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30th May, 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 Q4 & FY25

Dear Sir/Madam,

Please find enclosed herewith a copy of Investor Presentation on financial results for Q4 & FY25.

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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Complete Comfort

INDO COUNT INDUSTRIES LIMITED

Q4 & FY25 INVESTOR PRESENTATION
May 2025



Layers®



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Commenting on the results Mr. Anil Kumar Jain, Executive Chairman said, “FY25 was a pivotal year in Indo Count’s journey, marked by strategic transformation and deepening of our presence in US market. We strengthened our foundation through brand-led initiatives, portfolio expansion, and capacity enhancement in the utility segment.

The recently announced India-UK Free Trade Agreement presents a promising opportunity to further accelerate our growth and strengthen our presence in the UK market, reinforcing our global expansion strategy.

While the near term may pose challenges due to uncertain macro and geopolitical environment, we remain focused on long-term value creation aligning our execution with evolving market needs and consumer preferences. Looking ahead at FY26, we are well-positioned to build on this foundation with a sharper focus on execution, integration, and expanding our footprint in high-potential categories and geographies.”



New Segments, New Momentum



Entered utility bedding segment through acquisitions of Fluvitex and Modern Home Textiles, and added 'Beautyrest' as a licensed brand

Established US Manufacturing



Commenced manufacturing in the U.S. for the first time - a key strategic milestone

Acquired a Legacy Brand



WAMSUTTA - A Legacy brand (since 1846) in USA
Marking a Strategic Milestone
Ready for D2C launch shortly

High-Equity Licensed Brand Portfolio



Strengthened the portfolio with leading licensed brands, enhancing the ability to offer complete, end-to-end solutions

Strengthening Leadership



Appointed CEO for USA and CFO for India to lead Strategic Transformation

Strong Financial Discipline



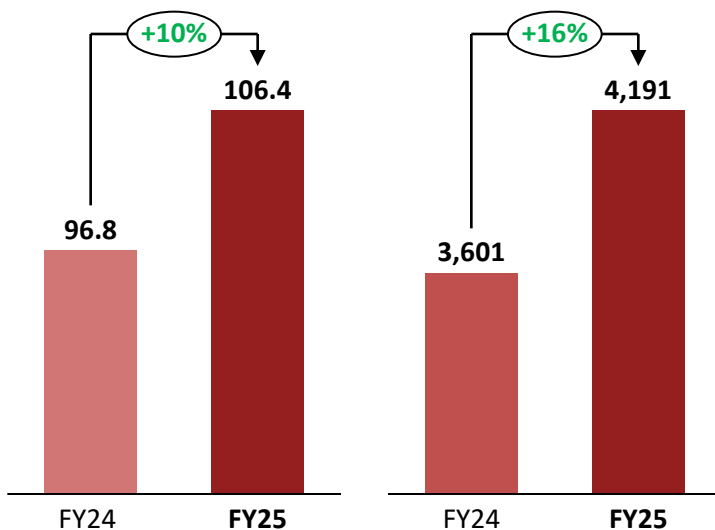
Investments underpinned by strong capital efficiency, cash flow focus, and ROI-led decision-making

FY25 – KEY PERFORMANCE HIGHLIGHTS

1 HIGHEST EVER REVENUE & CROSSED 100MN MTRS IN VOLUMES

Volume (Mn. Mtrs)

Revenue (INR Crs.)



	FY25	FY24
Networth (INR Crs.)	2,278	2,089
Net Debt/Equity	0.42	0.32
Current Ratio	1.70	1.81

2 ENHANCING PORTFOLIO STRENGTH – BRANDED AND UTILITY SEGMENTS DRIVING THE NEXT GROWTH



- **Branded Business:**
 - Fieldcrest and Waverly launched in Q3, gaining consumer traction
 - Wamsutta poised for a D2C launch shortly with strategic brand positioning
- **Fashion/Utility/Institutional Bedding Business:**
 - Fluvitex USA and Modern Home expanding presence in the U.S. utility bedding market; currently operating at ~50% utilization
 - North Carolina greenfield to commence operations by September 2025

% Contribution to Revenue	FY25
Branded Business	16%
Fashion/Utility/ Institutional	20%
E-commerce business	12%
India Home Textile Business	2.25%

- Maintained revenue contribution from each segments as last year
- On absolute terms each of segments has shown positive growth

3 ESG AWARDS & ACHIEVEMENTS



Score	
YEAR 2024	YEAR 2023
66	45

Achieved a DJSI score of 66 in the year 2024 well above the industry average of 30

Strong progress in sustainable manufacturing, ethical sourcing, energy efficiency, social responsibility and strong governance

KEY AWARDS

SUSTAINABLE RETAIL PRACTICES

CITI-BSL Best Sustainable Retail Practices Award



Awarded for excellence in sustainable practices, ethical sourcing, and supply chain traceability

WASTE REDUCTION



Winner - Excellence in Waste Reduction and Circular Innovation Leadership Award
Recognized for pioneering zero-waste manufacturing and innovative waste management in sustainable production

COTTON FARMING PRACTICE



1st Runner up - CITI - CDRA Best Regenerative
Honoured for advancing regenerative farming, climate-resilient cotton, and sustainable agricultural practices



Strengthening Roots In USA, Powering Global Reach



Largest Exporter Of Bed Linen From India; Cementing Leadership In Global Home Textiles With Largest Capacity Of Bed Linen



Delivered ~USD 500 Mn Revenue In FY25



Poised To Capitalize On Global Trade Tailwinds, Including The UK- India FTA



**Customer
centric**



**Complete
Product Profile**



**Resilient &
Agile**



**Reliable
Supplier**



**Robust
Balance Sheet**



**Brand
recall**



**Ready to Market
approach**



**Defining
capabilities**



Our focus on resilience and agility has propelled us to the forefront of the industry



CORE

+

BRAND

+

UTILITY

- Core business delivered ~106 Mn Mtrs in FY25, reflecting strong scale and stability
- Building for long-term premium growth, however strategic investments impacting margins in short-term
- **Rs. 460 Cr** invested over 15 months in acquisitions, capacity, and brand building shaping a **future-ready premium portfolio**

