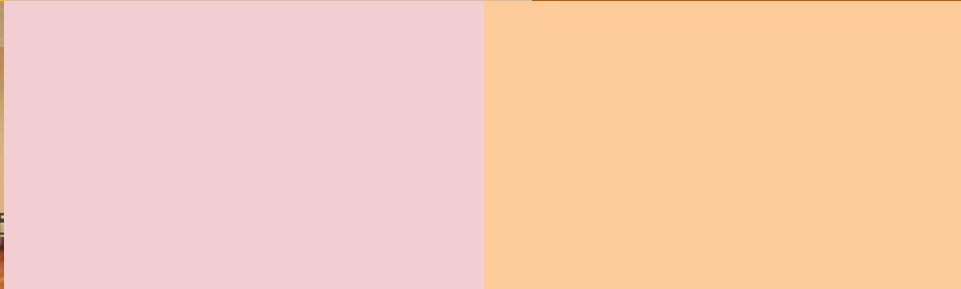
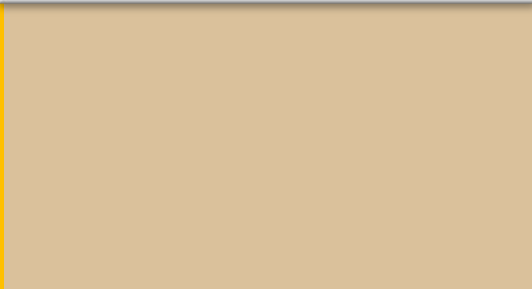




**INDO COUNT INDUSTRIES LIMITED**

**Q2FY15 RESULT UPDATE**

13TH NOV' 14



# Safe Harbor



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## ET500 List – Rank within Textile Industry –FY14

Indo Count Industries entered into ET500 List in FY2014

ROCE

21.9%



Asset Turnover

2.46x



PAT

Rs.  
110crs



Market Cap.

