

WIL/SEC/2022

February 03, 2022

<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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation, inter alia, on unaudited financial results of the Company for the quarter ended December 31, 2021.

Please take the same on record.

Thank you,

**For Welspun India Limited**

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

**Enclosed: Results 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

Q3 FY22

3<sup>rd</sup> Feb 2022

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





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# Executive Summary



## 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



Welspun India Ltd (WIL), part of \$2.7 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.**



### Strong Emerging Businesses:

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



### Thought leader

#### Collaboration with INFINICHAINS

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



### #1 Ranking

Consistently as Home Textile Supplier to USA.\*

1 in 4 Towels & 1 in 7 Sheets Sold in US made by Welspun\*\*

**Note:**

\*Source: HTT Magazine

\*\*Source: OTEXA data



### A certified woman owned business

with >25% women in a 20,000+ strong workforce

# Management Commentary



We are delighted to share yet another resilient performance during the quarter despite unprecedented challenges faced by the World at large. Domestic Retail business achieved its highest ever 100 cr+ revenues during the quarter. Our emerging businesses have shown substantial growth momentum with Flooring achieving its highest quarterly revenues and Licensed Brand & E-Commerce business growing by over 66% in the US market.

The operating environment continued to remain trying with an unparalleled highest ever commodity price increase and global supply chain disruptions. The strong growth and improvement in sentiments that we have been witnessing during the year also got a bit impacted by the arrival of the third Covid wave, the effect of which has been mild, though, so far. We are, however, very focused to achieve sustainable growth in all our markets.

Sustainability and ESG remains at the core of what we do. I am happy to note that in our 2021 ESG rating with DJSI Sustainability Index, we achieved a score of 48, which is 62% higher than the industry average.

**Ms. Dipali Goenka**

CEO & Joint Managing Director, Welspun India Limited



# Awards & Recognition



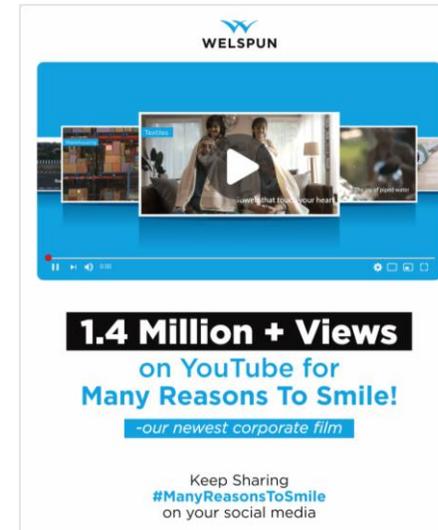
**Dow Jones Sustainability Index rates Welspun's** with an ESG score of 48, 62% higher than the average industry score



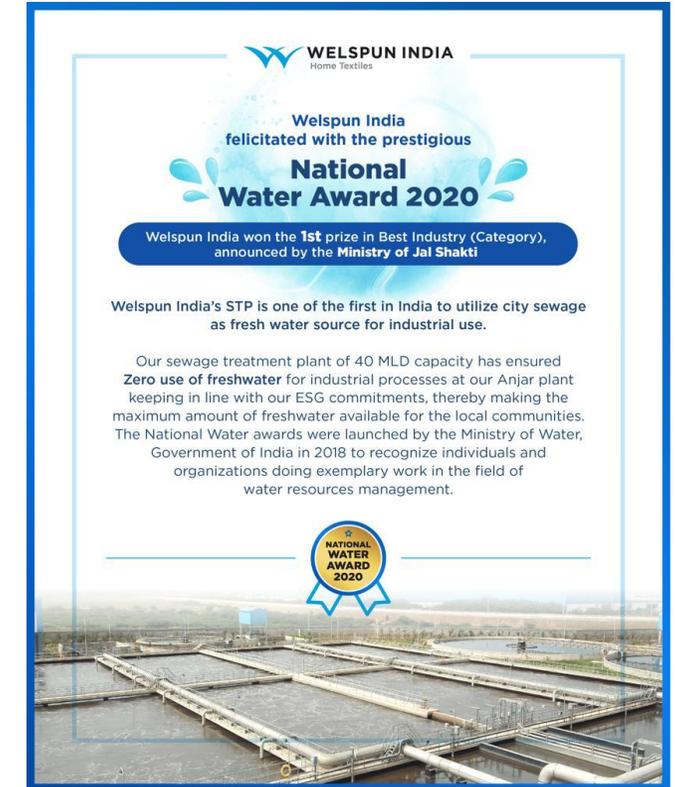
Spun by Welspun recognized as one of the top 100 corporate-ready social enterprises, globally by WEF



