

PERFORMANCE HIGHLIGHTS Q3 FY20

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Company Overview

- Company Overview
- Attractive Macro Opportunity
- Multiple Products Offering
- Unmatched Market Coverage
- Manufacturing Capabilities
- Extensive Brand Reach
- Robust Financials
- Giving Back to Society

PAGE INDUSTRIES: AT A GLANCE



**Leading player in
Premium Innerwear
and Athleisure
market**



**Highly Experienced
Professional
Management**
supported by
19,000+ Employees
78% Women Employees



Production Capacity
260 mn pieces across
17 manufacturing units
Strong backward
integration



PAN India Presence
63,000+ Retail Network
720+ EBO's
Increasing presence in
Large Format Stores
& E-Commerce



**Strong Financial
Performance**
Healthy ROCE 65%⁽¹⁾
Debt Free

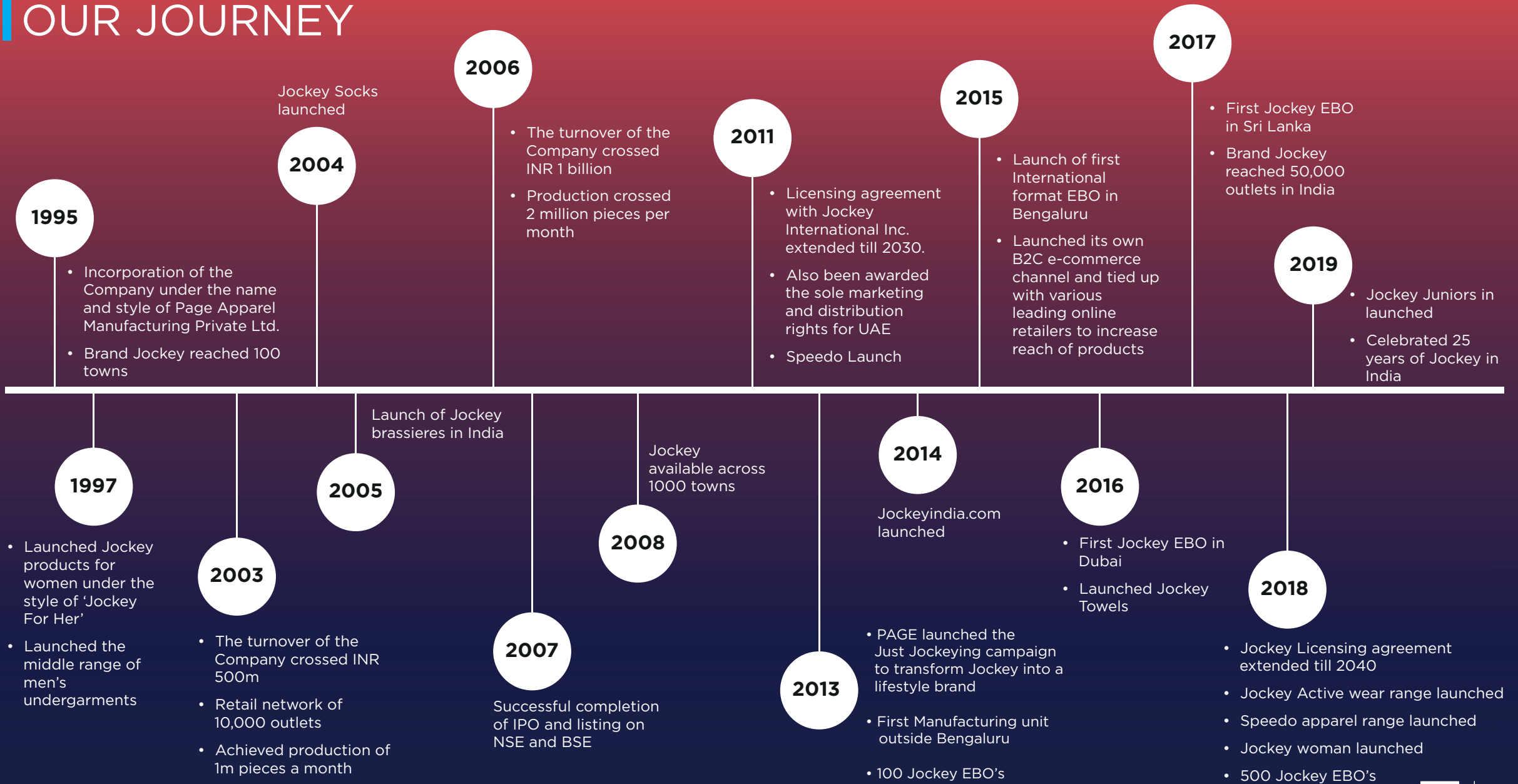


- Jockey is world's best-loved and most recognisable brand. Active in more than 120 countries
- Exclusive licensee of **JOCKEY International Inc. (USA)** for manufacture, distribution and marketing in India, Sri Lanka, Bangladesh, Nepal, Oman, Qatar and UAE
- Products include **Innerwear, Athleisure,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



