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11th November, 2025

National Stock Exchange of India Ltd. Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Company Symbol : ICIL	BSE Limited Department of Corporate Services Floor 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code No. : 521016
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Subject: Investor Presentation Q2 & H1 FY26

Dear Sir/Madam,

Please find enclosed herewith a copy of Investor Presentation on financial results for Q2 & H1 FY26.

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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Rewriting the Future

INDO COUNT INDUSTRIES LIMITED

Q2 & H1 FY26 INVESTOR PRESENTATION
November 2025





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Q2 & H1FY26 PERFORMANCE HIGHLIGHTS



Commenting on the results Mr. Anil Kumar Jain, Executive Chairman said, “FY26 began in a highly fluid tariff environment with U.S. tariff rates moving from 10% to 25% and subsequently to 50%. Navigating the business under such volatility has been challenging. However, our approach has remained consistent to maintain our market share and ensure our manufacturing facilities continue to operate optimally.

Despite these challenging times, we delivered volume growth on QoQ basis. In the short term, we chose to share a portion of the additional tariff cost with customers on a case-by-case basis, which impacted margins this quarter. We anticipate this situation to prevail until the tariff structure stabilizes. During this period, we are enhancing operating efficiencies and expanding our presence in other markets, while maintaining a balance between market share and profitability.

*We are delighted to announce the addition of the globally renowned ‘**Tommy Hilfiger**’ brand to our licensed brand portfolio for the utility bedding segment. This marks our sixth licensed brand, further reinforcing our strong brand equity and the trust we enjoy with leading global partners. In addition, our successfully launched legacy brand, Wamsutta, has begun to gain traction in the U.S. market.*

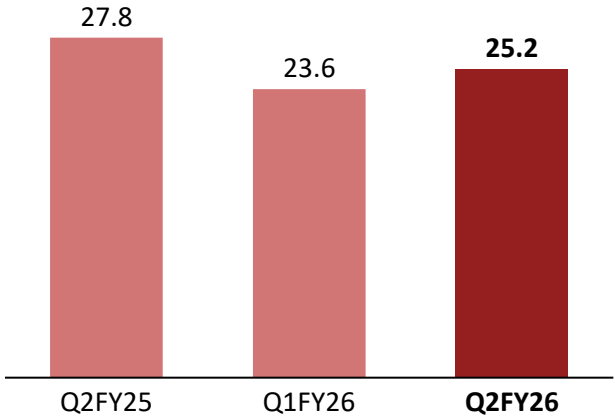
As we move forward, we believe our new business segments will play a significant role in the Indo Count 2.0 growth journey.”



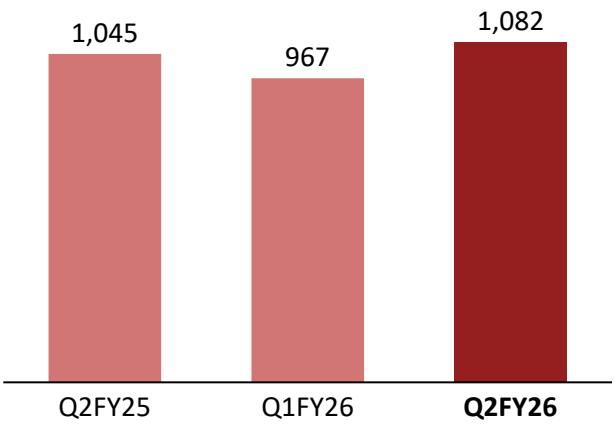
Q2FY26 CONSOLIDATED PERFORMANCE HIGHLIGHTS



Volume (Mn. Mtrs)



Revenue (Rs. Crs)



Volume Growth of **7%**; Revenue Growth of **12% (QoQ basis)**

Net Debt to Equity : **0.34x**

Net Debt is reduced by **Rs.175 Cr.** during H1FY26

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

Recorded revenue of Rs. 181 Crs in Q2FY26
(up by ~40% on QoQ basis)

Signed a license agreement with **Tommy Hilfiger** brand for utility bedding business

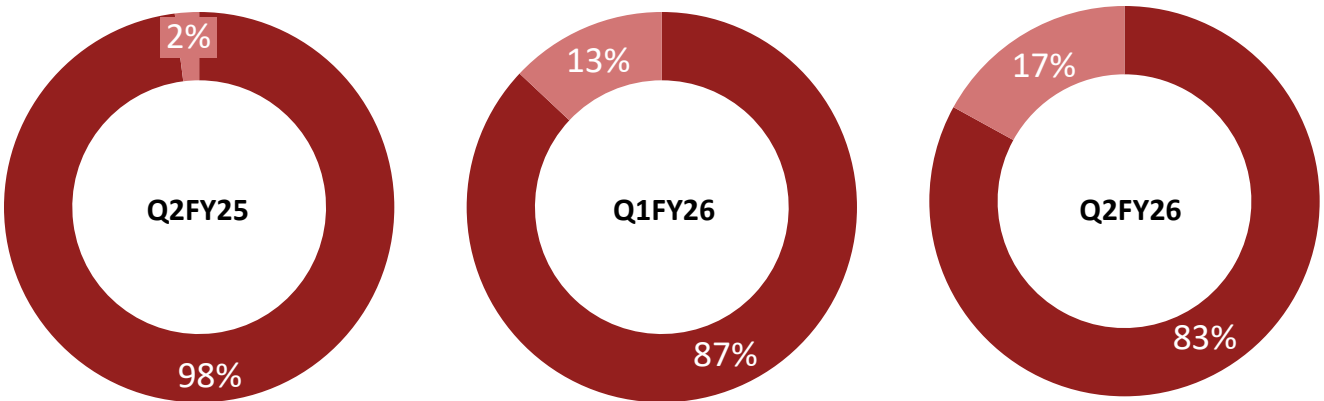
This will be **sixth licensed brand** in our portfolio

In Q2FY26, branded business across all 3-categories contributed **~20%** to overall revenues, similar to Q1FY26

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

Revenue Break-up (%)



Core Business New Businesses

- Core Business: (Bed Linen)
- New Businesses (Utility Bedding + USA Brand Business)



Q2 & H1 FY26 CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Crs.)	Q2 FY26	Q2 FY25*	YoY%	Q1 FY26*	QoQ
Total Income	1,082	1,045	4%	967	12%
EBITDA	123	165	-26%	120	3%
EBITDA Margin (%)	11.4%	15.8%		12.4%	
Depreciation	39	25		38	
Finance Cost	32	30		31	
PBT	52	110	-53%	51	3%
Tax	13	29		12	
PAT	39	80	-52%	39	0%
EPS (Rs.)	1.97	4.06		1.97	

Particulars (Rs. Crs.)	H1 FY26	H1FY25*	YoY%
Total Income	2,049	1,995	3%
EBITDA	243	319	-24%
EBITDA Margin (%)	11.8%	16.0%	
PAT	78	158	-51%
EPS (Rs.)	3.94	7.99	

*Previous period numbers are reinstated

Revenue:

QoQ:

- Tariff changed from 10% to 25% and then to 50% during the quarter, despite of that volume grew by 7% and revenue grew by 12%
- Part of the tariff and penalty impact was shared to protect customer relationship and market share

YoY:

- Volumes marginally lower, but market share maintained
- Core business realizations lower vs. last year (no tariff in last year)
- Revenue growth supported by incremental contribution from new business

New Businesses:

- Revenue contribution by new business grew to 17% in Q2FY26, from 13% in Q1FY26, reflecting steady improvement in offtake
- Commissioning of the 3rd manufacturing unit of utility bedding in USA (by end of Q3 or early Q4FY26), will enhance the capacity. The utilization levels in other 2 units is gradually increasing
- New business is expected to continue playing a significant role in our growth trajectory

Margins:

QoQ:

- Margin impact visible due to partial tariff absorption

YoY:

- Subdued margins due to incubation cost of new business, adverse product mix and partial tariff absorption



CONSOLIDATED BALANCE SHEET

ASSETS (Rs. Crs.)	Sep-25	Mar-25*
Non-Current Assets		
Property, Plant & equipment	1,362	1,380
Capital Work in progress	108	28
Right of Use	230	242
Other Intangible Assets	192	161
Intangible Assets under development	2	22
Goodwill	116	112
Financial Assets		
Other Financial assets	13	12
Other Non-Current Assets	1	34
Non-current Tax Assets(Net)	22	45
Total Non-Current Assets	2,047	2,036
Current Assets		
Inventories	1,214	1,158
Financial Assets		
i)Investments	155	139
ii)Trade Receivables	509	592
iii)Cash and Cash Equivalents	62	106
iv)Bank Balances	12	11
vi)Other Financial Assets	58	37
Current Tax Assets	22	2
Other Current Assets	167	172
Total Current Assets	2,198	2,218
Total Assets	4,245	4,255

