

August 13, 2026

Strong Q1; Growth remains on guided trajectory...

About the stock: Indo Count Industries (ICIL) is the world's largest bed-linen player. It has portfolio of ~25 brands (licensed + owned) to position well in US and other export markets. It has 4 manufacturing facilities in India with capacity of 153mn meters and 3 plants with 32.5mn pieces in the US.

Q1FY27 performance: ICIL's consolidated revenues reported 26% YoY growth to Rs.1207cr in Q1FY27. Core business (standalone) reported 12% YoY revenue growth while new business grew by almost 3x in Q1FY27. Consolidated gross margins improved by 169bps YoY to 55.3% and EBITDA margins improved 30bps YoY to 11.9%. EBITDA grew by 29% YoY to Rs.143.4cr while PAT grew by 62.1% YoY to Rs.63.2cr in Q1FY27

Investment Rationale:

Core business revenue guidance of Rs.4000cr retained for FY27: ICIL remains confident of achieving its Rs.4000cr revenue in core business supported by improving demand, recovery in volumes and relatively better realisations. Core business volumes stood at 23mn metres in Q1FY27, declining 2.5% YoY due to non-availability of shipping containers, while on a sequential basis volumes increased 12% QoQ reflecting easing tariff pressures and improving demand. Capacity utilisation also improved to 60% in Q1FY27 from 54% in Q4FY26, and the management expects utilisations and volumes to improve further as the operating environment normalises. The company expects Q2 and Q3 to remain strong aided by the US festive season. Further, it expects price negotiations undertaken with customers will start to flow in from Q2FY27 supporting better realisations. Also, Non-US core business is expected to grow by 20% in FY27 (30% of core business). The company is also seeing increasing traction in UK and EU markets, but orders are only expected to gradually scale over the next 12 months. We expect core to achieve revenues close to Rs4,000cr in FY27E and will increase to Rs4,700cr in FY28E.

Scale-up of new business continues to be strong: ICIL's new business revenues scaled up nearly 3x YoY to Rs.387cr in Q1FY27, supported by the ramp-up of utility bedding and the US branded business. With utility bedding capacity at 32.5mn pieces and utilisation expected at 60–65% in FY27, we expect utility bedding revenues to grow ~51%, driven by ~42% volume and ~6% realisation growth. Further, management targets Rs.500cr revenue from the US branded business in FY27, with Q1 revenue already at ~Rs.125cr. Overall, we expect new business revenues to scale-up to ~Rs1,500cr in FY27E and will further increase to ~Rs1,750cr in FY28E.

Operating EBITDA margins expected at ~11.5-12% in FY27: We expect operating EBITDA margins to be around 11.5%-12% in FY27, supported by recovery in core business margins and improving operating leverage as new businesses scale. Management indicated that the core bed-linen business can sustain ~15% margins, while utility bedding is also expected to reach ~15% margins once fully scaled from the current gestation phase. The US branded business is expected to deliver 100–200bps higher margins than 15%, implying ~16–17% margins at scale. As the contribution from these higher-margin businesses increases, we expect operating EBITDA margins (at consolidated level) to improve and gradually scale up towards 14-15% over the medium term.

Rating and Target Price: We maintain our Buy recommendation on the stock with revised price target of Rs.480 (valuing at 19x its FY28E EPS of Rs25.2).

Key Financial Summary

Key Financials (₹ Crore)	FY24	FY25	FY26	2-year CAGR (FY24-26)	FY27E	FY28E	2-year CAGR (FY26-28E)
Revenues	3557.1	4151.4	4141.3	7.9	5372.4	6441.7	24.7
EBIDTA	559.0	537.2	401.2	-15.3	639.9	882.4	48.3
EBIDTA Margins(%)	15.7	12.9	9.7		11.9	13.7	
Adjusted PAT	337.9	250.0	143.2	-34.9	314.7	498.3	86.6
EPS (Rs.)	17.1	12.7	7.3		15.9	25.2	
PE (x)	23.0	31.1	54.2		24.7	15.6	
EV to EBIDTA (x)	15.3	16.9	22.5		14.3	10.1	
RoE (%)	17.4	11.4	6.2		12.6	17.4	
RoCE (%)	13.0	9.5	5.9		9.7	13.0	

