

Threadmark Of

Legacy

Dollar Industries Limited

Q1 FY27 Earnings Presentation

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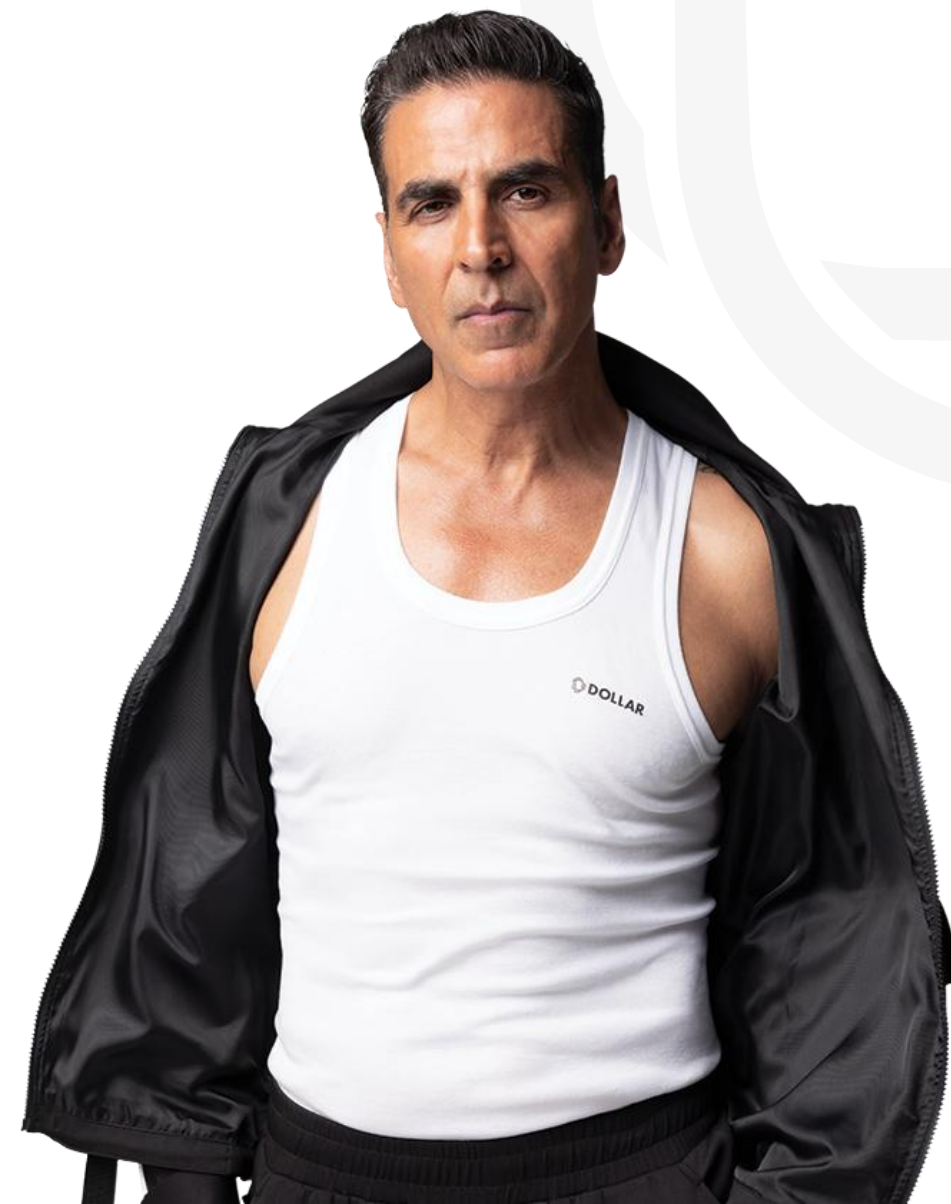
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Management Commentary

“ We are pleased to report the results for the first quarter of financial year 2027, with healthy growth in profitability and continued progress across our key business initiatives. Our Operating Income for the quarter stood at ₹4,048 Mn.

Gross Profit for the quarter stood at ₹1,512 Mn, with the Gross Profit margin improving to 37.4%, an expansion of 192 bps YoY. This improvement was supported by the calibrated price increase implemented during the quarter.

During the quarter, Operating EBITDA stood at ₹478 Mn, registering a growth of 11.4% YoY. Operating EBITDA margin improved to 11.8%, reflecting the benefits of better gross margins and continued focus on operational efficiency. Profit After Tax stood at ₹260 Mn, growing 22.1% YoY, with PAT margin improving to 6.4%, an expansion of 108 bps YoY.

Dollar Protect, our rain guard segment, continued to perform well during the quarter. The segment recorded value growth of 49.0% and volume growth of 68.0% in Q1 FY27, contributing 5.6% to our overall revenue.

Our regional performance also remained encouraging. The Southern region delivered strong growth of 22.9% in value and 7.3% in volume on a YoY basis. As a result, its contribution to our overall business increased to 8.9% in Q1 FY27 from 7.2% in Q1 FY26. We remain focused on strengthening our presence in this region and capturing the opportunities available in these markets.

Our continued investments in newer channels are also yielding encouraging results. Quick commerce channel continued its strong growth trajectory, showcasing a YoY increase of 59.4% in value and 15.1% in volume terms and its contribution to revenue increasing to 5.0% in Q1 FY27 from 3.1% in Q1 FY26. This performance highlights the growing relevance of these channels and the changing buying behaviour of consumers.

Our export business also continued to perform well. Exports recorded value growth of 16.2% and volume growth of 15.5% YoY during the quarter, with its contribution increasing to 4.9% in Q1 FY27 from 4.2% in Q1 FY26. We will continue to focus on expanding our international presence and leveraging the opportunities available across our export markets.

As we had indicated previously, we have now commenced Phase 2 of Project Lakshya. We have started building the team for this phase and have begun mapping the retailers that we aim to activate across our target markets. The initial focus is on strengthening our presence in our stronghold states by increasing the number of active retailers. At the same time, we are evaluating opportunities in markets where our presence is currently limited, with a clear understanding of local market dynamics and retailer potential.

We have also made meaningful progress on the proposed Scheme of Arrangement. The Scheme has received approval from both BSE and NSE and has also been approved by the shareholders at the court-convened meeting held pursuant to the directions of the Hon'ble NCLT, Kolkata.

We remain confident that the initiatives undertaken across our core markets, newer channels, exports and Project Lakshya will support our growth journey in the coming quarters. With our strong brand portfolio, established distribution network and continued focus on execution, we are well placed to capture the opportunities ahead. ”



Vinod Kumar Gupta

Binay Kumar Gupta

Q1 FY27

HIGHLIGHTS

Key Highlights

Revenue from Operations

Q1 FY27
Rs. 4,048 Mn

YoY
Growth  1.4%

Gross Profit

Rs. 1,512 Mn

 6.9%

Operating EBITDA

Rs. 478 Mn

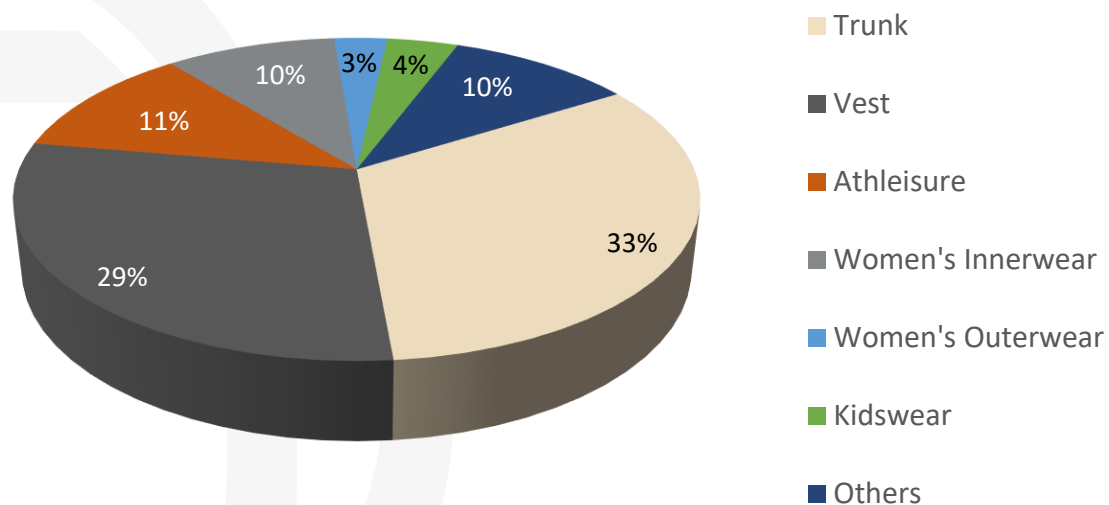
 11.4%

Profit After Tax

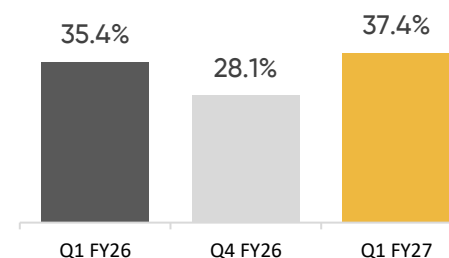
Rs. 260 Mn

 22.1%

Q1 FY27 Product Category wise Contribution



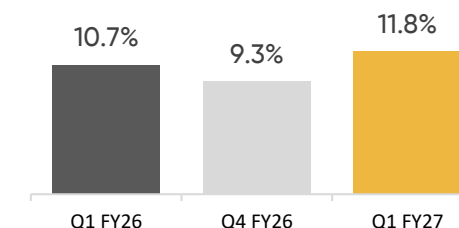
Gross Profit Margins



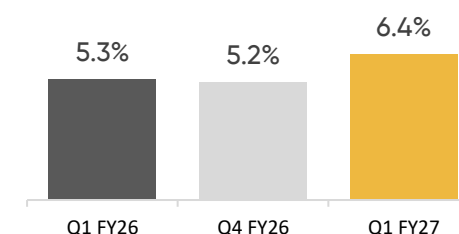
Q1 FY27 YoY Volume Growth

 (1.7%)

