

4th August, 2018

<p>The National Stock Exchange of India Ltd. Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), <u>Mumbai – 400 051</u></p> <p>Company Symbol : ICIL</p>	<p>BSE Limited Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, <u>Mumbai – 400 001</u></p> <p>Scrip Code No. : 521016</p>
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Subject: Investor Presentation Q1FY19

Please find enclosed herewith a copy of Investor Presentation with respect to Unaudited Financial Results for the quarter ended 30th June, 2018.

Kindly take the above on record.

Thanking you,

Yours faithfully,

For Indo Count Industries Limited



Amruta Avasare
Company Secretary
ACS No.: 18844



Encl: A/a

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Investor Presentation – Q1FY19

August 2018

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Chairman's Message



Commenting on the result, Executive Chairman, Mr. Anil Kumar Jain, said, “After facing multiple challenges over the last 18 months, we are slowly witnessing an uptick in demand. With positive outlook on global growth and India advantage, we remain optimistic.

We continue to work towards strengthening our positioning in key markets globally backed by innovative designs and products, focused customer centric approach and a portfolio of aspirational and functional brands.”

Vasundhara Award 2018

- The Company has won the prestigious **“VASUNDHARA AWARD”** from the Maharashtra Pollution Control Board (MPCB)
- Award is on account of the company’s contribution towards the commitment & promotion of Environment, Energy Conservation / Natural Resources & Social / Welfare Activities
- Adjudged as the **2nd Best Company** in the entire state of Maharashtra among all the large units.
- The award ceremony was held on World Environment Day, 6th June 2018 at Mumbai, in the presence of Hon’ble Minister for Environment for Maharashtra, Shri Ramdas Kadam and the award was received by team members of the Company



Standalone Key Financial Indicators Y-o-Y



REVENUE (RS.CRS)

457

Q1FY19

432

Q1FY18

EBITDA (RS.CRS)

64

Q1FY19

65

Q1FY18

EBIT (RS.CRS)

56

Q1FY19

58

Q1FY18

PAT (RS.CRS)

29

Q1FY19

32

Q1FY18

CASH PAT (RS.CRS)

38

Q1FY19

40

Q1FY18

NET DEBT/EQUITY (X)

0.34

Q1FY19

0.33

Q1FY18

EPS (RS.)

1.46

Q1FY19

1.62

Q1FY18

Standalone Profit & Loss Statement

Particular (Rs. Crs)	Q1FY19	Q4FY18	Q1FY18	FY18
Total Revenue	457	424	432	1,808
EBITDA	64	60	65	265
<i>EBITDA Margin %</i>	<i>14.0%</i>	<i>14.1%</i>	<i>15.1%</i>	<i>14.7%</i>
Depreciation	8	8	7	30
EBIT	56	52	58	235
<i>EBIT Margin %</i>	<i>12.3%</i>	<i>12.2%</i>	<i>13.4%</i>	<i>13.0%</i>
Finance Charges	9	10	8	33
Profit before Tax	47	42	50	202
<i>PBT Margin %</i>	<i>10.3%</i>	<i>9.9%</i>	<i>11.5%</i>	<i>11.2%</i>
Tax Expense	18	15	18	71
Profit after Tax	29	27	32	131
<i>PAT Margin %</i>	<i>6.3%</i>	<i>6.3%</i>	<i>7.4%</i>	<i>7.2%</i>
EPS (Rs)	1.46	1.36	1.62	6.64

