



PERFORMANCE HIGHLIGHTS Q2FY21

 PAGE INDUSTRIES LIMITED

NOVEMBER 12, 2020

SAFE HARBOUR STATEMENT

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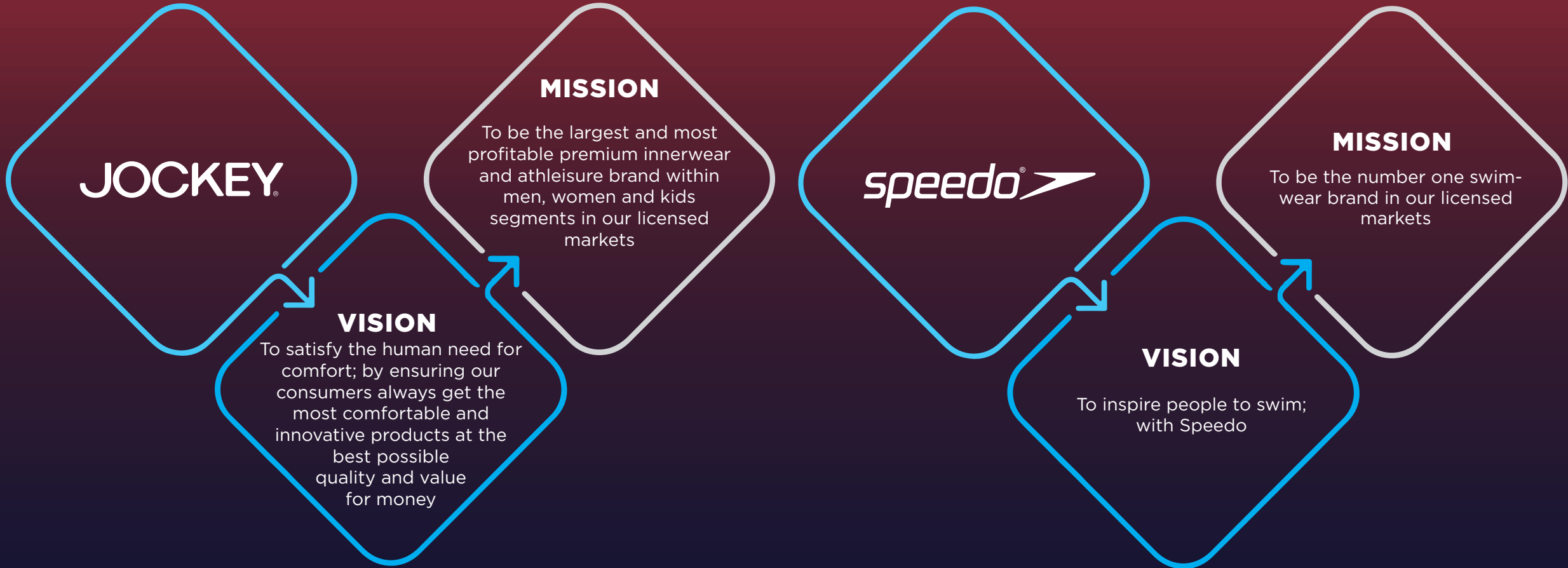


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COMPANY OVERVIEW

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- FINANCIAL HIGHLIGHTS
- SUSTAINABILITY
- SHAREHOLDING PATTERN

PAGE INDUSTRIES: VISION & MISSION STATEMENT



PAGE INDUSTRIES: AT A GLANCE



Leading player in Premium Innerwear and Athleisure market



Highly Experienced Professional Management supported by
19,300+ Employees
79% Women Employees



Production Capacity
260 mn pieces across 15 manufacturing units
Strong backward integration



PAN India Presence
67,000+ Retail Network
810+ Exclusive Business Outlets (EBO's)
Increasing presence in Large Format Stores (LFS) & E-Commerce



