



Indo Count

Count On Us...

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 13th November 2014)

Business Model

Indo Count

Product Development



- Research
- Market Studies

Spinning



- In-house consumption
- Sell in the Market

Weaving



- Contract with Weavers
- In-House Weaving

Processing



- Bleaching
- Dyeing
- Finishing

Cut-n-Sew



- Stitching
- Packaging
- Logistics

Promotion



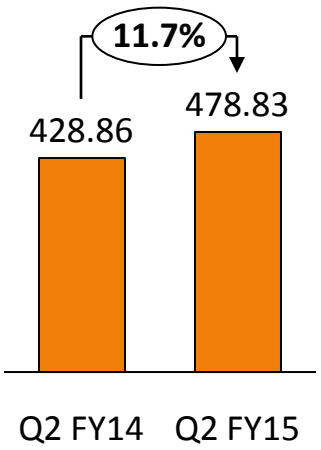
- Global Showrooms

Content

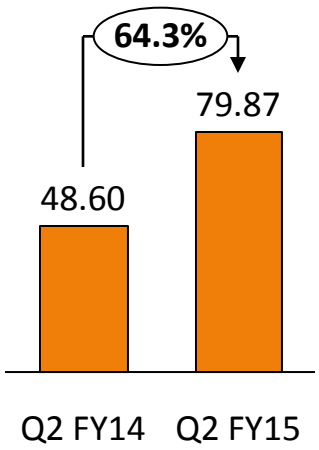
- *Performance Highlights*
- *Industry Update*
- *Financials*

Performance Highlights

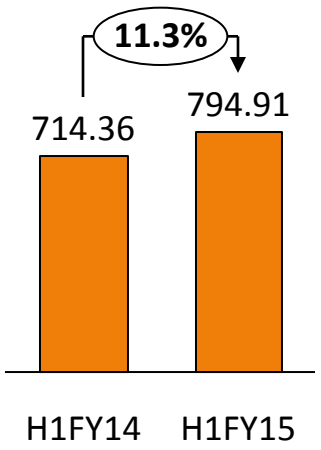
Revenue (Rs. Crs)



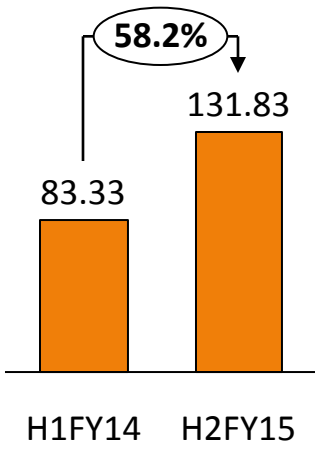
EBITDA (Rs. Crs)



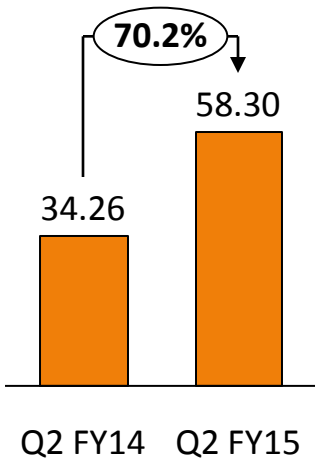
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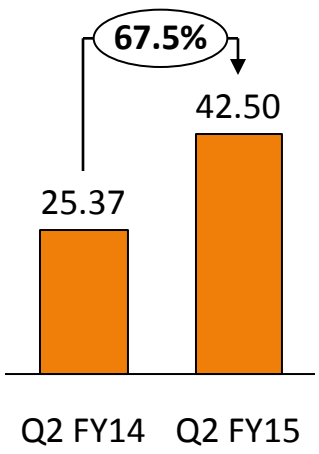
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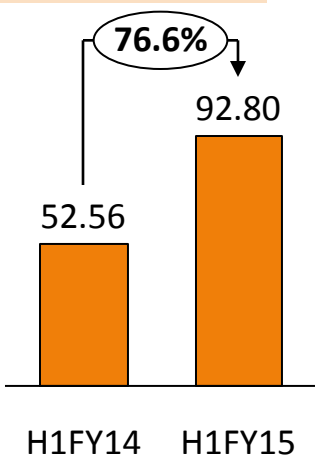
PBT (Rs. Crs)



