



# Indo Count

Count On Us...



## INDO COUNT INDUSTRIES LIMITED Q3FY15 RESULT UPDATE

10TH FEB'15



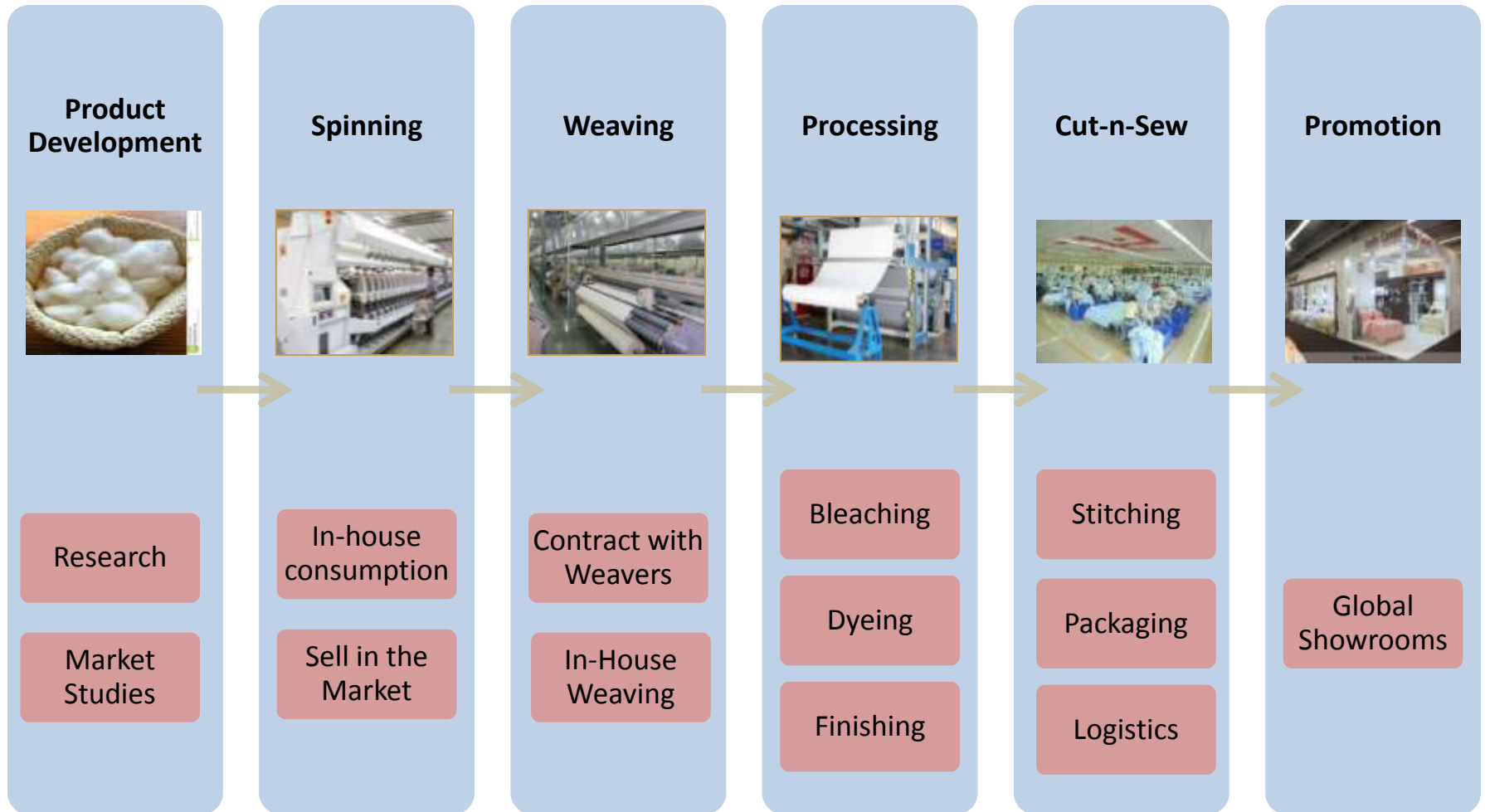
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# Business Model



## *Our Existing Product Portfolio*

### *Sheet Sets*



*Sheet set includes - Flat sheet , Fitted sheet & pillow cases*

## Expanding its Product Portfolio

### *Institutional Linens*



*This range includes primarily white linen – Flat sheets, pillow cases, duvet covers and shams*

### *Fashion Bedding*



*This range includes Comforters, Bed in a Bag, Quilts & Coverlets, Decorative Pillows etc.*

### *Utility Bedding*



*This range includes Basic white bedding – Mattress Pads / protectors, White filled comforters filled with poly fill fibre*

