



Complete Comfort

Ref No.: ICIL/19/2024-25

May 27, 2024

National Stock Exchange of India Ltd. Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), <u>Mumbai – 400 051</u> Company Symbol : ICIL	BSE Limited Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, <u>Mumbai – 400 001</u> Scrip Code No. : 521016
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Subject: Investor Presentation Q4 & FY24

Dear Sir/Madam,

Please find enclosed herewith a copy of Investor Presentation on financial results for Q4 & FY24.

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

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INDO COUNT

Complete Comfort



BOUTIQUE
LIVING



WAMSUTTA.

SINCE 1846

Layers[®]
Dress Up Your Home

INDO COUNT INDUSTRIES LIMITED

**Q4 & FY24 INVESTOR PRESENTATION
MAY 2024**

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

“Our company has demonstrated remarkable performance in FY24, as evidenced through our results.

The strategic focus on moving towards value-added products through brands and distribution, leveraging capital allocation, optimizing operations and providing overall better solutions to the end customers has been instrumental in driving our growth.

Moreover, concerted efforts to embed robust ESG practices across ecospace, with a strong emphasis on sustainability, reaffirms our dedication to responsible business conduct thereby helping us maintain leadership position.”



KEY HIGHLIGHTS



**Highest ever
Quarterly & Yearly
REVENUE**

**Highest ever
Yearly
EBITDA**

**Net Worth
Crossed
Rs. 2,000 Crs**

Particulars (Rs. In Crs)	Q4FY24	Q4FY23	YoY%	FY24	FY23	YoY%
Total Income	1,093	810	35%	3,601	3,043	18%
EBITDA	166	147	13%	603	486	24%
EBITDA Margin	15.1%	18.1%	-301 bps	16.7%	16.0%	78 bps

Driving Growth and Excellence

- **Strategic Brand Expansion:** Acquired WAMSUTTA National US Brand, strengthening market presence and portfolio
- **Licensing Tie ups:** Secured Licensing agreements from ICONIX INTERNATIONAL for Fieldcrest & Waverly



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



Robust Balance Sheet



Resilient & Agile

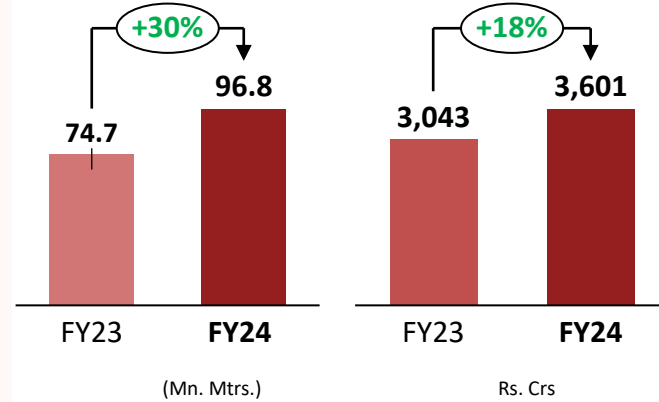


Customer Centric

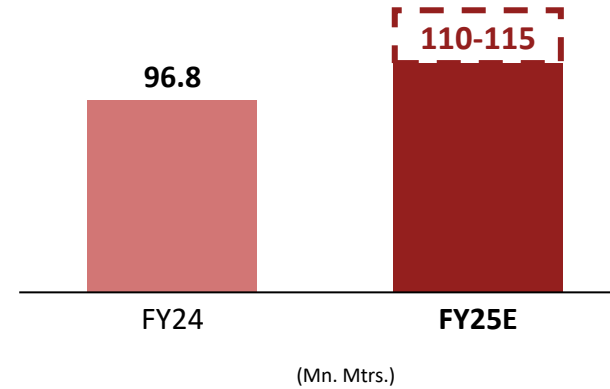


Omnichannel Supplier

1 VOLUME AND REVENUE GROWTH



2 FY24: VOLUME GUIDANCE OF 110-115 MN. MTRS.



3 SUSTAINABILITY INITIATIVES ALIGN WITH GLOBAL COMPLIANCE



✓ Bhilad unit embraces 90% renewable energy and Total 21.5 MW capacity across the company



✓ 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 RETURN RATIOS

	FY24	FY23
ROE	16.2%	15.4%
ROCE	18.8%	17.7%
Net Debt/Equity	0.32	0.33
Current Ratio	1.81	1.80

5 STRENGTHENING VALUE ADDED BUSINESSES

% Contribution to Revenue	FY24	FY23
Branded Business	16%	14%
Fashion/Utility/Institutional	20%	19%
E-commerce business	12%	10%
India Home Textile Business	2.5%	2.5%

6 NEW AWARDS & RECOGNITION



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



Indo Count won three CITI National Awards for 2023-24: Best Practices in Social Responsibility & Green Practices, Innovative Material Management, and Runner-Up for Best Sustainable Retail Practices