Frost & Sullivan and TERI awarded Welspun's under 2 categories at the Sustainability 4.0 Awards



Welspun Group's new Corporate Ad film captured audience's mind



Won **National Water Award 2020** (1<sup>st</sup> prize) in Best Industry Category

# Strong Global Presence



**#1** Ranking

In "Top 15 Home Textile Supplier Giants to USA"



Over **50** Countries Presence

## Key Customer Partnership

### North America



### UK & Europe



### India



### ROW



# Key Highlights

Q3FY22



Brands



E-Commerce



Innovation



Click the Icons to know more

## Total Income

**Q3** → up 19% YoY at ₹ 24,379 mn

**9M** → up 36% YoY at ₹ 71,303 mn

## EBITDA

**Q3** → Stood at ₹ 3,305 mn

**9M** → up 11% YoY at ₹ 11,781 mn

**Textile Business EBITDA** at ₹ 3,126 mn in Q3FY22 & at ₹ 11,707 mn in 9MFY22 up 5%

**Branded** business grew by 45% YoY and stood at ₹ 3,879 mn in Q3FY22

**Innovation** business up by 24% YTD and stood at ₹ 16,362 mn

**Flooring Business** grew by 95%YoY in Q3FY22 to reach ₹ 1,909 mn

**Net Debt** stood at ₹ 25,420 mn vs. ₹ 25,332 mn (September 2021)

## Feathers in our cap



Read More

**Dipali Goenka: Unstoppable Tycoon**  
Featured in Business Today



Watch video

Read More

Welspun has been recognized by Walmart as its **trusted partner for 20 years** in their recent corporate announcement & HT leadership summit

# 9MFY22 Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	71,303	11,781	7,642	5,490	8,786
Growth (YoY)	35.8% ↑	11.0% ↑	30.0% ↑	34.0% ↑	9.2% ↑
Margin (%) (y-o-y)		16.5%	10.7%	7.7%	
Margin Expansion/Contraction (y-o-y)		-369 Bps	-50 Bps	-10 Bps	
EPS/CEPS				5.52	8.89

**Note:**

1. Prior period figures are restated wherever necessary

# Quarterly Highlights

Q3FY22

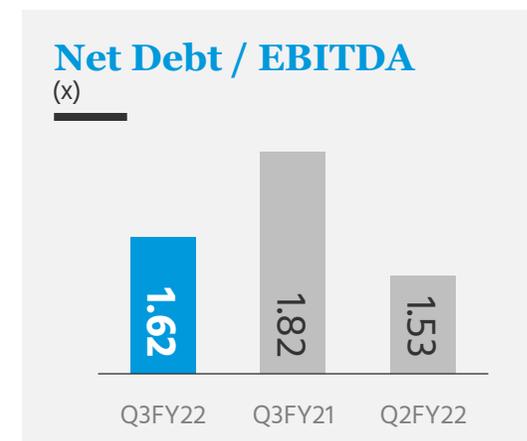
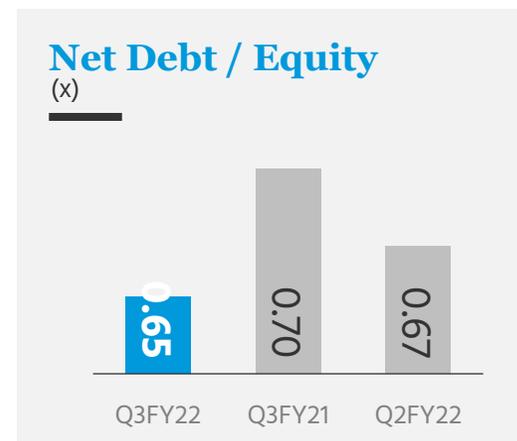
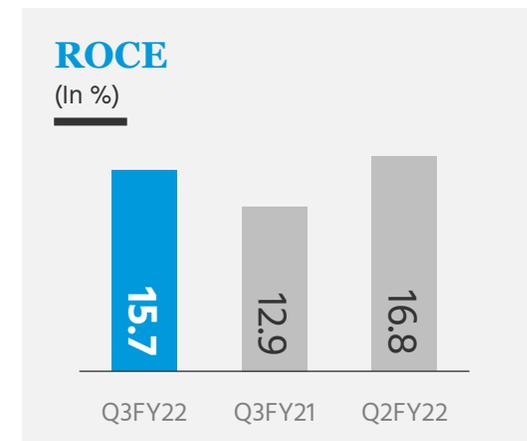
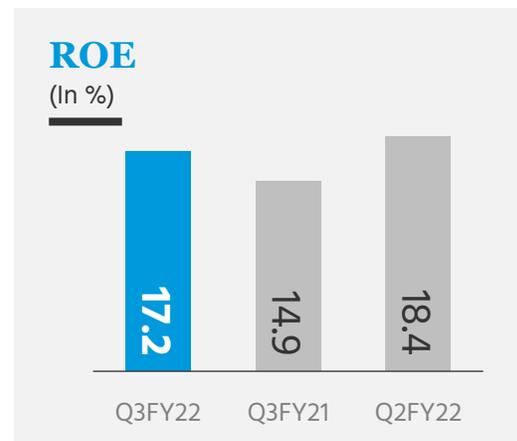
(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	24,379	3,305	1,671	1,324	2,739
Growth (YoY)	19.0% ↑	-21.0% ↓	-33.0% ↓	-27.0% ↓	-15.0% ↓
Growth (QoQ)	-2.5% ↓	-22.0% ↓	-41.0% ↓	-33.5% ↓	-15.4% ↓
Margin (%) (y-o-y)		13.6%	6.9%	5.4%	
Margin Expansion/Contraction (y-o-y)		-687 Bps	-529 Bps	-339 Bps	
EPS/CEPS				1.34	2.77