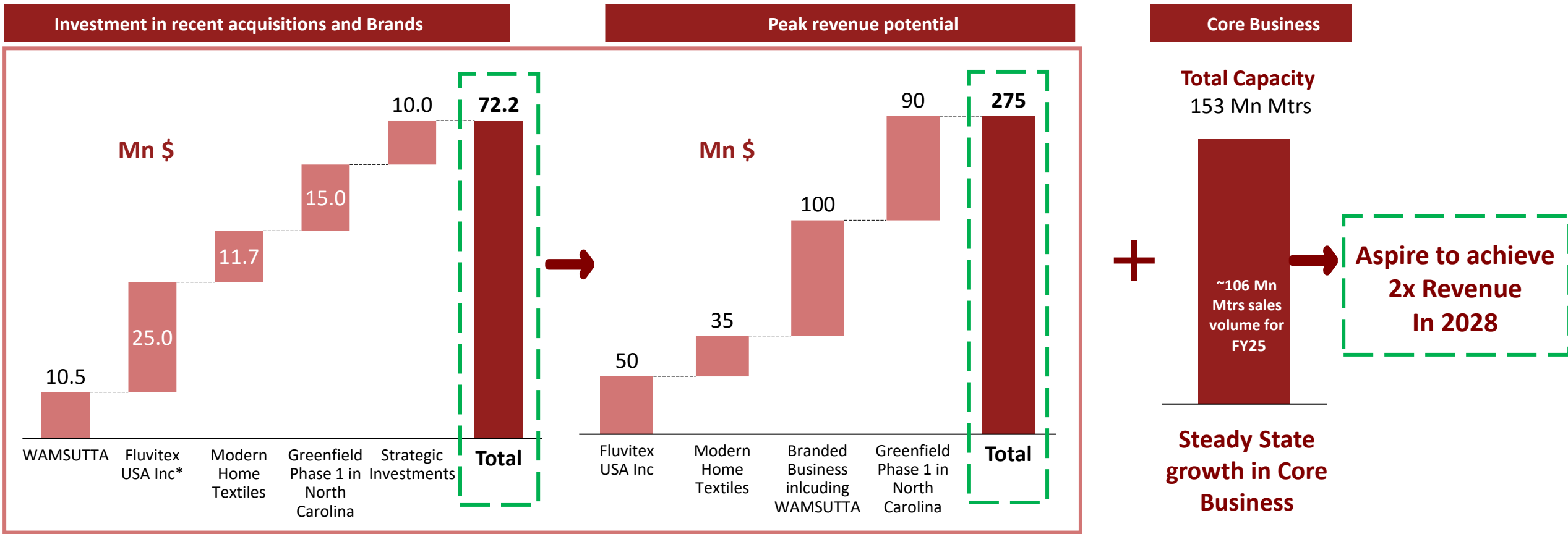
- Branded & Licensed portfolio scaling rapidly
- Wamsutta - High recall brand set for launch, primed to capture premium consumer mindshare
- Fieldcrest and Waverly gaining traction
- Recently added the licensed brand Beautyrest to further accelerate growth in the Utility bedding segment
- Domestic brands Boutique Living & Layers driving growth through omnichannel expansion, influencer marketing, and nationwide reach

- Entered manufacturing of pillow and quilt products as part of Utility Bedding segment in U.S.A.
- 1st Phase of greenfield investments will be completed by September 2025
- Division has started building-up and started contributing to revenue



Aspiring to 2× Revenue by FY28, with Brands & Value-Added Segments Contributing ~\$275M

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

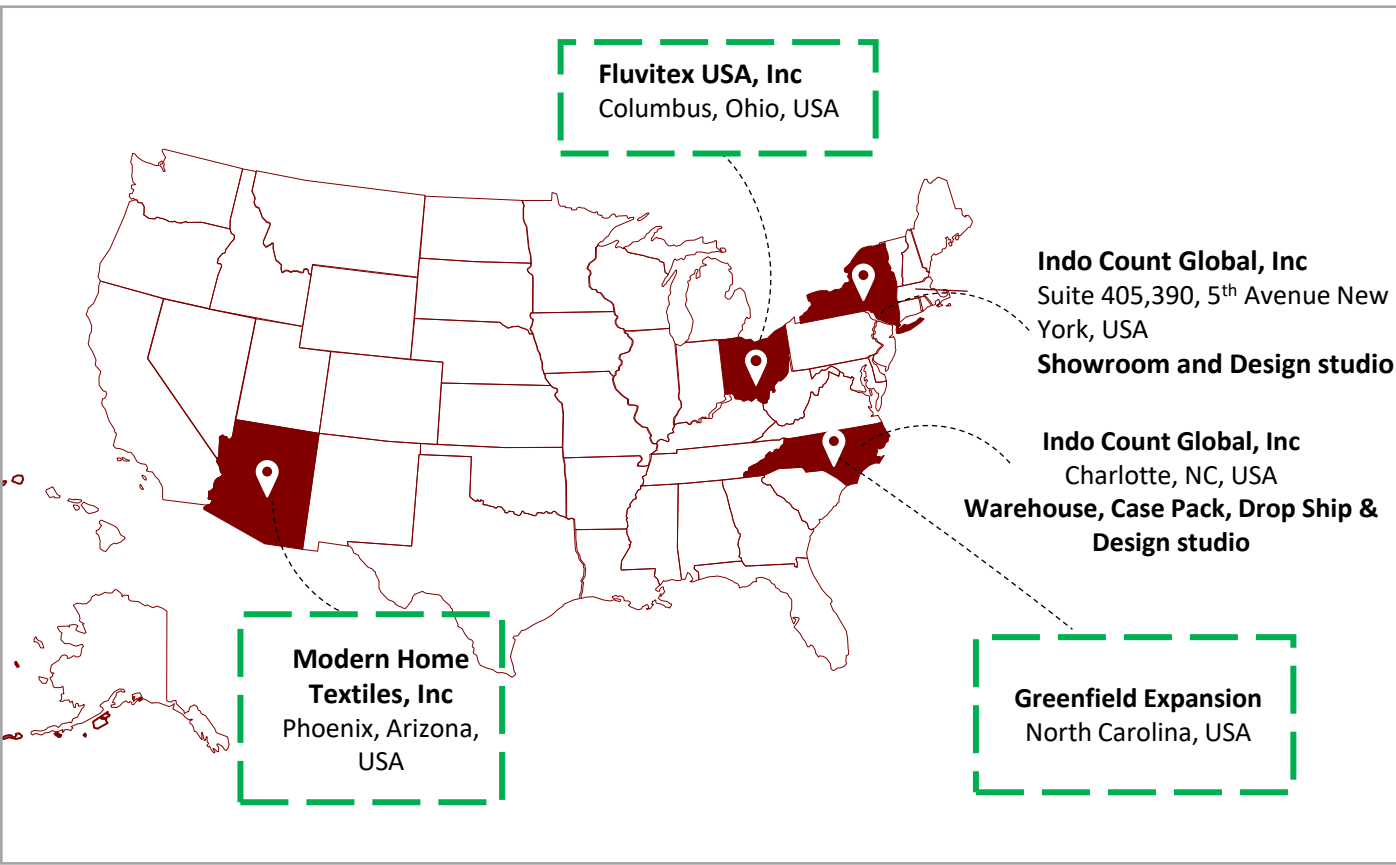
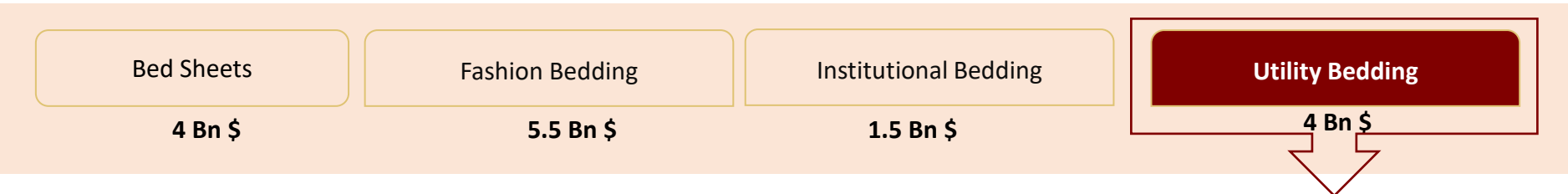


