



Complete Comfort

Ref No.: ICIL/47/2024-25

29<sup>th</sup> July, 2024

<b>National Stock Exchange of India Ltd.</b> Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), <b><u>Mumbai – 400 051</u></b>  <b>Company Symbol : ICIL</b>	<b>BSE Limited</b> Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, <b><u>Mumbai – 400 001</u></b>  <b>Scrip Code No. : 521016</b>
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**Subject: Investor Presentation Q1 FY25**

Dear Sir/Madam,

Please find enclosed herewith a copy of Investor Presentation on financial results for Q1 FY25.

Kindly take the above on record.

Thanking you,

Yours faithfully,

For **Indo Count Industries Limited**

**Satnam Saini**  
**Company Secretary & GM- Legal**

Encl.: A/a

**Indo Count Industries Ltd**



# INDO COUNT INDUSTRIES LIMITED

## Q1 FY25 INVESTOR PRESENTATION



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

*“The company has achieved remarkable growth in both volume and value, despite facing geopolitical and logistical challenges. With both ongoing and new strategies progressing seamlessly as planned, we are on a path to robust growth.*

*The company's long-term aspirations are becoming more solidified, reflecting a strong foundation for future achievements. A steadfast commitment to elevating each product category to new heights will ensure a bright and prosperous future.”*



## Strongest Q1 Performance

Anticipating Upward Momentum in Volume and Revenue for Upcoming Quarters

Particulars	Q1 FY25	Q1 FY24	YoY%	FY24
Volume (Mn Mtrs)	25.3	20.0	↑ 26%	96.8
Total Income (Rs. In Crs)	950	747	↑ 27%	3,601
EBITDA (Rs. In Crs)	154	130	↑ 18%	603
EBITDA Margin	16.2%	17.4%	(128 bps)	16.7%
PAT(Rs. In Crs)	78	74	↑ 6%	338

- ✓ Robust Volume growth despite logistic issues
- ✓ Maintained EBIDTA guidance despite higher expenses related to logistics and brand building



**FY25 Volume Guidance of 110 -115 Mn Mtrs and Margin Guidance of 16% - 18% intact**

# Q1 FY25 CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Crs.)	Q1 FY25	Q1 FY24	YoY%	Q4FY24	FY24
<b>Total Income</b>	<b>950</b>	<b>747</b>	<b>27%</b>	<b>1,093</b>	<b>3,601</b>
<b>EBITDA</b>	<b>154</b>	<b>130</b>	<b>18%</b>	<b>166</b>	<b>603</b>
<b>EBITDA Margin (%)</b>	<b>16.2%*</b>	<b>17.4%</b>	<b>(128 Bps)</b>	<b>15.1%</b>	<b>16.7%</b>
Depreciation	25	19		22	83
Finance Cost	21	15		20	70
<b>PBT</b>	<b>108</b>	<b>97</b>	<b>11%</b>	<b>124</b>	<b>450</b>
Tax	30	23		32	112
<b>PAT</b>	<b>78</b>	<b>74</b>	<b>6%</b>	<b>92</b>	<b>338</b>
<b>EPS (Rs.)</b>	<b>3.93</b>	<b>3.72</b>		<b>4.64</b>	<b>17.06</b>

\*Despite higher expenses related to logistics and building Wamsutta/ Licensed brands, we maintained EBIDTA margin of 16%+, thus indicating strong undercurrent in our core business



**153 Mn Mtrs**  
Largest Global  
Bed Linen **PLAYER**



**Robust Balance Sheet**



**Resilient & Agile**

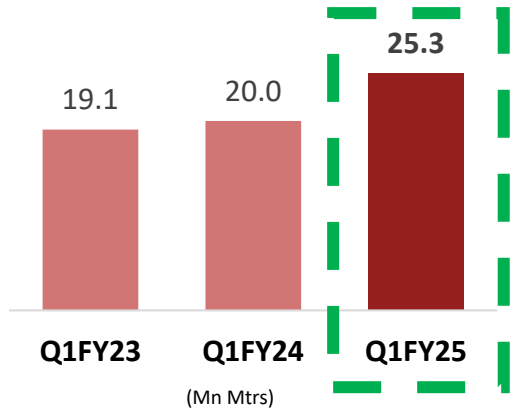


**Customer Centric**

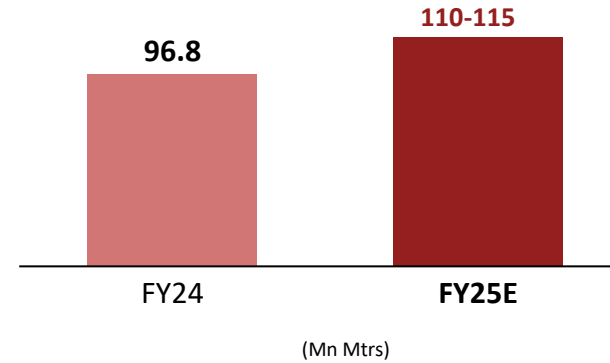


**Omnichannel Supplier**

## 1 UPWARD TRAJECTORY In Q1 VOLUMES



## 2 FY25: VOLUME GUIDANCE OF 110-115 MN MTRS



## 3 SUSTAINABILITY INITIATIVES ALIGN WITH GLOBAL COMPLIANCE



✓ Bhilad unit embraces 90% renewable energy



✓ Fresh water intake reduced to 25%



**Inclusion in DOW JONES SUSTAINABILITY INDEX**  
Indo Count debuts in S&P Global 2022 ESG ratings with a score of 42 against Industry Average Score of 28 showcasing its commitment to sustainability

## 4 SUCCESSFUL COMPLETION OF WAMSUTTA ACQUISITION



Successfully completed the acquisition of US National brand WAMSUTTA for Rs. 85 Crs via internal accruals

## 5 BRANDED BUSINESS DEVELOPMENT



JASPER CONRAN

LONDON

FIELDCREST  
EST 1893



- ✓ License brands Jasper Conran and GAIAM are getting good traction
- ✓ Brand promotion activities for Fieldcrest & Waverly on track

## 6 NEW AWARDS & RECOGNITION

### Best Environment Friendly Initiative of the Year 2024



Indo Count was awarded the Best Environment Friendly Initiative of the Year 2024 for its CSR efforts in environment care activities outside the factory premises

### Gold Trophy – Highest Export Performance

Indo Count awarded TEXPROCIL's Gold Trophy for highest export performance in made-ups, *consecutively 5 years in a row*



