

WIL/SEC/2023

January 30, 2023

Bombay Stock Exchange Limited Department of Corporate Services, SP. J. Towers, Dalal Street, Mumbai – 400 001 (Scrip Code-514162)	National Stock Exchange of India Limited 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on unaudited financial results of the Company for the quarter ended December 31, 2022.

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

Q3 FY23

30th January 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



“It is very heartening to see our domestic consumer business achieving a record quarterly revenues, taking us closer to our vision of ‘Har Ghar Welspun’. Despite being a challenging year, domestic consumer business has grown by 39% YTD and Welspun brand has consolidated its leadership further with reach in 10,600+ stores in 500+ towns in India. Our global branded business, likewise, has bucked the international business trend and reached \$100 mn mark by this quarter. *With* signing of licensing agreement with Disney for UK+EU markets, we are further strengthening our brand portfolio and increasing our footprint across global consumers.

Our consolidated margins are back in double digit, with reported EBITDA margin of 12% in this quarter, due to better operational efficiencies and reduction in cotton and freight costs. While we see moderation trend in commodity & freight prices, global consumer demand remains subdued in next couple of quarters due to high inflation and high cost inventory in our key markets. As full effect of price normalization sets in and as economic sentiments turn better, we should see an uptick in demand.

For Welspun, Environment, Social and Governance (ESG) is a way of life with sustainability and responsible way of doing business deeply embedded in its DNA. To achieve our goal of 20% Renewable Energy, we have set up a facility for utilising Blast Furnace waste gas for power and steam generation at Anjar. This initiative has helped us reach 29% RE adoption in 2023. We are also setting up a 30 MW Solar Power plant at our Anjar facility and have entered into a PPA with Cleanmax for supplying around 2 MW of Hybrid RE Power to our Vapi facility, both to be operational by Q1 of FY 24.



AWARDS & RECOGNITION –



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

17th Employer Branding Awards 2022 - Welspun Flooring Ltd bags "Telangana Best Employer Brand Awards 22-23"



2022

Welspun Vapi awarded a Certificate of Merit by Ministry of Power, GOI for "Energy conservation in Textile Sector"



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



Highest Exports

2010- 2021

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



Industry Performance

2021/2022

Outstanding performance for Textile category



Innovation

2020

Innovation partner for Home category

and many more...

Feathers in our cap



[Watch video](#)

[Read More](#)

Recognized by Walmart as **trusted partner for 20 yrs** in recent corporate announcement



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.



NATIONAL GEOGRAPHIC

Welspun's manufacturing facilities featured in **National Geographic "Superfactories"**

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

- Q3 ₹ 19,041 mn
- 9M ₹ 60,196 mn

EBITDA

- Q3 ₹ 2,286 mn. @ 12.0% Margin
- 9M ₹ 5,538 mn @ 9.2% Margin

Domestic Consumer Business grew by 39% YoY in 9M FY 23 to reach ₹ 4,276 mn of revenue.

Net Debt stood at ₹ 19,092 mn vs. ₹ 25,420 mn (Dec 2021)

Net Debt/Equity is 0.48 Vs. 0.65 (Dec 2021)

Advance Textile Business grew by 47%YOY in 9M FY 23 to reach ₹ 3,172 mn of revenue.

Flooring Business grew by 5%YOY in 9M FY 23 to reach ₹ 4,974 mn of revenue.