EQUITY AND LIABILITIES (Rs.Crs)	Sep-25	Mar-25*
Equity		
Equity Share Capital	40	40
Other Equity	2,268	2,242
Total Equity	2,308	2,282
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	212	270
ii) Lease liabilities	199	207
iii)Other Financial Liabilities	37	35
Provisions	16	16
Deferred Tax Liabilities	89	100
Other Non-Current liabilities	36	33
Total Non-Current Liabilities	589	660
Current Liabilities		
i)Borrowings	802	947
ii) Lease liabilities	31	24
iii)Trade Payables	348	231
iv) Other financial liabilities	124	83
Other Current Liabilities	14	23
Provisions	5	5
Current Tax Liabilities	23	1
Total Current Liabilities	1,347	1,313
Total Equity and Liabilities	4,245	4,255

*March-25 numbers are reinstated



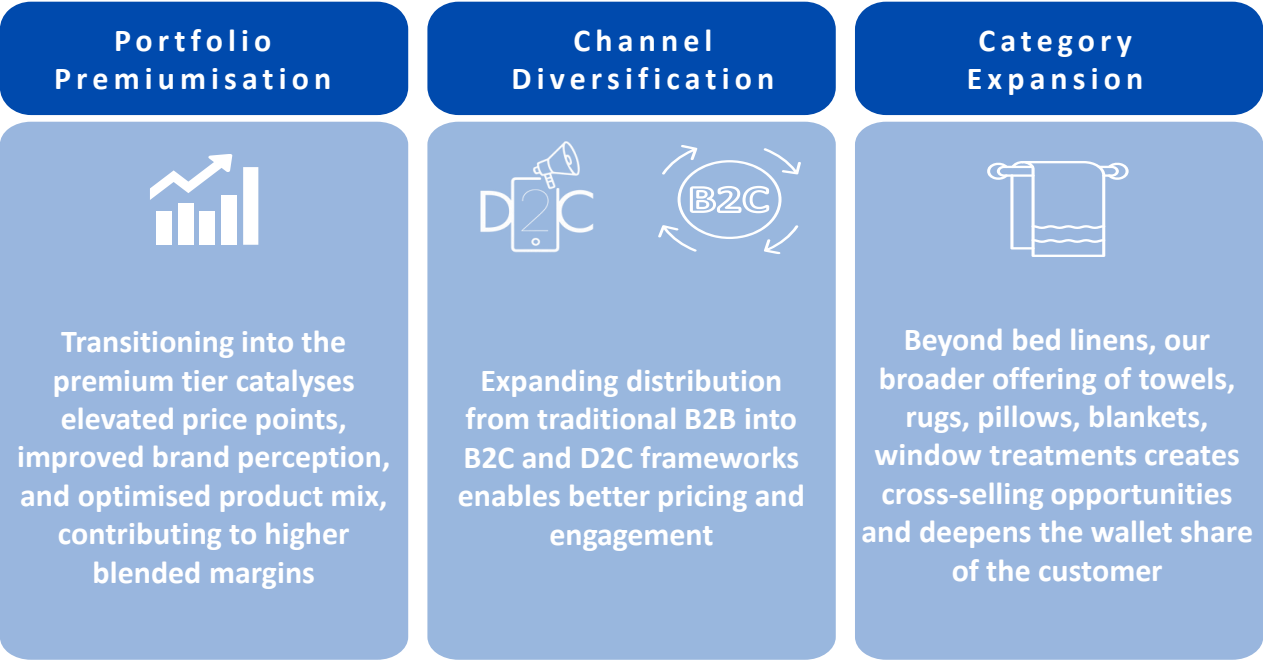
CONSOLIDATED CASH FLOW

Particulars (Rs. Crs.)	Sep-25	Sep-24*
Profit before Tax & Exceptional	103	217
Adjustment for Depreciation & other items	122	75
Operating profit before working capital changes	225	293
Changes in working capital	139	-302
Cash generated from operations	364	-9
Direct taxes paid (net of refund)	-3	-55
Net Cash from Operating Activities	361	-64
Net Cash from Investing Activities	-97	-179
Net Cash from Financing Activities	-308	376
Net Change in cash and cash equivalents	-44	133
Cash and cash equivalents at the beginning of the year	106	93
Cash and cash equivalents at the end of the year	62	226

*Sep-24 numbers are reinstated



Wamsutta: A Strategic Brand Revival
Anchored in **Legacy** and **Modernity**



The Original American Bedding and Bath Brand
Trusted for over 180 Years



Elevating Brand Visibility:

- Strengthened our premium brand, **Boutique Living** across top retail destinations such as **Shoppers Stop** and **@home**

Expanding Retail Footprint:

- Achieved deeper market penetration and impactful brand placement for both **Boutique Living** and **Layers** in key domestic markets with **700 new counters added in Q2**, taking our retail presence to new heights

Digital Acceleration:

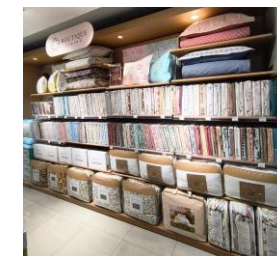
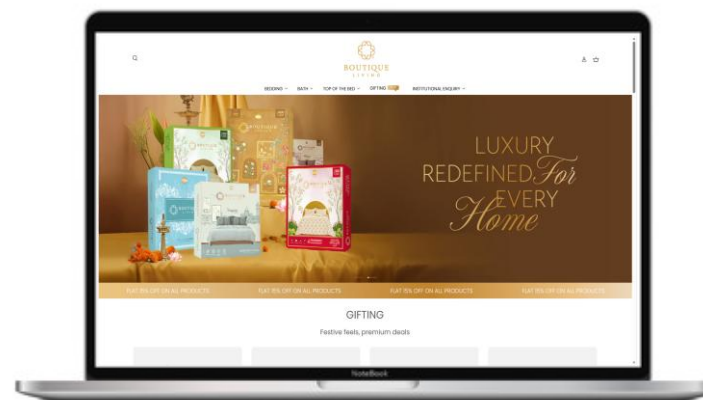
- Amplified brand reach through dynamic digital marketing and social media campaigns, driving engagement and sales on our owned portals boutiquelivingindia.com and layersindia.com

Category Expansion:

- Introduced new offerings in the **Bath** and **Top of Bed (TOB)** segments, significantly increasing **retail wallet share** and now providing a **complete Bed & Bath Home Fashion solution** for Indian consumers

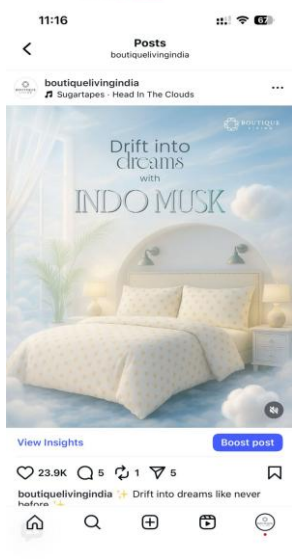
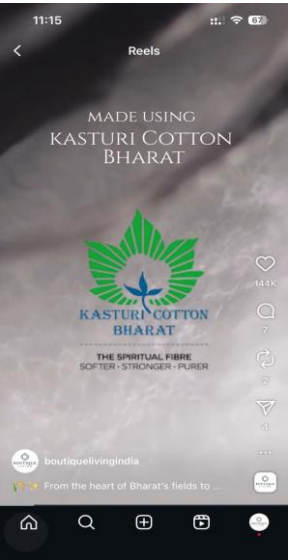
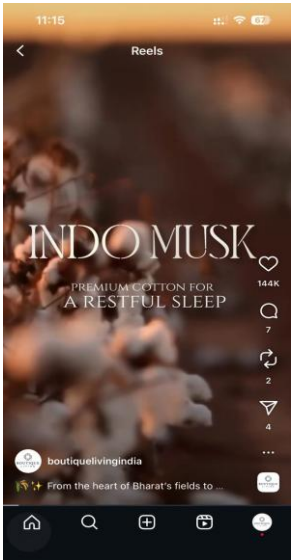
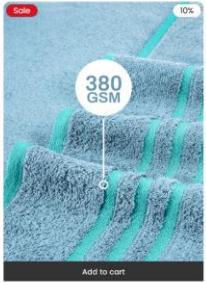
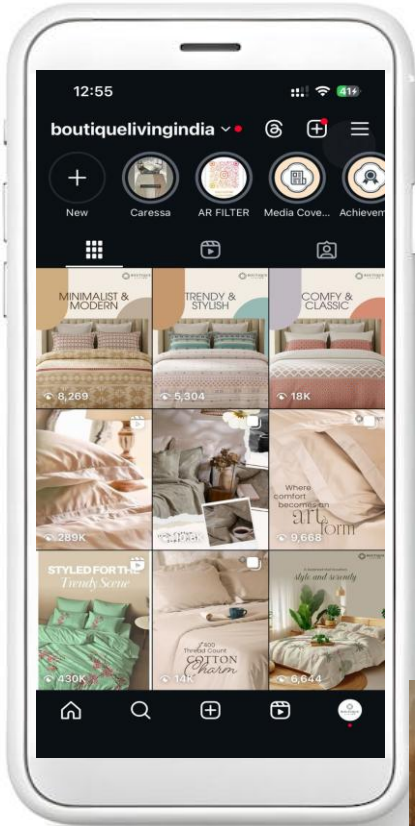
Social Media Engagement:

