



INDO COUNT INDUSTRIES LIMITED

COUNT ON US...



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Content

- Indo Count – Business overview*
- Home Textile Industry*
- Sustaining growth... Building Momentum*
- Financials*

Business Overview



- ❑ India's one of the leading Vertically Integrated Home Textile Company**
- ❑ Business Segment includes Home Textile, Spinning and Consumer Durables**
- ❑ Emerged as one of the leading player in the Home Textile Segment**
 - ✓ 3rd largest manufacturer exporter of bed sheets from India**
 - ✓ 4th largest supplier of Bed Sheets into USA**
 - ✓ 14th Largest Home textile supplier to USA from across the globe**
- ❑ Global distribution network spanning 49 countries across 5 continents**
- ❑ Office- cum-Showroom & Distribution centers in U.S.A, U.K and Australia**
- ❑ Clientele includes Top Global Retailers and Renowned International Brands**
- ❑ 36% Revenue CAGR in Home Textile Segment**
 - ✓ Revenue grew to Rs. 1,029 Crs. In FY 2014 from Rs. 410 Crs. In FY 2011**



The Leadership Team

Mr. Anil Kumar Jain – Chairman & MD

- ❑ Promoter of the Company & its his Vision to foray into the Home Textile Business.
- ❑ Entrepreneurship skills and business leadership with 35 years of experience as Managing Director
- ❑ Widely recognized in the industry for his outstanding ability of turning business around
- ❑ Looked upon for his global outlook for the Indian textile industry

Mr. R.N. Gupta– Joint Managing Director

- ✓ B. Text degree from Mumbai University with more than 50 years experience in the Textile Industry
- ✓ Associated with the company from past 23 years
- ✓ Business Head of the Spinning segment of the Group

Mr. Kamal Mitra - Director

- ✓ Bachelor Degree in Textile Engineering & having more than 35 years of experience in the Textile Industry
- ✓ Associated with the company from past 11 years
- ✓ Responsible for the entire manufacturing operations of the Spinning facilities of the Group

Mr. J.G. Arora– President Home Textile

- ✓ B. Tech in Textiles with over 39 years of experience in Textile Industry
- ✓ With the company from past 8 years as Business Head of the Home Textile segment of the Group
- ✓ Initiate strategies to improve efficiencies at the units

Mr. K.R. Lalpuria – Executive Director

- ✓ Chartered Accountant with more than 30 years of experience in the Textile industry
- ✓ Associated with the company from past 4 years and has good network for business development globally

Mr. R. Sundaram – CFO & CS

- ✓ Over 30 years of experience in the field of Financial Management and Corporate Compliances
- ✓ With company from past 3.5 years & Responsible for the Group Financial Management & Compliances

Mr. S.K. Mohanty- SVP (Operations)

- ✓ B. Tech in Textiles with more than 20 years of experience
- ✓ With the company from past 2 years and heads the entire operations of Home Textile Segment
- ✓ Responsible from end to end and B2C business of Home Textile

Business Divisions



Home Textile

- ❑ Manufacturer of Bed Sheet, Pillow Cases, Duvet Covers, Bed Skirts, Comforters, Quilts, Fashion Bedding, Utility Bedding and Institutional Linen
- ❑ Current Capacity of 45 mn meters per annum leading to 12 mn Bed Sheets per annum
 - ✓ Expanding capacity to 68 mn meters per annum – 17 mn Bed Sheets per annum
- ❑ Global Presence - United States, Canada, Brazil, France, Germany, Austria, Spain, UAE
 - ✓ Expanding Presence in United Kingdom, Japan, Australia and Russia

