

Date: 14th March, 2024

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

Dear Sir / Madam,

Reg: Investor Presentation to be made at Analyst(s)/Institutional Investor(s) meeting

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our intimation dated 11th March, 2024, regarding Investors Meeting scheduled to be held on 18th March, 2024 and 19th March, 2024 organized by Motilal Oswal Financial Services at Grand Hyatt, Mumbai, we are enclosing a copy of Investor Presentation of the company.

This is for your information and record.

Thanking you,
Yours sincerely,

For Dollar Industries Limited

LALIT
LOHIA

Digitally signed by
LALIT LOHIA
Date: 2024.03.14
17:45:58 +05'30'

Lalit Lohia
Company Secretary and Compliance Officer

Encl: As above

DOLLAR INDUSTRIES LTD.

(AN ISO 9001:2015 CERTIFIED ORGANISATION)

Regd. Office 📍Om Tower 15th Floor 32 J. L. Nehru Road Kolkata 700071 India
☎ + 91 33 2288 4064-66 📞 +91 33 2288 4063 ✉ care@dollarglobal.in 🌐 dollarglobal.in

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.

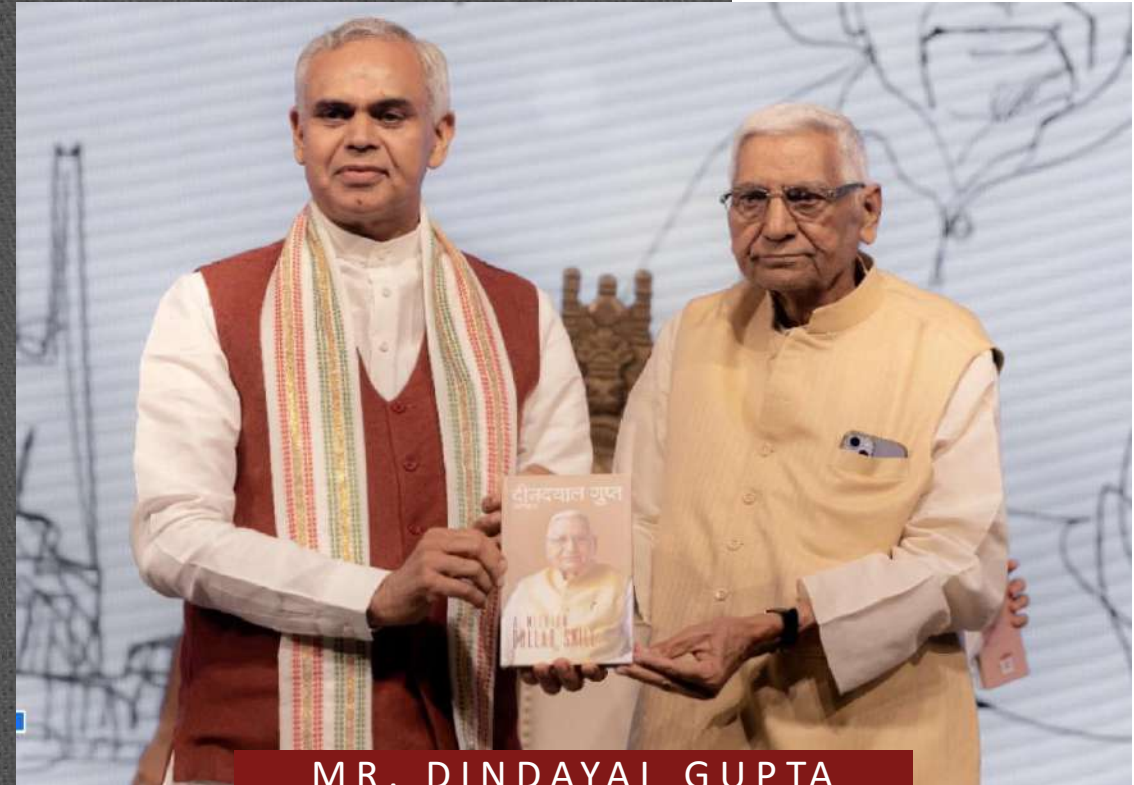
This presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness 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 material. Any liability in respect of the contents of, or any omission from, this presentation is expressly excluded.

This presentation and its contents are confidential and should not be distributed, published or reproduced, in whole or in part, or disclosed by recipients directly or indirectly to any other person.

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	22-31
5	ESG	32-38
6	Financial Summary	39-42
7	Annexure	45-48



ABOUT DOLLAR INDUSTRIES LIMITED

 **DOLLAR**
WEAR THE CHANGE

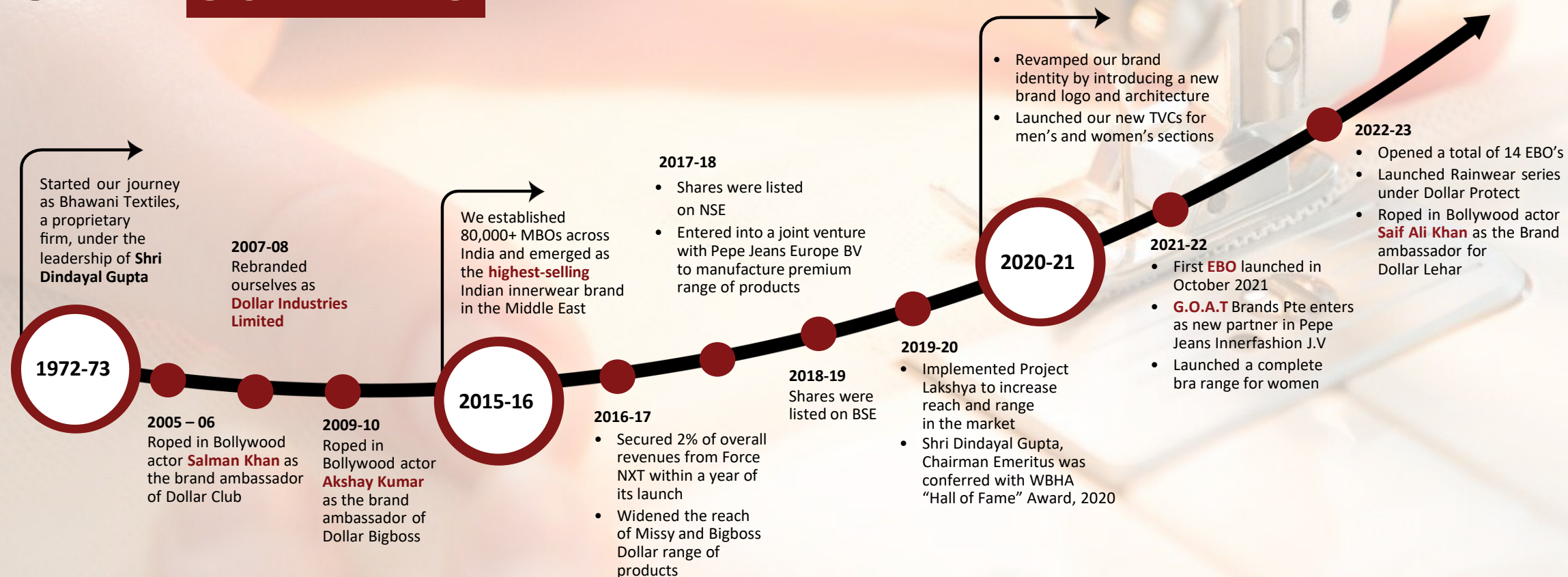
 50
GLORIOUS
YEARS

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.

