

Date: 01/11/2021

To,

The Listing Department National Stock Exchange of India Ltd Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex Bandra (E), Mumbai - 400 051 NSE Symbol: RUPA	The Department of Corporate Services BSE Ltd Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 533552
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Respected Ma'am/ Sir,

Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 ('SEBI Listing Regulations')

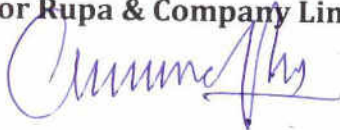
Sub: Investor Presentation

Please find enclosed herewith Investor Presentation of the Company on the Unaudited (Standalone and Consolidated) Financial Results for the quarter and half year ended September 30, 2021. The Investor Presentation will also be available on the website of the Company.

This is for your information and record please.

Thanking you.

Yours faithfully,
For Rupa & Company Limited



Kundan Kumar Jha
Company Secretary & Compliance Officer
ACS 17612

Encl: As above



INVESTOR PRESENTATION

November 2021



FRONTLINE
PREMIUM INNERWEAR

MACROMAN 
SERIES

Bumchums
FUN IT UP

TORRIDO
Premium Thermals



femmora

EURO
FASHION INNERS

Softline

THERMOCOT

MACROWOMAN 



fcuk
underwear

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Q2 & H1 FY22


FINANCIAL HIGHLIGHTS

Strong Q2 FY21 Performance*



Revenue from Operations

Rs. 368 crores

 **+21%**

Gross Profit

Rs. 130 crores

 **+21%**

EBITDA

Rs. 71 crores

 **+8%**

Profit After Tax

Rs. 53 crores

 **+17%**

Export Revenues

Rs. 9 crores

 **+215%**

Gross Profit Margin

35.5%

EBITDA Margin

19.4%

PAT Margin

14.4%

Strong H1 FY22 Performance*



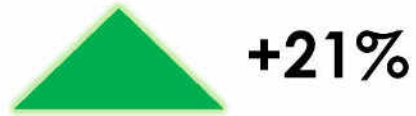
Revenue from Operations

Rs. 586 crores



Gross Profit

Rs. 215 crores



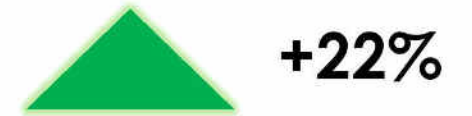
EBITDA

Rs. 113 crores



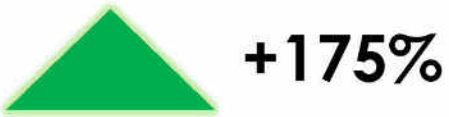
Profit After Tax

Rs. 80 crores



Export Revenues

Rs. 14 crores



Gross Profit Margin

36.7%

EBITDA Margin

19.4%

PAT Margin

13.7%

* On Consolidated Basis

Strong Balance Sheet



Return on Capital
Employed (RoCE)

24.4%

Return on Equity (RoE)

23.1%

Cash & Bank Balances

Rs. 119 crores

Net Debt

Rs. 194 crores

Net Debt to Equity

0.25x

Working Capital Days

179 days

Q2 & H1 FY22 Performance Highlights



Particulars (Rs. Crs.)	Q2 FY22	Q2 FY21	Y-o-Y	H1 FY22	H1 FY21	Y-o-Y
Total Revenue	367.5	303.5	21%	585.5	513.1	14%
Total Raw Material	143.6	123.8		217.8	235.0	
Subcontracting Expenses	93.5	71.6		152.8	100.3	
Value Addition	130.4	108.2	21%	214.9	177.8	21%
Value Addition (%)	35.5%	35.6%		36.7%	34.7%	
Employee Expenses	16.1	12.7		30.5	22.4	
Other Expenses	43.1	29.3		71.0	53.0	
EBITDA	71.3	66.1	8%	113.4	102.4	11%
EBITDA Margin (%)	19.4%	21.8%		19.4%	20.0%	
Other Income	2.3	2.1		4.4	2.3	
Depreciation	3.5	3.8		7.0	7.6	
EBIT	70.1	64.4	9%	110.8	97.2	14%
Finance Cost	4.3	2.8		7.6	7.0	
Profit before Tax	65.8	61.6	7%	103.3	90.2	14%
Tax	12.8	16.2		23.1	24.3	
Profit After Tax	53.0	45.4	17%	80.2	66.0	22%
PAT Margin (%)	14.4%	15.0%		13.7%	12.9%	

Balance Sheet



ASSETS (Rs. Crs.)	Sept-21	Mar-21
Non - Current Assets		
Property, plant and equipment	185.5	168.9
Right of Use Assets	18.6	18.1
Capital work-in-progress	8.7	19.4
Intangible Assets	5.5	6.0
Intangible Assets under development	0.0	0.0
Financial Assets		
(i) Investments	0.0	0.0
(ii) Other Financial Assets	2.8	2.7
Deferred Tax Assets	11.6	11.6
Non - Current Tax Assets	10.3	10.3
Other Non-Current Assets	7.7	8.5
Total Non - Current Assets	250.5	245.5
Current Assets		
Inventories	564.8	390.6
Financial Assets		
(i) Trade receivables	385.8	364.4
(ii) Cash and cash equivalents	2.2	3.2
(iii) Bank balances other than (ii) above	116.7	115.2
(iv) Loans	2.0	2.0
(v) Other Financial Assets	4.0	2.9
Other Current Assets	57.7	42.7
Total Current Assets	1,133.3	921.0
Total Assets	1,383.7	1,166.4

EQUITY & LIABILITIES(Rs. Crs.)	Sept-21	Mar-21
Equity		
Equity Share Capital	8.0	8.0
Other Equity	762.1	721.6
Total Equity	770.1	729.5
Liabilities		
Non - Current Liabilities		
Financial Liabilities		
(i) Borrowings	12.8	13.5
(ii) Lease Liabilities	14.9	14.7
Provisions	0.4	0.4
Deferred Tax Liabilities, (net)	11.1	10.5
Other Non Current Liabilities	1.6	1.7
Total Non - Current Liabilities	40.9	40.9
Current Liabilities		
Financial Liabilities		
(i) Borrowings	300.5	131.9
(ii) Lease Liabilities	1.9	1.3
(iii) Trade Payables		
(a) total outstanding dues of micro enterprises and small enterprises	0.8	11.6
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	170.6	151.0
(iv) Other Financial Liabilities	79.2	71.5
Provisions	3.0	3.4
Current Tax Liabilities (net)	14.3	19.5
Other Current Liabilities	2.6	5.8
Total Current Liabilities	572.8	396.0
Total Equity and Liabilities	1,383.7	1,166.4



ABOUT THE COMPANY

#1 Undisputed knitwear Indian brand...



'One of the leading and largest knitwear brand in India, engaged in the manufacturing, marketing, selling and distribution of men's and women's innerwear, thermal wear and fashion wear'