## Q1 FY25 PERFORMANCE

**Volume**  
Up 26% YoY



**Revenue**  
Up 27% YoY



**EBITDA**  
Up 18% YoY



**PAT**  
Up 6% YoY



## GROWTH DRIVERS

Sufficient Capacity to Support Growth

Expanding Presence in Fashion, Utility, and Institutional Segments

Branded Segment Expected to Drive both volume and margin

Increased Focus on the Domestic Branded Market

Effective E-Commerce Strategies Contributing to Growth



**Future-Ready with Robust Capacities and Capabilities, Confident in Achieving Our Guidance  
Committed to Doubling Our Revenues**



# UNIQUE ATTRIBUTES OF OUR LEADERSHIP POSITION

## EXTENSIVE PRODUCT PORTFOLIO

Comprehensive Range in Bed Linen and other Soft Furnishings, thus offering a One-Stop Solution

## RELIABLE SUPPLIER

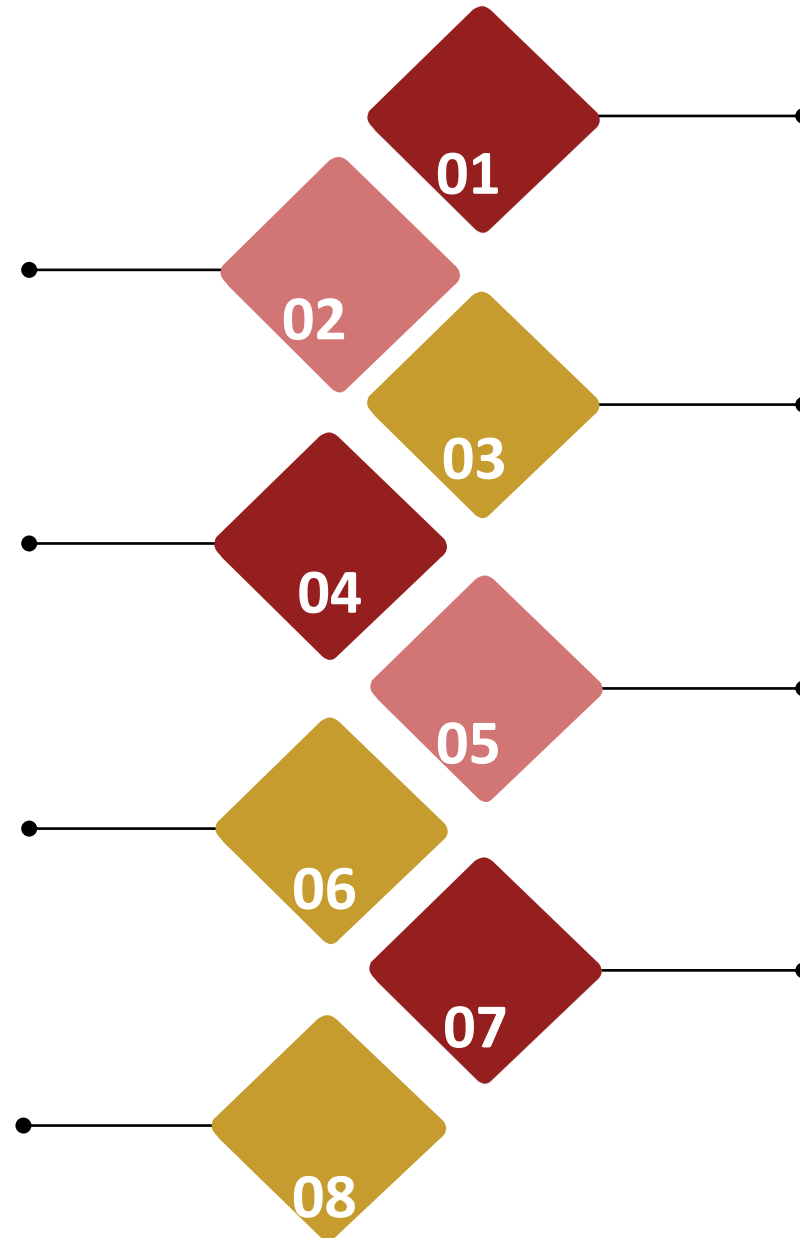
Trusted and Innovative supplier through quick adaptation to market trends

## BRAND RECALL

Customer interactions and brand value enhancement via B2B/B2C/D2C and domestic forays

## RESILIENT AND AGILE

Growing into a stronger corporate house



## UNIQUE SCALE

Over 3 decades of Textile experience and expertise with Unmatched Capabilities.  
Largest Supplier of Bed Linen in the US Market

## MANUFACTURING STRENGTH

State-of-the-Art Facilities in Maharashtra and Gujarat, with a Total Capacity of 153 Million Meters

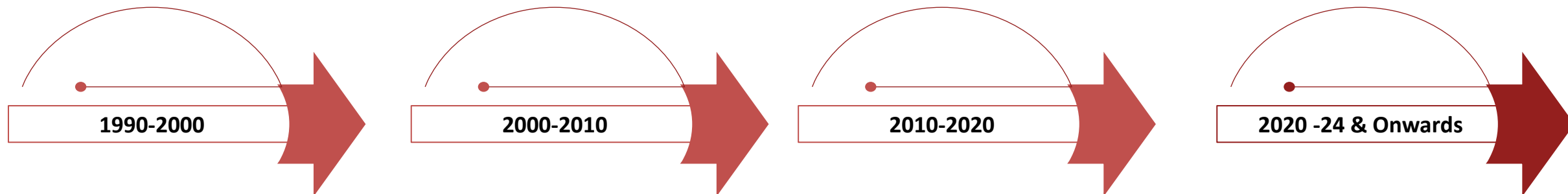
## READY TO MARKET APPROACH

Investment in R&D and other capabilities for faster customer servicing

## ROBUST BALANCE SHEET

Good liquidity position and healthy balance sheet

# ICIL: FROM TRADITION TO TRANSFORMATION: OUR NEXT GROWTH PHASE



1990-2000

2000-2010

2010-2020

2020 -24 & Onwards

- A successful IPO
- Commenced business operations into spinning in 1990-91

- Forayed into home textiles in 2007 by setting up 36 million meters capacity
- Aquired Pranavaditya Spinning Mills Ltd. (Subsidiary) - PSML

