DOLLAR INDUSTRIES LIMITED
ONE OF INDIA’S FASTEST GROWING LIFESTYLE INNERWEAR COMPANY
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Big message of this presentation

Growing incomes

Preference for contemporary innerwear and outerwear

Dollar attractively positioned (capacity, brands, portfolio and Balance Sheet)
Background

- Established in 1972 as a small family-run body-wear company having more than 4 decades of experience
- Over the years, through its premium range of clothing, focus on product cost and quality, Dollar evolved into one of India’s best known lifestyle innerwear brand
- Dollar is now an internationally-recognised Indian knitwear and innerwear brand
- It is India's first innerwear Company with a fully backward integrated manufacturing unit, equipped with state-of-the-art machinery
- Dollar enjoys a pan-India presence with 850+ distributors and 80,000+ MBOs
- Dollar has a presence in 20 countries across the globe
- Promoter and promoter group Company supported by competent professionals having vast experience in body-wear sector

Portfolio

Dollar has an extensive product portfolio for men, women and kids in class, class for mass and mass segment which include:

<table>
<thead>
<tr>
<th>Innerwear</th>
<th>Casual wear</th>
<th>Lounge wear</th>
<th>Thermal wear</th>
<th>Kids’ wear</th>
</tr>
</thead>
<tbody>
<tr>
<td>Present through Pepe Jeans Innerwear Fashion Pvt Ltd, a Joint Venture Company and Force NXT</td>
<td>Force Go Wear, Missy, Ultra Thermals, Champion, Bigboss</td>
<td>Lehar RKG Comfort Commando</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Achievements

Dollar was bestowed with ‘One Star Export House’ certification by DGFT, Department of Commerce, Ministry of Commerce and Industry, Government of India in the year 2010.
Dollar brand offerings

**FORCE NXT**
- **Segment:** Class
- **Products:** Vests, briefs, trunks and T-shirts
- **Target audience:** Men (20-40 years of age)
- **Aspires people with high and comfortable disposable income**
- **USPs:** International quality, global fashionable products
- **Tagline:** Inner fashion
- **Team headed by –** Mr. Gaurav Gupta, Vice President

**Bigboss**
- **Segment:** Class for mass
- **Products:** Vests, briefs and trunks
- **Target audience:** Men (30-60 years of age)
- **Targets urban population with a considerable income & value for money products**
- **USPs:** Affordable, fashionable, comfortable and sporty
- **Tagline:** Fit Hai Boss
- **Team headed by –** Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta, Whole Time Director

**Missy**
- **Segment:** Class for mass
- **Products:** Camisoles, panties, leggings and lounge-wear
- **Target audience:** Women and girls (18-45 years of age)
- **Mainly targets average income trend followers**
- **USPs:** Comfortable fits and product variety (sizes and colors), quality product in an affordable price
- **Tagline:** Carry on Missy
- **Team headed by –** Mr. Ankit Gupta, Vice President
Dollar brand offerings

- Segment: Class for mass
- Products: V neck with trousers, long short camisoles
- Target audience: Men, women and kids
- Considerable income group and value for money
- USPs: Ultra-light, comfortable, stylish, winter-wear
- Tagline: Hot Hai Boss
- Team headed by – Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta and Mr. Bajrang Kumar Gupta, Whole Time Directors

- Segment: Class for mass
- Products: T-shirts, bermudas and trousers
- Target audience: Kids
- Value for money
- USPs: Affordable, sporty and primarily caters to suburban and rural customers
- Team headed by – Mr. Gaurav Gupta, Vice President

- Segment: Class for mass
- Products: T-shirts (round neck and collared), vests (innerwear and sports vests), briefs, boxers, bermudas, capris and track-pants
- Target audience: Men
- Targets those who are trend followers and yet a generation of growing economy
- USPs: Affordable, comfortable and caters to the mass market
- Team headed by – Mr. Vinod Kumar Gupta and Mr. Binay Kumar Gupta, Managing Directors and Mr. Krishan Kumar Gupta, Whole Time Director

* Our products are within the price range of ₹50 to ₹650
* Products available at organised and retail MBO. However Force NXT has an exclusive distribution channel
Domestic Presence

