

August 23, 2016

The National Stock Exchange of India Limited
Listing Department,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai 400051

BSE Limited,
Department of Corporate Services
Floor 25, Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400 001

Company Symbol : ICIL

Scrip Code No. : 521016

Dear Sir/Madam,

Re: Investor Presentation – Q1 FY 17

Please find enclosed herewith copy of Investor Presentation – Q1 FY 17.

Thanking you,

Yours faithfully,

For **Indo Count Industries Limited**



Amruta Avasare
Company Secretary
ACS No. 18844

Encl: A/a

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CONSISTENT GROWTH

INDO COUNT INDUSTRIES LIMITED

Q1 FY17

SAFE HARBOR STATEMENT



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VISION



“To be one of the Leading players in the Global Home Textile industry on the strengths of Technology, Experience and Innovation”

Indo Count is one of the leading end-to-end bedding provider that is solely focussed on creating all-encompassing sleep experiences for consumers around the world.

KEY FINANCIAL INDICATORS



REVENUE (RS.CRORE)

492.6

Q1 FY17

457.9

Q1 FY16

EBIDTA (RS.CRORE)

110.3

Q1 FY17

101.2

Q1 FY16

EBIT (RS.CRORE)

102.2

Q1 FY17

94.5

Q1 FY16

PAT (RS.CRORE)

60.1

Q1 FY17

51.9

Q1 FY16

EPS (RS.)

15.3

Q1 FY17

13.2

Q1 FY16

CASH PROFIT (RS.CRORE)

79.7

Q1 FY17

68.2

Q1 FY16

KEY FINANCIAL INDICATORS



TERM DEBT (RS. CRORE)

48.5

Q1 FY17

69.7

Q1 FY16

TERM DEBT / EQUITY RATIO (X)

0.07

Q1 FY17

0.18

Q1 FY16

NET DEBT (RS. CRORE)

230.3

Q1 FY17

305.2

Q1 FY16

NET DEBT / EQUITY RATIO (X)

0.34

Q1 FY17

0.80

Q1 FY16

NET CURRENT ASSETS (RS. CRORE)

289.2

Q1 FY17

137.3

Q1 FY16

CURRENT RATIO (X)

1.55

Q1 FY17

1.25

Q1 FY16

PROFIT AND LOSS STATEMENT



Particulars (Rs. Crore)	Q1FY17	Q1FY16	Change %
Total revenue	492.6	457.9	8%
Expenses			
Material consumed	254.8	224.5	13%
Employee benefits	26.0	21.6	20%
Power & Fuel Cost	14.8	15.6	-5%
Other expenses	86.7	95.0	-9%
EBIDTA	110.3	101.2	9%
<i>EBIDTA margin %</i>	22.4	22.1	
Depreciation	8.0	6.7	19%
EBIT	102.2	94.5	8%
<i>EBIT margin %</i>	20.7	20.6	
Finance charges	9.8	14.6	-33%
Exceptional item	0.0	0.0	
Profit before Tax	92.4	79.8	16%
<i>PBT margin %</i>	18.8	17.4	
Tax expense	32.1	27.6	16%
Profit for the year	60.3	52.2	16%
Other Comprehensive Income	(0.1)	(0.3)	
Total Comprehensive Income (after tax)	60.2	51.9	16%
<i>PAT margin %</i>	12.2	11.3	
Cash profit	79.7	68.2	17%

BALANCE SHEET ABSTRACT



Particulars (Rs. Crore)	Jun-16	Jun-15
Net Worth	674.0	380.0
Short Term loans	213.8	251.8
Long Term Loans	48.5	69.7
Gross Debt	262.3	321.5
Cash & Cash Equivalents	32.0	16.3
Net Debt	230.3	305.2
Capital Employed	904.3	685.3
Net Fixed Assets (incl. CWIP)	471.2	374.7
Net Currents Assets	288.7	137.3
Total Assets #	759.9	512.0

Total Assets = Total Fixed Assets + Net Current Assets

COMPANY OVERVIEW

OUR ACHIEVEMENTS

Leadership

2nd Largest manufacturer and exporter of Bed Sheets, Bed Linen, Quilts from India – TEXPROCIL

