

Date: 21st May, 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 PhirozeJeejeebhoy 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 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 13th May 2024, regarding conference call viz Earnings Call, for the Analyst(s)/ Institutional Investor(s) scheduled to be held on Wednesday, 22nd May 2024 at 4:00 PM. (IST) as organized by Elara Securities (India) Private Limited, we are hereby enclosing a copy of Investor Presentation on the financials and other matters for the quarter and year ended on 31st March, 2024 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 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
Q4 FY24 & 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.

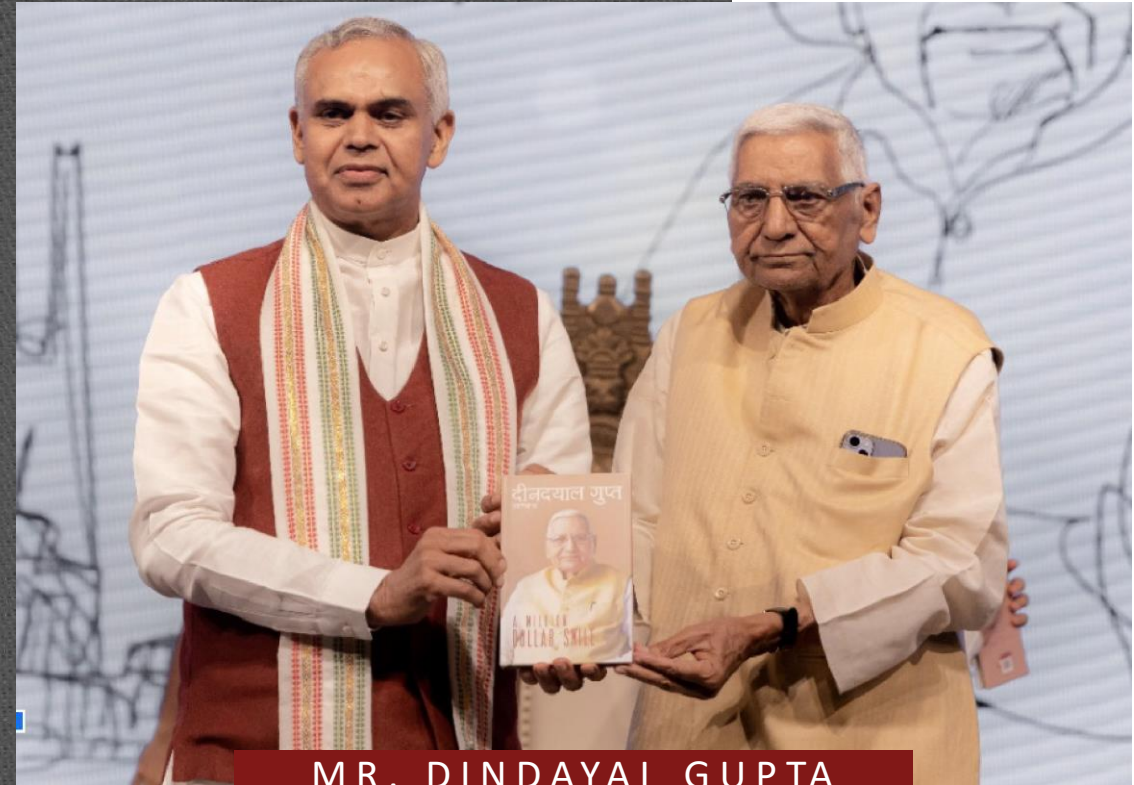
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THE WARP AND WEFT OF MEMORIES AND LEARNINGS

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	Q4 & FY24 Highlights	12-20
3	Operational Highlights	21-24
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ABOUT DOLLAR INDUSTRIES LIMITED

 **DOLLAR**
WEAR THE CHANGE

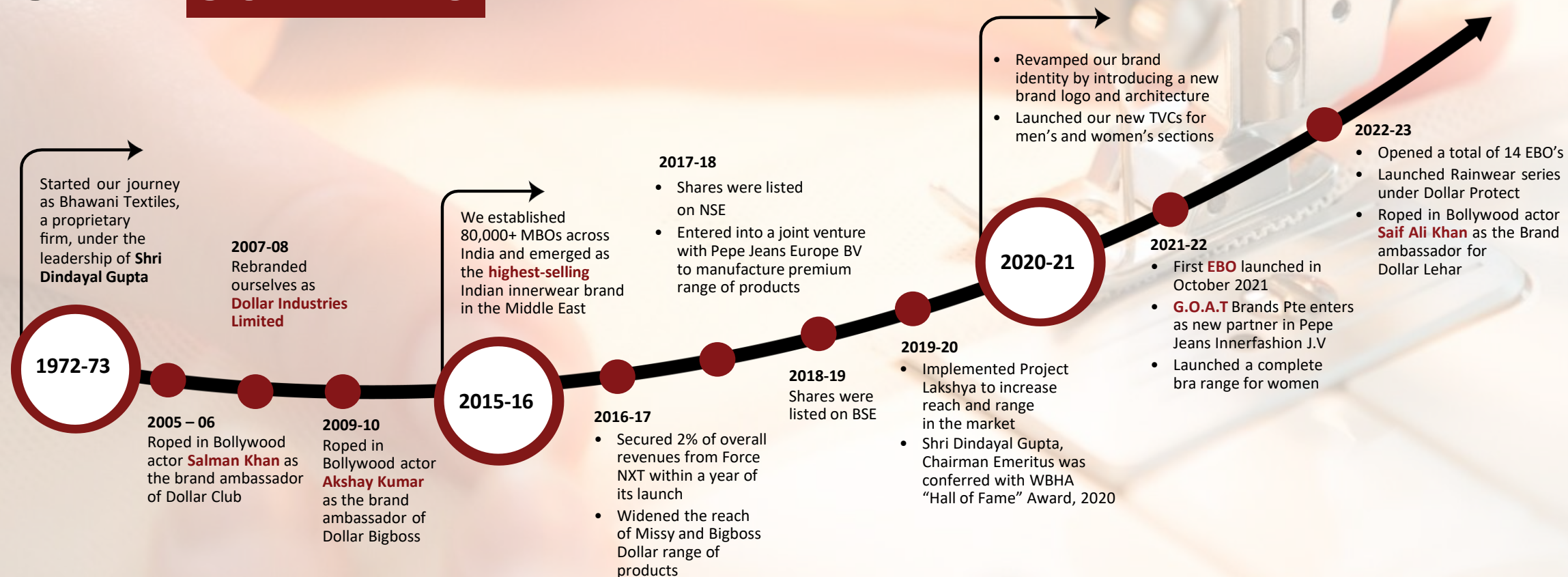
50
GLORIOUS
YEARS

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.

~250 million Garment manufacturing capacity (pieces)	15% Market share in the Indian hosiery space	2000+ Products across all segments of presence	2100+ 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 Trousers

Activewear

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

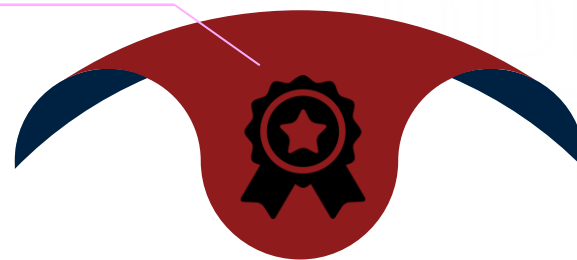
PREMIUM

DOLLAR
THERMALS

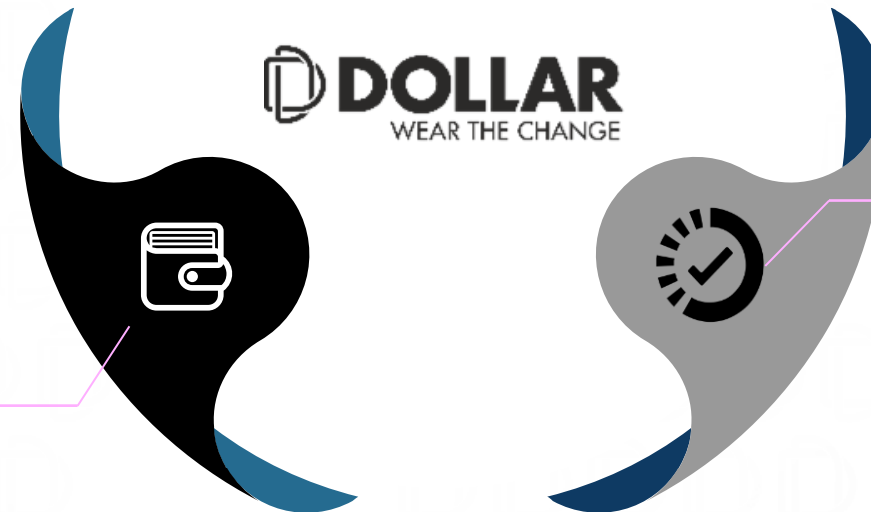
FORCE
GO WEAR

FORCE NXT.
INNERWEAR | ATHLEISURE

Pepe Jeans
LONDON



DOLLAR
WEAR THE CHANGE



MID-PREMIUM

DOLLAR JUNIOR **DOLLAR** MAN

DOLLAR PROTECT **DOLLAR** WOMAN

ECONOMY

DOLLAR
ALWAYS

MANAGEMENT COMMENTARY

“We are happy to announce that the company achieved strong all-round growth both in the fourth quarter and in full year FY24. In Q4 FY24, the company recorded its highest-ever quarterly operating income of ₹5,000 Mn, marking a 23.0% year-over-year increase. For the full year, operating income stood at ₹15,723 Mn, reflecting a 12.8% YoY growth. Additionally, the company saw a volume growth of 17.6% YoY in Q4 FY24 and 21.4% YoY for the entire FY24.

