

WIL/SEC/2023

April 27, 2023

<b>Bombay Stock Exchange Limited</b> Department of Corporate Services, SP. J. Towers, Dalal Street, Mumbai – 400 001 (Scrip Code-514162)	<b>National Stock Exchange of India Limited</b> Listing Compliance Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol: WELSPUNIND)
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Dear Sirs/ Madam,

**Subject: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on audited financial results of the Company for the quarter and year ended March 31, 2023.

Please take the same on record.

Thank you,

**For Welspun India Limited**

**Shashikant Thorat**  
**Company Secretary**  
**ICSI Membership No. : FCS-6505**

**Enclosed: Earnings Presentation as mentioned above****Welspun India Limited**

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Corporate Identity Number: L17110GJ1985PLC033271



# Earnings Presentation

Welspun India Limited

Home Textile | Advance Textile | Flooring

**Q4 FY23**

27<sup>th</sup> April 2023

NSE: WELSPUNIND  
Bloomberg: WLSI:IN  
Reuters: WLSP.NS





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# Welspun India - Global Home Textiles Leader



## Diversified Brand & License Portfolio



Multipronged

### E-Commerce

Strategy to accelerate growth & capture larger share of the fast-growing market



### ESG Focused

organization with well-defined principles, roadmap and targets



### Strong Emerging Businesses:

- ◆ Flooring Solutions disrupting the world of flooring
- ◆ Advanced Textiles dealing with innovative product applications



### Thought leader

Tamper-proof Blockchain platform for state-of-the-art transparency for All Fibers & All Product Categories



### A certified woman owned business

with >25% women in a 24,000+ strong workforce



Welspun India Ltd (WIL), part of \$2.3 bn Welspun Group, is a global leader in the Home Textiles landscape. With a strong global distribution network and world-class vertically-integrated manufacturing facilities located in India, Welspun is strategic partners with top global retailers.

**WIL is differentiated by its strategy based on Branding, Innovation and Sustainability.**

# Management Commentary



“A relatively higher order flows from retailers and a stellar performance from all our Emerging businesses resulted in a QoQ revenue growth of 15% in Q4FY23. It is heartening to see our Domestic business reaching newer heights with a 31% Growth in FY23. We are fast progressing towards making ‘Har Ghar Welspun’ a reality with our continued focus and investment in Domestic Consumer business as well as in building our global brands. On cost side, we have seen a marked reduction in Cotton prices and ocean freights have levelled to about pre-pandemic levels. Coupled with this, our sharp focus on value engineering and cost rationalisation, resulted in better bottom line, with the highest EBITDA % in last six quarters. With global economy still reeling under the pressure of slowdown and customer sentiments relatively subdued, we believe it might take a couple of quarters for normal demand to come back. We are, however, committed towards our strategy of long term profitable growth and continue to differentiate ourselves through innovation, brands, unparalleled quality and highest standards of service.

Welspun has come a long way in terms of sustainability and adapting global ESG trends and practices across its manufacturing facilities. The recent DJSI score of 59, which is 23% higher than our previous score and which places us among the Top 5 percentile of Global Textile companies, is a reflection of our robust ESG frameworks and implementation of policy at the operational level.”



# AWARDS & RECOGNITION



**2022**

Brand Welspun wins Prestigious Brand of Asia award (textile) out of 50 brands selected from various domains



**2022**

Brand SPACES campaign wins ET Ascent Star Industry Award in the 'best use of social media marketing' category for the Chief Style Officer 3.0 campaign.



**2022**

SPACES featured in the 3rd edition of Femina Power Brands 2022-23



**2022**

WIL has been reckoned as one of the best managed companies 2022 by Deloitte Private



**Sustainability**

**2022**

Community Sustainable award for ESG efforts



**2022**

Welspun India received the Platinum Award in the "Sustainability" category at the "Apex Green Leaf Awards 2022"



**Our CEO Ms. Dipali Goenka selected as Most Powerful Women in Business by Business Today and Most Influential Women 2023 by Business World**



**2022**

Welspun Global Brands Ltd Domestic Business has been awarded Excellence in Supply Chain & Logistics in Textiles Category by CII at their SCALE Awards-2022