- Rolled out trend-led, influencer-driven, and festive social media campaigns to connect emotionally with consumers, strengthen brand storytelling, and boost engagement across **Instagram, Facebook, and LinkedIn** — reinforcing our digital-first brand approach





INDO COUNT : DOMESTIC MARKET – MARKETING INITIATIVES





CAPEX OUTLAY

FY26e

Sr. No.	Particulars (Rs. Crs)	Budgeted*	Actual
1	Zero liquid discharge (ZLD) facility at Bhilad Unit	50	-
2	Maintenance and other Capex	65	34
3	Greenfield Project – Utility Bedding in North Carolina	99	49
TOTAL		214	83

*will be funded through Internal Accruals and Debt on 50:50 basis



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**REWRITING THE FUTURE:
INDO COUNT 2.0**



Business Verticals

Single to Multiple businesses:
Moving from traditional to value-added segments

<ul style="list-style-type: none">Core Business (Bed Linen)	<ul style="list-style-type: none">Core Business (Bed Linen)New Businesses (Utility Bedding + USA Brand Business)
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Product Portfolio

Single to Multi-product offerings:
A complete Home Textile player

<ul style="list-style-type: none">Bed sheet/Pillow casesDuvet covers	<ul style="list-style-type: none">Bed sheet/Pillow casesDuvet coversQuilts/Comforters/BlanketsPillows/ Mattress pad/ Down alt comforters, Mattress protectorsOther products like bath, windows, rugs etc.
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Manufacturing Facilities

Single to Multi-location:
Establishing manufacturing operations in the U.S.

<ul style="list-style-type: none">Kolhapur, Maharashtra	<ul style="list-style-type: none">Kolhapur, MaharashtraBhilad, GujaratOhio, USAArizona, USANorth Carolina*, USA
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Market Size

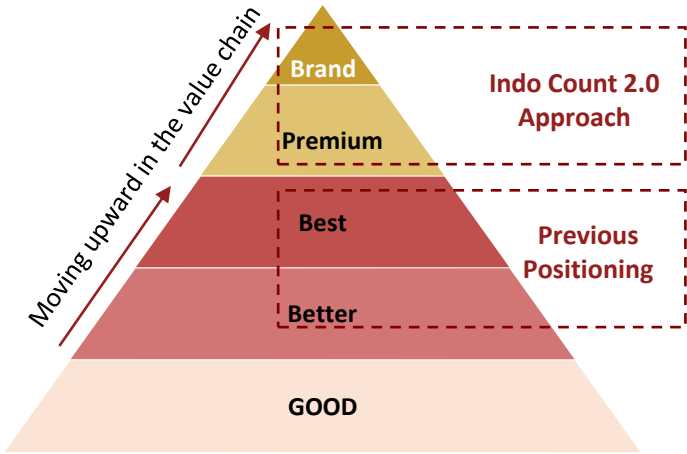
Increased Total Addressable Market
Moving up value-chain

<ul style="list-style-type: none">Sheet Set: \$4 Bn US Market Size	<ul style="list-style-type: none">Diversification into other value-added segments, increasing addressable market size: \$15 Bn U.S. Market Size
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Market Presence

White Labelling to Branded Business:
Multichannel to Omnichannel

<ul style="list-style-type: none">Majority contribution from white labelling	<ul style="list-style-type: none">White LabellingPrivate LabelLicensed BrandsOwned Brands
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Category expansion and product diversification are expected to drive stronger growth

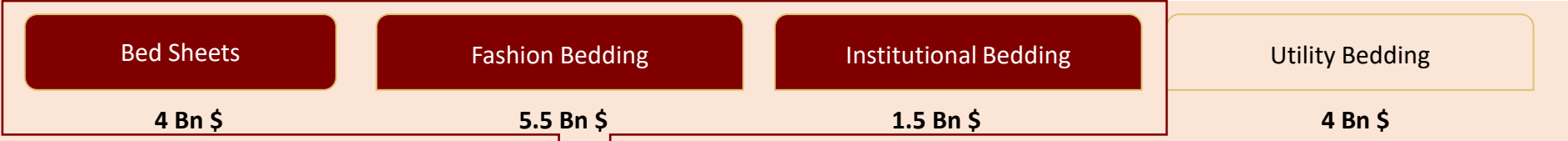


Focus on high-value products to strengthen brand positioning in larger market, thus driving sustainable growth

*expected to commence by the end of Q3 or early Q4FY26

CORE BUSINESS: BED LINEN

**USA BED LINEN
CATEGORIES MARKET
SIZE***




**Continued focus on
our core bedsheet
business**



**Largest bed linen
manufacturer in the
world**

Product Offerings




Flat Sheet



Fitted Sheet



Pillow Cases & Blankets



Comforters & Duvet Covers



Institutional Bedding

and many more....

Manufacturing Capabilities

Kolhapur,
Maharashtra
108 mn meters

+

Bhilad,
Gujarat
45 mn meters

**Total Capacity
~153 mn meters**



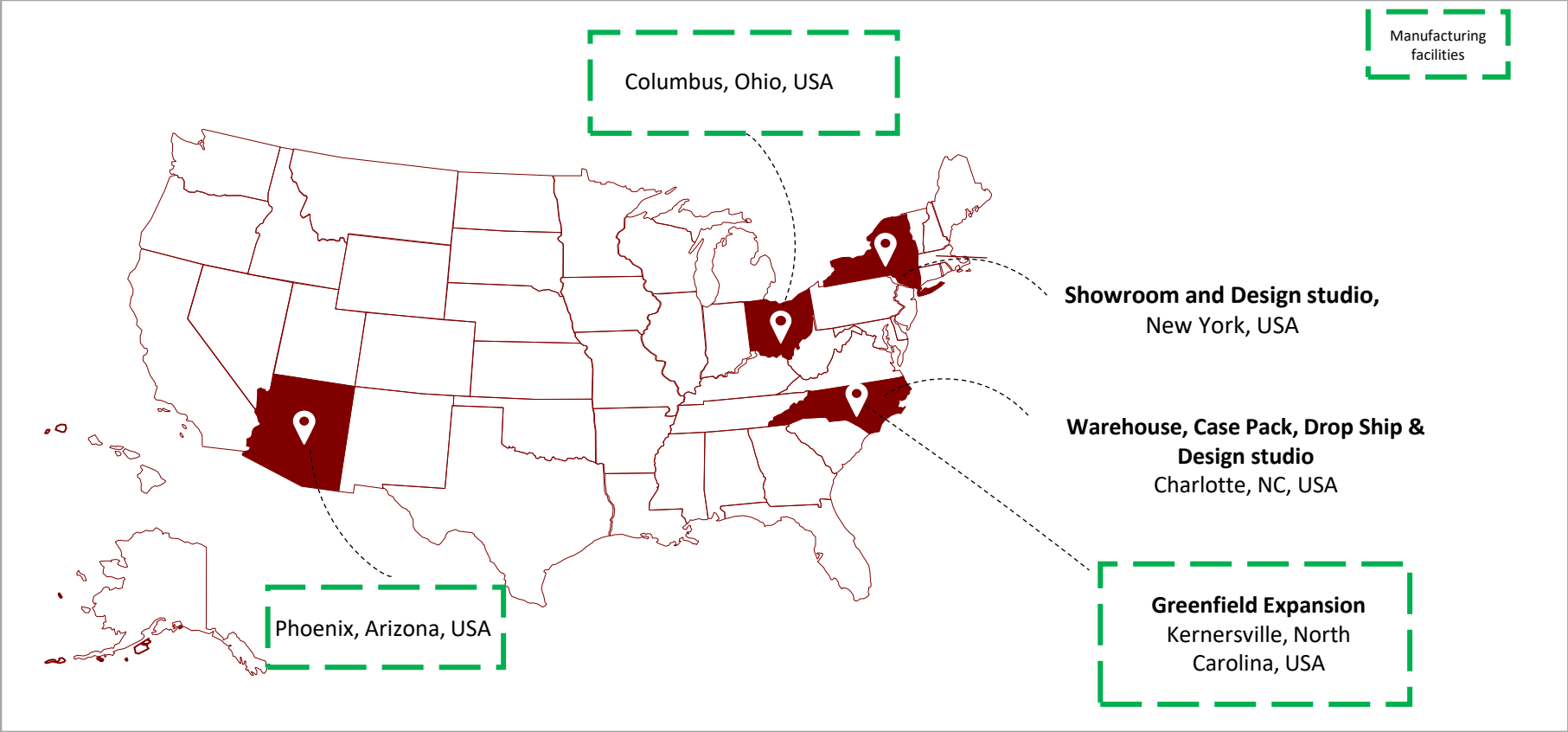
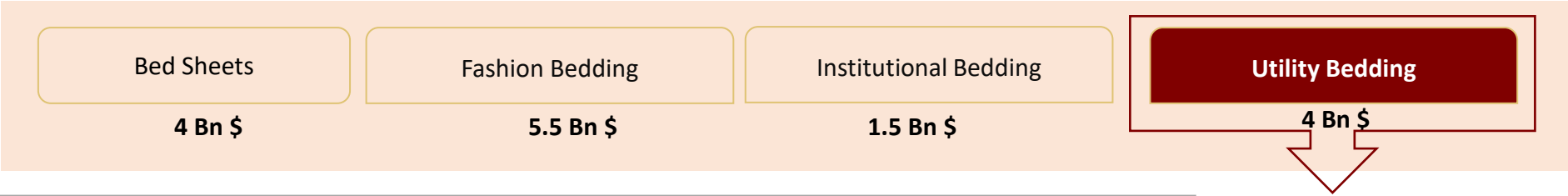
**Leading the Global Home Textiles Market with
Comfort & Innovation**