- 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, Footwear**

OUR JOURNEY



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



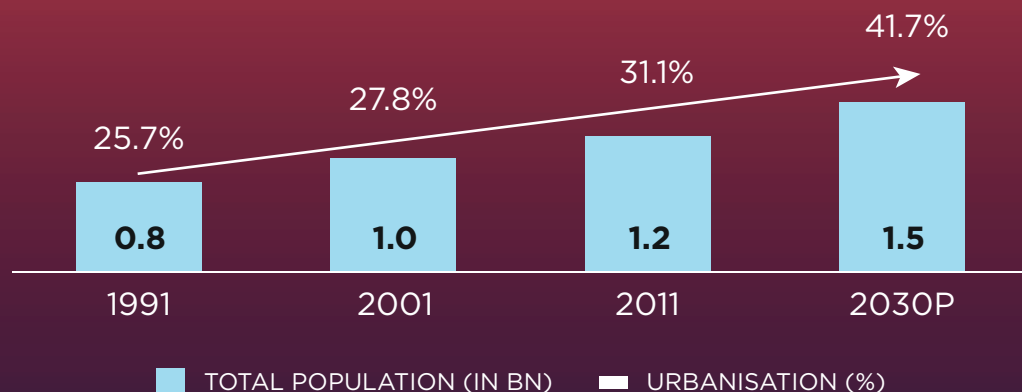
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ATTRACTIVE MACRO: MULTIPLE DRIVERS FOR GROWTH

Favourable Demographics



Increase in Propensity to spend, leading to increase in demand for improved products



Per Capita Income CAGR of ~10% over last 5 years



Metropolitan cities in India to rise from **46 in 2011 to 68 in 2020**



Increasing urban women population and corporate workforce



Increase in trend towards swimming for various reasons such as, Healthy Living & Weight Management, Fitness, Relaxation and Hobby

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



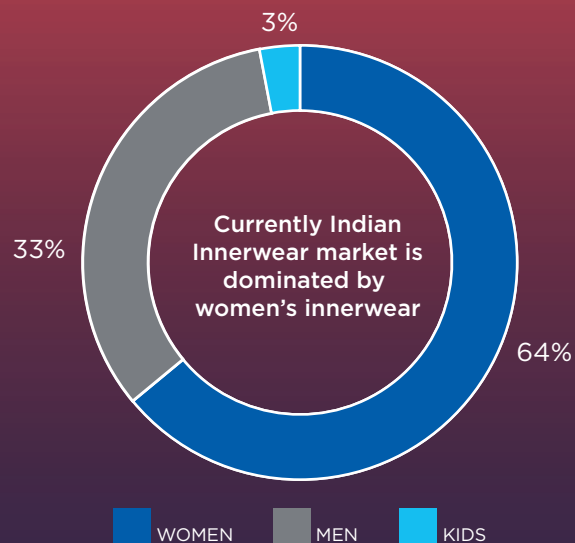
MORE
DISCERNING
CONSUMERS



HIGHER
ASPIRATION FOR
INTERNATIONAL
BRANDS

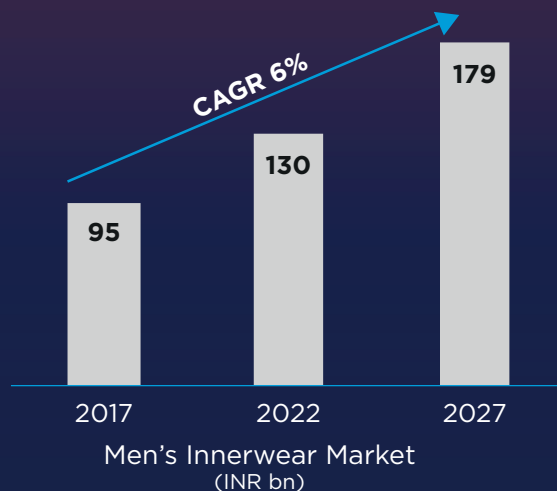
ATTRACTIVE MACRO: LARGE MARKET

Indian Innerwear Market

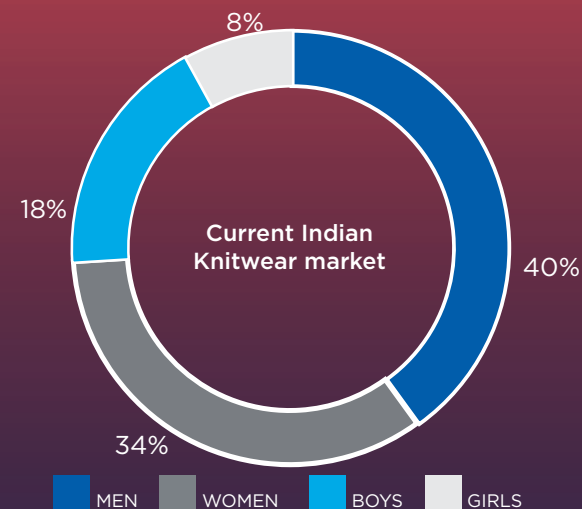


Indian Innerwear market is ~ **INR 290bn**, and is estimated to grow with CAGR of **10%** to reach ~ **INR 743bn** by **2027**