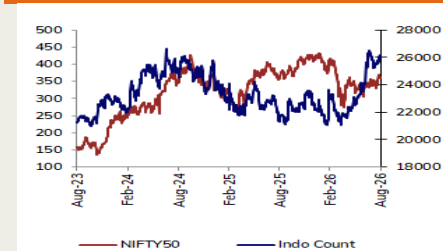
Source: Company, ICICI Direct Research

**Particulars**

Particular	Amount
Market Capitalisation (Rs crore)	7764
Debt (FY26) - Rs crore	1591
Cash (FY26) - Rs crore	314
EV (Rs crore)	9041
52-week H/L (Rs)	464 / 217
Equity capital (Rs crore)	39.6
Face value (Rs)	2

Shareholding pattern

	Sep-25	Dec-25	Mar-26	Jun-26
Promoters	58.7	58.7	58.7	58.7
FII	10.0	9.9	9.9	10.1
DII	5.3	6.0	5.7	5.8
Others	26.0	25.4	25.7	25.3

Price Chart**Key risks**

- Slowdown in key export markets.
- Increase in input prices could impact margins.

Research Analyst

Kaustubh Pawaskar
kaustubh.pawaskar@icicisecurities.com

Abhishek Shankar
abhishek.shankar@icicisecurities.com

Q1FY27 – Key Performance highlights

- ICIL consolidated revenues grew by 26% YoY to Rs.1207cr in Q1FY27. Core business revenues grew by 12% YoY to Rs.819cr while new business revenues scaled ~3x to Rs.387cr in Q1FY27.
- Core business revenues grew by 12% YoY growth to Rs.819cr driven by 14.5% YoY growth in realisation to Rs.357/metre while volumes declined by 2.5% YoY to 23mn pieces in Q1FY27. Decline in volumes on YoY basis was largely due to unavailability of shipping containers. Volumes grew by 12% QoQ reflecting easing tariff pressure and improved demand. Realisation declined by 4% QoQ due to change in product mix.
- New business revenues scaled by ~3x to Rs.387cr in Q1FY27 led by rapid growth in Wamsutta and other licensed brands. Improvement in utilisation also supported the growth in new business.
- Consolidated Gross margins improved by 169bps YoY to 55.3%. Standalone EBITDA margins improved to 13.9% by 188bps YoY largely aided by better realisation and lower tariff pressure. Subsidiary margins (diff of standalone and consol.) declined by 260bps YoY to 7.7% (as per our calculation) largely due to ramp up cost of the new facility in the US. Consolidated EBITDA margins improved by 30bps YoY to 11.9% in Q1FY27. EBITDA grew by 29.2% YoY to Rs.143.4cr.
- Strong operating performance coupled with higher other income led to 62.1% YoY growth in Adjusted PAT to Rs.63.2cr.

Exhibit 1: Q1FY27 Consolidated Result snapshot

(₹ crore)

Particulars	Q1FY27	Q1FY26	YoY (%)	Q4FY26	QoQ (%)
Total Revenue	1207.0	958.7	25.9	1057.7	14.1
Raw material cost	539.2	444.5	21.3	452.3	19.2
Employee cost	169.6	117.0	44.9	142.9	18.7
Other expenses	354.8	286.2	24.0	376.2	-5.7
Total operating cost	1063.6	847.7	25.5	971.4	9.5
EBITDA	143.4	111.0	29.2	86.3	66.1
Other income	17.0	8.6	97.9	30.0	-43.3
Interest & other financial cost	31.6	31.1	1.5	30.8	2.5
Depreciation	45.3	38.0	19.4	42.6	6.4
Profit Before Tax	83.5	50.5	65.3	43.0	94.3
Tax	20.3	11.5	76.1	9.2	121.4
Adjusted PAT	63.2	39.0	62.1	33.8	87.0
Extra-ordinary items	0.0	0.0	-	9.6	-
Reported PAT	63.2	39.0	62.1	24.2	161.2
Adjusted EPS (Rs.)	3.2	2.0	62.1	1.7	87.0
Margins	Q1FY27	Q1FY26	bps	Q4FY26	bps
GPM (%)	55.3	53.6	169	57.2	-191
EBITDA Margin (%)	11.9	11.6	30	8.2	372
NPM (%)	5.2	4.1	117	2.3	295
Tax rate (%)	24.3	22.8	150	21.3	297