*Source: HTT Research



NEW BUSINESS: UTILITY BEDDING

USA BED LINEN CATEGORIES MARKET SIZE*



Key Brands

TOMMY  HILFIGER

Beautyrest

SLEEP/RX

Pilozzz
sleep mindfully








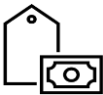
Indo Count's new U.S. facility reinforces its foothold, supporting the utility bedding business in reaching an aggregate revenue of approximately \$175 Mn

*Source: HTT Research

The Maps provided are for pictorial representation only.

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

NEW BUSINESS: USA BRAND BUSINESS

	Owned Brand	License Brand Tie - Ups		
				
 Overview & Products	<ul style="list-style-type: none"> ✓ A well-established US national brand ✓ Legacy of more than 180 years ✓ Offering bed, bath, rugs, window and other products 	<ul style="list-style-type: none"> ✓ Fieldcrest (est. 1893) combines elegance and durability for luxury living ✓ Merging style and functionality for lasting quality in bed and bath ✓ Targeting younger consumers seeking everyday luxury and reliable textiles 	<ul style="list-style-type: none"> ✓ Established in 1923, Waverly leads in American home decor ✓ Unique bedding and bath products with customizable options ✓ Targeting design-savvy women aged 25-44 	<ul style="list-style-type: none"> ✓ First national wellness and yoga brand in North America ✓ Over 25 years of promoting health and mindfulness ✓ Offers bedding and bath solution for improved relaxation and sleep quality
 Rationale	<ul style="list-style-type: none"> ✓ Indo Count has laddered up into the branded segment, elevating its status and expanding its presence across U.S. retail markets 	<ul style="list-style-type: none"> ✓ The new licensing agreements encompass a wide range of product categories, including sheets, fashion and utility bedding, bath among others ✓ These additions significantly strengthens Indo Count's brand portfolio, enhancing its ability to cater to diverse consumer segments in the US and Canada 		<ul style="list-style-type: none"> ✓ To leverage Gaiam's established reputation in wellness and unite Indo Count's expertise to expand into the home segment with premium bedding ✓ Utilize Gaiam's retail and digital network to reach a broad audience
	Strong traction across all our brands	From products to powering brands	Brand-led Diversification: Expanding reach, Enriching brand value	From core product to a complete Soft Home Textile player – Bigger basket, higher brand impact

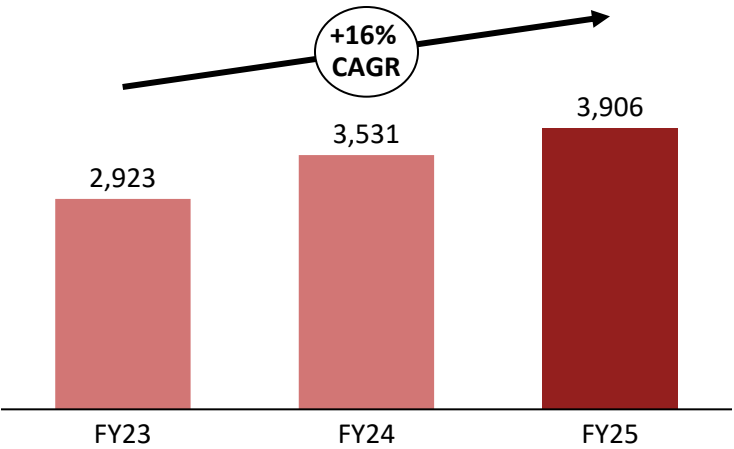


USA Brand Business will drive significant top-line growth, with a \$100Mn revenue potential in the next 3 years

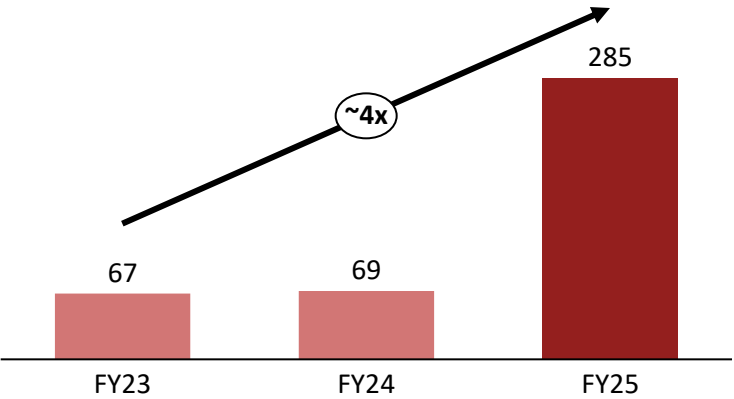


BUSINESS VERTICALS: PERFORMANCE HIGHLIGHTS

Core Business (Rs. Crs)



New Businesses (Rs. Crs)



% Contribution to Revenue	FY23	FY24	FY25	H1 FY26
Bed Linen	98%	98%	93%	85%
New Businesses	2%	2%	7%	15%
Total Revenue	100%	100%	100%	100%

Core Business: Bed Linen

- Sheets
- Fashion Bedding
- Institutional Bedding

New Businesses:

- Utility Bedding
- USA Brand Business

Total Branded Business:

- Core Business Brand
- Utility Bedding Brand
- USA Brand Business



REWRITING THE FUTURE

Core Business: Bed Linen



New Business: Utility Bedding



New Business: USA Brand Business

- Integrated plant capacity: **153 mn meters**
 - Kolhapur, Maharashtra – **108 mn meters**
 - Bhilad, Gujarat – **45 mn meters**
- Full in-house capability: Product Design, Spinning, Weaving, Processing & Cut-n-Sew
- Product range includes **sheet sets, fashion bedding and institutional bedding**
- Domestic brands Boutique Living & Layers driving growth through omnichannel expansion, influencer marketing, and nationwide reach is part of core business
- Includes both **B2B** (white labeling) and ICIL's **owned/licensed/private labels**
- Multi-channel presence: including eCommerce

- Entered pillow & quilt **manufacturing in the USA** (via acquisition & greenfield)
- Greenfield setup to start commercial production by end of Q3 or start of Q4
- Multiple location facilities in U.S. :
 - Groveport, Ohio
 - Phoenix, Arizona
 - Kernersville, North Carolina
- Added licensed brand **Beautyrest & Tommy Hilfiger** to accelerate growth
- Multi-channel model – includes **B2B and branded business**

TOMMY HILFIGER

Beautyrest

- Includes strong U.S. household brands:
 - Wamsutta, Fieldcrest, Waverly, Gaiam
- Extending our core offerings into new categories to become a **complete Soft Home Textile solutions provider**
- Wamsutta launched as D2C in July this year**, others available across multiple retail channels

