



Complete Comfort

October 21, 2020

The National Stock Exchange of India Ltd.
Listing Department
Exchange Plaza,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051

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

Company Symbol : ICIL

Scrip Code No. : 521016

Subject: Press Release on Q2 & H1 FY21 Results

Please find enclosed herewith a copy of Press Release dated October 21, 2020 on Q2 & H1 FY21 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

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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



Indo Count Industries Ltd.

Highest ever quarterly volume of 22.8 mn metres in Q2FY21 FY21 Sales volume guidance at 72-75mn metres

Mumbai, October 21, 2020: Indo Count Industries Limited (BSE: 521016) (NSE: ICIL), announced its un-audited financial results for the Quarter and Six months ended 30th September 2020

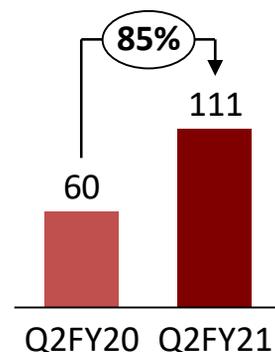
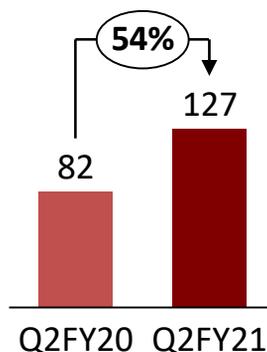
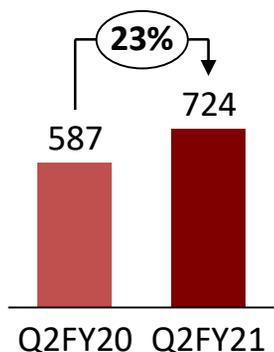
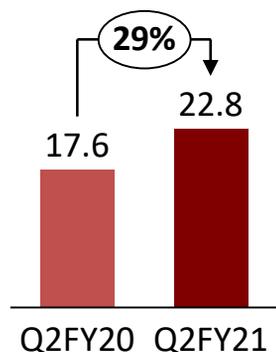
Consolidated Financials at a Glance:

Volumes (mn mts)

Revenue (Rs. Crs)

EBITDA (Rs. Crs)

PBT* (Rs. Crs)



Commenting on the results, Mr. Anil Kumar Jain, Executive Chairman said,

“We are all challenged in this evolving World, however, despite the tough operating environment, our company recorded its highest ever quarterly sales volume, a testament to the resilience of our Company’s team & capabilities, strong customer relationships and promising product profile.

We remain committed in creating new and progressive approaches to our product portfolio and services and thus continuing to contribute to the development of our Customers.”

*PBT is before Exceptional items





Indo Count Industries Ltd.

Brand & Product launches in Value-Added Categories

The Industry is witnessing a significant trend in terms of increasing migration of consumer preference towards value-added categories including Health & Wellness. The Company’s focused approach has led to the launch of brands to address these evolving customer preferences

WHOLISTIC

The Company launched “**Wholistic - Whole Health Sleep Better**” brand which features innovations associated with cleaner living, keeping a hygienic home and fostering better sleep

SLEEP·RX

The Company launched **Sleep Rx™** during Fall market, New York. A new Sustainable Performance brand featuring Performance bedding innovation, made out of Sustainable material

Layers®

Launched a new domestic brand in India named ‘**Layers**’. Layers is value driven mass brand to cater to aspiring customers across India with combination of style, technology and price



Boutique Living Luxury is a D2C – Direct to Consumer luxury bedding brand in India. Boutique Living Luxury is a brand of meticulously curated and crafted bed linen for connoisseurs of life



With the focus on Sustainability, the Company announced an exclusive partnership with **Archroma in India** for the Company’s **PureEarth collection** featuring EarthColors®, Archroma’s line of patented, plant-based dyes

Sustainability Initiatives



Launched **#GivingwithLiving** initiative in partnership with Myntra for donations to migrant workers through Bosconet



In Walmart’s Gigaton project, the Company has achieved a remarkable milestone and is recognized by Walmart Corporation as “**Giga Guru**” amongst **Global Top 20 suppliers**





Indo Count Industries Ltd.

▪ Sales Volume

- ✓ Highest ever quarterly sales volume of 22.8 mn in Q2FY21, a growth of 29% YoY
- ✓ For H1FY21, sales volume stood at 32.7 mn meters, a growth of 4% YoY
- ✓ **FY21 Sales Volume expected to be in the range of 72-75mn meters**

▪ Total Income

- ✓ Rs. 724 Crs in Q2FY21 vs Rs. 587 Crs in Q2FY20, a growth of 23% YoY
- ✓ Rs. 1,060 Crs in H1FY21 vs Rs. 1,106 Crs in H1FY20

▪ EBITDA

- ✓ Rs. 127 Crs in Q2FY21 vs Rs. 82 Crs in Q2FY20, a growth of 54% YoY
- ✓ Higher absorption of fixed costs on the back of increased volumes led to EBITDA Margin at 17.5% in Q2FY21 vs 14.0% in Q2FY20, an increase of 349 bps YoY
- ✓ Rs. 166 Crs in H1FY21 vs Rs. 154 Crs for H1FY20, a growth of 8% YoY
- ✓ EBITDA Margin at 15.6% in H1FY21 vs 13.9% for H1FY20, an increase of 173 bps YoY

▪ PBT before Exceptional Items

- ✓ Rs. 111 Crs in Q2FY21 vs Rs. 60 Crs in Q2FY20, a growth of 85% YoY
- ✓ Rs. 134 Crs in H1FY21 vs Rs. 112 Crs in H1FY20, a growth of 20% YoY

▪ Debt & Cash

- ✓ **Total Long term Debt** at Rs. 29 Crs as on 30th September, 2020 vs Rs. 36 Crs as on 31st March, 2020
- ✓ **Total Debt (including working capital debt)** at Rs. 290 Crs as on 30th September, 2020 vs Rs. 329 Crs as on 31st March, 2020
- ✓ The **Cash and Cash Equivalents** at the end of 30th September 2020 at Rs. 228 Crs
- ✓ **Net Debt to Equity** of 0.06x

▪ Amalgamation with Pranavadiya Spinning Mills Ltd. (PSML)

- ✓ The Board of Directors of Indo count Industries Ltd. and Pranavadiya Spinning Mills Ltd. have approved merger subject to the approval of shareholders. The merger is expected to increase synergies and efficiencies in business operations





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Indo Count Industries Ltd.

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 meters.

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 credit rating is ICRA A+ (A plus) for Company's Long-Term Bank Facilities and ICRA A1 (A one) for Short Term Bank facilities with Outlook Stable.

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 :



Complete Comfort

SGA Strategic Growth Advisors

CIN: L72200PN1988PLC068972

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