- Promising growth in organized innerwear segment
- Among all the fashion categories, innerwear has emerged as one of the fastest growing categories in last few decades

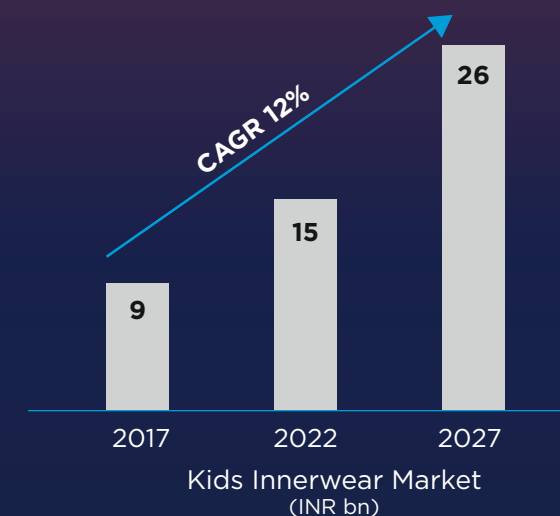
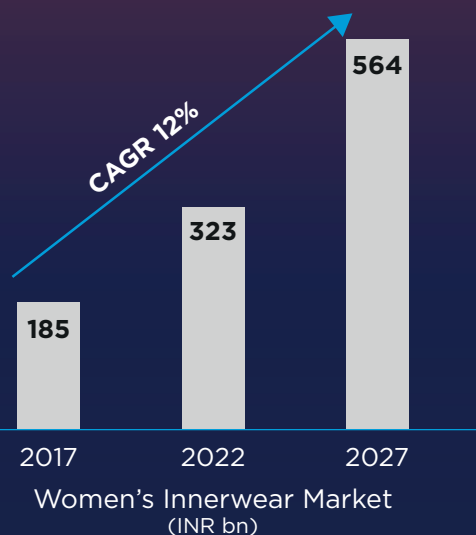


Indian Knitwear Market



Indian Knitwear market is ~ **INR 690bn**, and is estimated to grow with CAGR of **9%** to reach ~ **INR 1,617bn** by **2027**