W
WAMSUTTA
EST. 1846

FIELDCREST
EST 1893

WAVERLY

GAIAM

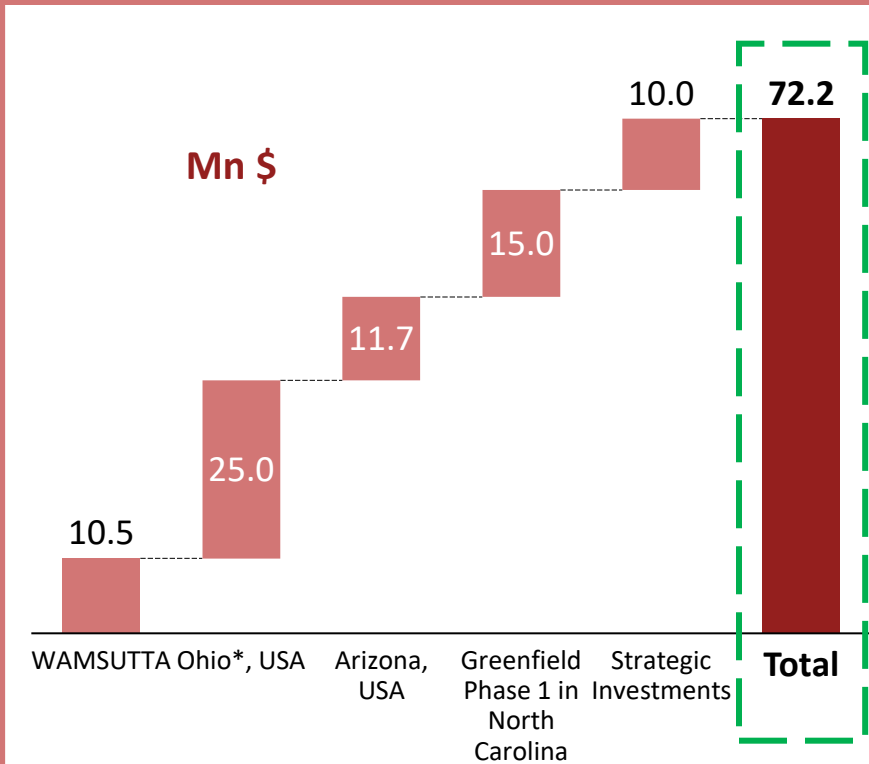


Aspiring to 2× Revenue by 2028, with Brands & Utility Bedding Segments Contributing ~\$275M

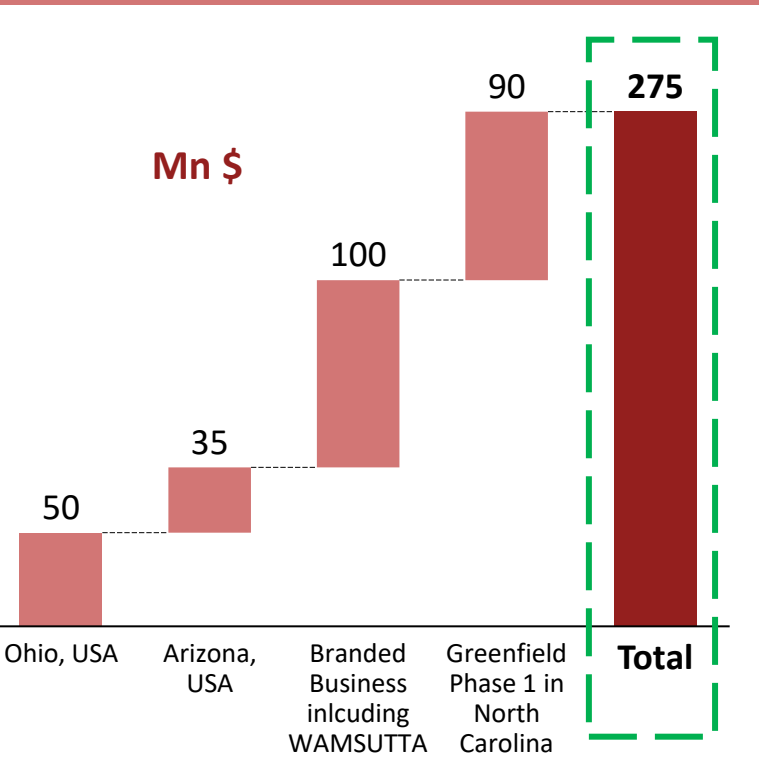
REAFFIRM OUR GUIDANCE: SCALING CORE BUSINESS + NEW BRANDS AND UTILITY BEDDING SEGMENT



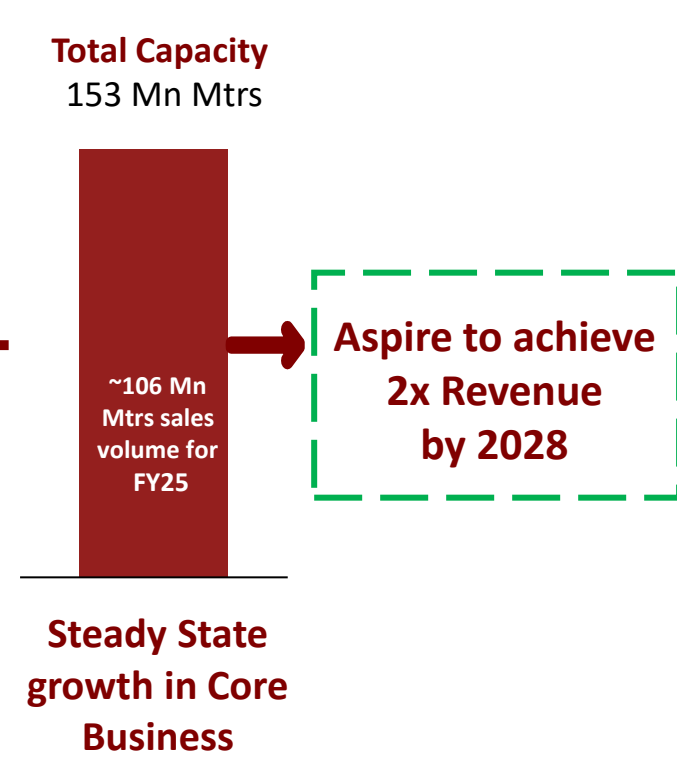
Investment in recent acquisitions and Brands



Peak revenue potential



Core Business



Targeted investments in talent and key hiring

+

Organic growth in Core business

+

Fostering innovation and expansion into newer segments like utility bedding and USA brands

+

Strategic focus on long-term value creation

*Includes payment on 100% basis



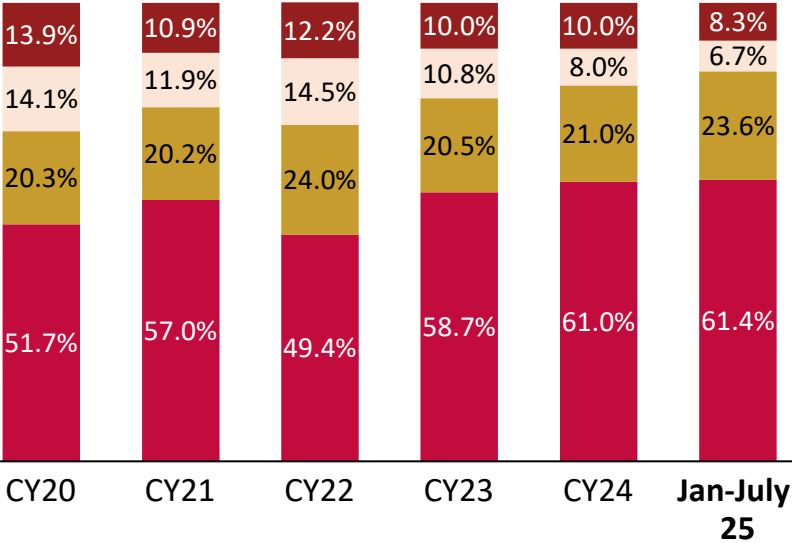
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INDUSTRY OVERVIEW

