



**TRIDENT TEXOFAB LIMITED**

CIN No. : L17120GJ2008PLC054976

GST No. : 24AADCT0381R1ZZ

24AADCT0381R2ZY

Date: 08.11.2023

BSE Limited P. J. Towers, Dalal Street, Fort, Mumbai - 400001.	Stock ID: TTFL Scrip Code: 540726
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Dear Sir/Ma'am,

**Sub: Earnings Presentation-Q2FY24**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation for the quarter and half year ended September 30, 2023 (Q2FY24).

Kindly take the note of above on your records.

Thanking You,

Yours faithfully  
For **Trident Texofab Limited**

**CS Rahul Jariwala**  
**Company Secretary & Compliance Officer, CFO**

**Encl: As above**

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Q2FY24

# Earnings Presentation

November 2023

BSE: TTFL | Bloomberg: TTFLTD:IN



# Introduction

**Trident Texofab Limited ('Trident' or 'the Company'), is a semi-composite textile manufacturing and trading Company, deals in a plethora of product ranges that include, Home Furnishing, Garments, Suiting, Shirting, Technical Textiles and Fabrics.**

With the Company adopting its Shifting Gears strategy in FY19, Trident has delved into becoming a semi-composite textile player manufacturing polyester and poly-blend fabrics from its erstwhile pure-textile trading forte.

Founded in the year 2000 by Mr. Hardik Desai and Mr. Chetan Jariwala, and Incorporated in 2008 as Trident Texofab Private Limited. The company converted to a public company and got listed on BSE SME through an IPO in 2017.



Today, it manufactures various grades of grey fabrics and also undertakes job work for Weaving, Digital Printing & Embroidery.



# Corporate Portrait

## 'Shifting Gears'

Transitioning from trading to profitability-assertive manufacturing operations

## ~250 Lakh Meters

Annual manufacturing capacity

## 3<sup>rd</sup> Phase

Of CAPEX Recently Executed

## ~60

Team Strength

## Wide Portfolio

Of finished and semi-finished products across multiple categories

## 1<sup>st</sup>

## Generation

Founder driven operations

## Semi-Composite

Manufacturing unit

## BSE

Listed since 2017



# What is 'Shifting Gears'?

In the words of our founder  
**Mr. Hardik Desai**



“In the last couple of years, Trident has moved from heavy reliance on trading to manufacturing excellence, from stagnation to relentless dynamism. We believe strategic transformation is critical to survive and thrive in an evolving business environment, therefore at TTFL we are building capabilities for the future.

A recent milestone was achieved in FY22 when our manufacturing revenue surpassed our trading revenue for the first time. As we advance, we aim to build on this trend and realise our vision of becoming a fully integrated textile manufacturing Company.”

