

27th June, 2016

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

Dear Sir/Madam,

Sub: Intimation of Schedule Analyst/Institutional Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

In compliance with Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, we hereby inform that the Company will be attending the Non- deal Roadshow Investor Meeting, details of which is as under:

Date	Organised by	Place
June 27,2016 to June 30,2016	Religare Capital Market Ltd	United States of America

This is to further inform that, copy of the latest Investor Presentation is attached herewith which would be used in the Investor Meeting.

Kindly note that the changes may happen due to exigencies on the part of the Host/Company.

Thanking you,

Yours faithfully,

For **INDO COUNT INDUSTRIES LIMITED**



R. SUNDARAM
CHIEF FINANCIAL OFFICER

Encl: A/a

INDO COUNT INDUSTRIES LTD.

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CONSISTENT GROWTH

INDO COUNT INDUSTRIES LIMITED

FY 2016

SAFE HARBOR STATEMENT



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VISION



“To be one of the Leading players in the Global Home Textile industry on the strengths of Technology, Experience and Innovation”

OUR ACHIEVEMENTS

Leadership

2nd Largest manufacturer and exporter of Bed Sheets, Bed Linen, Quilts from India – TEXPROCIL

Preferred Supplier

3rd Largest Supplier of Bed sheets into USA

Global Player

11th Largest Home Textile Supplier into USA



Award

FIEO, Western Region has conferred the Prestigious “Export Excellence Award” in the Top Exporter - Non MSME -Trading House Category

Accreditation

Cotton Egypt Association accredited Company with Egyptian Cotton Gold Seal for being a key supplier to global retailers for Egyptian cotton sheets

Performance

Record revenues, Profits & Profitable Growth – Highest credit rating , “A “for Long Term & “A1+” for Short Term from ICRA & CARE

Revenue: \$331mn; Profit After Tax:\$40mn

MANAGEMENT TEAM



Mr. Anil Jain, Executive Chairman

- 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 a Chairman & 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. Mohit Jain, Managing Director

- Promoter & its his Vision of Emerging as a Leading Global Home Textile Company
- Graduated from Babson College , United States of America
- Specialised in the field of Marketing, Finance & Entrepreneurial studies
- Over 15 years of Experience in Global Marketing & Entrepreneurship

Mr. K.R. Lalpuria

Executive Director

Mr. R.N.Gupta

Director Spinning – Non Board

Mr. R.Sundaram

Chief Financial Officer

Mr. Kamal Mitra

Director - Works

Mr. J.G.Arora

President, Home Textile

Mr. S.K.Mohanty

Senior Vice President, Operations

THE 7 DRIVERS OF OUR RECORD PERFORMANCE



REVENUE GROWTH

Outperformed India's textile sector growth

CAPACITY COMMISSIONING

Dec 2016 expansion from 68mn meters to 90mn meters will be on stream; enhanced revenues

IMPROVED PRODUCT MIX

Fashion, utility and institutional bedding segments; launched lifestyle brands

ROBUST CUSTOMER RELATIONSHIPS

Larger customer wallet share; made-to-order offtake

FISCAL EFFICIENCY

Phased debt reduction; protected working capital management despite business growth; stronger gearing; lower interest outflow

ENVIRONMENT COMPLIANCE

\$ 8mn effluent treatment plant commissioned resulted in reuse of process water; and post-treatment water portability

GEOGRAPHICAL FOOTPRINT

UK and Australian showrooms became functional
USA concept will be expanded to UK, Australia & Other countries

KEY FINANCIAL INDICATORS



TERM DEBT (\$MN)

8.59

FY16

10.04

FY15

LONG TERM DEBT / EQUITY RATIO

0.10

FY16

0.21

FY15

NET DEBT (\$MN)