## *Institutional Linens*



*Institutional  
Bedding  
Hotels - Hospitals -  
Others*

# Fashion Bedding



*“Wide Range of Product Category”* 7

## *Utility Bedding*



*Utility or Basic  
Bedding - Bed &  
Pillows filled with  
poly fill fibre*





## ***Content***

*Performance Highlights*

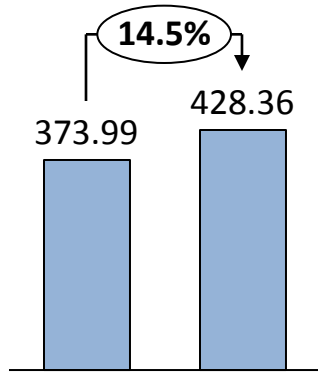
*Industry Update*

*Financials*

# Performance Highlights

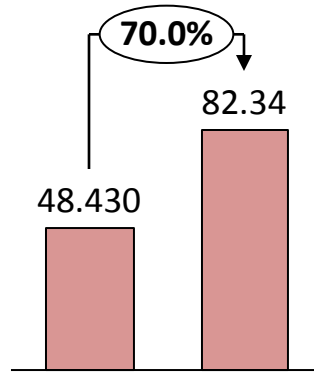
## Quarterly Highlights

### Revenue (Rs. Crs)



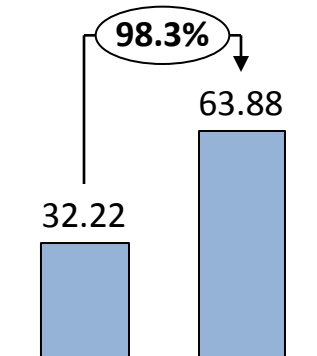
Q3 FY14 Q3 FY15

### EBITDA (Rs. Crs)



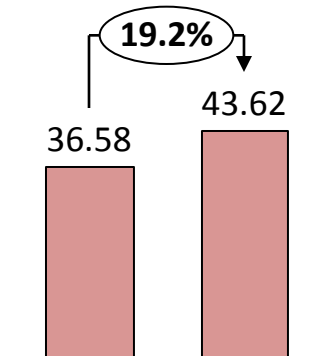
Q3 FY14 Q3 FY15

### PBT (Rs. Crs)



Q3 FY14 Q3 FY15

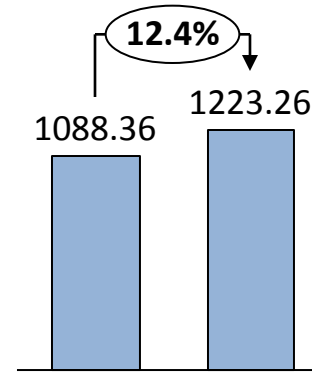
### PAT (Rs. Crs)