Key Highlights

- Total Revenue stood at Rs. 457 crores for Q1FY19 as against Rs. 432 crores in Q1FY18 and Rs. 424 crores in Q4FY18. Sales Volume stood at 14.4 mn metres in Q1FY19 as against 11.8 mn metres in Q1FY18 and 13.7 mn metres in Q4FY18
- Sales Volume grew by 22% on YoY basis. Revenue grew by ~6% YoY basis and was impacted by change in lower currency realization, change in export incentives, and more captive consumption of yarn
- The company reported an EBIDTA of Rs. 64 crores for Q1FY19 as against Rs. 65 crores in Q1FY18 and Rs. 60 crores in Q4FY18. The EBIDTA margin in Q1FY19 stood at 14.0% as against 15.1% in Q1FY18 and 14.1% in Q4FY18. EBITDA margin was impacted on-account of increase in employee cost and other operating expenses
- Profit after tax for Q1FY19 was Rs. 29 crores as against Rs. 32 crores in Q1FY18 and Rs. 27 crores in Q4FY18
- USA retail Sales are witnessing an uptick trend

Outlook for FY2019 and beyond

01

Product development

- Focus on Bed Linen in the Home Textiles sphere
- Focus on value-added products through R&D and innovation
- Strengthening design department to promote and service fashion bedding requirements

02

Improving operational efficiency

- Moving towards overall sustainability
- Modernization of Spinning
- Building strengths in processing through value addition
- Developing skill and talent of employees

03

Global reach

- Establish relationship with new marquee global customers
- Tap newer geographies
- Initiatives in branding, distribution and e-commerce



IndoCount: At a Glance

27 years of Our Journey



The Inspired Home

Our competencies and differentiators

01

Global player

- Recognized market player with a focus in bed linen
- Established business with global prestigious clients
- Strong product positioning
- Differentiation through innovation, R&D and continuous product development

02

Strong domain expertise

- Customer-centricity thus focusing on enhanced service
- Wide and innovative product range
- Efficient marketing and branding
- Complete end to end solution in bedding

03

Operationally efficient

- Efficient and scalable operations
- Experienced management with a competitive track record
- Progressive investments in state-of-the-art technology
- Development of human resource in the business of customization



Strong Brands in the Global Home Textile Industry

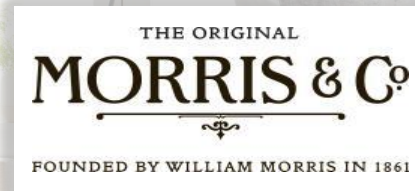
Our Brands



New In-House Brands



Licensed Lifestyle Brands



Own Lifestyle Brands



“Boutique Living” Brand in India



- Indo Count has a presence across **21** Indian States
- Online foray to widen customer base:
www.boutiquelivingindia.com



Global Presence



India

Headquartered in
Mumbai

Manufacturing
facilities in
Kolhapur,
Maharashtra

Showrooms and
design studios



USA

Showroom and
design studio in
New York

Warehouse for
distribution at
Charlotte



UK

Showroom, design
studio and
warehouse in
Manchester



Australia

Showroom and
design studio in
Melbourne



UAE

Established office in
Dubai to tap newer
geographies

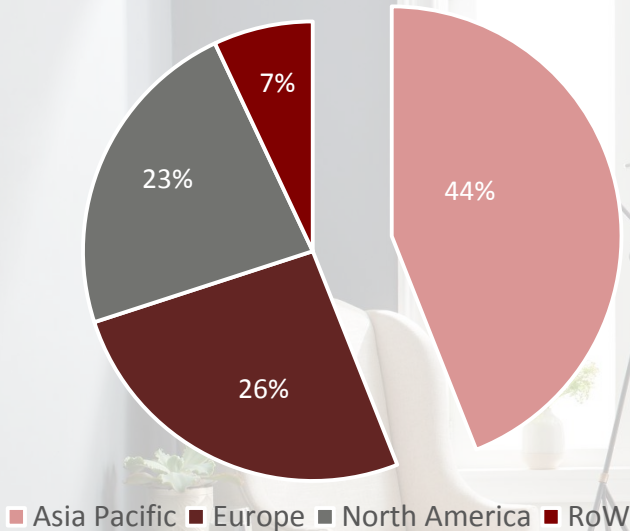
Indo Count exports to 54 countries and going forward to widen its geographical footprint



