

10.11.2020

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 07.11.2020 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 10.11.2020.

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)

Financial Review

Dollar Industries Ltd.

2nd Quarter, 2020-21

10th November, 2020

Executive Summary



Operational Summary

- The Company has taken one more step towards **Clean and Green environment** as a responsible Corporate. A **4 MW solar plant** was commissioned with a capacity of generating 75 lakhs power units annually and curbing emission of **CO2 by 9000 kgs / day** and **savings of 50%** in energy cost.
- The Company has resumed to **normal production** capacity at all its manufacturing locations.
- The **Supply-chain** system has also resumed to its **normal level**.
- The Company has achieved a **growth of 44%** through its **Online Sales** platform in H1FY21 as compared to H1FY20.
- The Company started its roll-out in **Maharashtra, Gujarat** and **Telangana** under Project Lakshya.
- The JVCo. **Pepe Jeans Innerwear Pvt. Ltd.** continues working on its **product range expansion** launching Power Play collection for summer & the collection contains:
 - ✓ Modal fabric innerwear
 - ✓ Bermuda's to help boost the lounge wear collection
 - ✓ New print boxers
 - ✓ A wide variety of prints & fresh colors

Pepe Jeans Innerfashion Pvt. Ltd.



Revenue

- Q2 recorded a net revenue of ₹ 5.48 crore vs ₹ 1.34 crore in Q1. The net loss for the period was ₹ 0.69 crore vs ₹ 0.51 crore in Q1.
- YTD Q2 net revenue stood at ₹ 6.83 crore vs ₹ 8.74 crore during first half of 2019-20.
- The easing of lockdown in Q2 enabled a 4 fold jump in the net revenue vs Q1, major portion of Q1 was lost due to nation-wide lockdown because of Covid-19.

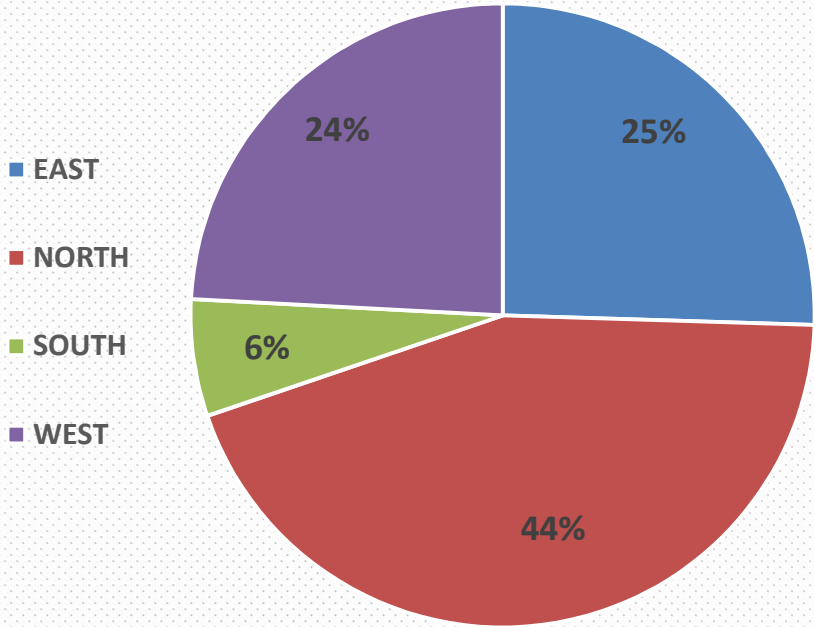
Business Growth

- E-Comm billing grew over 2 times YTD Q2 against YTD Q2 2019-20.
- E-Comm contribution to the total billing increased to 36% vs 13% in YTD Q2 2019-20.