Q3 FY14 Q3 FY15

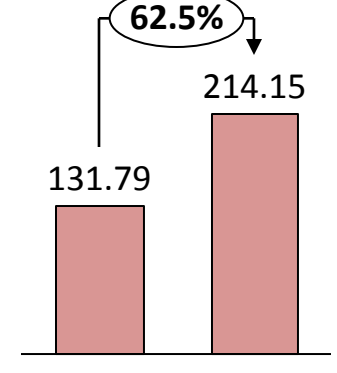
## 9 Months Highlights

### Revenue (Rs. Crs)



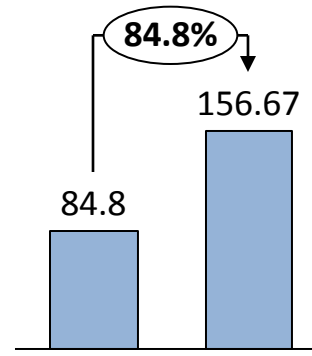
9mFY14 9mFY15

### EBITDA (Rs. Crs)



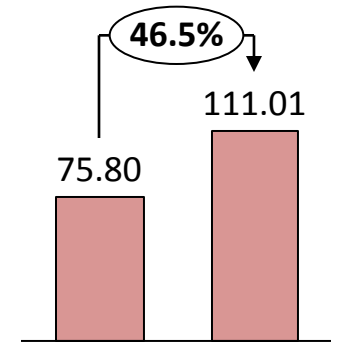
9mFY14 9mFY15

### PBT (Rs. Crs)



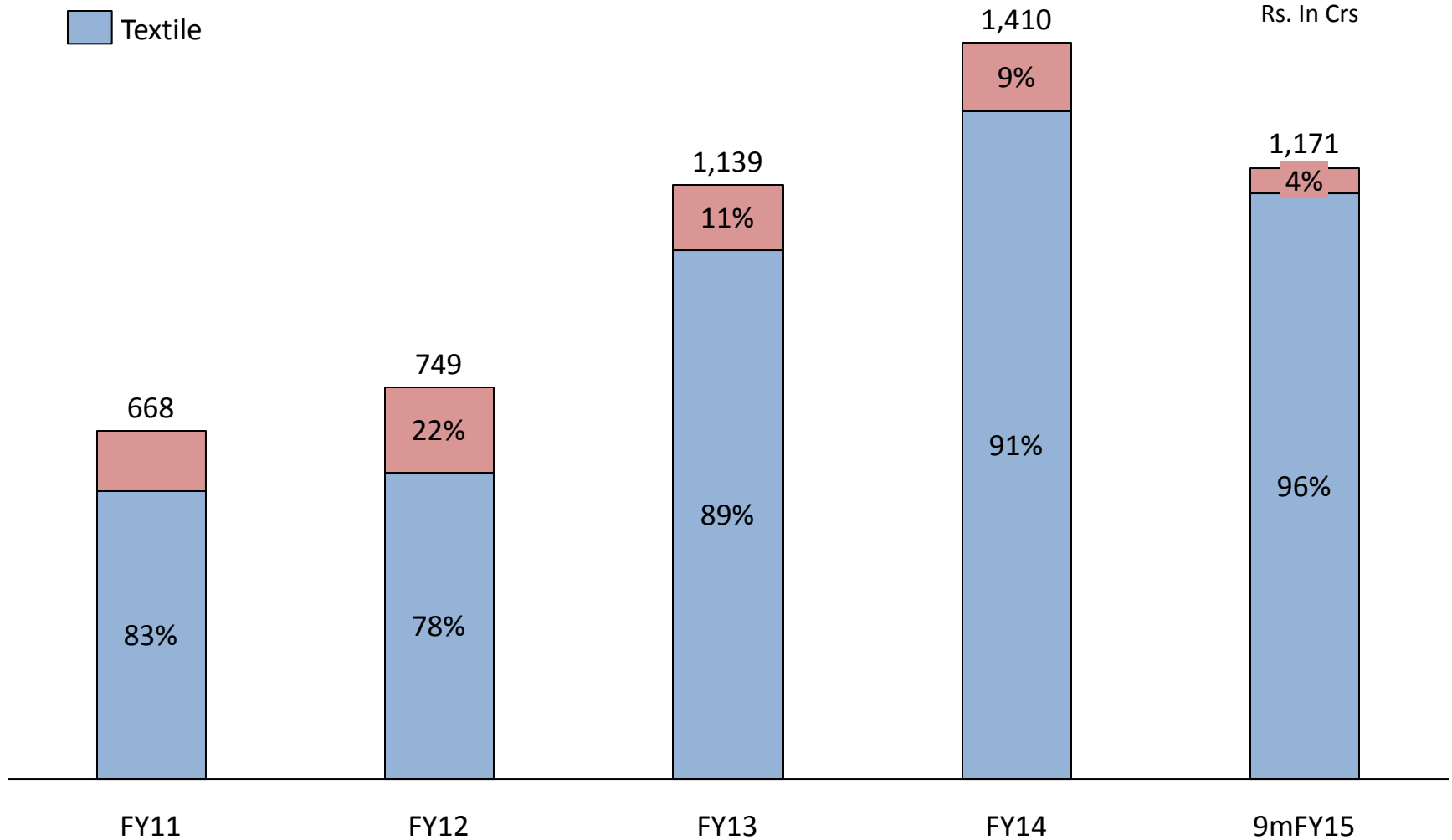
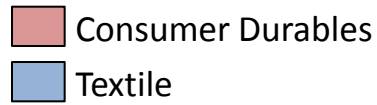
9mFY14 9mFY15

### PAT (Rs. Crs)



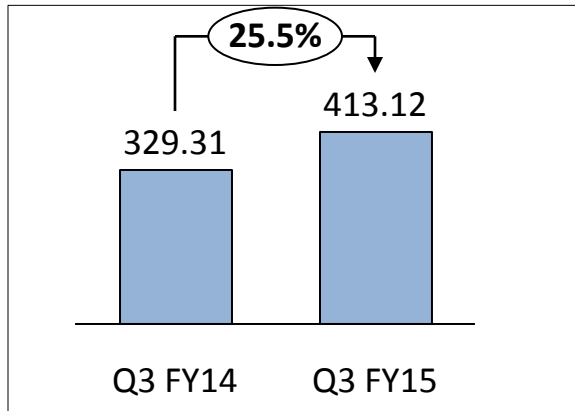
9mFY14 9mFY15

## Textile – A Major Growth Segment

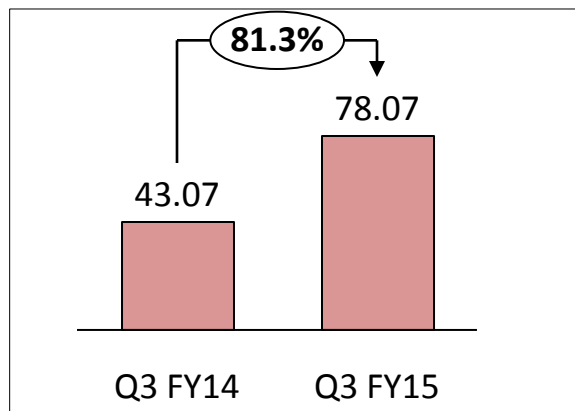


## Textile – Strong Performance

### Revenue (Rs. In Crs)



### EBIT (Rs. In Crs)



### Highlights of Q3FY15

- **Performance**

- Revenue increased by 25.5%
- EBIT grew by 81.3% on the back of higher realization and better Product mix in Home Textile segment

