

WLL/SEC/2024

January 31, 2024

BSE 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: WELSPUNLIV)
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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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on unaudited financial results of the Company for the quarter ended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, 2023.

Please take the same on record.

Thank you,

For Welspun Living Limited
(Formerly known as Welspun India Limited)

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

Enclosed: Earnings Presentation as mentioned above

Welspun Living Limited (Formerly known as Welspun India Limited)

Welspun House, 6th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (W), Mumbai 400013. India

T: +91 22 6613 6000 / 2490 8000 | F: +91 22 2490 8020

E-mail: companysecretary_wil@welspun.com | Website: www.welspunliving.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110. India

T: +91 28 3666 1111 | F: +91 28 3627 9010

Works: Survey No. 76, Village Morai, Vapi, District Valsad, Gujarat 396 191. India

T: +91 26 0243 7437 | F: +91 26 0224 37088

Corporate Identity Number: L17110GJ1985PLC033271

Earnings Presentation Welspun Living Limited

Home Textile | Advance Textile | Flooring

Q3 FY24

January 2024

NSE/BSE: WELSPUNLIV

Bloomberg: WLSI:IN

Reuters: WLSP.NS



Inside this Presentation

Executive Summary	03
Management Commentary	04
Awards & Recognition	05
Global Presence	06
Key Highlights	07
Quarterly summary	08
9M FY 24 summary	09
Operational Highlights	13
Quarterly Segment Results	16
Profit & Loss Summary	18
Financial Statements Summary	19
ESG at Welspun	21
Share Holding Summary	24
Annexures	27



WELSPUN LIVING - GLOBAL HOME TEXTILES LEADER



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



Diversified Brand & License Portfolio



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^WLIVING

Welspun Living Ltd (WLL), part of \$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.

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

MANAGEMENT COMMENTARY



"We are glad to see continued growth in all our businesses in Q3 setting up newer landmarks by reaching highest Q3 revenues, growing at 29% and highest ever revenues in Domestic and Flooring businesses leading to increased market share in all areas of our operations. Our ability to provide unique solutions along with innovation and unmatched quality to our marquee customers reinstates our position of being the FMCG of textiles.

We continue to have greater focus on the India market, which is a shining star in the current global economic scenario, with deeper penetration in retail segment through increased EBOs & MBOs, increasing our reach to 17,000+ outlets, and higher brand visibility & hence reinstating our vision of being "Har Ghar Se Har Dil Tak Welspun".

Our robust strategy, sustainable growth and high level of governance has resulted in we getting the Best Managed Company Award 2023 second year in a row from Deloitte. We also continue to set up higher standards in our ESG leadership with complete visibility of our practices through audited sustainability report.

Through increase in our Towel capacity and setting up of pillow plant in US to enter into new product areas, we are also striving to reach our stated revenue objectives by FY 2026, with consistent profitability to ensure a healthy ROCE to create substantial value for our stakeholders.

Ms. Dipali Goenka
Managing Director & CEO , Welspun Living Limited



AWARDS & RECOGNITION



Best Managed Company by Deloitte – won in 2 years in a row



Safety Excellence Diamond Award at Golden Bird National Awards '23



Platinum Award by Apex India Foundation Award'23 for Excellence in Corporate Ethics in textile sector

Feathrs in our cap



Weaving Success

Dipali Goenka is really busy rebranding Welspun. A new logo was unveiled in July, and she can't stop talking about the group's presence in various businesses. "We are in roads and also other parts of infrastructure, plus there is the buyout of Sintex-BAPL (that deal concluded in March)," she says. As CEO & MD of the ₹8,200-crore home textile manufacturer Welspun India,

she is clear that India is the big story. "India is increasingly being preferred as the new supply chain partner," says Goenka. She is making Welspun future-ready. "With tools like AI and data analytics, it is necessary for us to be ahead of the curve," she says. Ask her what will make her happy about the company in five years, she says, "Har ghar se har dil tak (from every home to every heart)." **BT**