Targeted investments in talent and key hiring + Organic growth in Core business + Fostering innovation and expansion into newer segments like utility bedding and brands + Strategic focus on long-term value creation

*Includes payment on 100% basis

USA BED LINEN CATEGORIES MARKET SIZE

Source: HTT Research












<div>1</div> <div>Fluvitex USA, Inc Ohio, USA</div> <div><ul style="list-style-type: none">Transaction: 81% stake in Fluvitex USA, Inc.Acquisition Value: \$19.63 Mn(including Net working Capital of \$4 Mn)Location : Columbus, OhioProduction Capacity: 5 Mn pillows and 1.5 Mn quilts annuallyFunding: Internal accruals and debtAnnual Revenue Potential : \$50Mn</div>	<div>2</div> <div>Modern Home Textiles, Inc Arizona, USA</div> <div><ul style="list-style-type: none">Transaction: 100% stake in Modern Home Textiles, Inc USAAcquisition Value: \$ 11.7 Mn (including inventory valued at \$ 2.11Mn)Location : Phoenix, ArizonaProduction Capacity: 8 Mn pillows annuallyFunding: Internal accruals and debtAnnual Revenue Potential: \$35Mn</div>
<div>3</div> <div>Greenfield project – Indo Count Global East Inc. a step-down subsidiary of wholly owned US subsidiary is investing in Greenfield Project to further expand utility bedding operation</div> <div><ul style="list-style-type: none">Location : North Carolina, USAInvestment : \$15 MnProduction Capacity: 18 Mn pillowsAnnual Revenue Potential : \$85-90 Mn</div>	



- With 3rd facility in the USA, the company will enhance its utility bedding capacity to 31 Mn pillows and 1.5 Mn quilts annually
- Indo Count's new U.S. facility reinforces its foothold, supporting the utility bedding business in reaching an aggregate revenue of approximately \$175 Mn

DEVELOPING BRANDED BUSINESS

Own Acquired Brand		License Brand Tie - Ups			
					 JASPER CONRAN LONDON
 <u>Overview & Products</u>	<ul style="list-style-type: none">✓ A well-established US national brand✓ Legacy of more than 175 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	<ul style="list-style-type: none">✓ A renowned British design icon✓ Recognized for his timeless beauty and versatility✓ This partnership offers an exclusive bed and bath collection
 <u>Rationale</u>	<ul style="list-style-type: none">✓ Acquired global trademark and IP rights from Beyond Inc USA✓ With this acquisition, Indo Count has laddered up into the branded segment, elevating its status and expanding its presence across US 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		<ul style="list-style-type: none">✓ Combine Jasper Conran’s timeless designs with Indo Count’s textile expertise to lead the luxury bedding market✓ This collaboration attracts discerning customers and enhance our brand positioning
 <u>Brand Strategy</u>	<ul style="list-style-type: none">✓ Increase and diversify distribution channels for wider market reach✓ Utilize a skilled workforce to drive growth and innovation✓ Enhance market share and brand prominence over the next 2-3 years	<ul style="list-style-type: none">✓ Leverage the unique attributes of licensed brands to expand in the premium bedding segment✓ Target distinct consumer needs by capitalizing on each brand's focus✓ Enhance customer experience with a broader product range✓ Drive growth and solidify market presence through targeted marketing			
 <u>Business Potential</u>	<ul style="list-style-type: none">✓ Strong traction across all brands gives us confidence in building future revenues✓ Wamsutta and other licensed brands will drive significant top-line growth, with a \$100Mn potential in the next 3 years✓ This potential underscores the value of our partnerships and growth opportunities ahead				

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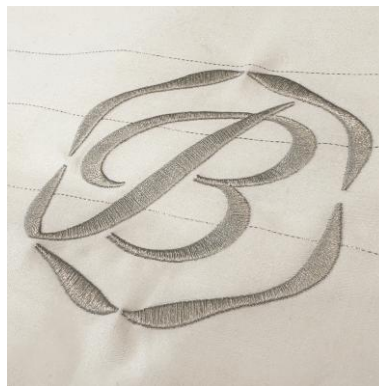


BEAUTYREST - NEW LICENSED BRAND ADDITION IN OUR UTILITY BEDDING OFFERING



- Beautyrest is Serta Simmons Bedding (SSB) Company's flagship brand
- **Brand** is owned by SSB, a **global sleep company, with a 100-year heritage** in delivering industry-leading sleep solutions and a mission to help people sleep better so they can live healthier lives.
- Indo Count has **entered into a license agreement** with SSB to associate the **'Beautyrest' brand with its utility bedding products in USA**
- **Partnership** between Indo Count and Beautyrest is **poised to leverage Indo Count's manufacturing prowess and distribution capabilities with Beautyrest's innovative product offerings.**
- **Synergy aims to deliver high-quality, comfortable, and technologically advanced bedding products** to consumers, enhancing the sleep experience across various market segments

Beautyrest



Poised to enhance revenue contribution from the utility bedding segment



Q4 & FY25 CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. Crs.)	Q4 FY25	Q4 FY24	YoY%	FY25	FY24	YoY%
Total Income	1,029	1,093	-6%	4,191	3,601	+16%
EBITDA	88	166	-47%	573	603	-5%
EBITDA Margin (%)	8.5%	15.1%		13.7%	16.7%	
Depreciation	36	22		117	83	
Finance Cost	36	20		123	70	
PBT	16	124	-87%	334	450	-26%
Tax	4	32		88	112	
PAT	11	92	-88%	246	338	-27%
EPS (Rs.)	0.56	4.64		12.42	17.06	