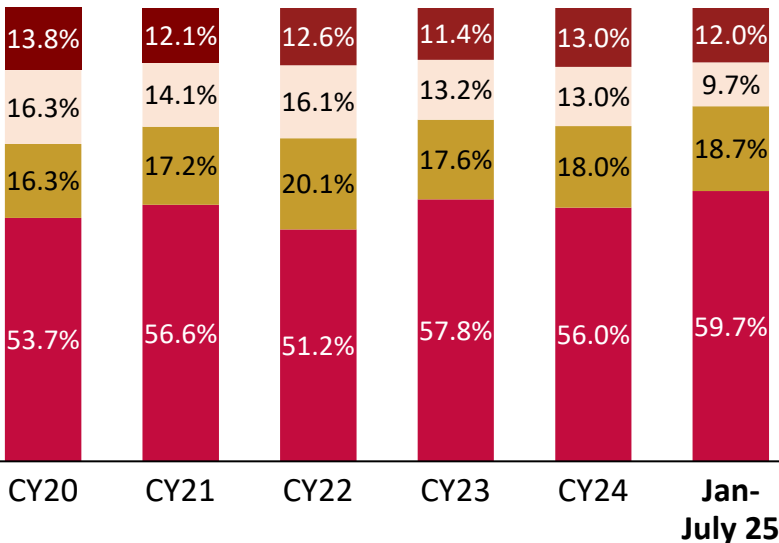


USA HOME TEXTILES MARKET DYNAMICS

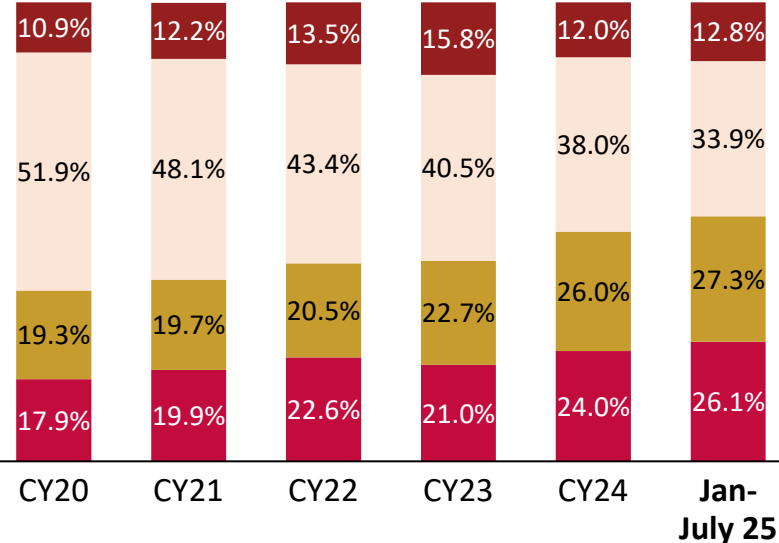
US imports of Cotton Sheets



US imports of Cotton Pillowcases



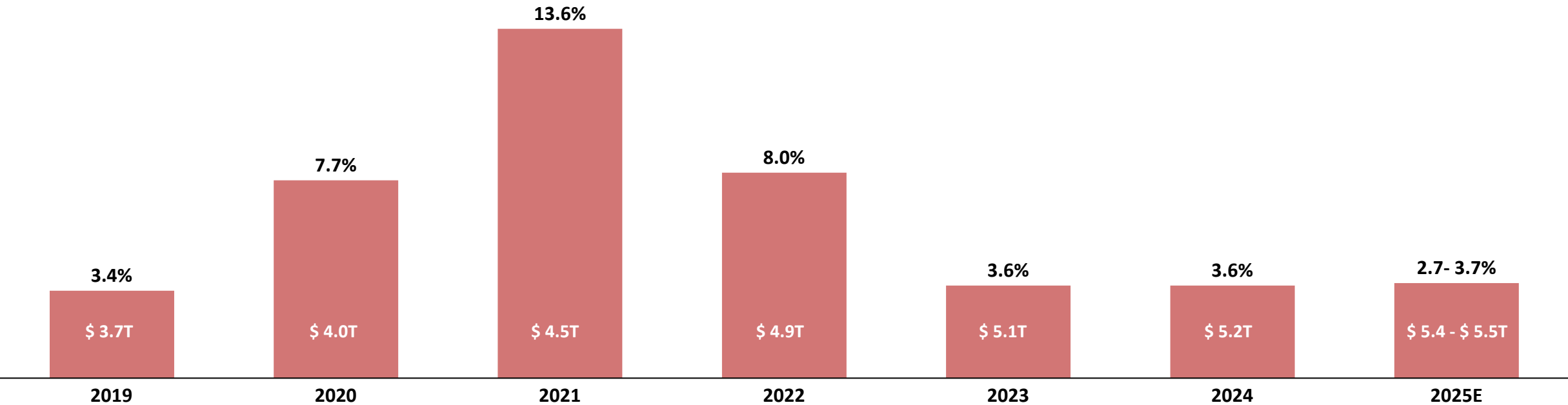
US imports of Cotton Bedspread



India China
Pakistan ROW



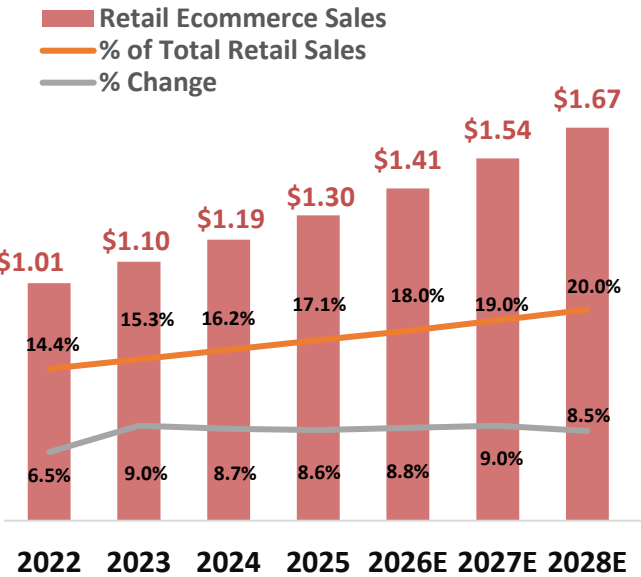
Annual Retail Sales and Sales Growth



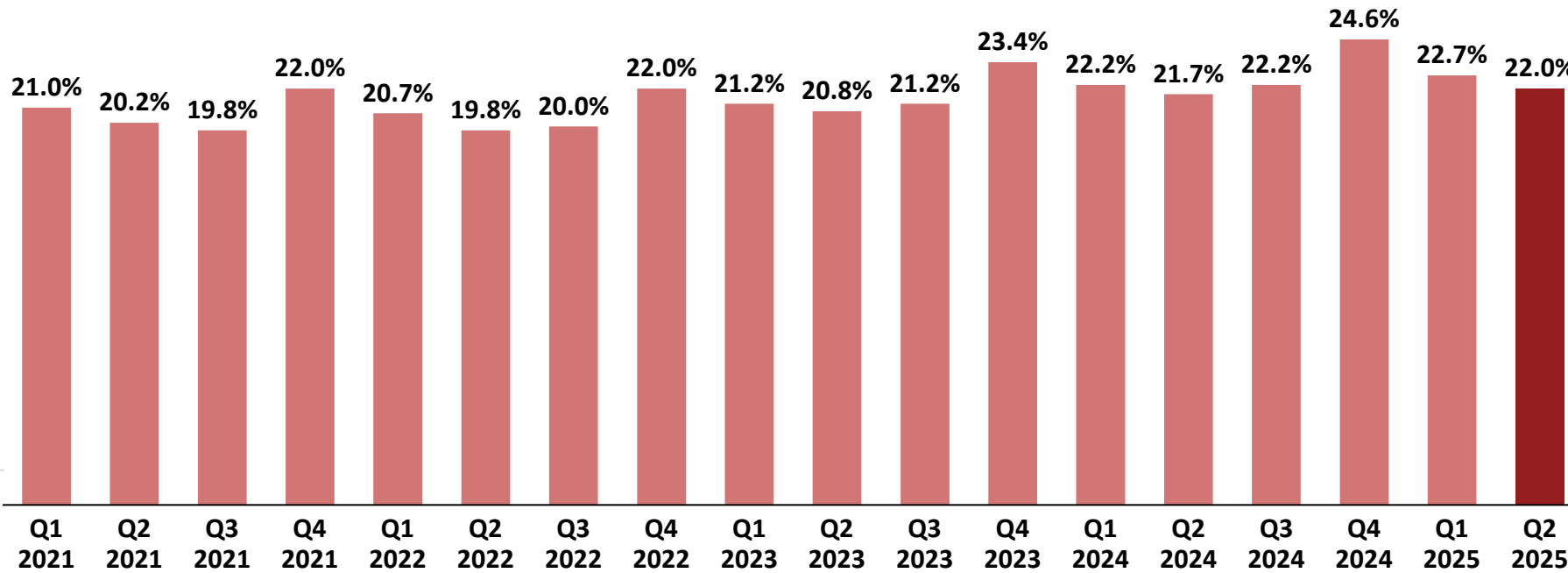
- The National Retail Federation (NRF) has forecast that **retail sales during 2025 will grow between 2.7 per cent and 3.7 per cent over 2024, reaching between \$5.42 trillion and \$5.48 trillion**
- The 2025 sales projection compares with 3.6 per cent annual sales growth of \$5.29 trillion dollars in 2024
- Overall, the economy has shown continued momentum so far in 2025 — bolstered by low unemployment and real wage gains however, significant policy uncertainty is weighing on consumer and business confidence. Still, serving customers will remain retailers’ top priority no matter what the economic environment,” - **NRF president and CEO Matthew Shay**