Strong Financial Performance
Healthy ROCE 58%
Net Debt Free

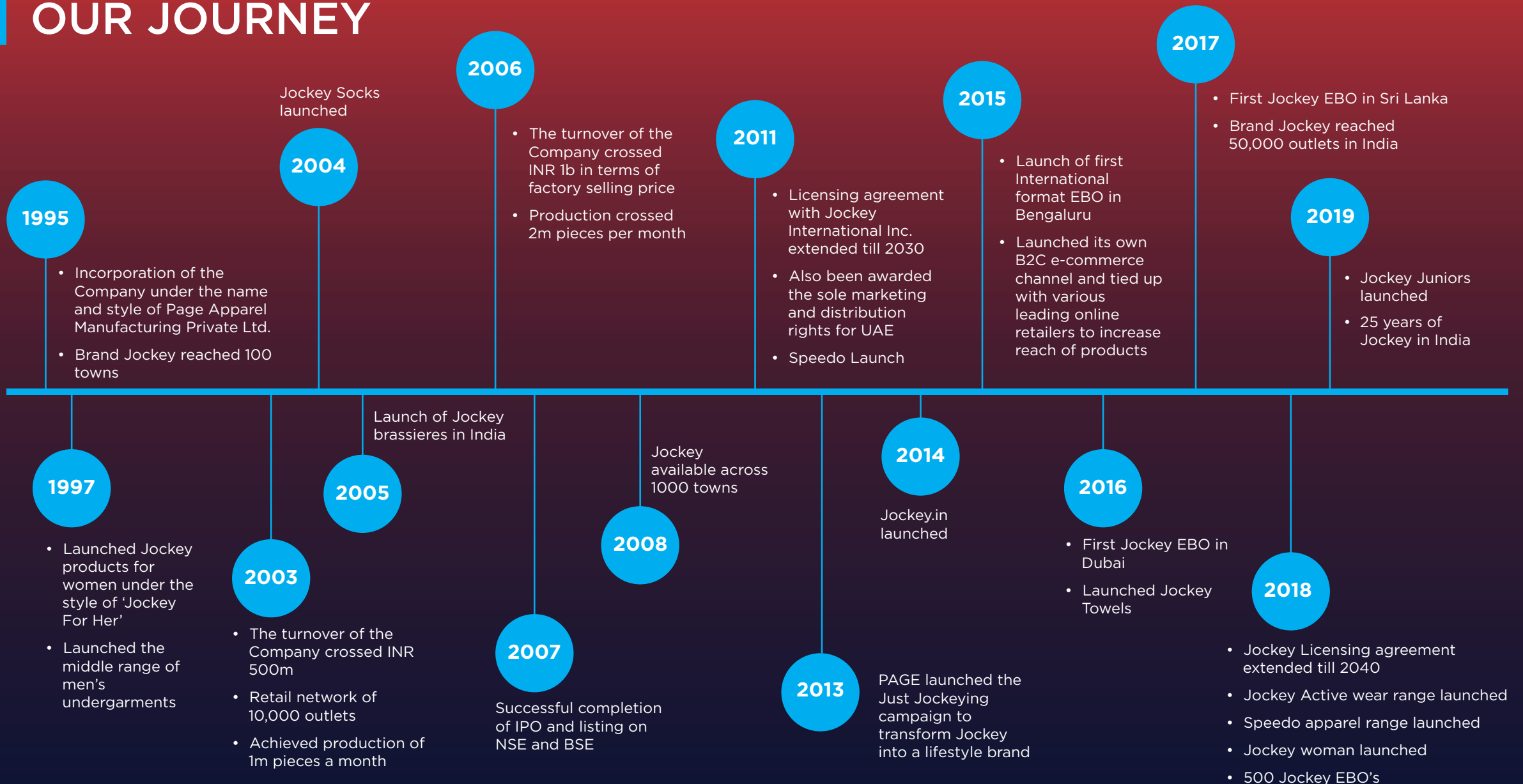
JOCKEY®

- 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 and Face Mask**

speedo®

- 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



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



THE JOCKEY
THERE'S ONLY ONE
A timeline
of greatness.

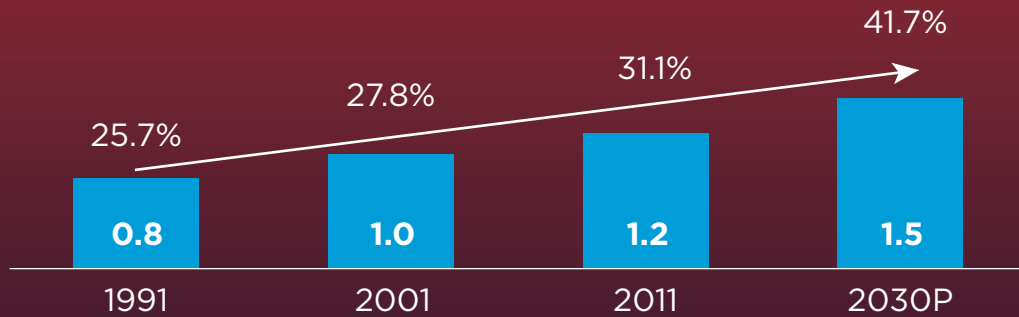
ATTRACTIVE MACRO OPPORTUNITY

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ATTRACTIVE MACRO: MULTIPLE DRIVERS FOR GROWTH

Favourable Demographics



■ TOTAL POPULATION (IN BN) ■ URBANISATION (%)



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

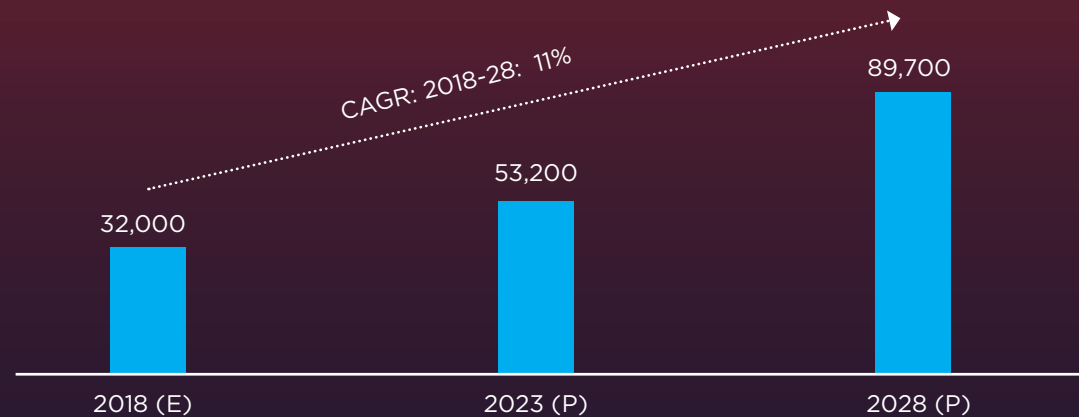
Industry Growth Drivers



ATTRACTIVE MACRO: LARGE MARKET

Indian Innerwear Market

- Among all the fashion categories, innerwear is one of the fastest growing categories over the last few decades
- Domestic demand of innerwear has changed with consumer buying behavior, transforming from need based to aspiration based, coupled with increased fashion consciousness among millennials



The men's innerwear market is currently valued at ₹ 11,000 crore and is expected to grow at a CAGR of 7% over the next decade to reach ₹ 21,800 crore by 2028



Women's innerwear segment is poised to grow at an impressive growth rate of 12.5% over the next decade to reach ₹ 68,000 crore by 2028 from current market size of ₹ 21,000 crore

Indian Outerwear Market



Athleisure Market

- Athleisure, a phenomenon in world fashion has in the last few years become the most dynamic and fast-growing segments in the India apparel market
- India's athleisure market is growing at 18-20% currently and is expected to touch ₹ 54,000 crore by 2020



Kidswear Market

- With a booming kids population in India and owing to distinct factors like the growing trend of nuclear family system, increased spending on children, greater brand awareness among kids, and better focus on this segment by organized players
- The kids wear market in India is estimated at ₹ 81,900 crores and expected to grow at a CAGR of 8.5% in the next five years

COVID-19 IMPACT

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COVID-19 SITUATION AND IMPACT

Retail stores of channel partners' open as of end-Aug

- MBO: More than 94% of our outlets are fully functional; 63,000+ outlets
- EBO: 100% of our outlets have re-opened; 814 outlets
- LFS: 92% of our stores have re-opened; 2126 stores

Benefiting from increasing propensity for online shopping; E-commerce business has shown significant growth

Manufacturing & warehousing slowly returning to pre-covid levels

- Attendance at manufacturing units has improved from 87% in end-August to 95% in end-October
- Attendance at warehousing facilities has increased from 90% end-August to 95% in end-October

Impact on business

- No additional borrowing to meet working capital requirements. Our manufacturing and supply chain capabilities remain intact
- Liquidity remains strong with cash and cash equivalents increasing 132% QoQ and 488% YoY to ₹ 4,013 million

A photograph of a retail store interior, likely a lingerie or underwear store. The shelves are filled with various products, including boxes of underwear and bras. A large banner at the top of the store features a woman's torso wearing a striped bikini top. The lighting is bright, and the overall atmosphere is clean and organized.

