



February 10, 2021

The Secretary  
Corporate Relationship Dept.  
The Bombay Stock Exchange  
1<sup>st</sup> Floor, New Trading Ring  
Rotunda Building  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai – 400 001

The Secretary  
National Stock Exchange of India  
Limited  
Exchange Plaza  
Bandra Kurla Complex  
Mumbai – 400 051

Dear Sir,

**Sub: Press Release & Investor Presentation - Reg**

We herewith enclosed the Press Release and Investor Presentation for the Quarter ended 31<sup>st</sup> December 2020.

This is for your information and records.

Thanking you,

Yours truly,  
For Page Industries Limited

Murugesh C  
Company Secretary



**PAGE INDUSTRIES LIMITED**

**Head Office :** 3rd Floor, Umiya Business Bay-Tower-1, Cessna Business Park, Varthur Hobli, Outer Ring Road, Bengaluru - 560 103. Ph: 91-80-4946 4646.

**Corporate & Registered Office :** 7th Floor, Umiya Business Bay-Tower-1, Cessna Business Park, Varthur Hobli, Outer Ring Road, Bengaluru - 560 103.

Ph: 91-80-4945 4645 | [www.jockeyindia.com](http://www.jockeyindia.com) | [info@jockeyindia.com](mailto:info@jockeyindia.com) | CIN # L18101KA1994PLC016554



# PAGE INDUSTRIES LIMITED

## For Immediate Release

### **Strong third quarter growth achieving all-time high Revenue and PAT**

**Bengaluru, India –10<sup>th</sup> February 2021:** Page Industries, India's leading apparel manufacturer, announced its financial results for the quarter and nine month ended 31<sup>st</sup> December 2020 today.

#### **Financial Highlights for Q3FY21**

- Revenue up 25% QoQ and 17% YoY to Rs. 9,271 million. Resilient performance as the economy starts to show signs of recovery. As of now, more than 94% of our Multi Brand Outlets, 100% of our EBOs and 93% of our Large Format Stores are fully functional.
- Maintained our cost optimization efforts and reduced operating costs by 5% vs the same period last year to Rs. 1,417 million. This was achieved without any employee/worker lay-offs and salary cuts.
- EBITDA margins have improved from 17% in Q3FY20 to 24%.
- Profit after Tax up 39% QoQ and 77% YoY at Rs. 1,537 million. PAT margins at 17%, aided by growth in revenues, coupled with efficient control on operating costs.
- Repaid all outstanding borrowings amidst challenging times. We are completely debt-free.
- The cash & cash equivalent has increased by 23% QoQ to Rs. 4,941 million. We continue to have a strong balance sheet.

#### **Financial Highlights for 9MFY21**

- Revenue down 19% YoY to Rs. 19,522 million. Although, sales were severely impacted due to the covid-19 pandemic during Q1'21, we are witnessing a steady recovery with a pick-up in sales momentum.
- The operating cost was reduced by 31% to Rs. 3,058 million.

***Commenting on the results, Managing Director, Mr. Sunder Genomal said, "I am delighted to share that we have registered all-time high Revenue and Profit in Quarter 3.***

*We are encouraged by the strong demand in all our product categories in all channels. The Athleisure and Kids categories have particularly shown very promising growth and acceptance.*

*We continue to strengthen management with the best talent and invest in digital transformation, technology and innovation in product design and development, marketing and brand building. There is also renewed focus in becoming more efficient and optimal in all aspects of the business, while at the same time taking care to eliminate any wasteful spend or activity.*

*Given our strong and proven business model, wide product portfolio, efficient financial management and a very loyal customer base, we continue to remain very confident of our medium to long term prospects."*



# PAGE INDUSTRIES LIMITED

## **About Page Industries Limited**

Page Industries is the exclusive licensee of JOCKEY International Inc. (USA) for manufacture, distribution and marketing of the JOCKEY® brand in India, Sri Lanka, Bangladesh, Nepal, Oman, Qatar Maldives, Bhutan and UAE. Page Industries is also the exclusive licensee of Speedo International Ltd. for the manufacture, marketing and distribution of the Speedo brand in India.

Jockey is the company's flagship brand and a market leader in the premium innerwear and leisure wear category. The brand is distributed in 2890+ cities & towns and available in 72,000+ Multi Brand Outlets, 870+ Exclusive Brand Outlets (EBO) with extensive presence in Large Format Stores, as also online. The company also has 6 EBO's outside India. Speedo brand is available in 1340+ stores including 35+ EBO's and 15+ Large Format Stores, spread across 90+ cities.

For further information, please visit [www.jockeyindia.com](http://www.jockeyindia.com)

Investor Contact – [investors@jockeyindia.com](mailto:investors@jockeyindia.com)

**Disclaimer:** *Certain statements that may be made or discussed in this release may be forward-looking statements and/or based on management's current expectations and beliefs concerning future developments and their potential effects upon Page Industries and its associates. The forward-looking statements are not a guarantee of future performance and involve risks and uncertainties and there are important factors that could cause actual results to differ, possibly materially, from expectations reflected in such forward-looking statements. Page Industries does not intend, and is under no obligation, to update any forward-looking statement made in this release.*



# PERFORMANCE HIGHLIGHTS Q3FY21

 PAGE INDUSTRIES LIMITED

**FEBRUARY 10, 2021**

# SAFE HARBOUR STATEMENT

This presentation, by Page Industries Limited (the “Company”), has been prepared solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider relevant. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

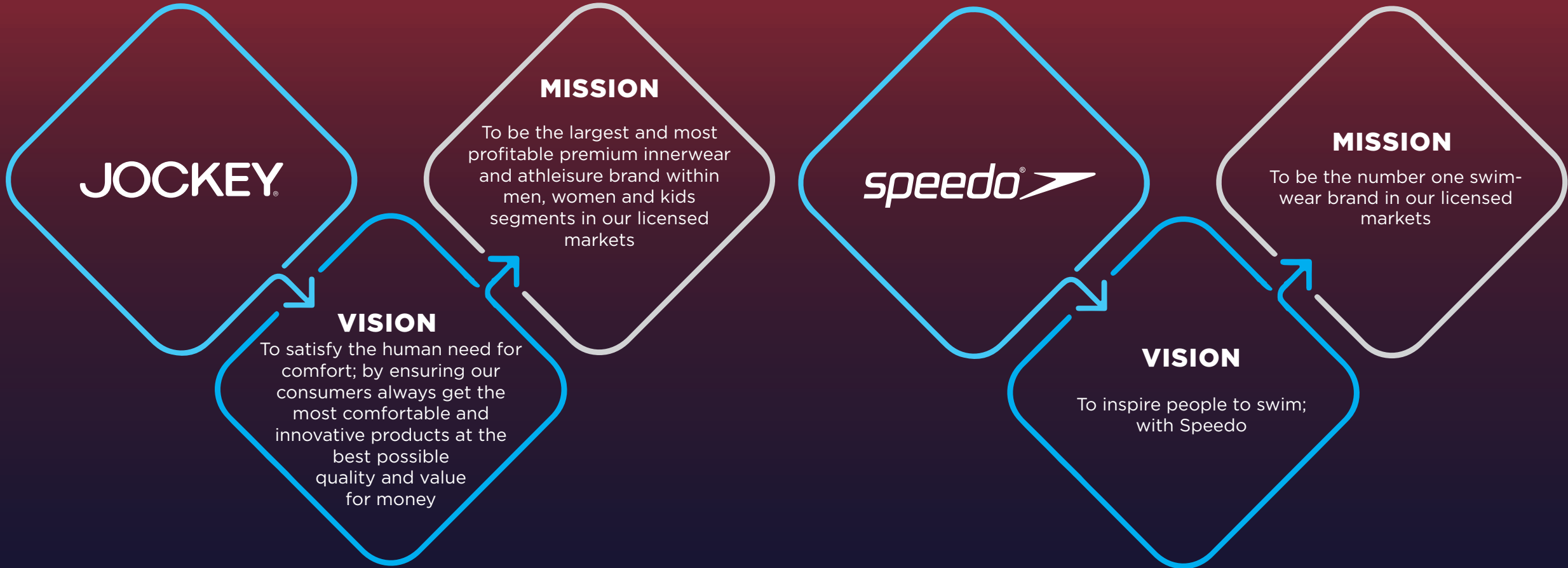
This presentation updated as on February 10, 2021 may contain certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in our markets, ability to attract and retain highly skilled professionals, our ability to manage our operations, government policies and actions, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.