Rs.  
525crs



Revenue

Rs.  
1,498crs



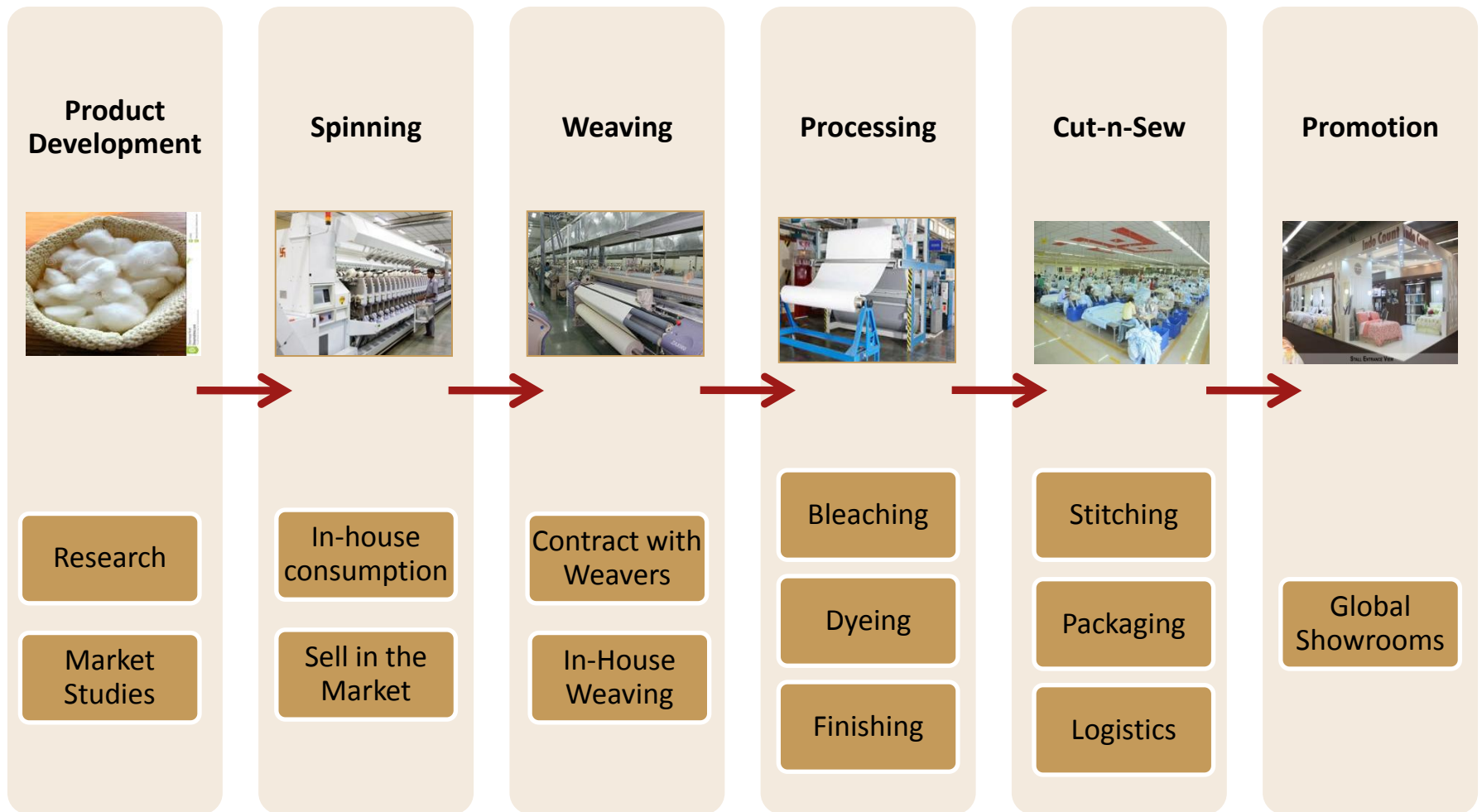
Asset Employed

Rs.  
610crs



Current Market Capitalization: Rs. 1060 crores (as on 13<sup>th</sup> November 2014)

# Business Model





## ***Content***

*Performance Highlights*

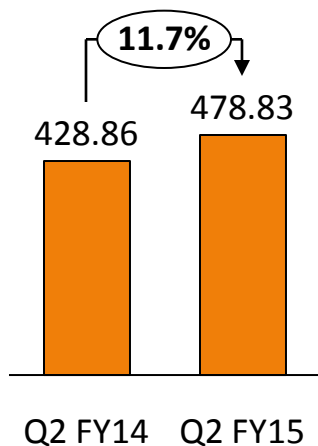
*Industry Update*

*Financials*

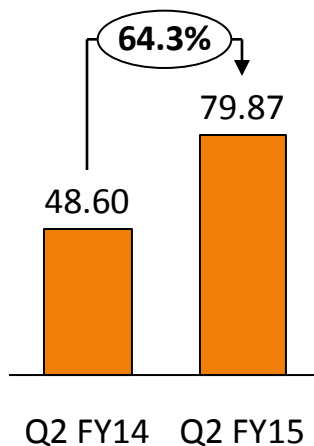
# Performance Highlights



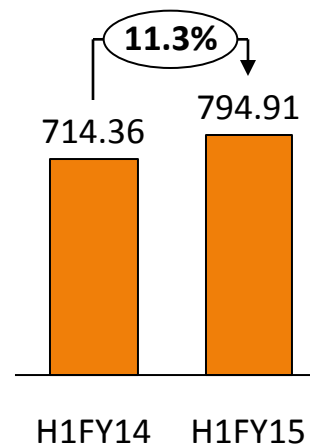
### Revenue (Rs. Crs)



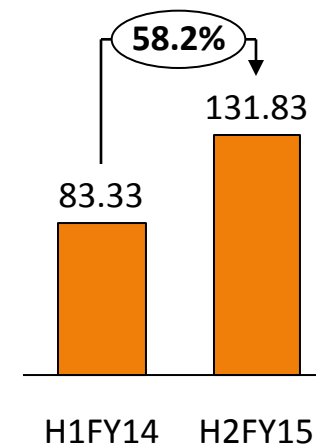
### EBITDA (Rs. Crs)



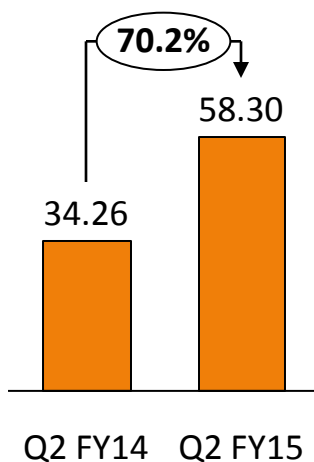
### Revenue (Rs. Crs)



