

# Investor Presentation

**Dollar Industries Ltd.**

**Earning Call Q1FY21**

**17<sup>th</sup> August, 2020**

# Executive Summary



## Operational Summary

- The Company is working on making **Anti-Virus** products. The chemical used in the fabric is sourced from HealthGuard in Australia which helps to make the fabric Virus resistant.
- During the quarter the Company adapted **Work from Home** strategy for its employees during the lockdown period which continues depending on the Red/Orange/Green Zone.
- The initiative of **calling the retailers** for orders is in force, however the TSOs have started the physical beat wherever possible. The Company is taking all the precautions to keep its employees safe.
- Project **Lakshya** is being rolled out in Maharashtra, Gujarat and Telangana states.
- The JVCo. continues working on its **product range expansion**

**the new identity**

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## creating five categories

# **DOLLAR**

 **DOLLAR**  
MAN

 **DOLLAR**  
WOMAN

 **DOLLAR**  
JUNIOR

 **DOLLAR**  
ALWAYS

 **DOLLAR**  
THERMALS



# definitely male



J-CLASS



- Vests
- Briefs
- Trunks



BIGBOSS



- Vests
- Briefs
- Trunks
- Gym Vests
- Socks



ATHLEISURE



- Tank Top
- Crew Neck
- Polo
- Henley
- Bermuda
- Capri
- Track Pant

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

# definitely feminine

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MISSY



- Legwear
- Casual Wear
- Camisoles
- Panties
- Socks

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# gen tomorrow

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CHAMPION



- T-Shirts
- Bermudas
- Trousers
- Socks

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# fit quality. hit prices

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LEHAR



- Vests
- Briefs
- Trunks
- Panties
- Socks

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# hot styles



ULTRA



- Thermal V-Necks
- Thermal Trousers
- Long Camisoles
- Short Camisoles
- Socks



WINTERCARE



- Thermal V-Necks
- Thermal Trousers
- Long Camisoles
- Short Camisoles
- Socks

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## what happens to the sub brands

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? **Comfort**  
? **Bravery**  
? **Egyptian**  
? **Commando**  
? **Club**  
? **Kids Care**

? **Interlock Vest (White & Grey)**  
? **Bloomer**  
? **Kidos**  
? **Tie & Dye Bermuda**



# merges with new architecture

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Comfort

Bravery

Egyptian

Commando



LEHAR

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# Financial Summary



## Financial Summary – Dollar Industries Ltd.

- The Total **Revenue** for **Q1FY2021** stood at **Rs. 160.17 crs** as compared to **Q1FY2020 Rs. 233.94 crs**, a degrowth of **31.5%**
- The **EBIDTA** for the respective quarter is **Rs. 28.83 crs** i.e. **18%** and **Rs. 27.32 crs** i.e. **11.68%**
- The **PBT** for **Q1FY2021** and **Q1FY2020** stood at **Rs. 22.04 crs** i.e. **13.76%** and **Rs. 19.96 crs** i.e. **8.53%**
- The **PAT** for **Q1FY2021** and **Q1FY2020** stood at **Rs. 16.30 crs** i.e. **10.18%** and **Rs. 13.05 crs** i.e. **5.58%**

Rs. Lacs)	Q1 20-21	Q1 19-20	Growth %
Total Revenue	16,017.41	23,394.31	-31.53%
EBIDTA	2,882.95	2,731.51	5.54%
PBT	2,204.42	1,996.30	10.43%
PAT	1,630.03	1,305.11	24.90%