- Indian fashion retail is witnessing huge demand for knitwear



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Multiple Products Offering

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JOCKEY PRODUCT PORTFOLIO

JUNIORS BOYS

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



MEN UNDERWEAR

VESTS
BRIEFS
BOXER BRIEFS
TRUNKS
BOXER SHORTS
INNER TEES
MIDWAYS

JUNIORS GIRLS

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



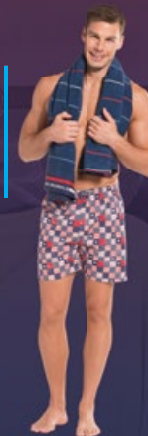
OUTERWEAR

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



TOWELS

FACE
HAND
BATH



WOMEN UNDERWEAR

BRASSIERES
SPORTS BRA
PANTIES
CAMISOLE
CROP TOP
TANK TOPS
SHAPEWEAR
SHORTIES



THERMAL MEN & WOMEN

TANK TOP
CAMISOLE
VEST
LEGGINGS
T-SHIRT
LONG JOHN

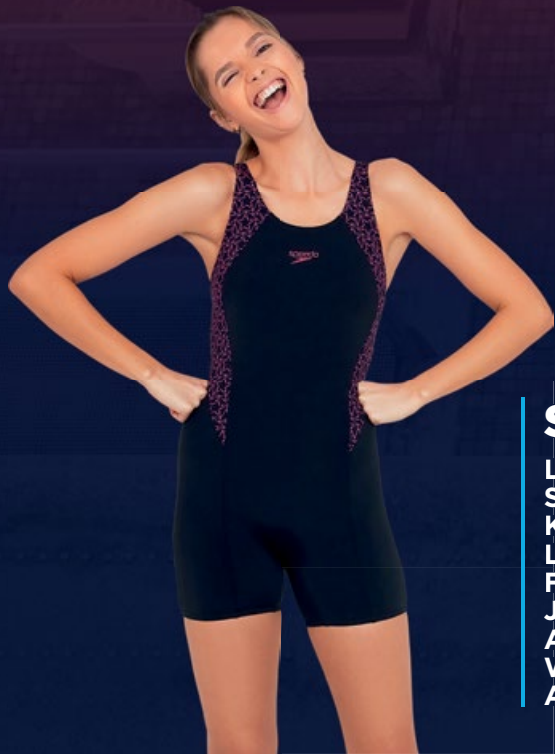


SOCKS

CALF
ANKLE
LOW SHOW
NO SHOW



SPEEDO PRODUCT PORTFOLIO



SWIMWEAR

LEISURE
SWIMDRESS
KNEESUIT
LEGSUIT
FULL BODY SUIT
JAMMER
AQUASHORTS
WATERSHORTS
ALL-IN-ONE SUIT



SWIMACTIVE

H2O ACTIVE
SUN TOP
CAPRI
LEGGING
WATERSHORT



EQUIPMENT

GOGGLES
CAPS
TRAINING AID
SWIM CONFIDENCE



FOOTWEAR

SLIDE
THONG



NEW LAUNCHES



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Unmatched Market Coverage

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CHANNEL SALES: PAN INDIA DISTRIBUTION NETWORK

CHANNEL SALES

4,300+ Distributor Accounts

2,800+ Cities / Towns

63,000+ Retail Network

530+ Channel Sales Strength



EXCLUSIVE BRAND OUTLETS: FIRST TO OFFER

EXCLUSIVE BRAND OUTLETS

720+ Exclusive Brand Outlets

35 Exclusive Woman Outlets

170+ Outlets in malls

530+ Outlets in high street

Present in **250+** cities



LARGE FORMAT STORES: ENHANCING CUSTOMER REACH



**22 Large Format
partners**



**~ 1,600
Stores**



**~ 2,700
Point of sale across
the country**

ONLINE: RIDING THE DIGITAL WAVE

EXCLUSIVE ONLINE STORE
jockeyindia.com | speedo.in

SELLING THROUGH ONLINE KEY PARTNERS



Myntra



...and other Partners

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Manufacturing Capabilities

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MANUFACTURING CAPABILITIES

Strong in-house manufacturing capabilities

- Facilities spread over 2.4 million sq ft across 17 manufacturing units
- Present in 14 locations in Karnataka and 1 in Tamil Nadu
- >70% in-house manufacturing



Hassan Warehouse



Sewing Unit



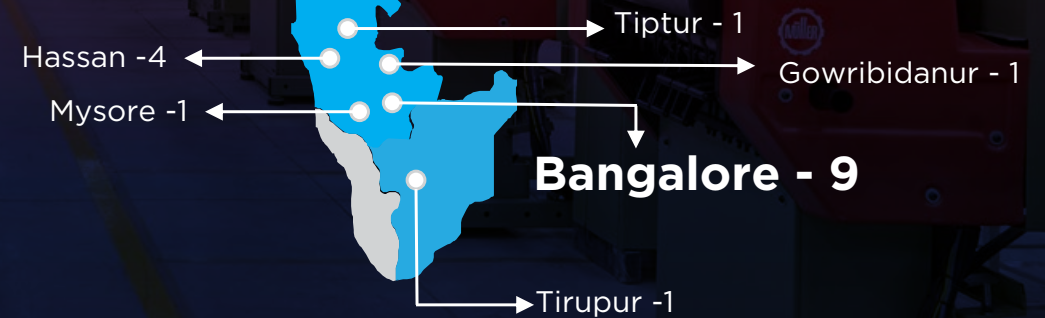
Packing Unit



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

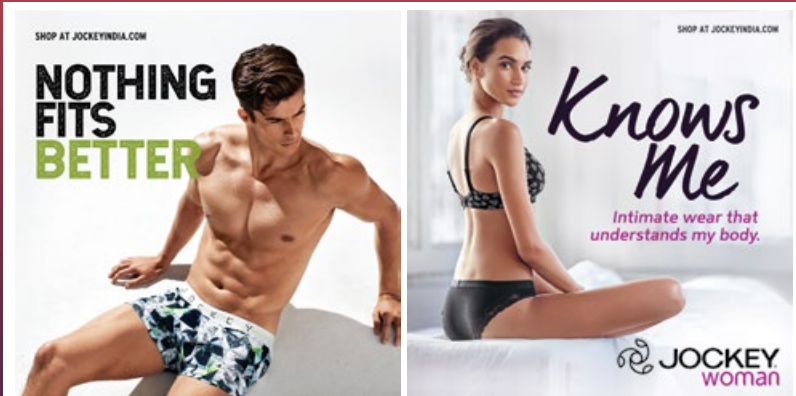


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EXTENSIVE BRAND REACH



Media Strategy: Brand

Television	Movies	Digital and Social Media
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Media Strategy: Product

Print Media	Out of Home Media	Digital and Social Media
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Other Promotions