**Final Dividend of Rs.2 per equity share for face value Rs. 2 each (100%),
subject to shareholders approval**

Revenue:

- Q4FY25 revenue was impacted by volume and value downtrade due to tariff-related uncertainty in the U.S.; core sales affected by cautious inventory management and portfolio realignment by Big Box Retailers
- Increased demand for lower-priced products lowered ASP by 6% in the current quarter
- Investments in branded and utility bedding businesses were stable on QoQ basis in absolute terms; overall sales de-growth impacted margins
- Revenue from new brands and utility segments increased to Rs.125 Cr in Q4FY25 from Rs. 100 Cr in Q3FY25

Margins:

- Sharper product mix downtrade impacted gross margins due to lower ASP leading to under-absorption of costs
- Operating margins compressed due to higher fixed costs and ongoing brand-building expenses; although Investments were stable in absolute terms on QoQ basis

FY26 Guidance:

- Volume and margin guidance deferred amid ongoing U.S. tariff uncertainty leading to strategy and portfolio re-jig by retailers in U.S.
- Witnessing similar volume and value trends in Q1FY26
- Revenue expected to improve from H2FY26 driven by
 - Clarity on tariff structure
 - Launch of Wamsutta brand
 - Deeper penetration of licensed portfolio
 - Rising utilization in utility bedding segment
- Expect increase in advertising & marketing spends in H1FY26 in preparation for Wamsutta launch in Q2FY26; partially to be offset by sales in Wamsutta brand



FY25 CONSOLIDATED BALANCE SHEET

ASSETS (Rs. Crs.)	Mar-25	Mar-24
Non-Current Assets		
Property, Plant & equipment	1,380	1,276
Capital Work in progress	28	25
Right of Use	242	56
Other Intangible Assets	182	22
Intangible Assets under development	22	10
Goodwill	86	-
Financial Assets		
Other Financial assets	12	7
Other Non-Current Assets	34	6
Non-current Tax Assets(Net)	45	26
Total Non-Current Assets	2,031	1,429
Current Assets		
Inventories	1,163	1,143
Financial Assets		
i)Investments	135	133
ii)Trade Receivables	592	452
iii)Cash and Cash Equivalents	106	93
iv)Bank Balances	11	11
vi)Other Financial Assets	42	88
Current Tax Assets	7	3
Other Current Assets	173	220
Total Current Assets	2,228	2,140
Total Assets	4,260	3,569

EQUITY AND LIABILITIES (Rs.Crs)	Mar-25	Mar-24
Equity		
Equity Share Capital	40	40
Other Equity	2,238	2,049
Total Equity	2,278	2,089
Non Current Liabilities		
Financial Liabilities		
i) Borrowings	270	136
ii) Lease liabilities	207	32
iii)Other Financial Liabilities	35	-
Provisions	16	12
Deferred Tax Liabilities	107	85
Other Non-Current liabilities	33	35
Total Non-Current Liabilities	668	299
Current Liabilities		
i)Borrowings	948	778
ii) Lease liabilities	24	10
iii)Trade Payables	231	308
iv) Other financial liabilities	83	61
Other Current Liabilities	23	19
Provisions	5	3
Current Tax Liabilities	1	0
Total Current Liabilities	1,314	1,180
Total Equity and Liabilities	4,260	3,569

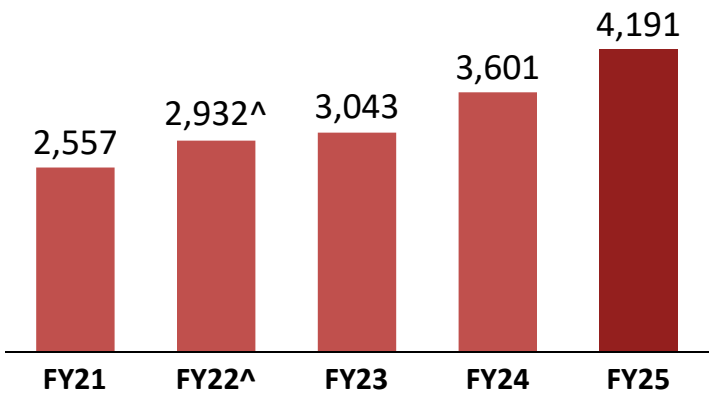


FY25 CONSOLIDATED CASH FLOW

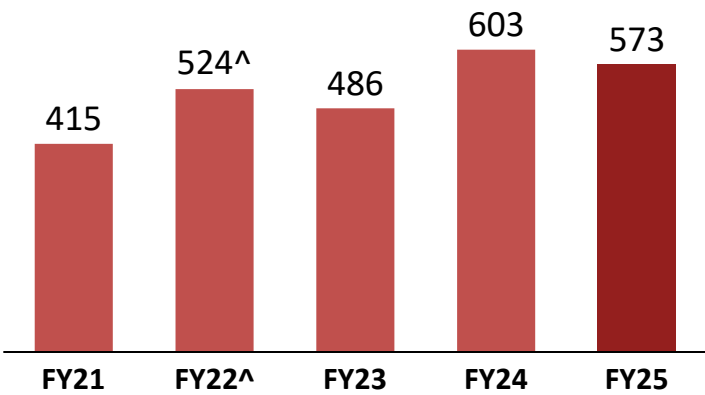
Particulars (Rs. Crs.)	FY25	FY24
Profit before Tax & Exceptional	334	450
Adjustment for Depreciation & other items	216	125
Operating profit before working capital changes	549	576
Changes in working capital	(55)	(331)
Cash generated from operations	495	245
Direct taxes paid (net of refund)	(101)	(99)
Net Cash from Operating Activities	394	146
Net Cash from Investing Activities	(485)	(98)
Net Cash from Financing Activities	105	(47)
Net Change in cash and cash equivalents	14	1
Cash and cash equivalents at the beginning of the year	93	92
Cash and cash equivalents at the end of the year	106	93



