

15.08.2020

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

Reg: Presentation to be made at Analyst / Institutional Investor meet (Earning Call)

Further to our intimation dated 14.08.2020 regarding Schedule of Analyst/ Institutional Investor Meet (Earning Call) and pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing a copy of presentation to be made on the financials and other matters of the Company at the aforesaid Meet on 17.08.2020.

This may please be informed to all the concerned.

Thanking You,

Yours faithfully,

For Dollar Industries Limited



Abhishek Mishra
Company Secretary

Encl: As above

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DOLLAR INDUSTRIES LTD.

(AN ISO 9001:2015 CERTIFIED ORGANISATION)

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+ 91 33 2288 4064-66 +91 33 2288 4063 care@dollarglobal.in dollarglobal.in
CIN NO. : L17299WB1993PLC058969

Investor Presentation

Dollar Industries Ltd.

Earning Call Q1FY21

17th 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



creating five categories

 **DOLLAR**

 **DOLLAR**
MAN

 **DOLLAR**
WOMAN

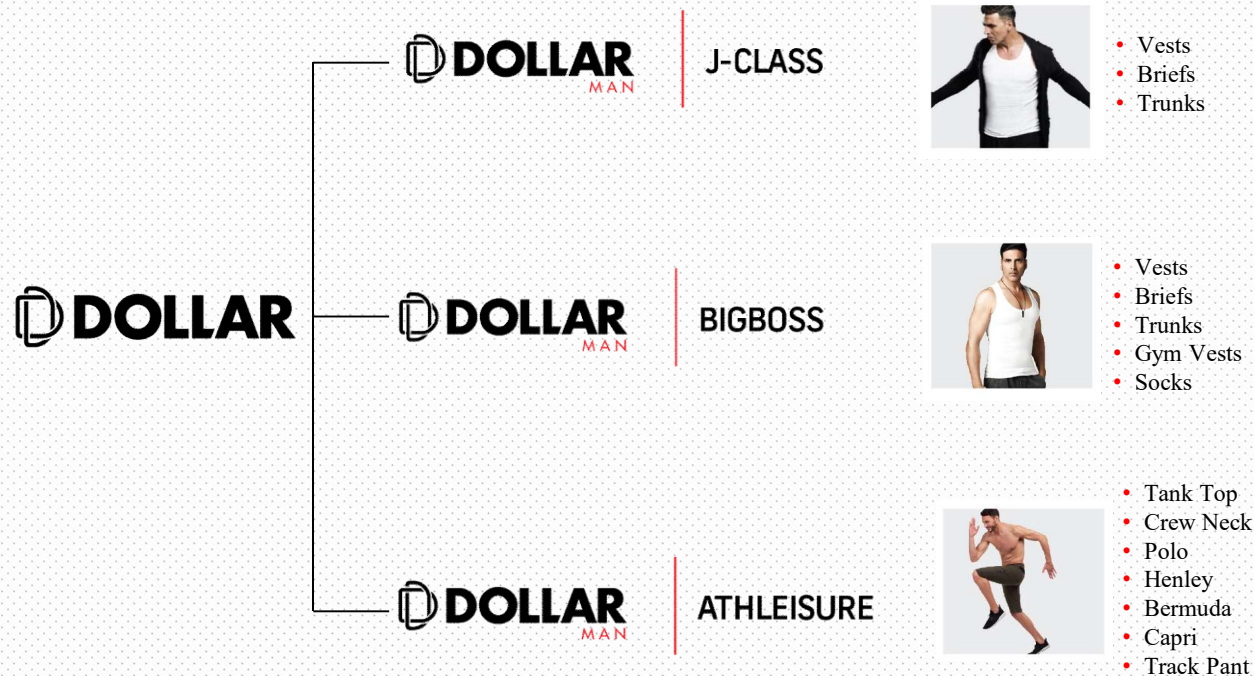
 **DOLLAR**
JUNIOR

 **DOLLAR**
ALWAYS

 **DOLLAR**
THERMALS



definitely male



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definitely feminine



MISSY



- Legwear
- Casual Wear
- Camisoles
- Panties
- Socks

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gen tomorrow



CHAMPION



- T-Shirts