**Industry Performance**

**2021/2022**

Outstanding performance for Textile category



**Highest Exports**

**2010- 2021**

Platinum award for Highest global exports. Winning for 11 years in a row

**and many more...**



**Welspun Super Sport Women continue making us proud! World no. 1 para shuttler Manasi Joshi and boxer Nikhat Zareen made it to the list of prestigious Arjuna awardees.**

**Feathers in our cap**

# Strong Global Presence



## Key Customer Partnership

### North America



### UK & Europe



### India



### ROW



Over **50**  
Countries  
Presence



# Key Highlights



Brands



E-Commerce



Innovation

Click the Icons to know more

## Total Income

- Q4 ₹21,955 mn grew 15.3% QoQ
- FY 23 ₹ 82,151

## EBITDA

- Q4 ₹ 3,201 mn Margin @14.6% up by 40% QoQ
- FY 23 ₹ Margin 8,739 Mn @ 10.6%

**Domestic Consumer Business** grew by 31% YTD

**Branded Business** is ₹ 15,837 Mn, as % of overall revenues has grown from 16% in FY22 to 22% in FY23

**Net Debt** stood at ₹ 15,343 mn vs. ₹22,289 mn (FY 22), reduction of 6,946 Mn.

**Net Debt/Equity** is 0.38 Vs. 0.56 (FY 22)

**Advance Textile Business** grew by 43% YTD

**Emerging Business** grew by 17% QoQ & 24% YoY in Q4 FY 23, contributing 34% of total sales in FY 23 vs.26% in FY 22.





# Quarterly Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	<b>21,955</b>	<b>3,201</b>	<b>1,733</b>	<b>1,254</b>	<b>2,481</b>
Growth (YoY)	(2.3%) <sup>↓</sup>	29.9% <sup>↑</sup>	59.4% <sup>↑</sup>	140.3% <sup>↑</sup>	29.4% <sup>↑</sup>
Growth (QoQ)	15.3% <sup>↑</sup>	40.0% <sup>↑</sup>	120.7% <sup>↑</sup>	195.9% <sup>↑</sup>	39.5% <sup>↑</sup>
Margin (%)		14.6%	7.9%	5.7%	
Margin Expansion/(Contraction) (Y-o-Y)		361 bps	306 bps	339 bps	
Margin Expansion/(Contraction) (Q-o-Q)		257 bps	377 bps	349 bps	
EPS/CEPS				1.28	2.51

# FY23 Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	<b>82,151</b>	<b>8,739</b>	<b>3,019</b>	<b>1,988</b>	<b>6,760</b>
Growth (YoY)*	(11.4%) ↓	(33.8%) ↓	(60.7%) ↓	(62.0%) ↓	(31.9%) ↓
Margin (%)		10.6%	3.7%	2.4%	
Margin Expansion/Contraction (Y-o-Y)		(359 bps)	(943 bps)	(322 bps)	
EPS/CEPS				2.02	6.84

\*FY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

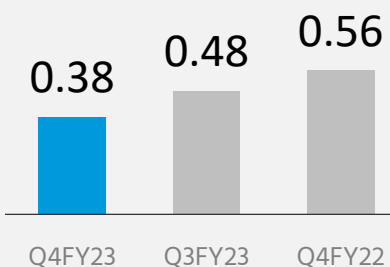
# Quarterly Highlights

(₹ Million)

Particulars	31-Mar-23	31-Mar-22	31-Dec-22
<b>Net Worth</b>	<b>40,878</b>	<b>39,717</b>	<b>39,416</b>
Short Term Loans	12,342	19,742	17,051
Long Term Loans	11,162	12,142	11,511
of which Net Flooring Debt	7,878	8,300	8,967
<b>Gross Debt</b>	<b>23,504</b>	<b>31,884</b>	<b>28,562</b>
Cash & Cash Equiv.	8,161	9,595	9,470
<b>Net Debt</b>	<b>15,343</b>	<b>22,289</b>	<b>19,092</b>
<b>Net Debt excl. Flooring debt</b>	<b>7,465</b>	<b>13,989</b>	<b>10,125</b>
Total Assets	86,501	94,368	89,669

## Net Debt / Equity

(x)