Quarterly Highlights - QoQ

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	19,041	2,286	785	424	1,778
Growth (QoQ)	(10.9%) [↓]	50.7% [↑]	471.5% [↑]	389.0% [↑]	50.2% [↑]
Margin (%)		12.0%	4.1%	2.2%	
Margin Expansion/(Contraction) (Q-o-Q)		491 bps	348 bps	182 bps	
EPS/CEPS				0.43	1.80

Quarterly Highlights - YoY

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	19,041	2,286	785	424	1,778
Growth (YoY)	(21.9%) ↓	(30.8%) ↓	(53.0%) ↓	(68.0%) ↓	(35.1%) ↓
Margin (%)		12.0%	4.1%	2.2%	
Margin Expansion/(Contraction) (Y-o-Y)		(155 bps)	(273 bps)	(320 bps)	
EPS/CEPS				0.43	1.80

9MFY23 Highlights

(₹ Million)

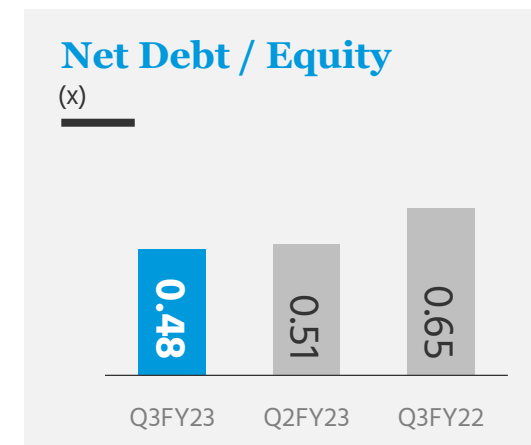
	Revenue	EBITDA	PBT	PAT	Cash Profit
	60,196	5,538	1,286	734	4,279
Growth (YoY)*	(14.3%)↓	(48.4%)↓	(80.5%)↓	(84.5%)↓	(46.7%)↓
Margin (%)		9.2%	2.1%	1.2%	
Margin Expansion/Contraction (Y-o-Y)		(608 bps)	(943 bps)	(551 bps)	
EPS/CEPS				0.74	4.33

*9MY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

Quarterly Highlights

(₹ Million)

Particulars	31-Dec-22	31-Dec-21	30-Sept-22
Net Worth	39,416	39,371	39,348
Short Term Loans	17,051	20,449	17,557
Long Term Loans	11,511	12,130	12,375
of which Net Flooring Debt	8,967	8,088	8,986
Gross Debt	28,562	32,580	29,931
Cash & Cash Equiv.	9,470	7,160	9,952
Net Debt	19,092	25,420	19,980
Net Debt excl. Flooring debt	10,125	17,743	10,994
Total Assets	89,669	96,095	92,297



Note:
quarterly chart figures are on TTM basis.

Revenue Highlights

(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
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>
Q2FY23	3,185	10,821	1,249	982	971	42	1,313
<i>Sales Contribution (%)</i>	<i>17%</i>	<i>58%</i>	<i>7%</i>	<i>5%</i>	<i>5%</i>	<i>0%</i>	<i>7%</i>
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>
<i>Growth QoQ (%)</i>	<i>17%</i>	<i>(29%)</i>	<i>(4%)</i>	<i>(2%)</i>	<i>37%</i>	<i>(47%)</i>	<i>9%</i>
9M FY23	9,300	28,187	3,576	2,757	4,589	92	3,834
<i>Sales Contribution (%)</i>	<i>18%</i>	<i>54%</i>	<i>7%</i>	<i>5%</i>	<i>9%</i>	<i>0%</i>	<i>7%</i>
9M FY22	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>
<i>Growth YoY (%)</i>	<i>(43%)</i>	<i>(15%)</i>	<i>12%</i>	<i>(16%)</i>	<i>5%</i>	<i>(41%)</i>	<i>47%</i>