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

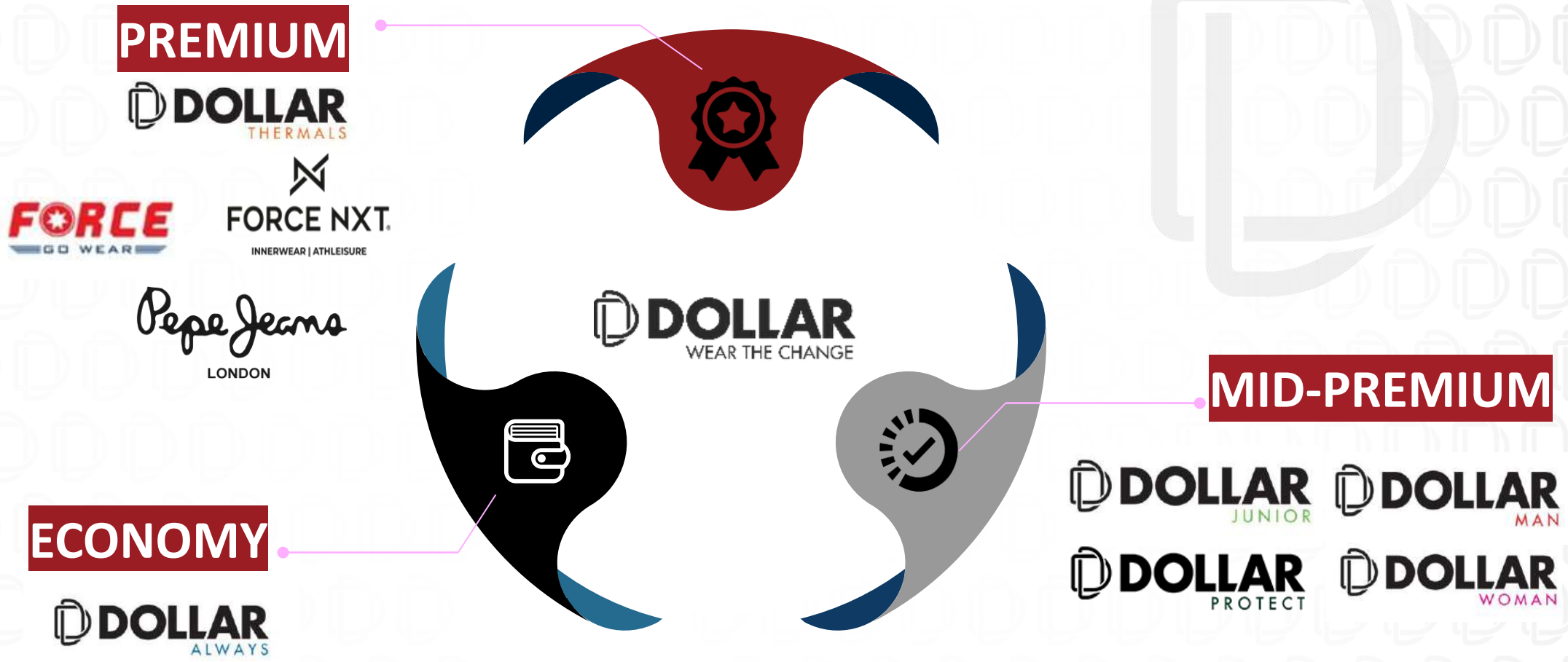
 Brief	 Trunk	 Vest	 T-Shirt	 Henley	 Tank Top
 Muscle Tee	 Long Sleeve T-Shirt	 Polo T-Shirt	 Jogger	 Track Pant	 Shorts
 Boxer Shorts	 Sweat Shirt	 Hoodie	 Jacket	 Long Sleeve Thermal Tee	 Long Thermal Trouser

Activewear

 Tank Top	 Muscle Tee	 T-Shirt	 Shorts	 Track Pant	 Jogger
---	---	--	---	---	---



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

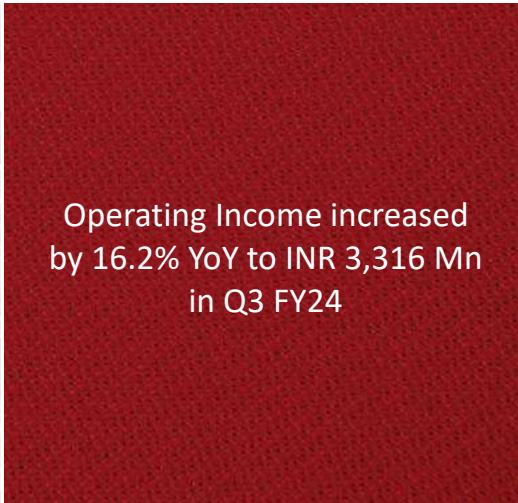


Q3 FY24 QUARTERLY HIGHLIGHTS


KEY HIGHLIGHTS



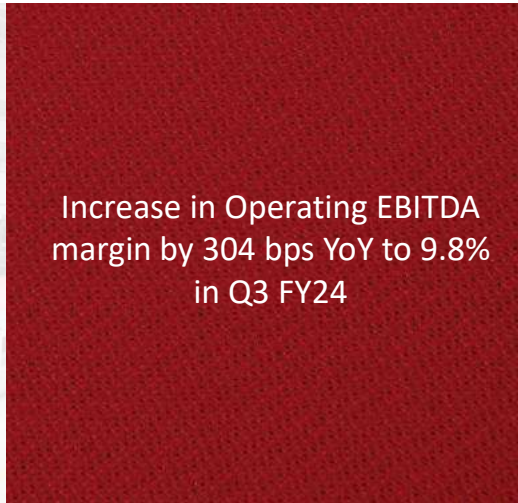
Total volume saw a growth of
30.4% YoY in Q3 FY24




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



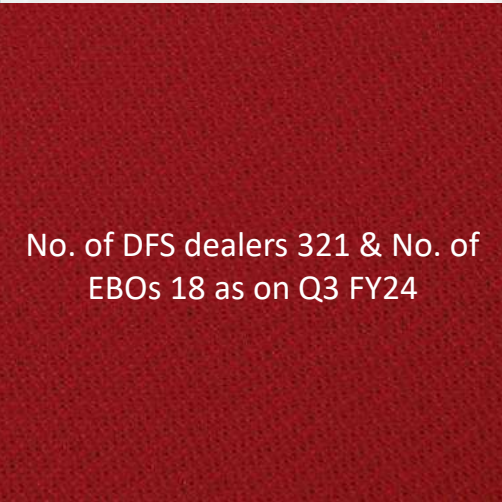
Increase in GP margin by 375
bps YoY to 33.9% in Q3 FY24



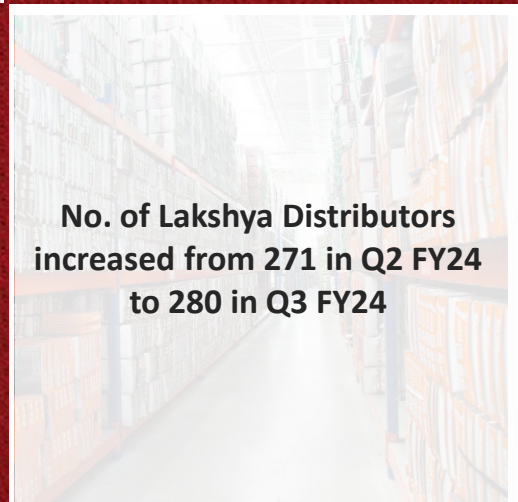
Increase in Operating EBITDA
margin by 304 bps YoY to 9.8%
in Q3 FY24



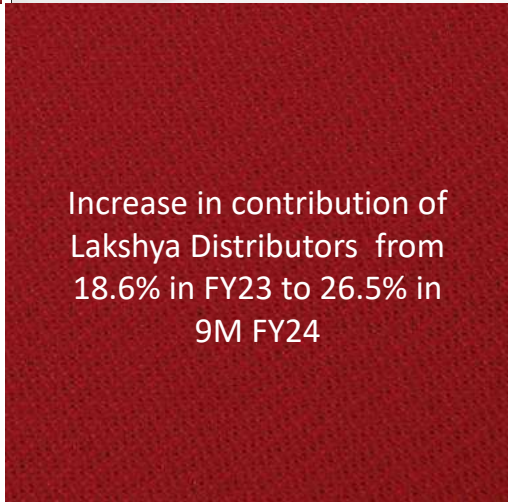
Increase in PAT margin by 262
bps YoY to 5.3% in Q3 FY24