Product

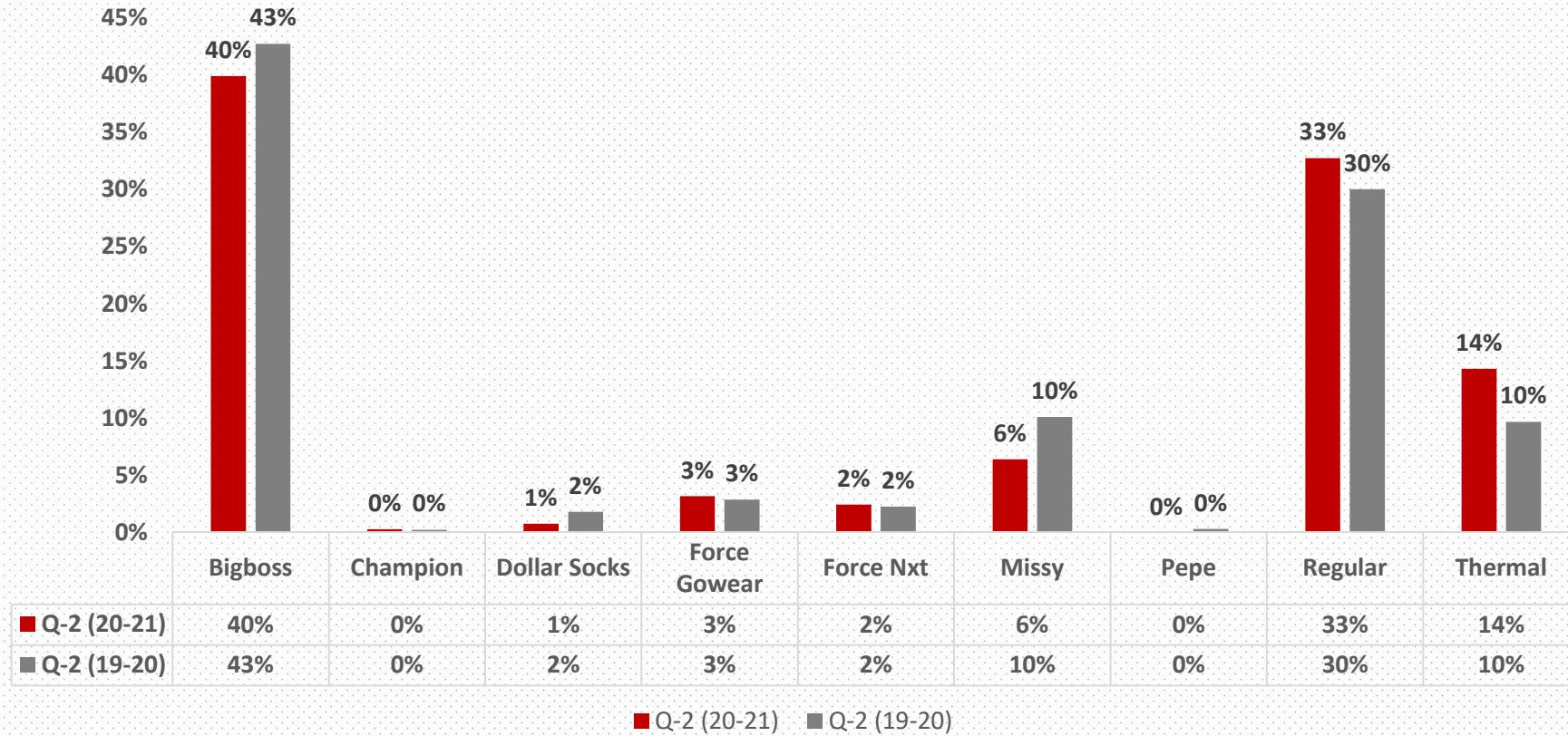
- Launching Power Play collection for summer & the collection will contain:
- Modal fabric innerwear
- Bermuda's to help boost the lounge wear collection
- New print boxers to help multiply the boxers category volumes
- A wide variety of prints & fresh colours for the coming season

Zone wise Contribution - H1FY20-21



North	West	East	South
44%	24%	25%	6%

Brand Contribution



Executive Summary



Financial Summary

Rs. in crores

Details	Q2FY2021	Q2FY2020	Growth %	H1FY2021	H1FY2020	Growth %
Total Revenue	258.98	243.76	6.24%	419.15	477.70	-12.26%
EBITDA	35.67	23.82	49.75%	64.50	51.13	26.15%
EBITDA %	13.77%	9.77%		15.39%	10.70%	
PBT	29.93	16.37	82.83%	51.97	36.33	43.05%
PBT %	11.56%	6.72%		12.40%	7.61%	
PAT	23.38	13.95	67.60%	39.69	27.00	47.00%
PAT %	9.03%	5.72%		9.47%	5.65%	

