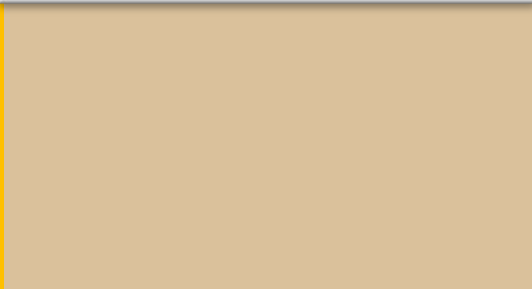




INDO COUNT INDUSTRIES LIMITED

Q2FY15 RESULT UPDATE

13TH NOV' 14



Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Indo Count Industries Ltd (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the tire industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



ET500 List – Rank within Textile Industry –FY14

Indo Count Industries entered into ET500 List in FY2014

ROCE

21.9%



Asset Turnover

2.46x



PAT

Rs.
110crs



Market Cap.

Rs.
525crs



Revenue

Rs.
1,498crs



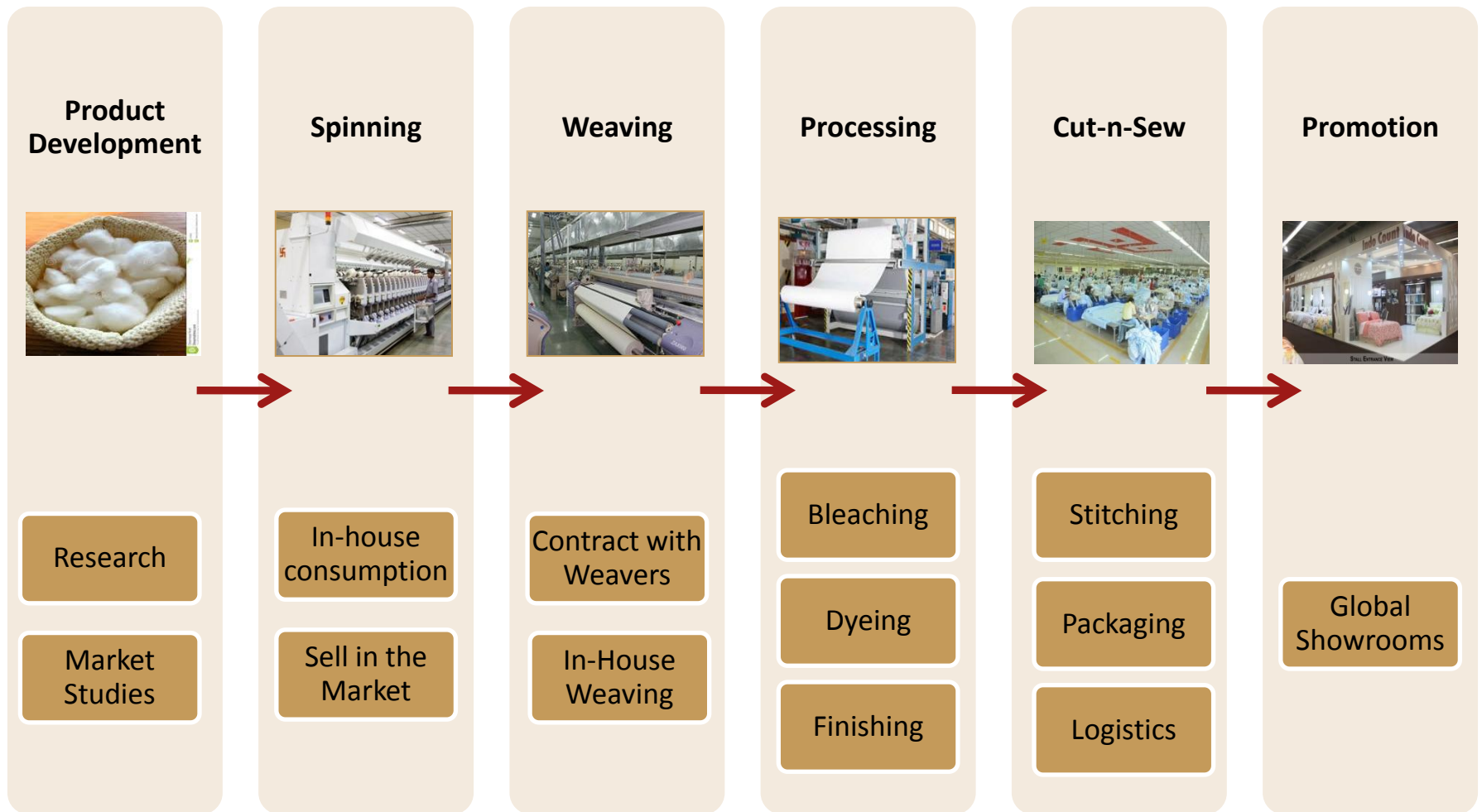
Asset Employed

Rs.
610crs



Current Market Capitalization: Rs. 1060 crores (as on 13th November 2014)