46.74

FY16

43.70

FY15

NET DEBT / EQUITY RATIO

0.55

FY16

0.92

FY15

RETURN ON CAPITAL EMPLOYED

48%

FY16

43%

FY15

RETURN ON EQUITY

47%

FY16

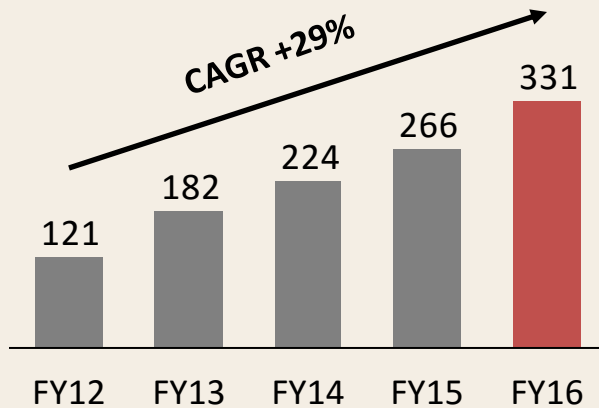
46%

FY15

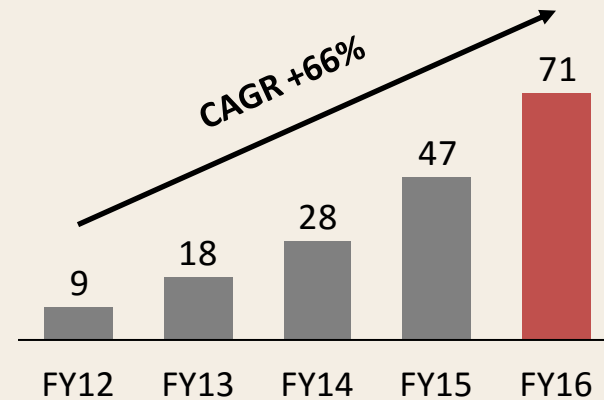
WHAT YOU WILL SEE IN OUR PUBLISHED NUMBERS



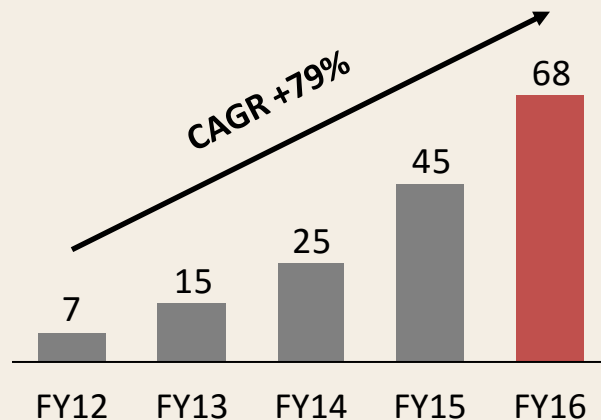
Revenue (\$Mn)



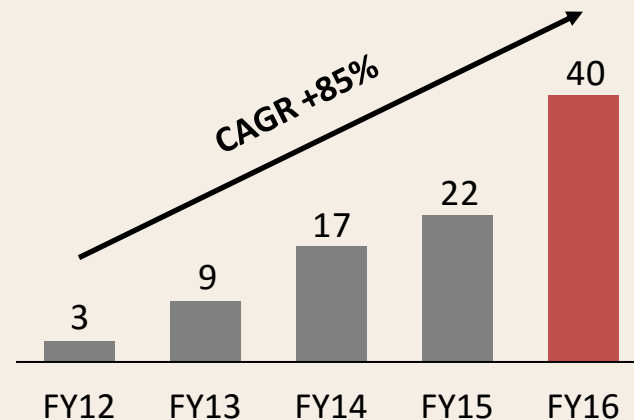
EBITDA (\$Mn)



EBIT (\$Mn)



