

**Date: 6<sup>th</sup> February, 2024**

<b>The Secretary National Stock Exchange of India Limited Exchange Plaza, C-1, Block 'G' Bandra- Kurla Complex, Bandra (E) <u>Mumbai – 400 051</u></b>	<b>The Secretary BSE Limited Phiroze Jeejeebhoy Towers Dalal Street <u>Mumbai – 400 001</u></b>
<b><u>Symbol - DOLLAR</u></b>	<b><u>Scrip Code - 541403</u></b>

Dear Sir / Madam,

**Reg: Investor Presentation to be made at Analyst(s)/Institutional Investor(s) meeting i.e. "Earnings Call"**

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our intimation dated 20<sup>th</sup> January, 2024, regarding conference call viz Earnings Call, for the Analyst(s)/ Institutional Investor(s) scheduled to be held on Wednesday, 7<sup>th</sup> February, 2024 at 4:00 pm. (IST) as organized by Phillip Capital (India) Private Limited, we are hereby enclosing a copy of Investor Presentation on the financials and other matters for the quarter and nine months ended on 31<sup>st</sup> December, 2023 at the aforesaid Earnings Call.

Please note that the schedule of the aforesaid Earnings Call is subject to change. The changes might happen due to exigencies on the part of the Company/ Analyst(s) / Investor(s).

This is for your information and record.

Thanking you,  
Yours sincerely,

**For Dollar Industries Limited**

LALIT Digitally signed  
by LALIT LOHIA  
Date: 2024.02.06  
19:34:06 +05'30'  
LOHIA

**Lalit Lohia  
Company Secretary and Compliance Officer**

**Encl: As above**

**DOLLAR INDUSTRIES LTD.**

(AN ISO 9001:2015 CERTIFIED ORGANISATION)

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CIN NO. : L17299WB1993PLC058969

## THREADMARK OF

LEGACY

**DOLLAR INDUSTRIES LIMITED**  
**Q3 & 9M FY24 Earnings Presentation**

# SAFE-HARBOUR STATEMENT

This presentation may contain certain forward-looking statements relating to Dollar Industries Limited and its future business, development and economic performance. These statements include descriptions regarding the intent, belief or current expectations of the Company, its subsidiaries, joint venture, and associates and their respective directors and officers with respect to the results of operations and financial condition of the Company, subsidiary, joint venture or associate, as the case may be. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. Company assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

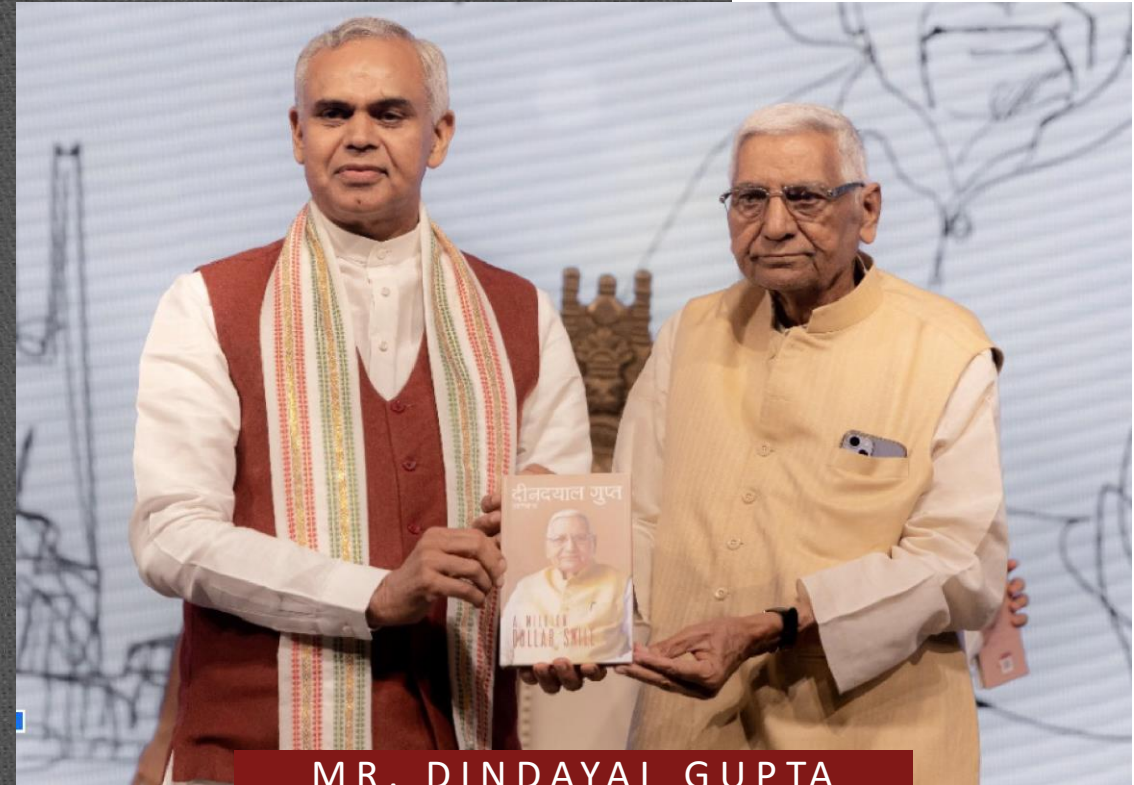
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# THE WARP AND WEFT OF MEMORIES AND LEARNINGS

Over a glittering function attended by the city glitterati, the Biography of **Shri Din Dayal Gupta, Chairman Emeritus, Dollar Industries Limited**, was launched amidst much fanfare. The book was launched by **Shri Acharya Devrat, Hon'ble Governor of Gujarat**.

'A Million Dollar Smile' chronicles the journey of a young man with dreams in his eyes and a strong conviction in his beliefs who came to the city of joy from a small town of Manheru in Haryana way back in 1962 and started his hosiery business. Over 50 years, Dollar Industries under his leadership has created innumerable benchmarks in its field and graduated from being a hosiery to an apparel brand of international repute with their fibre to fashion methodology.



**MR. DINDAYAL GUPTA**  
CHAIRMAN EMERITUS & FOUNDER

“From a dream to the reality of creating a market-responsive, multi-brand company that continues to retain its leading position in its category, my life has largely evolved around Dollar Industries. However, there are other facets to it - the struggle, the learning lessons, the presence of human pillars who ensured that I don't crumble and fall on the way. This book touches upon all of it. At my age, I hope it will not only make for an interesting read but also serve as a reminder about how flexibility and openness to change is important as we carry on in life”

# AGENDA



1

About Dollar Industries

05-11

2

Quarterly Highlights

12-17

3

Operational Highlights

18-21

4

Growth Drivers

22-30

5

ESG

31-37

6

Financial Summary

38-41

7

Annexure

44-47



# ABOUT DOLLAR INDUSTRIES LIMITED

 **DOLLAR**  
WEAR THE CHANGE

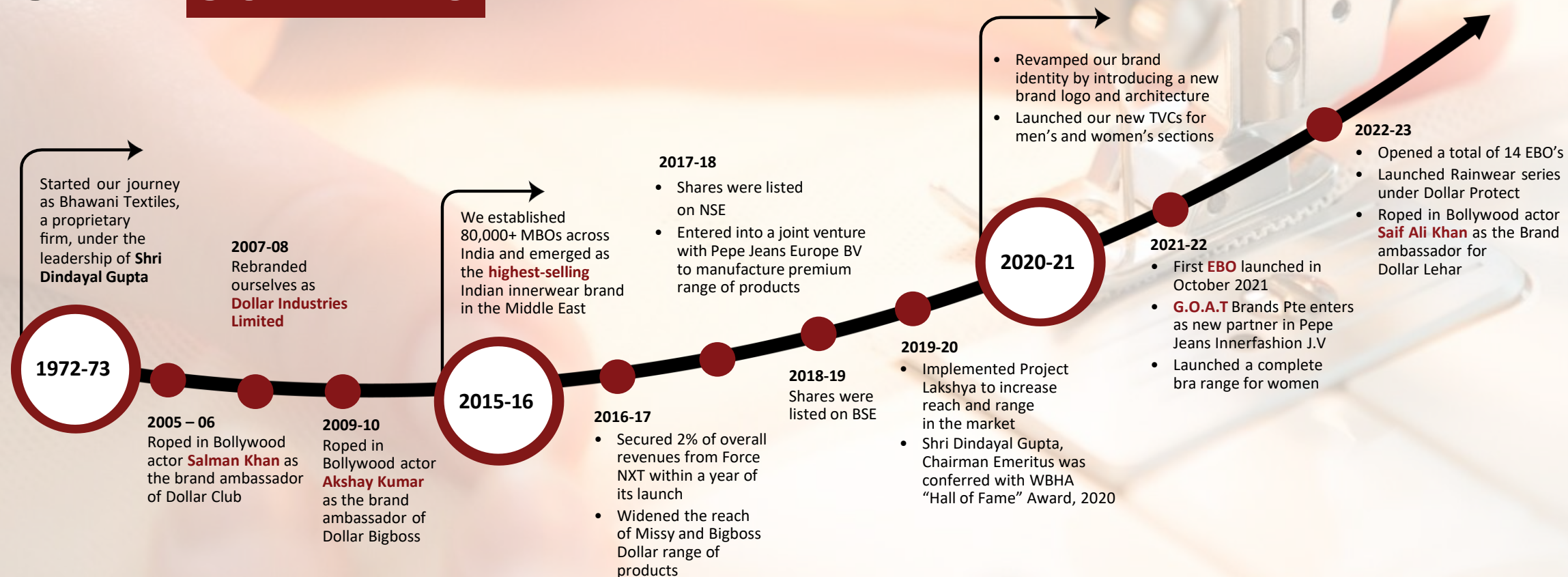
**50**  
GLORIOUS  
YEARS

# A LEADING PLAYER IN BRANDED **OUTERWEAR** **AND INNERWEAR**

**Established in 1972**, we have been able to solidify our presence as one of the leading players in the Indian hosiery space.