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



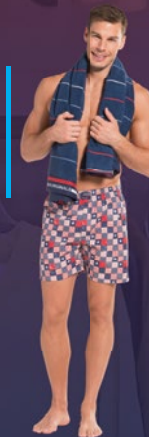
OUTERWEAR

- 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 & KIDS

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



SOCKS

- CALF
- ANKLE
- LOW SHOW
- NO SHOW



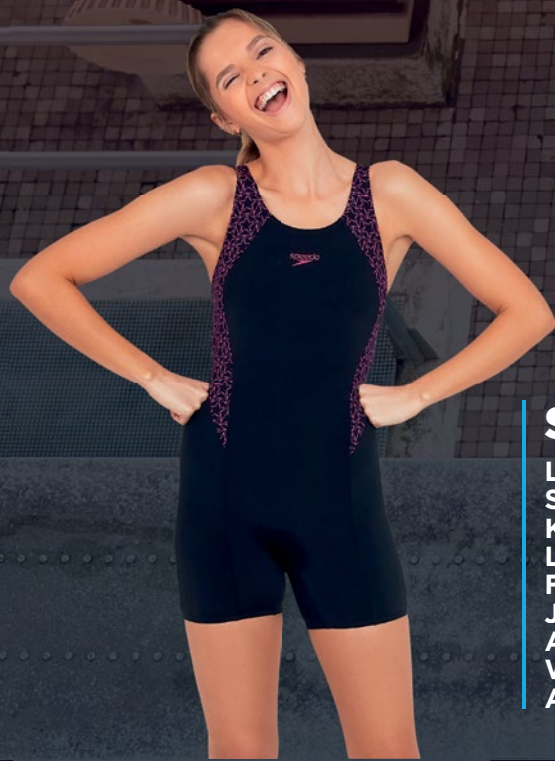
FACE MASK



CAPS



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



A photograph of a retail store interior, likely a lingerie or underwear store. The store features long aisles with dark metal shelving units. The shelves are stocked with various products, including boxes of underwear and bras. Some items are hanging from the shelves. The lighting is bright, and the overall atmosphere is clean and organized. A semi-transparent dark overlay is present on the right side of the image, containing the 'CONTENTS' list.

NEW LAUNCHES

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NEW LAUNCHES

New launches well accepted by consumers

**UNISEX
FACE MASK**
STYLE NO. FM02

- 99% 1.0µm BACTERIAL FILTRATION EFFICIENCY
- 99% 10.0µm PARTICULATE FILTRATION EFFICIENCY
- 7 LAYER FILTRATION
- ENHANCED BREATHABILITY
- ADJUSTABLE & SOFT EAR LOOPS
- ERGONOMIC FACE FIT
- ADJUSTABLE NOSE-CLIP

AVAILABLE COLOURS

BLACK GRAPHITE PERFORMANCE GREY IMPERIAL BLUE POSEIDON

2
Face
MULTIPACK

JOCKEY
OR NOTHING

**BOYS & GIRLS
FACE MASK**
STYLE NO. FM03

- 99% 1.0µm BACTERIAL FILTRATION EFFICIENCY
- 99% 10.0µm PARTICULATE FILTRATION EFFICIENCY
- 7 LAYER FILTRATION
- ENHANCED BREATHABILITY
- ADJUSTABLE & SOFT EAR LOOPS
- ERGONOMIC FACE FIT
- ADJUSTABLE NOSE-CLIP

AVAILABLE COLOURS

BLACK GRAPHITE PERFORMANCE GREY IMPERIAL BLUE POSEIDON

2
Face
MULTIPACK

JOCKEY
JUNIORS

 **HealthGuard**[®]



ANTI- BACTERIAL



**INHIBITS ODOURS
CAUSED BY BACTERIA**



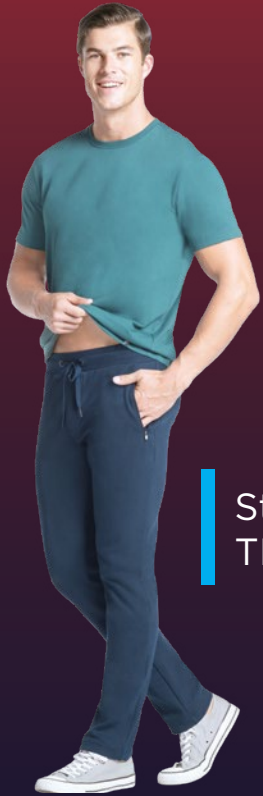
SAFE AND EFFECTIVE*



**LONG LASTING EFFECT
EFFECTIVE UP TO 30 WASHES**

**All Government regulations and recommendations must still be complied with whilst using this product.*

JOCKEY ATHLEISURE - NEW LAUNCHES



Style No. AM44
TRACK PANTS



Style No. AM42
TRACK PANTS

Style No. US88P
BERMUDA



Style No. MW20
LEGGINGS



Style No. IW06
ALL DAY PANTS

Style No. MW34
T-SHIRT





UNMATCHED MARKET COVERAGE

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MULTI BRAND OUTLETS: PAN INDIA DISTRIBUTION NETWORK

CHANNEL SALES

3,850+ Distributor Accounts

2,870+ Cities / Towns

67,000+ Retail Network

610+ Channel Sales Strength



EXCLUSIVE BRAND OUTLETS: FIRST TO OFFER

810+ Exclusive Brand Outlets

44 Exclusive Woman Outlets

15 Exclusive Juniors Outlets

190+ Outlets in malls

620+ Outlets in high street

Present in **280+** cities



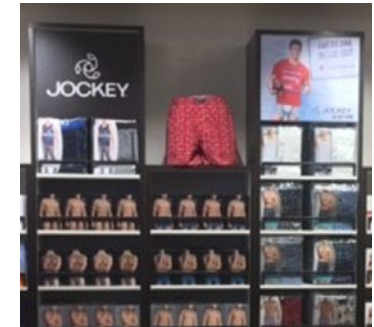
LARGE FORMAT STORES: ENHANCING CUSTOMER REACH