DIPALI GOENKA
54, CEO & MANAGING DIRECTOR, WELSPUN LIVING

— BY KRISHNA GOPALAN

Ms. Dipali Goenka recognized as the "Most Powerful Woman in Business '23 by Business Today"

Women supported by WSSW breaking barriers



Tanisha Crasto: Gold, Badminton (Doubles) in Abu Dhabi Masters Super 100 '23



Nikhat Zareen: Bronze, Boxing (50 kg) in Asian Games '23



Rusta Award for persistent on time delivery, reduced CRS, improved COC & SQE



9th Dalmia- Bharat CSRBox CSR Impact Award '23 in Women Empowerment (Large) category for WSSW



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



WLL as the 'Most Preferred Workplace of 2023-24' by Team Marksmen Network



Domestic - Business Excellence 2023 Award by Outlook Business



Highest Exports 2010- 2021

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

and many more...

STRONG GLOBAL PRESENCE



KEY CUSTOMER PARTNERSHIP

North America



UK & Europe



India



ROW



Over **50**
Countries
Presence

KEY HIGHLIGHTS



Brands



ESG



Innovation

Click the Icons to know more

➤ Total Income

- Q3 → ₹ 24,539 mn grew 28.9% YoY
- 9M → ₹ 72,084 mn grew 19.7% YOY

➤ **Domestic Consumer Business** grew by 10.5% YoY and stood at ₹ 1,715 mn in Q3 FY 24 (Highest ever quarterly revenue)

➤ **Emerging Business** grew by 21.0% YoY in Q3 FY 24

➤ **Export business** grew by 36% YoY in Q3 FY 24

➤ EBITDA

- Q3 → ₹ 3,819 mn @ 15.6% grew 67.1% YoY
- 9M → ₹ 11,146 mn @ 15.5% grew 101.3% YOY

➤ **Flooring Business** grew by 46.2% YoY and stood at ₹ 2,463 mn in Q3 FY 24 (Highest ever quarterly revenue)

➤ **EBITDA** for flooring business is at 8.1% of ₹ 200 mn in Q3 FY 24

➤ **Net Debt** stood at ₹ 15,416 mn as on 31st December 2023, ₹ 3,676 mn lower than ₹ 19,092 mn as on 31st December 2022



QUARTERLY HIGHLIGHTS



(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	24,539	3,819	2,396	1,768	2,746
Growth (YoY)	28.9% ↑	67.1% ↑	205.1% ↑	317.1% ↑	54.4% ↑
Growth (QoQ)	(3.5%) ↓	(2.4%) ↓	(7.5%) ↓	(10.1%) ↓	(3.1%) ↓
Margin (%)		15.6%	9.8%	7.2%	
Margin Expansion (Y-o-Y)		356 bps	564 bps	498 bps	
Margin Expansion (Q-o-Q)		17 bps	(42 bps)	(53 bps)	
EPS/CEPS				1.84	2.83



9M FY 24 HIGHLIGHTS

(₹ Million)

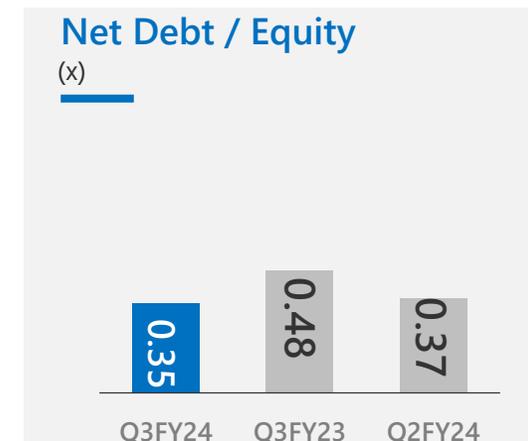
	Revenue	EBITDA	PBT	PAT	Cash Profit
	72,084	11,146	7,148	5,351	8,101
Growth (YoY)	19.7%↑	101.3%↑	455.9%↑	628.6%↑	89.3%↑
Margin (%)		15.5%	9.9%	7.4%	
Margin Expansion (Y-o-Y)		626 bps	778 bps	620 bps	
EPS/CEPS				5.54	8.34