Preferred Supplier

3rd Largest Supplier of Bed sheets into USA

Global Player

11th Largest Home Textile Supplier into USA



Recognition

Ranked 235 in profit among India's top 500 companies by profit - Dun & Bradstreet (D&B)

Strong Credit Rating

Credit Rating of "A" for Long-term bank facilities and "A1" for Short-term bank facilities by CARE and ICRA

Performance

Growing Revenues & Profits. Reducing Debt thus Increasing Network

Revenue: Rs. 493 crore; Profit After Tax: Rs. 60 crore

OUR BUSINESS MODEL



Weaving 03

Processing 04

Spinning 02

Cut-n-Sew 05

Product Development 01

Promotion 06



PRODUCTS AND INNOVATION



PRODUCTS

- **Bed sheets:** Flat sheet, fitted sheet and pillow cases
- **Fashion bedding:** Comforters, bed in bag, quilts and coverlets, decorative pillows, etc.
- **Utility bedding:** Basic white bedding, mattress pads, protectors, white filled comforters filled with poly fill fibre
- **Institutional linen:** Flat sheets, pillow cases, duvet covers and shams; caters to hotels, hospitals and others

INNOVATION



OUR BRANDS



OWN BRANDS

**BOUTIQUE
LIVING**

REVIVAL

**THE PURE
COLLECTION**

LICENSED BRANDS

SANDERSON

HARLEQUIN

SCION

INDIAN BRAND

**BOUTIQUE
LIVING**

OWN BRANDS



LICENSED BRANDS



HARLEQUIN



INDIAN BRAND



GLOBAL PRESENCE



India

- Headquarters in Mumbai
- Manufacturing facilities in Kolhapur, Maharashtra
- Showroom and design studio



U.S.

- Showroom and design studio in New York
- Warehouse for retail and e-commerce at Charlotte



U.K.

