

November 08, 2023.

To,

The Secretary,

National Stock Exchange of India Ltd.,

Exchange Plaza, C-1, Block G,

Bandra Kurla Complex, Bandera (E),

Mumbai - 400 051

Symbol: LUXIND

To,

The Secretary,

BSE Limited,

P.J. Towers, Dalal Street,

Mumbai- 400 001

Scrip Code: 539542

Dear Sir,

Sub: Investor Presentation.

Please find enclose herewith Investor Presentation of the Company. The Investor Presentation is also available on the website of the Company.

This is for your information and record.

Thanking You,

Yours faithfully, For Lux Industries Limited

Smita Mishra (Company Secretary& Compliance Officer) M.No:26489

Encl: As above





LUX INDUSTRIES LIMITED

CORPORATE PRESENTATION | SEP'23

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# **MARKET OUTLOOK & COMPANY UPDATE**

#### **Economy & Market Update**

- Continuing inflationary pressures leading to muted demands
- Sluggish export demand
- Domestic demands also remains soft as Q2 progresses
- Yarn prices continue to remain volatile
- 'Omni channel' being driven by players as their core strategy
- Higher discounts to channel partners for better working capital management
- > Moderate consumer sentiments in a bearish quarter

#### **Brand Performance**

- > Clear shift towards organized segment
- Strong brand recall felt Power brands performing well despite inflationary pressures
- ➤ Mid premium and economic segment volume ~8% & ~17% (HY YoY)♠
- ➤ Womenswear brand 'Lyra' volume ~ 12% (HY YoY) ↑

#### **Operational Highlights**

- Forayed into newer product portfolio with focus on athleisure clothing and womenswear segment.
- Aggressive branding and advertising onboarded Janhvi Kapoor as brand ambassador for 'Lyra'.
- Strategically broadening its reach within established markets.
- Increased focus on modern trade and e-com.

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### **ENSURING EVERYDAY COMFORT FOR DECADES**

#### Lux group



### Leadership

No.1

Indian innerwear company (volume terms)

## **₹1160** crore

Combined revenue from operations\*

### **Prominence**

~15%

Share in organized men's innerwear market 95%

Fill rate against industry average of 80%

#### Unique in its value proposition



#### Scale

34 crore

Garment pieces\*\* manufacturing capacity across 7 state-of-the-art plants

### 2 lakh+

Retailer network across India

### 46+

Country export presence

# 3,200+

**Employees** 

### 5K+

SKUs; among industry's largest innerwear ranges. It will be 13K+ if color and size counted separately

### 100+

**Products spanning** innerwear, outerwear and athleisure wear categories

\*HYE'24

\*\* YE Mar'23

### **BUILDING ON A RICH LEGACY**

#### 1957

 Shri Girdhari Lal Todi founded Biswanath Hosiery Mills

#### 1993-1995

- Export commenced across the Middle East, Africa and Europe
- Lux Industries Ltd was incorporated as a Public Ltd Company

#### 2003

 IPO launched- oversubscribed 4 times

#### 2010-2012

- Shah Rukh Khan became brand ambassador for ONN
- Lux Industries launched womenswear brand 'Lyra'

#### 2017-2018

- Varun Dhawan roped in as brand ambassador of Lux Cozi
- Amitabh Bachchan became face of the brands of Lux
- Launched 'Lyra' lingerie
- Lux Classic & Lux Venus Classic relaunched

#### 2015-2016

- Shares listed on the BSE and NSE
- Commissioned Eastern India's largest hosiery product manufacturing plant in Dankuni
- Became Kolkata Knight Riders' primary sponsor

#### 2019

- Kartik Aaryan was onboarded as brand ambassador for Lux Inferno and Taapsee Pannu for Lyra.
- Launched India's first scented vest Lux Cozi
- Launched One8 brand

#### 2021

 Merger of J.M. Hosiery and Ebell Fashions with Lux Industries

#### 2023

- Roped in Janhvi Kapoor as brand ambassador for 'Lyra'
- Onboarded Jacqueline
   Fernandez and Vijay
   Deverakonda as brand
   ambassador's for Lux Cozi

#### 2022

- Setting up of new manufacturing facility at Hosiery Park, Kolkata
- Relaunched brand 'Lux Venus' and onboarded Salman Khan as brand ambassador
- Onboarded Sourav Ganguly for Lux Cozi
- Boman Irani and Satish Kaushik were signed as the face of the brand for Lux Inferno and Lux Cott'swool respectively.