<b>~210 million</b> Garment manufacturing capacity (pieces)	<b>15%</b> Market share in the Indian hosiery space	<b>2000+</b> Products across all segments of presence	<b>2300+</b> Total employees
<b>15 countries</b> Export presence	<b>04</b> Manufacturing units	<b>1500+</b> Strong Pan-India dealer network	<b>900+</b> Presence across large format stores

# MAPPING OUR PROGRESS OVER **50 YEARS**





# DOLLAR PORTFOLIO (1/2)

## **DOLLAR** MAN

### Big Boss | J-Class | Athleisure

Vests, Briefs, Trunks, Gym  
Vests, Socks, Tank Tops,  
Crew Necks, Polos, Henley,  
Bermudas, Capri, Track  
Pants, Joggers



## **DOLLAR** WOMAN

### Missy | Athleisure

Leg Wears, Casual Wear,  
Brassiere, Camisoles,  
Panties, Socks, Kurti



## **DOLLAR** JUNIOR

### Champion

T-shirts, Bermudas,  
Trousers, Socks

## **DOLLAR** PROTECT

### Rainguard

Raincoats, Rainwear,  
Windcheaters, Winter  
Jackets

## **DOLLAR** ALWAYS

Lehar  
Vests, Briefs,  
Trunks, Panties,  
Socks, Camisoles



## **DOLLAR** THERMALS



















Ultra | Wintercare  
Thermal V-necks,  
Thermal Trousers,  
Long Camisoles,  
Short Camisoles,  
Socks









# DOLLAR PORTFOLIO (2/2)

## **FORCE NXT®**

### Innerwear & Athleisure

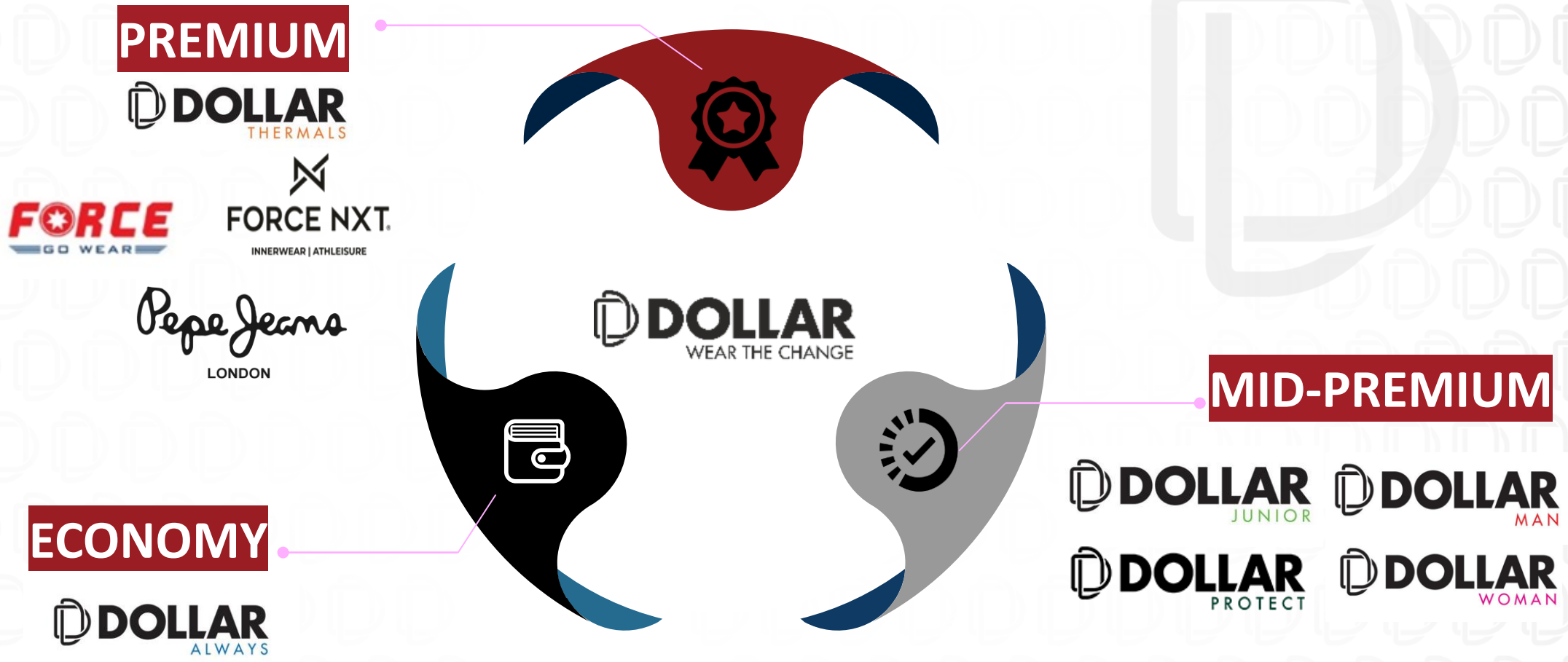
 Brief	 Trunk	 Vest	 T-Shirt	 Henley	 Tank Top
 Muscle Tee	 Long Sleeve T-Shirt	 Polo T-Shirt	 Jogger	 Track Pant	 Shorts
 Boxer Shorts	 Sweat Shirt	 Hoodie	 Jacket	 Long Sleeve Thermal Tee	 Long Thermal Trousers

### Activewear

 Tank Top	 Muscle Tee	 T-Shirt	 Shorts	 Track Pant	 Jogger
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# BRAND ARCHITECTURE BREAKUP



# MANAGEMENT COMMENTARY

"We are happy to announce that the company achieved strong all-round growth in the quarter gone by. Operating income increased by 16.2% year-over-year (YoY) reaching ₹3,316 million in Q3 FY24. Additionally, the company achieved a notable volume growth of 30.4% YoY.

Gross profit grew 30.7% YoY to ₹1,123 million, as GP margin expanded by 375 bps to 33.9%, whereas Operating EBITDA grew sharply by 68.1% to ₹326 million. Operating EBITDA margin expanded by 304 bps YoY to 9.8%.

The company achieved PAT of ₹177 million, up 128.9% against the same quarter of the previous year, registering a PAT margin of 5.3%.

The company remains steadfast in its commitment towards continued growth and success of Project Lakshya, and we have added 9 distributors under this project in Q3 FY24. The contribution of Project Lakshya distributors stood at 26.5% in 9M FY24 up from 18.6% in FY23. We are aiming for Project Lakshya distributors to contribute 65-70% of our revenue by FY26 and this will go a long way in increasing our market share and improving margins.

Your company continues to witness strong demand and growing share of higher margin products, which should enable us to achieve the desired topline and bottom-line growth in the near future as well"

**Binay Kumar Gupta | Vinod Kumar Gupta**  
Dollar Industries Limited



Vinod Kumar Gupta


Binay Kumar Gupta



# Q3 FY24 QUARTERLY HIGHLIGHTS




# KEY HIGHLIGHTS




Total volume saw a growth of  
30.4% YoY in Q3 FY24

Operating Income increased  
by 16.2% YoY to INR 3,316 Mn  
in Q3 FY24



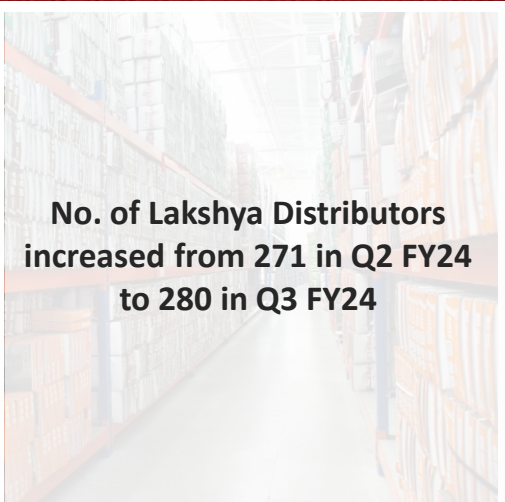
Increase in GP margin by 375  
bps YoY to 33.9% in Q3 FY24

Increase in Operating EBITDA  
margin by 304 bps YoY to 9.8%  
in Q3 FY24



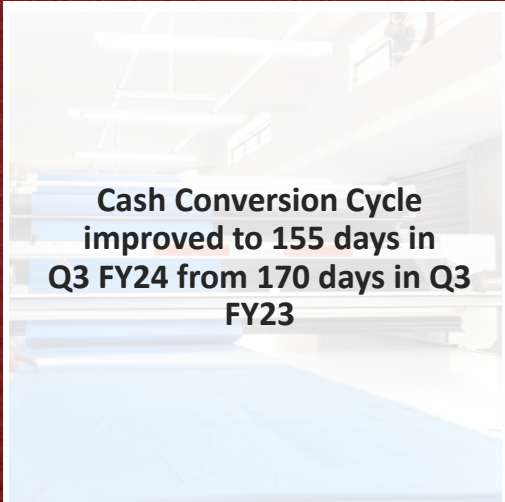
Increase in PAT margin by 262  
bps YoY to 5.3% in Q3 FY24

