

#### 11 November 2021

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 2021.

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**

#### Solid quarter with record growth in Revenues and PAT with increasing market presence

**Bengaluru, India - 11<sup>th</sup> November 2021:** Page Industries, India's leading apparel manufacturer, announced its financial results for the quarter and half year ended 30<sup>th</sup> September 2021 today.

#### **Financial Highlights for Q2FY22**

- Revenue at Rs. 10,840 million, up 46.4 % YoY
- EBITDA margin at 21.5 %, at par with 22.3% during the same period last year
- Reported Profit After Tax at Rs. 1,605 million; up 45 % YoY. PAT margin at 14.8 %
- Cash and cash equivalents at Rs. 5,333 million, up 33 % YoY. Liquidity continues to remain strong with robust cash flow management

#### **Financial Highlights for H1FY22**

- Revenue at Rs. 15,855 million, up 55% YoY. Sales momentum has picked significantly during the second half of FY22
- EBITDA margin at 16.9 %, mainly due to lower margins in Q1FY22
- Reported Profit After Tax at Rs. 1,714 million; up 140 % YoY. PAT margin at 10.8 %

Commenting on the results, Managing Director, Mr. Sunder Genomal said, "As we announce our highest-ever revenue and PAT this quarter, we remain confident to deliver on the long-term growth prospects of the company. I am pleased to share that the sales momentum has picked up significantly after the setbacks of the global pandemic. We saw increased momentum in sales across all our product categories backed by expansion in our portfolio and existing network. We are well poised and remain optimistic on delivering sustainable growth in the foreseeable future.

E-commerce continues to witness an increasing trend and our investments in warehousing, technology and logistics support helped not only in strong execution but also on delivering on 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 2,895+ cities & towns and available in 94,000+ Multi Brand Outlets, 1,000+ Exclusive Brand Outlets (EBO) with extensive presence in 2500+ Large Format Stores, as also online. The company also has 7 EBOs outside India. Speedo brand is available in 1,340+ stores including 26+ EBOs and 15+ 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

This presentation, by Page Industries Limited (the "Company"), has been prepared solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider relevant. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation updated as on November 11, 2021 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.