# COMPANY OVERVIEW

- COMPANY OVERVIEW
- ATTRACTIVE MACRO OPPORTUNITY
- KEY HIGHLIGHTS
- MULTIPLE PRODUCTS OFFERING
- NEW LAUNCHES
- UNMATCHED MARKET COVERAGE
- EXTENSIVE BRAND REACH
- MANUFACTURING CAPABILITIES
- FINANCIAL HIGHLIGHTS
- SUSTAINABILITY
- SHAREHOLDING PATTERN

# PAGE INDUSTRIES: VISION & MISSION STATEMENT



# PAGE INDUSTRIES: AT A GLANCE



**Leading player in Premium Innerwear and Athleisure market**



**Highly Experienced Professional Management** supported by  
20,600+ Employees  
*79% Women Employees*



**Production Capacity**  
260 mn pieces  
15 manufacturing units  
Strong backward integration



**PAN India Presence**  
72,300+ Retail Network  
870+ Exclusive Business Outlets (EBO's)  
Increasing presence in Large Format Stores (LFS) & E-Commerce



**Strong Financial Performance**  
Healthy ROCE 58%  
Debt Free

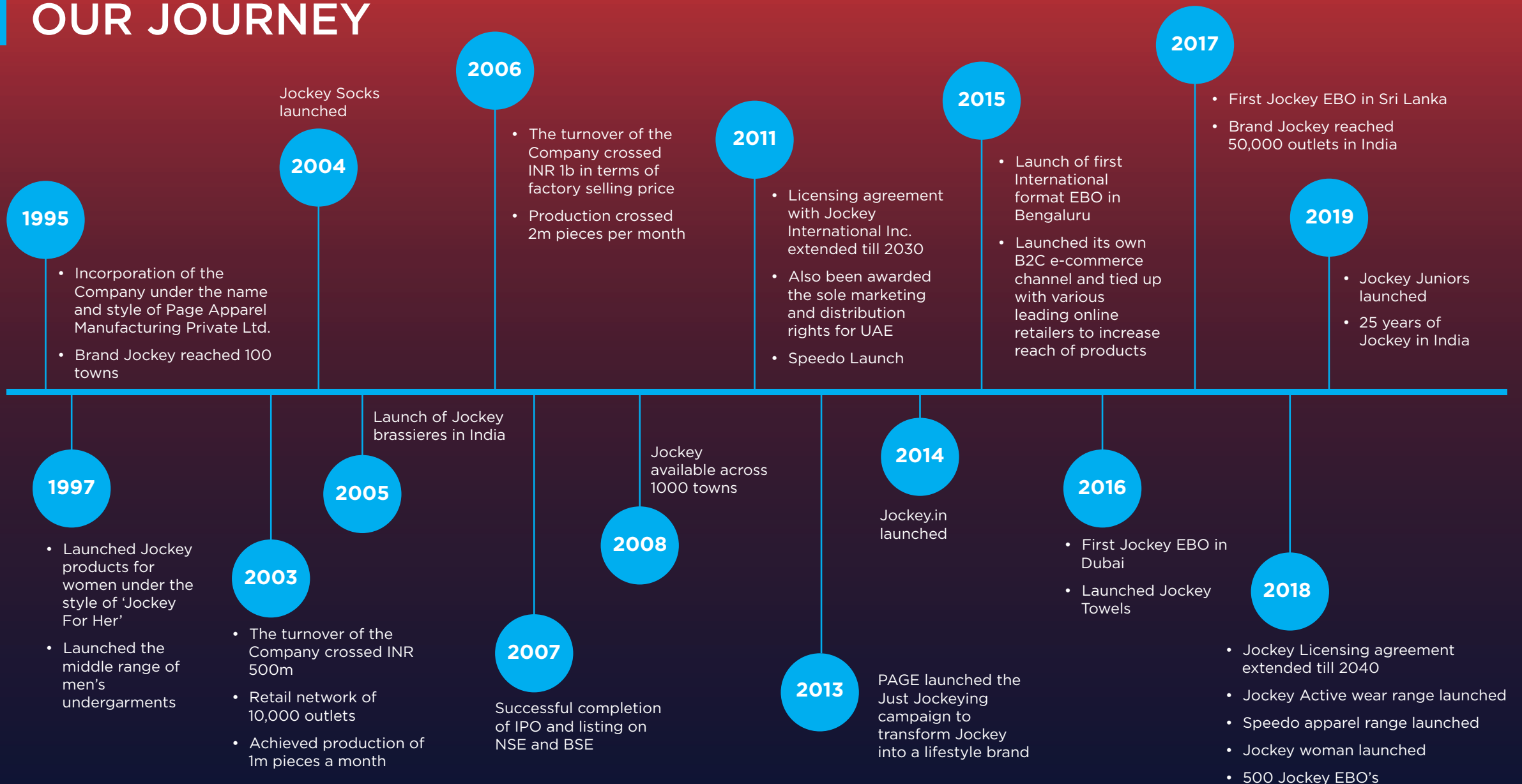
## JOCKEY®

- Jockey is world's best-loved and most recognisable brand. Active in more than 120 countries
- Exclusive licensee of **JOCKEY International Inc. (USA)** for manufacture, distribution and marketing in India, Sri Lanka, Bangladesh, Nepal, Oman, Qatar, Maldives, Bhutan and UAE
- Products include **Innerwear, Athleisure, Socks for Men and Women, Thermal, Towels and Face Mask**

## speedo®

- Speedo International Ltd. is a manufacturer and distributor of swimwear and swimming accessories based in Nottingham, UK
- Exclusive licensee of **Speedo International Ltd.** for manufacture, distribution and marketing in India
- Products include **Swimwear, Equipment, Water shorts, Apparel and Footwear**

# OUR JOURNEY



# MANAGEMENT GROWTH INITIATIVES

Capacity Ramp-up in both Manufacturing and Sales

Expanding Channel presence in distribution, Exclusive Brand outlets, Large Format Stores & E-Commerce

Expanding investments and spends in Sales and Marketing at Point of Sale

Enhance investments in R&D, Product Development and Innovation, Automation and Digital Transformation



A photograph of a retail store interior, likely a clothing boutique. The store is well-lit with a large black pendant light hanging from the ceiling. In the foreground, there is a rack of dark-colored clothing. Behind it, there are shelves and racks filled with various items, including folded shirts and hanging garments. A sign on the wall reads "MOVE X PAUSE APPAREL THAT WORKS FOR BOTH". Another sign on the left wall says "A timeline of greatness." and "THE ONLY ONE". The overall atmosphere is modern and organized.