No. of DFS dealers 321 & No. of  
EBOs 18 as on Q3 FY24



No. of Lakshya Distributors  
increased from 271 in Q2 FY24  
to 280 in Q3 FY24

Increase in contribution of  
Lakshya Distributors from  
18.6% in FY23 to 26.5% in  
9M FY24



Cash Conversion Cycle  
improved to 155 days in  
Q3 FY24 from 170 days in Q3  
FY23

Sales/Capital Employed improved  
to 1.49 in Q3 FY24 from 1.47 in  
Q3 FY23

# QUARTERLY HIGHLIGHTS (1/2)

₹ Million

Particulars	Operating Income	Gross Profit	Operating EBITDA	Profit Before Tax	Profit After Tax	Cash Profit <sup>1</sup>
<b>Q3 FY24</b>	<b>3,316</b>	<b>1,123</b>	<b>326</b>	<b>227</b>	<b>177</b>	<b>239</b>
Growth (YOY)	16.2%	30.7%	68.1%	122.3%	128.9%	90.8%
Growth (QOQ)	(19.6%)	(16.5%)	(21.8%)	(32.1%)	(28.8%)	(18.0%)
Margin <sup>2</sup> (%)		33.9%	9.8%	6.8%	5.3%	
Margin –YoY Expansion/(Contraction)		375 bps	304 bps	325 bps	262 bps	
Margin –QoQ Expansion/(Contraction)		125 bps	(28 bps)	(127 bps)	(70 bps)	
EPS/CEPS					3.12	4.21

**Note:**

1. Cash Profit = PAT add Depreciation
2. Gross Profit & Op EBITDA Margins calculated on Operating Income
3. EPS figures are not annualized

# QUARTERLY HIGHLIGHTS (2/2)

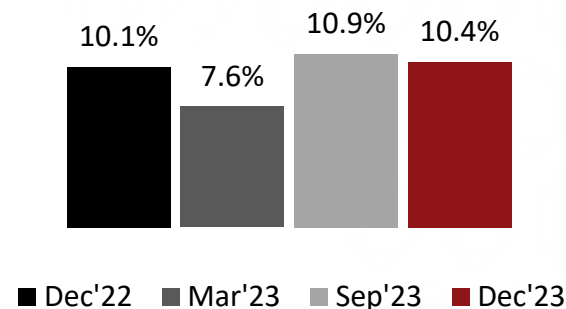
₹ Million

Particulars	31-Mar-23	30-Sep-23	30-Dec-23
<b>Net Worth</b>	<b>7,088</b>	<b>7,323</b>	<b>7,500</b>
Long Term Borrowings	1	1	1
Short Term Borrowings	1,615	2,098	2,627
<b>Net Debt</b>	<b>1,614</b>	<b>2,096</b>	<b>2,606</b>
Net Current Assets <sup>1</sup>	5,087	5,078	5,024
Net Fixed Assets	1,852	2,137	2,289
<b>Total Assets</b>	<b>10,735</b>	<b>11,951</b>	<b>12,776</b>
Total Asset Turnover	1.28	1.31	1.22
Sales/Capital Employed	1.58	1.61	1.49
<b>Cash Conversion Cycle</b>	<b>159</b>	<b>147</b>	<b>155</b>

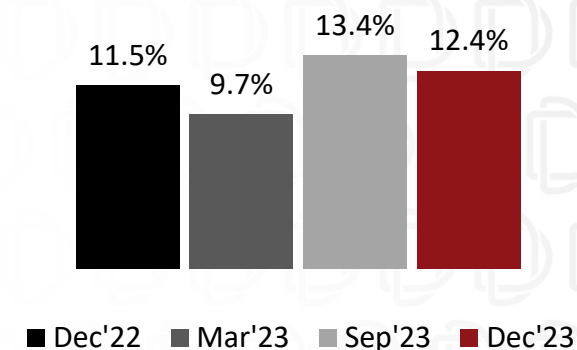
**Note:**

1. Net current assets excludes cash & cash equivalents
2. Profit figures are YTD annualized

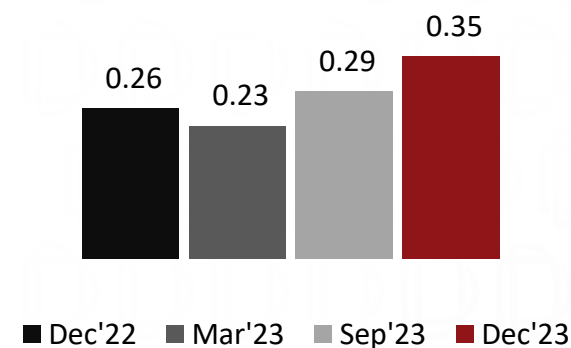
**ROE(%)<sup>2</sup>**



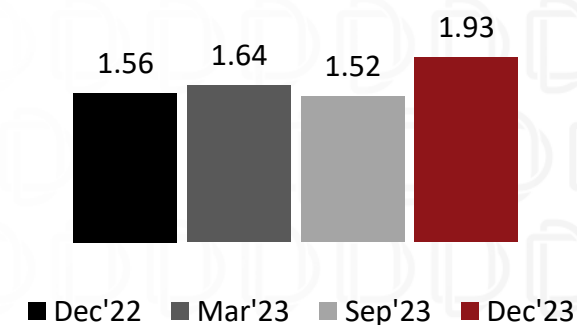
**ROCE(%)<sup>2</sup>**



**Net Debt/Equity**



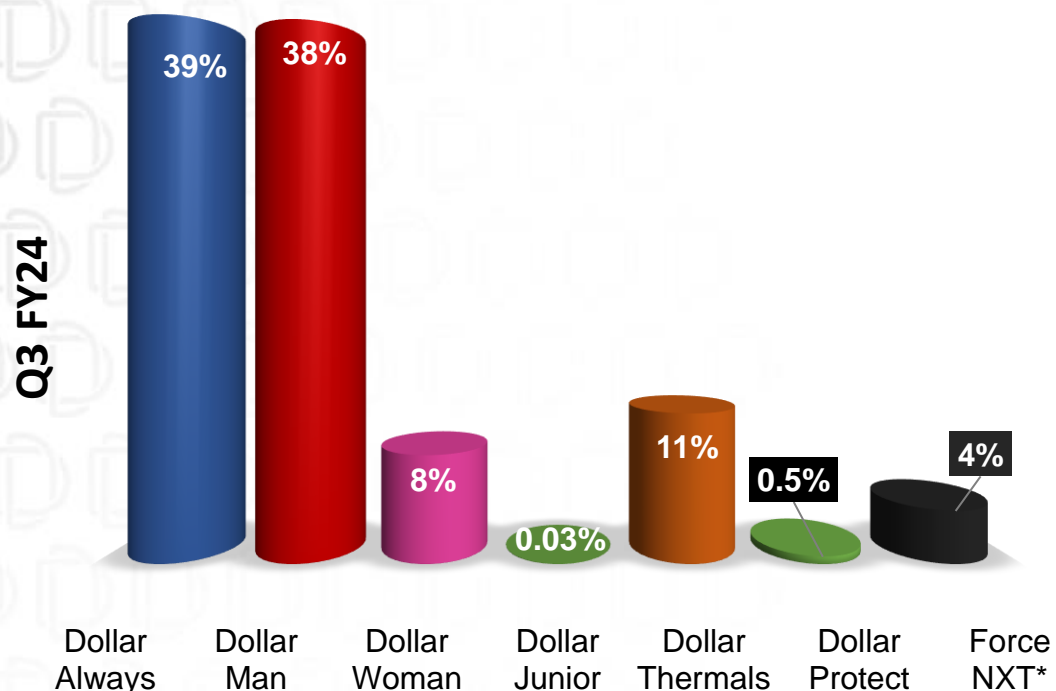
**Net Debt/Operating EBITDA<sup>2</sup>**





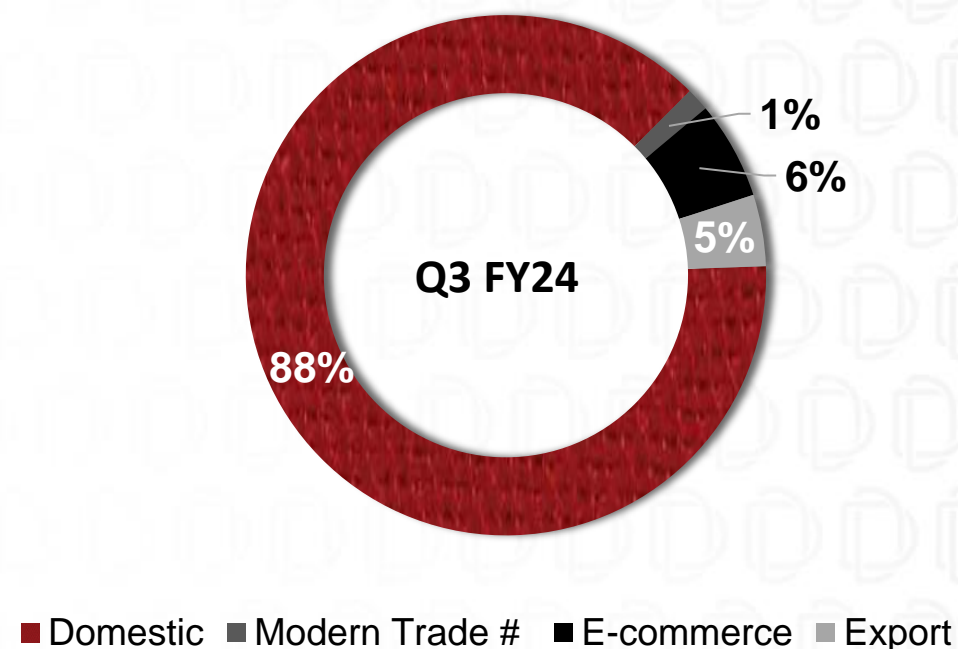
# REVENUE CONTRIBUTION (1/2)

