



Complete Comfort

August 3, 2021

<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: Press Release on Q1 FY22 Results

Please find enclosed herewith a copy of Press Release dated August 3, 2021 on Q1 FY22 Results.

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

## Indo Count Industries Ltd

Head Office: 301, Arcadia, 3rd Floor, Nariman Point, Mumbai - 400 021, Maharashtra, India; T: 022 4341 9500, F: 022 2282 3098  
Marketing Office: Dosti Imperia, 2nd floor, Manpada, Ghodbunder Road, Thane (w) - 400 607, Maharashtra, India; T: 022 4151 1800, F: 022 2172 0121  
Home Textile Division: T3, Kagal - Hatkanangale Five Star, MIDC Ind. Area, Kolhapur - 416216, Maharashtra, India; T: 0231 662 7900, F: 0231 662 7979  
Spinning Division: D1, MIDC, Gokul Shirgaon, Kolhapur - 416234, Maharashtra, India; T: 0231 268 7400, F: 0231 267 2161  
Regd. Office: Office No. 1, Plot No. 266, Village Alte, Kumbhoj Road, Taluka Hatkanangale, Dist. Kolhapur - 416 109, Maharashtra, India; T: 0230 2463100 / 2461929  
CIN: L72200PN1988PLC068972, E: info@indocount.com, W: www.indocount.com



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# Indo Count Industries Limited

*LARGEST EXPORTER OF BED LINEN FROM INDIA*

*HIGHEST MARKET SHARE OF BED LINEN IN USA*

## Q1FY22 PERFORMANCE HIGHLIGHTS

### VOLUME

**18.1 Mn Mts +83%**

### NORMALIZED TOTAL INCOME

**Rs. 709 Crs +111%**

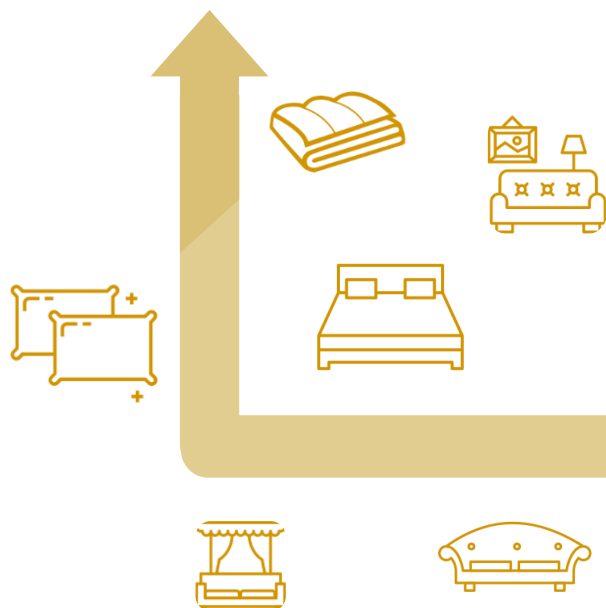
### NORMALIZED EBITDA

**Rs. 128 Crs +229%**

### PAT

**Rs. 117 Crs +563%**

**EPS Rs. 5.95**



Normalized figures excludes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

PAT includes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

Figures compared on YoY basis

Figures are rounded off wherever required

# Indo Count Industries Limited

**Mumbai, August 3<sup>rd</sup>, 2021**

Indo Count Industries Limited (BSE: 521016) (NSE: ICIL), announced its un-audited financial results for the First Quarter ended 30<sup>th</sup> June 2021.

**Commenting on the results, Mr. Anil Kumar Jain, Executive Chairman** said, *“The results of the first quarter of FY22 demonstrate our unique strategic vision and the resilience of our Company’s operating performance, coupled with intuitive management.*

*We are witnessing a demand momentum in our end markets. We continue to remain laser focused on increasing our share in the global and domestic market.*

*As a leading Indian home textile brand and one of the largest international end to end bed linen providers, we are dedicated to our principles of community living and sustainability”*

## Volumes

- Sales Volume for Q1FY22 stood at 18.1 Mn Mtr V/s 9.9 Mn Mtr on Q1FY21
- FY22: Volume Guidance of 85-90 Mn metres

