

November 10, 2022

The Secretary
Corporate Relationship Dept.
The Bombay Stock Exchange
1st Floor, New Trading Ring
Rotunda Building
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

The Secretary
National Stock Exchange of India
Limited
Exchange Plaza
Bandra Kurla Complex
Mumbai – 400 051

Dear Sir,

#### Sub: Press Release & Investor Presentation - Reg

We herewith enclosed the Press Release and Investor Presentation for the Quarter ended 30 September 2022.

This is for your information and records.

Thanking you,

Yours truly, For Page Industries Limited

Murugesh C Company Secretary

Encl: as above



Press Release For Immediate Dissemination

#### Page Industries continues revenue momentum & PAT with Q2 FY23 results

Bengaluru, India 10 November 2022: Page Industries, India's leading apparel manufacturer, today announced its financial results for the guarter ended 30<sup>th</sup> September 2022.

#### Financial Highlights for Q1FY23

- Revenue at Rs. 12,550 million, up 16 % YoY and down -6% QoQ.
- EBITDA at Rs. 2,379 million, margins at 19.0 %, up 2% YoY and down -20% QoQ, with investment of opex in advertising, warehouse capacity and manpower.
- Reported Profit After Tax at Rs. 1,621 million; up 1 % YoY and down -22% QoQ.
- PAT margin at 12.9 %, compares with 14.8% YoY and 15.4% QoQ.
- Cash and cash equivalents at Rs. 833 million down from 3,144 million at Q1 FY23, with investment in inventory which was under strain during the pandemic, liquidity continues to remain strong with robust cash flow.

Commenting on the results, Managing Director Mr. V.S. Ganesh said, "We are pleased to report that historically, this has been the best Q2 for the company in terms of revenue. We are well in line with our guidance of delivering robust growth on the back of strong levers such as increased shift in organised retail, increased branded innerwear demand and growing aspirations for global brands.

The Company will continue to invest in capacity building, manpower, business process re-engineering, digital outreach and advertising while building inventory. With a strong focus in the fast-growing Tier 2-3-4 markets and with new product introductions to further strengthen our product portfolio, we see a huge opportunity for retail expansion and growth as we move forward."



#### **About Page Industries Limited**

Page Industries is the exclusive licensee of JOCKEY International Inc. (USA) for manufacture, distribution and marketing of the JOCKEY® brand in India, Sri Lanka, Bangladesh, Nepal, Oman, Qatar, Maldives, Bhutan and UAE. Page Industries is also the exclusive licensee of Speedo International Ltd. for the manufacture, marketing and distribution of the Speedo brand in India.

Jockey is the company's flagship brand and a market leader in the premium innerwear and leisure wear category. The brand is distributed in 2,850+ cities & towns and available in 118,120,+ Multi Brand Outlets, 1,190+ Exclusive Brand Outlets (EBO) with extensive presence in 2,740+ Large Format Stores, as also online. Speedo brand is available in 1,090+ stores and 27 EBOs, spread across 90+ cities.

For further information, please visit www.jockeyindia.com

Investor Contact – investors@jockeyindia.com

**Disclaimer:** Certain statements that may be made or discussed in this release may be forward-looking statements and/or based on management's current expectations and beliefs concerning future developments and their potential effects upon Page Industries and its associates. The forward-looking statements are not a guarantee of future performance and involve risks and uncertainties and there are important factors that could cause actual results to differ, possibly materially, from expectations reflected in such forward-looking statements. Page Industries does not intend, and is under no obligation, to update any forward-looking statement made in this release.