# R JOCKEY

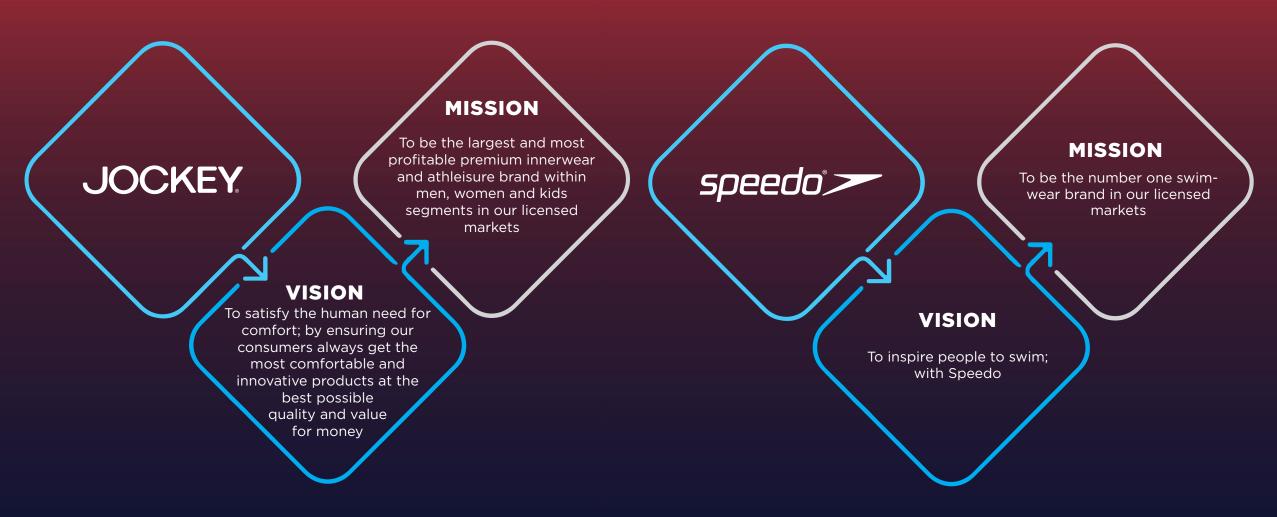
# CONTENTS OF JOCKEY



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## PAGE INDUSTRIES: VISION & MISSION STATEMENT



## PAGE INDUSTRIES: AT A GLANCE



Leading player in Premium Innerwear and Athleisure market



Highly Experienced
Professional
Management
supported by
23,900+ Employees

81% Women Employees



260 mn pieces
15 manufacturing units

Strong backward integration



**PAN India Presence** 

94,200+ Retail Network

1,000+ Exclusive Business Outlets (EBO's)

2,580+ Large Format Stores (LFS)

& E-Commerce



Strong Financial Performance

Healthy ROCE 55%

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 2004 Launch of first 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 launched the sole marketing with various 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 Jockev reached 100 Speedo Launch towns Launch of Jockey brassieres in India 2014 2021 Jockey available across 1997 2016 1000 towns 2005 • QE Sep'21 Best Revenue Jockev.in launched & PAT in history 2008 · First Jockey EBO in Launched Jockev • 1000+ Jockev EBOs Dubai products for 2003 women under the 2018 Added 22K MBOs in Launched Jockey style of 'Jockey calendar year **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

1m pieces a month

into a lifestyle brand

• 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

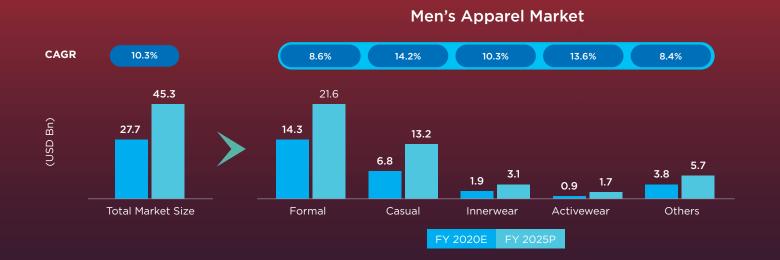
INCREASED SHIFT IN ORGANISED RETAIL HIGH GROWTH MIDDLE, PREMIUM, SUPER- PREMIUM SEGMENT

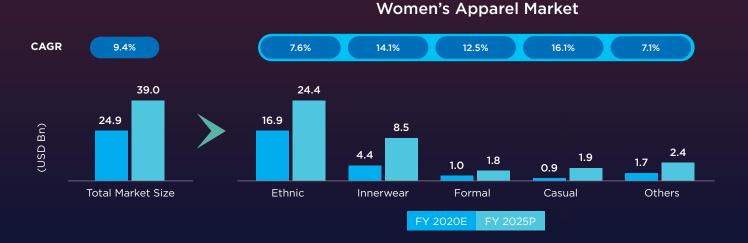
INCREASED
INVOLVEMENT IN
BRANDED
INNERWEAR