Operating EBITDA Margins



PAT Margins



Financial Highlights ^(1/2)

₹ Million

Particulars	Operating Income	Gross Profit	Operating EBITDA	Profit After Tax
Q1 FY27	4,048	1,512	478	260
Growth (YoY)	1.4%	6.9%	11.4%	22.1%
Growth (QoQ)	(34.9%)	(13.3%)	(17.2%)	(20.1%)
Margin¹(%)		37.4%	11.8%	6.4%
Margin – YoY Expansion/(Contraction)		192 bps	106 bps	108 bps
Margin – QoQ Expansion/(Contraction)		930 bps	252 bps	118 bps
EPS²				4.59

Note:

1. Gross Profit & Op. EBITDA Margins calculated on Operating Income
2. EPS figures are not annualized

Financial Highlights (2/2)

₹ Million

Particulars	30-Jun-25	31-Mar-26	30-Jun-26
Net Worth ³	8,818	9,542	9,810
Long Term Borrowings	277	338	328
Short Term Borrowings	2,509	2,431	1,598
Net Debt	2,785	2,768	1,923
Net Fixed Assets	2,734	2,739	2,816
Sales/Capital Employed	1.34 [^]	1.54	1.33 [^]
Cash Conversion Cycle ² (in days)	173 [^]	154	160 [^]

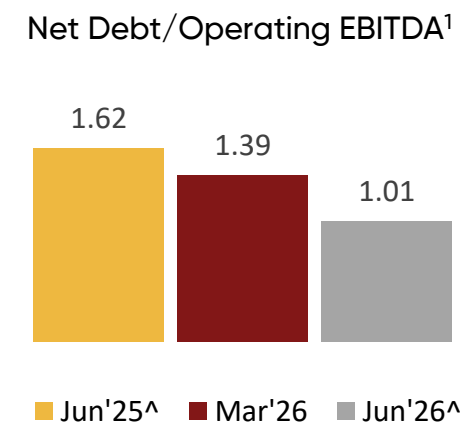
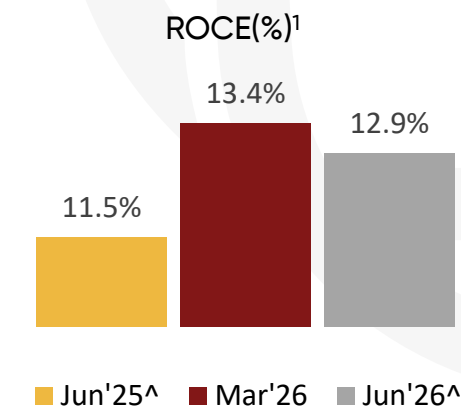
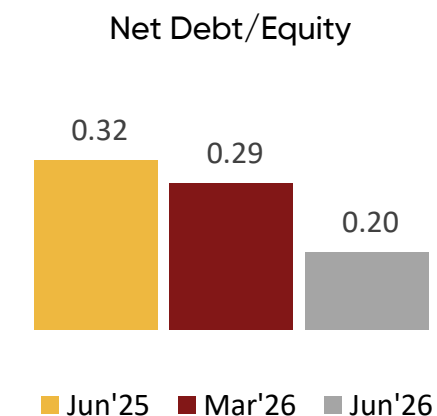
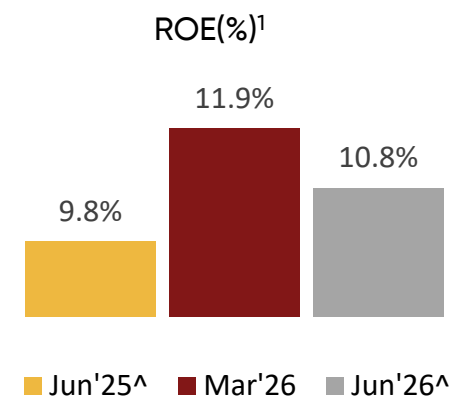
Note

1. Profit figures are YTD annualized, ROE excludes Non-Controlling Interest

2. Receivable and Inventory days are based on operating income and Payables on cost of goods sold

3. Net worth includes Non-Controlling Interest

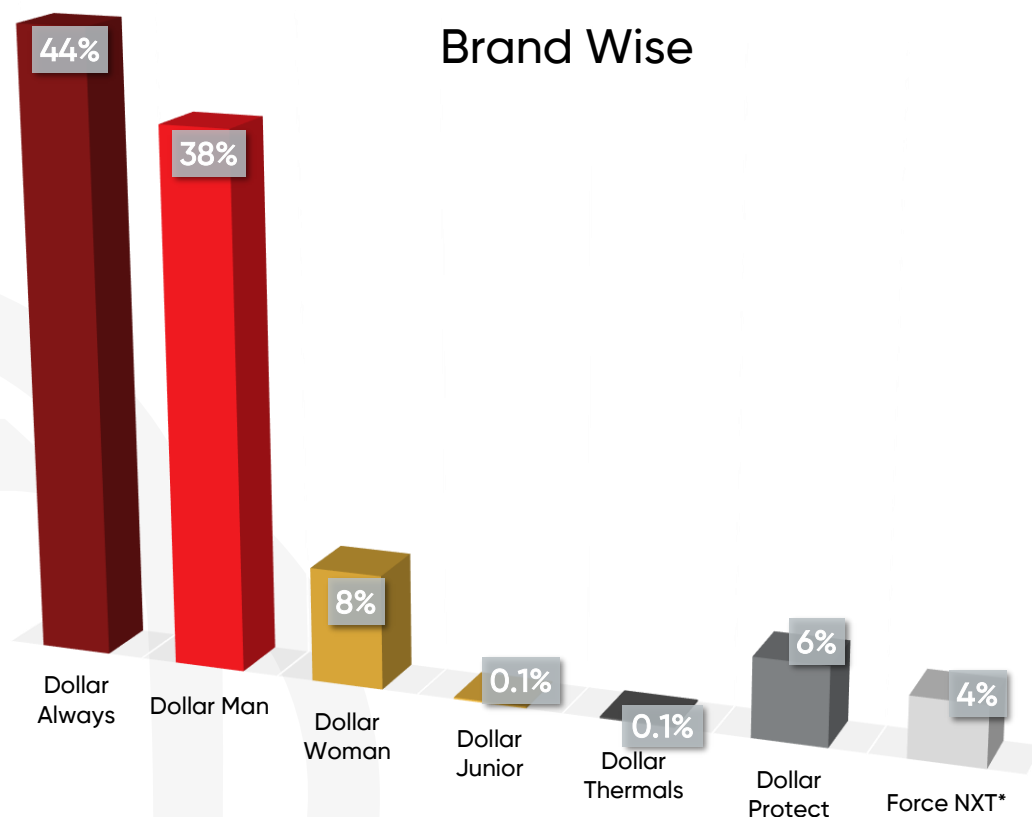
[^]Annualized



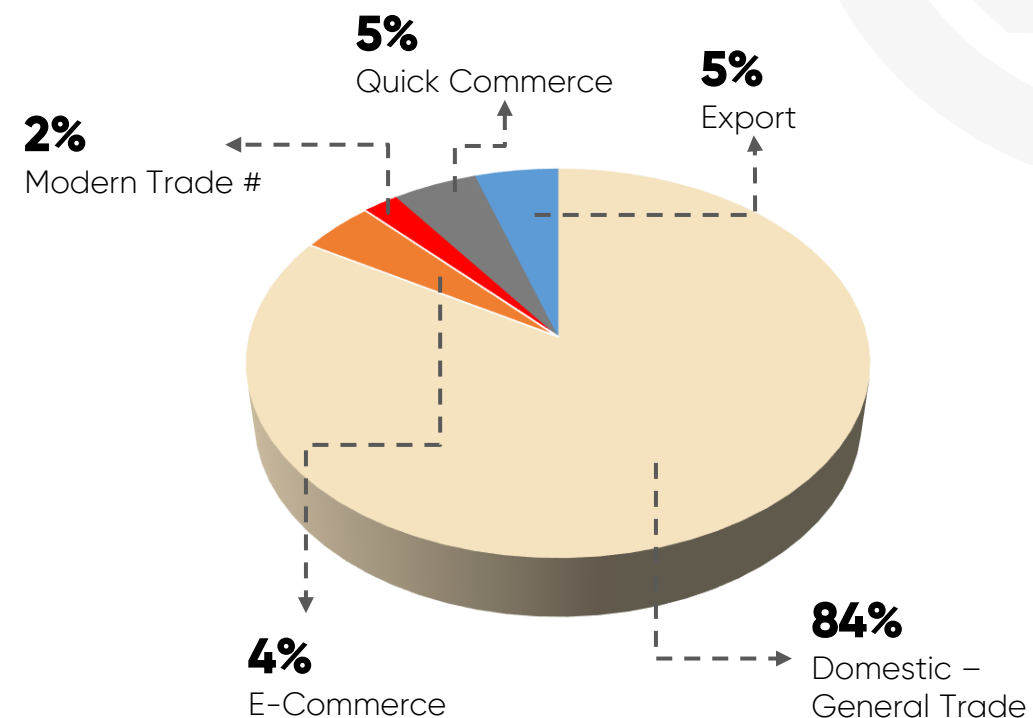
Revenue Contribution (1/2)