Source: Company, ICICI Direct Research

Exhibit 2: Q1FY27 Standalone Result overview (₹ crore)

Particulars	Q1FY27	Q1FY26	y-o-y (%)	Q4FY26	q-o-q (%)
Total Revenue	819.4	733.3	11.8	757.9	8.1
EBITDA	113.5	87.8	29.3	66.5	70.7
Profit Before Tax	90.9	54.1	-	57.7	57.6
Tax	24.1	13.8	-	11.3	113.7
Adjusted PAT	66.8	40.3	-	46.4	43.9
Reported PAT	66.8	40.3	-	36.8	81.5
Adjusted EPS (Rs.)	3.4	2.0	-	2.3	43.9
Margins	Q1FY27	Q1FY26	bps	Q4FY26	bps
GPM (%)	58.2	55.7	247	59.0	-84
EBITDA Margin (%)	13.9	12.0	188	8.8	508
NPM (%)	8.1	5.5	266	4.9	330
Tax rate (%)	26.5	25.6	94	19.5	697

Source: Company, ICICI Direct Research

Exhibit 3: Q1FY27 Operational highlights (₹ crore)

Particulars	Q1FY27	Q1FY26	y-o-y (%)	Q4FY26	q-o-q (%)
Volumes (mn mtrs)	23.0	23.6	-2.5	20.5	12.2
Utilisation (%)	60.1	61.7		53.6	
Realisation (Rs/metre) *	356.3	310.7	14.7	369.7	-3.6
Revenues (In Rs.cr)	819.4	733.3	11.8	757.9	8.1

Source: Company, ICICI Direct Research

*realisation is as per our calculations

Q1FY27 Earnings call highlights

• Demand and Operating environment

- Management indicated that uncertainty around US tariffs has eased, leading to improving customer demand. With India now competitively positioned on tariffs, the company expects sourcing momentum from the US to strengthen through the year.
- Management expects stronger traction from non-US markets, particularly the UK and EU. Customer engagement has increased meaningfully, with the company seeing higher frequency of interactions with customers. However, management expects the benefits of FTAs to materialise gradually over 12–18 months rather than immediately.
- Management expects the traditionally stronger Q2 and Q3 periods to support the core business, particularly with the US festive season. Container availability remains an issue currently, but the company expects to manage the disruption and serve customer orders through its manufacturing network.

• Revenue Guidance and drivers

- Management indicated that customer-level price negotiations have been completed to offset higher raw material costs. The benefit from these negotiations is expected to start flowing through from Q2, supporting realisations through the year.
- Management expects 20%+ revenue growth in non-US markets in FY27, supported by the UK FTA, expected EU FTA and existing duty-free access to Australia, Japan, New Zealand and the Middle East.

- Management expects the branded business to generate around Rs.500cr revenue in FY27 and is targeting approximately US\$100mn revenue over the next three years. The portfolio includes Wamsutta, Fieldcrest, Waverly and Gaiam, while the company is also expanding its offering beyond its own manufactured products through sourcing.
- The longer-term new business ambition remains US\$275mn by 2028, which, together with continued growth in the core business, supports the company's Rs.8,000cr revenue aspiration by CY28.
- **Margin guidance and drivers**
 - Management indicated that the core bed-linen business should operate at around 15% EBITDA margin over the longer term. The company has also completed price negotiations to offset higher input costs, supporting margin sustainability.
 - While the business is still in the ramp-up phase, management expects utility bedding to reach around 15% margin once it achieves full scale. Current margins are affected by the gestation period of the newly commissioned facility.
 - Management expects the branded business to generate 100–200bps higher margins than the 15% level once it reaches meaningful scale.
 - The company currently targets 15–16% consolidated EBITDA margin over the longer term, with scope to recalibrate this target as the new businesses mature and the contribution from higher-margin branded business increases.

Revision in earnings estimates

We have reduced our earnings estimates for FY27E and FY28E by 3.4% and 3.1% respectively to factor in lower EBITDA margins than earlier anticipated.

