Motilal Oswal

Trident

BSE SENSEX	S&P CNX
37,319	11,222
Bloomberg	TRID IN
Equity Shares (m)	498
M.Cap.(INRb)/(USDb)	32.8 / 0.5
52-Week Range (INR)	76 / 51
1, 6, 12 Rel. Per (%)	-1/-11/1
12M Avg Val (INR M)	62
Free float (%)	29.2

Financials & Valuations (INR b)

2019	2020E	2021E
52.5	56.0	58.8
10.6	11.5	12.3
4.2	4.7	5.0
8.4	9.3	10.1
71.2	11.7	8.0
59.7	64.5	69.7
14.6	15.0	15.0
9.1	9.7	9.5
7.7	6.9	6.3
1.1	1.0	0.9
	52.5 10.6 4.2 8.4 71.2 59.7 14.6 9.1 7.7	52.5 56.0 10.6 11.5 4.2 4.7 8.4 9.3 71.2 11.7 59.7 64.5 14.6 15.0 9.1 9.7 7.7 6.9

Estimate change	
TP change	
Rating change	

CMP: INR64 TP: INR81 (+26%)

Buy

In-line quarter; strong performance in FY19

- Largely in-line performance...: TRID's revenue increased 18.5% YoY to INR14.1b (our estimate: INR13.4b) in 4QFY19. EBITDA margin shrank 20bp YoY to 18.1% (our estimate: 18.1%). EBITDA adjusted for forex gain increased 17.2% YoY to INR2.5b (our estimate: INR2.4b). Adj. PAT was up 64.3% YoY to INR895m (our estimate: INR873m). For FY19, consol. revenue grew 15.1%, with the margin expanding 210bp to 20.1%. Consol. adj. PAT increased 71.2% in the year.
 - ...with strong contribution by all segments: Volumes increased strongly in both the bed linen (+39.4% YoY) and bath linen (+6.5% YoY) segments in 4QFY19. Notably, in FY19, utilization improved to 63% for bed linen (FY18: 44%) and 49% for bath linen (FY18: 45%). Paper revenue grew 25% YoY in the quarter on account of a better product mix and price increases, which translated into segmental margin expansion of 940bp YoY to 37%. TRID remains confident of sustaining this momentum, supported by its plans to expand capacity by 48,482MTPA in yarn at an investment of INR11.4b (expected commissioning by Jan'21), primarily to provide backward integration support to enhanced utilization in the bath and bed linen segments.
 - **Valuation and view:** The home textiles business outlook is reinforced by the consistently improving utilization in the bath and bed linen segments. We maintain our estimates for FY20/21 and value the stock at 8x FY21E EPS (in line with its one-year forward P/E over the last five years) to arrive at a target price of INR81 (+26% upside). Maintain **Buy**.

Standalone - Quarterly Earni	ing Model										(INR	Million
Y/E March	FY18				FY19 FY18				FY19	FY19	Var	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q			4QE	(%)
Net Sales	11,658	11,205	10,941	11,856	11,312	13,915	12,914	14,054	45,660	52,195	13,369	5
YoY Change (%)	1.5	-2.4	-2.4	-6.0	-3.0	24.2	18.0	18.5	-1.4	14.3	12.8	
Total Expenditure	9,361	9,471	8,941	9,688	8,941	10,746	10,487	11,514	37,460	41,688	10,955	
EBITDA	2,297	1,734	2,000	2,168	2,371	3,169	2,427	2,541	8,199	10,507	2,413	5
Margins (%)	19.7	15.5	18.3	18.3	21.0	22.8	18.8	18.1	18.0	20.1	18.1	
Depreciation	1,023	1,022	1,013	982	944	917	892	886	4,040	3,639	990	
Interest	334	319	252	277	280	260	294	343	1,182	1,177	310	
Other Income	201	352	43	24	85	98	150	111	620	444	99	
PBT before EO expense	1,141	746	777	933	1,232	2,090	1,391	1,422	3,597	6,135	1,212	17
Extra-Ord expense	-96	0	0	0	0	0	0	0	-96	0	0	
Forex (gain)/loss		-5	-273	53	416	558	-260	-48	-225	666		
РВТ	1,237	751	1,050	880	816	1,532	1,650	1,471	3,918	5,469	1,212	21
Тах	348	242	320	366	224	441	529	545	1,275	1,739	339	
Rate (%)	28.1	32.2	30.5	41.6	27.4	28.8	32.1	37.1	32.5	31.8	28.0	
Reported PAT	889	509	730	514	592	1, 0 91	1,121	926	2,643	3,731	873	6
Adj PAT	820	506	541	545	894	1,489	945	895	2,412	4,223	873	3
YoY Change (%)	4.6	-36.9	-31.2	-45.3	8.9	194.5	74.8	64.3	-28.2	75.1	71.6	
Margins (%)	7.0	4.5	4.9	4.6	7.9	10.7	7.3	6.4	5.3	8.1	6.5	
E: MOFSL Estimates												

