

EXPORTS: BETTER DAYS AHEAD? | SUMMER TREND: COOL BEVERAGES

# BW BUSINESSWORLD

www.businessworld.in

RNI NO. 39847/81 | 02 APRIL 2017

**YOGI  
ADITYANATH:  
IN THE  
FOOTSTEPS  
OF MODI?**

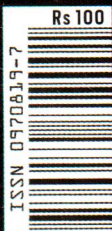
TCS  
Maruti Suzuki  
Infosys  
BPCL  
HPCL  
Tech Mahindra  
Vedanta  
MRF  
HCL  
Idea  
Eicher  
Ceat Tyres  
Glenmark Pharma  
JK Tyre  
Torrent Pharma  
Cairn India  
Indo Count  
HFCL  
Dalmia Cement  
Avanti Feeds  
Seya  
Ujjas  
Nitin Spinners  
BSL  
Neha International

## INDIA'S FASTEST GROWING COMPANIES

The outliers that make India Inc. shine in the growth sweepstakes



**RAJYAVARDHAN  
RATHORE: NO GOVT.  
PLAN TO REGULATE  
SOCIAL MEDIA**



**ARNAB GOSWAMI BULLISH ON REPUBLIC TV LAUNCH**

# FASTEST GROWING COMPANIES

Lead Essay...82

Methodology...84

Rankings...86

## THE SUPER HEAVYWEIGHTS

TCS...90

Maruti Suzuki...92

Infosys...94

BPCL...96

HPCL...100

## THE HEAVYWEIGHTS

Tech Mahindra...102

Vedanta...106

MRF...108

HCL...110

Idea Cellular...112

## THE MIDDLEWEIGHTS

Eicher Motors...114

Ceat Tyres...116

Glenmark Pharma...118

JK Tyre...120

Torrent Pharma...122

## THE WELTERWEIGHTS

Cairn India...124

Indo Count... 126

HFCL...128

Dalmia Bharat Sugar...130

Avanti Feeds...132

## THE FEATHERWEIGHTS

Seya Industries...134

Ujaas Energy...136

Nitin Spinners...138

BSL...140

Neha International...142

PHOTOGRAPH: B. K. RAMESH



Company	Industry	Net sales (Rs cr)	Net profit (Rs cr)	Revenue (CAGR %)	PAT (CAGR %)	Weights	Rank
UPL	Pesticides & Agrochemicals	5821.75	705.71	16.0	32.8	20.20	11
Britannia Industries	Consumer Food	7868.89	749.09	12.3	41.5	19.60	12
Apollo Hospitals Enterprise	Hospital & Healthcare Services	5409.07	369.44	17.9	12.5	16.60	13
NBCC (India)	Construction - Real Estate	5749.23	308.80	13.8	15.0	14.10	14
JSW Energy	Power Generation/Distribution	5807.47	965.85	4.6	42.4	14.10	15