QUARTERLY HIGHLIGHTS



(₹ Million)

Particulars	31-Dec-23	31-Dec-22	30-Sept-23
Net Worth	43,795	39,416	41,975
Short Term Loans	15,187	17,051	13,266
Long Term Loans	9,852	11,511	10,167
Gross Debt	25,038	28,562	23,433
Cash & Cash Equiv.	9,622	9,470	7,698
Net Debt	15,416	19,092	15,734
of which Net Flooring Debt	8,290	8,967	8,222
Net Debt excl. Flooring debt	7,126	10,125	7,512
Total Assets	94,229	89,669	90,303



SALES HIGHLIGHTS – CHANNEL WISE



(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q3 FY24 <i>Sales Contribution (%)</i>	4,002 <i>19%</i>	12,351 <i>57%</i>	1,293 <i>6%</i>	580 <i>3%</i>	1,729 <i>8%</i>	40 <i>0%</i>	1,575 <i>7%</i>
Q2 FY24 <i>Sales Contribution (%)</i>	5,314 <i>24%</i>	11,609 <i>52%</i>	1,527 <i>7%</i>	685 <i>3%</i>	1,788 <i>8%</i>	30 <i>0%</i>	1,306 <i>6%</i>
Q3 FY23 <i>Sales Contribution (%)</i>	3,718 <i>23%</i>	7,677 <i>47%</i>	1,196 <i>7%</i>	964 <i>6%</i>	1,328 <i>8%</i>	22 <i>0%</i>	1,435 <i>9%</i>
<i>Growth YoY (%)</i>	<i>8%</i>	<i>61%</i>	<i>8%</i>	<i>(40%)</i>	<i>30%</i>	<i>79%</i>	<i>10%</i>
9M FY24 <i>Sales Contribution (%)</i>	14,971 <i>24%</i>	32,791 <i>52%</i>	4,284 <i>7%</i>	2,041 <i>3%</i>	5,111 <i>8%</i>	104 <i>0%</i>	3,920 <i>6%</i>
9M FY23 <i>Sales Contribution (%)</i>	9,300 <i>18%</i>	28,187 <i>54%</i>	3,576 <i>7%</i>	2,757 <i>5%</i>	4,589 <i>9%</i>	92 <i>0%</i>	3,834 <i>7%</i>
<i>Growth YoY (%)</i>	<i>61%</i>	<i>16%</i>	<i>20%</i>	<i>(26%)</i>	<i>11%</i>	<i>14</i>	<i>2%</i>

8% YoY

Growth in innovation
Business

36% YoY

Growth in Global business

Note:
*Non-Domestic
#Includes Innovation
Revenue excludes Other Operating Income
welspunliving.com