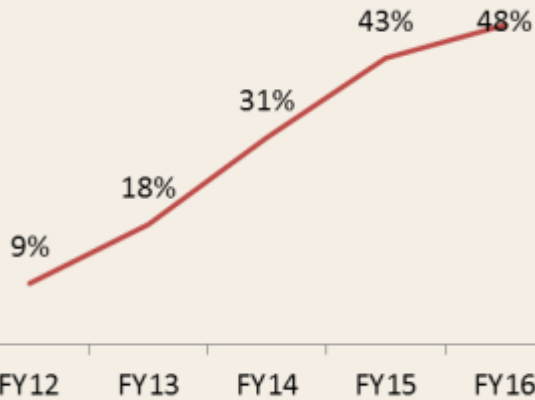
PAT (\$Mn)



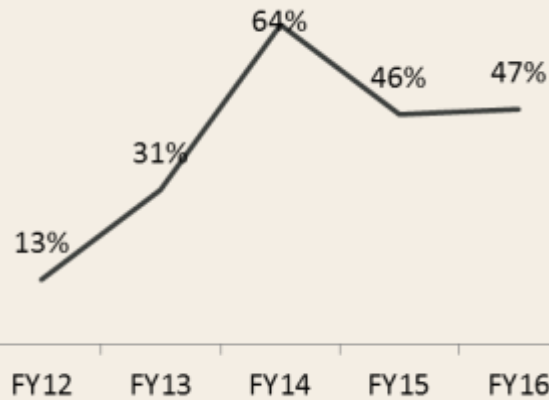
WHAT YOU WILL SEE IN OUR PUBLISHED NUMBERS



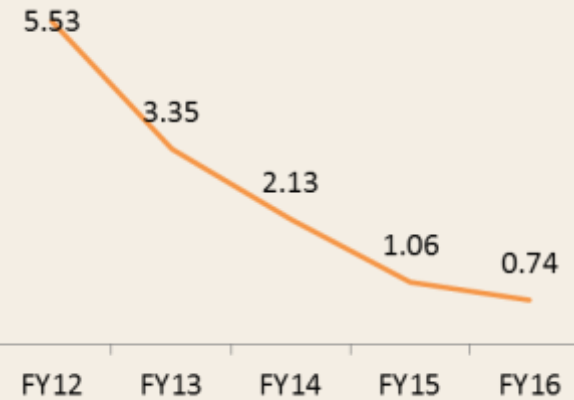
ROCE (%)



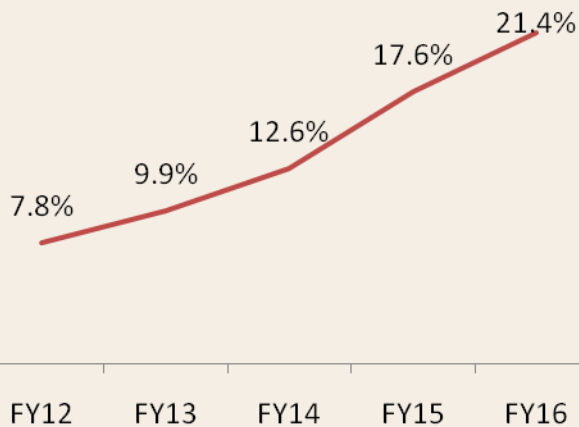
ROE (%)



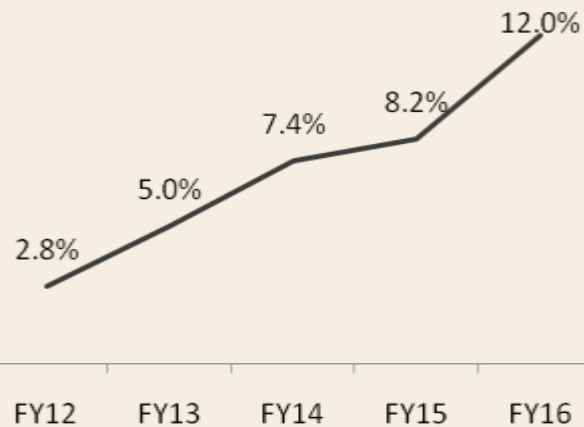
Net Debt/EBITDA (x)