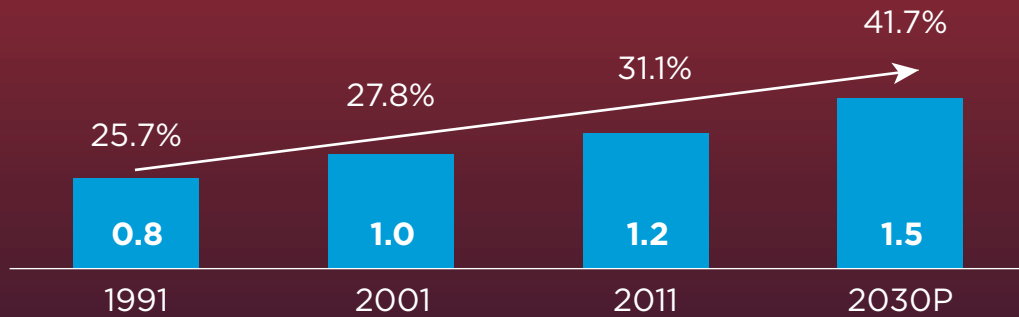
# ATTRACTIVE MACRO OPPORTUNITY

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# ATTRACTIVE MACRO: MULTIPLE DRIVERS FOR GROWTH

## Favourable Demographics



■ TOTAL POPULATION (IN BN) ■ URBANISATION (%)



Increase in Propensity to spend, leading to increase in demand for improved products



Per Capita Income CAGR of ~10% over last 5 years



Metropolitan cities in India to rise from **46 in 2011 to 68 in 2020**



Increasing urban women population and corporate workforce



Increase in trend towards swimming for various reasons such as, Healthy Living & Weight Management, Fitness, Relaxation and Hobby

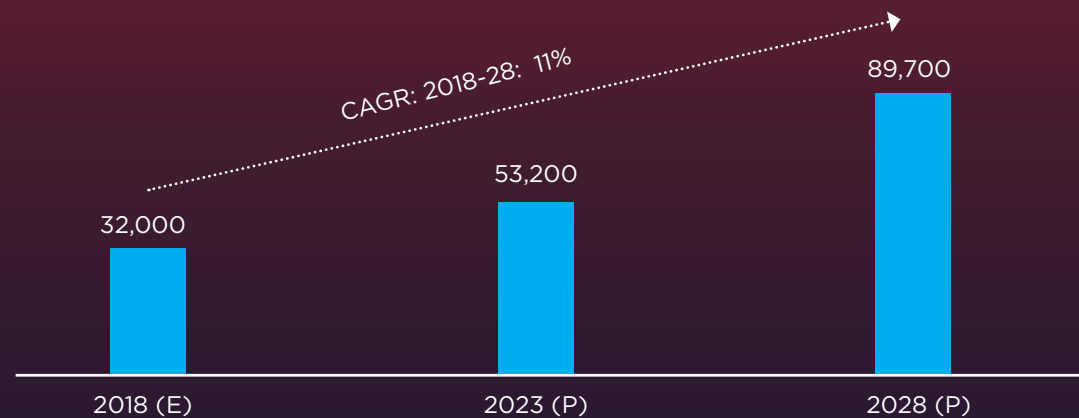
## Industry Growth Drivers



# ATTRACTIVE MACRO: LARGE MARKET

## Indian Innerwear Market

- Among all the fashion categories, innerwear is one of the fastest growing categories over the last few decades
- Domestic demand of innerwear has changed with consumer buying behavior, transforming from need based to aspiration based, coupled with increased fashion consciousness among millennials



The men's innerwear market is currently valued at ₹ 11,000 crore and is expected to grow at a CAGR of 7% over the next decade to reach ₹ 21,800 crore by 2028



Women's innerwear segment is poised to grow at an impressive growth rate of 12.5% over the next decade to reach ₹ 68,000 crore by 2028 from current market size of ₹ 21,000 crore

## Indian Outerwear Market



### Athleisure Market

- Athleisure, a phenomenon in world fashion has in the last few years become the most dynamic and fast-growing segments in the India apparel market
- India's athleisure market is ~ ₹ 54,000 crore growing at 18-20%



### Kidswear Market

- With a booming kids population in India and owing to distinct factors like the growing trend of nuclear family system, increased spending on children, greater brand awareness among kids, and better focus on this segment by organized players
- The kids wear market in India is estimated at ₹ 81,900 crores and expected to grow at a CAGR of 8.5% in the next five years



# KEY HIGHLIGHTS

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# KEY HIGHLIGHTS

- Strong growth achieving all-time high Revenue and PAT aided by festive season and increased footfalls due to gradual lifting of the lockdown
- Liquidity continues to remain strong with cash and cash equivalents increasing 23% QoQ and 275% YoY to ₹ 4,941 million
- Retail stores of channel partners' open as of end-December
  - MBO: More than 94% of our outlets are fully functional; 67,500+ outlets
  - EBO: 100% of our outlets have re-opened; 873 outlets
  - LFS: 93% of our stores have re-opened; 2,299 stores
- Successful re-certification of all our units by Worldwide Responsible Accredited Production (WRAP), an independent, objective, non-profit team of global social compliance experts dedicated to promoting safe, lawful, humane, and ethical manufacturing around the world
- Safety precautions and measures continue at manufacturing facilities and retail outlets to ensure customers and employees stay safe
- Repaid all outstanding borrowings during the quarter

A photograph of a retail store interior, likely a lingerie boutique. The store features multiple display cases and shelves filled with various types of lingerie, including bras, panties, and bodysuits in different colors and styles. A sign above one of the displays reads "Lingerie that fits like no other". The lighting is bright, and the overall atmosphere is clean and organized.

# MULTIPLE PRODUCTS OFFERING

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# JOCKEY PRODUCT PORTFOLIO

## JUNIORS BOYS

VESTS  
BRIEFS  
TRUNKS  
BOXER SHORTS  
T-SHIRTS  
POLO T-SHIRTS  
TRACK PANTS  
SHORTS  
SWEAT SHIRTS  
JACKETS



## MEN UNDERWEAR

VESTS  
BRIEFS  
BOXER BRIEFS  
TRUNKS  
BOXER SHORTS  
INNER TEES  
MIDWAYS

## JUNIORS GIRLS

PANTIES  
BLOOMERS  
SHORTIES  
CAMISOLE  
TANK TOPS  
T-SHIRTS  
SHORTS  
CAPRIS  
TRACK PANTS  
PYJAMAS  
SWEAT SHIRTS  
JACKETS



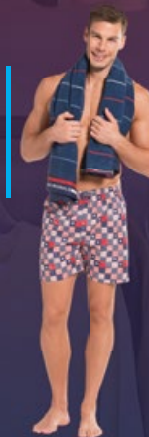
## OUTERWEAR

BERMUDAS  
TRACK PANTS  
LOUNGE PANTS  
SPORTS SHORTS  
T-SHIRTS  
POLO T-SHIRTS  
GYM VESTS  
YOGA PANTS  
SLEEPWEAR  
JACKETS  
TANK TOP  
MUSCLE VEST  
CAPRIS  
LEGGINGS



