



Ref No.: ICIL/29/2025-26

12th August, 2025

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: Press Release on Q1 & FY26 Results

Dear Sir/Madam,

Please find enclosed herewith a copy of Press Release dated 12th August, 2025 on Q1 & FY26 Results.

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 Industries Limited

Mumbai, August 12th, 2025

Indo Count Industries Limited (BSE: 521016) (NSE: ICIL), announced its un-audited financial results for the quarter ended 30th June 2025.

Q1FY26 PERFORMANCE HIGHLIGHTS

- Revenue grew by 2% on y-o-y basis; margins expanded by 372bps on q-o-q basis to 12.26%
- Launched the legacy Wamsutta brand in July 2025 through Direct-to-Consumer (D2C) platform in USA - garnered a highly encouraging response
- New business (Utility bedding and USA brand business) continues to show positive trajectory and customer acceptance
- Sustainability Score: Elevated DJSI score of 66 in the year 2024 from 45 in 2023 well above the industry average of 30
- Indo Count foundation in collaboration with Government of Maharashtra and Dr. PDKV College of Agriculture, Nagpur - implemented the High-Density Planting System (HDPS), a technique designed to enhance cotton productivity. It has garnered praise from Agriculture Minister Shri Shivraj Chauhan, who lauded HDPS as a game-changing model for Indian Cotton Farming

Volumes	Revenue	EBITDA	PAT
23.6 Mn Mtrs	Rs. 967 Crs	Rs. 119 Crs	Rs. 38 Crs

Commenting on the results Mr. Anil Kumar Jain, Executive Chairman said, “FY26 began with uncertainties surrounding US tariffs, contributing to broader global challenges. While the impact of the tariff situation started becoming evident by late February 2025, Q1FY26 was the first full quarter following the temporary tariff phase. Despite the continued uncertainty, we remained focused on working closely with our customers and aligning our production with their sourcing strategies. This led to lower volume offtake and temporarily subdued revenues for this quarter.

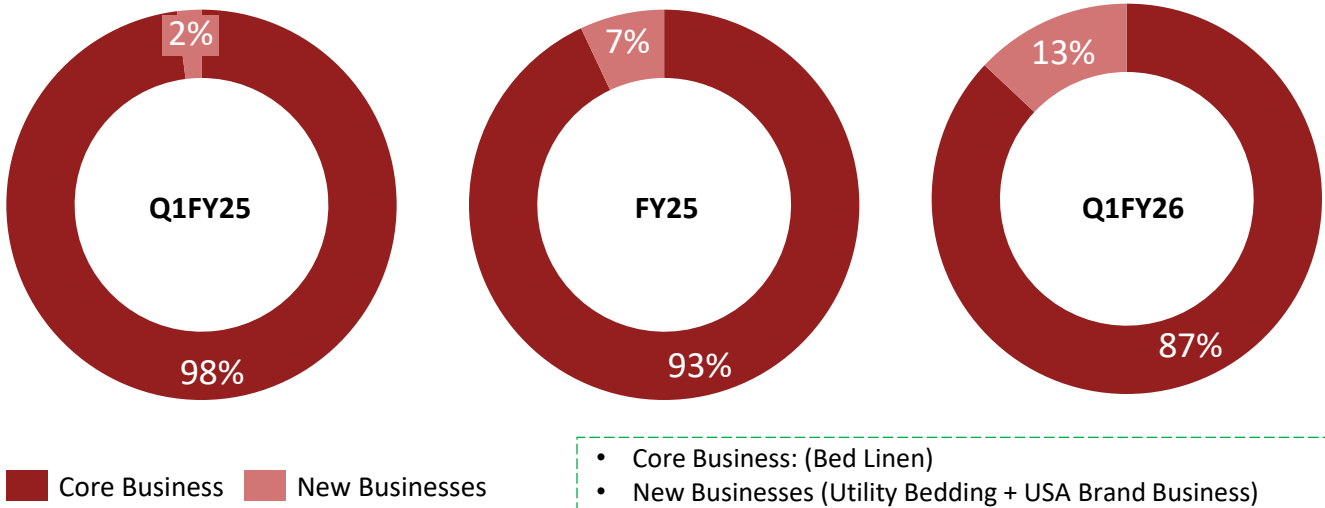
While the trade deal is yet to be finalized, we view the current headwinds as near-term challenges. Indo Count, have successfully managed such challenges firmly since inception and converting them into opportunities that drive long-term growth. Our commitment remains unwavering—to ensure sustainable success for our team, stakeholders, and the broader community.

We take immense pride in the re-launch of our legacy brand Wamsutta through the D2C channel in USA market which received an overwhelming response. As a 180-year-old heritage brand, Wamsutta has made a strong comeback with its premium bedding and bath offering and we are confident to make further strides with the Brand.

We are present in 50+ countries and have been growing our presence through focused efforts in the last few years. With governments signing new Free Trade Agreements (FTAs), our market share and contribution from ROW markets will improve in the near future.”