# **LUX PRODUCT PORTFOLIO**



Men's

Innerwear

Vest

Brief

Trunk

T-Shirt

**Track Pants** 

Half Pant

Kidswear

Vest

Mega

Brief

Trunk

T-Shirt





#### Men's Innerwear

**Briefs** Vests

**Boxers** 

T Shirts







#### Mens Innerwear

Vest Brief

Trunk

**Thermals** 



#### **Mens Outerwear**

T- Shirt Half Pant Track Pant **Joggers Jackets** Socks

#### **Kidswear**

**Sweatshirt** 

T- Shirt Track Pant **Sweatshirt Jackets** 



#### Men's Innerwear

Vests **Boxers** 

T Shirts Shorts

Track Pants Winterwear

**Briefs & Trunks** 





**Tracks** 

# PRESENCE ACROSS DIVERSE PRICE POINTS

Categories	Prominent brands			Winter Wear	**Total Revenue in ₹ Cr
Premium	ONN TOTAL COMFORT	Premiums MADE IN INDIA	ONCE		
₹Cr	63	69	07		139
Semi- premium	LUX COZI	Lyra women's wear	GEDX.	Inferno QUILTED THERMALS	
₹Cr	284	194	60	87	625
Economy	WENUS STYLE WEAR	Lux <sup>°</sup> Karishma	Others	COTT'S WOOL	
₹ Cr	305	<b>2</b> 3	33	30	391



<sup>\*\*</sup> Note : Net sales revenue of HYE'24









### WIDENING AND DEEPENING REACH

1,170+ dealers' network

Available in 2 lakh+ multibrand stores and 9 EBOs Stronger e-retail platform presence

13 Depots drive faster distribution in India

550+

Sales teams drive offtake

19

Warehouses (12 states)

Strategically located manufacturing units (West Bengal, Punjab, Tamil Nadu and Uttar Pradesh) to address growing markets









Participated in highly anticipated Apparel & Textile Fair in Dubai, to pave our way for future success in global market.

Lux Industries Limited

### TAKING HOMEGROWN BRANDS TO THE GLOBAL MARKET

Star Export
House
recognition
by
Government
of India



24

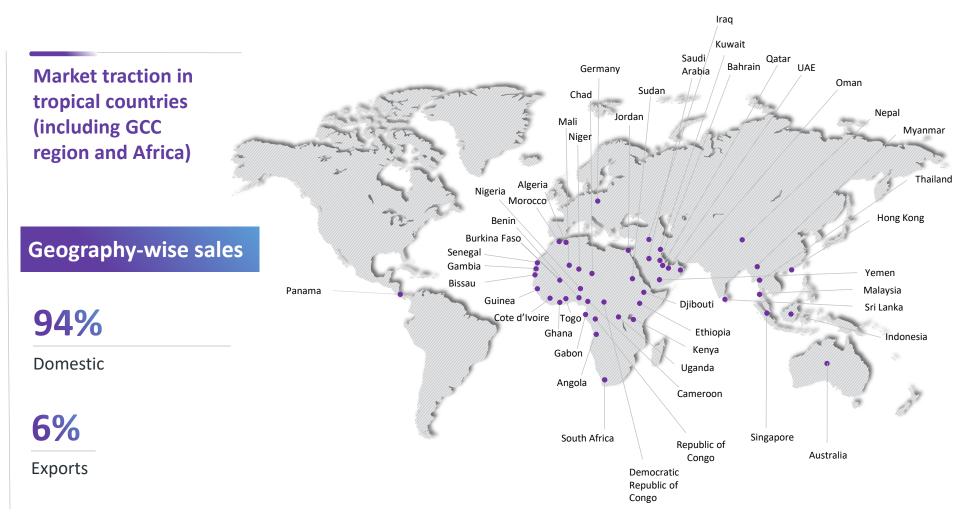
New countries added in past 5 years

46+

Country-wide presence

**60** 

Targeted country-presence by 2025



## **ADVANCING WITH GOOD GOVERNANCE**

#### **Experienced Board**

- Promoter-Directors with 25+ years of average industry experience; expertise-Sales & Marketing, Brand Promotion, Product Development, Board service & Governance
- Independent Directors with expertise in Accounting & Finance, Legal, Product Development & Packaging and Strategy.
- E&Y continuing as Internal Auditor
- Inducted Economic Laws Practice
   (ELP) as Compliance Consultant
- S.K. Agarwal and Co. is the Statutory Auditor