- Bermudas
- Trousers
- Socks

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fit quality. hit prices



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

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



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

merges with new architecture



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

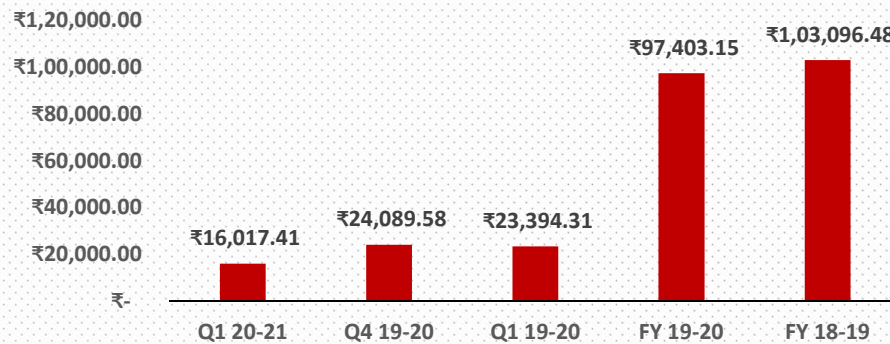
SN	Particulars	Three months ended			Year ended
		30/6/2020 (Unaudited)	31/3/2020 (Audited)	30/6/2019 (Unaudited)	31/3/2020 (Audited)
I	Revenue from operations	15,999.86	23,766.57	23,359.88	96,931.95
II	Other income	17.55	323.01	34.43	471.20
III	Total income (I+II)	16,017.41	24,089.58	23,394.31	97,403.15
IV	Expenses				
	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
	Total expenses (IV)	13,812.99	22,406.07	21,398.01	89,424.26
V	Profit before tax (III-IV)	2,204.42	1,683.51	1,996.30	7,978.89
VI	Tax expenses				
	(1) Current tax	602.88	483.73	721.09	2,154.07
	(2) Deferred tax	(42.45)	(132.13)	(14.52)	(120.56)
	Total tax expenses (1+2)	560.43	351.60	706.57	2,033.51
VII	Profit for the period (V-VI)	1,643.99	1,331.91	1,289.73	5,945.38
VIII	Other comprehensive income (net of tax)	(13.96)	(100.81)	15.38	(55.86)
IX	Total Comprehensive income for the period (VII+VIII)	1,630.03	1,231.10	1,305.11	5,889.52

Financials

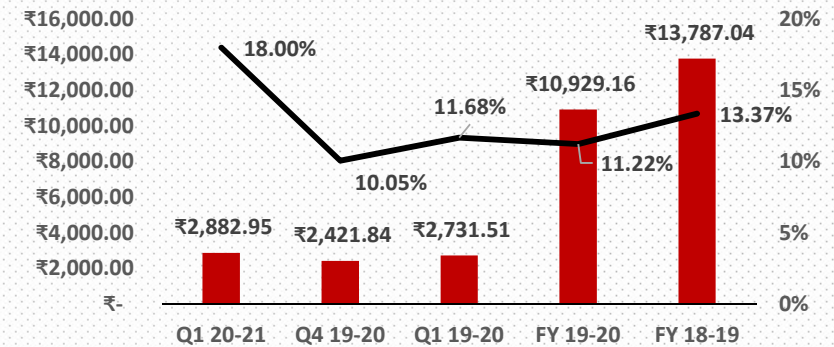


Rs. In Lakhs

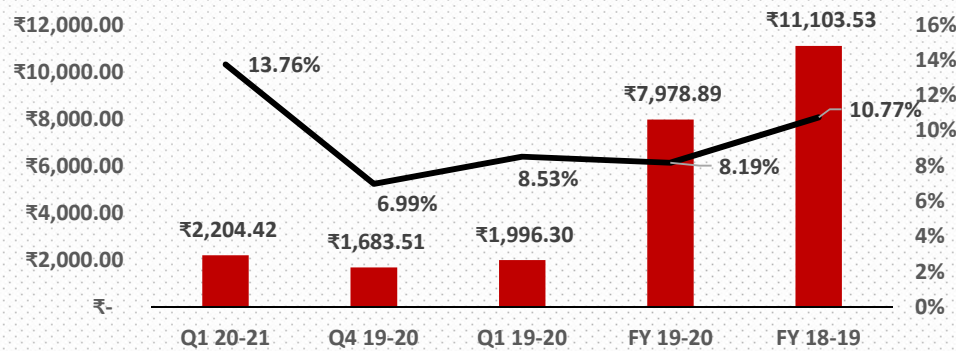
Total Revenue (Rs. Lacs)