Business Model





Content

Performance Highlights

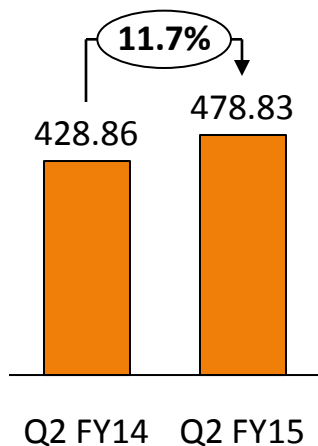
Industry Update

Financials

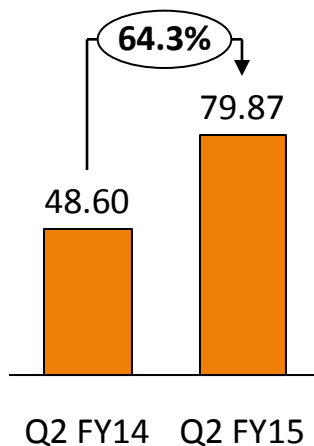
Performance Highlights



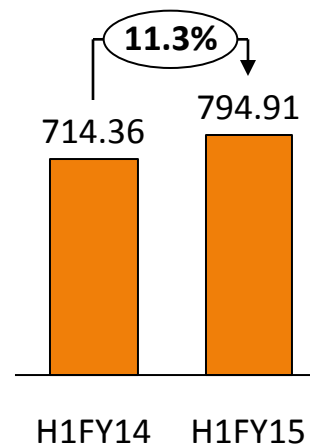
Revenue (Rs. Crs)



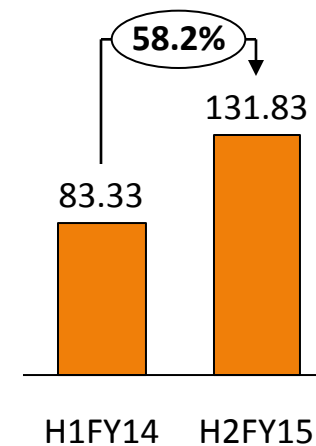
EBITDA (Rs. Crs)



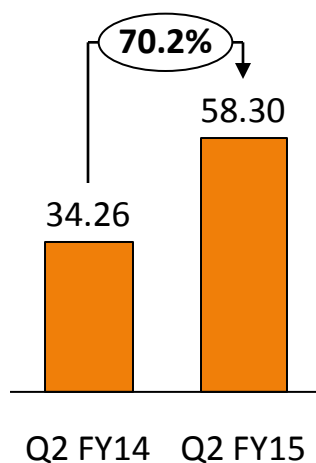
Revenue (Rs. Crs)



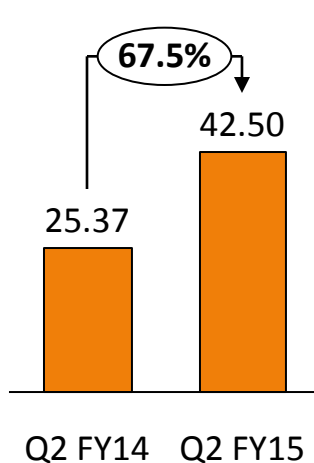
EBITDA (Rs. Crs)



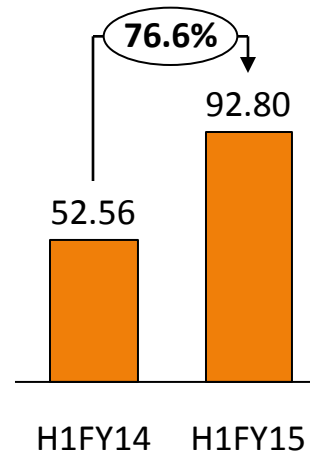
PBT (Rs. Crs)