#### **Strong Management Team**

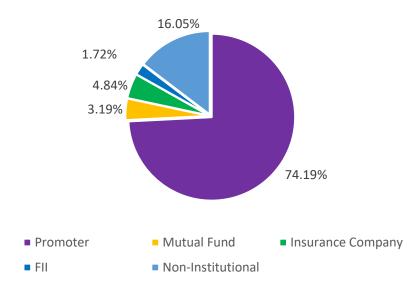
- Inducted several new members in the recent years
- New members include:
   Udai Kumar Agarwal COO

   Prateek Agarwal GM-IT and New Initiatives
   Amit Kumar Goel AVP, Finance
   Ajay Nagar Chief Financial Officer

#### **Growing Trust**

- Marquee investors like Nippon Life India, Jupiter India Fund, Kotak Mutual Funds and Life Insurance Corporation of India, among others
- Covered by key research and brokerage houses such as Anand Rathi, SMIFS, B&K Securities, Phillip Capital





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Women Independent Directors

50%

Share of Independent Directors on Board

# STRENGTHENING INTERNAL CONTROLS

# Robust risk-management framework

- Minimal manual interventions
- Well implemented Cyber Security framework

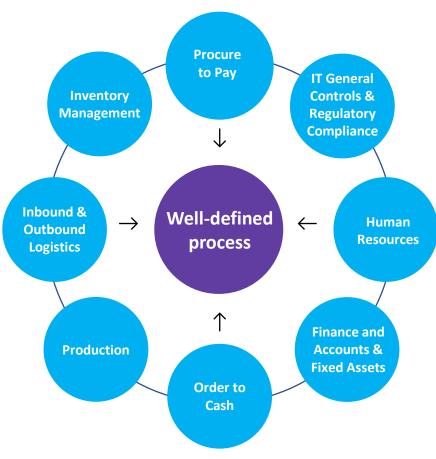
# Organisation-wide accountability

Process to be fully streamlined by 2023-24

# **Execution excellence** through:

- Digital capability
- Streamlined processes
- Higher transparency

#### **SOP** driven culture



15 Opportunity landscape



### **RESPONDING TO MARKET OPPORTUNITIES**

1,170+

Strong distribution channel

3,200+

Employee workforce

20+ years

Longstanding dealer relationship

₹50 crores

Near-term investment to augment production through internal accrual

₹24 to ₹1790

Price range of products

~15%

Existing market share in men's innerwear

₹164 crores

Gross cash balance

674+

Districts-presence in India

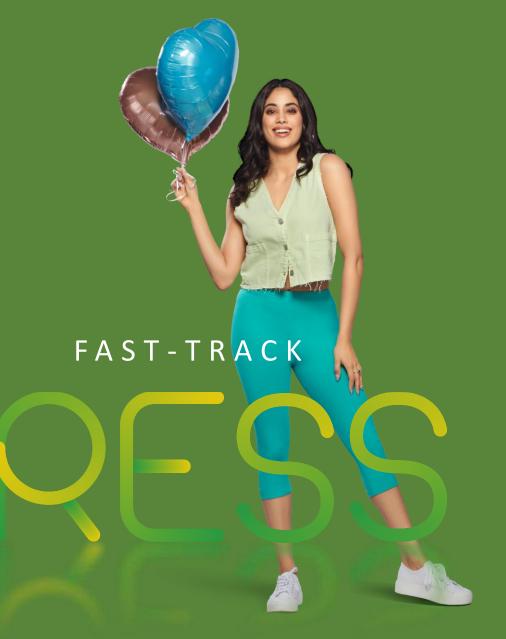






Lux industries Tiruppur factory

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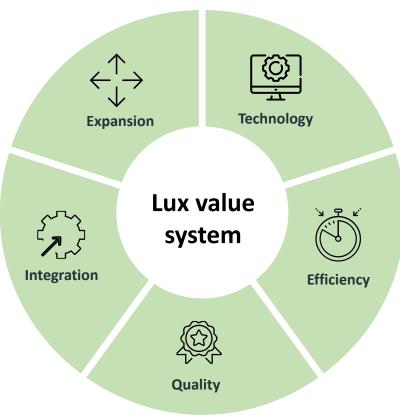


### **GROWTH INITIATIVES**

Expansion: Foraying into new segments and geographies and expanding multichannel footprint

**Quality: Creating new benchmarks** for quality and comfort





Technology: Augmenting digital capability with investments in automation (SAP HANA) for enhanced operational control

Efficiency: Presence across value-chain and scale driving organisation-wide efficiency



