



Complete Comfort

Ref No.: ICIL/65/2025-26

13<sup>th</sup> February, 2026

<b>National Stock Exchange of India Ltd.</b> Listing Department Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Company Symbol : ICIL	<b>BSE Limited</b> 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 Q3 & 9M FY26**

Dear Sir/Madam,

Please find enclosed herewith a copy of Investor Presentation on financial results for Q3 & 9M 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**

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**INDO COUNT INDUSTRIES LIMITED**

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**Q3 & 9M FY26 INVESTOR PRESENTATION**  
**FEBRUARY 2026**



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**Q3 & 9MFY26  
PERFORMANCE HIGHLIGHTS**



***Commenting on the results Mr. Anil Kumar Jain, Executive Chairman said,***

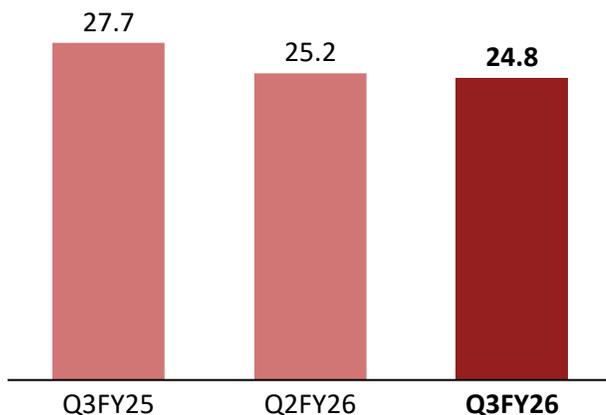
*“The year started off on a positive note marking a significant milestone with the conclusion of trade deals with EU and the United States, a transformative development for the Indian textile sector.*

*With the EU-FTA, textile exports to EU will be duty free, placing India on a level playing field and strengthening the country’s growth prospects in the region. The trade deal with USA removes tariff uncertainty and provides long-term visibility.*

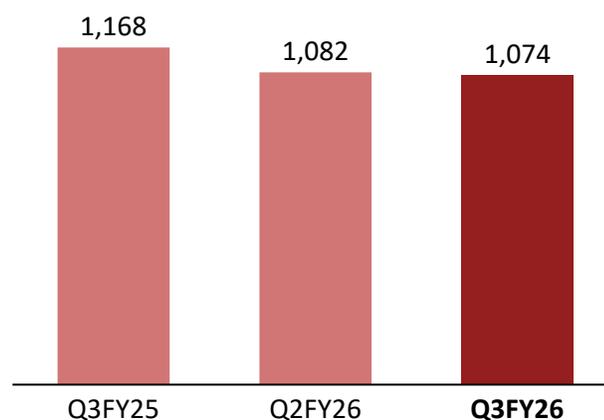
*With tariff uncertainty easing and our new USA greenfield facility commencing operations, we expect improved momentum across both core and new businesses. Additionally, trade deals are likely to open up meaningful opportunities in non-USA markets. We remain confident of achieving our long-term vision of doubling revenues with a balanced mix of businesses and geographies.”*

# Q3FY26 CONSOLIDATED PERFORMANCE HIGHLIGHTS

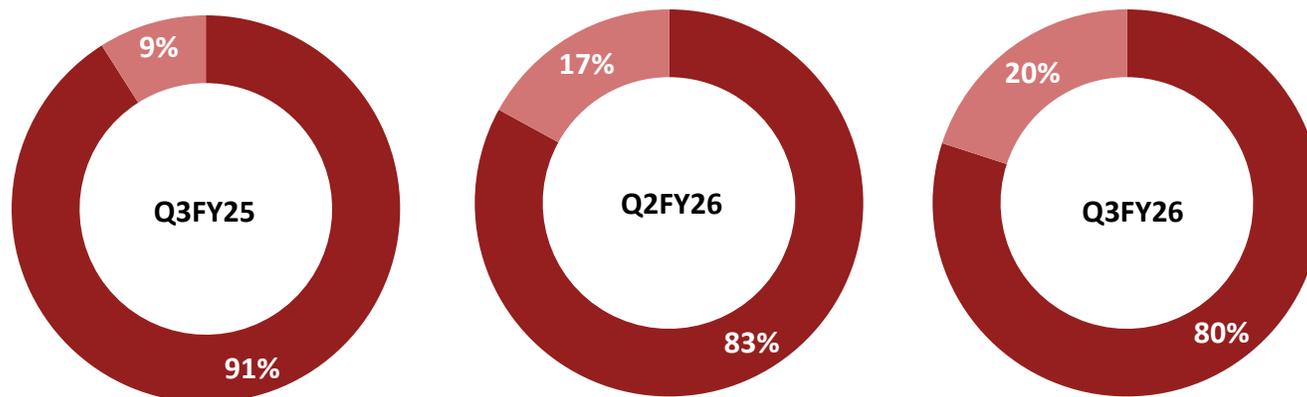
## Volume (Mn. Mtrs)



## Revenue (Rs. Crs)



## Revenue Break-up (%)



Core Business New Businesses

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

S&P Global ESG Score sharply rose to 78 from the score of 45 over the last two years, above the industry average of 35.

Company now ranks in the top 3 percentile globally within Textile, Apparel & Luxury Goods industry in ESG performance.

New business (Utility bedding and USA Brand business) continued to show positive trajectory and market acceptance.

Recorded revenue of Rs. 210 Crs in Q3FY26 (up by ~16% on QoQ basis), achieving run rate of ~\$100Mn (annualized).

Commenced commercial operation of our new greenfield pillow manufacturing facility in USA from January 2026.

This is our Third Manufacturing Facility in the USA which adds to build up of a nationwide manufacturing network that enables faster response times, greater operational flexibility, and improved customer service.

Honoured with the TEXPROCIL Export Award 2023–24, winning the Gold Trophy for the Highest Exports of Bed Sheets/Bed Linen in the Cotton Made-ups category for the 6<sup>th</sup> consecutive year — a recognition of our leadership in consistent export performance.

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.