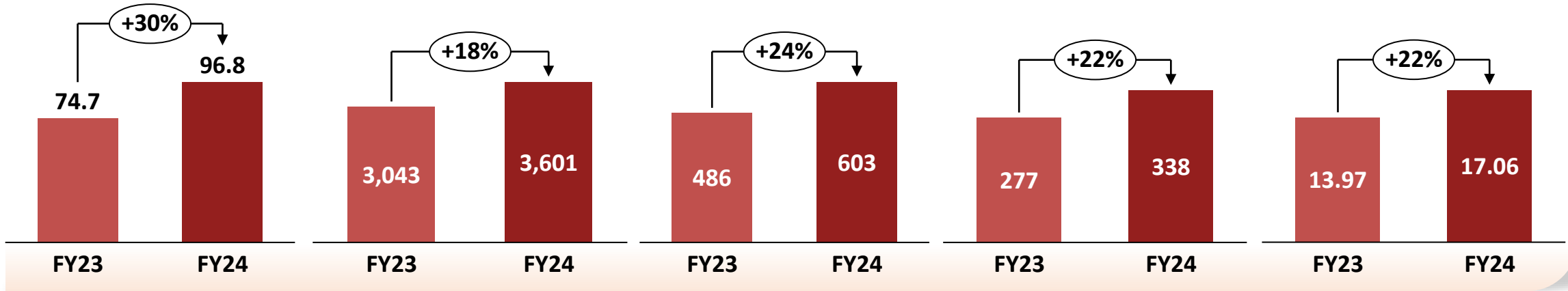


Margin Guidance for FY25 is 16% - 18%

FINANCIAL RESULT SNAPSHOT – Q4 & FY24



	VOLUMES	TOTAL INCOME	EBITDA	PAT	EPS
FY24	96.8 Mn Mtrs	Rs. 3,601 Crs	Rs. 603 Crs	Rs. 338 Crs	Rs. 17.06
Q4FY24	28.7 Mn Mtrs	Rs. 1,093 Crs	Rs. 166 Crs	Rs. 92 Crs	Rs. 4.64



Achieved FY24 volume and margin guidance, demonstrating strong performance and strategic execution

Q4 & FY24 CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Crs.)	Q4FY24	Q4FY23	YoY %	FY24	FY23	YoY %
Total Income	1,093	810	35%	3,601	3,043	18%
EBITDA	166	147	13%	603	486	24%
<i>EBITDA Margin (%)</i>	<i>15.1%</i>	<i>18.1%</i>	<i>-301 bps</i>	<i>16.7%</i>	<i>16.0%</i>	<i>78 bps</i>
Depreciation	22	16		83	65	
Finance Cost	20	7		70	62	
PBT	124	123	0.3%	450	359	26%
Tax	32	29		112	82	
PAT	92	95	-3%	338	277	22%
EPS (Rs.)	4.64	4.78		17.06	13.97	

Final Dividend @ Rs.2.20 per equity shares of Rs. 2 each @110%

FY24 CONSOLIDATED BALANCE SHEET STATEMENT

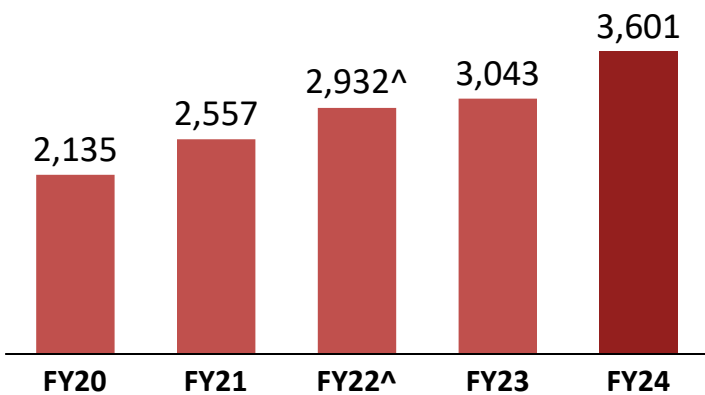
ASSETS (Rs. Crs.)	Mar-24	Mar-23
Non-Current Assets		
Property, Plant & equipment	1,276	1,046
Capital Work in progress	25	171
Right of Use	56	51
Other Intangible Assets	22	14
Intangible Assets under development	10	12
Financial Assets		
i) Loans		
Other Financial assets	7	6
Other Non-Current Assets	6	25
Non current Tax Assets(Net)	26	22
Total Non-Current Assets	1,429	1,346
Current Assets		
Inventories	1143	895
Financial Assets		
i) Investments	133	143
ii) Trade Receivables	528	397
iii) Cash and Cash Equivalents	93	92
iv) Bank Balances	11	16
vi)Other Financial Assets	11	8
Current Tax Assets	3	2
Other Current Assets	220	148
Total Current Assets	2,140	1,702
Total Assets	3,569	3,048

EQUITY AND LIABILITIES (Rs. Crs.)	Mar-24	Mar-23
Equity		
Equity Share Capital	40	40
Other Equity	2,049	1,753
Non-Controlling Interest		
Total Equity	2,089	1,793
Non-Current Liabilities		
Financial Liabilities		
i) Borrowings	136	198
ii) Lease liabilities	32	24
Provisions	12	9
Deffered Tax Liabilities(Net)	85	69
Other Non-Current liabilities	35	8
Total Non-Current Liabilities	299	309
Current Liabilities		
i)Borrowings	778	642
ii)Lease liabilities	10	11
iii)Trade Payables	308	213
iv) Other financial liabilities	61	55
Other Current Liabilities	19	22
Current provision	3	2
Current Tax Liability	0	-
Total Current Liabilities	1,180	946
Total Equity and Liabilities	3,569	3,048