Financial Performance - PL



Rs. In Lakhs

SN	Particulars	Three months ended			Six months ended	
		9/30/2020 (Unaudited)	6/30/2020 (Unaudited)	9/30/2019 (Unaudited)	9/30/2020 (Unaudited)	9/30/2019 (Unaudited)
I	Revenue from operations	25,844.99	15,999.86	24,324.86	41,844.85	47,684.74
II	Other income	53.41	17.55	51.56	70.96	85.99
III	Total income (I+II)	25,898.40	16,017.41	24,376.42	41,915.81	47,770.73
IV	Expenses					
	Cost of materials consumed	12,640.27	5,055.60	10,914.58	17,695.87	22,746.45
	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(2,529.68)	2,174.39	1,145.46	(355.29)	(1,070.61)
	Employee benefits expense	1,089.15	802.37	1,019.37	1,891.52	1,982.08
	Finance costs	226.54	344.59	375.80	571.13	792.35
	Depreciation and amortization expense	347.98	333.94	369.27	681.92	687.93
	Sub-contract expenses	5,785.95	2,465.48	4,678.14	8,251.43	9,346.99
	Other expenses	5,345.31	2,636.62	4,237.06	7,981.93	9,652.50
	Total expenses (IV)	22,905.52	13,812.99	22,739.68	36,718.51	44,137.69
V	Profit before tax (III-IV)	2,992.88	2,204.42	1,636.74	5,197.30	3,633.04
VI	Tax expenses					
	(1) Current tax	726.44	602.88	240.91	1,329.32	962.00
	(2) Deferred tax	29.94	(42.45)	30.05	(12.51)	15.53
	Total tax expenses (1+2)	756.38	560.43	270.96	1,316.81	977.53
VII	Profit after tax (V-VI)	2,236.50	1,643.99	1,365.78	3,880.49	2,655.51
	Add/(Less): Share of profit/(loss) in joint venture	(34.69)	(25.53)	(35.65)	(60.22)	(22.22)
VIII	Profit for the period	2,201.81	1,618.46	1,330.13	3,820.27	2,633.29
IX	Other comprehensive income (net of tax)	102.11	(13.96)	29.57	88.15	44.95
	Add/(Less): Share of OCI in joint venture	-	-	(0.04)	-	(0.04)
X	Total Comprehensive income for the period (VIII+IX)	2,303.92	1,604.50	1,359.66	3,908.42	2,678.20

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Financial Performance - BS



Rs. In Lakhs

Particulars	9/30/2020	3/31/2020	9/30/2019
ASSETS			
NON-CURRENT ASSETS			
a) Property, plant and equipment	8,165.97	6,888.66	7,083.57
b) Capital work-in-progress	23.83	1,405.47	20.90
c) Other intangible assets	4.64	4.12	7.57
d) Rights of use assets	426.81	539.64	823.24
e) Investment in joint venture	1,000.00	1,000.00	700.00
f) Financial assets			
i) Investments	62.04	62.04	40.32
ii) Loans	74.77	71.99	68.27
iii) Other financial assets	220.70	262.29	226.96
g) Other assets	17.29	55.83	7.17
h) Non-current tax assets (net)	419.27	461.35	642.84
i) Deferred tax assets (net)	114.28	131.41	-
	10,529.60	10,882.80	9,620.84
CURRENT ASSETS			
a) Inventories	29,301.83	30,496.54	31,518.02
b) Financial assets			
i) Trade receivables	33,691.71	36,009.26	32,176.33
ii) Cash and cash equivalents	776.55	589.00	1,723.03
iii) Bank balances (other than above)	31.33	29.99	36.16
iv) Loans	37.14	34.29	22.26
v) Other financial assets	146.00	153.08	104.07
c) Other assets	3,717.82	4,187.94	3,887.65
	67,702.38	71,500.10	69,467.52
TOTAL ASSETS	78,231.98	82,382.90	79,088.36

Financial Performance - BS



Rs. In Lakhs

EQUITY AND LIABILITIES	9/30/2020	3/31/2020	9/30/2019
EQUITY			
a) Equity share capital	1,134.32	1,134.32	1,134.32
b) Other equity	48,364.71	45,360.23	42,171.17
TOTAL EQUITY	49,499.03	46,494.55	43,305.49
LIABILITIES			
NON-CURRENT LIABILITIES			
a) Financial liabilities			
i) Borrowings	246.76	331.07	469.60
ii) Lease liabilities	175.02	256.14	554.14
b) Provisions	339.54	397.06	183.74
c) Deferred tax liabilities (net)	-	-	38.58
	761.32	984.27	1,246.06
CURRENT LIABILITIES			
a) Financial liabilities			
i) Borrowings	12,206.01	20,498.96	20,368.50
ii) Lease liabilities	253.36	284.96	269.96
iii) Trade payables - MSME	10.04	11.95	4.21
iv) Trade payables	12,632.09	12,022.42	11,908.44
v) Other financial liabilities	2,202.79	1,788.25	1,775.93
b) Other liabilities	333.18	290.05	204.79
c) Provisions	7.71	7.49	4.98
d) Current tax liabilities (net)	326.45	-	-
	27,971.63	34,904.08	34,536.81
TOTAL LIABILITIES	28,732.95	35,888.35	35,782.87
TOTAL EQUITY AND LIABILITIES	78,231.98	82,382.90	79,088.36

