

30.06.2020

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 29.06.2020 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 30.06.2020.

This may please be informed to all the concerned.

Thanking You,

Yours faithfully,

For Dollar Industries Limited


Abhishek Mishra
Company Secretary

Encl: As above

DOLLAR INDUSTRIES LTD.

(AN ISO 9001:2015 CERTIFIED ORGANISATION)

Om Tower 15th Floor 32 J. L. Nehru Road Kolkata 700071 India
+ 91 33 2288 4064-66 +91 33 2288 4063 care@dollarglobal.in dollarglobal.in
CIN NO. : L17299WB1993PLC058969

Investor Presentation

Dollar Industries Ltd.

Earning call Q4FY20

Date :30th June,2020

Executive Summary



Operational Summary

- The Company made the soft launch of its **New Brand Architecture** towards the end of January, 2020 and was the first one to e-launch the New Brand Logo and Architecture through the digital platform.
- The Company started the initiative of **calling the retailers** for orders instead of sending the TSO to the field physically. This has helped the Company to serve its retailers and at the same time maintain the safety of its employees.
- The Company adapted **Work from Home** strategy for its employees during the lockdown period.
- The Company also added Masks and PPE Kits in April under **Dollar Protect**.
- The Company experienced a surge on **online** sales during the lockdown period.
- The JVCo. is focusing on the **product enhancement** and rolled out areas for operations
- During **Covid-19** pandemic the Company extended help to people affected by the pandemic

the new identity
the New Identity



creating five categories



DOLLAR



DOLLAR
MAN



DOLLAR
WOMAN



DOLLAR
JUNIOR



DOLLAR
ALWAYS



DOLLAR
THERMALS



definitely male

 **DOLLAR**

 **DOLLAR**
MAN

J-CLASS



- Vests
- Briefs
- Trunks

 **DOLLAR**
MAN

BIGBOSS



- Vests
- Briefs
- Trunks
- Gym Vests
- Socks

 **DOLLAR**
MAN

ATHLEISURE



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

definitely feminine

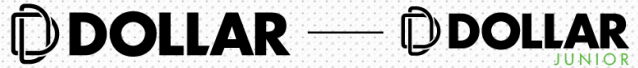


MISSY



- Legwear
- Casual Wear
- Camisoles
- Panties
- Socks

gen tomorrow



CHAMPION



- T-Shirts
- Bermudas
- Trousers
- Socks

fit quality. hit prices



LEHAR



- Vests
- Briefs
- Trunks
- Panties
- Socks

hot styles

 **DOLLAR**

 **DOLLAR**
THERMALS

ULTRA



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

 **DOLLAR**
THERMALS

WINTERCARE



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

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

Financial Summary



- The Total **Revenue** for **Q4FY2020** stood at **Rs. 240.89 crs** and for **FY20** **Rs. 974.03 crs**.
- The **EBIDTA** for the quarter is **Rs. 24.22 crs i.e. 10%** , **FY20** stood at **Rs. 109.29 crs i.e. 11%** and the **EBITDA** for **Q419** stood at **Rs.35.10 Crs. i.e 12 %** , **FY19** stood at **Rs.137.87 Crs i.e 13 %**.
- The **PBT** for **Q4FY2020** stood at **Rs. 16.84 crs i.e. 7%** , **FY20** stood at **Rs. 79.79 crs i.e. 8%** and the **PBT** for **Q419** stood at **Rs.27.53 Crs. i.e 9 %** , **FY19** stood at **Rs.111.03 Crs i.e 11 %**.
- The **PAT** for **Q4FY2020** stood at **Rs. 12.31 crs i.e. 5%** , **FY20** stood at **Rs. 56.79 crs i.e. 6%** and the **PAT** for **Q419** stood at **Rs.22.70 Crs i.e 8 %** , **FY19** stood at **Rs.75.86 Crs i.e 7 %**.
- **Loss** contributed by **JVCo** for **Q4FY2020** was **Rs. 1.13 crs** , **FY20** **Rs. 2.11 crs**