- Established Indo Count Global Inc. (ICGL) in USA and a showroom and design studio in New York
- Established Indo Count UK Ltd with design showroom and marketing
- Established a subsidiary in Dubai
- Over the decade Bed linen capacity increased to 90 million meters
- Launched Domestic brands, Boutique Living and Layers in the Indian market

- Acquisition of GHCL HT business
- Amalgamation and modernization of PSML
- With Brownfield and Greenfield expansion Bed linen capacity was enhanced to 153 million meters
- Acquisition of US National Brand 'Wamsutta'
- License brand tie-up Jasper Conran, GAIAM, Fieldcrest and Waverly

CREATING A PLATFORM

BUILDING THE BASE

SPREADING OUR WINGS

TRANSFORMING TO NEW HEIGHTS



The company, having navigated various business cycles, is now primed for growth through entry into the branded segment and optimising capacities

# OUR STRATEGIC LEAP : ACQUISITION OF NATIONAL US BRAND - WAMSUTTA



**Established in 1846**, Wamsutta boasts a rich history in the textile industry and has garnered a reputation as a **national brand in North America**

A legacy of more than **175 years** popular home fashion brand, offering **bed, bath, rugs, window and other products**

Sales of **WAMSUTTA branded goods** across various product categories had crossed Revenue of more than **\$500 million annually**

**Acquired Global trademark and IP rights** from Beyond INC USA

Brand consistently achieves **strong recall value**, demonstrating its significant impact and lasting impression in the minds of consumers

## Elevation to Branded Segment



With the Wamsutta acquisition, Indo Count has moved to the **premium segment**, elevating its status and **expanding its presence across retail markets**

## Product Positioning



The acquisition of Wamsutta **enhances Indo Count's brand portfolio**, positioning the company alongside **renowned other US brands**

## Products & Market Expansion



Addition of Home textile products other than Bedlinen like towels, rugs, windows, table linen, etc. Also, **Broadening distribution from B2B to B2C and D2C globally** through omnichannel means

## Revenue and Margin Growth



Anticipated **revenue boost with improved margins**, in **next 3-4 years** as branded goods command better margins

## Enhanced Capacity utilisation



**Optimizing capacity utilization** further, thus **sweating the assets**



**ACQUISITION OF WAMSUTTA ACCELERATES GROWTH IN THE BRANDED SEGMENT THUS ENHANCING MARKET POSITIONING**



## SECURED LICENSING AGREEMENTS FROM ICONIX INTERNATIONAL



### 1 Value-Driven Approach:

*Reinforcing our commitment to high-yield, value-added products*

### 2 Enhanced Consumer Reach:

Expanding our B2C footprint to tap into diverse demographics



### 3 Strengthened brand portfolio:

Diverse products offering will enhance overall market share and position

### 4 Boosting Credibility:

Strengthening trust and gaining market acceptance through strategic brand partnerships



## DJSI Index Objective and Methodology

The Dow Jones Sustainability Indices (DJSI) are globally recognized benchmarks, tracking the stock performance of the top 10% most sustainable companies across 61 industries.

Developed by S&P Dow Jones Indices and Robeco SAM, the indices use a transparent, rules-based methodology based on the annual S&P Global Corporate Sustainability Assessment.

They serve as essential benchmarks for investors integrating sustainability into portfolios and provide an engagement platform to encourage companies to improve their sustainability practices.

- **Indo Count debuts in S&P Global 2022 ESG ratings with a score of 42 against Industry Average Score of 28** showcasing its commitment to sustainability
- Participation in DJSI enables ICIL to pinpoint areas for **enhancing sustainability practices**, fostering a culture of continuous improvement
- ICIL integrates sustainable practices into **Strategic Objectives, Operational Framework, Governance, and Supply chain management**



**ICIL is dedicated to advancing its sustainability journey to greater levels, whether through compliance with DJSI or other sustainability standards set by the United Nations, COP, and various global sustainability frameworks**

## Digital Transformation Efforts



### Indo Count engaged Accenture on a digital transformative journey

- **Process Enhancement Focus:** Targeted functions for standardization and optimization include manufacturing, supply chain, logistics, and procurement
- **Digital Core Development:** Accenture will design, develop, and deploy a digital core using SAP S/4HANA Cloud®
- **Data-driven Automation:** The technology platform, powered by data and analytics, aims to automate and digitize operations
- **Operational Improvements:** Anticipated benefits include improved inventory management, quality standardization, and optimal energy consumption

## Energy & Water Conservation

### Investment in Solar Power Generation

ICIL invested Rs. 47 crore as capex in Solar Power Project

- **Total Capacity:** 9.3 MW
- **Impact:** : 90% of Bhilad operations are now powered by renewable sources

### Water Conservation

- Expanded RO and ETP facilities, reducing fresh water intake to 25%

## Elevated ESG Focus

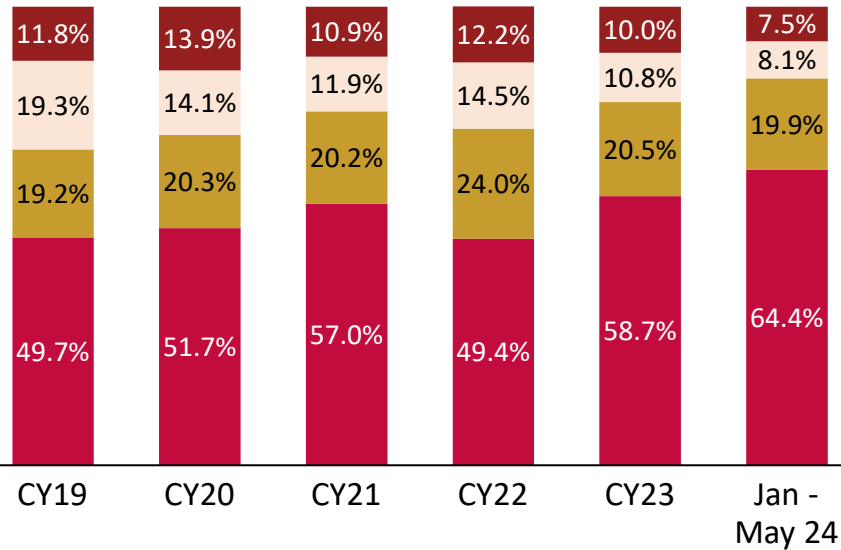
- Indo Count debuts in **S&P Global 2022 ESG ratings with a score of 42** against **Industry Average Score of 28** showcasing its commitment to sustainability
- **Sustainable Initiatives:** Actively engaged in BCI, Organic and ELS cotton development and promoting Kasturi cotton to enhance Indian cotton's brand value
- **Collaboration with Partech Seeds:** A strategic partnership aimed at Research of various cotton seed varieties to help farmer achieve better yields
- **Consulting with EY:** For various sustainable initiatives
- **Waste Water Treatment :** Sustainable water conservation
- **ZDHC Progressive Level Certification:** Demonstrates our best chemical management practices against global benchmark

