



07.10.2017

The Secretary,
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor,
Plot No. C/1, 'G' Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai – 400 051.

Dear Sir,

Code - DOLLAR

**Sub: Intimation of Schedule of Analyst / Institutional Investor meetings under the SEBI
(Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulation 30(6) read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials of the Company will be attending Conference of institutional investors and shall be making presentation on the financials, products and other matters of the Company on Monday, 9th October, 2017 at ITC Sonar, Kolkata and the copy of the presentation to be made along with schedule and the details of the institutional investors are enclosed.

Kindly note that changes may happen due to exigencies on the part of Host/ Company.

This may please be informed to the members of your Stock Exchange.

Please acknowledge the receipt.

Thanking You,

Yours faithfully,

For **Dollar Industries Ltd.**

VINOD KUMAR GUPTA
Managing Director
(DIN: 00877949)

Encl: As above

Kolkata Day 2017

Antique Investor Conference

9th & 10th October 2017

ITC Sonar, Kolkata



Dollar Industries Ltd

Meeting Schedule - Mon, 09 Oct 2017

09:30-10:25 4x1	ENAM Holdings - Bhavin Chheda ENAM Holdings - Aditya Singhanian Mirabilis Investment Trust - Srinivas Seshadri BOI AXA Mutual Fund - Aakash Manghani CORPORATE DATABASE (INDIA) P LTD - AMUL VORA	-
10:30-11:25 Group	Canara HSBC Insurance - Balwinder Singh Dharamshi Securities PVT. Ltd - Ravi Dharamshi Swiss Asia - Dipanjana Gupta Bellwether Capital Private Limited - Navin J R Ohm Portfolio Equiresearch - Naitik Mody	-
11:30-12:25 1x1	White Oak India - Ramesh Mantri	-
12:30-13:25 2x1	ASK Investments - Gaurav Misra Infinity Alternatives Investment Managers Pvt Ltd - Ashish Kumar	-
13:30-14:25 1x1	Reliance Mutual Fund - Samir Rachh	-
14:30-15:25 1x1	Sundaram Mutual Fund - Madanagopal Sundaram Mutual Fund - Manjubhashini	-
15:30-16:25 4x1	Principal MF - Dhimant Shah Bay Capital - Nikunj Doshi Bay Capital - Rahul Jha Quest Investment Advisors Pvt. Ltd. - Ujwal Shah Motilal Oswal AMC - Atul Mehra Motilal Oswal AMC - Pulkit Singhal	-



INDIA'S FASTEST GROWING LIFESTYLE KNITWEAR AND INNERWEAR COMPANY

DOLLAR INDUSTRIES LIMITED. ANALYST PRESENTATION, 2016-17

Overview

1

In 2016-17, the Indian hosiery industry experienced its most challenging year

2

Demonetization-induced weakness. Higher raw material prices. Weaker revenues. Lower profits