Industry Perspective

Asia Pacific fastest growing market in Global Home Textile

Global Home Textile Market Region-wise share



Asia Pacific

- Largest home textile market in the world
- Accounts to 44% of the global home textile market
- One of the most dominant producer and consumer of home textile

China

- Largest manufacturer and consumer of home textile
- Market size estimated US\$ 30bn
- Steady demand growth driven by a burgeoning middle class

India

- Third largest home textile market in the Asia Pacific region
- Projected to grow at a CAGR of 7.2% to reach US\$ 5.6bn by 2020

USA

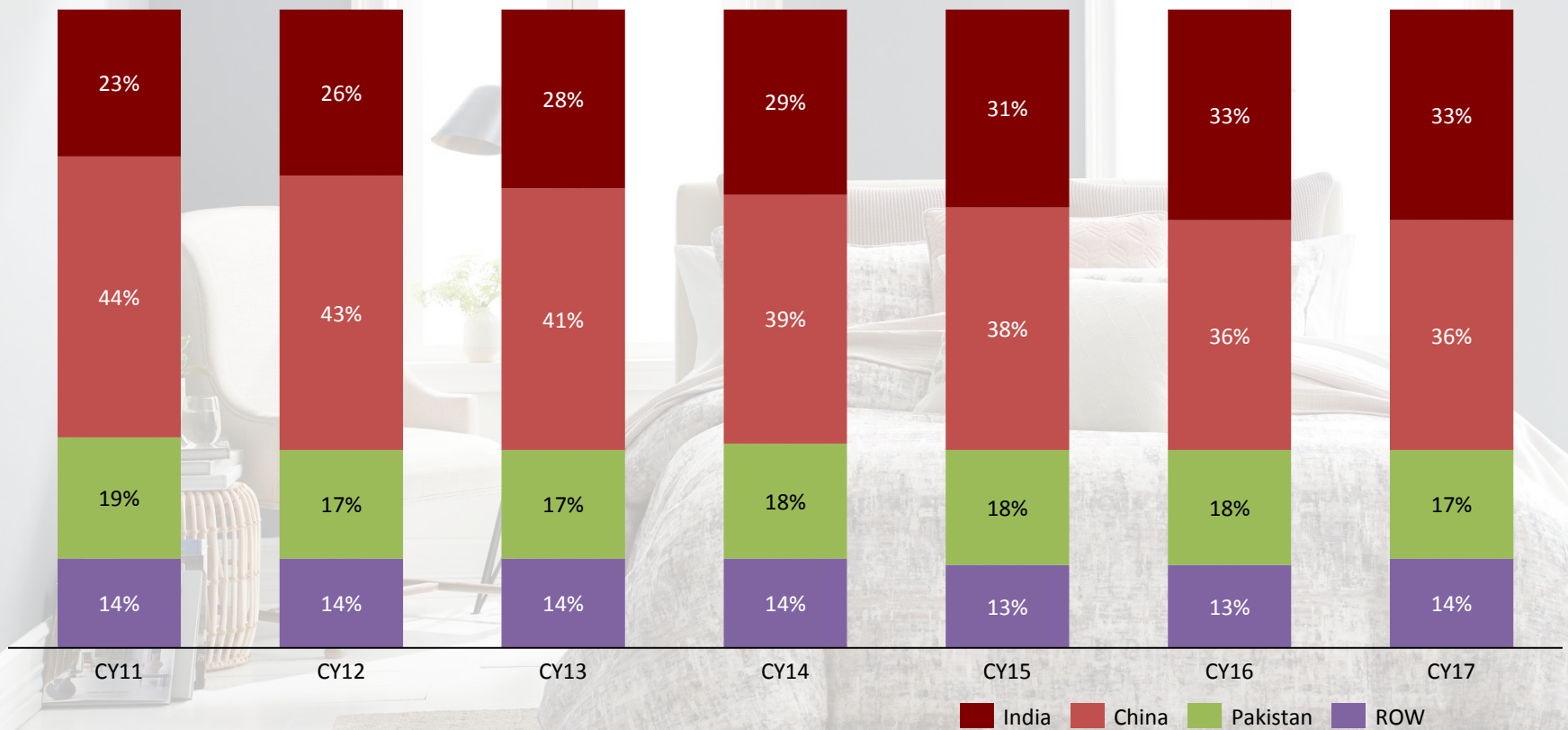
- One of the globe's largest Home Textile market accounting for ~23%
- Projected to grow at CAGR 3% to reach US\$27bn by FY2020