### **ENHANCING MANUFACTURING CAPABILITIES**

Demonstrated manufacturing excellence for over 3 decades

Ability to consistently deliver high quality products on timely basis

₹13.4 crore\*

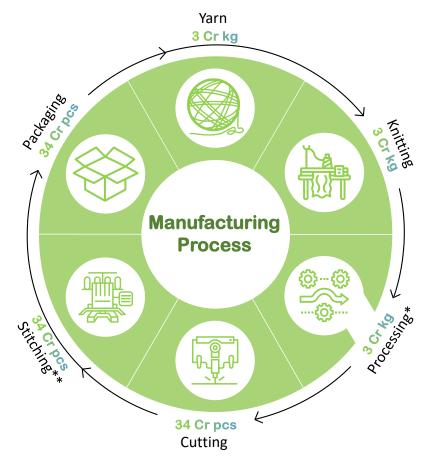
Investment on machines from Italy, Germany, and Singapore











Flexible core manufacturing process

Key focus areas: quality, cost effectiveness and innovation

Completed upgradation and replacement of old equipment

Note \*\*Outsourced to job workers with strong company control

### **VENTURING INTO NEWER REGIONS AND SEGMENTS**

From an innerwear pureplay to a mix of athleisure and outerwear player

Establish presence in 60 countries; grow exports revenue by 60% in five years

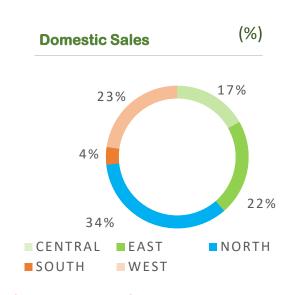
Focus on premium innerwear range:

- ₹139 Crore in HYE'24
- Expected ₹500 Crore by FY25

Future growth in women's wear sector

- More than 12% volume growth in HYE'24
- Expected to cross ₹600 Crore by FY25

Diversify product portfolio in female (innerwear and outerwear) and kids segment



Share of revenues from value, semi-premium and premium products category of HYE'24

Revenue share	Amount %	Volume %	
Premium	12	8	
Sub Premium	54	41	
Economy	34	51	

Share of revenues from value, semi-premium and premium products category of HYE'23

Revenue share	Amount %	Volume %	
Premium	14	10	
Sub Premium	54	42	
Economy	32	48	

### **EXPANDING THROUGH MULTI-CHANNEL FOOTPRINT**

- **Growing wholesale** market presence
- Association with 1,170+ dealers with focused engagement initiatives

**Adopting investment-light #FOFO model** 

**Strong presence in** multi-brand outlets and large format stores

**Target revenue of ₹100 Cr** from online sales in next 3 years

**Enlarging e-commerce footprint with Amazon, Flipkart,** Myntra and AJIO, among others









#FOFO: Franchise-owned-franchise operated



<1%

Dealer attrition

**Exclusive brand** outlets (EBOs)

4,000+

Average daily online orders

160+

Large store formats to showcase the entire product range





### **CRAFTING 360° BRANDING INITIATIVES**

Building brands judiciously

Salman Khan, Sourav Ganguly, Jacqueline Fernandez, Vijay Deverakonda, Varun Dhawan, Boman Irani, Janhvi Kapoor are brand endorsers

