

DOLLAR INDUSTRIES LIMITED

ONE OF INDIA'S FASTEST GROWING LIFESTYLE INNERWEAR COMPANY



Earnings Call Q4 2017-18





Background

- Established in 1972 as a small family-run body-wear company having more than 4 decades of experience
- Over the years, through its premium range of clothing, focus on product cost and quality, Dollar evolved into one of India's best known lifestyle innerwear brand
- Dollar is now an internationally-recognised Indian knitwear and innerwear brand
- It is India's first innerwear Company with a fully backward integrated manufacturing unit, equipped with state of the art machinery
- Dollar enjoys a pan-India presence with 915+ distributors and 95,000+ MBOs
- Dollar has a presence in 20 countries across the globe
- Promoter and promoter group Company supported by competent professionals having vast experience in body-wear sector

Portfolio

Dollar has an extensive product portfolio for men, women and kids in class, class for mass and mass segment which include:

Innerwear	Casual wear	Lounge wear	Thermal wear	Kids' wear
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Class	Class for Mass	Mass
Present through Pepe Jeans Innerwear Fashion Pvt Ltd, a Joint Venture Company and Force NXT	Force Go Wear, Missy, Ultra Thermals, Champion, Bigboss	Lehar RKG Comfort Commando

Achievements

Dollar was bestowed with 'One Star Export House' certification by DGFT, Department of Commerce, Ministry of Commerce and Industry, Government of India in the year 2010.



Dollar brand offerings



- Segment: Class
- Products: Vests, briefs, trunks and T-shirts
- Target audience: Men (20-40 years of age)
- Aspires people with high and comfortable disposable income
- USPs: International quality, global fashionable products
- Tagline: Inner fashion
- Team headed by – Mr. Gaurav Gupta, Vice President



- Segment: Class for mass
- Products: Vests, briefs and trunks
- Target audience: Men (30-60 years of age)
- Targets urban population with a considerable income & value for money products
- USPs: Affordable, fashionable, comfortable and sporty
- Tagline: Fit Hai Boss
- Team headed by – Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta, Whole Time Director



- Segment: Class for mass
- Products: Camisoles, panties, leggings and lounge-wear
- Target audience: Women and girls (18-45 years of age)
- Mainly targets average income trend followers
- USPs: Comfortable fits and product variety (sizes and colors), quality product in an affordable price
- Tagline: Carry on Missy
- Team headed by – Mr. Ankit Gupta, Vice President



Dollar brand offerings



- Segment: Class for mass
- Products: V neck with trousers, long short camisoles
- Target audience: Men, women and kids
- Considerable income group and value for money
- USPs: Ultra-light, comfortable, stylish, winter-wear
- Tagline: Hot Hai Boss
- Team headed by – Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta and Mr. Bajrang Kumar Gupta, Whole Time Directors



- Segment: Class for mass
- Products: T-shirts, bermudas and trousers
- Target audience: Kids
- Value for money
- USPs: Affordable, sporty and primarily caters to suburban and rural customers
- Team headed by – Mr. Gaurav Gupta, Vice President



- Segment: Class for mass
- Products: T-shirts (round neck and collared), vests (innerwear and sports vests), briefs, boxers, bermudas, capris and track-pants
- Target audience: Men
- Targets those who are trend followers and yet a generation of growing economy
- USPs: Affordable, comfortable and caters to the mass market
- Team headed by – Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta, Whole Time Director

* Our products are within the price range of `50 to `650

* Products available at organised and retail MBO. However Force NXT has an exclusive distribution channel