Q1 FY27

Brand Wise



Trade Channel Wise



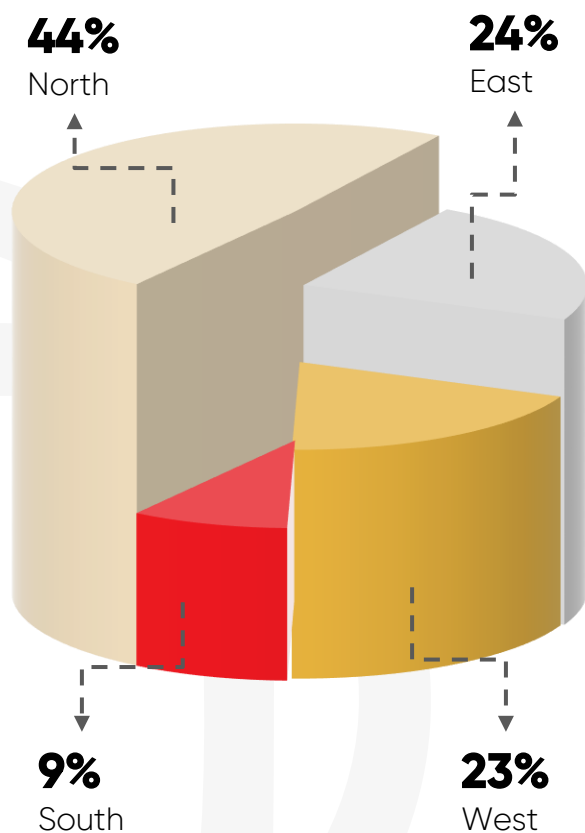
*Force Gowear and Pepe are part of Force NXT

#Modern Trade includes revenue from EBOs

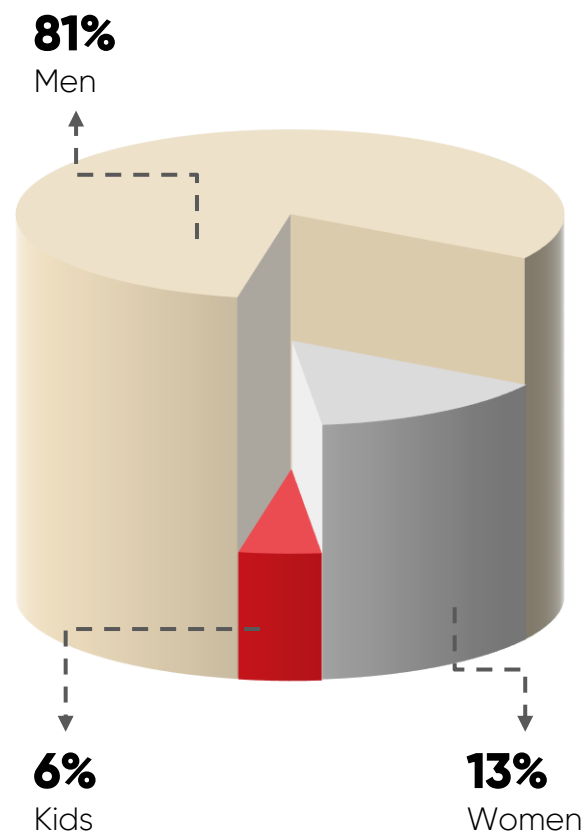
Revenue Contribution (2/2)

Q1 FY27

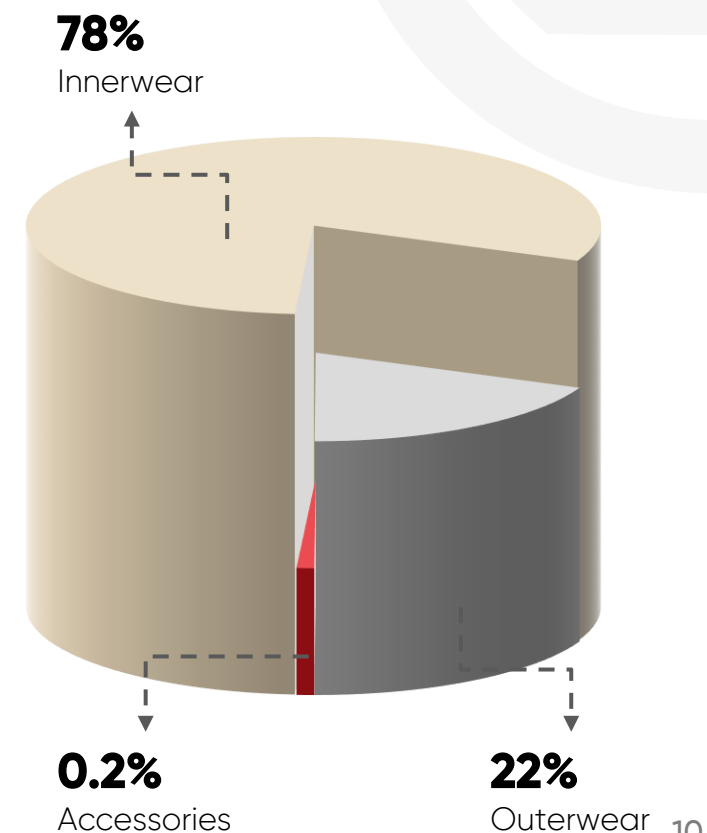
Region Wise



Gender Wise



Category Wise



Our Brand Ambassadors

Brand
Ambassadors:

Yami Gautam
Mahesh Babu
Akshay Kumar
Saif Ali Khan



Ad Spends as % of Revenue



By capping annual advertisement expenses at ₹1,000 million, ad spends as a percentage of revenue will decline in the coming years, aiding profitability.

Project Lakshya Updates (1/2)

What are we doing?

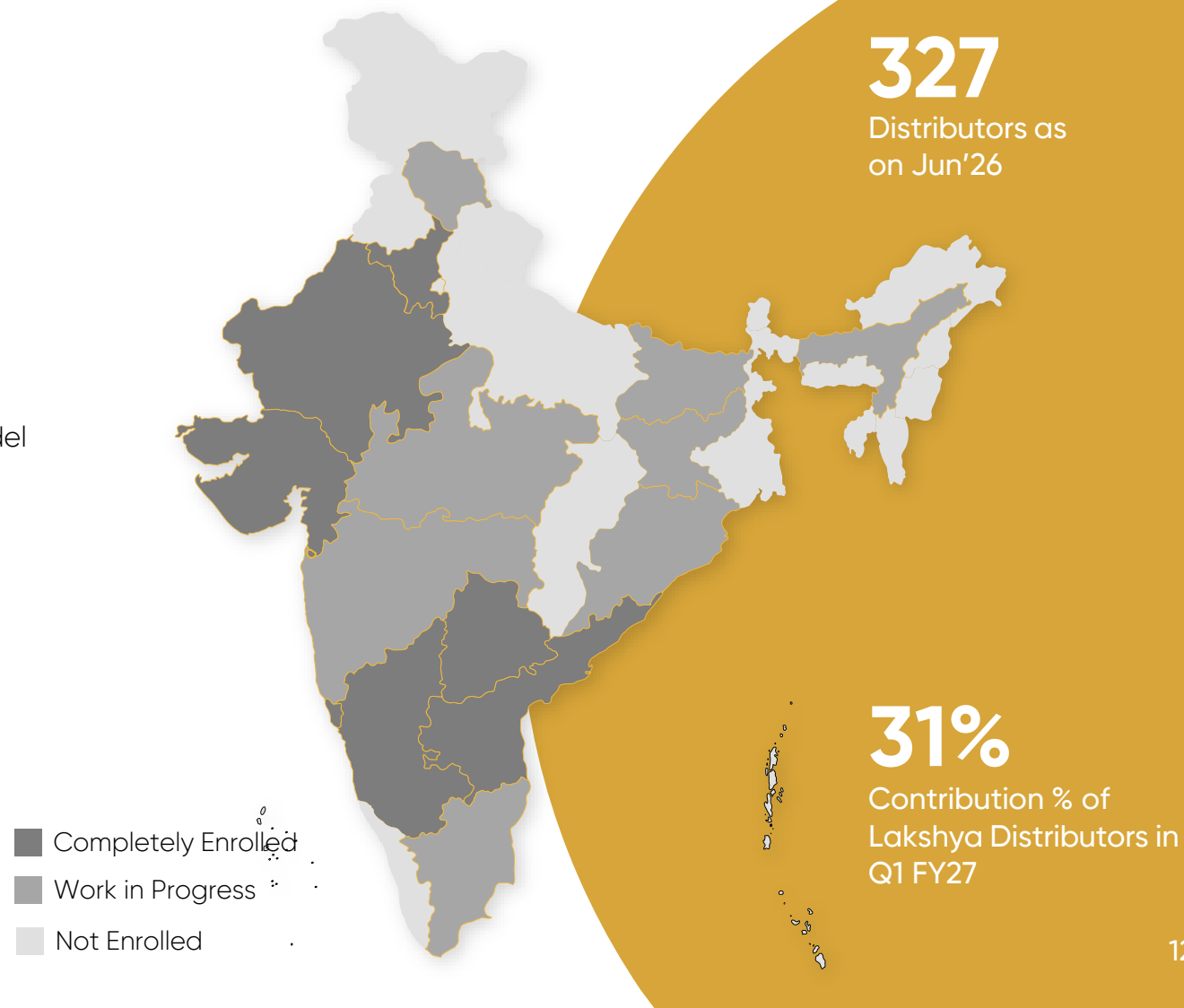
- Mapping retail network in area allocated to distributor
- Enrolling retailers into Project Lakshya
- Execute Retailer Bonding Programs to ensure higher retention
- Implementation of ARS and DMS at distributor level
- SOPs laid out for distributors leading to improved performance

Why?