Gross profit in Q4 FY24 grew 53.6% YoY to ₹ 1,530 Mn, as GP margin expanded by 609 bps YoY to 30.6%, whereas Operating EBITDA grew sharply by 405.9% YoY to ₹ 572 Mn. Operating EBITDA margin expanded by 865 bps YoY to 11.4%.

For FY24, Gross profit grew 22.6% YoY to ₹ 5,059 Mn, as GP margin expanded by 256 bps to 32.2%, whereas Operating EBITDA grew by 61.5% to ₹ 1,586 Mn. Operating EBITDA margin expanded by 304 bps YoY, crossing the 10% mark.

The company achieved PAT of ₹ 331 Mn in Q4 FY24, up by 5,911.8% against the same quarter of the previous year, registering a PAT margin of 6.6%. For FY24, the company achieved PAT of ₹ 902 Mn, showing a growth of 71.7% YoY, registering a PAT margin of 5.7%.

We are also happy to announce that the Board of Directors has recommended a Dividend of ₹ 3 per share, subject to Shareholders’ approval, which is 150% of the face value.

The company remains steadfast in its commitment towards continued growth and success of Project Lakshya, and we have added 61 distributors under this project in FY24. The contribution of Project Lakshya distributors stood at 26.3% in FY24, up from 18.6% in FY23. We target 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.

Our company is experiencing robust demand and an increasing proportion of higher-margin products in our portfolio. This positive trend positions us well to achieve our desired topline and bottom-line growth in the near future.”

Vinod Kumar Gupta | Binay Kumar Gupta
Dollar Industries Limited



Vinod Kumar Gupta

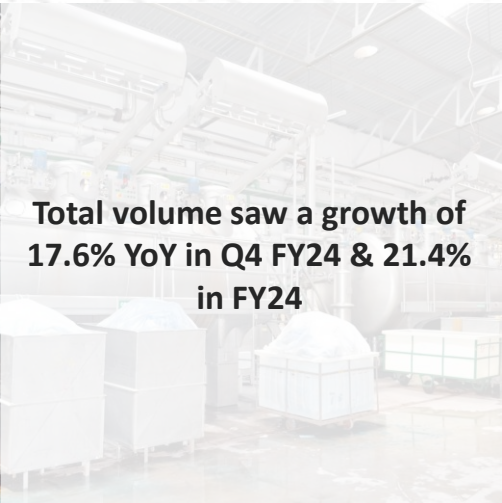
Binay Kumar Gupta



Q4 FY24 & FY24 HIGHLIGHTS



KEY HIGHLIGHTS



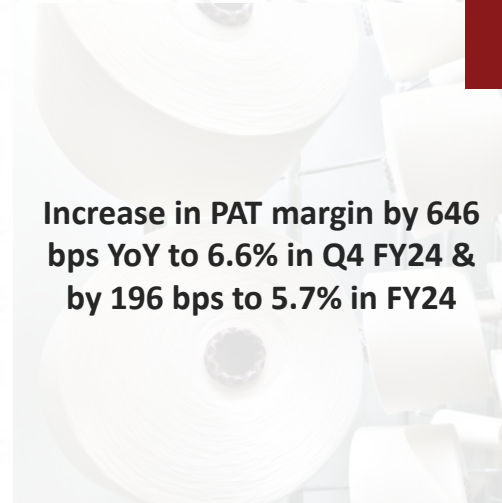
Total volume saw a growth of 17.6% YoY in Q4 FY24 & 21.4% in FY24

Operating Income increased by 23.0% YoY to ₹ 5,000 Mn in Q4 FY24 & by 12.8% to ₹15,723 in FY24



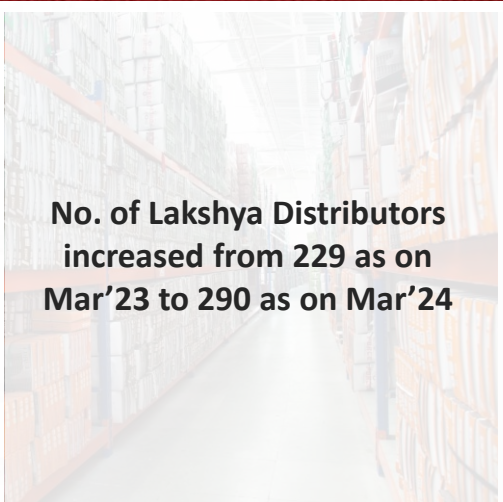
Increase in GP margin by 609 bps YoY to 30.6% in Q4 FY24 & 256 bps to 32.2% in FY24

Increase in Operating EBITDA margin by 865 bps YoY to 11.4% in Q4 FY24 & by 304 bps to 10.1% in FY24



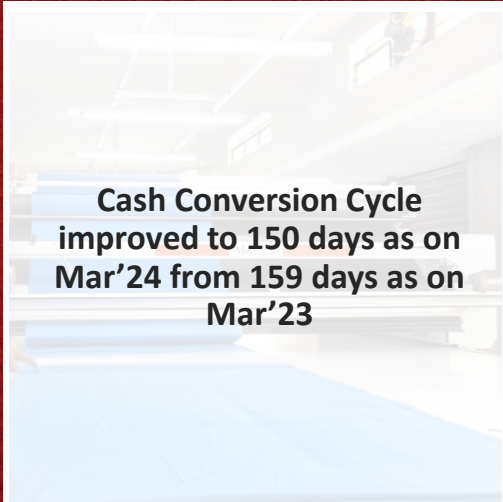
Increase in PAT margin by 646 bps YoY to 6.6% in Q4 FY24 & by 196 bps to 5.7% in FY24

No. of DFS dealers 328 & No. of EBOs 17 as on Mar'24



No. of Lakshya Distributors increased from 229 as on Mar'23 to 290 as on Mar'24

Increase in contribution of Lakshya Distributors from 18.6% in FY23 to 26.3% in FY24



Cash Conversion Cycle improved to 150 days as on Mar'24 from 159 days as on Mar'23

Sales/Capital Employed improved to 1.58 in FY24 from 1.49 in 9M FY24

FINANCIAL HIGHLIGHTS (1/3)

₹ Million

Particulars	Operating Income	Gross Profit	Operating EBITDA	Profit Before Tax	Profit After Tax	Cash Profit ¹
Q4 FY24	5,000	1,530	572	463	331	397
Growth (YOY)	23.0%	53.6%	405.9%	2274.7%	5911.8%	725.8%
Growth (QOQ)	50.8%	36.3%	75.2%	104.0%	86.9%	66.4%
Margin ² (%)		30.6%	11.4%	9.2%	6.6%	
Margin –YoY Expansion/(Contraction)		609 bps	865 bps	874 bps	646 bps	
Margin –QoQ Expansion/(Contraction)		(324 bps)	159 bps	240 bps	127 bps	
EPS/CEPS					5.83	7.01

Note:

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

FINANCIAL HIGHLIGHTS (2/3)

₹ Million

Particulars	Operating Income	Gross Profit	Operating EBITDA	Profit Before Tax	Profit After Tax	Cash Profit ¹
FY24	15,723	5,059	1,586	1,217	902	1,115
Growth (YOY)	12.8%	22.6%	61.5%	85.5%	71.7%	58.8%
Margin ² (%)		32.2%	10.1%	7.7%	5.7%	
Margin –YoY Expansion/(Contraction)		256 bps	304 bps	303 bps	196 bps	
EPS/CEPS					15.90	19.65

Note:

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

FINANCIAL HIGHLIGHTS (3/3)

₹ Million

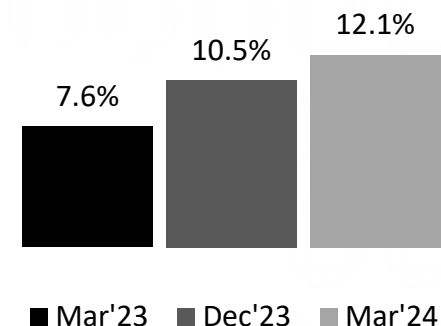
Particulars	31-Mar-23	31-Dec-23	31-Mar-24
Net Worth	7,088	7,500	7,838
Long Term Borrowings	1	1	300
Short Term Borrowings	1,615	2,627	2,760
Net Debt	1,614	2,606	3,040
Net Current Assets ¹	5,087	5,024	5,494
Net Fixed Assets	1,852	2,289	2,471
Total Assets	10,735	12,776	13,465
Total Asset Turnover	1.28	1.22	1.30
Sales/Capital Employed	1.58	1.49	1.58
Cash Conversion Cycle³	159	155	150

