



INDIAN TERRAIN

ANNUAL REPORT
— 2016-17 —



NOTE FROM THE CHAIRMAN

It is said that all the forces in the world are not as powerful as an idea whose time has come.

Over 15 years ago when we began our journey calling ourselves Indian Terrain, we were told that this was contrary to category and lifestyle aspirations.

And we have all witnessed the change ! Today, as Indian Terrain, we are strongly positioned to resonate with a new surging India. A restless, and increasingly confident nation that has created a unique mark for itself on the global map, one with a strong sense of identity drawing pride from who we are and where we belong.

We are proud to be, India's most preferred and fastest growing apparel brand in the mens smart casual segment. Our core strengths are : best in class international product quality, expansive distribution network, a robust supply chain network & a relevant audience focused communication strategy, all of which have resulted in an exceptionally large base of happy consumers.

This year in particular, has been a seminal year with demonetization having a far reaching impact across society. This was followed by the

introduction of GST, a bold move with strong positive implications for the long term.

Change always brings out one's strengths. Demonetization, though challenging, strongly highlighted the brand's inherent strengths and pull. The digital push to payments seemed natural for our audience, men who thrived on change like the brand!

What always amazes me and I draw inspiration from, is the strong sense of passion the brand evokes. From our own employees, our partners and our valued customers alike.

I am confident, that this is the bedrock that will propel us to an exciting future ahead.

Thanking you all for the invaluable trust and belief in us as a brand.

Regards

Venky Rajgopal
Chairman & Managing Director



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Board of Directors	
Mr. Venkatesh Rajagopal	Chairman & Managing Director
Mrs. Rama Rajagopal	Whole time Director
Mr. N.K. Ranganath	Independent Director
Mr. P.S. Raman	Independent Director
Mr. Harsh Bahadur	Independent Director
Mr. Manoj Mohanka	Independent Director

Audit Committee	
Mr. N.K. Ranganath	Chairman
Mr. Venkatesh Rajagopal	Member
Mr. P.S. Raman	Member
Mr. Harsh Bahadur	Member
Mr. Manoj Mohanka	Member

Stakeholders Relationship Committee	
Mr. N.K. Ranganath	Chairman
Mr. Venkatesh Rajagopal	Member
Mr. P.S. Raman	Member

Nomination and Remuneration Committee	
Mr. N.K. Ranganath	Chairman
Mr. Harsh Bahadur	Member
Mr. Manoj Mohanka	Member
Mr. P.S. Raman	Member

Corporate Social Responsibility Committee	
Mrs. Rama Rajagopal	Chairman
Mr. Venkatesh Rajagopal	Member
Mr. N.K. Ranganath	Member

Chief Executive Officer	
Mr. Charath Ram Narsimhan	

Chief Operating Officer	
Mr. Amitabh Suri	

Chief Financial Officer	
Mrs. L. Visalakshi (Appointed w.e.f 27 th May, 2017)	

Company Secretary	
Mr. Ravi B.S.G (Appointed w.e.f 28 th Nov, 2016)	

Statutory Auditors	
M/s. Anil Nair & Associates Egmore, Chennai – 600008	M/s. CNGSN & Associates LLP T. Nagar, Chennai – 600017

Internal Auditors	
M/s. RVKS & Associates R.A. Puram, Chennai - 600028	

Banker	
State Bank of India, Overseas Branch, Chennai - 600001	

Registered Office	
No. 208, Velachery Tambaram Road, Narayanapuram, Pallikaranai, Chennai - 600100 CIN : L18101TN2009PLC073017	

Corporate Office	
SDF-IV & C2, 3rd Main Road, MEPZ-SEZ, Tambaram, Chennai - 600045 Tel : +91 44 4227 9100 (Board) Fax : +91 44 2262 2897 Email : response.itfl@indianterrain.com Website : www.indianterrain.com	