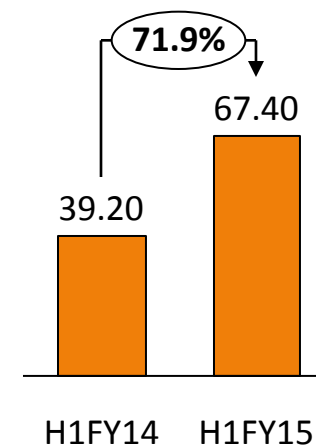
PAT (Rs. Crs)



PBT (Rs. Crs)



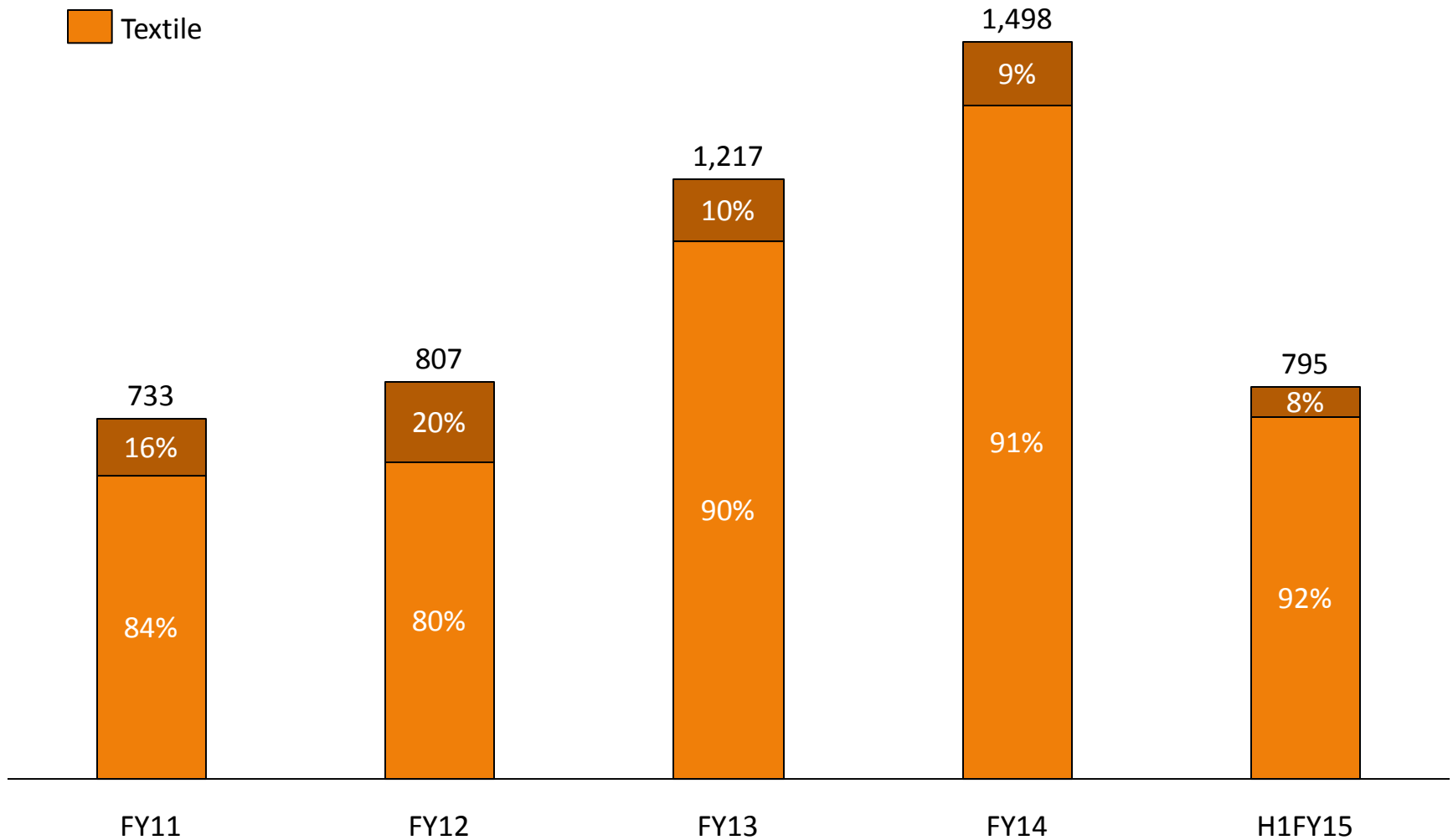
PAT (Rs. Crs)