DRIVING  
OPERATIONAL  
EFFICIENCY

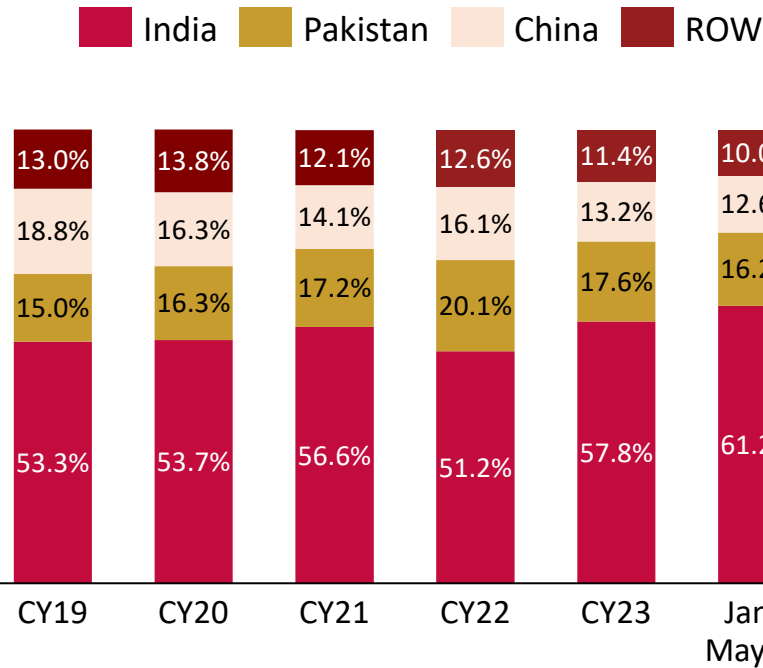


**INDUSTRY OVERVIEW**

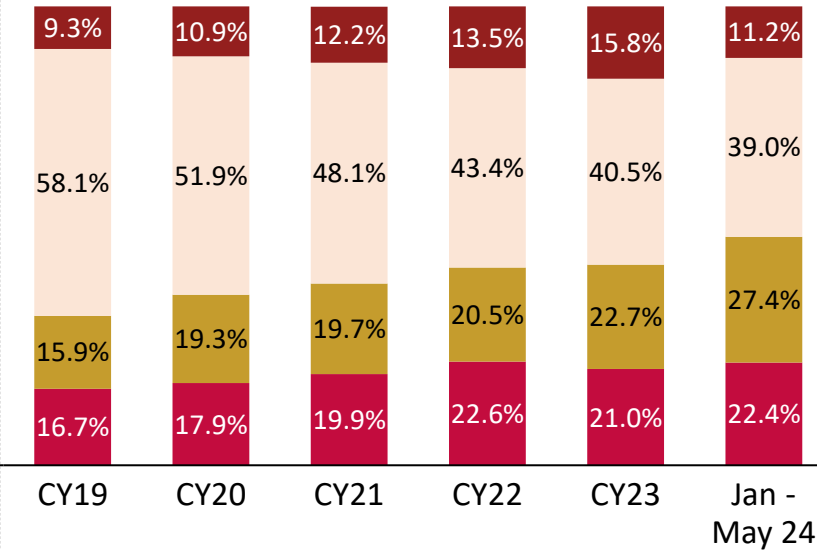
## US imports of Cotton Sheets



## US imports of Cotton Pillowcases



## US imports of Cotton Bedsread



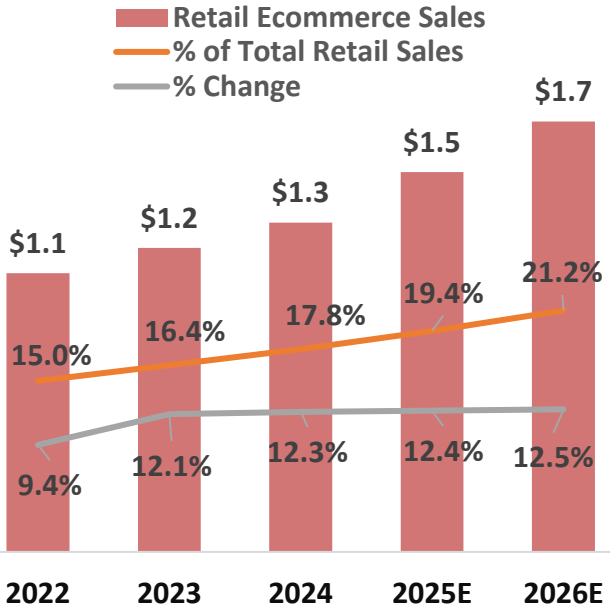
- China +1 strategy is playing out
- Unveiling a visible opportunity in Fashion Bedding market