7,00,000+

Finished goods pieces per day



1,25,000+

Retail Outlets



7,000+

SKUs



18

Sub Brands



100+

Registration of Trademark's Nationally & Internationally



1,200+

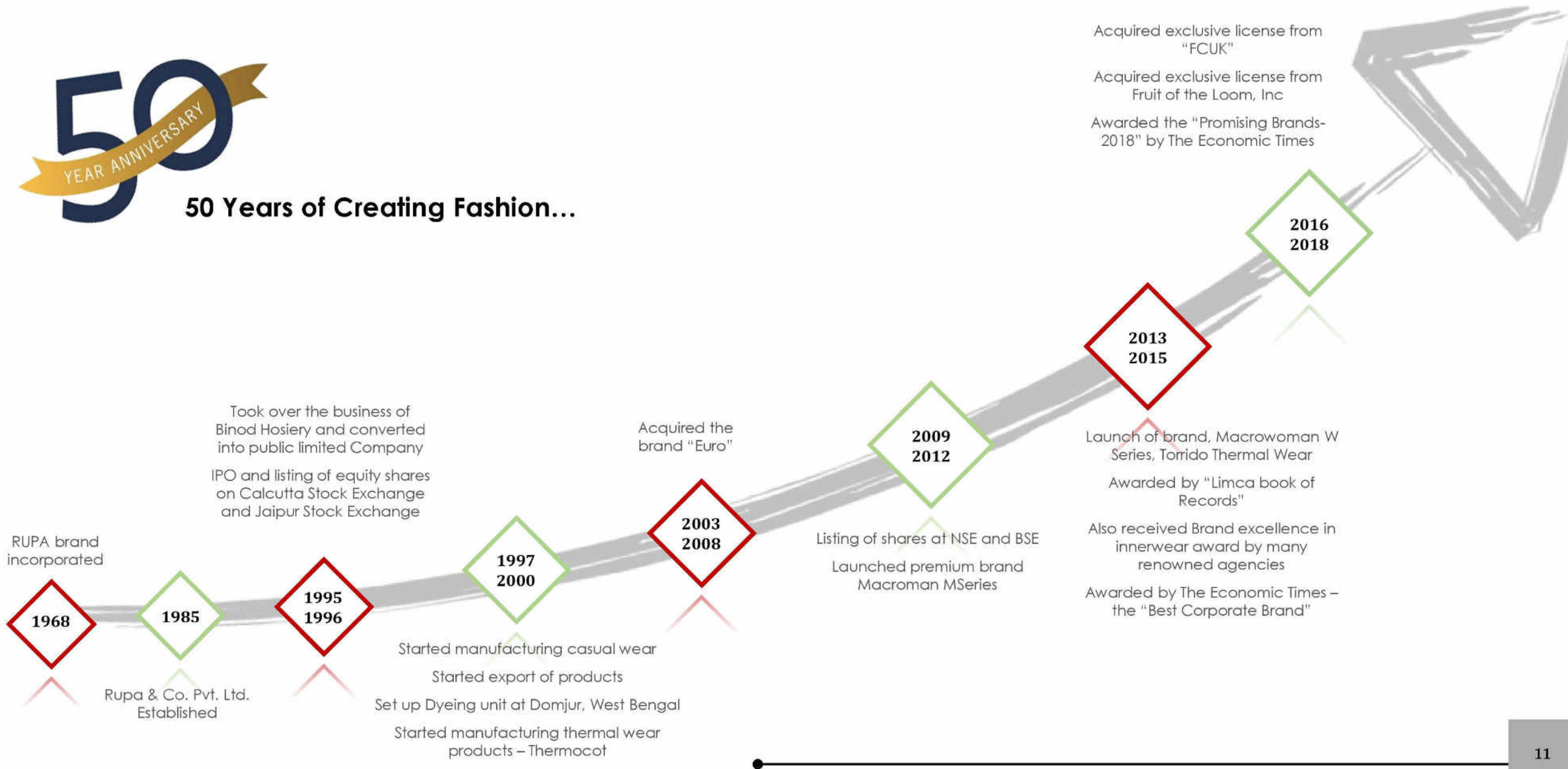
Dealers

Presence across major E-commerce platforms





50 Years of Creating Fashion...



Mr. Prahlad Rai Agarwala, Chairman

- More than 50 years of experience in the textile industry
- Provides strategic direction to the Company and is the driving force behind the establishment and growth of the Company

Mr. Ghanshyam Prasad Agarwala, Vice Chairman

- More than 47 years of experience in the textile industry
- Rich experience in leadership, strategic guidance, risk foresight and operations of the Company
- Actively engaged in various philanthropic activities

Mr. Kunj Bihari Agarwal, Managing Director

- More than 45 years of experience in the textile industry, specialization in marketing and distribution
- Guides the company and the management at all the stages of its development and strategic decisions
- Actively engaged in various philanthropic activities

Mr. Ramesh Agarwal, Whole-time Director & CFO

- More than 30 years of experience in the textile industry
- Plays a key role in the production planning & distribution of products and completely manage processing house
- Brand Director of Jon, Thermocot, Torrido and Femmora

Mr. Mukesh Agarwal, Whole-time Director

- More than 25 years of experience in the textile industry
- Plays a key role in the setting up of systems and process for distribution & production planning
- Brand Director of Frontline

Mr. Niraj Kabra, Executive Director

- A commerce graduate from Calcutta University
- More than 15 years of rich expertise in the field of Operations and general administration. He has been serving on the Board of the Company since 2018

Mr. Dipak Kumar Banerjee, Independent Director

- A Chartered Accountant with experience over 45 years
- He started his career with LIC in 1970 and thereafter, in 1975, joined HUL. In 1992, he became the Commercial Director of Unilever Plantations Group
- Joined the company as a Board member in 2013

Mr. Sushil Patwari, Independent Director

- 40+ years of experience in the field of cotton yarn and knitted fabric industry
- Member of the Executive Committee of the Federation of Indian Export Organizations.
- Joined the company as a Board member in 2003

Mrs. Alka Devi Bangur, Independent Director

- She has over 16 years of experience
- Managing Director of Peria Karmalai Tea & Produce Co. Ltd.
- She is the member of FICCI Ladies Organization (FLO) (Ladies wing of FICCI). She is also the committee member of Bharat chamber of Commerce

Mr. Dharam Chand Jain, Independent Director

- 45+ years of experience in the field of textile and knitted fabric industry
- Chairman of K.D. Sarees Emporium Private Limited. Joined the company as a Board member in 2003

Mr. Ashok Bhandari, Independent Director

- Chief Financial Officer and President at Shree Cements Limited for over 25 years
- 40+ years of experience as a key executive negotiating with banks, governments, JV partners, and technology & equipment suppliers

Mr. Vinod Kumar Kothari, Independent Director

- Chartered Accountants and Company Secretary
- Former chairman of the Institute of Company Secretaries of India. He is an author, trainer and expert on specialized areas in finance

Mr. Vikash Agarwal, President

- New generation industrialist, graduated from St. Xavier's College, Kolkata and completed Diploma in Marketing from the University of California, USA
- Brand Director of premium brands, 'Macroman M-Series' & 'Macrowoman W-Series' along with the other brands, 'Softline' & 'Footline'. He is also managing the Group's Finance function and Investor Relation Activities
- President of Indian Chamber of Commerce and also associated with Young President Organisation (YPO), acting as a Board Member of the Calcutta Chapter

Mr. Rajnish Agarwal, President

- New generation industrialist, Master's in Business Administration in Marketing from University of Cardiff, U.K.
- Brand Director of brands, 'Bumchums' & 'Euro'. He also looks after the branding related activities in Rupa

Mr. Dinesh Kumar Lodha, Chief Executive Officer

- Extensive experience in business leadership – built businesses, scaled-up growth stage businesses, managed complex organizations as the CEO, worked in global matrix organizations with multiple stakeholders
- Member of ICAI and ICSI, he is possessing Black Belt (quality certification) in Lean Six Sigma, GE USA. Graduated from GE Crotonville, USA in Executive & Strategic Leadership (GE MDC) and from ISB Hyderabad in course on Marketing Strategies in Competitive Environment

Mr. Siddhant Agarwal, Vice President

- New generation young and dynamic industrialist completed M.Sc. from University of Warwick, U.K.
- Joined in the year 2016 and was instrumental in bringing two international brands, i.e. French Connection U.K. ('FCUK') and Fruit of the Loom ('FOTL')
- Looks after the business of these two international brands in India along with Modern Trade

Mr. B. K. Singh, General Manager – Dyeing

- More than 35 years of expertise in the field of Dyeing and production operations
- Previously worked with Suryawansi Dyeing Mills

Mr. J. Rajendra Kumar Singh, General Manager – Production

- 20 years experience in production and operation in textile
- Ex-VP/Head Operation – Manufacturing, Gokaldas Images

Mr. Pronob Mukerji, General Manager – Marketing & Media

- More than 17 years of experience in Marketing & Media
- Previously worked with Page Industries

Mr. Randhir Singh Jolly, General Manager – Modern Trade

- 15 years of experience in the field of textile, Apparels & Innerwear
- Previously worked with Bombay Dyeing and Raymond's

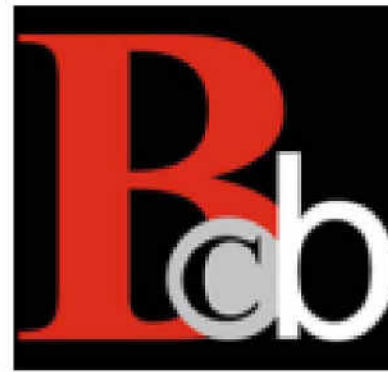
...maintaining brand leadership over decades



Most Promising Brand 2018
The Economic Times



Indywood Excellence Award
2017
Govt. of Telangana



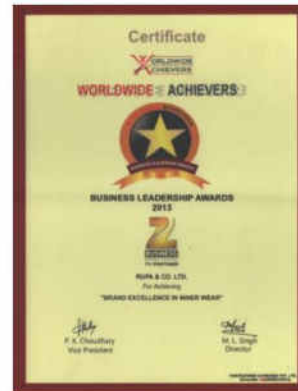
Best Corporate Brand 2016
The Economic Times



Indian Power Brand 2011-12



The Worlds Greatest Brand 2015
Asia "Macroman M-Series"