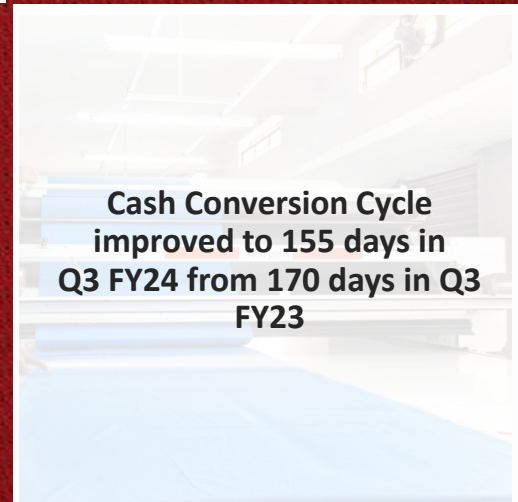
No. of DFS dealers 321 & No. of
EBOs 18 as on Q3 FY24



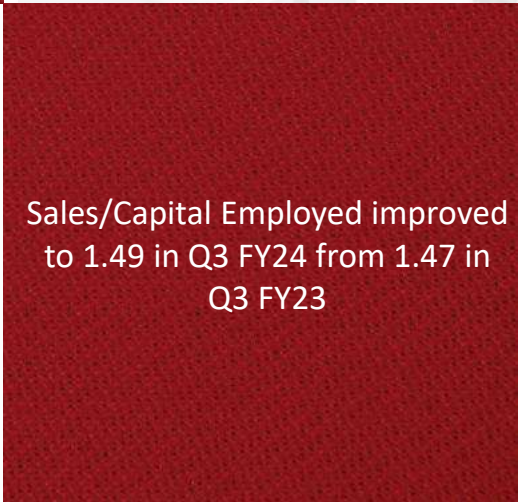
No. of Lakshya Distributors
increased from 271 in Q2 FY24
to 280 in Q3 FY24



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 ¹
Q3 FY24	3,316	1,123	326	227	177	239
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 ² (%)		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)

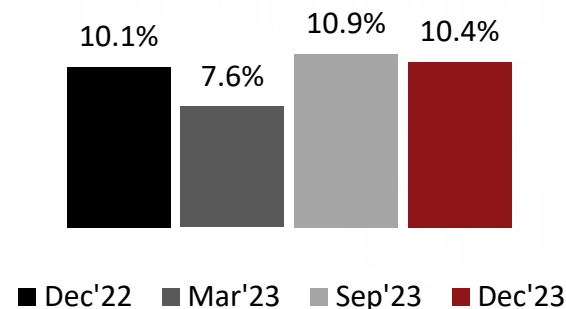
₹ Million

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

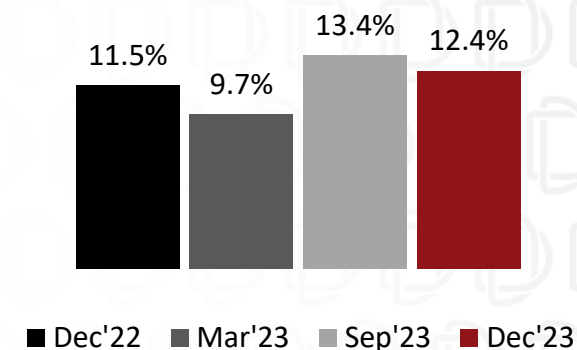
Note:

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

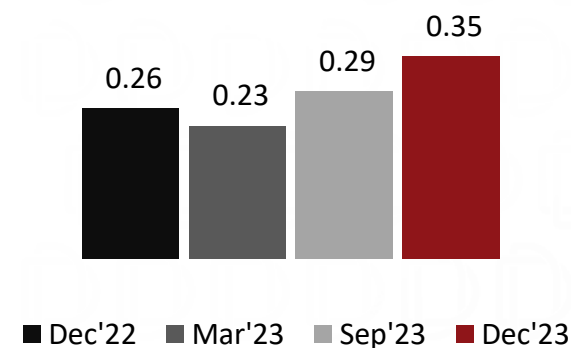
ROE(%)²



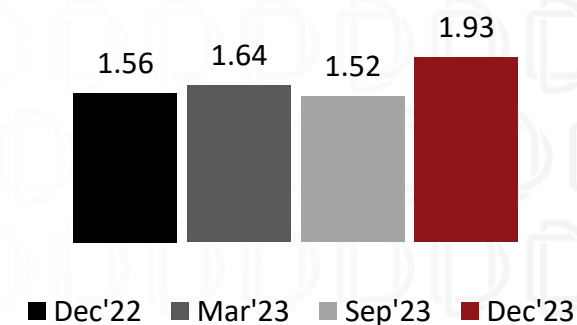
ROCE(%)²



Net Debt/Equity

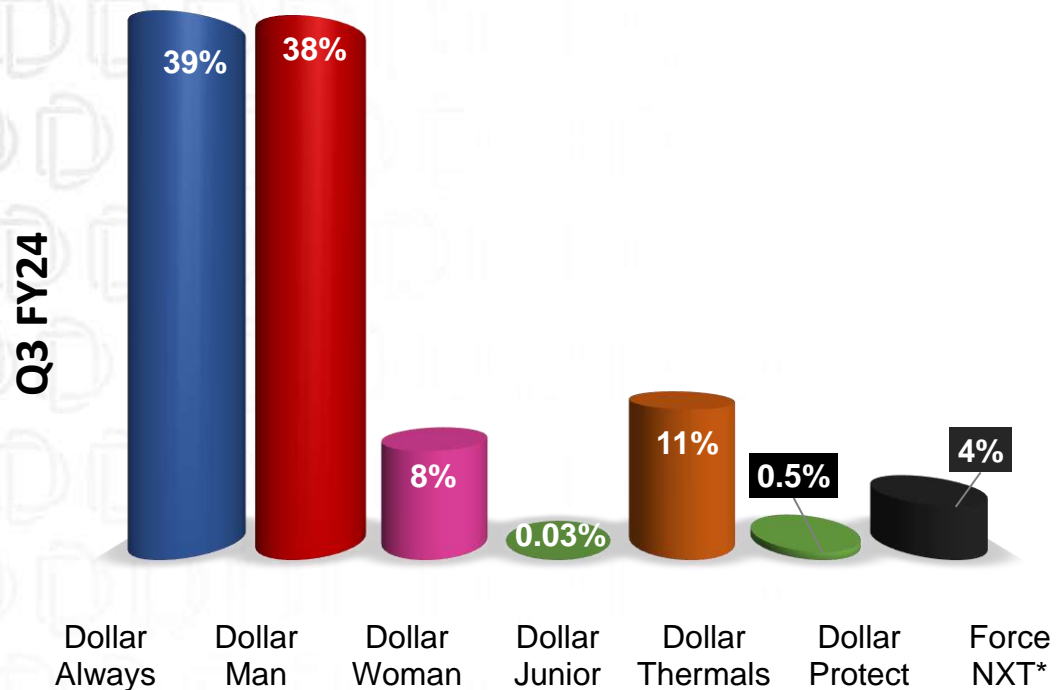


Net Debt/Operating EBITDA²



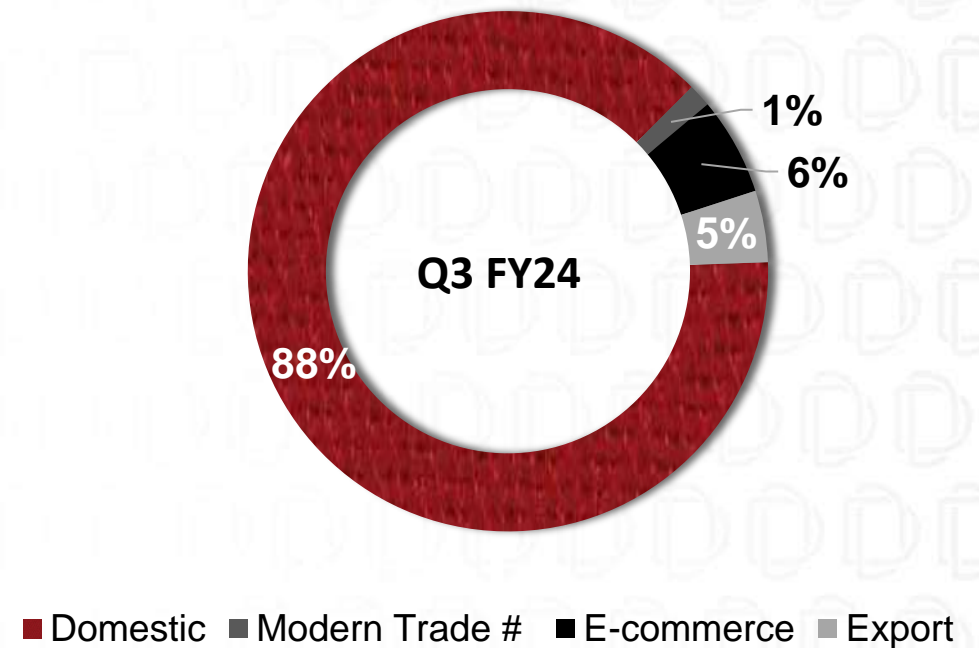
REVENUE CONTRIBUTION (1/2)