3

Dollar Industries surprised industry observers

4

The company reported higher operating profits

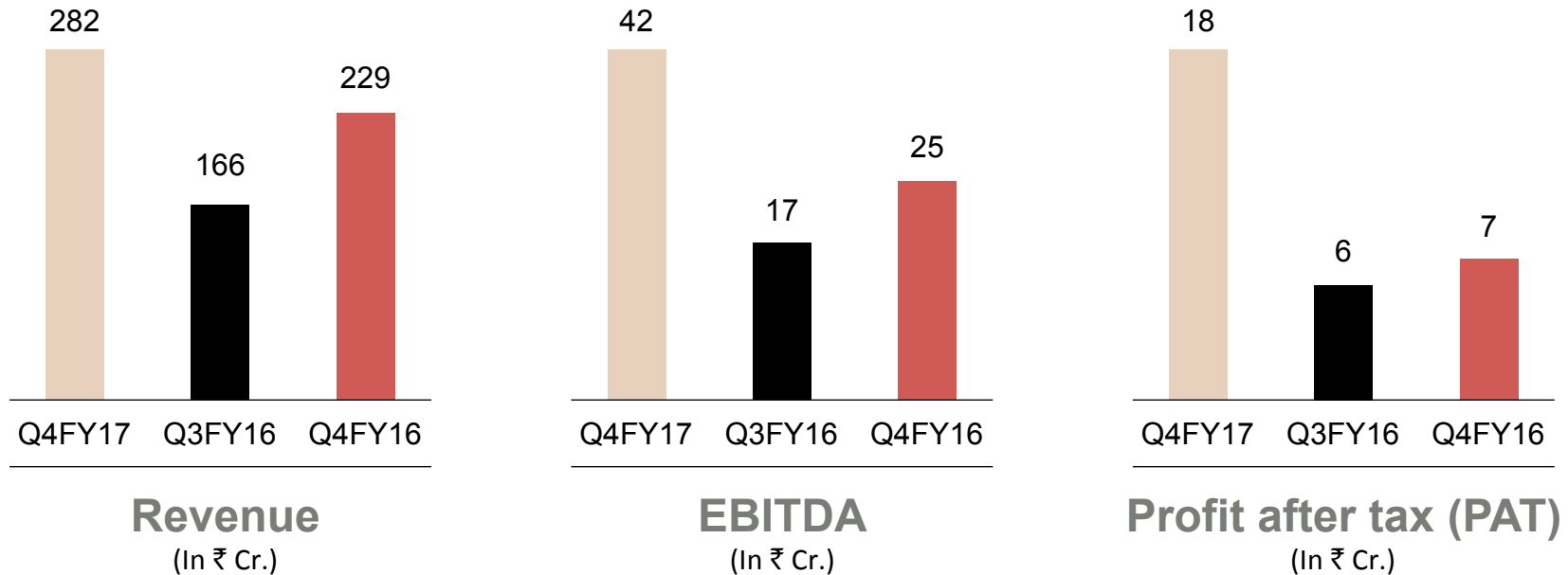
The more challenging it became, the better Dollar performed

(In ₹ Cr.)

Total revenue	EBITDA	Interest	Depreciation
905.92 2016-17	101.19 2016-17	19.67 2016-17	14.78 2016-17
829.94 2015-16	74.00 2015-16	19.37 2015-16	13.73 2015-16
Tax	Profit after tax (PAT)	Equity capital	Earnings per share (EPS) (₹)
23.27 2016-17	43.47 2016-17	10.84 2016-17	40.09 2016-17
14.55 2015-16	26.35 2015-16	7.75 2015-16	34.03 2015-16

- Profitable growth: Revenues increased 9.15%; PAT increased 64.95%.
- EBITDA margin: 11.17%, growth of 36.74% - highest in the industry
- 17.81% growth in EPS

We countered challenges creditably in Q4 FY17



- Challenging Q3FY16
- Mild winter and demonetization hangover dropped Q3FY16 sales
- Management responded with higher sales promotion in Q4FY17
- Introduced new products; enlarged addressable market
- Increased revenues 69.48% over the third quarter

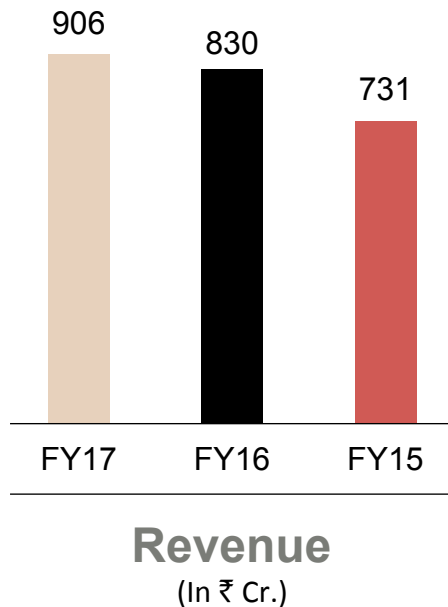
Dollar. Optimistic of sustaining its aggressive growth journey