Reinvent the entire distribution model and transition from a push model to a replenishment-based model leading to a Demand-Pull Environment

Outcomes

- Increased market penetration
- Increased primary sales and secondary sales
- Availability of last mile data from retailer
- Distributor performance analysis
- Efficient Product Planning & Inventory Management
- Improved working capital for distributor

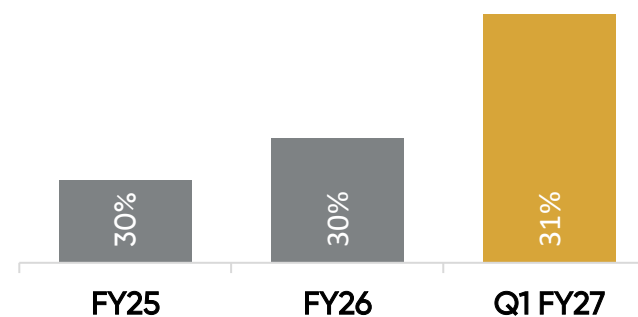


Project Lakshya Updates (2/2)

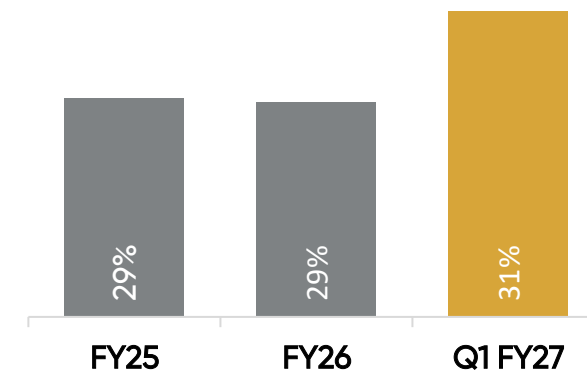


Dollar Retailer Bonding Program

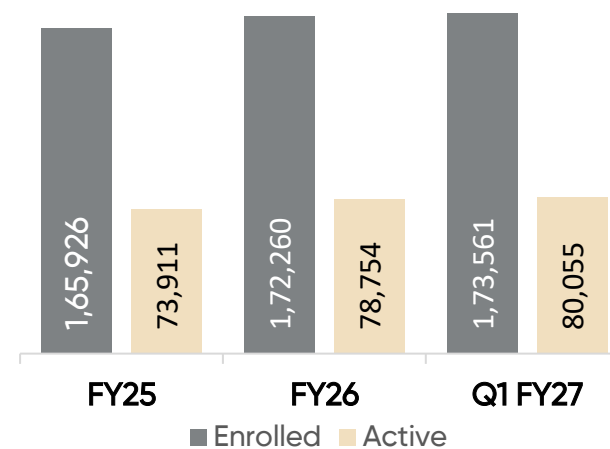
Value Contribution



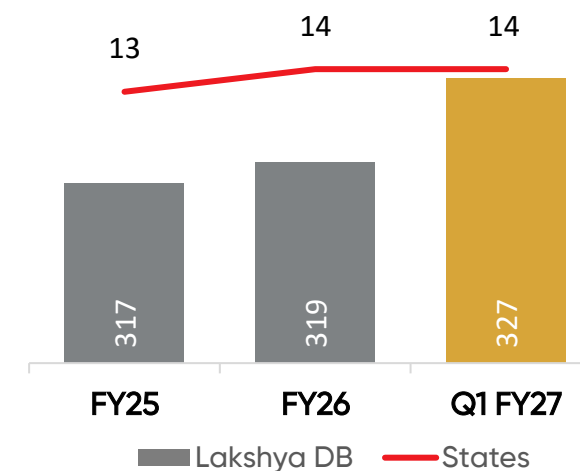
Volume Contribution



Lakshya Retailers



Lakshya DB



Penetrating Countries Across The World

Export Revenue in Q1 FY27

₹ 191 Million

15 Countries

Where We Export



About

Dollar Industries Limited



A Leading Player in Branded Outerwear and Innerwear

Established in 1972, we have been able to solidify our presence as one of the leading players in the Indian hosiery space.



**~300
Million**

Garment manufacturing
capacity (pieces)



15%

Market share in the
Indian hosiery space



2000+

Products across all
segments of presence



2400+

Total employees



**15
Countries**

Export presence



04

Manufacturing
units



1500+

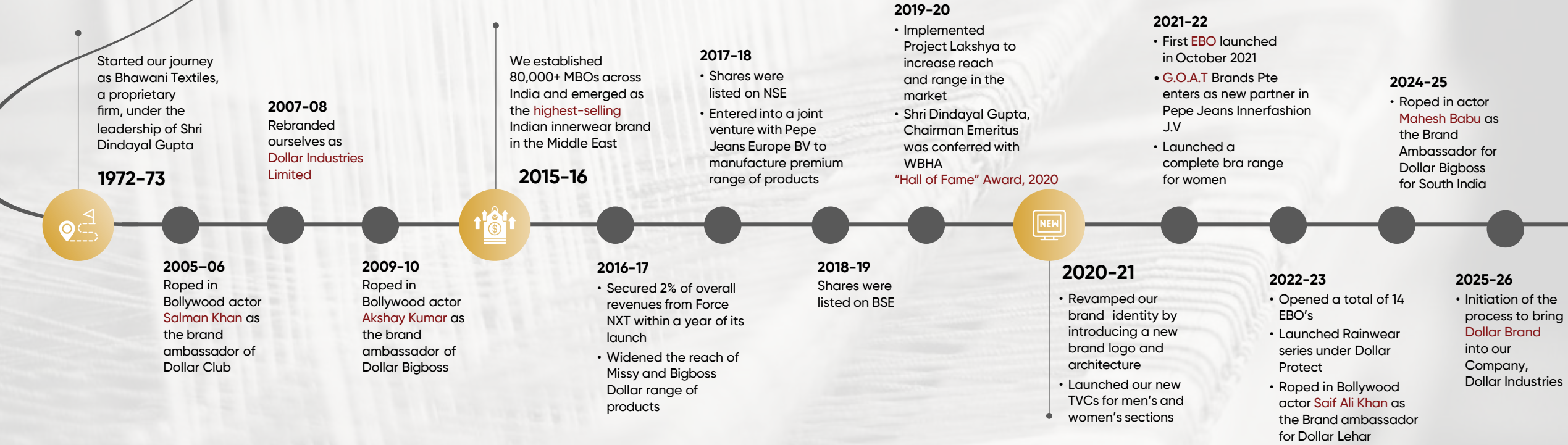
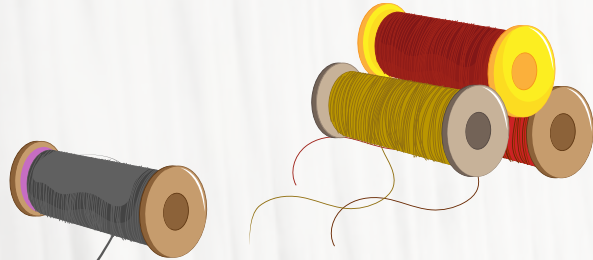
Strong Pan-India
dealer network



900+

Presence across large
format stores

Mapping Our Progress Over 50 Years



Dollar Portfolio (1/2)



Big Boss | J-Class | Athleisure

Vests, Briefs, Trunks, Gym
Vests, Socks, Tank Tops,
Crew Necks, Polos, Henley,
Bermudas, Capri, Track
Pants, Joggers



Missy | Athleisure

Leg Wears, Casual
Wear, Brassiere,
Camisoles, Panties,
Socks, Kurti



Lehar

Vests, Briefs, Trunks,
Panties, Socks,
Camisoles



Ultra | Wintercare

Thermal V-necks,
Thermal Trousers,
Long Camisoles, Short
Camisoles, Socks



Champion

T-shirts, Bermudas,
Trousers, Socks



Rainguard

Raincoats, Rainwear,
Windcheaters, Winter
Jackets



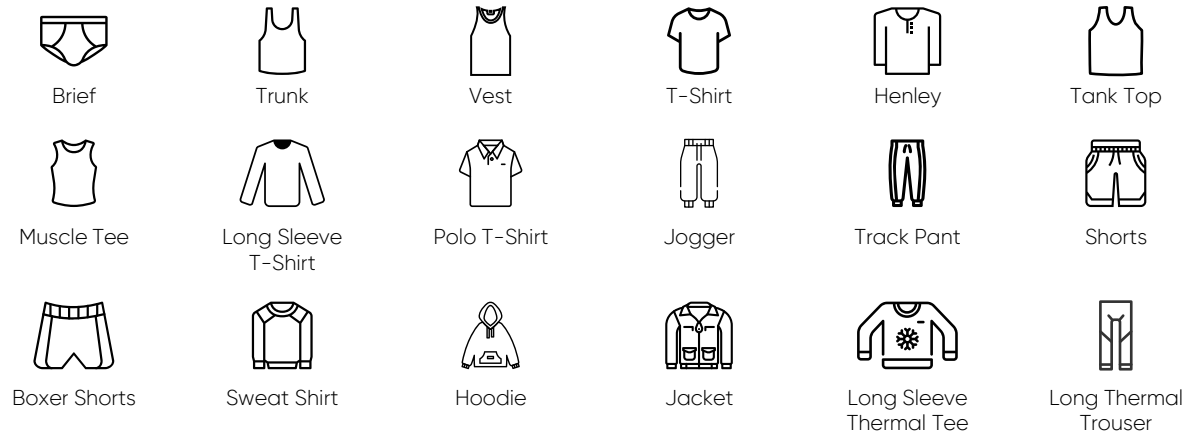
Dollar Portfolio

(2/2)