# Q3 & 9M FY26 CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Crs.)	Q3 FY26	Q3 FY25*	YoY%	Q2 FY26	QoQ
<b>Total Income</b>	<b>1,074</b>	<b>1,168</b>	<b>-8.0%</b>	<b>1,082</b>	<b>-0.7%</b>
<b>EBITDA</b>	<b>102</b>	<b>162</b>	<b>-36.7%</b>	<b>123</b>	<b>-16.8%</b>
<b>EBITDA Margin (%)</b>	<b>9.5%</b>	<b>13.9%</b>		<b>11.4%</b>	
<b>Adj. EBITDA</b>	<b>112<sup>^</sup></b>	<b>162</b>	<b>-31.1%</b>	<b>123</b>	<b>-9.3%</b>
<b>Adj. EBITDA Margin (%)</b>	<b>10.4%<sup>^</sup></b>	<b>13.9%</b>		<b>11.4%</b>	
Depreciation	39	32		39	
Finance Cost	30	36		32	
<b>PBT</b>	<b>33</b>	<b>95</b>	<b>-64.7%</b>	<b>52</b>	<b>-35.7%</b>
Tax	9	24		13	
<b>PAT</b>	<b>24</b>	<b>71</b>	<b>-65.5%</b>	<b>39</b>	<b>-37.4%</b>
<b>EPS (Rs.)</b>	<b>1.23</b>	<b>3.57</b>		<b>1.97</b>	

Particulars (Rs. Crs.)	9M FY26	9M FY25*	YoY%
<b>Total Income</b>	<b>3,123</b>	<b>3,162</b>	<b>-1.2%</b>
<b>EBITDA</b>	<b>345</b>	<b>481</b>	<b>-28.4%</b>
<b>EBITDA Margin (%)</b>	<b>11.1%</b>	<b>15.2%</b>	
<b>Adj. EBITDA</b>	<b>354<sup>^</sup></b>	<b>481</b>	<b>-33.6%</b>
<b>Adj. EBITDA Margin (%)</b>	<b>11.3%<sup>^</sup></b>	<b>15.2%</b>	
<b>PAT</b>	<b>102</b>	<b>229</b>	<b>-55.6%</b>
<b>EPS (Rs.)</b>	<b>5.17</b>	<b>11.56</b>	

<sup>^</sup>Adjusted for one-time impact of Rs. 9.2 crores towards new labour code

\*Previous period numbers are reinstated

## Comments:

### QoQ:

- No substantial impact on volumes, despite operating under the 50% tariff regime.
- Core business revenues were impacted due to U.S. tariff but was offset by growth in New Businesses, resulting in stable overall performance.
- Adjusted EBITDA declined by ~9%, with margin contracting by 100 bps to 10.4%, largely reflecting the full-quarter impact of the tariff.

### YoY:

- Performance is not comparable, as the last year same period was not impacted by the U.S. tariff.
- Volumes declined 10.5%.
- New Business revenue doubled.
- Adjusted EBITDA declined by ~31%, with margin contracting by 348 bps to 10.4%, primarily on account of under-absorption of fixed costs due to lower volumes, the impact of the U.S. tariff and incubation costs associated with the new business.

### New Businesses:

- Revenue contribution by new business grew to 20% in Q3FY26 from 17% in Q2FY26, reflecting steady improvement in offtake.

## S&P Global ESG Score Objective and Methodology

The S&P Global ESG Scores are globally recognized benchmark assessing corporate sustainability performance across environmental, social, and governance dimensions.

The assessment follows a transparent, rules-based methodology under the S&P Global Corporate Sustainability Assessment (CSA), combining company-disclosed data, public domain information, and modelling approaches to ensure a comprehensive evaluation of ESG maturity.

These scores serve as essential benchmark for investors integrating ESG into decision-making, while encouraging companies to continuously enhance sustainability practices.



S&P Global ESG Score

**78**/100

- Achieved S&P Global ESG Score of 78 out of 100 for the year 2025, showcasing our commitment to the ESG Initiatives as against the global industry average of 35 within the Textiles, Apparel & Luxury Goods sector.
- ESG Score rose sharply from 45 to 78 over the last two years.
- Indo Count now ranks in the top 3 percentile globally within Textile, Apparel & Luxury Goods industry in ESG performance reflecting a best-in-class ESG standing.
- ICIL's 2025 ESG performance demonstrates strong, well-rounded progress, driven by exceptional improvements in high-impact areas such as Supply Chain excellence, Product Stewardship, Safety leadership, Customer Engagement, and Human Capital development. This is further reinforced by sustained positive momentum in Governance and Climate Strategy.