(Rs. Lacs)	Q4 19-20	Q4 18-19	Growth %	FY 19-20	FY 18-19	Growth %
Total Revenue	₹ 24,089.58	₹ 29,850.12	-19.30%	₹ 97,403.15	₹ 1,03,096.48	-5.52%
EBIDTA	₹ 2,421.84	₹ 3,510.66	-31.01%	₹ 10,929.16	₹ 13,787.04	-20.73%
PBT	₹ 1,683.51	₹ 2,753.95	-38.87%	₹ 7,978.89	₹ 11,103.53	-28.14%
PAT	₹ 1,231.10	₹ 2,270.78	-45.79%	₹ 5,889.52	₹ 7,586.91	-22.37%

Financial Performance

Statement of Audited Standalone Financial Results for the three months ended and year ended March 31, 2020

SN	Particulars	Three months ended			Year ended	
		31-03-2020 (Audited) (Refer Note No. 7)	31-12-2019 (Unaudited)	31-03-2019 (Audited)	31-03-2020 (Audited)	31-03-2019 (Audited)
I	Revenue from operations	23,766.57	25,480.64	29,779.68	96,931.95	1,02,875.52
II	Other income	323.01	62.20	70.44	471.20	220.96
III	Total income (I+II)	24,089.58	25,542.84	29,850.12	97,403.15	1,03,096.48
IV	Expenses					
	Cost of materials consumed	10,511.57	9,189.63	11,216.11	42,447.65	47,461.14
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,265.63	2,204.03	2,806.58	2,399.05	(4,107.42)
	Employee benefits expense	1,193.54	1,031.29	918.28	4,206.91	3,362.58
	Finance costs	368.07	368.61	489.20	1,529.03	1,573.94
	Depreciation and amortization expense	370.26	363.05	267.51	1,421.24	1,109.57
	Sub-contract expenses	5,157.24	4,053.80	5,573.46	18,558.03	21,107.20
	Other expenses	3,539.76	5,670.09	5,825.16	18,862.35	21,485.93
	Total expenses (IV)	22,406.07	22,880.50	27,096.30	89,424.26	91,992.94
V	Profit before tax (III-IV)	1,683.51	2,662.34	2,753.82	7,978.89	11,103.54
VI	Tax expenses					
	(1) Current tax	483.73	708.34	608.59	2,154.07	3,645.73
	(2) Deferred tax	(132.13)	(3.96)	(110.73)	(120.56)	(67.61)
	Total tax expenses (1+2)	351.60	704.38	497.86	2,033.51	3,578.12
VII	Profit for the period (V-VI)	1,331.91	1,957.96	2,255.96	5,945.38	7,525.42
VIII	Other comprehensive income (net of tax)	(100.81)	-	14.69	(55.86)	61.50
IX	Total Comprehensive income for the period (VII+VIII)	1,231.10	1,957.96	2,270.65	5,889.52	7,586.92
X	Paid-up equity share capital (of ₹ 2/- each)	1,134.32	1,134.32	1,134.32	1,134.32	1,134.32
XI	Other equity	-	-	-	45,360.23	40,634.87
XII	Earnings per equity share (of ₹ 2/- each)					
	(1) Basic (₹)	2.35	3.45	3.98	10.48	13.27
	(2) Diluted (₹)	2.35	3.45	3.98	10.48	13.27

Financial Performance



Rs. In Lakhs

Particulars	31-03-2020	31-03-2019
ASSETS		
NON-CURRENT ASSETS		
a) Property, plant and equipment	6,888.66	7,009.27
b) Capital work-in-progress	1,405.47	202.59
c) Other intangible assets	4.12	10.89
d) Rights of use assets	539.64	-
e) Investment in joint venture	1,000.00	700.00
f) Financial assets		
i) Investments	62.04	85.28
ii) Loans	71.99	55.07
iii) Other financial assets	262.29	68.00
g) Other assets	55.83	15.73
h) Non-current tax assets (net)	461.35	285.18
i) Deferred tax assets (net)	131.41	-
	10,882.80	8,432.01
CURRENT ASSETS		
a) Inventories	30,496.54	32,456.71
b) Financial assets		
i) Trade receivables	36,009.26	34,761.76
ii) Cash and cash equivalents	589.00	2,073.47
iii) Bank balances (other than above)	29.99	79.91
iv) Loans	34.29	22.25
v) Other financial assets	153.08	142.74
c) Other assets	4,187.94	3,028.83
	71,500.10	72,565.67
TOTAL ASSETS	82,382.90	80,997.68