#### WELTERWEIGHTS - REVENUES Rs 1000-4999 cr

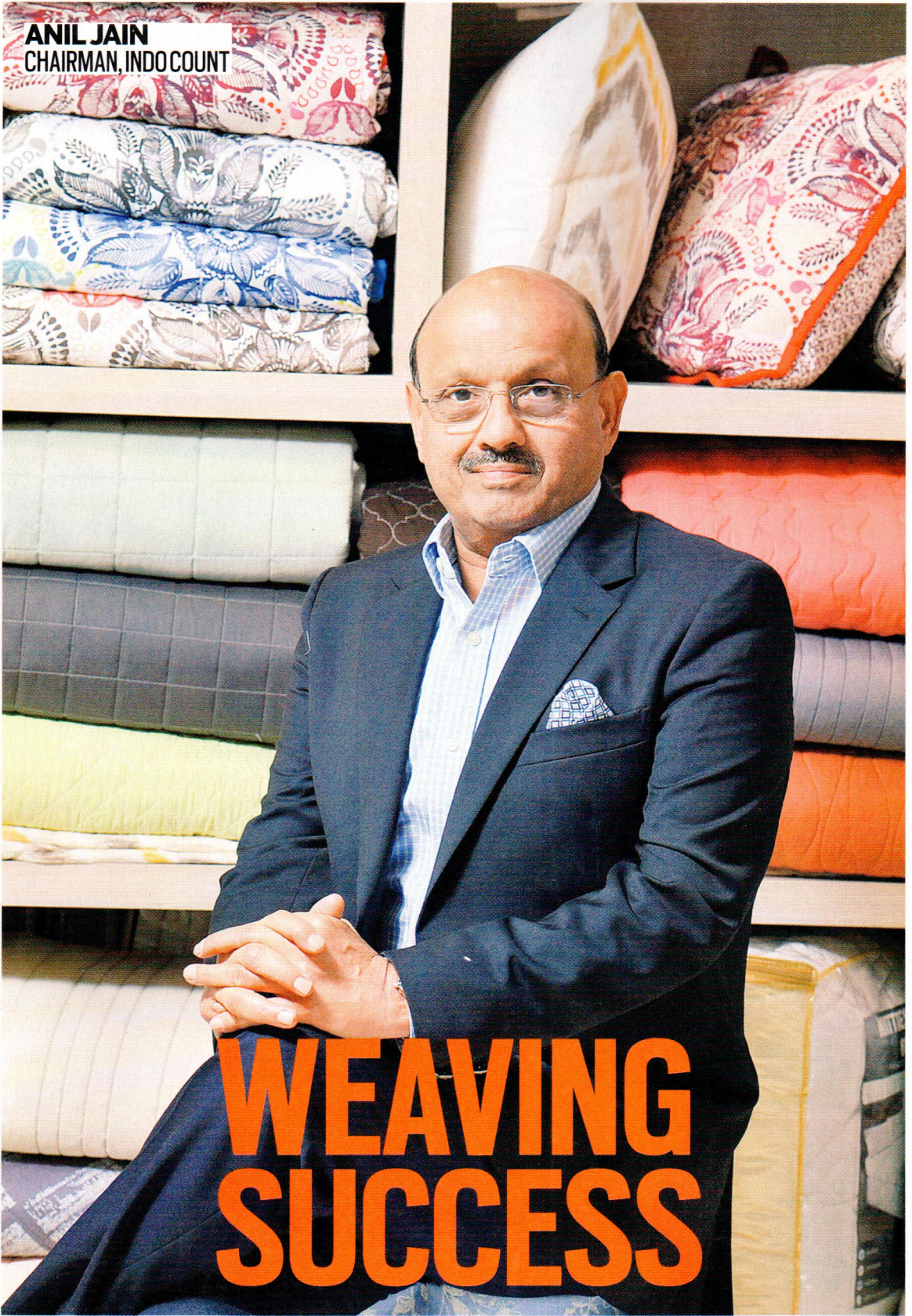
Cairn India	Oil Exploration	4649.43	853.53	379.4	109.9	312.00	1
Indo Count Industries	Textile	2031.80	250.71	28.3	562.7	161.90	2
Himachal Futuristic Comm.	Telecommunication - Equipment	2569.54	119.01	77.2	79.6	77.80	3
Dalmia Bharat Sugar & Ind.	Sugar	1129.34	58.45	12.1	183.9	55.10	4
Avanti Feeds	Consumer Food	1995.30	155.26	51.2	53.4	51.80	5
Inox Leisure	Film Production, Distribution & Entertainment	1285.31	77.64	32.7	65.8	41.00	6
Shilpi Cable Technologies	Cable	1905.81	56.30	42.6	31.9	39.90	7
Johnson Controls - Hitachi Air Conditioning India	Air Conditioners	1645.68	49.98	20.2	97.8	39.60	8
PVR	Film Production, Distribution & Entertainment	1739.63	114.14	38.3	42.0	39.20	9
Mahindra CIE Automotive	Forgings	1330.90	31.32	35.9	46.6	38.60	10
Ajanta Pharma	Pharmaceuticals & Drugs	1529.26	414.48	26.8	58.0	34.60	11
Prestige Estate Projects	Construction - Real Estate	2319.13	361.81	33.6	29.4	32.60	12
Vakrangee	BPO/ITeS	3168.60	391.47	23.7	55.2	31.60	13
Alembic Pharmaceuticals	Pharmaceuticals & Drugs	2988.19	698.13	21.5	55.1	29.90	14
Granules India	Pharmaceuticals & Drugs	1327.63	120.96	23.9	45.1	29.20	15

#### FEATHERWEIGHTS - REVENUES Rs 250-999 cr

Seya Industries	Chemicals	275.28	26.78	76.5	135.1	91.20	1
Ujaas Energy	Electric Equipment	277.12	20.89	69.0	118.3	81.30	2
Nitin Spinners	Textile - Spinning	766.87	44.16	15.7	247.5	73.70	3
BSL	Textile - Weaving	378.27	7.12	5.6	172.0	47.20	4
Neha International	Floriculture	251.38	2.28	54.6	21.9	46.40	5
Indian Terrain Fashions	Textile	325.01	33.02	23.2	107.8	44.40	6
Ajanta Soya	Consumer Food	579.12	5.09	11.9	121.9	39.40	7
Swarnasarita Gems	Diamond & Jewellery	320.99	2.71	45.4	19.6	39.00	8
Coastal Corporation	Consumer Food	307.69	7.92	45.1	14.0	37.30	9
Bharat Rasayan	Pesticides & Agrochemicals	452.11	33.88	33.9	36.3	34.50	10
Suven Life Sciences	Pharmaceuticals & Drugs	499.52	94.97	25.1	60.4	33.90	11
Sonata Software	IT - Software	504.33	117.45	22.6	67.5	33.80	12
D-Link (India)	IT - Networking	699.52	21.50	33.2	32.2	33.00	13
Waterbase	Consumer Food	317.51	18.14	32.5	34.0	32.90	14
Archidply Industries	Wood & Wood Products	277.63	6.01	12.9	91.9	32.70	15