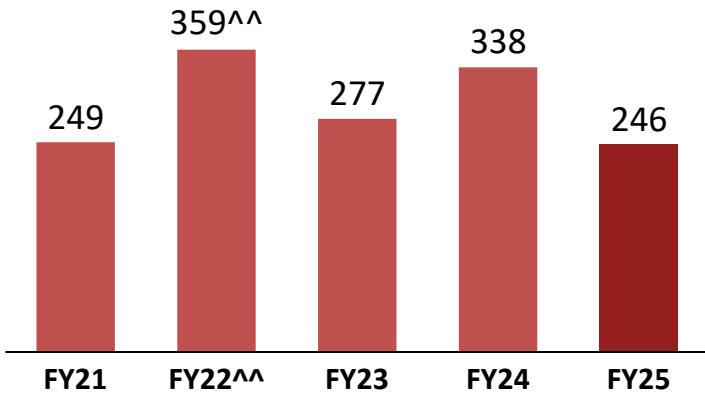
CONSISTENT PERFORMANCE



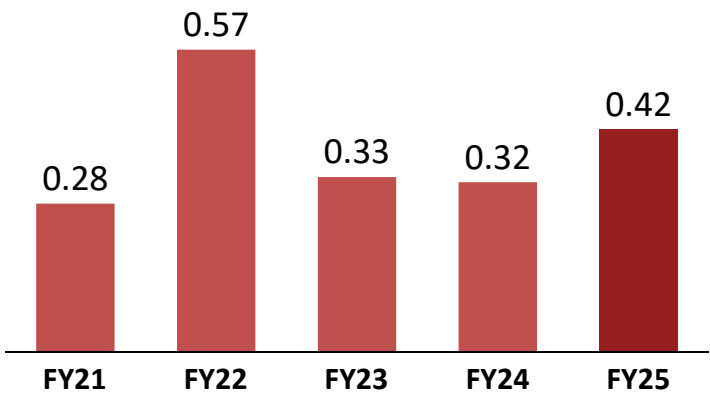
Total Income (Rs. Crs.)



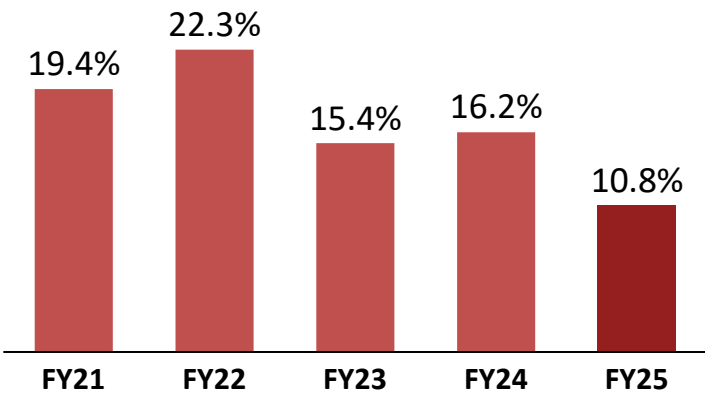
EBITDA (Rs. Crs.)



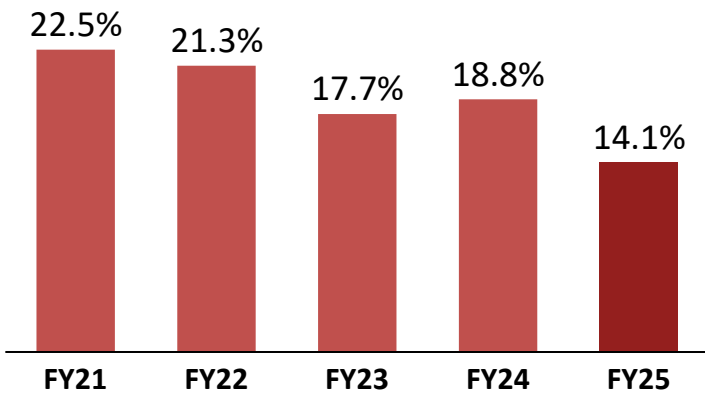
PAT (Rs. Crs.)



NET DEBT/EQUITY(x)



ROE



ROCE

[^]Excludes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021

^{^^}FY22 PAT includes RoSCTL benefits of Rs 49.99 Crores for the period of January 1, 2021 to March 31, 2021



CAPEX OUTLAY

FY25

Sr. No.	Particulars (Amt in Crs)	Budget	Revised	Actual
1	Solar Energy Project approximately 8 MW	50	Deferred	-
2	Zero liquid discharge (ZLD) facility at Effluent water treatment plant at Bhilad Unit	50	Shifted to FY 26	-
3	Maintenance and other Capex	65	65	84
4	Acquisition of Wamsutta Brand	-	85	85
5	Acquisition of Fluvitex Inc, USA	-	165	168
6	Acquisition of Modern Home Textiles, Inc USA	-	98	100
7	Greenfield Project (Phase 1) – Utility Bedding in North Carolina	-	50 [#]	31
TOTAL		165	463	468*

[#]Out of Rs. 130 Cr estimated. Balance will be spent in FY26

^{*}Funded through Internal Accruals and Debt on 60:40 basis

FY26e

Sr. No.	Particulars (Amt in Crs)	Budget
1	Zero liquid discharge (ZLD) facility at Effluent water treatment plant at Bhilad Unit	50
2	Maintenance and other Capex	65
3	Greenfield Project (Phase 1) – Utility Bedding in North Carolina	99
TOTAL		214[@]

