

Date: 28.08.2020

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-Q1FY21

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation for the quarter ended on June 30, 2020(Q1FY21).

Kindly take the above on record.

Yours faithfully,

For Trident Texofab Limited


Menul N. Amareliya
Company Secretary & Compliance Officer
M. No. A54306



Encl. a/a

TRIDENT TEXOFAB LIMITED

Q1FY21 Earnings Presentation

BSE: TTFL

Bloomberg: TTFLTD:IN

August 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

2019-20

Launching Rockets

- TTFL commenced its weaving manufacturing operations in textiles out of its greenfield facilities set up in Surat
- Issue and Coverion 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 **59.92%** of Revenue from operations in **Q1FY21** as compared to 73.51% in Q4F20.

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 **40.08%** of Revenue from operations in **Q1FY21** as compared to 26.49% in Q4FY20.

Value Added Products

- Value-added segments like digital printing and embroidery.
- We have 6 digital printing machines, 2 heat transfer machines, and 7 embroidery machines.

COMPANY STRENGTHS



State of Art Manufacturing

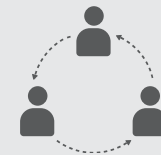
The Company invested in cutting-edge equipment from some of the best global labels to manufacture best in-class products across categories.

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



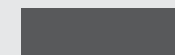
Experience Team

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

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

Semi-Finished Products

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



PRODUCT PORTFOLIO



TRADING

Home Furnishing Including

- Home Furnishing including
- Bed Sheets
- Curtains
- Cushion Covers

Clothing Articles Like

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



FINANCIAL SUMMARY



Profit & Loss Summary (Quarterly)

(In Lakhs)

PARTICULARS	Q1FY21 (Unaudited)	Q4FY20 (Audited)	Q1FY20 (Unaudited)	Y-o-Y % (change)
Revenue from operations	126.60	2,238.47	2,627.94	-95.2%
Total Income	129.54	2,247.10	2,635.45	-95.1%
Total Operating Expenses	107.74	2,205.41	2,509.59	-95.7%
EBIDTA (Excluding OI)	18.86	33.06	118.35	-84.1%
EBIDTA (Excluding OI) %	15%	1%	5%	230.8%
Interest Cost	56.52	-35.50	78.82	-28.3%
Depreciation & Amortization	20.40	20.98	18.08	12.8%
Profit Before Taxes	-55.12	56.21	28.96	-290.3%
Profit After Taxes	-50.15	35.09	13.93	-460.0%
EPS	-1.20	0.88	0.35	-442.9%

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



Q1FY21 Result Discussion

- The performance for Q1FY21 was completely disrupted due to the COVID-19 pandemic and subsequent lockdowns; in fact, Q1FY21 financial performance has witnessed the most severe impact due to the lockdown. Sales, marketing, and manufacturing operations were completely shut for almost 55 days, especially the Textile markets in Surat which were provided the permission to open at last. After the partial opening-up of markets, many challenges persist, including subdued demand, extended payment cycles, production with minimum labour, among others.
- Given the extremely extended payment cycle across the industry, the company has decided to work only with the most reliable counter-parties to maintain some level of discipline over the payments and limit the risks. In this process, the company has also forgone some business. The external market conditions for textiles remain abysmal: to that end, the company remains agile and on its feet with a strict watch over receivables and inventories.

- The COVID-19 pandemic has had a widespread impact, but at the same time has presented many opportunities. Some of these have been tapped by the company, including the decision to enter product categories in line with our business, which is the need for the hour. Trident Texofab has started dealing in various kinds of PPE Kits and Face Masks. We believe these products will give a much needed boost to our volume in the near future and help us tide over this time comfortably. The company will keep on evaluating ideas to stay adaptable to changing realities to tide over current challenges.

Corporate

- The company has converted 2,00,000 Compulsorily Convertible Cumulative Preference Shares (CCPS) having face value of Rs.10/- each (conversion price Rs. 101.48/-) into equity shares on May 30th, 2020.



Ms. Bhumika Punjabi
(Corporate Governance Manager)

Trident Texofab Limited

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CONTACT US



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