Financial Performance - CF



Rs. In Lakhs

Particulars	for the Six-months ended		Cash flow from Investing Activities	9/30/2020	9/30/2019
	9/30/2020	9/30/2019			
	(Unaudited)	(Unaudited)			
Cash flow from Operating Activities					
Profit before tax	5,197.30	3,633.04	Purchase of Property, plant and equipment including Capital W.	(432.23)	(578.73)
Adjustments for :			Purchase of intangible assets	(1.65)	(0.05)
Depreciation and amortisation	681.92	814.10	Sale of Property, plant and equipment	1.39	2.25
Provision for doubtful debts	97.36	25.21	Investment in Joint Venture	-	-
Receivables written off	14.84	7.44	Purchase of investments in others	-	(0.04)
Provisions and liabilities written back	(9.98)	(2.66)	Sale of Investments	-	45.00
(Profit)/Loss on sale of property, plant and equipment (net)	(0.14)	(0.69)	Interest received	5.13	3.04
Deferred revenue	-	(2.93)	Net cash generated/(used in) Investing Activities	(427.36)	(528.53)
Unrealised foreign exchange fluctuations	(14.55)	-	Cash flow from Financing Activities		
Interest income	(5.13)	(3.04)	Proceeds from long term borrowings	-	99.05
Provision for gratuity	61.36	38.50	Repayments of long term borrowings	(84.31)	(1,059.08)
Finance costs	571.13	792.35	(Repayments)/Proceeds from short term borrowings (net)	(8,292.95)	(398.63)
Operating profit before working capital changes	6,594.11	5,301.32	Repayments of lease liabilities	(146.98)	(127.48)
Adjustments for :			Dividend paid	(964.17)	(964.18)
(Increase)/ Decrease in trade receivables	2,219.90	2,552.78	Tax on dividend paid	-	(199.98)
(Increase)/ Decrease in inventories	1,194.71	938.69	Interest paid	(551.79)	(790.18)
(Increase)/ Decrease in loans, financial assets and other assets	550.36	(940.01)	Net cash generated/(used in) in Financing Activities	(10,040.20)	(3,440.48)
Increase/ (Decrease) in trade payables	617.74	(2,835.88)	Net Increase/(Decrease) in Cash and Cash Equivalents (44,291.55	43,387.56
Increase/ (Decrease) in financial liabilities and other liabilities	439.07	52.34	Opening Cash and Cash Equivalents	589.00	2,073.47
Cash generated from Operating Activities	11,615.89	5,069.24	Closing Cash and Cash Equivalents	44,880.55	45,461.03
Income Tax paid (net of refund)	(960.78)	(1,450.67)			
Net cash generated/(used in) from Operating Activities	10,655.11	3,618.57			

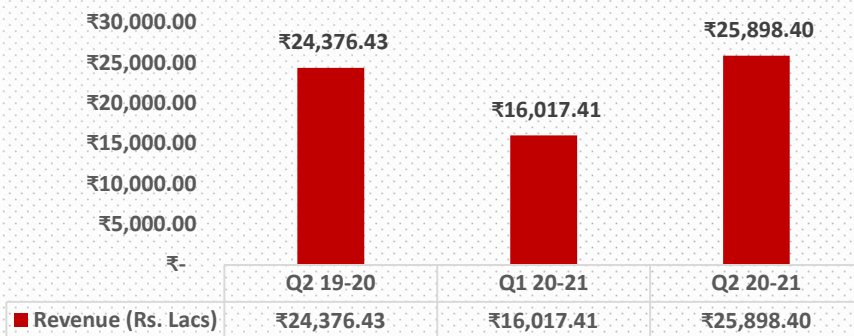
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Financial Review – Q2FY21

