

Q2FY16
Press Release

Trident Limited announces Q2 & H1 FY16 Results

Net Revenue stood at Rs. 961.0 crore

EBITDA higher by 15% to Rs. 178.9 crore, EBITDA Margin improved to 18.6%

Profit After Tax increased by 143% to Rs. 51.0 crore

Terry Towel volumes increased by 22% in Q2FY16

Ludhiana/Barnala/Bhopal, October 27, 2015: Trident Limited (Trident), flagship Company of USD 1 billion Trident Group and leading manufacturer and exporter of Home Textiles & Paper products, today announced its financial results for the quarter & half-year ended September 30, 2015.

Financial Highlights for Q2 & H1 FY16

Q2 FY16	Q2 FY15	Shift %	Particulars (Rs. crore)	H1 FY16	H1 FY15	Shift %
961.0	965.7	(0.5)	Net Revenues	1,840.1	1,872.4	(1.7)
178.9	156.1	14.6	EBITDA	376.9	340.2	10.8
18.6%	16.2%	+245 bps	EBITDA Margin %	20.5%	18.2%	+231 bps
97.1	77.9	24.6	EBIT	213.7	181.1	18.0
60.3	33.3	81.1	PBT	132.5	78.3	69.1
51.0	21.0	142.8	PAT	111.9	53.3	110.1
1.00	0.43	132.6	EPS (Diluted & non-annualized) (Rs.)	2.20	1.11	98.2

Performance Overview (Q2 FY16)

- **Net Revenue** at Rs. 961.0 crore compared to Rs. 965.7 crore in Q2 FY15
 - Net Sales remained flat due to lower yarn realizations and higher captive consumption of yarn
 - De-growth from yarn mitigated by increased product off-take in Terry Towel
- **EBITDA** increased by 14.6% to Rs. 178.9 crore from Rs. 156.1 crore in Q2 FY15
 - **EBITDA Margins** improved by 245 bps to 18.6% compared to 16.2% in Q2 FY15
- **Finance Cost** declined by 17.6% to Rs. 36.8 crore vis-à-vis Rs. 44.6 crore in Q2 FY15
 - Reduction in base rate and better working capital utilisation significantly reduce the overall interest costs
 - The Company repaid term loan amounting to Rs. 98.0 crore during the quarter
 - Outstanding term debt as on September 30, 2015 stood at Rs. 2,432.6 crore
- **PAT** increased by 142.8% to Rs. 51.0 crore compared to Rs. 21.0 crore in the same period last year
- **Diluted EPS** (non-annualized) at Rs. 1.00 per share

- **Cash Profits** at Rs. 132.8 crore vis-à-vis Rs. 99.2 crore in Q2 FY15
- **Cash EPS** (diluted & non-annualized) at Rs. 2.61 per share

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

“Trident has reported steady performance during the quarter led by healthy volumes in the terry towel business. Given our overall thrust on marketing, we believe we could further improve upon this performance in the coming quarters. I am also pleased to share that we have commenced production at the integrated bed-linen facility of 500 looms in Budni, Madhya Pradesh. With a major project milestone completed, the entire management’s focus is now towards driving sales volume through various marketing initiatives.

We are witnessing strong traction in the domestic market where we continue to lay strong emphasis on brand building and this will help support growth in medium-to-long run. In addition, we would continue to focus on improving our utilization rates of home textiles and also increase our contribution towards high margin value-added products. This along with greater contribution from the newly-commissioned bed-linen unit would help consolidate Trident’s position in the home textile industry and achieve stronger growth in the ensuing years.”

Key Highlights

- **Second Interim dividend** of Re. 0.30 (3%) per equity share of face value Rs. 10
- **Commenced production** at the integrated Bed-Linen facility of 500 looms capable of producing 43.2 million meters of bed-linen per annum and ~1.90 lac yarn spindles for captive consumption at Budni, Madhya Pradesh
 - The project involves capital investment of Rs. 1,667 crore with potential revenue of Rs. 1,200 crore at optimum utilization
 - Technology will be stabilized by Q4 of FY16. Expect to achieve 50 - 60% utilization by FY17

Segmental Overview

Textiles

- Topline stood at Rs. 755.8 crore compared to Rs. 756.7 crore in the corresponding quarter last year
 - Subdued yarn realizations and captive yarn consumption moderated topline growth, offset by growth in Terry Towel
 - Terry Towel volumes increased by 22% compared to Q1 FY16
 - Domestic Towel sales growth stood at 46% compared to Q1 FY16
 - Online channel sales growth stood at 17% compared to Q1FY16
- EBITDA margin improved by 280 bps to 17.1% compared to 14.4% in Q2 FY15

Paper & Chemicals

- Topline stood at Rs. 205.1 crore compared to Rs. 208.9 crore in Q2 FY15
- EBITDA margin improved by 130 bps to 29.9% as compared to Q2 FY15 – result of focus on enhancing contribution towards value-added copier paper

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About Trident Limited:

Trident Limited is the flagship Company of TridentGroup, 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 75 countries across 6 continents and comprises of global retail brands like Ralph Lauren, Calvin Klein, JC Penney, IKEA, Target, Wal-Mart, Macy's, Kohl's, Sears, Sam's Club, Hema, Metro Group, etc. With export turnover accounting for about 50% of total sales of the Company, TridentGroup has emerged as one of the world's largest integrated home textile manufacturer.

For more information, please visit www.tridentindia.com OR contact:

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