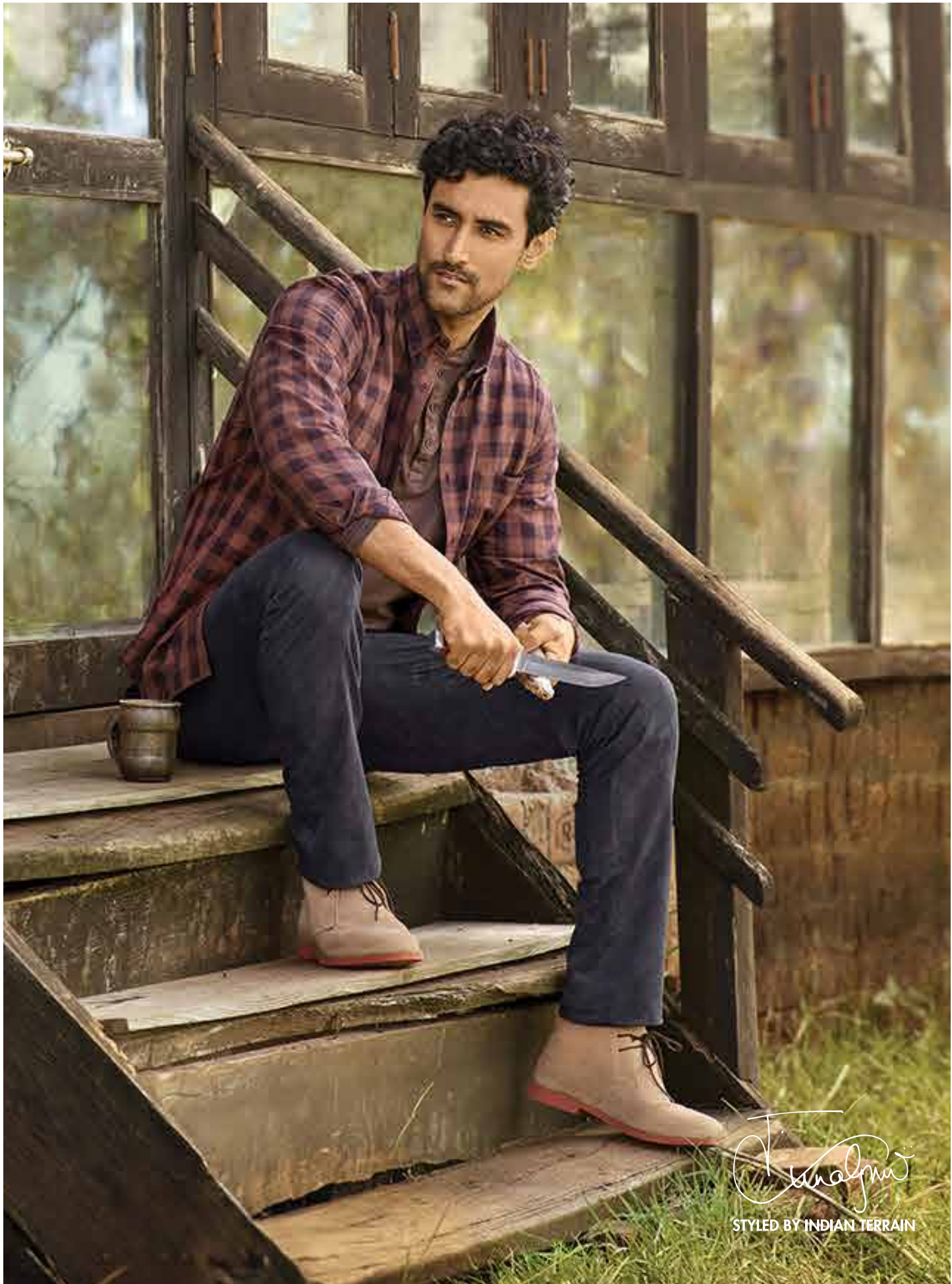
Warehouse	
70/2 & 3A, Agaram Road, Thiruvanchery Village, Chennai - 600073	

Registrar and Share Transfer Agent	
Link Intime India Private Limited www.linkintime.co.in	



Indian Terrain

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Subtle impressions.