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Investors are advised to refer through important disclosures made at the last page of the Research Report.

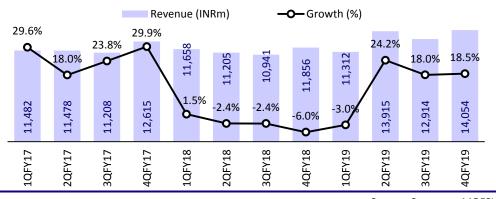
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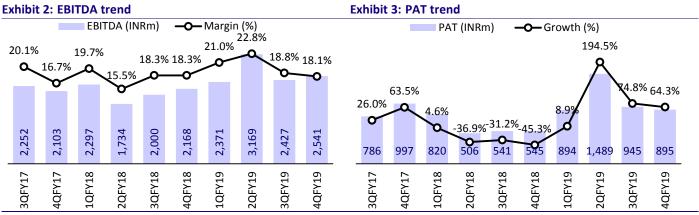
Largely in-line performance

- Revenue grew 18.5% YoY to INR14.1b (our estimate: INR13.4b) in 4QFY19.
- EBITDA margin shrank 20bp YoY to 18.1% (our estimate: 18.1%). Gross margin expanded 220bp YoY to 51.5%, the impact of which was offset by higher other expenses (+260bp to 23.2%). Employee expense declined 20bp to 10.2%.
- EBITDA adjusted for forex gain grew 17.2% YoY to INR2.5b (our estimate: INR2.4b).
- Adj. PAT grew 64.3% YoY to INR895m (our estimate: INR873m), supported by higher other income of INR111m (v/s INR24m in 4QFY18) and a lower tax rate of 37.1% (v/s 41.6% in 4QFY18).
- Textiles segment grew 17.1% YoY to INR11.3b, while Paper & Chemicals delivered growth of 25.1% to INR2.7b. EBIT margin expanded 130bp YoY to 8.3% after adjusting for forex gain in Textiles and by 940bp YoY to 37% in Paper & Chemicals.
- In FY19, consol. revenue grew 15.1%, while the margin expanded 210bp to 20.1%. Consol. adj. PAT increased 71.2%.

Exhibit 1: Revenue growth trend



Source: Company, MOFSL



Source: Company, MOFSL

Source: Company, MOFSL

Bed linen utilization improves sequentially

- Bed linen volumes increased strongly by 39% YoY (+26% QoQ).
- The segment's utilization rate inched higher to 74% for 4QFY19 (63% in 3QFY19) and 63% for FY19 (44% in FY18).
- Management guided to achieve utilization of 70-80% in the segment by FY20.
- We expect the segment to deliver revenue CAGR of 14% over FY19-21.

Bath linen remains steady

- Bath linen volumes grew by 7% YoY.
- The segment's utilization remained steady at 49% in 4QFY19 (v/s 48% in 3QFY19).
- Management expects to close FY20 with utilization of 55-65% for the segment.
- We expect the segment to deliver revenue CAGR of 16% over FY19-21.