[@]Proposed to be funded by Debt: Equity of 50:50 basis

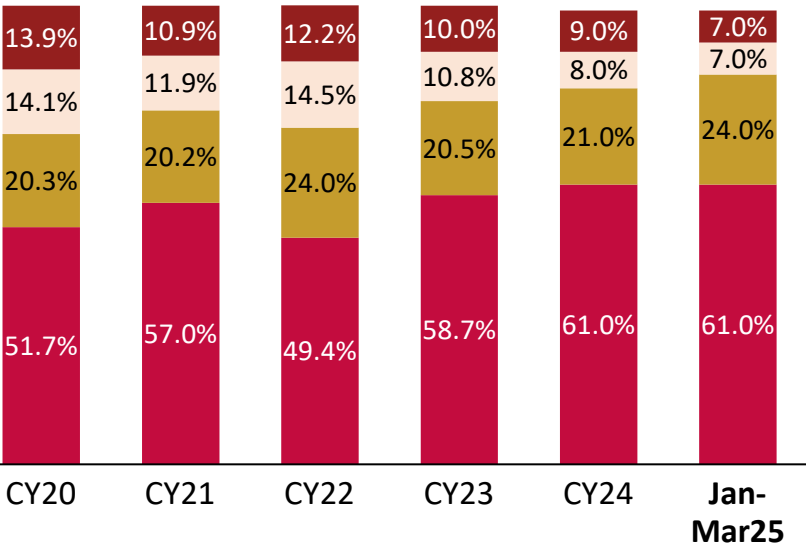


INDUSTRY OVERVIEW



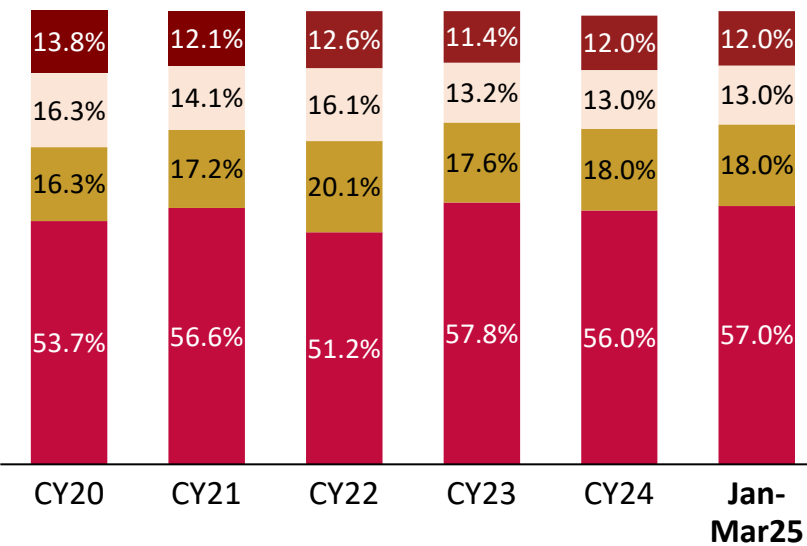
USA HOME TEXTILES MARKET DYNAMICS

US imports of Cotton Sheets

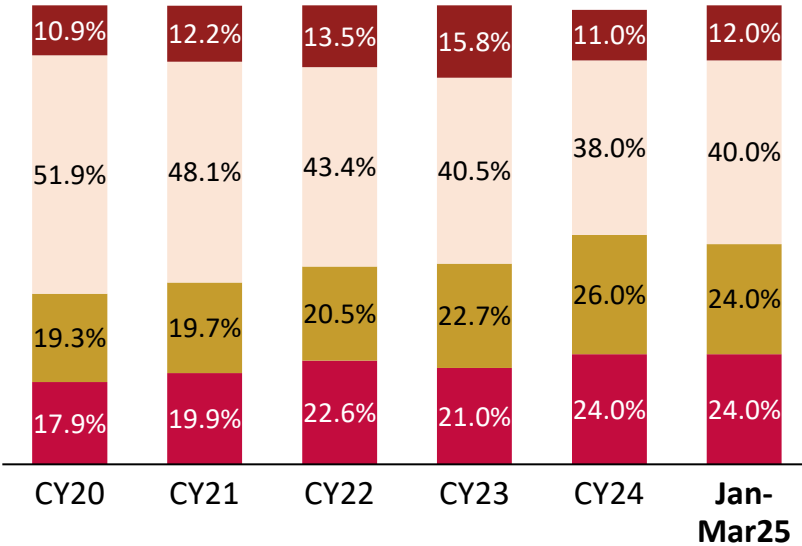


US imports of Cotton Pillowcases

India Pakistan China ROW



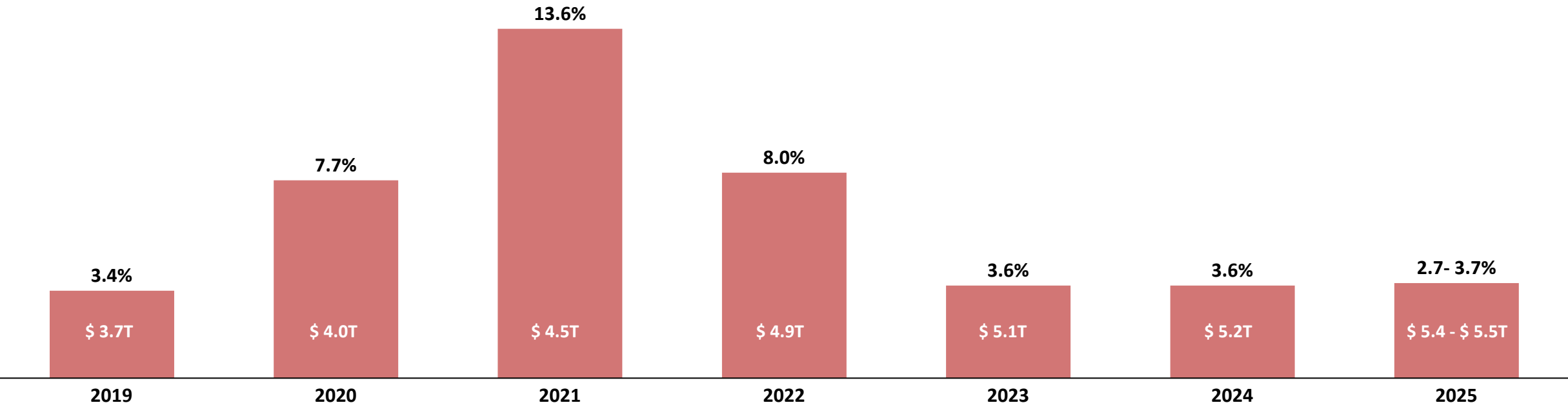
US imports of Cotton Bedsread



- China +1 strategy is playing out
- Unveiling a visible opportunity in Fashion Bedding market