### SAFE HARBOUR STATEMENT

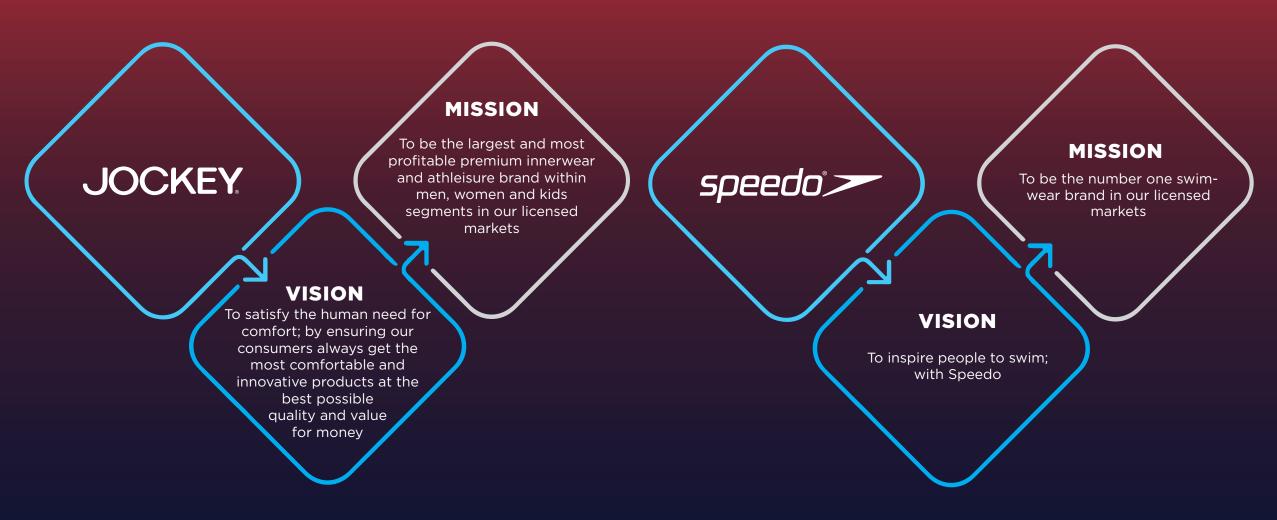
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This presentation updated as on November 10, 2022 may contain certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in our markets, ability to attract and retain highly skilled professionals, our ability to manage our operations, government policies and actions, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.



### PAGE INDUSTRIES: VISION & MISSION STATEMENT



### PAGE INDUSTRIES: AT A GLANCE



Leading player in Premium Innerwear and Athleisure market



Professional
Management
supported by

28,295 Employees 81% Women Employees



**Production Capacity** 

260 mn pieces
15 manufacturing units

Strong backward integration



**PAN India Presence** 1,18,123+ Retail Network

1,191+ Exclusive Business Outlets (EBO's)

2,741+ Large Format Stores (LFS)

& E-Commerce



Strong Financial Performance

Healthy ROCE 68%

Debt Free

### **JOCKEY**

- Jockey is the world's best-loved and most recognisable brand. Active in more than 120 countries
- Exclusive licensee of **JOCKEY International Inc. (USA)** for manufacture, distribution and marketing in India, Sri Lanka, Bangladesh, Nepal, Oman, Qatar, Maldives, Bhutan and UAE
- Products include Innerwear, Athleisure, Socks for Men and Women, Thermal, Towels, Handkerchief, Caps and Face Mask



- Speedo International Ltd. is a manufacturer and distributor of swimwear and swimming accessories based in Nottingham, UK
- Exclusive licensee of **Speedo International Ltd.** for manufacture, distribution and marketing in India
- Products include **Swimwear**, **Equipment**, **Water shorts**, **Apparel and Footwear**

#### **OUR JOURNEY** 2017 2006 **Jockey Socks** 2015 • First Jockey EBO in Sri Lanka launched • Brand Jockey reached The turnover of the 2011 50.000 outlets in India Company crossed Launch of first 2004 INR 1b in terms of International factory selling price Licensing agreement format EBO in with Jockey 2019 1995 Production crossed Bengaluru International Inc. 2m pieces per month • Launched its own extended till 2030 B2C e-commerce Incorporation of the • Awarded the sole Jockey Juniors channel and tied up Company under the name marketing and with various launched and style of Page Apparel distribution rights leading online 25 years of Manufacturing Private Ltd. for UAE retailers to increase Jockey in India reach of products Brand Jockev reached 100 Speedo Launch towns Launch of Jockey brassieres in India 2022 2014 Jockey available across 1997 2016 1000 towns 2005 • QE June'22 Best Jockev.in launched Revenue & PAT in history 2008 · First Jockey EBO in Launched Jockev • 1,190+ Jockey EBOs Dubai products for 2003 women under the 2018 1,18,000+ Jockey MBOs Launched Jockey style of 'Jockey Towels For Her' The turnover of the Launched the 2007 • Jockey Licensing agreement Company crossed INR middle range of extended till 2040 500m PAGE launched the men's 2013 • Jockey Active wear range launched · Retail network of **Just Jockeying** undergarments Successful completion 10,000 outlets campaign to • Speedo apparel range launched of IPO and listing on transform Jockey · Achieved production of **NSE and BSE** • Jockey woman launched into a lifestyle brand