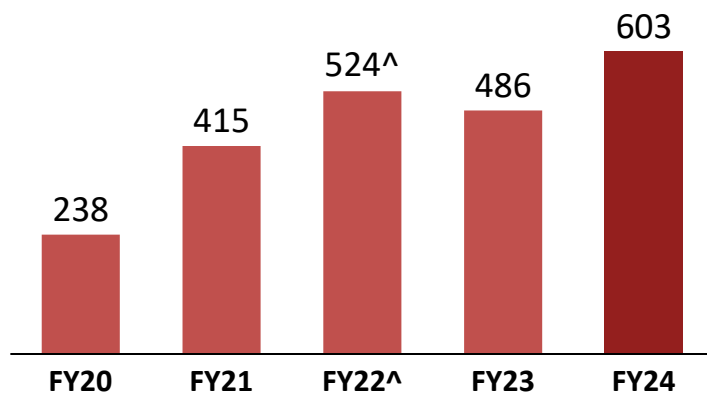
FY24 CONSOLIDATED CASH FLOW STATEMENT

Particulars (Rs. Crs.)	FY24	FY23
Profit before Tax & Exceptional	450	359
Adjustment for Depreciation & other items	125	105
Operating profit before working capital changes	576	463
Changes in working capital	(331)	379
Cash generated from operations	245	843
Direct taxes paid (net of refund)	(99)	(88)
Net Cash from Operating Activities	146	755
Net Cash from Investing Activities	(98)	(474)
Net Cash from Financing Activities	(47)	(574)
Net Change in cash and cash equivalents	1	(293)
Cash and cash equivalents at the beginning of the year	92	385
Cash and cash equivalents at the end of the year	93	92

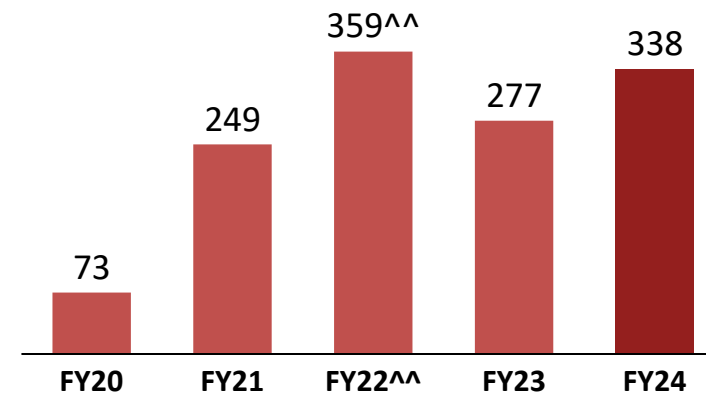
CONSISTENT PERFORMANCE



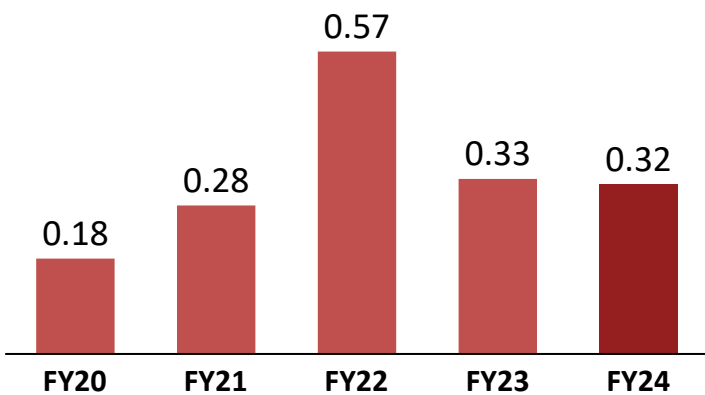
Total Income (Rs. Crs.)



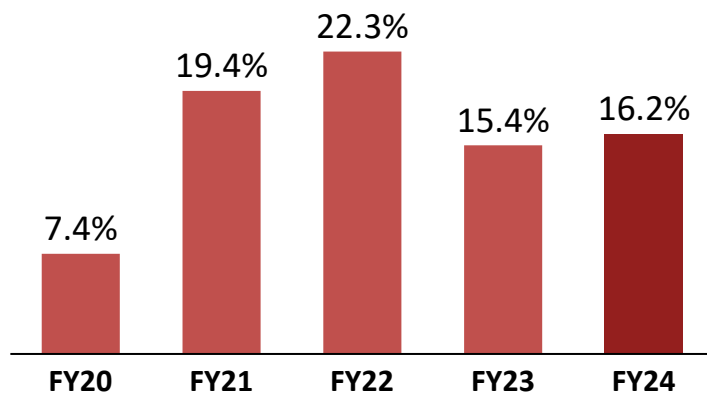
EBITDA (Rs. Crs.)



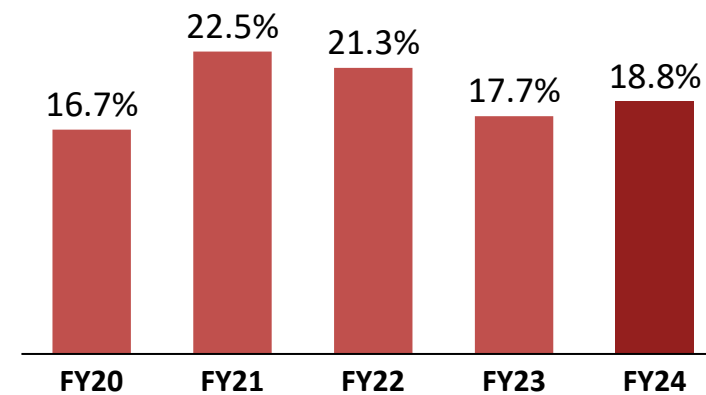
PAT (Rs. Crs.)