Worldwide achievers(Zee)
Business Leadership Awards 2013



First Indian innerwear
manufacturer as licensee
of SUPIMA

1. Affordability

Broad & unparalleled product portfolio

Brands across a wide price range

2. Scalability

An integrated & efficient business model

State of Art Manufacturing facility

Far-reaching footprints

Quality implemented at all levels

Unwavering focus on R&D

3. Inspirations Brands

Accelerating the launch of inspirational brands

Deepening commitments by consistent investments

1. Broad & unparalleled product portfolio



Innerwear

- Vests
- Brief / Drawer
- Lingerie



Thermal Wear

- Vest / Upper
- Lowers



Casual / Athleisure

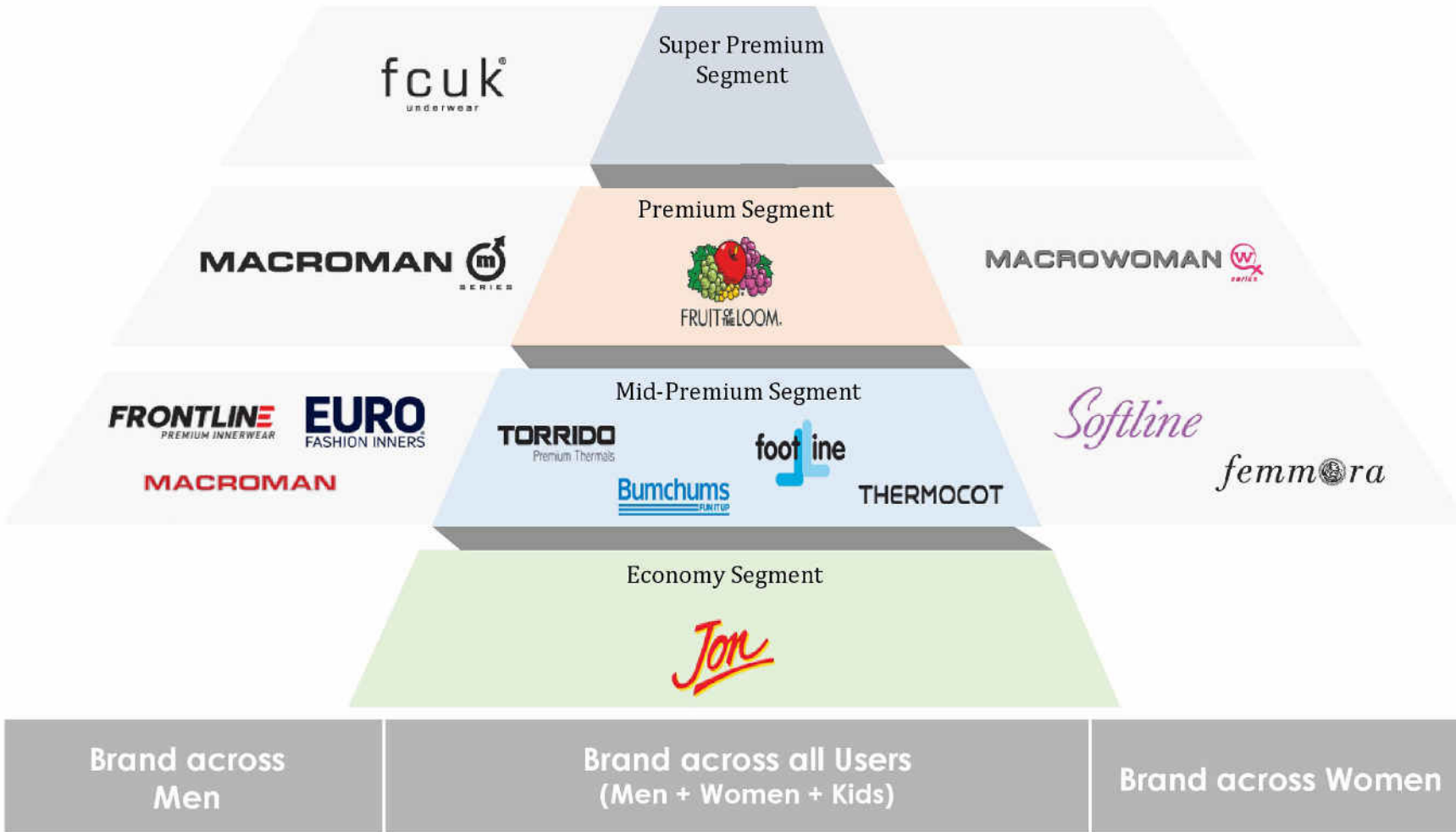
- Leggings & Casual Wear
- Socks
- T-shirts
- Bermudas & Tracks
- Athleisure & Winter Fashion



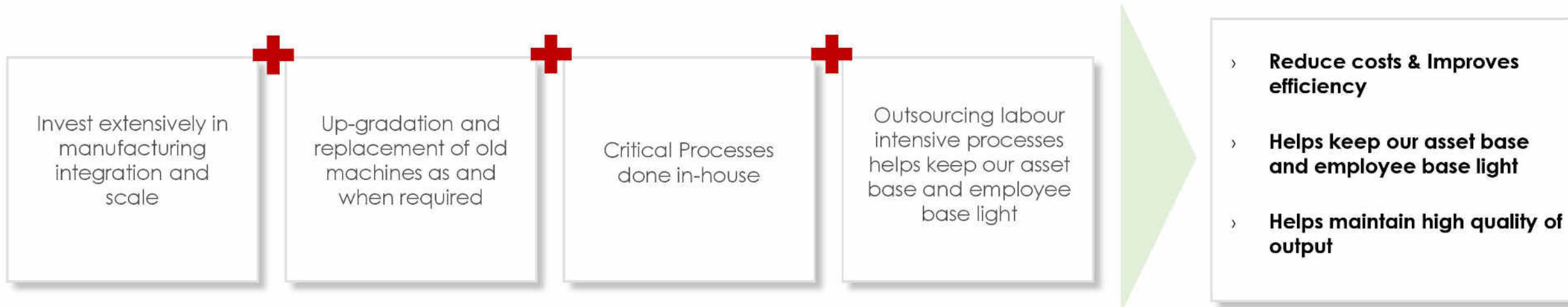
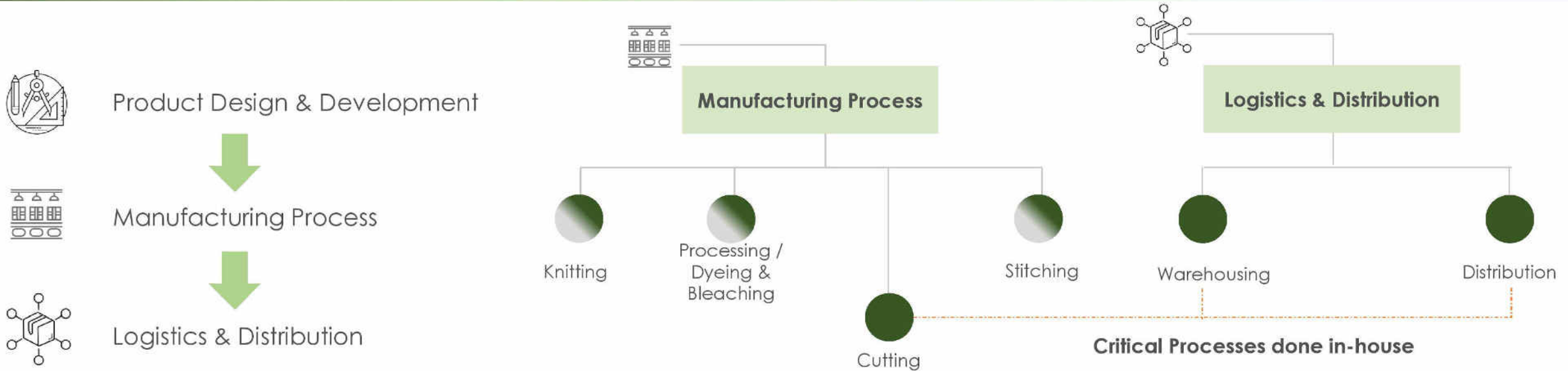
"Rupa overhauls its portfolio periodically to the fast-changing requirements, evolving the market in line with changing times."

1. Brands across a wide price range

Diversified product offering across customer types, product categories and price segments



2. An integrated & efficient business model



2. State of Art manufacturing facility



Continues investment in R&D to produce environment-friendly clothes and minimize carbon footprints

Domjur (West Bengal)



Tirupur (Tamil Nadu)



Bengaluru (Karnataka)



Ghaziabad (NCR)



Knitting: State of the Art Knitting process done at our manufacturing plants



Dyeing: Best in class technology for dyeing and bleaching to maintain competitive quality standards



Cutting: CNC and CAD technology is adopted to have accuracy in design and consistency in quality and quantity with minimum use of labour



Stitching: Specification and technical know-how support provided to all vendors to have consistency in quality

25 tons/day

Fabric Dyeing

7,00,000+

Finished Goods per day

3 tons/day

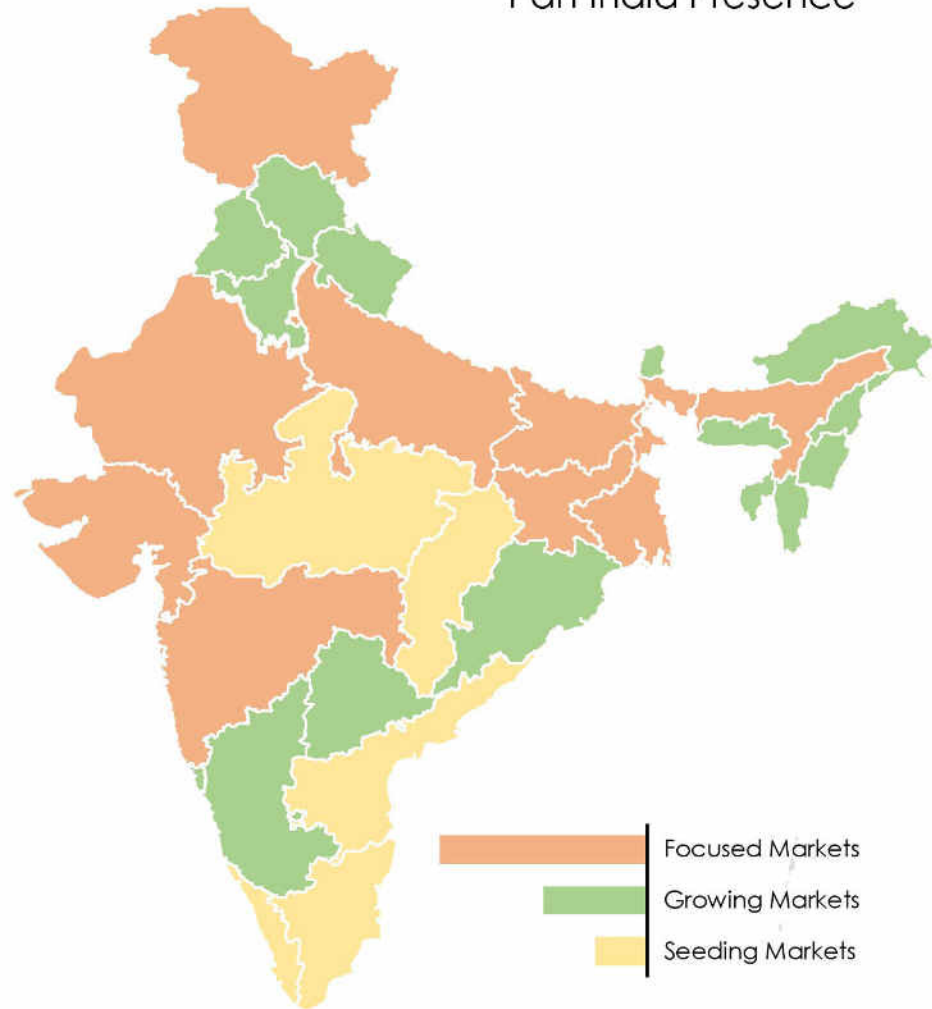
Yarn Dyeing

7,000+

SKUs

2. Far-reaching footprints

Pan India Presence



→ RUPA enjoys very strong position in the East of India and has gained significant presence in the North followed by the West of India