Headquartered in
Kolkata

Manufacturing facilities
in Kolkata, Tirupur, Delhi
and Ludhiana

BRANCH OFFICES
1) Tirupur  2) Delhi,
3) Jaipur, 4) Patna,
5) Ranchi, 6) Indore,
7) Cuttack, 8) Vadodara,
9) Nagpur, 10) Bangalore,
11) Hyderabad, 12) Agra,
13) Ludhiana, 14) Rohtak
and 15) Raipur
International Presence

Dollar markets its products in:

- UAE
- Oman
- Jordan
- Qatar
- Kuwait
- Bahrain
- Yemen
- Iraq
- Nepal
- Sudan
- Bhutan
- Nigeria
- Ghana
- Algeria
- Kenya
- Iran
- Ukraine
- Togo
- Rega

*Dollar initiated its exports to Ukraine, Saudi Arabia and African countries in FY 2017-18*
Dollar’s assets and value chain

The Company’s sensible investments in manufacturing assets distinguish its products from its peers.

Dollar’s young asset quality has helped it to reap multiple benefits.

* Aggressively working on optimising off-take
# Management working on training and welfare of manpower for increased labour satisfaction
Manufacturing operations

**Spinning**
- The Company manufactures 100% cotton combed quality yarn in different count ranges
- Raw material is sourced from India and abroad
- The raw material used is fine quality fibre with lowest possible contamination
- Spinning machines: Blow and carding machine equipped with vital (foreign material detector) attachment - from Trutzschler and Trumac
- Ne 20s to 40s single yarn is produced with an average monthly output of 400 tonnes

**Knitting**
- Dollar’s knitted fabric range includes a wide variety of fabrics such as single jersey, pique and fleece
- Knitting machines: Machines from Mayer and CIE, Terrort, Smart and Unitex
- In-built monthly capacity of 300 tonnes and sourcing of 300 tonnes

**Dyeing and Bleaching**
- The Company’s processing division is complete with latest automation and lab equipment
- Dyeing and Bleaching using eco-friendly dyes and chemicals is a part of processing

**Production capacity**
- Dollar’s Elastic production capacity is 10 Lakh metres per month
- It also has a cutting capacity of 3 Lakh pieces per day

**Other operations include**
- Processing machines: Machines from Sclavos, MCS, Bianco, Strahm, Corino and Fongs
- Installed capacity of monthly 400 tonnes
- Cotton procurement
- Research and development
- Stitching
- Packing
Milestones

1972-73
- Started as Bhawani Textiles under the leadership of Shri. Dindayal Gupta

1994-95
- Dollar began exports

2005-06
- Roped in Salman Khan as the Brand Ambassador of Dollar Club
- Received the National Award in the ‘Best Brand’ and ‘Excellence in Men’s Innerwear’ categories by Clothing Manufacturing Association of India (CMAI)

2007-08
- Rebranded as Dollar Industries Limited
- Bestowed the National Award in the ‘Excellence in Men’s Innerwear’ category by Clothing Manufacturing Association of India (CMAI)

2008-09
- Bestowed the National Award in the ‘Excellence in Men’s Innerwear’ and ‘Best Brand’ categories by Clothing Manufacturing Association of India (CMAI)
Milestones

2009-10
- Roped in Akshay Kumar as the brand ambassador of Dollar Bigboss

2014-15
- Widened its presence across 26 Indian States

2015-16
- Established >75,000 MBOs across India
- Emerged as the highest-selling Indian innerwear brand in Middle East
- Carved out a 15% share of the branded innerwear market
- Brands Force NXT and Missy were introduced

2016-17
- Entered the MRT and e-commerce segments
- Secured 2% of overall revenues from Force NXT within a year of its launch
- Widened its Missy and Bigboss Dollar range

2017-18
- Shares listed at NSE on 21 April 2017
- PEPE Jeans and Dollar Joint Venture in August 2017
Dollar competencies

- Customer satisfaction
- Wide range of choice
- Enriched industry experience
- Highly experienced and professional manpower
- Internationally accepted quality
- Modern technology facilities
- Stringent quality check on all products
- Capacious warehouse and packing facilities
- Superior logistics support*

* Company’s focus area for improvement
## Macro-economic trends

<table>
<thead>
<tr>
<th>GST offers more efficient tax regime for tax players giving an edge to the organised sector over the unorganised sector</th>
<th>Increasing disposable incomes; brand-conscious, aspiration-driven and quality-focused Indian middle class</th>
<th>Buyers shopping preference shifting from MBOs to organised channels (wider range of brands, price points and designs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Innerwear purchase extending beyond price</td>
<td>Youth experimenting with broader variety of colours and cuts; innerwear graduated from ‘necessity’ to ‘fashion product’</td>
<td>Increased export volumes following focused marketing campaigns</td>
</tr>
</tbody>
</table>
Dollar’s positioning