NET DEBT/EQUITY(x)



ROE



ROCE

[^]Excludes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

^{^^}FY22 PAT includes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

ESTIMATED CAPITAL EXPENDITURE FOR FY 2025

	Particulars (Rs. In Crores)	Estimated cost
1.	Solar Energy Project (Approximately 8 MW)	35
2.	Zero liquid discharge (ZLD) Effluent water treatment plant	50
3.	Maintenance and other Capex	65
TOTAL INVESTMENT		150



"Future capital expenditure prioritizes sustainability alongside routine maintenance investments"

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

Focus on Value-Added & Branded Products

- Emphasis on value-added segment to expand margin growth
- WAMSUTTA: increase the global presence of the brand

Expanding Geographies

- Licensed brand tie-ups and acquisitions are being pursued to unlock opportunities in additional geographies
- Anticipated Free Trade Agreements (FTAs) with the UK and Europe are expected to provide further support for growth

Increasing Utilization levels

- Consistent growth in various business verticles and omnichannel presence will help in utilizing capacities

We remain steadfast in our pursuit to achieve
2x Revenues



Cost Optimization and Capital Allocation

- Focus on Strategic investments in the supply chain, paired with careful capital allocation will fuel future growth

Strong Financial Position

- Strong cash flows and a determined effort to reduce debts are driving the company towards a debt-free status in the medium term
- Additionally, the company is highly rated by CARE (AA-) and ICRA (AA-), reflecting our robust financial health and credibility



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
- Total renewable energy capacity reached to **21.5MW**

Water Conservation

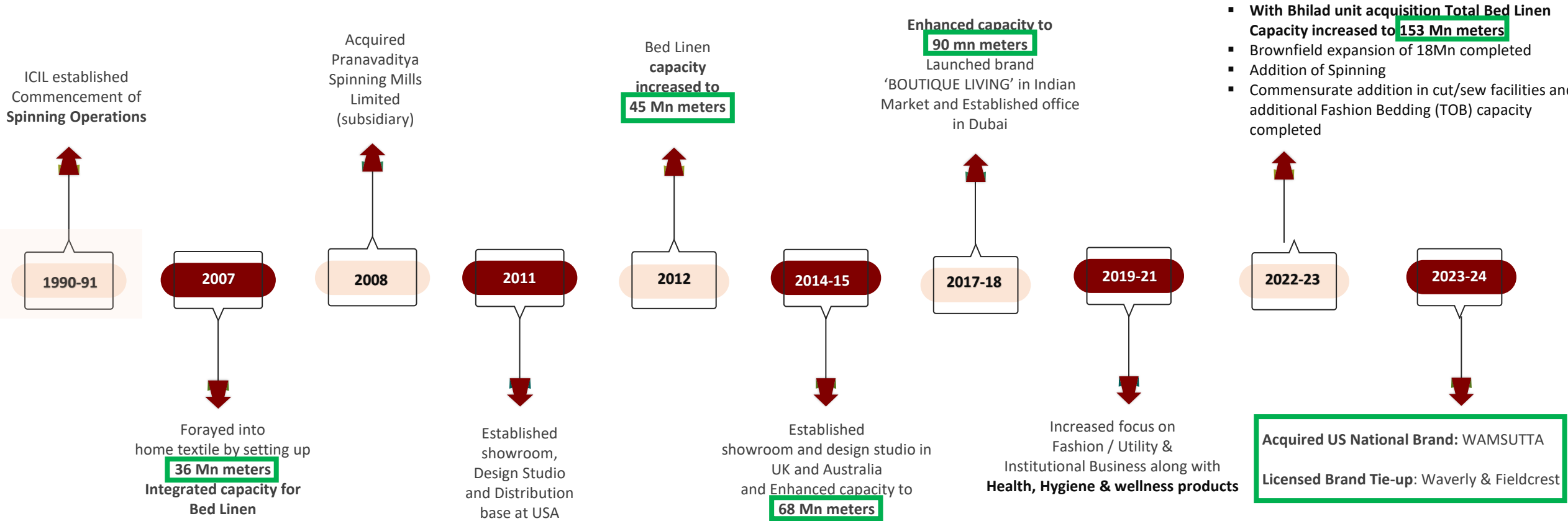
- Expanded RO and ETP facilities, reducing fresh water intake to 25%

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.¹⁶

DRIVING
OPERATIONAL
EFFICIENCY

OUR JOURNEY OF RESILIENCE & GROWTH



Capacity Creation

Home Textile Capacity **153 Mn meters**
Spindles Capacity – **~1,40,000 Spindles**

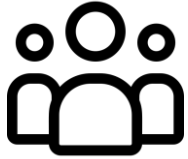
Expansion in Value added segment

- Presence across mid to premium segment
- Expanded in Fashion, Utility & Institutional business
- Targeting Higher ticket size products
- Expanded TOB facility to drive next leg of growth

Brand Promotions

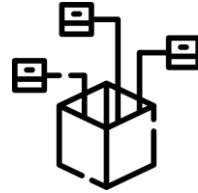
- Brand promotion activities in B2C & D2C channel
- Licensed Brand Tie-ups
- Adding other home textile products than Bed linen

Our strategy of being a 'Focussed' and 'Customer centric' organisation has taken us to a leadership position



Focused business approach aids in better understanding of our customers

Customer centric



Our extensive product portfolio assists us in providing customers with end-to-end solutions

Complete Product Profile



Growing into a stronger corporate house

Resilient & Agile



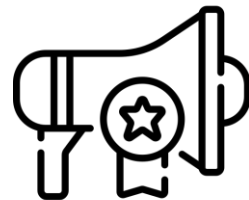
Trusted and Innovative supplier through quick adaption to market trends