MORE
DISCERNING
CONSUMERS

HIGHER
ASPIRATION FOR
GLOBAL BRANDS

## ATTRACTIVE MACRO: INDIAN APPAREL MARKET SEGMENTS





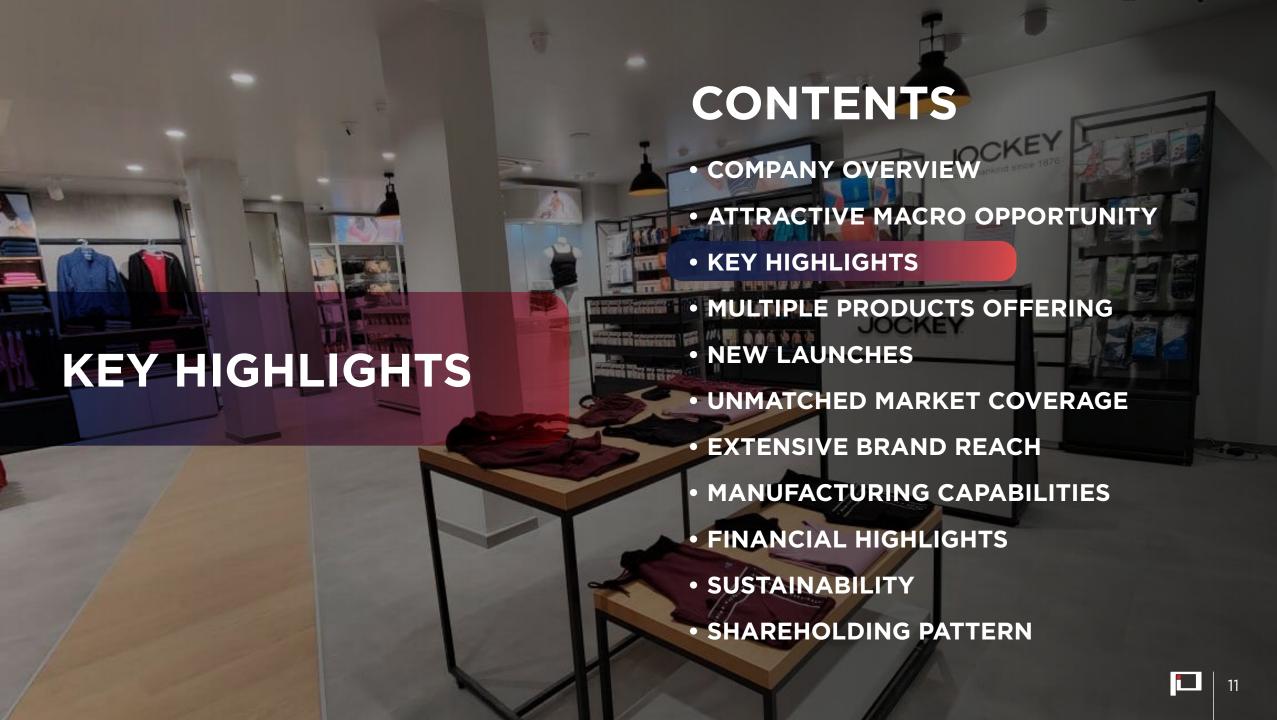
Men's innerwear category in FY2020 is estimated to be USD 1.9 bn and is expected to grow at a CAGR of 10.3 percent to USD 3.1 bn in FY 2025.

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 13,950 in this quarter in addition to 2,250 in Q1
- EBO Added 54 in this quarter in addition to 9 in Q1, now present in 1,000+ stores and 350+ cities
- LFS Added 6 LFS & 200+ stores in this quarter
- With robust demand we achieved the best quarter in our history, in terms of revenue
   & PAT
- Safety precautions and measures continue at manufacturing facilities and retail outlets to ensure customers and employees stay safe
- 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 **UNDERWEAR**