→ Strategy is to foray in newer markets by appointing new distributors and building experienced team and further penetrate in the existing markets

→ RUPA is increasing its footprints in South India and plans to expand and improve market share going ahead

→ RUPA has a wide range of product portfolio which helps it to strategise the product offering suiting to the different consumer preferences of the respective states

→ **Exports:** RUPA exports its products in Middle East Countries like UAE, Saudi Arabia, Kuwait, Iraq, etc. Myanmar, Ukraine, Algeria, Indonesia, Nigeria, Congo, Russia, USA and Singapore among others and it aims to strengthen its presence in the existing markets and introduce localised products as per the varied preferences of the consumers

1,200+

Dealers

125,000+

Retail Outlets

2. Quality implemented at all levels



Pursuit of quality without compromise is achieved by single-minded focus on innovation and research, continuous upgrading of machinery, stringent quality control measures, and international-standard production norms

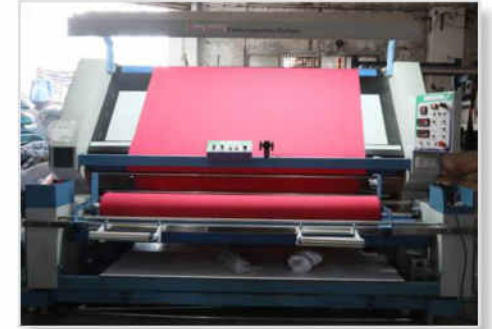
Quality is implemented at all levels, from Project Planning, Design and Documentation, to Execution and Supervision

Application of advanced technology at every level – from planning to production – gives Rupa products the leading edge

Multi-pronged use of technology helps to meet all the required specifications, ably assisted by a trained pool of highly-qualified scientists and technicians

Understanding the value of research, the ultra-modern laboratory at Rupa's Dyeing and Processing Plant gives advanced developmental support to the daily operations

The Dyeing unit is supported by an advanced in-house R & D unit, which continually strives to bring cutting-edge technology and know-how to production processes.



"Quality is our lodestar at Rupa. Since inception to the present day, we have never, and we shall never, compromise on quality. Because, if you follow quality, everything else will follow automatically."

2. Unwavering focus on R&D



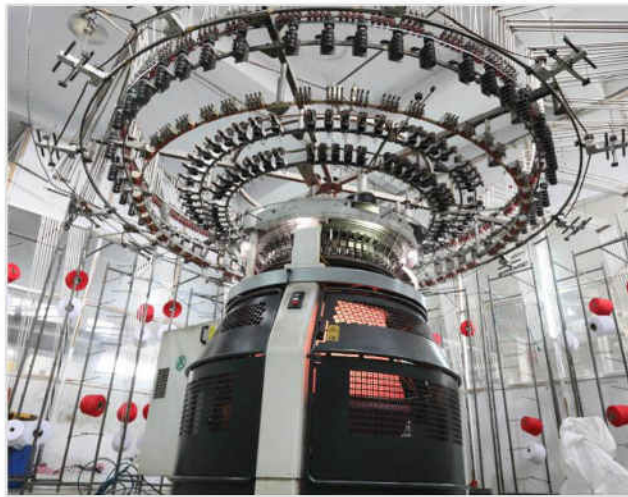
We put in a lot of research and effort to give environmentally friendly clothes

Innerwear, thermals and hosiery products are made from superior and natural fibers that are grown in sustainable farming methods

Most of our fabrics are biodegradable

Regularly upgraded and modernized production technologies help to conserve and recycle precious water and energy

We make soft, breathable, lush and comfy knitted wear that also replenish the environment in every way we can



Harnessing the power of technology allows to conform to international standards of fastness properties like rubbing, perspiration, light and washing

Each of Rupa's product proudly flaunts the Colorfast guarantee

Much of the research is focused on enhancing the standards of colour in the quality control laboratory

Up-to-date, high-performance equipment and matching software is used to aid perfect colour formulation and colour correction, as well as testing for colour-fastness, and effects

Our products conform to international standards of fastness properties like rubbing, perspiration, light and washing and come with a Colorfast guarantee

3. Accelerating the launch of inspirational brands



- Exclusive license to develop, manufacture, market and sell the FCUK brand of innerwear and related products in India
- Access to a global brand with strong brand recognition in the super premium segment
- Brings global expertise in improving other areas as well viz., manufacturing processes, designing capabilities, logistic management, etc.
- More than 30 distribution points at pan India level, available on Amazon, Myntra, Paytm, Flipkart and other E-commerce Portals

Well-known & largest International brands in the innerwear category

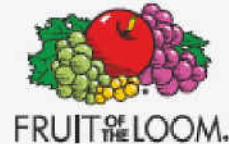


fcuk[®]
underwear

Making luxury accessible

Rupa – A truly Global Indian

Premium innerwear based on comfort accessible



Globally known premium apparel brand

- Exclusive license from Fruit of the Loom, Inc, to manufacture, distribute, advertise and sell innerwear and outerwear products for men, boys, women, girls and toddlers in India, under their brand names
- Exclusive tie up with Amazon and Central; more than 60 distribution points at pan India level
- Widely accepted by the consumers

3. Deepening commitments by consistent investments

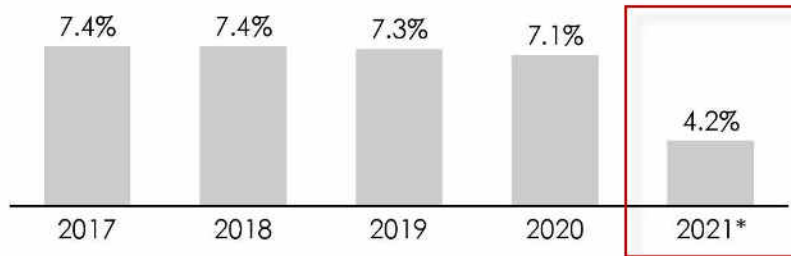
“ Strong brand recall developed through consistent investment in advertising and brand promotion strategies ”

Over **Rs. 1,000 crores** spent on brand development in the last decade

Rs. Crs.



Consistent annual investment of 6-8% of sales in brand development to create a robust portfolio