Spinning

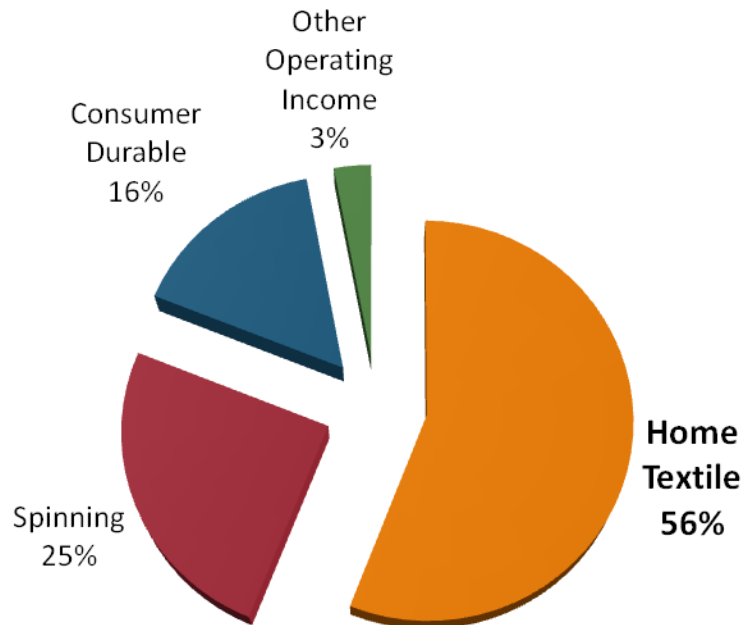
- ❑ 100% Combed Yarns and Knitted Grey Fabrics
- ❑ 80,016 spindles with Spinning Capacity of 14,000 tones p.a.
- ❑ Focus on Quality of Production – State-of-the-art Machineries and Equipments from leading and Reputed Global Manufacturers



