

Date: 11<sup>th</sup> November, 2024

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

Dear Sir /Madam,

**Reg: Investor Presentation to be made at Analyst(s) / Institutional Investor(s) meeting-  
'Earnings Call'**

Pursuant to Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and further to our intimation dated 2<sup>nd</sup> November, 2024 regarding Conference Call viz. 'Earnings Call' for the Analyst(s)/ Institutional Investor(s) scheduled to be held on Tuesday, 12<sup>th</sup> November, 2024 at 4.00 pm (IST) as organized by Emkay Global Financial Services Limited, we are hereby enclosing a copy of Investor Presentation to be made on the financials and other matters of the Company 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/ Investor(s)/ Analyst(s).

This may please be informed to all the concerned.

Thanking you,  
Yours Sincerely,

**For Dollar Industries Ltd.**

ABHISHEK  
MISHRA

Digitally signed by  
ABHISHEK MISHRA  
Date: 2024.11.11  
19:06:34 +05'30'

**Abhishek Mishra  
Company Secretary & 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**  
**Q2 & H1 FY25 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.

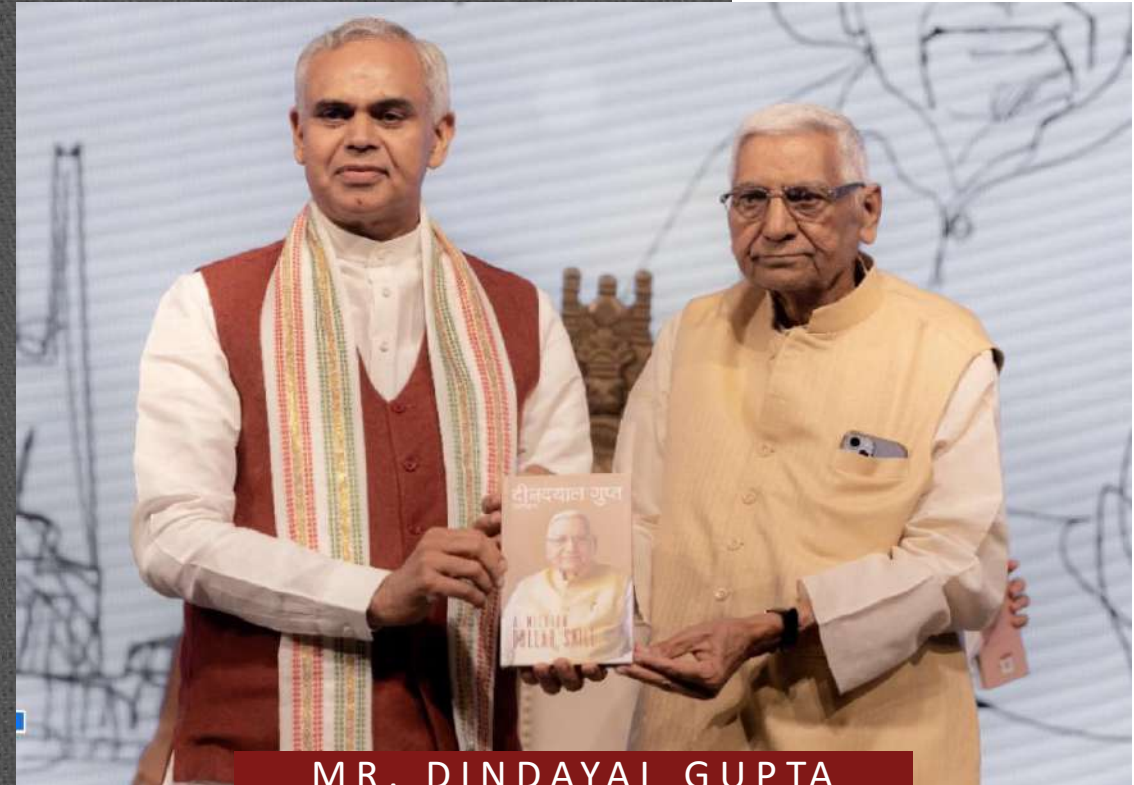
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# THE WARP AND WEFT OF MEMORIES AND LEARNINGS

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 | Q2 & H1 FY25 Highlights | 12-17 |
| 3 | Operational Highlights  | 18-21 |
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# ABOUT DOLLAR INDUSTRIES LIMITED

 **DOLLAR**  
WEAR THE CHANGE

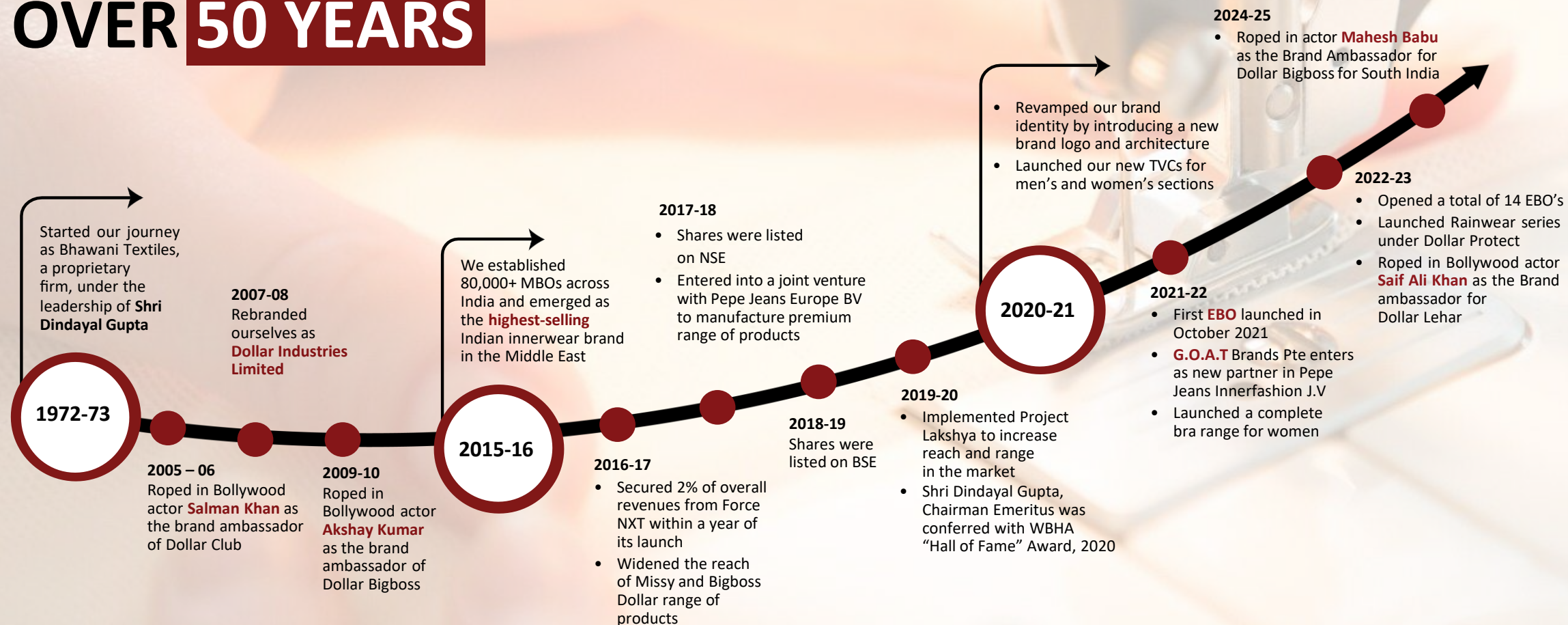
 50  
GLORIOUS  
YEARS

# 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.

|  |  |  |  |
|--|--|--|--|
| <b>~250 million</b><br>Garment manufacturing capacity (pieces) | <b>15%</b><br>Market share in the Indian hosiery space | <b>2000+</b><br>Products across all segments of presence | <b>2100+</b><br>Total employees                    |
| <b>15 countries</b><br>Export presence                         | <b>04</b><br>Manufacturing units                       | <b>1500+</b><br>Strong Pan-India dealer network          | <b>900+</b><br>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