Better product mix and price hikes drive realization growth in paper

- Paper segment grew by 25% YoY to INR2.7b in 4QFY19.
- Margins expanded sharply by 940bp to 37%.
- We expect the segment to maintain its utilization level of ~90% over FY19-21.

Earmarked capex of INR11.4b for the yarn segment

- The company is undertaking an expansion project in yarn segment at Budni, Madhya Pradesh at a total cost of INR11.4b.
- The project cost is to be funded via a mix of debt of INR8.55b and equity of INR2.85b.
- The proposed yarn project will provide backward integration support to the enhanced capacity utilization of the home textile segment as well for outside sales.
- The plant is scheduled to become operational in Jan'21. Post expansion, the installed capacity of the yarn segment will increase by 48,482 TPA.

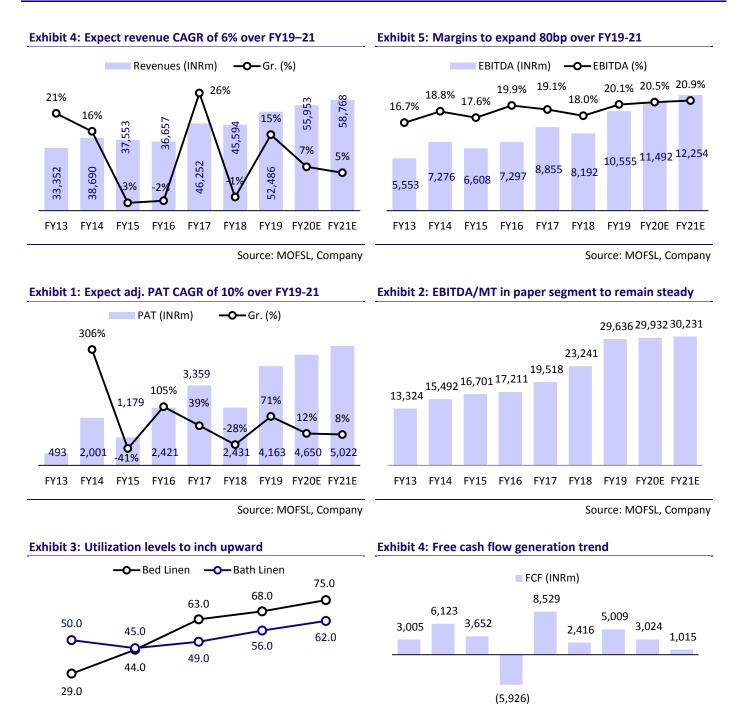
Highlights from press release

- Net debt stands at INR23.4b as on 31st Mar'19 (INR26.2b as on 31st Mar 2018), with net debt to equity of 0.8x.
- The company expects maintenance capex of INR1b for FY20, which will be utilized toward de-bottlenecking/upgradation of capacities.
- The board has recommended the split/sub-division of one equity share having a face value of INR 10/- each into 10 equity shares having a face value of INR 1/- each, subject to the approval of the shareholders.
- The board has recommended a final dividend of INR0.60 per fully paid share of INR10. With this, total dividend declared for FY19 is INR3/share.

Valuation and view

The home textiles business outlook is strengthened by the consistently improving utilization in the bath and bed linen segments. We maintain our estimates for FY20/21 and value the stock at 8x FY21E EPS (in line with its one-year forward P/E over the last five years) to arrive at a target price of INR81 (+26% upside). Maintain **Buy**.

Story in charts



FY19 FY20E FY21E

FY18

FY17

Source: MOFSL, Company

FY20E

FY21E

Source: MOFSL, Company

FY14

FY13

FY15

FY16

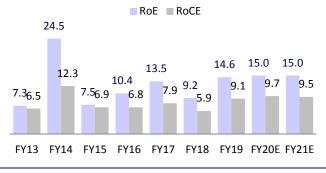
FY17

FY18

FY19

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Source: MOFSL, Company



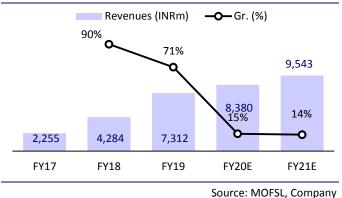
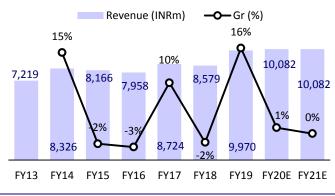