FORCE NXT®

Innerwear & Athleisure



Activewear



Brand Architecture Breakup



DOLLAR
THERMALS

FORCE NXT.
INNERWEAR | ATHLEISURE

Pepe Jeans
LONDON

ASP - ₹ 230-250



DOLLAR
JUNIOR
DOLLAR
WOMAN

DOLLAR
MAN

DOLLAR
PROTECT

ASP - ₹ 85-95



DOLLAR
ALWAYS

ASP - ₹ 45-55

Edging Past

Competition with Integrated Value Chain

2.5 Million

Metres per month Captive elastic production capacity

700 Tonnes

Average monthly output of Ne 20s to 40s single yarn

400 Tonnes

Monthly installed capacity of bleaching and dyeing

0.3 Million

Pieces per day Captive cutting capacity

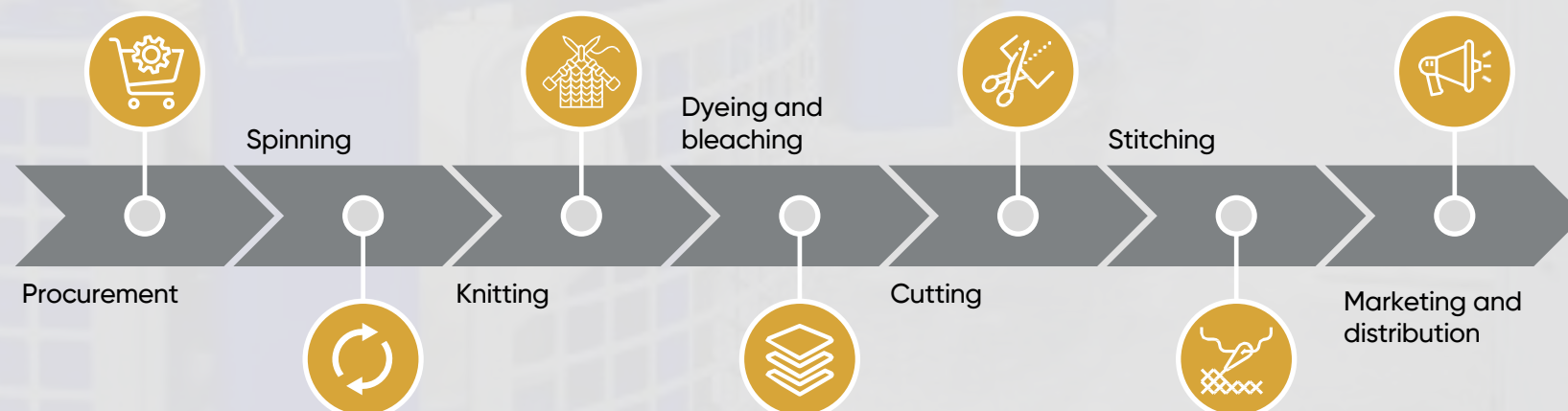
300 Tonnes

Monthly captive knitting capacity

Manufacturing Facilities:

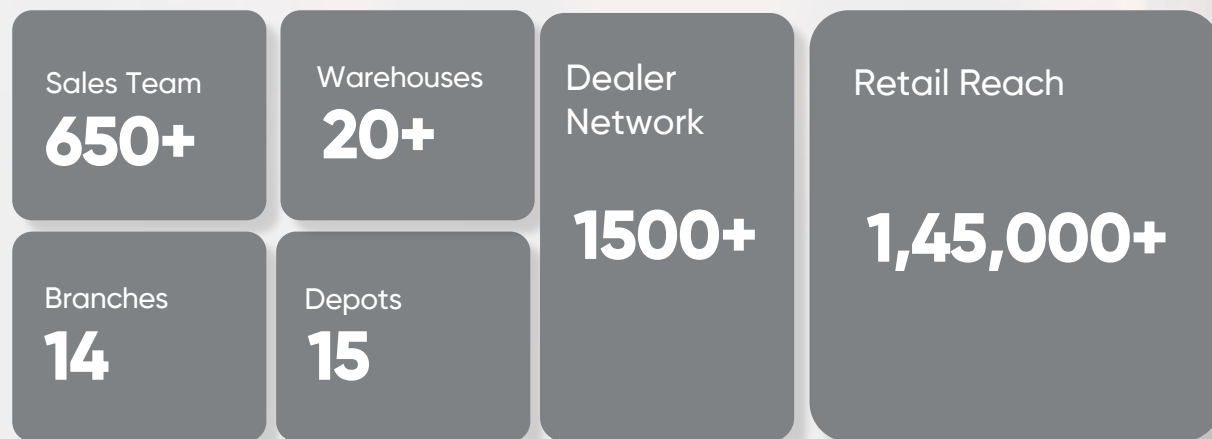
- Kolkata
- Tirupur
- Ludhiana
- Delhi

Our Value Chain



Widening Footprint

To Cater To Larger Population



Multi-Platform
E-Retail Presence



Modern Trade &
E-Commerce



Guided By

Experienced Directors



Managing Director

Mr. Vinod Kumar Gupta



Managing Director

Mr. Binay Kumar Gupta



Whole-time Director

Mr. Krishan Kumar Gupta



Whole-time Director

Mr. Bajrang Kumar Gupta



Whole-time Director

Mr. Gopal Krishnan Sarankapani



Independent Director

Mrs. Divya Newatia



Independent Director

Mr. Srikumar Bandyopadhyay



Independent Director

Mrs. Shalini Jain



Independent Director

Ms. Vibha Agarwal



Independent Director

Mr. Sandip Kumar Kejriwal

Supported By An **Experienced Team**



President, Marketing

Mr. Ankit Gupta



Vice-President, Sales

Mr. Aayush Gupta



Vice-President, Strategy

Mr. Gaurav Gupta



Chief Financial Officer

Mr. Ajay Kumar Patodia



Company Secretary

Mr. Abhishek Mishra



Deputy GM – HR & Admin

Ms. Aditi Ghosh



GM – Sales

Mr. Sanjay Srivastava



GM – Marcom & Branding

Mr. Shantanu Banerjee



GM – Fabric Division

Mr. Vedpal Verma



GM – Channel Strategy & Transformation

Mr. Amit Kumar

Growth Drivers

Strategic Priorities



Leveraging new
Brand Overhaul



Investing in
Digitization



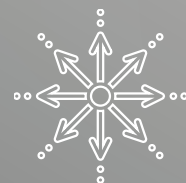
Growth Through
Project Lakshya



Growth Through EBOs



Partnering for
Growth



Diversifying Portfolio in
Adjacent Segments

Change In The Brand Architecture

What are we doing?

- 6 categories created – MAN, WOMAN, JUNIOR, ALWAYS, THERMALS, PROTECT
- Akshay Kumar as our brand ambassador for Dollar man
- Signed Yami Gautam as our brand ambassador for Dollar Women
- Redesigned our logo to enhance connect with the consumers
- Roped in Saif Ali Khan for Dollar Always

Why?

To change the perception that Dollar is just a men's innerwear brand

Outcomes

- We have been able to significantly enhance our brand recall through our dedicated branding initiatives.
- We now address the needs of a huge consumer spectrum through differentiated price categories: premium, mass premium and economy
- We seamlessly connect with the millennials and cater to their needs

13.3%

Share of women's segment revenue in Q1 FY27



Digitalization To Increase Efficiencies

Why?

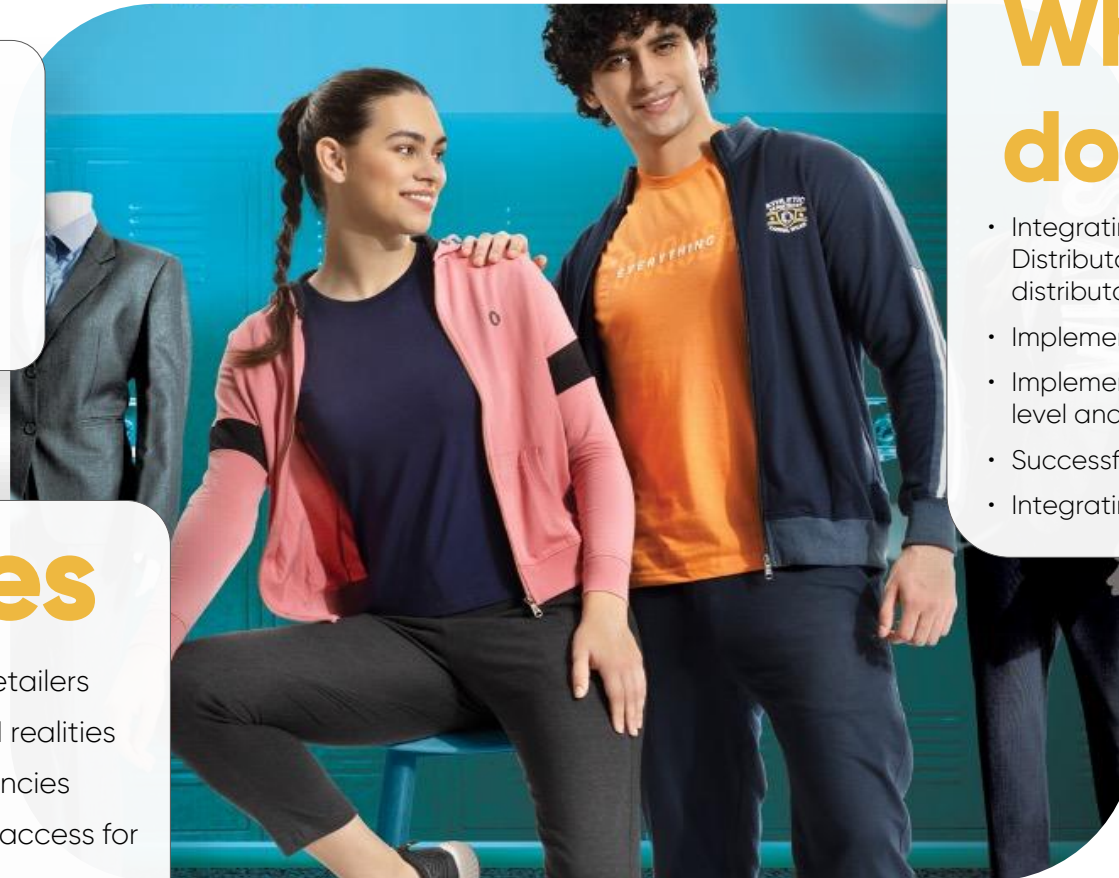
To integrate digitalization in our daily operations to increase efficiencies

Outcomes

- Transparent engagements with retailers
- Deeper insights about on-ground realities
- Increased productivity and efficiencies
- With SAP, gain end-to-end data access for effective strategy execution

What are we doing?