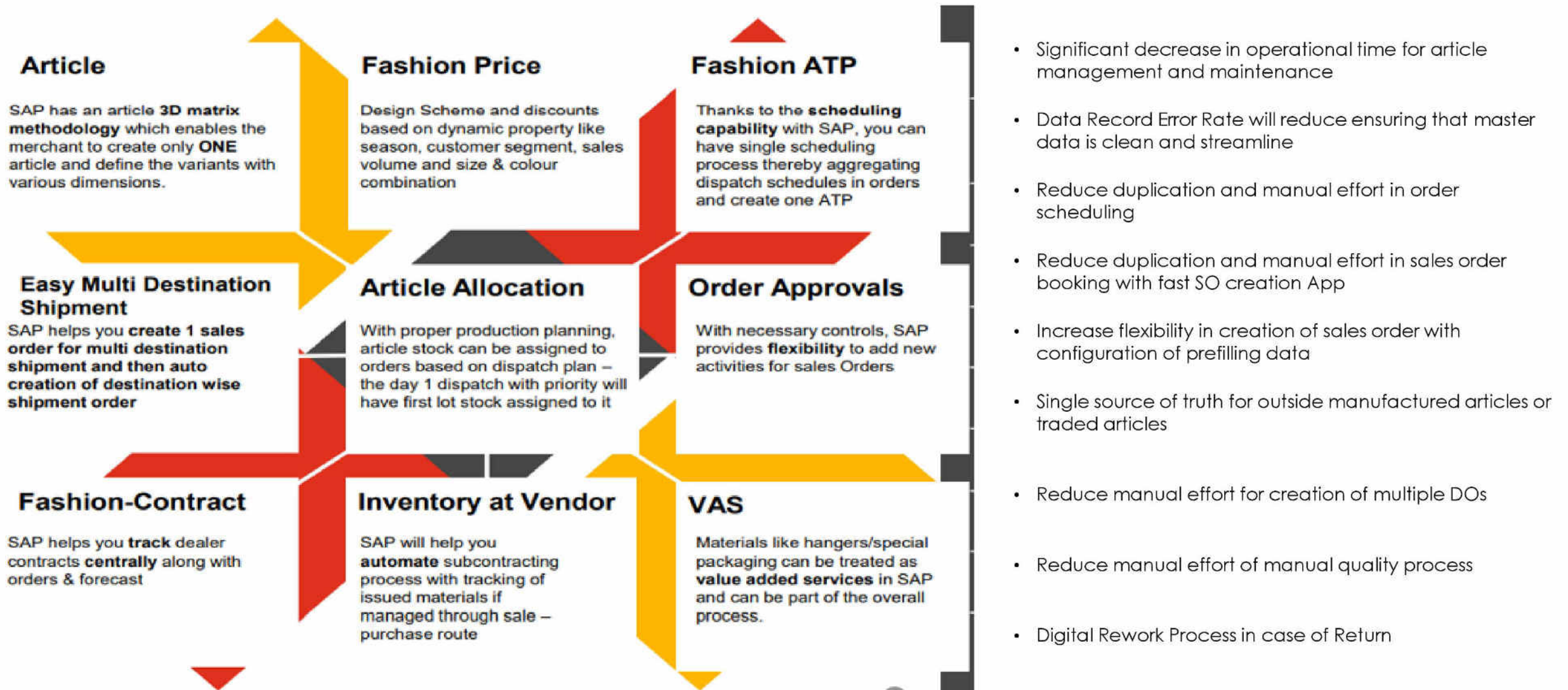


* Lower in 2021 due to CoVID, no brand expense done in H1FY21

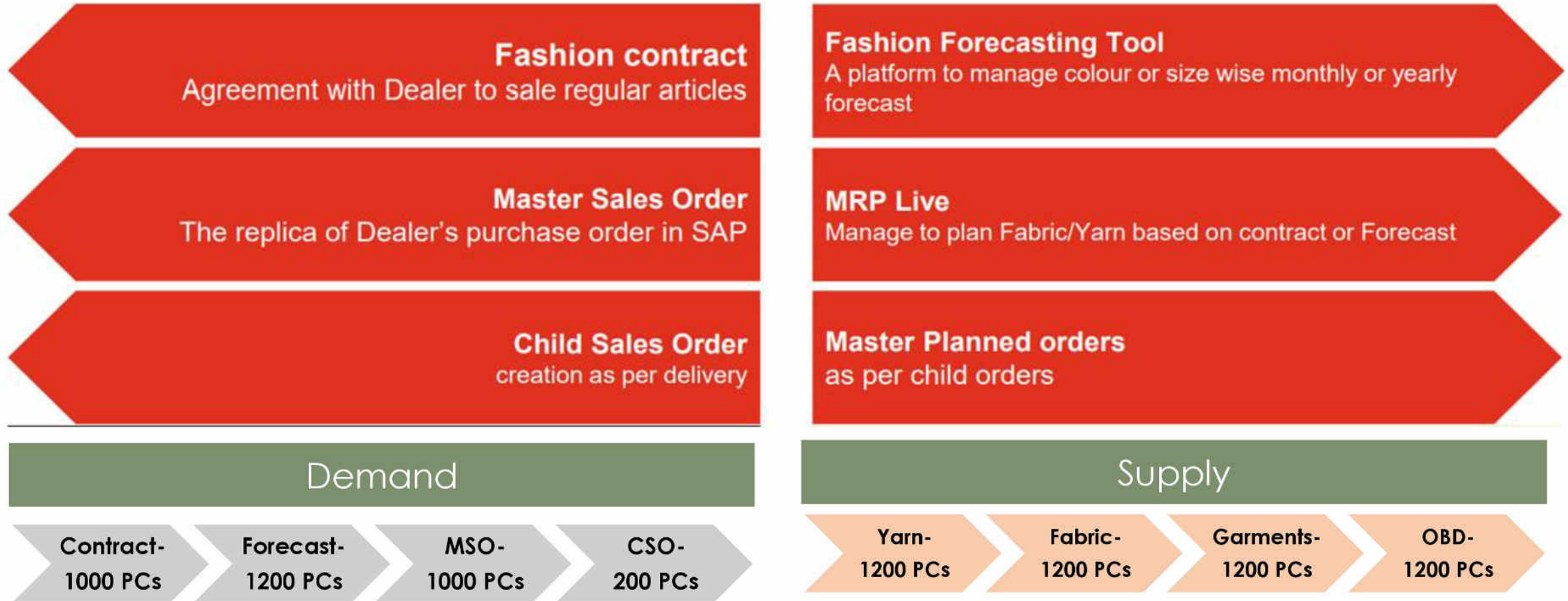
Brand Development Cost (Rs. In Cr)

Expect Branding and Advertisement Cost to come back to normalcy i.e. 6-8% of revenues in FY22





Fashion Demand Planning – Dealer Contracts, Order & Forecasts





GROWTH STRATEGIES



- Plan to have presence through 300 LFS in the next 2 years
- Plan to roll out 150 more EBOs in the next 2 years
- Enhance brand visibility through increasing online presence

Moving from wholesale distribution channel to a direct distribution channel for some products

Foray in newer markets and further penetrate in the existing markets



Aim to increase share in premium + super premium category

1. High Margin Business

Plan to grow through in-licensing or inorganic brand associations as well through organic growth of the Casual wear range

2. Active & Womenswear

Leggings under the brands "Softline" and "Femmora" have significant growth and widely accepted by the consumer

3. Focus on Thermal wear

Plan to cross Rs. 200 crores of Thermal wear revenue in next 2 years

4. Focus on Exports

Focus to double exports and tap new geographies in the next 2 years

5. Foray in new markets in India

7. Modern Retail EBOs E-commerce

6. Re-organising the Distribution Channel

1. Scaling high margin revenue stream



One of the Largest Premium Brand of Innerwear, Leisurewear, Sportswear, Activewear & Athleisure, for Men & Women

Macroman M-Series and Macrowoman W-Series have top notch fabrics, are styled by cutting edge designers, available in a variety of colors and patterns, with interesting accents and a range of exciting cuts for fashion and comfort

Direct distribution model with access to retailers through own sales personnel



1. Scaling high margin revenue stream

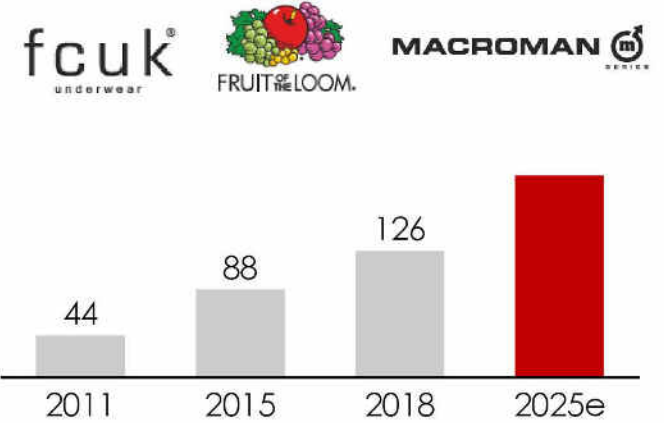


- Vision to occupy the white space in the category and consumer mindscape where the aspirational Indian consumer can show off his style quotient and discerning taste
- Catering to the brand sensitive Indian youth, aspiring towards super-premium product categories
- Making luxury accessible to the Indian consumers
- Given its super-premium positioning, distribution largely through its retail MBO's (very selectively present across premium retail locations) along with an aggressive ecommerce strategy
- Company is targeting 6,000-8,000 doors in the next 3-5 years

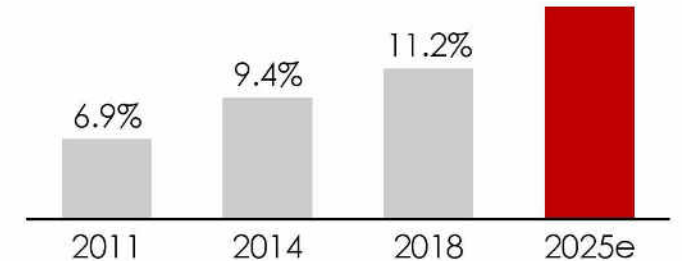


- Fruit of the Loom is positioned within the large, fast growing mass-premium category, providing significant room to create scaled-up brands, comparable to the value segment
- Aim is to make premium innerwear based on comfort accessible to the consumer and become the by word for the category
- Given its premium positioning, follows an aggressive distribution led strategy; extensive presence across 3,280 retail touchpoints (MBO's) along with a strong online focus
- Company targets expansion into 30,000+ doors in the next 3-5 years

Premium + Super Premium*
(Rs. in Cr)