# Quarterly Highlights

(₹ Million)

Particulars	31-Dec-21	31-Dec-20	30-Sep-21
<b>Net Worth</b>	<b>39,371</b>	<b>35,324</b>	<b>37,917</b>
Short Term Loans	20,449	16,374	18,704
Long Term Loans	12,130	14,633	12,348
of which Flooring Debt	7,677	6,799	7,634
Gross Debt	32,580	31,007	31,052
Cash & Cash Equiv.	7,160	6,321	5,718
<b>Net Debt</b>	<b>25,420</b>	<b>24,686</b>	<b>25,332</b>
<b>Net Debt excl. Flooring debt</b>	<b>17,743</b>	<b>17,887</b>	<b>17,699</b>
Total Assets	96,095	85,446	91,940



**Note:**

1. All quarterly chart figures are on TTM basis.

# Quarterly Highlights

(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q3FY22	5,102	11,805	1,092	986	1,554	56	1,282
<i>Sales Contribution (%)</i>	<i>23%</i>	<i>54%</i>	<i>5%</i>	<i>5%</i>	<i>7%</i>	<i>0%</i>	<i>6%</i>
Q2FY22	5,731	11,956	1,153	1,403	1,244	53	861
<i>Sales Contribution (%)</i>	<i>26%</i>	<i>53%</i>	<i>5%</i>	<i>6%</i>	<i>6%</i>	<i>0%</i>	<i>4%</i>
Q3FY21	6,060	8,225	1,033	900	873	60	846
<i>Sales Contribution (%)</i>	<i>34%</i>	<i>46%</i>	<i>6%</i>	<i>5%</i>	<i>5%</i>	<i>0%</i>	<i>5%</i>
<i>Growth YoY (%)</i>	<i>-16%</i>	<i>44%</i>	<i>6%</i>	<i>10%</i>	<i>78%</i>	<i>-6%</i>	<i>52%</i>
9MFY22	16,362	33,225	3,179	3,297	4,378	154	2,607
<i>Sales Contribution (%)</i>	<i>26%</i>	<i>53%</i>	<i>5%</i>	<i>5%</i>	<i>7%</i>	<i>0%</i>	<i>4%</i>
9MFY21	13,214	23,651	2,616	2,934	1,983	117	1,435
<i>Sales Contribution (%)</i>	<i>29%</i>	<i>51%</i>	<i>6%</i>	<i>6%</i>	<i>4%</i>	<i>0%</i>	<i>3%</i>
<i>Growth YoY (%)</i>	<i>24%</i>	<i>40%</i>	<i>21%</i>	<i>12%</i>	<i>121%</i>	<i>22%</i>	<i>82%</i>