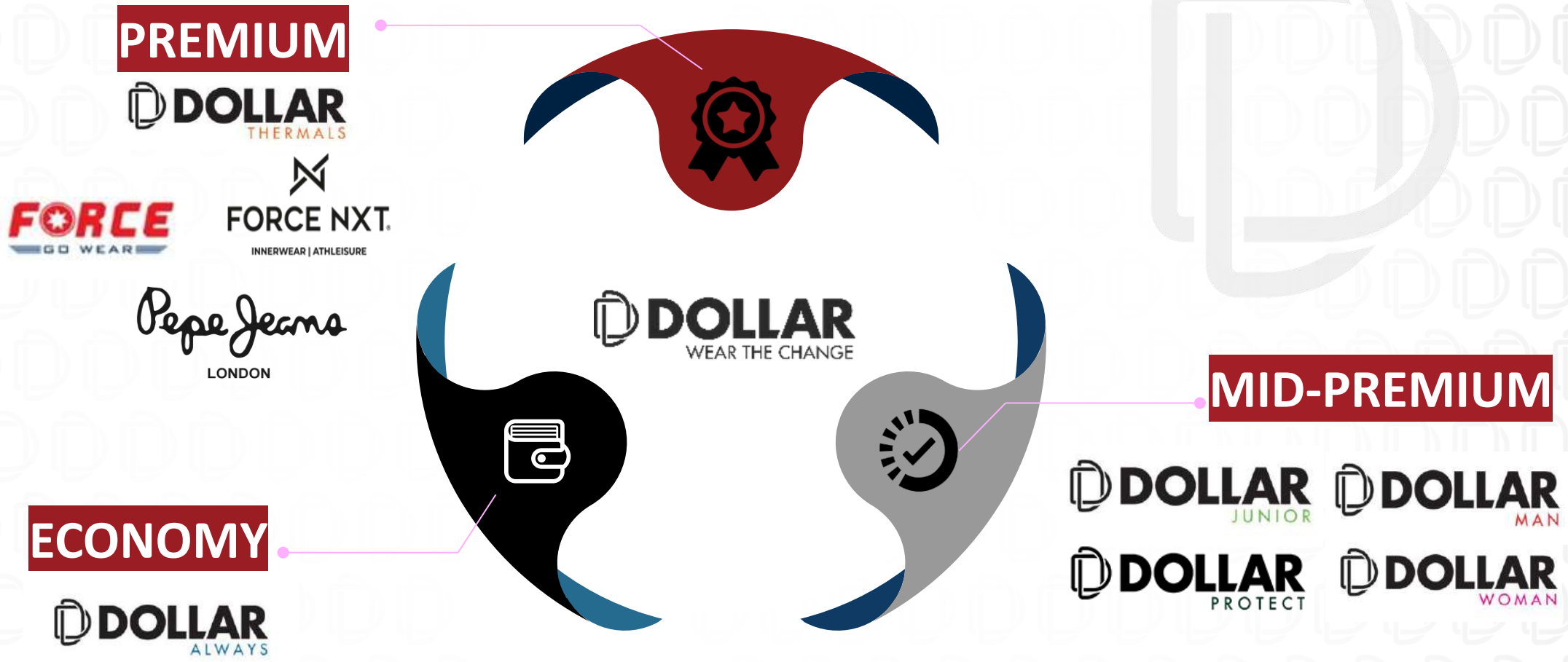
|   |  |   |  |  |   |
|---|--|---|--|--|---|
| <br>Brief        | <br>Trunk               | <br>Vest         | <br>T-Shirt | <br>Henley                  | <br>Tank Top             |
| <br>Muscle Tee   | <br>Long Sleeve T-Shirt | <br>Polo T-Shirt | <br>Jogger  | <br>Track Pant              | <br>Shorts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

### Activewear

|   |   |  |   |   |   |
|---|---|--|---|---|---|
| <br>Tank Top | <br>Muscle Tee | <br>T-Shirt | <br>Shorts | <br>Track Pant | <br>Jogger |
|---|---|--|---|---|---|



# BRAND ARCHITECTURE BREAKUP



# MANAGEMENT COMMENTARY

“We are pleased to announce that our Revenue from Operations rose by 33.9% QoQ and 8.3% YoY, reaching ₹4,469 Mn for Q2 FY25, and increased by 5.4% YoY reaching ₹7,806 Mn in H1 FY25.

Gross Profit increased by 25.9% QoQ and 11.3% YoY, reaching ₹1,497 Mn in Q2 FY25. It rose by 11.6% YoY to ₹2,685 Mn in H1 FY25. Gross Profit Margin stood at 33.5% for Q2 FY25 and 34.4% for H1 FY25.

Operating EBITDA improved significantly with a 37.4% QoQ and 17.2% YoY growth to ₹489 Mn for Q2 FY25, and a 22.8% YoY increase to ₹845 Mn for H1 FY25. EBITDA Margin was at 10.9% in Q2 FY25 and 10.8% in H1 FY25.

Our PAT (Profit After Tax) rose by 73.2% QoQ and 6.6% YoY in Q2 FY25, reaching ₹265 Mn, and grew by 6.1% YoY in H1 FY25, reaching ₹418 Mn. PAT Margin was at 5.9% in Q2 FY25 and 5.3% in H1 FY25.

Notably, revenue from E-Commerce increased by an impressive 210.8% YoY in Q2 FY25 and 187.4% YoY in H1 FY25, accounting for 5.4% of revenue in H1 FY25. In Q2 FY25, Force NXT achieved a YoY value growth of 29.7% and volume growth of 37.9%.

The company remains firmly committed to advancing Project Lakshya. We onboarded 17 new distributors in H1 FY25, raising its revenue contribution to 30.6%, up from 26.3% in FY24. By FY26, 65-70% of revenue is expected to be contributed by distributors under Project Lakshya; a milestone that will drive market share expansion and margin improvement.

With strong and sustained demand and a rising share of higher-margin products in our portfolio, along with ongoing strategic initiatives, we are well-positioned to meet our revenue and profitability targets in the coming period.”



Vinod Kumar Gupta

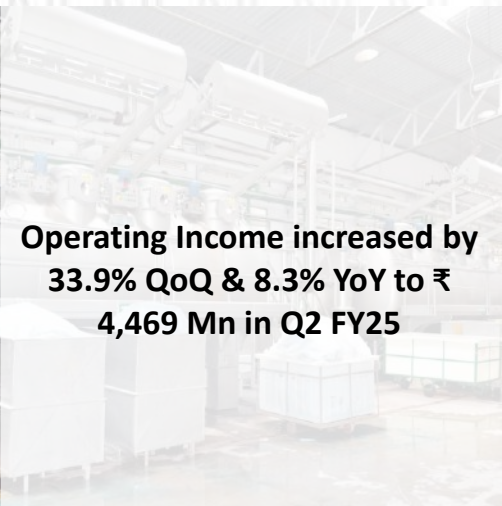
Binay Kumar Gupta



# Q2 & H1 FY25 HIGHLIGHTS




# KEY HIGHLIGHTS



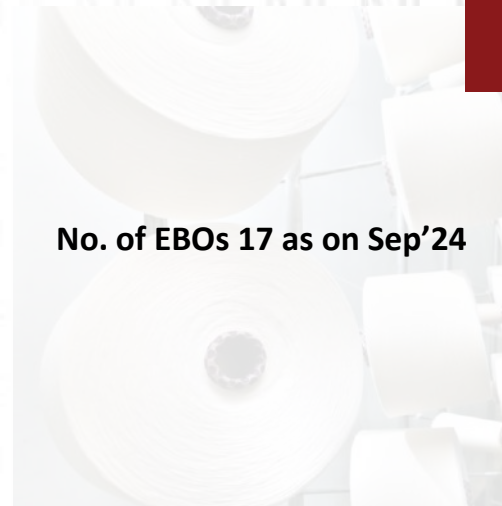
**Operating Income increased by 33.9% QoQ & 8.3% YoY to ₹ 4,469 Mn in Q2 FY25**

**Gross Profit increased by 11.3% QoQ & 25.9% YoY; Margins stood at 33.5% in Q2 FY25**



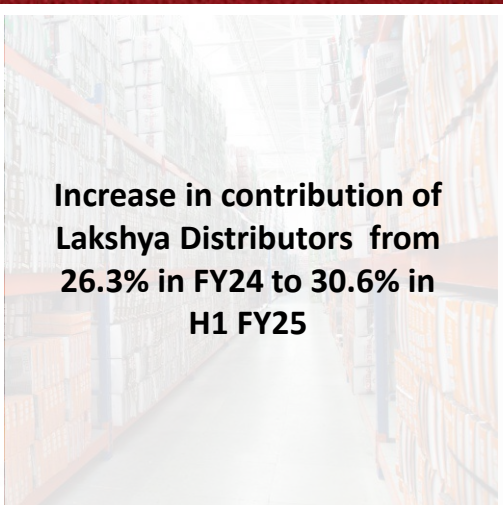
**Increase in Operating EBITDA by 37.4% QoQ & 17.2% YoY; Margins stood at 10.9% in Q2 FY25**