**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** 



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



## MEN **UNDERWEAR**

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

**TOWELS FACE HAND BATH** 







**LOW SHOW NO SHOW** 



**CAPS** 

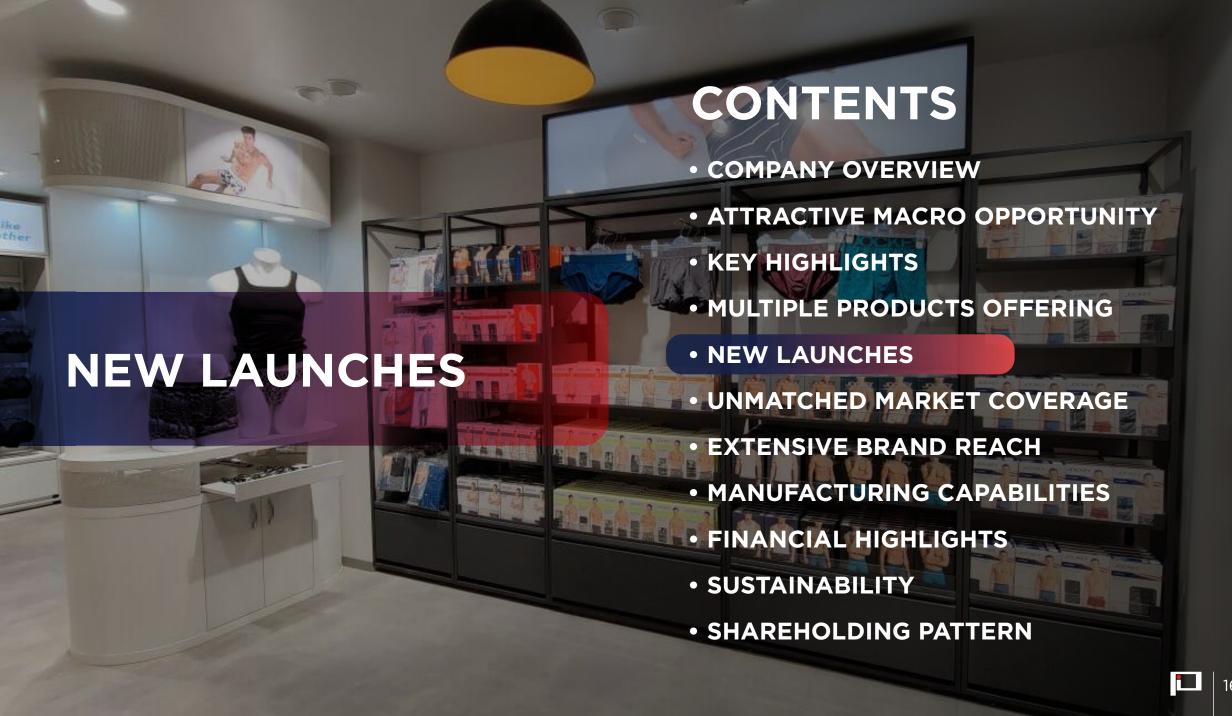


**HANDKERCHIEF** 









## JOCKEY - NEW LAUNCHES



Style No. IM22 Full Sleeve T-Shirt

Style No. UM36 Jogger



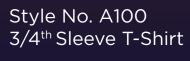
Style No. AB26 Hoodie Sweatshirt



Style No. A111 Jacket



Style No. RG12 Long Length T-shirt





## **MULTI BRAND OUTLETS:**

**CHANNEL SALES** 

4,130+ Distributor Accounts

2,895+ Cities / Towns

94,200+ Retail Network

655+ Channel Sales Strength



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

**1000+** Exclusive Brand Outlets

**46** Exclusive Woman Outlets

**51** Exclusive Juniors Outlets

**9** Factory Outlets

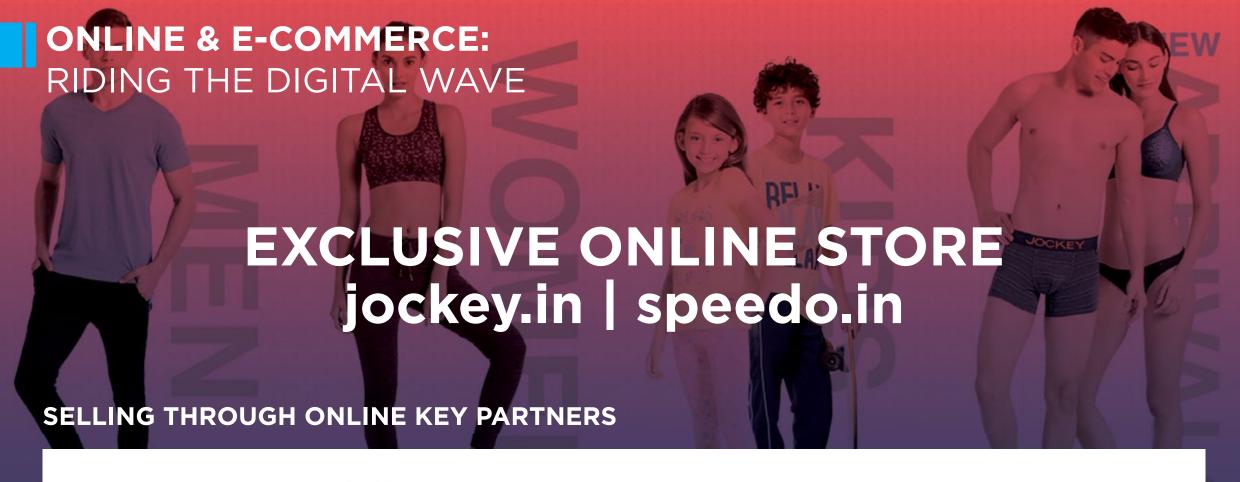
**200+** Outlets in malls

**800+** Outlets in high street

Present in 350+ cities















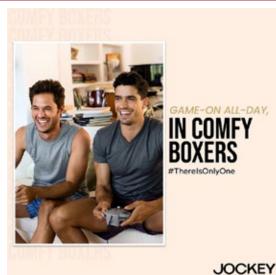
...and other Partners

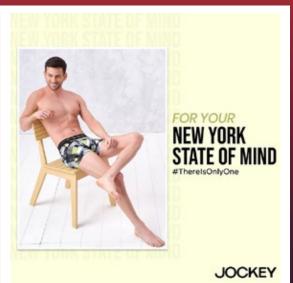