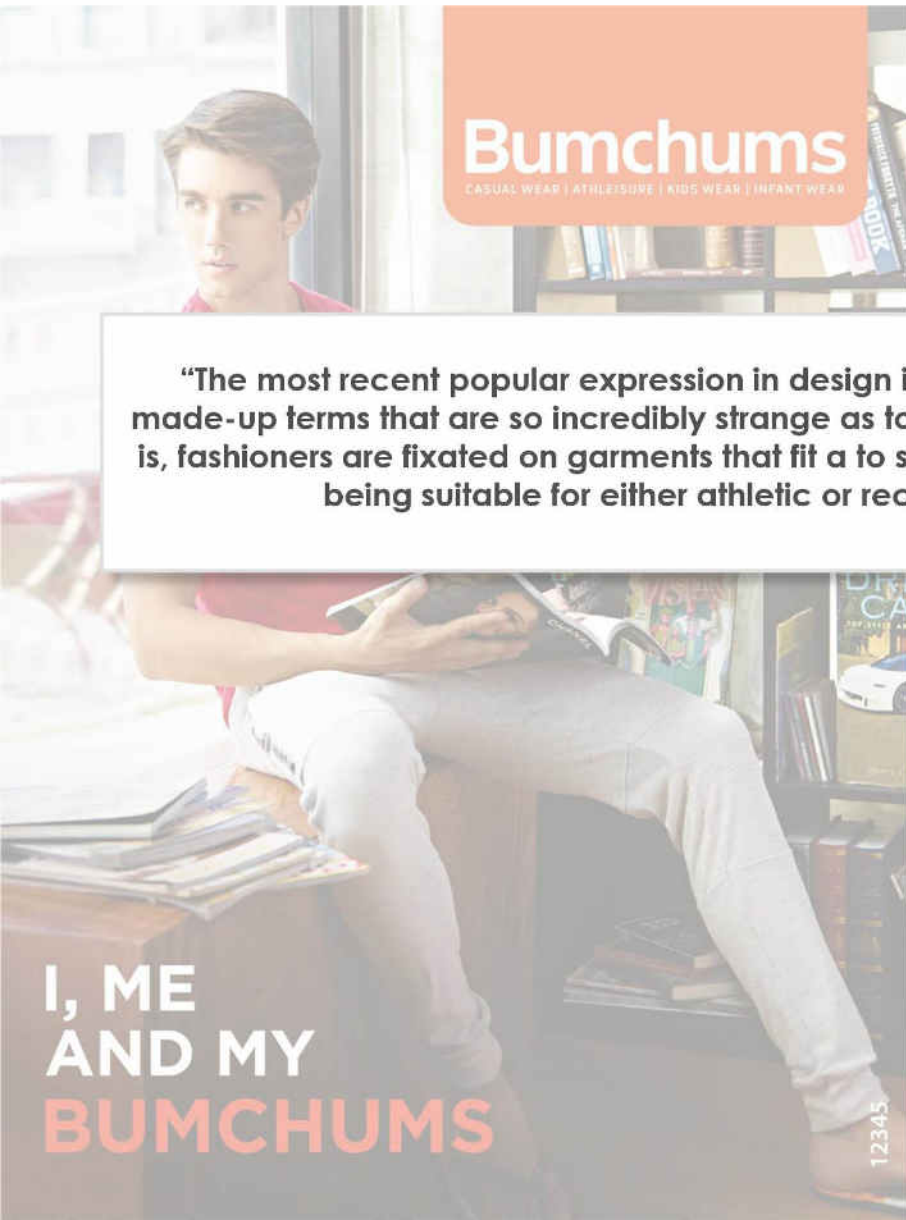


Premium + Super Premium*
(% of revenue)



* Includes FCUK, Fruit of the Loom and M Series

2. Reinforcing high growth segments – Athleisure



Bumchums
CASUAL WEAR | ATHLEISURE | KIDS WEAR | INFANT WEAR

“The most recent popular expression in design is "athleisure," one of those made-up terms that are so incredibly strange as to be flawlessly illustrative. That is, fashioners are fixated on garments that fit a to some degree general class of being suitable for either athletic or recreation interests”



Range for Men, Women and Kids

Bumchums range of T-shirts, Bermudas, Tracks and Muscle Tees is designed for those who hate seriousness

High Growth Potential in Active / Thermal Wear

Health and lifestyle focused

Active wear segment industry has grown by ~13% CAGR since 2011

Athleisure - Anything from active leisure wear to workout clothes

Winterwear - From lounge wear and full sleeve t-shirt to classic stylish hoodie

2. Reinforcing high growth segments – Womenswear



- Pioneering Premium Leggings, Lingerie and Outerwear brand with a huge range of wardrobe essentials to seek ease with a fashionable edge
- Softline aims to make 'comfortable' the new fashion statement. 'Softline' has always pushed the envelope in terms of innovation, variety and comfort
- Brands mantra 'Effortless You', communicates exactly to reach out to the primary consumer base, i.e. young women, fulfilling their need for comfortable yet stylish Lingerie, Leggings and Casual wear
- Variety of leggings, crafted from unique 4D cotton stretch fabric for added comfort
- Available in 250+ colours for all sizes
- Outerwear consist of Western Kurti pants, Palazzo pants and Knitted pants. Crafted from high quality cotton, blended with elastane that allows free movement for daily wear

Softline

Plans to scout for opportunities in Women Wear to develop brand capabilities, manufacturing ability or distributional reach

3. Reinforcing high growth segments – Thermal wear



THERMOCOT

Your ideal companion during winter months. Now, you can stay warm and stylish in winters

Thermocot fabric is knitted on hi-tech machines with a perfect blend of Cotton and Polyester to give a perfect and warm fit even in the lowest temperatures

TORRIDO

Premium Thermals

Exquisite range of thermal wear

Available in a variety of exciting colours, trendy styles and all sizes, it is ideal for every member of the family

So stylish yet thin that you can step out in your Torrido for morning jogs or even wear it under the shirt for a business meeting

Plan to cross Rs. 200 crores of Thermal wear revenue in next 2 years

4/5. Focus on Exports and new markets



UAE | Saudi Arabia | Kuwait | Iraq | Myanmar | Ukraine | Algeria | Indonesia | Nigeria | Congo | USA | Singapore | Russia
and many more



Exports of Rs. 25 crores in FY20 | Plan to double export revenues by FY 2022

6. Excellence is all about Simplifying and Optimising



Better control on prices with well-defined margins for distributors and retailers

Better inventory management with mapping of primary and secondary sales

Improving inventory turnover with support to distributors and direct interaction with retailers

Increase sales through increasing presence and availability at retail counters of all the SKUs

7. Prudent investing to drive business forward

MODERN RETAIL TRADE

Currently have 150+ stores

Strategy:

- › Increase Brand Footprints across all brands creating special product line more relevant for Modern Trade
- › Improve on time order serviceability to avoid revenue loss
- › Create a robust, tech driven warehouse infrastructure
- › Become a secondary sales driven company, investing on Brand staff

Future Plan:

- › To have presence through 300 counters in the next 2 years



EXCLUSIVE BRAND OUTLETS

Currently have 11 stores

Strategy:

- › Create small to mid sized Franchise Store Model with best-in-class SOPs
- › Build and nurture, competent Franchisee Management Organisation Capabilities
- › Establish Franchise model within Top 50 Cities
- › Invest in Key enablers like Store design, Branding, IT, CRM, SCM, CS, Marketing & Training / Development

Future Plan:

- › Adding 7-10 stores in next 1 quarter
- › To roll out 150 more EBOs in the next 2 years



ONLINE PORTALS

Present on all e-commerce sites

Strategy:

- › E-commerce Industry is expected to grow double by 2022 (\$50 Billion)
- › Develop a robust tech-based warehouse infrastructure to support Pure Play Market Place business Model
- › Develop packs /Combos based on requirements

Future Plan:

- › Enhance brand visibility through increasing online presence



Different modern retail formats and e-commerce platform offer significant opportunities to propel growth

Substantial opportunity to drive growth



Increasing income levels and high spending power

Growth in penetration of organized retail

Increasing penetration of electronic media leading to branded products

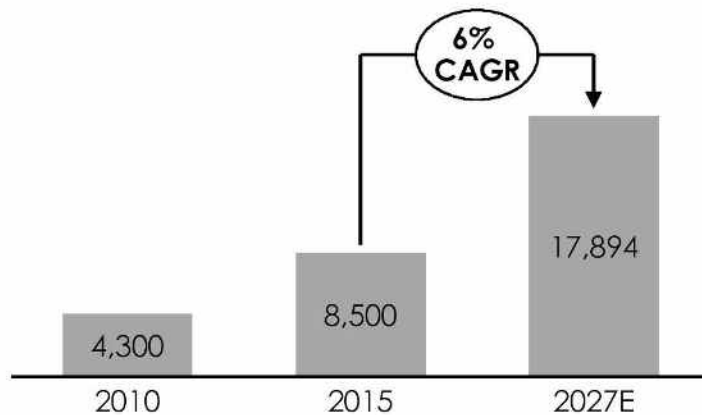


Emergence of purpose-specific innerwear (sporty, casual, fashionable) widening the Market

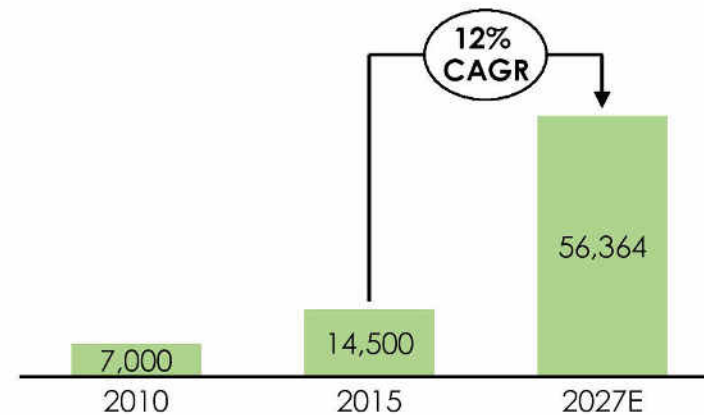
Growing urbanization

Changing Fashion Trends

Men Category (Innerwear Industry)



Women Category (Innerwear Industry)



Rs. In Crs



Providing Safe Drinking Water

More than 400 water filters and coolers installed at public places



Donating Blankets to the needy



Supporting the Meritorious Students

Rewarding the meritorious students, especially the underprivileged children in the society



Promoting overall development of the Girl Child

Promoting Girl Child Education



SHALINI WALK 2020
8th March 2020

Assembly point: Duckback House, 41 Shakespeare Sarani, Kolkata 71

International Women's Day

Event Coverage

Commemorating the International Women's Day on March 8, more than 220 Shalinis, took out a rally from our Duckback House office to AC Market. The energy and zeal of the young brigade was exemplary as they, strode forth brandishing feisty banners and placards that deftly conveyed the most poignant of messages and brought home the critical issues of gender equality, women empowerment and equal opportunities. Decked up in pink, a quintessential colour that celebrates womanhood, the girls took to the roads in a carpe diem fashion.