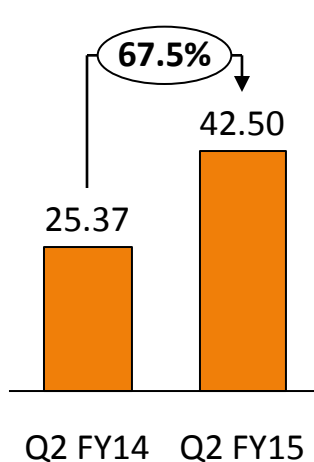
### EBITDA (Rs. Crs)



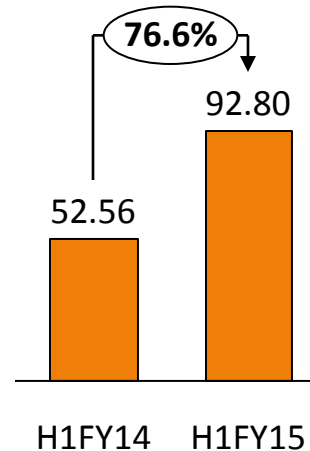
### PBT (Rs. Crs)



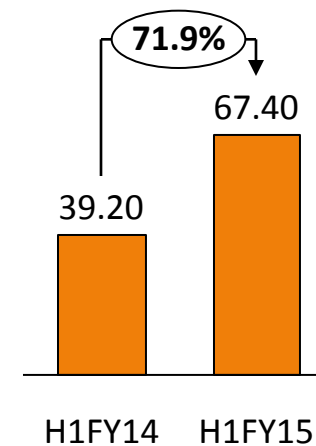
### PAT (Rs. Crs)



### PBT (Rs. Crs)



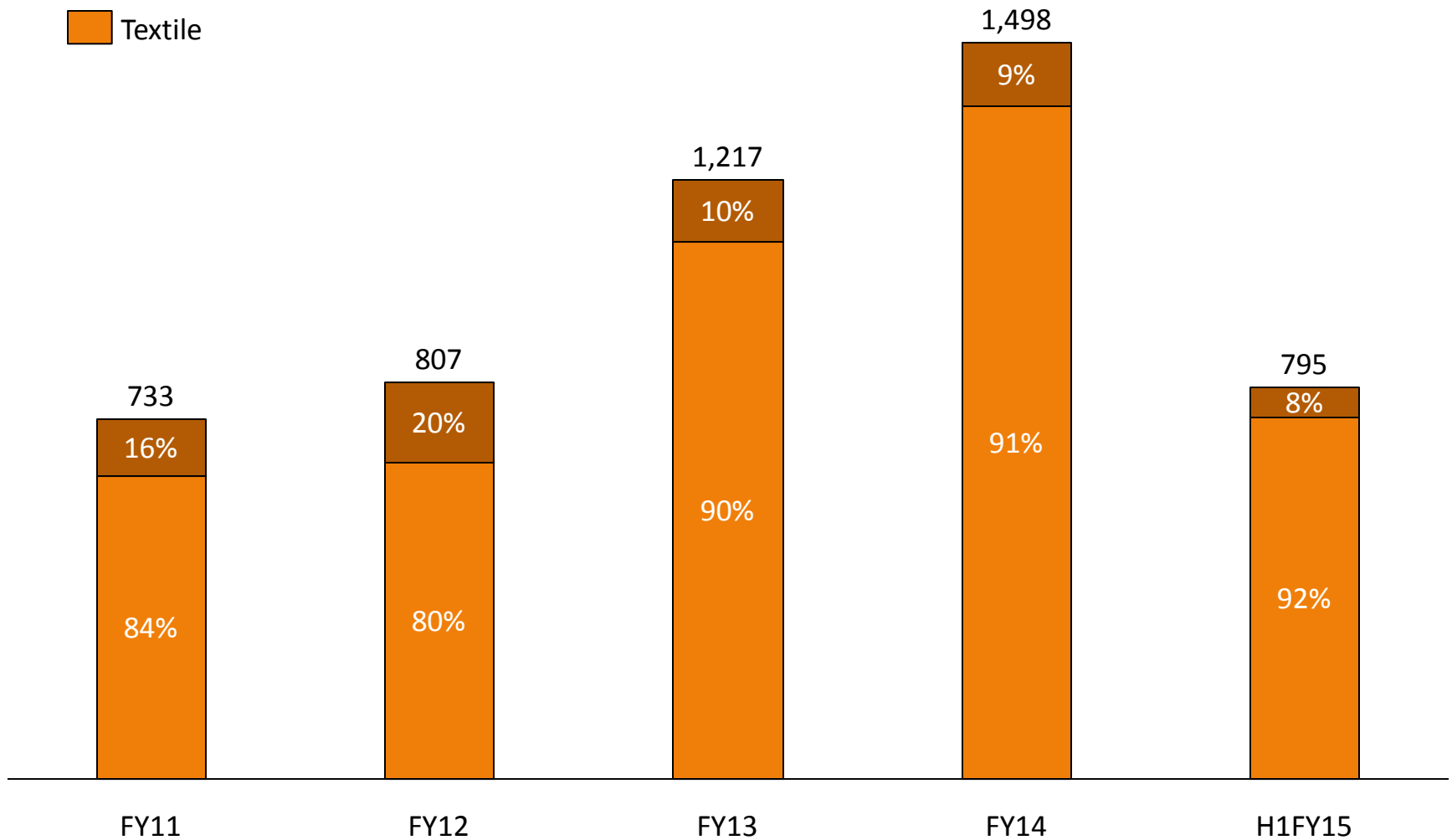
### PAT (Rs. Crs)





