

15th February, 2018

The National Stock Exchange of India Limited
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

Subject: Press Release Q3 & 9M FY18 Results

Please find enclosed herewith a copy of Press Release with respect to Unaudited Standalone Financial Results for the quarter and nine months ended 31st December, 2017.

Kindly take the above on record.

Thanking you,

Yours faithfully,

For **Indo Count Industries Limited**



Amruta Avasare
Company Secretary
ACS No.: 18844



Encl: A/a

INDO COUNT INDUSTRIES LIMITED

Head Office : 301, Arcadia, III Floor, Nariman Point, Mumbai - 400021 Maharashtra, India | **T** 91 22 4341 9500 | **F** 91 22 2282 3098

Marketing Office : 25, Yashwantrao Chavan Industrial Complex, Gokul Nagar, Thane (W) - 400601 Maharashtra, India | **T** 91 22 4151 1800 | **F** 91 22 2172 0121

Home Textile Division : T3, Kagal - Hatkanangale Five Star, MIDC Ind. Area, Kolhapur - 416216 Maharashtra, India | **T** 91 231 662 7900 | **F** 91 231 662 7979

Regd. Office : Office No. 1, Plot No.266, Village Alte, Kumbhoj Road, Taluka Hatkanangale, Dist. Kolhapur - 416109 Maharashtra, India | **T** 91 230 3292933 | **F** 91 230 2483275

CIN L72200PN1988PLC068972 | **E** info@indocount.com | **W** www.indocount.com



PRESS RELEASE: 15th FEBRUARY 2018, MUMBAI



INDO COUNT INDUSTRIES LTD.

Q3FY18 RESULTS

INDO COUNT INDUSTRIES LTD. REPORTED STANDALONE UN-AUDITED FINANCIAL RESULTS FOR THE THIRD QUARTER AND NINE MONTHS ENDED 31ST DECEMBER 2017.

MANAGEMENT PERSPECTIVE

Mr. Anil Kumar Jain, *Executive Chairman*, "We are seeing improving trend in the Home Textiles segment on back of improved performance by retailers across global markets. The growth forecasts for USA have been increased from 2.3% to 2.7% in 2018 and from 1.9% to 2.5% in 2019. We therefore expect recovery in consumption in the future.

Despite facing challenges on various fronts viz. strengthening of the Rupee, volatility in cotton prices, changes in GST regime and incentive structures, we at Indo Count have performed satisfactory. With a focused approach in newer geographies, we continue to build a strong foundation and strengthen our Brand."



Revenues

Total Revenue stood at Rs. 460.0 crores for Q3FY 18 as against Rs. 492.8 crores in Q2FY 18; de-growth of 6.6%.

Revenue de-growth was mainly on account of Rupee appreciation which was a major headwind, reduction in export incentives due to implementation of GST and increased in-house consumption of yarn from the Spinning segment.

The company clocked Sales Volume of 14.3mn meters in Q3FY18; similar to Q2FY18.

Revenue for 9MFY18 is Rs. 1,384.6 crores as against Rs. 1,571.9 crores in 9MFY17.

EBIDTA

The company reported an EBIDTA of Rs. 69.3 crores for Q3FY18 as against Rs. 71.1 crores in Q2 FY18. Our EBIDTA in absolute terms de-grew by 2.5% whereas EBIDTA margin expanded by 64 bps to 15.1% on Q-o-Q basis.

The EBIDTA for 9MFY18 is Rs. 205.8 crores with an EBIDTA margin of 14.9%.

Profit after Tax

Profit after tax for Q3FY18 is Rs. 36.4 crores as against Rs. 35.9 crores in Q2FY18; growth of 1.4% . PAT margin expanded by 63bps to 7.9% on Q-o-Q basis.

Profit after tax for 9MFY18 is Rs. 104.3 crores with margin 7.5%.

Dividend

The Company has declared an Interim Dividend of Re. 0.40 per equity share (20%) of Face Value of Rs. 2/- each for the Financial Year 2017-2018.

Update on the Capex

The phase II capex project is under progress and is likely to complete by March 2019.

Domestic Business

We are witnessing a positive acceptance in our domestic brands, designs and promotions.

As on 1st February 2018, Boutique Living is now present across 444 stores in India including Multi Brand Outlets (MBOs) and Large Format Stores (LFS). The brand has expanded its footprints to 96 cities and present across 21 states.