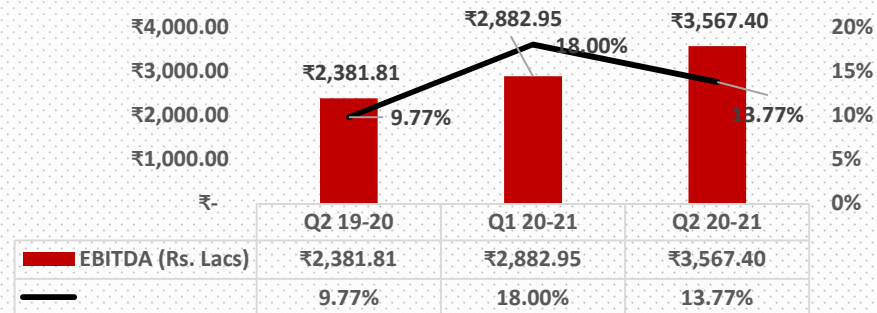


Rs. In Lakhs

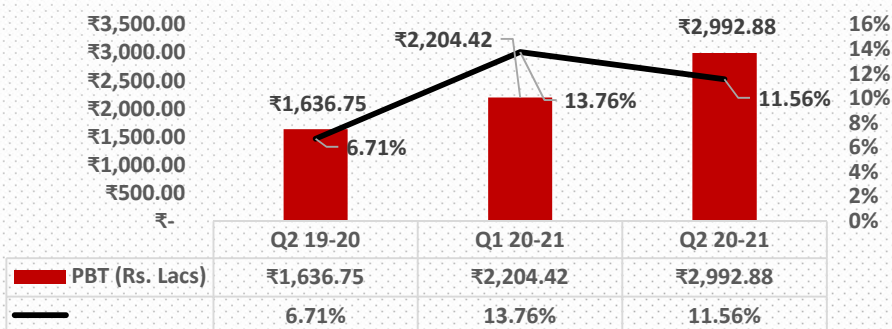
Revenue



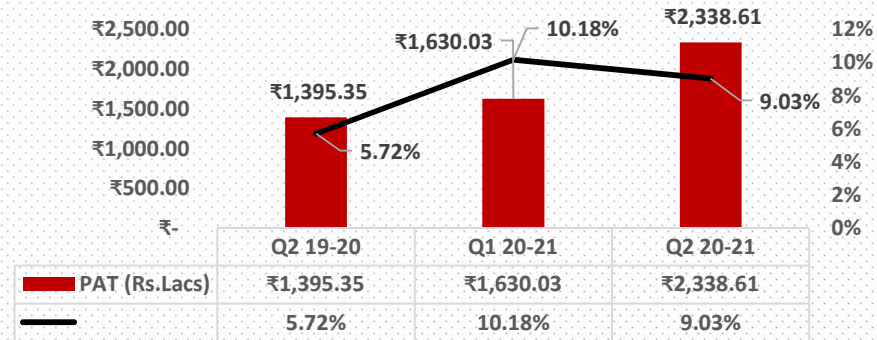
EBITDA



PBT



PAT

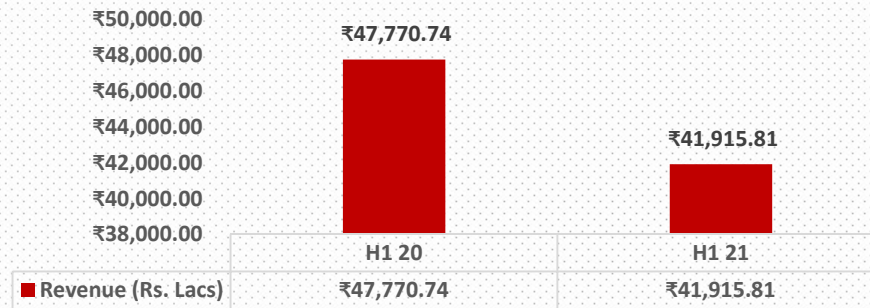


Financial Review – H1FY21

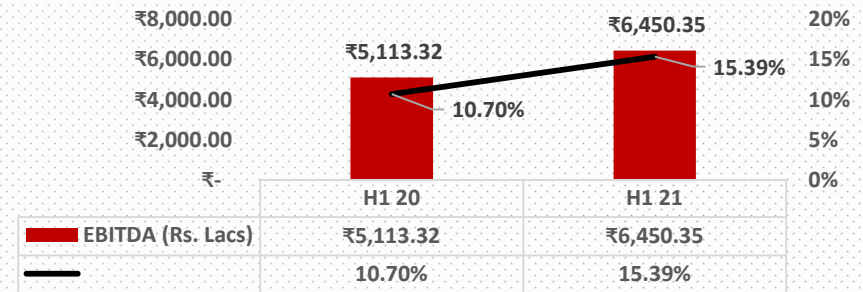


Rs. In Lakhs

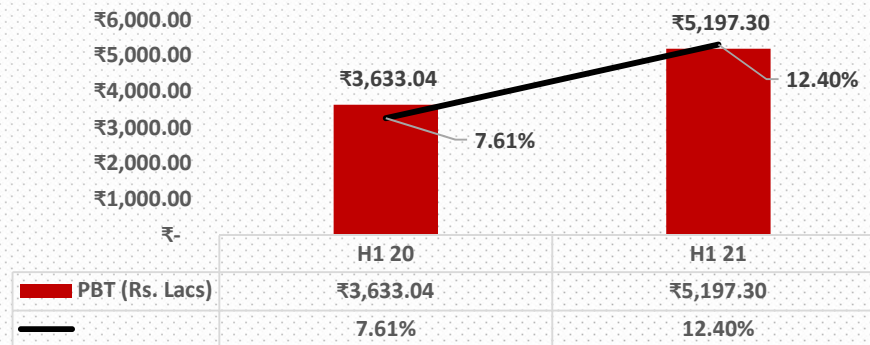
Revenue



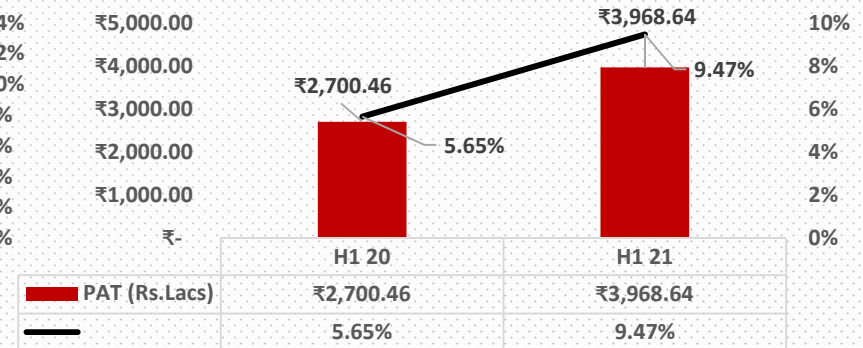