- The Company is working on a strategic road map in order to achieve the ‘Brand’ objective. It has planned a marketing strategy to reach customers across India and achieve set objective.
- The implementation of the GST has catalysed the growth of organised players like Dollar.
- Extensive investments in strategic brand-building exercises have affected the Company positively.
- Top-notch backward integration capabilities and efficient distribution channels have ensured qualitative consistency and seamless raw material supply across its facilities.
- The rise of e-tail and modern retail formats has increased the popularity of Dollar’s products among consumers.
- Digital marketing is one of the key areas where the Company is a trend setter in this category.
- The Company’s international presence has also lent a boost to its brand equity.
- The Company’s marketing team has been aggressively marketing and promoting its products across India. Dollar has its presence in all states across India and is present in more than 84,000+ MBOs.
Dollar’s asset-lightness

Captive production increased from 0% of sales 2012-13 to 30% in 2016-17

70% of sales generated from outsourcing

<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage of Sales from Outsourcing</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012-13</td>
<td>100</td>
</tr>
<tr>
<td>2013-14</td>
<td>98</td>
</tr>
<tr>
<td>2014-15</td>
<td>88</td>
</tr>
<tr>
<td>2015-16</td>
<td>80</td>
</tr>
<tr>
<td>2016-17</td>
<td>70</td>
</tr>
</tbody>
</table>
Strength of the Dollar brand

1. Dollar follows a customer centric approach in today’s volatile smart age
2. Dollar comes up with innovative branding and marketing techniques to carve a distinctive niche for itself
3. Dollar’s brands have been positioned around the tagline of ‘affordable premium’
4. Dollar’s fabric quality, styling and packaging has made its consumers feel their graduation to a superior lifestyle

This planned branding strategy has resulted in an increase in the Company’s net worth from ₹88.58 crore in 2012-13 to ₹180.92 crore in 2016-17.
Dollar brand development: Management strategy

1. Shift in strategy from volume driven to value driven
2. Rationalisation of ad spent towards other fast moving young brands
3. More focus on innovation and design
4. Being brand centric and empowering Dollar’s brands
5. EBOs
6. Form a complete circle of competence by augmenting product portfolio
Dollar’s branding KPIs

**Advertising and marketing expenses (₹ Cr.)**

<table>
<thead>
<tr>
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<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Expenses</td>
<td>107.56</td>
<td>104.37</td>
<td>112.01</td>
<td>166.70</td>
<td>179.07</td>
</tr>
</tbody>
</table>

**Advertising and marketing expense as a % of sales**

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Expense %</td>
<td>18.46</td>
<td>15.13</td>
<td>15.33</td>
<td>20.09</td>
<td>19.77</td>
</tr>
</tbody>
</table>

**Exports (₹ Cr)**

<table>
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<tr>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Export</td>
<td>46.52</td>
<td>61.41</td>
<td>60.55</td>
<td>69.35</td>
<td>75.94</td>
</tr>
</tbody>
</table>

**Distributors**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>640+</td>
<td>690+</td>
<td>750+</td>
<td>800+</td>
<td>850+</td>
</tr>
</tbody>
</table>

**Retail outlets**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>60,000+</td>
<td>64,000+</td>
<td>70,000+</td>
<td>75,000+</td>
<td>80,000+</td>
</tr>
</tbody>
</table>

* Currently in H1 FY 2017-18 retail outlets are 870+ and distributors are 84,000+.
Our engagement milestones

- Dollar Bigboss 2016 TVC: Over 4 Million+ (40 Lakh) True Views
- Dollar Youtube channel: Over 9 Million (90 Lakh) True Views
- Dollar’s engagement on social media platforms: Over 25 Lakh people
- Dollar’s reach in 2016-17 pan India: Over 40 Million (4 Crore)
- Average content engagement: Over 700+ people
- Average daily engagement: Over 3,000 people
- Total Fans/Likes & Followers for brands under Dollar: Over 10 Lakhs
- Ranking in terms of using latest technology and trends: Leading brand
- Participation in various contests in 2017: 25,000
- People engaged in Dollar’s festival ‘Try It Frame App’: Over 60,000
- Growth in online sales in the last three years:
  - 500% for FY 2015-16
  - 120% for FY 2016-17
  - 450% for FY 2017-18 (data till September 2017)
Dollar’s Four P’s of marketing

**Product**
- Portfolio width drives dealer effectiveness, visibility and off-take
- Strategic presence in emerging product categories

*Dollar’s approach*
- Extended into growing segments (outwear for both men and women).
- Increase product portfolio from innerwear to outerwear
- Products for all age groups, demographic and psychographic segments which involves marketing in a focused manner by dividing the market into segments based upon customer traits.