Note:

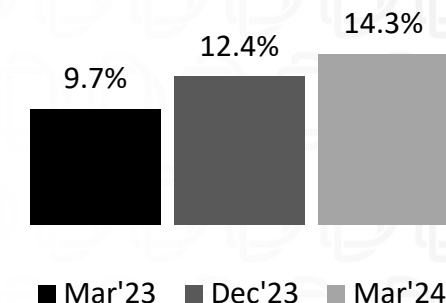
1. Net current assets excludes cash & cash equivalents, 2. Profit figures are YTD annualized, ROE excludes Non-Controlling Interest

3. Receivable and Inventory days are based on operating income and Payables days on cost of goods sold

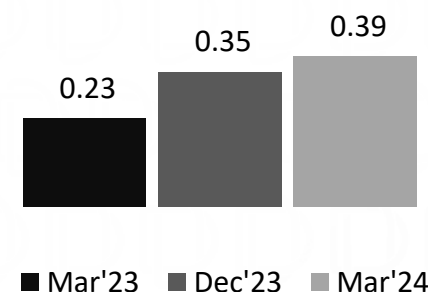
ROE(%)²



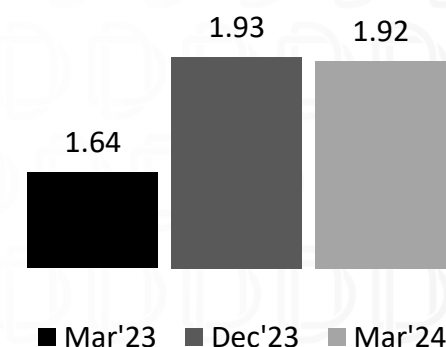
ROCE(%)²



Net Debt/Equity

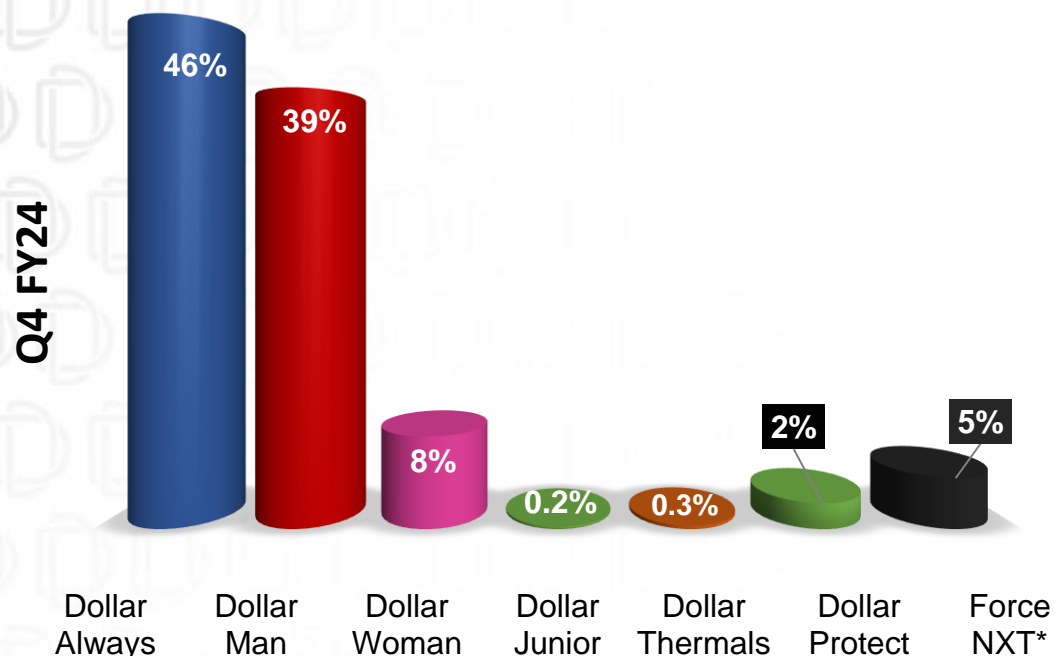


Net Debt/Operating EBITDA²



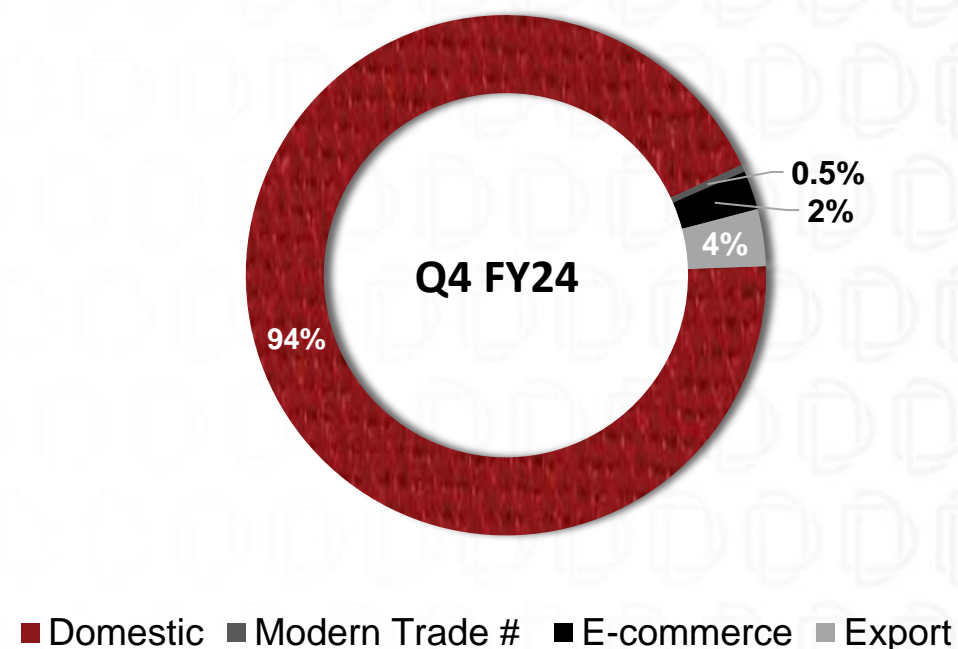
REVENUE CONTRIBUTION (1/4)

BRAND WISE



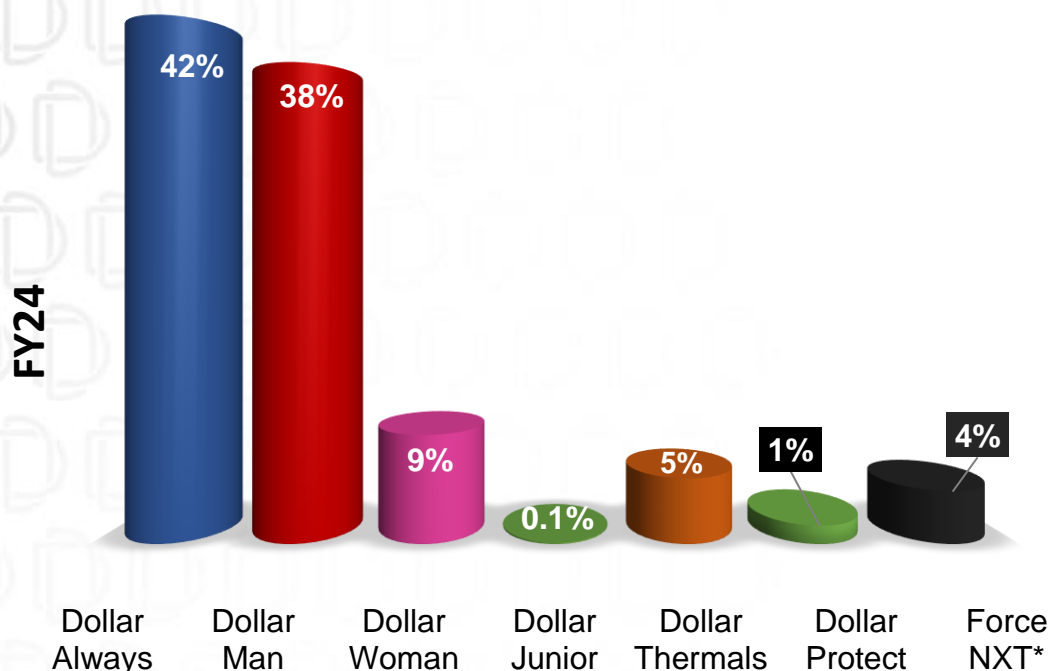
*Force Gowear and Pepe are part of Force NXT
#Modern Trade includes revenue from EBOs

