

Q1FY26 Update | Textile | 13 August 2025

Dollar Industries Ltd.

Healthy demand and stable raw material prices to drive growth

Dollar Industries Ltd (DIL), reported revenue & EBITDA were broadly in-line while PAT was slightly higher than our estimates. Company reported sales growth of ~19.6% YoY supported by a volume growth of ~18.7% YoY and an improvement in the average selling price by ~1% YoY. Stable raw material prices largely helped the company to maintain the gross margin levels as compared to last year. Revenue from modern trade and e-commerce (contribution ~12% of revenue in Q1FY26) grew by ~65% YoY. Company's premium brand Force Nxt (contribution of ~4% of revenue) reported volume growth of ~18% YoY & value growth of ~21.5% YoY. Dollar Protect the rain guard segment (contribution ~4% of revenue) saw a significant traction. With good consumer demand and stable raw material prices, management is confident to improve overall performance of the company going forward. In FY26 company has expanded project Lakshya in three new states of Madhya Pradesh, Himachal Pradesh, Jharkhand.

Management has retained its earlier guidance for a volume growth of ~11%-12% YoY and EBITDA margin in the range of ~12%-13% in FY26 without factoring in any price increase. We expect company to report sales volume CAGR of ~8% over FY25-FY27e. We remain positive on the company's mid-to long term potential.

Q1FY26 Earnings Highlights

- In Q1FY26 company reported sales increased by ~19.6% YoY supported by a volumes growth of ~18.7% YoY. Average selling price increased by ~1% YoY.
- Gross margin in Q1FY26 were flat YoY at ~35.4%.
- EBITDA margin in Q1FY26 were also flat YoY at ~10.7% mainly led by a stable gross margins.
- PAT for Q1FY26 increased by ~39% to ~ Rs 213 mn.

Project Lakshya on track

DIL is working with Vector Consultants to implement Theory of constraints (TOC), in an attempt to keep a tab on its working capital mainly by reducing receivables and inventories. **Company has enrolled ~317 distributors till the end of Q1FY26 under the project Lakshya.** In Q1FY26 contribution of sales from distributors under project Lakshya increased to ~32.2% of domestic sales as compared to ~31.1% YoY. Currently company has ~75,000 active retailers working under Lakshya project.

Outlook and Valuation

- DIL's strong brand recall coupled with deeper penetration and consumers shifting towards affordable branded quality products are strong macro tailwinds for the company. Currently the innerwear industry is witnessing a structural shift from unorganised to the organised sector. We expect DIL to benefit from this trend.
- We continue to value the stock at 20x FY'27e EPS of Rs 26.2, to arrive at a target price of Rs 524 and maintain our "Buy" rating on the stock.

Y/E Mar (Rs mn)	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)	Q1FY26E	Var. (%)
Net sales	3,991	3,337	19.6%	5,491	-27.3%	3,833	4%
Operating costs	3,562	2,981	19.5%	4,926	-27.7%		
EBITDA	429	356	20.4%	565	-24.1%	407	5%
EBITDA Margin (%)	10.7%	10.7%	8 Bps	10.3%	45 Bps	10.6%	
Depreciation	95	84	12.4%	107	-11.3%		
Interest	65	67	-3.8%	69	-6.9%		
Other income	7	7	-4.3%	18	-62.8%		
PBT	276	212	30.5%	407	-32.1%		
Provision for tax	66	55	19.1%	112	-41.2%		
Effective tax rate (%)	23.8%	26.1%	(228)Bps	27.4%	(366)Bps		
Reported PAT	213	153	39.3%	292	-27.1%	193	10%
PAT Margin (%)	5.3%	4.6%	76 Bps	5.3%	2 Bps	5.0%	

Source: Company, SMIFS Institutional Research Estimates

Y/E Mar (Rs mn)	Revenue	YoY (%)	EBITDA	EBITDA (%)	PAT	YoY (%)	EPS	RoE (%)	RoCE (%)	P/E (x)	EV/EBITDA (x)
FY23	13,938	3.8%	982	7.0%	525	-64.3%	9.3	8.4%	7.5%	48.8	27.7
FY24	15,723	12.8%	1,586	10.1%	902	71.7%	15.9	12.5%	10.6%	26.6	17.0
FY25	17,105	8.8%	1,827	10.7%	910	0.9%	16.1	11.0%	9.4%	31.3	17.4
FY26e	18,668	9.1%	2,119	11.4%	1,133	24.4%	20.0	12.3%	10.3%	18.4	11.4
FY27e	20,552	10.1%	2,548	12.4%	1,487	31.2%	26.2	14.5%	12.0%	14.0	9.2