**PAT margin stood at 5.9% in Q2 FY25**




**No. of EBOs 17 as on Sep'24**

**No. of Lakshya Distributors increased from 290 as on Mar'24 to 307 as on Sep'24**



**Increase in contribution of Lakshya Distributors from 26.3% in FY24 to 30.6% in H1 FY25**

**Mahesh Babu joins Dollar Bigboss as brand ambassador to boost the brand in the South Indian market**



**Revenue from E-commerce saw a growth of 210.8% YoY; Contributing 5.3% in Q2 FY25**

**In Q2 FY25, ForceNXT grew by 29.7% YoY in value terms**

# FINANCIAL HIGHLIGHTS (1/2)

₹ Million

| Particulars             | Operating Income | Gross Profit | Operating EBITDA | Profit Before Tax | Profit After Tax | Cash Profit <sup>1</sup> |
|-------------------------|------------------|--------------|------------------|-------------------|------------------|--------------------------|
| <b>Q2 FY25</b>          | <b>4,469</b>     | <b>1,497</b> | <b>489</b>       | <b>342</b>        | <b>265</b>       | <b>355</b>               |
| Growth (YOY)            | 8.3%             | 11.3%        | 17.2%            | 2.4%              | 6.6%             | 21.9%                    |
| Growth (QOQ)            | 33.9%            | 25.9%        | 37.4%            | 59.0%             | 73.2%            | 49.7%                    |
| Margin <sup>2</sup> (%) |                  | 33.5%        | 10.9%            | 7.6%              | 5.9%             |                          |
| <b>H1 FY25</b>          | <b>7,806</b>     | <b>2,685</b> | <b>845</b>       | <b>557</b>        | <b>418</b>       | <b>592</b>               |
| Growth (YOY)            | 5.4%             | 11.6%        | 22.8%            | 5.6%              | 6.1%             | 23.8%                    |
| Margin <sup>2</sup> (%) |                  | 34.4%        | 10.8%            | 7.1%              | 5.3%             |                          |
| EPS/CEPS <sup>3</sup>   |                  |              |                  |                   | 7.37             | 10.44                    |

**Note:**

1. Cash Profit = PAT add Depreciation
2. Gross Profit & Op EBITDA Margins calculated on Operating Income
3. EPS and CEPS are for half year ending Sept'24; EPS figures are not annualized

# FINANCIAL HIGHLIGHTS (2/2)

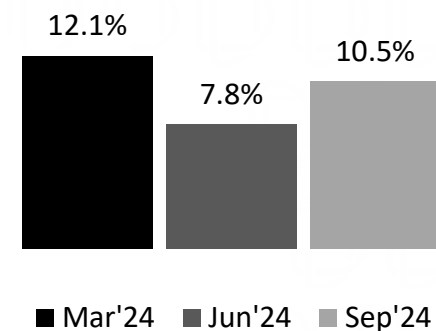
₹ Million

| Particulars                              | 31-Mar-24    | 30-June-24   | 30-Sep-24    |
|--|--------------|--------------|--------------|
| <b>Net Worth</b>                         | <b>7,838</b> | <b>8,000</b> | <b>8,095</b> |
| Long Term Borrowings                     | 300          | 422          | 316          |
| Short Term Borrowings                    | 2,760        | 2,395        | 3,238        |
| <b>Net Debt</b>                          | <b>3,040</b> | <b>2,815</b> | <b>3,531</b> |
| Net Fixed Assets                         | 2,471        | 2,654        | 2,822        |
| Sales/Capital Employed                   | 1.58         | 1.21         | 1.37         |
| <b>Cash Conversion Cycle<sup>2</sup></b> | <b>150</b>   | <b>175</b>   | <b>163</b>   |

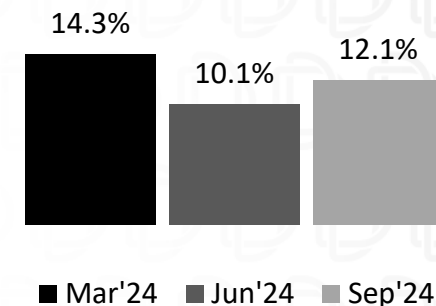
**Note:**

1. Profit figures are YTD annualized, ROE excludes Non-Controlling Interest
2. Receivable and Inventory days are based on operating income and Payables on cost of goods sold

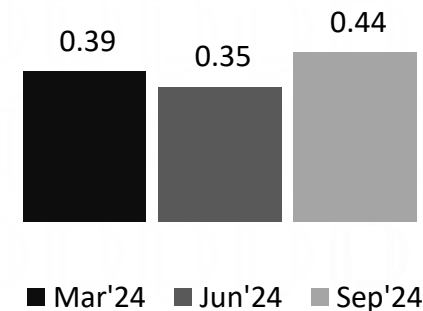
**ROE(%)<sup>1</sup>**



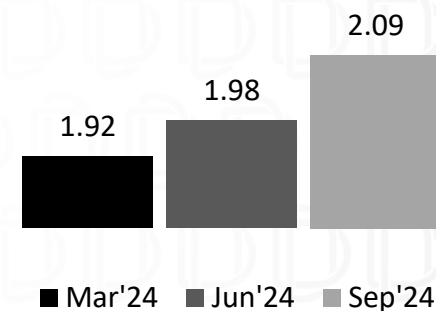
**ROCE(%)<sup>1</sup>**



**Net Debt/Equity**



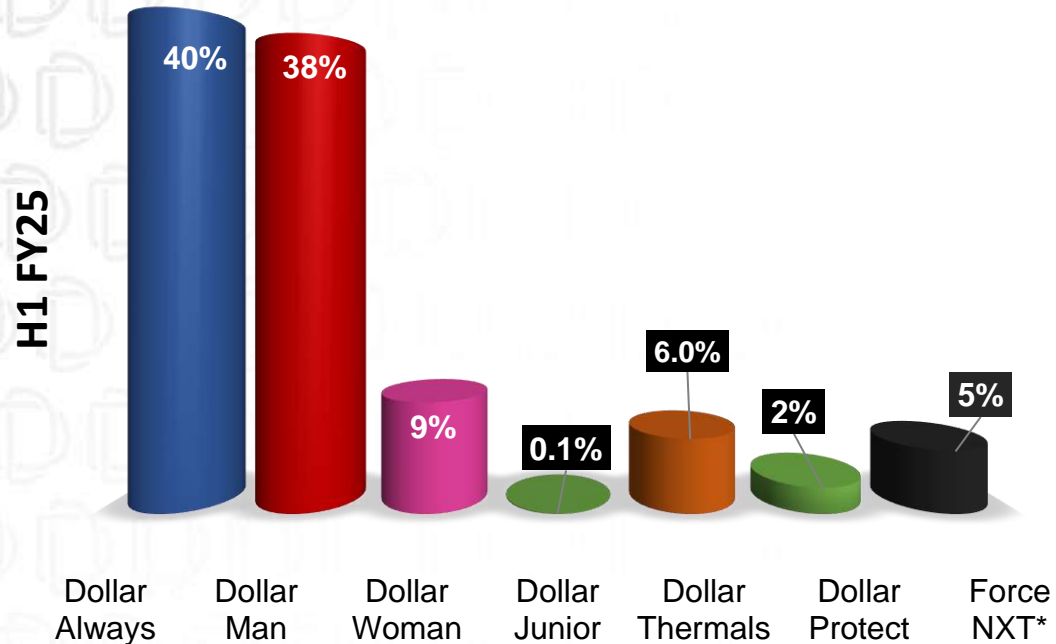
**Net Debt/Operating EBITDA<sup>1</sup>**