Europe

- 2nd largest Home Textile market accounting for ~26%
- Bed linen accounts for 32% share of the Home Textile market
- Bed & Bath linen to grow at a CAGR of 1.7% to US\$17bn by 2020

USA textiles imports

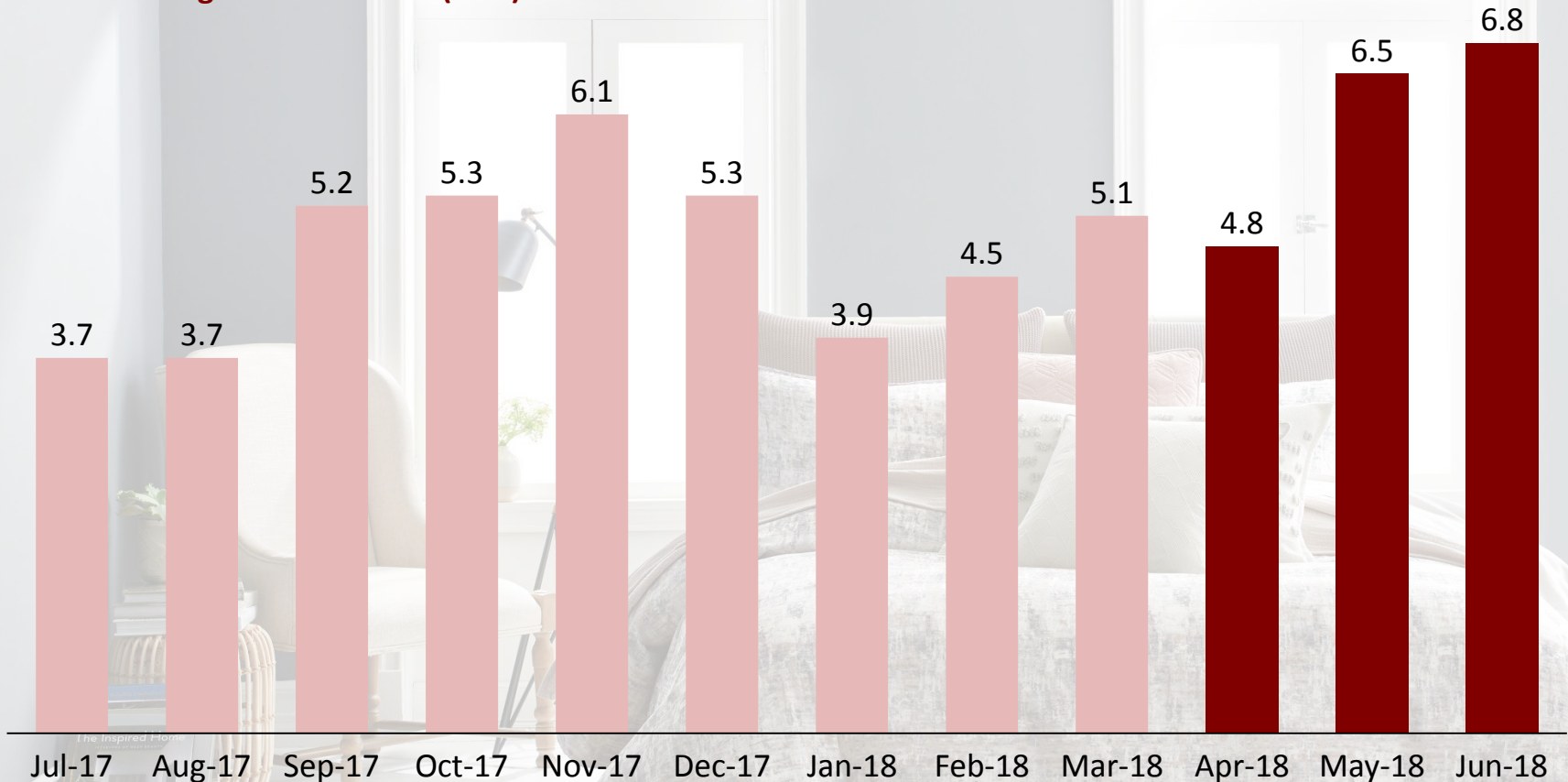