BRAND WISE



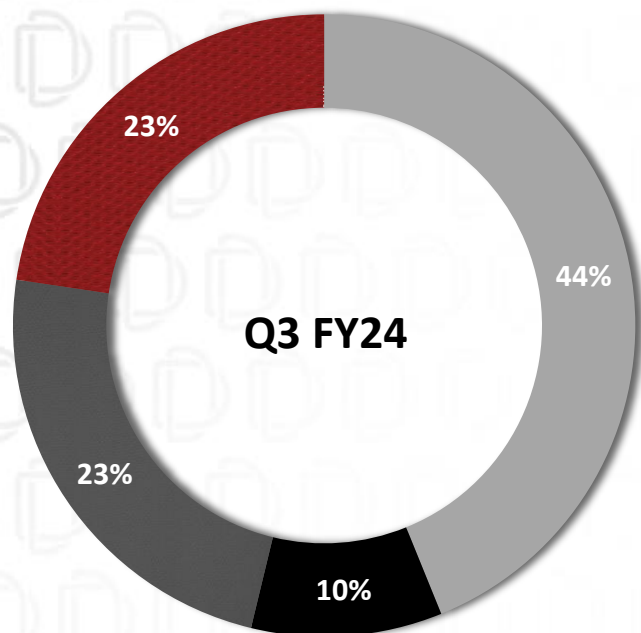
\*Force Gowear and Pepe are part of Force NXT  
#Modern Trade includes revenue from EBOs

TRADE CHANNEL WISE



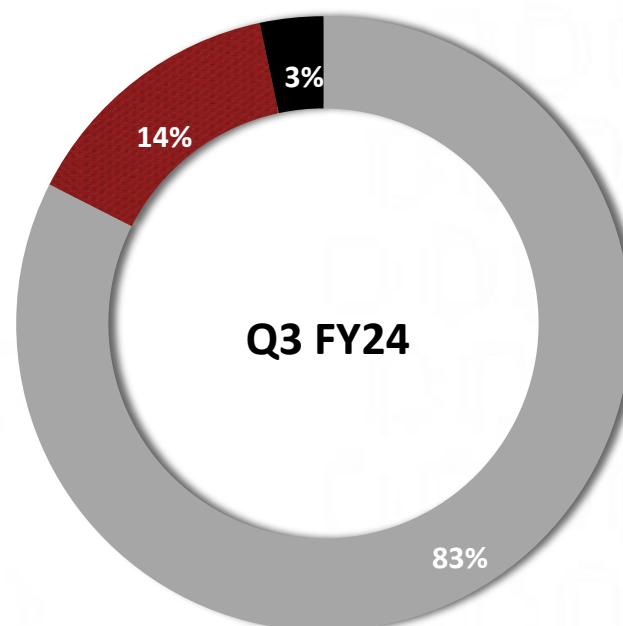
# REVENUE CONTRIBUTION (2/2)

REGION WISE



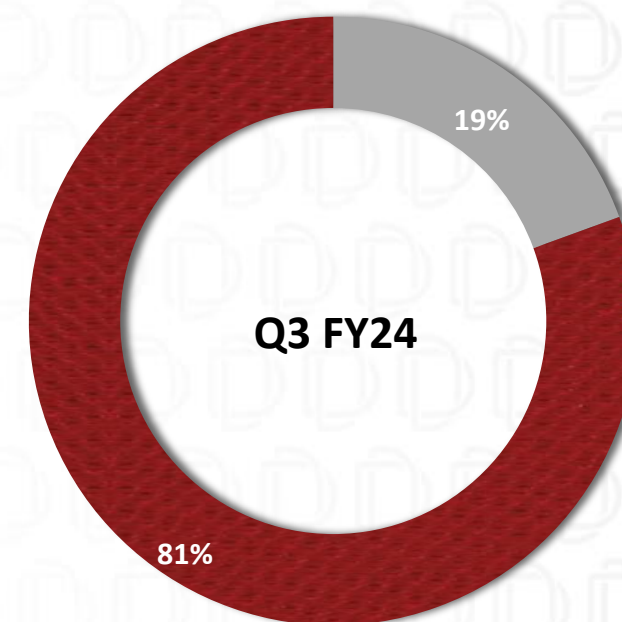
■ North ■ South ■ East ■ West

GENDER WISE



■ Men ■ Women ■ Kids

CATEGORY WISE



■ Outerwear ■ Innerwear



**Q3 FY24**

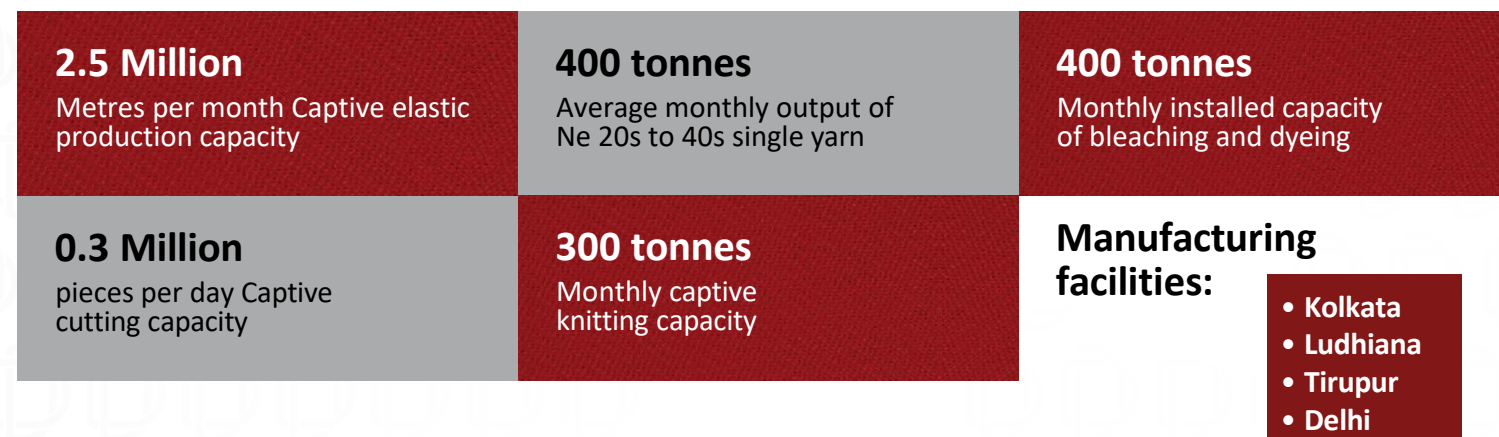
# **OPERATIONAL HIGHLIGHTS**



**DOLLAR**  
WEAR THE CHANGE

50  
GLORIOUS  
YEARS

# EDGING PAST COMPETITION WITH INTEGRATED VALUE CHAIN



## Our Value Chain



# WIDENING FOOTPRINT TO CATER TO LARGER POPULATION

Sales Team <b>500+</b>	Dealer network <b>1500+</b>	Retail reach <b>1,45,000+</b>	
EBOs <b>18</b>	Branches <b>14</b>	Depots <b>15</b>	Warehouses <b>20+</b>

## Multi-platform

E-retail presence



Modern trade



# PENETRATING COUNTRIES ACROSS THE WORLD

Export revenue in Q3 FY24

**15 Countries | 154 Million**

Export revenue in FY26

**30 Countries | 11.0%**

## Where we export

- |           |             |                |           |
|-----------|-------------|----------------|-----------|
| 1. UAE    | 5. Bahrain  | 9. Myanmar     | 13. Benin |
| 2. Oman   | 6. Tanzania | 10. Nigeria    | 14. Togo  |
| 3. Doha   | 7. Iraq     | 11. Sharjah    | 15. Dubai |
| 4. Kuwait | 8. Nepal    | 12. Bangladesh |           |