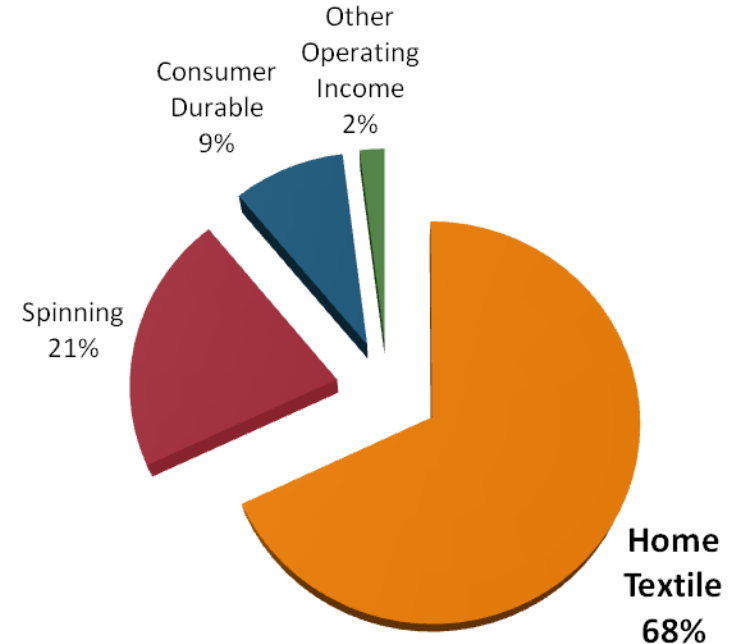


Home Textile – A major Growth Segment

Consolidated Revenue FY 11 : Rs. 733Crs



Consolidated Revenue FY 14 : Rs. 1,498Crs





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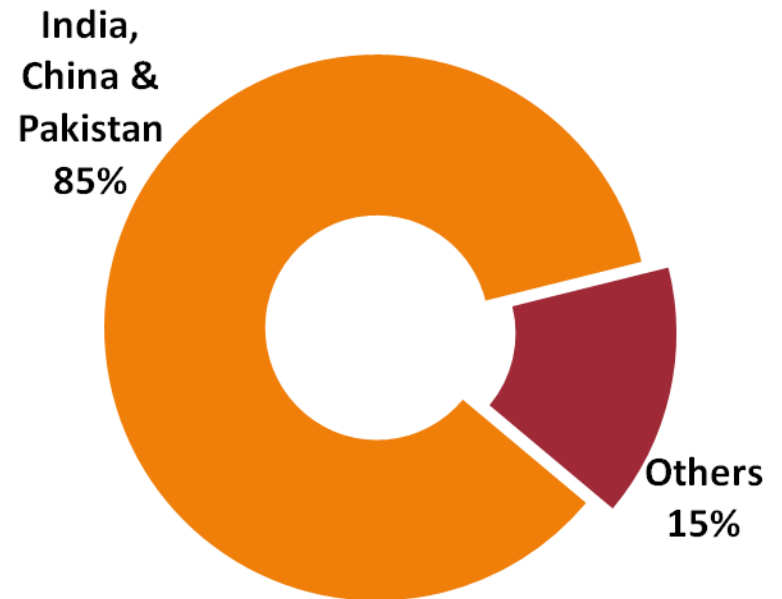
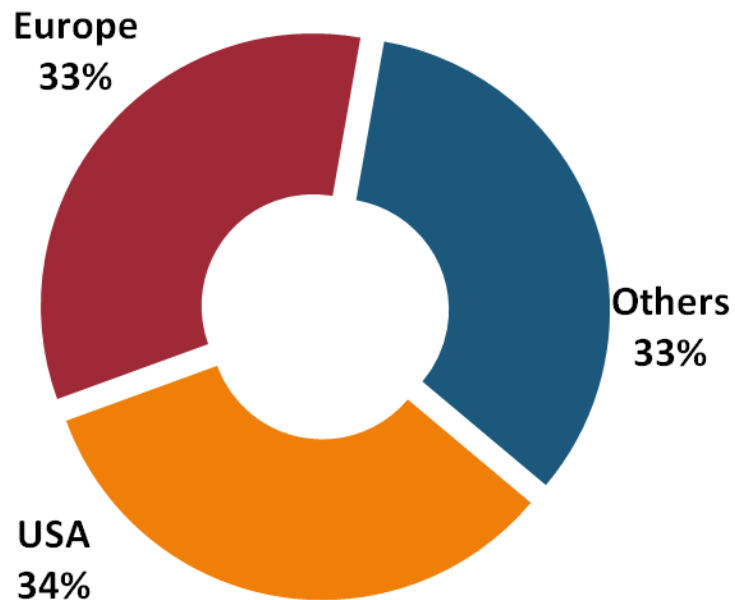
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Global Export Market- Madeups Textile

USD 75 bn Market

... Asian Countries dominates Supply



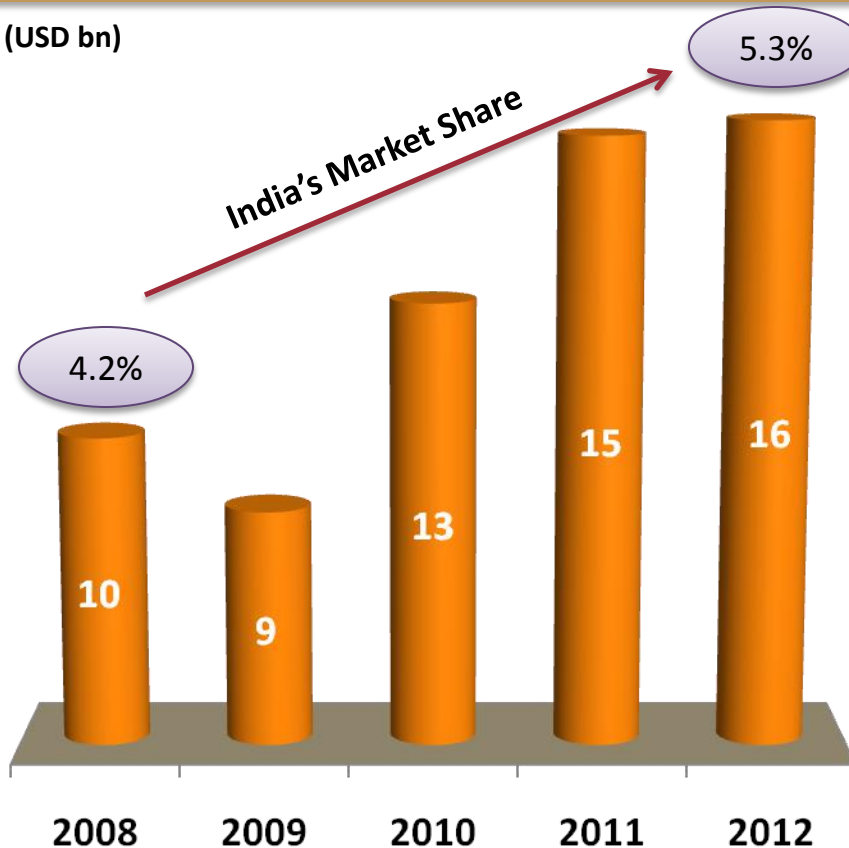
Source: OTEXA, Department of Commerce, United States Of America