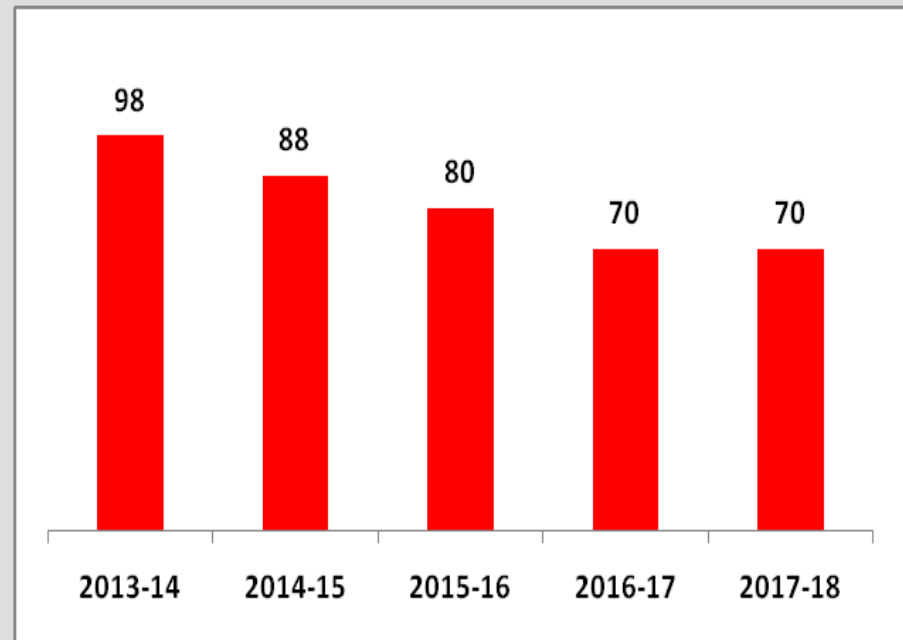


Dollar's asset-lightness

70%
of sales
generated
from
outsourcing

Captive
production
increased from
0% of sales 2012-
13 to 30%
in 2017-18

Percentage of sales from outsourcing

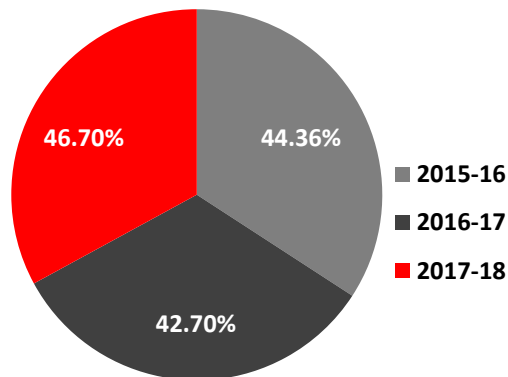




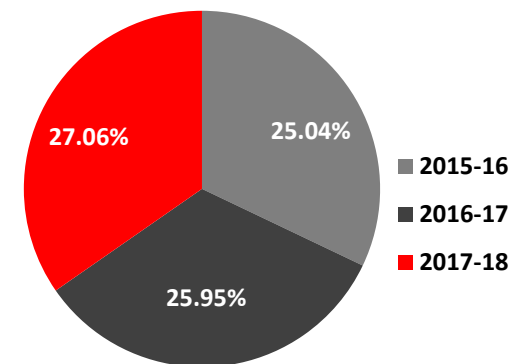
Dollar's distribution network

- Dollar has developed a robust distribution network across India and also exports its products to 19 countries
- Dollar products enjoy superior visibility across rural and metro India
- Dollar's relationships with wholesalers and retailers enhanced logistical efficiency and revenue accretion
- Dollar is venturing into new retail formats (LFSs, e-commerce portals and EBOs)

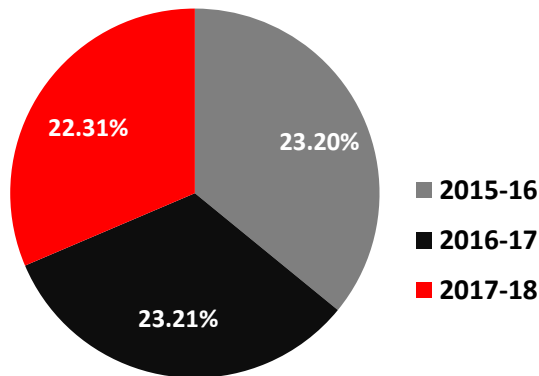
3 years geographical sales break up in %