## TOWELS

FACE  
HAND  
BATH



## WOMEN UNDERWEAR

BRASSIERES  
SPORTS BRA  
PANTIES  
CAMISOLE  
CROP TOP  
TANK TOPS  
SHAPEWEAR  
SHORTIES



## THERMAL MEN, WOMEN & KIDS

TANK TOP  
CAMISOLE  
VEST  
LEGGINGS  
T-SHIRT  
LONG JOHN



## SOCKS

CALF  
ANKLE  
LOW SHOW  
NO SHOW



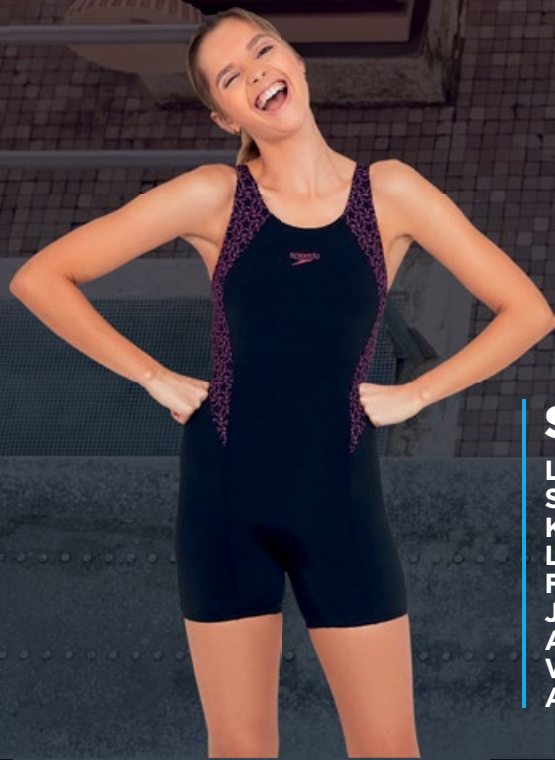
## FACE MASK



## CAPS



# SPEEDO PRODUCT PORTFOLIO



## SWIMWEAR

- LEISURE
- SWIMDRESS
- KNEESUIT
- LEGSUIT
- FULL BODY SUIT
- JAMMER
- AQUASHORTS
- WATERSHORTS
- ALL-IN-ONE SUIT



## SWIMACTIVE

- H2O ACTIVE
- SUN TOP
- CAPRI
- LEGGING
- WATERSHORT



## EQUIPMENT

- GOGGLES
- CAPS
- TRAINING AID
- SWIM CONFIDENCE



## FOOTWEAR

- SLIDE
- THONG



A photograph of a retail store interior. On the left, a mannequin is dressed in a black tank top and black lace underwear. To its right, a large display rack is filled with various packaged underwear products. Above the rack, a large digital screen shows a person in athletic wear. A curved white counter is visible in the foreground on the left. The lighting is modern, with a prominent yellow pendant light hanging from the ceiling.

# NEW LAUNCHES

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# JOCKEY ATHLEISURE - NEW LAUNCHES



Style No. IM21  
T-SHIRT



Style No. MV24  
TRACK PANTS



Style No. MV23  
SHORTS



Style No. AW73  
LEGGINGS

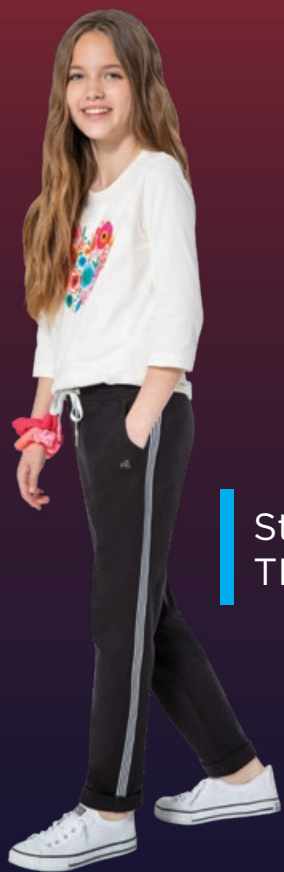


Style No. AW46  
T-SHIRT

Style No. IW06  
ALL DAY PANTS



# JOCKEY JUNIORS - NEW LAUNCHES



Style No. AG44  
TRACK PANTS



Style No. UG22  
JEGGINGS

Style No. CG18  
JOGGER



Style No. AB31  
JOGGER

Style No. CB08  
T-SHIRT



Style No. CB05  
TRACK PANTS



The background image shows a retail store interior. On the left, a sign reads "FUN MUST BE TAKEN SERIOUSLY" above a photo of three people. On the right, a sign reads "LET'S CREATE SOME TROUBLE" above a photo of a group of people. The store is filled with shelves of clothing, including socks and underwear, and boxes of "JECKEY" brand items.

# UNMATCHED MARKET COVERAGE

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# MULTI BRAND OUTLETS: PAN INDIA DISTRIBUTION NETWORK

## CHANNEL SALES

**3,865+** Distributor Accounts

**2,890+** Cities / Towns

**72,300+** Retail Network

**610+** Channel Sales Strength



# EXCLUSIVE BRAND OUTLETS: FIRST TO OFFER

**870+** Exclusive Brand Outlets

**43** Exclusive Woman Outlets

**28** Exclusive Juniors Outlets

**190+** Outlets in malls

**680+** Outlets in high street

Present in **300+** cities



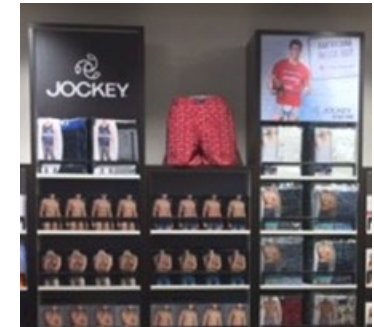
# LARGE FORMAT STORES: ENHANCING CUSTOMER REACH



**23 Large Format  
partners**



**~ 2,450  
Stores**



**~ 3,900  
Point of sale across  
the country**

**ONLINE & E-COMMERCE:  
RIDING THE DIGITAL WAVE**

**EXCLUSIVE ONLINE STORE  
jockey.in | speedo.in**

**SELLING THROUGH ONLINE KEY PARTNERS**



**Myntra**



**...and other Partners**

A photograph of a retail clothing store interior. The store is well-lit with modern lighting fixtures. Clothing is displayed on racks and shelves. A sign on the wall reads "AMERICAN INSIDE OUT". In the foreground, there are wooden tables with folded clothing items. A "JOCKEY" sign is visible on a display case on the right.