**Note:**  
quarterly chart figures are on TTM basis.



# Revenue Highlights

(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q4FY23	3,934	9,222	1,394	1,088	2,353	17	1,111
<i>Sales Contribution (%)</i>	<i>21%</i>	<i>48%</i>	<i>7%</i>	<i>6%</i>	<i>12%</i>	<i>0%</i>	<i>6%</i>
Q3FY23	3,718	7,677	1,196	964	1,328	22	1,435
<i>Sales Contribution (%)</i>	<i>23%</i>	<i>47%</i>	<i>7%</i>	<i>6%</i>	<i>8%</i>	<i>0%</i>	<i>9%</i>
Q4FY22	4,103	11,832	1,123	885	1,277	25	1,019
<i>Sales Contribution (%)</i>	<i>20%</i>	<i>58%</i>	<i>6%</i>	<i>4%</i>	<i>6%</i>	<i>0%</i>	<i>5%</i>
<i>Growth QoQ (%)</i>	<i>6%</i>	<i>20%</i>	<i>17%</i>	<i>13%</i>	<i>77%</i>	<i>(23%)</i>	<i>(23%)</i>
FY23	13,235	37,420	4,970	3,841	6,942	109	4,945
<i>Sales Contribution (%)</i>	<i>19%</i>	<i>52%</i>	<i>7%</i>	<i>5%</i>	<i>10%</i>	<i>0%</i>	<i>7%</i>
FY22	20,466	45,057	4,301	4,182	5,655	179	3,626
<i>Sales Contribution (%)</i>	<i>25%</i>	<i>54%</i>	<i>5%</i>	<i>5%</i>	<i>7%</i>	<i>0%</i>	<i>4%</i>
<i>Growth YoY (%)</i>	<i>(35%)</i>	<i>(17%)</i>	<i>16%</i>	<i>(8%)</i>	<i>23%</i>	<i>(39%)</i>	<i>36%</i>

**24% YoY**

Growth in **Domestic Business**

**16% YoY**

Growth in **Branded business**

**Note:**

\*Non-Domestic

#Includes Innovation

Revenue excludes Other Operating Income

# Revenue Highlights

(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textiles	Flooring – B2B	Flooring – Branded
Q4 FY23	12,502	3,138	1,105	838	1,211	326
<i>Sales Contribution (%)</i>	65%	16%	6%	4%	6%	2%
Q3 FY23	10,683	2,362	986	761	1,148	401
<i>Sales Contribution (%)</i>	65%	14%	6%	5%	7%	2%
Q4 FY22	14,924	2,070	910	742	1,392	226
<i>Sales Contribution (%)</i>	74%	10%	4%	4%	7%	1%
<i>Growth QoQ (%)</i>	17%	33%	12%	10%	6%	(19%)
FY23	47,310	10,643	3,950	3,472	4,844	1,244
<i>Sales Contribution (%)</i>	66%	15%	6%	5%	7%	2%
FY22	61,890	8,565	4,362	2,671	5,264	716
<i>Sales Contribution (%)</i>	74%	10%	5%	3%	6%	1%
<i>Growth YoY (%)</i>	(24%)	24%	(9%)	30%	(8%)	74%

**Note:**

HT - Home Textile  
 HT-Branded includes sales from licensed brands  
 Revenue excludes Other Operating Income

74% YoY

Growth in Flooring Branded

30% YoY

Growth in Advance Textiles

# Operational highlights (Quarterly)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q4FY23	Utilization (%)	Q3FY23	Utilization (%)	Q4FY22	Utilization (%)	
	Bath Linen	MT	90,000	14,948	66%	16,279	72%	14,360	67%	
	Bed Linen	Mn mtrs	108	14.7	54%	12.6	47%	15.5	69%	
	Rugs & Carpets	Mn sq mtrs	12.0	2.1	70%	1.5	51%	1.7	57%	
	<b>Advanced Textile</b>									
	Spunlace*	MT	27,729	2,811	41%	2,564	37%	2,010	73%	
	Needle Punch	MT	3,026	264	35%	283	37%	318	50%	
	Wet Wipes	Mn Packs	100	4.7	19%	6.0	24%	6.5	40%	

Flooring	Particulars	UOM	Annual Capacity		Q4FY23	Utilisation (%)	Q3FY23	Utilisation (%)	Q4FY22	Utilisation (%)
			Expected	Operational						
	Flooring	Mn sq mtrs	27	18	1.5	34%	1.4	30%	1.5	37%