USA – Import of Cotton Made-Up's Share



India's contribution in the Made-ups market share is growing in USA imports

USA Retail Sales on an improving trend

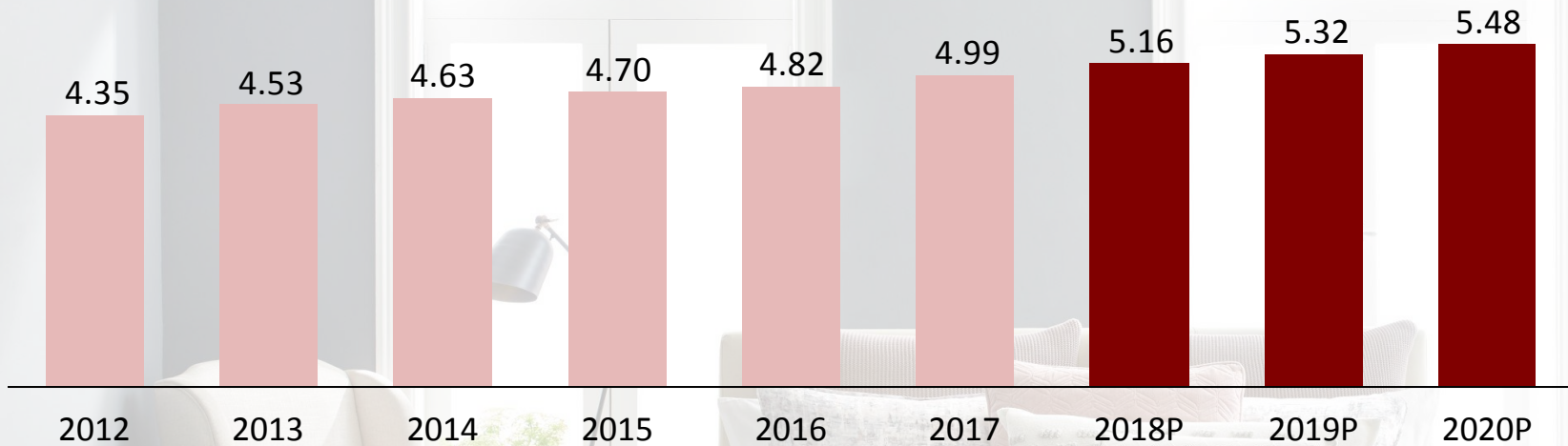
USA YoY change in Retail Sales (in %)