TRADE CHANNEL WISE



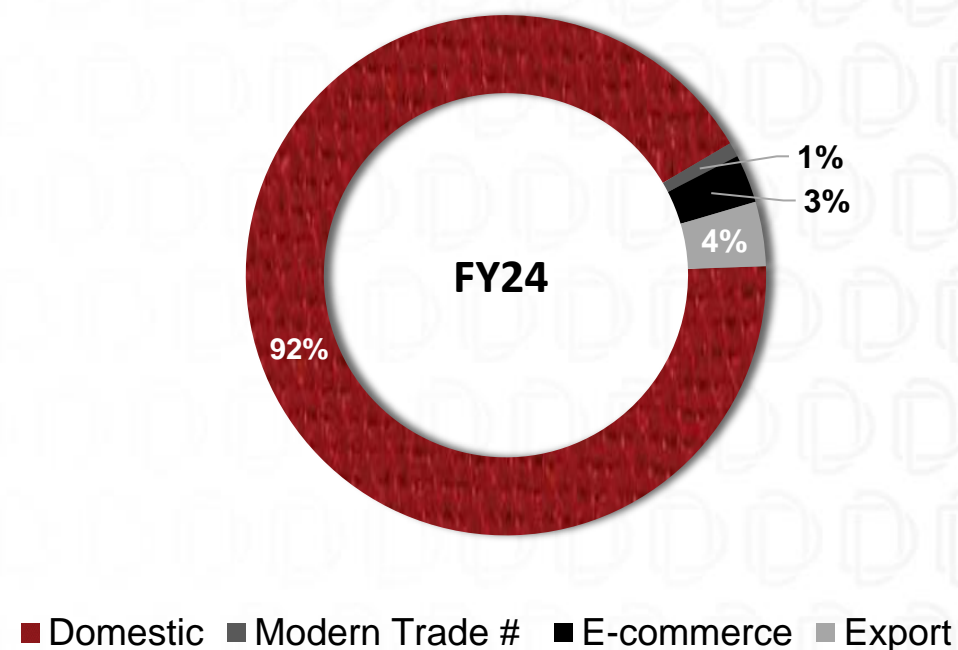
REVENUE CONTRIBUTION (2/4)

BRAND WISE



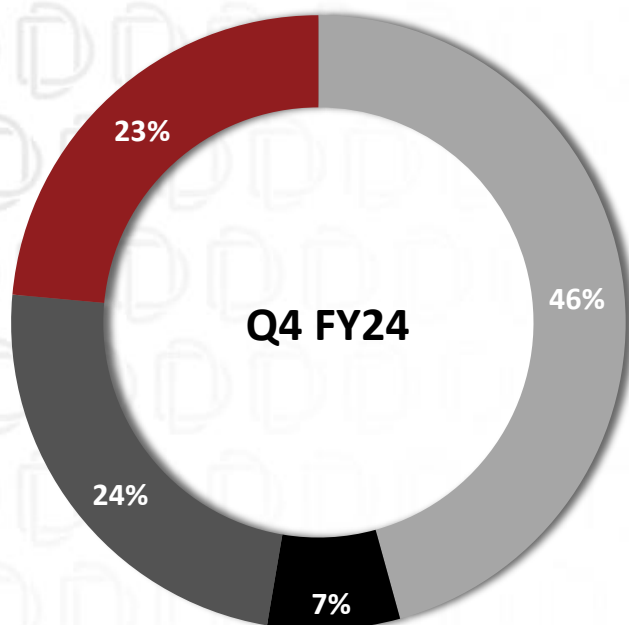
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#Modern Trade includes revenue from EBOs

TRADE CHANNEL WISE



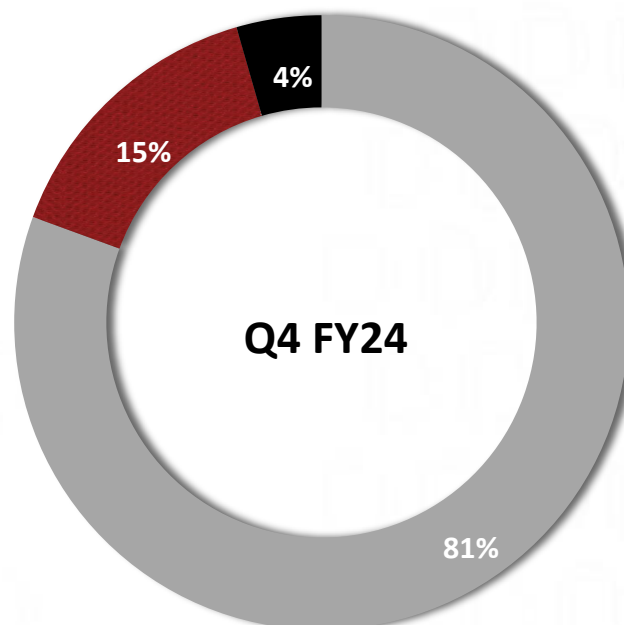
REVENUE CONTRIBUTION (3/4)

REGION WISE



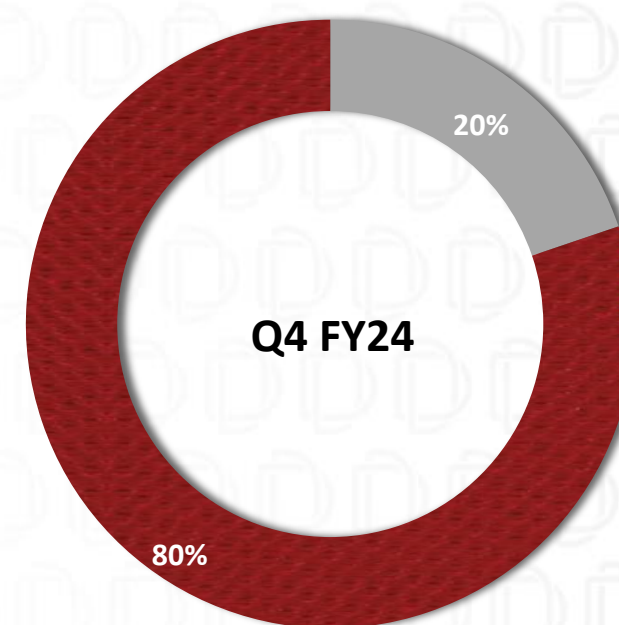
■ North ■ South ■ East ■ West

GENDER WISE



■ Men ■ Women ■ Kids

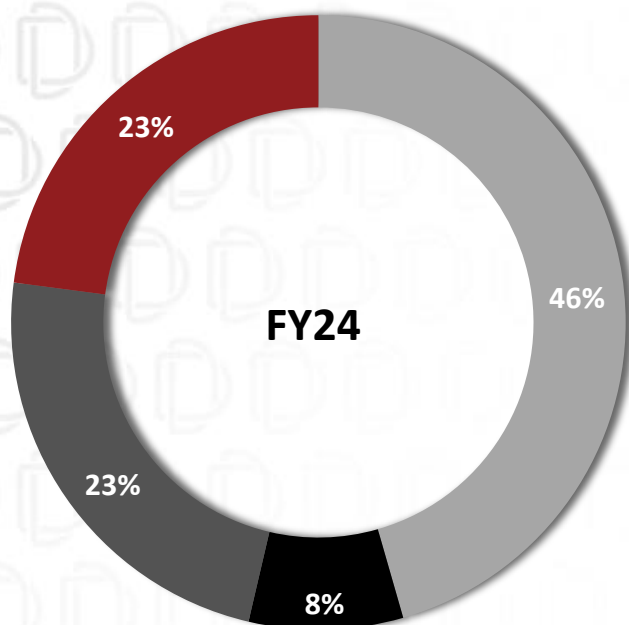
CATEGORY WISE



■ Outerwear ■ Innerwear

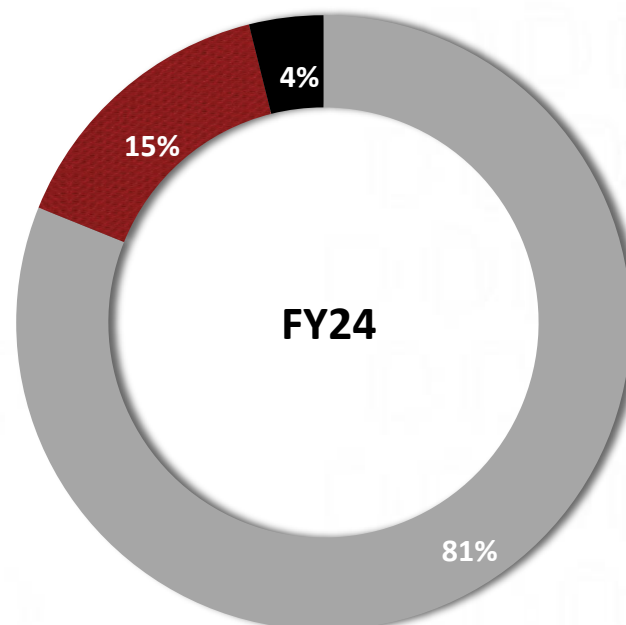
REVENUE CONTRIBUTION (4/4)