SALES HIGHLIGHTS – BUSINESS WISE



(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Com	Advanced Textiles	Flooring – B2B	Flooring – Branded
Q3 FY24 <i>Sales Contribution (%)</i>	14,729 <i>68%</i>	2,909 <i>13%</i>	620 <i>3%</i>	1,234 <i>6%</i>	1,685 <i>8%</i>	395 <i>2%</i>
Q2 FY24 <i>Sales Contribution (%)</i>	15,353 <i>69%</i>	2,814 <i>12%</i>	715 <i>3%</i>	1,105 <i>5%</i>	1,993 <i>9%</i>	281 <i>1%</i>
Q3 FY23 <i>Sales Contribution (%)</i>	10,683 <i>65%</i>	2,362 <i>14%</i>	986 <i>6%</i>	761 <i>5%</i>	1,148 <i>7%</i>	401 <i>2%</i>
<i>Growth YoY (%)</i>	<i>38%</i>	<i>23%</i>	<i>(37%)</i>	<i>62%</i>	<i>47%</i>	<i>(1%)</i>
9M FY24 <i>Sales Contribution (%)</i>	43,450 <i>69%</i>	8,073 <i>13%</i>	2,145 <i>3%</i>	3,277 <i>5%</i>	5,332 <i>8%</i>	942 <i>1%</i>
9M FY23 <i>Sales Contribution (%)</i>	34,796 <i>66%</i>	7,505 <i>14%</i>	2,849 <i>5%</i>	2,634 <i>5%</i>	3,633 <i>7%</i>	918 <i>2%</i>
<i>Growth YoY (%)</i>	<i>25%</i>	<i>8%</i>	<i>(25%)</i>	<i>25%</i>	<i>47%</i>	<i>2%</i>

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

34% YoY
Growth in Flooring
Business

62% YoY
Growth in Advance Textiles



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q3FY24	Utilization (%)	Q2FY24	Utilization (%)	Q3FY23	Utilization (%)	
	Bath Linen	MT	90,000	18,933	84%	21,012	93%	16,279	72%	
	Bed Linen	Mn mtrs	108	16.0	59%	21.8	81%	12.6	47%	
	Rugs & Carpets	Mn sq mtrs	12.0	2.6	87%	2.9	98%	1.5	51%	
	Advanced Textile									
	Spunlace	MT	27,729	4,505	65%	4,452	64%	2,564	37%	
	Needle Punch	MT	3,026	370.0	49%	389	51%	283	37%	
	Wet Wipes	Mn Packs	100	3.8	15%	4.0	16%	6.0	24%	

Flooring	Particulars	UOM	Annual Capacity		Q3FY24	Utilisation (%)	Q2FY24	Utilisation (%)	Q3FY23	Utilisation (%)
			Installed	Effective						
	Flooring	Mn sq mtrs	27	18	2.7	60%	2.8	63%	1.4	30%



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	9MFY24	Utilization (%)	9MFY23	Utilization (%)	
	Bath Linen	MT	90,000	58,126	86%	41,449	62%	
	Bed Linen	Mn mtrs	108	53.2	66%	40.5	50%	
	Rugs & Carpets	Mn sq mtrs	12.0	8.2	92%	5.1	56%	
	Advanced Textile							
	Spunlace	MT	27,729	12,465	60%	7,388	36%	
	Needle Punch	MT	3,026	1,064	47%	845	37%	
	Wet Wipes	Mn Packs	100	15.0	20%	17.0	23%	

Flooring	Particulars	UOM	Annual Capacity		9MFY24	Utilisation (%)	9MFY23	Utilisation (%)
			Installed	Effective				
	Flooring	Mn sq mtrs	27	18	7.8	58%	4.2	31%



QUARTERLY PROFIT & LOSS

(₹ Million)

Particulars	Q3FY24	Q3 FY23	YoY Change	Q2FY24	QoQ Change
Total Income	24,539	19,041	28.9%	25,424	(3.5%)
EBITDA	3,819	2,286	67.1%	3,913	(2.4%)
EBITDA Margin (%)	15.6%	12.0%	356 bps	15.4%	17 bps
Finance Cost	419	359	16.8%	338	23.9%
Depreciation	1,004	1,142	(12.1%)	985	1.9%
PBT	2,396	785	205.1%	2,590	(7.5%)
PAT (After Minority Interest)	1,768	424	317.1%	1,967	(10.1%)
PAT Margin	7.2%	2.2%	498 bps	7.7%	(53 bps)
Cash Profit [^]	2,746	1,778	54.4%	2,833	(3.1%)
EPS (₹) (Not Annualised)	1.84	0.43	327.9%	2.04	(9.8%)

Note:

1. [^]Cash Profit = PBDT less Current Tax



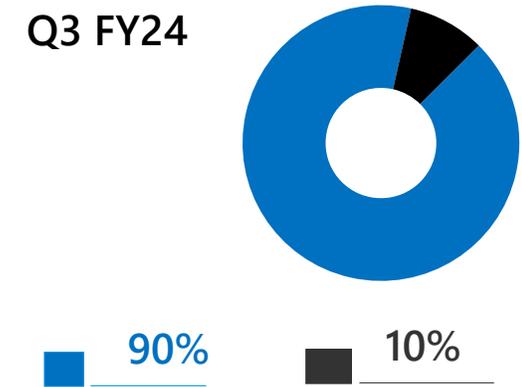
QUARTERLY SEGMENT RESULTS

(₹ Million)

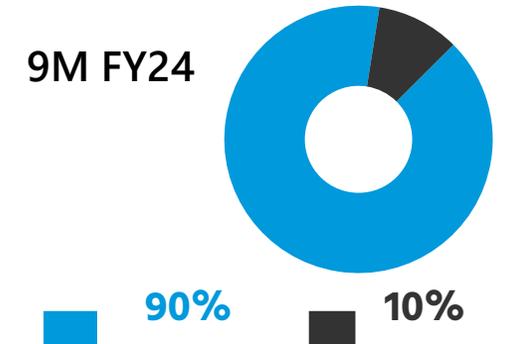
Particulars	Q3 FY24	Q3 FY23	YoY Change	Q2 FY24	QoQ Change	9M FY24	9M FY23	YoY Change
Home Textile								
Revenue	22,514	17,575	28.1%	23,523	(4.3%)	66,413	56,210	18.2%
EBITDA	3,470	2,062	68.3%	3,594	(3.4%)	10,187	5,054	101.6%
EBITDA Margin (%)	15.4%	11.7%	368 bps	15.3%	13 bps	15.3%	9.0%	635 bps
Flooring								
Revenue	2,463	1,684	46.2%	2,426	1.5%	7,140	4,974	43.5%
EBITDA	200	31	550.8%	201	(0.5%)	584	94	520.7%
EBITDA Margin (%)	8.1%	1.8%	629 bps	8.3%	(16 bps)	8.2%	1.9%	628 bps

Revenue Segmentation (%)

Q3 FY24



9M FY24



Legend



Home Textile



Flooring



Summary of Financial Statements





Profit & Loss Summary

(₹ Million)

Particulars	FY20	FY21	FY22	FY 23	9M FY 24
Total Income	68,362	74,080	93,773	82,151	72,084
Growth YoY* %	3.4%	8.4%	26.6%	(11.4%)	19.7%
EBITDA	13,098	14,198	14,246	8,739	11,146
EBITDA Margin	19.2%	19.2%	15.2%	10.6%	15.5%
Depreciation	4,811	4,536	4,205	4,421	2,983
Finance cost	1,777	1,975	1,313	1,299	1,016
PBT	6,944	7,686	8,728	3,019	7,148
PAT (After Minority Interest)	5,074	5,397	6,012	1,988	5,351
Cash Profit [^]	9,702	10,197	10,703	6,760	8,101
EPS (₹) (Not Annualised)	5.05	5.37	6.06	2.02	5.54

Note:

* FY 22 numbers adjusted for ROSCTL of Q4 FY 21 of Rs.1050 Mn

[^] Cash Profit = PBDT less Current Tax



Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-20	31-Mar-21	31-Mar-22	31-Mar-23	31-Dec-23
Net Worth	29,721	36,447	39,717	40,878	43,795
Short Term Loans	17,717	17,452	19,742	12,342	15,187
Long Term Loans	16,704	10,962	12,142	11,162	9,852
Gross Debt	34,421	28,414	31,884	23,504	25,038
Cash & Cash Equiv.	4,803	5,087	9,595	8,161	9,622
Net Debt	29,618	23,327	22,289	15,343	15,416
<i>of which Net Flooring Debt</i>	<i>6,526</i>	<i>6,959</i>	<i>8,300</i>	<i>7,878</i>	<i>8,290</i>
Net Debt excluding Flooring debt	23,092	16,368	13,989	7,465	7,126
Capital Employed*	68,825	71,305	79,053	72,389	77,320
Net Fixed Assets (incl CWIP)^	38,105	38,042	39,881	37,777	37,014
Net Current Assets	21,828	24,536	24,839	23,135	26,263
Total Assets	83,103	86,778	94,368	86,501	94,229

Net Debt reduced by 48% in last 3 Years (FY20 to FY23)

Note:

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



Ratios Summary

		FY20	FY21	FY22	FY23	9M FY24
Solvency ratios	Net Debt/Equity	1.00	0.64	0.56	0.38	0.35
	Net Debt/EBITDA	2.26	1.64	1.56	1.76	1.07
	EBIT/Interest	4.66	4.89	7.65	3.32	7.58
Operational ratios	Current ratio	1.19	1.33	1.37	1.66	1.61
	Fixed asset turnover	1.77	1.93	2.33	2.14	2.50
	Total asset turnover	0.81	0.85	0.99	0.94	0.98
	Inventory days	83	88	78	89	86
	Debtor days	59	59	39	43	45
	Payable days	49	54	36	39	39
	Cash conversion cycle	93	93	80	93	92
Return ratios	ROE	16.1%	16.3%	15.8%	4.9%	15.6%
	ROCE (Pre-tax) (TTM)	12.3%	13.8%	13.4%	5.7%	13.7%
	ROCE (Pre-tax) (Annualised)					14.5%

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)

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 WLL that enlists our goals under Sustainability till 2030.



Transparent Reporting of Welspun Living'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 MLD sewage treatment plant enables use of treated sewage
- ◆ Utilizing biomass (Agri-Pellets) for steam generation
- ◆ Renewable power from CleanMax has started at Vapi from June'23.
- ◆ Building up 27 MW solar power plant at Anjar
- ◆ 95% of critical Suppliers onboarded on Sedex for a transparent supply chain
- ◆ Acquired membership of UN Global Compact (UNGC)



Social

- ◆ Engaged with Cotton Farmers to grow sustainable Cotton (Better Cotton Initiative and Organic Cotton) in an initiative spread over 350 villages, impacting 26,000 farmers.
- ◆ Also initiated special program for ELS (Extra long staple) cotton with over 4000 framers enrolled.
- ◆ 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
- ◆ CSV programs aims to impact 1 Mn lives by 2030. In FY 24, already reached over 5 lacs community members.



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 extended 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 36 patents filled globally



SUSTAINABILITY INITIATIVES – GROWING BUSINESS RESPONSIBLY

- Welspun Living’s Sustainability case study is now a part of a curriculum across universities in US, Canada, France, Europe and Taiwan.”
- Welspun Living is amongst the top 5% textile companies globally as per DJSI CSA for 2022 , score improved from 48 to 59
- Welspun Living’s endeavour to keep ESG at the core of all operations has improved its sustainability rating to 11.3. The rating elevated WLL into TOP 10 of the 202 participating companies worldwide in the Sustainalytics rating.



Sustainalytics	DJSI ratings	Crisil ratings
Score improved from 14.4 to 11.3 (June '23)	Score improved from 48 to 59 (Apr'23)	Score 64 – Strong (Jan'24)