**23 Large Format
partners**



**~ 2,300+
Stores**



**~ 3,700
Point of sale across
the country**

**ONLINE & E-COMMERCE:
RIDING THE DIGITAL WAVE**

**EXCLUSIVE ONLINE STORE
jockey.in | speedo.in**

SELLING THROUGH ONLINE KEY PARTNERS



Myntra



...and other Partners





MANUFACTURING CAPABILITIES

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MANUFACTURING CAPABILITIES

STRONG IN-HOUSE MANUFACTURING CAPABILITIES

- Facilities spread over 2.4 million sq ft across 15 manufacturing units
- Present in 14 locations in Karnataka and 1 in Tamil Nadu
- >70% in-house manufacturing



Hassan Warehouse



Sewing Unit



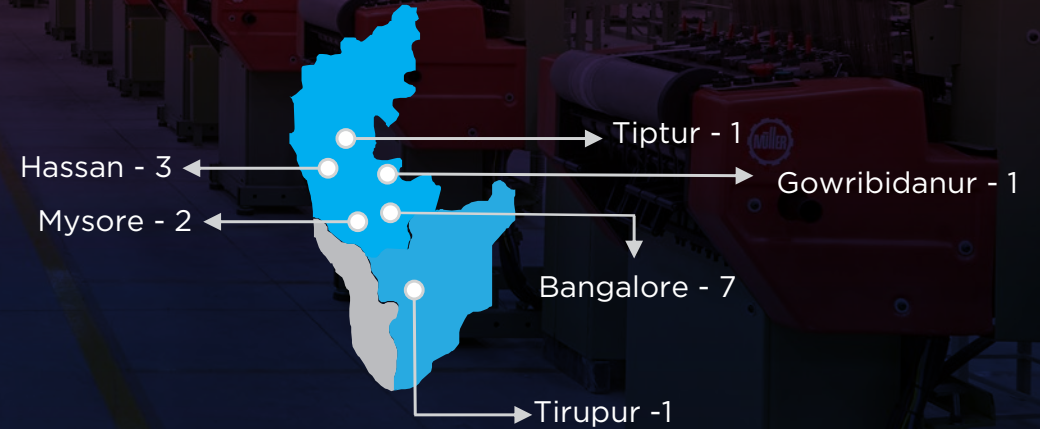
Packing Unit



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



A photograph of a retail store interior, likely a clothing boutique. In the foreground, two mannequins are displayed. The one on the left is wearing a dark grey long-sleeved shirt and black leggings. The one on the right is wearing a red tank top and red leggings. In the background, there are shelves with folded clothes, hanging garments, and a counter area. The lighting is warm and modern, with pendant lights hanging from the ceiling.

EXTENSIVE BRAND REACH

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REASSURING CUSTOMERS



SAFETY

- Safety is a key concern in consumers minds; we are addressing and reassuring customers
- Use of social channels to showcase measures to assure customers of their safety when they shop for their favorite brand

Instore Customer Communication

FOR YOUR COMFORT AND SAFETY

- All staff have been advised to monitor their temperature regularly
- Staff members are encouraged to use sanitizers and masks inside the store
- Limited number of customers are allowed inside the store at one time to encourage social distancing
- Store staff has been advised to facilitate easy access to sanitizers for our customers
- We encourage our store staff to regularly disinfect common spaces in the store

JOCKEY.

FOR YOUR COMFORT AND SAFETY

No trial / No exchange of garments for safety and hygiene reasons

- Encourage usage of hand sanitizers by customers within the store
- Customers to be encouraged to maintain social distancing within the store
- Usage of mask recommended to cover mouth and nose
- We encourage digital payment options

JOCKEY.

ATTENTION STORE STAFF

BILLING

- Cashiers advised to reduce billing time.
- Encourage digital payment options.
- It is suggested that cashiers extend a tray to receive or return currency / EDC Machine for payments.
- Recommend that cashiers wear gloves while dispensing Cash/Card.

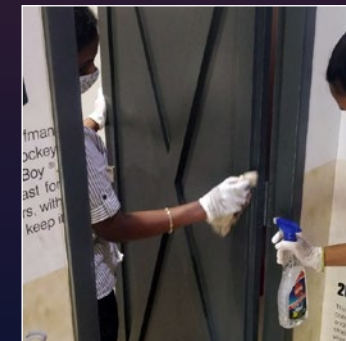
DISPLAY MERCHANDISE HANDLING

- No exchange/ Return. Till further notice.
- Customers to be encouraged to try out only those garments that they intend to purchase for their own safety.
- It is recommended that store staff showcase merchandise themselves while attending to customers
- We suggest that hangers are retrieved and kept in a separate carton marked "To Be Sanitized" for further processing

ACCEPTANCE OF MERCHANDISE AT STORE

- Recommend that all deliveries be taken at a designated place near the entrance.
- Store Staff / Delivery Boys encouraged to wear gloves and mask before taking any delivery. Should sanitize hands Post/Pre taking deliveries.
- It is recommended that cartons should be immediately disinfected with spray disinfectant at the time of receiving.

JOCKEY.