# Expansive Product Portfolio

## Manufacturing Vertical

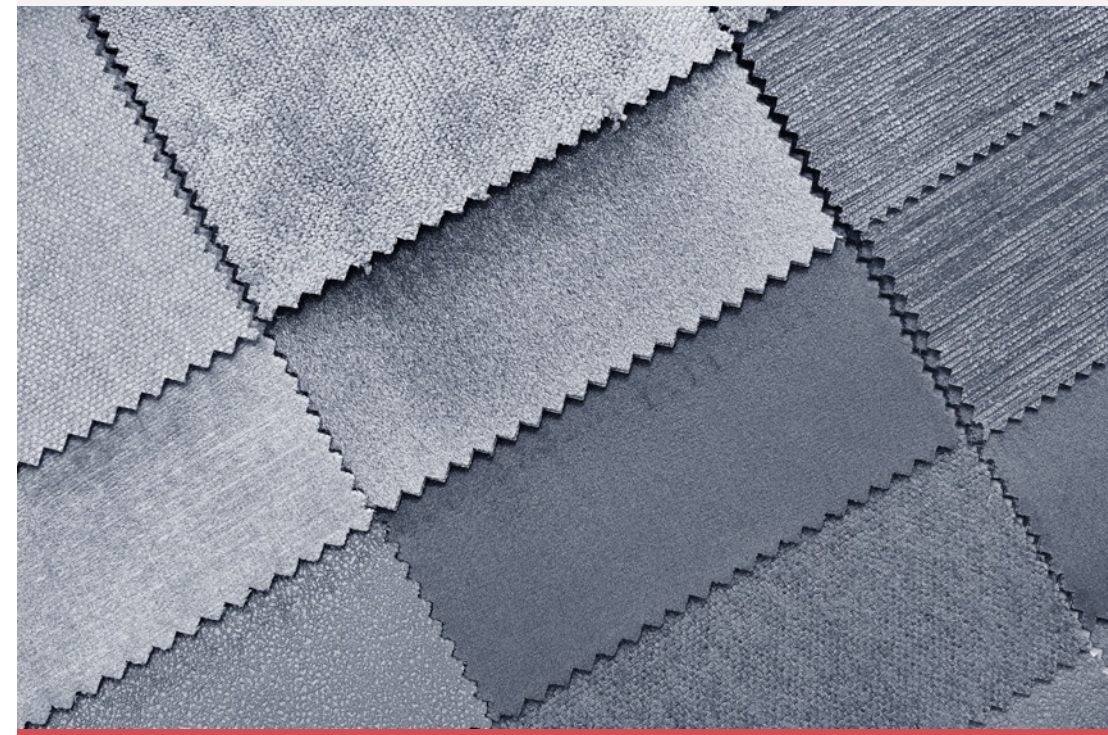
### Finished Products

- Embroidered Fabrics
- Digital Printed Fabrics
- Bed Sheets
- Technical Textiles
- Suiting
- Various Polyester and Poly-Blend Fabrics



### Semi-Finished Products

- Grey Fabrics
- Contract Manufacturing in Digital Printing
- Value-added Products in Embroidery



## Trading Vertical

### Home Furnishing Products

- Bed Sheets
- Curtains
- Cushion Covers



### Clothing Articles

- Scarfs
- Pareos
- Suiting
- Shirting
- Technical Textile Fabrics



# Transitioning Business Model

## Manufacturing

- Commenced in 2018 with the completion of 1<sup>st</sup> Phase of CAPEX, and expanded operations recently with the completion of 3<sup>rd</sup> Phase in June 2021.
- Manufacturing is driving incremental growth and improvement in blended profitability margins of TTFL.
- Manufacturing contributed 63.89% of Revenue from Operations in Q2FY24, as compared to 58.1% in Q1FY24.



## Trading

- Trading was the core business up till FY18, post that the Company has pivoted towards Manufacturing operations. Trading contributed 36.11% of sales in Q2FY24, as compared to 41.9 % in Q1FY24.
- Trading operations will maintain similar run rate, with no further investments towards this vertical.
- Over the years Trading vertical will be phased-out with the growing prominence of Manufacturing operations at TTFL.