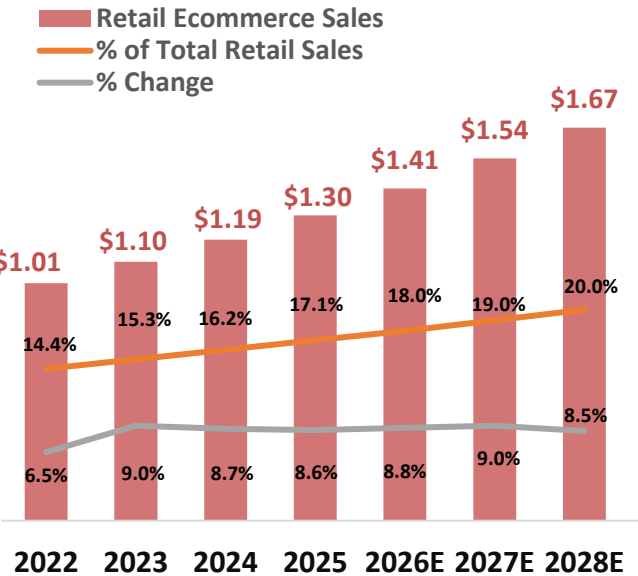
Annual Retail Sales and Sales Growth



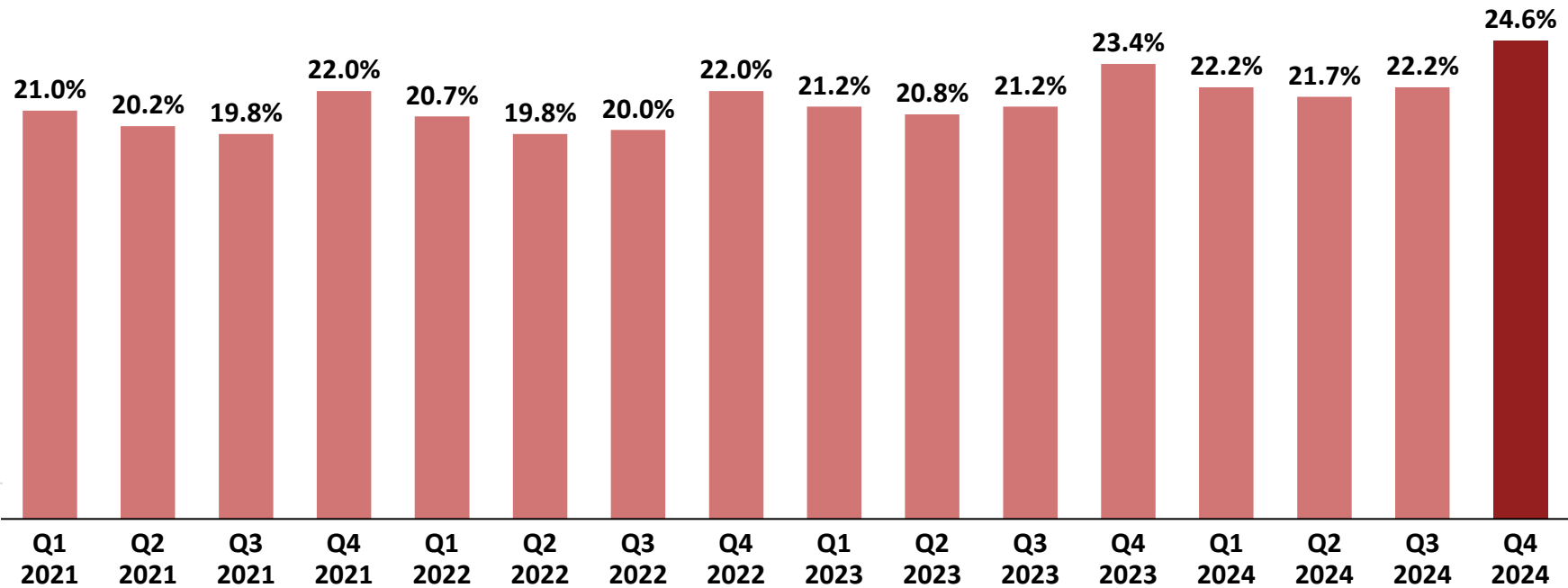
- The National Retail Federation (NRF) has forecast that **retail sales during 2025 will grow between 2.7 per cent and 3.7 per cent over 2024, reaching between \$5.42 trillion and \$5.48 trillion**
- The 2025 sales projection compares with 3.6 per cent annual sales growth of \$5.29 trillion dollars in 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 – 2026E
(US \$ Trillions)



US E-commerce sales penetration
Ecommerce's share of total retail sales by quarter (Q1 FY21 – Q4 FY24)



- Q4 2024 continued the upward trend in ecommerce that the holiday shopping season sparked
- These trends highlight the growing importance of both the holiday season and mobile optimization for ecommerce success

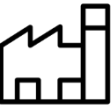


INDO COUNT

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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



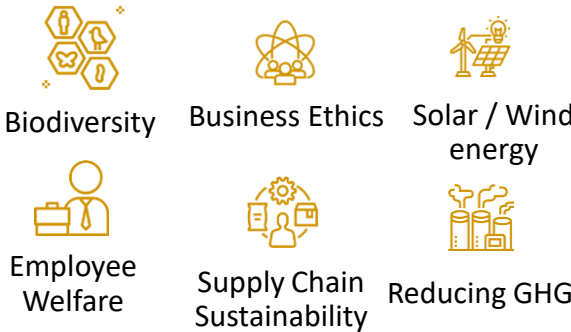
Operationally Efficient

- 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



Credit Rating

ICRA Ratings	Long Term – ICRA AA- (Outlook: Stable)
	Short Term – ICRA A1+
CARE Ratings	Long Term – CARE AA- (Outlook: Positive)
	Short Term – CARE A1+



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



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



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

OVERVIEW OF B2C & D2C INITIATIVES



OUR BRAND PORTFOLIO



OUR PORTFOLIO



SLEEP/RX®

HOTEL
Signature Sateen®



LINEN
CLOSET®

REKOO®

WHOLISTIC®



FABFIT®

Layers®
Dress Up Your Home



Purity™
HOME

WEAVESTRY®

KIDS
CORNER®

FLIP

COLOR SENSE

— THE —
COTTON
EXCHANGE

Focused digital presence in US, Europe, Middle-East and India



Shift from
Traditional Retail to
B2C / D2C



Current focus on
Brand building
& **Community**
building



Ambitious 5 Year Plan
for **Brand Growth**

FY25

Branded
Business

16% of
Revenue

E-commerce & Other
Digital Channels

12% of
Revenue

Domestic
Business

2.25% of
Revenue



BRAND PROMOTION ACTIVITIES DURING THE QUARTER

Bharat Tex' 25



MBO Branding





BRAND PROMOTION ACTIVITIES DURING THE QUARTER



Promoting the brand through various channels

Spring Summer 2025 Launch Event



Interaction with Retailers and Distributors



Collaborated effectively with retailers and distributors to enhance product visibility and drive sales

