

Date: 06.07.2020

To,  
The Manager,  
Listing Department,  
BSE Limited,  
Phiroze Jeejeebhoy Tower,  
Dalal Street, Mumbai 400 001  
**BSE Scrip Code: 540726**

Dear Sir/Madam,

**Sub: Earnings Presentation-Q4FY20**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation for the quarter ended on March 31, 2020(Q4FY20).

Kindly take the above on record.

Yours faithfully,

**For Trident Texofab Limited**

  
**Mehul N. Amareliya**  
**Company Secretary & Compliance Officer**  
**M. No. A54306**

Encl. a/a

# TRIDENT TEXOFAB LIMITED

Q4FY20 Earnings Presentation

BSE: TTFL

Bloomberg: TTFLTD:IN

July 2020



# COMPANY OVERVIEW



- Semi Composite textile manufacturing and trading company dealing in textile segment
- Products for home furnishing, garments, suiting, shirting, Technical Textile & Fabrics
- Shifted from being a pure trading company to Manufacturing polyester & poly-blend fabrics since 2018
- Manufactures various grades of grey fabrics & Performs job work for Weaving, Digital Printing & Embroidery



# COMPANY MILESTONE

## 2008

### Incorporation

- Started out as a small textile trading company in surat dealing in variety of home furnishing and other products like bed sheet, scarfs, suiting, shrting and many more.

## 2009-12

### Striving Hard

- We started getting Shirting & Suiting manufactured as job work and getting delivered according to our clients requirement.

## 2013-15

### Strengthening Roots

- With growing customers demand, we also started getting manufactured the Home Furnishing products, technical textile, pareos and scarf depending on the market demand.

## 2016-18

### Shifting Gears

- Listed on exchange with IPO of Rs. 3.53 crore on 5th October,2017
- Started with its digital printing & embroidery facilities.
- Declared 10% dividend for 2017-18

## 2019

### Launching Rockets

- TTFL commenced its weaving manufacturing operations in textiles out of its greenfield facilities set up in Surat
- Issue of Compulsory Convertible Preference Shares.

# BUSINESS DIVISION



## Trading

- In the last decade, trading of textile products has single-handedly driven the growth at TTFL.
- Our product basket includes finished, semi-finished and value-added fabrics.
- Contributed **73.51%** of Revenue from operations in **Q4FY20** as compared to 74.07% in Q3F20.

## Manufacturing

- We started weaving manufacturing in May 2019, wherein we manufacture fabrics
- We have 60 machines with capacity of 7.5 lakh metres/ month
- Non-trading activities such as manufacturing & value added products contributed **26.49%** of Revenue from operations in **Q4FY20** as compared to 25.93% in Q3FY20.

## Value Added Products

- Value-added segments like digital printing and embroidery.
- We have 10 digital printing machines, 2 heat transfer machines, and 7 embroidery machines.

# COMPANY STRENGTHS



## State of Art Manufacturing

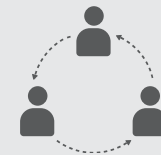
The Company invested in cutting-edge equipment from some of the best global labels to manufacture best in-class products across categories.

The Company has 60 waterjet machine which can manufacture 7.5 lakh meter/ month.



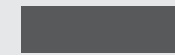
## Experience Team

Professionally managed under the guidance of promoters having decade of experience in Textile Industry



## Long Lasting Relationship

The Company's business has demonstrated credentials to transform one-off transactions into repeat engagements and growing wallet share



## Diversity

The Company provides a variety of value-added products, strengthening its recall as a one-stop solution provider within the textile segment

# PRODUCT PORTFOLIO



## MANUFACTURING

### Finished Products

- Kurtis
- Tunics
- Nighty
- Suiting
- Gowns

### Semi-Finished Products

- Grey Fabrics
- Job Work for Digital Printing
- Value Added Products: Embroidery, etc.