Particulars (Rs. Crs)	Q1FY22	Q1FY21	YOY%	FY21
Total Income	759	336	126%	2,557
EBITDA	178	39	357%	415
<b>EBITDA Margin (%)</b>	<b>23.4%</b>	<b>11.6%</b>	<b>1,184 bps</b>	<b>16.2%</b>
Depreciation	10	11		43
Finance Cost	12	5		28
<b>PBT</b>	<b>156</b>	<b>23</b>	<b>583%</b>	<b>340*</b>
Tax	39	5		91
<b>PAT</b>	<b>117</b>	<b>18</b>	<b>563%</b>	<b>249</b>
<b>EPS</b>	<b>5.95</b>	<b>0.91</b>		<b>12.70</b>

Particulars (Rs. Crs)	Q1FY22	Q1FY21	YOY%	FY21
Normalized Total Income	709	336	111%	2,557
Normalized EBITDA	128	39	229%	415
<b>Normalized EBITDA %</b>	<b>18.0%</b>	<b>11.6%</b>	<b>644 bps</b>	<b>16.2%</b>

Normalized figures excludes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

PAT includes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021



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# Indo Count Industries Limited

## Strengthening Our Brands Through B2C and D2C

### Partnership with British Designer Jasper Conran

Recently partnered with a licensed brand, Jasper Conran O.B.E. for an exclusive bed and bath collection, launching in Spring 2022. The range will be sold and marketed internationally under the Jasper Conran London brand, exclusively through Indo Count. The partnership will support Indo Counts long term vision to be the cornerstone for home textiles across the globe

- Strongly moving towards B2C and D2C segment through high quality product offerings across varied price points, building visibility through digital campaigns and leveraging omni-channel & e-commerce distribution
- Focus on Brand Promotion in US, UK, Middle-East and India through 10 active brands
- Innovation and technological capabilities along with licensed brands, patents, trademarks will further strengthen brand offerings



## Awards & Accolades



Recognized as **'Top Performer'** suppliers at Walmart's Global Sourcing Sustainability Summit



### Winner of 2 Gold Trophies at TEXPROCIL for the second consecutive year

- Gold Trophy for the **'Highest Export Performance in Cotton made ups-bed linen/bed sheets/quilts'**
- Gold Trophy for the **'Special Achievement Award in Cotton made-ups'**



**'Boutique Living'** felicitated by The Economic Times as **'ET ICONIC BRAND OF 2021'**



**'Layers'** recognized as **'THE FEMINA POWER BRAND OF THE YEAR 2021'**



Honoured with the **Navabharat Group 'Healthcare CSR of the year' award 2021**. The recognition conferred to us by the **Governor of Maharashtra**, for our work towards Corporate Social Responsibility

## Sustainability



- **ICIL is an official member of the U.S Cotton Trust Protocol**
- The US Cotton Trust protocol provides mills and manufacturers critical assurances they need to prove to their customers that they are an approved supply chain partner for brands and retailers who are sourcing more sustainably grown cotton



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## New Capacity To Drive Next Leg of Growth – Total Capex of Rs. 200 Crs

### BROWNFIELD EXPANSION



- Expansion of its bed linen capacity by ~ **20% existing annual capacity of 90 Mn metres to 108 Mn metres** by debottlenecking and balancing facilities
- Brownfield investment for adding commensurate cut & sew facilities and for enhancing the capacity for Top of the Bed (TOB) products. This will entail a capex of ~ **Rs. 150 crores**



### MODERNIZATION OF SPINNING CAPACITY

- Modernization of spinning units with compact spinning technology
- This will entail a capex of ~ **Rs. 50 crores**. Post modernization, this capacity will also be used for captive consumption in the home textiles unit



### REVENUE VISIBILITY

- These investments are expected to increase the revenue by ~**Rs. 600 crores over the next 2 years**, post commissioning.
- The total capex will be ~ Rs. 200 crores and will be **funded by a mix of internal accruals and debt** and is expected to be operational in H2FY22



# Indo Count Industries Limited

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## About Indo Count Industries Ltd.

Indo Count Industries Ltd (ICIL), is one of India's largest Home Textile 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 & sheets and has built significant presence across the globe. Over the years, the Company has successfully carved out a niche for itself and has become a total bedding resource. The company's annual capacity is 90 million metres.

CARE's credit rating is CARE A+ (Single A Plus; Outlook: Stable) for Company's Long-Term Bank Facilities and CARE A1 (Single A One) for Short Term Bank Facilities. ICRA's credit rating is ICRA A+ (Single A plus; Outlook Positive) for Company's Long-Term Bank Facilities and ICRA A1+ (A one plus) for Short Term Bank facilities.

## Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact

**Company :**

**Investor Relations Advisors :**



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**SGA** Strategic Growth Advisors

CIN: L72200PN1988PLC068972

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