

May 26, 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 31 March 2022.

This is for your information and records.

Thanking you,

Yours truly, For Page Industries Limited

Murugesh C Company Secretary

Encl: as above





For Immediate Release

All-time high FY Revenues and PAT with increasing market presence

Bengaluru, India –26th May 2022: Page Industries, India's leading apparel manufacturer, announced its financial results for the quarter and year ended 31st March 2022 today.

Financial Highlights for Q4FY22

- Revenue at Rs. 11,111 million, up 26.2 % YoY
- EBITDA margin at 24 %, compares favourably with 19.3% YoY and 21.1 % QoQ, with better operating efficiencies.
- Reported Profit After Tax at Rs. 1,905 million; up 64.9 % YoY. PAT margin at 17.1 %, compares with 13.1% YoY and 14.7% QoQ.

Financial Highlights for FY22

- Revenue at Rs. 38,865 million, up 37.2% YoY. Sales momentum has picked up significantly during FY22, driven by growth in volumes.
- EBITDA margin at 20.2 %, compared with 18.6% YoY.
- Reported Profit After Tax at Rs. 5,365 million; up 57.5 % YoY. PAT margin at 13.8 % compared with 12% YoY.
- Cash and cash equivalents at Rs. 2,835 million, liquidity continues to remain strong with robust cash flow management.

Commenting on the results, Managing Director, Mr. Sunder Genomal said, "As we announce our best year with our highest-ever revenue and PAT, I am pleased to share that the sales momentum has picked up significantly across all our product categories backed by expansion in our portfolio and existing network. We are well poised on a growth trajectory and remain optimistic on delivering sustainable growth over the long-term.

All product categories and channels continue to witness an increasing trend and our investments in leadership, product innovation, warehousing, technology and logistics support helped not only in strong execution but also in delivering profitable growth

With a strong and proven business model, wide product portfolio, efficient financial management and a very loyal customer base, we remain committed to continue creating value for our stakeholders."



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 110,540+ Multi Brand Outlets, 1,130+ Exclusive Brand Outlets (EBO) with extensive presence in 2800+ Large Format Stores, as also online. Speedo brand is available in 1,340+ stores, 26+ EBOs and 12+ Large Format Stores, spread across 90+ cities.

For further information, please visit www.jockeyindia.com

Investor Contact – <u>investors@jockeyindia.com</u>

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.