DIGITAL/SOCIAL MEDIA REACH

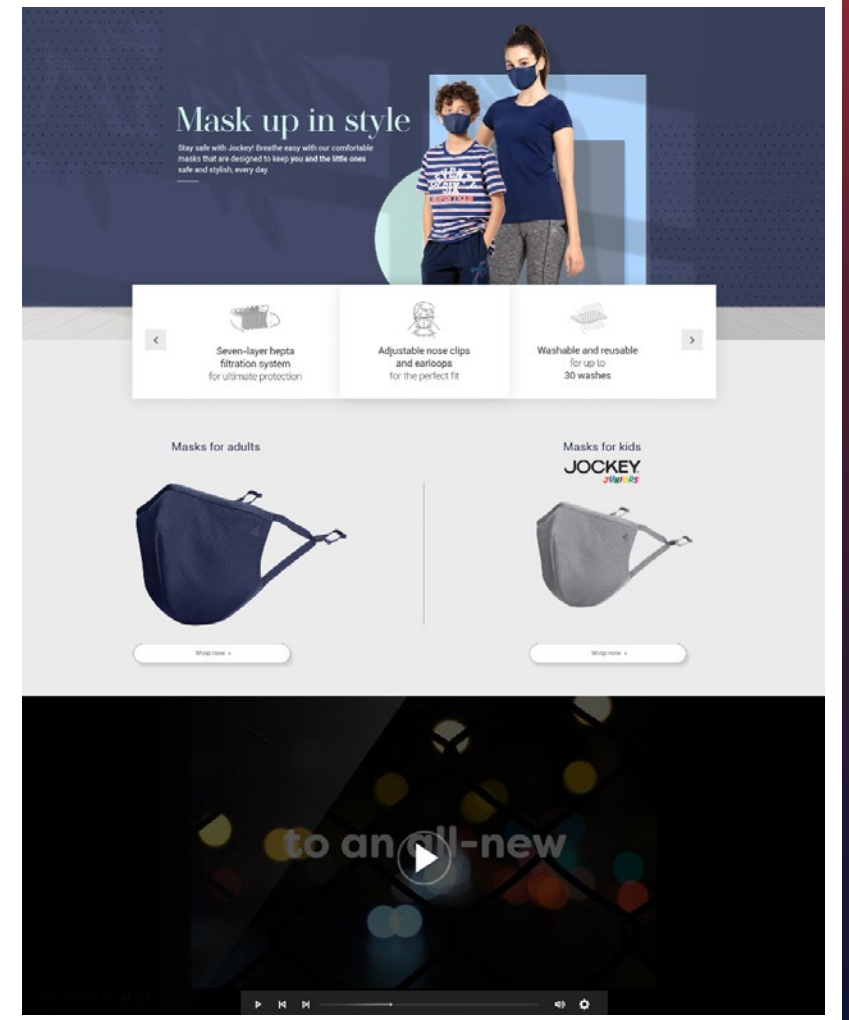
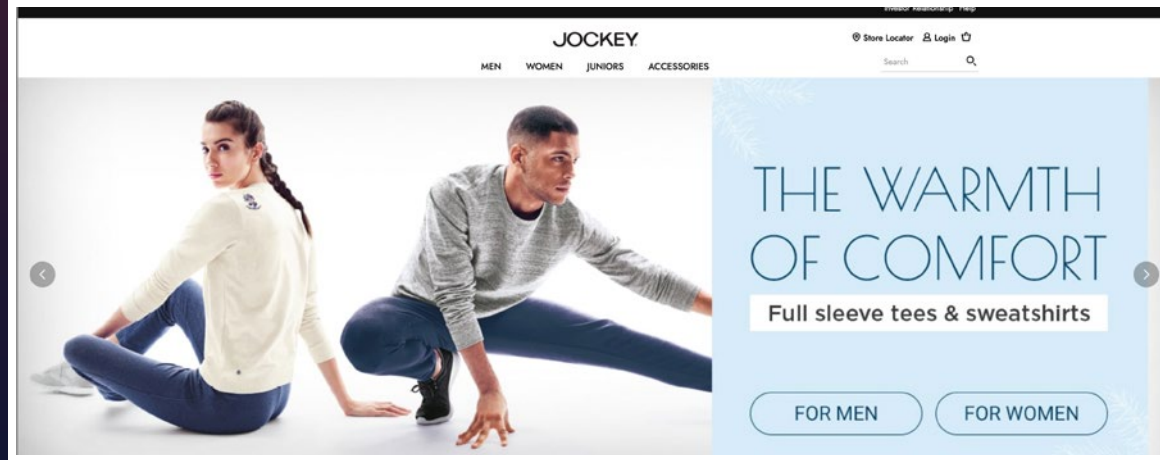
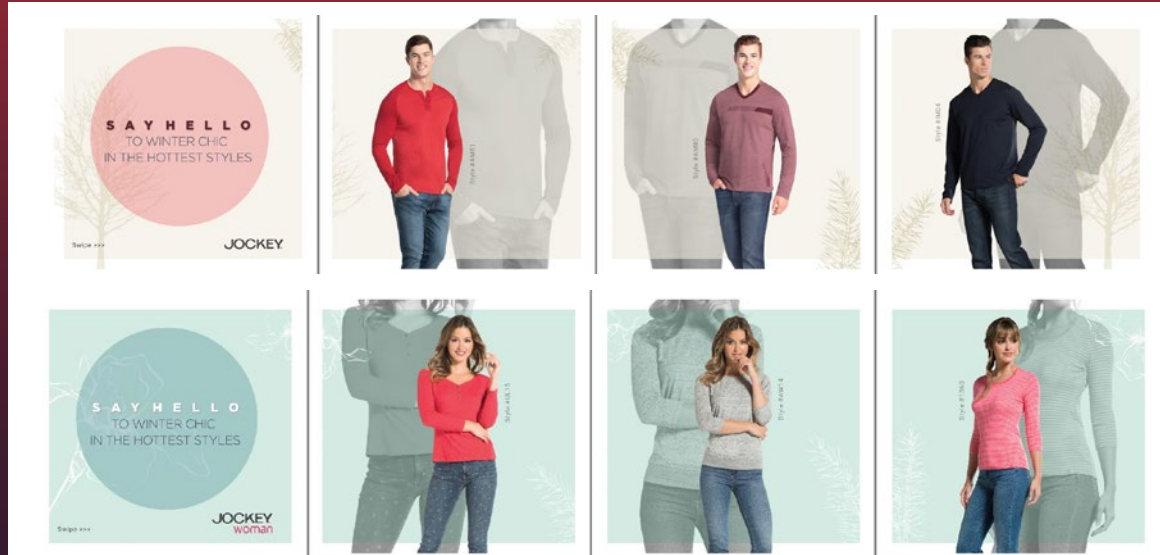
WARM WINTERS

Followers

 9,11,700

 1,69,000

 21,700





EMPLOYEE ENGAGEMENT

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EMPLOYEE ENGAGEMENT

COVID-19 Awareness Program

Addressing the global pandemic, Page has conducted awareness programs for its employees as well as its distributors. Awareness Session on COVID-19 and preventive measures was conducted by our Company Doctors at HO/CO and all Units.

