

**Q4 & FY14**  
**Press Release**

**Trident achieves Rs. 3884.0 crore in Revenue, Rs. 743.9 crore in EBITDA and Rs. 197.0 crore in PAT in FY14**

**Ludhiana / Barnala / Bhopal, May 15, 2014:** Trident Limited, the flagship Company of USD 1 billion Trident Group and leading manufacturer and exporter of Textiles & Paper products, today announced its financial results for the quarter and full-year ended March 31, 2014.

**Financial Highlights for FY14**

<b>Particulars (Rs. crore)</b>	<b>FY14</b>	<b>FY13</b>	<b>Growth %</b>
<b>Revenue</b>	<b>3,884.0</b>	<b>3,356.8</b>	<b>15.7</b>
<b>EBITDA</b>	<b>743.9</b>	<b>577.8</b>	<b>28.7</b>
<b>EBITDA Margin %</b>	<b>19.2</b>	<b>17.2</b>	<b>194 bps</b>
<b>EBIT</b>	<b>475.5</b>	<b>316.4</b>	<b>50.3</b>
<b>PBT</b>	<b>265.1</b>	<b>81.1</b>	<b>3.3X</b>
<b>PAT</b>	<b>197.0</b>	<b>49.3</b>	<b>4.0X</b>
<b>EPS (Diluted &amp; non-annualized) (Rs.)</b>	<b>6.15</b>	<b>1.60</b>	<b>3.8X</b>

Further, the Board of Directors has recommended a dividend of Rs. 0.30 per equity share.

**Commenting on the performance, Mr. Arun Goyal, Chief Financial Officer at Trident Limited said:**

*"I am pleased to share that Trident has demonstrated a benchmark performance in FY14. This is on the back of healthy growth across all products viz. Yarn, Terry Towel & Paper. Our thrust on high-margin value-added products put together with cost optimization and other strategic initiatives has led to sustained improvement in earnings.*

*The outlook remains robust given the improved consumption trend and our focus on Brand Awareness and gradual introduction of new products. Increased penetration in the domestic markets and addition of new capacities would further aid growth and profitability.*

*I am also glad to share that the Board of Directors has recommended a dividend of Rs. 0.30 per equity share."*

### **Financial Highlights for the year ended March 31, 2014**

- While revenue has registered a growth of 15.7% to Rs. 3884.0 crore from Rs. 3356.8 crore; EBITDA has improved by 28.7% to Rs. 743.9 crore from Rs. 577.8 crore, and PAT has quadrupled to Rs. 197.0 crore from Rs. 49.3 crore
- EBITDA margin has shown improvement to 19.2% vis-à-vis 17.2% in FY13
- EPS (Diluted) stands at Rs. 6.15 per share; a growth of approximately 4 times compared to Rs. 1.60 per share in FY13

### **Segmental Overview:**

#### **Yarn**

- Topline grew by 17.5% to Rs. 1978.5 crore compared to Rs. 1683.7 crore in FY13
  - While sales volume improved by 2.9%, realizations improved by 14.2%
  - Improvement in realizations driven by the enhanced focus on value-added products which contributed 42% to total Yarn revenues
- PBIT stood at Rs. 233.1 crore, up 74.0%; while PBIT margin improved to 11.8% compared to 8.0% in FY13
  - Improvement in margin driven by various cost optimization initiatives undertaken along with increased focus on value added products

#### **Terry Towel**

- Topline grew by 14.0% to Rs. 1446.9 crore compared to Rs. 1269.4 crore
  - While sales volume declined by 6.6%, realizations improved by 22.1%
- PBIT improved by 35% to Rs. 161.3 crore, while PBIT margin stood at 11.15% vis-à-vis 9.41% in FY13

#### **Paper**

- Topline growth of 15.3% driven by improvement in volume as well as realizations
  - While sales volume increased by 2.4%, realizations improved by 12.6%
  - Improved realizations resulting from enhanced product mix towards the copier segment which contributed ~50% towards overall product mix in the paper segment
- Realizations likely to remain stable with better market share in copier segment

**About Trident Limited:**

Trident Limited is the flagship company of Trident Group, a USD 1 Billion global player, with its array of customers spread across 75 countries. Trident Limited is a leading manufacturer of Terry Towels, Paper, Yarn and Chemicals.

The Company has emerged as one of the largest manufacturers of terry towels and wheat straw based paper manufacturers in the world. Trident is associated with global retail brands across the globe, including Ralph Lauren, Calvin Klien, JC Penney, IKEA, Target, Wal-Mart, Macy's, Kohl's, Sears, Sam's Club, Burlington, etc. Trident has also frequently received accolades from its patrons in recognition for delivering high quality standards and for the customer centric approach. With a Compounded Annual Growth Rate (CAGR) of more than 30%, Trident has established itself as one of the fastest growing groups in India.

Now, with the establishment of the state-of-the-art manufacturing processes, systems coupled with appropriate human capital and credentials, it is continuously making investment for expanding and modernizing its capacities.

---

For more information about us, please visit [www.tridentindia.com](http://www.tridentindia.com) OR contact:

**Pawan Jain / Vaibhav Goel**

**Trident Limited**

Tel: +91 161 5039 999

Fax: +91 161 5039 900

Email: [pawanjain@tridentindia.com](mailto:pawanjain@tridentindia.com)

[vaibhavgoel@tridentindia.com](mailto:vaibhavgoel@tridentindia.com)

**Ishan Selarka / Nishid Solanki**

**CDR India**

Tel: +91 22 6645 1232 / 1221

Fax: +91 22 6645 1213

Email: [ishan@cdr-india.com](mailto:ishan@cdr-india.com)

[nishid@cdr-india.com](mailto:nishid@cdr-india.com)