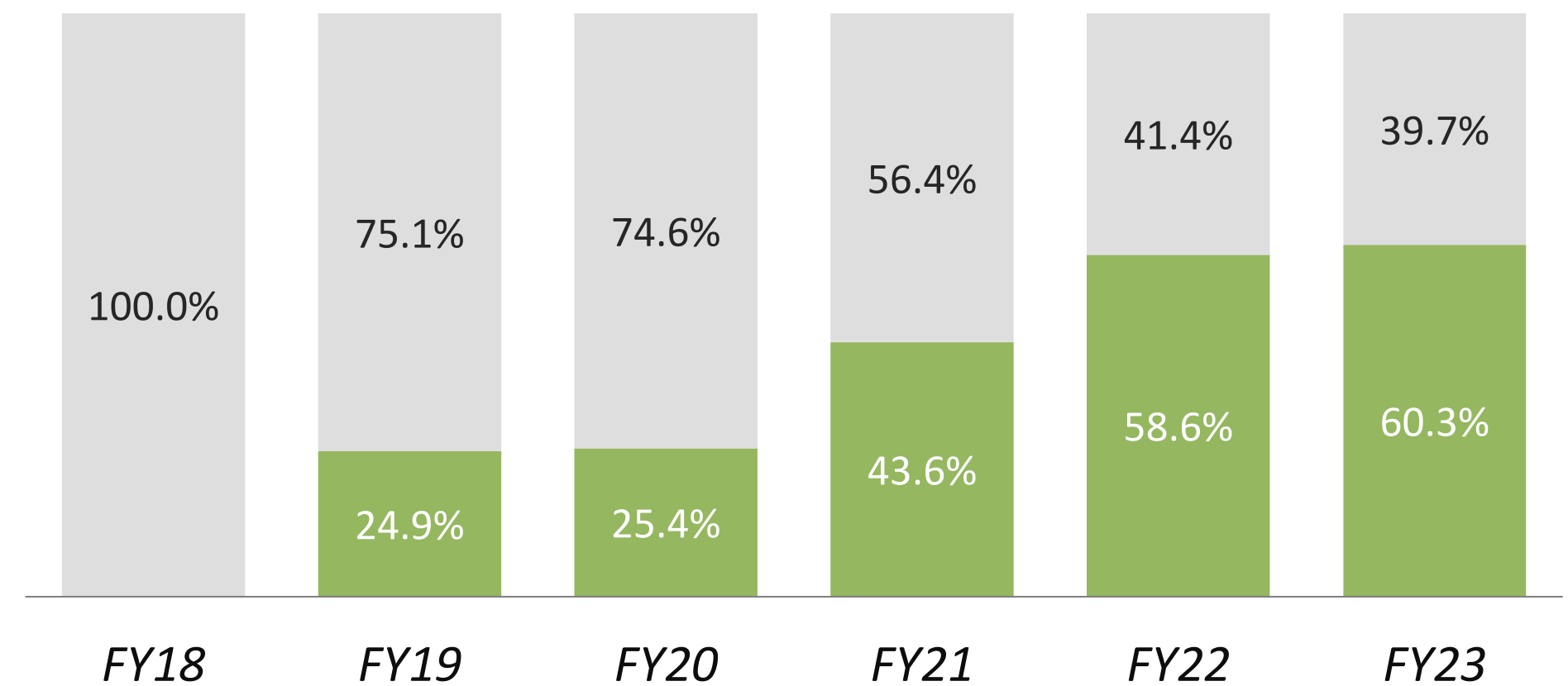
# Improving Revenue Profile

Significant shift in sales profile over the last five years, from being a pure trading company to a dominantly-manufacturing company

Changing revenue-mix in favour of manufacturing operations augurs well for profitability, to be further extended by increasing CAPEXs in the manufacturing division.