Exhibit 4: Changes in headline estimates

(₹ crore)	FY27E			FY28E		
	Old	New	% Chg	Old	New	% Chg
Net Revenues	5270.3	5372.4	1.9	6274.4	6441.7	2.7
EBIDTA	669.6	639.9	-4.4	913.3	882.4	-3.4
EBIDTA margin (%)	12.7	11.9	(78)bps	14.6	13.7	(93)bps
PAT	325.8	314.7	-3.4	514.1	498.3	-3.1
EPS (Rs.)	16.4	15.9	-3.4	26.0	25.2	-3.1

Source: Company, ICICI Direct Research

Exhibit 5: Key Operating Assumptions

Particulars	FY25	FY26	FY27E	FY28E
Standalone				
Volumes (In mn Mtrs)	106.4	94.1	107.9	122.4
Growth (%)	9.9%	-11.6%	14.6%	13.5%
Realisation (In Rs./piece)	354.5	329.3	362.2	383.9
Growth (%)	-3.5%	-7.1%	10.0%	6.0%
Standalone Revenues	3771.6	3098.4	3906.8	4699.2
Growth (%)	6.0%	-17.9%	26.1%	20.3%
Utility Bedding business				
Volumes (In mn Mtrs)	0.0	14.6	20.8	22.4
Growth (%)	-	-	42.2%	7.8%
Realisation (In Rs./piece)	0.0	361.0	382.7	401.8
Growth (%)	-	-	6.0%	5.0%
Revenues	225.0	528.0	796.0	901.1
Growth (%)	-	134.7%	50.8%	13.2%
Branded Business				
Wamsutta + New Brands (In Rs. Cr)	0.0	264.0	356.4	481.1
Growth (%)	-	-	35.0%	35.0%
Other Brands	154.7	250.6	313.3	360.2
Growth (%)	-	61.9%	25.0%	15.0%
Revenues	154.7	514.6	669.7	841.4
Growth (%)	-	232.6%	30.1%	25.6%
Total Revenues (In Rs. Cr)	4151.4	4141.0	5372.4	6441.7
Growth (%)	16.7%	-0.3%	29.7%	19.9%

¹Source: Company, ICICI Direct Research

Financial summary

Exhibit 6: Profit and loss statement ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Total Operating Income	4151.4	4141.3	5372.4	6441.7
Growth (%)	16.7	-0.2	29.7	19.9
Raw Material Expenses	1845.7	1891.8	2390.7	2834.3
Gross Profit	2305.7	2249.5	2981.7	3607.3
Employee Expenses	432.5	506.7	633.4	747.4
Job Worked Charges	352.9	331.3	429.8	502.4
Other Expenditure	983.1	1010.4	1278.6	1475.1
Total Operating Expenditure	3614.2	3740.2	4732.5	5559.3
EBITDA	537.2	401.2	639.9	882.4
Growth (%)	-3.9	-25.3	59.5	37.9
Interest	123.2	123.2	115.6	111.9
Depreciation	115.9	159.2	165.1	169.4
Other Income	39.5	69.5	59.0	63.2
Exchange gain & losses				
PBT	337.6	188.3	418.2	664.3
Less Tax	87.6	45.1	102.5	162.8
Adjusted PAT (before exceptional item)	250.0	143.2	315.8	501.5
Growth (%)	-26.0	-42.7	120.5	58.8
Exceptional item	0.0	16.5	0.0	0.0
Reported PAT	250.0	126.7	315.8	501.5
Growth (%)	-26.0	-49.3	149.3	58.8
EPS (Adjusted)	12.6	7.2	15.9	25.3

Source: Company, ICICI Direct Research

Exhibit 8: Balance sheet ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Equity Capital	39.6	39.6	39.6	39.6
Reserve and Surplus	2242.0	2315.7	2590.8	3049.4
Total Shareholders funds	2281.6	2355.3	2630.4	3089.1
Minority Interest	0.0	0.0	0.0	0.0
Total Debt	1565.0	1591.3	1491.3	1491.3
Deferred Tax Liability	100.0	79.7	79.7	79.7
Other Non Current Liabilities	33.0	35.7	37.5	39.4
Total Liabilities	3979.7	4062.0	4238.9	4699.5
Gross Block - Fixed Assets	2305.8	2581.0	2747.2	2812.2
Accumulated Depreciation	683.3	818.5	985.0	1158.8
Net Block	1622.5	1762.5	1762.2	1653.4
Capital WIP	50.2	4.4	4.4	4.4
Fixed Assets	1672.7	1766.9	1766.6	1657.9
Goodwill & Other intangible assets	272.5	322.1	322.1	322.1
Other non-Current Assets	91.2	12.9	13.6	14.3
Inventory	1158.0	1250.9	1398.3	1676.6
Debtors	591.8	513.0	662.4	794.2
Other Current Assets	174.9	257.8	283.6	311.9
Loans & Advances	37.3	54.4	62.6	72.0
Cash	106.2	113.6	16.2	16.0
Liquid investments & bank balance	150.3	200.3	100.0	290.0
Total Current Assets	2218.6	2389.9	2523.0	3160.7
Creditors	231.2	371.5	323.8	388.3
Provisions	20.7	27.2	29.9	32.9
Other Current Liabilities	23.5	31.1	32.6	34.3
Total Current Liabilities	275.3	429.8	386.4	455.4
Net Current Assets	1943.3	1960.1	2136.6	2705.3
Application of Funds	3979.7	4062.0	4238.9	4699.5