**Price**
- Margins influenced by product pricing
- Most innerwear brands address the ‘mass’ segment

*Recent traction towards the premium end*

*Dollar’s approach*
- Defined pricing strategy for each segment
- Price differentiation not only in quality but also on brand positioning
- Inspiring for all age groups, from commodity buyers to brand owners
Dollar’s Four P’s of marketing

**Place**
- Product acceptance dependent on distribution efficiency
- Growing online retail channels
- Success largely about providing the right item at the right place and right time
- Growing preference for MBOs, EBOs and LFSs

**Promotion**
- Growing competition increased marketing and promotion costs
- Maximum impact through television spending
- Positioned prudently across media for enhanced visibility

**Dollar’s approach**
- An icon to our target group, Akshay Kumar who has been endorsing Dollar brand for the last 8 years has been further tied up for the next 3 years
- Enduring appeal; contemporary brand
- Brand communication strategy is developed to connect to the target group with high brand recall.
- Connected with the youth; superior visibility and off-take

**Dollar’s approach**
- Providing products across new retail channels.
- Planned marketing and distribution strategy to reach customers and achieve set objective.
Dollar’s distribution network

- Dollar has developed a robust distribution network across India and also exports its products to 19 countries.
- Dollar products enjoy superior visibility across rural and metro India.
- Dollar’s relationships with wholesalers and retailers enhanced logistical efficiency and revenue accretion.
- Dollar is venturing into new retail formats (LFSs, e-commerce portals and EBOs).

### 3 years geographical sales break up in %

<table>
<thead>
<tr>
<th>Region</th>
<th>2014-15</th>
<th>2015-16</th>
<th>2016-17</th>
</tr>
</thead>
<tbody>
<tr>
<td>North</td>
<td>42.70%</td>
<td>43.65%</td>
<td>44.36%</td>
</tr>
<tr>
<td>East</td>
<td>25.95%</td>
<td>24.69%</td>
<td>25.04%</td>
</tr>
<tr>
<td>West</td>
<td>23.21%</td>
<td>23.40%</td>
<td>23.20%</td>
</tr>
<tr>
<td>South</td>
<td>8.14%</td>
<td>8.26%</td>
<td>7.40%</td>
</tr>
</tbody>
</table>
Dollar’s portals for visibility

E-commerce

- Dollar Shoppe
- ShopClues
- Amazon
- Flipkart
- Snapdeal
- Myntra
- ebay
- Voonik
- One97
- Cloudtail
- Limeroad
- ShopNXT

LFS

- Brand Factory
- Future Group
- FLF
- Reliance Trends
The company has a 50-50 joint venture partnership under the name PEPE Jeans Innerfashion Pvt. Ltd. with PEPE Jeans Europe B.V.

- The joint venture is a 10 year exclusive perpetual agreement with PJ Hungary KFT with a renewal clause.
- The Board would comprise of one Independent Director and four other directors two nominated by Dollar and two by PEPE each.
- This partnership requires a capital influx of ₹200 crore with Dollar and PEPE to invest ₹36 crore each over a period of 4 years and the rest to be funded by banks as working capital loan.
- Products would be marketed under ‘PEPE Jeans London’ brand.

- The purpose to enter into this strategic alliance was to increase the sales and distribution of innerwear and loungewear which includes gym wear, track suits and sleepwear.
- The joint venture would undertake business in the territories of India, Sri Lanka, Bhutan, Nepal and Bangladesh.
Our quarterly numbers, 2017-18