Reliable Supplier



Good liquidity position and healthy balance sheet

Robust Balance sheet



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

Brand recall



Investment in capacity and R&D for faster customer servicing

Ready to Market approach



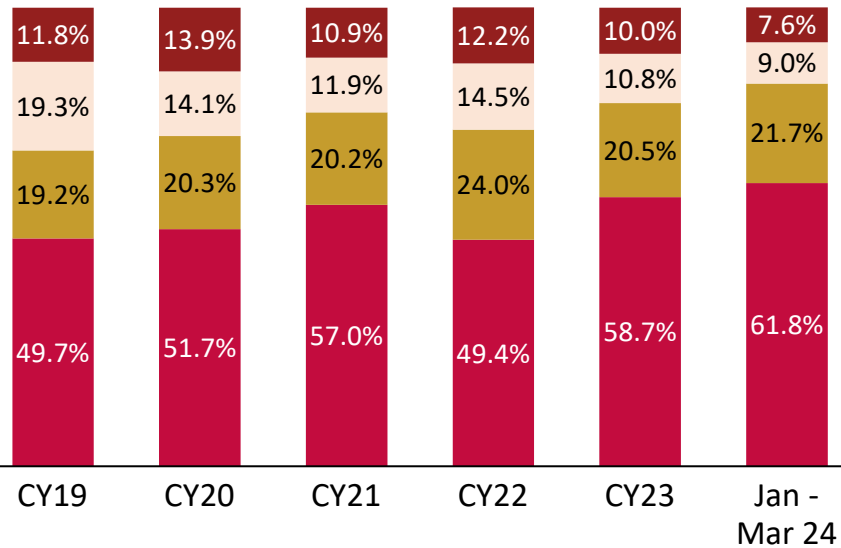
Consolidate shared capabilities and optimize costs