BRAND WISE



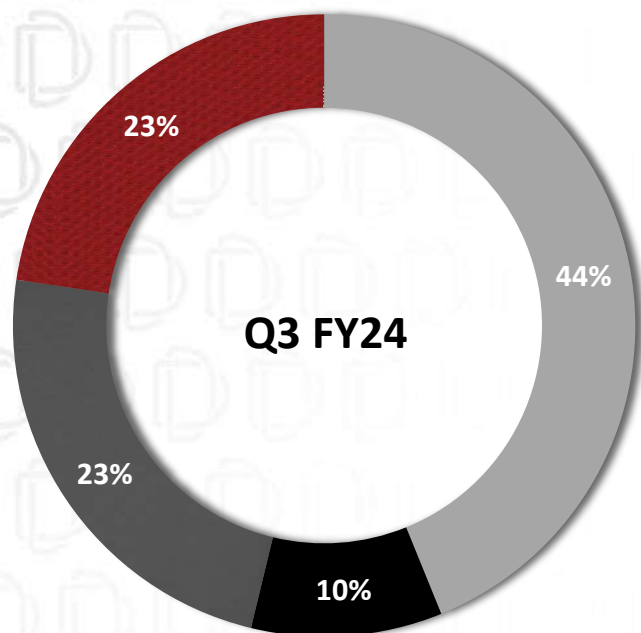
*Force Gowear and Pepe are part of Force NXT
#Modern Trade includes revenue from EBOs

TRADE CHANNEL WISE



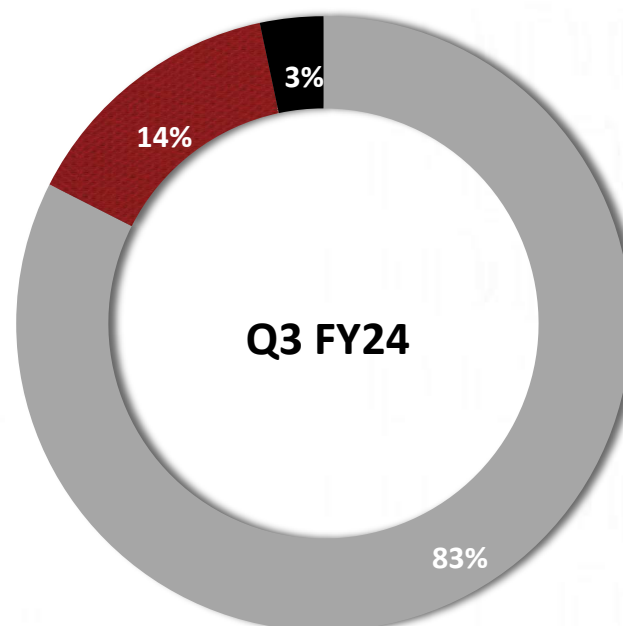
REVENUE CONTRIBUTION (2/2)