- **Global Presence**

- New showroom opened in U.K & Australia

- **Capacity – An increase of 50 %**

- Current capacity of 45 mn meters per annum leading to 12 mn Bed Sheets per annum
- Expanding capacity to 68 mn per annum leading to 17mn Bed Sheets per annum will be operational by end of Q4FY15

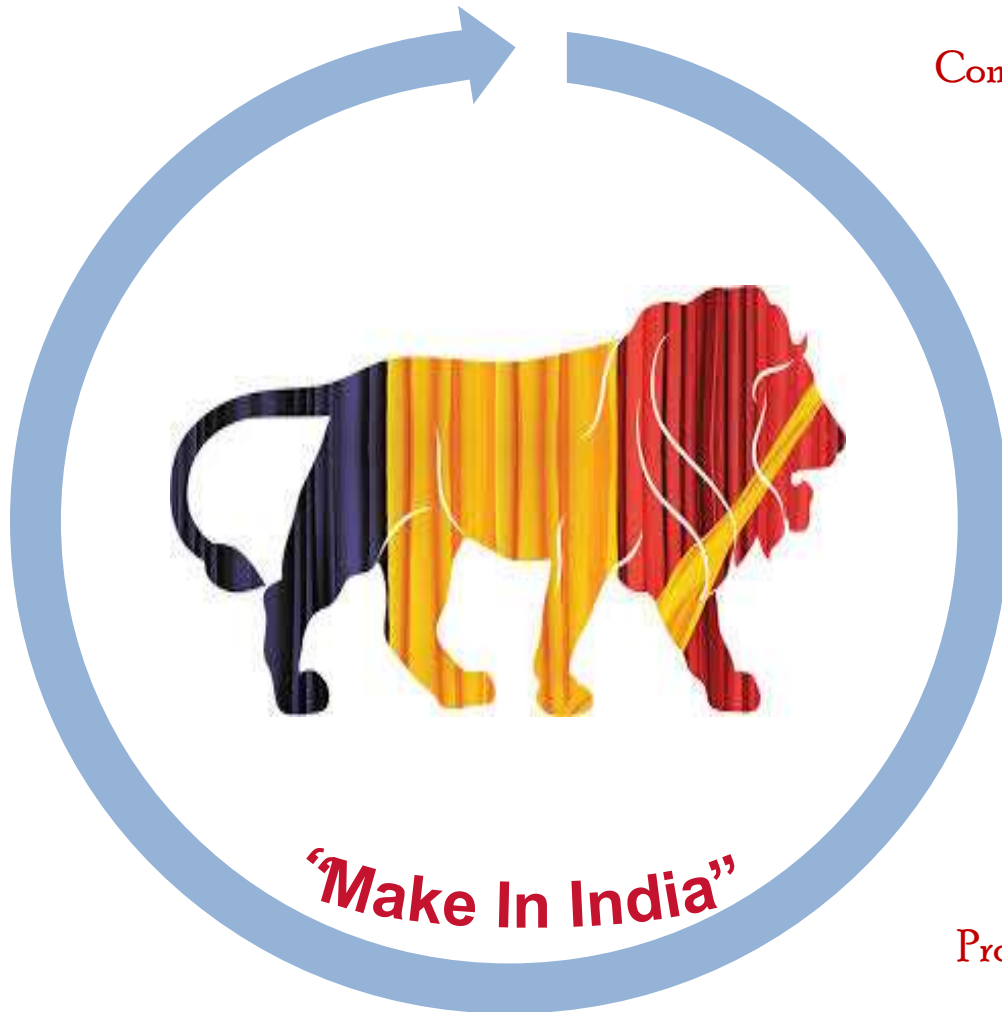
## ***Content***

*Performance Highlights*

*Industry Update*

*Financials*

## *“MAKE IN INDIA” - Overview*



Comparative Advantage of Skilled Manpower &  
Cost of Production

Abundant Raw Material such as Cotton,  
Wool, Silk & Jute

Favourable policies instituted by  
the Government

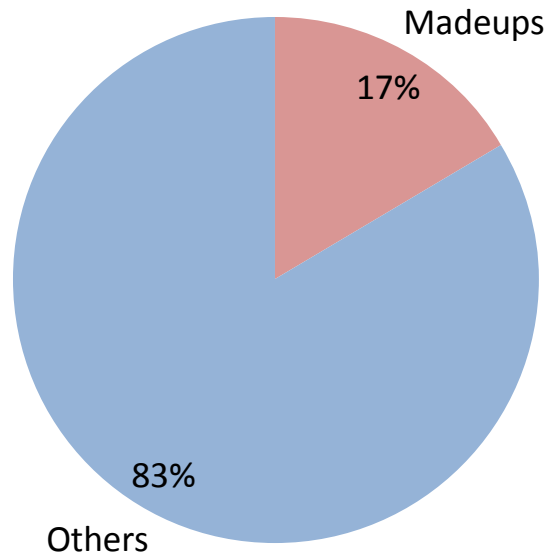
Changing Lifestyles Demand for  
Quality Products