Additional Capacity of 17,729 MT, commenced effective 12th March 2022



# Operational highlights (FY 23)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	FY23	Utilization (%)	FY22	Utilization (%)
	Bath Linen	MT	90,000	56,397	63%	71,695	84%
	Bed Linen	Mn mtrs	108	55.2	51%	83.5	93%
	Rugs & Carpets	Mn sq mtrs	12.0	7.2	60%	9.2	77%
	<b>Advanced Textile</b>						
	Spunlace*	MT	27,729	10,199	37%	7,140	65%
	Needle Punch	MT	3,026	1,109	37%	1,355	54%
	Wet Wipes	Mn Packs	100	22	22%	22	35%

Flooring	Particulars	UOM	Annual Capacity		FY23	Utilisation (%)	FY22	Utilisation (%)
			Expected	Operational				
Flooring	Mn sq mtrs		27	18	5.7	34%	5.5	34%

Additional Capacity of 17,729 MT, commenced effective 12th March 2022

# Quarterly Profit & Loss

(₹ Million)

Particulars	Q4 FY23	Q4 FY22	YoY Change	Q3FY23	QoQ Change	FY23	FY22	YoY* Change
<b>Total Income</b>	<b>21,955</b>	<b>22,471</b>	<b>(2.3%)</b>	<b>19,041</b>	<b>15.3%</b>	<b>82,151</b>	<b>93,773</b>	(11.4%)
<b>EBITDA</b>	<b>3,201</b>	<b>2,464</b>	<b>29.9%</b>	<b>2,286</b>	<b>40.00%</b>	<b>8,739</b>	<b>14,246</b>	(33.8%)
<b>EBITDA Margin (%)</b>	14.6%	11.0%	361 bps	12.0%	257 bps	10.6%	<b>15.2%</b>	(359 bps)
Finance Cost	333	263	26.6%	359	(7.4%)	1,299	1,313	(1.0%)
Depreciation	1,135	1,115	1.9%	1,142	(0.6%)	4,421	4,205	5.2%
PBT (after exceptional)	1,733	1,087	<b>59.4%</b>	785	<b>120.7%</b>	3,019	8,728	(60.7%)
<b>PAT (After Minority Interest)</b>	<b>1,254</b>	<b>522</b>	<b>140.3%</b>	<b>424</b>	<b>195.9%</b>	<b>1,988</b>	<b>6,012</b>	(62.0%)
PAT Margin	5.7%	2.3%	339 bps	2.2%	349 bps	2.4%	6.4%	(322 bps)
Cash Profit <sup>^</sup>	2,481	1,918	29.4%	1,778	39.5%	6,760	10,703	(31.9%)
<b>EPS (₹)</b>	<b>1.28</b>	<b>0.53</b>	<b>142.4%</b>	<b>0.43</b>	<b>197.7%</b>	<b>2.02</b>	<b>6.06</b>	(61.8%)

**Note:**

- <sup>^</sup>Cash Profit = PBDT (before exceptionals) less Current Tax
- FY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

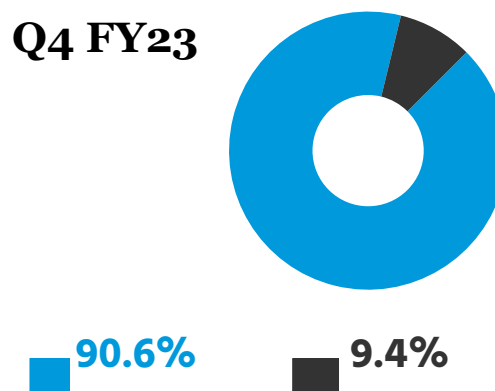
# Quarterly Segment Results

(₹ Million)