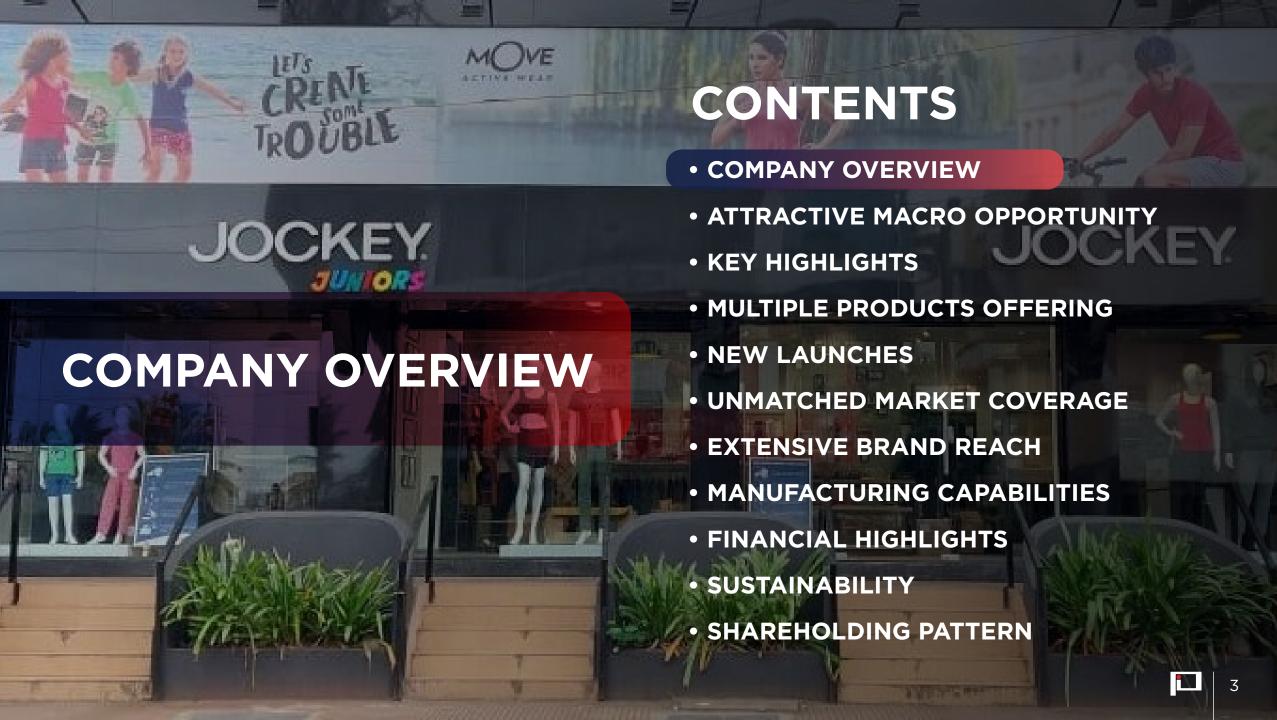


SAFE HARBOUR STATEMENT

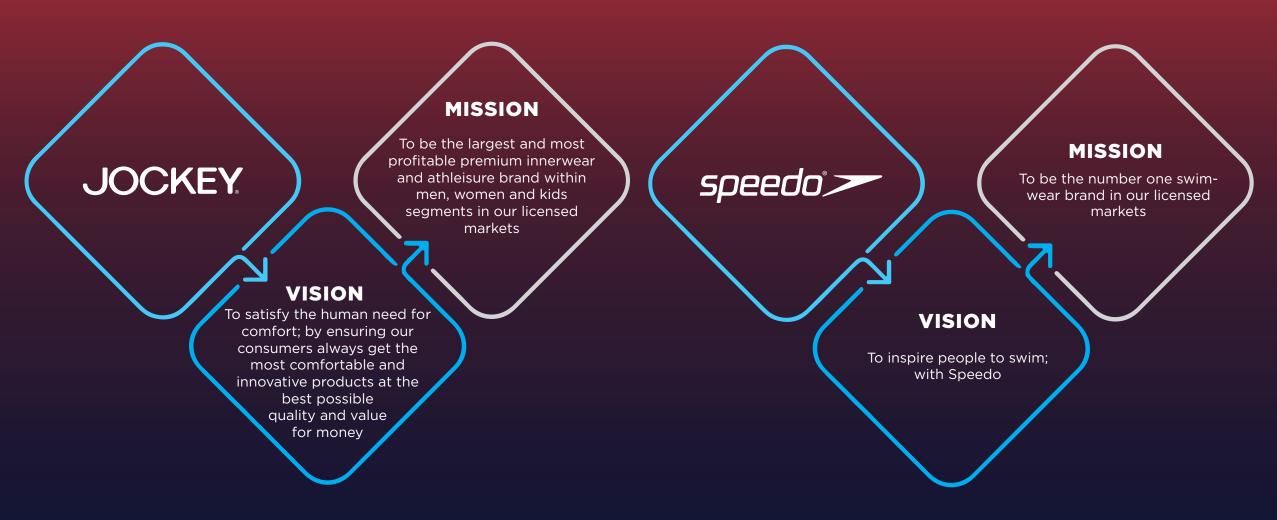
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This presentation updated as on May 26, 2022 may contain certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results 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

27,730 Employees 82% Women Employees



Production Capacity

260 mn pieces
15 manufacturing units
Strong backward
integration



PAN India Presence

1,10,548+ Retail Network

1,131+ Exclusive Business Outlets (EBO's)

2,800+ Large Format Stores (LFS)