Textile – A Major Growth Segment

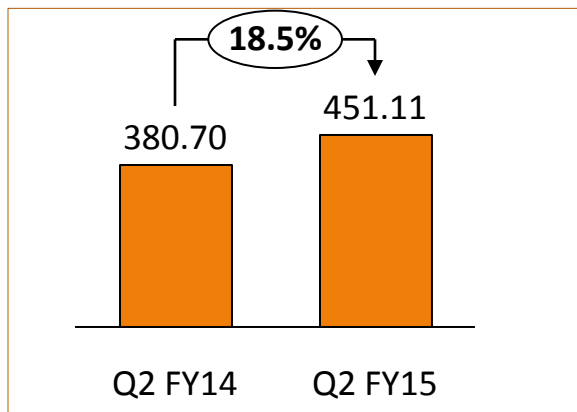
Consumer Durables
Textile



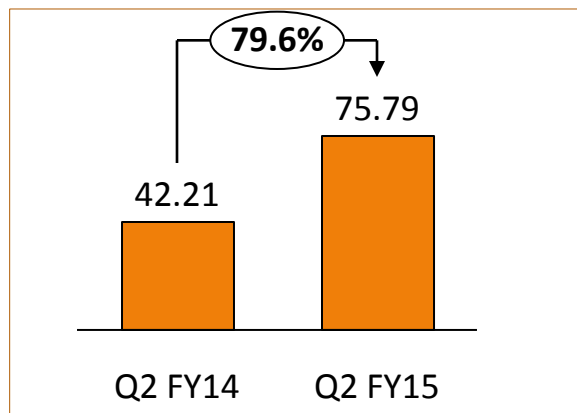


Textile – Strong Performance

Revenue (Rs. Crs)



EBIT (Rs. Crs)



Highlights of H1FY15

- **Performance**

- Revenue increased by 18.5%
- EBIT grew by 79.6% on the back of higher realization and better Product mix

- **Global Presence**

- New showroom opened in Australia
- U.K showroom to open soon

- **Capacity – An increase of 50 %**

- Current capacity of 45 mn meters per annum leading to 12 mn Bed Sheets per annum
- Expanding capacity to 68 mn per annum leading to 17mn Bed Sheets per annum



Content

Performance Highlights

Industry Update

Financials

'MAKE IN INDIA' Advantage...

India - Advantage

- ✓ Availability of Raw Material
- ✓ Competitive Cost structure particularly Power and Manpower Costs
- ✓ Rising government focus and favourable policies
- ✓ Increase spend planned by GOI of \$9.1 bn in 12th Five Year Plan against \$4 bn in 11th Plan
- ✓ Free trade agreement with ASEAN countries
- ✓ Proposed agreement with EU

...Long term Customer relationships



Competing Countries - Challenges

- ✓ Steady improvement in demand as the American economy picks up
- ✓ Progressive decline in Chinese exports to major markets such as the US
- ✓ Currency appreciation in Indonesia
- ✓ Labour unrest in Cambodia
- ✓ Safety concerns after a major factory fire in Bangladesh
- ✓ High cost of credit in Vietnam