India ... Advantage in addressable Opportunity



Growth in India's Home Textile Exports

(USD bn)



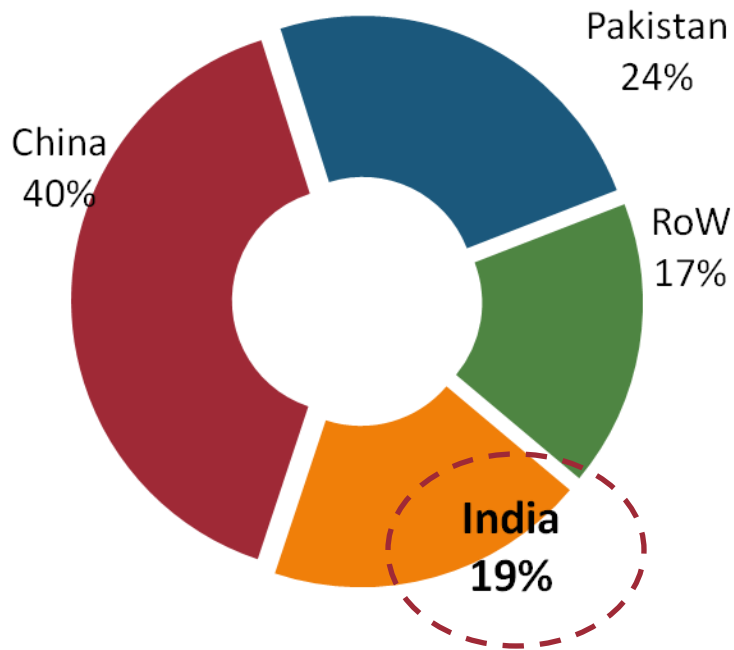
Source: WTO

- ❑ Availability of Raw Material
 - ✓ 2nd Largest producer of cotton
- ❑ Competitive Cost Structure particularly Power and Manpower Costs
- ❑ Supportive Government Policies like TUFs to Promote Textile Sector
- ❑ Increasing Challenges in competing neighboring countries
 - ✓ China – Shift of focus to higher value added industry and also losing export competitiveness due to rising cost
 - ✓ Pakistan – Energy, quality and compliance issues
 - ✓ Bangladesh – Environment compliance and Workers safety issues, dependence on raw material

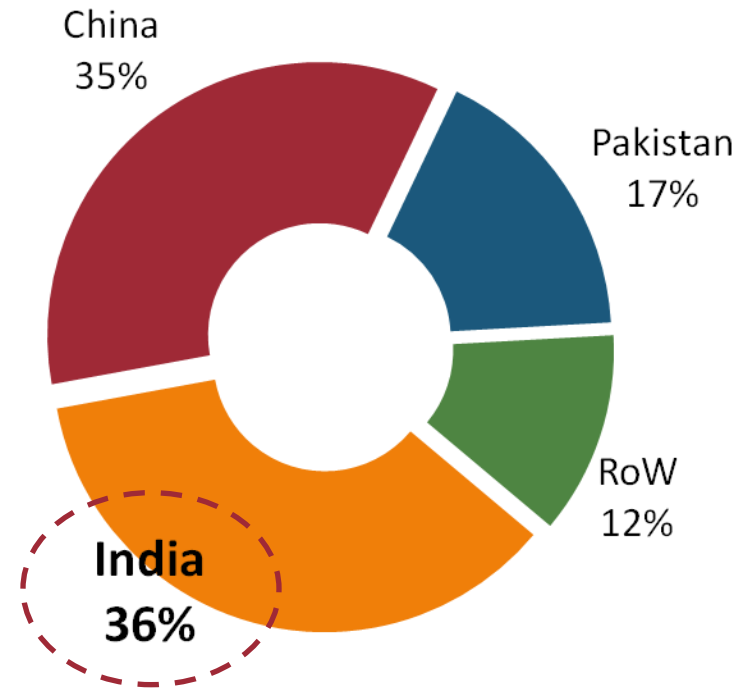
India ... Capturing Market Share in USA



2009



2013



Source: OTEXA, Department of Commerce, United States Of America , Bed Linen Export to USA