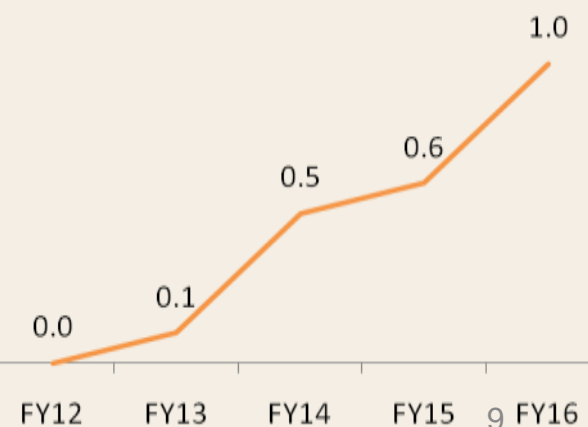
EBITDA (%)



PAT (%)



EPS (\$)



PROFIT AND LOSS STATEMENT



Standalone			Particulars (\$Mn)	Consolidated		
FY15	FY16	Change %		FY15	FY16	Change %
251	310	23.26	Total revenue	266	331	24.19
			Expenses			
140	157	12.18	Material consumed	142	156	10.45
11	14	29.71	Employee benefits	12	16	31.08
9	9	1.82	Power & Fuel Cost	10	11	1.54
46	62	33.0	Other expenses	56	78	39.33
45	68	50.34	EBITDA	47	71	50.97
<i>17.9</i>	<i>21.9</i>	<i>400bps</i>	<i>EBITDA margin %</i>	<i>17.6</i>	<i>21.4</i>	<i>380bps</i>
2	3	18.12	Depreciation	2	3	18.00
43	65	52.07	EBIT	45	68	52.74
<i>17.0</i>	<i>21.0</i>	<i>400bps</i>	<i>EBIT margin %</i>	<i>16.7</i>	<i>20.5</i>	<i>380bps</i>
9	8	-17.51	Finance charges	10	8	-15.55
4	0	-	Exceptional item	4	0	-
30	57	93.90	Profit before Tax	31	60	93.20
<i>11.8</i>	<i>18.5</i>	<i>670bps</i>	<i>PBT margin %</i>	<i>11.6</i>	<i>18.1</i>	<i>650bps</i>
9	20	126.15	Tax expense	9	20	121.21
21	37	80.32	Profit for the year	22	40	81.48
<i>8.3</i>	<i>12.1</i>	<i>380bps</i>	<i>PAT margin %</i>	<i>8.2</i>	<i>12.0</i>	<i>380bps</i>
26	47	85.23	Cash profit	27	49	84.90

BALANCE SHEET



Standalone		Particulars (\$Mn)	Consolidated	
Mar-15	Mar-16		Mar-15	Mar-16
SOURCES OF FUNDS				
6	6	Equity Share Capital	6	6
0	0	Preference Share Capital	0	0
40	77	Reserves & Surplus	41	79
13	12	Revaluation Reserve	16	14
0	0	Minority Interest	1	1
10	9	Long Term Borrowings	10	9
6	8	Other Non Current Liabilities	6	8
33	32	Short Term Borrowings	41	43
63	53	Other Current Liabilities	64	55
172	197	TOTAL SOURCE OF FUNDS	186	213
APPLICATION OF FUNDS				
56	70	Fixed Assets	60	74
3	3	Non - Current Investments	0	0
2	2	Long Term loans and advances	2	2
39	43	Inventories	57	68
31	43	Trade Receivables	19	31
2	3	Cash and cash equivalents	8	4
19	20	Short Term Loans & Advances	19	20
20	14	Other Current Assets	21	14
172	197	TOTAL APPLICATION OF FUNDS	186	213