### USA Total Retail Sales Dynamics

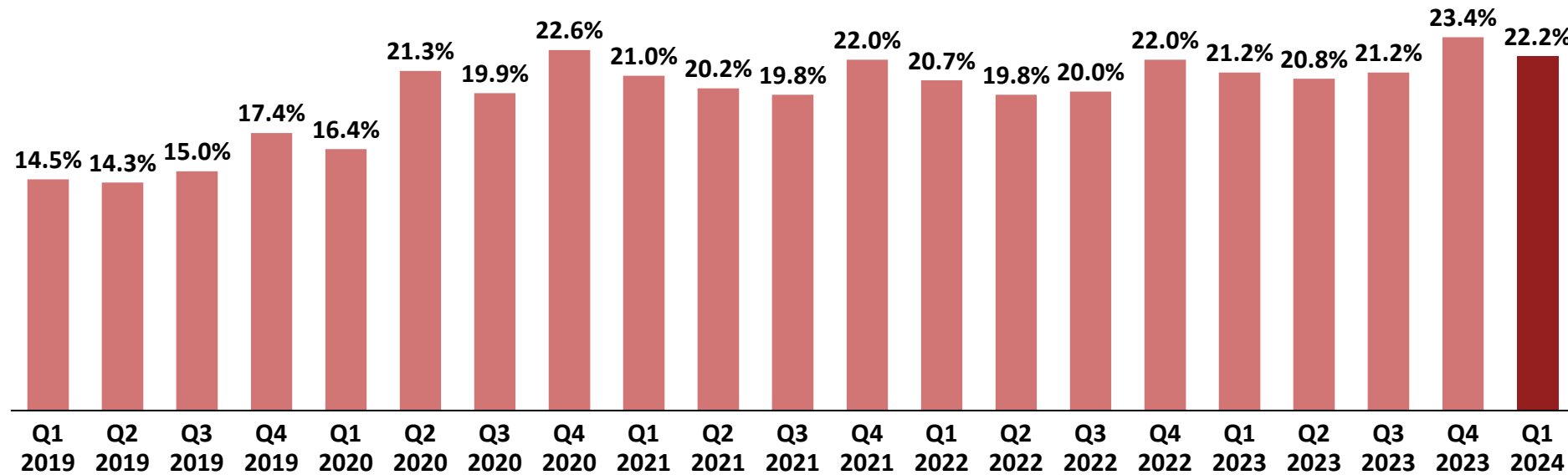
- ❑ Retail sales in June showed stability on a seasonally adjusted month-over-month basis and achieved a 2.3% increase unadjusted year over year. This builds on May's positive performance, which saw a 0.3% month-over-month rise and a 2.6% year-over-year increase
- ❑ Consumers are being thoughtful about their spending, prioritizing non-discretionary purchases as they continue to face high interest rates and lingering inflation. **Inflation has dropped to nearly zero for goods, but remains persistent with services**, and solid economic fundamentals are helping consumers make ends meet. Month-over-month sales growth was moderate in June, and year-over-year gains for total retail sales were the largest we've seen since last fall – **NRF President and CEO Matthew Shay**
- ❑ Looking ahead, we expect consumer spending trends to continue even though they will likely be tempered by softening of employment and income growth. Still-high interest rates are making purchases on credit more expensive and have discouraged new borrowing – **NRF Chief Economist Jack Kleinhenz**

**US Retail Ecommerce Sales: 2022 – 2026**  
(US \$ Trillions)



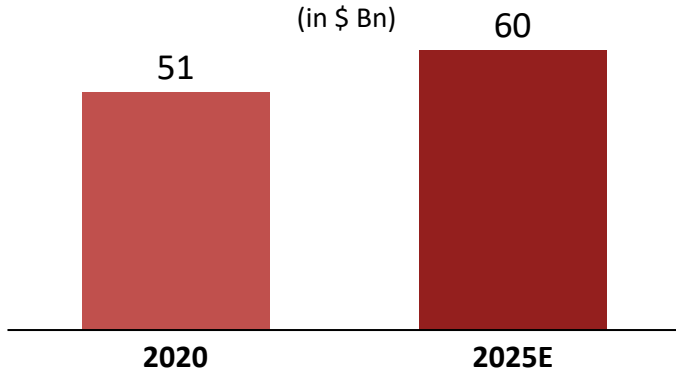
**US E-commerce sales penetration marks new high, capitalizing on pandemic- fueled changes in shopping behaviour**

Ecommerce's share of total retail sales by quarter (Q1FY19 – Q1FY24)



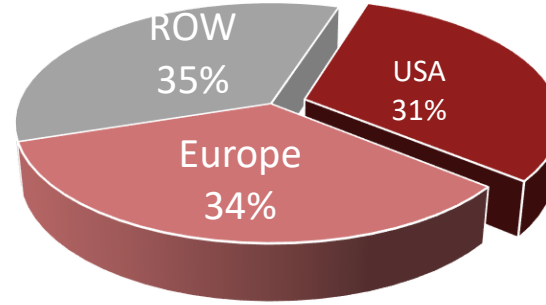
- U.S. ecommerce penetration hit an all-time first-quarter high, accounting for 22.2% of total sales in Q1 2024 versus the previous high of 21.2% in 2023
- Since Q1 2020, this is the fastest Q1 growth seen for ecommerce, and ecommerce growth accounted for a huge share of total retail growth for the period which is 52.8%
- This concludes that price-conscious shoppers are using ecommerce to find the best offers and shifting buying to online amid inflationary worries