Source: Company, ICICI Direct Research

Exhibit 7: Cash flow statement ₹ crore

(Year-end March)	FY25	FY26	FY27E	FY28E
Profit/(Loss) after taxation	210.5	73.7	255.7	435.1
Add: Depreciation & Amortization	115.9	159.2	166.5	173.7
Other income	39.5	69.5	59.0	63.2
Changes in the working capital	-125.2	40.5	-374.2	-378.8
CF from Operating activities	240.7	342.9	107.0	293.2
(Purchase)/Sale of Fixed Assets	-431.1	-253.4	-166.2	-65.0
Intangible Assets and Goodwill	-240.3	-49.6	0.0	0.0
Bank balance	-7.0	-50.0	100.3	-190.0
Others	-52.1	78.3	-0.6	-0.7
CF from Investing activities	-730.5	-274.7	-66.6	-255.7
(inc)/Dec in Loan	547.8	26.3	-100.0	0.0
Change in equity & reserves	-17.8	-39.8	0.0	0.0
Dividend paid	-40	-30	-40	-40
Other	13.0	-17.6	1.8	1.9
CF from Financing activities	503.4	-60.8	-137.8	-37.7
Net Cash Flow	13.6	7.4	-97.4	-0.2
Cash and Cash Equivalent (opening)	92.6	106.2	113.6	16.2
Cash	106.2	113.6	16.2	16.0
Free Cash Flow	-190.4	89.5	-59.2	228.2

Source: Company, ICICI Direct Research

Exhibit 9: Key ratios

(Year-end March)	FY25	FY26	FY27E	FY28E
Per share data (₹)				
Adjusted EPS	12.6	7.2	15.9	25.2
Cash EPS	18.5	15.3	24.3	33.9
BV per share	115.2	118.9	132.8	156.0
Dividend per share	2.0	1.5	2.0	2.0
Asset Turnover (x)	1.8	1.6	2.0	2.3
Operating Ratios (%)				
Gross margins (%)	55.5	54.3	55.5	56.0
Operating EBITDA margins (%)	12.9	9.7	11.9	13.7
PAT Margins	6.0	3.5	5.9	7.7
Return Ratios (%)				
RoE	11.4	6.2	12.6	17.4
RoCE	9.5	5.9	9.7	13.0
Valuation Ratios (x)				
P/E	31.1	54.2	24.7	15.6
EV / EBITDA	16.9	22.5	14.3	10.1
EV / Sales	2.2	2.2	1.7	1.4
Market Cap / Sales	1.9	1.9	1.4	1.2
Price to Book Value	3.4	3.3	3.0	2.5
Solvency Ratios (x)				
Debt / Equity	0.7	0.7	0.6	0.5
Debt / EBITDA	2.9	4.0	2.3	1.7
Operating cash cycle	134	123	118	118

Source: Company, ICICI Direct Research

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Sell: <-15%

Pankaj Pandey

Head – Research

pankaj.pandey@icicisecurities.com

ICICI Direct Research
Desk,
ICICI Securities Limited,
Third Floor, Brillanto
House,
Road No 13, MIDC,
Andheri (East)
Mumbai – 400 093
research@icicidirect.com

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Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal

Contact number: 022-40701000 E-mail Address: complianceofficer@icicisecurities.com

For any queries or grievances: Mr. Jeetu Jawrani Email address: headservicequality@icicidirect.com Contact Number: 18601231122

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