26% YoY

Growth in **Domestic Business**

8% 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
Q3FY23	10,683	2,362	986	761	1,148	401
<i>Sales Contribution (%)</i>	<i>65%</i>	<i>14%</i>	<i>6%</i>	<i>5%</i>	<i>7%</i>	<i>2%</i>
Q2 FY23	13,147	1,987	1,024	975	1,132	298
<i>Sales Contribution (%)</i>	<i>71%</i>	<i>11%</i>	<i>6%</i>	<i>5%</i>	<i>6%</i>	<i>2%</i>
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>
<i>Growth QoQ (%)</i>	<i>(19%)</i>	<i>19%</i>	<i>(4%)</i>	<i>(22%)</i>	<i>1%</i>	<i>35%</i>
9M FY23	34,796	7,505	2,849	2,634	3,633	918
<i>Sales Contribution (%)</i>	<i>66%</i>	<i>14%</i>	<i>5%</i>	<i>5%</i>	<i>7%</i>	<i>2%</i>
9M FY22	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>
<i>Growth YoY (%)</i>	<i>(26%)</i>	<i>16%</i>	<i>(17%)</i>	<i>37%</i>	<i>(6%)</i>	<i>87%</i>

Note:

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

87% YoY

Growth in Flooring Branded

37% YoY

Growth in Advance Textiles

Operational highlights (Quarterly)

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q3FY23	Utilization (%)	Q2FY23	Utilization (%)	Q3FY22	Utilization (%)	
	Bath Linen	MT	90,000	16,279	72%	13,538	60%	18,387	88%	
	Bed Linen	Mn mtrs	108	12.6	47%	13.9	51%	22.3	99%	
	Rugs & Carpets	Mn sq mtrs	12.0	1.5	51%	1.7	58%	2.1	70%	
	Advanced Textile									
	Spunlace*	MT	27,729	2,564	37%	2,438	35%	1,576	80%	
	Needle Punch	MT	3,026	283	37%	316	42%	326	53%	
	Wet Wipes	Mn Packs	100	6.0	24%	6.0	24%	5.0	34%	

Flooring	Particulars	UOM	Annual Capacity		Q3FY23	Utilisation (%)	Q2FY23	Utilisation (%)	Q3FY22	Utilisation (%)
			Expected	Operational						
	Flooring	Mn sq mtrs	27	18	1.4	30%	1.4	31%	1.7	38%

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

Operational highlights (9M FY 23)

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	9M FY23	Utilization (%)	9M FY22	Utilization (%)
	Bath Linen	MT	90,000	41,449	62%	57,335	90%
	Bed Linen	Mn mtrs	108	40.5	50%	67.3	100%
	Rugs & Carpets	Mn sq mtrs	12.0	5.1	56%	7.5	83%
	Advanced Textile						
	Spunlace*	MT	27,729	7,388	36%	5,129	82%
	Needle Punch	MT	3,026	845	37%	1,037	55%
	Wet Wipes	Mn Packs	100	17.0	23%	15.0	33%

Flooring	Particulars	UOM	Annual Capacity		9M FY23	Utilisation (%)	9M FY22	Utilisation (%)
			Expected	Operational				
Flooring		Mn sq mtrs	27	18	4.2	31%	4.0	30%

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

Quarterly Profit & Loss

(₹ Million)

Particulars	Q3 FY23	Q3 FY22	YoY Change	Q2FY23	QoQ Change	9M FY23	9M FY22	YoY* Change
Total Income	19,041	24,379	(21.9%)	21,366	(10.9%)	60,196	71,303	(14.3%)
EBITDA	2,286	3,305	(30.8%)	1,517	50.7%	5,538	11,781	(48.4%)
EBITDA Margin (%)	12.0%	13.6%	(155 bps)	7.1%	491 bps	9.2%	16.5%	(608 bps)
Finance Cost	359	208	72.6%	284	26.4%	966	1,050	(8.0%)
Depreciation	1,142	1,067	7.0%	1095	4.2%	3,286	3,090	6.3%
PBT (after exceptional)	785	1,671	(53.0%)	137	471.5%	1,286	7,642	(80.5%)
PAT (After Minority Interest)	424	1,324	(68.0%)	87	389.0%	734	5,491	(84.5%)
PAT Margin	2.2%	5.4%	(320 bps)	0.4%	182 bps	1.2%	7.7%	(551 bps)
Cash Profit [^]	1,778	2,739	(35.1%)	1,184	50.2%	4,279	8,786	(46.7%)
EPS (₹)	0.43	1.34	(67.9%)	0.08	415.6%	0.74	5.52	(84.5%)