TUF Scheme for Modernisation &  
Upgradation

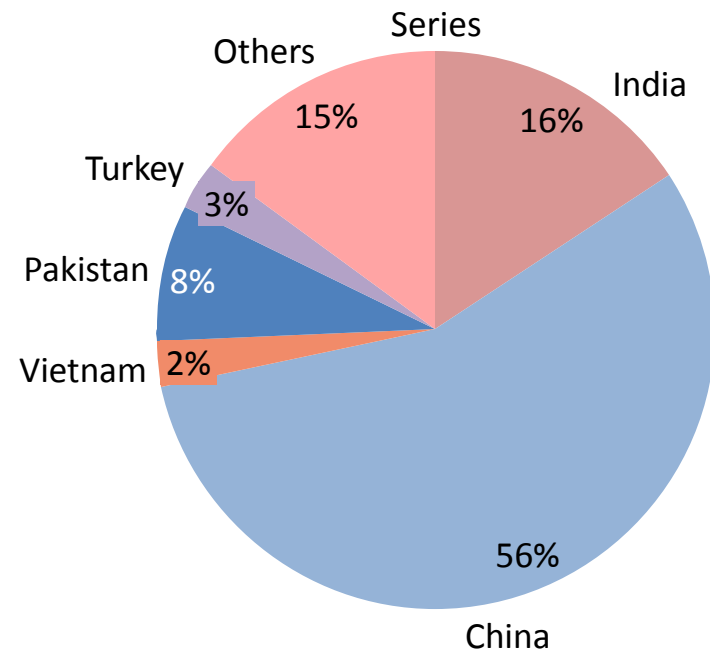
Provide Credit at Reduced Rates & Capital  
Subsidies

## Textile Sector Imports by United States

**Total Imports - \$107 bn**



**Made Ups Imports - \$18 bn**

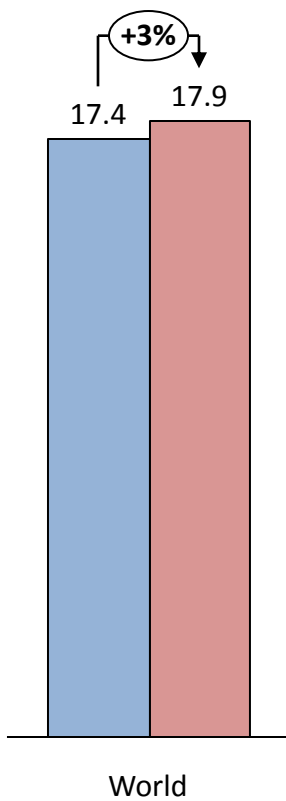


As on Year Ending – November 2014

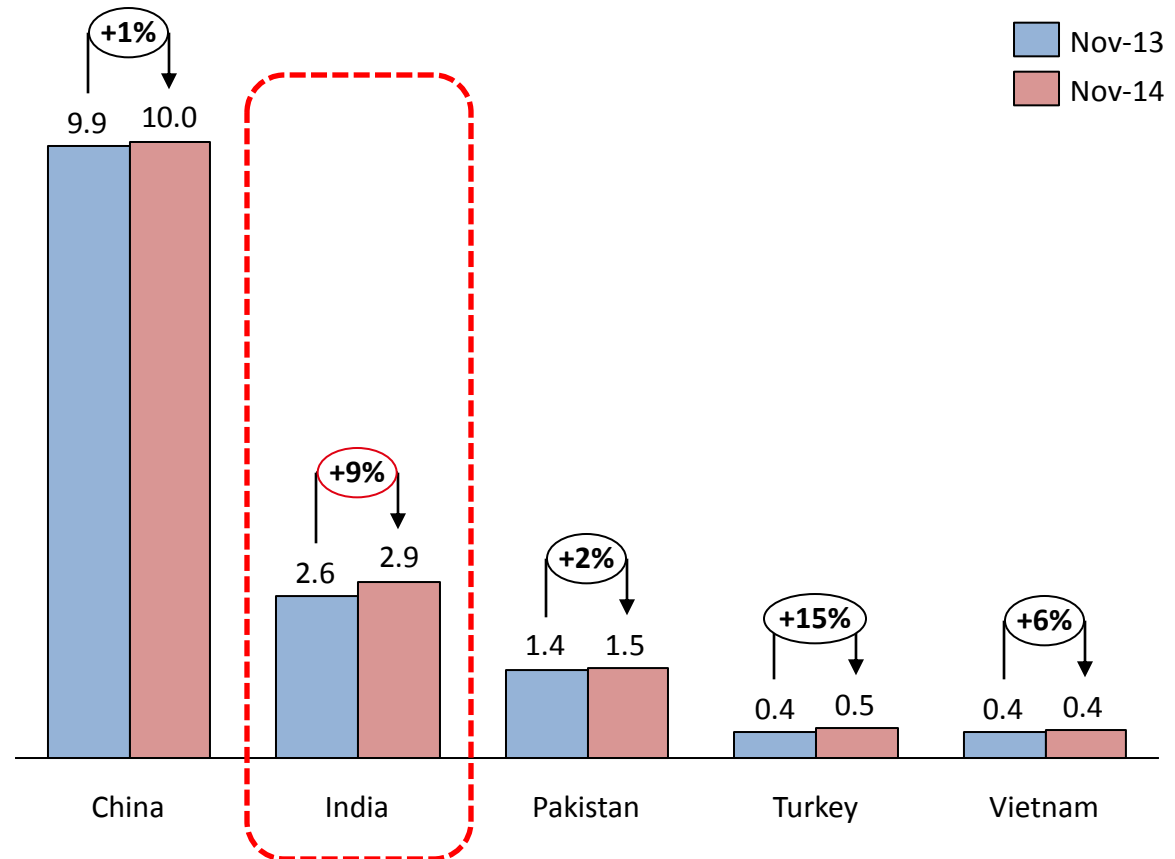
**“Made-ups”- an article manufactured and/or stitched from any type of cloth, other than a garment**