## DIGITAL/SOCIAL MEDIA REACH





























## 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



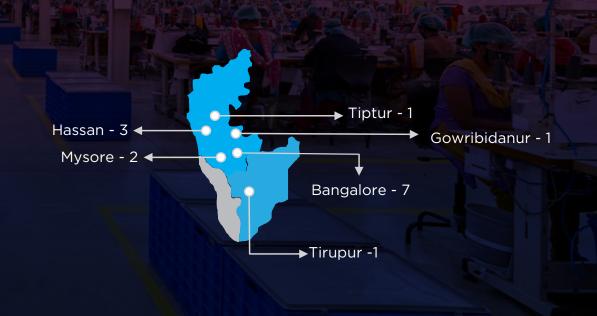
Sewing Unit



Socks Knitting



**Quality Control Unit** 

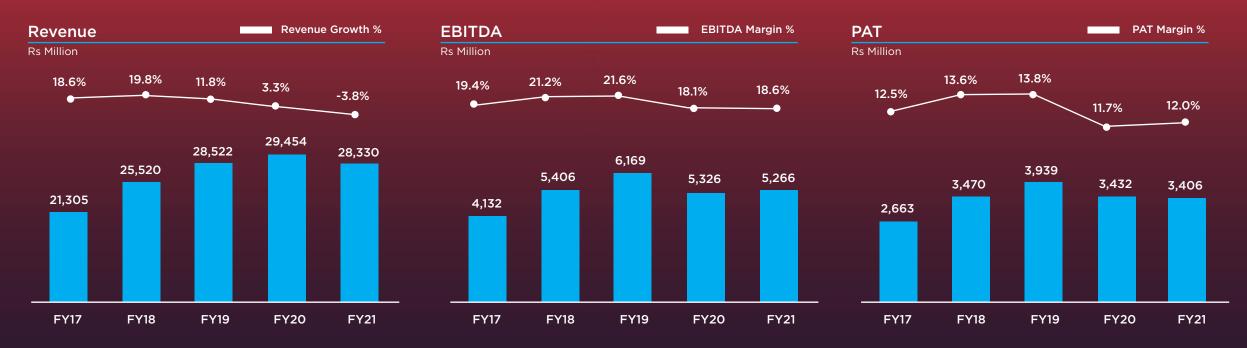


# FINANCIAL HIGHLIGHTS

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- FINANCIAL HIGHLIGHTS
- SUSTAINABILITY
- SHAREHOLDING PATTERN

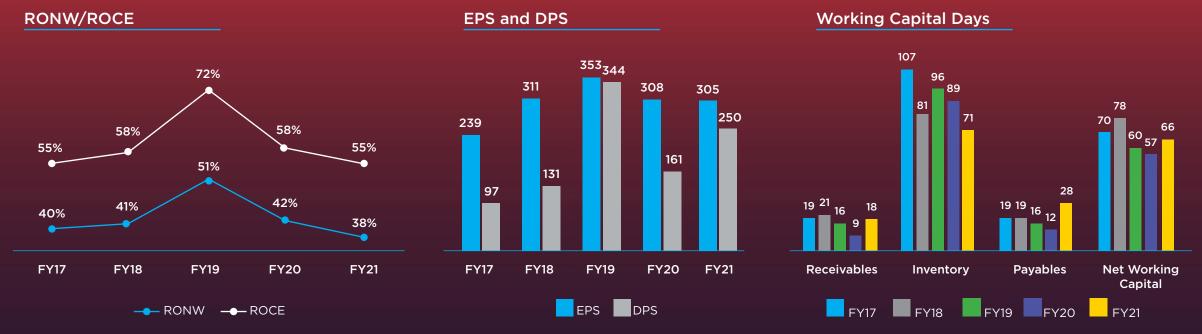
## PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE



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: QUARTERLY

Financials (INR mn)	Q2FY22	%	Q1FY22	%	Q2FY21	%	QoQ growth	YoY growth
Revenue	10,840	100.0%	5,015	100.0%	7,403	100.0%	116%	46%
COGS	4,899	45.2%	2,120	42.3%	3,297	44.5%	131%	49%
Employee Cost	1,768	16.3%	1,527	30.4%	1,299	17.5%	16%	36%
Other operating cost	1,839	17.0%	1,026	20.5%	1,153	15.6%	79%	59%
Emp + operating cost	3,607	33.3%	2,553	50.9%	2,452	33.1%	41%	47%
EBITDA	2,334	21.5%	342	6.8%	1,654	22.3%	583%	41%
Other Income	54	0.5%	36	0.7%	37	0.5%	49%	44%
Depreciation	165	1.5%	159	3.2%	157	2.1%	4%	5%
Finance Cost	74	0.7%	73	1.5%	75	1.0%	2%	-1%