Note:

- [^]Cash Profit = PBDT (before exceptionals) less Current Tax
- *9MFY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

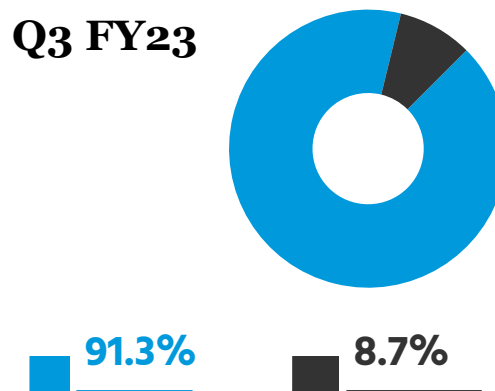
Quarterly Segment Results

(₹ Million)

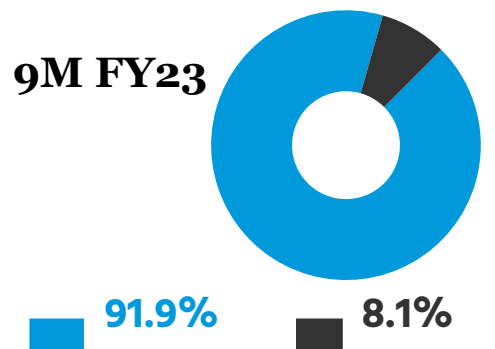
Particulars	Q3 FY23	Q3 FY22	YoY Change	Q2 FY23	QoQ Change	9M FY23	9M FY22	YoY* Change
Home Textile								
Revenue	17,575	22,508	(21.9%)	20,114	(12.6%)	56,210	67,181	(15.0%)
EBITDA	2,062	3,126	(34.0%)	1,276	61.6%	5,054	11,707	(52.6%)
EBITDA Margin (%)	11.7%	13.9%	(216 bps)	6.3%	539 bps	9.0%	17.4%	(712 bps)
Flooring								
Revenue	1,684	1,909	(11.8%)	1,596	5.5%	4,974	4,719	5.4%
EBITDA	31	103	(70.3%)	42	(27.3%)	94	(115)	-
EBITDA Margin (%)	1.8%	5.4%	(359 bps)	2.6%	(82 bps)	1.9%	(2.4%)	432 bps

Revenue Segmentation (%)

Q3 FY23



9M FY23



Legend



Home Textile



Flooring

*9M 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	9M FY 23
Total Income	61,318	66,084	68,362	74,080	93,773	60,196
Growth YoY* %	8.8%	7.8%	3.4%	8.4%	26.6%	(14.3%)
EBITDA	12,046	11,467	13,098	14,198	14,246	5,538
EBITDA Margin	19.6%	17.4%	19.2%	19.2%	15.2%	9.2%
Depreciation	5,042	4,358	4,811	4,536	4,205	3,286
Finance cost	1,408	1,593	1,777	1,975	1,313	966
PBT (Before exceptional)	5,597	5,516	6,510	7,686	8,728	1,286
Exceptional Items	-	(2,647)	434	-	-	-
PAT (After Minority Interest)	3,850	2,098	5,074	5,397	6,012	734
Cash Profit [^]	9,413	8,977	9,702	10,197	10,703	4,279
EPS (₹)	3.83	2.09	5.05	5.37	6.06	0.74

Note:

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

[^] 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	9M FY 23
Net Worth	26,057	27,793	29,721	36,447	39,717	39,416
Short Term Loans	12,580	14,080	17,717	17,452	19,742	17,051
Long Term Loans	20,228	19,024	16,704	10,962	12,142	11,511
<i>of which Net Flooring Debt</i>	-	2,797	6,526	6,959	8,300	8,967
Gross Debt	32,807	33,104	34,421	28,414	31,884	28,562
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	9,595	9,470
Net Debt	30,269	30,283	29,618	23,327	22,289	19,092
Net Debt excluding Flooring debt	30,269	27,486	23,092	16,368	13,989	10,125
Capital Employed*	62,962	65,456	68,825	71,305	79,053	75,850
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	39,881	38,648
Net Current Assets	23,734	22,210	21,828	24,536	24,839	22,672
Total Assets	72,249	77,423	83,103	86,778	94,368	89,669

Net Debt of Core business reduced by 49.1% in last 4 Years (FY19 to FY22)

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	9M FY23
Solvency ratios	Net Debt/Equity	1.16	1.09	1.00	0.64	0.56	0.48
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.56	2.39
	EBIT/Interest	4.98	4.46	4.66	4.89	7.65	2.93
Operational ratios	Current ratio	1.42	1.25	1.19	1.33	1.37	1.44
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.33	2.11
	Total asset turnover	0.84	0.84	0.81	0.85	0.99	0.91
	Inventory days	79	75	83	88	78	89
	Debtor days	56	60	59	59	39	34
	Payable days	39	39	49	54	36	35
	Cash conversion cycle	96	95	93	93	80	88
Return ratios	ROE	15.4%	15.2%	16.1%	16.3%	15.8%	3.2%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	13.4%	4.7%

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



- Rated **“Low Risk”** on ESG factors by one of the **top ESG rating agency**
- 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.”

Sustainalytics	DJSI ratings	Crisil ratings
Score improved from 17.9 to 14.4 (May'22)	Score improved from 8 to 48 (Nov'21)	Score 63 – Strong (May'22)

Journey Till Date (Q2FY23)– Environmental Impact



1,60,602 acres

Landbank of sustainable cotton farming



725 million

Liters of recycled water used in process this quarter



45,475 GJ Energy

Saved through energy conservation this quarter



82%

Of cotton used from sustainable sources this quarter



1624 tons

Recycled cotton reused in process this quarter

Journey Till Date – Social Impact



- ◆ Students reached ~85K
- ◆ FY22-23 Target: ~83K



- ◆ Livelihood Impact –
 - ◆ Total benefited 1884
- Health Impact –
 - ◆ Total beneficiaries ~95K



- ◆ To reduce road accidents on WEL constructed road
- ◆ Beneficiaries ~ 47K
- ◆ Target ~60K



Welspun Super Sport Women

- ◆ 32 athletes supported
- ◆ Medals: 82

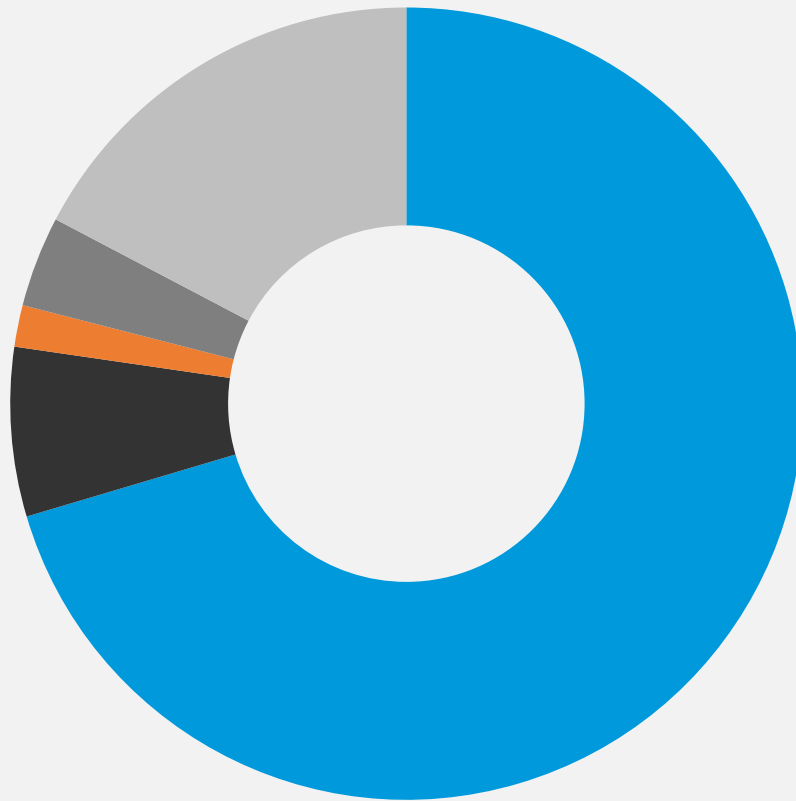
Sustainability – Progress against Targets