REGION WISE



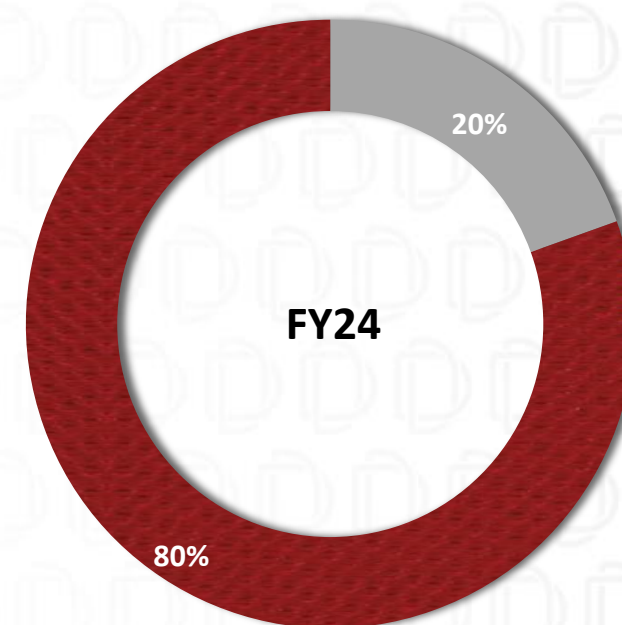
■ North ■ South ■ East ■ West

GENDER WISE



■ Men ■ Women ■ Kids

CATEGORY WISE



■ Outerwear ■ Innerwear



Q4 FY24 & FY24

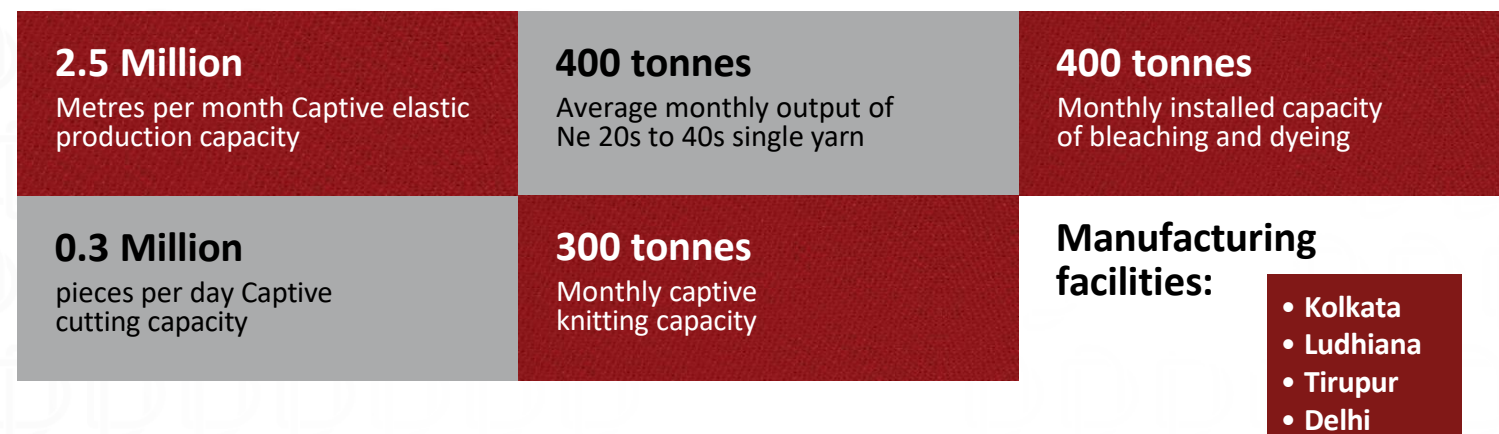
OPERATIONAL HIGHLIGHTS



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 500+	Dealer network 1500+	Retail reach 1,45,000+	
EBOs 17	Branches 14	Depots 15	Warehouses 20+

Multi-platform

E-retail presence



Modern trade



PENETRATING COUNTRIES ACROSS THE WORLD

Export revenue in FY 24

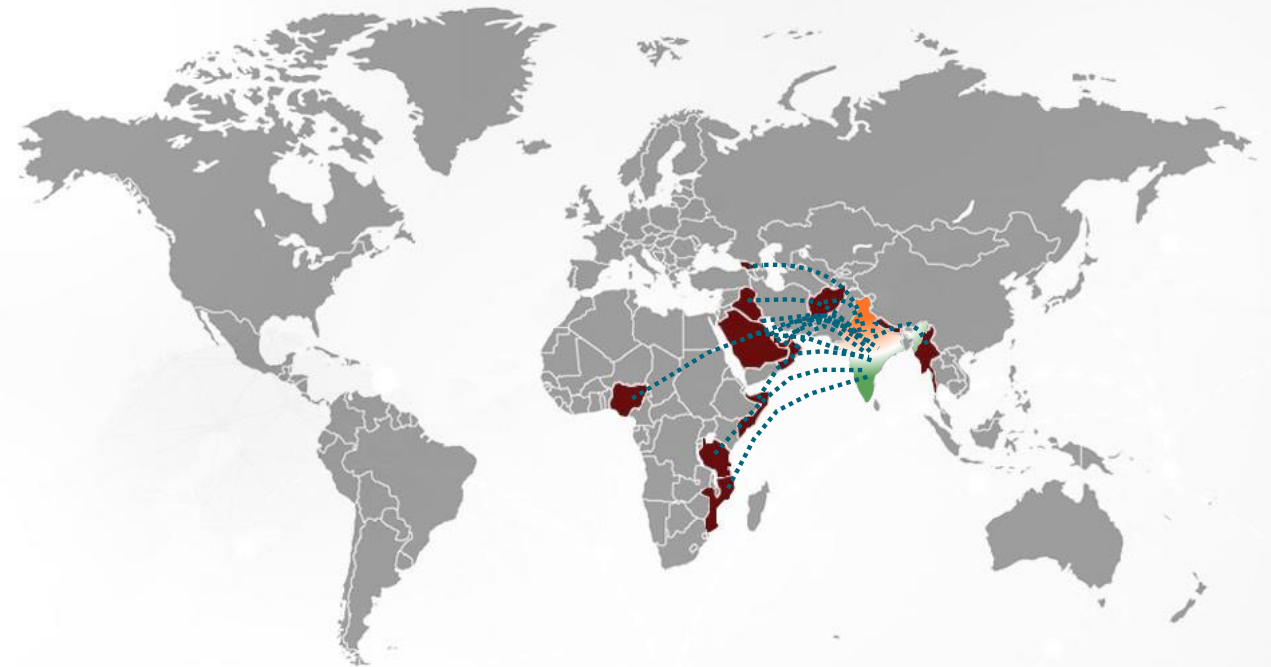
15 Countries | 656 Million

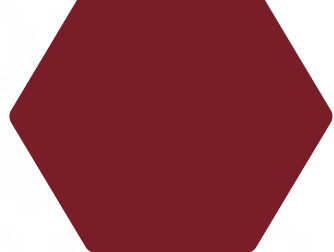
Export revenue in FY 26

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 | |





Q4 FY24 & FY24

GROWTH DRIVERS

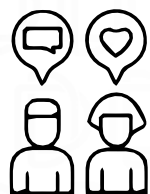


DOLLAR
WEAR THE CHANGE

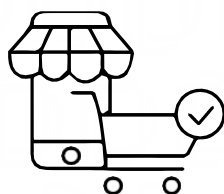
50
GLORIOUS YEARS

GROWTH DRIVERS

Strategic priorities



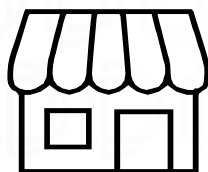
Leveraging
new brand overhaul



Investing in
digitisation



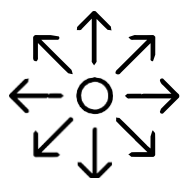
Growth through
Project Lakshya



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

8.7%

Share of women's brand revenue in FY24

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
- Successfully **transitioned** from Oracle 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)

290

Distributors
as on Mar'24

10

Distributors
added in
Q4 FY24

26.3%

Contribution % of Lakshya
Distributors
in 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

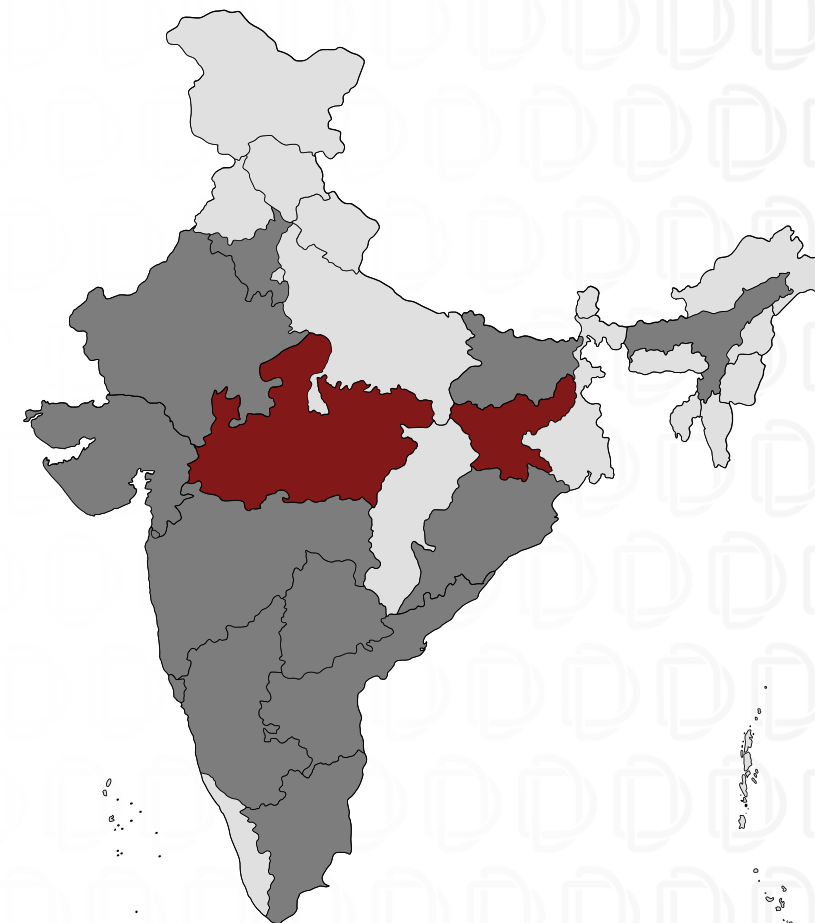
Why?