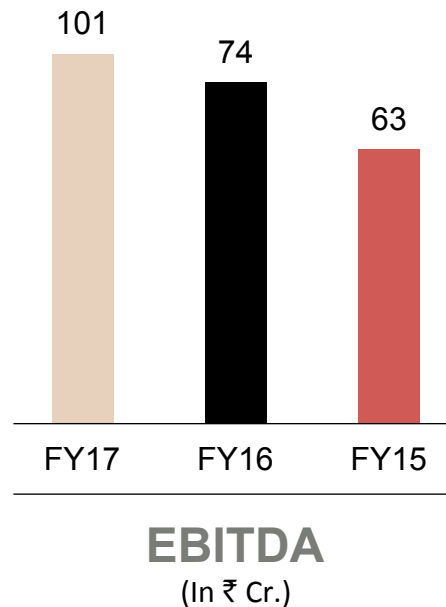
India's fastest growing lifestyle knitwear and innerwear company

MARKED BY PROFITABLE GROWTH

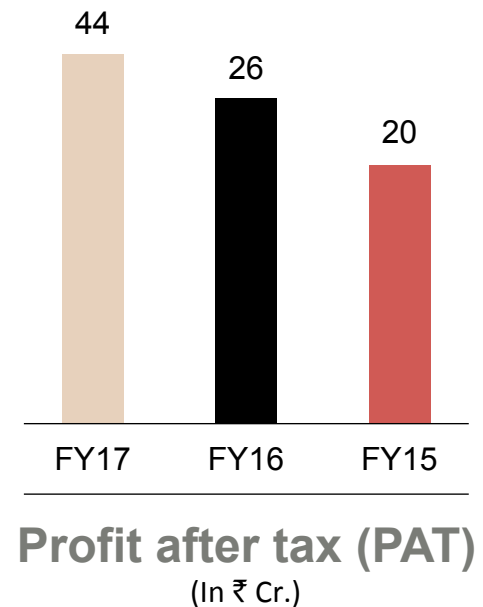
GROWTH TRANSLATING INTO BOTTOMLINE ACCRETION



Revenue growth of 7.43%
CAGR in three years
ending 2016-17



EBITDA growth of 17.50%
CAGR in three years
ending 2016-17



PAT growth of 30.75%
CAGR in three years
ending 2016-17

Dollar. Visible, enduring, relevant

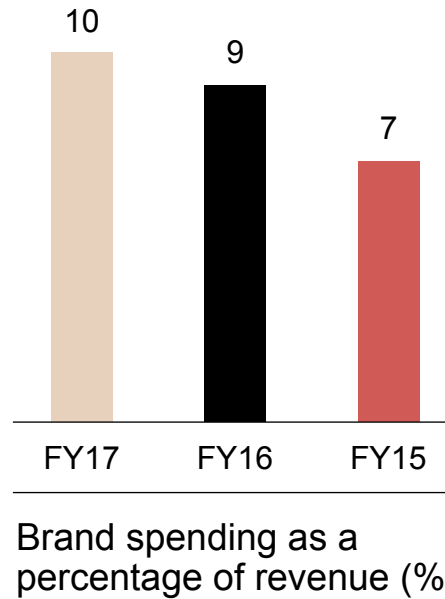
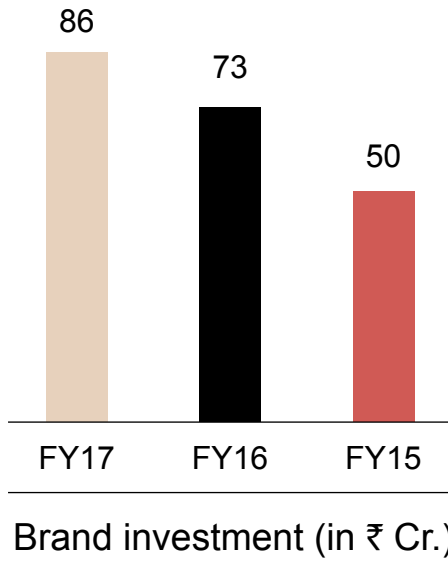
THE DOLLAR BRAND IS OUR BIGGEST INTANGIBLE ASSET

- Disciplined 8-10% investment of annual revenues in brand-building

- Products endorsed by Indian film icon Akshay Kumar

- Brand recalled for 'fitness', 'quality' and 'contemporariness'

Dollar. Visible, enduring, relevant



Dollar. Complement of popular brands addressing focused target segments



Dollar. Enjoying an extensive value chain

Among India's first innerwear and hosiery companies integrated backwards (raw cotton to hosiery product delivery)