## Growth in 'Made Ups' Imports to United States

World ( \$ bn)



Top 5 Made Ups Exporting Countries to US account for 85% of the Market ( \$ bn)



70% of Indo Count's Revenue is contributed by U.S market



## India's Competitive Advantage...

### India - Advantage

- ✓ Availability of Raw Material
- ✓ Competitive Cost structure particularly Power and Manpower Costs
- ✓ Rising government focus and favourable policies
- ✓ Increase spend planned by GOI of \$9.1 bn in 12<sup>th</sup> Five Year Plan against \$4 bn in 11th Plan
- ✓ Free trade agreement with ASEAN countries
- ✓ Proposed agreement with EU



### Competing Countries - Challenges

- ✓ Steady improvement in demand as the American economy picks up
- ✓ Progressive decline in Chinese exports to major markets such as the US
- ✓ Currency appreciation in Indonesia
- ✓ Labour unrest in Cambodia
- ✓ Safety concerns after a major factory fire in Bangladesh
- ✓ High cost of credit in Vietnam

**...Long term Customer relationships**

**...their challenges are OUR advantages**

**In 2014, for the first time since 2006, India's Exports to the US are more than 2X its Imports**

## *Indo Count Advantage*

*Integrated  
Home Textile  
Company*



*State of the Art  
manufacturing  
facilities*



*Customer  
Relationships*



*Wide Product  
Range*

*Innovation that  
Creates New  
Products*



*Global  
Presence*



## ***Content***

*Performance Highlights*

*Industry Update*

*Financials*

## Standalone Profit & Loss

Particulars (Rs. in Crs)	Q3FY15	Q3FY14	Y-o-Y	9mFY15	9mFY14	Y-o-Y	FY 14
<b>Total Revenue</b>	<b>428.36</b>	<b>373.99</b>	<b>14.5%</b>	<b>1223.26</b>	<b>1088.36</b>	<b>12.4%</b>	<b>1440.49</b>
Raw Material	228.35	225.85		695.82	685.03		889.06
Manpower Cost	18.76	14.68		52.62	43.43		58.33
Other Operating Expenses	98.91	85.03		260.66	228.12		313.24
<b>EBIDTA</b>	<b>82.34</b>	<b>48.43</b>	<b>70.0%</b>	<b>214.15</b>	<b>131.78</b>	<b>62.5%</b>	<b>179.86</b>
<b>EBIDTA Margin</b>	<b>19.22%</b>	<b>12.95%</b>	<b>627 bps</b>	<b>17.51%</b>	<b>12.11%</b>	<b>540 bps</b>	<b>12.49%</b>
Depreciation	4.35	4.70		11.58	13.99		18.83
Interest	14.11	11.51		45.91	32.99		48.97
Tax *	20.26	-4.36		45.66	9.00		7.13
<b>Net Profit</b>	<b>43.62</b>	<b>36.58</b>	<b>19.3%</b>	<b>111.01</b>	<b>75.80</b>	<b>46.5%</b>	<b>104.93</b>
<b>Net Profit Margin</b>	<b>10.18%</b>	<b>9.78%</b>	<b>40 bps</b>	<b>9.07%</b>	<b>6.96%</b>	<b>211 bps</b>	<b>7.28%</b>
<b>Cash Profit</b>	<b>54.84</b>	<b>30.47</b>	<b>80.0%</b>	<b>135.39</b>	<b>81.81</b>	<b>65.5%</b>	<b>108.45</b>
Earning Per Share (EPS)	11.89	10.31		30.27	21.34		29.54