## Revenue Bifurcation

■ Trading ■ Manufacturing





# 1<sup>st</sup> Phase of CAPEX

The 1<sup>st</sup> Phase of CAPEX begun in September 2018

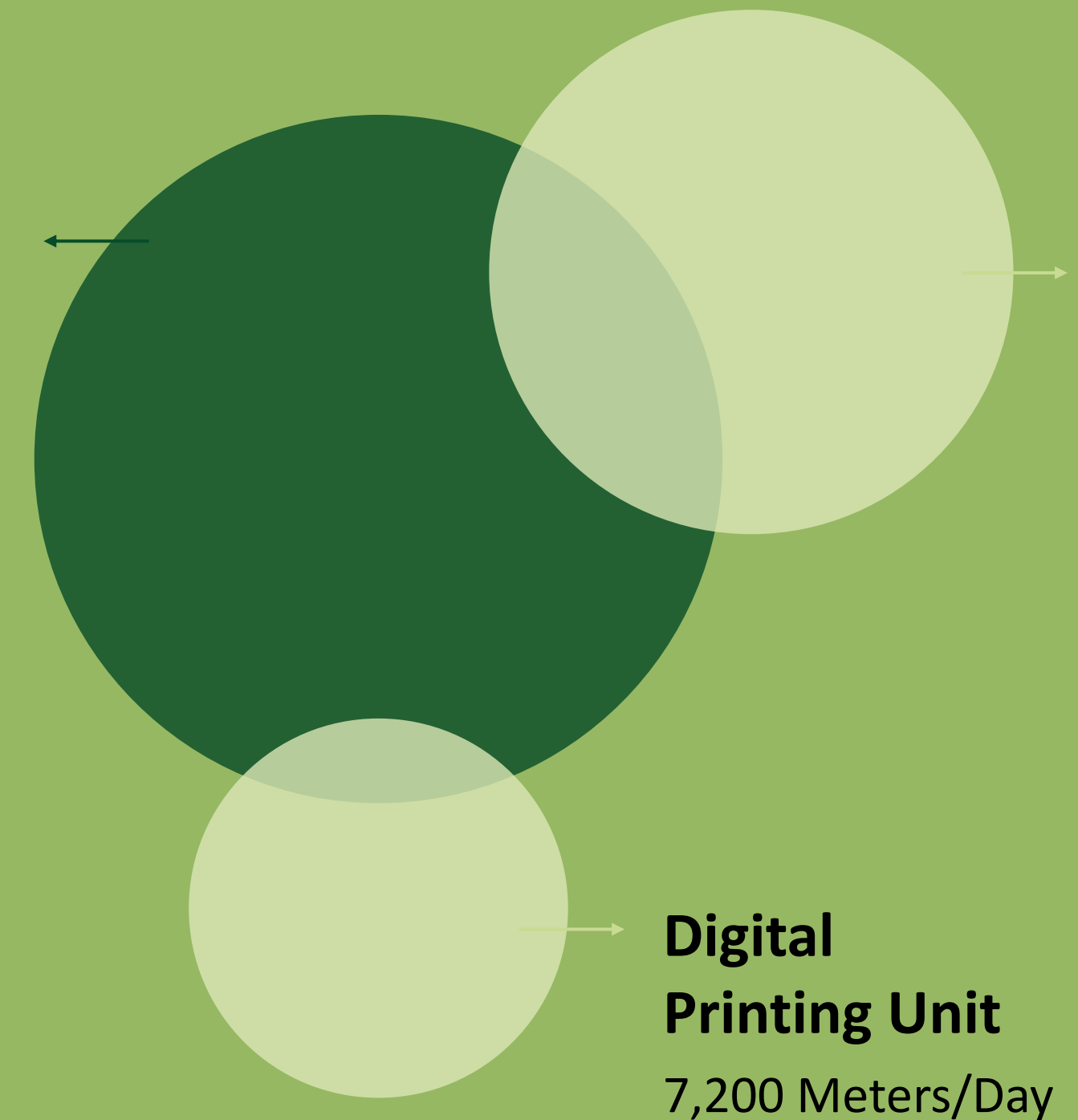
In the 1<sup>st</sup> phase the company invested in:

- Waterjet Unit
- Value-added Contract Manufacturing – Embroidery & Digital Printing Unit

In between FY18-23, the company has built an additional Netblock of 1,909 Lakhs totaling to 2,065 Lakhs in FY23

## Manufacturing Capacities

**Waterjet Unit**  
~22 Lakh  
Meters/Month



**Embroidery Unit**  
37 Lakh  
Stitches/Day

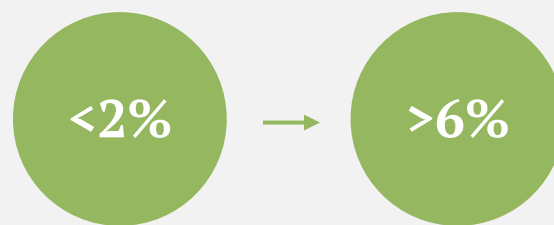
**Digital Printing Unit**  
7,200 Meters/Day



# Early Results - Confidence

The early results from our 'Shifting Gears' strategy have been very satisfactory.