Financial Performance



Rs. In Lakhs

Particulars	31-03-2020	31-03-2019
EQUITY AND LIABILITIES		
EQUITY		
a) Equity share capital	1,134.32	1,134.32
b) Other equity	45,360.23	40,634.87
TOTAL EQUITY	46,494.55	41,769.19
LIABILITIES		
NON-CURRENT LIABILITIES		
a) Financial liabilities		
i) Borrowings	331.07	349.30
ii) Lease liabilities	541.10	-
b) Provisions	397.06	208.90
c) Deferred tax liabilities (net)	-	7.93
d) Other liabilities	-	-
	1,269.23	566.13
CURRENT LIABILITIES		
a) Financial liabilities		
i) Borrowings	20,498.96	20,767.13
ii) Trade payables - MSME	11.95	10.60
iii) Trade payables	12,022.42	14,737.93
iv) Other financial liabilities	1,788.25	2,636.47
b) Other liabilities	290.05	377.40
c) Provisions	7.49	1.81
d) Current tax liabilities (net)	-	131.02
	34,619.12	38,662.36
TOTAL LIABILITIES	35,888.35	39,228.49
TOTAL EQUITY AND LIABILITIES	82,382.90	80,997.68

Cash Flow

(in Lakhs)

Cash Flow Statement for the year ended March 31, 2020

Particulars	As at 31-03-2020	As at 31-03-2019
Cash flow from Operating Activities		
Profit before tax	7,978.89	11,103.54
Adjustments for :		
Depreciation and amortisation	1,421.24	1,109.57
Provision for doubtful debts	135.10	62.72
Receivables written off	30.67	(100.25)
Provisions and liabilities written back	(88.58)	54.57
(Profit)/Loss on sale of property, plant and equipment (net)	(0.96)	0.15
Deferred revenue	(2.93)	(8.84)
Unrealised foreign exchange fluctuations	10.44	(74.02)
Interest income	(8.21)	(20.14)
Provision for gratuity	121.41	77.89
Finance costs	1,529.03	1,573.94
Operating profit before working capital changes	11,126.10	13,779.13
Adjustments for :		
(Increase)/ Decrease in trade receivables	(1,423.71)	(7,553.53)
(Increase)/ Decrease in inventories	1,960.17	(4,167.16)
(Increase)/ Decrease in loans, financial assets and other assets	(1,382.88)	(945.89)
Increase/ (Decrease) in trade payables	(2,625.58)	3,476.85
Increase/ (Decrease) in financial liabilities and other liabilities	93.74	(53.00)
Cash generated from Operating Activities	7,747.84	4,536.40
Income Tax paid (net of refund)	(2,461.24)	(4,452.66)
A. Net cash generated/(used in) from Operating Activities	5,286.60	83.74

Cash Flow

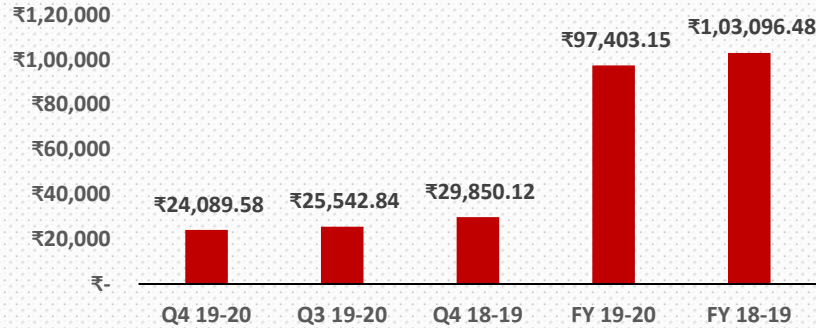
Cash Flow Statement for the year ended March 31, 2020