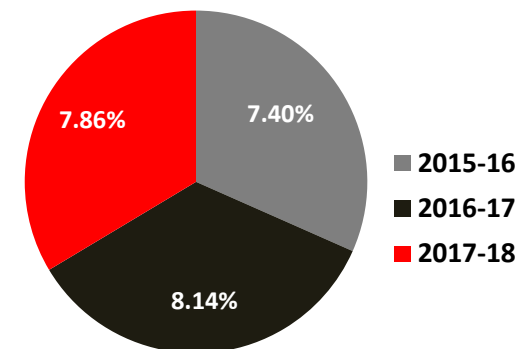
North



East



West



South



Q4 2018 & FY 2017-18 Results

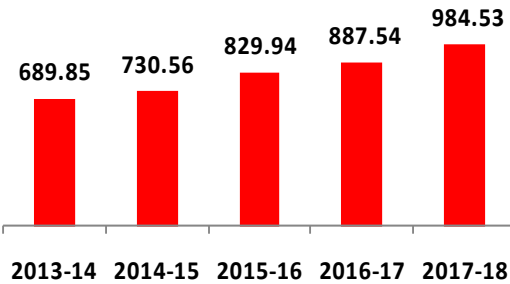
Dollar Industries Limited					
Financial Highlights for the Year Ended 2017-2018					
Particulars	31st March, 18	31st Dec, 17	31st March, 17	FY 17-18	FY 16-17
Total Revenue					
Sales	29,762.65	23,272.66	28,629.31	98,252.29	88,613.20
Other Income	75.96	15.65	109.77	200.54	140.30
	29,838.61	23,288.31	28,739.08	98,452.83	88,753.50
Raw Material Consumption					
Cost of Raw Material Consumed	13,045.42	7,590.51	6,506.71	43,237.99	38,020.17
Change in Inventory	-1,473.08	1,346.76	2,973.30	-2,644.71	1,140.55
	11,572.34	8,937.27	9,480.01	40,593.28	39,160.72
Gross Margin	18,266.27	14,351.04	19,259.07	57,859.55	49,592.78
Employee Cost	793.44	679.20	682.73	2,642.20	2,176.86
Other Expenses	14,173.75	9,980.39	14,384.81	42,630.35	37,284.46
EBITDA	3,299.08	3,691.45	4,191.53	12,587.00	10,131.46
Finance Cost	352.81	516.25	566.03	1,788.80	1,978.03
Depreciation	307.72	319.35	526.24	1,217.37	1,477.98
PBT	2,638.55	2,855.85	3,099.26	9,580.83	6,675.45
Taxes	774.36	1,057.22	1,254.71	3,179.20	2,326.36
PAT before Comprehensive Income	1,864.19	1,798.63	1,844.55	6,401.63	4,349.09
Other Comprehensive Income	26.37	-1.65	-2.55	-14.69	-2.55
PAT	1,890.56	1,796.98	1,842.00	6,386.94	4,346.54



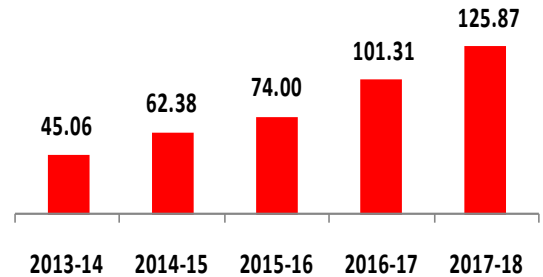
Financial performance, 2017-18



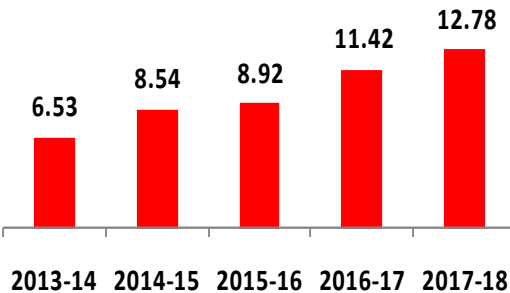
Revenue (' Crore)



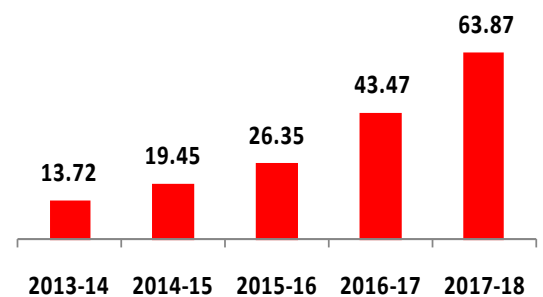
EBITDA (' Crore)



EBITDA Margin (%)



PAT (' Crore)

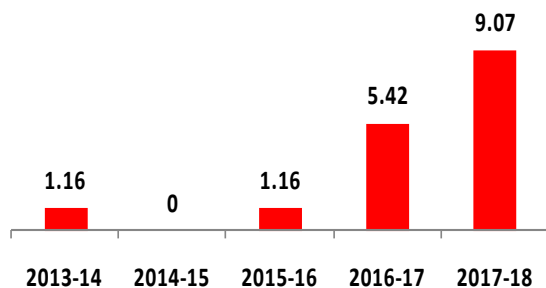


- The numbers for FY 13-14 to FY 15-16 have been reported under IGAAP
- The numbers for FY 16-17 & FY 17-18 have been reported under Ind AS