Sponsored KKR team in the IPL to enhance brand respect and visibility worldwide



### ₹900 crores

Branding investments in the last seven years including HYE'24

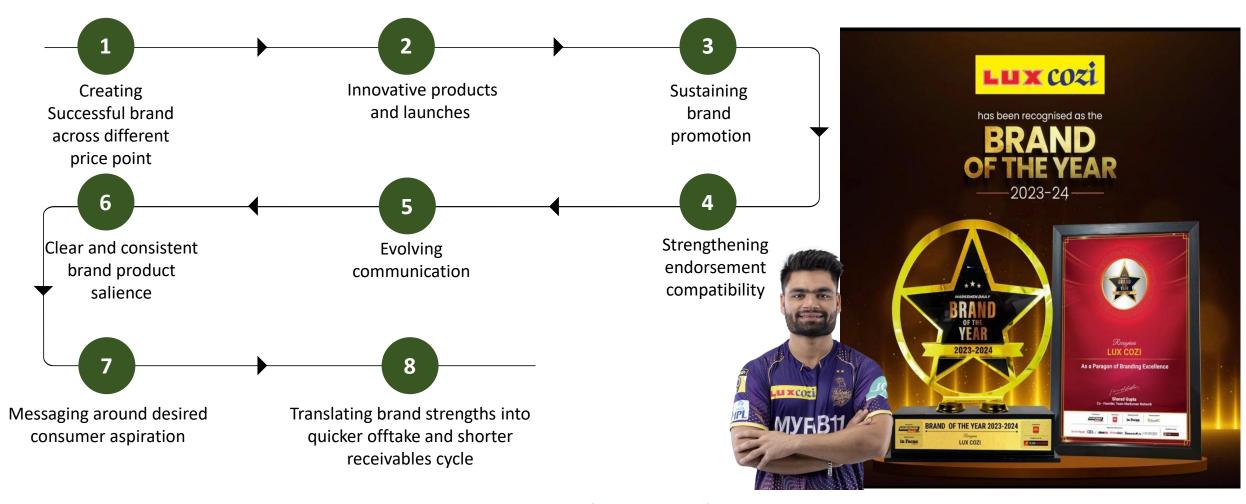
8%

Average share of revenues spent on branding (FY17- HYE'24)

₹11

Return on every rupee spend on A&P for HYE'24

## **CREATING SUCCESSFUL BRAND STRATEGY**



### **ACCELERATING DIGITAL ADOPTION**

IT New Initiatives by developing new age solutions for better customer experiences – led by Prateek Agarwal and his team.

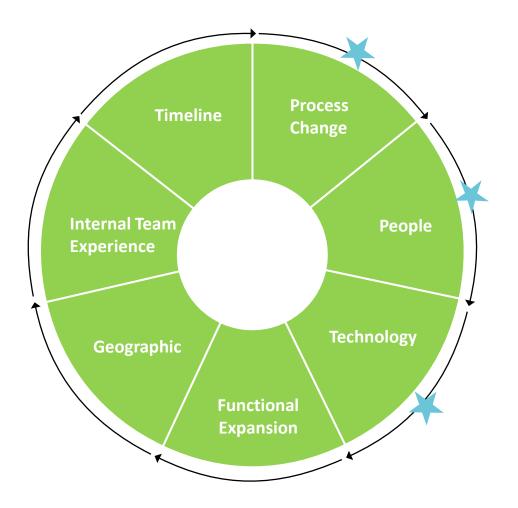
Launched 'Lyra Connect'
Retailer App- a first of its kind
app to directly connect with its
retailers

Led by Bibek Maity, CIO and his 25-member team

Rollout new website "www.onninternational.com" direct ONNline platform for customers

End-to-end IT solutions through dealer integration systems

Enhanced MIS system for business visibility; data-based decision-making



### STRENGTHENING FINANCIALS

Overhauled credit policy to strengthen working capital

14.19%

ROCE, YE Mar'23

Deleveraged balance sheet and created strong liquidity buffer

₹164 crores

Gross cash and cash equivalents, HYE'24

Aggressive investment in brand building with focus on premiumization and brand recognition

Working Capital days has improved marginally on account of better inventory management.

**202** days

Working Capital Days in HYE'23

**177** days

Working Capital Days in HYE'24

**127** days

Inventory cycle in HYE'23

**117** days

Inventory cycle in HYE'24

46 days

Creditor days in HYE'23

50 days

Creditor days in HYE'24

**12**x

Interest cover in HYE'23

**7**x

Interest cover in HYE'24

0.25

Debt-equity in YE Mar'22

0.17

Debt-equity in YE Mar'23

### **OUR LEADERSHIP PROFILE**



Ashok Kumar Todi Chairman

- Visionary, Founder and Promoter
- Commerce Graduate; engaged in the hosiery business for over five decades
- Forte lies in capturing market share, marketing, formulating various policies for growth and expansion
- Introduced attractive schemes for dealers, retailers and consumers
- Associated with various philanthropic organisations in India



Pradip Kumar Todi Managing Director

- Visionary, Founder and Promoter
- Commerce Graduate
- Primarily focuses on product development and production functions
- Deep technical knowledge of the hosiery industry
- Forte lies in developing new patterns, yarn combinations, and knitting technologies & strong business acumen
- Introduced new styles and optimised production costs

### **NEXT GENERATION TAKING VISION FORWARD**



Navin Kumar Todi Executive Director

- Commerce Graduate
- Engaged with the Company for 21 years
- Looking after the brands like GenX and Lux Cozi Her
- Responsible for operations of the Tirupur unit
- Focusing on product premiumisation, new brands and product categories



Rahul Kumar Todi Executive Director

- Post Graduate (Marketing) from GRD, Coimbatore
- Engaged with the company for 17 years
- Looking after the Production function of the Tirupur Unit
- Handled wide range of responsibilities across businesses
- Overseeing several functions like finance, personnel, operations, among others