USA Economy Retail sales of Goods and Services growing at a healthy pace

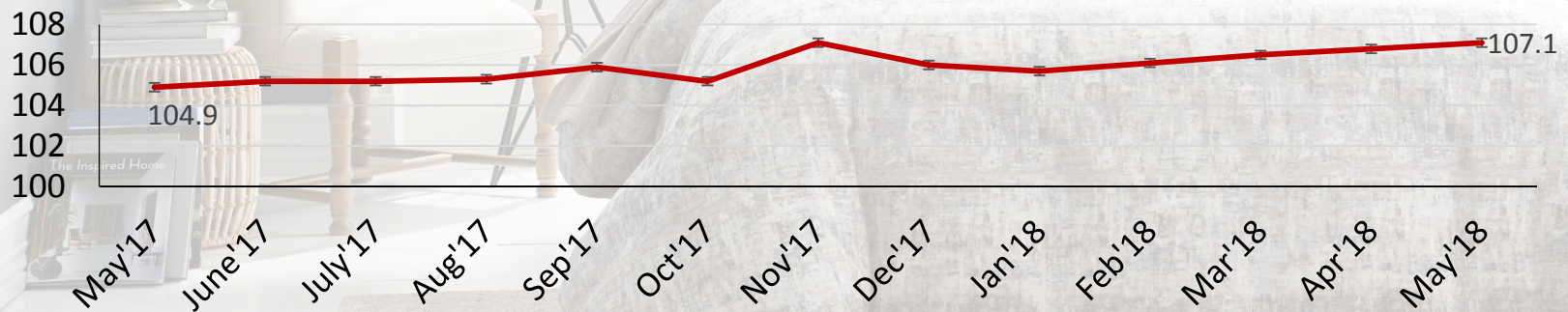
Major Economies showing strength

USA Retail Sales (USD Trillion)



Source : Statista

Europe Retail Sales (2015 as Base 100)



Source : Eurostat

India's edge in the home textiles market



Journey to leadership position achieved in the last decade **IndoCount** COMPLETE COMFORT



Winner of Gold Trophy
from Texprocil in 2016-17



CSR: At Indo Count 'EVERY SMILE COUNTS'



WATER & SANITATION

- Pure water units and RO systems installed in different schools and remote villages to provide safe drinking water and benefitting ~17,000 people
- Built four toilet blocks with the help of local *zila parishad* and *gram panchayat*.

EDUCATION

- Implemented e-learning programme linked to state curriculum, benefitting ~45,000 students of 100 government-aided schools
- Helped in academic improvement, renovated classrooms and washrooms of various schools
- Distributed bags among ~17,000 students

HEALTHCARE

- Four Medical vans reaching 96 distant villages and providing free medicines and check-ups for ~10,000 patients per month
- Till date ~1,00,000 patients benefitted
- Renovated the cardiac department of a government hospital in Kolhapur

WOMEN EMPOWERMENT

- Skill Development Centre in collaboration with IL & FS training women
- Providing employment to women thus making them independent and upgrading their standard of living

About Us



- **Indo Count Industries Ltd (ICIL)** (part of S&P BSE 500), is one of India's largest home textiles manufacturer.
- Mr. Anil Kumar Jain, Executive Chairman, has been ranked 10th amongst the India's Best Top 100 CEO's 2017 by *Business Today*. Under his leadership, the Company has focused on some of the world's finest fashion, institutional and utility bedding and sheets and has built significant presence across the globe.
- Over the years, the Company has successfully carved a niche for itself and has become a one stop provider of all bedding products. The company's capacity currently stands at 90 million metres.

Our Vision

To be one of the leading players in the global Home Textile industry on the strengths of technology, experience and innovation.

Our Mission

Indo Count is committed to provide all our customers desired quality, services and value for money through our technological and organizational strengths.

Award and Credit Rating

ICIL has also been honoured in past with numerous prestigious awards from Government organizations. Recently the Company had won Gold Trophy for highest exports of Cotton Made-ups in Category III for the year 2016-17 from TEXPROCIL.

ICRA's credit rating is ICRA AA- (Double AA minus) for Company's Long-Term Bank Facilities with positive outlook and ICRA A1+ for short term bank facilities .

CARE's credit rating is CARE AA (Double AA) for Company's Long Term Bank Facilities and outlook is revised from Stable to Negative. CARE's credit rating for Short Term Bank Facilities is CARE A1+.

Investor Contact



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