\* Tax is Deferred Tax which is higher during the period and impacted Net Profit

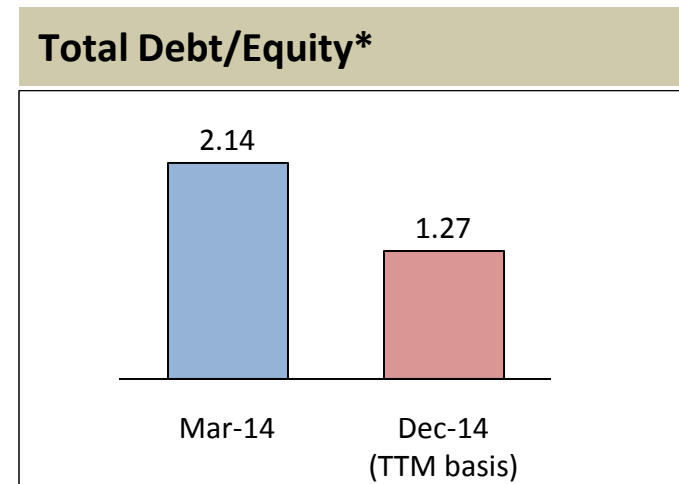
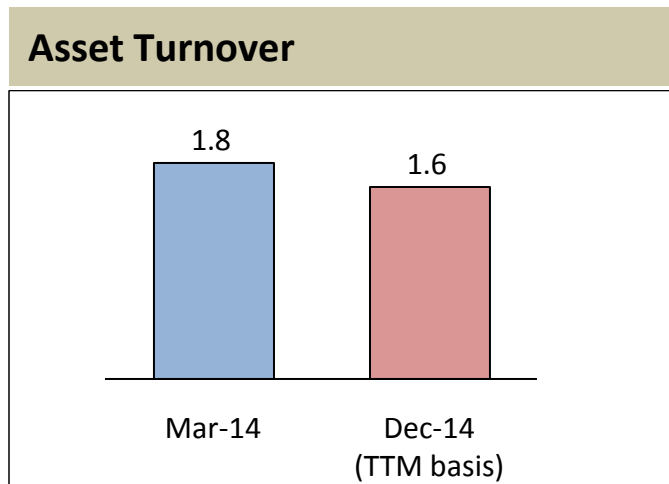
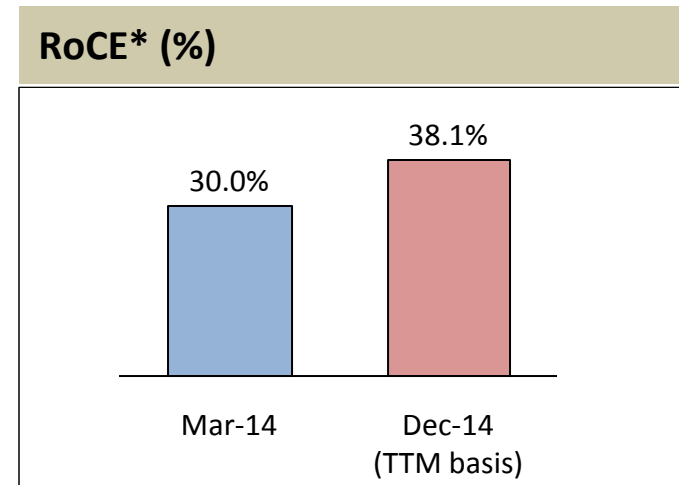
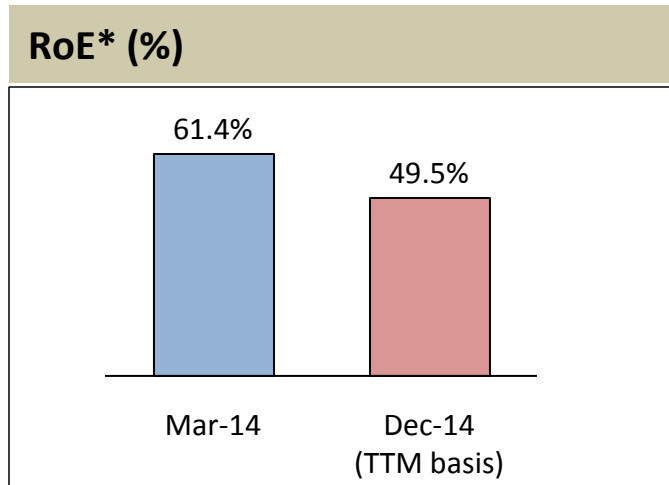


## Standalone Balance Sheet

Particulars	As on	As on
Rs. in Crs	Dec-14	Mar-14
<b>Shareholder's Fund</b>	<b>281.68</b>	<b>166.11</b>
Share capital	39.48	35.48
Reserves & Surplus	242.20	130.63
<b>Preference Share Capital</b>	<b>2.50</b>	<b>2.50</b>
<b>Share Application &amp; Warrant Money</b>	<b>0.00</b>	<b>2.35</b>
<b>Non-current liabilities</b>	<b>122.08</b>	<b>97.24</b>
Long term borrowings	85.81	97.23
Deferred Tax Liabilities (Net)	35.95	0.00
Other long term liabilities	0.32	0.01
<b>Current liabilities</b>	<b>635.27</b>	<b>571.31</b>
Short term borrowings	274.33	268.63
Trade payables	158.41	189.19
Other current liabilities	143.03	86.73
Short term Provisions	59.50	26.76
<b>Total Liabilities</b>	<b>1041.53</b>	<b>839.51</b>