1m pieces a month

• 500 Jockey EBO's

### MANAGEMENT GROWTH INITIATIVES

Capacity Ramp-up in both Manufacturing and Sales

Expanding Channel presence in distribution, Exclusive Brand outlets, Large Format Stores & E-Commerce

Expanding investments and spends in Sales and Marketing at Point of Sale

Enhance investments in R&D, Product Development and Innovation, Automation and Digital Transformation





### ATTRACTIVE MACRO: MULTIPLE DRIVERS FOR GROWTH



Indian Fashion Market (USD Bn)

The market is projected to grow at 10 percent and reach USD 107 bn by FY 2025.

### **Industry Growth Drivers**

HIGHER DISPOSABLE INCOME 15 - 34 YRS LARGEST CONSUMER GROUP

INCREASE IN URBAN POPULATION

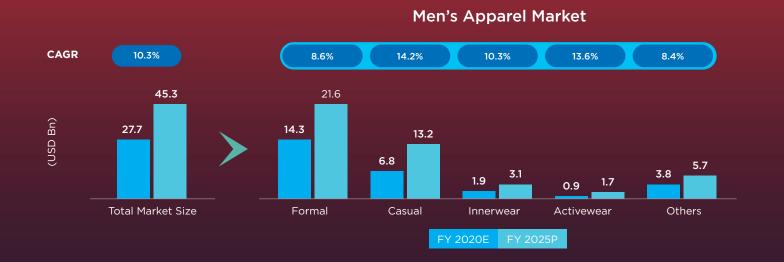
INCREASED SHIFT IN ORGANISED RETAIL HIGH GROWTH
MIDDLE,
PREMIUM,
SUPER- PREMIUM
SEGMENT

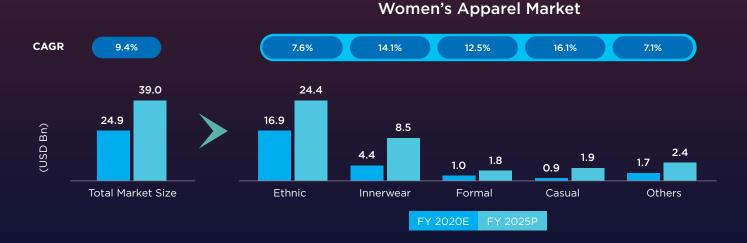
INCREASED
INVOLVEMENT IN
BRANDED
INNERWEAR

MORE
DISCERNING
CONSUMERS

HIGHER
ASPIRATION FOR
GLOBAL BRANDS

### ATTRACTIVE MACRO: INDIAN APPAREL MARKET SEGMENTS





Men's innerwear category in FY2020 is estimated to be USD 1.9 bn and is expected to grow at a CAGR of 10.3 percent to USD 3.1 bn in FY 2025.

Men's casual and activewear category in FY2020 is estimated to be USD 7.7 bn and is expected to grow at a CAGR of 13.9 percent to USD 14.9 bn in FY 2025.

Women's casualwear category in FY2020 is estimated to be USD 0.9 bn and is expected to grow at a CAGR of 16.1 percent to USD 1.9 bn in FY 2025.

Women's innerwear category in FY2020 is estimated to be USD 4.4 bn and is expected to grow at a CAGR of 14 percent to USD 8.5 bn in FY 2025.

The kids wear market in India is currently about USD 14 bn (FY 2020) and is expected to grow at a CAGR of 10.5 percent and grow to nearly USD 23 bn by FY 2025.