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Key Strengths



1

Integrated Home Textile Plant

2

Wide Product Range

3

Innovation that Creates New Products

4

Global Presence

5

State of the Art manufacturing facilities

6

Expanding Capacity to 68 mn meters per annum

1. Integrated Home Textile Plant

Presence across all processes



**Product
Conceptualization, design
& development**



Promotion



Spinning



Weaving



Processing



Cut-n-Sew

2. Wide Product Range



Bed Sheets



Institutional Linens



Comforters



Pillow Covers



Utility Bedding

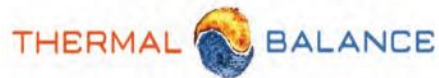


Duvet Covers

3. Innovation that Creates New Products



- An opulent blend of few finest cotton in the world in order to get a superior yarn with exceptionally soft hand feel



- Balancing the temperature between the body and the bed is so as to provide a better sleep



- Special stitch makes the sheet to stay on mattress and keeps it snug fitting in the corners





4. Global Presence

INDIA

- Mumbai, Global Headquarters
- Publicly Listed 1991 & 3,000 employees
- Sheeting factories in Kolhapur, India
- Top of Bed – Design Studio and Factory

USA

- New York - Showroom & Design Studio
- Established in 2011
- Charlotte, NC - 3 PL Warehouse (for retail and e-commerce).

U.K

- Manchester – Showroom, Design Studio & Warehouse
- Established in July 2014

AUSTRALIA

- Melbourne – Showroom, Design Studio & Warehouse
- Established in July 2014

5. State of the Art manufacturing facilities

Home Textile

- ❑ Equipments from Global Suppliers like Benninger (Switzerland), Tsudakoma (Japan), Monforts & OSTHOFF (Germany), Juki (Japan), Mathis (UK), Zimmer (Austria), Airoli (Italy)



Spinning

- ❑ Equipments from Global Suppliers like RIETER (Switzerland), SCHLAFHORST (Germany), VOLKMANN TFO (Germany), XORELLA & USTER (Switzerland), MAYER & CIE (Germany), LMW (India)