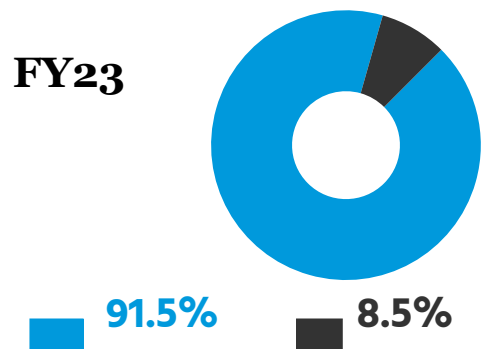
Particulars	Q4 FY23	Q4 FY22	YoY Change	Q3 FY23	QoQ Change	FY23	FY22	YoY* Change
<b>Home Textile</b>								
Revenue	<b>20,171</b>	20,730	(2.7%)	17,575	14.8%	<b>76,381</b>	87,911	(12.1%)
EBITDA	<b>2,930</b>	2,404	21.9%	2,062	42.1%	<b>7,984</b>	14,111	(38.9%)
EBITDA Margin (%)	<b>14.5%</b>	11.6%	293 bps	11.7%	279 bps	<b>10.5%</b>	16.1%	(458 bps)
<b>Flooring</b>								
Revenue	<b>2,083</b>	1,892	10.07%	1,684	23.7%	<b>7,057</b>	6,611	6.7%
EBITDA	<b>87</b>	(29)	-	31	184.7%	<b>181</b>	(143)	-
EBITDA Margin (%)	<b>4.2%</b>	(1.5%)	570 bps	1.8%	237 bps	<b>2.6%</b>	(2.2%)	474 bps

## Revenue Segmentation (%)

Q4 FY23



FY23



Legend



Home Textile



Flooring

\*FY22 numbers adjusted for ROSCTL of Q4FY1 of 1.050 Mn



# Enhancing capacity



## Towels

**80,000** MT

Capacity in FY21

**85,400** MT

Capacity in FY22

**90,000** MT

Starting Q2FY23



## Bed Linen

**90** Mn. Meters

Capacity in FY21

**90** Mn. Meters

Capacity in FY22

**108** Mn. Meters

Starting Q1FY23



## Rugs & Carpets

**10** Mn. Sq. Meters

Capacity in FY21

**12** Mn. Sq. Meters

Capacity in FY22

**18** Mn. Sq. Meters

Starting Q1FY24

## HOME TEXTILES:

- ◆ Capacity expansions at Vapi and Anjar operationalized in H1FY23

## ADVANCED TEXTILES:

- ◆ Spunlace expansion commercialized in Q4FY22



# Summary of **Financial Statements**

# Profit & Loss Summary

(₹ Million)

Particulars	FY18	FY19	FY20	FY21	FY22	FY 23
<b>Total Income</b>	<b>61,318</b>	<b>66,084</b>	<b>68,362</b>	<b>74,080</b>	<b>93,773</b>	<b>82,151</b>
Growth YoY* %	(8.8%)	7.8%	3.4%	8.4%	26.6%	(11.4%)
<b>EBITDA</b>	<b>12,046</b>	<b>11,467</b>	<b>13,098</b>	<b>14,198</b>	<b>14,246</b>	<b>8,739</b>
<b>EBITDA Margin</b>	<b>19.6%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>19.2%</b>	<b>15.2%</b>	<b>10.6%</b>
Depreciation	5,042	4,358	4,811	4,536	4,205	4,421
Finance cost	1,408	1,593	1,777	1,975	1,313	1,299
PBT (Before exceptional)	5,597	5,516	6,510	7,686	8,728	3,019
Exceptional Items	-	(2,647)	434	-	-	-
<b>PAT (After Minority Interest)</b>	<b>3,850</b>	<b>2,098</b>	<b>5,074</b>	<b>5,397</b>	<b>6,012</b>	<b>1,988</b>
Cash Profit <sup>^</sup>	9,413	8,977	9,702	10,197	10,703	6,760
<b>EPS (₹)</b>	<b>3.83</b>	<b>2.09</b>	<b>5.05</b>	<b>5.37</b>	<b>6.06</b>	<b>2.02</b>