Source: Company, SMIFS Institutional Research Estimates



Rating: **Buy** Return: **43%**
Current Price: **367** Target Price: **524**

Earlier recommendation

Previous Rating: Buy
Previous Target Price: 524

Market data

Bloomberg: DOLLAR IN
52-week H/L (Rs): 572/352
Mcap (Rs bn/USD bn): 20.80/0.24
Shares outstanding (mn): 56.7
Free float: 27.8%
Avg. daily vol. 3mth (in '000): 82.69
Face Value (Rs): 2

Source: Bloomberg, SMIFS Research

Shareholding pattern (%)

	Jun-25	Mar-25	Dec-24	Sep-24
Promoter	72.2	72.2	72.2	72.2
FII's	1.8	1.9	2.0	2.0
DII's	1.5	1.1	0.9	0.7
Public/Other	24.5	24.8	24.9	25.1

Promoters Pledging (%)

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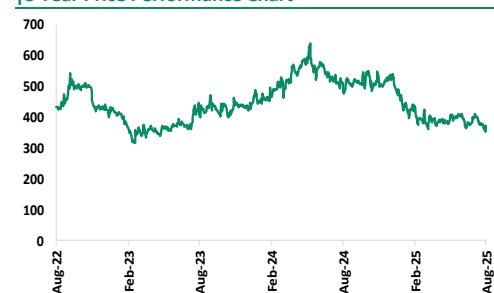
Source: BSE

Price performance (%)*

	1M	3M	12M	36M
Nifty 50	-2.1	0.2	2.0	39.1
Nifty 500	-2.5	1.6	0.0	49.9
Dollar	-8.0	-7.2	-23.4	-14.8

*as on August 13th 2025; Source: AceEquity, SMIFS research

3 Year Price Performance Chart



Source: AceEquity

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Q1FY26 – Key takeaways from the management call

Guidance:

- ✓ Management has retained its earlier guidance for a volume growth of ~11%-12% with EBITDA margin in the range of ~12%-13% for FY26. It expects to reduce the net working capital days by ~10 days in FY26.

Q1FY26 – Highlights:

- ✓ In Q1FY26 company reported volume growth of ~18.7% YoY and an increase in the average selling price (ASP) by ~1% YoY.
- ✓ Gross Margins in Q1FY26 were stable YoY due to a stable raw material prices.
- ✓ Management is confident of good volume growth in the premium segment going forward. Plans to further increase the share of premium products in the overall revenue.
- ✓ Revenue contribution by category for Q1FY26: Dollar Always ~44%, Dollar Man ~40%, Dollar Women ~8%, Force NXT ~4%, Dollar Protect ~4%
- ✓ Geographical revenue breakdown for Q1FY26: North-45%, West-24%, East-24%, South-7%.
- ✓ Revenue breakdown by channel for Q1FY26- Domestic-84%, E-commerce-7%, Modern Trade-2%, Quick Commerce-3% and Exports-4%.
- ✓ Breakup of revenue for Q1FY26 category wise- Innerwear-79%, Outerwear-20%
- ✓ Joint Venture with PEPE Jeans- In Q1FY26 reported sales of ~Rs 129 mn & PAT of ~Rs 15 mn.
- ✓ Advertisement Spend- In FY26 plans to cap advertisement spend of ~Rs 850-900 mn which is ~4%-5% of revenue as compared to ~Rs 1 bn spent in FY25.

Project Lakshya Updates:

- ✓ The pace of roll out of the Project Lakshya has been slowed down due to intensive competition in the market, however management has assured that the project rollout should be completed in the next two years. At the end of Q1FY26 company now has a total of ~317 distributors under the project, and revenue contribution from distributor under Lakshya project increased to ~32.2% from ~31.1% of domestic sales YoY.
- ✓ Currently implementation of the Lakshya project is ongoing in states of Himachal Pradesh, Jharkhand and Maharashtra.

E-commerce Expansion:

- ✓ Company has added platforms like Zepto and Swiggy Instamart and plans to on-board more players like Flipkart Minute and Myntra Speed.