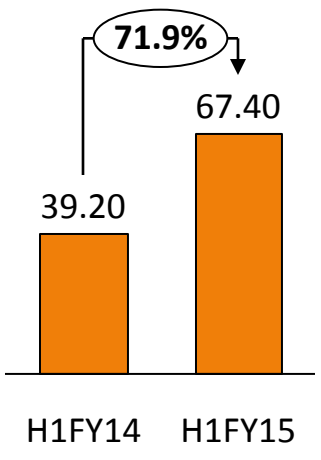
PAT (Rs. Crs)



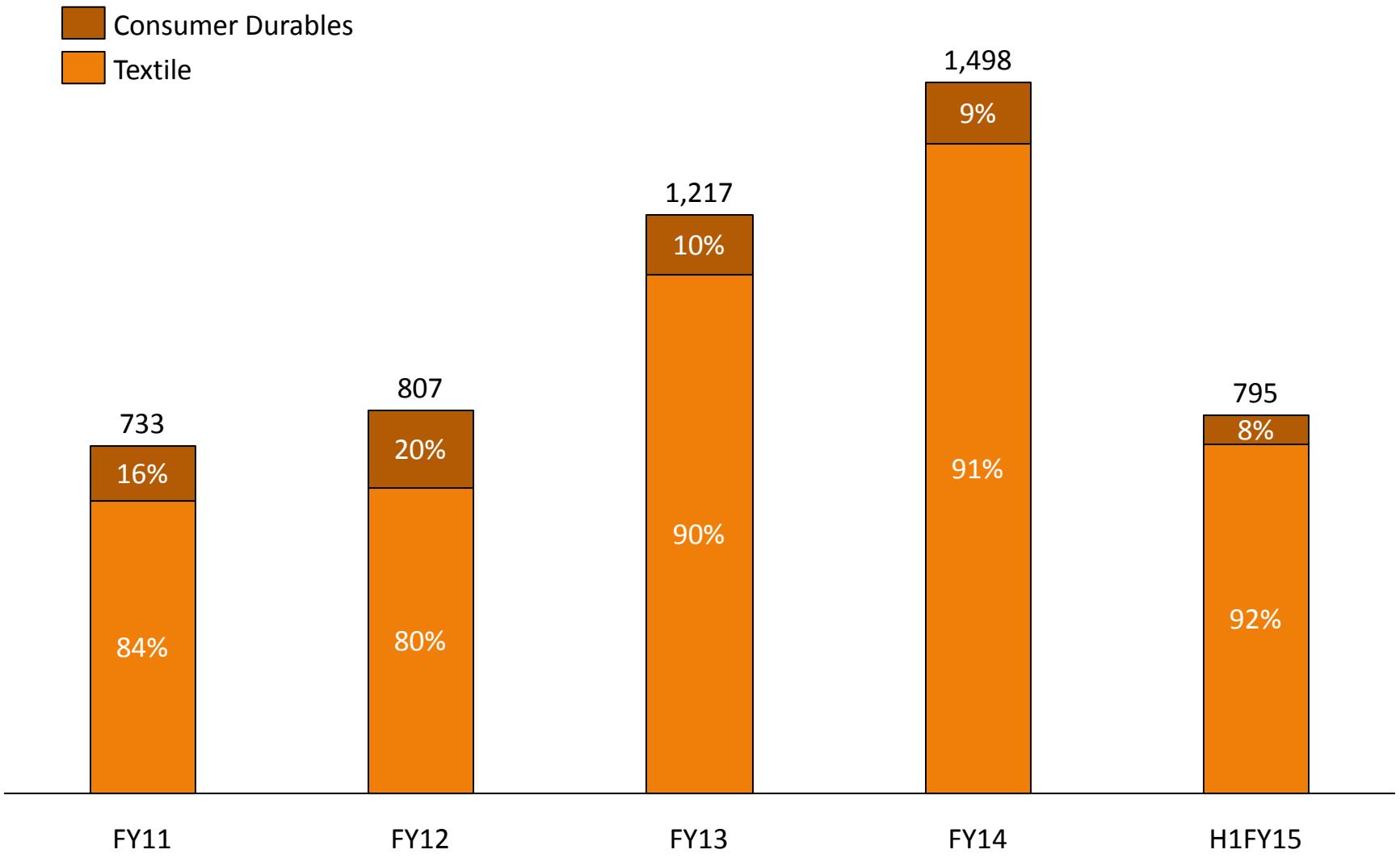
PBT (Rs. Crs)