REGION WISE



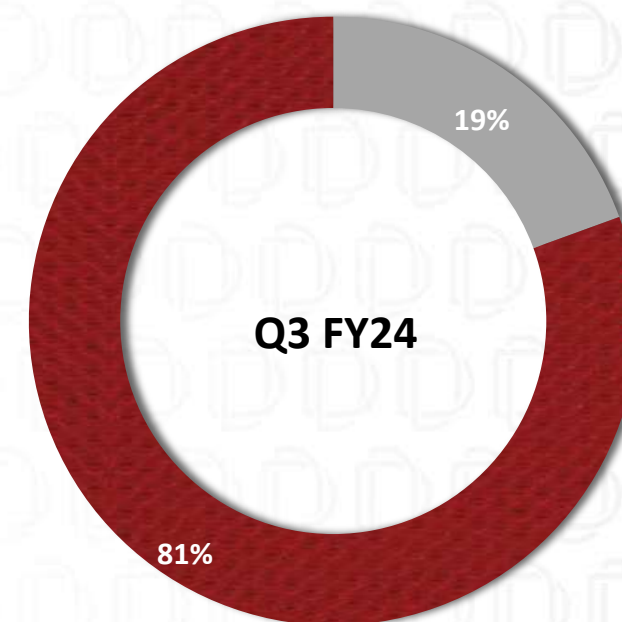
■ North ■ South ■ East ■ West

GENDER WISE



■ Men ■ Women ■ Kids

CATEGORY WISE



■ Outerwear ■ Innerwear

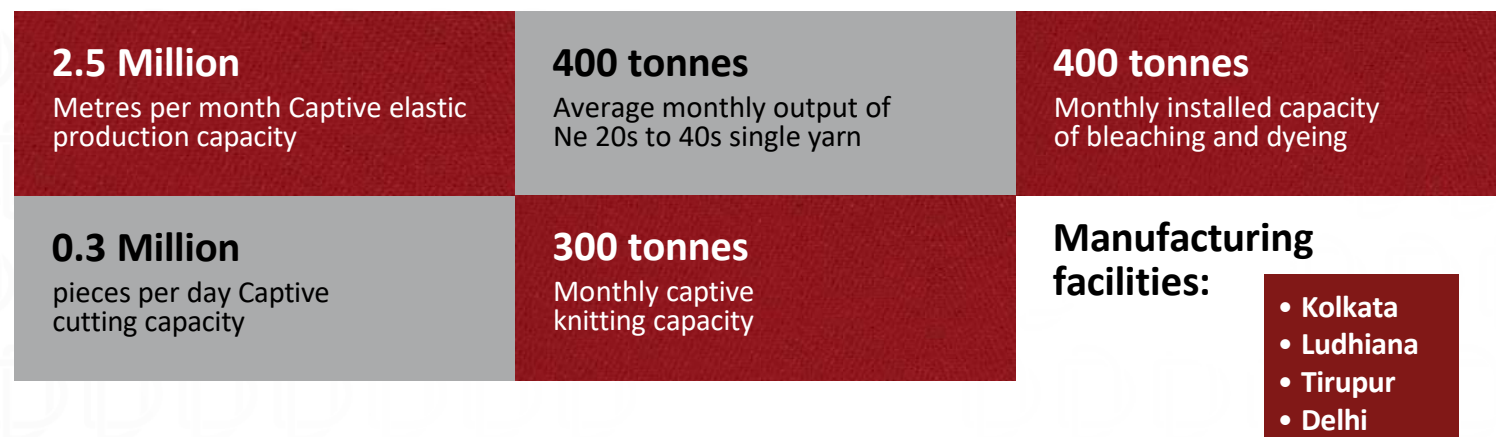


Q3 FY24

OPERATIONAL HIGHLIGHTS



EDGING PAST COMPETITION WITH INTEGRATED VALUE CHAIN



Our Value Chain



WIDENING FOOTPRINT TO CATER TO LARGER POPULATION

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

Multi-platform

E-retail presence



Modern trade



PENETRATING COUNTRIES ACROSS THE WORLD

Export revenue in Q3'FY24

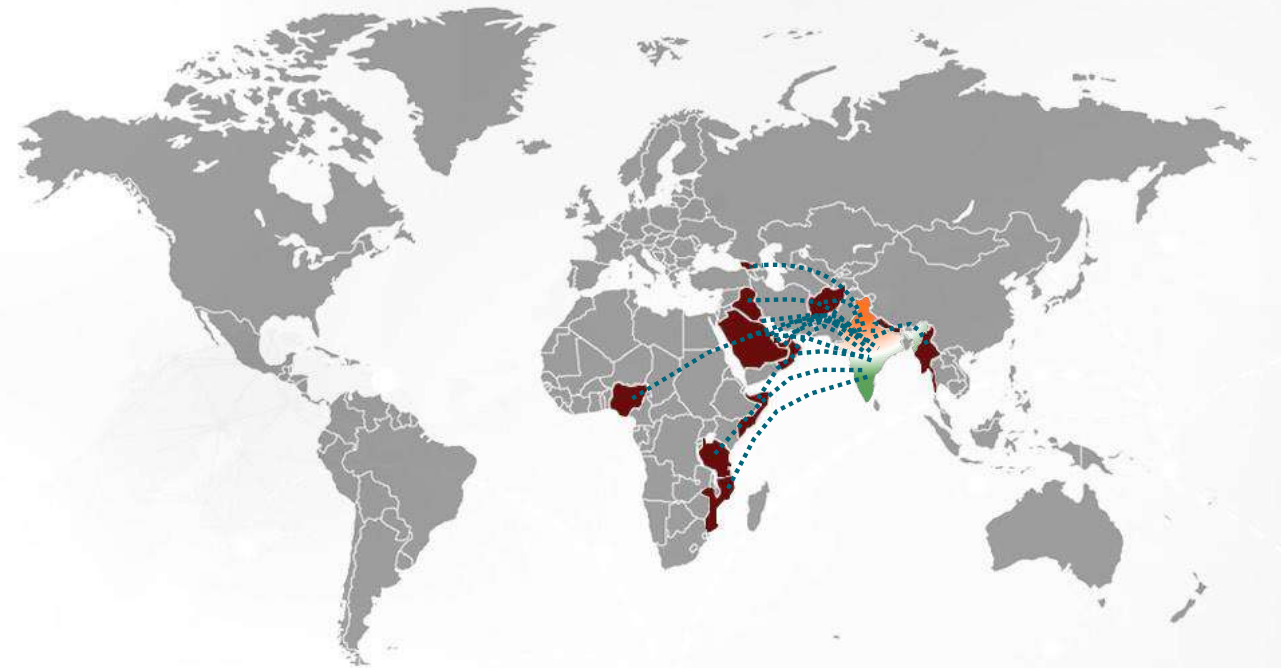
15 Countries | 154 Million

Export revenue in FY 26

30 Countries | 11.0%

Where we export

- | | | | |
|----------------|---------------|------------------|--------------|
| 1. Afghanistan | 5. Kuwait | 9. Nigeria | 13. Somalia |
| 2. Bahrain | 6. Mozambique | 10. Oman | 14. Tanzania |
| 3. Georgia | 7. Myanmar | 11. Qatar | 15. UAE |
| 4. Iraq | 8. Nepal | 12. Saudi Arabia | |





Q3 FY24

GROWTH DRIVERS

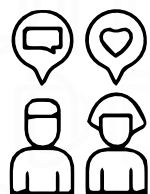


DOLLAR
WEAR THE CHANGE

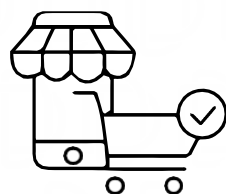
50
GLORIOUS YEARS

GROWTH DRIVERS

Strategic priorities



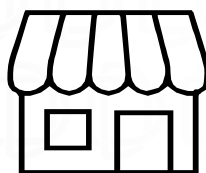
Leveraging
new brand overhaul



Investing in
digitisation



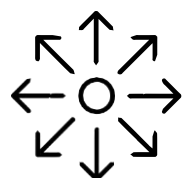
Growth through
Project Lakshya



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%

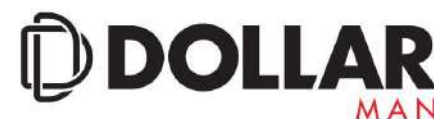
Share of women's brand revenue in FY26

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 (1/2)

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
- Execute Retailer Bonding Programs to ensure higher retention
- Implementation of ARS and DMS at distributor level
- SOPs laid out for distributors leading to improved performance

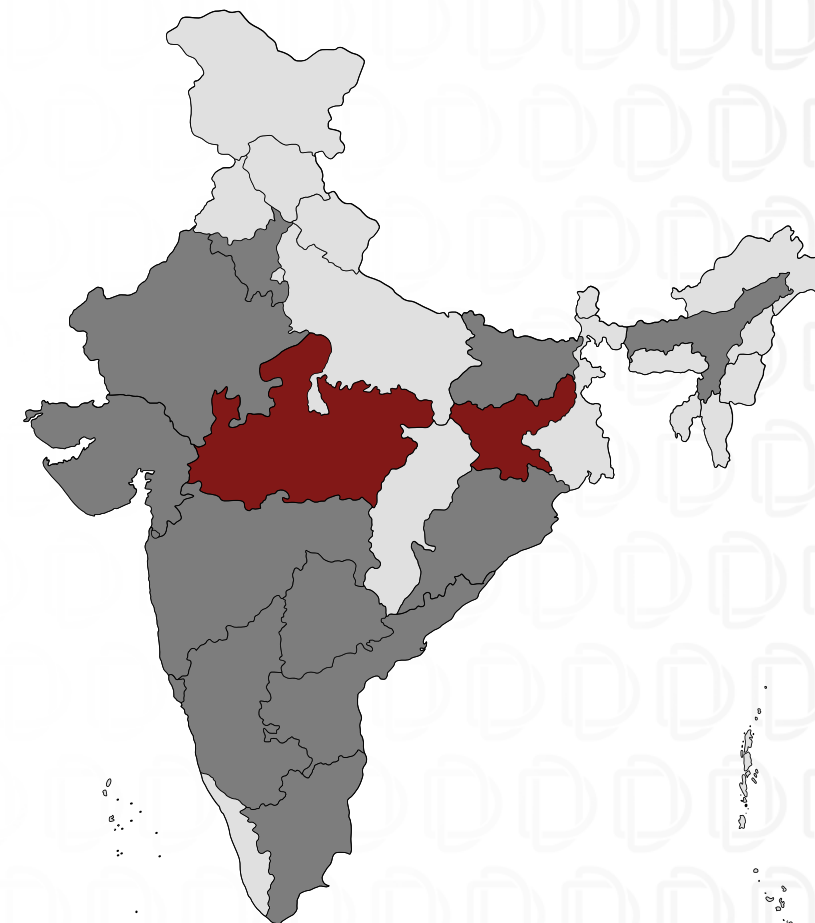
Why?

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



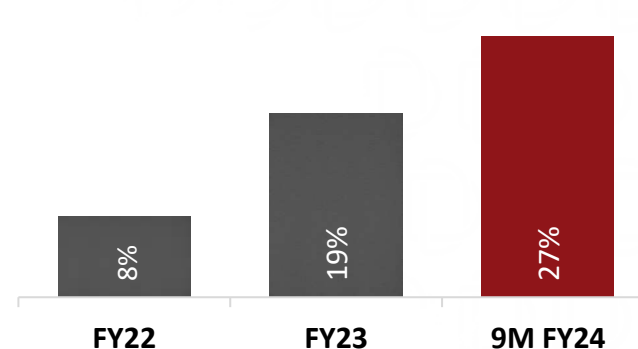
■ Project Lakshya Implementation: FY25 Targeted States
■ Project Lakshya Implementation: Current States

PROJECT LAKSHYA UPDATES (2/2)