EBITDA



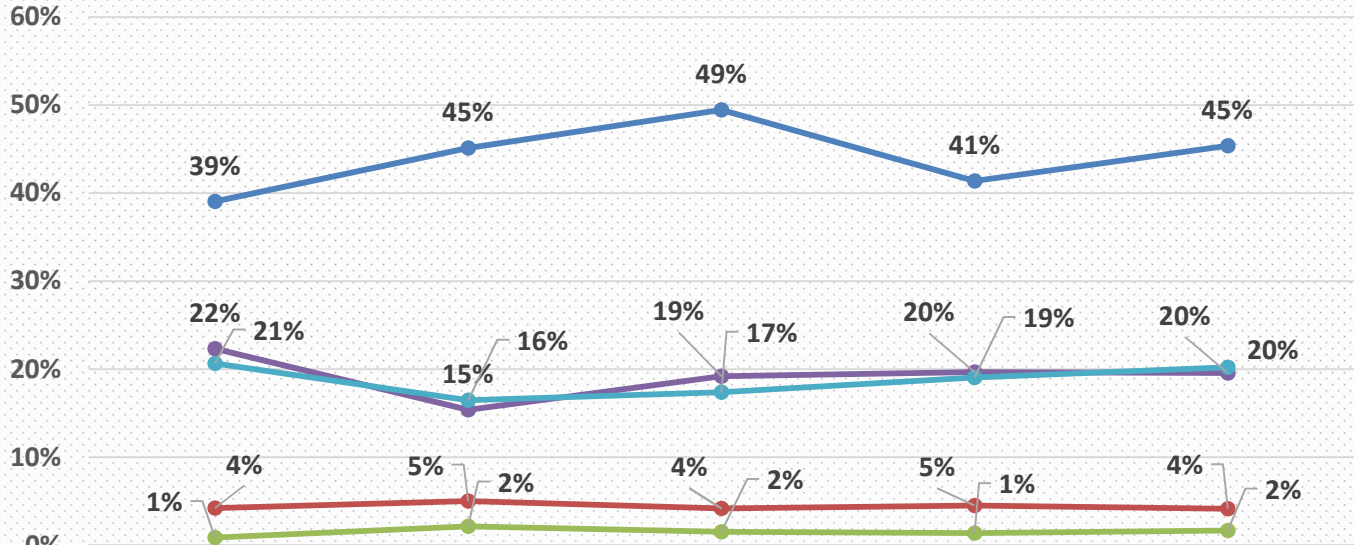
PBT



PAT



Analysis of Major Expenses

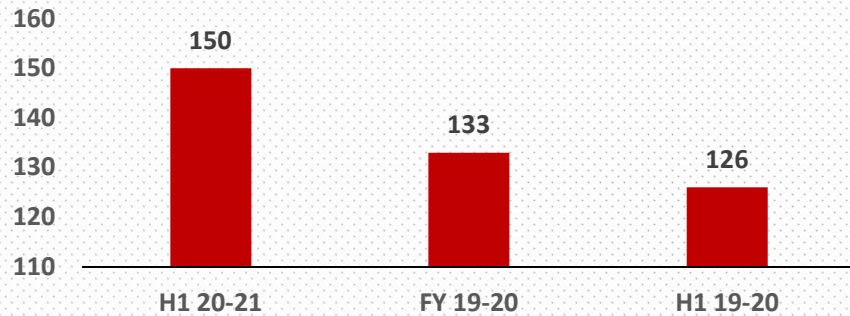


	Q2 20-21	Q1 20-21	Q2 19-20	H1 20-21	H1 19-20
Material Consumption	39%	45%	49%	41%	45%
Employee Cost	4%	5%	4%	5%	4%
Finance Cost	1%	2%	2%	1%	2%
Sub Contracting Expense	22%	15%	19%	20%	20%
Other Expense	21%	16%	17%	19%	20%