PAT (Rs. Crs)

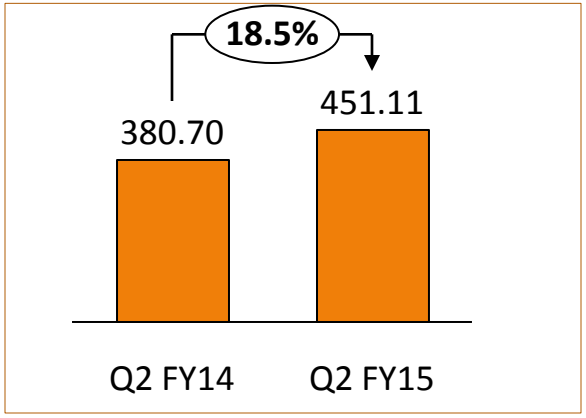


Textile – A Major Growth Segment

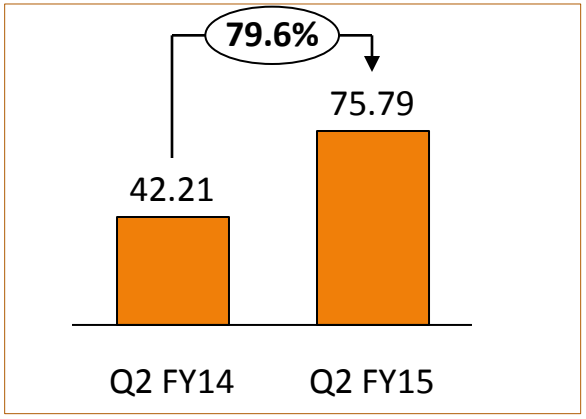


Textile – Strong Performance

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

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- *Financials*

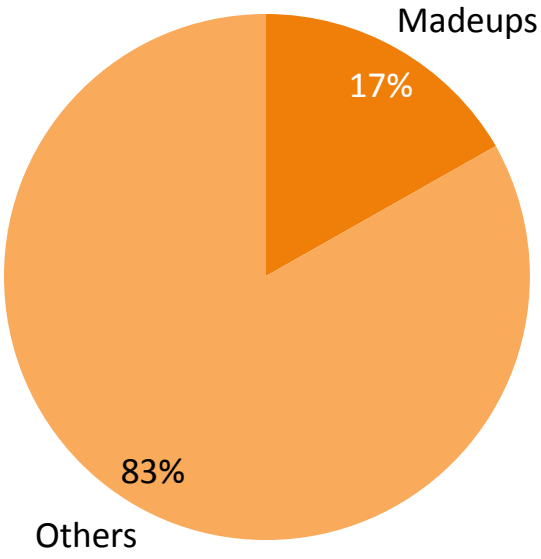
'MAKE IN INDIA' Advantage...