Defining capabilities

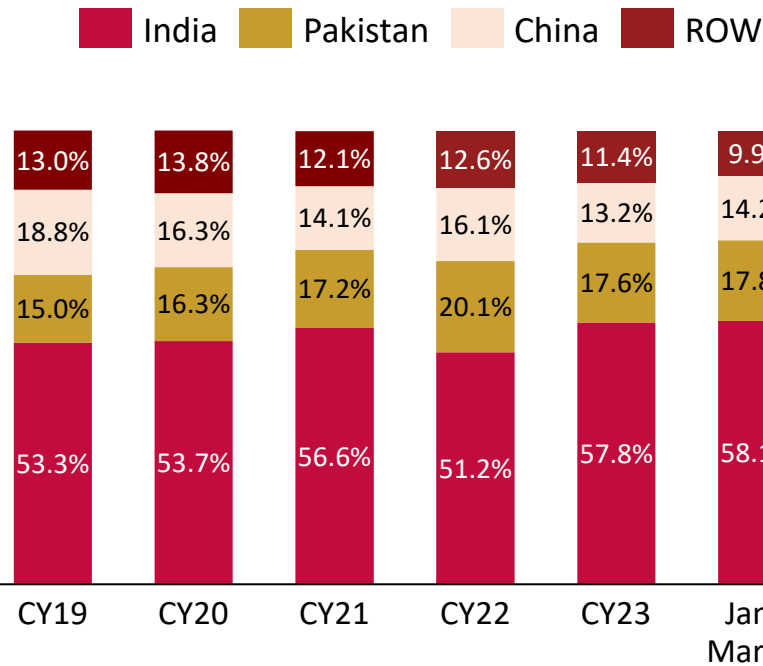


INDUSTRY OVERVIEW

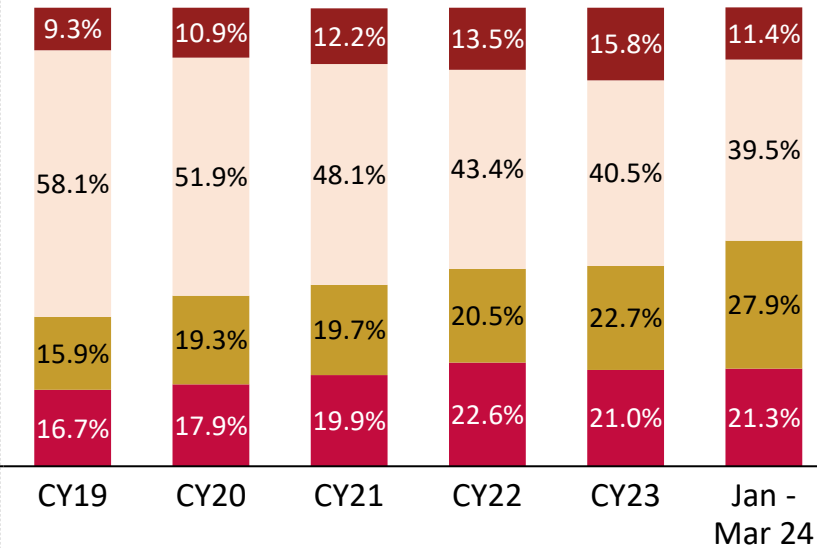
US imports of Cotton Sheets



US imports of Cotton Pillowcases



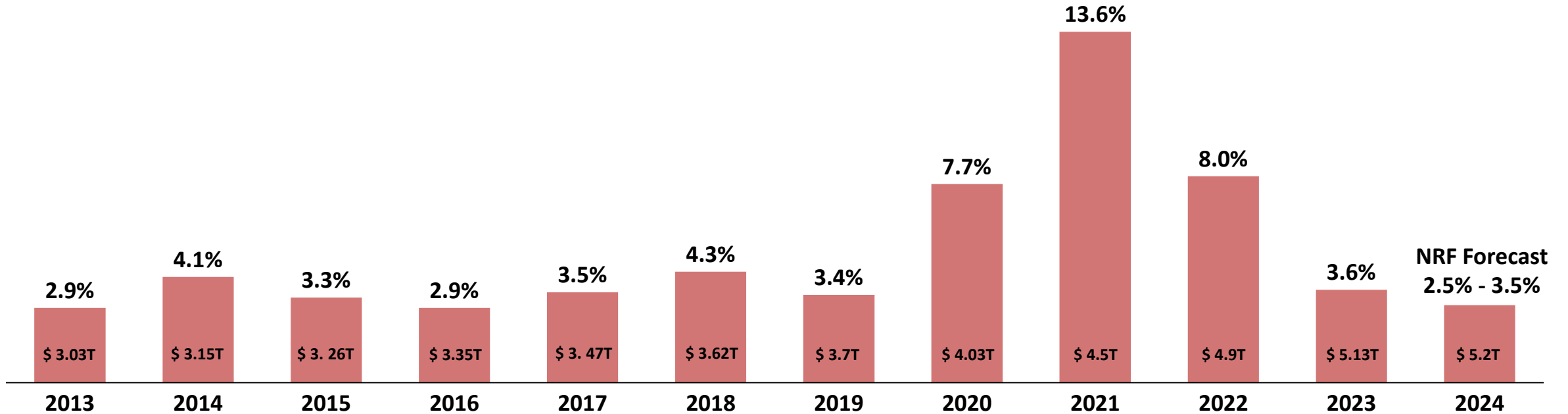
US imports of Cotton Bedsread



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

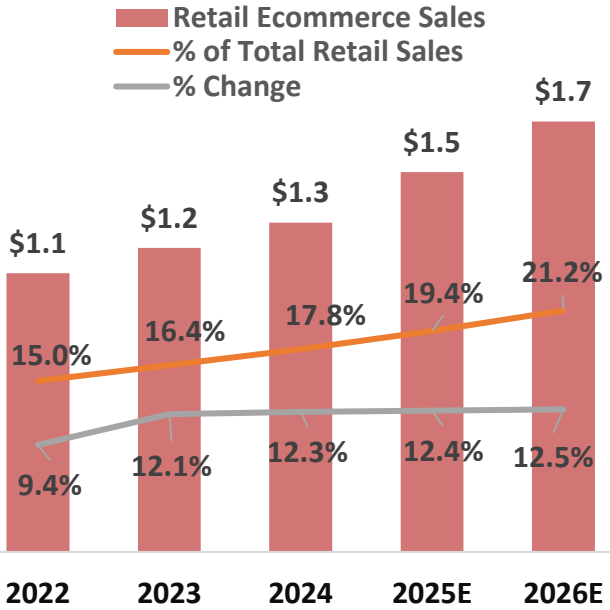
Annual Retail Sales and Sales Growth

Source: nrf.com



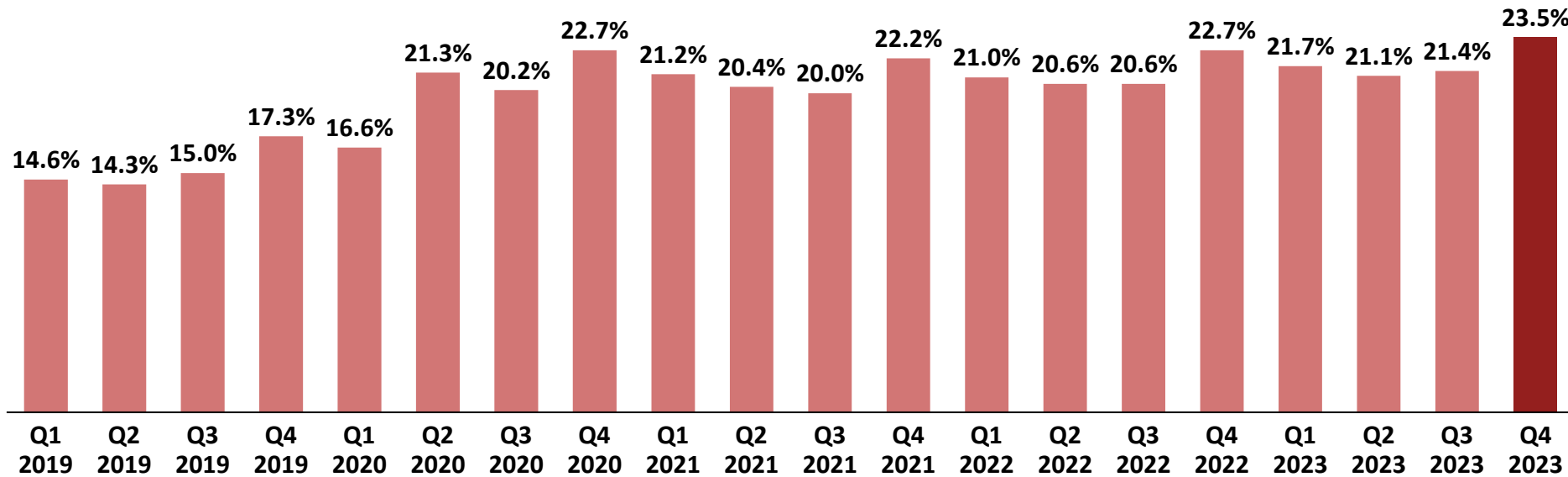
- Despite facing challenges such as inflationary pressures, retail sales in the United States are poised to grow by up to 3.5% in 2024. While this rate may be slightly lower than the previous year, it still signifies a continued upward trend in consumer spending
- Major retailers like Walmart and Target are approaching the year with confidence, adapting to the changing economic environment and innovating to meet evolving consumer needs. This optimistic outlook reflects the resilience of the retail sector and its ability to thrive even amidst uncertainty
- "The resiliency of consumers continues to power the American economy, showcasing confidence that there will be moderate but steady growth through the end of the year," **said NRF President and CEO Matthew Shay**
- Retail levels have returned to pre-COVID heights