**Note:**

\*Non-Domestic

#Includes Innovation

Revenue excludes Other Operating Income

**25% YoY**

Growth in **Domestic Business**

**45% YoY**

Growth in **Brand business**

**21% YoY**

Growth in **Global Business**

# Quarterly Highlights

(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textiles	Flooring – B2B	Flooring – Branded
Q3FY22	15,814	2,619	1,042	630	1,555	217
<i>Sales Contribution (%)</i>	<i>72%</i>	<i>12%</i>	<i>5%</i>	<i>3%</i>	<i>7%</i>	<i>1%</i>
Q2FY22	16,855	1,958	1,456	674	1,310	147
<i>Sales Contribution (%)</i>	<i>75%</i>	<i>9%</i>	<i>7%</i>	<i>3%</i>	<i>6%</i>	<i>1%</i>
Q3FY21	13,855	1,509	960	738	725	210
<i>Sales Contribution (%)</i>	<i>77%</i>	<i>8%</i>	<i>5%</i>	<i>4%</i>	<i>4%</i>	<i>1%</i>
<i>Growth YoY (%)</i>	<i>14%</i>	<i>74%</i>	<i>9%</i>	<i>-15%</i>	<i>114%</i>	<i>3%</i>
9MFY22	46,966	6,495	3,452	1,929	3,872	490
<i>Sales Contribution (%)</i>	<i>74%</i>	<i>10%</i>	<i>5%</i>	<i>3%</i>	<i>6%</i>	<i>1%</i>
9MFY21	35,954	2,999	3,060	2,051	1,476	419
<i>Sales Contribution (%)</i>	<i>78%</i>	<i>7%</i>	<i>7%</i>	<i>4%</i>	<i>3%</i>	<i>1%</i>
<i>Growth YoY (%)</i>	<i>31%</i>	<i>117%</i>	<i>13%</i>	<i>-6%</i>	<i>162%</i>	<i>17%</i>

**Note:**

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

**18% YoY**

Growth in **Textile business**

**48% YoY**

Growth in **HT Branded business** (incl. E-Comm)

**95% YoY**

Growth in **Flooring Business**

# Operational highlights (Quarterly)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q3FY22	Utilization (%)	Q2FY22	Utilization (%)	Q3FY21	Utilization (%)	
	Bath Linen	MT	85,400	18,387	88%	19,769	95%	20,196	100%	
	Bed Linen	Mn mtrs	90	22.3	99%	23.9	100%	22.5	100%	
	Rugs & Carpets	Mn sq mtrs	12.0	2.1	70%	2.7	89%	2.6	88%	
	<b>Advanced Textile</b>									
	Spunlace	MT	10,000	1,576	80%	1,706	82%	2,147	93%	
	Needle Punch	MT	3,026	326	53%	343	54%	369	55%	
	Wet Wipes	Mn Packs	100	5.0	34%	4.9	33%	4.4	37%	

Flooring	Particulars	UOM	Annual Capacity		Q3FY22	Utilisation (%)	Q2FY22	Utilization (%)	Q3FY21	Utilisation (%)
			Expected*	Operational						
	Flooring	Mn sq mtrs	27	18	1.7	38%	1.4	30%	0.7	26%

# Operational highlights (9MFY22)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	9MFY22	Utilization (%)	9MFY21	Utilization (%)
	Bath Linen	MT	85,400	57,335	90%	50,379	79%
	Bed Linen	Mn mtrs	90	67.3	100%	54.1	80%
	Rugs & Carpets	Mn sq mtrs	12	7.5	83%	5.5	61%
	<b>Advanced Textile</b>						
	Spunlace	MT	10,000	5,129	82%	6,703	96%
	Needle Punch	MT	3,026	1,037	55%	751	39%
	Wet Wipes	Mn Packs	100	15.0	33%	19.0	49%

Flooring	Particulars	UOM	Annual Capacity		9MFY22	Utilisation (%)	9MFY21	Utilization (%)
			Expected*	Operational				
	Flooring	Mn sq mtrs	27	18	4.0	30%	1.2	9%

# Quarterly Profit & Loss

(₹ Million)

Particulars	Q3 FY22	Q3 FY21	YoY Change	9M FY22	9M FY21	YoY Change
<b>Total Income</b>	<b>24,379</b>	<b>20,497</b>	<b>18.9%</b>	<b>71,303</b>	<b>52,511</b>	<b>35.8%</b>
<b>EBITDA</b>	<b>3,305</b>	<b>4,187</b>	<b>-21.1%</b>	<b>11,781</b>	<b>10,616</b>	<b>11.0%</b>
<b>EBITDA Margin (%)</b>	<b>13.6%</b>	<b>20.4%</b>	<b>-687 bps</b>	<b>16.5%</b>	<b>20.2%</b>	<b>-369 bps</b>
Finance Cost	208	559	-62.8%	1,050	1,333	-21.3%
Depreciation	1,067	1,139	-6.3%	3,090	3,394	-8.9%
PBT (after exceptional)	1,671	2,489	-32.9%	7,642	5,889	29.7%
Tax	360	741	-51.4%	2,086	1,725	20.9%
<b>PAT (After Minority Interest)</b>	<b>1,324</b>	<b>1,808</b>	<b>-26.8%</b>	<b>5,490</b>	<b>4,096</b>	<b>34.0%</b>
PAT Margin	5.4%	8.8%	-339 bps	7.7%	7.8%	-10 bps
Cash Profit <sup>^</sup>	2,739	3,217	-14.8%	8,786	8,043	9.2%
<b>EPS (₹)</b>	<b>1.34</b>	<b>1.80</b>	<b>-25.5%</b>	<b>5.52</b>	<b>4.08</b>	<b>35.4%</b>