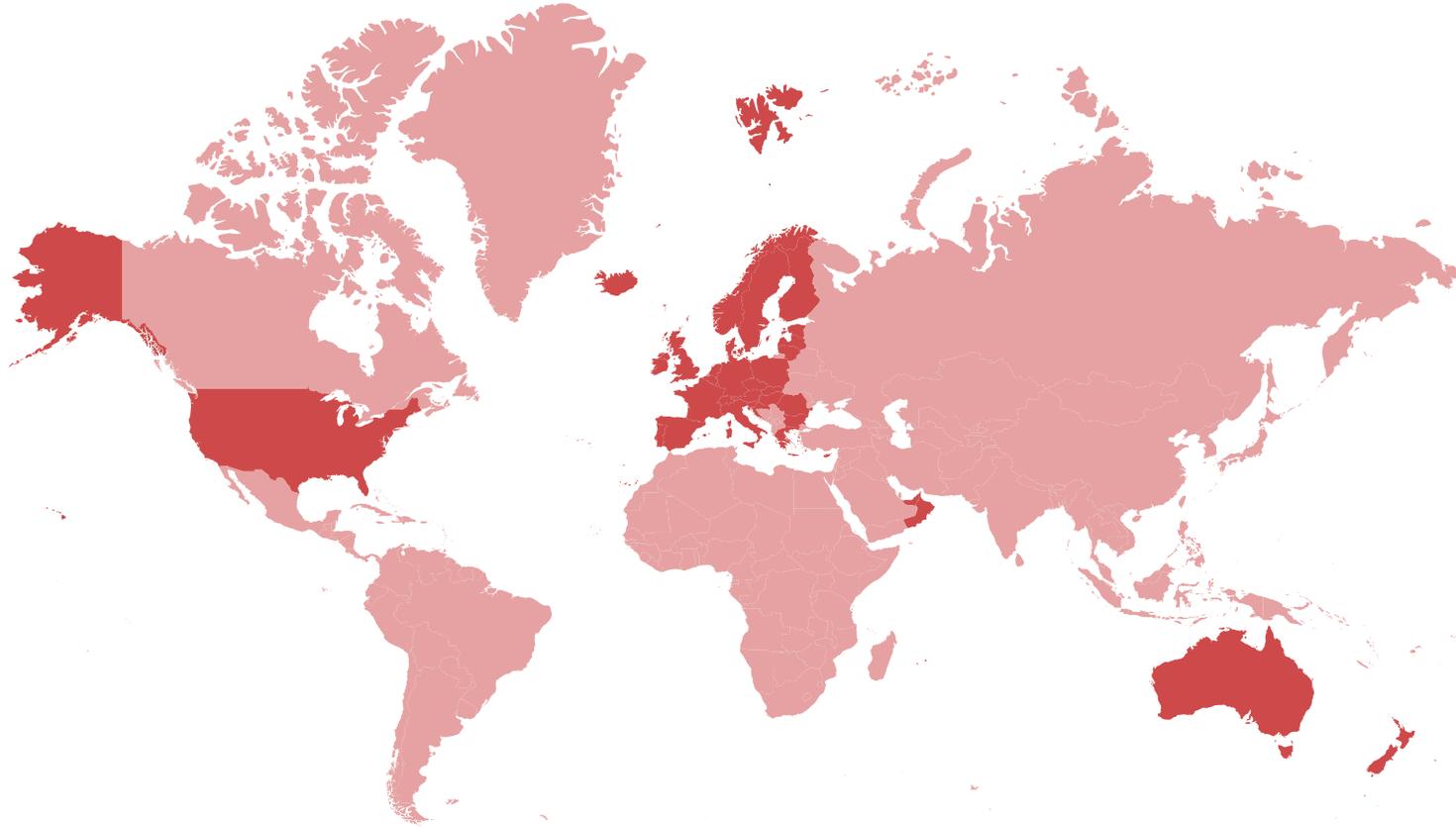


**High Commitment to ESG Initiatives, with Recognition from Global Rating Agency**



**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**

# INDIA'S TRADE DEALS BENEFITTING THE TEXTILE INDUSTRY



ICIL's presence in 50+ Countries across 5 Continents

Trade Deals Unlocking the Next Phase of Global Growth



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

### Portfolio Premiumisation



Transitioning into the premium tier catalyses elevated price points, improved brand perception, and optimised product mix, contributing to higher blended margins

### Channel Diversification



Expanding distribution from traditional B2B into B2C and D2C frameworks enables better pricing and engagement

### Category Expansion



Beyond bed linens, our broader offering of towels, rugs, pillows, blankets, window treatments creates cross-selling opportunities and deepens the wallet share of the customer



**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, 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](http://boutiquelivingindia.com) and [layersindia.com](http://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:

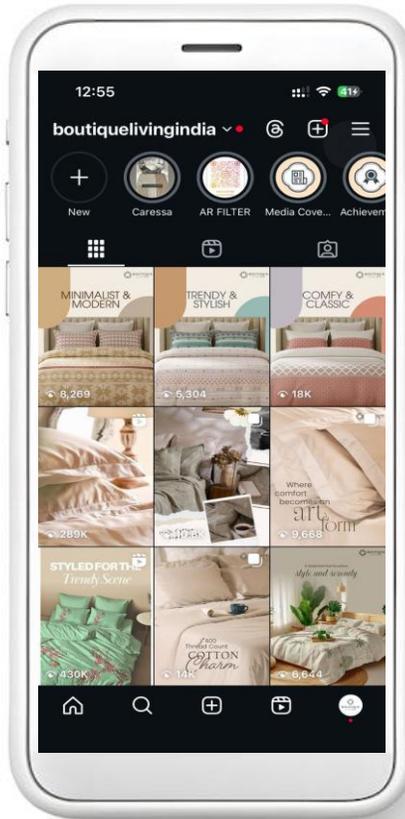
- Rolled out **trend-led, influencer-driven, and festive social media campaigns** to connect emotionally with consumers, strengthen brand storytelling, and boost engagement across **Instagram, Facebook, and LinkedIn** — reinforcing our digital-first brand approach



# INDO COUNT : DOMESTIC MARKETING INITIATIVES



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Tuscany 100% Cotton 380 GSM Blue Solid Bath



Bosicx 100% Cotton 380 GSM Blue Solid Bath Towel



Bosicx 100% Cotton 380 GSM Pink Solid Bath Towel



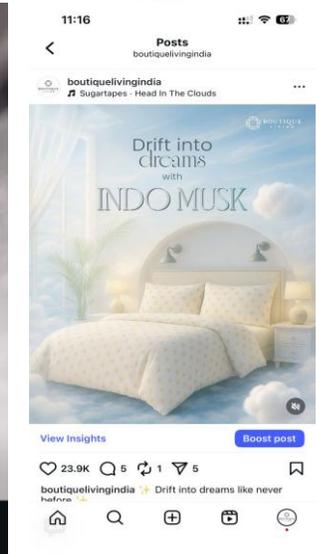
100% Cotton Towel Combo, 380 GSM Brown, Jashn Collection (1 Bath Towel & 2 Hand Towels)



100% Cotton Towel Combo, 380 GSM Blue, Jashn Collection (1 Bath Towel & 2 Hand Towels)



100% Cotton Towel Combo, 380 GSM Magenta, Jashn Collection (1 Bath Towel & 2 Hand Towels)



FY26e

Sr. No.	Particulars (Rs. Crs)	Budgeted*	Actual
1	Zero liquid discharge (ZLD) facility at Bhilad Unit	50	-
2	Maintenance and other Capex	65	39
3	Greenfield Project – Utility Bedding in North Carolina	99	92
<b>TOTAL</b>		<b>214</b>	<b>131</b>