BUSINESS OVERVIEW

OUR BUSINESS MODEL



PRODUCTS AND INNOVATION



PRODUCTS

- **Bed sheets:** Flat sheet, fitted sheet and pillow cases
- **Fashion bedding:** Comforters, bed in bag, quilts and coverlets, decorative pillows, etc.
- **Utility bedding:** Basic white bedding, mattress pads, protectors, white filled comforters filled with poly fill fibre
- **Institutional linen:** Flat sheets, pillow cases, duvet covers and shams; caters to hotels, hospitals and others

INNOVATION



LIFESTYLE BRANDS FOR USA MARKET



- Classic but polished foundation with influences from decorators point of view
- It is stylish, aspirational and modern
- Look is trend right –not trendy



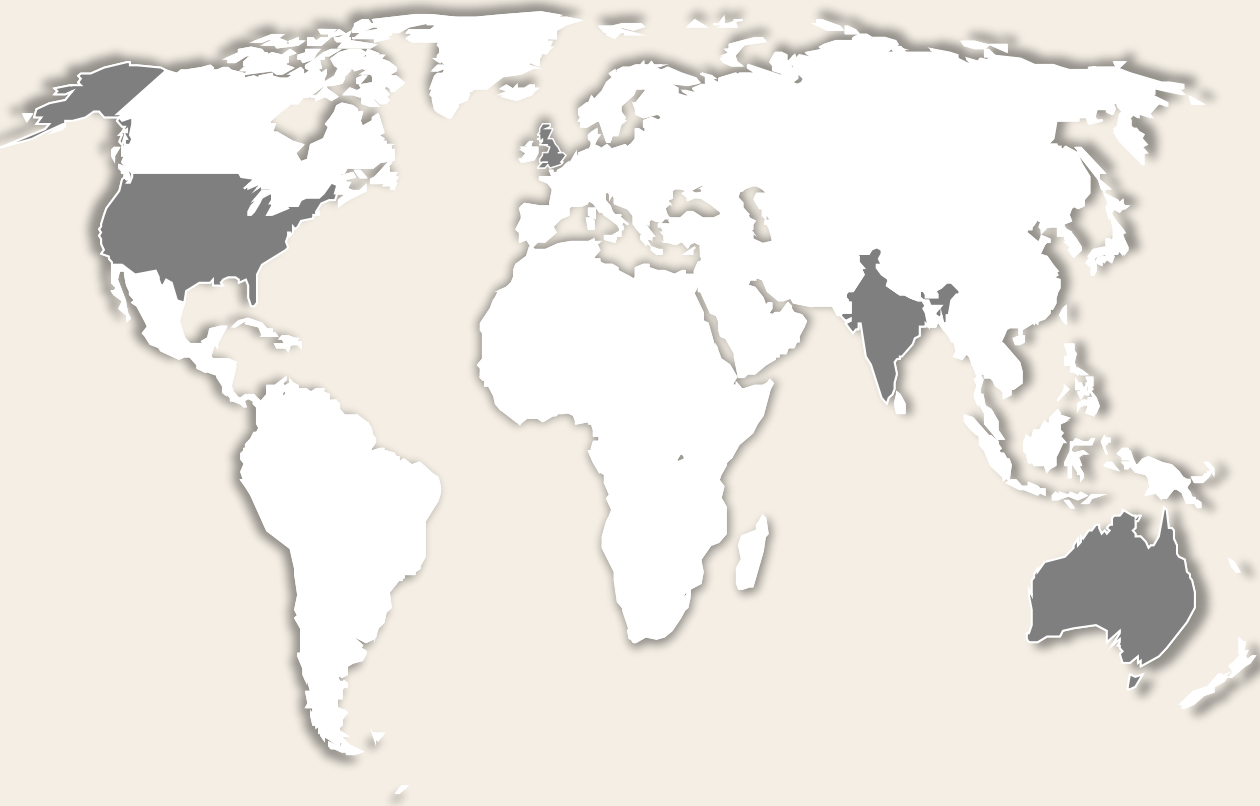
- Revival brand is the spirit of the vintage
- Classic designs meet urban style - but with a modern touch
- Enzyme and stonewashed fabrics are incredibly soft to the touch