Working Capital:

- ✓ Going forward company plans to improve the net working capital days by ~10 days led by better production and inventory planning helped by SAP HANA.
- ✓ With no significant capex planned over the next two years company plans to utilize free cash flow to repay debt and plans to become net-debt free by FY28.

Outlook and Valuation

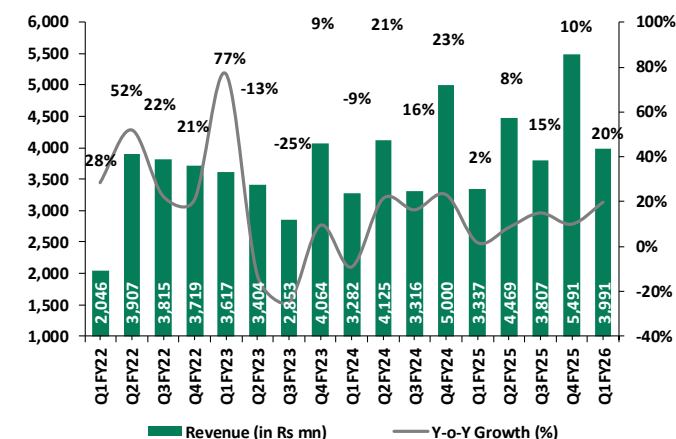
- ✓ DIL's strong brand recall coupled with deeper penetration and consumers shifting towards affordable branded quality products are strong macro tailwinds for the company.
- ✓ Currently the innerwear industry is witnessing a structural shift from unorganised to the organised sector. We expect DIL to benefit from this trend.
- ✓ **We continue to value the stock at 20x FY27e EPS of Rs 26.2, to arrive at a target price of Rs 524 and maintain our "Buy" rating on the stock.**

Key risks are (1) Volatile raw material prices (2) Competition from both organised & un-organised players (3) Any increase in GST rates (4) Delay in implementation of project Lakshya.

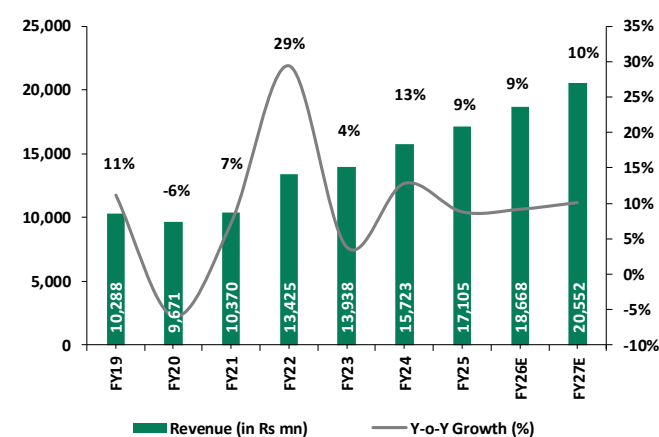
Fig 1: 1-year forward P/E



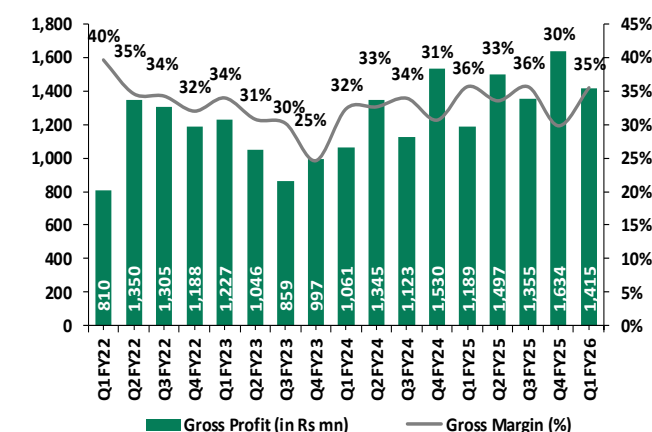
Source: Company, SMIFS Institutional Research Estimates

Fig 2: Revenues (Quarterly)