Our long time partner Rupa and Co. Ltd. provided the pink tees and white caps making the event a delight for everyone. Support from Kolkata Police who ensured a safe and secured road for the girls, was extremely heartening.

This year marked the beginning of a long journey and we have miles to go



Contribution towards Annamitra

Providing Food to the needy children

Donation to the Tribal Society

Upliftment of all from the Tribal society





Providing Food Ration



Providing COVID Beds



Supporting the Mid-Day Meal Project by ISKCON

Providing Food during COVID





Providing education and vocational training to the underprivileged students

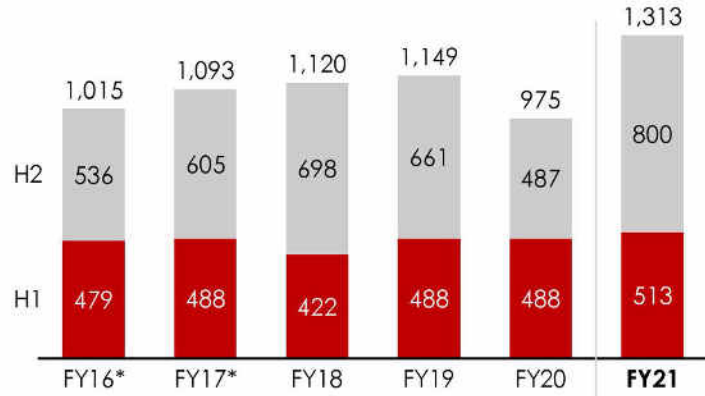


HISTORICAL FINANCIALS

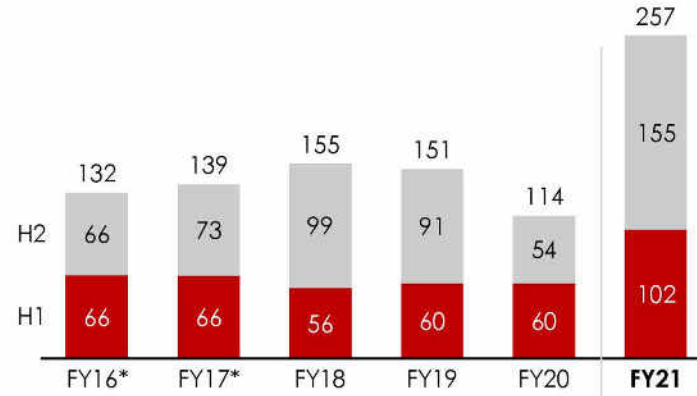
Historical Financials - Consolidated



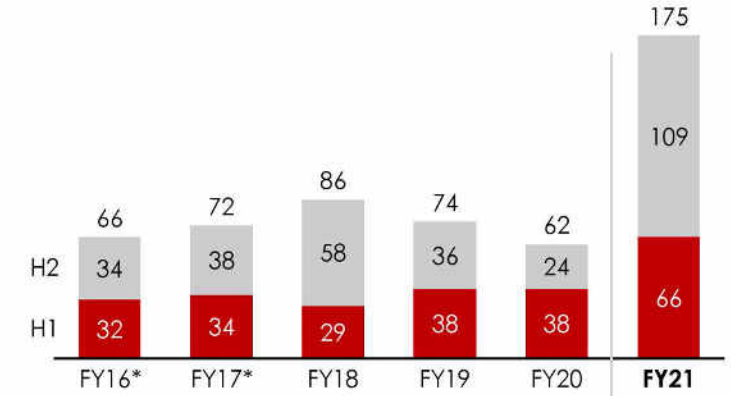
Revenue (Rs. In Cr)



EBITDA (Rs. In Cr)



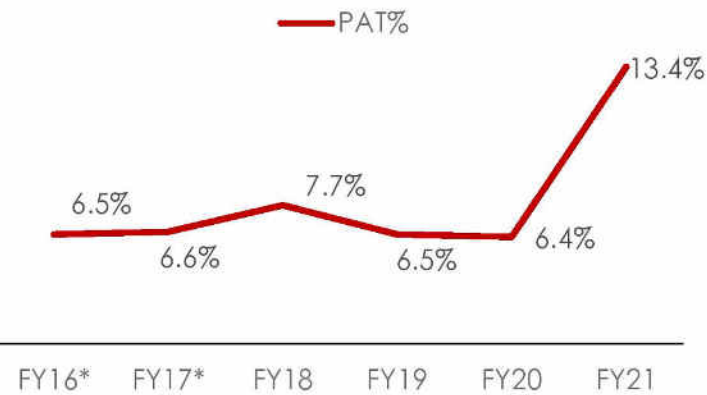
PAT (Rs. In Cr)



EBITDA Margin

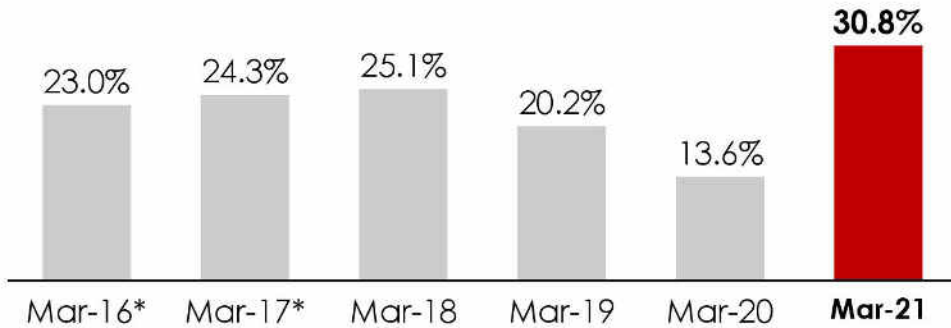


PAT Margin

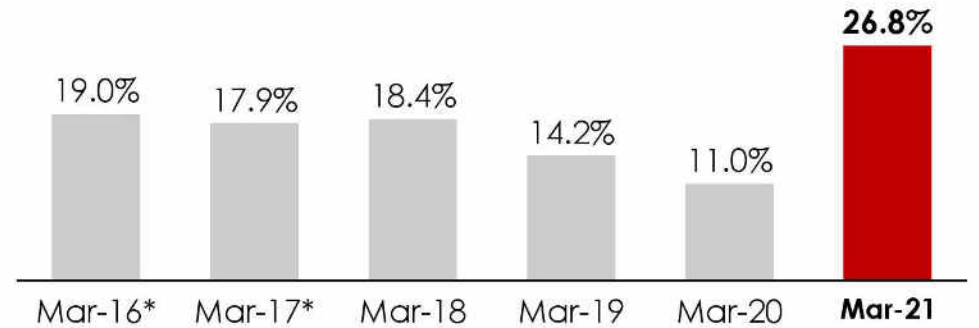


* Financials for FY16 and FY17 are Pre-IND AS

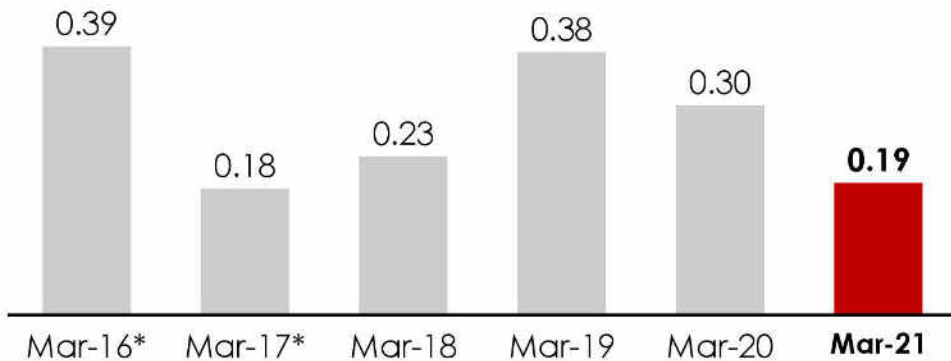
RoCE %



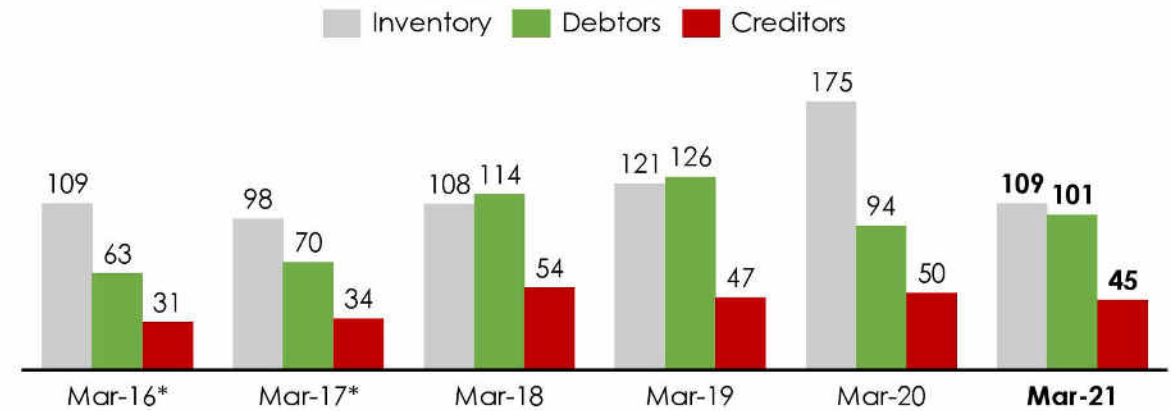
RoE %



Debt to Equity



Working Capital (Days)