- Casual and relaxed quality brand with a minimal yet approachable aesthetic
- inspired by a natural, environmentally-conscious way of living
- 100%-organic cotton for those who are conscious about the environment and choosing products that are free of unnecessary chemicals



GLOBAL PRESENCE



Revenue generation from 49 countries

India

- Headquarters in Mumbai
- Manufacturing facilities in Kolhapur, Maharashtra - close to port
- Showroom and design studio

U.S.

- Showroom and design studio in New York
- Warehouse for retail and e-commerce at Charlotte

U.K.

- Showroom, design studio in Manchester

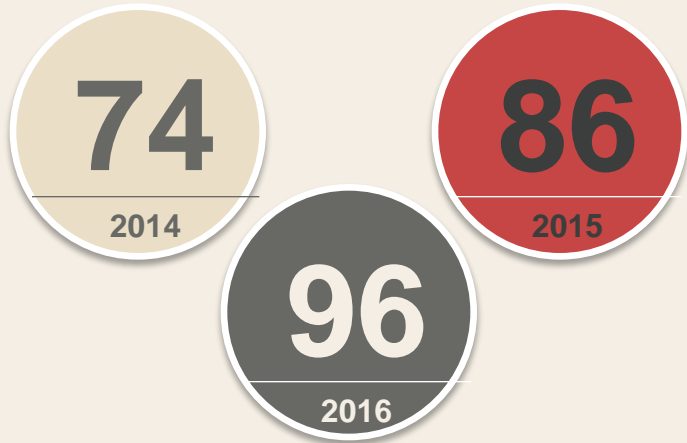
AUSTRALIA

- Showroom, design studio in Melbourne

INDUSTRY DISCUSSION



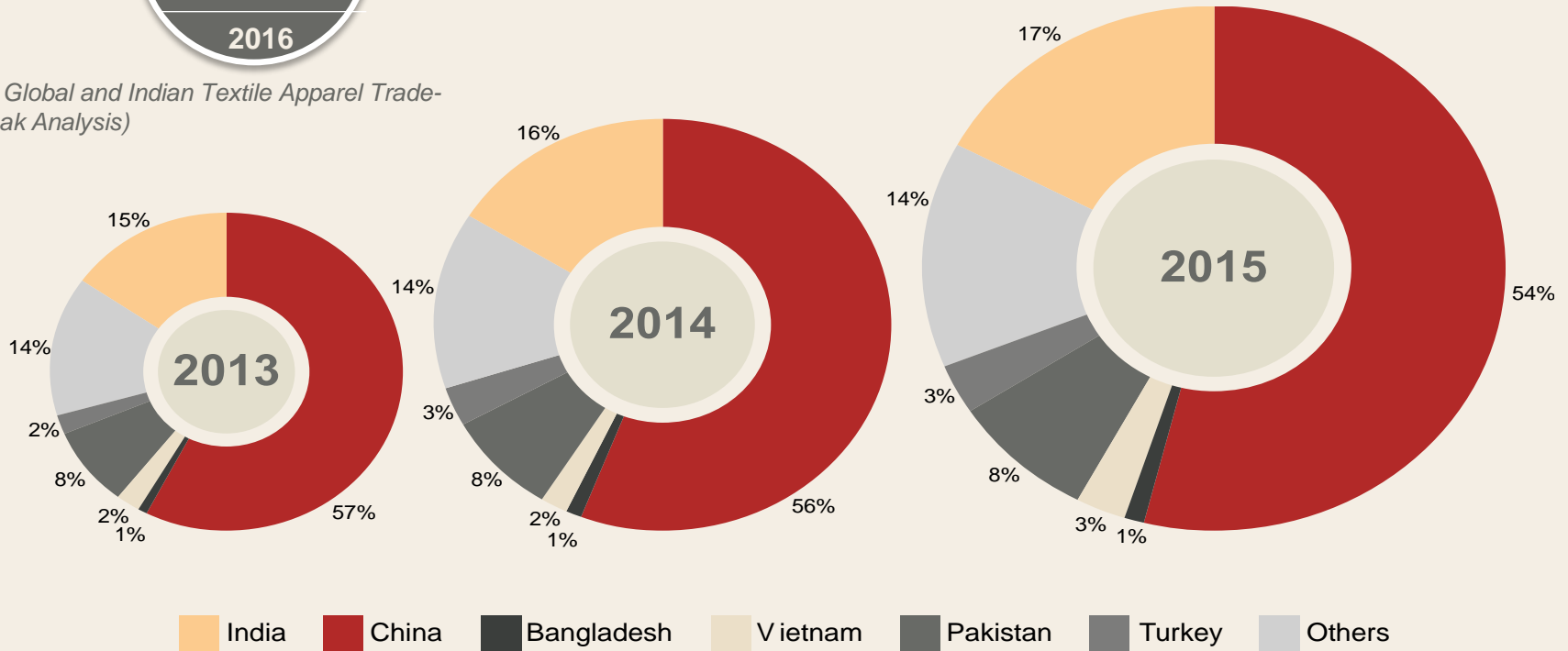
Global home textiles market in bn US\$



The global home textiles industry

- Industry growth of 5% expected to sustain through 2017
- Home linen nearly 21% of the total home textiles industry (by volume)
- Growing market for higher value home linen
- Widening home linen product mix

(Source: Global and Indian Textile Apparel Trade-Technopak Analysis)



Made - Up Imports by United States – India's Share is Growing

INDIA IN A POSITION TO CAPITALIZE



PROACTIVE MANUFACTURING CAPACITY INVESTMENTS



2007

Home textiles
division
commenced with
36 million meters
per annum

2012

Capacity
expanded to 45
million meters
per annum

2015

Capacity
expanded to 68
million meters
per annum

2017

Expansion in
progress to
increase to 90
million meters
per annum

Phase 1 – Board Approved Capex of \$26mn

- Increasing processing capacity from 68 mn meters/annum to 90 mn meters/annum