## Global Home textile market is expected to reach \$60bn by 2025



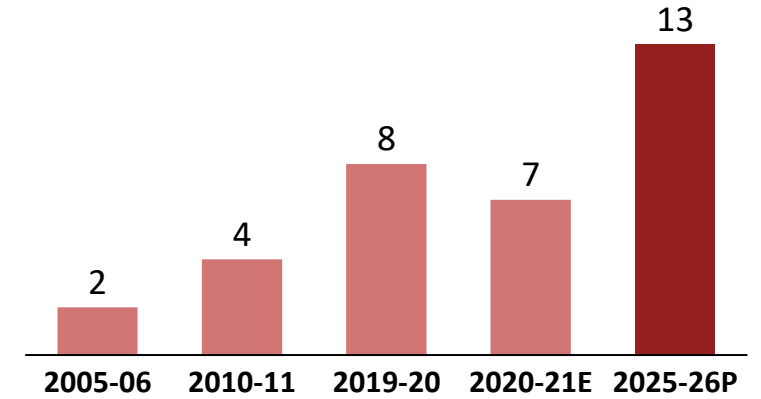
Source - Industry, various reports

## Major exports markets for home textiles



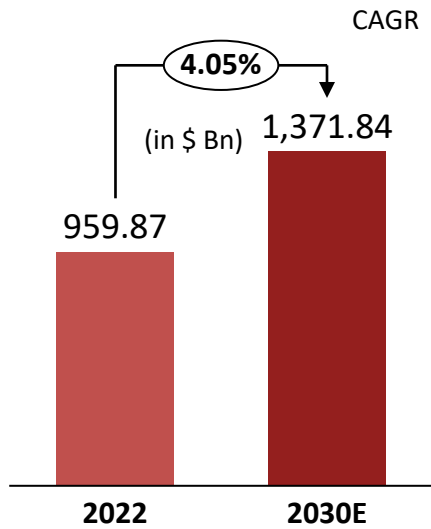
Source - Global Cotton Outlook

## Domestic Home Textile Market Scenario



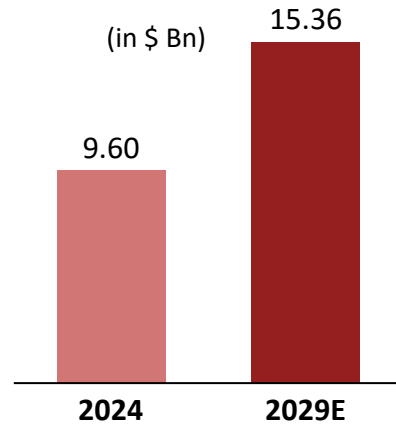
Source - Wazir Advisors

## Global Textile Industry Market



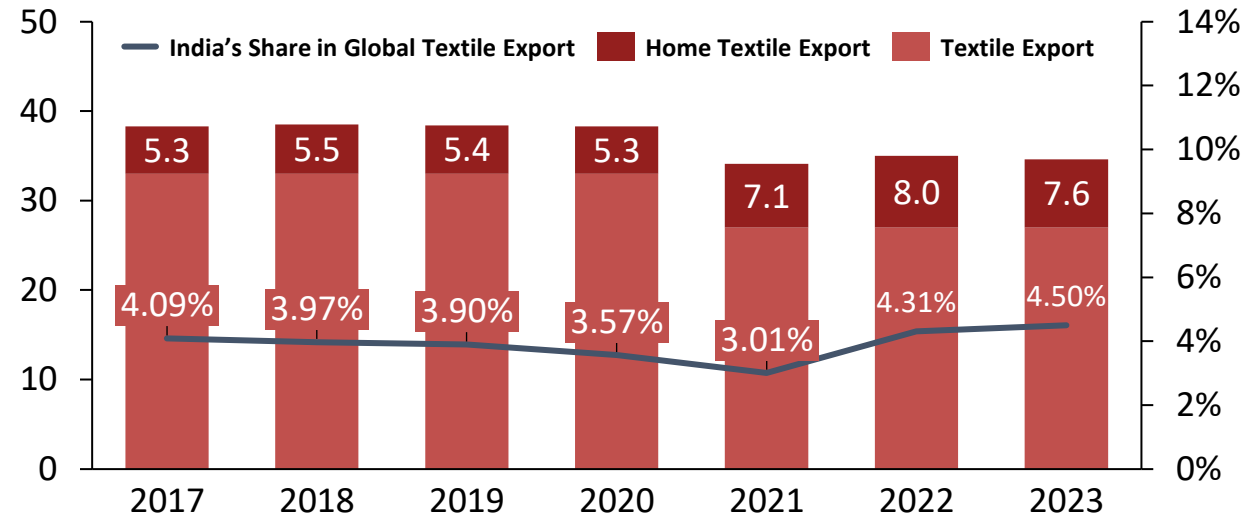
Source - Industry, various reports

## Indian Home Textile Market



Source - Mordor Intelligence

## Trend of Indian Textile Export



Source - Centre for Monitoring Indian Economy (CMIE) and CareEdge



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## COMPANY OVERVIEW



The Largest Global Home Textile Bed Linen Company



Comprehensive product portfolio in the premium segment that comprises of bed sheets, fashion bedding, utility bedding and institutional bedding

## Our Forte



### Global Player

- Renowned player with strong focus on bed linen
- Established business with global prestigious clients
- Strong product positioning
- Continuous product development through innovation and R&D



### Strong Domain Expertise

- Complete end-to-end solution in bedding
- Efficient marketing and branding
- Widespread global distribution
- Enhanced customer service experience



### Operationally Efficient

- Proficient and scalable operations
- Experienced management with a competitive track record
- Progressive investments in state-of-the-art technology
- Business process reengineering through IT initiatives
- Training and development of human resource

## Domestic Business B2C & D2C brands



## ESG Focused

Biodiversity	Business Ethics	Solar / Wind energy
Employee Welfare	Supply Chain Sustainability	Reducing GHG

## Credit Rating

<b>ICRA Ratings</b>	Long Term – ICRA AA- (Outlook Stable) Short Term – ICRA A1+
<b>CARE Ratings</b>	Long Term – CARE AA- (Outlook: Stable) Short Term – CARE A1+

**10,000+ Employees  
(Direct/Indirect)**



## SERVICES (WORLD OVER)

- Product Development
- EDI-based replenishment services
- Market Research
- Total Supply Chain Solutions
- Inventory Planning
- Innovation
- Modern warehousing services
- E-Commerce fulfillment
- Consumer Insights

- Showroom, Warehouse, E-com Drop Ship & Design studio in USA
- Showroom, Warehouse & Design studio, E-com Drop Ship in UK
- Showroom in UAE



Indo Count exports to more than **50+ Countries** across **5 Continents** and going forward to widen its geographical footprint



Long-Term Relationship with Big box retailers



Global Customers Accreditations and Quality Certifications



## Bed Sheets

Flat Sheet  
Fitted Sheets  
Pillow-cases



## Fashion Bedding

Comforters & Duvets  
Shams & Decorative Pillows  
Quilts, Coverlets



## Utility Bedding

Mattress Pads,  
Protectors, Pillows  
Down Alt Comforters



## Institutional Bedding

Basic white sheets  
Shams & Pillows  
Bed Skirts, Duvet covers



**The Product basket includes Bed sheets, Fashion Bedding, Utility Bedding & Institutional Bedding across Omnichannel**



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## OVERVIEW OF B2C & D2C INITIATIVES



## OUR PORTFOLIO



SLEEP/RX®

HOTEL  
*Signature Sateen®*



BOUTIQUE  
LIVING

LINEN  
CLOSET®

REKOOOP®

WHOLISTIC®



FABFIT®

Layers®  
*Dress Up Your Home*

HEIRLOOMS of INDIA®

Purity™  
HOME

WEAVESTRY®

KIDS  
CORNER®

FLIP

COLOR SENSE

— THE —  
COTTON  
EXCHANGE

Focused digital presence in US, Europe, Middle-East and India



Shift from  
Traditional Retail to  
B2C / D2C



Current focus on  
**Brand building**  
& **Community**  
**building**



Ambitious 5 Year Plan  
for **Brand Growth**

	Branded Business	E-commerce & Other Digital Channels	Domestic Business
FY23	14% of Revenue	10% of Revenue	2.5% of Revenue
FY24	16% of Revenue	12% of Revenue	2.5% of Revenue