### **KEY HIGHLIGHTS**

- Multi Brand Outlets (MBO) Added 7,575 in H1 FY23 (4,408 in Q2 FY23), now present in 1,18,123+ stores and 2,850+ cities and towns
- Exclusive Brand Outlets (EBO) Added 60 in H1 FY23 (47 in Q2 FY23), now present in 1,191+ stores and 408+ cities
- Large Format stores (LFS) Now present with 22 partners in 2,741+ stores
- Continue to be debt-free during this year



### JOCKEY PRODUCT PORTFOLIO

### **JUNIORS BOYS**

**VESTS BRIEFS TRUNKS BOXER SHORTS T-SHIRTS POLO T-SHIRTS** TRACK PANTS **SHORTS SWEAT SHIRTS JACKETS** 





### WOMEN

**BRASSIERES SPORTS BRA PANTIES** CAMISOLE **CROP TOP TANK TOPS SHAPEWEAR** SHORTIES



TANK TOP CAMISOLE **VEST LEGGINGS T-SHIRT LONG JOHN** 



#### **JUNIORS GIRLS**

**PANTIES BLOOMERS SHORTIES** CAMISOLE **TANK TOPS** T-SHIRTS **SHORTS** CAPRIS TRACK PANTS **PYJAMAS SWEAT SHIRTS JACKETS** 



**BERMUDAS** TRACK PANTS **LOUNGE PANTS SPORTS SHORTS T-SHIRTS POLO T-SHIRTS GYM VESTS YOGA PANTS SLEEPWEAR JACKETS** TANK TOP **MUSCLE VEST CAPRIS LEGGINGS** 