# EXTENSIVE BRAND REACH

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# DIGITAL/SOCIAL MEDIA REACH

## Followers

 9,33,452

 1,74,907

 21,800



STYLE #FP27

Bright Colours Bold Patterns

ULTRASOFT AND DURABLE NEON COLOUR WIDE CUSHIONED WAISTBAND

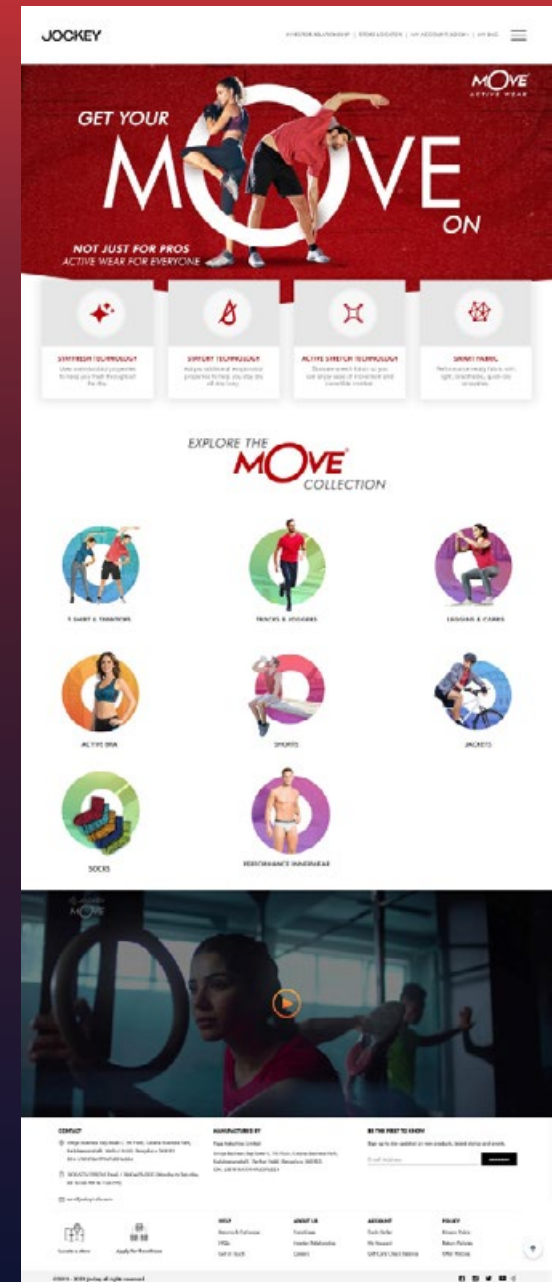
SUPER COMBED COTTON POLY ELASTANE STRETCH FABRIC

ENGINEERED TO PREVENT RIDE UP

DOUBLE LAYERED CONTOURED POUCH

COLORS

JOCKEY



JOCKEY

GET YOUR MOVE ON

NOT JUST FOR PROS ACTIVE WEAR FOR EVERYONE

EXPLORE THE MOVE COLLECTION

SHORTS & TIGHTS

TANKS & LEGGINGS

LEGGINGS & PANTS

ACTIVE BRA

SPORTS

JOCKEYS

SOCKS

ABOUT

MANUFACTURED BY

BY THE FOOT TO KNOW

WHOLESALE

CONTACT US

CONTACT



PRINTS

STYLE #1807P

JOCKEY woman



PRETTY IN PRINTS

STYLE #1807P

JOCKEY woman



SMOOTH AND FLAT WAISTBAND ENSURES GRIP AND COMFORT

LABEL FREE FOR ALL DAY COMFORT

MICRO MODAL ELASTANE STRETCH FABRIC

MID WAIST RISE WITH FULL BACK COVERAGE

STYLE #1807P

JOCKEY woman



# MANUFACTURING CAPABILITIES

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# MANUFACTURING CAPABILITIES

## STRONG IN-HOUSE MANUFACTURING CAPABILITIES

- Facilities spread over 2.4 million sq ft across 15 manufacturing units
- Present in 14 locations in Karnataka and 1 in Tamil Nadu
- >70% in-house manufacturing



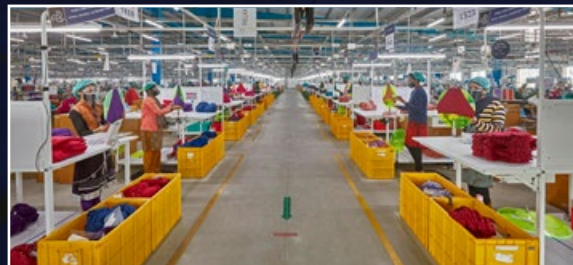
KR Pet Unit



Sewing Unit



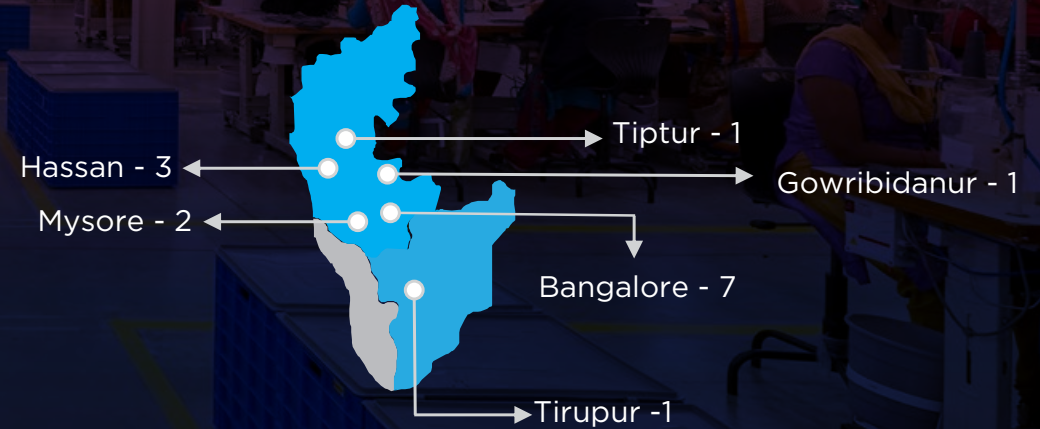
Socks Knitting



Quality Control Unit

## COMMITTED TO QUALITY

- Our own manufacturing helps set high quality standards for both in-house and outsourced manufacturing
- Monitor every stage of manufacturing process: Designing, Raw Materials, Production Process, Packaging and Final Products





# FINANCIAL HIGHLIGHTS

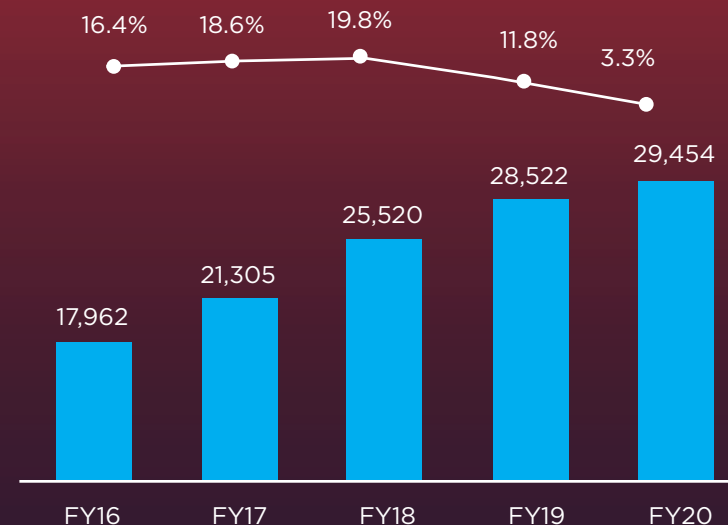
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- **FINANCIAL HIGHLIGHTS**
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# PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE

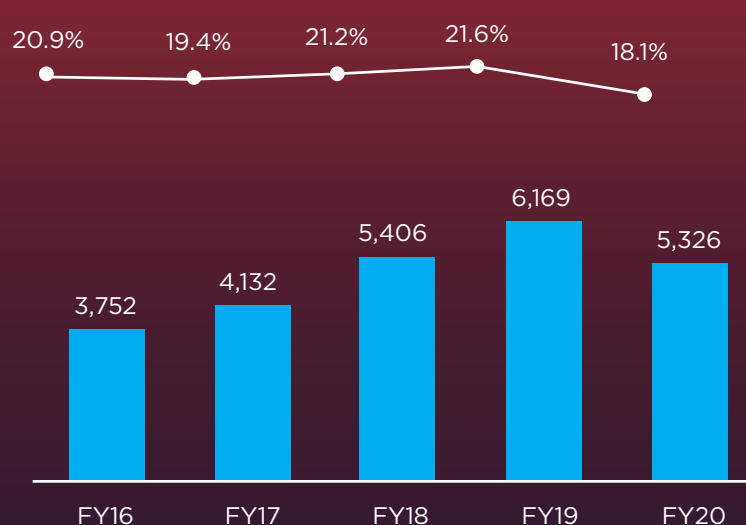
## Revenue

Rs Million



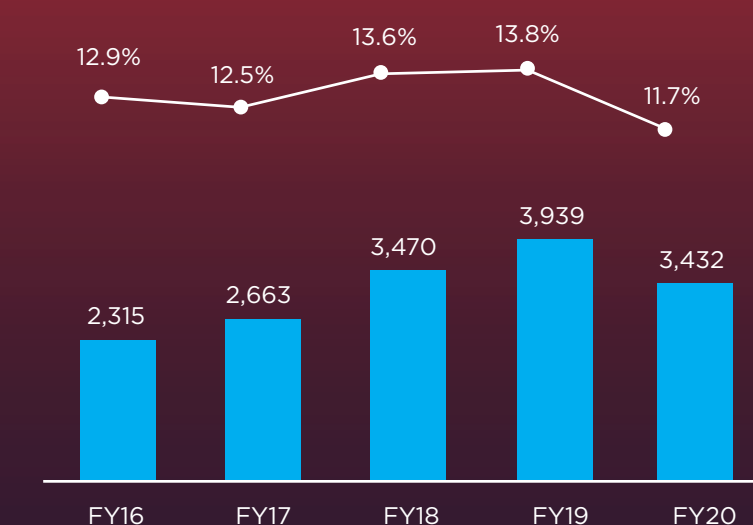
## EBITDA

Rs Million

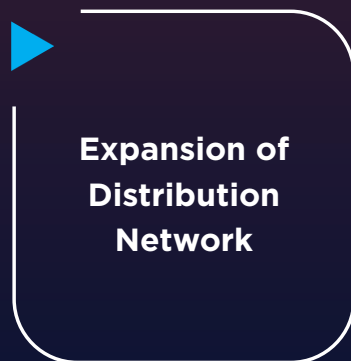


## PAT

Rs Million

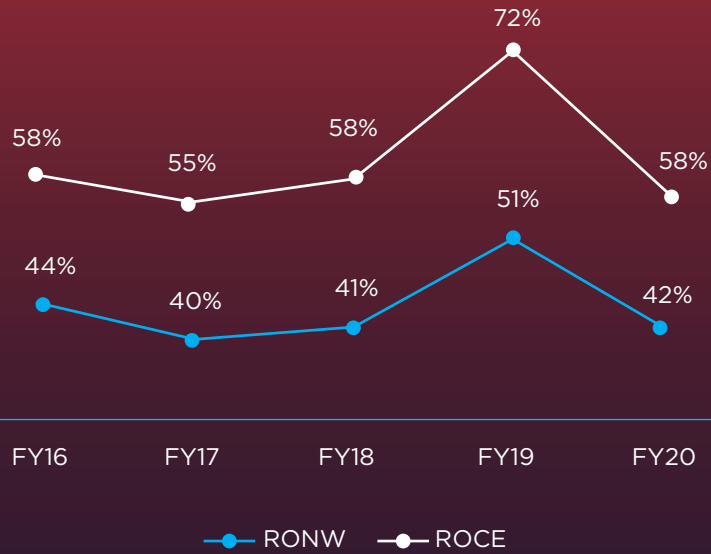


Delivered Growth and continuous margin expansion

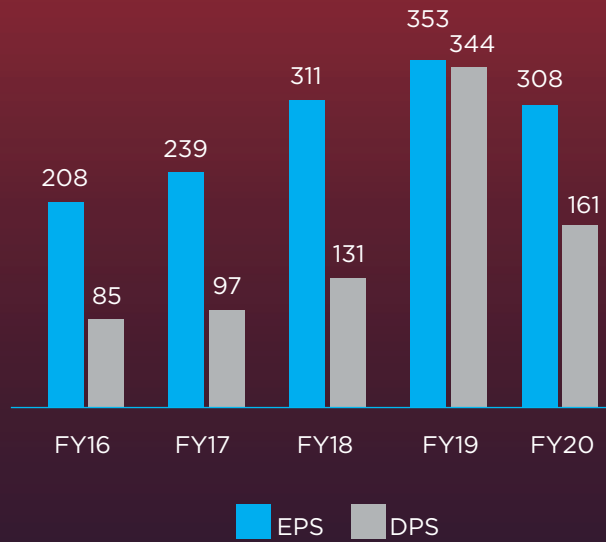


# PROVEN BALANCE SHEET STRENGTH

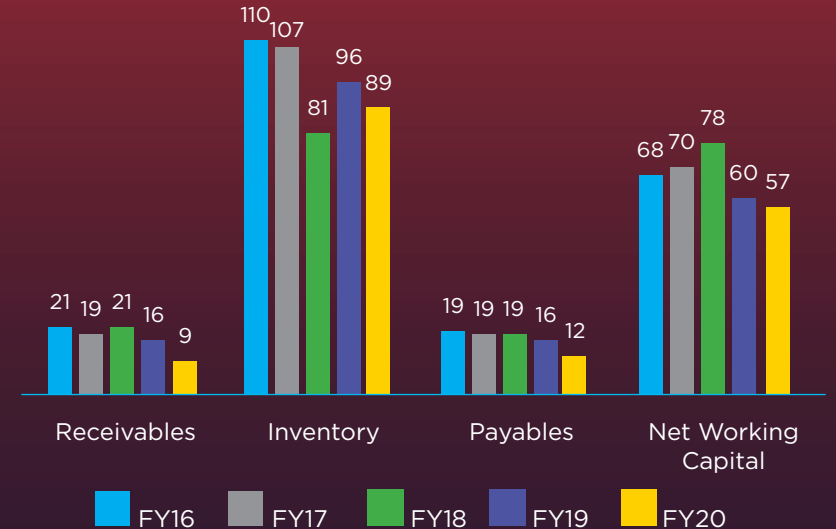
RONW/ROCE



EPS and DPS



Working Capital Days



Investing in future, through strong internal accruals, while maintaining debt-free status and generating high ROCE.