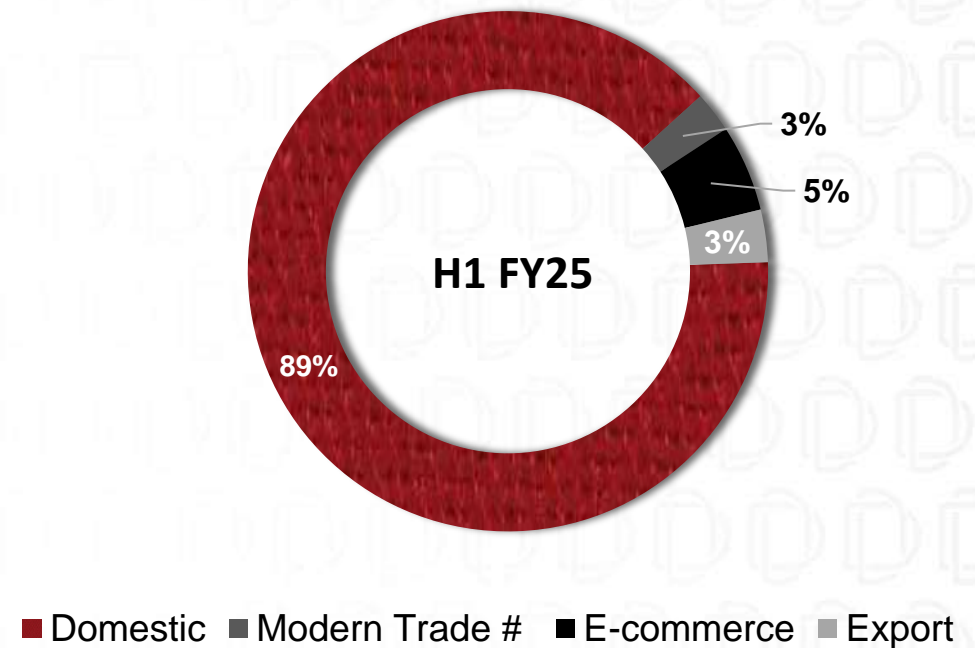
# REVENUE CONTRIBUTION (1/2)

BRAND WISE



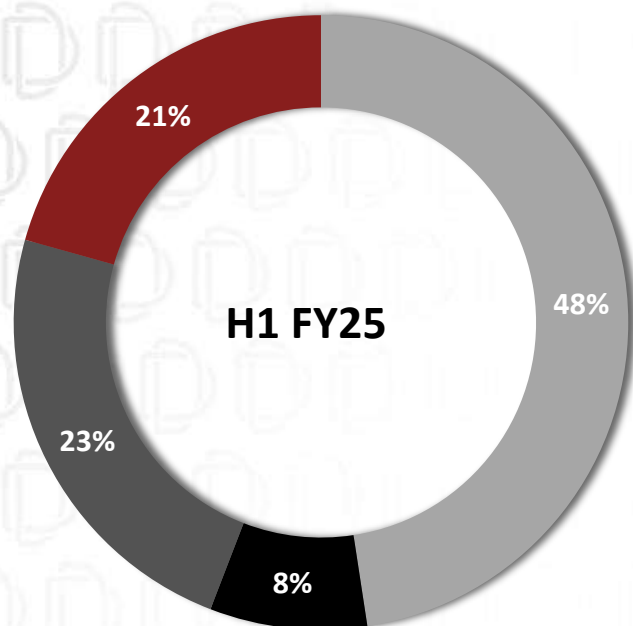
\*Force Gowear and Pepe are part of Force NXT  
#Modern Trade includes revenue from EBOs

TRADE CHANNEL WISE



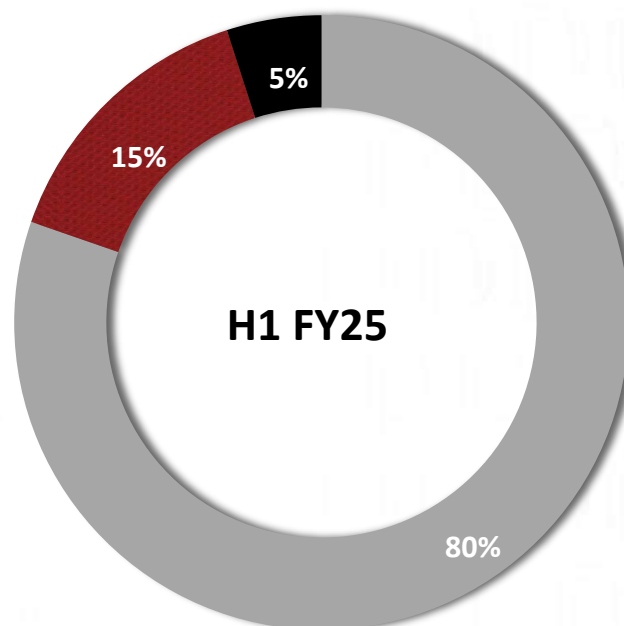
# REVENUE CONTRIBUTION (2/2)

REGION WISE



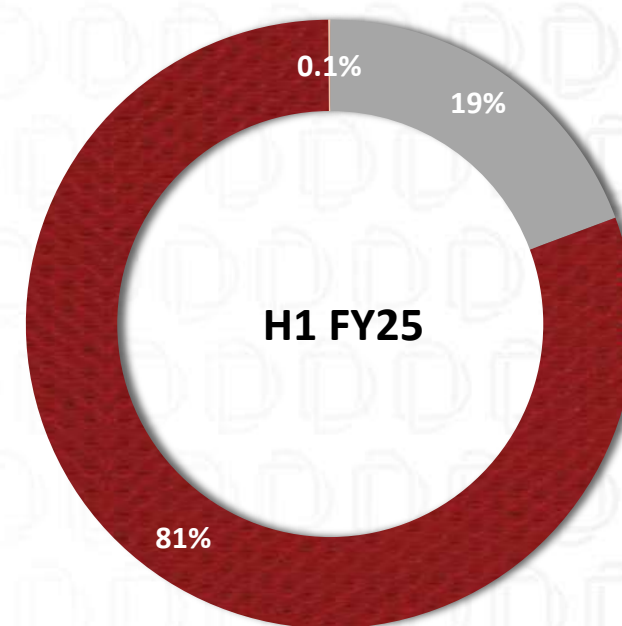
■ North ■ South ■ East ■ West

GENDER WISE



■ Men ■ Women ■ Kids

CATEGORY WISE



■ Outerwear ■ Innerwear ■ Accessories



**Q2 & H1 FY25**

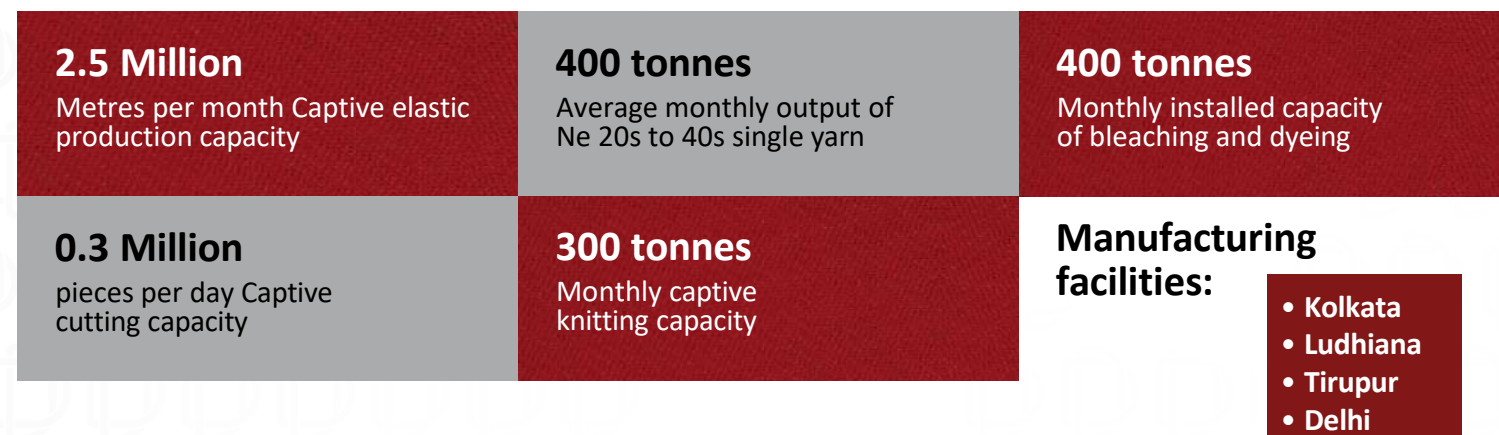
# **OPERATIONAL HIGHLIGHTS**



**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<br><b>500+</b> | Dealer network<br><b>1500+</b> | Retail reach<br><b>1,45,000+</b> |                          |
| EBOs<br><b>17</b>         | Branches<br><b>14</b>          | Depots<br><b>15</b>              | Warehouses<br><b>20+</b> |