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



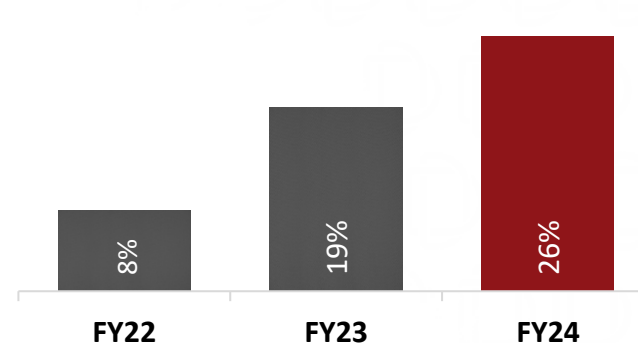
■ Project Lakshya Implementation: FY25 Targeted States
■ Project Lakshya Implementation: Current States

PROJECT LAKSHYA UPDATES (2/2)

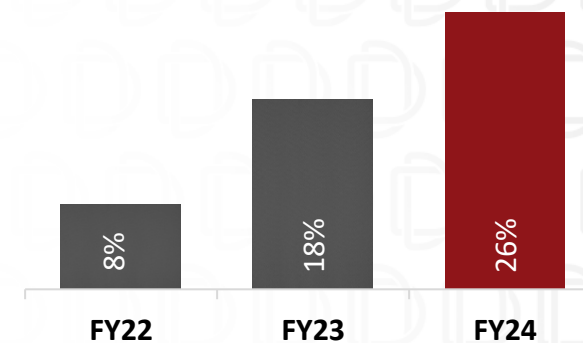


DOLLAR RETAILER BONDING PROGRAM

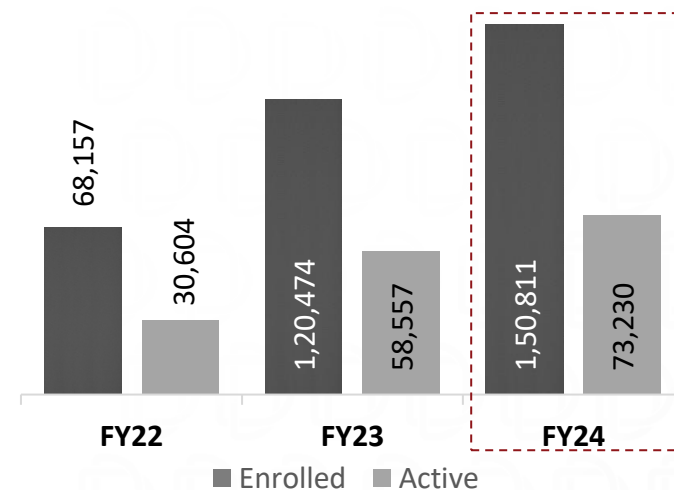
VALUE CONTRIBUTION



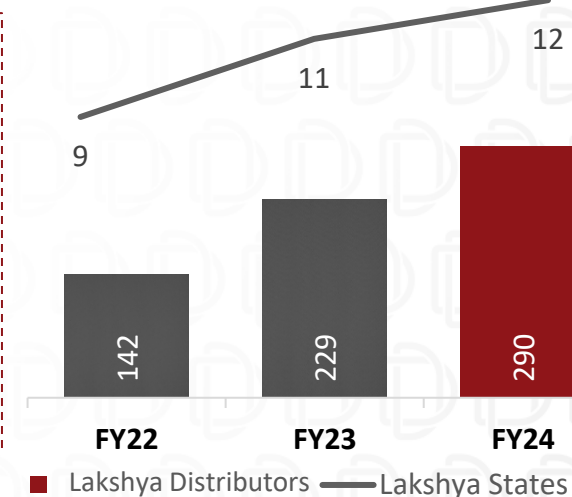
VOLUME CONTRIBUTION



LAKSHYA RETAILERS



LAKSHYA DB



PURSUING GROWTH THROUGH EBO

125

Targeted EBOs by 2026



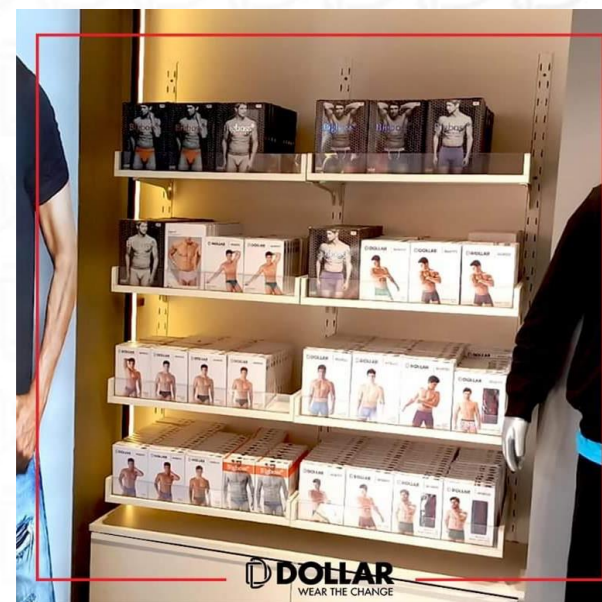
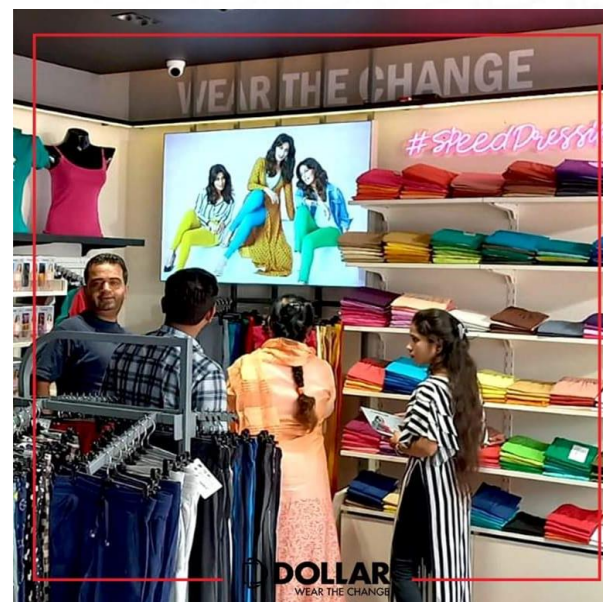
We successfully forayed into the exclusive brand outlet (EBO) segment



Launched 17 EBOs, four each in Delhi & Punjab, two each in Madhya Pradesh & Maharashtra, one each in Rajasthan, Gujarat, Uttar Pradesh, Haryana & 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



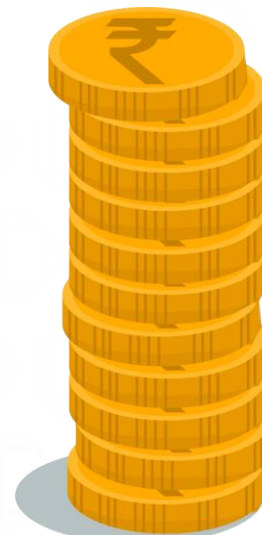
3

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



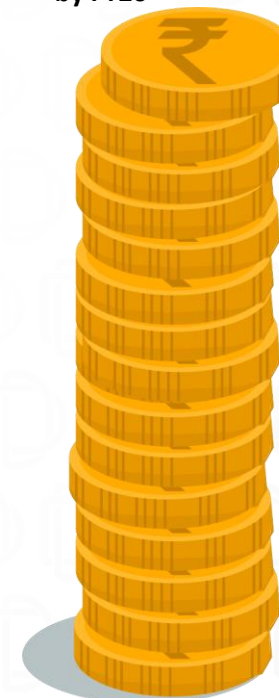
4

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



5

- High Margin Product contribution to increase from 27% in FY24 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 Mar'24

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 two
**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