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



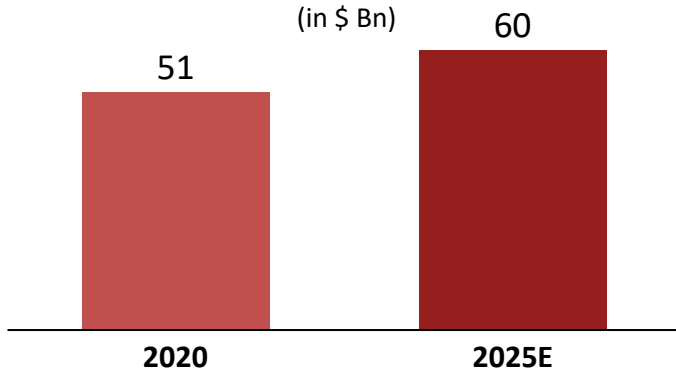
US E-commerce sales penetration marks new high, capitalizing on pandemic- fueled changes in shopping behaviour

Ecommerce's share of total retail sales by quarter (Q1FY19 – Q4FY23)



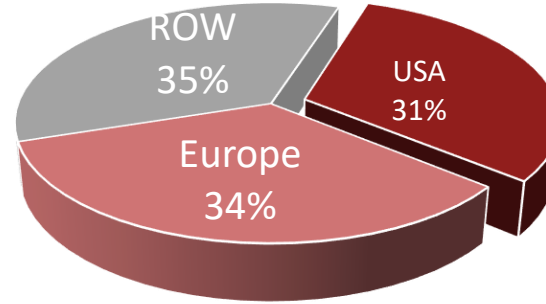
- In the fourth quarter of 2023, U.S. ecommerce experienced remarkable growth, contributing to a record-breaking year overall
- Despite lingering economic uncertainties, online shopping surged to new heights, reflecting a return to more typical post-pandemic consumer behaviors. The rise of online promotions and holiday spending bolstered ecommerce momentum, underscoring its resilience in the face of challenges
- Consistent with the trend observed throughout 2023, ecommerce sales in the U.S. continued to outpace total sales growth in the fourth quarter. This trend highlights the enduring strength and adaptability of the online retail sector, positioning it as a key driver of economic activity and innovation in the marketplace