\*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"> <li>Core Business (Bed Linen)</li> </ul> | <ul style="list-style-type: none"> <li>Core Business (Bed Linen)</li> <li>New Businesses (Utility Bedding + USA Brand Business)</li> </ul> |
|---|--|

## Product Portfolio

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

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>Bed sheet/Pillow cases</li> <li>Duvet covers</li> </ul> | <ul style="list-style-type: none"> <li>Bed sheet/Pillow cases</li> <li>Duvet covers</li> <li>Quilts/Comforters/Blankets</li> <li>Pillows/ Mattress pad/ Down alt comforters, Mattress protectors</li> <li>Other products like bath, windows, rugs etc.</li> </ul> |
|--|---|

## Manufacturing Facilities

### Single to Multi-location: Establishing manufacturing operations in the USA

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>Kolhapur, Maharashtra</li> </ul> | <ul style="list-style-type: none"> <li>Kolhapur, Maharashtra</li> <li>Bhilad, Gujarat</li> <li>Ohio, USA</li> <li>Arizona, USA</li> <li>North Carolina, USA</li> </ul> |
|---|--|

## Market Size

### Increased Total Addressable Market Moving up value-chain

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>Sheet Set: <b>\$4 Bn USA Market Size</b></li> </ul> | <ul style="list-style-type: none"> <li>Diversification into other value-added segments, increasing addressable market size: <b>\$15 Bn USA Market Size</b></li> </ul> |
|--|---|

## Market Presence

### White Labelling to Branded Business: Multichannel to Omnichannel

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>Majority contribution from white labelling</li> </ul> | <ul style="list-style-type: none"> <li>White Labelling</li> <li>Private Label</li> <li>Licensed Brands</li> <li>Owned Brands</li> </ul> |
|--|---|



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**

# 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

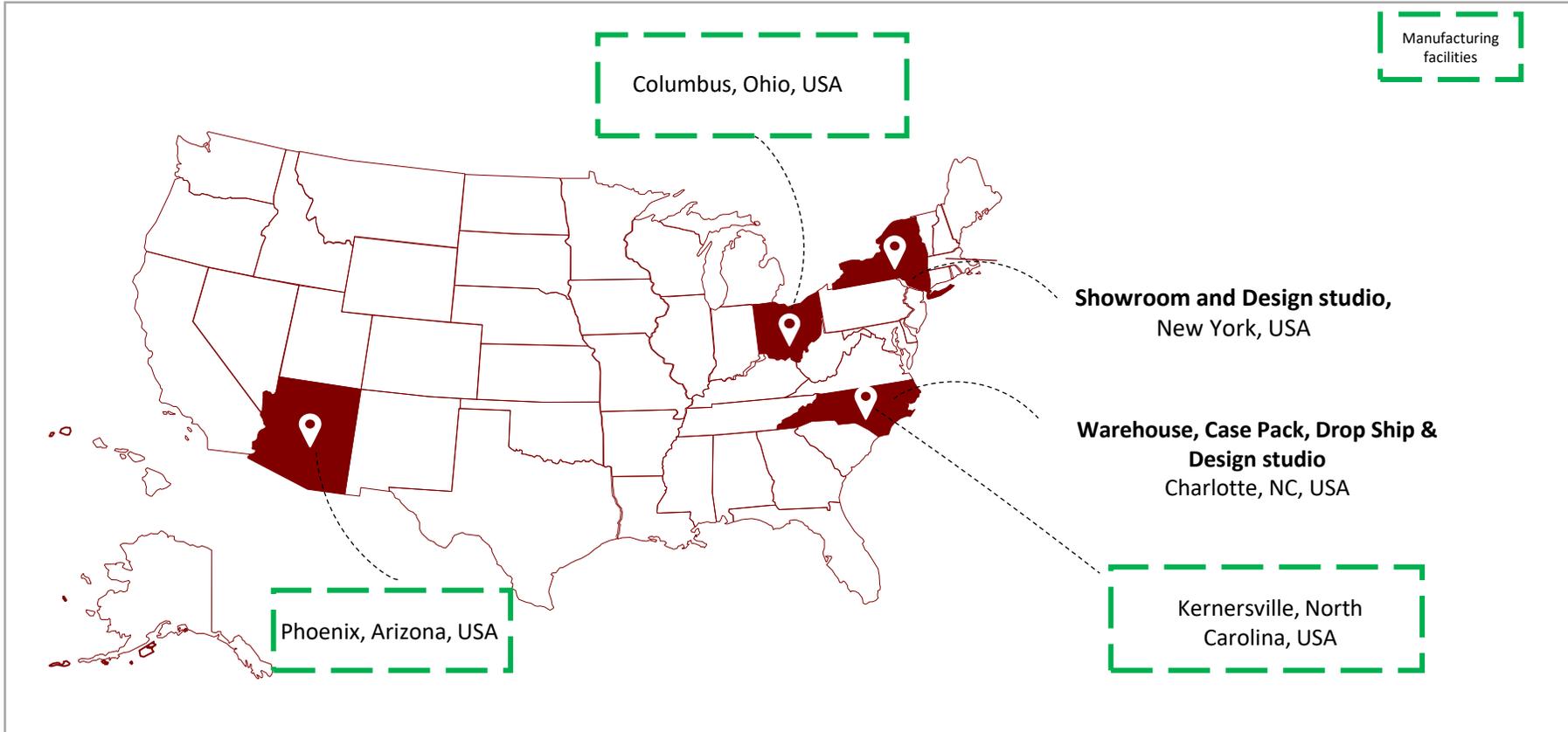
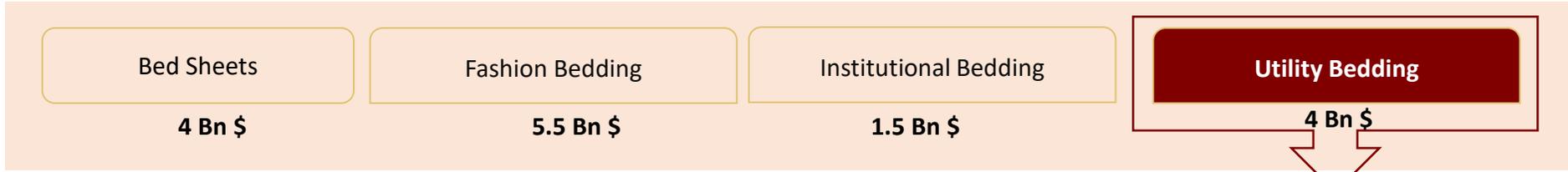
Total Capacity ~153 mn meters