Q3 FY24

# GROWTH DRIVERS

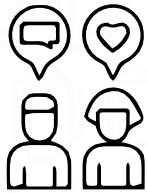


**DOLLAR**  
WEAR THE CHANGE

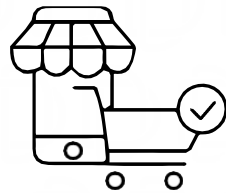
**50**  
GLORIOUS YEARS

# GROWTH DRIVERS

## Strategic priorities



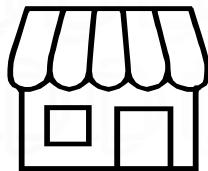
Leveraging new brand overhaul



Investing in digitisation



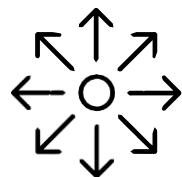
Growth through Project Lakshya



Growth through EBOs



Partnering for growth



Diversifying portfolio in adjacent segments





# CHANGING THE BRAND ARCHITECTURE

## Why?

To change the perception that Dollar is just a men's innerwear brand

**9.3%**

Share of women's brand revenue in FY23

**11.0%**

Share of women's brand revenue in FY26

## What are we doing?

- 6 categories created – MAN, WOMAN, JUNIOR, ALWAYS, THERMALS, PROTECT
- Akshay Kumar as our brand ambassador for Dollar man
- Signed Yami Gautam as our brand ambassador for Dollar Women
- Redesigned our logo to enhance connect with the consumers
- Roped in Saif Ali Khan for Dollar Always

## Outcomes

- We have been able to significantly enhance our brand recall through our dedicated branding initiatives.
- We now address the needs of a huge consumer spectrum through differentiated price categories: premium, mass premium and economy
- We seamlessly connect with the millennials and cater to their needs

 **DOLLAR**  
MAN

 **DOLLAR**  
JUNIOR

 **DOLLAR**  
WOMAN

 **DOLLAR**  
THERMALS

 **DOLLAR**  
ALWAYS

 **DOLLAR**  
PROTECT

# INTEGRATING DIGITALIZATION TO INCREASE EFFICIENCIES

## Why?

To integrate digitalization in our daily operations to increase efficiencies

## What are we doing?

- Integrating **Auto Replenishment System (ARS)** and **Distributor Management Systems (DMS)** for our Lakshya distributors
- Implemented ARS at the supply chain level
- Implementing an **after-sales service app** at the retail level and activity tracker for the sales team
- In process of transitioning from **Oracle ERP** to **SAP**
- Integrating automated tele calling for our tele-callers

## Outcomes

- Transparent engagements with retailers
- Deeper insights about on-ground realities
- Increased productivity and efficiencies

# PROJECT LAKSHYA UPDATES

**280**

Distributors  
added until  
Q3 FY24

**9**

Distributors  
added in  
Q3 FY24

**26.5%**

Contribution % of Lakshya  
Distributors  
in 9M FY24

## What are we doing?

- Mapping retail network in area allocated to distributor
- Enrolling retailers into Project Lakshya
- Implementation of ARS and DMS at distributor level
- SOPs laid out for distributors leading to improved performance

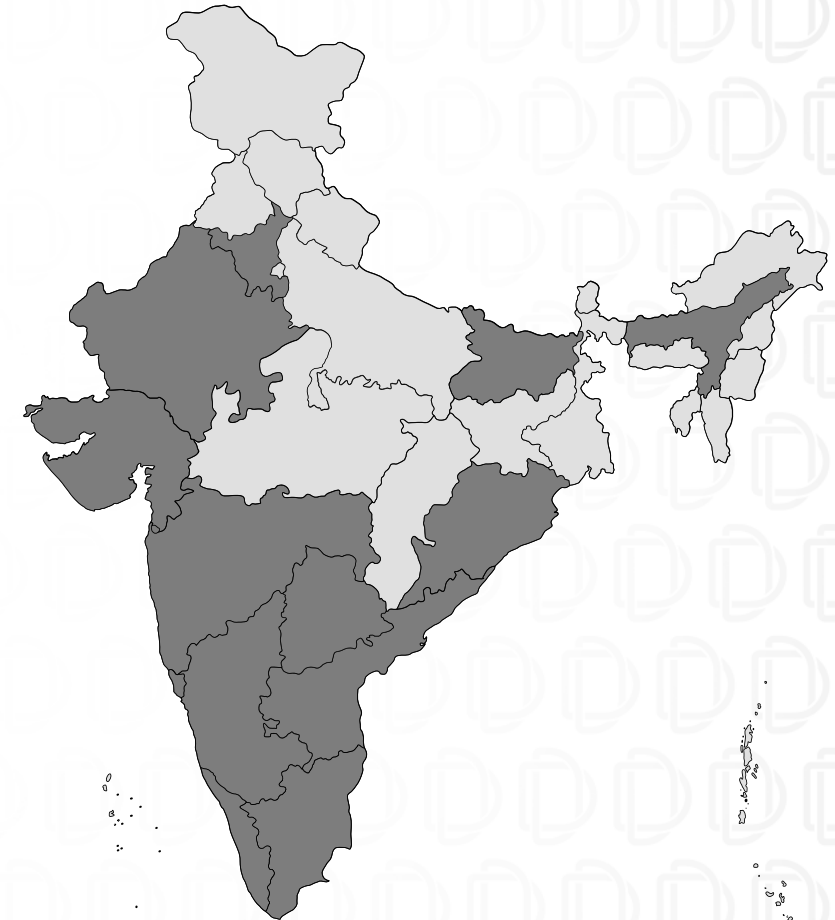
## Why?

Reinvent the entire distribution model and transition from a push model to a replenishment-based model leading to a

**Demand-Pull Environment**

## Outcomes

- Increased market penetration
- Increased primary sales and secondary sales
- Availability of last mile data from retailer
- Distributor performance analysis
- Efficient Product Planning & Inventory Management
- Improved working capital for distributor



■ States where Project Lakshya has been implemented

# PURSUING GROWTH THROUGH **EBO**

**125**

Targeted EBOs by 2026



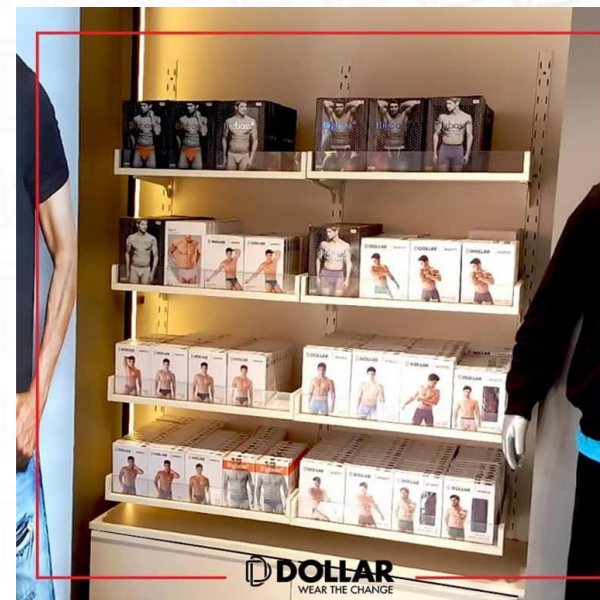
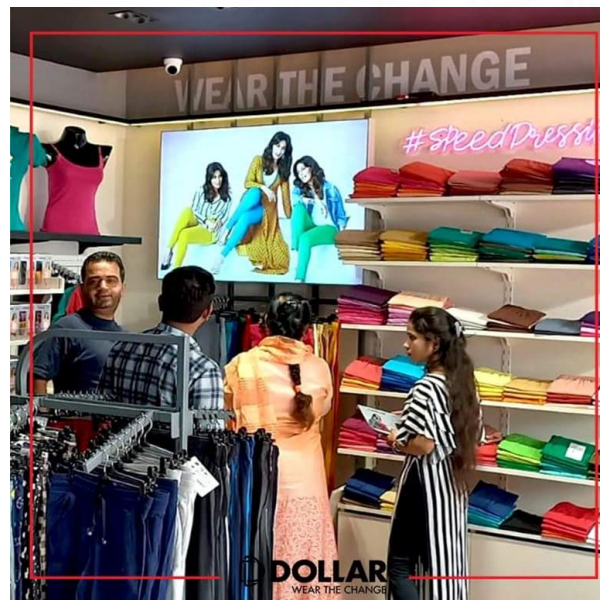
We successfully forayed into the exclusive brand outlet (EBO) segment



Launched 18 EBOs, four each in Delhi & Punjab, two each in Haryana, Madhya Pradesh & Maharashtra, one each in Rajasthan, Gujarat, Uttar Pradesh & Odisha.



EBO set up under the FOFO model (Franchise-owned franchise-operated)



# STRATEGIC PARTNERSHIP FOR SUSTAINABLE GROWTH

## Joint Venture with G.O.A.T

- We entered a 51-49 JV with G.O.A.T Brands Lab Pte for Pepe Jeans Inner fashion Pvt. Ltd.
- G.O.A.T Brands Lab Pte acquired 50% stake of Pepe and additional 2% non-voting equity
- Multi-brand distributor for men, women and kids' undergarments under athleisure, sportswear, lingerie, leisure wear, sleepwear, lounge wear made of natural fibres and MMF
- Would undertake business operations in the regions of India, Sri Lanka, Bhutan, Nepal and Bangladesh

## Expected outcomes

- Opportunity to widen our supply of finished goods directly to end consumers through D2C channels.
- Go for in-organic growth or brand acquisition.
- Set a foot mark in Super Premium brands



# DIVERSIFYING PRODUCT PORTFOLIO IN ADJACENT SEGMENT

'Dollar Protect', the ultimate rainwear line that combines elegance with unbeatable protection!

A wide range of raincoats for men, women and kids, made from premium fabric with additional leak-proof stitching of comprehensive waterproofing.



'Dollar Woman' celebrates the freedom of spirit every woman deserves with its newly launched lingerie line with a varied range of products like Everyday Bra, T-shirt Bra, Sports Bra, Beginners Bra, Strapless Bra, Sleep Bra, Nursing Bra.