Saket Todi Executive Director

- Post Graduate (Brand Management) from MICA
- Engaged with the Company for 9 years
- Responsible for premium brands in the retail channel
  - ONN brand and exports market
- Introduced in-house capacity for stitching for better quality and cost control
- Expanded presence by 24+ countries
- Focus on quality; created a loyal customer base



Udit Todi Executive Director

- MSC in Finance from LSE, Economics (Hons.) from St. Stephens College, Delhi.
- Engaged with the Company for 9 years
- Launched brand Lyra +300 crore within 5 years making it the market leader.
- Instrumental in setting up the Dankuni facility with cost optimization.
- Setting up new facilities for further growth plans.
- Expanding women's wear segment into a complete range including inner wear and athleisure.

### STRENGTHENING THE MANAGEMENT TEAM

### **Professionals in key positions**



Udai Kumar Agarwal Chief Operating Officer (COO)

- Qualified Chartered Accountant and Cost Management Accountant
- 13+ years of experience in Manufacturing Industry, Strategic Planning, Setting up of projects, Business Development and Business Improvement.
- Represented many global companies having recognition worldwide such as Creora, PT. Primayudha Madirijaya, etc.



Ajay Nagar Chief Financial Officer (CFO)

- Qualified Chartered Accountant
- 20+ years of experience in Corporate Finance, Accounting, Budgeting, Treasury, Due Diligence, Business Partnering, Investor Relations, Financial Planning & Analysis, Fundraising and Audit.
- Prior to this role, he was associated with VIP Industries (Bangladesh) as Finance Controller, instrumental in the growth path through strong business and financial model



Smita Mishra Company Secretary & Compliance Officer

- Qualified Company Secretary, associated with the Company for the last 14 years
- Heads the complete compliance functions and ensures efficient administration; compliance with statutory and regulatory requirements
- Played a critical role during listing on NSE and BSE

### STRENGTHENING THE MANAGEMENT TEAM

#### Well-defined roles and responsibilities



**Bibek Maity**Chief Information Officer

- Postgraduate (MBA & MCA)
- 22+ years of experience in IT
- Associated with the Company for 5+ years
- Responsible for SAP implementation in the Company
- Enabling smoother business decisions by implementing ITenabled tools



Vice President (Sales)
Sanjay Mittal

- Has led and supported various leadership roles for 25+ years at the company
- Heads the sales function and plays a significant role in formulating the Sales Strategy
- Strong understanding of hosiery market and achieving targets, critical role in gaining market share via new launch with incremental topline



Surendra Kumar Bajaj Vice President (Marketing)

- 35+ years of experience in marketing industry
- Associated with the Company for 6+ years
- Worked with Khaitan Group of Companies before joining Lux
- Instrumental in formulating marketing strategy and plans



Prateek Agarwal
GM – IT & New Initiatives

- Qualified Chartered Accountant and Company Secretary
- 10+ years experience in IT & ITenabled Business Development
- Worked with companies like Vikram Solar, Century Plyboards.
- Demonstrated history of working towards IT-enabled Business Development, ML, IoT, Salesforce CRM

### PREPARED FOR TOMORROW







Push marketing



Men's innerwear



**Professionally-driven** 





**Technology-driven** 















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# **Q2 FY'24 & HYE'24 BUSINESS HIGHLIGHTS**



Volume growth of ~20% Quarterly YoY and ~11% six months YoY.

Quarterly YoY volume growth of ~10% and ~34% in the mid-premium and economy segment brands

Six months YoY volume growth of ~18% and ~3% of Lux Venus and Lux Cozi



Power brand Lyra registering volume growth of ~22% (Q2 YoY) and ~12% (HY YoY)

Wide range of brands and products- catering across all age groups.

Lyra continued to dominate market in womenswear segment



Pivoting from primarily offline to Omni-channel enabled innerwear & Outerwear brand.

Investing in IT infra to build digital platforms and create a connect with the channel partners

Having presence in major ecommerce platforms.