▶  
**Debt Free**

▶  
**High returns for shareholders**

▶  
**Best in class Return on Capital Employed**

# PROFIT AND LOSS STATEMENT: QUARTERLY

Financials (INR mn)	Q3FY21	%	Q2FY21	%	Q3FY20	%	QoQ growth	YoY growth
<b>Revenue</b>	<b>9,271</b>	<b>100%</b>	<b>7,403</b>	<b>100%</b>	<b>7,938</b>	<b>100%</b>	<b>25%</b>	<b>17%</b>
COGS	4,131	45%	3,297	45%	3,718	47%	25%	11%
Employee Cost	1,462	16%	1,299	18%	1,346	17%	13%	9%
Other operating cost	1,417	15%	1,153	16%	1,486	19%	23%	-5%
Emp + operating cost	2,878	31%	2,452	33%	2,832	36%	17%	2%
<b>EBITDA</b>	<b>2,261</b>	<b>24%</b>	<b>1,654</b>	<b>22%</b>	<b>1,388</b>	<b>17%</b>	<b>37%</b>	<b>63%</b>
Other Income	42	0%	37	1%	35	0%	12%	19%
Depreciation	156	2%	157	2%	164	2%	0%	-5%
Finance Cost	74	1%	75	1%	90	1%	-2%	-18%
<b>PBT</b>	<b>2,073</b>	<b>22%</b>	<b>1,459</b>	<b>20%</b>	<b>1,169</b>	<b>15%</b>	<b>42%</b>	<b>77%</b>
Tax	536	6%	350	5%	299	4%	53%	79%
<b>PAT</b>	<b>1,537</b>	<b>17%</b>	<b>1,109</b>	<b>15%</b>	<b>870</b>	<b>11%</b>	<b>39%</b>	<b>77%</b>

# GROSS MARGIN

Financials (INR mn)	Q3FY21	Q3FY20		FY20
Revenue	9,271	7,938		29,454
Material consumed	4,131	3,718		13,108
Sub contract costs #	343	267		1,237
<b>Contribution</b>	<b>4,796</b>	<b>3,953</b>		<b>15,109</b>
<b>Contribution %</b>	<b>51.7%</b>	<b>49.8%</b>		<b>51.3%</b>
Other manufacturing costs	1,026	922		3,536
<b>Gross Profit</b>	<b>3,770</b>	<b>3,031</b>		<b>11,574</b>
<b>Gross Margin %</b>	<b>40.7%</b>	<b>38.2%</b>		<b>39.3%</b>
Other operating costs	1,508	1,643		6,248
<b>EBITDA</b>	<b>2,261</b>	<b>1,388</b>		<b>5,326</b>
<b>EBITDA%</b>	<b>24.4%</b>	<b>17.5%</b>		<b>18.1%</b>

# Sub contract costs are incurred for processing yarn to fabric and shown under other operating costs in P&L

# PROFIT AND LOSS STATEMENT: NINE MONTHS

Financials (INR mn)	9MFY21	%	9MFY20	%	YoY growth
<b>Revenue</b>	<b>19,522</b>	<b>100%</b>	<b>24,043</b>	<b>100%</b>	<b>-19%</b>
COGS	8,906	46%	10,880	45%	-18%
Employee Cost	3,989	20%	3,974	17%	0%
Other operating cost	3,058	16%	4,444	18%	-31%
Emp + operating cost	7,048	36%	8,418	35%	-16%
<b>EBITDA</b>	<b>3,568</b>	<b>18%</b>	<b>4,744</b>	<b>20%</b>	<b>-25%</b>
Other Income	139	1%	147	1%	-6%
Depreciation	473	2%	451	2%	5%
Finance Cost	226	1%	253	1%	-11%
<b>PBT</b>	<b>3,008</b>	<b>15%</b>	<b>4,188</b>	<b>17%</b>	<b>-28%</b>
Tax	758	4%	1,066	4%	-29%
<b>PAT</b>	<b>2,250</b>	<b>12%</b>	<b>3,122</b>	<b>13%</b>	<b>-28%</b>

# KEY INVESTMENT HIGHLIGHTS



# SUSTAINABILITY

## CONTENTS

- COMPANY OVERVIEW
- ATTRACTIVE MACRO OPPORTUNITY
- KEY HIGHLIGHTS
- MULTIPLE PRODUCTS OFFERING
- NEW LAUNCHES
- UNMATCHED MARKET COVERAGE
- EXTENSIVE BRAND REACH
- MANUFACTURING CAPABILITIES
- FINANCIAL HIGHLIGHTS
- SUSTAINABILITY
- SHAREHOLDING PATTERN

# SUSTAINABILITY CULTURE

## VISION

To be a leading apparel company through balanced growth with a focus on quality, innovation and sustainable design, thereby, creating lasting value for all our stakeholders

### Commitment to Sustainability

- Public disclosure through sustainability report, corporate presentations and annual publications
- Communicate through product development and retail services
- Commitment to WASH and contribution to Sustainability Development Goals

### Building Capacity

- Comparing processes and business practices to industry-bests
- Modifying existing systems and processes to achieve improved efficiency
- Invest in R&D and technology for process improvements
- Increasing focus on sustainability initiatives and projects

### Fostering Commitment

- Integrating sustainability into vision, mission, value and governance practices
- Developing policies, framework and guidelines
- Setting annual sustainability targets and goals
- Allocation of resources

### Raising Awareness

- Motivate employees to participate through awareness programs and workshops
- Internal competitions as a means to generate and identify new ideas
- Posters and fliers promoting sustainability practices and behaviour

### Assigning Responsibility

- Engaging the board and senior management by establishing sustainability committees
- Identifying, training and assigning responsibility to sustainability champions