- Proper method of usage of sanitizers, masks and other personal protective equipment were discussed
- Posters with instructions on proper method of washing hands was put up across our facilities to educate employees
- Awareness by District Health Department was conducted at all Units on Do's and Don'ts for prevention of Coronavirus and how to wash hands
- Further, a handbook with suggested health and hygiene practices were shared in English as well as Kannada



EMPLOYEE ENGAGEMENT

On-The-Job Coaching for Sales Officers - Channel Sales conducted in FY 19-20

'Sales Kranti' program was conceived to strengthen the selling skills of our sales officers. 1760 Sales Officers and Distributor Sales Officers were trained on a two-day training program. To ensure sustainable implementation, this was followed by 'On-The-Job Coaching' for all the Sales Officers. 300 Sales Officers got coached on the job between August and December



2-day Managerial Development Training Program by Franklin Covey in FY 19-20

In pursuit of building leadership capability of the critical management layer (Manager and Senior Managers), Page has partnered with Franklin Covey International.



EMPLOYEE ENGAGEMENT

Safety Mirror

The concept behind the safety mirror is to serve as a reminder and emphasize to all employees, visitors entering Page's premises that "Safety is everyone's Responsibility". This is a significant initiative taken by Page, to inculcate safety culture among our employees. Safety mirrors are placed at all our facilities.



EMPLOYEE ENGAGEMENT

Memorable moments: 165 employees awarded Gold Coin on completion of ten years of service - 2020



Smt. Sharadamma (Unit-1)



Smt. Lakshmi (Unit-3)



Shri. Nagarajappa (Unit -4)



FINANCIAL HIGHLIGHTS

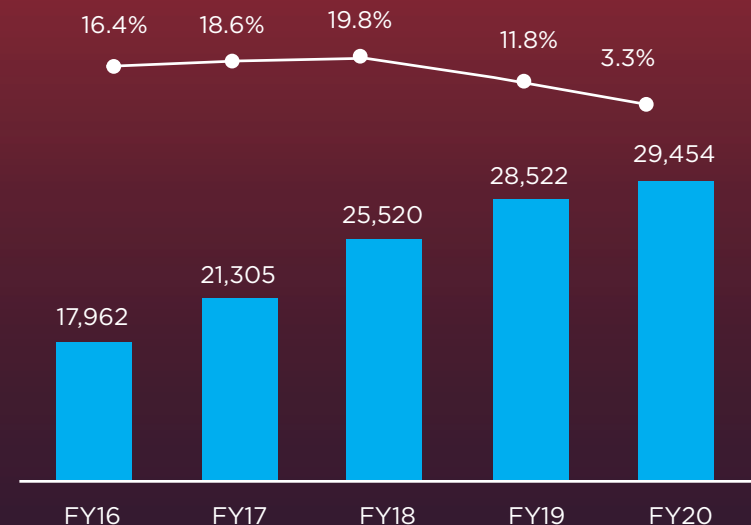
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PROVEN TRACK RECORD OF FINANCIAL PERFORMANCE