New Brand Launched in USA

The company has launched a new brand named "Heirlooms of India" in USA during the quarter.

Result Highlights

Particulars (Rs. Crore except EPS and Net Debt: Equity figures)	Q3FY18	Q2FY18	Q-o-Q	Q3FY17	9MFY18	9MFY17
Revenue	460.0	492.8	-6.6%	502.9	1,384.6	1,571.9
EBIDTA	69.3	71.1	-2.5%	101.9	205.8	328.6
Depreciation	7.7	7.6	1.6%	7.9	22.8	23.2
Finance cost	5.8	8.8	-33.4%	9.1	22.8	30.5
PBT	55.8	54.8	1.8%	84.9	160.2	274.8
Income Tax	19.4	18.9	2.6%	28.7	55.9	95.6
Profit After Tax	36.4	35.9	1.4%	56.2	104.3	179.2
Cash profit	61.7	42.1	46.5%	73.4	143.8	243.2
EPS (on Face Value of Rs. 2/- each)	1.84	1.82		2.85	5.28	9.08
Net Debt : Equity (x)	0.26	0.24		0.44	0.26	0.44



A BRIEF INSIGHT INTO INDO COUNT INDUSTRIES LIMITED CIN: L72200PN1988PLC068972

Indo Count Industries Ltd (ICIL) (part of S&P BSE 500), is one of India's largest Home Textile manufacturer. Mr. Anil Kumar Jain, Executive Chairman, has been ranked 10th amongst the India's Best Top 100 CEO's 2017 by Business Today. Under his leadership, the Company has focused on some of the world's finest fashion, institutional and utility bedding & sheets and has built significant presence across the globe. Over the years, the Company has successfully carved out a niche for itself and has become a total bedding resource. The company's current capacity is 90 million meters.

The Company's product comprises the following:

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

The Company has launched the following innovated products:

Infinity Cotton: Blend of a few finest cotton varieties in the world resulting in superior yarn.

Thermal Balance: Balances temperature between body and bed to deliver superior sleep characteristics.

ICIL has introduced three lifestyle brands "Boutique Living", "Revival" and "The Pure Collection" in 2016 in US Market. Further 3 new brands viz Sanderson, Harlequin and Scion, licensed through Walker Greenbank PLC UK, having strong presence in UK & Australia were introduced in North America. It also forayed into the Indian market with the launch of its domestic B2B brand "Boutique Living" in October 2016. During the quarter, company has launched "Heirlooms of India" brand in the USA.

ICIL is second largest manufacturer and exporter of bed linen from India; amongst the top three bed sheet suppliers in USA and eleventh largest global home textiles supplier to USA. ICIL has a strong global clientele and exports to more than 54 countries. Major revenues are derived from USA, the Company's largest market; its other prominent markets comprise UK, Canada, Europe, MENA and Australia etc. The Company enjoys long-term relationships with large global marquee retailers.

ICIL has also been honoured in past with numerous prestigious awards from TEXPROCIL including Gold Trophy for highest exports of Cotton Made-ups in Category III for the year 2016-17.

CARE has upgraded credit rating of company's long term bank facilities to CARE AA (Double AA) with Stable Outlook in August 2017. ICRA's credit rating is ICRA AA- (Double AA minus) for Company's Long-Term Bank Facilities. ICRA has upgraded the outlook to positive from stable. Credit rating of short term bank facilities of the company is assigned at highest i.e. "CARE A1+/ ICRA A1+".

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:

K R Lalpuria

Group President

Indo Count Industries Ltd

Tel: +91 22 43419500

Email: kklalpuria@indocount.com

Website: www.indocount.com

Dilip Ghorawat

Chief Financial Officer

Indo Count Industries Ltd

Tel: +91 22 43419500

Email: dilip.ghorawat@indocount.com

Website: www.indocount.com

Ruchita Maheshwari

Sr. Manager, Investor Relations

Indo Count Industries Ltd

Tel: +91 22 43419500

Email: ruchita.maheshwari@indocount.com

Website: www.indocount.com

Shogun Jain

Group Account Head

Strategic Growth Advisors Private Limited

Tel: +91 22 6114 6619

Email: shogun.jain@sgapl.net

Website: www.sgapl.net