& E-Commerce



Strong Financial Performance

Healthy ROCE 68%

Debt Free

JOCKEY

- Jockey is 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 Also been awarded Jockey Juniors channel and tied up Company under the name the sole marketing with various launched and style of Page Apparel and distribution leading online 25 years of Manufacturing Private Ltd. rights for UAE retailers to increase Jockey in India reach of products • Brand Jockey reached 100 Speedo Launch towns Launch of Jockey brassieres in India 2014 2021 Jockey available across 1997 2016 1000 towns 2005 QE Dec'21 Best Revenue Jockev.in launched & PAT in history 2008 · First Jockey EBO in Launched Jockev • 1000+ Jockey EBOs Dubai products for 2003 women under the • 1,00,000+ Jockey MBOs 2018 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

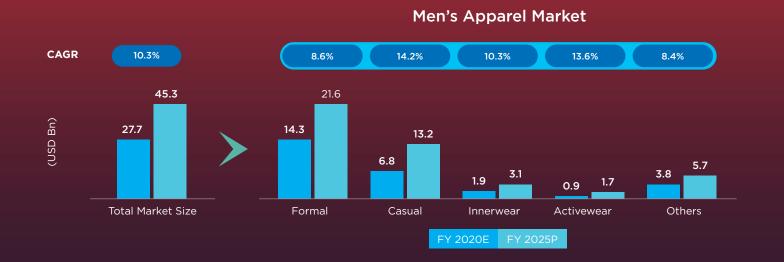
INCREASED SHIFT IN ORGANISED RETAIL HIGH GROWTH
MIDDLE,
PREMIUM,
SUPER- PREMIUM
SEGMENT

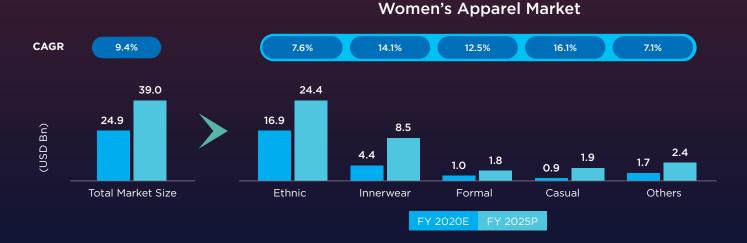
INCREASED
INVOLVEMENT IN
BRANDED
INNERWEAR