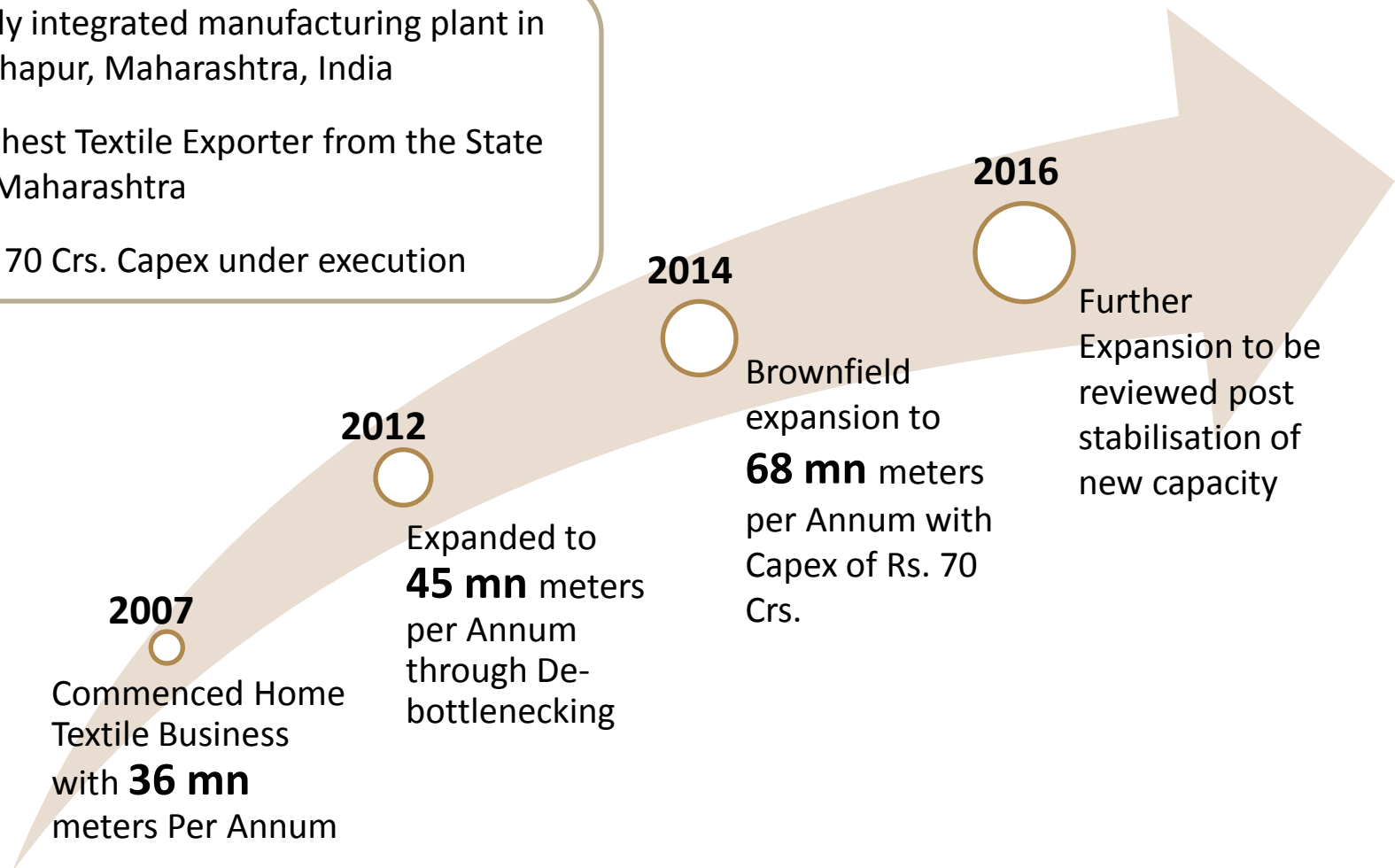


Machines and Equipments from Globally reputed suppliers ensures Quality Products



6. Expanding Capacity

- ❑ Fully integrated manufacturing plant in Kolhapur, Maharashtra, India
- ❑ Highest Textile Exporter from the State of Maharashtra
- ❑ Rs. 70 Crs. Capex under execution