Leading the Global Home Textiles Market with Comfort & Innovation

# NEW BUSINESS: UTILITY BEDDING

## USA BED LINEN CATEGORIES MARKET SIZE\*



## Key Brands

TOMMY HILFIGER

Beautyrest

SLEEP/RX

Pilozzz  
sleep mindfully

All the three manufacturing facilities in the USA will contribute to the utility bedding business, to reach an aggregate revenue of approximately \$175 Mn in next 3 years



\*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		
	 <p>WAMSUTTA. EST. 1846</p>	 <p>FIELDCREST EST 1893</p>	 <p>WAVERLY</p>	 <p>GAIAM</p>
 <p><b>Overview &amp; Products</b></p>	<ul style="list-style-type: none"> <li>✓ A well-established USA national brand</li> <li>✓ Legacy of more than 180 years</li> <li>✓ Offering bed, bath, rugs, window and other products</li> </ul>	<ul style="list-style-type: none"> <li>✓ Fieldcrest (est. 1893) combines elegance and durability for luxury living</li> <li>✓ Merging style and functionality for lasting quality in bed and bath</li> <li>✓ Targeting younger consumers seeking everyday luxury and reliable textiles</li> </ul>	<ul style="list-style-type: none"> <li>✓ Established in 1923, Waverly leads in American home decor</li> <li>✓ Unique bedding and bath products with customizable options</li> <li>✓ Targeting design-savvy women aged 25-44</li> </ul>	<ul style="list-style-type: none"> <li>✓ First national wellness and yoga brand in North America</li> <li>✓ Over 25 years of promoting health and mindfulness</li> <li>✓ Offers bedding and bath solution for improved relaxation and sleep quality</li> </ul>
 <p><b>Rationale</b></p>	<ul style="list-style-type: none"> <li>✓ Indo Count has laddered up into the branded segment, elevating its status and expanding its presence across USA retail markets</li> </ul>	<ul style="list-style-type: none"> <li>✓ The new licensing agreements encompass a wide range of product categories, including sheets, fashion and utility bedding, bath among others</li> <li>✓ These additions significantly strengthens Indo Count's brand portfolio, enhancing its ability to cater to diverse consumer segments in the USA and Canada</li> </ul>		<ul style="list-style-type: none"> <li>✓ To leverage Gaiam's established reputation in wellness and unite Indo Count's expertise to expand into the home segment with premium bedding</li> <li>✓ Utilize Gaiam's retail and digital network to reach a broad audience</li> </ul>

Strong traction across all our brands

From products to powering brands

Brand-led Diversification:  
Expanding reach,  
Enriching brand value

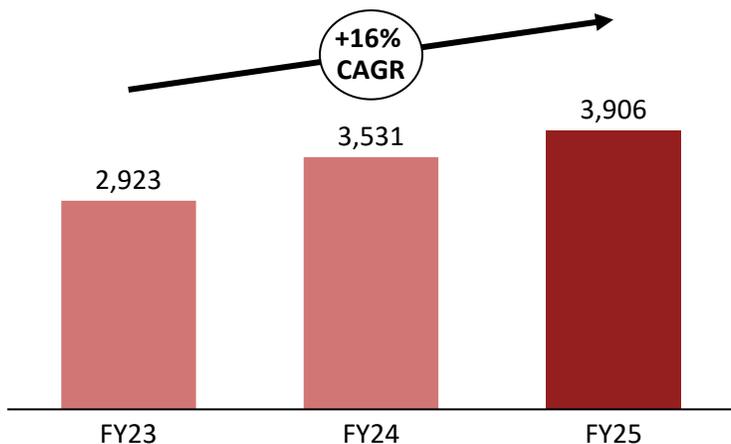
From core product to a complete Soft Home Textile player – Bigger basket, higher brand impact



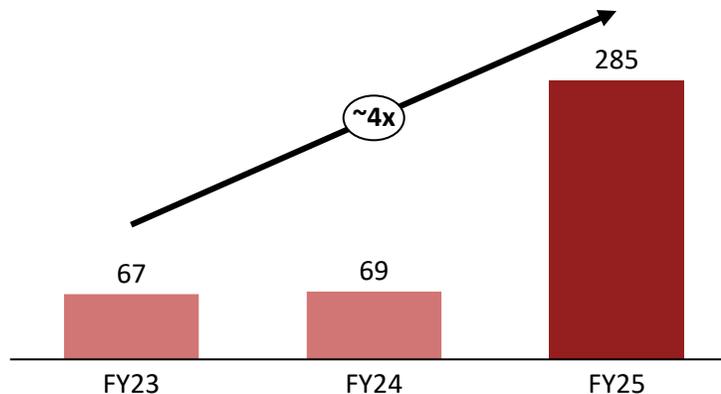
**USA Brand Business will drive significant top-line growth, with a \$100Mn revenue potential in the next 3 years**

# BUSINESS VERTICALS: PERFORMANCE HIGHLIGHTS

## Core Business (Rs. Crs)



## New Businesses (Rs. Crs)



### 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

% Contribution to Revenue	FY23	FY24	FY25	9M FY26
Bed Linen	98%	98%	93%	<b>83%</b>
New Businesses	2%	2%	7%	<b>17%</b>
<b>Total Revenue</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

## 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 facility **started commercial production in January 2026**
- Multiple location facilities in USA:
  - Groveport, Ohio
  - Phoenix, Arizona
  - Kernersville, North Carolina
- Licensed brand **Beautyrest & Tommy Hilfiger** to accelerate growth
- Multi-channel model – **includes B2B and branded business**

- Includes strong USA 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 2025**, others available across multiple retail channels

