For hosiery both the present and the future is promising

Mr. Vinod Kumar Gupta, Managing Director, Dollar Industries Ltd.

1**.Present Status Of Textile Industry?**

There are very limited numbers of organized players in the hosiery and knitwear industry. This is a very un-organized segment where we have more local brands. However we are hopeful to become more organized after the GST implementation but unfortunately we have not been able to see that shift. This market is yet to mature in terms of being organized and we are hopeful to see the change gradually. Moreover, it is a very big market and we have the entire population to cater to irrespective of the age, demographics and economic strata.

2.Your Expansion Plan in Manufacturing?

We do not have any expansion plan in manufacturing. We go by the Asset Light Model, we do not invest more into our manufacturing assets. We rely on our job workers.

3..Sustainability And How DOLLAR INDUSTRIES LTD Is Going To Re-Define The Textile Industry?

Right now we are working on our Replenishment Model, where we will replenish our channel partners for what they sell. Moreover, we have plans to increase the reach and range with the retailers in the system. So, this is something that our company is now working on and we are hopeful to see the way forward in to this. This is a complete different way of working which our industry has seen before.

4.Which Are the Most Promising Present And Future Markets? What Are Your Future Plans For Asian, African And South American Market?

For hosiery both the present and the future is promising. We have the entire population to dress, from inner to the outerwear. There are no constraints in terms of sex, strata, age, etc. Moreover, we think this is only the beginning.

We have started expanding and exploring the market in these countries. The exports are just growing in average.

5.What is your Message to the Textile and Apparel Industry?

The current market scenario is hopeful despite of slums. We must keep our fingers crossed and be steady in our business.

6.How Do You See DOLLAR INDUSTRIES LTD By 2020?

We are hopeful that we will grow in to a bigger brand by 2020. However, the market has been a bit sluggish in the last quarter but we are hopeful that the market would improve in the 3rd and the 4th quarter.