Aspects	Q3FY 23	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	WIP	20% RE	100% RE
100% Sustainable Cotton	82%	50%	100%
Fresh Water Positive in Production operations	13.5 KL/MT	5 KL/MT	0 KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	12.6 MT	0 MT	0 MT
Impacting 1 million lives in CSV	2,66,036	5,00,000	1,00,000
Farmers in Welspun sustainable farming project (cumulative)	16,547	20,000	50,000



Share Holding Summary

Shareholding Pattern (Dec 2022)



Promoter Group	70.4%
FPIs	6.1%
Mutual Funds/AIF	2.0%
Insurance Co's	3.7%
Public	17.8%

Top Institutional Shareholders

LIC of India

HSBC Mutual Fund

Aditya Birla Sunlife MF

Nippon Mutual Fund

Tata Mutual Fund

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Let's connect

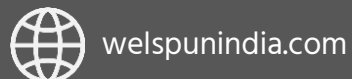
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Annexure



Owned Brands – Domestic



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness
- ◆ Mass



Presence

- ◆ **2,400+** outlets
- ◆ **380** towns
- ◆ **240** Shop in Shop locations
- ◆ **10,600+** outlets
- ◆ **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

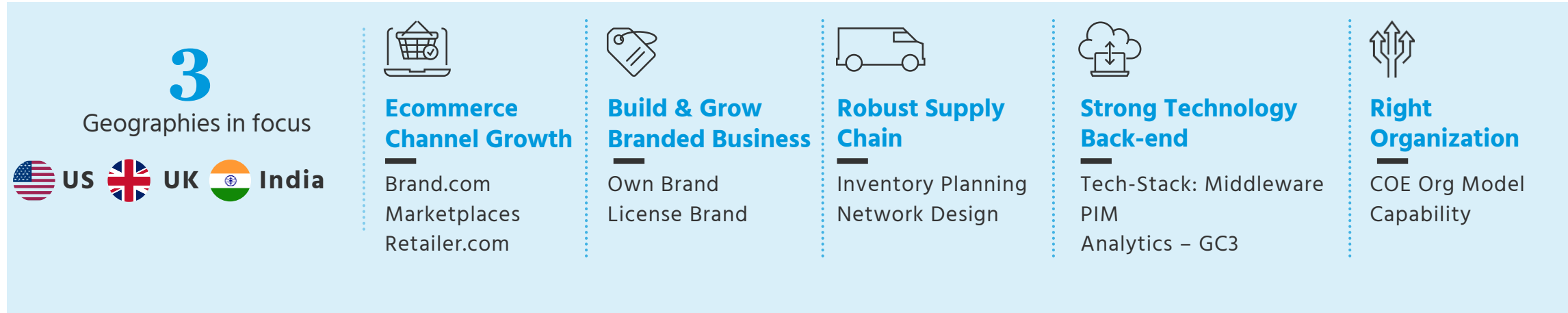


- Cushion cover
- Curtains
- Blinds
- Wall paper

MATTRESSES



E-Commerce – Multipronged strategy to drive growth



Notes:

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



Innovation – Our strong suite

35 Patented Technologies

Filed globally

WINNER 2nd 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