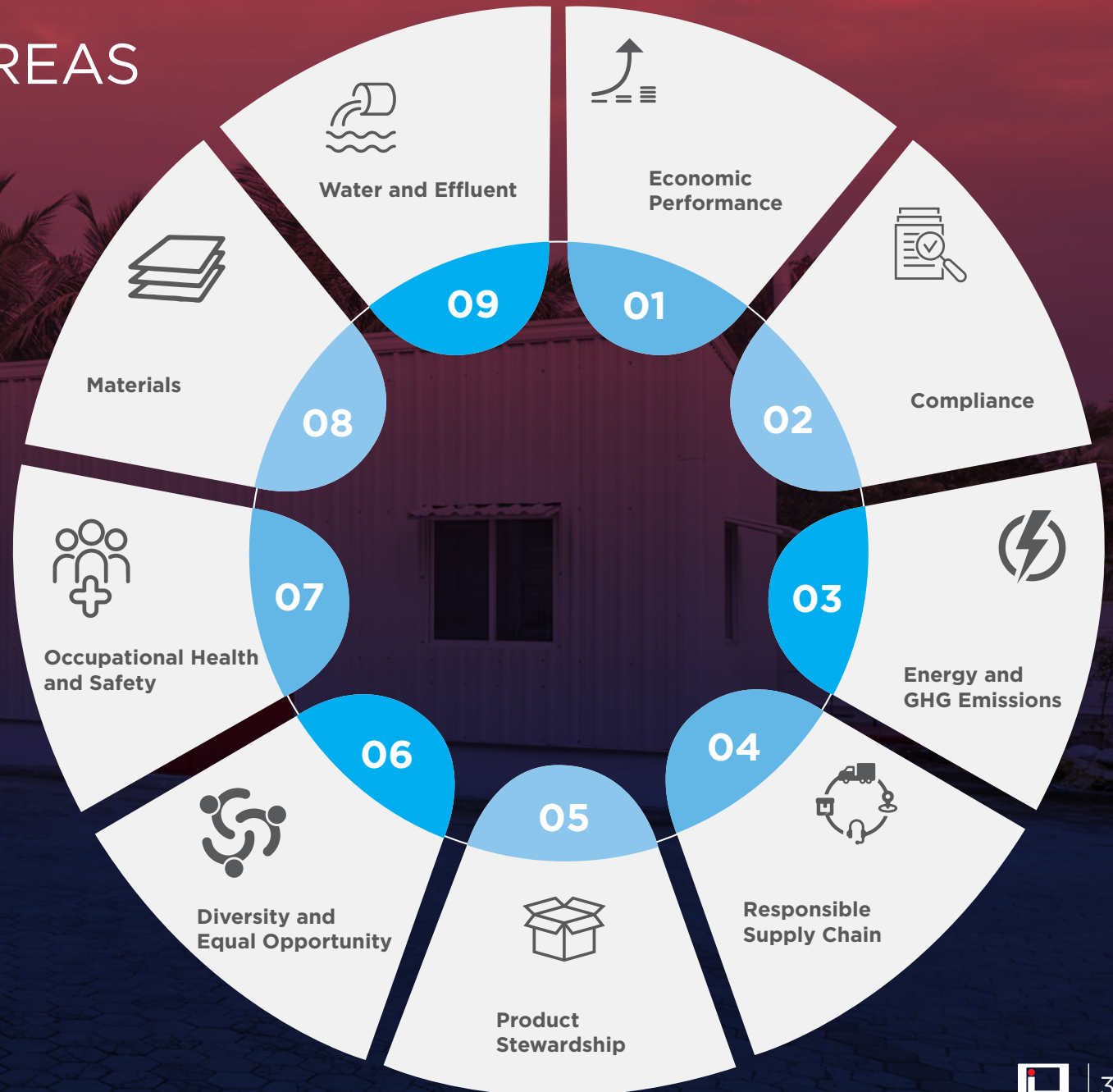
### Monitoring and Evaluation

- Continuous monitoring and evaluation of performance against set goals
- Effective feedback
- Monitoring effectiveness of employee awareness

# SUSTAINABILITY FOCUS AREAS

Page sustainability focus areas cover all aspects of value chain viz., product development, supply chain & logistics, manufacturing, sales & marketing and economic performance.

9 focus areas identified based on our material assessment and industry best practices.



# SUSTAINABILITY FOCUS AREAS



## Economic Performance

Sustain strong financial performance by tracking economic value generated and distributed, assess and address the financial implications of sustainability risks and investing in sustainability projects



## Compliance

Ensuring Compliance to all legal and statutory requirements by maintaining compliance score cards and creating awareness among third-party/outsourcing factories



## Energy and GHG Emissions

Reduce our energy intensity by investing in energy efficiency initiatives, adopting renewable energy and consequently reduce direct and indirect emissions



## Responsible Supply Chain

Align sustainability across supply chain and drive responsible business operation by enhancing supplier sustainability assessments, vendor and supplier code of conduct and a responsible chemical management policy



## Product Stewardship

Enhancing the share of sustainable packaging and product sustainability attributes such as renewable and recycled materials, vendor certifications and Life Cycle Assessment



## Diversity and Equal Opportunity

To ensure a diverse and inclusive workplace through policies, pay parity, infrastructural support and motivation



## Occupational Health and Safety

Promote a zero harm workplace



## Materials

Ensuring raw materials used in our products are sustainable in terms of impact on the environment, safety of our customers and highest quality and packaging materials are recycled 100%



## Water and Effluents

Reduce fresh water consumption by adopting innovative water efficient technologies and increasing the percentage of water recycled and reused

Sustainability Report 2019-2020: [View here](#)



# SHAREHOLDING PATTERN

## CONTENTS

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# SHAREHOLDING PATTERN

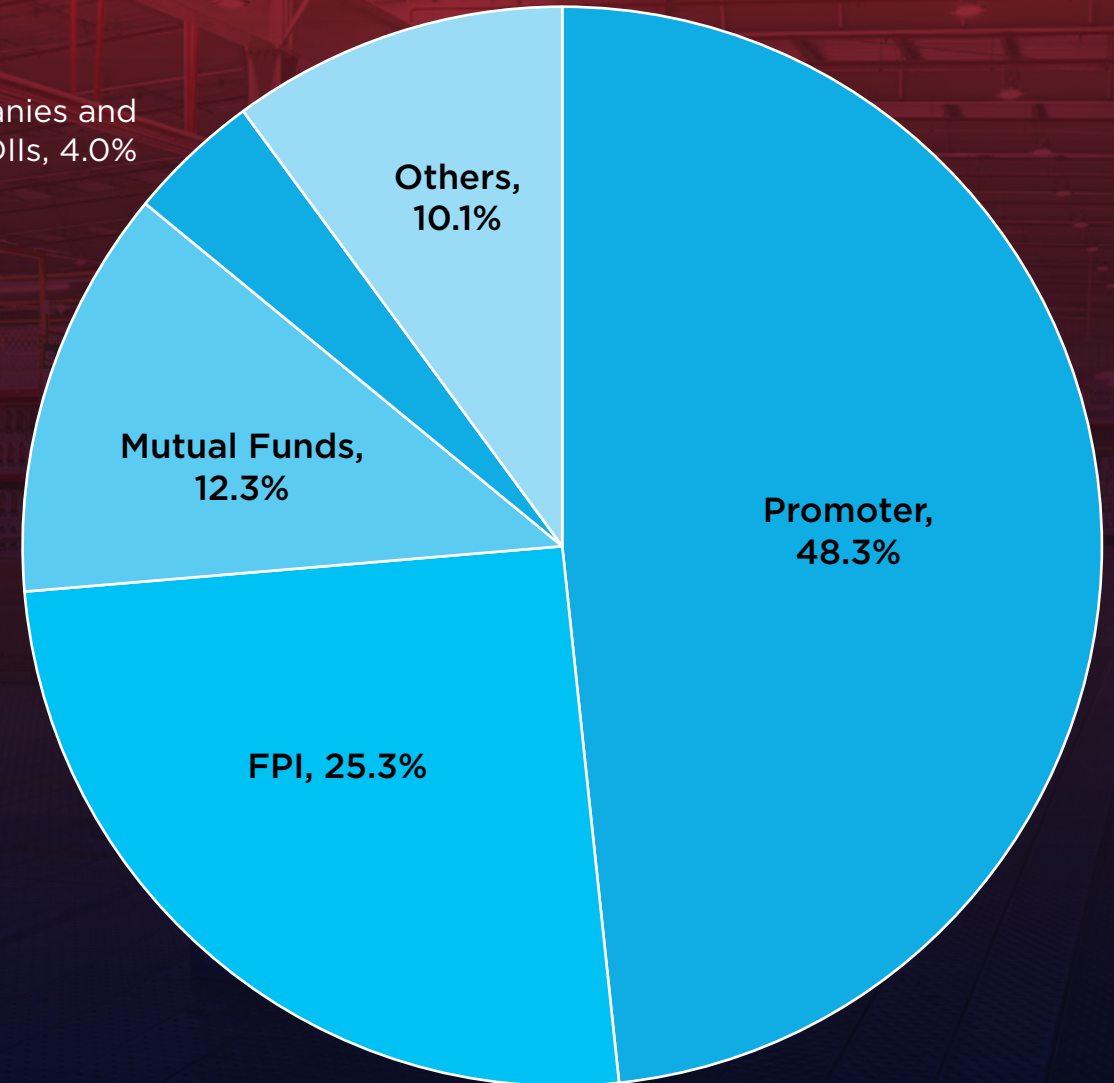
As of 31st December 2020



**Market Cap: ~ INR 310 bn**

(as on 1st February, 2021)

Insurance Companies and  
Other DIIs, 4.0%





# THANK YOU

## **PAGE INDUSTRIES LIMITED**

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