# RESULTING IN TRANSFORMATIONAL CHANGES

PERCEIVED AS A BRAND FOR ALL

1

- Revenue contribution from **Project Lakshya distributors ~70% by FY26**
- Distributors under channel financing **~60% by FY26**



2

- Replenishment-based sales model (ARS) leading to a **Demand-Pull** environment



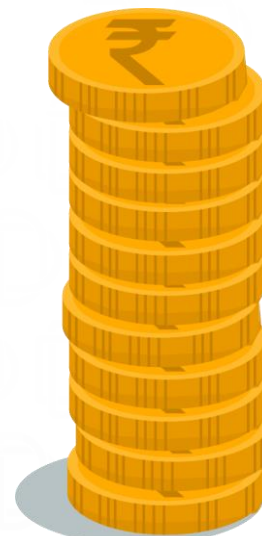
3

- Active retailers per distributors **150-200 by FY26**
- Share of revenue from **modern retail 8% by FY26**



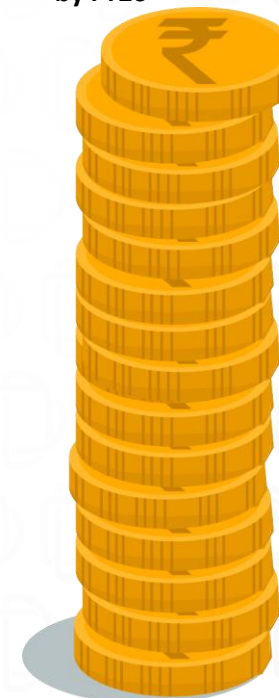
4

- **Rs. 20,000 Mn** revenue by FY26



5

- High Margin Product contribution to increase from 27% in FY23 to **33% by FY26**





# ESG AT DOLLAR INDUSTRIES





# CONTRIBUTING TOWARDS A GREENER FUTURE

## ENVIRONMENT

### SOLAR POWER

**100 LAKH  
UNITS/YEAR**

Power generation capacity of the solar power plant in Tirupur

**6 MW**

Total power generation capacity as on December 2023

### WIND POWER

**70 LAKH  
UNITS**

Total power generated annually

**4.95 MW**

Total power generation capacity of our four windmills

### ZERO LIQUID DISCHARGE

**13.5  
TONNES**

Daily production capacity of our effluent treatment plant

**1000 KL**

Zero liquid discharge capacity with multiple evaporators





# EMPOWERING OUR BIGGEST ASSET

## SOCIAL



### EMPLOYEE ENGAGEMENT

Engaging with our employees  
on a daily basis to address  
their grievances



### SKILL DEVELOPMENT

Conducting regular  
on-the-job and off-the-job  
training sessions to upskill  
our employees



### WOMEN EMPOWERMENT

Working towards reducing  
the gender gap and creating  
a safe working environment



### DIVERSITY AND INCLUSION

Implementing  
anti-harassment and  
anti-discrimination policies  
across all verticals of  
our Company

# BEING A RESPONSIBLE CORPORATE

## SOCIAL



Donated ~Rs 147 lakhs to schools in UP, Rajasthan, Chhattisgarh and Odisha, to ensure underprivileged children have access to quality education



Donated ~Rs 25 lakhs to cutting edge Cancer Care Centre in Tirupur for upgradation of medical facilities and equipment



Installed water huts and kiosks across the states of Delhi NCR, Odisha, Rajasthan, Uttar Pradesh and Tamil Nadu, among others



Donated sanitary napkins to the underprivileged women residing in the slums of Kolkata and girl schools

# STRENGTHS THAT DRIVE GOVERNANCE



**Diverse and  
experienced**  
Board of Directors



Independent  
**Directors**  
account for  
**50%**



All members of the  
**Nomination &  
Remuneration  
Committee** are  
**Independent Directors**



Promoters possess  
**>3 decades of  
experience**



**75%** members of the  
Audit Committee consist  
of **Independent  
Directors**



We have one  
**Woman  
Independent  
Director** on our  
Board

# GUIDED BY EXPERIENCED DIRECTORS



**Mr. Vinod Kumar Gupta**  
Managing Director



**Mr. Binay Kumar Gupta**  
Managing Director



**Mr. Krishan Kumar Gupta**  
Whole-time Director



**Mr. Bajrang Kumar Gupta**  
Whole-time Director



**Mr. Gopal Krishnan  
Sarankapani**  
Whole-time Director



**Mr. Rajesh Kumar Bubna**  
Independent Director



**Mr. Binay Kumar Agarwal**  
Independent Director



**Mr. Sandip Kumar Kejriwal**  
Independent Director



**Mr. Srikumar  
Bandyopadhyay**  
Independent Director



**Mrs. Divya Newatia**  
Independent Director

# SUPPORTED BY AN EXPERIENCED TEAM



**Mr. Ankit Gupta**  
President, Marketing



**Mr. Gaurav Gupta**  
Vice-president, Strategy



**Mr. Aayush Gupta**  
Vice-president, Sales



**Mr. Ajay Kumar Patodia**  
Chief Financial Officer



**Mr. Sanjay Srivastava**  
General Manager – Sales



**Mr. Lalit Lohia**  
Company Secretary



**Mr. Shantanu Banerjee**  
General Manager – Marcom  
and Branding



**Mr. Vedpal Verma**  
General Manager – Fabric  
Division



**Ms. Aditi Ghosh**  
Deputy General Manager –  
HR and Admin



**Mr. Ratnesh Trivedi**  
National Sales Manager –  
Lakshya



**Q3 FY24**

# FINANCIAL SUMMARY

# QUARTERLY PROFIT & LOSS

₹ Million

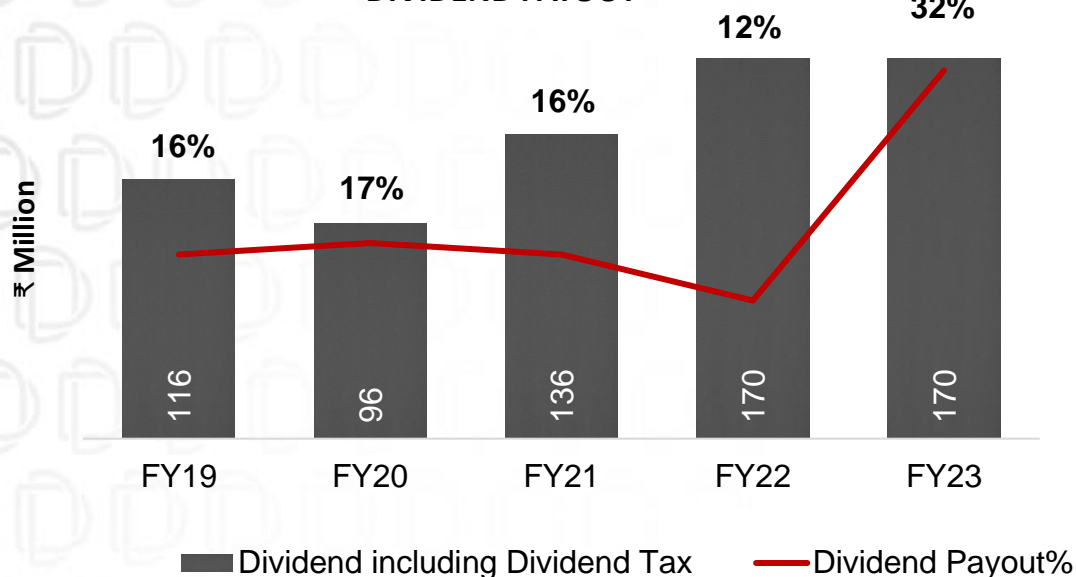
Particulars	Q3 FY 24	Q3 FY 23	YoY Change	Q2 FY 24	QoQ Change	9M FY 24	9M FY 23	YoY Change	FY 23
Operating Income	3,316	2,853	16.2%	4,125	(19.6%)	10,723	9,875	8.6%	13,938
Gross Profit	1,123	859	30.7%	1,346	(16.5%)	3,530	3,133	12.7%	4,130
Gross Profit (%)	33.9%	30.1%	375 bps	32.6%	125 bps	32.9%	31.7%	120 bps	29.6%
Operating EBITDA	326	194	68.1%	417	(21.8%)	1,015	869	16.7%	982
Operating EBITDA Margin (%)	9.8%	6.8%	304 bps	10.1%	(28 bps)	9.5%	8.8%	66 bps	7.0%
Other Income	12	6	122.3%	5	131.7%	24	35	(30.7%)	47
Finance Cost	49	40	22.4%	39	25.2%	122	108	13.1%	142
Depreciation	62	48	29.2%	43	44.6%	146	134	9.3%	176
PBT	227	102	122.3%	334	(32.1%)	754	637	18.5%	656
PAT	177	77	128.9%	249	(28.8%)	571	520	9.8%	525
PAT Margin (%)	5.3%	2.7%	262 bps	6.0%	(70 bps)	5.3%	5.2%	7 bps	3.8%
EPS (₹)	3.12	1.36	128.9%	4.38	(28.8%)	10.07	9.17	9.8%	9.26

1. Previous Years' numbers are strictly not comparable due to inclusion of a subsidiary in this Financial Year
2. EPS figures are not YTD annualized