### MEN INNERWEAR

**VESTS** BRIEFS **BOXER BRIEFS TRUNKS BOXER SHORTS INNER TEES MIDWAYS** 

**TOWELS** FACE **HAND BATH** 







**ANKLE LOW SHOW NO SHOW** 



**CAPS** 

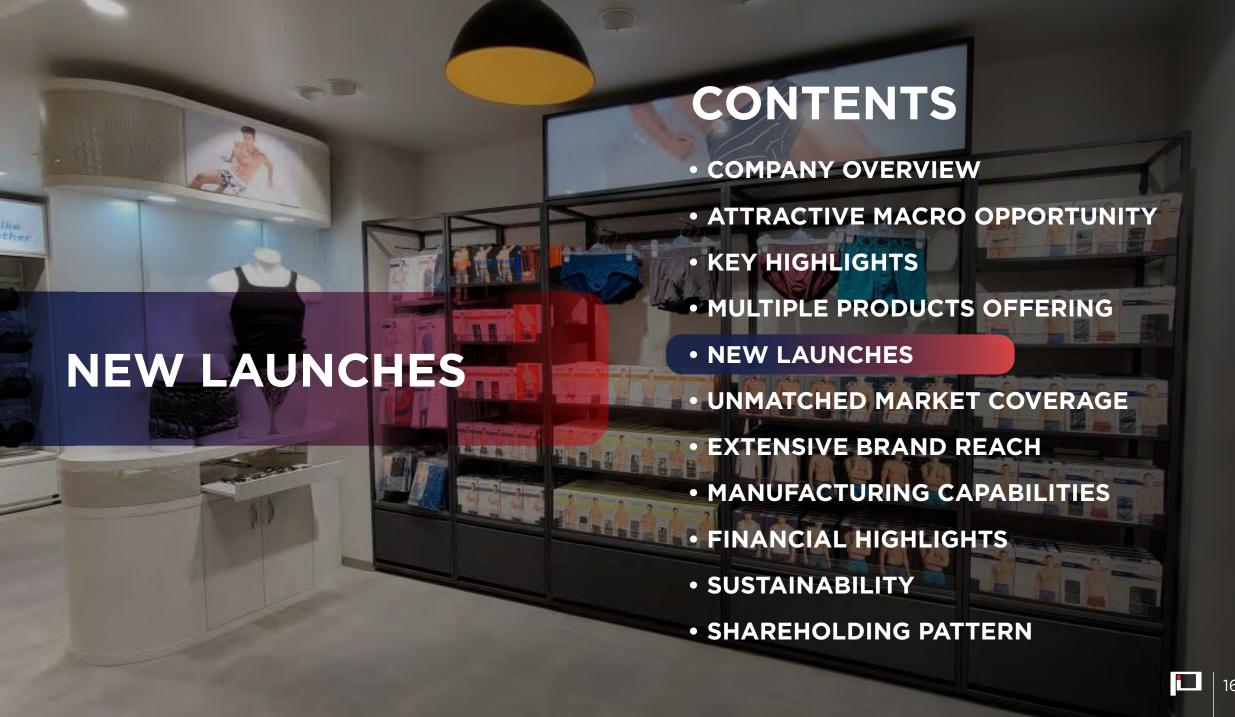


**HANDKERCHIEF** 









### JOCKEY - NEW LAUNCHES



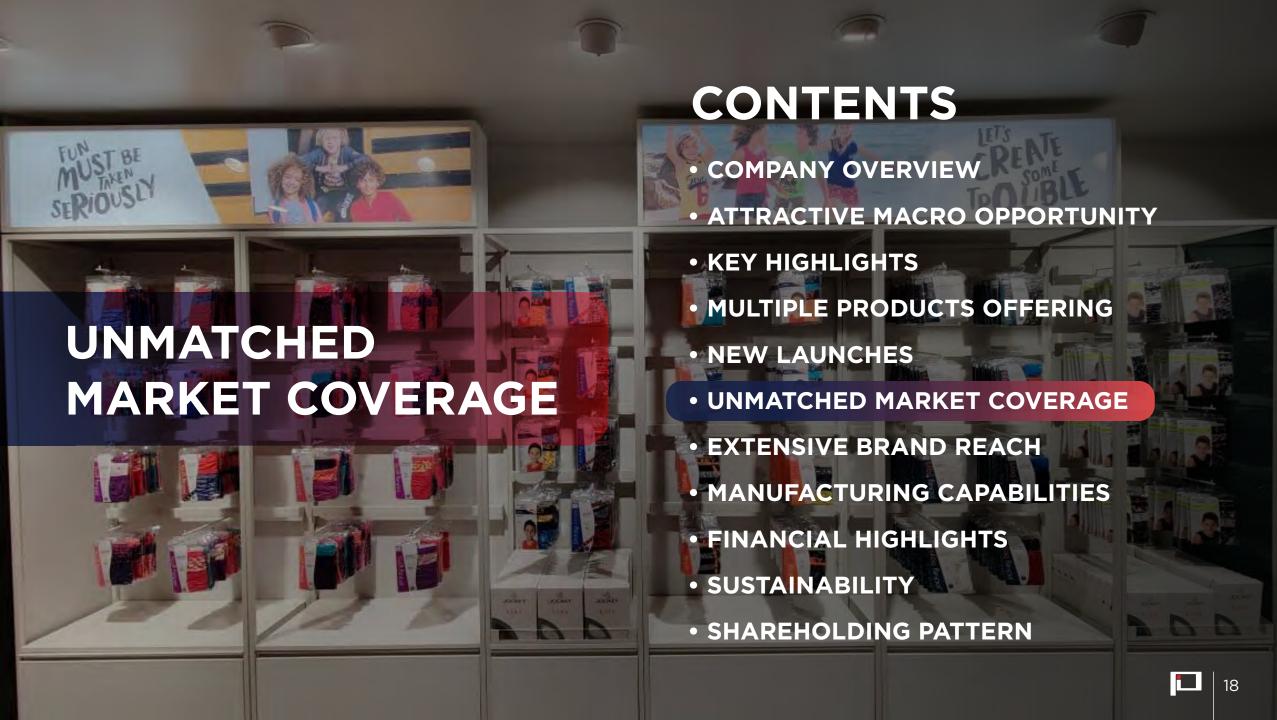
Style No. UM51 Sweatshirt



Style No. CG26 Sweatshirt







# MULTI BRAND OUTLETS: PAN INDIA DISTRIBUTION NETWORK

### **CHANNEL SALES**

4,501+ Distributor Accounts

2,850+ Cities / Towns

**1,18,123+** Retail Network

**759+** Channel Sales Strength



## **EXCLUSIVE BRAND OUTLETS:** FIRST TO OFFER

1191+ Exclusive Brand Outlets
48 Exclusive Woman Outlets
75 Exclusive Juniors Outlets
16 Factory Outlets
222 Outlets in malls
969+ Outlets in high street
Present in 408+ cities