PBT	2,148	19.8%	145	2.9%	1,459	19.7%	1382%	47%
Tax	543	5.0%	36	0.7%	350	4.7%	1409%	55%
PAT	1,605	14.8%	109	2.2%	1,109	15.0%	1372%	45%

## **GROSS MARGIN**

Financials (INR mn)	Q2 FY22	Q2 FY21		FY21
Revenue	10,840	7,403		28,330
Material consumed	4,899	3,297		12,639
Sub contract costs #	412 26		1,058	
Contribution	5,529	3,836		14,632
Contribution %	51.0%	51.8%		51.7%
Other manufacturing costs	1,305	802		3,507
Gross Profit	4,224	3,034		11,125
Gross Margin %	39.0%	41.0%		39.3%
Other operating costs	1,890	1,381		5,859
EBITDA	2,334	1,654		5,266
EBITDA%	21.5%	22.3%		18.6%

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

## PROFIT AND LOSS STATEMENT: HALF YEARLY

Financials (INR mn)	H1′22	%	H1′21	%	YoY growth
Revenue	15,855	100.0%	10,251	100.0%	55%
cogs	7,019	44.3%	4,775	46.6%	47%
Employee Cost	3,295	20.8%	2,528	24.7%	30%
Other operating cost	2,865	18.1%	1,642	16.0%	75%
Emp + operating cost	6,160	38.9%	4,170	40.7%	48%
EBITDA	2,676	16.9%	1,307	12.7%	105%
Other Income	90	0.6%	98	1.0%	-8%
Depreciation	324	2.0%	317	3.1%	2%
Finance Cost	147	0.9%	152	1.5%	-3%
PBT	2,293	14.5%	935	9.1%	145%
Tax	579	3.7%	222	2.2%	161%
PAT	1,714	10.8%	713	7.0%	140%

