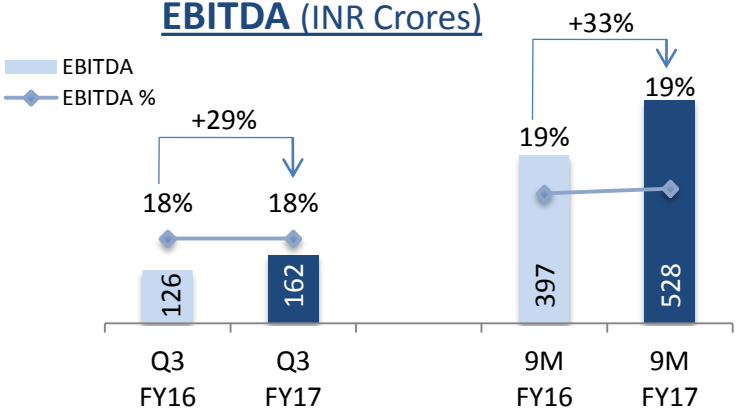
Home Textile | Paper

Home Textile

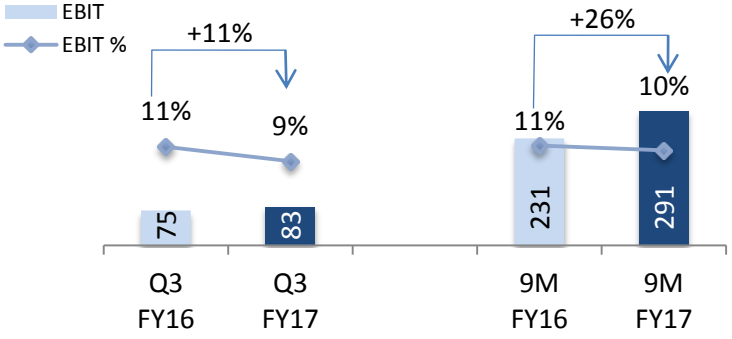
Sales (INR Crores)



EBITDA (INR Crores)



EBIT (INR Crores)



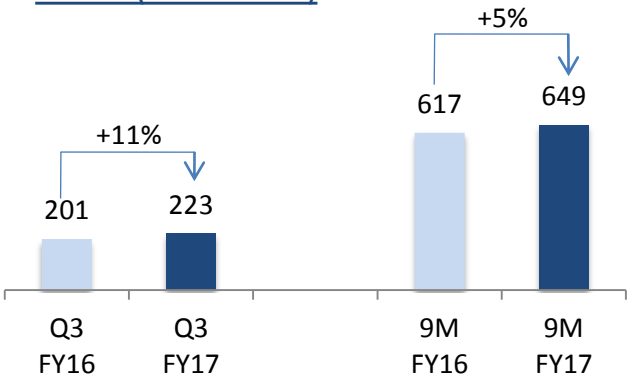
- **33% growth in EBITDA** during 9M FY17
- **26% Growth in EBIT** during 9M FY17
- **Capacity Utilisation** for 9M FY17:

Yarn	: 92%
Bath Linen	: 49%
Bed Linen	: 29%

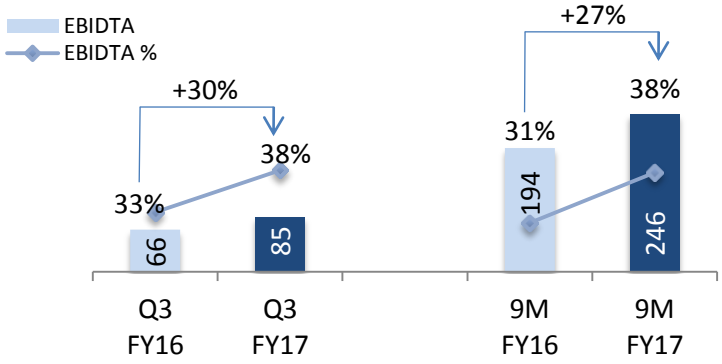
**Home Textile figures includes Yarn also*