**Note:**

- <sup>^</sup>Cash Profit = PBDT (before exceptionals) less Current Tax
- Prior period figures are restated wherever necessary

# Quarterly Segment Results

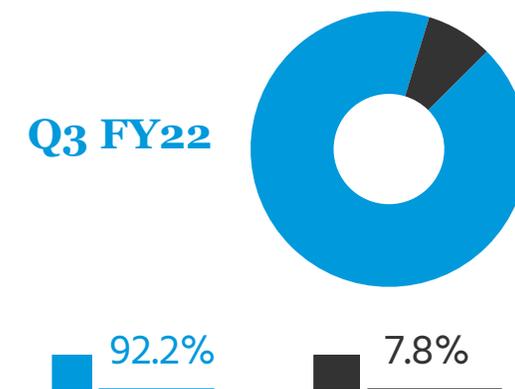
(₹ Million)

Particulars	Q3 FY22	Q3 FY21	YoY Change	Q2 FY22	QoQ Change*	9M FY22	9M FY21	YoY Change
<b>Home Textile</b>								
Revenue	22,508	19,672	14%	23,749	-5%	67,181	50,760	32%
EBITDA	3,126	4,348	-28%	4,135	-24%	11,707	11,176	5%
EBITDA Margin (%)	13.9%	22.1%	-821 bps	17.4%	-352 bps	17.4%	22.0%	-459 bps
<b>Flooring</b>								
Revenue	1,909	977	95%	1,596	20%	4,719	2,002	136%
EBITDA	103	-240	-	45	129%	-115	-808	-
EBITDA Margin (%)	5.4%	-24.5%	-	2.8%	259 bps	-2.4%	-40.3%	-

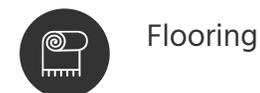
**Note:**

1. Prior period figures are restated wherever necessary

## Revenue Segmentation (%)



**Legend**



# Enhancing capacity; catering to growing demand

- ◆ Rise of homebody economy & focus on hygiene driving increased consumption of Home textile products
- ◆ Enhancing our capacity through de-bottlenecking & rebalancing facilities to cater to this demand
- ◆ Capital light expansion in the areas of processing, cut & sew etc.



## Towels

80,000<sup>MT</sup>

Capacity in FY21

85,400<sup>MT</sup>

Current Capacity

102,000<sup>MT</sup>

Starting Q4FY23



## Bed Linen

90 Mn. Meters

Capacity in FY21

90 Mn. Meters

Current Capacity

108 Mn. Meters

Starting Q4FY22



## Rugs & Carpets

10 Mn. Sq. Meters

Capacity in FY21

12 Mn. Sq. Meters

Current Capacity

18 Mn. Sq. Meters

Starting Q4FY22

## HOME TEXTILE:

- ◆ Capacity expansion at Vapi and Anjar underway
- ◆ Additional TT Capacity expansion for 16,600MT PA to be operational by Q4 FY23

## ADVANCED TEXTILE:

- ◆ Spunlace expansion to commence operations in Q4 FY22
- ◆ Potential business topline: over ₹6,000 mn by FY23

## FLOORING:

- The planned capacity installation to be completed by Q4FY22



# Summary of **Financial Statements**

# Profit & Loss Summary

(₹ Million)

Particulars	FY18	FY19	FY20	FY21	9MFY22
<b>Total Income</b>	<b>61,318</b>	<b>66,084</b>	<b>68,362</b>	<b>74,080</b>	<b>71,303</b>
Growth %	-8.8%	7.8%	3.4%	8.4%	35.8%
<b>EBITDA</b>	<b>12,046</b>	<b>11,467</b>	<b>13,098</b>	<b>14,198</b>	<b>11,781</b>
<b>EBITDA Margin</b>	<b>19.6%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>19.2%</b>	<b>16.5%</b>
Depreciation	5,042	4,358	4,811	4,536	3,090
Finance cost	1,408	1,593	1,777	1,975	1,050
PBT (Before exceptional)	5,597	5,516	6,510	7,686	7,642
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>5,490</b>
Cash Profit*	9,413	8,977	9,702	10,197	8,786
<b>EPS (₹)</b>	<b>3.83</b>	<b>2.09</b>	<b>5.05</b>	<b>5.37</b>	<b>5.52</b>