India - Advantage	Competing Countries - Challenges
☑ Availability of Raw Material	☑ Steady improvement in demand as the American economy picks up
☑ Competitive Cost structure particularly Power and Manpower Costs	☑ Progressive decline in Chinese exports to major markets such as the US
☑ Rising government focus and favourable policies	☑ Currency appreciation in Indonesia
☑ Increase spend planned by GOI of $9.1 bn in 12th Five Year Plan against $4 bn in 11th Plan	☑ Labour unrest in Cambodia
☑ Free trade agreement with ASEAN countries	☑ Safety concerns after a major factory fire in Bangladesh
☑ Proposed agreement with EU	☑ High cost of credit in Vietnam
...Long term Customer relationships	**...their challenges are OUR advantages**

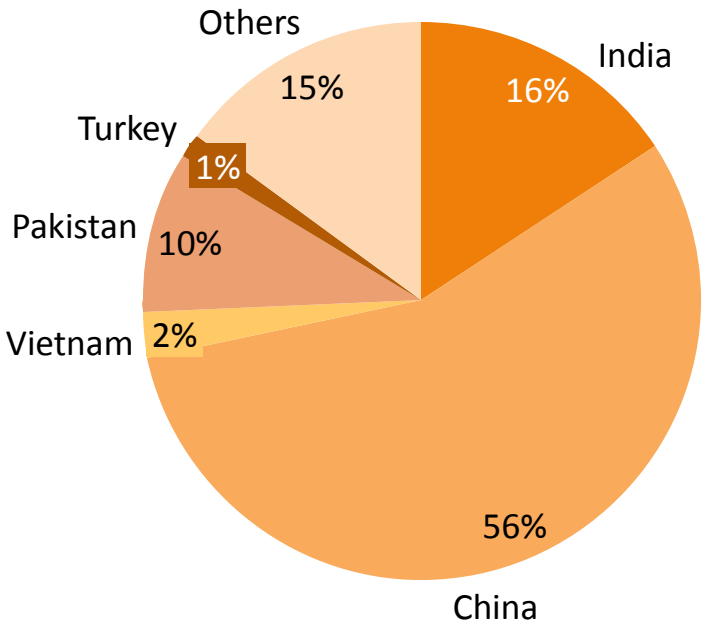
...exports to US, No. 1 single market, hit record high in August 2014