- Setting up a state –of-the-art RO and water effluent treatment plant
- Automation of cut-and-sew and warehousing

As on 31st March 2016, amount capitalised was \$16mn towards setting up RO & effluent treatment plant, new utilities, automated cut and sew and warehousing

Phase 2 – Board Approved Capex of \$45mn

- The capital expenditure will be for upgrading existing spinning facilities, investment in additional weaving capacity (with specialized looms) and value added equipments for the delivery of fashion and utility bedding

The above expansion will be completed by March 2018

OUR 2016-17 AGENDA

- Introduce bed linen brands in India, US, Australia, Japan and UK

- Increase asset utilization

- Strengthen customer mix

- Enhance margins

- Implement capacity expansion by March 17

- Domestic market launch

INDO COUNT - APPROACH



Shareholders

01

- Increased earnings per share from 0.1cents (in FY13) to \$1 (in FY16)
- Increased ROCE from 30% (in FY13) to 48% (in FY16)

- Substantial employment potential made available
- Improved women empowerment
- Increased employee payout from \$5mn (in FY11) to \$16mn (in FY16)

02

Employees

CSR

03

Key Philosophy is

“Every Smile Counts...”

- Focus areas are Education, Healthcare, Water & Sanitation, Environment, Women Empowerment
- Undertaken through Indo Count Foundation and with other Trusts

INVESTORS CONTACT

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Mr. R. Sundaram - *CFO*

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www.indocount.com

Investor Relations Advisors:

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CIN: U74140MH2010PTC204285

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