MORE
DISCERNING
CONSUMERS

HIGHER
ASPIRATION FOR
GLOBAL BRANDS

ATTRACTIVE MACRO: INDIAN APPAREL MARKET SEGMENTS





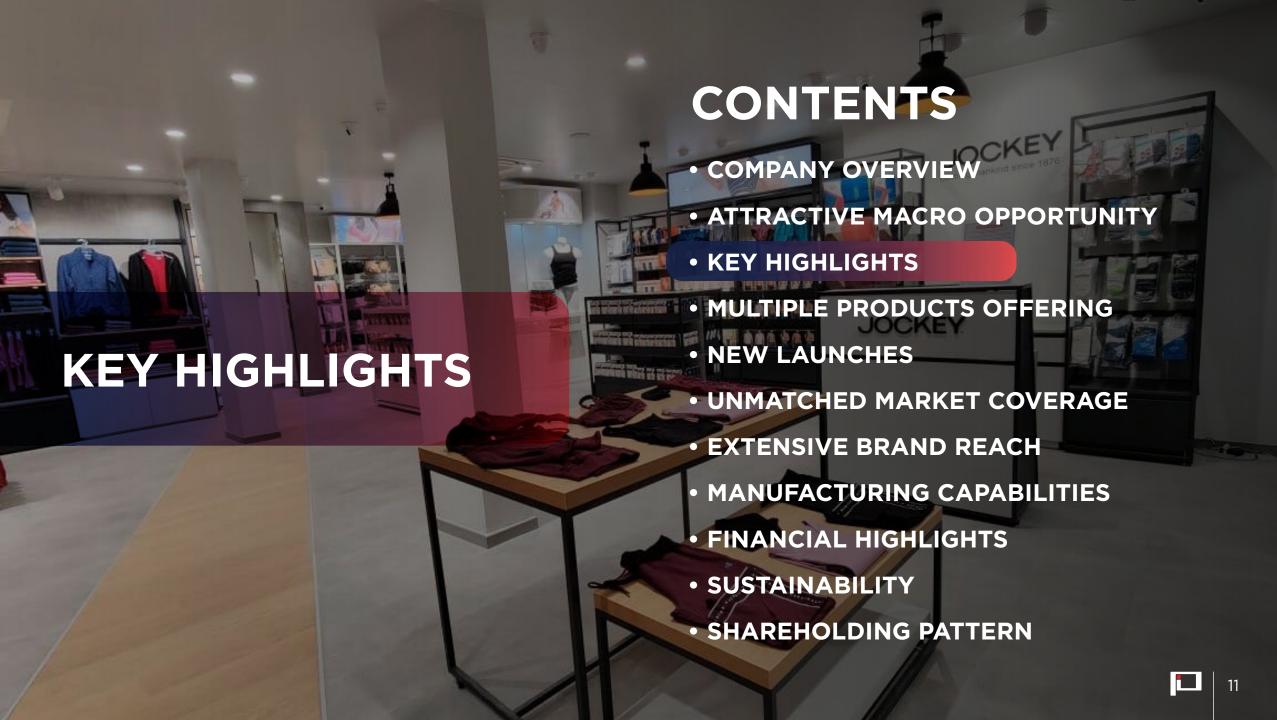
Men's innerwear category in FY2020 is estimated to be USD 1.9 bn and is expected to grow at a CAGR of 10.3 percent to USD 3.1 bn in FY 2025.

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

- MBO Added 32,548 in FY2022, now present in 1,10,548+ stores and 2,850+ cities and towns
- EBO Added 193 in FY2022, now present in 1,131+ stores and 387+ cities
- LFS Added 4 LFS & 440+ stores in FY2022, now present with 26 partners in 2,800+ stores
- With robust demand we achieved the best financial year in our history, in terms of revenue and PAT
- 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