Substantial investment in brand building

Enhancement of brand appeal through targeted marketing initiatives

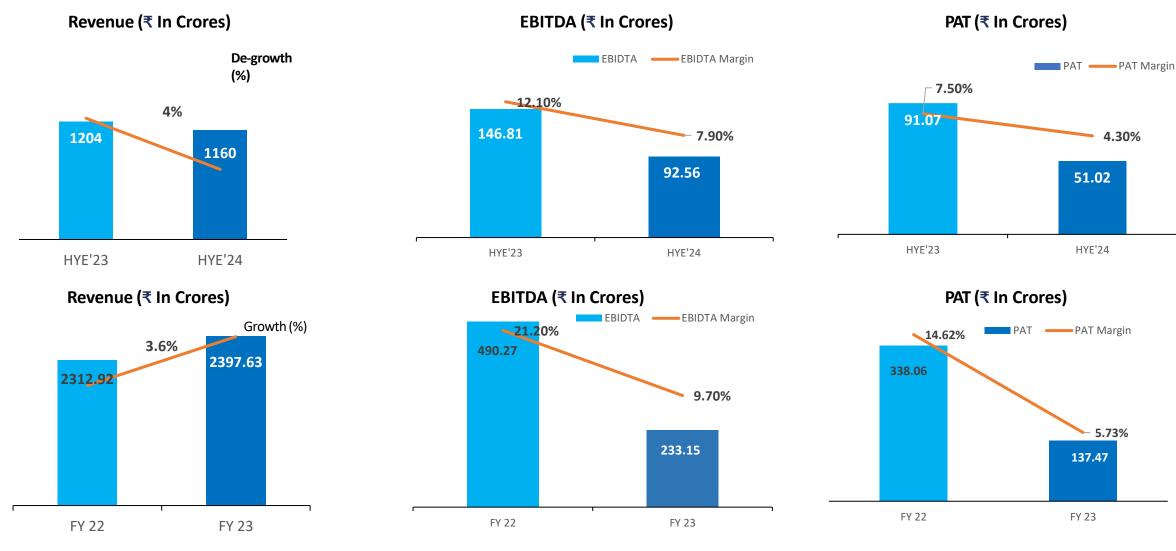


Long Standing Relationships with Distributors.

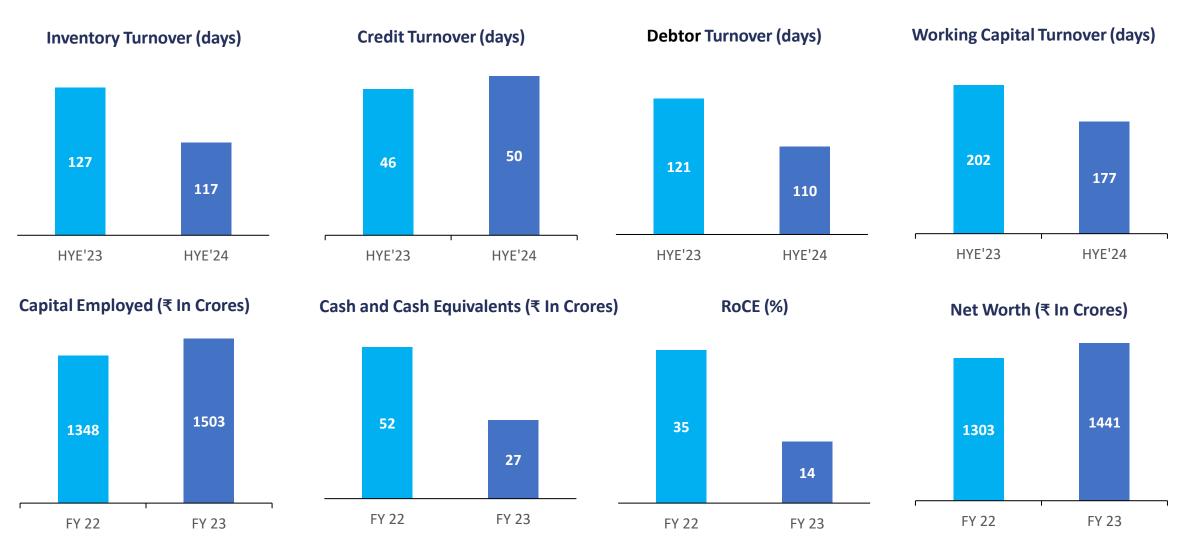
Experienced Board of Directors aided by professional partners