## Multi-platform

E-retail presence



Modern trade &  
E-commerce



# PENETRATING COUNTRIES ACROSS THE WORLD

Export revenue in H1 FY 25

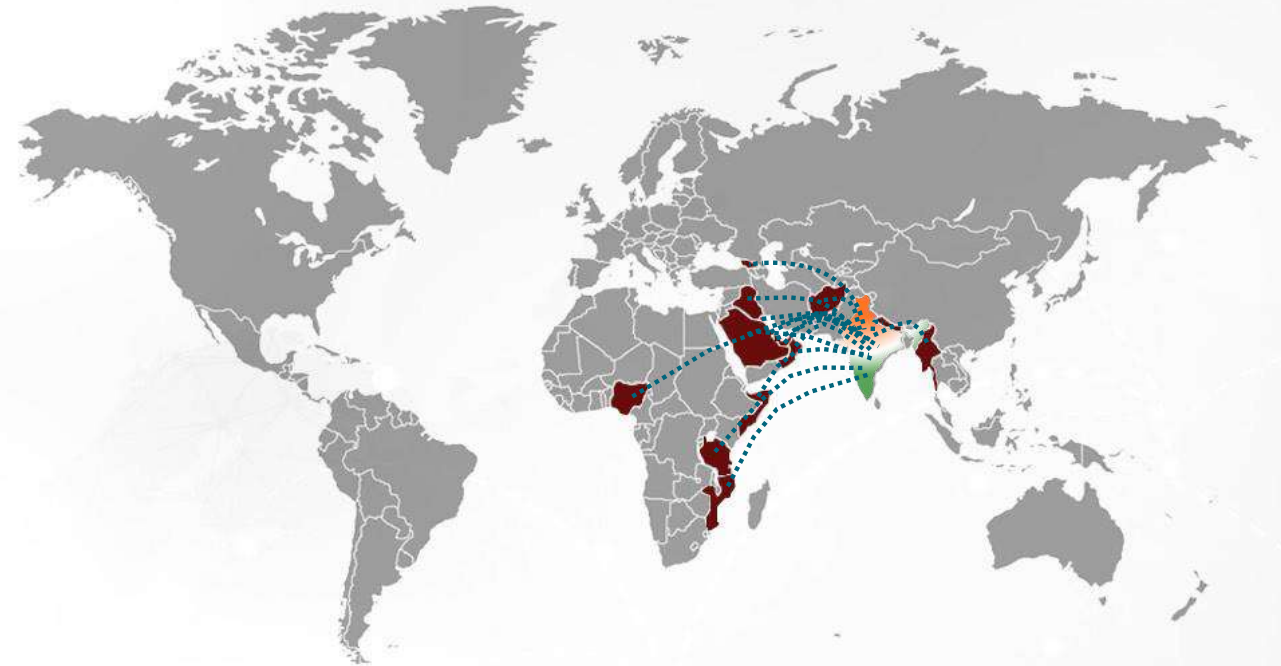
**15 Countries | 255 Million**

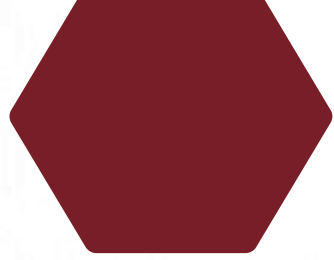
Export revenue in FY 26

**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 |              |





**Q2 & H1 FY25**

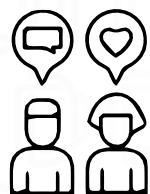
# **GROWTH DRIVERS**

**DOLLAR**  
WEAR THE CHANGE

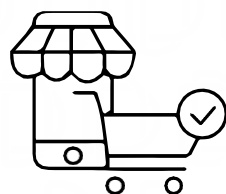
**50**  
GLORIOUS YEARS

# GROWTH DRIVERS

## Strategic priorities



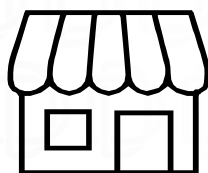
Leveraging  
new brand overhaul



Investing in  
digitisation



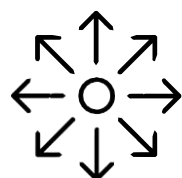
Growth through  
Project Lakshya



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

**9.0%**

Share of women's brand revenue in H1 FY25

**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 to SAP Hana S/4 ERP system**
- Integrating automated tele calling for our tele-callers

## Outcomes

- Transparent engagements with retailers
- Deeper insights about on-ground realities
- Increased productivity and efficiencies
- With SAP, gain end-to-end data access for effective strategy execution

# PROJECT LAKSHYA UPDATES (1/2)

**307**

Distributors  
as on Sep'24

**17**

Distributors  
added in H1  
FY25

**30.6%**

Contribution % of Lakshya  
Distributors in H1 FY25

## 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

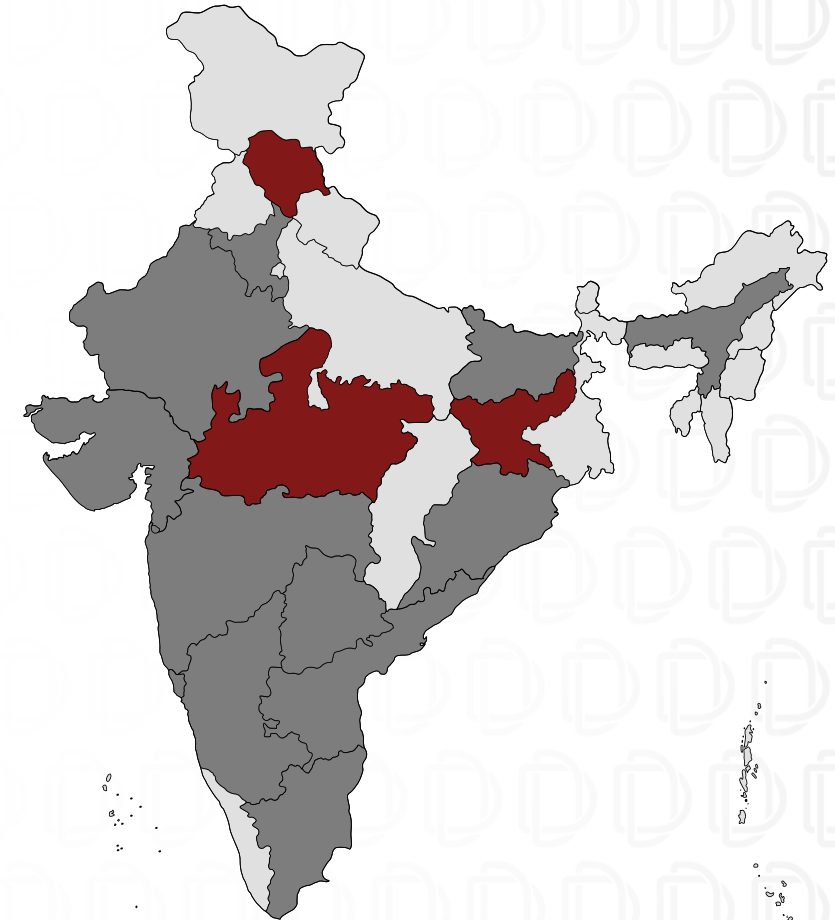
## Why?