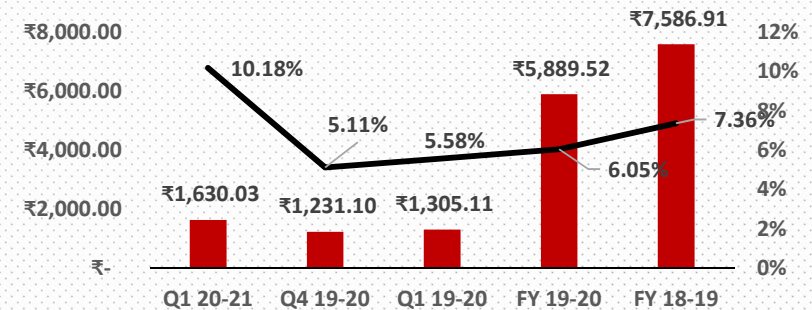
EBITDA (Rs. Lacs)



PBT (Rs. Lacs)

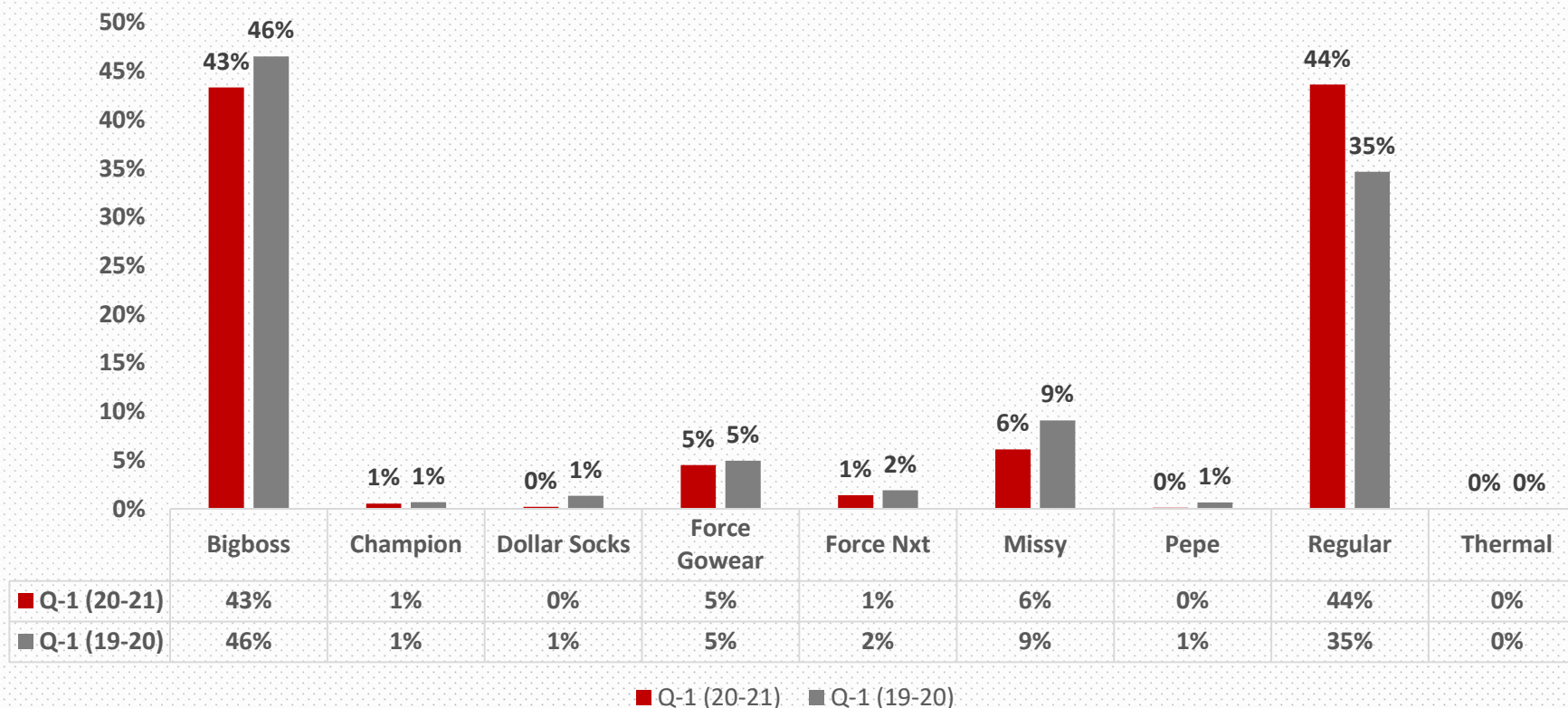


PAT (Rs. Lacs)



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Brand Contribution



Thank You

Shashi Agarwal

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Strategy & Investor Relations*

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