## Textile – A Major Growth Segment

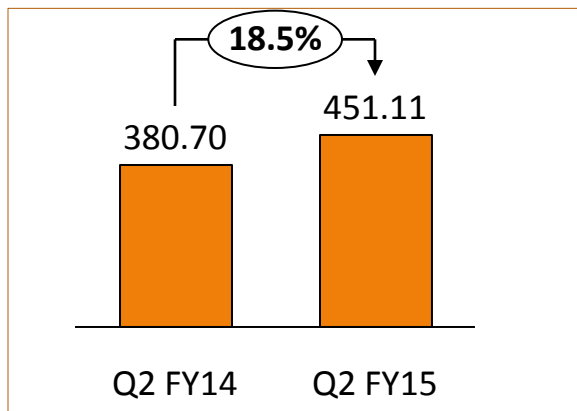
- Consumer Durables
- Textile



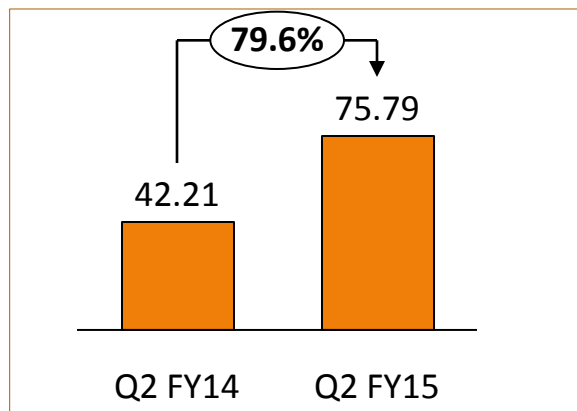


## Textile – Strong Performance

### Revenue (Rs. Crs)



### EBIT (Rs. Crs)



### Highlights of H1FY15

- **Performance**

- Revenue increased by 18.5%
- EBIT grew by 79.6% on the back of higher realization and better Product mix

- **Global Presence**

- New showroom opened in Australia
- U.K showroom to open soon

- **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





## ***Content***

*Performance Highlights*

*Industry Update*

*Financials*

## *'MAKE IN INDIA' 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

**...Long term Customer relationships**



### 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

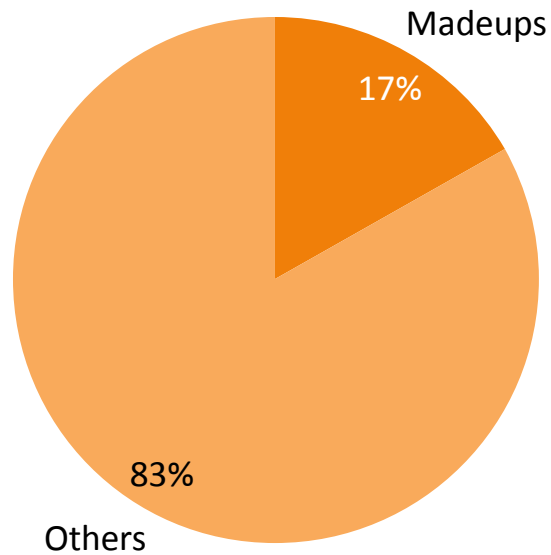
**...their challenges are OUR advantages**