US Retail Ecommerce Sales: 2022 – 2028E
(U.S. \$ Trillions)



U.S. E-commerce sales penetration
Ecommerce's share of total retail sales by quarter (Q1 FY21 – Q2 FY25)



- Ecommerce continues to account for more than a fifth of sales in Q2
- These trends highlight the growing importance of mobile optimization for ecommerce success

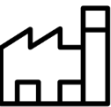


Complete Comfort

COMPANY OVERVIEW



ABOUT US



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



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+

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



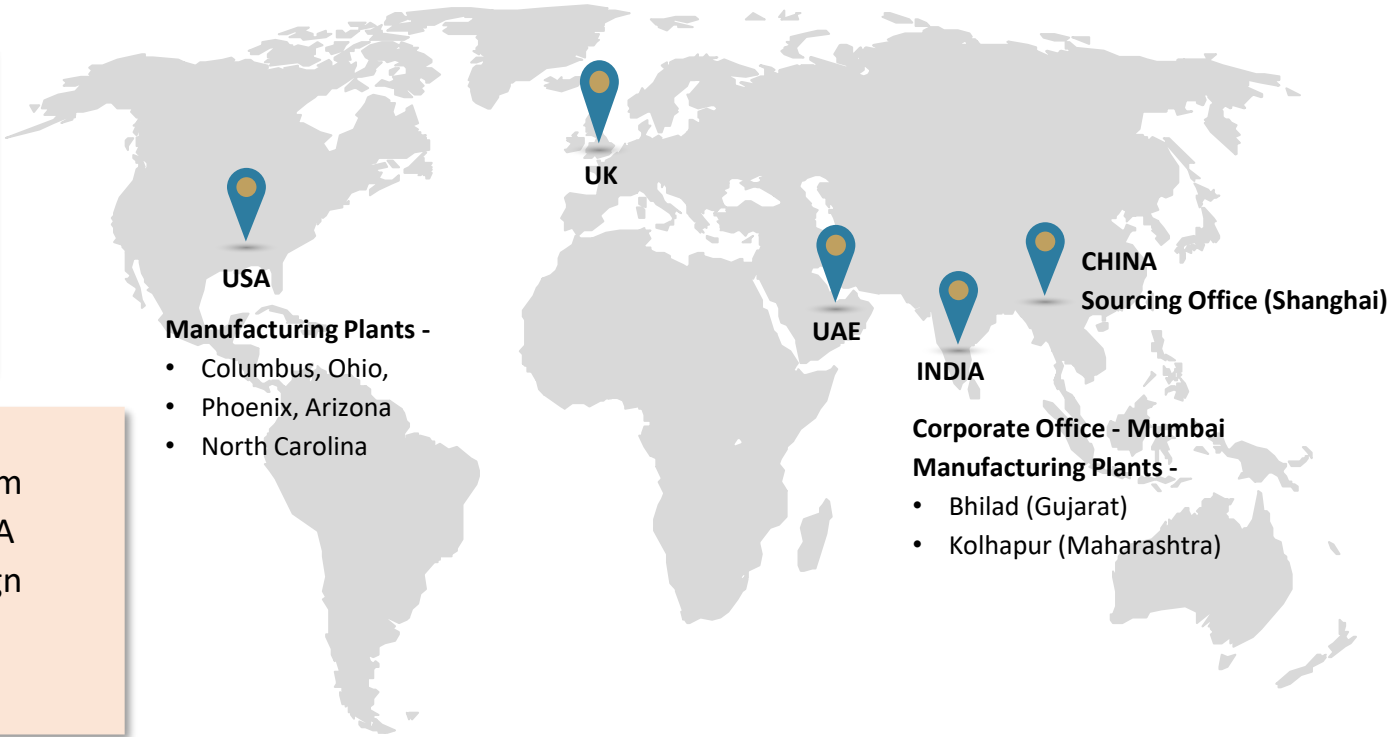
The Product basket includes Bed sheets, Fashion Bedding, Utility Bedding & Institutional Bedding across Omnichannel



OUR GLOBAL FOOTPRINT

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 continues to widen its geographical footprint



Long-Term Relationship with Big box retailers



Global Customers Accreditations and Quality Certifications





OUR BRAND PORTFOLIO



OWNED BRANDS

LICENSED BRANDS

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Building Market Leadership through Brand Strategy with diverse Product Offerings

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

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 Farming

Success Story



Dilip Thakre –
Cotton farmer of Akola

Appreciating Centre of Excellence which helped him to set a bench mark by achieving remarkable **cotton yield of 1,250 kgs/hectare** against country average of 450 kgs/hectare

A pioneering farmer demonstrated HDPS viability with **29,400 plants per acre**, nearly **3x** the conventional count



ESG AWARDS & ACCOLADES



**VASTRA RATNA
(GLOBAL ACHIEVER) AWARD BY TEXPROCIL –
October 2024**

Mr. Anil Kumar Jain, Executive Chairman, honoured with the Vastra Ratna Award (Global Achiever), in recognition of his contribution towards promoting excellence in the Indian Cotton Textiles sector



**HOME EXCELLENCE AWARD by HFPA, New York -
September 2024**

Indo Count has been honoured with the Home Excellence Award for Supplier/Manufacturer, in recognition of its outstanding performance in expanding its business and for its ongoing investments in sustainability and corporate social responsibility



**GOLD TROPHY BY TEXPROCIL
(The Cotton Textile Export
Promotion Council)- May 2024**

Indo Count has also been recognized by TEXPROCIL for the Highest Export Performance in Cotton Made Ups-Bed Linen/Bed Sheets/Quilts and for the Special Achievement in Made-Ups



**CSR APPRECIATION AWARD BY
THE CSR ONE DECADE
CELEBRATION COUNCIL –
July 2024**

Indo Count has received the CSR Appreciation Award in recognition of its sustained commitment to corporate social responsibility, celebrated during the Indian CSR One Decade Celebration



**WINNER - EXCELLENCE IN ENVIRONMENTAL SUSTAINABILITY
- July 2024**

Indo Count won the Best Wastewater Initiative within its factory operations, and Best Environment-Friendly Initiative through impactful CSR efforts beyond its factory, at the Global CSR & ESG Awards



**WINNER - 'CII 18TH NATIONAL AWARD FOR
EXCELLENCE IN WATER MANAGEMENT 2024' IN THE
'WITHIN THE FENCE' CATEGORY BY CII WATER
INSTITUTE – November 2024**

Indo Count won the National Award in the 'Within the Fence' category, recognizing its commitment to sustainable water management and responsible resource use



**MR. MOHIT JAIN, EXECUTIVE VICE CHAIRMAN,
WINS FAMILY ENTREPRENEUR OF THE YEAR
AWARD BY ENTREPRENEUR
INDIA AWARDS - September 2024**

Mr. Mohit Jain, Executive Vice Chairman, was honoured with FAMILY ENTREPRENEUR OF THE YEAR 2024 in recognition of his exceptional growth and success in building upon and continuing the legacy of the family business



**WATER SUSTAINABILITY AWARD -
March 2024**

Honoured as Runner-Up for the Water Sustainability Award 2024, Indo Count was recognized by UNDP, the Ministry of Jal Shakti, and TERI for its impactful initiatives in water conservation within industry and community



**WINNER - BSL BEST SUSTAINABLE RETAIL
PRACTICES**

**WINNER - EXCELLENCE IN WASTE REDUCTION
AND CIRCULAR INNOVATION LEADERSHIP BY
CITI TEXTILE SUSTAINABILITY AWARDS
- February 2025**

Indo Count won two prestigious honors at the CITI Textile Sustainability Awards: the BSL Best Sustainable Retail Practices and Excellence in Waste Reduction and Circular Innovation Leadership. These awards recognize our commitment to reducing environmental impact and promoting sustainability, circularity, and traceability in the textile sector



Complete Comfort

SUSTAINABILITY IS IN OUR DNA

Environmental

- Addition of a renewable energy source through solar project
- Recycling and reuse of water through modernized ETP plant
- Expansion of biogas capacity to generate more renewable power
- Reducing the use of plastic & recycling of plastic waste
- Promoting sustainable fibre products

Social

- Focus on CSR activities revolving around health, education, environment, water & sanitation, skill development & sports promotion
- Improving awareness among farmers for more sustainable methods of cotton cultivation

Governance

- Board of Directors with significant experience in the textile industry
- An optimum combination of Executive and Non-Executive directors, including an Independent woman director
- Strategic Risk Management Policies
- Comprehensive Occupational Health Policies
- Regular review and renewal of policies in response to changing compliance and regulatory requirements

The Way Forward



GHG Emission Targets

Reduction of Scope 1 & 2 GHG emissions in Operations by 33% by 2030

Reduction of Scope 3 GHG emissions in the Supply chain by ~15% by 2030



Water Conservation

Reduction of freshwater consumption from the current 50% to 25% by 2030

Installation of ZLD by 2030



Preferred/Sustainable Fibre Sourcing

Building sourcing capacity for 100% Preferred Fibre by 2030

ICIL remains steadfast in its commitment to safeguarding our planet by actively reducing its carbon footprint by adopting renewable energy sources.