...and other Partners



### DIGITAL/SOCIAL MEDIA REACH



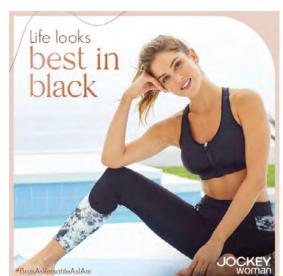














Live The City In Jockey Athleisure









### MANUFACTURING CAPABILITIES

### STRONG IN-HOUSE MANUFACTURING CAPABILITIES

- Facilities spread over 2.2 million sq ft across 15 manufacturing units
- Present in 14 locations in Karnataka and 1 in Tamil Nadu
- >70% in-house manufacturing

### **COMMITTED TO QUALITY**

- Our own manufacturing helps set high quality standards for both in-house and outsourced manufacturing
- Monitor every stage of manufacturing process: Designing, Raw Materials, Production Process, Packaging and Final Products



KR Pet Unit



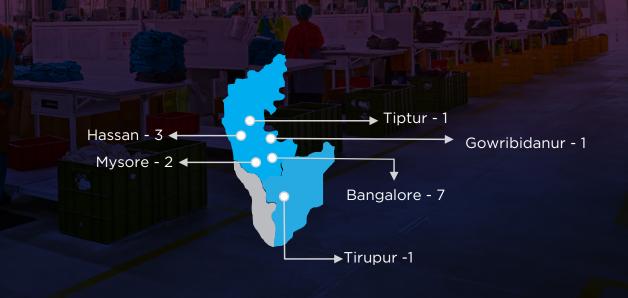
Sewing Unit



Socks Knitting



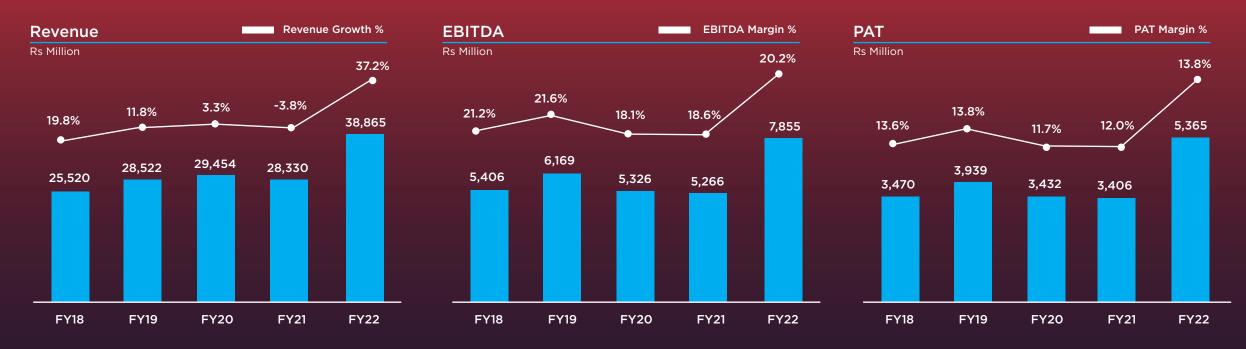
**Quality Control Unit** 





- ATTRACTIVE MACRO OPPORTUNITY
- MULTIPLE PRODUCTS OFFERING
- UNMATCHED MARKET COVERAGE
- EXTENSIVE BRAND REACH
- MANUFACTURING CAPABILITIES

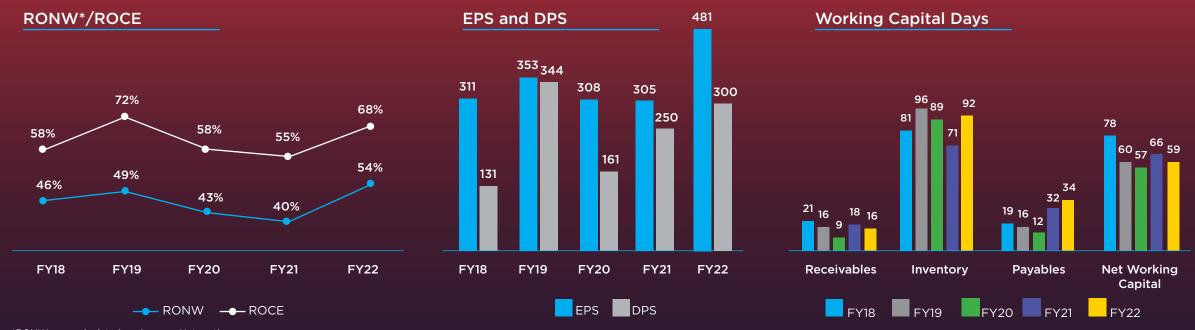
### PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE



Delivered Growth and continuous margin expansion



### PROVEN BALANCE SHEET STRENGTH



\*RONW now calculated on Average Networth

Investing in future, through strong internal accruals, while maintaining debt-free status and generating high ROCE.