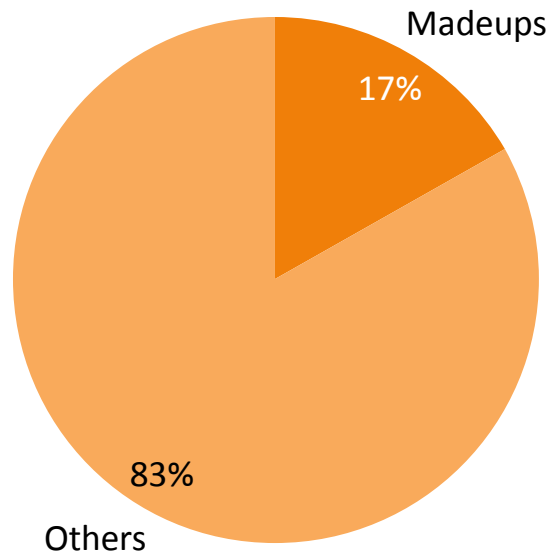
...their challenges are OUR advantages

...exports to US, No. 1 single market, hit record high in August 2014

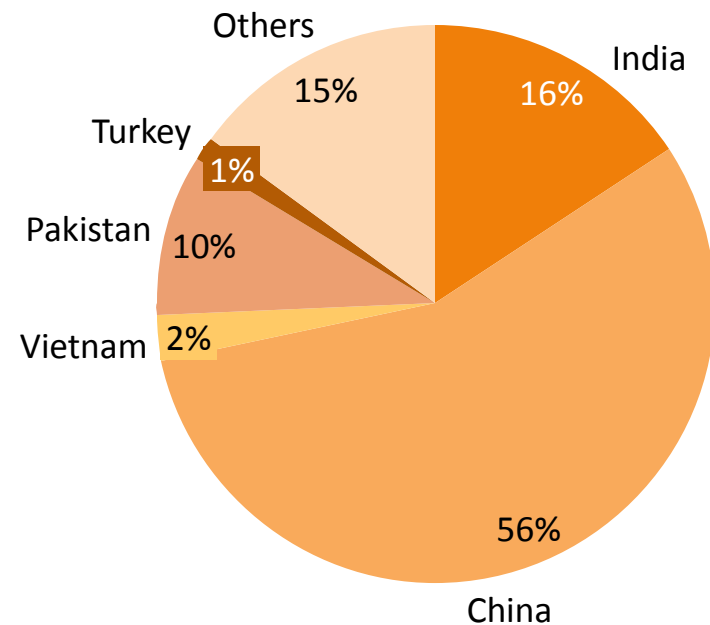


Textile Sector Imports by United States

Total Imports - \$107 bn



Made Ups Imports - \$18 bn



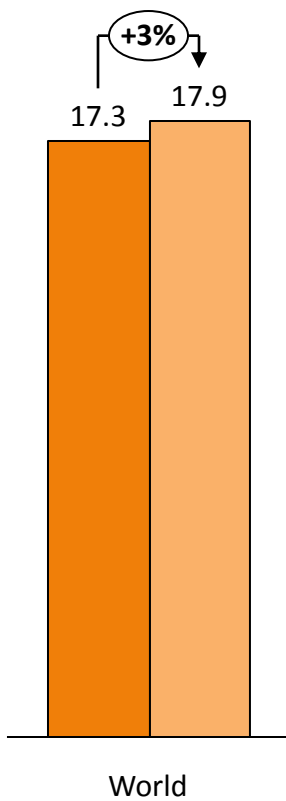
As on Year Ending – September 2014

“Made-ups”- an article manufactured and/or stitched from any type of cloth, other than a garment