THERMAL MEN, **WOMEN & KIDŚ**

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**

OUTERWEAR

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

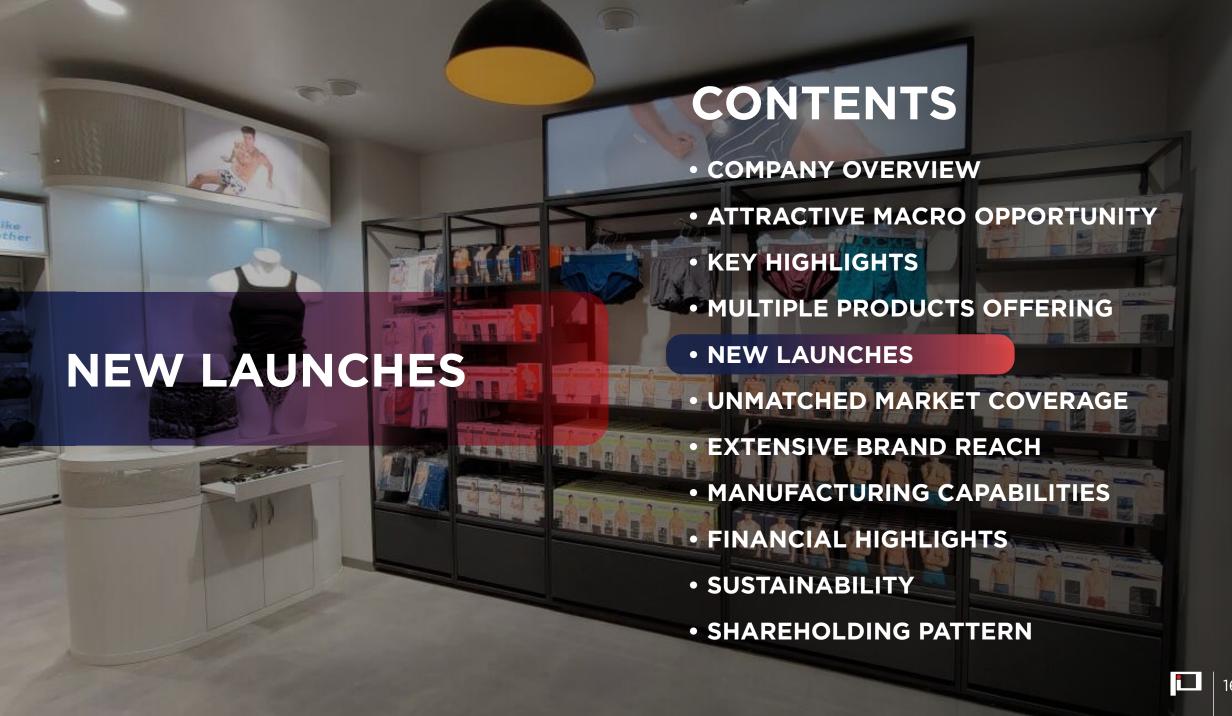


HANDKERCHIEF









JOCKEY - NEW LAUNCHES



Style No. IM05 Shorts

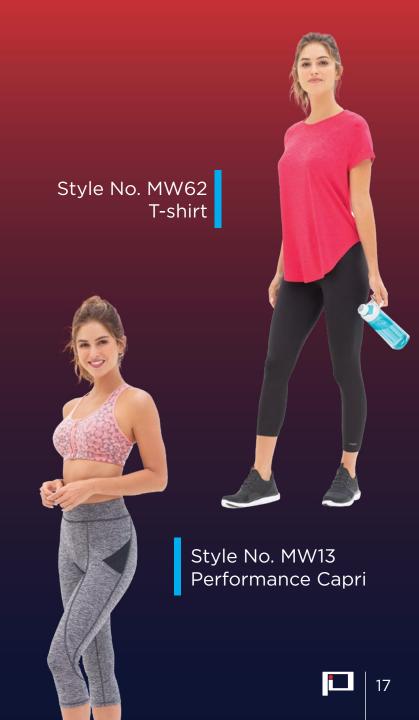
Style No. 2718 T-shirt



Style No. AB39 Polo



Style No. AG70 T-shirt





MULTI BRAND OUTLETS: PAN INDIA DISTRIBUTION NETWORK

CHANNEL SALES

4,347+ Distributor Accounts

2,852+ Cities / Towns

1,10,548+ Retail Network

706+ Channel Sales Strength

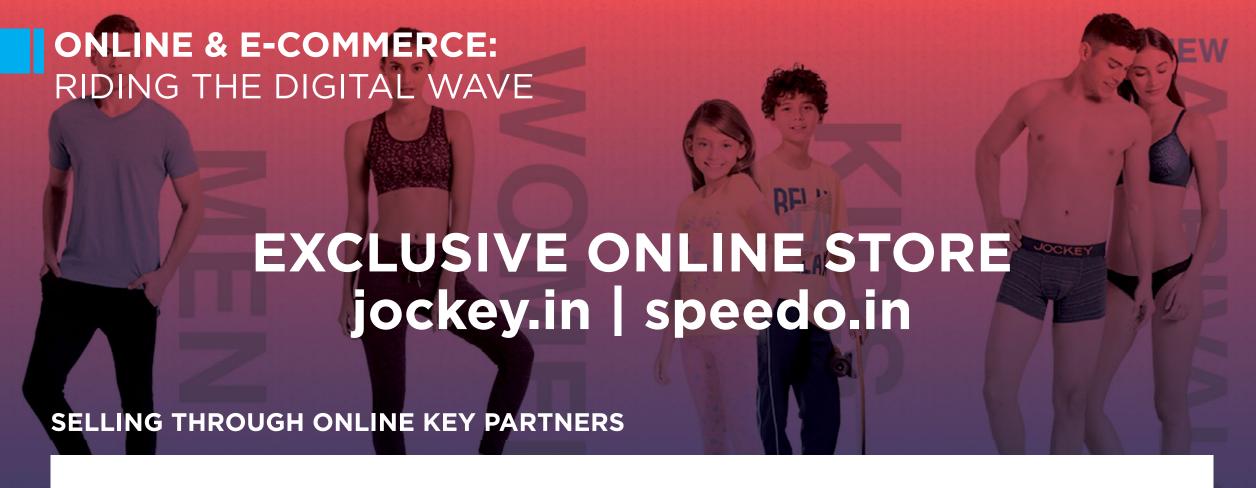


EXCLUSIVE BRAND OUTLETS: FIRST TO OFFER

1131+ Exclusive Brand Outlets
48 Exclusive Woman Outlets
71 Exclusive Juniors Outlets
16 Factory Outlets
216 Outlets in malls
915+ Outlets in high street
Present in 387+ cities