Manufacturing locations in Tirupur, Kolkata, Delhi and Ludhiana

Invested in 5MW wind energy facility; invested in ₹12 crore effluent treatment plant (making the plant zero liquid discharge)

Equipment from Rieter and Schlafhorst (Spinning) and Schlafhorst (Dyeing), Bierrebi srl, Sclavos S.A., Bianco S.p.A. and Morgan Tecnica Spa

Spinning
capacity
(400 tonnes
per month)



Knitting
capacity
(300 tonnes
per month)



Dyeing and
bleaching
capacity
(400 tonnes
per month)



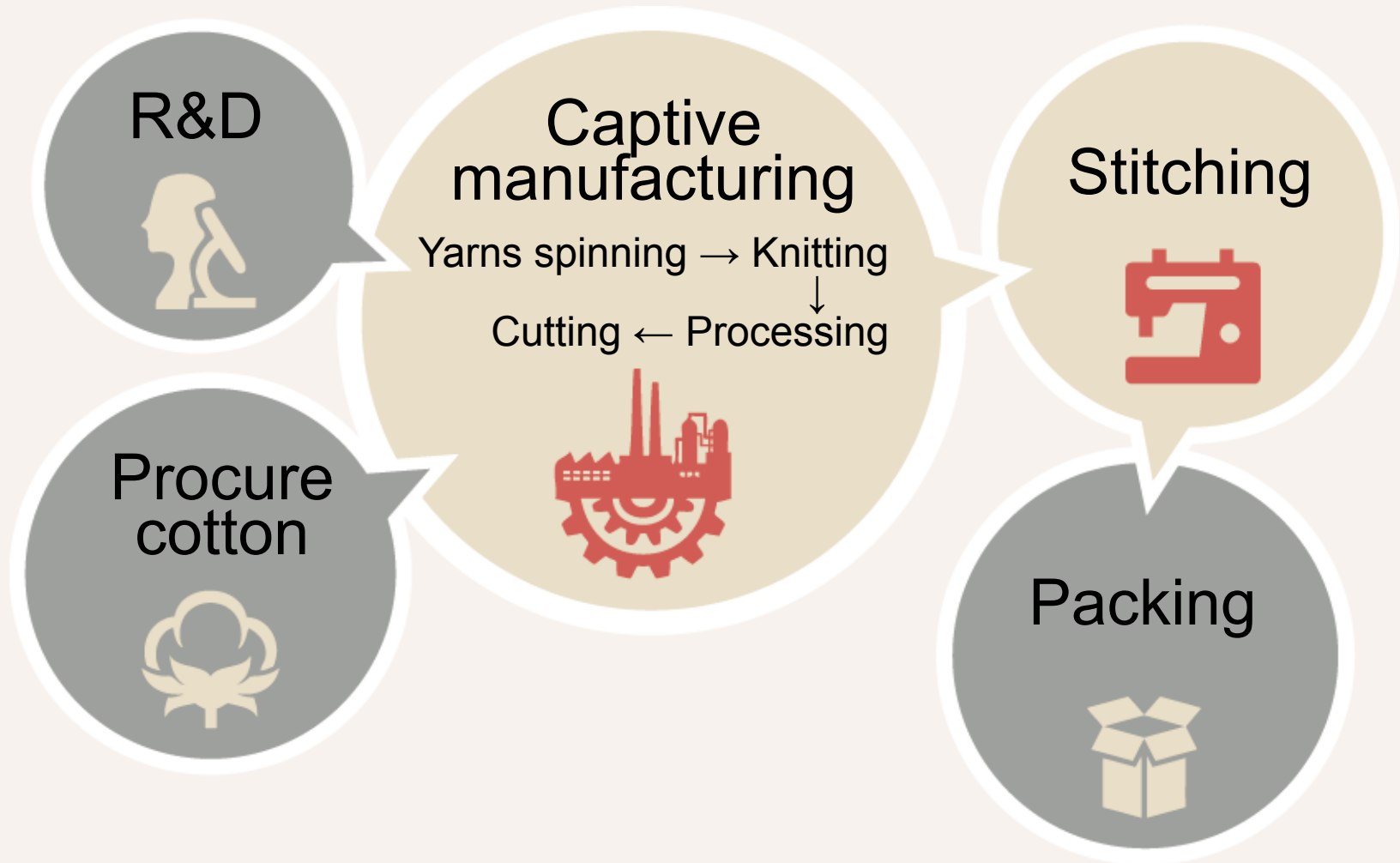
Elastic
production
capacity (10
lac metres
per month)