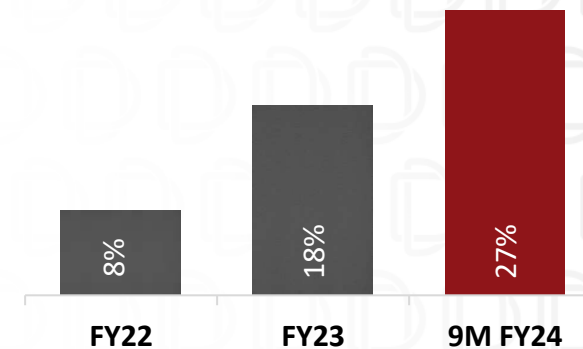


DOLLAR RETAILER BONDING PROGRAM

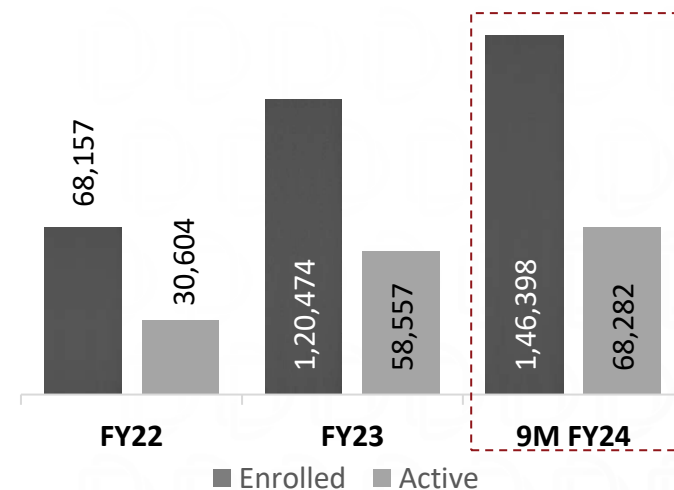
VALUE CONTRIBUTION



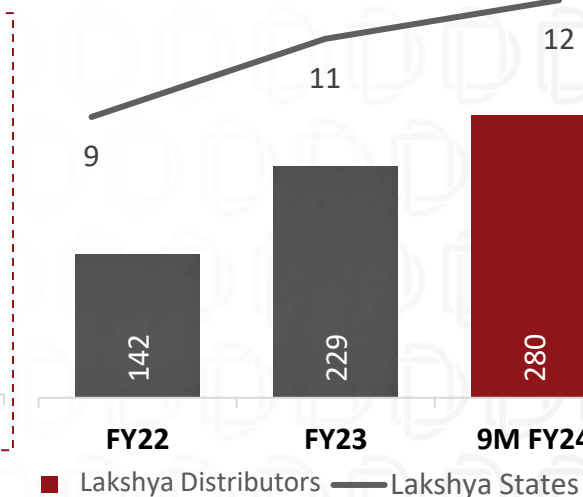
VOLUME CONTRIBUTION



LAKSHYA RETAILERS



LAKSHYA DB



PURSUING GROWTH THROUGH **EBO**

125

Targeted EBOs by 2026



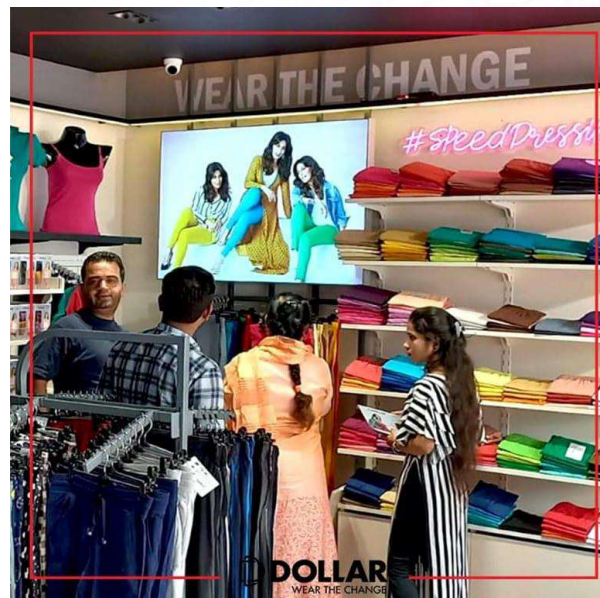
We successfully forayed into the exclusive brand outlet (EBO) segment



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 | ATHLEISURE



‘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



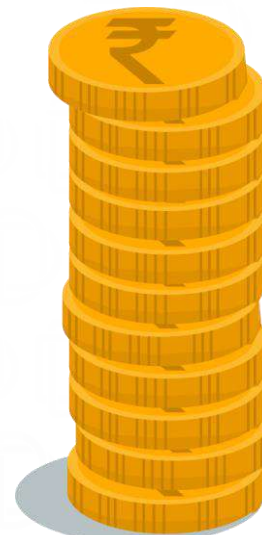
3

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



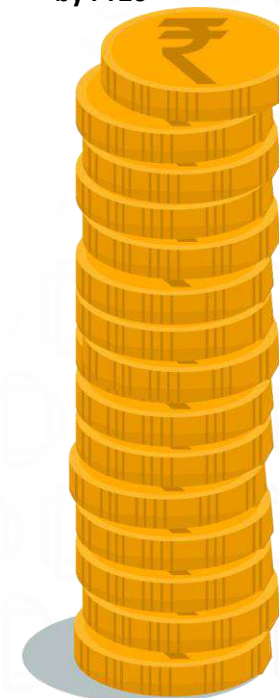
4

- **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

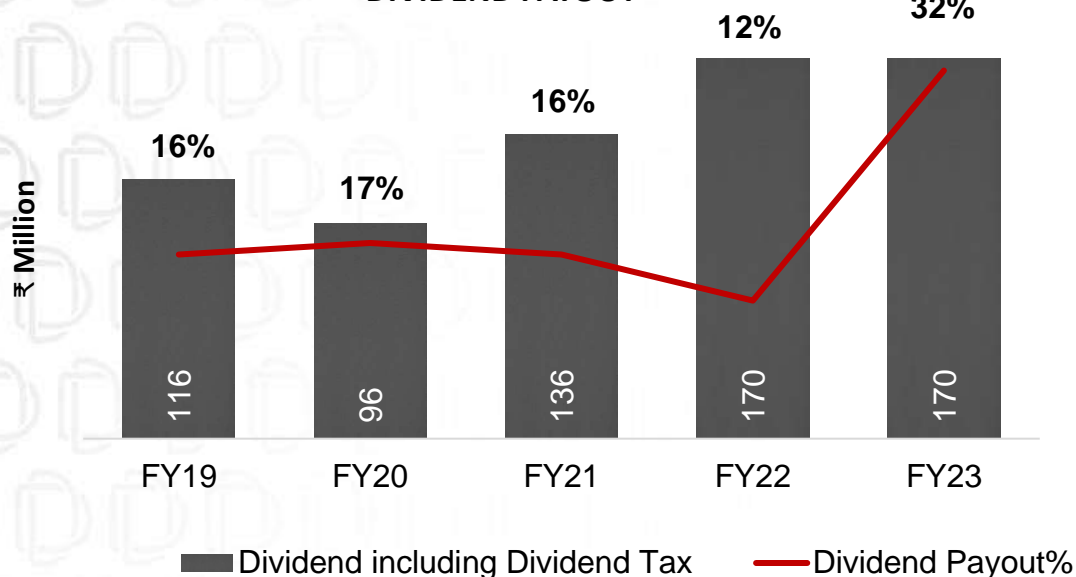
₹ Million

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

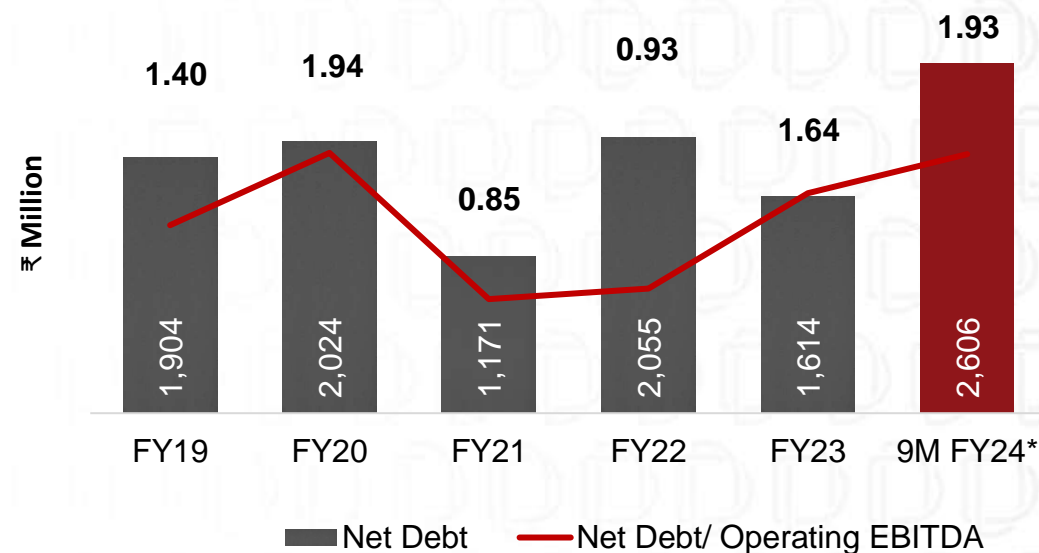
1. Previous Years' numbers are strictly not comparable due to inclusion of a subsidiary in this Financial Year
2. EPS figures are not YTD annualized