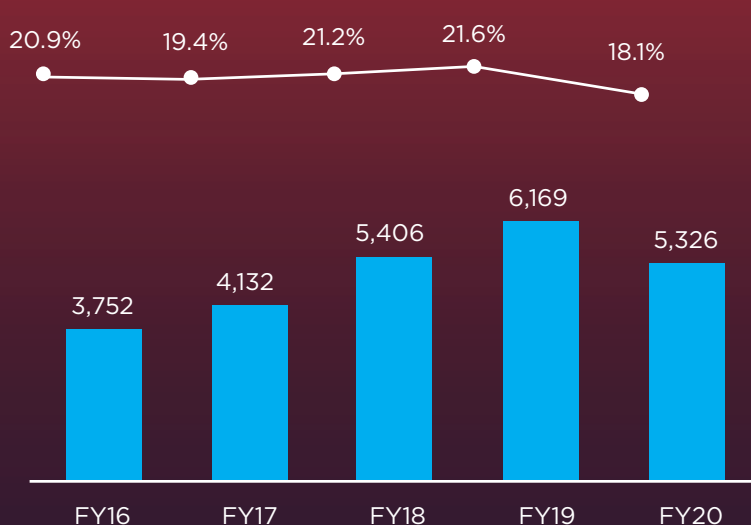
Revenue

Rs Million



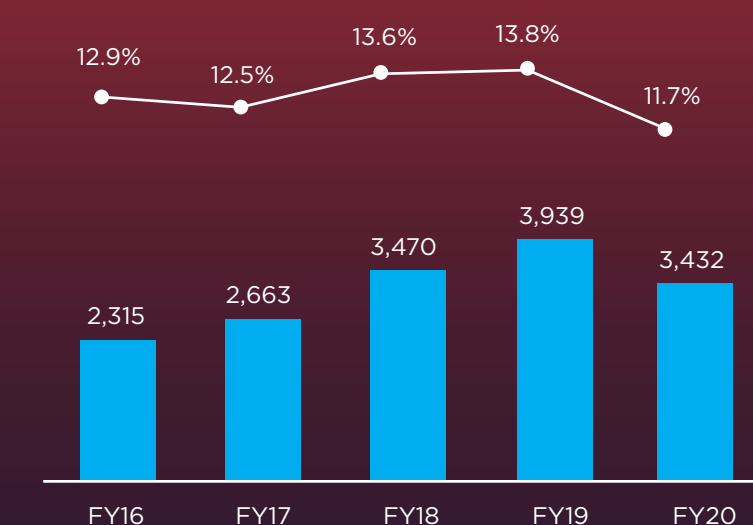
EBITDA

Rs Million

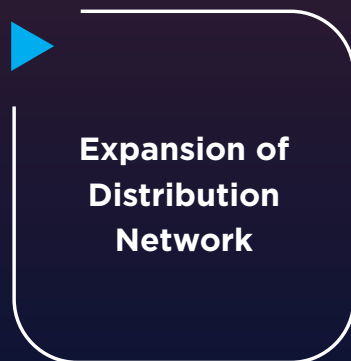


PAT

Rs Million

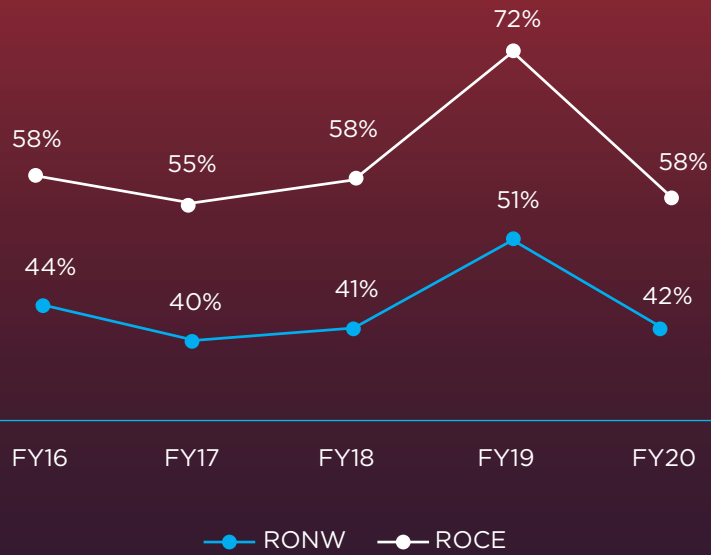


Delivered Growth and continuous margin expansion

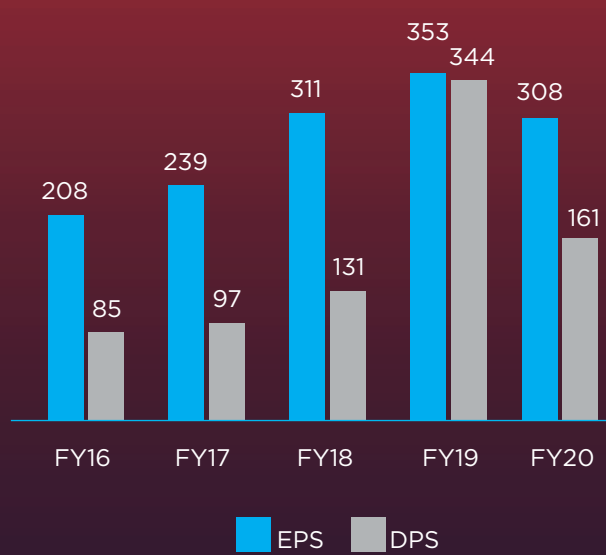


PROVEN BALANCE SHEET STRENGTH

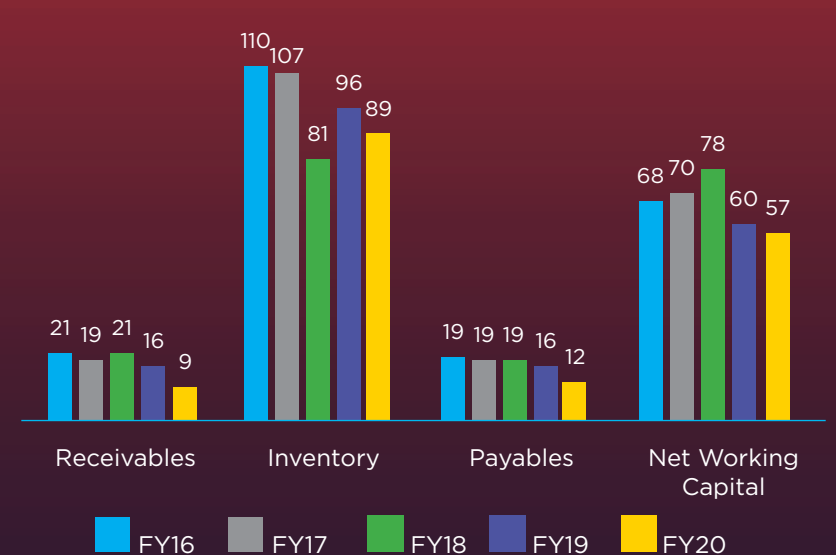
RONW/ROCE



EPS and DPS



Working Capital Days



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

Net Debt Free

High returns for shareholders

Best in class Return on Capital Employed

PROFIT AND LOSS STATEMENT: QUARTERLY

Particulars (INR mn)	Q2FY21	%	Q1FY21	%	Q2FY20	%	QoQ growth	YoY growth
Revenue	7,403	100%	2,848	100%	7,754	100%	160%	-5%
COGS	3,297	45%	1,478	52%	3,410	44%	123%	-3%
Employee Cost	1,299	18%	1,229	43%	1,343	17%	6%	-3%
Other operating cost	1,153	16%	488	17%	1,511	19%	136%	-24%
Emp + operating cost	2,452	33%	1,717	60%	2,854	37%	43%	-14%
EBITDA	1,654	22%	-347	-12%	1,490	19%	576%	11%
Other Income	37	1%	61	2%	57	1%	-39%	-35%
Depreciation	157	2%	160	6%	147	2%	-2%	7%
Finance Cost	75	1%	77	3%	81	1%	-2%	-7%
PBT	1,459	20%	-524	-18%	1,321	17%	379%	10%
Tax	350	5%	-128	-5%	175	2%	373%	100%
PAT	1,109	15%	-396	-14%	1,145	15%	380%	-3%