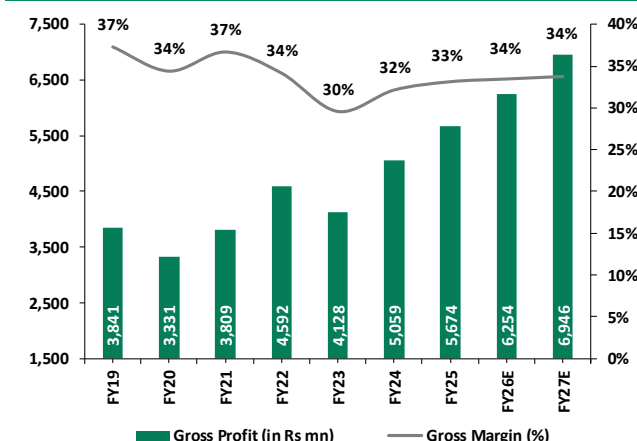
Source: Company, SMIFS Research

Fig 3: Revenues (Yearly)


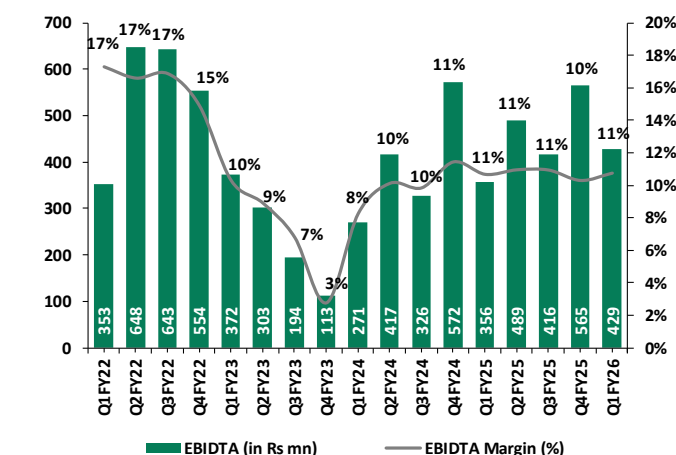
Source: Company, SMIFS Research

Fig 4: Gross Profit (Quarterly)


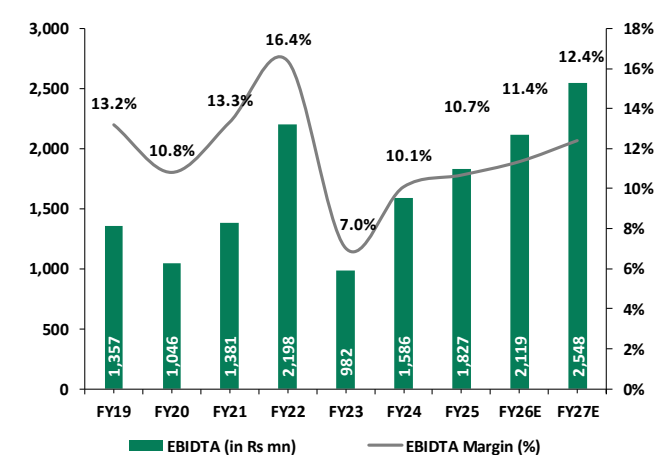
Source: Company, SMIFS Research

Fig 5: Gross Profit (Yearly)


Source: Company, SMIFS Research

Fig 6: EBITDA & Margin (Quarterly)


Source: Company, SMIFS Research

Fig 7: EBITDA & Margin (Yearly)


Source: Company, SMIFS Research

Quarterly financials, operating metrics and key performance indicators

Fig 8: Quarterly Financials (Consolidated)