FOCUS ON **SHAREHOLDER** VALUE CREATION

DIVIDEND PAYOUT



NET DEBT AND NET DEBT/OPERATING EBITDA

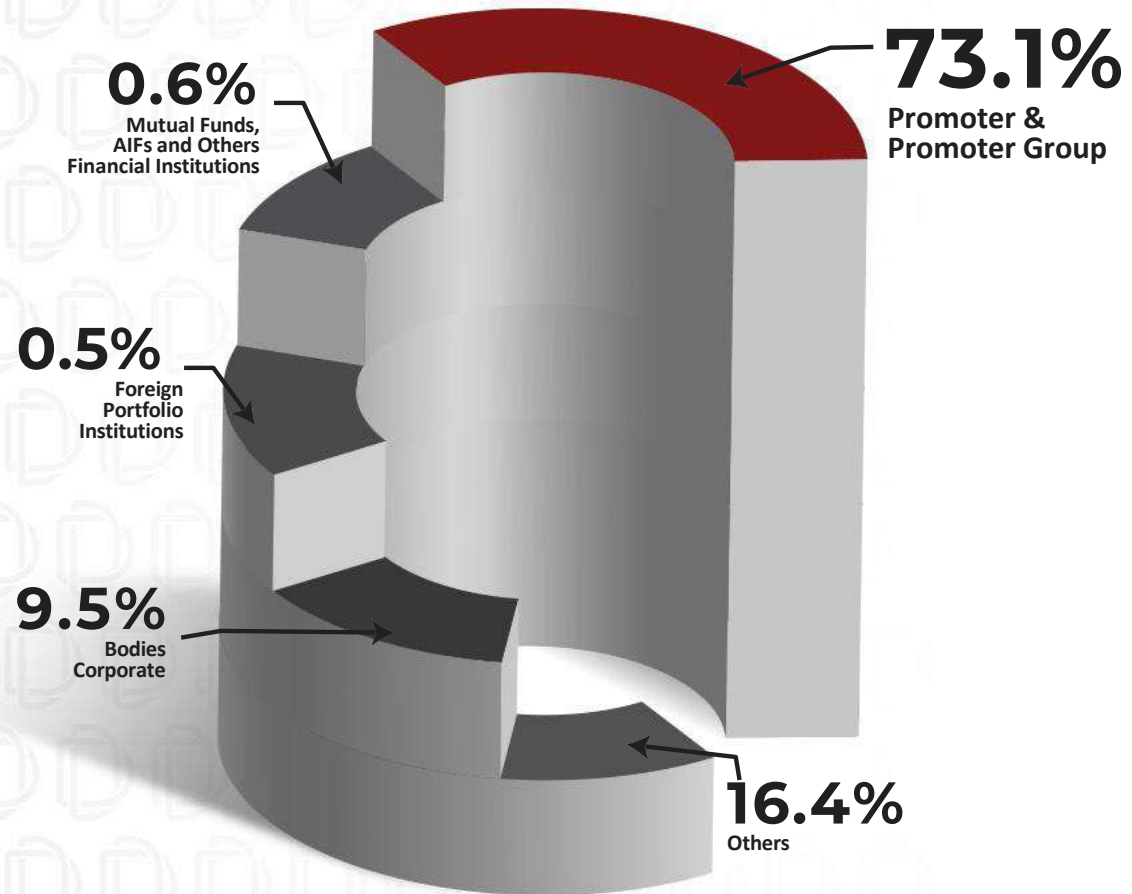


Consistent dividend payout



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

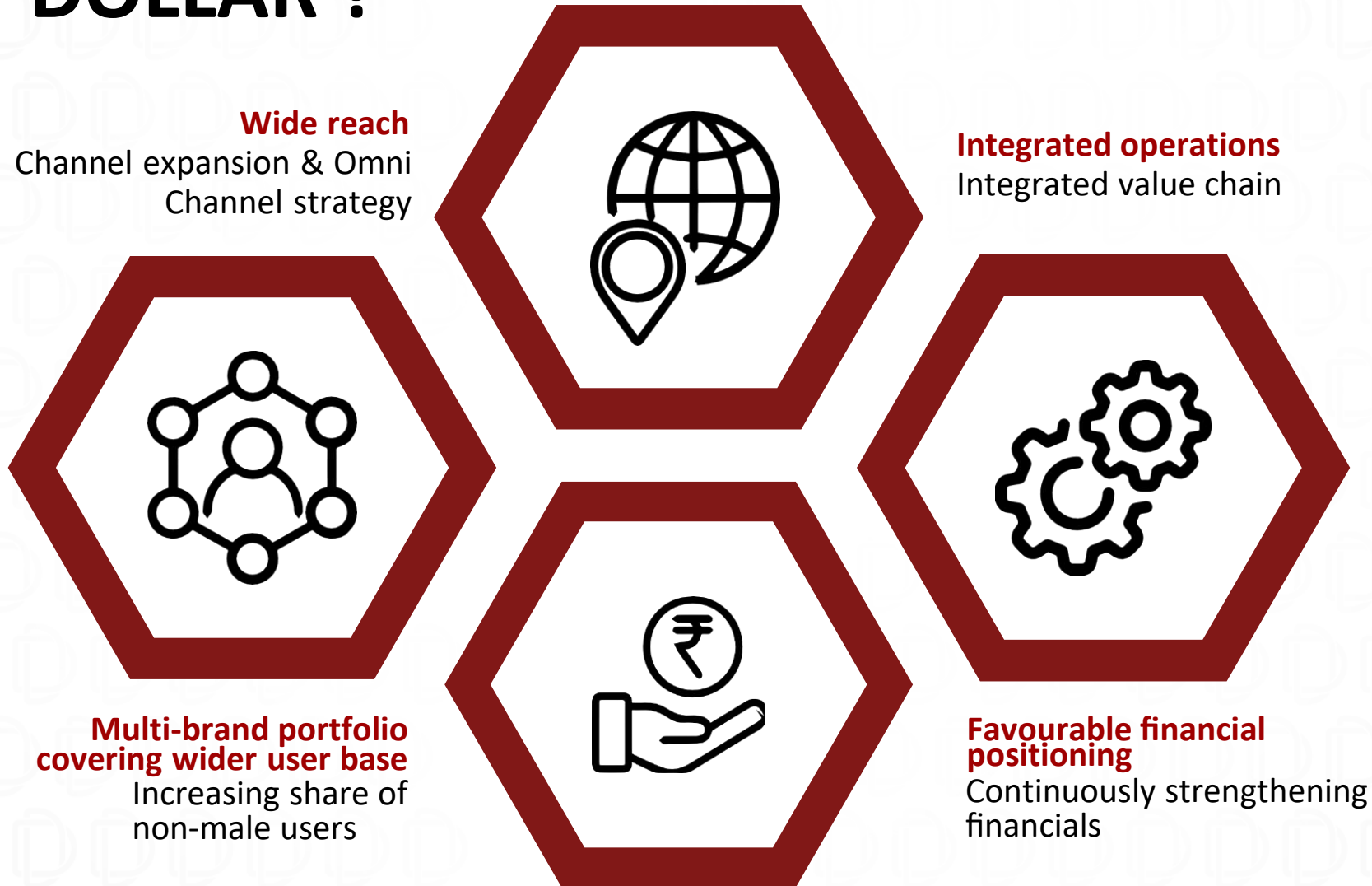
SHAREHOLDING SUMMARY



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 ?