- The Company has consistently demonstrated its dedication to climate action by maintaining strong performance on the Carbon Disclosure Project (CDP), one of the world's leading global disclosure platforms, securing a rating of 'B', surpassing the average rating of 'C' of companies across Asia
- ICIL ensures comprehensive evaluation of its sustainability efforts, enabling improvements that enhance the wellbeing of factory workers, local communities, and the environment, and achieving an impressive score of 90.6 on the Higg Index vFEM (third-party verified Facility Environmental Module)

Dyes from Natural Waste Extract



Initiative for an eco-friendly and sustainable Supply Chain

To enhance the sustainability of its products, Indo Count incorporates plant-based dyes in organic cotton for its Pure Earth collection of bed linen. These dyes are derived from the non-edible by-products and residues obtained during the processing of almond shells, saw palmetto, cotton plants, beetroot and bitter oranges. By utilizing waste materials while preserving the edible portions for food consumption, this initiative promotes a more eco-friendly and responsible supply chain.



Giga-Guru
Project Gigaton

Since the inception of Project Gigaton, Indo Count has actively contributed to reducing greenhouse gas emissions (GHG) through a range of sustainability initiatives, and for its unwavering commitment to environmental responsibility, the Company has been honoured with the prestigious title of "Giga Guru" for five consecutive years.

Through its dedicated efforts across various Gigaton Pillars, Indo Count has successfully achieved a reduction of over 42,900 metric tons of GHG.



Indo Count is an official member of the U.S. Cotton Trust Protocol, reinforcing its commitment to sustainable sourcing and responsible practices. This protocol provides manufacturers with essential assurances, enabling them to demonstrate their role as approved supply chain partners for brands and retailers prioritizing sustainably grown cotton.



Additionally, Indo Count actively engages with THESIS, a platform that utilizes science-based Key Performance Indicators to identify environmental and social hotspots across the entire global value chain. Through its dedicated sustainability initiatives, Indo Count has achieved an impressive 2nd rank in the THESIS survey



SUSTAINABILITY INITIATIVES

Member of United Nations Global Compact



Indo Count is an active member of the United Nations Global Compact (UNGC), the world's largest corporate sustainability initiative, launched in 2000 to encourage businesses worldwide to adopt sustainable and socially responsible policies.

As part of its long-term commitment to sustainability, the Company has developed Business Plan 2030, which outlines its six key pillars of sustainability, and has also strategically aligned its operational performance with nine Sustainable Development Goals (SDGs)

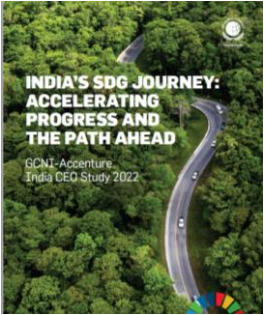
NINE SDG Goals



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 participated in the United Nations Global Compact India & Accenture led CEO study on Sustainability.

SBTi – Scientific Approach to Sustainability



- Indo Count has embraced a science-driven approach in its commitment to climate action by joining the global Science Based Targets initiative (SBTi)
- Aligned with the Paris Agreement, the Company has set ambitious GHG emission reduction targets through 2030, ensuring they align with the well-below 2°C trajectory to mitigate climate change
- Indo Count will continue to achieve emission reductions by adopting sustainable practices across its supply chain and all manufacturing units in the Company

Gagan



- **Project Gagan** is dedicated to implementing sustainable alternatives to conventional agricultural practices, fostering long-term environmental and economic benefits.
- The initiative educates farmers on responsible cotton cultivation, emphasizing techniques that are efficient and eco-friendly and which enhance farm productivity and increase income, including the judicious use of water, pesticides, and fertilizers.
- A key focus is to strengthen the supply chain of **Better Cotton Initiative (BCI)** Cotton, ensuring a more sustainable and ethically sourced cotton industry. Through this approach, ICIL advances its commitment to responsible sourcing and agricultural sustainability.

Avani



- **Project Avani** is designed to strengthen sustainable social infrastructure and support systems for farming communities, fostering long-term resilience and economic stability
- The initiative is committed to biodiversity conservation and natural resource management, ensuring that agricultural practices contribute to an environmentally sustainable business model
- A core focus of Project Avani is the **development and enhancement of the organic cotton supply chain**, promoting responsible sourcing and eco-friendly cultivation methods that benefit both farmers and the environment.

Prithvi



- **Project Prithvi**, in partnership with Shree Ram Cotton Industries in Gujarat, is dedicated to advancing regenerative agriculture through sustainable cotton production
- This initiative focuses on **procuring and cultivating regenerative cotton** directly from farmers, fostering eco-friendly practices that enhance soil health and long-term agricultural sustainability
- Through its efforts, Project Prithvi supports **regen-agri cotton cultivation** across **7,396 acres**, benefiting **1,400 farmers**, strengthening the supply chain, and promoting responsible farming methods for a more sustainable future.



Total No. of Farmers Supported
50,000+

Total Area Covered
1,70,000 Acres



INDO COUNT ELEVATES DJSI SCORE, STRENGTHENING ESG COMMITMENT



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.

- **Achieved a DJSI Score of 66 for the year 2024**, up from 45 in 2023 - placing Indo Count among the top 10% in the Textile, Apparel & Luxury Goods sector and well above the industry average of 30
- DJSI participation fosters continuous improvement, helping Indo Count identify and act on key sustainability focus areas
- Integrated ESG across business functions — from strategic objectives and governance to operations and supply chain management
- Adopted global best practices in renewable energy, water conservation, circular economy, and ethical sourcing, driving meaningful environmental and social impact



Building on innovative textile solutions with renewable energy, circular economy, and responsible resource management, aligned with global ESG standards to lead as a trusted and forward-thinking industry pioneer.



Complete Comfort

CSR INITIATIVES



Healthcare



- Operating Mobile Health Vans that have treated **80,000+** patients across **120 villages** in Kolhapur & Bhilad
- Provided Dialysis treatment infrastructure and machines to Govt. hospitals in Kolhapur district
- Actively supported the PM TB Mukta Bharat Abhiyan initiative in Bhilad, resulting in 526 out of 1000 patients being declared TB-free.

Education



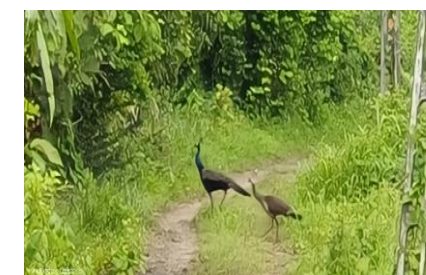
- Supporting **138+ schools with E-learning** facilities, benefiting **51,200+ students** in Kolhapur & Bhilad
- Installed **Smart TVs with E-learning** software in 65 schools, benefiting **30,000+ students** in Kolhapur

Water & Sanitation



- Providing clean drinking water for communities, benefiting 1,00,000+ people yearly
- Delivered **3,20,000+ liters of safe drinking water** to local communities
- Constructed school toilets & public toilets in Kolhapur & Bhilad, benefiting **10,000+ students and local community residents**

Environment



- **Planted 44,000+ trees in 10.5-acres of land** using the Miyawaki method
- Enhanced biodiversity, attracting local fauna and boosting local flora
- Reduced pollution & urban heat, with **~500+ tons of carbon sequestered** annually



Sports Development



- Built a **state-of-the-art Gymnasium** in the Divisional Sports Complex, Kolhapur
- Through this, sportspersons and locals have improved physical fitness and enhanced athletic performance
- Facilitated greater community engagement in **health and wellness activities**

Focus on Women & Children



- Renovated **5 Anganwadi Centers** in Bhilad benefiting children (0–6 years), pregnant women, lactating mothers and adolescent girls
- In associations with Government PHCs, organised MAMTA Day or Health and Nutrition Day, a monthly initiative focused on improving maternal and child health.
- Facilitated health check-ups, immunization & counselling sessions

Agriculture & Livelihood



- The GAGAN cotton project improved the livelihoods of **26,382 farmers** and boosted cotton production in **1,12,448 acres** in 5 districts in Maharashtra
- Brought about a reduction in the use of fertilizers and pesticides
- Facilitated an 35.5% increase in cotton yield in Chandrapur district

Women Empowerment



- Trained women for textile industry jobs, encouraging their financial independence
- Supported the **Indian Deaf Cricket Association** for promoting sports tournaments for deaf women cricketers



Company :



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