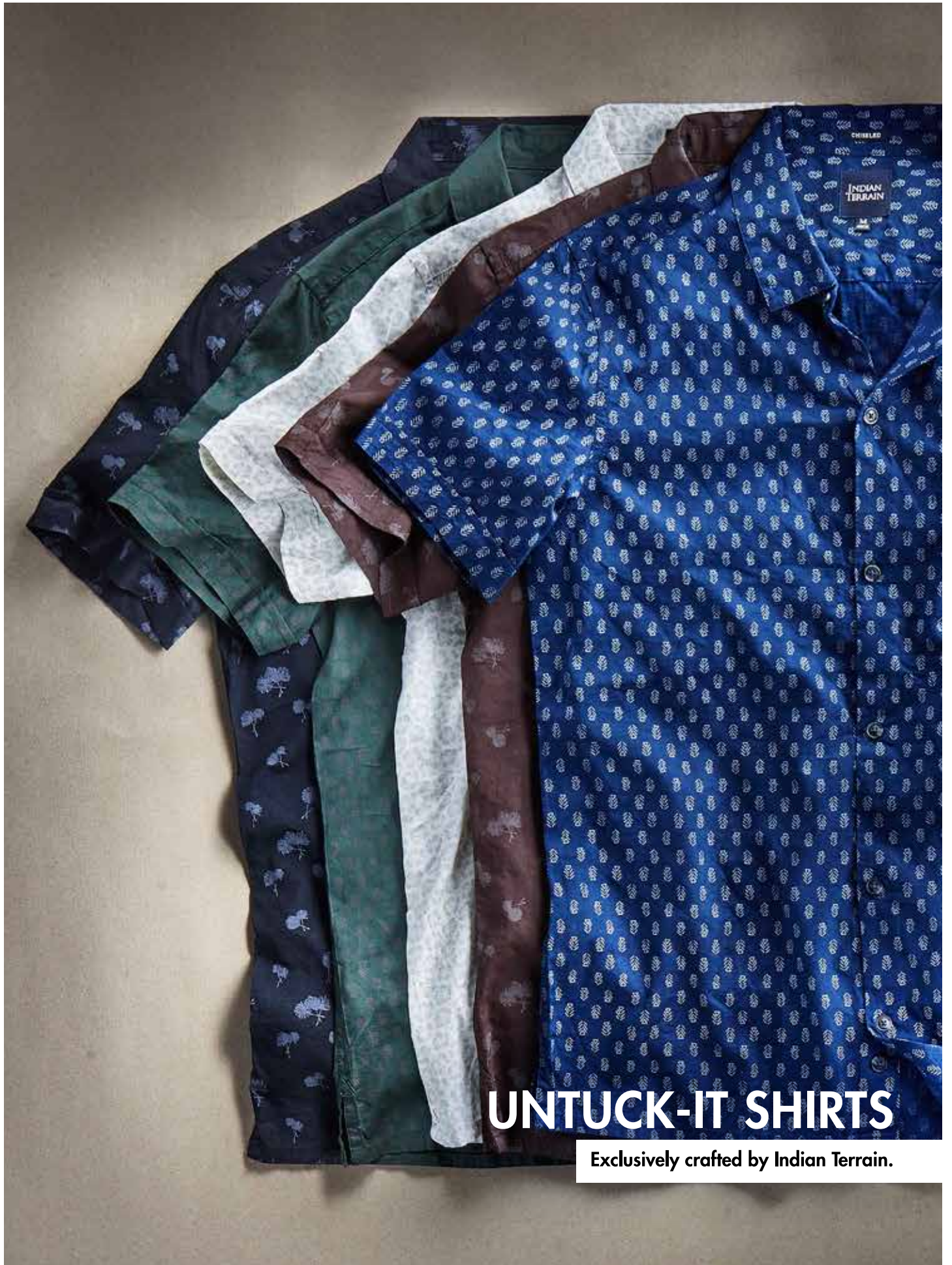
FLANNELS

The comfortable classics.



INDIGO POLOS

365 days, 365 versions.



UNTUCK-IT SHIRTS

Exclusively crafted by Indian Terrain.