Y/E March (Rs mn)	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Net Sales	4,125	3,316	5,000	3,337	4,469	3,807	5,491	3,991
COGS	2,781	2,193	3,469	2,149	2,972	2,453	3,857	2,576
Employee Costs	224	221	237	230	262	265	264	271
Other Expenditure	703	576	722	602	746	673	805	715
EBITDA	417	326	572	356	489	416	565	429
Depreciation	43	62	67	84	90	95	107	95
Interest	39	49	63	67	71	74	69	65
Other Income	5	12	21	7	11	17	18	7
PBT	341	228	463	212	339	265	407	276
Tax	85	49	127	55	78	71	112	66
Tax rate (%)	25.1%	21.6%	27.4%	26.1%	23.0%	26.9%	27.4%	23.8%
Reported PAT	256	179	336	156	261	194	295	210
Extraordinary Items								
Share of profit/ (loss) in JV	-7	-1	-1	4	3	6	3	7
Non-controlling interest	0	1	-5	7	-1	0	-6	5
Adjusted PAT	249	178	331	167	263	199	292	223
YoY Growth (%)								
Revenue	21.2%	16.2%	23.0%	1.7%	8.3%	14.8%	9.8%	19.6%
EBITDA	37.7%	68.1%	405.9%	31.3%	17.2%	27.6%	-1.1%	20.4%
PAT	43.8%	128.9%	898.1%	5.3%	6.6%	12.8%	-11.6%	39.3%
QoQ Growth (%)								
Revenue	25.7%	-19.6%	50.8%	-33.2%	33.9%	-14.8%	44.2%	-27.3%
EBITDA	54.0%	-21.8%	75.2%	-37.7%	37.4%	-14.9%	35.8%	-24.1%
Adj. PAT	71.2%	-28.8%	86.9%	-53.8%	73.2%	-24.7%	46.4%	-27.1%
Margin (%)								
Gross margin (%)	32.6%	33.9%	30.6%	35.6%	33.5%	35.6%	29.8%	35.4%
Employee cost/ revenue (%)	5.4%	6.7%	4.7%	6.9%	5.9%	7.0%	4.8%	6.8%
Other expenses/revenue (%)	17.0%	17.4%	14.4%	18.1%	16.7%	17.7%	14.7%	17.9%
EBITDA margin (%)	10.1%	9.8%	11.4%	10.7%	10.9%	10.9%	10.3%	10.7%
PAT margin (%)	6.2%	5.4%	6.7%	4.7%	5.8%	5.1%	5.4%	5.3%

Source: Company, SMIFS Institutional Research Estimates

Fig 9: Change in estimates

Rs mn	New Estimates		Old Estimates		Change (%)	
	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Revenue	18,668	20,552	18,668	20,552	0%	0%
Gross profit	6,254	6,946	6,254	6,946	0%	0%
Gross margin (%)	33.5%	33.8%	33.5%	33.8%	0 Bps	0 Bps
EBITDA	2,119	2,548	2,119	2,548	0%	0%
EBITDA margin (%)	11.4%	12.4%	11.4%	12.4%	0 Bps	0 Bps
PAT	1,133	1,487	1,113	1,487	2%	0%
EPS (Rs)	20	26	20	26		

Source: Company, SMIFS research estimates

Financial Statements (Consolidated)

Income Statement					
YE March (Rs mn)	FY23	FY24	FY25	FY26e	FY27e
Net Sales	13,938	15,723	17,105	18,668	20,552
COGS	9,811	10,664	11,431	12,414	13,605
% of sales	70.4%	67.8%	66.8%	66.5%	66.2%
Employee Expenditure	769	894	1021	1101	1192
% of sales	5.5%	5.7%	6.0%	5.9%	5.8%
Other Exp.	2376	2579	2827	3034	3206
% of sales	17.0%	16.4%	16.5%	16.3%	15.6%
EBITDA	982	1,586	1,827	2,119	2,548
Other Income	47	45	53	56	62
Depreciation & Amortisation	176	213	376	407	416
EBIT	854	1,419	1,505	1,768	2,194
Interest Expenses	142	185	282	280	240
Core PBT	664	1,189	1,170	1,432	1,892
PBT	711	1,234	1,223	1,488	1,954
Tax	132	304	316	375	492
Tax Rate (%)	18.5%	24.6%	25.8%	25.2%	25.2%
Extraord. Items	0	0	0	0	0
Reported PAT	580	930	907	1113	1462
Share of profit/ (loss) in JV	-55	-16	15	20	25
Adjusted PAT	525	902	910	1133	1487