**Note:**

- \*Cash Profit = PBDT (before exceptionals) less Current Tax
- Prior period figures are restated wherever necessary

# Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-21	31-Dec-21
<b>Net Worth</b>	<b>26,057</b>	<b>27,793</b>	<b>29,721</b>	<b>36,447</b>	<b>39,371</b>
Short Term Loans	12,580	14,080	17,717	17,452	20,449
Long Term Loans	20,228	19,024	16,704	10,962	12,130
<i>of which Flooring Debt</i>	-	2,870	6,378	7,112	7,677
<b>Gross Debt</b>	<b>32,807</b>	<b>33,104</b>	<b>34,421</b>	<b>28,414</b>	<b>32,580</b>
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	7,160
<b>Net Debt</b>	<b>30,269</b>	<b>30,283</b>	<b>29,618</b>	<b>23,327</b>	<b>25,420</b>
<b>Net Debt excluding Flooring debt</b>	<b>30,269</b>	<b>27,412</b>	<b>23,064</b>	<b>16,215</b>	<b>17,743</b>
Capital Employed*	62,962	65,456	68,825	71,305	78,968
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	40,121
Net Current Assets	23,734	22,210	21,828	24,536	25,933
<b>Total Assets</b>	<b>72,249</b>	<b>77,423</b>	<b>83,103</b>	<b>86,778</b>	<b>96,095</b>

**Net Debt of Core business reduced by 46.4% in last 3 Years (FY 18 to FY21)**

**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	(On TTM Basis) Q3FY22
<b>Solvency ratios</b>	Net Debt/Equity	1.16	1.09	1.00	0.64	0.65
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.62
	EBIT/Interest	4.98	4.46	4.66	4.89	6.79
<b>Operational ratios</b>	Current ratio	1.42	1.25	1.19	1.33	1.33
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.31
	Total asset turnover	0.84	0.84	0.81	0.85	0.96
	Inventory days	79	75	83	88	86
	Debtor days	56	60	59	59	44
	Payable days	39	39	49	54	45
	Cash conversion cycle	96	95	93	93	85
<b>Return ratios</b>	ROE	15.4%	15.2%	16.1%	16.3%	17.2%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	15.7%

## Continuous Improvement in **ROCE** in last 3 years

**Note:**

- ROCE = EBIT / Average Capital Employed & ROE = Net Profit / Average Net worth
- Total asset turnover = Sales / (Fixed assets + Gross current assets)
- FY17, FY19, FY20 & FY21 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
- ◆ Successfully completed trials to use Hazardous sludge from ETP as alternate fuel in Power Plant (coal replacement)
- ◆ Recognized with the prestigious National Water Award 2020 (1<sup>st</sup> prize in "Best Industry" category)

**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 15,314 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
- ◆ Implemented the ACCESS module in SAP to enable access of relevant data to authorized users
- ◆ Robust Ethics framework in place
- ◆ Compliance management tool in place
- ◆ Innovation and intellectual property oriented culture reflected in 30+ innovations.

**Governance Framework**

# ESG Journey till date ...

**Dow Jones Sustainability Index (DJSI): Welspun India rated 62% higher than industry average score in DJSI Corporate Sustainability Assessment 2021**

Journey Till Date (nos. are on YTD basis)



**100,000+** acres

Landbank of sustainable cotton farming



**3,278** million

Liters of recycled water used in process



**1,38,419 GJ** Energy

Saved through energy conservation



**44%**

Of cotton used from sustainable sources



**8,380 tons**

Recycled cotton reused in process

**Welspun** is rated **“Low Risk”** on ESG factors by one of the **top ESG rating agency**

**Welspun’s Sustainability** journey now a case study on Ivey publishing website

## ESG Rating

### Sustainalytics

Score improved to 14.8 from 17.9

### Dow Jones Sustainability Index

ESG Rating of 48 (62% higher than industry average)