# PRODUCT PORTFOLIO



## TRADING

### Finished Products

- Curtains & Shower Curtains
- Cushion Covers
- Quilt Sheets
- Bed Sheets
- All Overs





# FINANCIAL SUMMARY



## Profit & Loss Summary (Quarterly)

(In Lakhs)

PARTICULARS	Q4FY20 (Audited)	Q3FY20 (Unaudited)	Q4FY19 (Audited)	Y-o-Y % (change)
Revenue from operations	2,238.47	1,992.15	3,171.00	-29.41%
Total Income	2,247.10	1,999.34	3,180.72	-29.35%
Total Operating Expenses	2,094.66	1,891.04	3,056.93	-31.48%
EBIDTA (Excluding OI)	143.81	101.11	114.07	26.07%
EBIDTA (Excluding OI) %	6.42%	5.08%	3.60%	78.59%
Interest Cost	75.25	62.47	43.50	72.99%
Depreciation & Amortization	20.98	20.73	7.60	176.05%
Profit Before Taxes	56.21	25.10	72.69	-22.67%
Profit After Taxes	35.09	23.18	72.69	-51.73%

# FINANCIAL SUMMARY



## Profit & Loss Summary

(In Lakhs)

PARTICULARS	FY20	FY19	FY18	FY17	FY16
Revenue from operations	9,096.41	8,689.74	8546.24	7594.76	6597.91
Total Income	9,127.25	8,722.01	8594.15	7619.19	6603.29
Total Operating Expenses	8,670.75	8,436.18	8400.93	7480.00	6499.34
EBIDTA (Excluding OI)	425.66	253.56	145.31	114.76	98.57
EBIDTA (Excluding OI) %	4.68%	2.92%	1.7%	1.50%	1.50%
Interest Cost	241.40	86.47	76.96	68.23	60.45
Depreciation & Amortization	80.48	30.39	12.59	13.01	13.50
Profit Before Taxes	134.62	168.97	103.67	56.37	9.32
Profit After Taxes	85.89	127.42	75.00	34.12	5.87

# FINANCIAL SUMMARY



## Balance Sheet Summary

(In Lakhs)

	PARTICULARS	FY20	FY19	FY18	FY17	FY16
	Shareholders Fund	1,185.43	1,099.54	826.36	380.39	346.28
	Non-Current Liabilities	1,172.43	926.19	419.11	370.53	52.35
	Current Liabilities	2,879.33	2,882.75	3,248.20	1,698.63	3,400.06
	Total	5,237.19	4,908.47	4,493.67	2,449.55	3,798.69
	Non-Current Assets	1,243.17	1,133.57	470.47	232.64	178.48
	Current Assets	3,994.03	3,774.91	4,023.20	2,216.91	3,620.19
	Total	5,237.19	4,908.47	4,493.67	2,449.55	3,798.67

# MANAGEMENT COMMENTARY



## Result Discussion

- The company recorded a decline in its revenue from operations of 29.41% on a y-o-y basis, i.e. from 31.71 Lakhs in Q4FY19 to 22.38 Lakhs in Q4FY20. This was on account of a considerable deferral and loss of revenue in the second half of March 2020. Due to the national lockdown and even before that the regional lockdown in Surat, led to complete disruption of operations beginning the second half of March 2020.
- The offices, manufacturing facilities, godowns remained under lockdown until certain relaxations were offered by the regional governments & authorities, in June 2020.
- The company is on-track towards accomplishing its objective of 'Shifting Gears' from being a puretrading player up till 2018, to becoming a semi composite manufacturing and trading company.
- Higher revenue contribution from manufacturing activities has led to a gradual increase in the operating profitability of the company.

- The company has recorded an EBITDA% (excluding OI and EI) of 6.42% in Q4FY20 as compared to 3.60% in Q4FY19.
- However, higher interest cost and depreciation, on account freshly commenced CAPEX, have led to suppressed net profitability.

## Budget 2020

- Finance Minister Nirmala Sitharaman on Saturday proposed National Technical Textile Mission with an outlay of Rs 1,480 crore over four years to cut down imports. India imports a significant quantity of technical textiles worth \$16 billion every year. To reverse this trend and to position India as a global leader in technical textiles, a National Technical Textiles Mission is proposed.
- She also announced the abolition of anti-dumping duty on PTA, a key raw material for synthetic textiles. The removal of anti-dumping duty on PTA would make the import of PTA cheaper for the man-made fabric industry.



Ms. Bhumika Punjabi  
(Corporate Governance Manager)

Trident Texofab Limited

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**CONTACT US**



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