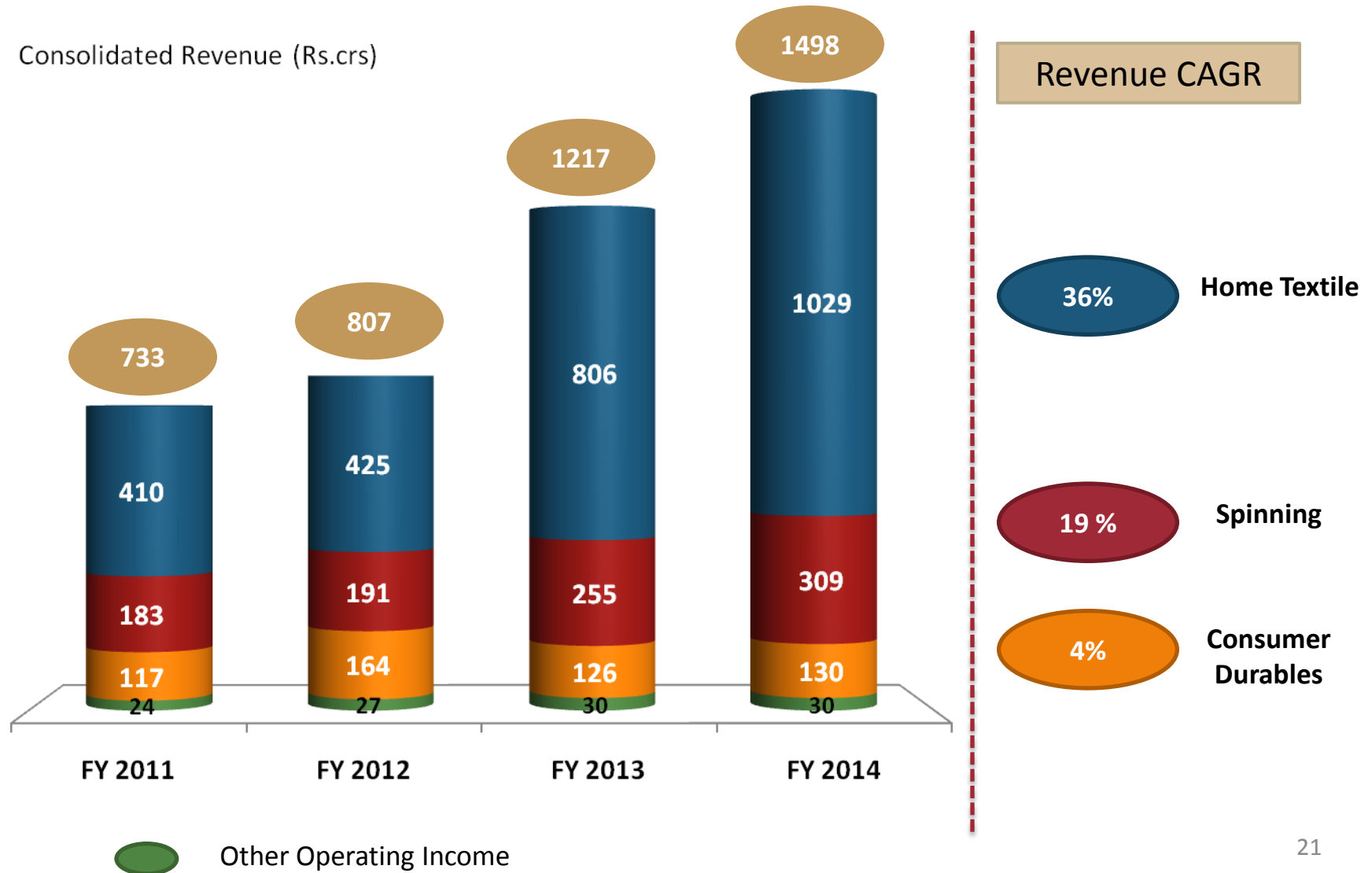
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Home Textile, A Key Growth Driver



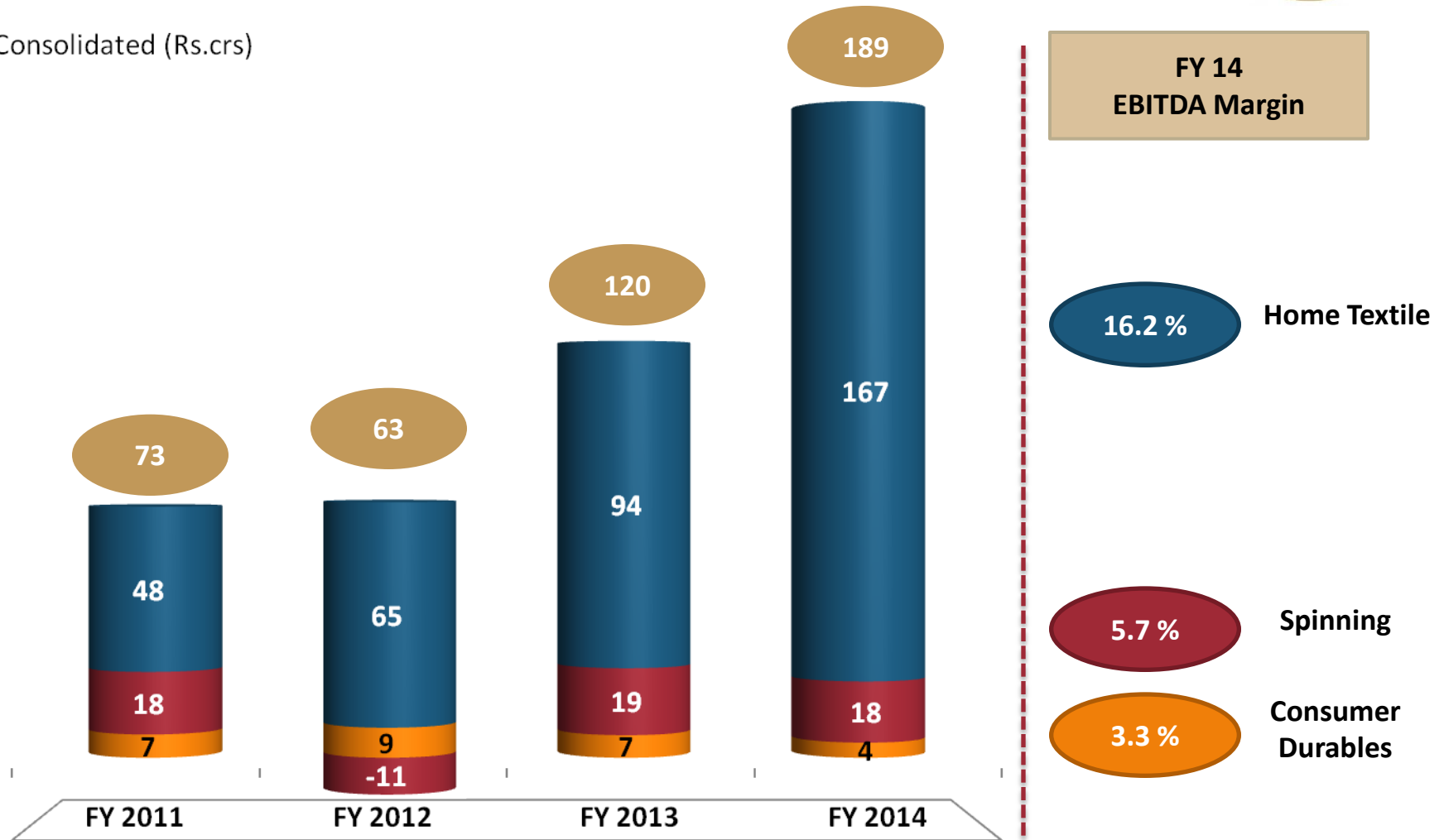
Consolidated Revenue (Rs.crs)