<table>
<thead>
<tr>
<th>Revenues (₹ Crore)</th>
<th>EBITDA (₹ Crore)</th>
<th>PAT (₹ Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY17-18 – 213.69</td>
<td>Q2 FY17-18 – 30.05</td>
<td>Q2 FY17-18 – 14.87</td>
</tr>
<tr>
<td>Q1 FY17-18 – 239.57</td>
<td>Q1 FY17-18 – 25.92</td>
<td>Q1 FY17-18 – 12.50</td>
</tr>
<tr>
<td>FY16-17 – 822.92</td>
<td>FY16-17 – 101.31</td>
<td>FY16-17 – 43.46</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Equity capital (₹ Crore)</th>
<th>EPS# (₹)</th>
<th>Finance Cost (₹ Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q2 FY17-18 – 10.84</td>
<td>Q2 FY17-18 – 2.74</td>
<td>Q2 FY17-18 – 4.60</td>
</tr>
<tr>
<td>Q1 FY17-18 – 10.84</td>
<td>Q1 FY17-18 – 2.31</td>
<td>Q1 FY17-18 – 4.59</td>
</tr>
<tr>
<td>FY16-17 – 10.84</td>
<td>FY16-17 – 8.02</td>
<td>FY16-17 – 19.78</td>
</tr>
</tbody>
</table>

Depreciation (₹ Crore)
- Q2 FY17-18 – 2.96
- Q1 FY17-18 – 2.93
- FY16-17 – 14.77

*The above numbers have been reported under Ind AS Accounting Standards.

# Pursuant to the approval of the shareholders of the company on 8th August 2017, the Company has sub-divided one share having face value of ₹10/- each fully paid up into five shares having face value of ₹2/- each. Accordingly EPS for all the reported period have been restated considering the aforesaid subdivision of shares.
Financial performance, 2016-17

<table>
<thead>
<tr>
<th>Revenues (₹ crore)</th>
<th>EBITDA (₹ crore)</th>
<th>EBITDA margin (%)</th>
<th>PAT (₹ crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>582.58</td>
<td>45.33</td>
<td>7.78</td>
<td>11.17</td>
</tr>
<tr>
<td>689.85</td>
<td>45.06</td>
<td>6.53</td>
<td>13.72</td>
</tr>
<tr>
<td>730.56</td>
<td>62.38</td>
<td>8.54</td>
<td>19.45</td>
</tr>
<tr>
<td>829.94</td>
<td>74.00</td>
<td>8.92</td>
<td>26.35</td>
</tr>
<tr>
<td>905.92</td>
<td>101.19</td>
<td>11.17</td>
<td>43.47</td>
</tr>
</tbody>
</table>

* The above numbers have been reported under IGAAP
Financial performance, 2016-17 (continued)

<table>
<thead>
<tr>
<th>Dividend (₹ crore)</th>
<th>Dividend (%)</th>
<th>Debt-equity ratio (x)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0.92</td>
<td>1.16</td>
<td>0.00</td>
</tr>
<tr>
<td>Working capital (days)</td>
<td>ROCE (%)</td>
<td>Interest cover (x)</td>
</tr>
<tr>
<td>-------------------</td>
<td>--------------</td>
<td>----------------------</td>
</tr>
<tr>
<td>121.82</td>
<td>103.53</td>
<td>104.55</td>
</tr>
<tr>
<td>1.89</td>
<td>2.32</td>
<td>2.52</td>
</tr>
</tbody>
</table>

* The above numbers have been reported under IGAAP
## Revenue break-up

### Brand

<table>
<thead>
<tr>
<th>Brand</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dollar Bigboss</td>
<td>44.30%</td>
</tr>
<tr>
<td>Dollar Missy</td>
<td>5.51%</td>
</tr>
<tr>
<td>Dollar Ultra</td>
<td>5.88%</td>
</tr>
<tr>
<td>Champion Kids</td>
<td>1.39%</td>
</tr>
<tr>
<td>Force Go Wear</td>
<td>6.56%</td>
</tr>
<tr>
<td>Force NXT</td>
<td>1.46%</td>
</tr>
<tr>
<td>Regular</td>
<td>34.89%</td>
</tr>
</tbody>
</table>

### Product segment

<table>
<thead>
<tr>
<th>Segment</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Men’s innerwear</td>
<td>84%</td>
</tr>
<tr>
<td>Women’s innerwear and casual wear</td>
<td>6%</td>
</tr>
<tr>
<td>Kid’s</td>
<td>2%</td>
</tr>
<tr>
<td>Thermal wear</td>
<td>6%</td>
</tr>
<tr>
<td>Others</td>
<td>2%</td>
</tr>
</tbody>
</table>
The market is growing rapidly...