Particulars	As at 31-03-2020	As at 31-03-2019
Cash flow from Investing Activities		
Purchase of Property, plant and equipment including Capital WIP	(2,245.45)	(1,272.10)
Purchase of intangible assets	-	(13.52)
Sale of Property, plant and equipment	2.25	6.85
Investment in Joint Venture	(300.00)	(400.00)
Purchase of investments in others	(21.76)	(10.00)
Sale of Investments	45.00	-
Interest received	8.21	105.16
B. Net cash generated/(used in) Investing Activities	(2,511.75)	(1,583.61)
Cash flow from Financing Activities		
Proceeds from long term borrowings	-	299.96
Repayments of long term borrowings	(1,066.04)	(4,448.85)
(Repayments)/Proceeds from short term borrowings (net)	(268.17)	8,466.60
Repayments of lease liabilities	(254.97)	-
Dividend paid	(964.18)	(907.45)
Tax on dividend paid	(199.98)	(184.74)
Interest paid	(1,505.98)	(1,587.89)
C. Net cash generated/(used in) in Financing Activities	(4,259.32)	1,637.63
D. Net Increase/(Decrease) in Cash and Cash Equivalents (A+B+C)	(1,484.47)	137.76
Opening Cash and Cash Equivalents	2,073.47	1,935.71
Closing Cash and Cash Equivalents	589.00	2,073.47

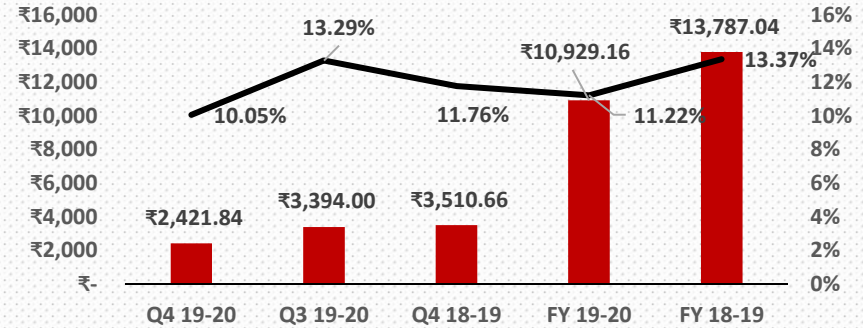
Financials



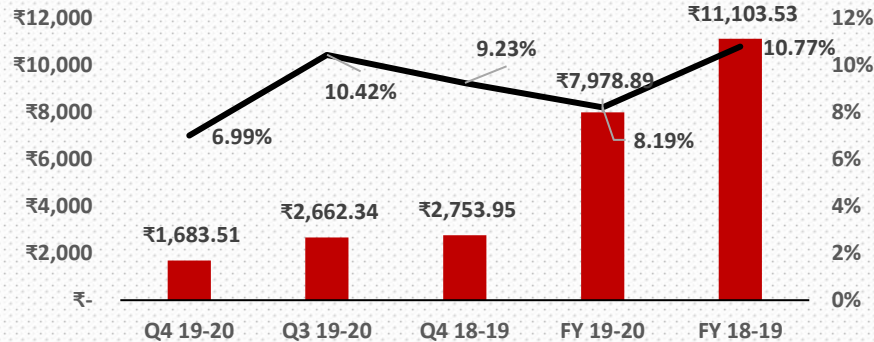
TOTAL REVENUE (Rs.Lacs)



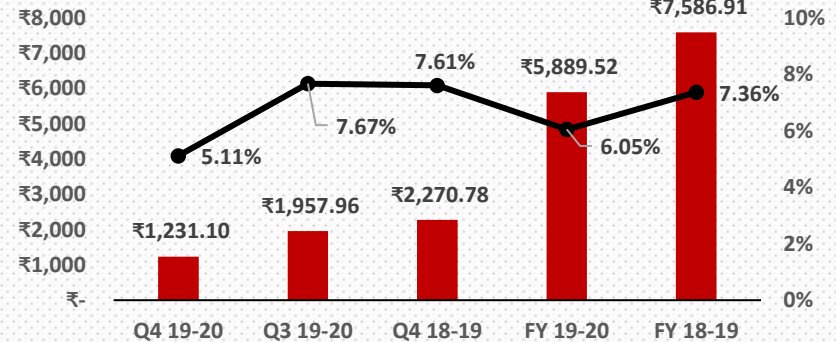
EBIDTA (Rs.Lacs)