9M' FY24 – Environmental Impact



2,51,913 + acres

Landbank of sustainable cotton farming



2950 million

Liters of recycled water used in process



159,721 GJ Energy

Saved through energy conservation



81%

Of cotton used from sustainable sources



3,991 tons

Recycled cotton reused in process

Social Impact –9M' FY 24



- Students reached ~111 K
- FY24 Target: ~ 50 K



Livelihood Impact –

- Total benefited ~ 48 K



Health Impact –

- Total beneficiaries ~ 203 K



- 17 athletes supported
- Medals: 74



SUSTAINABILITY – PROGRESS AGAINST TARGETS

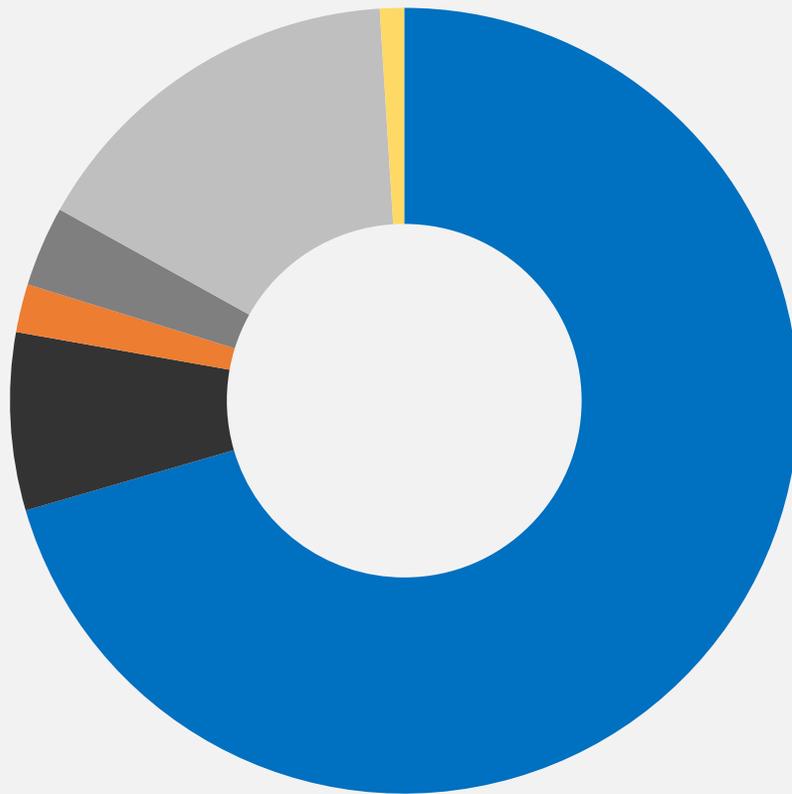
Aspects	9M FY 24	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	WIP	20% RE	100% RE
100% Sustainable Cotton	81%	50%	100%
Fresh Water Positive in Production operations	11KL/MT	5KL/MT	0KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	43 MT	0 MT	0 MT
Impacting 1 million lives in CSV (YTD)	5,96,389	5,00,000	10,00,000
Farmers in Welspun sustainable farming project (YTD)	26,720	20,000	50,000



SHARE HOLDING SUMMARY



Shareholding Pattern (Dec 2023)



Promoter Group	70.5%
FPIs	7.3%
Mutual Funds/AIF	2.0%
Insurance Co's	3.3%
Public	15.9%
Other	1.0%

Top Institutional Shareholders

- LIC of India
- HSBC Mutual Fund
- Aditya Birla Sunlife MF
- Nippon Mutual Fund

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Let's connect

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Annexure:

OWNED BRANDS – DOMESTIC

Diversified Product Portfolio



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness

- ◆ Mass



Presence

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

- ◆ 17,006+ outlets (1,495+ in Q3 24)
- ◆ 600+ 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