Available on Quick commerce

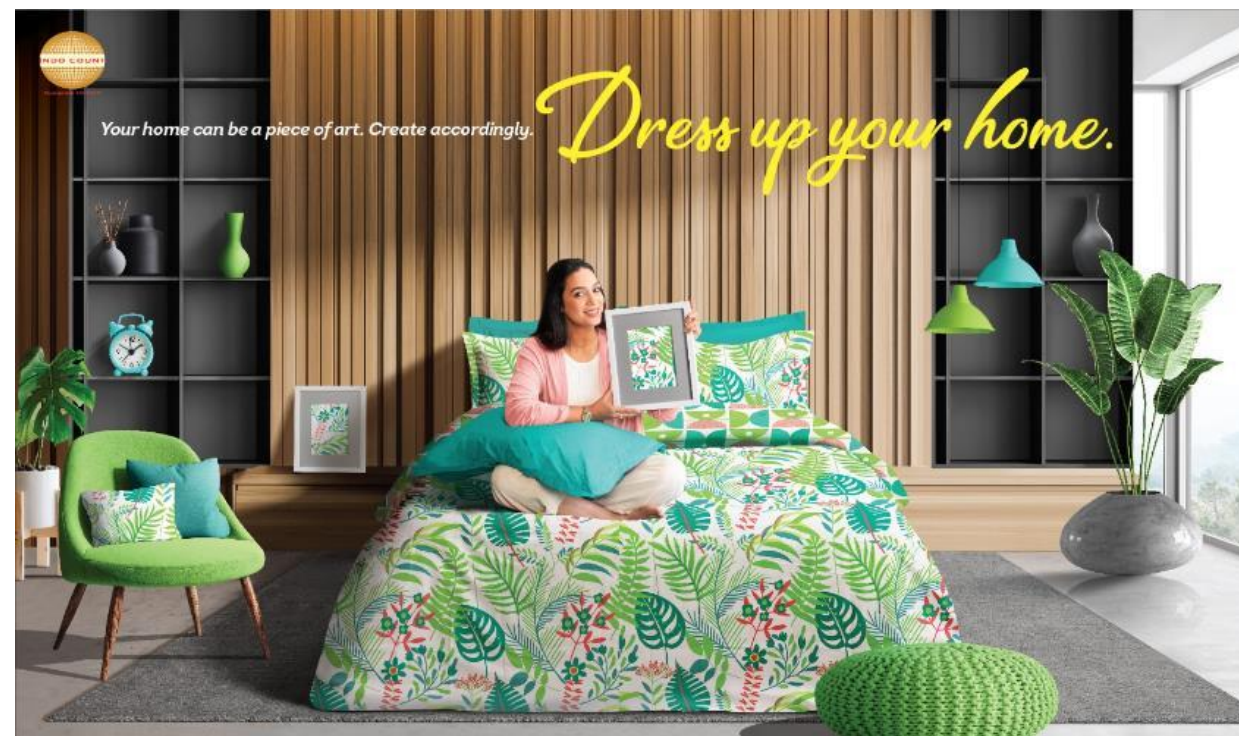


BOUTIQUE LIVING



A PREMIUM BRAND WITH EXQUISITELY CRAFTED BED LINEN DESIGNS

LAYERS



AFFORDABLE BED LINEN BRAND WITH MASSIVE ARRAY OF PRODUCTS



An American Icon Returns

The original American bedding and bath brand, trusted for over 180 years, is returning.





LICENSED BRAND TIE-UPS



JASPER CONRAN
LONDON

FIELDCREST - STANDS THE TEST OF TIME – OFFERING FOUNDATIONAL LUXURY FOR THE MODERN FAMILY



WAVERLY - LEADING THE WAY IN PRINTS AND PATTERNS SINCE 1923, WAVERLY HAS STOOD THE TEST OF TIME AS A TRAILBLAZER IN HOME FASHION AND LIFESTYLE TRENDS



GAIAM - FIRST WELLNESS / YOGA NATIONAL BRAND



JASPER CONRAN LONDON - AN EXCLUSIVE BED AND BATH COLLECTION





INDO COUNT

Complete Comfort

SUSTAINABILITY IS IN OUR DNA

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)

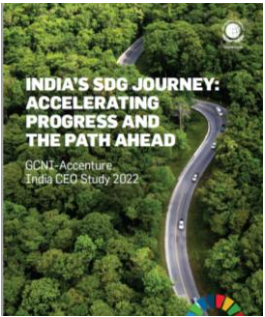
NINE SDG Goals



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

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



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



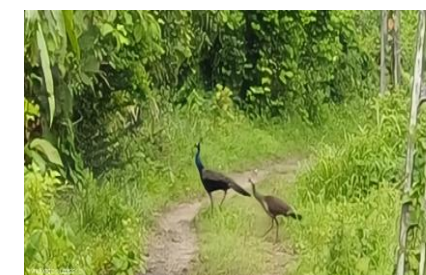
- Supporting **148+ schools with E-learning** facilities, benefiting **53,000+ students** in Kolhapur & Bhilad
- Installed **Smart TVs with E-learning** software in 65 schools, benefiting **30,000+ students** in Kolhapur

Water & Sanitation



- Providing clean drinking water for communities, benefiting 1,00,000+ people yearly
- Delivered **5,78,000+ 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 8% increase in cotton yield and farmers' income

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



AWARDS & RECOGNITION

Recognized for excellence in sustainability, ethical sourcing, and climate-smart agriculture



Sustainable Retail Practices

CITI-BSL Best Sustainable Retail Practices Award

Recognizing textile retailers who prioritize eco-friendly production, ethical sourcing, and traceability in their supply chains.

The award highlights innovations in circular economy models, technology driven sustainability solutions, and consumer-driven responsible business approaches

Waste Reduction

Excellence in Waste Reduction and Circular Innovation Leadership Award

Honouring industry leaders implementing efficient material management, recycling initiatives, and sustainable production practices to minimize environmental impact.

The award celebrates contributions toward zero-waste manufacturing and innovative waste management techniques

Best Cotton Farming Practice

1st Runner up - CITI - CDRA Best Regenerative Cotton Farming Practice Award

Acknowledging farmers and agricultural leaders for excellence in regenerative farming, water conservation, and climate-resilient cotton cultivation.

The award showcases crop monitoring and sustainable agricultural advancements that improve soil health and reduce environmental footprint

AWARDS & RECOGNITION

BW SUSTAINABLE WORLD AWARDS 2023 – CONFERRED BY BUSINESS WORLD






ICIL has been awarded “BW Sustainable World Awards 2023” for “India's Most Water Efficient Organisation” of the year 2023, conferred by Business World.

This award recognizes organizations commitment towards improving water utilization efficiency and have dedicated approach towards wastewater management, which includes recycling, recovery and reuse of industrial effluents.



Confederation of Indian Textile Indust



Indo Count has been recognized by CITI (The Confederation of Indian Textile and Industry) for its exceptional commitment to sustainability, with three National awards in the categories below for the year 2023-24 :

-  **Winner** - Best Practices adopted by Textile Mills, especially in Social Responsibility & Green Practices
-  **Winner** - Innovative Material Management in Textile Mills
-  **Runner-Up** - Best Sustainable Retail Practices



THE COTTON TEXTILES EXPORT PROMOTION COUNCIL
(Sponsored By Government of India)

Indo Count has also been recognized by TEXPROCIL (The Cotton Textile Export Promotion Council) for its exceptional performance in cotton exports :

-  **Gold Trophy** for the Highest Export Performance in Cotton Made Ups-Bed Linen/Bed Sheets/Quilts (Indo Count has received this award 6 times, and consecutively for the past 5 years)
-  **Gold Trophy** for the Special Achievement in Made-Ups



CSR APPRECIATION AWARD BY CSR ONE DECADE CELEBRATION COUNCIL



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

BEST WASTEWATER TREATMENT INITIATIVE OF THE YEAR 2024



Indo Count was awarded the Best Wastewater Treatment Initiative of the Year 2024 for its innovation efforts within the factory premises

BEST ENVIRONMENT FRIENDLY INITIATIVE OF YEAR 2024



Indo Count was awarded the Best Environment Friendly Initiative of the Year 2024 for its CSR efforts in environment care activities outside the factory premises

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