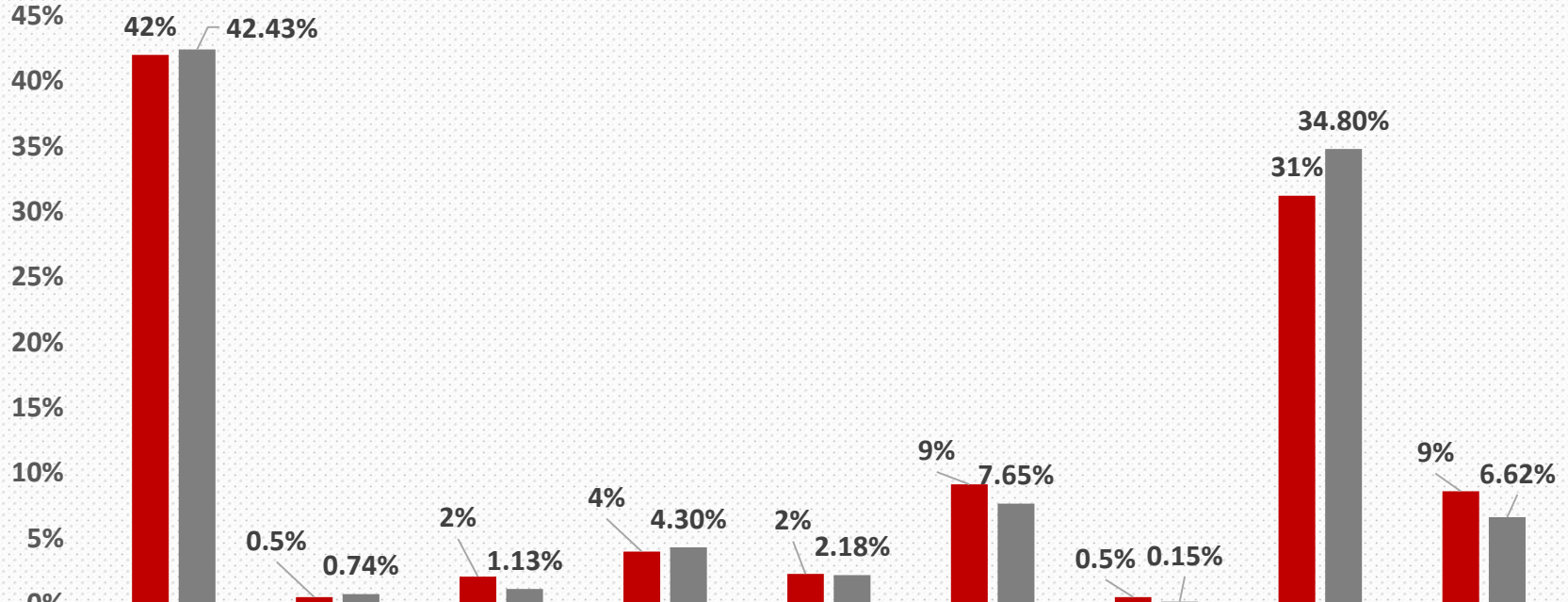
PBT (Rs.Lacs)



PAT (Rs.Lacs)



Brand Contribution – FY 2019-20



	Bigboss	Champion	Dollar Socks	Force Gowear	Force Nxt	Missy	Pepe	Regular	Thermal
■ FY 19-20	42%	0.5%	2%	4%	2%	9%	0.5%	31%	9%
■ FY 18-19	42.43%	0.74%	1.13%	4.30%	2.18%	7.65%	0.15%	34.80%	6.62%

Pepe Jeans Innerfashion Pvt Ltd



- The total revenue for FY20 stood at Rs. 16.14 crores against Rs. 5.9 crores in FY 19
- EBITDA for FY20 and FY19 stood at Rs. (3.64) crores and Rs. (3.13) crores respectively
- PAT for FY20 is Rs. (4.21) crores whereas FY19 stood at Rs. (3.26) crores
- Way forward
 - ✓ Treading cautiously into 20-21 considering the pandemic, though looking at 30% + growth.
 - ✓ Not considering any new regions to launch and concentrating around South & North India.
 - ✓ Looking at E-comm business aggressively at 2.2x growth.
 - ✓ Addition of 20 more new distributors in the existing regions.
 - ✓ Launching of Modal fabric innerwear
 - ✓ New additions planned in Athleisure

Thank You

Shashi Agarwal

*Sr. Vice President – Corporate
Strategy & Investor Relations*

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