- Integrating Auto Replenishment System (ARS) and Distributor Management Systems (DMS) for our Lakshya distributors
- Implemented ARS at the supply chain level
- Implementing an after-sales service app at the retail level and activity tracker for the sales team
- Successfully transitioned to SAP Hana S/4 ERP system
- Integrating automated tele calling for our tele-callers



Strategic

Partnership for Sustainable Growth

Joint Venture with G.O.A.T

- We entered a 51-49 JV with G.O.A.T Brands Lab Pte for Pepe Jeans Inner fashion Pvt. Ltd.
- G.O.A.T Brands Lab Pte acquired 50% stake of Pepe and additional 2% non-voting equity
- Multi-brand distributor for men, women and kids' undergarments under athleisure, sportswear, lingerie, leisure wear, sleepwear, lounge wear made of natural fibers and MMF
- Would undertake business operations

Expected outcomes

- Opportunity to widen our supply of finished goods directly to end consumers through D2C channels.
- Go for in-organic growth or brand acquisition.
- Set a foot mark in Super Premium brands



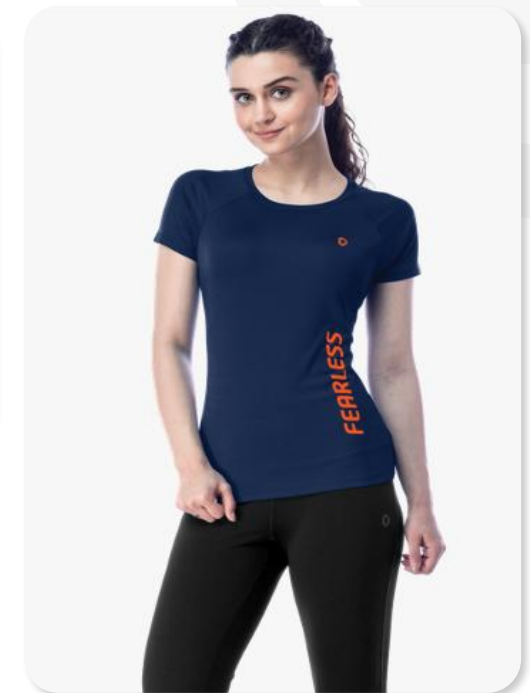
Diversifying Product Portfolio in Adjacent Segment

'Dollar Protect', the ultimate rainwear line that combines elegance with unbeatable protection!

A wide range of raincoats for men, women and kids, made from premium fabric with additional leak-proof stitching of comprehensive waterproofing.



'Dollar Woman' celebrates the freedom of spirit every woman deserves with its newly launched lingerie line with a varied range of products like Everyday Bra, T-shirt Bra, Sports Bra, Beginners Bra, Strapless Bra, Sleep Bra, Nursing Bra.





Proposed Merger of Promoter Group Companies with Dollar Industries

Overview

- The merger involves nine companies:
 1. **ADDS Projects Private Limited** - Acquires/develops commercial properties; leases to Dollar Industries & affiliates.
 2. **Dindayal Texpro Private Limited** (de-merged segment) - Job work and makes leggings & kurtis using both Dollar-supplied & independent fabrics.
 3. **Amicable Properties Private Limited** - Rents out commercial spaces to Dollar Industries & group companies.
 4. **Bhawani Yarns Private Limited** - Job work and garment manufacturing (leggings & kurtis) with sourced and Dollar fabrics.
 5. **Dollar Brands Private Limited** - Owns the “Dollar” trademark; manages branding and trademark-related activities.
 6. **Goldman Trading Private Limited** - Leases developed/acquired properties to Dollar Industries & affiliates.
 7. **KPS Distributors Private Limited** - Rents out commercial real estate to Dollar Industries & related entities.
 8. **PHPL Properties Private Limited** - Holds & leases properties for Dollar Industries & group companies.
 9. **Zest Merchants Private Limited** - Provides leased real estate for operational infrastructure of the group.
- The company aims to strengthen **in-house production** capacity, reduce **intercompany transactions** and avoid **conflict of interest**
- Post the proposed merger, all the mentioned promoter group companies will be **consolidated** into **Dollar Industries Limited**, enabling it to independently manage key business verticals:
 1. Brand Ownership & IP through the merger Dollar Brands Pvt. Ltd.
 2. Manufacturing & Job Work via consolidation of Dindayal Texpro Pvt. Ltd. and Bhawani Yarns Pvt. Ltd
 3. Real Estate Leasing by merging Goldman Trading, ADDS Projects, Amicable Properties, KPS Distributors, PHPL Properties, and Zest Merchants

Current Status: **Approved** by **BSE & NSE** and endorsed by **Shareholders** (Court Convened Meeting, as per Hon'ble NCLT, Kolkata directions)

Q1 FY27

FINANCIAL SUMMARY

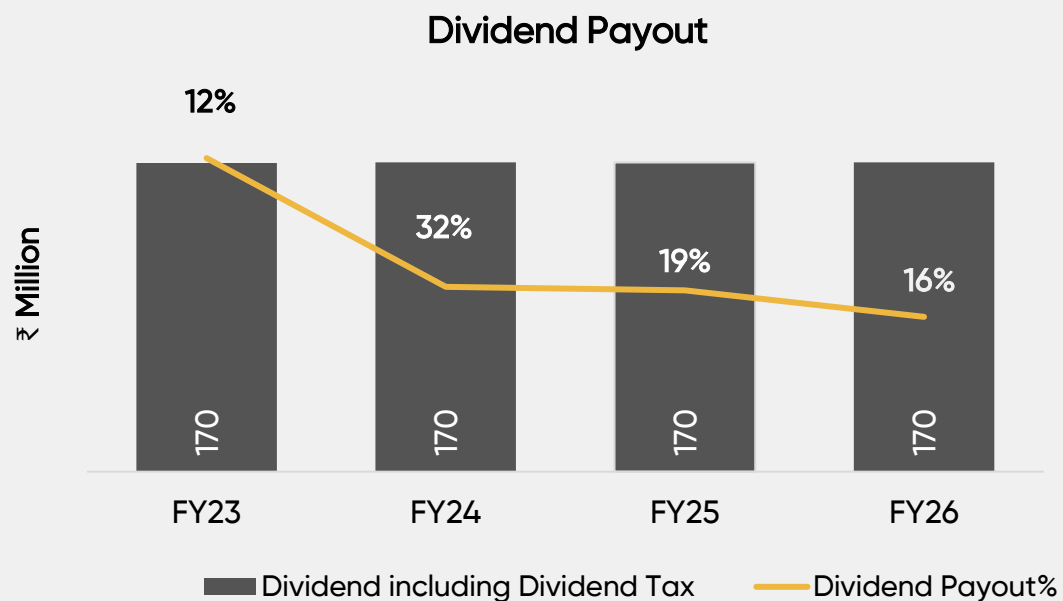
Summary Profit & Loss

₹ Million

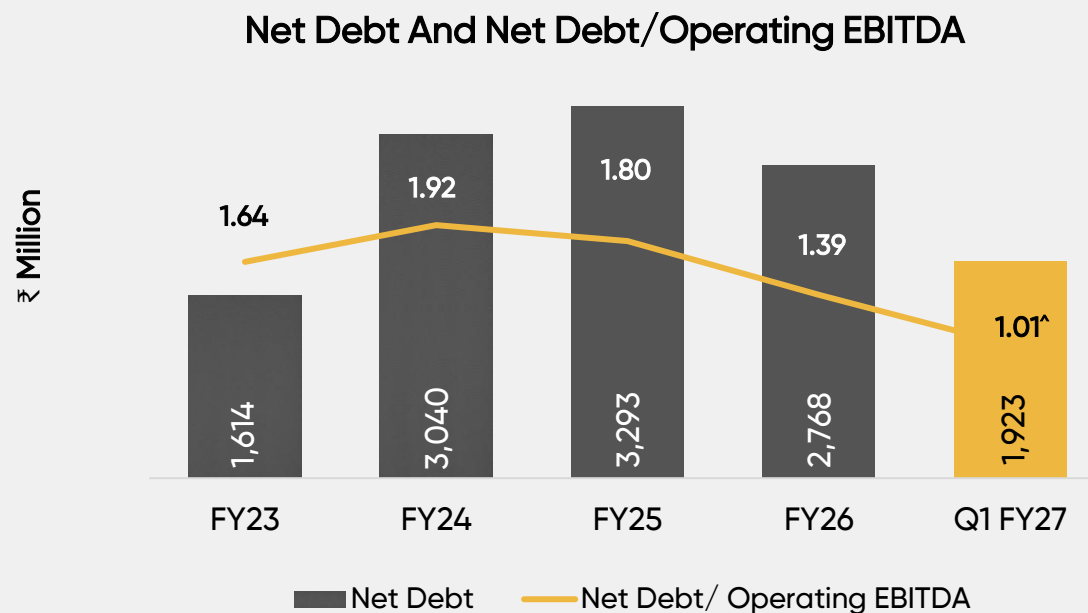
Particulars	Q1 FY27	Q1 FY26	YoY Change	Q4 FY26	QoQ Change	FY26
Operating Income	4,048	3,991	1.4%	6,215	(34.9%)	18,810
Gross Profit	1,512	1,415	6.9%	1,744	(13.3%)	6,216
Gross Profit (%)	37.4%	35.4%	192 bps	28.1%	930 bps	33.0%
Operating EBITDA	478	429	11.4%	577	(17.2%)	1,997
Operating EBITDA Margin (%)	11.8%	10.7%	106 bps	9.3%	252 bps	10.6%
Other Income	8	7	27.7%	12	(30.2%)	42
Finance Cost	55	65	(14.5%)	58	(4.4%)	244
Depreciation	93	95	(1.4%)	108	(13.8%)	397
PBT	349	284	22.9%	426	(18.1%)	1,422
PAT	260	213	22.1%	326	(20.1%)	1,074
PAT Margin (%)	6.4%	5.3%	108 bps	5.2%	118 bps	5.7%
Diluted EPS ¹ (₹)	4.59	3.76	22.1%	5.74	(20.1%)	18.94