Textile Sector Imports by United States

Total Imports - $107 bn



Made Ups Imports - $18 bn



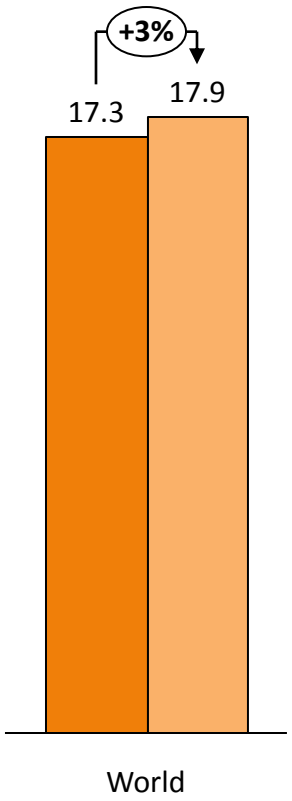
As on Year Ending – September 2014

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

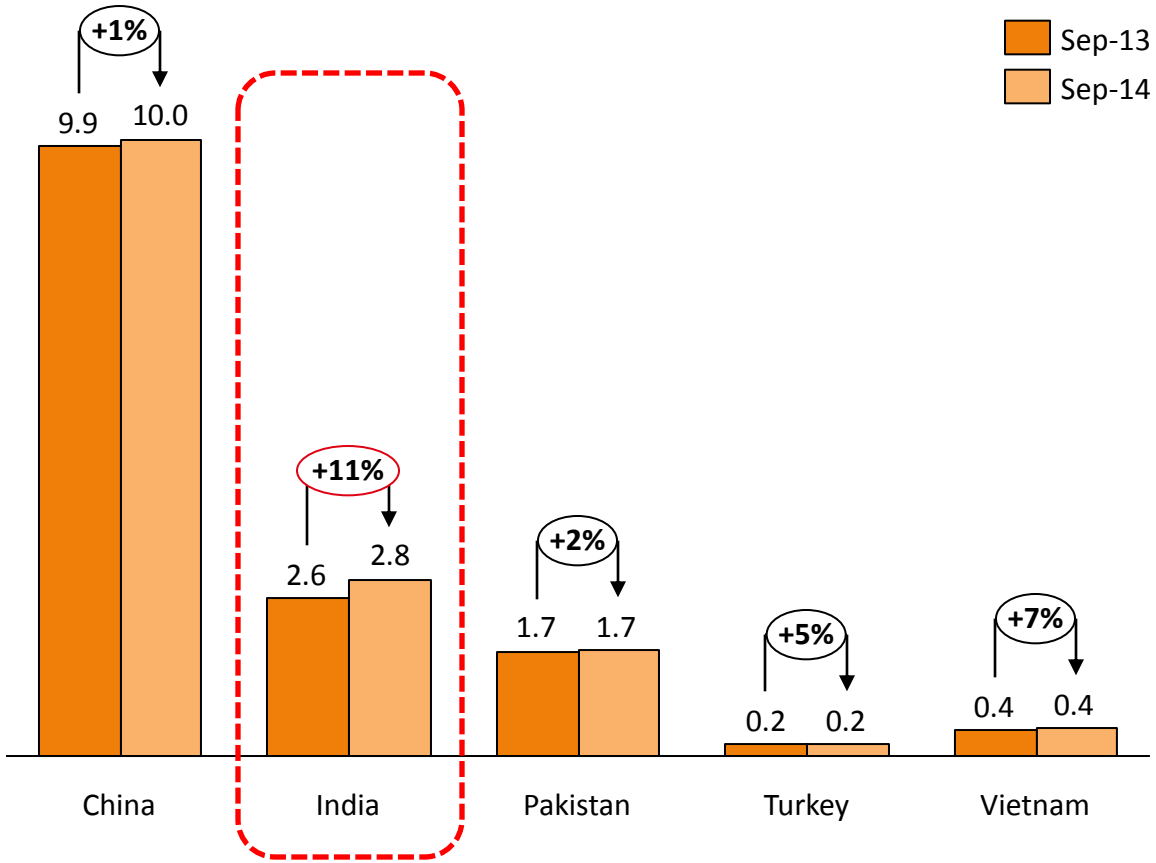
Source: http://otexa.trade.gov/MsrcTRY.htm

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)



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

Source: http://otexa.trade.gov/MsrcTRY.htm

Indo Count Advantage

Indo Count

Integrated Home Textile Company



State of the Art manufacturing facilities





Customer Relationships



Wide Product Range

Innovation that Creates New Products



Global Presence



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Standalone Profit & Loss

Particulars (Rs. in Crores)	Q2FY15	Q2FY14	Y-o-Y	H1FY15	H1FY14	Y-o-Y
Total Revenue	**478.83**	**428.86**	**11.65%**	**794.91**	**714.36**	**11.28%**
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	
EBIDTA	**79.87**	**48.60**	**64.34%**	**131.83**	**83.33**	**58.20%**
EBIDTA Margin	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	
Net Profit	**42.50**	**25.37**	**67.52%**	**67.40**	**39.20**	**71.94%**
Net Profit Margin	8.88%	5.92%		8.48%	5.49%	
Earning Per Share (EPS)	11.62	7.15		18.43	11.03	

Standalone Balance Sheet

Particulars Rs. in Crores	As on 30-Sep-14	As on 31-Mar-14
Shareholder's Fund	**331.03**	**270.02**
Share capital	39.08	37.98
Reserves & Surplus	291.95	232.04
Warrants	**1.25**	**2.35**
Non-current liabilities	**108.04**	**97.24**
Long term borrowings	92.31	97.23
Deferred Tax Liabilities (Net)	15.68	0.00
Other long term liabilities	0.05	0.01
Current liabilities	**551.08**	**571.31**
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
Total Liabilities	**991.40**	**940.92**

Particulars Rs. in Crores	As on 30-Sep-14	As on 31-Mar-14
Non-current assets	**367.54**	**351.16**
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
Current assets	**623.86**	**589.76**
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
Total Assets	**991.40**	**940.92**

For further information, please contact:

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