Cutting
capacity (3
lac pcs per
day)

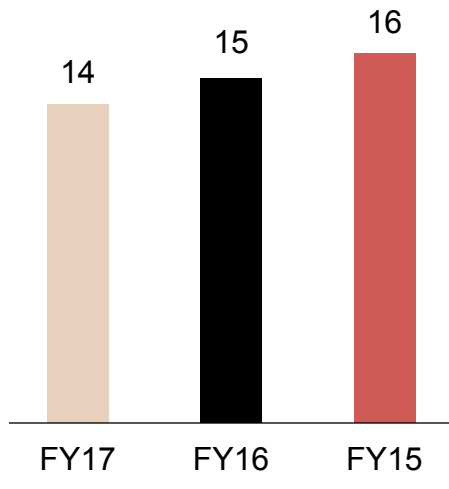
Benefits: High labour productivity; minimal downtime; superior quality; inflation management; wider value-chain

Dollar. Enjoying an extensive value chain

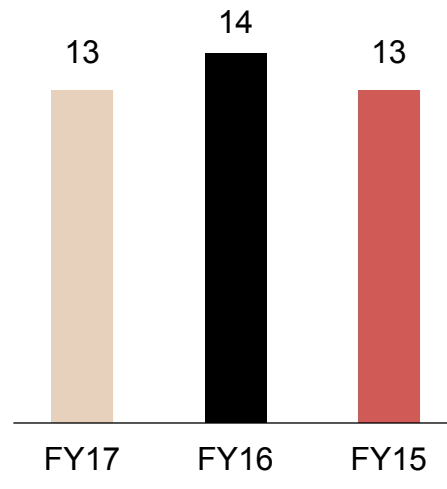


Dollar. Offering an enriching product mix

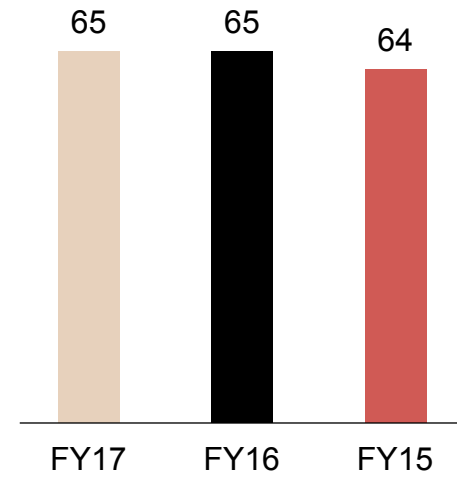
- Evolved product mix from innerwear to knitted outerwear
- Evolved from men's wear to family-wear
- Growing focus on premium and super-premium segments
- New products introduced each season



Proportion of revenue from knitted outerwear (%)



Proportion of revenue from non-men's products (%)