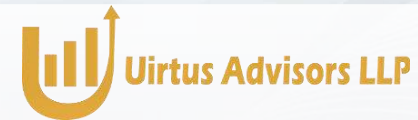
THANK YOU



Chief Financial Officer
Ajay Kumar Patodia


 cfo@dollarglobal.in

 www.dollarglobal.in



Investor Relations Advisor
Sanjeev Sancheti

 ir@uirtus.in

 www.uirtus.in

ANNEXURE

VISION, MISSION AND VALUES

Our Vision

Dollar in everyone's lives.

Medium-term vision: We aspire to metamorphise 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

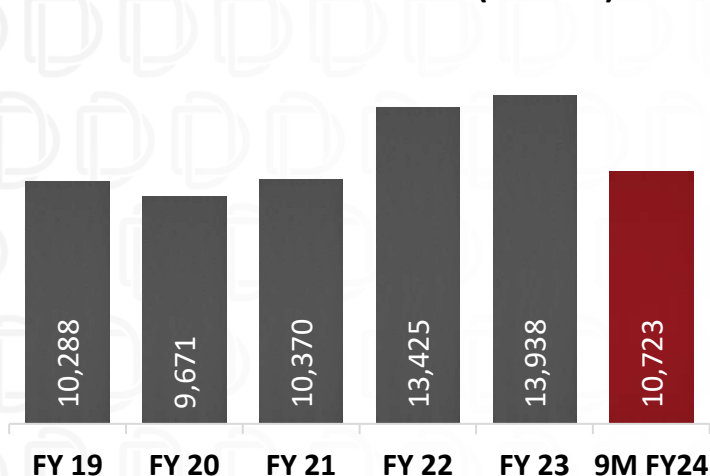
Core Values

- 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

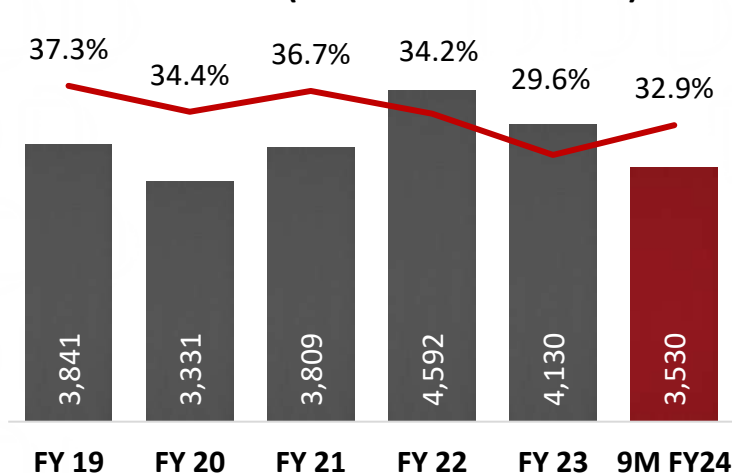


PERFORMANCE TRACK RECORD

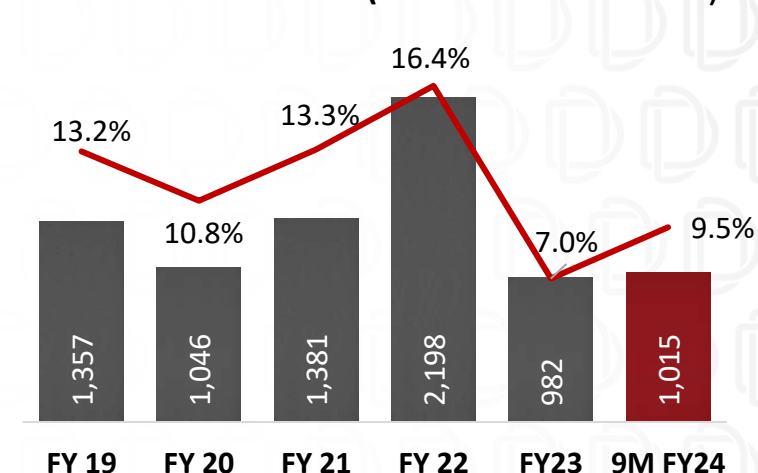
OPERATING INCOME (INR Mn)



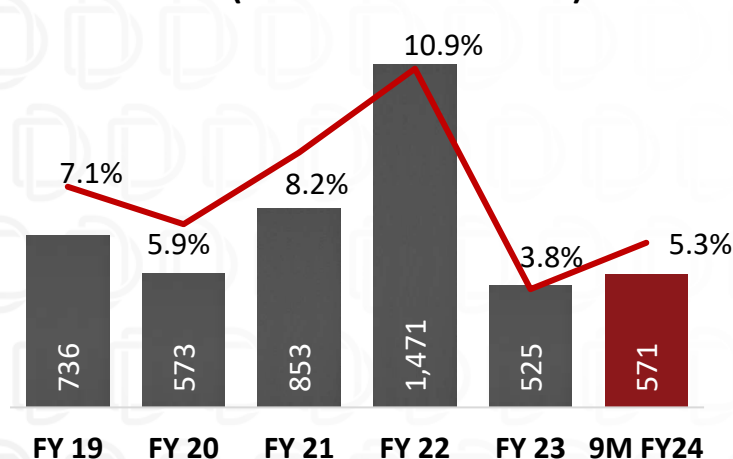
GROSS MARGIN (INR Mn & % MARGIN)



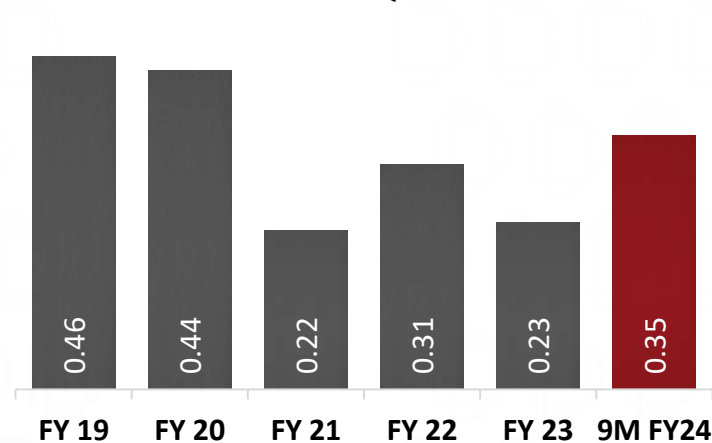
OPERATING EBITDA (INR Mn & % MARGIN)



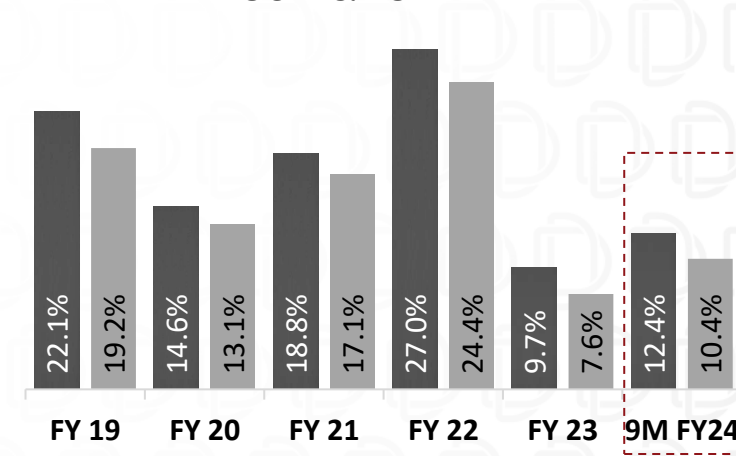
PAT (INR Mn & % MARGIN)



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 **FY 2023-24**
Envisaged **Expected**
Investments **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 **FY 2024-25**
Envisaged **Expected**
Investments **Commissioning**