TOMMY HILFIGER *Beautyrest.*

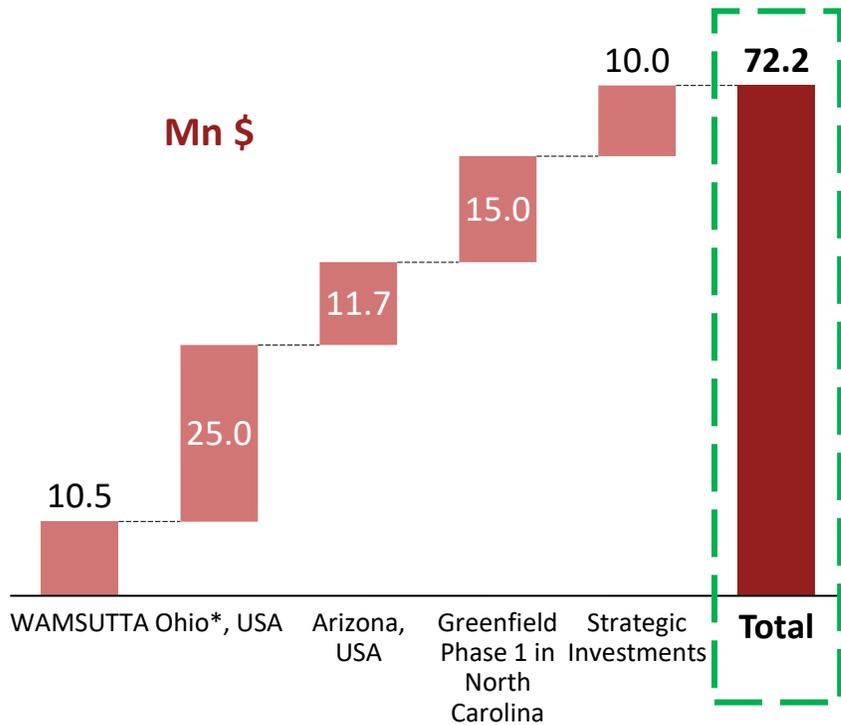


**Aspiring to 2× Revenue by 2028, with Brands & Utility Bedding Segments Contributing ~\$275M**

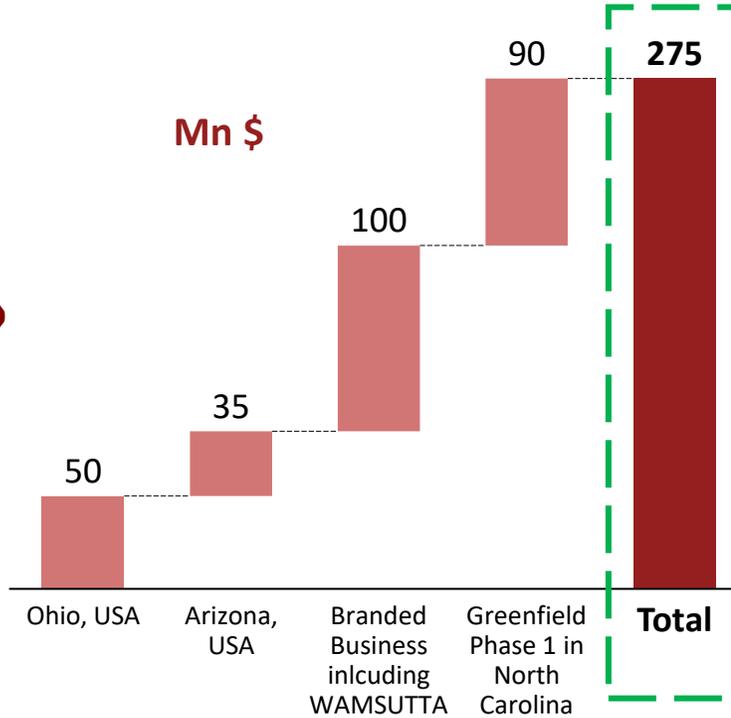
# REAFFIRM OUR GUIDANCE: SCALING CORE BUSINESS + NEW BRANDS AND UTILITY BEDDING SEGMENT