**Note:**

\*FY22 numbers adjusted for ROSCTL of Q4FY21 of Rs.1,050 Mn

<sup>^</sup> Cash Profit = PBDT (before exceptionals) less Current Tax

# Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23
<b>Net Worth</b>	<b>26,057</b>	<b>27,793</b>	<b>29,721</b>	<b>36,447</b>	<b>39,717</b>	<b>40,878</b>
Short Term Loans	12,580	14,080	17,717	17,452	19,742	12,342
Long Term Loans	20,228	19,024	16,704	10,962	12,142	11,162
<i>of which Net Flooring Debt</i>	-	2,797	6,526	6,959	8,300	7,878
<b>Gross Debt</b>	<b>32,807</b>	<b>33,104</b>	<b>34,421</b>	<b>28,414</b>	<b>31,884</b>	<b>23,504</b>
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	9,595	8,161
<b>Net Debt</b>	<b>30,269</b>	<b>30,283</b>	<b>29,618</b>	<b>23,327</b>	<b>22,289</b>	<b>15,343</b>
<b>Net Debt excluding Flooring debt</b>	<b>30,269</b>	<b>27,486</b>	<b>23,092</b>	<b>16,368</b>	<b>13,989</b>	<b>7,465</b>
Capital Employed*	62,962	65,456	68,825	71,305	79,053	72,389
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	39,881	37,777
Net Current Assets	23,734	22,210	21,828	24,536	24,839	23,135
<b>Total Assets</b>	<b>72,249</b>	<b>77,423</b>	<b>83,103</b>	<b>86,778</b>	<b>94,368</b>	<b>86,501</b>

**Net Debt of Core business reduced by 75% in last 5 Years (FY18 to FY23)**

**Note:**

\*Capital Employed = Net worth + Gross Debt + Other long term liabilities | ^Net current assets does not include Cash & cash equivalents

# Ratios Summary

		FY18	FY19	FY20	FY21	FY22	FY23
<b>Solvency ratios</b>	Net Debt/Equity	1.16	1.09	1.00	0.64	0.56	0.38
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.56	1.76
	EBIT/Interest	4.98	4.46	4.66	4.89	7.65	3.32
<b>Operational ratios</b>	Current ratio	1.42	1.25	1.19	1.33	1.37	1.66
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.33	2.14
	Total asset turnover	0.84	0.84	0.81	0.85	0.99	0.94
	Inventory days	79	75	83	88	78	89
	Debtor days	56	60	59	59	39	43
	Payable days	39	39	49	54	36	39
	Cash conversion cycle	96	95	93	93	80	93
<b>Return ratios</b>	ROE	15.4%	15.2%	16.1%	16.3%	15.8%	4.9%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	13.4%	5.7%

## Improving Key Ratios, Continuous Reduction in Net Debt

**Note:**

- ROCE = EBIT / Average Capital Employed & ROE = Net Profit / Average Net worth
- Total asset turnover = Sales / (Fixed assets + Gross current assets)
- Return Ratios figures adjusted for Exceptional item



# Welspun ESG way: Encompassing all stakeholders



**Welspun is going through a major transformation where we are embedding sustainability and circularity in every realm of our value chain.**

We are striving to be the absolute benchmark and global leader in the use of ESG framework and compliance to sustainable practices. Our social and philanthropic initiatives are run through Welspun Foundation and are centered around 3E's – Environment & Health, Education, Empowerment.

We have built a roadmap on Sustainability for WIL that enlists our goals under Sustainability till 2030.



**Independent review of Welspun India's performance across 170+ ESG (Environmental, Social & Governance) parameters**

[Click here for more details](#)



## Environmental

- ◆ Implemented ISO 14001 Environmental Management Systems at both manufacturing sites
- ◆ Flagship facility is fresh water positive: 30 mn liters per day sewage treatment plant enables use of treated sewage instead of Freshwater in production operations
- ◆ Replaced coal with Biomass for power generation and avoided over 12,000 tons of GHG emissions
- ◆ Entered into long term PPA with CleanMax for renewable hybrid power Supply at Vapi.
- ◆ Enrolled with Sedex for a transparent supply chain

### Water Story



## Social

- ◆ Engaged with Cotton Farmers to train & enable them grow sustainable forms of Cotton (Better Cotton Initiative and Organic Cotton) in an initiative spread over 350 villages, impacting 16,547 farmers.
- ◆ Focus on inclusion and gender diversity – large segment of women workers in Cut-&-Sew operations
- ◆ "SPUN" initiative: empowering women in rural communities earn livelihood by making handicraft goods from Factory textile scrap
- ◆ "SPUN" by Welspun recognized as one of the top 100 corporate-ready social enterprises, globally by World Economic Forum