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



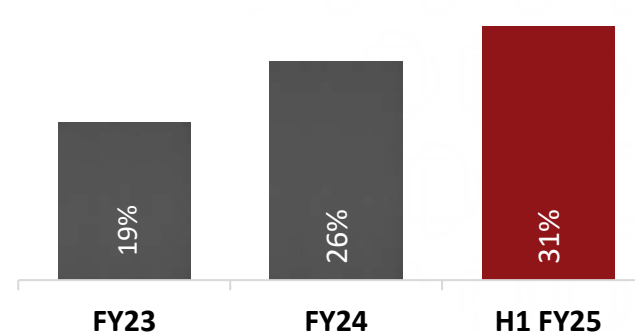
**■** Project Lakshya Implementation: FY25 Targeted States  
**■** Project Lakshya Implementation: Current States

# PROJECT LAKSHYA UPDATES (2/2)

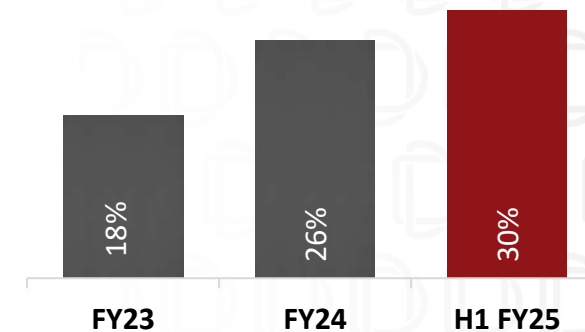


**DOLLAR RETAILER BONDING PROGRAM**

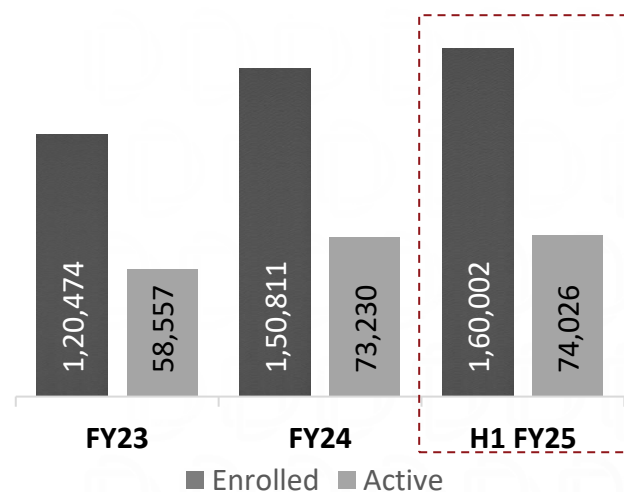
**VALUE CONTRIBUTION**



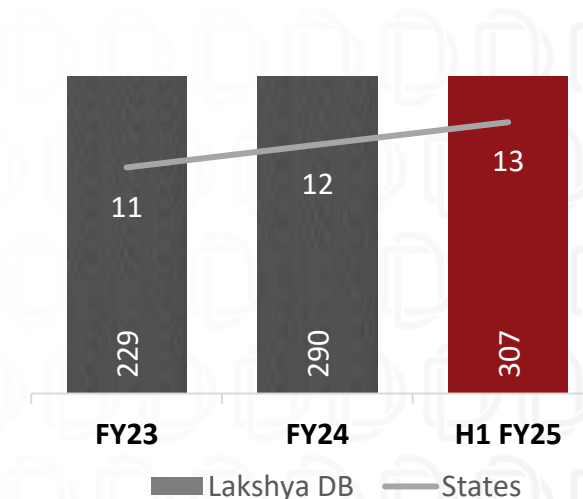
**VOLUME CONTRIBUTION**



**LAKSHYA RETAILERS**



**LAKSHYA DB**



# PURSUING GROWTH THROUGH **EBO**

**125**

Targeted EBOs by 2026



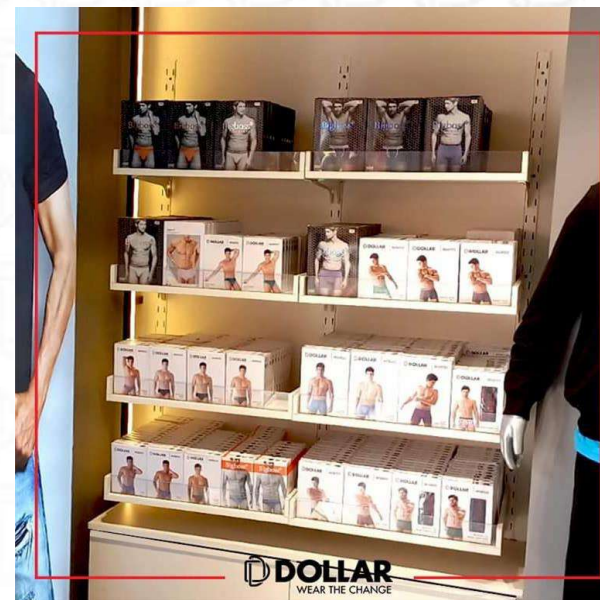
We successfully forayed into the exclusive brand outlet (EBO) segment



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



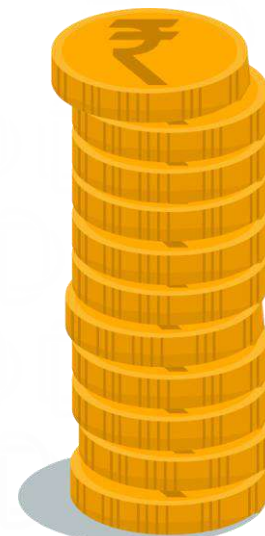
3

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



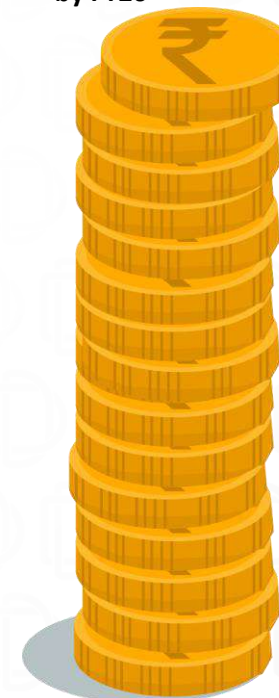
4

- **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

**8 MW**

Total power generation capacity as on Sep'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. Abhishek Mishra**  
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



**Q2 & H1 FY25**

# FINANCIAL SUMMARY



# SUMMARY PROFIT & LOSS

₹ Million

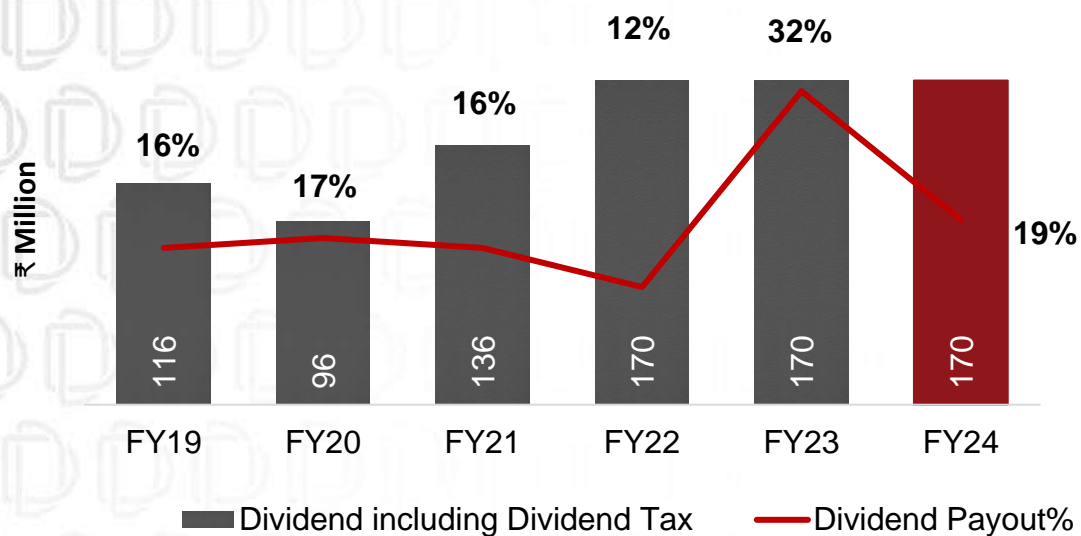
| Particulars                 | Q2 FY 25 | Q2 FY 24 | YoY Change | Q1 FY 25 | QoQ Change | H1 FY25 | H1 FY24 | YoY Change | FY24   |
|-----------------------------|----------|----------|------------|----------|------------|---------|---------|------------|--------|
| Operating Income            | 4,469    | 4,125    | 8.3%       | 3,337    | 33.9%      | 7,806   | 7,408   | 5.4%       | 15,723 |
| Gross Profit                | 1,497    | 1,345    | 11.3%      | 1,189    | 25.9%      | 2,685   | 2,406   | 11.6%      | 5,059  |
| Gross Profit (%)            | 33.5%    | 32.6%    | 90 bps     | 35.6%    | (212 bps)  | 34.4%   | 32.5%   | 192 bps    | 32.2%  |
| Operating EBITDA            | 489      | 417      | 17.2%      | 356      | 37.4%      | 845     | 688     | 22.8%      | 1,586  |
| Operating EBITDA Margin (%) | 10.9%    | 10.1%    | 83 bps     | 10.7%    | 28 bps     | 10.8%   | 9.3%    | 153 bps    | 10.1%  |
| Other Income                | 11       | 5        | 116.2%     | 7        | 65.0%      | 18      | 12      | 53.8%      | 45     |
| Finance Cost                | 71       | 39       | 83.6%      | 67       | 6.3%       | 139     | 74      | 88.2%      | 185    |
| Depreciation                | 90       | 43       | 110.8%     | 84       | 6.8%       | 174     | 84      | 106.2%     | 213    |
| PBT                         | 342      | 334      | 2.4%       | 215      | 59.0%      | 557     | 528     | 5.6%       | 1,217  |
| PAT                         | 265      | 249      | 6.6%       | 153      | 73.2%      | 418     | 394     | 6.1%       | 902    |
| PAT Margin (%)              | 5.9%     | 6.0%     | (10 bps)   | 4.6%     | 134 bps    | 5.3%    | 5.3%    | 3 bps      | 5.7%   |
| EPS <sup>2</sup> (₹)        | 4.67     | 4.38     | 6.6%       | 2.70     | 73.2%      | 7.37    | 6.95    | 6.1%       | 15.90  |