- Showroom, design studio and warehouse in Manchester



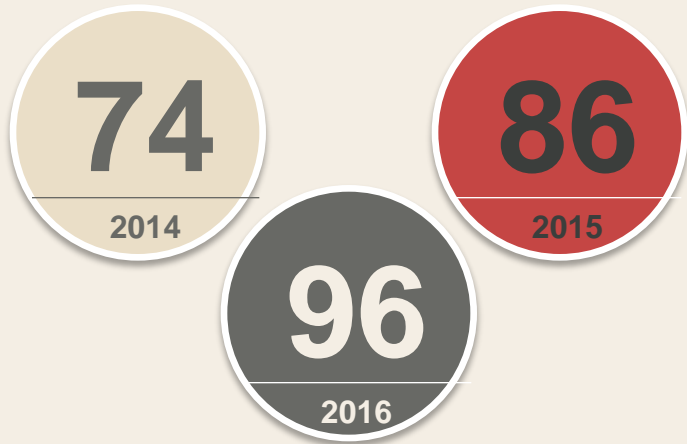
AUSTRALIA

- Showroom, design studio and warehouse in Melbourne

INDUSTRY DISCUSSION



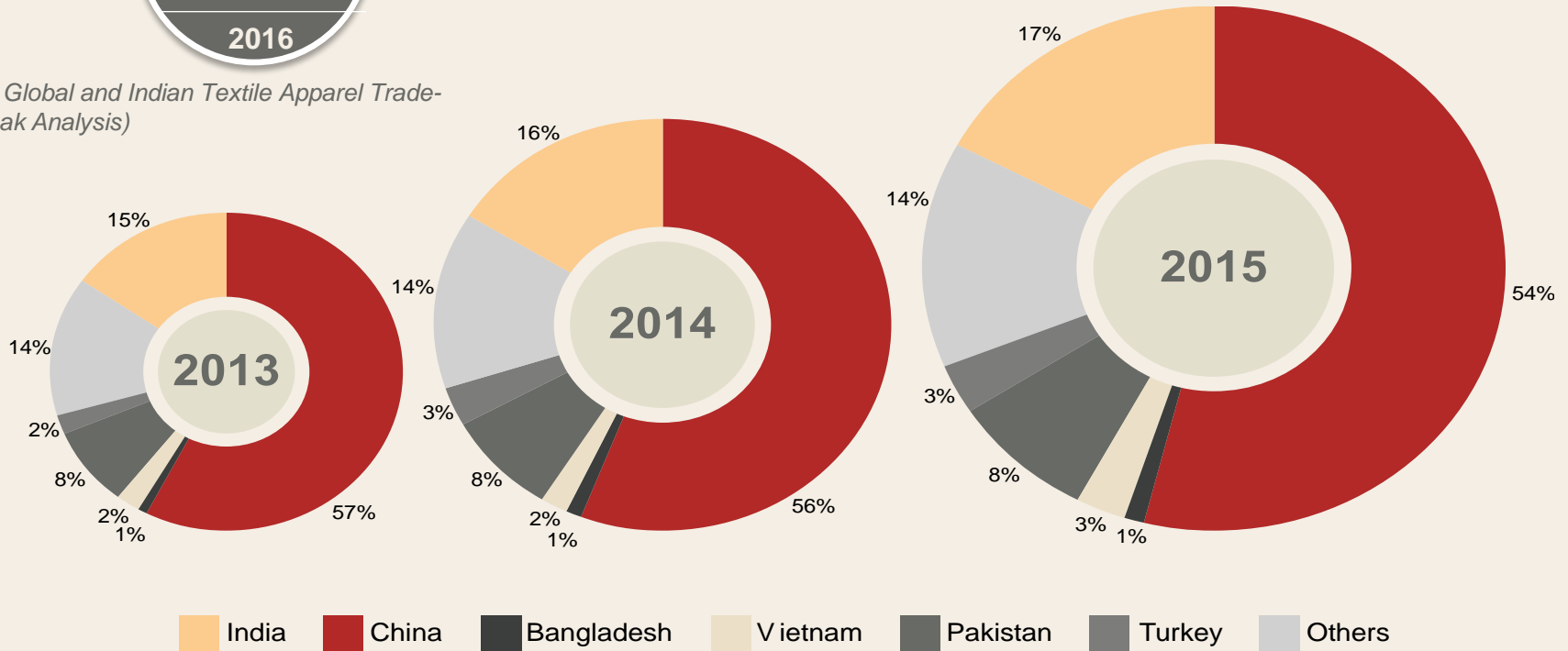
Global home textiles market in bn US\$



The global home textiles industry

- Industry growth of 5% expected to sustain through 2017
- Home linen nearly 21% of the total home textiles industry (by volume)
- Growing market for higher value home linen
- Widening home linen product mix

(Source: Global and Indian Textile Apparel Trade-Technopak Analysis)