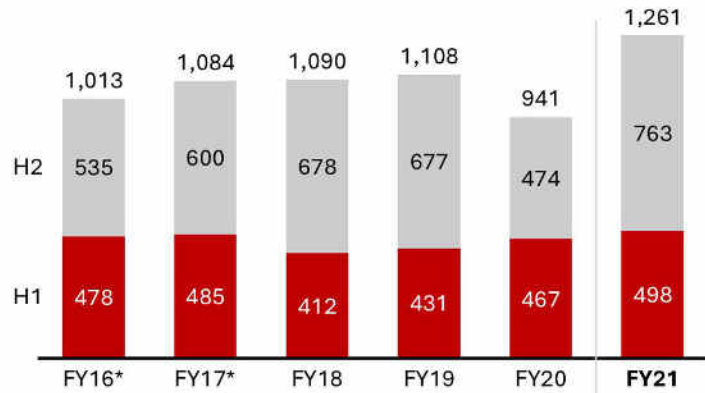


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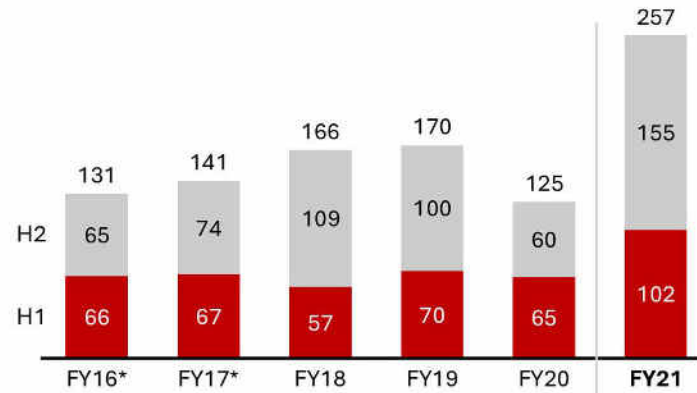
Historical Financials - Standalone



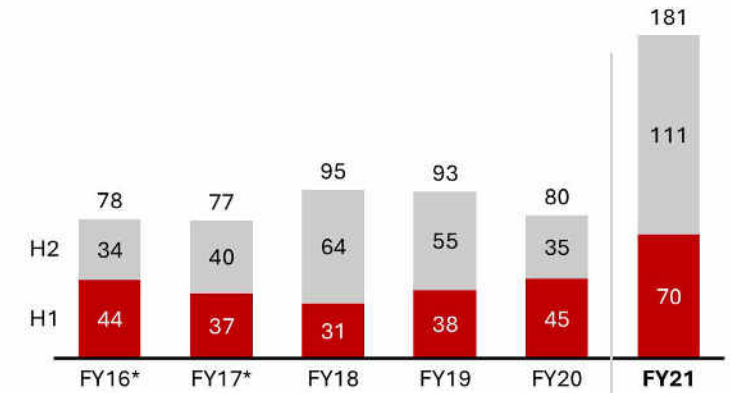
Revenue (Rs. In Cr)



EBITDA (Rs. In Cr)



PAT (Rs. In Cr)



EBITDA Margin

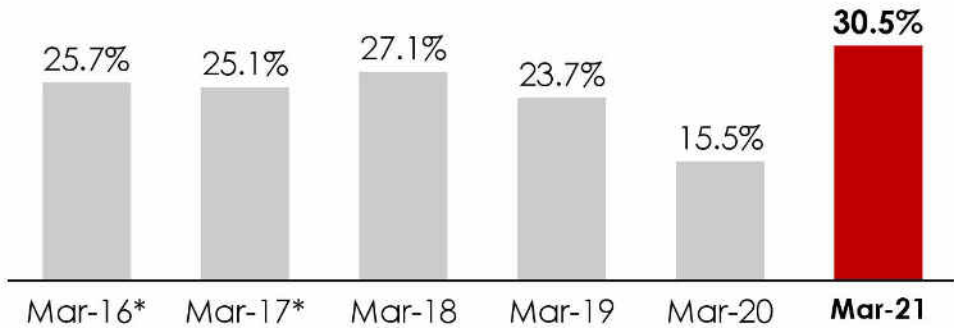


PAT Margin

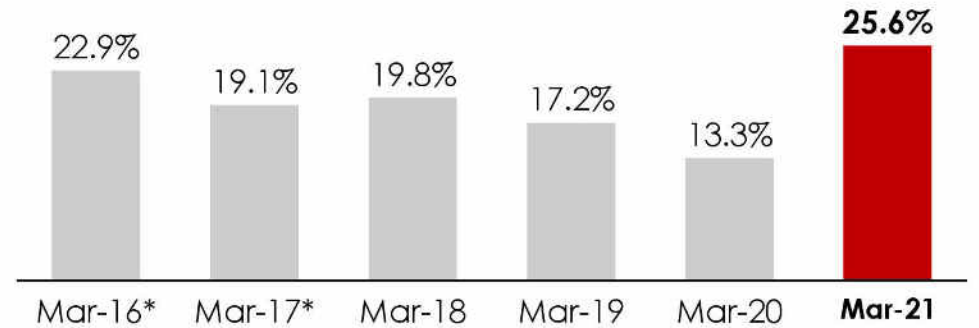


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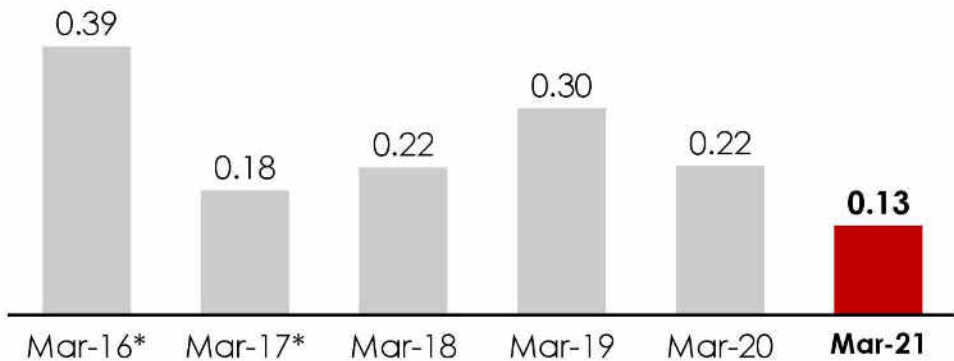
RoCE %



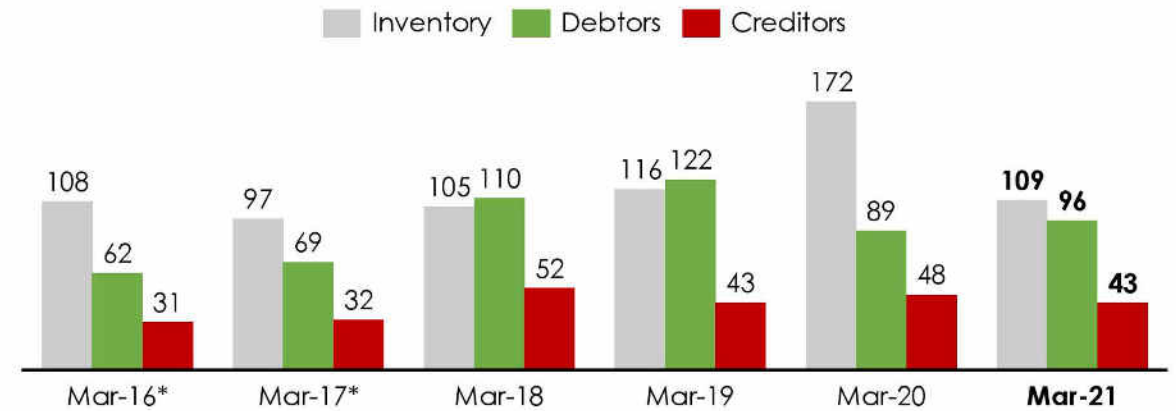
RoE %



Debt to Equity



Working Capital (Days)



* Financials for FY16 and FY17 are Pre-IND AS

Sharing profits consistently



Payout as a % of Profits

24.5%

30.1%

32.1%

33.2%

30.3%

27.7%

32.2%

38.6%

22.7%

Dividend % of FV

Mark of gratitude to our shareholders during the pandemic:
Special Dividend of Rs. 2/- per equity share



Consistently sharing over 20% - 30% of the profits as Dividend to shareholders



THANK YOU

Company:



CIN: L17299WB1985PLC038517

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