### PROFIT AND LOSS STATEMENT: QUARTERLY

Financials (INR mn)	Q2FY23	%	Q1FY23	%	Q2FY22	%	QoQ growth	YoY growth
Revenue	12,550	100.0%	13,413	100.0%	10,840	100.0%	-6%	16%
cogs	5,551	44.2%	6,102	45.5%	4,899	45.2%	-9%	13%
Employee Cost	2,301	18.3%	2,160	16.1%	1,768	16.3%	7%	30%
Other operating cost	2,320	18.5%	2,173	16.2%	1,839	17.0%	7%	26%
Emp + operating cost	4,621	36.8%	4,333	32.3%	3,607	33.3%	7%	28%
EBITDA	2,379	19.0%	2,978	22.2%	2,334	21.5%	-20%	2%
Other Income	27	0.2%	33	0.2%	54	0.5%	-19%	-50%
Depreciation	188	1.5%	180	1.3%	165	1.5%	4%	14%
Finance Cost	92	0.7%	85	0.6%	74	0.7%	7%	23%
РВТ	2,125	16.9%	2,746	20.5%	2,148	19.8%	-23%	-1%
Tax	504	4.0%	675	5.0%	543	5.0%	-25%	-7%
PAT	1,621	12.9%	2,070	15.4%	1,605	14.8%	-22%	1%

### PROFIT AND LOSS STATEMENT: HALF YEARLY

Financials (INR mn)	H1′23	%	H1′22	%	YoY growth
Revenue	25,963	100.0%	15,855	100.0%	63.8%
COGS	11,652	44.9%	7,019	44.3%	66.0%
Employee Cost	4,461	17.2%	3,295	20.8%	35.4%
Other operating cost	4,493	17.3%	2,865	18.1%	56.8%
Emp + operating cost	8,954	34.5%	6,160	38.9%	45.4%
EBITDA	5,357	20.6%	2,676	16.9%	100.1%
Other Income	60	0.2%	90	0.6%	-33.4%
Depreciation	368	1.4%	324	2.0%	13.6%
Finance Cost	177	0.7%	147	0.9%	20.0%
PBT	4,871	18.8%	2,293	14.5%	112.4%
Tax	1,179	4.5%	579	3.7%	103.6%
PAT	3,692	14.2%	1,714	10.8%	115.4%

### **GROSS MARGIN**

Financials (INR mn)	Q2FY23	Q1FY23	Q2FY22	FY22
Revenue*	12,238	13,187	10,501	37,406
Material consumed*	5,237	5,853	4,584	15,585
Sub contract costs#	460	458	412	1,575
Contribution	6,541	6,876	5,505	20,245
Contribution %	53.4%	52.1%	52.4%	54.1%
Other manufacturing costs	1,695	1,674	1,305	5,261
Gross Profit	4,846	5,202	4,200	14,984
Gross Margin %	39.6%	39.4%	40.0%	40.1%

<sup>\*</sup> excludes Revenue, Cost and Profit/Loss on sale of RM to Outsourced vendors and sale of Non Moving Inventory

<sup>#</sup>Sub contract costs are incurred for processing yarn to fabric and shown under other operating costs in P&L

### KEY INVESTMENT HIGHLIGHTS





### SUSTAINABILITY CULTURE

### **VISION**

To be a leading apparel company through balanced growth with a focus on quality, innovation and sustainable design, thereby, creating lasting value for all our stakeholders

#### **Commitment to Sustainability**

- Public disclosure through sustainability report, corporate presentations and annual publications
- Communicate through product development and retail services
- Commitment to WASH and contribution to United Nations Sustainability Development Goals (SDGs)

#### **Fostering Commitment**

- Integrating sustainability into vision, mission, value and governance practices
- Developing policies, framework and guidelines
- Setting annual sustainability targets and goals
- Allocation of resources