Significant potential and space for growth of our emerging brands

# FINANCIAL SNAPSHOTS- HYE'24 & FY'23



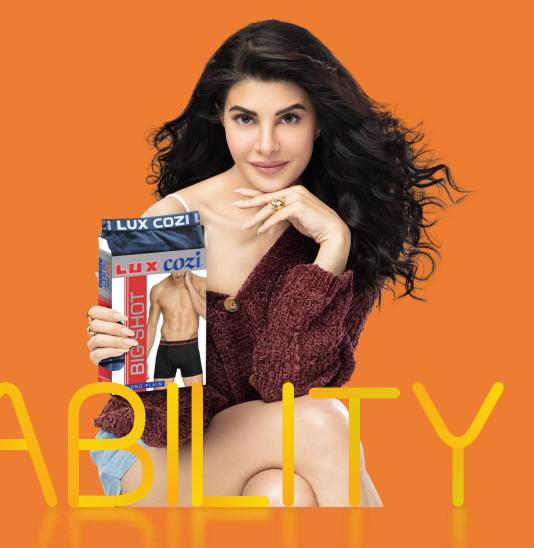
# **PERFORMANCE**



# **BIRD'S-EYE VIEW**

Category	Half Year Ended					
	NSV HYE'24 (in ₹ crores)	NSV HYE'23 (in ₹ crores)	Sales Growth	Volume Growth	ASP Growth	
Premium	139	160	-13.2%	-9.2%	-4.4%	
Mid- Premium	625	650	-4.0%	7.6%	-10.8%	
Economy	391	387	1.1%	17.4%	-13.9%	
Total	1155	1197	-3.6%	10.7%	-12.9%	

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- 43 Environment



### REINFORCING OUR ESG COMMITMENT



- Collaborated with Churchgate Partners to implement ESG
- Provide more transparency in disclosures regarding Environment, Social and Governance related issues
- Guided by the principles to make a difference in society by giving back in equal measures
- Recognizing the need for sustained progress of society to pursue long-term goals that are beneficial for the community

### **ESG Public Profile**

View ESG details of Lux Industries



### CONTINUING SUSTAINABILITY COMMITMENT



Action **Impact** Our products are made of 100% natural fibre and we Hygienic products and reduced environmental use recyclable packaging impact Many suppliers manufacture exclusively for us Consistent product quality and employment generation Manufacturing locally and maximising local sourcing Boosting local economy and well-being in the society Embedding sustainability and circularity across the Including sourcing sustainable raw materials, value chain manufacturing processes, supply chain and waste management Social commitment includes sustainability and Including sustainable raw materials; enhanced workforce management and greater community reach inclusive growth

### WIDENING COMMUNITY IMPACT

Supporting economically backward people through various measures such as by building rest rooms

Addressing environment sustainability

Supporting 180+ elderly people

Focusing on animal welfare benefiting 500+ cows

Making available safe drinking water benefiting 1 lakh+ people

Promotion of traditional art & culture

Supporting the education of the daughters of our employees in alignment with Government's initiative Beti Bachao, Beti Padhao

Providing Education to underprivileged Children

₹0.39 crores

Actual CSR expenditure for HYE'24

₹6.82 crores

Budgeted annual CSR expenditure (approx.)

2,000+

Trees planted in 35-40 acres of land







### SPREADING THE SEEDS OF KNOWLEDGE

Commitment for support of ₹ 2 crores towards the building of a free residential school project for over 1000+ unprivileged girls in Joka, WB has been fulfilled.

**Built the Saraswati Sishu Mandir School at Bali** (Murshidabad)

**Contributed ₹ 1.5 crores to Dhanuka Dhunseri Foundation for promotion of Chess activities** 

Partnership and consultation with NGOs, registered trusts and Section 8 companies

100 +

Students enrolled



Saraswati Sishu Mandir School at Bali (Murshidabad)

# **ENSURING WELL-BEING FOR ALL**

Supporting
Pushpawati Singhania
Hospital & Research
Institute

Reaching healthcare through focused intervention areas (kidney ailments, cardiovascular diseases, cancer among others)

Engaging in providing treatment to ailing population

Providing OPD and IPD services to the economically underprivileged

200+

**Bed facility** 

1,500+

Liver transplants



Tata Medical Center Operation Theatre

Developed one Operation Theatre at Tata Medical Center by contributing ₹ 2.50 crore including infrastructure and medical equipment's

# Help Us Help Them Foundation – School Project





**Current Status of Project** 



Proposed

### REDUCING ENVIRONMENTAL FOOTPRINT

1 MW rooftop solar power plant at Dankuni (West Bengal) unit

**Energy-saving LED lighting** systems in our plants save energy

**Process technology help** save water

30-40% of our total power requirements met through renewable sources

**Substantial electricity** cost reduction

**Installations of Capacitors** to reduce plant load

**Reducing carbon** footprint

2 lakh litre

Rooftop solar power plant at Dankuni unit

Water saved every day through state-of-the-art processing technology

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### For further information, please contact

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