Paper

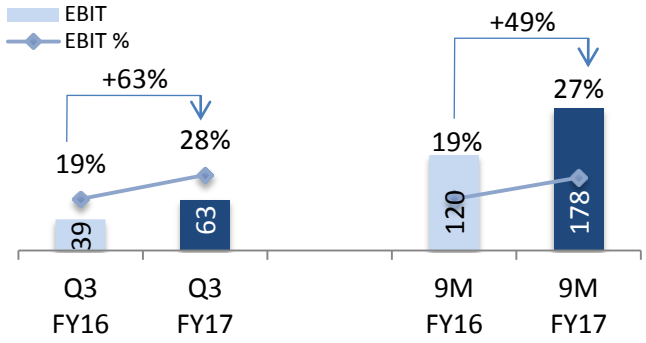
Sales (INR Crores)



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%**

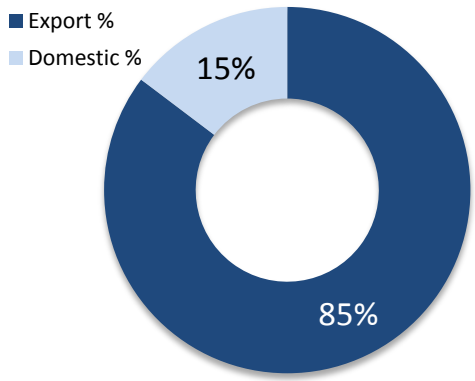
Geographic Revenue

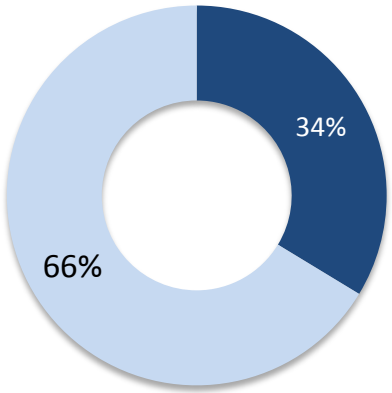
Bed & Bath

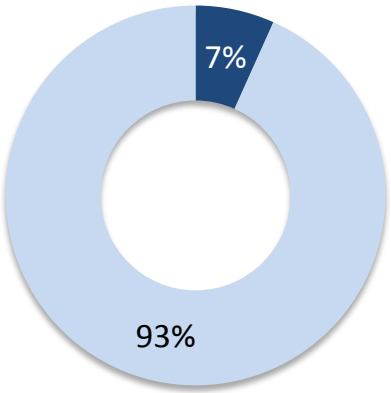
Yarn

Paper

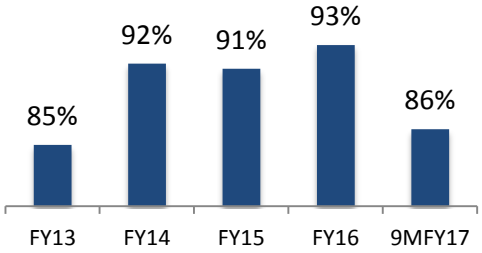
Export (%) Revenue Q3FY17

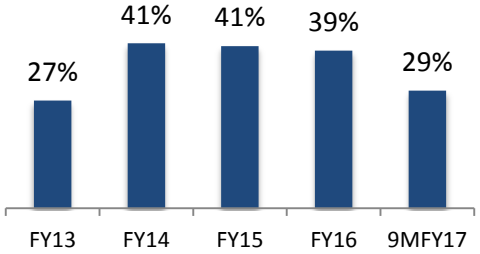


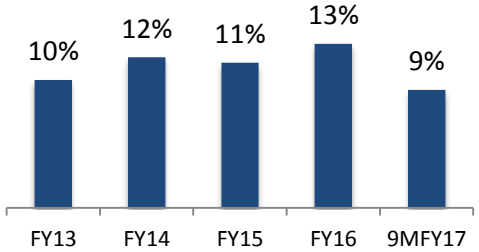




Export (%) Revenue Trend







Thank You

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

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