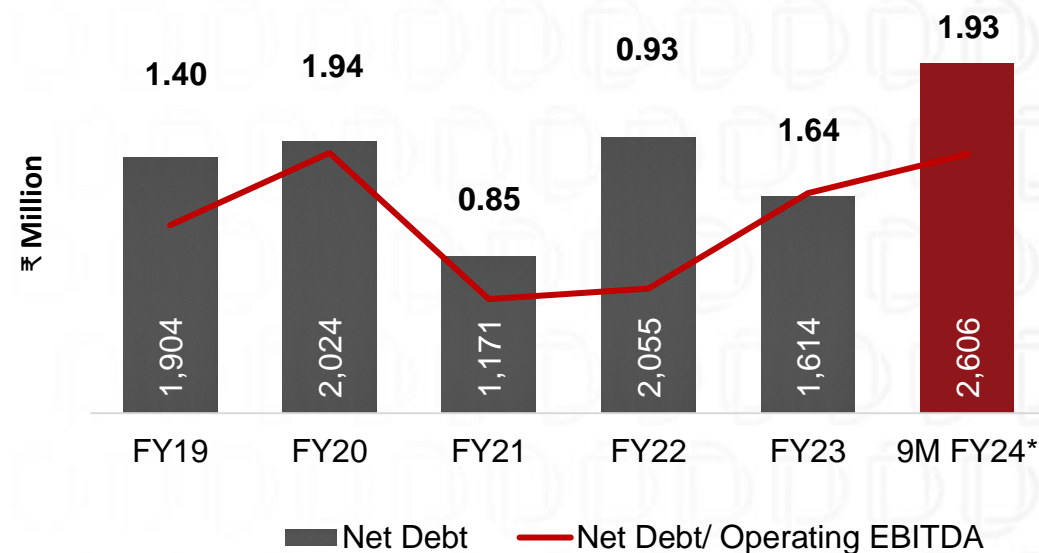


# FOCUS ON **SHAREHOLDER** VALUE CREATION

DIVIDEND PAYOUT



NET DEBT AND NET DEBT/OPERATING EBITDA

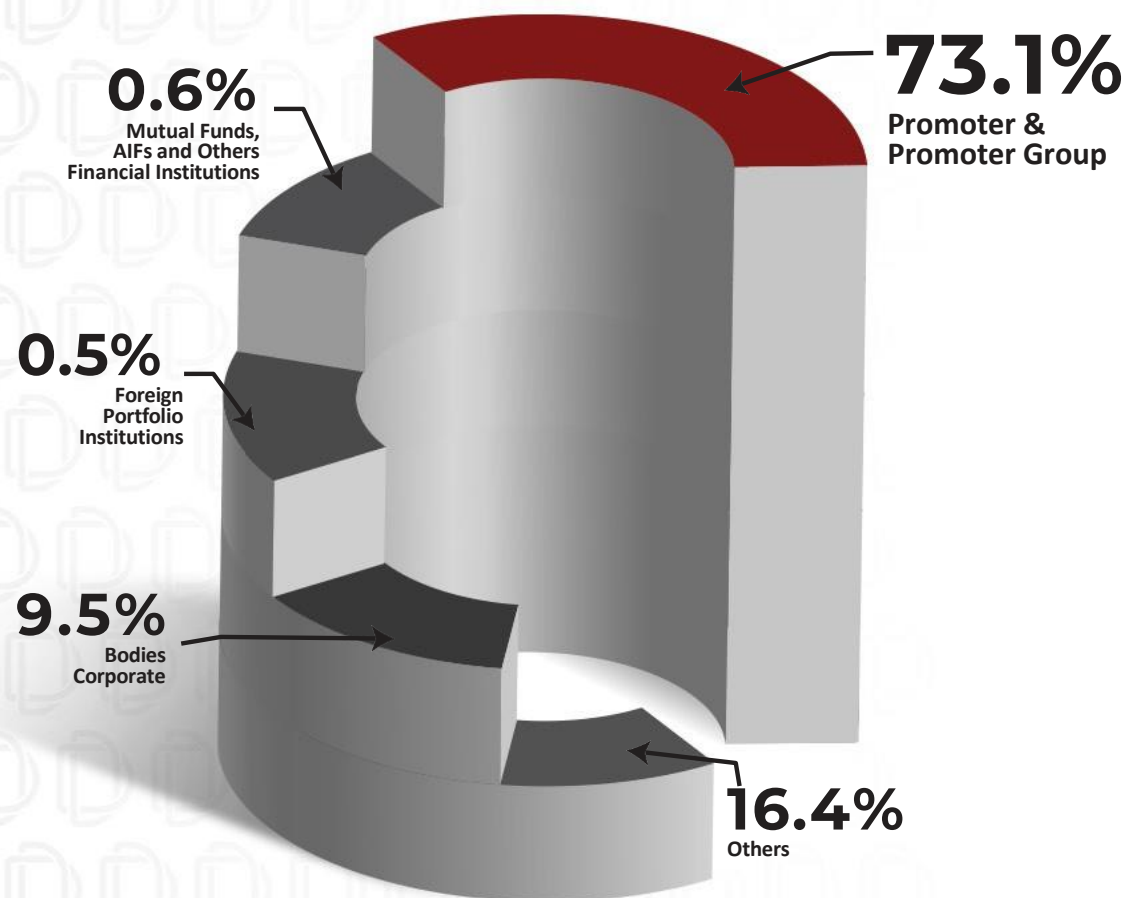


Consistent dividend payout



Company judiciously allocating its capital to balance between dividend payout and investment for growth

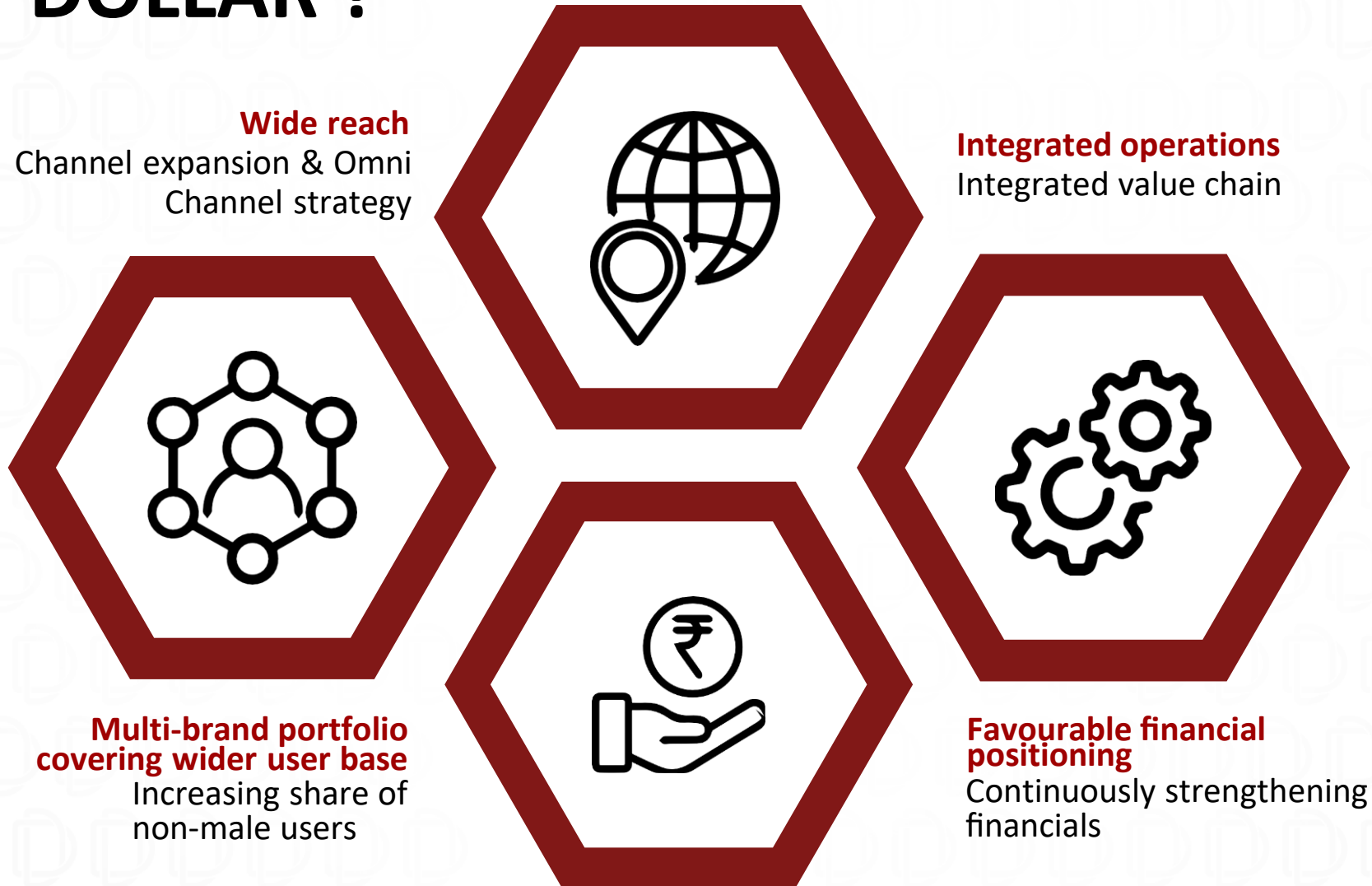
# SHAREHOLDING SUMMARY



## Share Information As on December 2023

NSE Ticker	DOLLAR
BSE Ticker	DOLLAR
Market Cap (INR Cr)	2,626.52
% Free-float	26.91%
Free-float market cap (INR Cr)	706.77
Shares outstanding	5,67,16,120
Industry	Hosiery

# WHY DOLLAR ?



# THANK YOU




Chief Financial Officer  
Ajay Kumar Patodia

 [cfo@dollarglobal.in](mailto:cfo@dollarglobal.in)

 [www.dollarglobal.in](http://www.dollarglobal.in)



Investor Relations Advisor  
Sanjeev Sancheti

 [ir@uirtus.in](mailto:ir@uirtus.in)

 [www.uirtus.in](http://www.uirtus.in)

# ANNEXURE

# VISION, MISSION AND VALUES

## Our Vision

Dollar in everyone's lives.