...and other Partners



DIGITAL/SOCIAL MEDIA REACH

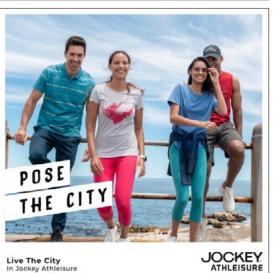




















in Jockey Athleisure









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

KR Pet Unit



Socks Knitting



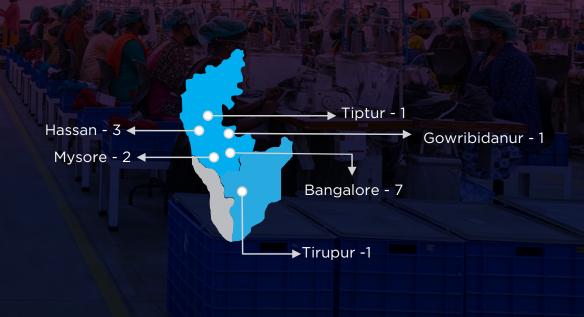
Sewing Unit



Quality Control Unit

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

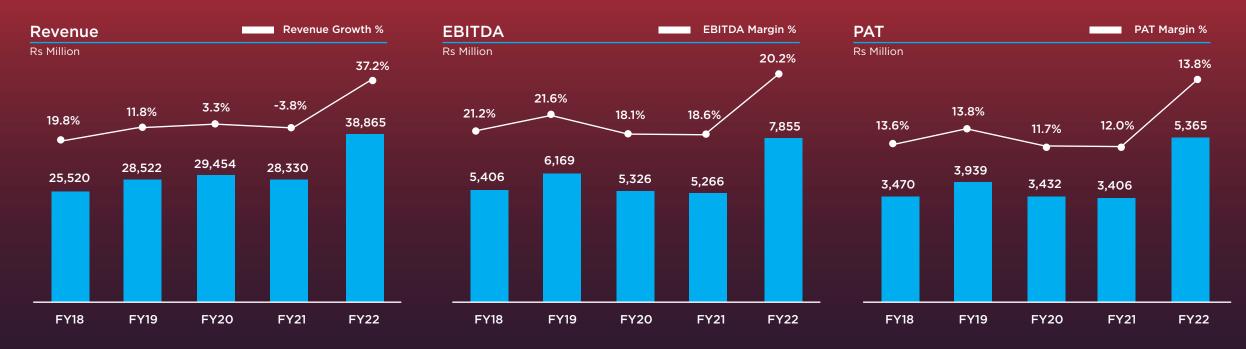




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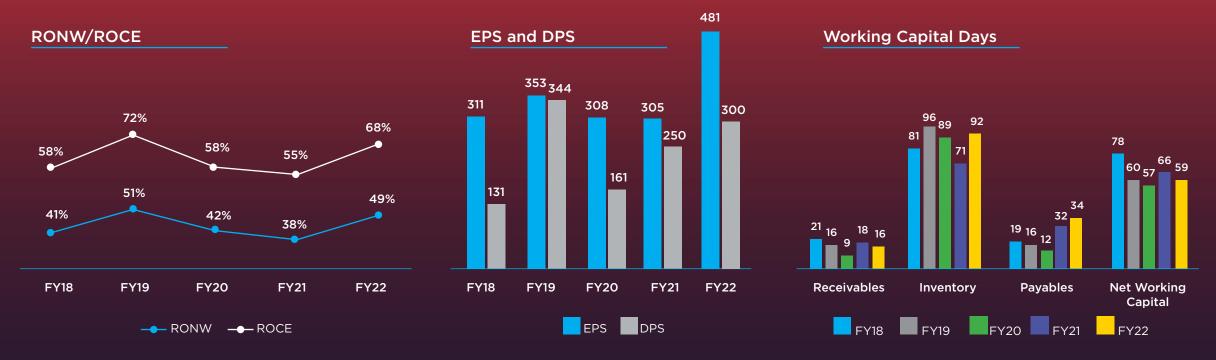
PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE



Delivered Growth and continuous margin expansion



PROVEN BALANCE SHEET STRENGTH



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



PROFIT AND LOSS STATEMENT: FULL YEAR

Financials (INR mn)	FY 22	%	FY 21	%	YoY growth
Revenue	38,865	100.0%	28,330	100.0%	37.2%
COGS	17,090	44.0%	12,639	44.6%	35.2%
Employee Cost	7,201	18.5%	5,638	19.9%	27.7%
Other operating cost	6,719	17.3%	4,787	16.9%	40.4%
Emp + operating cost	13,920	35.8%	10,424	36.8%	33.5%
EBITDA	7,855	20.2%	5,266	18.6%	49.2%
Other Income	210	0.5%	195	0.7%	7.8%
Depreciation	655	1.7%	629	2.2%	4.1%
Finance Cost	322	0.8%	297	1.0%	8.3%
PBT	7,088	18.2%	4,534	16.0%	56.3%