Jockey Morning Fitness Party



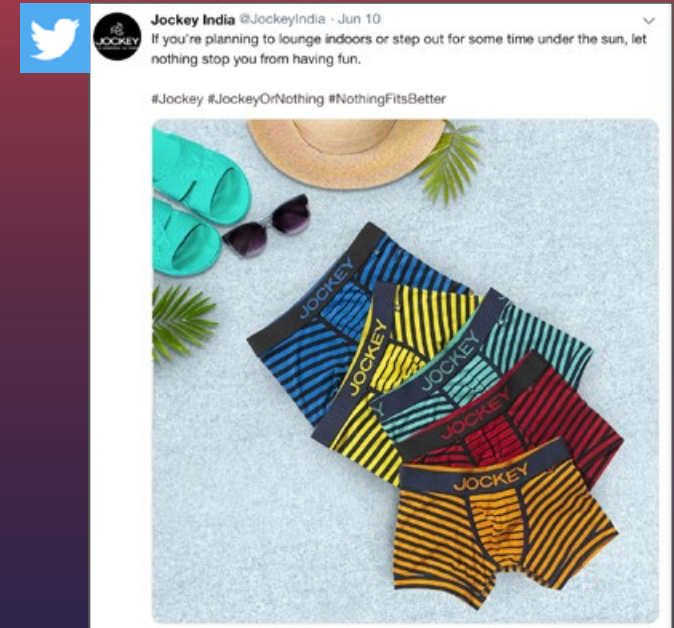
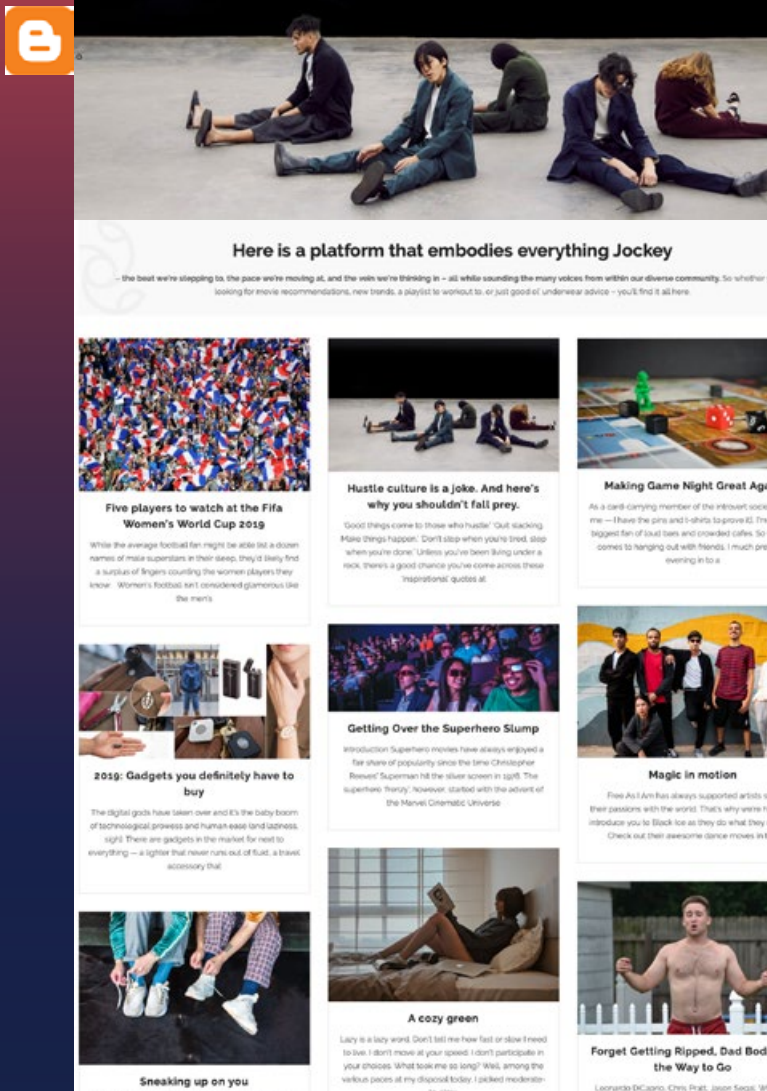
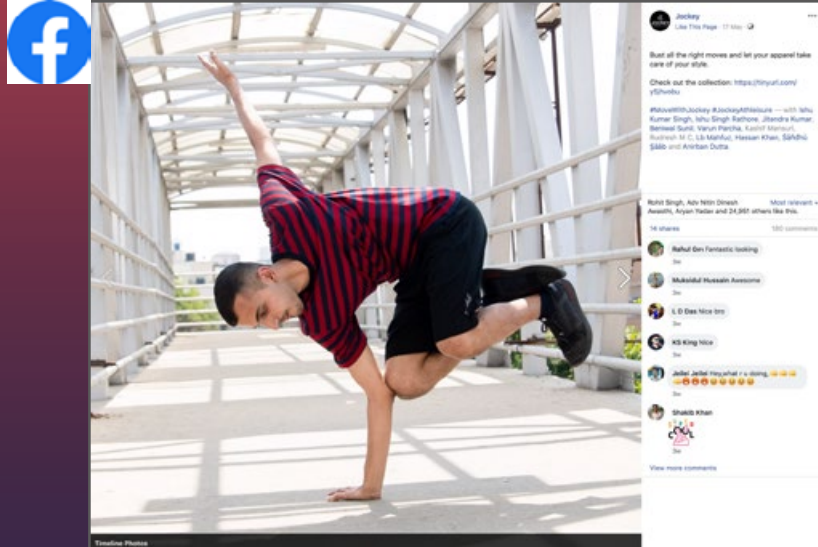
Bengaluru Football Club