**WAMSUTTA - AN INDUSTRY-LEADING HOME FASHIONS BRAND HAS DELIGHTED GENERATIONS OF CONSUMERS WITH LUXURIOUS BED, BATH AND OTHER HOME FASHION PRODUCTS**





**FIELDCREST STANDS THE TEST OF TIME – OFFERING FOUNDATIONAL LUXURY FOR THE MODERN FAMILY**



WAVERLY®

**WAVERLY - LEADING THE WAY IN PRINTS AND PATTERNS SINCE 1923, WAVERLY HAS STOOD THE TEST OF TIME AS A TRAILBLAZER IN HOME FASHION AND LIFESTYLE TRENDS**



## BOUTIQUE LIVING



**A PREMIUM BRAND WITH EXQUISITELY CRAFTED BED LINEN DESIGNS**

## LAYERS



**AFFORDABLE BED LINEN BRAND WITH MASSIVE ARRAY OF PRODUCTS**

## Promoting the brand through various channels

### New Initiatives



*Participated in Bharat Tex Exhibition*

### Visual Merchandising



*In-store branding for visibility in retail store*

### Influencer Activities



*Promoted Essential category products via influencers*



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**SUSTAINABILITY IS IN OUR DNA**



- Indo Count is determined to protect the planet and people by contributing to climate change reduction by adopting of more renewable energy resources.
- ICIL **maintained performance** on one of the world's largest global disclosure platform CDP (Carbon Disclosure Project) and received 'B' score which is **higher than the average 'C' for companies across Asia as well as the globe** for taking coordinated actions on climate issues



- The Higg Index delivers a holistic overview that empowers us to make meaningful improvements that protect the wellbeing of our factory workers, local communities, and the environment.
- ICIL has achieved a commendable score of **90.6** for Higg Index vFEM (3<sup>rd</sup> party verified Facility Environmental Module)

## Dyes from Natural Waste Extract



**This initiative has made our supply chain more sustainable and eco-friendlier**

To foster our sustainable offerings, ICIL is using plant-based dyes on organic cotton for our Pure Earth collection. These dyes are synthesized from non-edible waste by-products from agriculture and herbal industries, such as Almond shells, Saw Palmetto, Cotton plant and residues from plants like beets and bitter oranges, leaving the edible part still available for food consumption.



**Giga-Guru**  
Project Gigaton

Indo Count has contributed towards Project Gigaton since inception of the program for reducing GHG emissions through various initiatives.

Indo Count has been awarded with the title of "Giga Guru" consecutively for the last five years.

**>66400 MT Green House Gas Emissions reduction across various Gigaton Pillars**



ICIL is an official member of the **U.S Cotton Trust Protocol**.

The US Cotton Trust protocol provides mills and manufacturers critical assurances they need to prove to their customers that they are an approved supply chain partner for brands and retailers who are sourcing more sustainably grown cotton.



- THESIS deploys science-based Key Performance Indicators identifying environmental & social hotspots across the entirety of a global value chain
- ICIL has achieved 1<sup>st</sup> Rank in THESIS survey

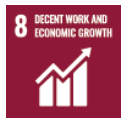
## Member at UNITED NATIONS GLOBAL COMPACT



Indo Count is a member at **United Nations Global Compact** and the Company is committed to integrating UNGC's Principles into the organizational culture and ensuring building a greener sustainable future

ICIL has developed a **Business Plan 2030** which has identified **SIX pillars of sustainability** and also mapped our operational performance against **NINE SDG goals**

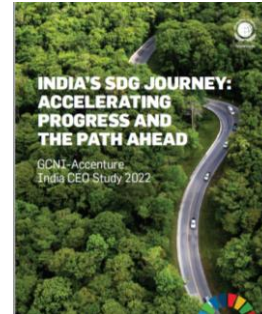
### NINE SDG Goals



## CEO study on Sustainability



**K.K. Lalpuria,**  
CEO & Executive  
Director, Indo  
Count Industries



Being sustainable is no longer a cost of doing business; it is a catalyst for innovation, growth, new market opportunity and wealth creation."

K.K. Lalpuria  
CEO & Executive Director, Indo Count  
Industries

**Indo Count Industries Ltd. participated in United Nations Global Compact India & ACCENTURE led CEO study on Sustainability**

## Our Scientific approach to climate action - JOINING SBTi



- Indo Count has adopted a **scientific approach** in its journey for **Climate action** by joining global campaign led by **SBTi (Science Based Target initiatives)**
- Aligned with Paris agreement, targets for GHG emission reduction have been taken till the year 2030 and these targets are in-line with well-below 2 degree Celsius trajectory
- Indo Count will continue to achieve emission reductions by adapting the sustainable practices across the supply chain and all manufacturing units in the company



## Gagan



- **Project Gagan** aims to employ long-lasting alternatives to current agricultural practices
- It brings awareness to sustainable methods of cotton cultivation among farmers to improve farm production and farmer income through the judicious use of water, pesticides, and fertilizers
- It focuses on building the supply chain of "**BCI Cotton**,"

## Avani



- **Project Avani** was created to promote sustainable social infrastructure and support systems for the farming community
- It conserves biodiversity and natural resources to build an environmentally sustainable business model
- **Organic cotton's** supply chain is being focused on in this project

## Anant



- **Project Anant** is a collaboration with CITI-CDRA. Many of the farmers in the area are tribal groups and smallholders
- The focus of this venture is to provide support and proper training to farmers from these regions
- It promotes **extra long-staple cotton** and its performance covering



**Total No. of Farmers Covered**  
**50,000+**

**Total Area Covered**  
**1,70,000 Acres**

## Environmental

- Added renewable energy through solar project
- Recycling and reuse of water through modernized ETP plant
- Expanded Biogas capacity to generate more renewable power
- Reduction in the use of plastic & Recycling of plastic waste
- Promoting sustainable fibre products

## Social

- CSR activities revolves around health, education, environment and water sanitation
- Improving awareness among the farmers to cultivate cotton in a more sustainable method
- Promoting sanitation by building/ maintaining toilet blocks. Improve lives of community in local areas where ICIL operates

## Governance

- Experience Board of Directors in the home textiles industry
- The Board has an optimum combination of Executive and Non-Executive directors, including an Independent Woman Director
- Risk Management Policies
- Occupational Health Policies
- Regular review and updation of policies in response to the changing requirements

## The Way Ahead



### GHG Emissions

Reduce Scope 1 & 2 GHG emissions by 33% in our operations by 2030  
Reduce Scope 3 GHG emissions by ~15% in our Supply chain by 2030



### Water Conservation

Reduce freshwater consumption from current 50% to 25% by 2024  
Installation of ZLD by 2030.