**Medium-term vision:** We aspire to metamorphose the Company into an aspirational brand by offering premium and super premium products

**Long-term vision:** To emerge as a complete brand and distribution company present across multiple categories of fashion wear – from garments to innerwear

## Our Mission

- To emerge as India's leading and most-loved innerwear brand
- To make fashionable yet affordable outerwear and innerwear
- To provide our customers with a higher standard of apparel
- To reach out to customers conveniently (modern trade and e-commerce)
- To outperform industry standards in terms of quality of earnings
- To enhance the lives of people centred around Dollar
- To achieve high governance standards

## Core Values

- Insights and constant innovation are a way for Dollar. We also add value to the Dollar experience so as to keep it more vibrant and relevant
- The benchmark for Dollar's success is customer satisfaction
- Dollar delights its customers through a range of products that not only deliver comfort, but are constantly upgraded to keep the styling in line with the latest trends
- Business integrity is the way of life at Dollar. The Company is proud to stand by integrity and transparency in all its dealings and ensures adherence to highest standards of business ethics
- At Dollar, we value time and its optimum utilisation for timely decision making

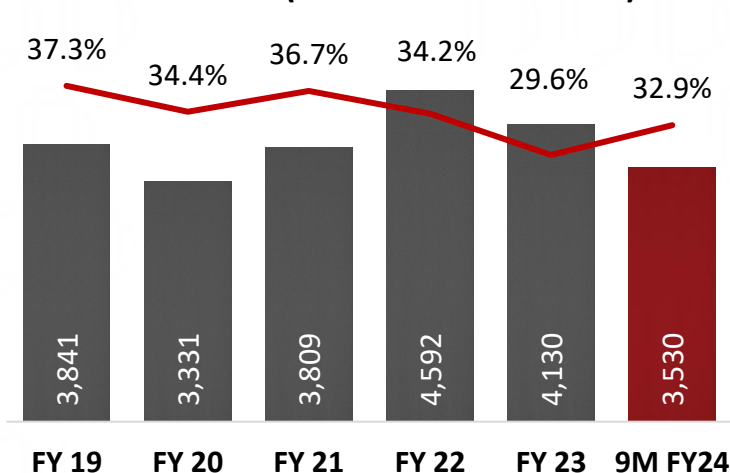


# PERFORMANCE TRACK RECORD

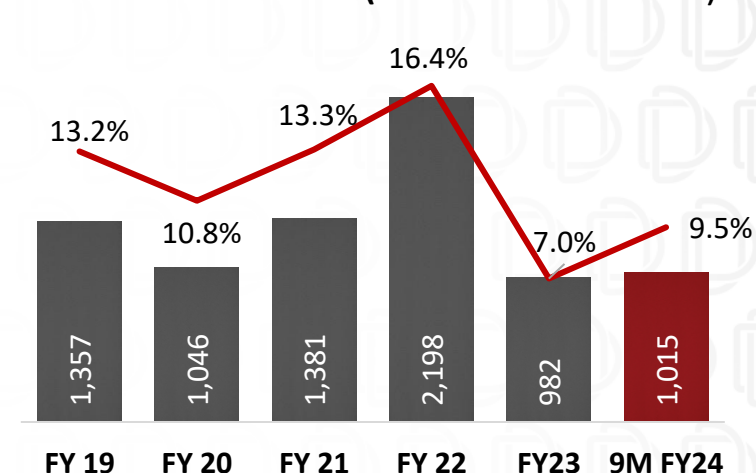
**OPERATING INCOME (INR Mn)**



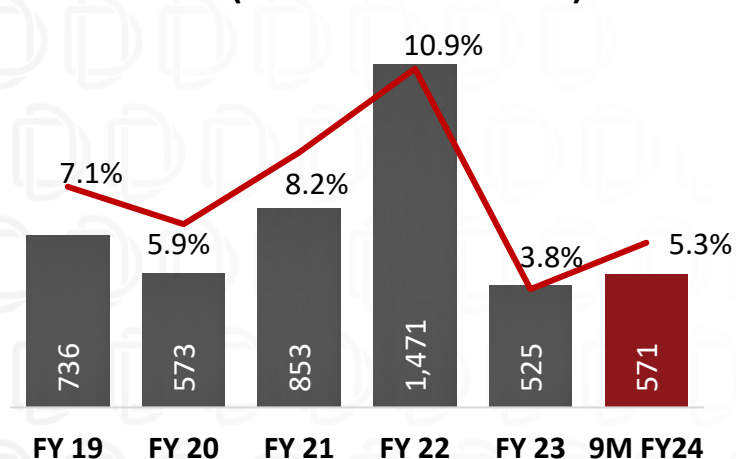
**GROSS MARGIN (INR Mn & % MARGIN)**



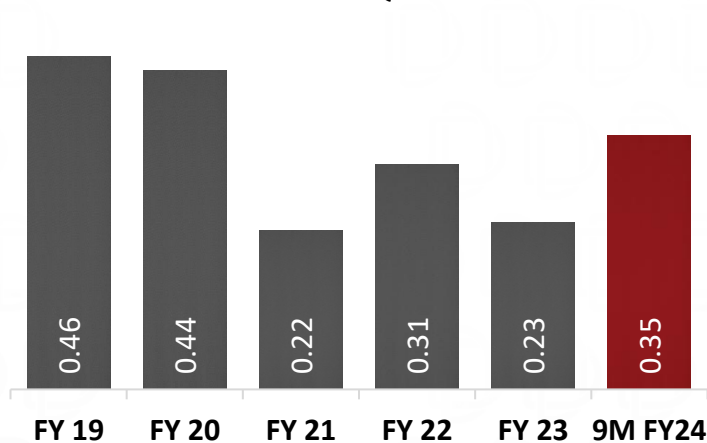
**OPERATING EBITDA (INR Mn & % MARGIN)**



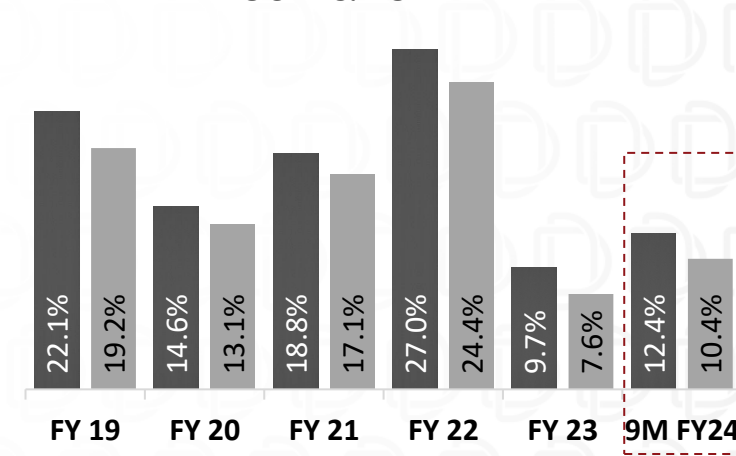
**PAT (INR Mn & % MARGIN)**



**NET DEBT – EQUITY RATIO**



**ROCE\* & ROE\***



# IMPROVING OUR CAPABILITIES FOR HIGHER PROFITABILITY

## INTEGRATED WAREHOUSE

Investments towards an integrated warehouse in West Bengal

### ADVANTAGES:

- Improved operational efficiencies
- Cost savings on rent and overheads of multiple warehouses
- Significant reduction of waste and damage
- Better controls over inventory, productivity, quality and efficiency
- Catalyzing Project Lakshya distribution expansion and related ERP initiatives

**COMMISSIONED  
IN SEPT'23**

## EXPANSION OF SPINNING CAPACITY

Increasing our spinning capacity from 22,000 spindles to 42,000 spindles

### ADVANTAGES:

- Mitigation of irregular supply of yarn through increased production
- Maintaining quality of yarn
- Ensuring no stock outs within the company or with dealers and distributors
- Enabling us to provide quality products at reasonable prices
- Increase of in-house yarn capacity from 400 TPM to 600-700 TPM

**RS.65 CRORE  
Envisaged  
Investments**

**FY 2023-24  
Expected  
Commissioning**

## INCREASE IN SOLAR POWER CAPACITY

Increasing our Solar Power Capacity from 6 MW to 12 MW

### ADVANTAGES:

- Reduction in operational Cost
- Low dependence on Non-Renewable Energy.
- Reducing carbon footprints and promoting responsible manufacturing process.
- Capacity to generate 1 crore unit yearly.

**RS.35 CRORE  
Envisaged  
Investments**

**FY 2024-25  
Expected  
Commissioning**