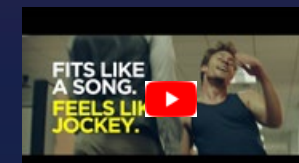
Goa Football Club



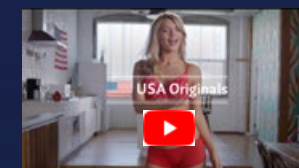
DIGITAL/SOCIAL MEDIA REACH



TVC



FEELS LIKE JOCKEY



USA ORIGINALS



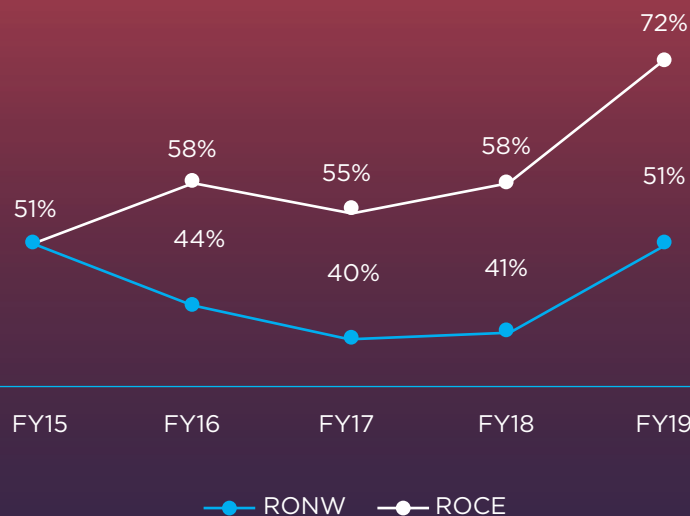
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Robust Financials

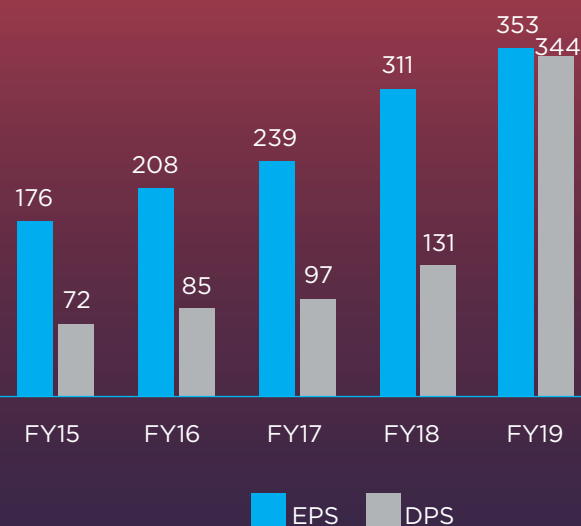
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PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE

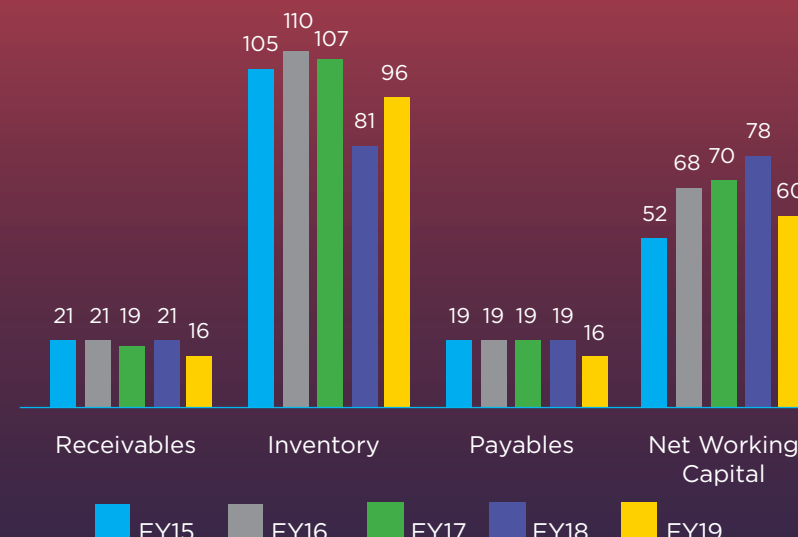
RONW/ROCE



EPS and DPS



Working Capital Days



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

Zero Debt

**High returns for
shareholders**

**Best in class
Return on Capital
Employed**

9MFY20 PERFORMANCE HIGHLIGHTS

in INR Million

Financials	9M FY20	9M FY19	Growth
Revenue	24,042	22,443	7.1%
Gross Profit	9,510	8,852	7.4%
Gross Margin	39.6%	39.4%	-
EBITDA	4,647	4,904	-5.2%
EBITDA Margin	19.3%	21.9%	-
PAT	3,122	3,190	-2.1%
PAT Margin	13.0%	14.2%	-

Gross Margins remains strong and steady at ~ 40%



Q3FY20 PERFORMANCE HIGHLIGHTS

in INR Million

Financials	Q3 FY20	Q3 FY19	Growth
Revenue	7,938	7,383	7.5%
Gross Profit	3,031	2,960	2.4%
Gross Margin	38.2%	40.1%	-
EBITDA	1,353	1,621	-16.5%
EBITDA Margin	17.0%	22.0%	-
PAT	870	1,019	-14.6%
PAT Margin	11.0%	13.8%	-

Temporary dip in PAT is entirely due to enhanced investment in Sales and Marketing, People and Technology