### Preferred/Sustainable Fibre Sourcing

Building sourcing capacity for 100% Preferred fiber by 2030

## Healthcare



- **6,50,000+** patients treated with free health check-ups in villages/slums
- Health Vans served **80,000+** patients across 96 locations
- Assisted TB Department in Bhilad, resulting in 249 out of 413 patients declared TB-free

## Education



- Supporting **130+** schools with E-learning for **65,000+** students, including special needs
- **Kolhapur:** 138 schools, **50,000+** students benefitting from E-learning
- **Bhilad:** **1,200+** students benefitting from four E-learning tools

## Water & Sanitization



- Provided clean water to 1,00,000+ people yearly
- Delivered **3,20,000+** liters of safe water to communities
- **Built School toilets**, prioritizing girls' needs

## Plantation Programme



- Started Miyawaki Plantation on 5 acres in Kolhapur with **20,000 plants**, now a forest
- Also began Miyawaki Plantation in Bhilad
- **ICIL Chairman and family planted trees at Kolhapur site**

## Sports



- In collaboration with the Sports Dept. Kolhapur, we built a state-of-the-art Gymnasium in the Divisional Sports Complex's Krida Sankool

## Environmental Initiatives



Solar installations at various locations such as Kolhapur, Talasari, Pune under various CSR initiatives

## Agriculture & Livelihood



- Projects "**GAGAN**" and "**ANANT**" enhance agricultural practices for higher cotton yield and farmer income
- Trained over **12,500 farmers** in various agricultural practices, including land preparation, composting, soil conservation, IPM, and cotton handling

## Women Empowerment



- Trained and encouraged women for textile industry jobs
- **Supported Indian Deaf Cricket Association for promoting sports among deaf women**



**AWARDS & RECOGNITION**

## Best Environment Friendly Initiative of Year 2024

Indo Count was awarded the Best Environment Friendly Initiative of the Year 2024 for its CSR efforts in environment care activities outside the factory premises






## Best Wastewater Treatment Initiative of Year 2024

Indo Count was awarded the Best Wastewater Treatment Initiative of the Year 2024 for its innovative efforts within the factory premises



Confederation of Indian Textile Indust



Indo Count has been recognized by CITI (The Confederation of Indian Textile and Industry) for its exceptional commitment to sustainability, with three National awards in the categories below for the year 2023-24 :

-  **Winner** - Best Practices adopted by Textile Mills, especially in Social Responsibility & Green Practices
-  **Winner** - Innovative Material Management in Textile Mills
-  **Runner-Up** - Best Sustainable Retail Practices



THE COTTON TEXTILES EXPORT PROMOTION COUNCIL  
(Sponsored By Government of India)

Indo Count has also been recognized by TEXPROCIL (The Cotton Textile Export Promotion Council) for its exceptional performance in cotton exports :

-  **Gold Trophy** for the Highest Export Performance in Cotton Made Ups-Bed Linen/Bed Sheets/Quilts  
*(Indo Count has received this award 6 times, and consecutively for the past 5 years)*
-  **Gold Trophy** for the Special Achievement in Made-Ups



# OTHER MAJOR AWARDS & RECOGNITION

## CII NATIONAL AWARD

ICIL received a national level award for Excellence in Water Management, conferred by the Confederation of Indian Industry (CII)

This award was conferred for Excellence in Water Management in the year 2022 and company's contribution in improving water use efficiency and integrated approach in wastewater management which includes recycling, recovery and reuse of industrial effluents



## BW Sustainable World Awards 2023 – Conferred by Business World

ICIL has been awarded “BW Sustainable World Awards 2023” for “India's Most Water Efficient Organisation” of the year 2023, conferred by Business World.

This award recognizes organizations commitment towards improving water utilization efficiency and have dedicated approach towards wastewater management, which includes recycling, recovery and reuse of industrial effluents.



## FEMINA POWER BRANDS 2022-23: LAYERS

Our Domestic brand **Layers** recognized as the **FEMINA POWER BRANDS of the Year 2022-23** for Introducing exquisite designs wrapped in superior fabrics at affordable prices.



## ECONOMIC TIMES BEST BRAND 2022

Our domestic brand **Boutique Living** has received **Best Brand Award 2022** by **The Economic Times** at the 5th edition of "The Economic Times Best Brands 2022 Conclave". The significance of this award is to find the brands that keep customers' happiness at their focus and carve a niche for themselves.



## Best CSR in Healthcare (Implementing Organization) - Conferred by ASSOCHAM

ICIL Foundation, the CSR arm of Indo Count Industries Ltd., has been recognized by ASSOCHAM at the 2nd Healthcare Summit and Awards 2023.

The award was conferred on the Foundation at the 2nd Healthcare Summit and Awards 2023, held by ASSOCHAM, at Hotel Shangri-la, New Delhi, on Aug 22, 2023



## WATER SUSTAINABILITY AWARD

Indo Count is honored as the 'Runners Up' for the **Water Sustainability Awards 2023** in the category of 'Excellence in Water Efficiency – Water Users in the Industrial Sector' by the jury of the **TERI-IWA-UNDP Water Sustainability Awards**



## MAHATMA AWARD

Chairman, **Shri. Anil Kumar Jain**, has been conferred with the “**Mahatma Award for Lifetime Achievement in Corporate Social Responsibility, Sustainability and Social Impact**” for the impact made on society through the works of the **Indo Count Foundation**.



## INDUSTRIAL EXCELLENCE AWARD

**Shri Anil Kumar Jain**, Executive Chairman, Indo Count Industries Ltd has been honoured with the “**Industrial Excellence Award**” by **The Textile Association of India** in Oct 2022



## E - RETAIL BRAND OF THE YEAR 2023

**Boutique Living** has been recognized as the E-Retail Brand of the Year, 2023, at the ET Retail E-commerce and Digital Natives Awards (eDNA) 2023

The ET Retail E-commerce and Digital Natives Awards (eDNA) 2023 focus on acknowledging and rewarding innovation, sustainability and revolutionary ideas in India's E-commerce and direct-to-consumer (D2C) brands



## CONTACT US

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**SGA** Strategic Growth Advisors

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