Note: * As per 3rd party research

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

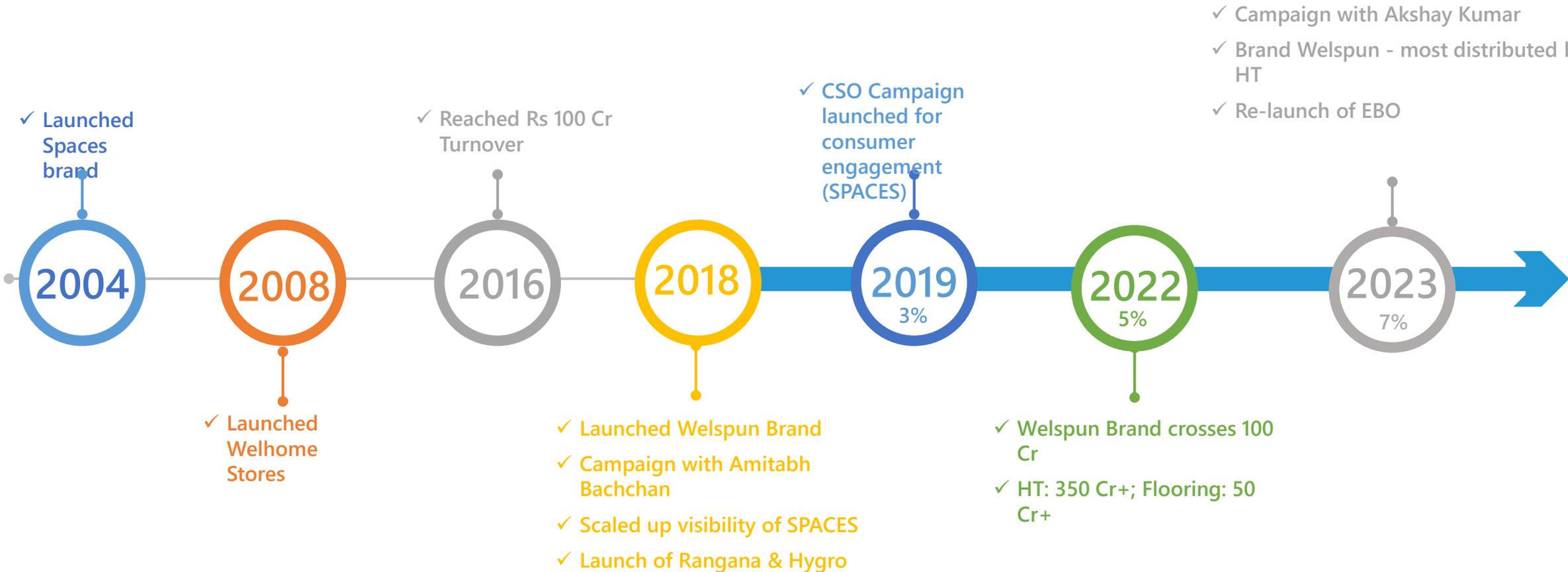


- Cushion cover
- Curtains
- Blinds
- Wall paper

MATTRESSES



RETAIL JOURNEY



DOMESTIC CONSUMER BUSINESS BUILDUP



Brand Welspun



Highest Distributed Brand in HT Share of shelf: $\geq 15\%$ MBO; $\geq 40\%$ Large format



75% Districts Presence in ~500/640



Innovation:
 • 2-in-1 Sheet
 • Quik Dry Towel
 • Wonderful sheet



Presence: 17k+ Outlets FY26 (e): 50,000 outlets



Most Visible Brand of Home Textile Branding in ~7k stores.



Make in India:
 Highest Scale up in commercial & hospitality segment

Awards



Welspun's Quik Dry Towel ad wins Kantar's Global Creative Effectiveness Awards for its Messaging & relevance



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

Last mile technology implementation: SFA & DMS

High pitch campaigns with celebrities



Spontaneous awareness

SPACES® 30%
 BED • BATH • RUGS



Welspun® 100%





INNOVATION – OUR STRONG SUITE

37 Patented Technologies

Filed globally

WINNER 2nd time in a row

CLARIVATE SOUTH AND SOUTH EAST ASIA INNOVATION AWARD 2021



Welspun Living

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

A BEDSHEET REVOLUTION



- ◆ Better Moisture Management
- ◆ Wrinkle-resistant