Ms. Vibha 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 Head –
Lakshya



Q4 FY24 & FY24

FINANCIAL SUMMARY

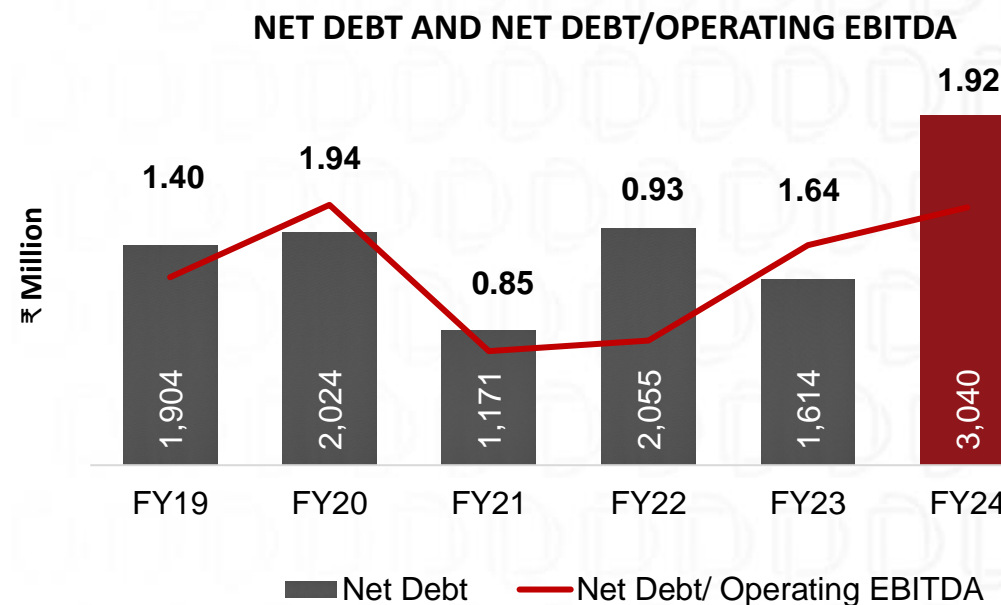
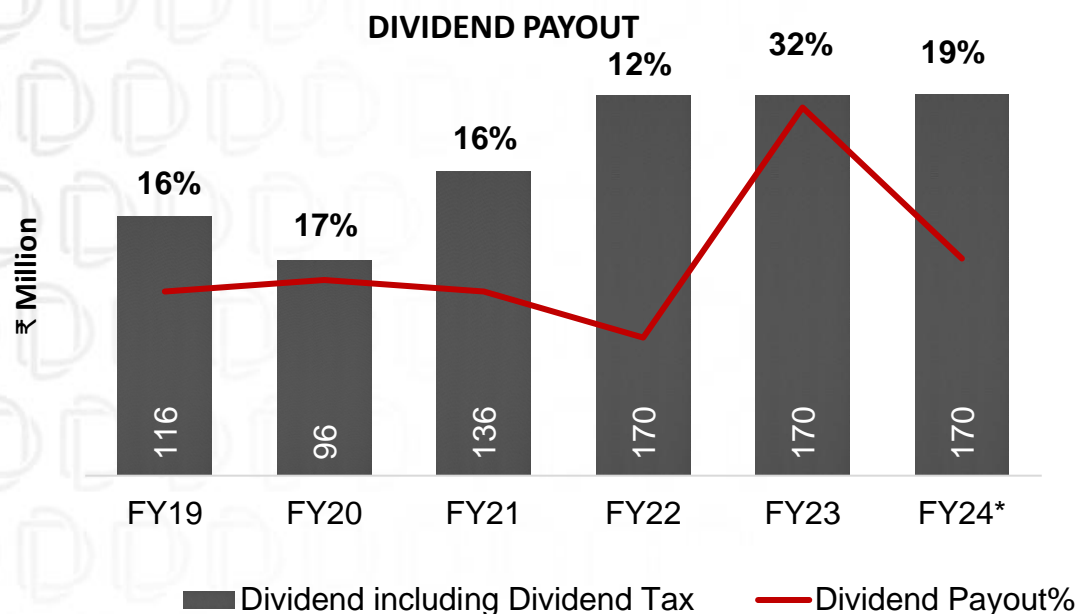
SUMMARY PROFIT & LOSS

₹ Million

Particulars	Q4 FY 24	Q4 FY 23	YoY Change	Q3 FY 24	QoQ Change	FY 24	FY 23	YoY Change
Operating Income	5,000	4,064	23.0%	3,316	50.8%	15,723	13,938	12.8%
Gross Profit	1,530	997	53.6%	1,123	36.3%	5,059	4,128	22.6%
Gross Profit (%)	30.6%	24.5%	609 bps	33.9%	(324 bps)	32.2%	29.6%	256 bps
Operating EBITDA	572	113	405.9%	326	75.2%	1,586	982	61.5%
Operating EBITDA Margin (%)	11.4%	2.8%	865 bps	9.8%	159 bps	10.1%	7.0%	304 bps
Other Income	21	13	65.8%	12	69.4%	45	47	(5.2%)
Finance Cost	63	34	84.1%	49	28.6%	185	142	30.0%
Depreciation	67	43	56.1%	62	7.7%	213	176	20.6%
PBT	463	19	2274.7%	227	104.0%	1,217	656	85.5%
PAT	331	6	5911.8%	177	86.9%	902	525	71.7%
PAT Margin (%)	6.6%	0.1%	646 bps	5.3%	127 bps	5.7%	3.8%	196 bps
EPS (₹)	5.83	0.10	5911.8%	3.12	86.9%	15.90	9.26	71.7%