## Investment in recent acquisitions and Brands

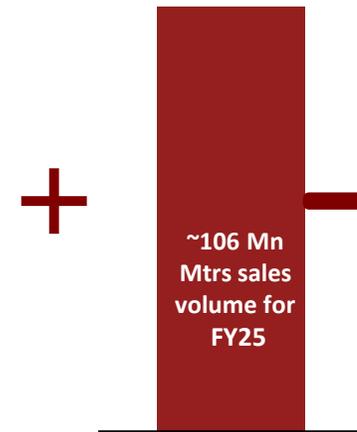


## Peak revenue potential



## Core Business

**Total Capacity**  
153 Mn Mtrs



**Steady State growth in Core Business**

**Aspire to achieve 2x Revenue by 2028**

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

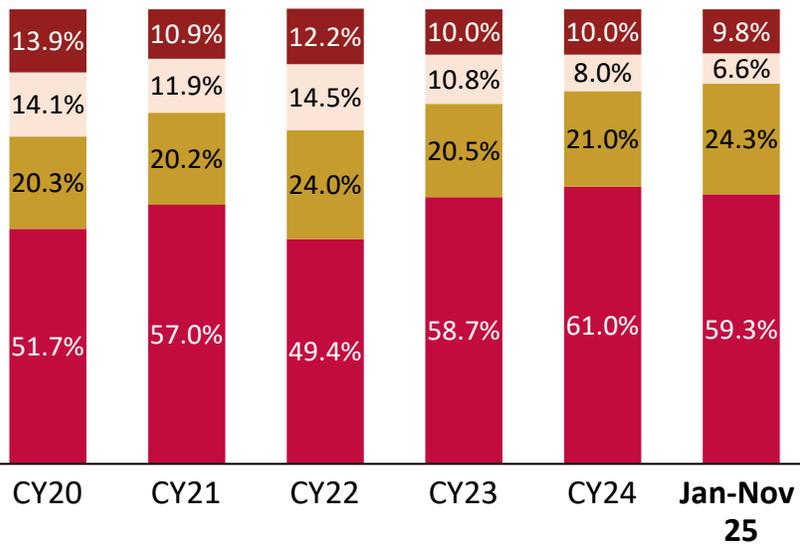


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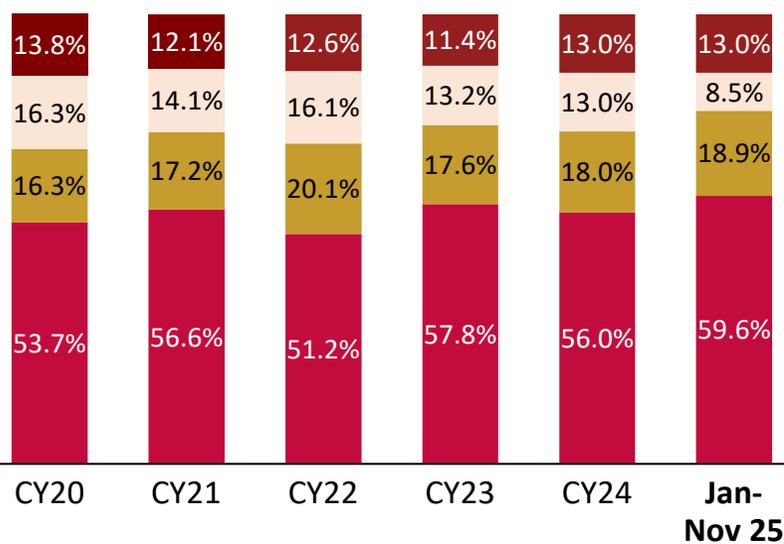