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



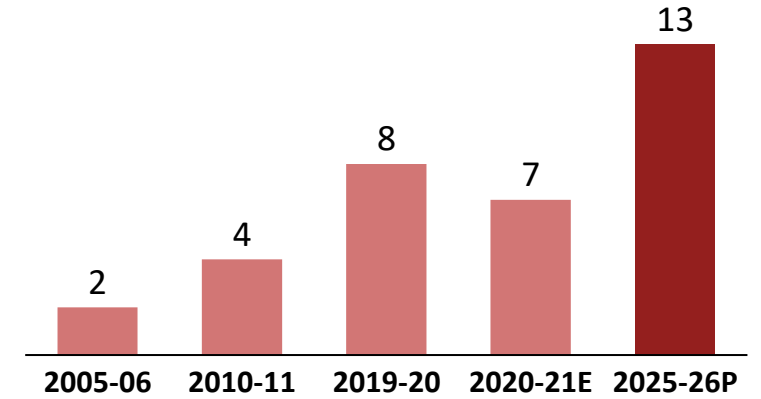
Source - Industry, various reports

Major exports markets for home textiles



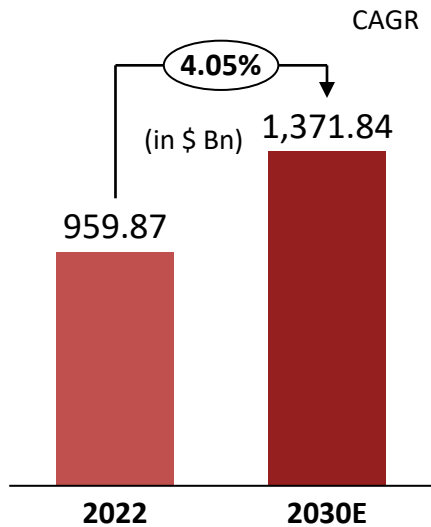
Source - Global Cotton Outlook

Domestic Home Textile Market Scenario



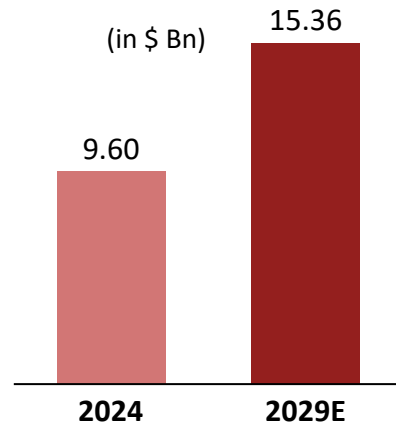
Source - Wazir Advisors

Global Textile Industry Market



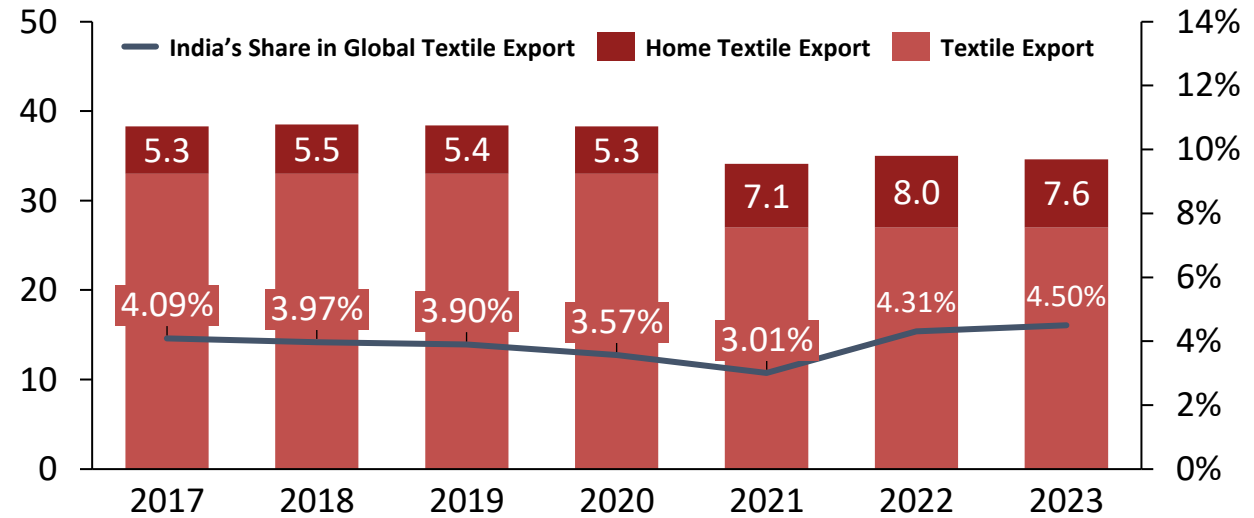
Source - Industry, various reports

Indian Home Textile Market



Source - Mordor Intelligence

Trend of Indian Textile Export



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



Complete Comfort

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

ICRA Ratings

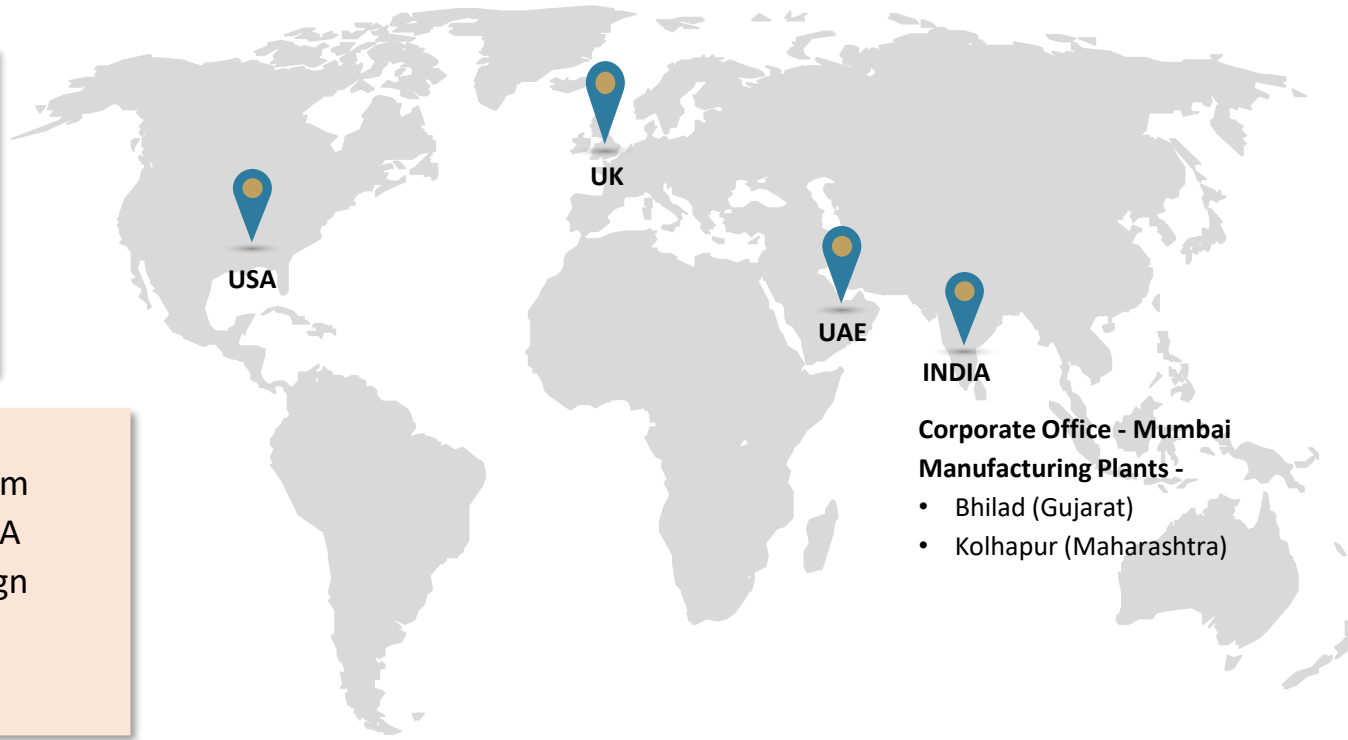
Long Term – ICRA AA- (Outlook Stable)
Short Term – ICRA A1+

CARE Ratings

Long Term – CARE AA- (Outlook: Stable)
Short Term – CARE A1+

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

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



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



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
- Going forward the company is focused on expanding in value added segments such as Fashion Bedding, Utility Bedding and Institutional Bedding, Brands, Ecommerce and Domestic market expansion



Complete Comfort



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



INDO COUNT

Complete Comfort

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 (3rd 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 1st 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**

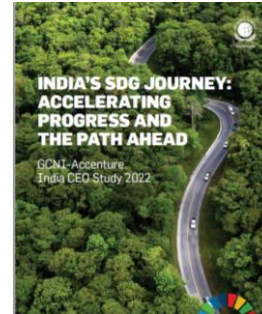
NINE SDG Goals



CEO study on Sustainability for 2022



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 for 2022

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



Confederation of Indian Textile Industry

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



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