## OPM in FY18 to FY23



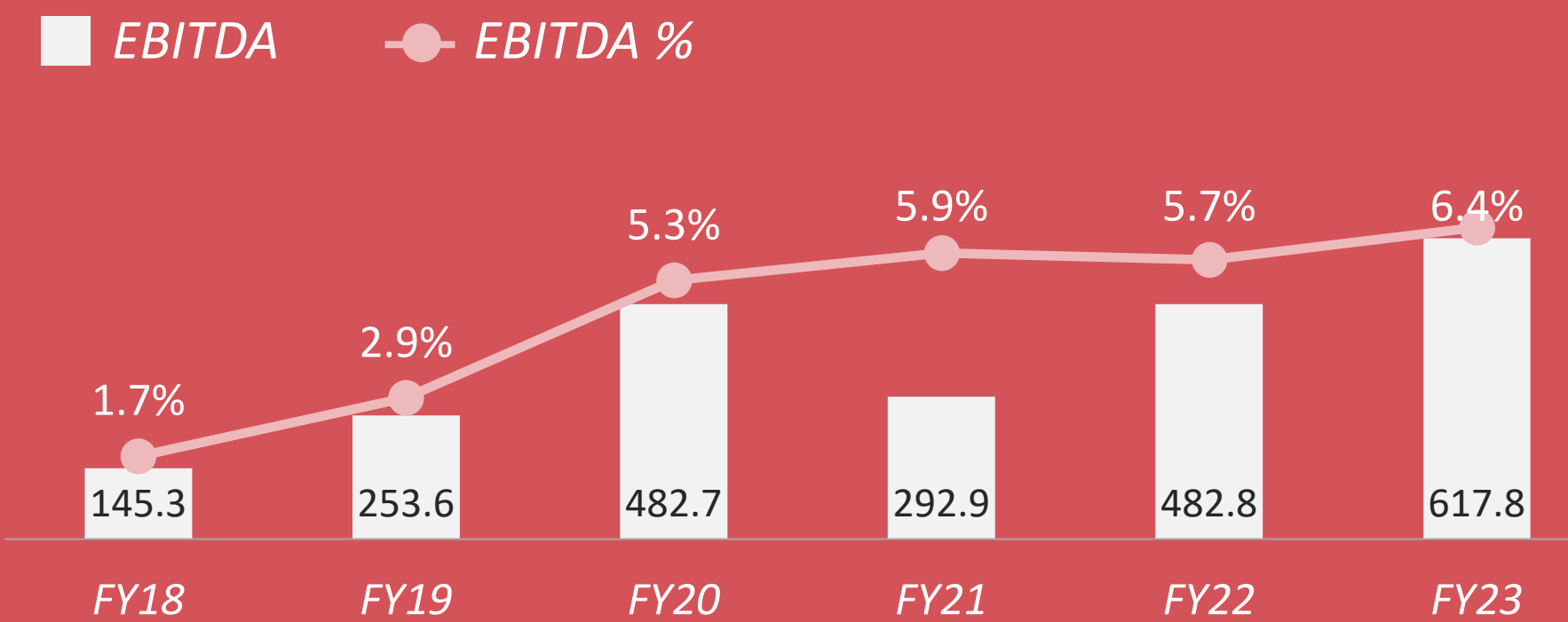
There has been a clear shift in the margin profile of the company, due to growing manufacturing operations, from sub 2% OPM to more than 6% blended OPM in last five years.

The company had completed 2<sup>nd</sup> Phase of CAPEX by commissioning its Rapier Unit.