**INDUSTRY OVERVIEW**

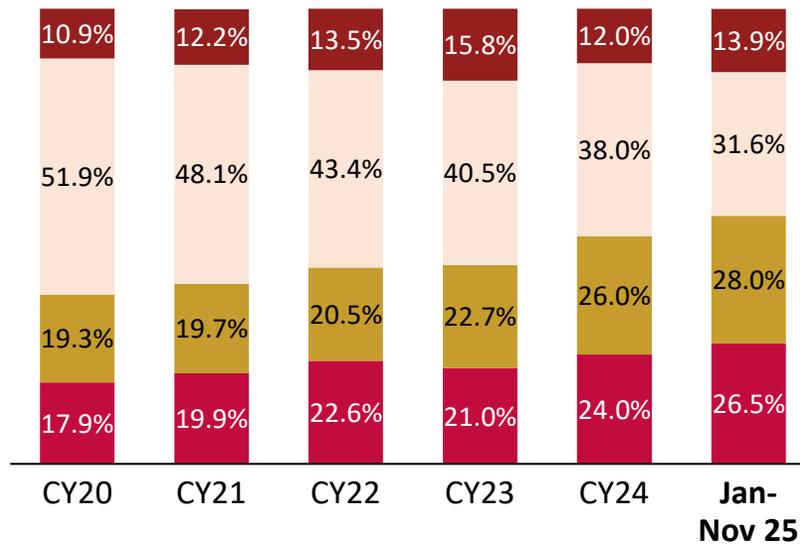
## USA imports of Cotton Sheets



## USA imports of Cotton Pillowcases

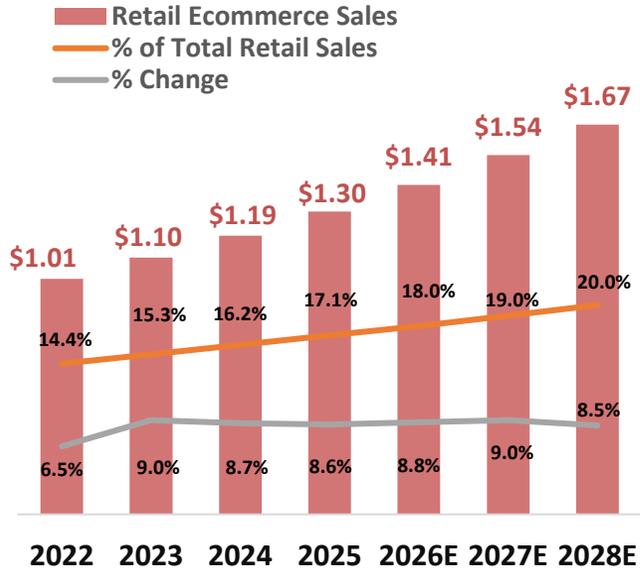


## USA imports of Cotton Bedspread & Quilts

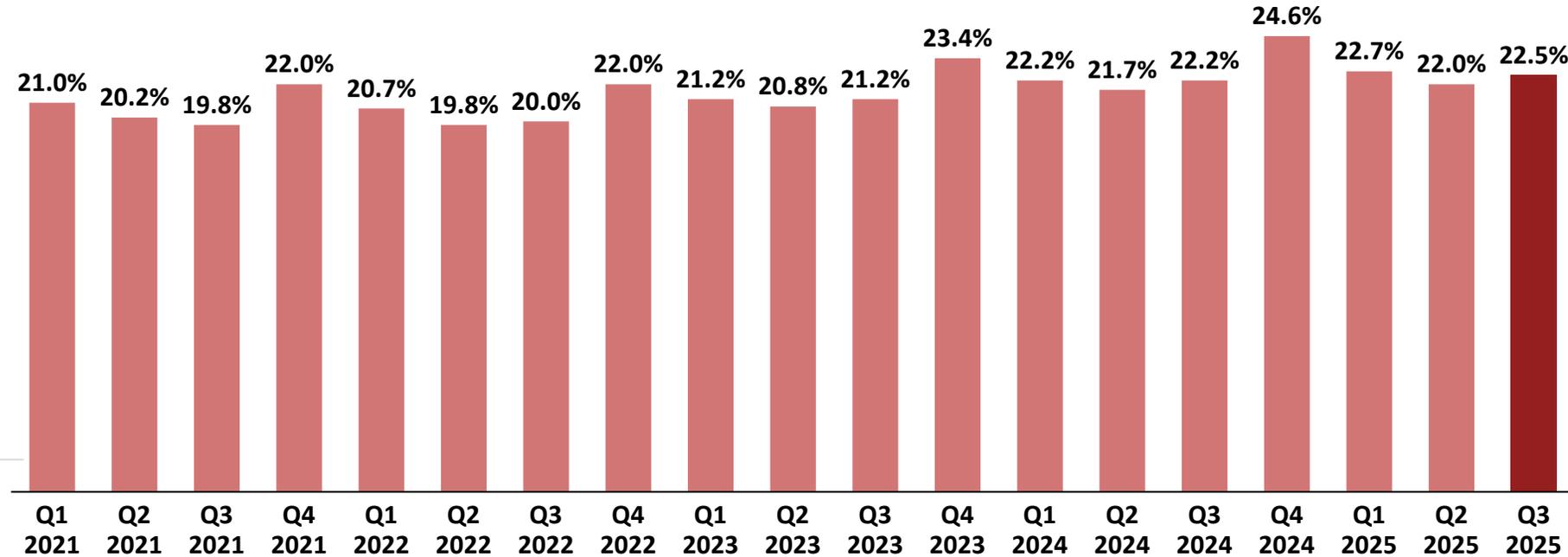


■ India    ■ China  
■ Pakistan    ■ ROW

**US Retail Ecommerce Sales: 2022 – 2028E**  
(USA \$ Trillions)



**USA E-commerce sales penetration**  
Ecommerce's share of total retail sales by quarter (Q1 FY21 – Q3 FY25)



- Ecommerce continues to account for more than a fifth of sales in Q3
- These trends highlight the growing importance of mobile optimization for ecommerce success



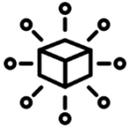
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**COMPANY OVERVIEW**



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

Biodiversity	Business Ethics	Solar / Wind energy
Employee Welfare	Supply Chain Sustainability	Reducing GHG

## 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

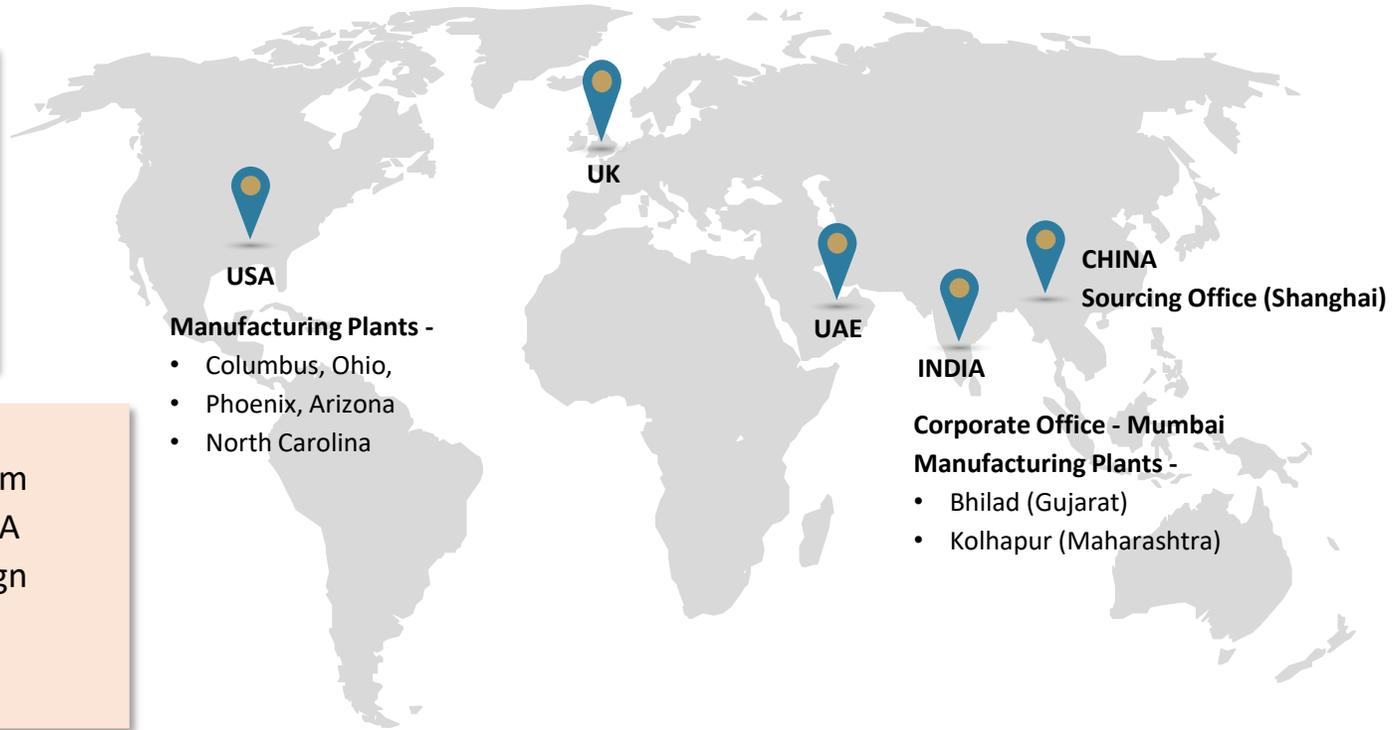
Basic white sheets  
Shams & Pillows  
Bed Skirts, Duvet covers



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

**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



## OWNED BRANDS



## LICENSED BRANDS



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

## 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

Performance Metrics	Conventional Method	HDPS
Plant Density (Plant/acre) 	11,000	<b>~29,500</b>
Yield (kgs/hectare) 	450	<b>1,250</b>



**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 HFWA, 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



**INDIA SOCIAL IMPACT AWARD –  
Dec 2025**

Indo Count was awarded for Best Education Support Initiative of the Year (Corporate Foundation), recognizing the company's sustained commitment to advancing education through impactful CSR initiatives



**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 18<sup>TH</sup> 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



**SILVER FEATHER AWARD (6th Edition) - Dec 2025**

Indo Count has been honoured with the Silver Feather Award (6th Edition) for Education & Skill Development Excellence, recognizing the company's structured CSR initiatives focused on education, vocational training, and skill enhancement



**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



INDO COUNT

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)

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.



**Giga-Guru**  
Project Gigaton

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



## 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.

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

## 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



## 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**



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



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## Company :



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