Exhibit 9: Expect Paper revenue CAGR of 1% over FY19-21

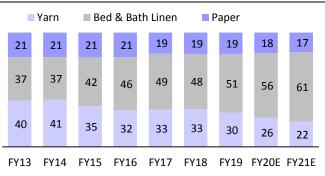


Source: MOFSL, Company



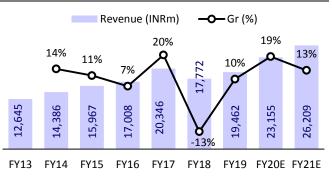
Source: MOFSL, Company





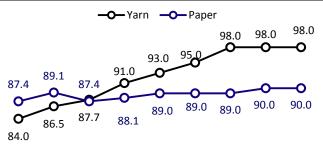
Source: MOFSL, Company





Source: MOFSL, Company





FY13 FY14 FY15 FY16 FY17 FY18 FY19 FY20E FY21E

Source: MOFSL, Company



Source: MOFSL, Company

Financials and Valuations

Consolidated - Income Statement								(INR	Million)
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Total Income from Operations	33,352	38,690	37,553	36,657	46,252	45,594	52,486	55,953	58,768
Change (%)	22.1	16.0	-2.9	-2.4	26.2	-1.4	15.1	6.6	5.0
Raw Material Cost	18,415	20,521	19,309	17,287	22,307	22,723	24,372	26,108	27,238
Employees Cost	2,379	2,870	3,872	4,295	5,794	5,096	5,978	6,267	6,582
Other Expenses	7,005	8,023	7,766	7,778	9,296	9,582	11,582	12,086	12,694
Total Expenditure	27,799	31,414	30,946	29,359	37,397	37,402	41,931	44,461	46,514
% of Sales	83.3	81.2	82.4	80.1	80.9	82.0	79.9	79.5	79.1
EBITDA	5,553	7,276	6,608	7,297	8,855	8,19 2	10,555	11,492	12,254
Margin (%)	16.7	18.8	17.6	19.9	19.1	18.0	20.1	20.5	20.9
Depreciation	2,614	2,684	3,213	3,366	4,125	4,041	3,640	3,812	4,045
EBIT	2,939	4,592	3,395	3,931	4,730	4,151	6,915	7,680	8,209
Int. and Finance Charges	2,353	2,103	2,060	1,452	1,410	1,182	1,185	1,187	1,184
Other Income	224	163	345	334	1,062	621	434	448	470
PBT bef. EO Exp.	810	2,652	1,680	2,813	4,382	3,590	6,165	6,940	7,495
EO Items	0	0	0	0	0	-321	666	0	0
PBT after EO Exp.	810	2,652	1,680	2,813	4,382	3,911	5,499	6,940	7,495
Total Tax	318	681	501	392	1,016	1,256	1,784	2,290	2,473
Tax Rate (%)	39.2	25.7	29.8	13.9	23.2	32.1	32.4	33.0	33.0
Share of profit/(loss) of associates	0	-30	0	0	7	6	2	0	0
Reported PAT	493	1,940	1,179	2,421	3,372	2,661	3,718	4,650	5,022
Adjusted PAT	493	2,001	1,179	2,421	3,359	2,431	4,163	4,650	5,022
Change (%)	-212.0	305.8	-41.1	105.4	38.7	-27.6	71.2	11.7	8.0
Margin (%)	1.5	5.2	3.1	6.6	7.3	5.3	7.9	8.3	8.5