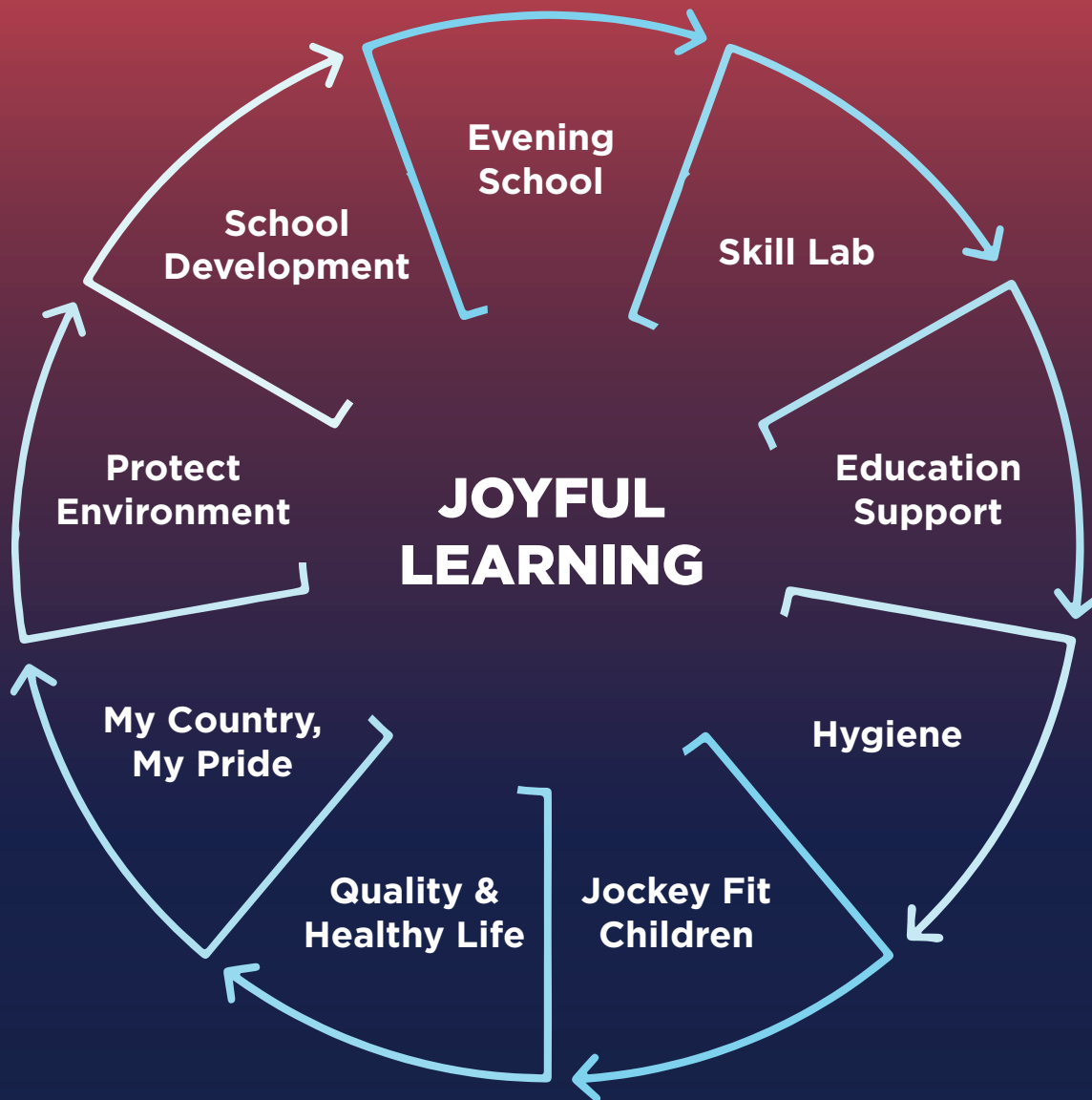


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GIVING BACK TO SOCIETY



- CSR initiatives covers 35 schools, 6 Towns and 9,200+ school children
- INR 58.4 million has been spent on CSR activities in 9 months of FY20 (INR 52.7 million in FY 19)



SUSTAINABILITY WILL BE A KEY PART OF OUR GROWTH



KEY INVESTMENT HIGHLIGHTS



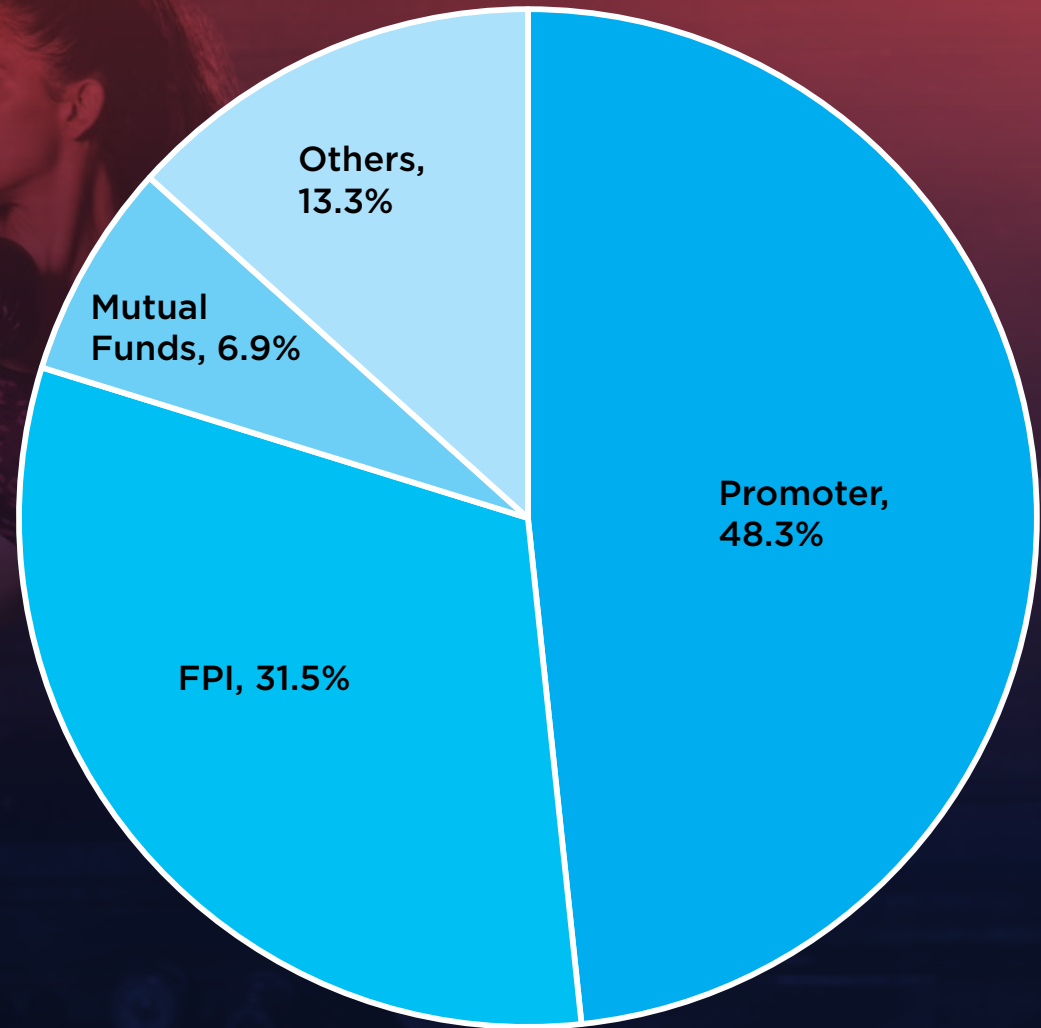
SHAREHOLDING PATTERN

As of 31 Dec 2019



Market Cap: ~ INR 265 bn

(as on 12 Feb, 2020)





THANK YOU

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