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

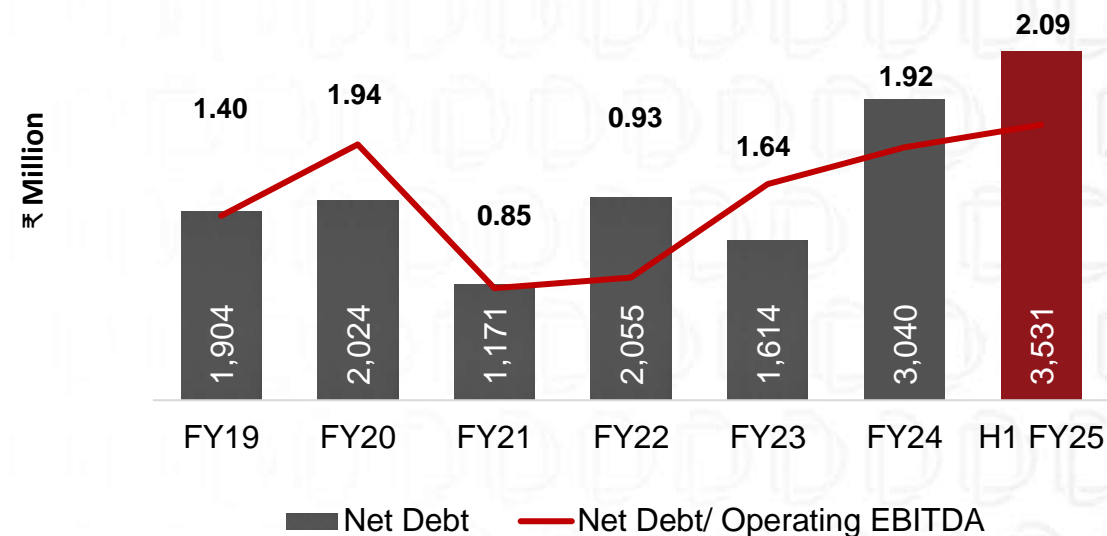
# FOCUS ON **SHAREHOLDER** VALUE CREATION