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

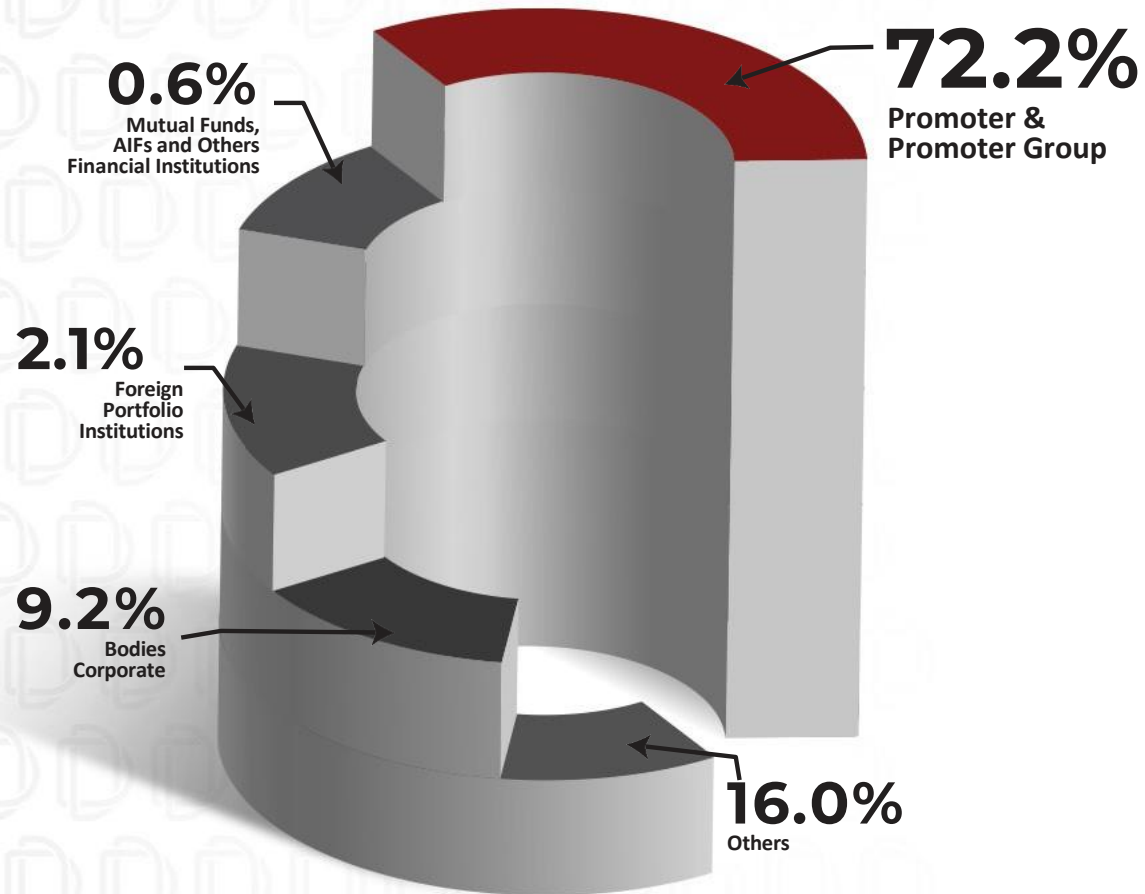


Consistent dividend payout



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

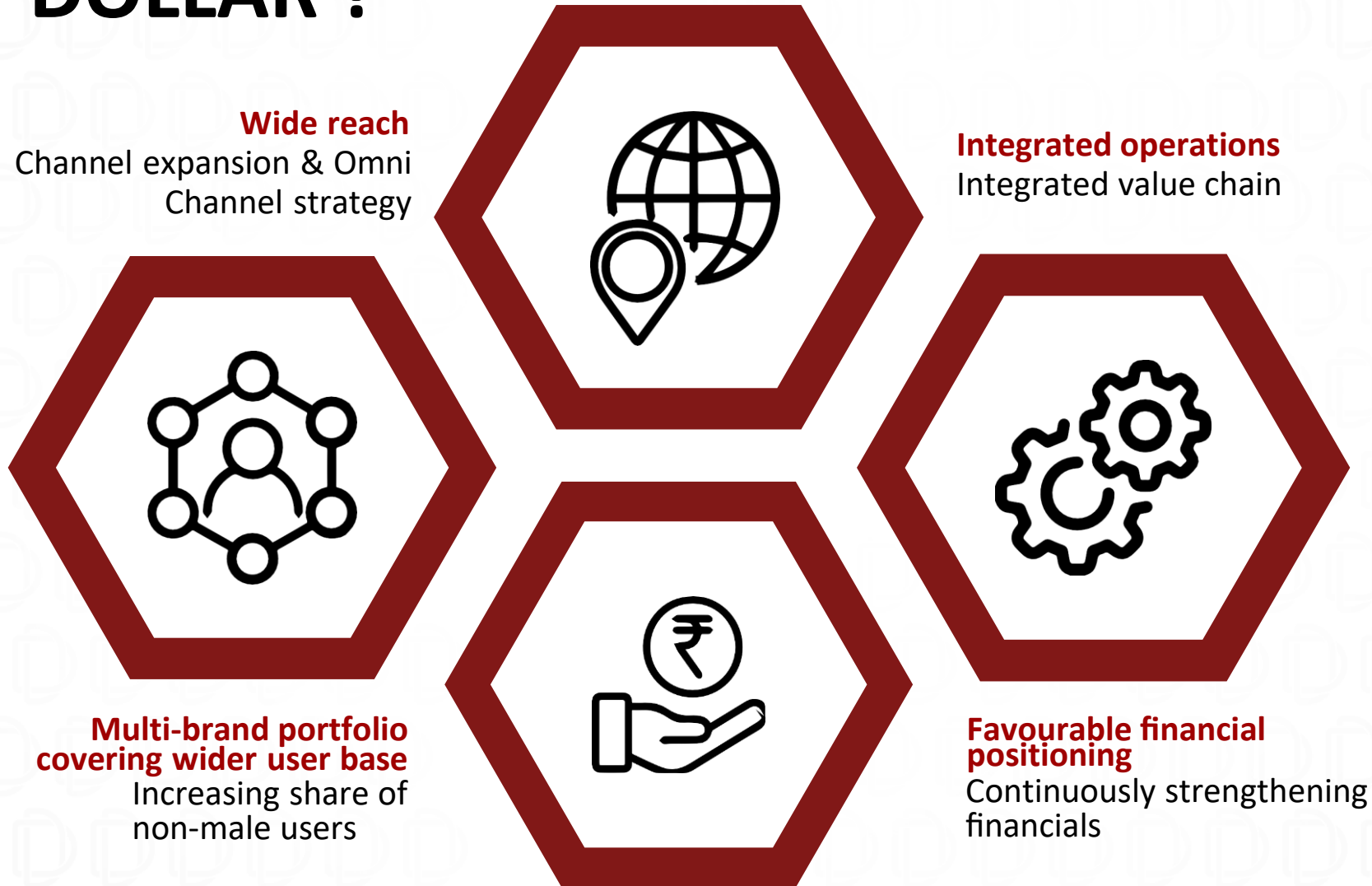
SHAREHOLDING SUMMARY



Share Information As on March 2024

NSE Ticker	DOLLAR
BSE Ticker	DOLLAR
Market Cap (INR Cr)	2,919.75
% Free-float	27.79%
Free-float market cap (INR Cr)	811.41
Shares outstanding	5,67,16,120

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

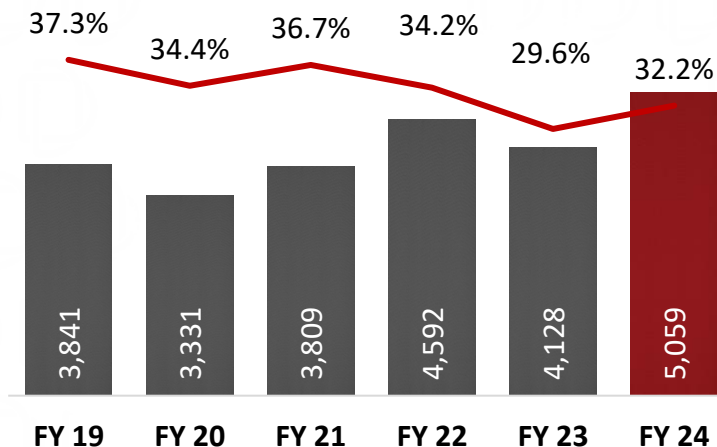


PERFORMANCE TRACK RECORD

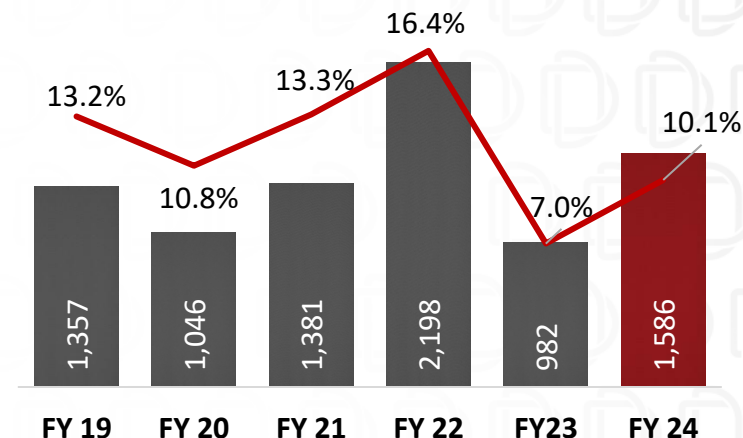
OPERATING INCOME (₹ Mn)



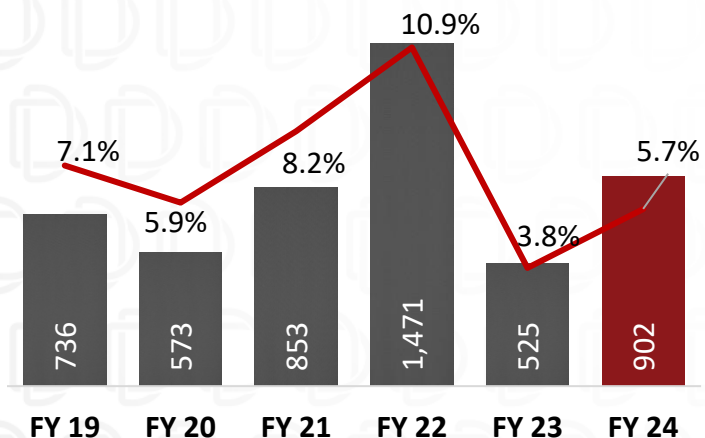
GROSS MARGIN (₹ Mn & % MARGIN)



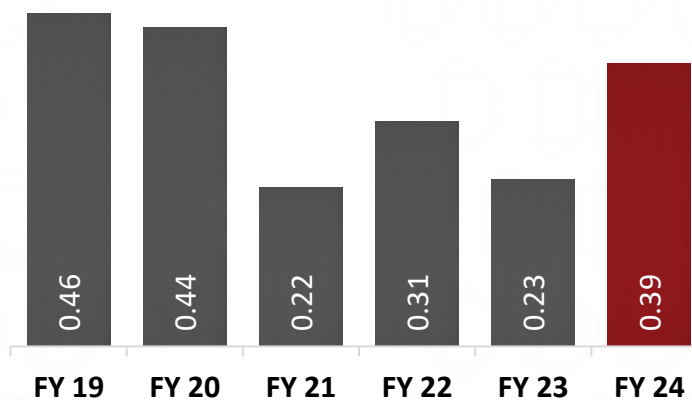
OPERATING EBITDA (₹ Mn & % MARGIN)



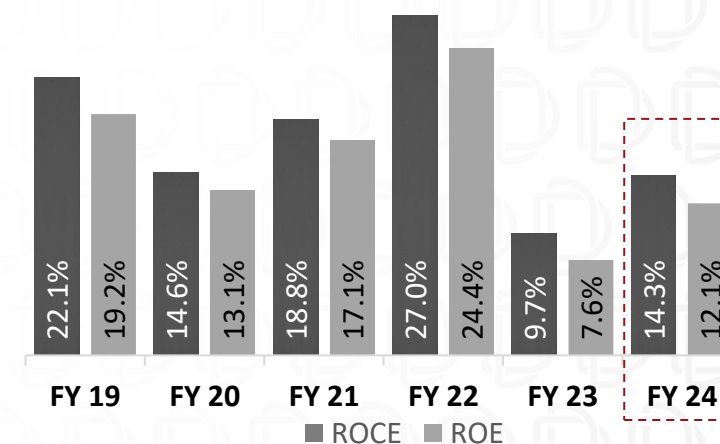
PAT (₹ Mn & % MARGIN)



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

75% of the execution is complete

RS.65 CRORE	FY 2024-25
Envisaged Investments	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	FY 2024-25
Envisaged Investments	Expected Commissioning