(INR Million) **Consolidated - Balance Sheet** FY20E Y/E March FY13 FY15 FY17 **FY18** FY19 FY21E FY14 FY16 **Equity Share Capital** 3,108 5,086 5,094 4,979 4,978 4,981 4,981 4,981 3,111 **Total Reserves** 24,749 27,150 29,743 3,953 5,737 16,935 19,267 20,416 22,284 **Net Worth** 7,061 9,278 22,022 29,730 34,724 24,361 25,395 27,262 32,131 28,192 **Total Loans** 22,398 18,623 26,505 34,427 28,498 24,360 25,860 29,410 **Deferred Tax Liabilities** 1,070 1,082 2,952 4,079 4,079 1,796 1,582 3,401 4,079 **Capital Employed** 30,530 28,983 50,323 60,369 56,844 58,855 58,169 62,070 68,213 Gross Block 34,056 34,858 57,087 70,389 69,188 70,603 72,387 74,241 78,412 16,902 20,049 43,079 Less: Accum. Deprn. 14,374 23,415 27,540 31,581 35,221 39,034 17,956 **Net Fixed Assets** 19,682 37,038 46,974 41,648 39,022 37,166 35,208 35,333 Capital WIP 363 1,989 3,464 6,293 281 571 1,232 1,766 1,318 1,982 **Total Investments** 639 1,152 180 723 1,054 1,152 1,982 1,982 19,693 24,903 Curr. Assets, Loans&Adv. 12,266 12,344 14,651 17,025 16,107 21,095 28,375 Inventory 6,911 6,429 7,482 9,065 7,747 9,226 10,121 11,344 12,237 Account Receivables 2,322 2,641 2,737 2,513 3,751 4,604 6,577 6,898 7,728 Cash and Bank Balance 336 250 144 819 1,326 1,666 257 1,345 2,297 Loans and Advances 2,698 3,024 4,289 4,627 3,282 4,197 4,141 5,316 6,112 Curr. Liability & Prov. 2,338 2,832 3,536 4,924 3,196 2,777 3,392 3,487 3,770 Account Payables 1,791 1,659 2,210 2,191 2,237 1,730 1,690 1,866 1,860 **Other Current Liabilities** 609 383 895 2,539 1,259 947 1,333 1,421 1,763 Provisions 239 207 193 206 216 71 450 148 139 **Net Current Assets** 9,928 9,513 11,115 12,101 12,911 16,916 17,703 21,416 24,605 Appl. of Funds 30,530 28,983 50,323 60,369 56,844 58,855 58,169 62,070 68,213

Financials and Valuations

Ratios									
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
Basic (INR)									
EPS	1.0	4.0	2.4	4.9	6.7	4.9	8.4	9.3	10.1
Cash EPS	6.2	9.4	8.8	11.6	15.0	13.0	15.7	17.0	18.2
BV/Share	14.2	18.6	44.2	48.9	51.0	54.8	59.7	64.5	69.7
DPS	0.0	0.3	0.6	0.9	1.5	1.5	3.0	3.8	4.1
Payout (%)	0.0	8.1	28.9	22.6	27.1	33.8	48.4	48.4	48.4
Valuation (x)									
P/E	64.7	15.9	27.0	13.2	9.5	13.1	7.7	6.9	6.3
Cash P/E			7.3	5.5	4.3	4.9	4.1	3.8	3.5
P/BV	4.5	3.4	1.4	1.3	1.3	1.2	1.1	1.0	0.9
EV/Sales			1.6	1.8	1.3	1.3	1.1	1.0	1.0
EV/EBITDA	9.7	6.9	8.8	9.0	6.7	7.1	5.3	4.9	4.8
Dividend Yield (%)	0.0	0.4	0.9	1.4	2.4	2.3	4.7	5.9	6.3
FCF per share	6.0	12.3	7.3	-11.9	17.1	4.9	10.1	6.1	2.0
Return Ratios (%)									
RoE	7.3	24.5	7.5	10.4	13.5	9.2	14.6	15.0	15.0
RoCE	6.5	12.3	6.9	6.8	7.9	5.9	9.1	9.7	9.5
RoIC	6.1	12.1	6.3	6.4	6.5	5.2	8.6	9.4	9.7
Working Capital Ratios									
Fixed Asset Turnover (x)	1.0	1.1	0.7	0.5	0.7	0.6	0.7	0.8	0.7
Asset Turnover (x)	1.1	1.3	0.7	0.6	0.8	0.8	0.9	0.9	0.9
Inventory (Days)	137	114	141	191	127	148	152	159	164
Debtor (Days)	25	25	27	25	30	37	46	45	48
Creditor (Days)	33	39	41	47	28	27	28	26	24
Leverage Ratio (x)									
Current Ratio	5.2	4.4	4.1	3.5	5.0	7.1	6.2	7.1	7.5
Interest Cover Ratio	1.2	2.2	1.6	2.7	3.4	3.5	5.8	6.5	6.9
Net Debt/Equity	3.1	1.9	1.2	1.4	1.1	1.0	0.8	0.8	0.8
Consolidated - Cash Flow Statement	onsolidated - Cash Flow Statement							(INR	Million)
Y/E March	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20E	FY21E
OP/(Loss) before Tax	811	2,652	1,680	2,766	4,388	3,590	5,499	6,940	7,495
Depreciation	2,614	2,684	3,213	3,376	4,125	4,041	3,640	3,812	4,045
Interest & Finance Charges	2,310	2,028	1,939	1,230	1,300	1,095	1,185	1,187	1,184