.... Generates Highest Operating Margin

Consolidated (Rs.crs)



Consolidated Financial Highlights



Particulars (Rs. in Crores)	FY11	FY12	FY13	FY14
Revenue	709.17	779.71	1186.77	1467.63
Other operating Income	24.04	27.42	30.32	30.27
Revenue incl. Other Operating Income	733.2	807.1	1217.0	1497.9
Raw Material	477.8	538.2	736.6	890.3
Manpower Cost	35.2	40.9	53.5	64.5
Other Operating Expenses	147.9	165.0	307.0	354.0
EBITDA	72.3	63.0	120.0	189.1
EBITDA Margin	9.9%	7.8%	9.9%	12.6%
Depreciation	19.6	18.6	18.5	19.6
Interest	30.6	35.2	49.8	49.9
Exceptional item*	-4.6	-12.4	-15.7	0.0
Tax	6.8	-0.8	6.6	9.3
Net Profit	10.7	-2.3	29.5	110.4
Net Profit Margin	1.5%	-0.3%	2.4%	7.4%
Earning Per Share (EPS)	3.03	-0.61	8.23	30.96

Balance Sheet Highlights



Rs. in Crores	FY13	FY14
Shareholder's Fund	194.5	289.3
Share capital	38.0	38.0
Reserves & Surplus	156.5	251.3
Warrants	1.1	2.4
Minority shares	1.3	5.5
Non-current liabilities	137.9	97.9
Long term borrowings	135.9	97.2
Long term Provisions	2.0	0.7
Current liabilities	504.4	615.8
Short term borrowings	228.5	298.6
Trade payables	187.6	199.8
Other current liabilities	82.7	89.2
Short term Provisions	5.7	28.3
Total Liabilities	839.3	1010.9

Rs. in Crores	FY13	FY14
Non-current assets	385.4	365.6
Fixed assets (inc. CWIP)	361.3	346.7
Non-current Investments	0.0	0.0
Deferred Tax	21.3	13.1
Long-term loans and advances	2.8	5.7
Current assets	453.9	645.3
Inventories	245.8	345.7
Trade receivables	87.9	108.7
Cash and bank balances	8.6	31.3
Short term loans and advances	52.7	79.0
Other current assets	58.8	80.7
Total Assets	839.3	1010.9



For further information, please contact:

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