- Increasing disposable incomes; improved lifestyles
- Changing social dynamics; increased purchasing power
- Evolution from ‘necessity’ to ‘fashion product’
- Global competitiveness; increased exports
Team Dollar

• At Dollar we believe not only in technology, but people are also an important business upgrade.
• The Company’s professional team consists of qualified, skillful and agile employees who can quickly adapt to changing technologies and market requirements.
• Working at Dollar is not just a ‘job’ but an experience. Its work culture is friendly that embraces diversity and provides numerous growth opportunities.
• The Company has a total of 578 employees.
The Dollar management team

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Qualification</th>
<th>Experience and Responsibilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shri. Dindayal Gupta</td>
<td>Chairman and Founder</td>
<td>Has more than four decades of experience in the body-wear business.</td>
<td>His vision and efforts have led the Company to achieve its present status and name in national and international markets. He looks after policy &amp; management planning of the Company.</td>
</tr>
<tr>
<td>Mr. Vinod Kumar Gupta</td>
<td>Managing Director</td>
<td>Qualification: Member of the Institute of Chartered Accountants of India (ICAI) and the Institute of Company Secretaries of India (ICSI)</td>
<td>He has about three decades of experience in the field of finance, marketing and administration. Presently he is looking after overall management of the Company.</td>
</tr>
<tr>
<td>Mr. Binay Kumar Gupta</td>
<td>Managing Director</td>
<td>Qualification: Bachelor of Commerce</td>
<td>He has more than two decades of experience and looks after procurement of raw materials, production aspects, marketing and export of the products of the Company.</td>
</tr>
<tr>
<td>Mr. Krishan Kumar Gupta</td>
<td>Whole-time Director</td>
<td>Qualification: Bachelor of Science (B.Sc)</td>
<td>He has more than two decades of experience in the manufacturing activities. Presently he looks after production, quality management and development of newer products of the Company.</td>
</tr>
<tr>
<td>Mr. Bajrang Kumar Gupta</td>
<td>Whole-time Director</td>
<td>Qualification: Bachelor of Technology (IIT-BHU)</td>
<td>He has about two decades of experience in his field and presently he looks after the technical aspect of production, quality control, purchase management, etc.</td>
</tr>
</tbody>
</table>
### The Dollar management team - Independent Directors

<table>
<thead>
<tr>
<th>Director</th>
<th>Qualification</th>
<th>Experience and Expertise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Binay Kumar Agarwal</td>
<td>Chartered Accountant</td>
<td>He has gained his expertise in specific functional areas of Finance, Accounts, Audit and Taxation.</td>
</tr>
<tr>
<td>Mr. Pawan Kumar Agarwal</td>
<td>Commerce Graduate</td>
<td>A renowned Businessman.</td>
</tr>
<tr>
<td>Mr. Rajesh Kumar Bubna</td>
<td>Chartered Accountant and Company Secretary</td>
<td>He is a practising Tax Consultant and advisor.</td>
</tr>
<tr>
<td>Mrs. Deepika Rakesh Agarwal</td>
<td>Commerce Graduate</td>
<td>She has expertise in the areas of business management.</td>
</tr>
<tr>
<td>Mr. Rakesh Biyani</td>
<td>B.Com and completed his advanced management program from Harvard Business School.</td>
<td>He has an expertise in specific functional areas of Category Management, Supply Chain &amp; Logistics Management, Retail Stores Operations and Information Technology.</td>
</tr>
<tr>
<td>Mr. Sunil Mitra</td>
<td>Retired I.A.S Officer</td>
<td>He has an experience of 36 years in varied administrative fields in the Central government and the Government of West Bengal and expertise in specific functional areas of Governance and Public Finance Management.</td>
</tr>
</tbody>
</table>
Corporate social responsibility

- Built water huts in different regions of Kolkata and Bhubaneswar
- Organized awareness programs on the environment, health and sanitation for underprivileged children
- Supported local schools in organizing events such as cricket, football tournaments, wrestling, rock climbing and various other sports festivals
- In association with SEED, Dollar organized an awareness program with the children of Lodha Community in Sagar Island.
- Established Gurukul for free education to children.
- Built a Gaushala to give protection to more than 800 cows
- Sponsored ‘Kolkata Marathon’, Cyclothon
- Supplied bags and writing materials to underprivileged children at NGOs
- Organised blood donation and health check up camps
- Free beds made available to patients in hospitals
Thank you

Shashi Agarwal
(Chief Financial Officer)
shashi.agarwal@dollarglobal.in