1. EPS figures are not YTD annualized

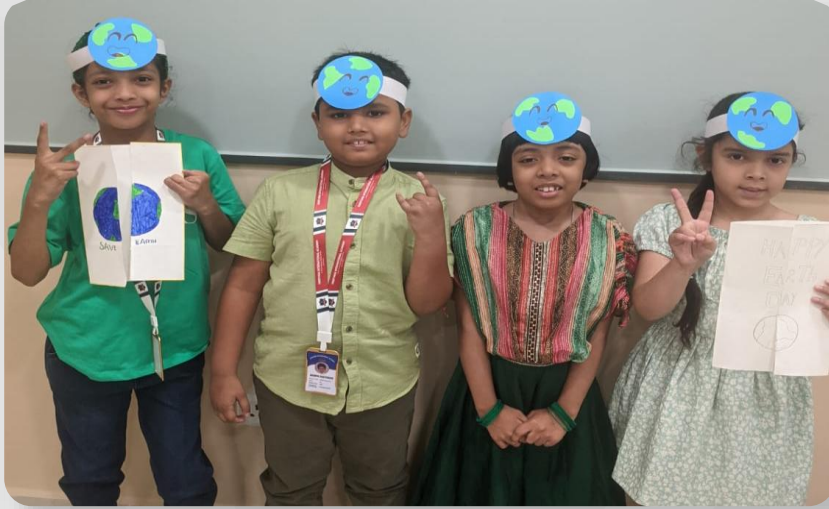
Focus on Shareholder Value Creation



Consistent dividend payout



Company judiciously allocating its capital to balance between dividend payout and investment for growth



ESG at Dollar Industries



Contributing Towards a Greener Future Environment

Solar Power

150 Lakh
Units/Year

Power generation capacity of the solar power plant in Tirupur

12 MW

Total power generation capacity as on Jun'26

Wind Power

70 Lakh
Units

Total power generated annually

4.95 MW

Total power generation capacity of our four windmills

Zero Liquid Discharge

13.5
Tonnes

Daily production capacity of our effluent treatment plant

1000 KL

Zero liquid discharge capacity with multiple evaporators



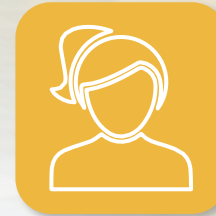
Empowering Our Biggest Asset

Social ^(1/2)



Employee Engagement

Engaging with our employees on a daily basis to address their grievances



Women Empowerment

Working towards reducing the gender gap and creating a safe working environment



Skill Development

Conducting regular on-the-job and off-the-job training sessions to upskill our employees



Diversity And Inclusion

Implementing anti-harassment and Anti-discrimination policies across all verticals of our company

Empowering Our Biggest Asset

Social (2/2)



Donated ~Rs 12 millions for educational purposes to Acharya Gurukul Haripur; Hariyana Shiksha Kendra, Vichaar Nirmaan Foundation & Vanprasth Sadhak Ashram



Donated ~Rs 3 millions for medical facilities to Bhawani Parivar Matri Sangh, Delhi and Marwari Relief Society, West Bengal



Donated ~Rs 0.6 millions for installation of Water Hut Services across West Bengal



Donated Rs 1.2 millions to Akhil Bharat Goseva Sansthan; Calcutta Pinjrapole Society and Rajasthan Gokalyan

Strengths That Drive Governance



Diverse and experienced Board of Directors



Promoters possess **>3 decades of experience**



All members of the Nomination & Remuneration Committee are Independent Directors



Independent Directors account for 50%



75% members of the Audit Committee consist of **Independent Directors**

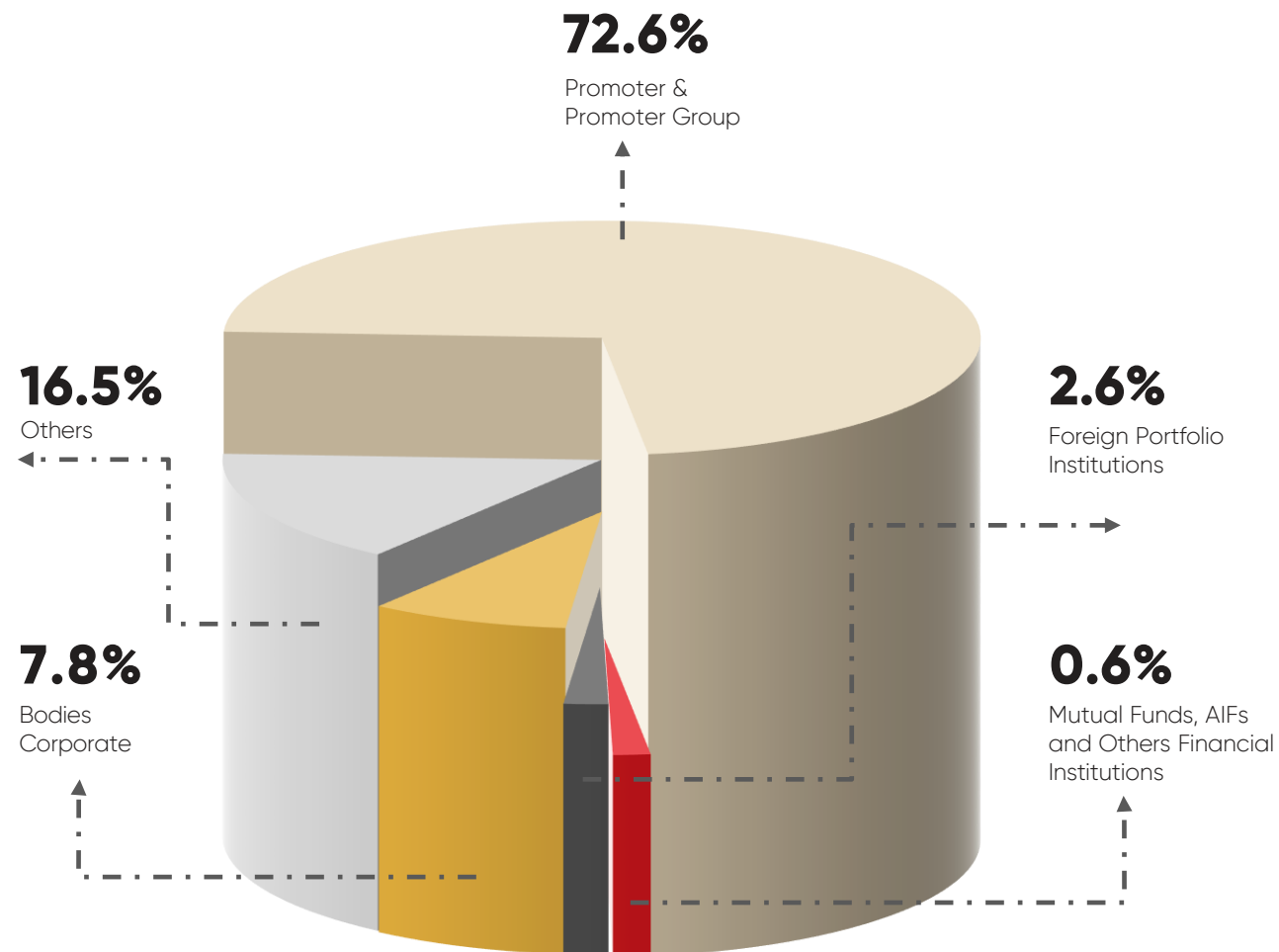


We have three Woman Independent Director on our Board

Shareholding Summary

Shares Information As on 30th June 2026

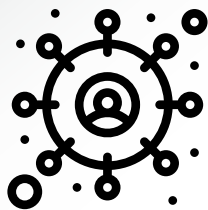
NSE Ticker	DOLLAR
BSE Ticker	DOLLAR
Market Cap (INR Cr)	1,518.29
% Free-float	27.43%
Free-float market cap (INR Cr)	416.40
Shares outstanding	5,67,16,120



Why DOLLAR?