#### **Assigning Responsibility**

- Engaging the board and senior management by establishing sustainability committees
- Linking incentives to performance on sustainability goals and targets
- Identifying, training and assigning responsibility to sustainability champions

#### **Building Capacity**

- Comparing processes and business practices to industry-bests
- Modifying existing systems and processes to achieve improved efficiency
- Invest in R&D and technology for process improvements
- Increasing focus on sustainability initiatives and projects

### Raising Awareness

- Motivate employees to participate through awareness programs and workshops
- Internal competitions as a means to generate and build on new ideas
- Posters and fliers promoting sustainability practices and behaviour

#### **Monitoring and Evaluation**

- Continuous monitoring and evaluation of performance against set goals
- Effective feedback
- Monitoring effectiveness of employee awareness



### SUSTAINABILITY FOCUS AREAS



#### **Economic Performance**

Sustain strong financial performance by tracking economic value generated and distributed, assess and address the financial implications of sustainability risks and investing in sustainability projects



#### **Compliance**

Ensuring Compliance to all legal and statutory requirements by maintaining compliance score cards and creating awareness among third-party/outsourcing factories



#### **Energy and GHG Emissions**

Reduce our energy intensity by investing in energy efficiency initiatives, adopting renewable energy and consequently reduce direct and indirect emissions



#### **Responsible Supply Chain**

Align sustainability across supply chain and drive responsible business operation by enhancing supplier sustainability assessments, vendor and supplier code of conduct and a responsible chemical management policy



#### **Product Stewardship**

Enhancing the share of sustainable packaging and product sustainability attributes such as renewable and recycled materials, vendor certifications and Life Cycle Assessment



### **Diversity and Equal Opportunity**

To ensure a diverse and inclusive workplace through policies, pay parity, infrastructural support and motivation



#### **Occupational Health and Safety**

Promote a zero harm workplace



#### **Materials**

Ensuring raw materials used in our products are sustainable in terms of impact on the environment, safety of our customers and highest quality and packaging materials are recycled 100%



#### **Water and Effluents**

Reduce fresh water consumption by adopting innovative water efficient technologies and increasing the percentage of water recycled and reused

Sustainability Report: View here

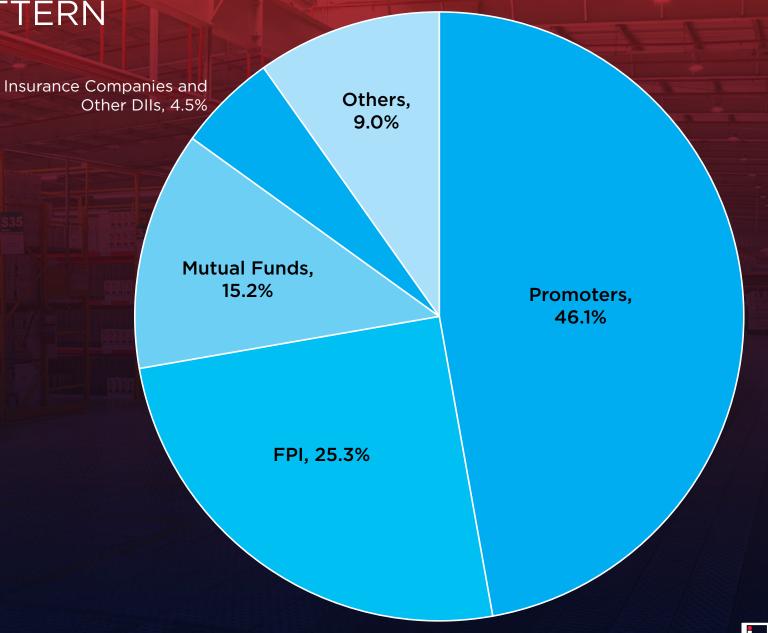


### SHAREHOLDING PATTERN

As of 30<sup>th</sup> September 2022

Market Cap: ~ INR 554 bn

(as on 4<sup>th</sup> November, 2022)



# THANK YOU **PAGE INDUSTRIES LIMITED** CIN: L18101KA1994PLC016554 Contact Us: For Investor Relations: investors@jockeyindia.com Website: www.jockey.in