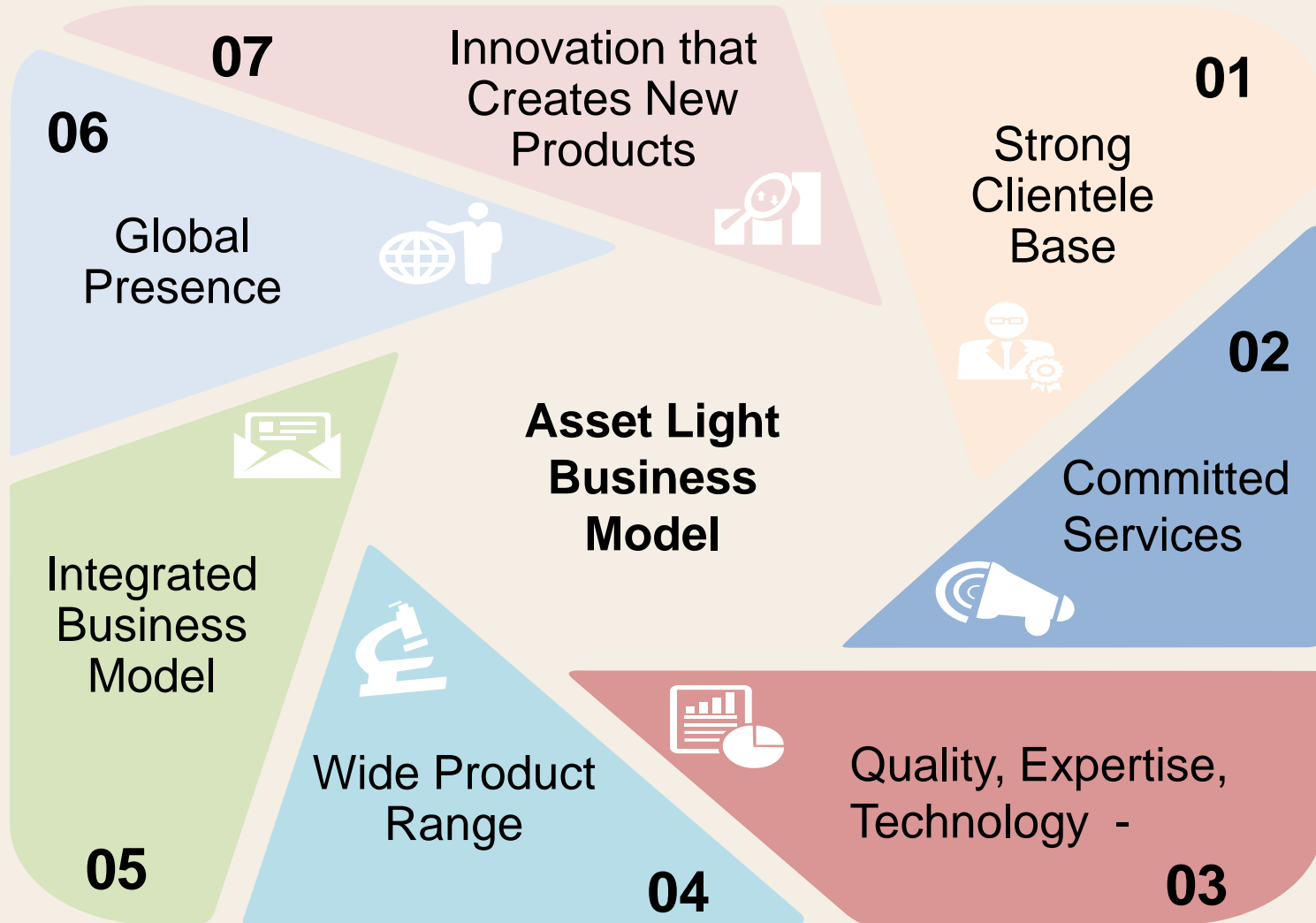


Made - Up Imports by United States – India's Share is Growing

INDIA IN A POSITION TO CAPITALIZE



OUR STRENGTHS



PROACTIVE MANUFACTURING CAPACITY INVESTMENTS



2007

Home textiles
division
commenced with
36 million meters
per annum

2012

Capacity
expanded to 45
million meters
per annum

2015

Capacity
expanded to 68
million meters
per annum

2017

Expansion in
progress to
increase to 90
million meters
per annum

Phase 1 – Board Approved Capex of Rs. 175 cr

- Increasing processing capacity from 68 mn meters/annum to 90 mn meters/annum
- Setting up a state –of-the-art RO and water effluent treatment plant
- Automation of cut-and-sew and warehousing

Phase 1 is as per Plan and Budget

Phase 2 – Board Approved Capex of Rs. 300 cr

- The capital expenditure will be for upgrading existing spinning facilities, investment in additional weaving capacity (with specialized looms) and value added equipments for the delivery of fashion and utility bedding

The above expansion will be completed by March 2018

OUR 2016-17 AGENDA

- Introduce bed linen brands in India, US, Australia, Japan and UK

- Increase asset utilization

- Strengthen customer mix

- Enhance margins

- Implement capacity expansion by March 17

INDO COUNT - APPROACH



Shareholders

01

- Increased earnings per share from Rs 8.23 (in FY13) to Rs 67.04 (in FY16)
- Increased ROCE from 30% (in FY13) to 48% (in FY16)

- Substantial employment potential made available
- Improved women empowerment
- Increased employee payout from Rs 35.21cr (in FY11) to Rs 104.71 cr (in FY16)

02

Employees

CSR

03

Key Philosophy is

“Every Smile Counts...”

- Focus areas are Education, Healthcare, Water & Sanitation, Environment, Women Empowerment
- Undertaken through Indo Count Foundation and with other Trusts

INVESTORS CONTACT

For further information please contact:

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