SOURCE: ACE EQUITY; RESEARCH: BW RESEARCH & IIFL WEALTH MANAGEMENT

**ANIL JAIN**  
CHAIRMAN, INDOCOUNT



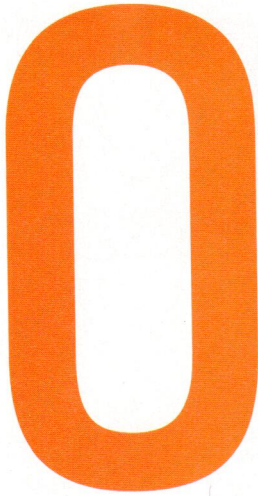
THE WELTERWEIGHTS

# WEAVING SUCCESS

## NO. 2 INDO COUNT

4-yr revenue CAGR: 28.3%

4-yr PAT CAGR: 562.7%



### OVER THE PAST FEW YEARS, INDO

Count Industries has been growing by leaps and bounds under its Chairman Anil Kumar Jain. The company charted an expertly planned growth path and has been forging ahead at great pace, thus boosting the stakeholder's value as well as morale.

Growing from a \$4 billion market to \$13 billion in the US by diversifying into newfangled products has been one of the many feats Indo Count achieved in the last few years. Besides diversifying its product range, the company has expansion plans in Europe and Australia too. The company is also looking at expanding capacity at its Kolhapur plant, from 68 million meters to approximately 110 million meters over the next two years. The capital-light business model has helped the company gain better visibility in the home textiles business.

The company has outpaced the clocked revenue of Rs 2,213 crore resulting in a 24 per cent growth during fiscal 2016. Moreover, its highest ever EBITDA and PAT showed a remarkable growth of 51 per cent and 82 per cent, respectively.

The secret behind the phenomenal growth of the company is beyond

hard work and astute business decisions. In their own words, the company could achieve such exemplary success through tighter operating controls, prudent raw material sourcing, new customer additions, increased capacity utilisation followed by expansion in bed-linen capacity, new positioning in the mid-to-high end segment, a make-to order approach, superior product mix and strictly controlled overheads.

Undoubtedly, the turnaround is noteworthy, especially when most of India's textile companies are still in the spinning business and haven't managed to make the shift to value-added products. In the capital-intensive spinning business, capacity needs to be added regularly. And single-digit margins mean that without going into further debt, it is nearly impossible for textile companies to add this capacity. This means profitability is always low. Yet, Indo Count's method were a departure from the tried and tested ways. It has chosen to evolve in a distinct manner.

Since 2011, the revenues have risen 25.5 per cent annually to Rs 2,070 crore with profits reaching Rs 250 crore in the year ended 31 March 2016.

Last fiscal, Indo Count planned to stock its own brand at various retail outlets in the US. For the Indian markets, it tied up with Asim Dalal, to set up The Bombay Store, to market an exclusive range of bed sheets as a premium product — priced between Rs 2,000 and Rs 9,000 — through Indo Count Retail Ventures, in which Dalal holds a 20 per cent stake. In the next five years, the company aims to clock Rs 500 crore in revenues from its Boutique Living brand.

Bringing in innovation in its every day culture has helped Indo Count stay milestones ahead of the competition. While some factors, like cotton prices, are beyond its control, the company says it does everything to ensure that nothing like the forex derivative loss happens anew, even as they integrate more into the global supply chain of their retail partners.

In 2016, Indo Count launched three new lifestyle brands — Boutique Living, Revival and The Pure Collection in the US market. These brands are scheduled to be launched in other markets in 2018.

While Indo Count has carved a distinct niche, challenges in the home market, still persist. Limited visibility and awareness in India are likely to hamper its expansion plans and growth. Not to mention the higher cost of capital and internal duty structure, in turn, resulting in high pricing of essential raw materials for man-made fibres. How Indo Count maintains its growth pace remains to be seen. — *Monica Behura*

[monica@businessworld.in](mailto:monica@businessworld.in); [@MonicaBehura](https://twitter.com/MonicaBehura)

For more on the textile sector, visit [www.businessworld.in](http://www.businessworld.in)