Particulars	As on	As on
Rs. in Crs	Dec-14	Mar-14
<b>Non-current assets</b>	<b>307.12</b>	<b>249.74</b>
Fixed assets (inc. CWIP)	269.69	216.47
Non-current Investments	18.80	18.80
Deferred Tax Assets (Net)	0.00	9.79
Long-term loans and advances	18.63	4.68
<b>Current assets</b>	<b>734.41</b>	<b>589.77</b>
Inventories	283.22	257.12
Trade receivables	219.31	166.92
Cash and bank balances	14.23	11.80
Short term loans and advances	106.67	75.23
Other current assets	110.98	78.70
<b>Total Assets</b>	<b>1041.53</b>	<b>839.51</b>

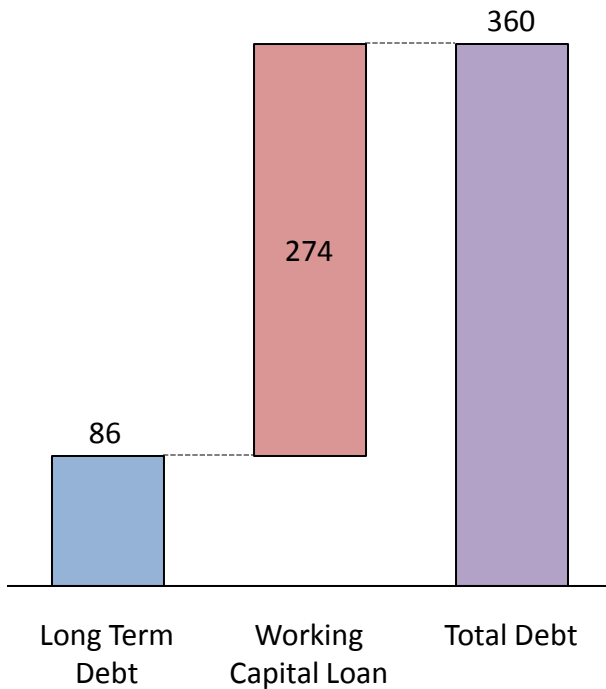
# Ratio



\* Excl. Revaluation Reserve

# Debt & Interest Profile

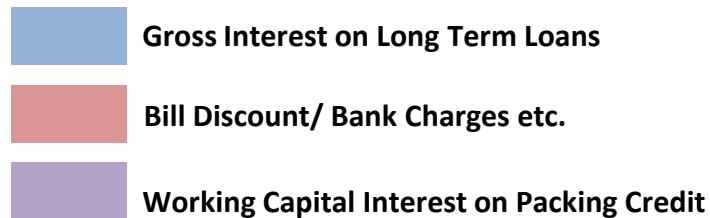
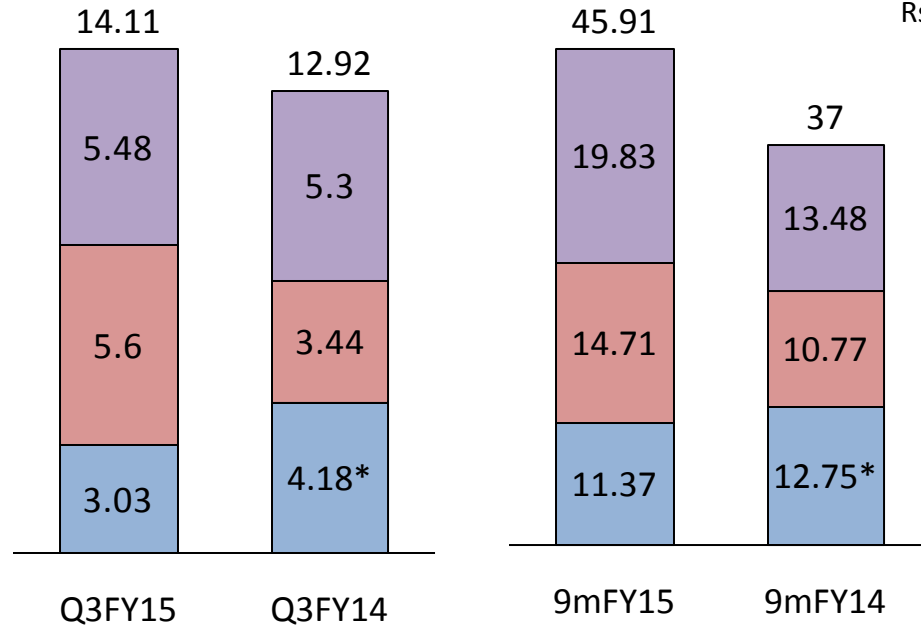
**Total Debt As on Dec-14 – Rs. 360crs**



## Quarterly Highlights

## 9 Months Highlights

Rs. In Crs



\* Term Loan Interest Incl. TUF benefit of Rs. 1.41crs in Q3FY14 and Rs. 4.01crs in 9mFY14

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