**...exports to US, No. 1 single market, hit record high in August 2014**

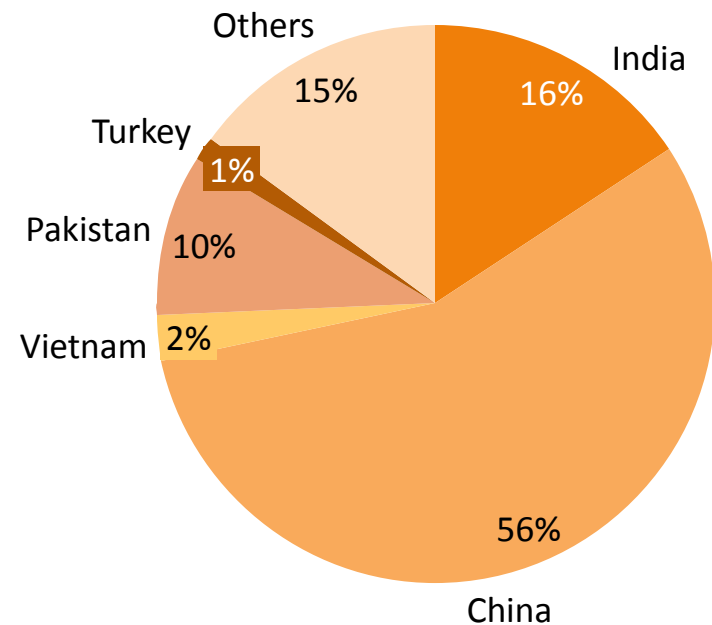


# Textile Sector Imports by United States

**Total Imports - \$107 bn**



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



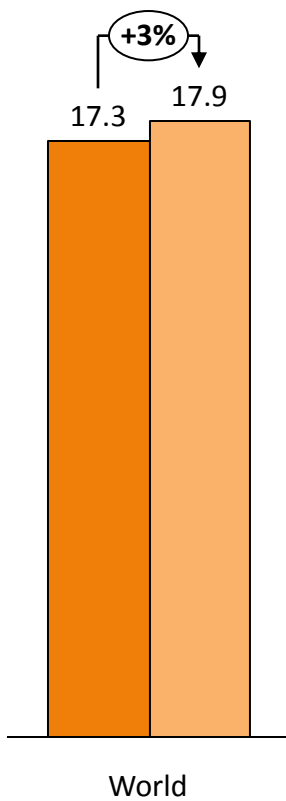
As on Year Ending – September 2014

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

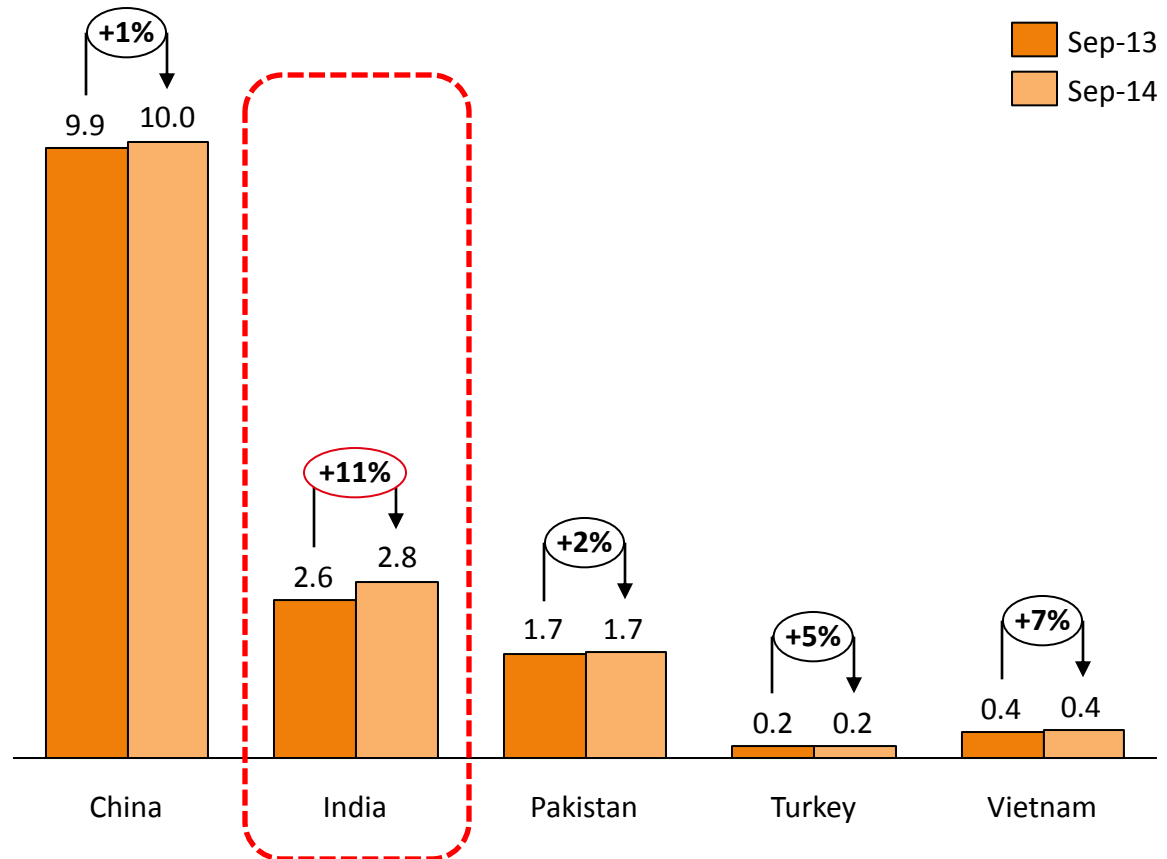


# Growth in 'Made Ups' Imports to United States

World ( \$ bn)



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



2/3<sup>rd</sup> of Indo Count's Revenue is contributed by U.S market

# *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 Crores)	Q2FY15	Q2FY14	Y-o-Y	H1FY15	H1FY14	Y-o-Y
<b>Total Revenue</b>	<b>478.83</b>	<b>428.86</b>	<b>11.65%</b>	<b>794.91</b>	<b>714.36</b>	<b>11.28%</b>
Raw Material	287.81	275.24		467.46	459.18	
Manpower Cost	17.95	16.19		33.87	28.75	
Other Operating Expenses	93.20	88.83		161.75	143.10	
<b>EBIDTA</b>	<b>79.87</b>	<b>48.60</b>	<b>64.34%</b>	<b>131.83</b>	<b>83.33</b>	<b>58.20%</b>
<b>EBIDTA Margin</b>	16.68%	11.33%		16.58%	11.66%	
Depreciation	3.66	4.65		7.23	9.29	
Interest	17.91	9.69		31.80	21.48	
Tax	15.80	8.89		25.40	13.36	
<b>Net Profit</b>	<b>42.50</b>	<b>25.37</b>	<b>67.52%</b>	<b>67.40</b>	<b>39.20</b>	<b>71.94%</b>
<b>Net Profit Margin</b>	8.88%	5.92%		8.48%	5.49%	