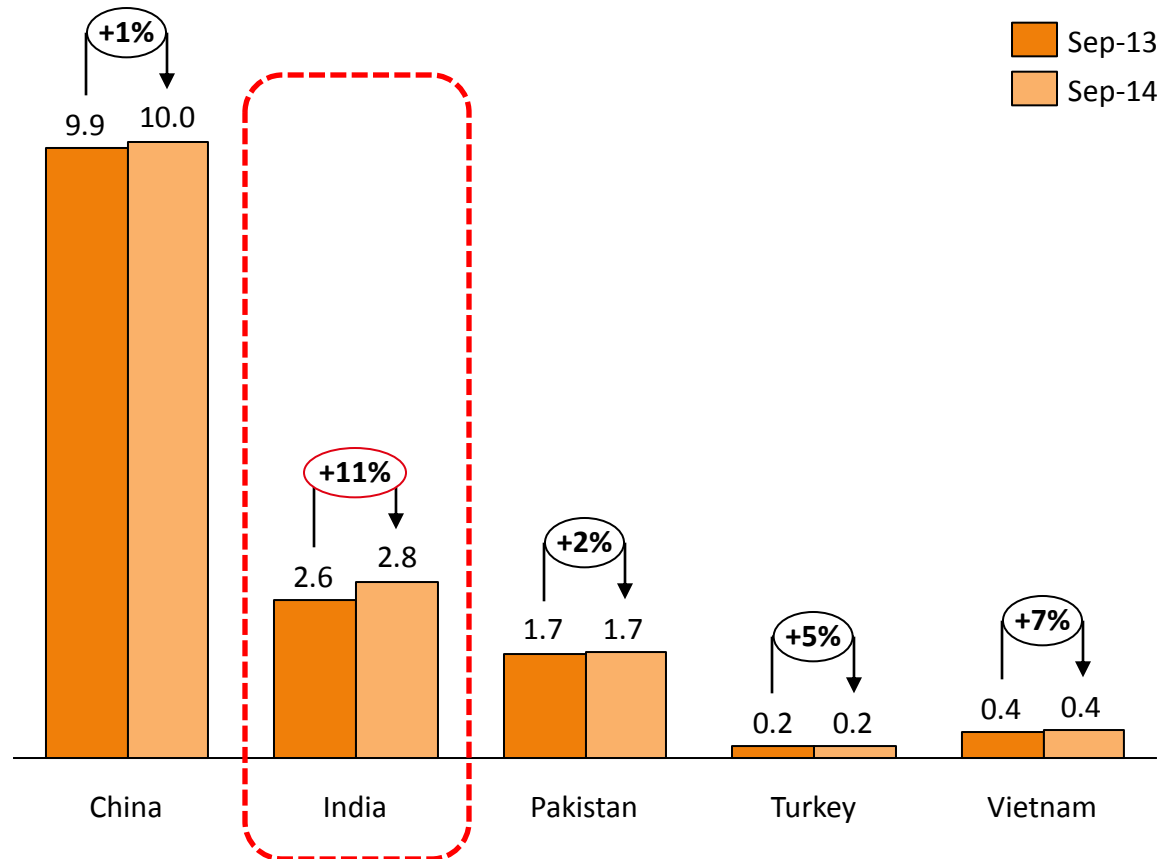


Growth in 'Made Ups' Imports to United States

World (\$ bn)



Top 5 Made Ups Exporting Countries to US account for 85% of the Market (\$ bn)



2/3rd of Indo Count's Revenue is contributed by U.S market

Indo Count Advantage



*Integrated
Home Textile
Company*



*State of the Art
manufacturing
facilities*



*Customer
Relationships*



*Wide Product
Range*

*Innovation that
Creates New
Products*



*Global
Presence*





Content

Performance Highlights

Industry Update

Financials

Standalone Profit & Loss



Particulars (Rs. in Crores)	Q2FY15	Q2FY14	Y-o-Y	H1FY15	H1FY14	Y-o-Y
Total Revenue	478.83	428.86	11.65%	794.91	714.36	11.28%
Raw Material	287.81	275.24		467.46	459.18	
Manpower Cost	17.95	16.19		33.87	28.75	
Other Operating Expenses	93.20	88.83		161.75	143.10	
EBIDTA	79.87	48.60	64.34%	131.83	83.33	58.20%
EBIDTA Margin	16.68%	11.33%		16.58%	11.66%	
Depreciation	3.66	4.65		7.23	9.29	
Interest	17.91	9.69		31.80	21.48	
Tax	15.80	8.89		25.40	13.36	
Net Profit	42.50	25.37	67.52%	67.40	39.20	71.94%
Net Profit Margin	8.88%	5.92%		8.48%	5.49%	
Earning Per Share (EPS)	11.62	7.15		18.43	11.03	

Standalone Balance Sheet



Particulars	As on	As on
Rs. in Crores	30-Sep-14	31-Mar-14
Shareholder's Fund	331.03	270.02
Share capital	39.08	37.98
Reserves & Surplus	291.95	232.04
Warrants	1.25	2.35
Non-current liabilities	108.04	97.24
Long term borrowings	92.31	97.23
Deferred Tax Liabilities (Net)	15.68	0.00
Other long term liabilities	0.05	0.01
Current liabilities	551.08	571.31
Short term borrowings	197.09	268.63
Trade payables	157.36	189.19
Other current liabilities	150.52	86.73
Short term Provisions	46.11	26.76
Total Liabilities	991.40	940.92

Particulars	As on	As on
Rs. in Crores	30-Sep-14	31-Mar-14
Non-current assets	367.54	351.16
Fixed assets (inc. CWIP)	343.95	317.88
Non-current Investments	18.80	18.80
Deferred Tax Assets (Net)	0.00	9.79
Long-term loans and advances	4.79	4.69
Current assets	623.86	589.76
Inventories	269.69	257.12
Trade receivables	148.84	166.92
Cash and bank balances	22.16	11.80
Short term loans and advances	87.41	75.23
Other current assets	95.76	78.69
Total Assets	991.40	940.92



For further information, please contact:

Company :

Indo Count Industries Ltd
CIN: L72200PN1988PLC068972

Mr. K.R. Lalpuria—Executive Director
kklalpuria@indocount.com

Mr. R. Sundaram-CFO & CS
rsundaram@indocount.com
www.indocount.com

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Ms. Neha Shroff/ Ms. Ruchi Rudra
sneha@sgapl.net / rruchi@sgapl.net

www.sgapl.net