### Sustainable Cotton Story



## Governance

- ◆ Board Committee on ESG
- ◆ Executive remuneration linked to ESG goals
- ◆ Initiated a broad Enterprise Risk Management framework
- ◆ ACCESS module in SAP to enable access of relevant data to authorized users
- ◆ Launched *ESG Compass* - an integrated ESG digital platform with automated data dashboards covering over 90 indicators and extending to all sites, locations and subsidiaries in India
- ◆ Robust Ethics framework in place
- ◆ Compliance management tool in place
- ◆ Innovation & intellectual property oriented culture reflected in 35 patents filled globally

### Governance Framework

# Sustainability Initiatives – Growing business responsibly



- Among **Top 100 Sustainable** companies in India by ET-Futurescape
- Welspun India’s **Sustainability case study** is now a part of a curriculum across universities in US, Canada, France, Europe and Taiwan.”
- Welspun India is amongst the top 5% textile companies globally as per DJSI for 2022 , score improved from 48 to 59

Sustainalytics	DJSI ratings	Crisil ratings
Score improved from 17.9 to 14.4 (May'22)	Score improved from 48 to 59 (Apr'23)	Score 63 – Strong (May'22)

## Journey Till Date (Q4FY23)– Environmental Impact



**1,60,602 acres**

Landbank of sustainable cotton farming



**675 million**

Liters of recycled water used in process this quarter



**68,867 GJ Energy**

Saved through energy conservation this quarter



**90%**

Of cotton used from sustainable sources this quarter



**891 tons**

Recycled cotton reused in process this quarter

## Journey Till Date – Social Impact



- ◆ Students reached ~100K
- ◆ FY22-23 Target: ~83K



- ◆ Livelihood Impact –
  - ◆ Total benefited 2053
- Health Impact –
  - ◆ Total beneficiaries ~166 K



- ◆ To reduce road accidents on WEL constructed road
- ◆ Beneficiaries ~ 75 K
- ◆ Target ~60K



Welspun Super Sport Women

- ◆ 32 athletes supported
- ◆ Medals: 166

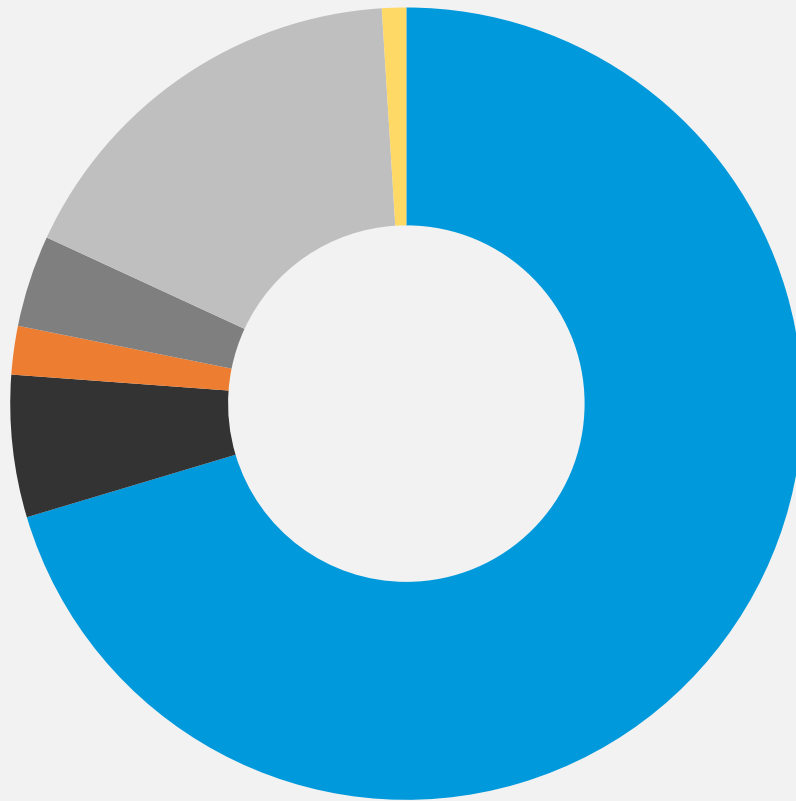
# Sustainability – Progress against Targets