Q1FY26 – Consolidated Revenue Breakup (%)



In Q1FY26, branded business across all 3-categories contributed **~20%** to overall revenues

E-commerce channels accounted approximately **12%** to overall revenues, **reflecting growing digital engagement**

In July 2025, Company launched the legacy Wamsutta brand through Direct-to-Consumer (D2C) platform in USA

The launch garnered a highly encouraging response

Non-U.S. core business contributed **~ 30%** to the overall revenue mix, ensuring continued focus on geographical diversification

Domestic business contributed **2.25%** to overall revenues

New business (Utility bedding and USA brand business) **continues to show positive trajectory and customer acceptance**



Indo Count Industries Limited



Volumes

- Sales Volume for Q1 FY26 stood at 23.6 Mn Mtrs v/s 25.3 Mn Mtrs in Q1 FY25

CONSOLIDATED FINANCIAL PERFORMANCE

Particulars (Rs. Crs.)	Q1 FY26	Q1 FY25	YoY%	Q4 FY25	QoQ	FY25
Total Income	967	950	1.8%	1,029	-6.0%	4,191
EBITDA	119	154	-22.8%	88	35.0%	573
<i>EBITDA Margin (%)</i>	<i>12.26%</i>	<i>16.17%</i>		<i>8.55%</i>		<i>13.68%</i>
Depreciation	38	25		36		117
Finance Cost	31	21		36		123
PBT	49	108	-54.2%	16	215.6%	334
Tax	12	30		4		88
PAT	38	78	-51.4%	11	237.4%	246
EPS (Rs.)	1.91	3.93		0.56		12.42

Revenue:

- Ongoing focus on inventory control and portfolio realignment by Big Box Retailers, amid the fluid trade situation impacted volumes and revenues for Q1FY26

New Businesses:

- Revenue from Utility Bedding and the USA Brand business increased to Rs. 130 crore in Q1 FY26, up from Rs. 125 crore in Q4 FY25
- Utility Bedding segment, with its manufacturing base in the USA, enjoys a unique position and strong relationships with its customers
- Furthermore, brand-related demand is driven more by performance than price sensitivity

Margins:

- **Margins recovered from the previous quarter, driven by improved cost-efficiency measures, resulting in a 372 bps expansion**
- Margins remained below compared to previous year levels due to product mix impact and incubation costs of new businesses which are expected to continue until the end of this year
- Margins and Sales volumes are expected to remain subdued in the near term as the implications of the U.S. tariff situation are yet to stabilize



Indo Count Industries Limited

HDPS - Strategic collaboration and Investment in Cotton Excellence

Centre of Excellence



- **Partnership:** Indo Count Foundation in collaboration with Government of Maharashtra and Dr. PDKV College of Agriculture, Nagpur
- **Purpose:** Advance sustainable, high-yield cotton farming through the establishment of a **Centre of Excellence**; Farmer empowerment and support
- **Outcome:** HDPS (High-Density Planting System) for Cotton

Recognition





Appreciation by Agriculture Minister Shri. Shivraj Chauhan, praising HDPS as a transformative model for Indian cotton farming.



Community endorsement - 2025 Impact: Over **12,000 hectares** in Akola district under HDPS cultivation



University Acknowledgement - Dr. PDKV College acknowledged contribution towards development of the HDPS method

Performance Metrics		Conventional Method	HDPS
Plant Density (Plant/acre)		11,000	~29,500
Yield (kgs/hectare)		450	1,250



Indo Count Industries Limited



About Indo Count Industries Ltd.

Established in 1988, Indo Count Industries has evolved to become one of the world's leading home textile companies. Today, it ranks among the top three global manufacturers of bed linen in US and stands as a key manufacturer and exporter from India, offering a wide range of products including bed sheets, bed linen, utility bedding, pillowcases, fashion and institutional bedding, comforters, quilts, and decorative pillows. The company has state-of-the-art manufacturing facilities with a total annual capacity of 153 million meters in Maharashtra and Gujarat.

Acquired the legacy brand 'Wamsutta' a well-established U.S. national heritage 175+ years old brand, known for its wide range of products including bed, bath, rugs, window treatments, and more. Also added several licensed brands to strengthen value-added business positioning across Fashion, Utility, and Institutional Bedding segments in the U.S. market. To further reinforce presence in the Utility bedding segment, ICIL has invested in manufacturing facilities in USA.

ICIL has achieved a score of 66 in the Dow Jones Sustainability Indices (DJSI) for the year 2024, placing it amongst the top 10% in the Textile, Apparel & Luxury Goods sector and well above the industry average of 30. The company has also received multiple awards from various organizations in recognition of its unwavering commitment to sustainability and social responsibility.

ICRA's credit rating is ICRA AA- (Double A minus; Outlook Stable) for Company's Long Term Bank Facilities and ICRA A1+ (A one plus) for Short Term Bank facilities.

CARE Ratings credit rating is CARE AA- (Double A minus; Outlook: Positive) for Company's Long-Term Bank Facilities and CARE A1+ (A One plus) for Short Term Bank Facilities.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances.

Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further information, please contact



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