# Financial Performance - PL



Rs. In Lakhs

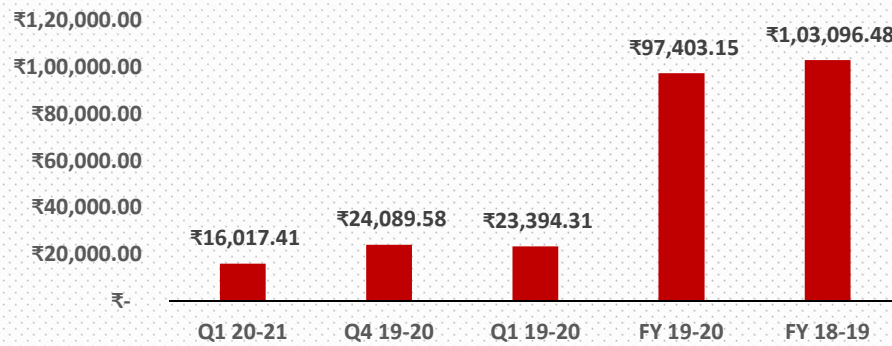
SN	Particulars	Three months ended			Year ended
		30/6/2020 (Unaudited)	31/3/2020 (Audited)	30/6/2019 (Unaudited)	31/3/2020 (Audited)
I	Revenue from operations	15,999.86	23,766.57	23,359.88	96,931.95
II	Other income	17.55	323.01	34.43	471.20
III	<b>Total income (I+II)</b>	<b>16,017.41</b>	<b>24,089.58</b>	<b>23,394.31</b>	<b>97,403.15</b>
IV	<b>Expenses</b>				
	Cost of materials consumed	5,055.60	10,511.57	11,831.87	42,447.65
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	2,174.39	1,265.63	(2,216.07)	2,399.05
	Employee benefits expense	802.37	1,193.54	962.71	4,206.91
	Finance costs	344.59	368.07	416.55	1,529.03
	Depreciation and amortization expense	333.94	370.26	318.66	1,421.24
	Sub-contract expenses	2,465.48	5,157.24	4,668.85	18,558.03
	Other expenses	2,636.62	3,539.76	5,415.44	18,862.35
	<b>Total expenses (IV)</b>	<b>13,812.99</b>	<b>22,406.07</b>	<b>21,398.01</b>	<b>89,424.26</b>
V	<b>Profit before tax (III-IV)</b>	<b>2,204.42</b>	<b>1,683.51</b>	<b>1,996.30</b>	<b>7,978.89</b>
VI	<b>Tax expenses</b>				
	(1) Current tax	602.88	483.73	721.09	2,154.07
	(2) Deferred tax	(42.45)	(132.13)	(14.52)	(120.56)
	<b>Total tax expenses (1+2)</b>	<b>560.43</b>	<b>351.60</b>	<b>706.57</b>	<b>2,033.51</b>
VII	<b>Profit for the period (V-VI)</b>	<b>1,643.99</b>	<b>1,331.91</b>	<b>1,289.73</b>	<b>5,945.38</b>
VIII	<b>Other comprehensive income (net of tax)</b>	<b>(13.96)</b>	<b>(100.81)</b>	<b>15.38</b>	<b>(55.86)</b>
IX	<b>Total Comprehensive income for the period (VII+VIII)</b>	<b>1,630.03</b>	<b>1,231.10</b>	<b>1,305.11</b>	<b>5,889.52</b>

# Financials

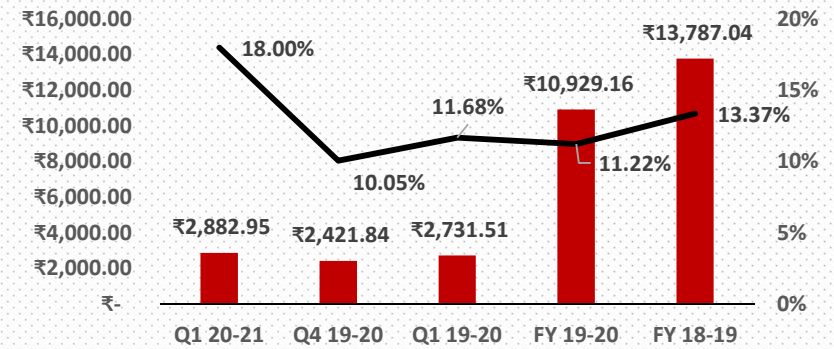


Rs. In Lakhs

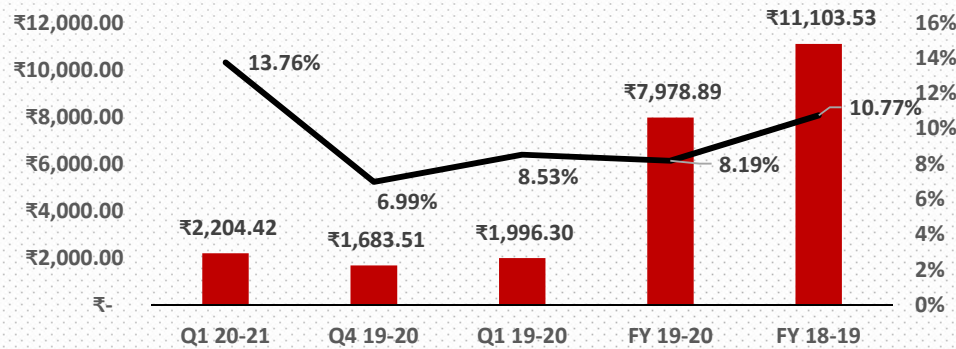
Total Revenue (Rs. Lacs)