Source: Company, SMIFS Institutional Research Estimates

Key Ratios					
YE March	FY23	FY24	FY25	FY26e	FY27e
Growth ratios (%)					
Net sales	3.8%	12.8%	8.8%	9.1%	10.1%
EBITDA	-55.3%	61.5%	15.1%	16.0%	20.3%
Adjusted PAT	-64.3%	71.7%	0.9%	24.4%	31.2%
Margin Ratio (%)					
Gross Profit	29.6%	32.2%	33.2%	33.5%	33.8%
EBITDA	7.0%	10.1%	10.7%	11.4%	12.4%
EBIT	5.8%	8.7%	8.5%	9.2%	10.4%
Core PBT	4.8%	7.6%	6.8%	7.7%	9.2%
Adj. PAT	3.8%	5.7%	5.3%	6.1%	7.2%
Return Ratio (%)					
ROE	8.4%	12.5%	11.0%	12.3%	14.5%
ROCE	7.5%	10.6%	9.4%	10.3%	12.0%
Turnover Ratio days (days)					
Gross Block Turnover (x)	8.4	5.1	4.5	4.6	4.7
Adj OCF / PAT (%)	232	-49	50	48	76
Inventory	109	144	165	130	130
Debtors	109	107	112	105	100
Creditors	41	37	42	42	42
Cash Conversion Cycle	177	214	235	193	188
Solvency Ratio (%)					
Debt-equity	0.2	0.4	0.4	0.4	0.3
Net Debt-equity	0.2	0.4	0.4	0.3	0.3
Gross Debt/EBITDA	1.6	1.9	1.8	1.7	1.2
Current ratio	2.4	2.0	2.1	2.2	2.5
Interest coverage ratio (x)	5.7	7.4	5.2	6.1	8.9
Dividend					
DPS (Rs)	3.0	3.0	3.0	3.0	4.0
Dividend Payout (%)	32%	19%	19%	15%	15%
Dividend Yield (%)	0.7%	0.7%	0.6%	0.8%	1.1%
Per share (Rs)					
EPS (Reported)	9.3	15.9	16.1	20.0	26.2
Adj. EPS	9.3	15.9	16.1	20.0	26.2
CEPS	12.4	19.7	22.7	27.2	33.6
BV	125.0	138.2	151.6	167.5	188.5
Valuation					
P/E	48.8	26.6	31.3	18.4	14.0
P/BV	3.6	3.1	3.3	2.2	1.9
EV/EBITDA	27.7	17.0	17.4	11.4	9.2
EV/Sales	2.0	1.7	1.9	1.3	1.1
Adj M.Cap /Core PBT	38.6	20.2	24.3	14.4	10.8
Adj M.Cap /Adj OCF	21.0	-54.4	62.4	38.0	18.2

Source: Company, SMIFS Institutional Research Estimates

Balance Sheet					
YE March (Rs mn)	FY23	FY24	FY25	FY26e	FY27e
Sources of funds					
Capital	113	113	113	113	113
Reserves & Surplus	6974	7725	8485	9388	10579
Shareholders' Funds	7,149	7,838	8,598	9,502	10,692
Total Debt	1616	3061	3297	3497	2997
Other non-current liabilities	99	124	146	146	146
Total Liabilities	8,864	11,024	12,041	13,144	13,835
Application of funds					
Net Block	832	2115	2583	2477	2363
Capital WIP	848	169	6	0	0
Investments	1	1	1	1	1
Non-current Asset	564	544	348	355	359
Inventories	3576	4866	5443	6649	7320
Sundry Debtors	4283	4930	5592	5370	5631
Other Current Assets	677	820	783	849	935
Cash & Bank Balances	14	22	4	241	296
Total Current Assets	8,551	10,637	11,822	13,110	14,182
Sundry Creditors	1,375	1,823	2,085	2,148	2,365
Other Current Liabilities	557	618	635	651	704
Total Current Liabilities	1,932	2,442	2,720	2,799	3,069
Net Current Assets	6,619	8,195	9,102	10,311	11,113
Total assets	8,864	11,024	12,041	13,144	13,835

Source: Company, SMIFS Institutional Research Estimates

Cash Flow					
YE March (Rs mn)	FY23	FY24	FY25	FY26e	FY27e
Operating profit before WC changes	1032	1655	1844	2175	2610
Net change in working capital	590	-1647	-876	-979	-751
Income tax paid	-282	-264	-229	-375	-492
Cash flow from operating activities (a)	1360	-256	738	821	1367
Adjusted OCF	1218	-441	456	542	1127
Capital expenditure	-554	-783	-563	-300	-300
Adjusted Free Cash Flow	814	-1038	194	521	1067
Cash flow from investing activities (b)	-576	-801	-535	-300	-300
Debt Issuance (repayment)	-443	1445	236	200	-500
Interest & Lease expenses	-189	-198	-286	-280	-240
Dividend Paid	-170	-170	-170	-204	-272
Cash flow from financing activities (c)	-785	1076	-221	-284	-1012
Net change in cash (a+b+c)	-2	20	-18	237	55

Source: Company, SMIFS Institutional Research Estimates

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