**DIVIDEND PAYOUT**



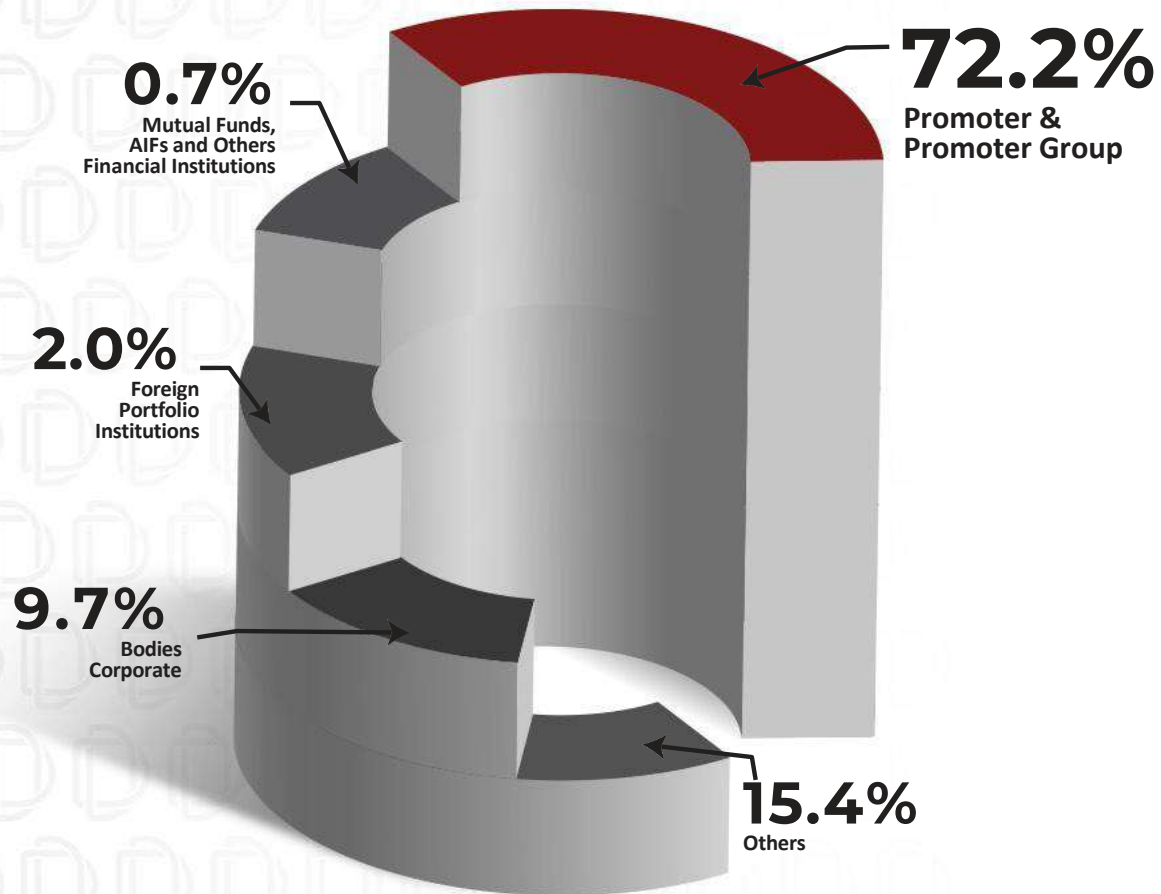
Consistent dividend payout

**NET DEBT AND NET DEBT/OPERATING EBITDA**



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

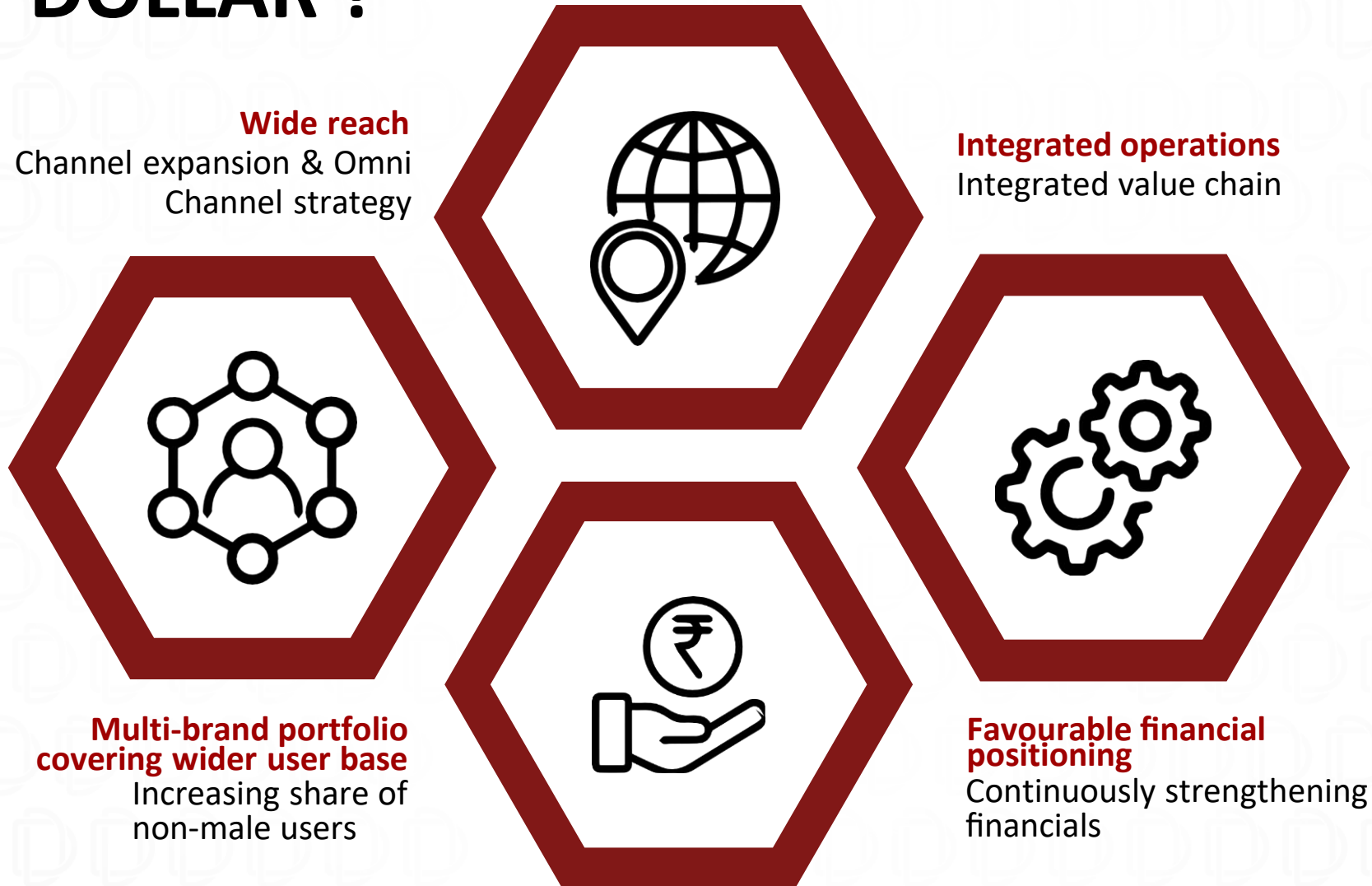
# SHAREHOLDING SUMMARY



## Share Information As on Sep 2024

|                                |             |
|--------------------------------|-------------|
| NSE Ticker                     | DOLLAR      |
| BSE Ticker                     | DOLLAR      |
| Market Cap (INR Cr)            | 2,862.18    |
| % Free-float                   | 27.79%      |
| Free-float market cap (INR Cr) | 795.41      |
| Shares outstanding             | 5,67,16,120 |

# 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 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

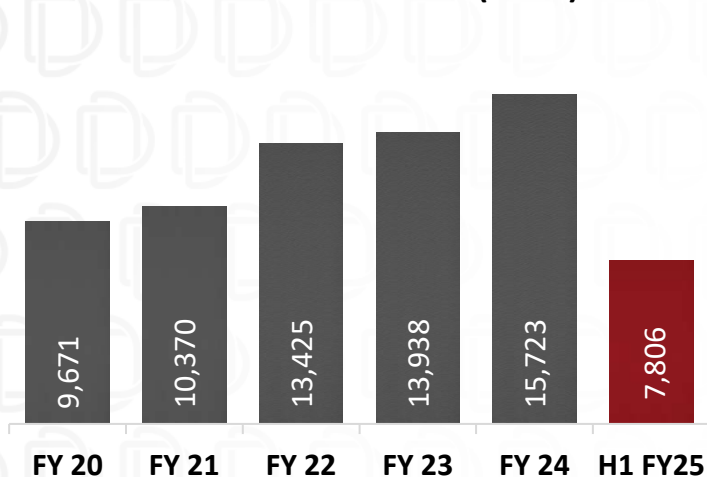
## Core Values

- 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

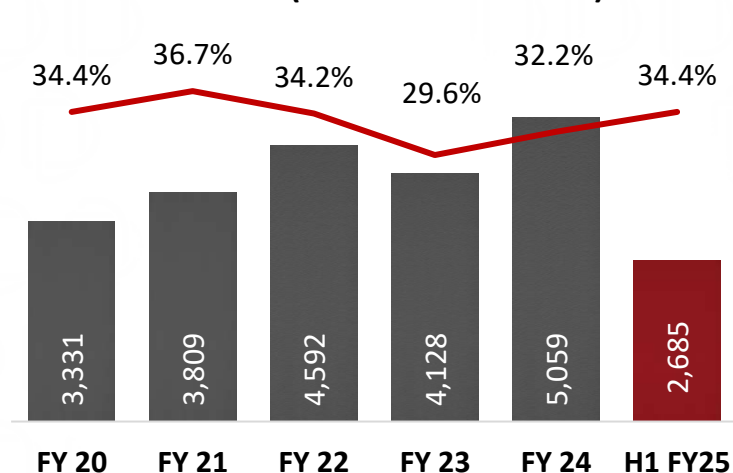


# PERFORMANCE TRACK RECORD

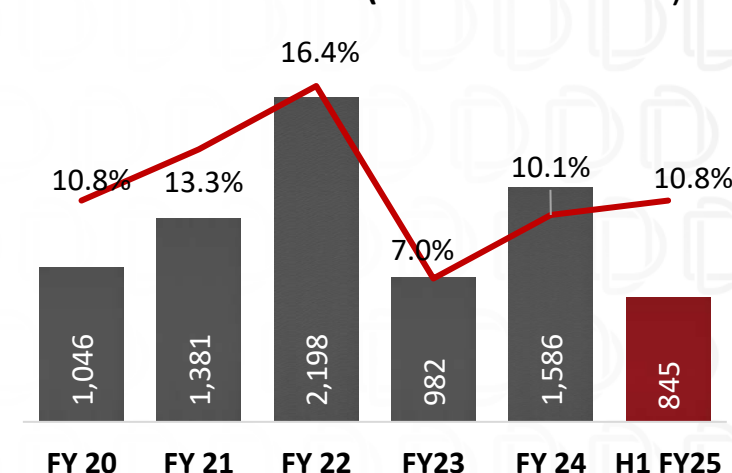
**OPERATING INCOME (₹ Mn)**



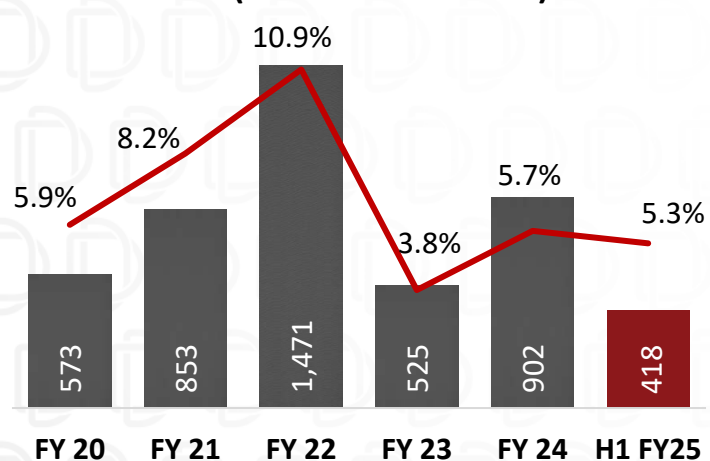
**GROSS MARGIN (₹ Mn & % MARGIN)**



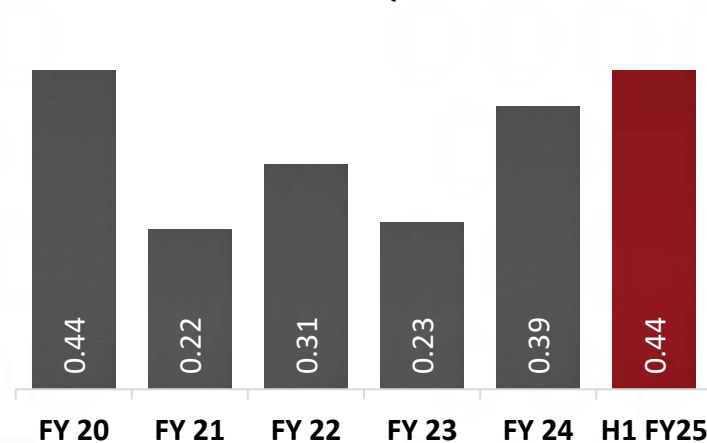
**OPERATING EBITDA (₹ Mn & % MARGIN)**



**PAT (₹ Mn & % MARGIN)**



**NET DEBT – EQUITY RATIO**



**ROCE\* & ROE\***