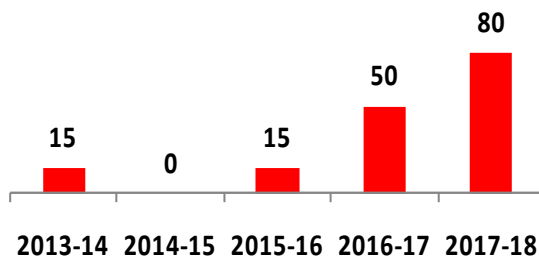


Financial performance, 2017-18 (Continued)

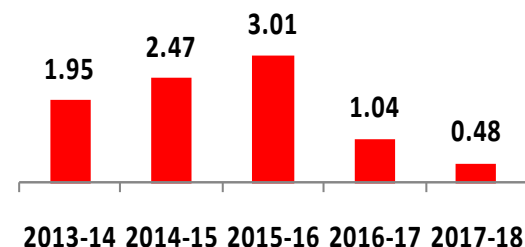
Dividend (' Crore)



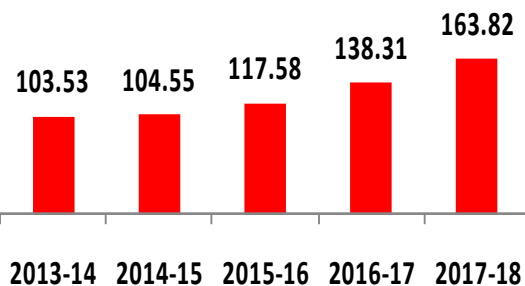
Dividend (%)



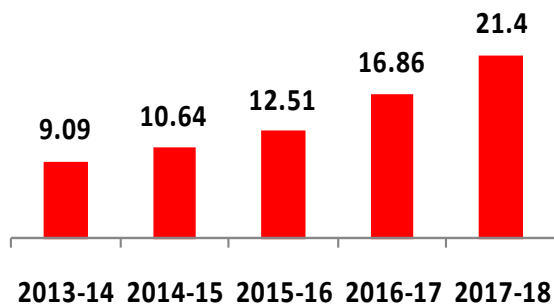
Debt- Equity Ratio (X)



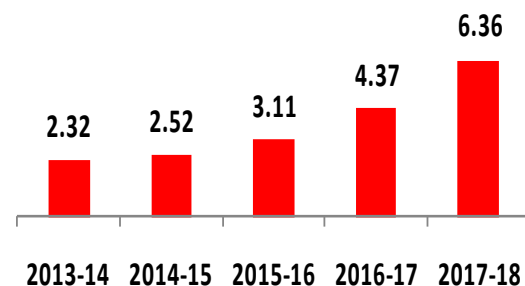
Working Capital (Days)



ROCE (%)



Interest Cover (X)

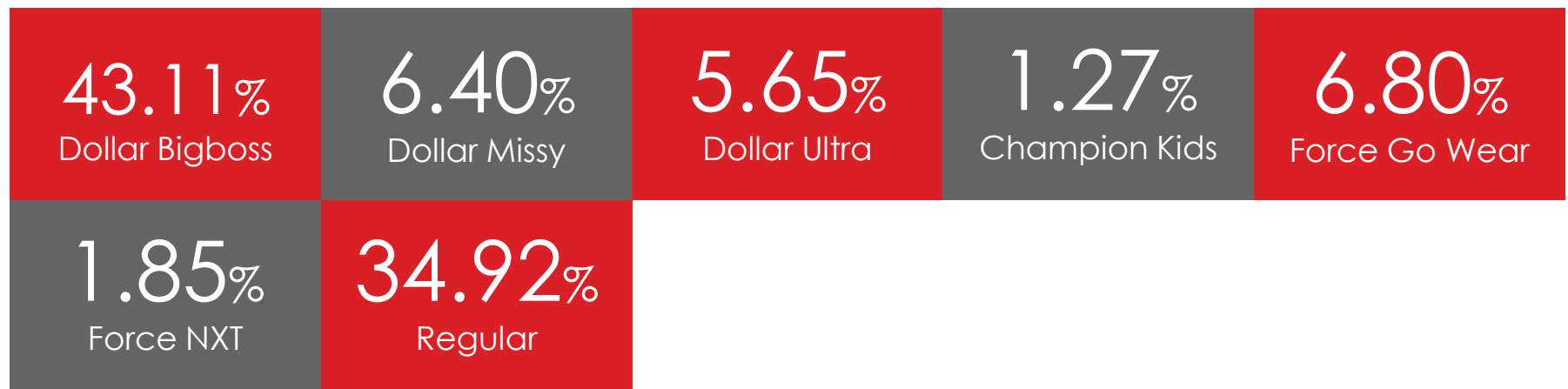


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Revenue break-up

Brand



Product segment



Thank you

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