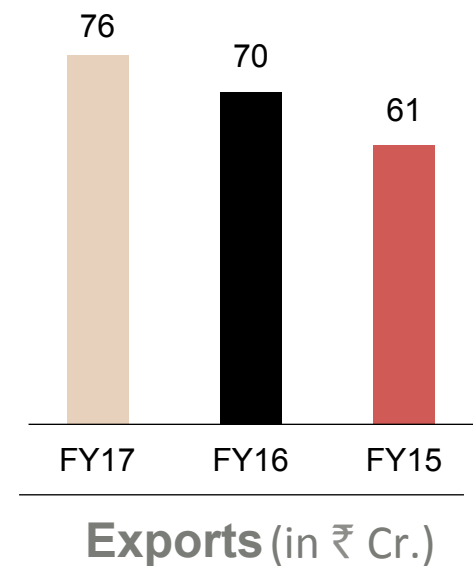
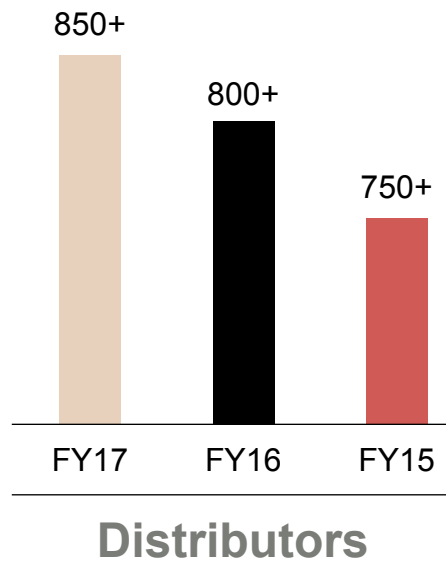
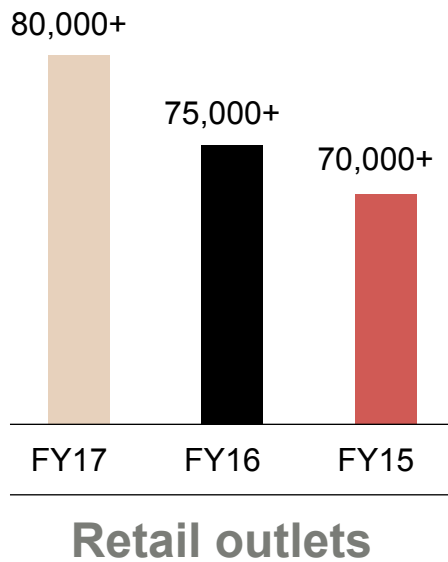


Proportion of revenue from premium and super-premium segment (%)

Dollar. Wide and deep distribution

In three years...

- Grew distributors from 750+ to 850+
- Increased multi-brand outlets from 70,000+ to 80,000+
- Extended focus from conventional retail to large format stores, modern retail and e-commerce
- Marketed products in 10 countries



Our global presence



Presence

In addition to **India**, Dollar products are also marketed in UAE, Oman, Qatar, Sudan Jordan, Yeman, Kuwait, Bahrain, Iraq and Nepal

Dollar. Transforming sectoral realities



From an
'innerwear'
company to
a lifestyle
brand



From
marketing
products like
commodities
to marketing
around
aspiration



From low-
priced
products
towards
affordable
luxury



From job-work
to owned
manufacturing
facilities

Dollar. Continuously responsive

Wide price range (₹50 to ₹650)

Broad apparel categories (innerwear and outerwear)