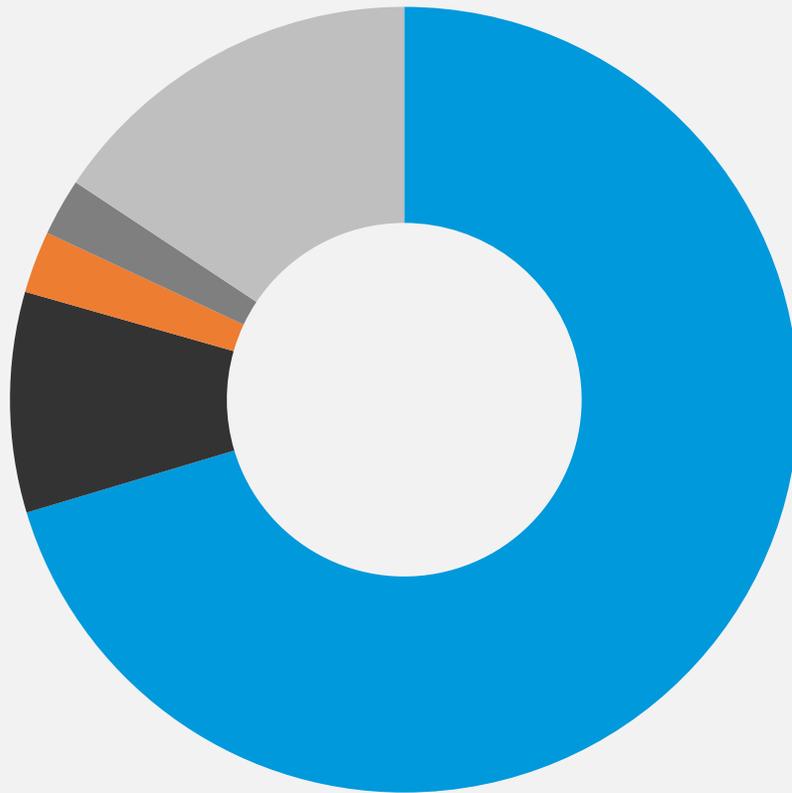
**Conducting Gap-assessment and identifying measures to move to “Negligible” risk rating**

# Sustainability – Progress against Targets

Aspects	Q3 FY21-22	YTD FY21-22	Goal 2025	Key Highlight of Q3FY21
<b>Carbon Neutral (measured as % RE)</b>	<b>WIP</b>	WIP	20% RE	Projects Under consideration: Solar PV on STP pumping stations (1MW), Floating solar PV @ Anjar (11MW) Increase use of wood briquettes, Rice Husks and ETP dried sludge @Anjar, WFL. Discussion with Guj. Govt. underway regarding solar power policy
<b>100% Sustainable Cotton</b>	<b>34%</b>	44%	50%	On YTD basis sourcing of both Organic Cotton & BCI-cotton has increased (Due to increased customer demand). However, there is slight dip In Q3 on account of change in product mix
<b>Fresh Water Positive in Production operations</b>	<b>10.8 KL/MT</b>	10.4 KL/MT	5 KL/MT	Existing treated-municipal-sewage use in Anjar factory continues, while, Vapi factory continues to use Fresh water
<b>Zero hazardous waste to Landfill (ETP chemical sludge)</b>	<b>9.8 MT</b>	17.8 MT	0 MT	Hazardous Waste used as Alternate Fuel in Anjar Power Plant (thus, reducing use of Coal). However, Vapi factory ETP sludge has been sent to landfill at TSDF site
<b>Impacting 1 million lives in CSV</b>	<b>1,73,532</b>	1,73,532	5,00,000	Direct Beneficiaries reached through Wel Shiksha, We Netrutva, WSSW and We Suraksha, does not include Covid and Env. activities
<b>Farmers in Welspun sustainable farming project (cumulative)</b>	<b>15314</b>	15314	20,000	On track. Farmer Registrations are in process

# Share Holding Summary

## Shareholding Pattern (Dec 2021)



Promoter Group	70.4%
FPIs	9.1%
Mutual Funds/AIF	2.6%
Insurance Co's	2.4%
Public	15.7%

## Top Institutional Shareholders

LIC of India

L&T Mutual Fund

DSP Mutual Fund

Aditya Birla Sunlife MF

Tata Mutual Fund

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# Let's connect

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# **Annexure**



# Brands – Evolving into a dominant retail player

← Back

## Owned Brands

### India



## Licensed Brands

### India



### Global



KINGSLEY



{ Textile Solutions for Better Living }

### Global



## Brand Presence

### Brand Presence: SPACES

- ◆ 2,300+ outlets | 240+ shop-in-shops

### Brand Presence: WELSPUN

- ◆ 5,400+ outlets | 100+ cities & 450+ towns

## Brands Highlights

### SPACES

- ◆ No 1 brand in shop-in-shops
- ◆ Best brand on Myntra in home category

### WELSPUN

- ◆ #1 distributed Brand of HT in Home Linen mass-market\* category, as per Nielsen Survey