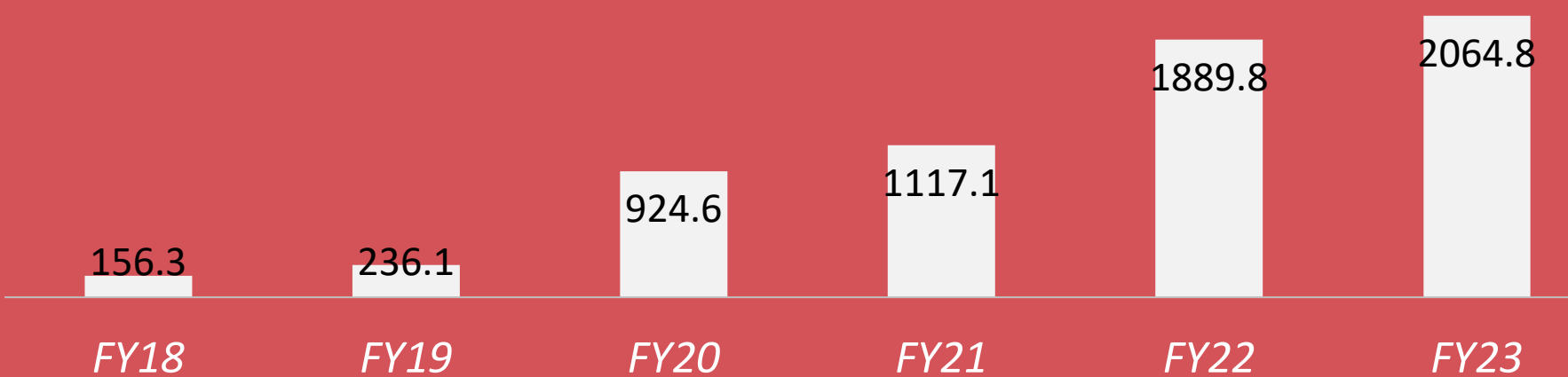
The company had executed the 3<sup>rd</sup> Phase of CAPEX in June 2021, at its Hojiwala Facility in Sachin, leading to a capacity augmentation of Waterjet Unit from 8-9 lakh meters/month to 20-22 lakh meters/month.

# to Invest Further

## EBITDA & EBITDA %



## Netblock





# Quarterly P&L Highlights

## Q2FY24 Profit and Loss Summary

(In ₹ Lakhs)

Particulars	Q2FY24	Q1FY24	Q2FY23	YoY Change (%)
Revenue from Operations	2320.27	2309.99	2416.67	-4%
Total Income	2423.48	2284.90	2430.83	0%
Total Operating Expense	2194.41	2166.60	2201.46	0%
EBITDA (Excluding OI and EI)	<b>125.86</b>	<b>143.39</b>	<b>215.21</b>	-42%
EBITDA Margins %	<b>5.4%</b>	<b>6.2%</b>	<b>8.9%</b>	-348 BPS
Interest Cost	106.75	90.59	84.00	27%
Depreciation and Amortisation	41.10	41.17	42.49	-3%
Profit Before Taxes and Exceptional Items	81.22	-13.46	102.88	-21%
Profit After Taxes	75.32	-12.86	77.72	-3%



# Annual P&L Highlights

## Annual Profit and Loss Summary

(In ₹ Lakhs)

Particulars	FY23	FY22	FY21	FY20
Revenue from Operations	9,635.63	8,429.30	4,992.65	9,096.41
Total Income	9,825.98	8,503.43	5,177.94	9,138.56
Total Operating Expense	9,017.83	7,946.51	4,699.78	8,613.82
<b>EBITDA (Excluding OI)</b>	<b>617.80</b>	<b>482.79</b>	<b>292.87</b>	<b>482.59</b>
<b>EBITDA (Excluding OI) %</b>	<b>6.4%</b>	<b>5.7%</b>	<b>5.9%</b>	<b>5.3%</b>
Interest Cost	371.14	282.99	285.38	271.06
Depreciation and Amortisation	164.41	146.59	102.35	100.75
Profit Before Taxes	272.60	127.34	90.43	152.93
Profit After Taxes	221.84	98.27	35.32	90.03