Presence in economy, premium and super-premium segments

Diverse choice across styles, colours and weaves

Accelerating new product introduction

Enhanced allocation for R&D and designing

Caters to the entire family, not just men

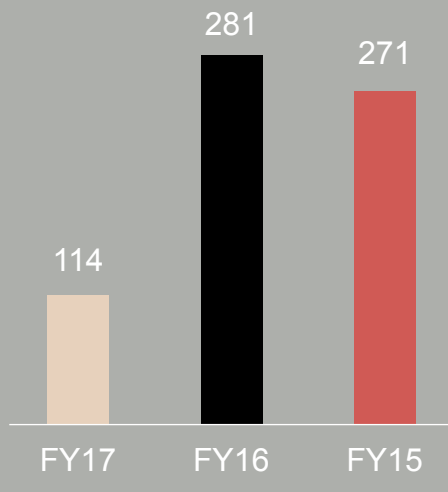
Dollar. Continuously responsive

Force NXT launched in 2015-16

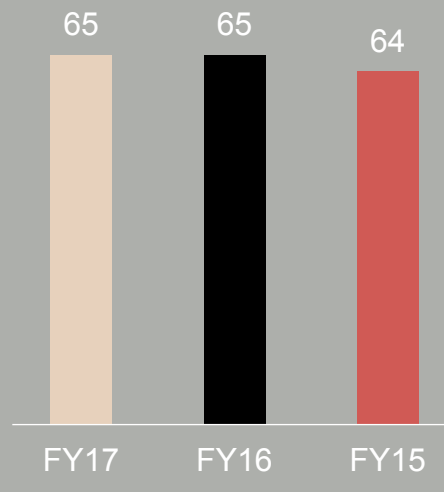
Address super premium segment

Fabric uses superior yarn, thread and fashionable design

Signalling desired premium positioning



**No. of new
products launched**



**Revenue from premium
and super premium
segments (%)**

Dollar. The big picture



Vision

- Dollar in everyone's lives



Mission

- to emerge as India's best loved hosiery brand
- to make hosiery outerwear and innerwear fashionable yet affordable
- to graduate customers to a higher apparel lifestyle standard
- to reach customers through convenience (modern trade and e-commerce)
- to invest in high productivity manufacturing facilities
- to outperform industry standards in profitability
- to improve life of people around Dollar
- to do all this at the high governance standards



Quality policy

- to enhance customer satisfaction by providing high-quality readymade garments as per customer specifications and requirements
- to strive for continual improvement by monitoring and quality reviewing management systems
- to monitor quality at every manufacturing point starting from yarn to packaging and delivering
- to ensure compliance with ISO 9001:2015

Our management



Mr. Dindayal Gupta, Chairman



Mr. Vinod Kumar Gupta
Managing Director & CEO
Chartered Accountant (CA)
Company Secretary (CS)



Mr. Binay Kumar Gupta
Managing Director
Bachelor of Commerce (B.Com)



Mr. Krishan Kumar Gupta
Whole-time Director
Bachelor of Science (B.Sc)



Mr. Bajrang Lal Gupta
Whole-time Director
Bachelor of Technology (B.Tech)

Independent Board



Mr. Binay Kumar Agarwal
Chartered Accountant (CA)
Practising finance and tax
consultant



Mr. Pawan Kumar Agarwal
Bachelor of Commerce (B.Com)
Successful Businessman



Mr. Rajesh Kumar Bubna
Chartered Accountant (CA)
Company Secretary (CS)
Practising tax consultant and advisor



**Mrs. Deepshikha Rakesh
Agarwal**
Bachelor of Commerce (B.Com)



Mr. Rakesh Biyani
Bachelor of Commerce (B.Com)
Advanced Management Programme
from Harvard University
Eminent Businessman



Mr. Sunil Mitra
Retired I.A.S. Officer

Awards and accolades



Received the **National Award for Excellence** in men's innerwear from the Clothing Manufacturers Association of India (CMAI) in 2006, 2007 and 2009

Awarded 'Best Brand' by CMAI in 2006 and 2010

Received One Star Export House Certification awarded by DGFT

Dollar has a 15% share of the branded organised hosiery market in India

Corporate Social Responsibility

Set up water kiosks in Kolkata and Bhubaneswar



Organized awareness programmes on the environment, health and sanitation for underprivileged children



Celebrated Children's Day with NGOs



Supported schools and local clubs in organizing fitness events such as cricket and football tournaments, wrestling, rock climbing and sports festivals



Sponsored 'Kolkata Marathon', Cyclothon and blood donation camps



SWOT analysis



Strengths

- Resilient long-term demand
- Strong fundamentals and brand recall
- Backward integration resulting in extensive value chain



Weaknesses

- Volatile raw material prices
- Fast changing technology
- Changing consumer behaviour



Opportunities

- High growth rate of domestic textile industry
- Shift in preference towards branded readymade garments
- E-commerce demand



Threats

- Cyclic nature and fast changing trends in fashion industry
- Availability of skilled labour

Managing Director's statement



“At Dollar Industries,
we are reinventing ourselves:

- we **DECIDE**
- we **DRIVE**
- we **DELIVER”**

From volume-driven to value-driven.

From commodity-influenced to
innovation-inspired.

From asset-heavy to asset-light.

From gross block-driven to brand-powered.

“It took us more than 40 years to get to
nearly ₹1000 cr revenues; now driving the
Company to achieve the next ₹1000 cr in just
7 years.”

- Vinod Kumar Gupta

For more details on the company, contact

Shashi Agarwal (CFO) at
shashi.agarwal@dollarglobal.in