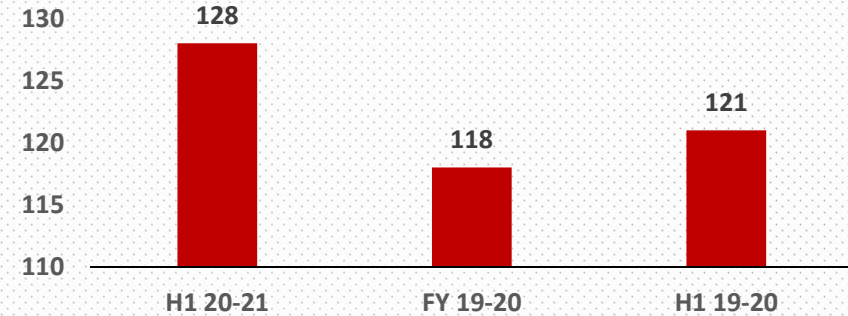
Working Capital Cycle



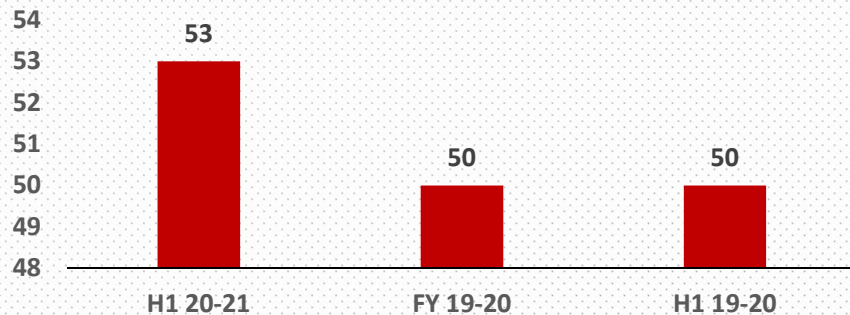
Receivables Days



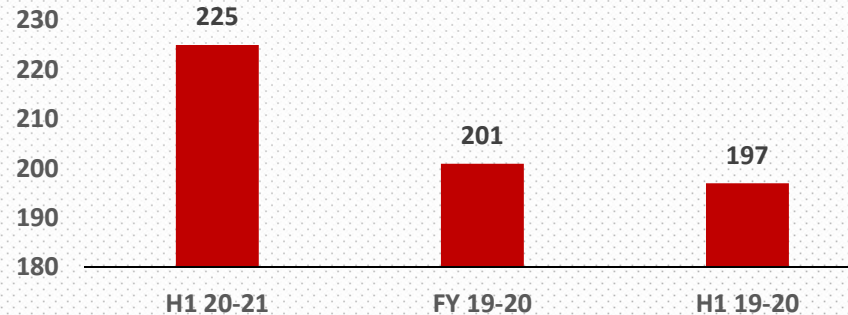
Inventory Days



Payable Days



Net Working Capital Cycle

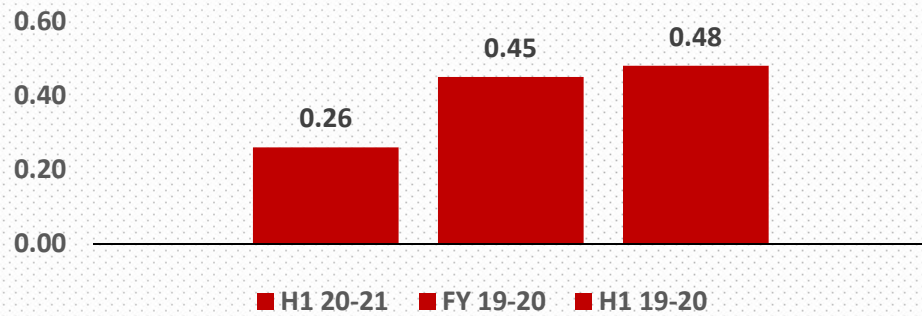


* Working capital days has been calculated considering calendar days of 180 days whereas the Company was operational only for 135 days in first half of the year. Considering 135 days the net working capital cycle is 169 days