Aspects	Q4FY 23	Goal 2025	Goal 2030
<b>Carbon Neutral (measured as % RE)</b>	WIP	20% RE	100% RE
<b>100% Sustainable Cotton</b>	<b>90%</b>	50%	100%
<b>Fresh Water Positive in Production operations</b>	<b>15.08 KL/MT</b>	5 KL/MT	0 KL/MT
<b>Zero hazardous waste to Landfill (ETP chemical sludge)</b>	<b>15.68 MT</b>	0 MT	0 MT
<b>Impacting 1 million lives in CSV (YTD)</b>	<b>4,98,317</b>	5,00,000	1,000,000
<b>Farmers in Welspun sustainable farming project (YTD)</b>	<b>16,547</b>	20,000	50,000



# Share Holding Summary

## Shareholding Pattern (Mar 2023)



Promoter Group	70.4%
FPIs	5.8%
Mutual Funds/AIF	2.0%
Insurance Co's	3.7%
Public	17.1%
Other	1.0%

## Top Institutional Shareholders

LIC of India

HSBC Mutual Fund

Aditya Birla Sunlife MF

Nippon Mutual Fund

Tata Mutual Fund

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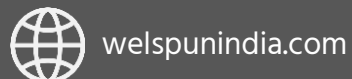
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# **Annexure**



# Owned Brands – Domestic



## Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness
- ◆ Mass



## Presence

- ◆ 2,400+ outlets
- ◆ 380 towns
- ◆ 240 Shop in Shop locations
- ◆ 11,170+ outlets (4500+ FY 23)
- ◆ 500+ towns
- ◆ 125 Distributors



## Early Success

- ◆ Leading brand on Myntra in home category
- ◆ Improved brand awareness
- ◆ Foray in mattress category with Yours'n'mine range
- ◆ #1 distributed Brand of HT in Home Linen **in the country\***
- ◆ Significant improvement in brand awareness

## Diversified Product Portfolio

### BED LINEN



- Bedsheets
- Comforters
- Dohars
- Pillow covers

### BATH LINEN



- Towels
- Bath mats
- Bath robes

### RUGS



- Door mats
- Yoga mats
- Bed side runner
- Grass mats

### FLOORING SOLUTIONS



- Click & Lock tiles
- Carpet Tiles
- W2W carpets
- Greens

### CURTAINS & UPHOLSTERY



- Cushion cover
- Curtains
- Blinds
- Wall paper

### MATTRESSES



# E-Commerce – Multipronged strategy to drive growth

3

Geographies in focus



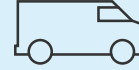
## Ecommerce Channel Growth

Brand.com  
Marketplaces  
Retailer.com



## Build & Grow Branded Business

Own Brand  
License Brand



## Robust Supply Chain

Inventory Planning  
Network Design



## Strong Technology Back-end

Tech-Stack: Middleware  
PIM  
Analytics – GC3



## Right Organization

COE Org Model  
Capability

### Notes:

- PIM –Product Information Management
- GC3 –Global Command & Control Centre
- COE –Center of Excellence

### Value



### Earth Friendly



### Health & Wellness

### Fashion



### Luxury



# Innovation – Our strong suite

## 36 Patented Technologies

Filed globally

WINNER 2<sup>nd</sup> time in a row

CLARIVATE SOUTH AND  
SOUTH EAST ASIA  
INNOVATION AWARD 2021



## Welspun India

has been recently recognized as the most 'Influential Innovators' at the Clarivate South and South East Asia Innovation Award 2021

## Global Collaborations

with Top Universities, Technology Partners and Industry Associations

## Key Innovations



### HYGROCOTTON

Patented spinning technology makes towel softer loftier and sheet temperature regulating



Softer



Fluffier  
after wash



Temperature  
regulating



### Thought leader

Collaboration With Tamper-proof Blockchain platform for state-of-the-art transparency for All Fibers & All Product Categories



Building  
Trust



Digital  
Verification



Enhancing  
Transparency

## Other Innovations



### ORGANIC

- ◆ Wrinkle resist properties



### NANOCORE

- ◆ Prevent Allergy & Asthma
- ◆ Chemical-free



### DRYLON

- ◆ Ultra soft
- ◆ Dries super fast



### CHARCOAL

- ◆ Odor-control
- ◆ Hygienic & Detoxifying