# Balance Sheet Highlights

## Annual Balance Sheet Summary

(In ₹ Lakhs)

Particulars	FY23	FY22	FY21	FY20
Shareholder's Fund	1,517.78	1,295.95	1,197.67	1,099.54
Non Current Liabilities	2,489.49	2,777.99	2,556.36	926.19
Current Liabilities	3,723.45	3,024.88	3,023.32	2,882.75
Total	7,730.72	7,098.81	6,777.36	4,908.47
Non Current Assets	3,061.97	3,096.20	2,777.76	1,133.57
Current Assets	4,668.76	4,002.61	3,999.6	3,774.91
Total	7,730.72	7,098.81	6,777.36	4,908.47



# Management Commentary

## Q2FY24 Result Discussion

Revenue from Operations in Q2FY24 stood at ₹2320.27 Lakhs, registering a marginal decrease of 4% YOY. The performance is in line with currently prevailing external industry environment.

The performance of manufacturing operations continues to remain the bedrock of the profitability margins of the Company.

Profitability Margins for Q2FY24 made a witnessed a decrease on account of higher operating expenses. EBITDA Margins for the quarter stood at 5.4%, as compared to 6.2% in the previous quarter and 8.9% in Q2FY23. Going forward, as the mix of manufacturing operations increases, we expect margins to improve further.

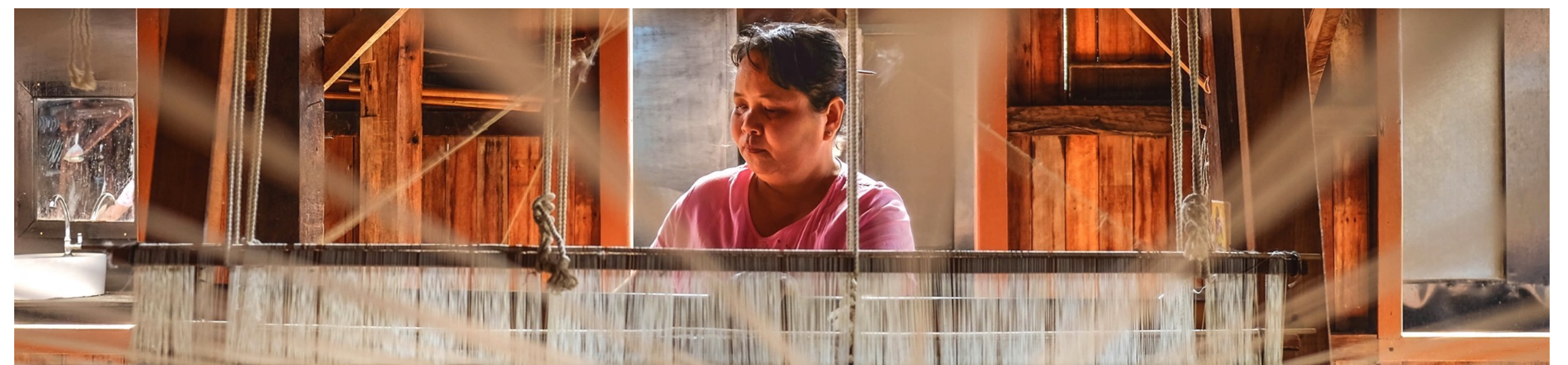
Net profit for the quarter stood at ₹75.32 Lakhs as opposed to a net loss of ₹ 12.86 Lakhs last quarter.



## Continued Focus on Manufacturing Operations

The Company will continue expansion on its 'Shifting Gears' strategy by investing in manufacturing operations in pursuit of better growth opportunities and profitability margins.

Further investment projects in this vertical are being contemplated currently and will be announced post finalization.



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