Tax	1,723	4.4%	1,128	4.0%	52.7%
PAT	5,365	13.8%	3,406	12.0%	57.5%

PROFIT AND LOSS STATEMENT: QUARTERLY

Financials (INR mn)	Q4FY22	%	Q3FY22	%	Q4FY21	%	QoQ growth	YoY growth
Revenue	11,111	100.0%	11,898	100.0%	8,808	100.0%	-6.6%	26.2%
cogs	4,508	40.6%	5,563	46.8%	3,733	42.4%	-19.0%	20.8%
Employee Cost	2,006	18.1%	1,900	16.0%	1,648	18.7%	5.5%	21.7%
Other operating cost	1,927	17.3%	1,927	16.2%	1,729	19.6%	0.0%	11.5%
Emp + operating cost	3,932	35.4%	3,828	32.2%	3,377	38.3%	2.7%	16.5%
EBITDA	2,671	24.0%	2,507	21.1%	1,698	19.3%	6.5%	57.3%
Other Income	49	0.4%	71	0.6%	56	0.6%	-31.0%	-11.3%
Depreciation	164	1.5%	167	1.4%	156	1.8%	-2.1%	5.0%
Finance Cost	97	0.9%	77	0.6%	72	0.8%	25.0%	35.0%
РВТ	2,460	22.1%	2,334	19.6%	1,526	17.3%	5.4%	61.2%
Tax	555	5.0%	589	4.9%	371	4.2%	-5.8%	49.7%
PAT	1,905	17.1%	1,746	14.7%	1,156	13.1%	9.1%	64.9%

GROSS MARGIN

Financials (INR mn)	Q4,FY22	Q4,FY21	FY22	FY21
Revenue*	10,695	8,631	37,406	27,797
Material consumed*	4,086	3,345	15,585	11,860
Sub contract costs #	510	349	1,575	1,058
Contribution	6,099	4,937	20,245	14,879
Contribution %	57.0%	57.2%	54.1%	53.5%
Other manufacuring costs	1,492	1,058	5,261	3,507
Gross Profit	4,606	3,879	14,984	11,372
Gross Margin %	43.1%	44.9%	40.1%	40.9%