Note: \* In FY 19-20 as per 3rd party research



# E-Commerce – Multipronged strategy to drive growth



## Project WAVE Accelerating E-Commerce growth

**\$100 Mn+**

Target Revenue Run rate by Q4FY23

**3**

Geographies in focus



### Target Annualized Share (%)

**70%**

**US**

**15% - 20%**

**UK**

**7% - 10%**

**India**



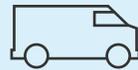
### Ecommerce Channel Growth

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



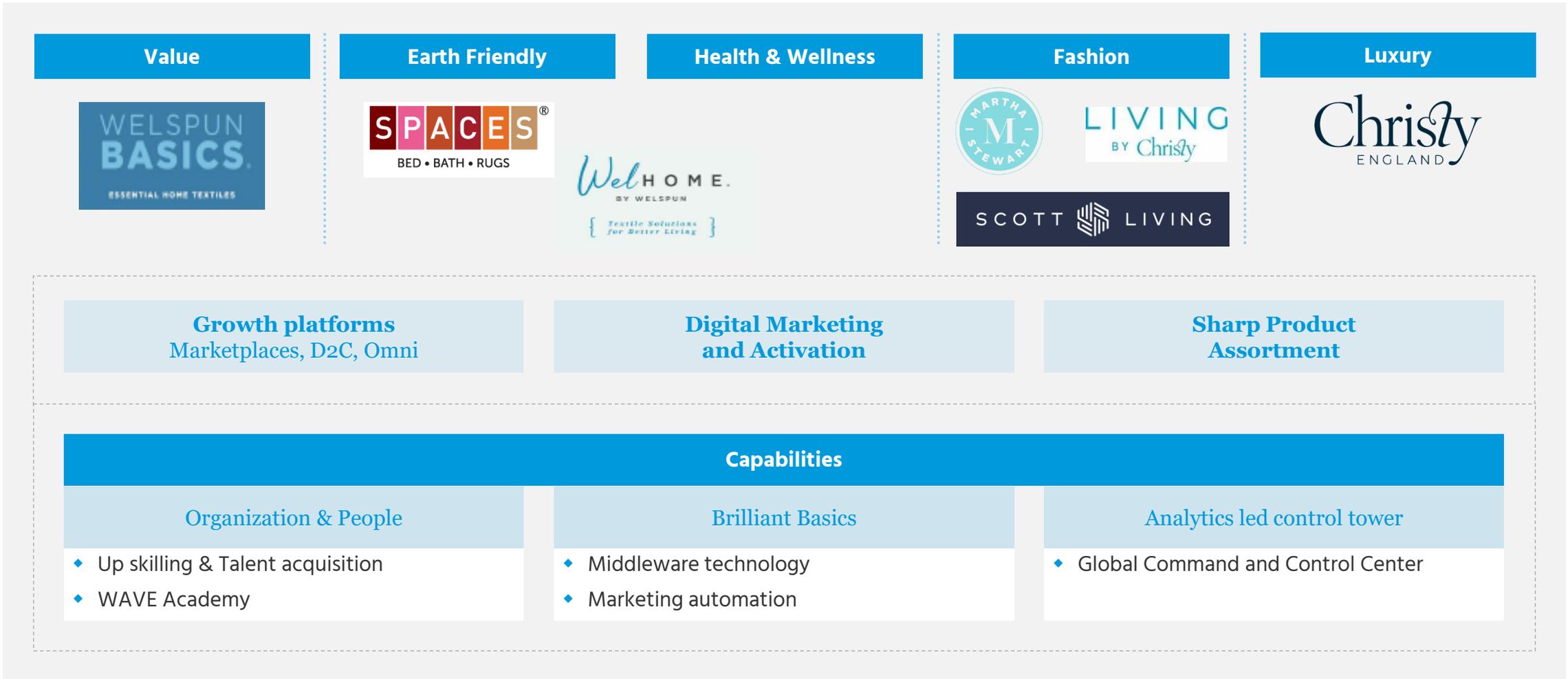
### Right Organization

COE Org Model  
Wave Academy  
Capability

#### Notes:

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

# E-Commerce – (Contd.)



# Innovation – Our strong suite

← Back

## 32 Unique patents

Filed globally



## Welspun India

has been recently recognized as the most 'Influential Innovators' at the Clarivate South and South East Asia Innovation Award 2020

## 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