OP/(Loss) before Tax	811	2,652	1,680	2,766	4,388	3,590	5,499	6,940	7,495
Depreciation	2,614	2,684	3,213	3,376	4,125	4,041	3,640	3,812	4,045
Interest & Finance Charges	2,310	2,028	1,939	1,230	1,300	1,095	1,185	1,187	1,184
Direct Taxes Paid	-113	-584	-347	-600	-860	-909	-1,784	-2,290	-2,473
(Inc)/Dec in WC	-1,767	435	-977	-1,424	1,243	-3,017	-2,195	-2,625	-2,236
CF from Operations	3,855	7,214	5,509	5,348	10,196	4,799	6,345	7,024	8,015
Others	-53	255	-68	-60	-200	-364	0	0	0
CF from Operating incl EO	3,803	7,469	5,441	5,288	9,996	4,435	6,345	7,024	8,015
(Inc)/Dec in FA	-797	-1,345	-1,789	-11,214	-1,467	-2,019	-1,336	-4,000	-7,000
Free Cash Flow	3,005	6,123	3,652	-5,926	8,529	2,416	5,009	3,024	1,015
(Pur)/Sale of Investments	-83	-411	192	-250	-193	-10	-831	0	0
Others	37	-58	396	132	-15	150	0	0	0
CF from Investments	-844	-1,814	-1,200	-11,332	-1,675	-1,879	-2,167	-4,000	-7,000
Issue of Shares	64	433	187	611	87	0	3	0	0
Inc/(Dec) in Debt	-555	-4,062	-1,966	7,809	-5,858	-537	-3,832	1,500	3,550
Interest Paid	-2,362	-2,106	-2,056	-1,367	-1,398	-1,224	-1,185	-1,187	-1,184
Dividend Paid	0	-5	-486	-360	-915	-920	-1,798	-2,249	-2,429
Others	0	0	-26	0	270	465	1,225	0	0
CF from Fin. Activity	-2,853	-5,740	-4,347	6,694	-7,814	-2,217	-5,586	-1,936	-63
Inc/Dec of Cash	105	-86	-106	649	507	339	-1,408	1,088	952
Opening Balance	230	336	250	170	819	1,326	1,666	257	1,345
Closing Balance	336	250	144	819	1,326	1,666	257	1,345	2,297

NOTES

Explanation of Investment Rating						
Investment Rating	Expected return (over 12-month)					
BUY	>=15%					
SELL	< - 10%					
NEUTRAL	< - 10 % to 15%					
UNDER REVIEW	Rating may undergo a change					
NOT RATED	We have forward looking estimates for the stock but we refrain from assigning recommendation					

*In case the recommendation given by the Research Analyst is inconsistent with the investment rating legend for a continuous period of 30 days, the Research Analyst shall within following 30 days take appropriate measures to make the recommendation consistent with the investment rating legend.

Disclosures

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