^{*} excludes Revenue, Cost and Profit/Loss on sale of RM to Outsourced vendors and sale of Non Moving Inventory

^{*}Sub contract costs are incurred for processing yarn to fabric and shown under other operating costs in P&L

BALANCE SHEET

Assets (Rs Million)	FY22	FY21	FY20
Non Current Assets			
Fixed Assets	3,766	3,165	3,298
Financial Assets	221	213	257
Other Non Current Assets	1,401	1,370	1,430
Total Non Current Assets	5,389	4,748	4,984
Current Assets			
Inventories	9,749	5,549	7,186
Trade receivables	1,651	1,371	738
Cash and Bank Balances	2,835	4,350	1,169
Other Financial Assets	58	70	73
Other Current Assets	1,389	910	980
Total Current Assets	15,681	12,251	10,145
Total Assets	21,069	16,999	15,129

Total Equity & Liabilities (Rs Million)	FY22	FY21	FY20
Equity Share Capital	112	112	112
Reserves and Surplus	10,775	8,737	8,087
Total Equity	10,886	8,849	8,199

Total Equity & Liabilities (Rs Million)	FY22	FY21*	FY20
Non Current Liabilities			
Borrowing	-	-	201
Other Non Current Liabilities	820	1,027	1,164
Total Non Current Liabilities	820	1,027	1,365
Current Liabilities			
Borrowing	О	О	68
Trade payables	3,628	2,508	938
Other Financial Current liabilities	4,564	3,706	3,631
Other Current Liabilities	1,171	909	929
Total Current Liabilities	9,364	7,123	5,566
Total Liabilities	10,183	8,150	6,931
Total Equity & Liabilities	21,069	16,999	15,129

Note: Lease liabilities and assets as per Ind-AS 116 have been grouped under Other current, non-current liabilities and assets respectively



^{*} Previous year figures have been regrouped / reclassified, wherever necessary

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 Sustainability Development Goals

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 identify 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 2020-2021: View here



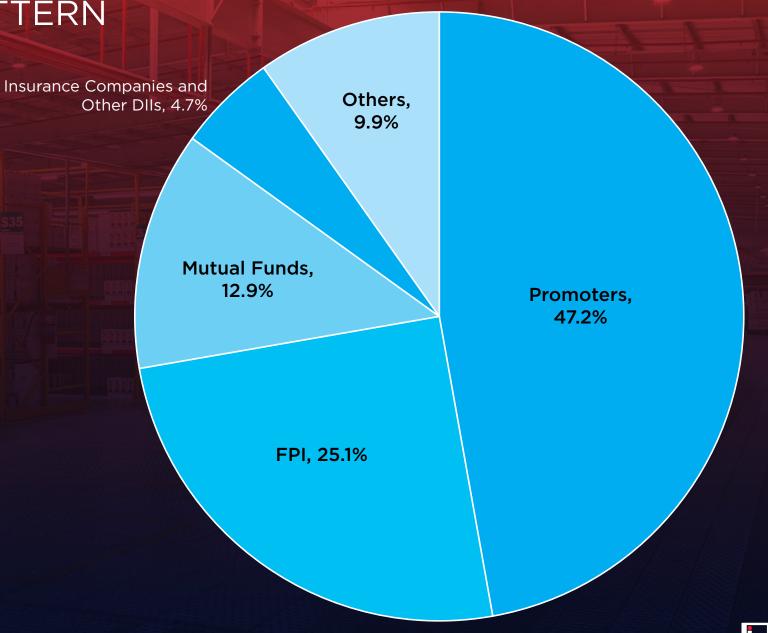
SHAREHOLDING PATTERN

As of 31st March 2022



Market Cap: ~ INR 472 bn

(as on 23rd May, 2022)



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