GROSS MARGIN

Financials (INR mn)	Q2FY21	Q2FY20		FY20
Revenue	7,403	7,754		29,454
Material consumed	3,297	3,410		13,108
Sub contract costs #	269	329		1,237
Contribution	3,836	4,015		15,109
Contribution %	51.8%	51.8%		51.3%
Other manufacturing costs	802	901		3,536
Gross Profit	3,034	3,114		11,574
Gross Margin %	41.0%	40.2%		39.3%
Other operating costs	1,381	1,623		6,248
EBITDA	1,654	1,490		5,326
EBITDA%	22.3%	19.2%		18.1%

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 FY21	%	H1 FY20	%	YoY growth
Revenue	10,251	100%	16,104	100%	-36%
COGS	4,775	47%	7,162	44%	-33%
Employee Cost	2,528	25%	2,627	16%	-4%
Other operating cost	1,642	16%	2,958	18%	-45%
Emp + operating cost	4,170	41%	5,585	35%	-25%
EBITDA	1,307	13%	3,357	21%	-61%
Other Income	98	1%	112	1%	-13%
Depreciation	317	3%	286	2%	11%
Finance Cost	152	1%	163	1%	-7%
PBT	935	9%	3,019	19%	-69%
Tax	222	2%	767	5%	-71%
PAT	713	7%	2,252	14%	-68%

KEY INVESTMENT HIGHLIGHTS



SUSTAINABILITY

CONTENTS

- COMPANY OVERVIEW
- ATTRACTIVE MACRO OPPORTUNITY
- COVID-19 IMPACT
- MULTIPLE PRODUCTS OFFERING
- NEW LAUNCHES
- UNMATCHED MARKET COVERAGE
- MANUFACTURING CAPABILITIES
- EXTENSIVE BRAND REACH
- EMPLOYEE ENGAGEMENT
- FINANCIAL HIGHLIGHTS
- SUSTAINABILITY
- SHAREHOLDING PATTERN

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

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

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

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

Assigning Responsibility

- Engaging the board and senior management by establishing sustainability committees
- Identifying, training and assigning responsibility to sustainability champions

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

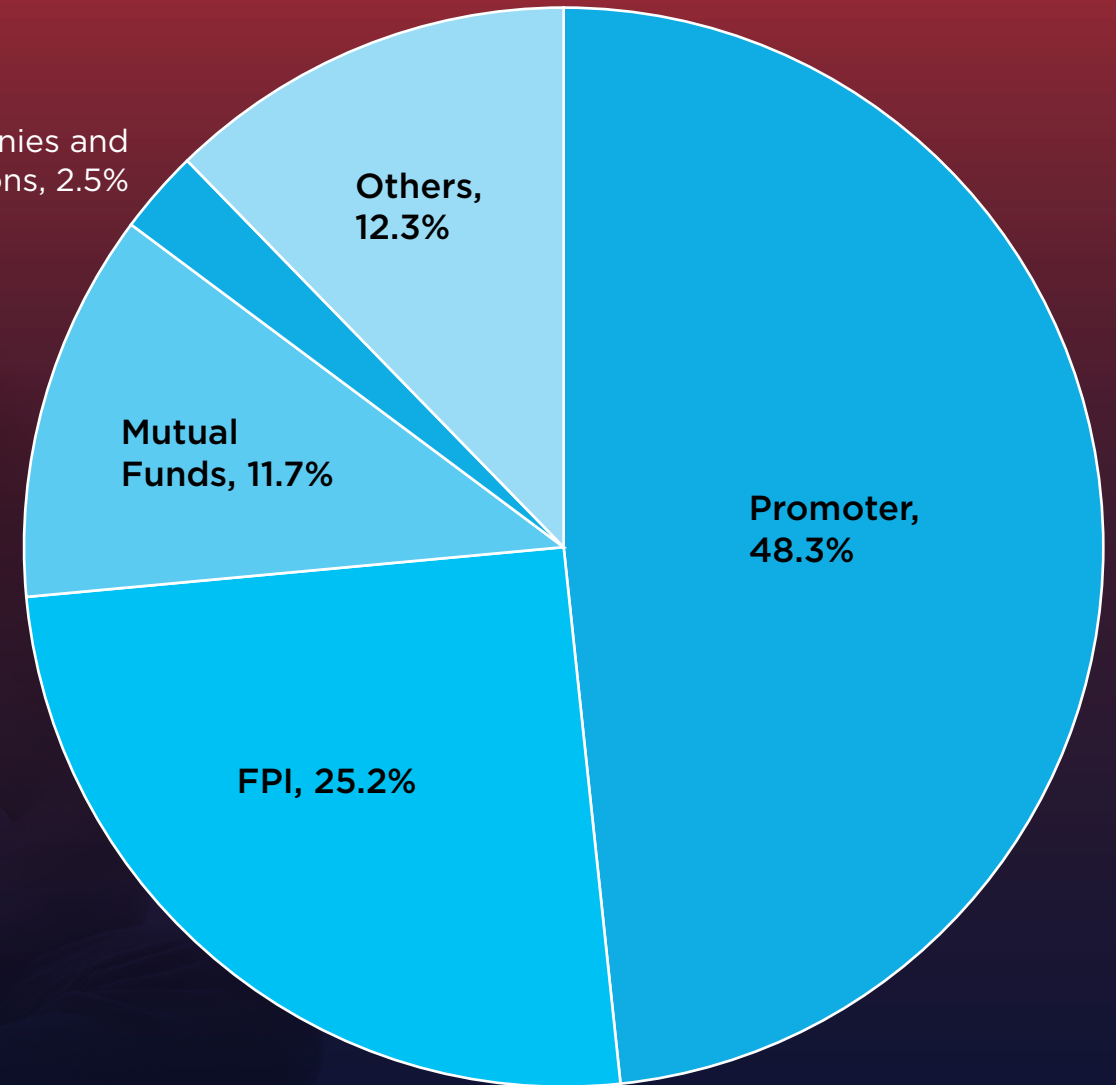
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SHAREHOLDING PATTERN

As of 30th September 2020

Insurance Companies and
Financial Institutions, 2.5%



Market Cap: ~ INR 241 bn

(as on 6th November, 2020)



THANK YOU

PAGE INDUSTRIES LIMITED

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