## 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

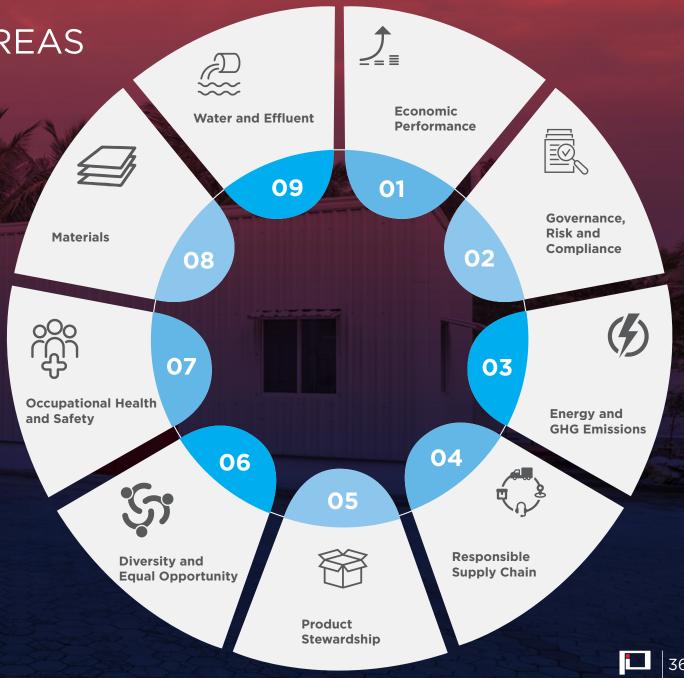
#### **Monitoring and Evaluation**

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

SUSTAINABILITY FOCUS AREAS

Page sustainability focus areas cover all aspects of value chain viz., product development, supply chain & logistics, manufacturing, sales & marketing and economic performance.

9 focus areas identified based on our material assessment and industry best practices.



## 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 2019-2020: View here



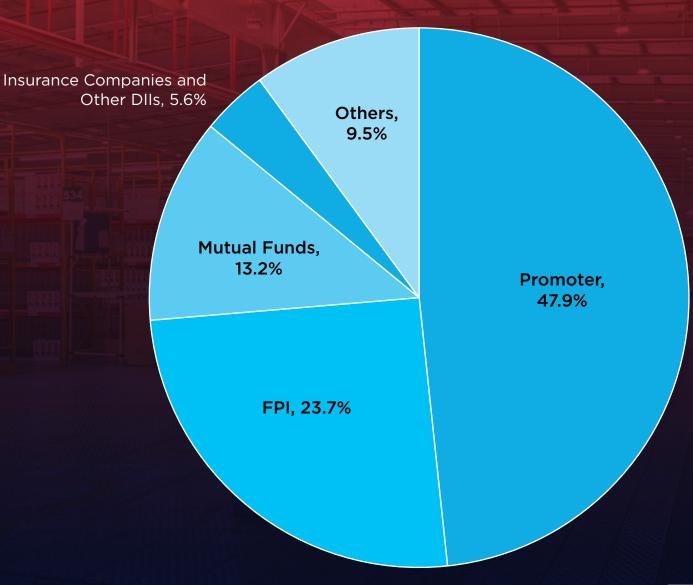
## SHAREHOLDING PATTERN

As of 30th September 2021



Market Cap: ~ INR 437 bn

(as on 8<sup>th</sup> November, 2021)





## **PAGE INDUSTRIES LIMITED**

CIN: L18101KA1994PLC016554

Contact Us:

For Investor Relations: investors@jockeyindia.com

Website: www.jockey.in