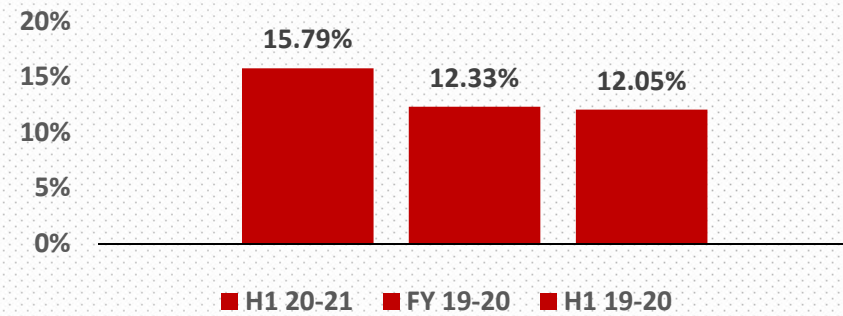
Ratio Analysis



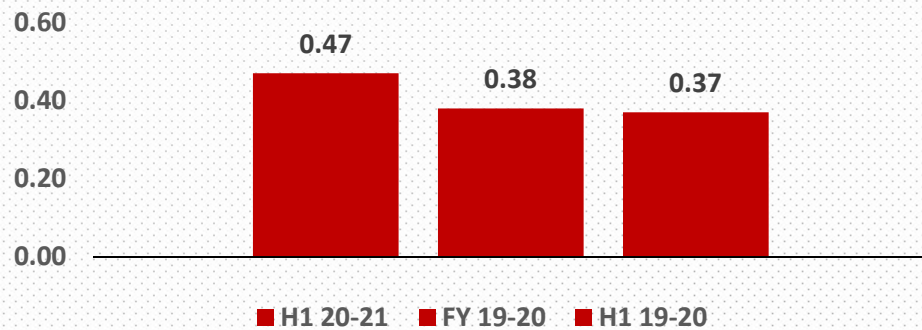
Debt Equity



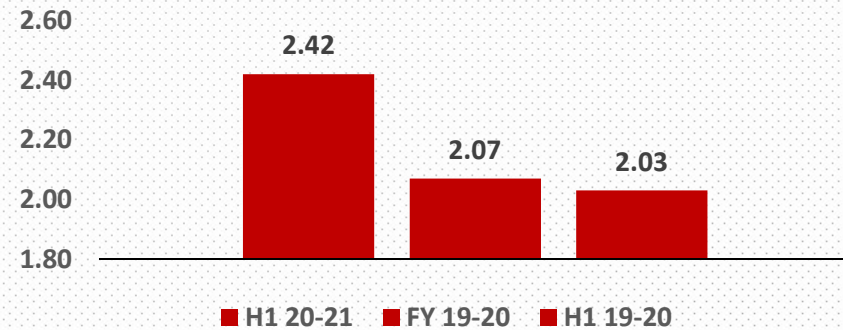
ROCE %



Working Capital/Sales (X)



Current Ratio



the new identity



creating five categories

DOLLAR

 **DOLLAR**
MAN

 **DOLLAR**
WOMAN

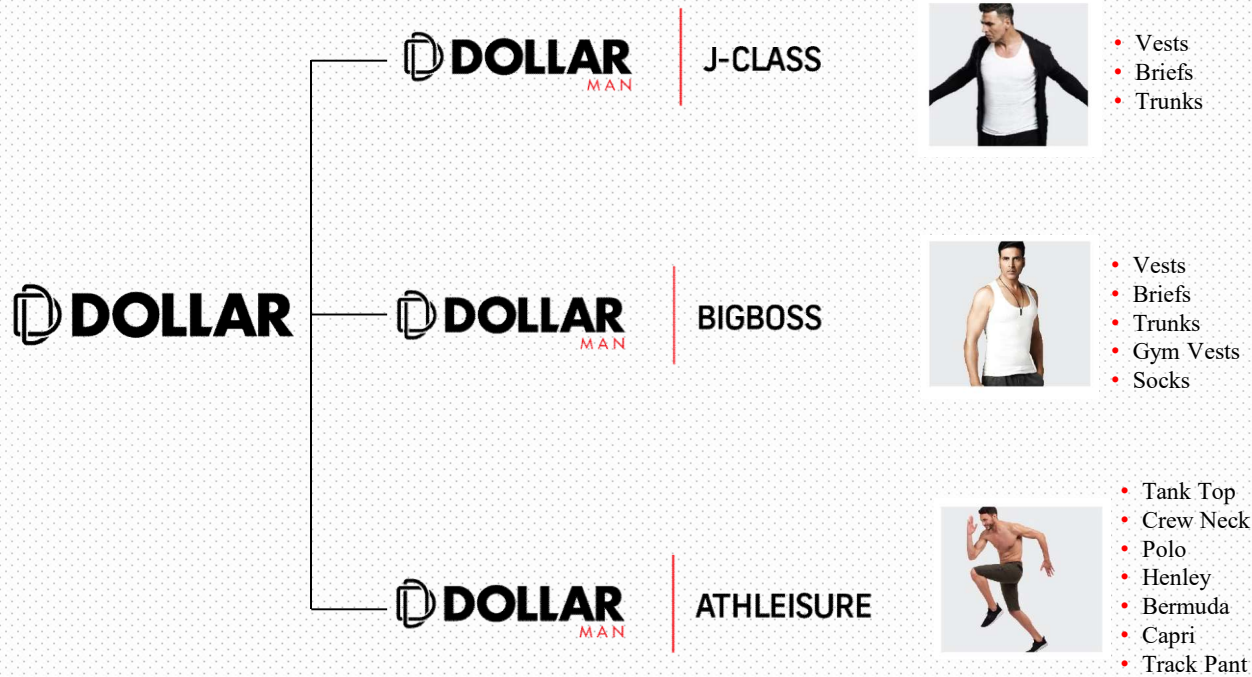
 **DOLLAR**
JUNIOR

 **DOLLAR**
ALWAYS

 **DOLLAR**
THERMALS



definitely male



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definitely feminine



MISSY



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- Casual Wear
- Camisoles
- Panties
- Socks

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gen tomorrow



CHAMPION



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- Bermudas
- Trousers
- Socks

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fit quality. hit prices



LEHAR



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- 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

Thank You

Shashi Agarwal

Senior Vice President

Corporate Strategy & Investor Relations

shashi.agarwal@dollarglobal.in