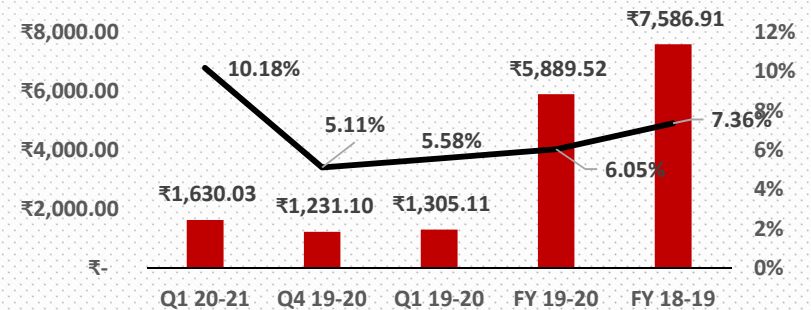
EBITDA (Rs. Lacs)



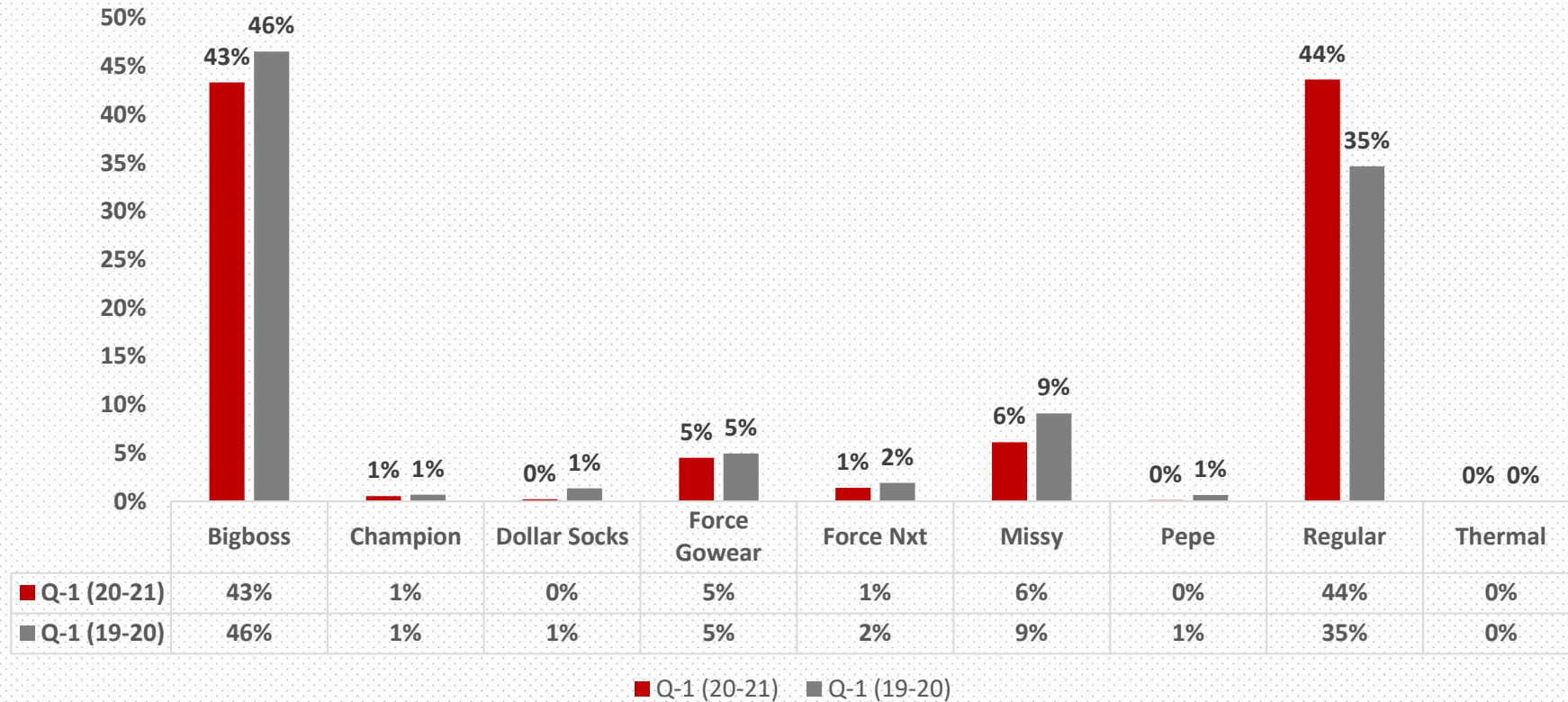
PBT (Rs. Lacs)



PAT (Rs. Lacs)



# Brand Contribution



***Thank You***

**Shashi Agarwal**

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