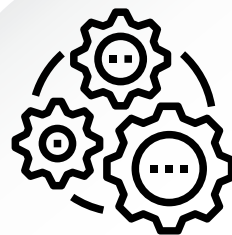
Wide reach

Channel expansion
& Omni Channel
strategy



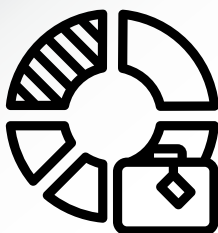
Integrated operations

Integrated value
chain



Multi-brand portfolio covering wider user base

Increasing share of
non-male users



Favourable financial positioning

Continuously
strengthening financials



ANNEXURE

Our VISION

Dollar in everyone's lives.

Medium-term vision:

We aspire to metamorphise the Company into an aspirational brand by offering premium and super premium products

Long-term vision:

To emerge as a complete brand and distribution company present across multiple categories of fashion wear – from garments to innerwear



Core VALUES

- Insights and constant innovation are a way for Dollar. We also add value to the Dollar experience so as to keep it more vibrant and relevant
- The benchmark for Dollar's success is customer satisfaction
- Dollar delights its customers through a range of products that not only deliver comfort, but are constantly upgraded to keep the styling in line with the latest trends
- Business integrity is the way of life at Dollar. The Company is proud to stand by integrity and transparency in all its dealings and ensures adherence to highest standards of business ethics
- At Dollar, we value time and its optimum utilisation for timely decision making

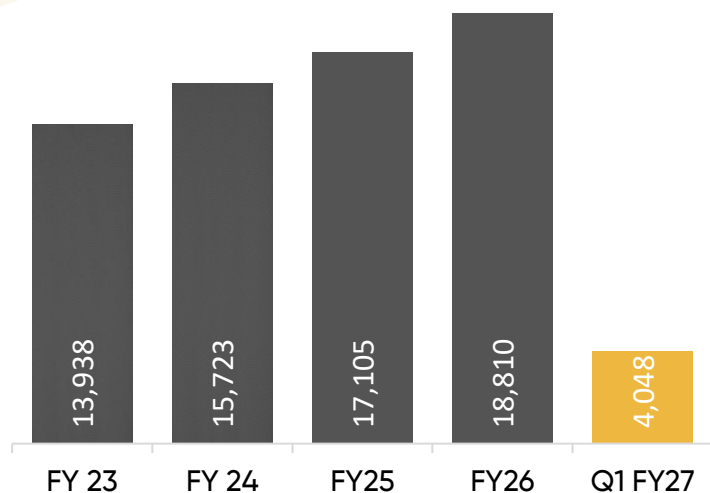
Our MISSION

- To emerge as India's leading and most-loved innerwear brand
- To make fashionable yet affordable outerwear and innerwear
- To provide our customers with a higher standard of apparel
- To reach out to customers conveniently (modern trade and e-commerce)
- To outperform industry standards in terms of quality of earnings
- To enhance the lives of people centred around Dollar
- To achieve high governance standards

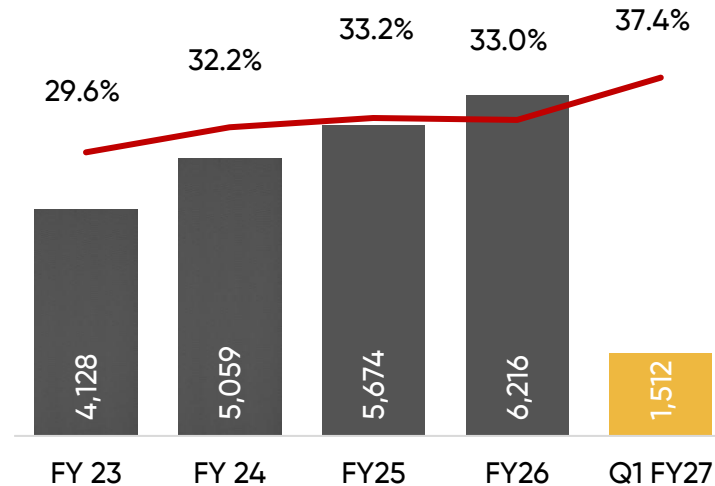


Performance Track Record

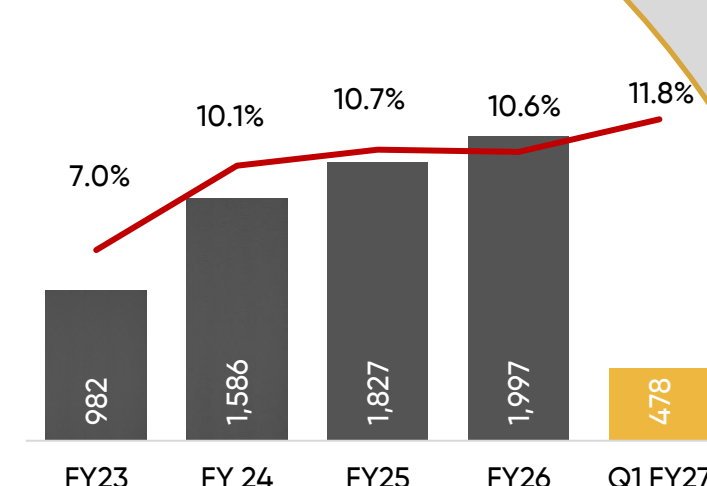
OPERATING INCOME (₹ Mn)



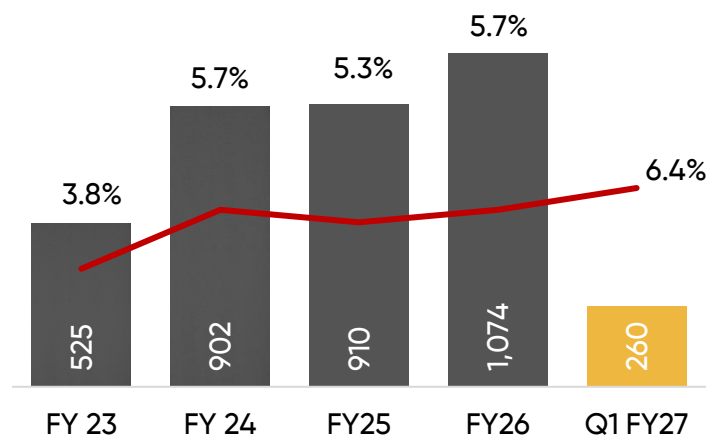
GROSS PROFIT (₹ Mn & % MARGIN)



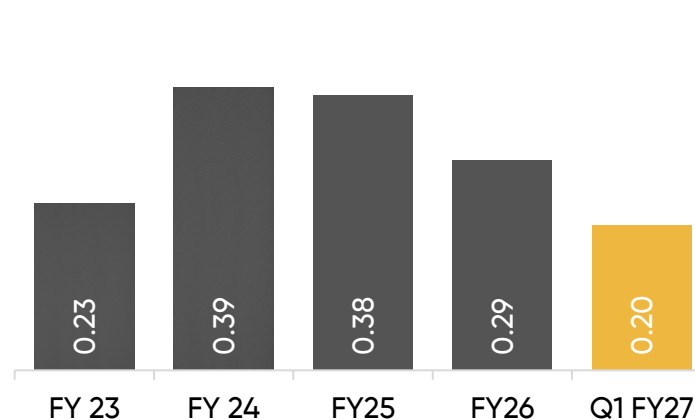
OPERATING EBITDA (₹ Mn & % MARGIN)



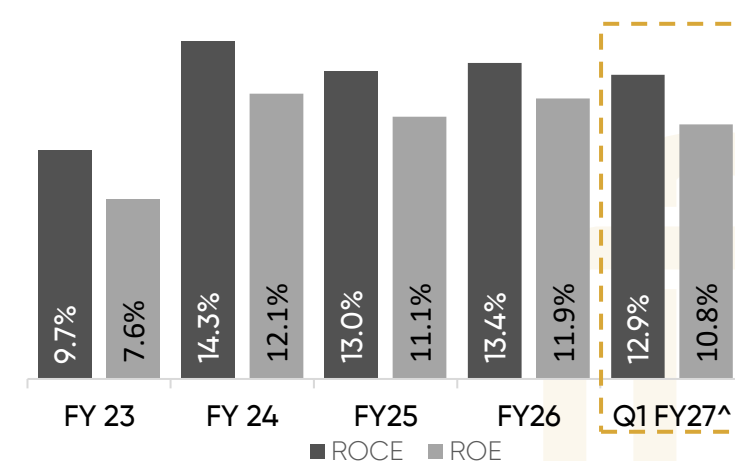
PAT (₹ Mn & % MARGIN)



NET DEBT – EQUITY RATIO



ROCE & ROE*



*ROE excludes Non-Controlling Interest; ^Annualized

Cash Conversion Cycle Break Up

Particulars	30-Jun-25*	31-Mar-26	30-Jun-26*
Receivable Days ¹	120	115	130
Inventory Days ²	125	102	124
Payable Days ³	72	63	94
Cash Conversion Cycle ⁴	173	154	160

1. Receivables days for is calculated by multiplying the average accounts receivables by 365/91 and dividing the result by the revenue from operations for the year/ period
2. Inventory days is calculated by multiplying the average inventory by 365/91 and dividing the result by the revenue from operations for the year/ period
3. Payables days is calculated by multiplying the average accounts payable by 365/91 and dividing the result by the Cost of Goods Sold for the year/ period. COGS includes sub-contracting expense
4. Cash conversion cycle is calculated by adding Receivables days to Inventory days reduced by Payables days

*Annualized

Stars of the East, 2026

Our Chairman & Managing Director, Mr. Vinod Kumar Gupta has been honoured at the **Neo Wealth Hurun Stars of the East 2026**, recognising outstanding leadership and enduring excellence in the apparel industry.



THANK YOU



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Ajay Kumar Patodia



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