<b>Earning Per Share (EPS)</b>	<b>11.62</b>	<b>7.15</b>		<b>18.43</b>	<b>11.03</b>	

# Standalone Balance Sheet



Particulars	As on	As on
Rs. in Crores	30-Sep-14	31-Mar-14
<b>Shareholder's Fund</b>	<b>331.03</b>	<b>270.02</b>
Share capital	39.08	37.98
Reserves & Surplus	291.95	232.04
<b>Warrants</b>	<b>1.25</b>	<b>2.35</b>
<b>Non-current liabilities</b>	<b>108.04</b>	<b>97.24</b>
Long term borrowings	92.31	97.23
Deferred Tax Liabilities (Net)	15.68	0.00
Other long term liabilities	0.05	0.01
<b>Current liabilities</b>	<b>551.08</b>	<b>571.31</b>
Short term borrowings	197.09	268.63
Trade payables	157.36	189.19
Other current liabilities	150.52	86.73
Short term Provisions	46.11	26.76
<b>Total Liabilities</b>	<b>991.40</b>	<b>940.92</b>

Particulars	As on	As on
Rs. in Crores	30-Sep-14	31-Mar-14
<b>Non-current assets</b>	<b>367.54</b>	<b>351.16</b>
Fixed assets (inc. CWIP)	343.95	317.88
Non-current Investments	18.80	18.80
Deferred Tax Assets (Net)	0.00	9.79
Long-term loans and advances	4.79	4.69
<b>Current assets</b>	<b>623.86</b>	<b>589.76</b>
Inventories	269.69	257.12
Trade receivables	148.84	166.92
Cash and bank balances	22.16	11.80
Short term loans and advances	87.41	75.23
Other current assets	95.76	78.69
<b>Total Assets</b>	<b>991.40</b>	<b>940.92</b>





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