

WIL/SEC/2022

November 08, 2022

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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on unaudited financial results of the Company for the quarter ended September 30, 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

Q2 FY23

8th November 2022

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



Christy
ENGLAND

WELSPUN
FLOORING

SPACES[®]
BED • BATH • RUGS

AUTHENTIC
WEL-TRAK[™]
FIBER

HYGRO
COTTON



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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



"I am very pleased to share that our Domestic Retail business has recorded its highest ever Q2 revenue during the quarter. The sustained and robust growth in our Retail business as well as the outperformance of our Emerging's Businesses globally demonstrate the efficacy of our strategy to drive growth through brands, innovation, and direct-to-consumer (D2C/B2C) channels that include e-commerce and retail. On a consolidated basis, we have delivered yet another resilient quarter in the face of a still very challenging macro environment. While we are now seeing some easing of supply-side pressures that led to input costs rising to unpredicted levels, and those are likely to gradually start reflecting in margins going forward, we are still observing relatively subdued consumer sentiment due to high inflation and significant inventory build-up in our key markets. We believe these challenges are transitory in nature and continue to be focused on executing our strategy for long term growth, leveraging the differentiation we enjoy due to our brands, scale, quality track record, and culture of innovation.

On the ESG front, Welspun continues to set benchmarks for the industry through its thought-leadership, pioneering ideas, and focused execution. This was reaffirmed when the Company was included among the 'Best Managed Companies 2022' in India last month in an initiative organized by Deloitte Private India."



AWARDS & RECOGNITION



2022

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

NASSCOM®

Industry 4.0

2022

Artificial Intelligence for Towel counting & Defect detection

TESCO

Sustainability

2022

Community Sustainable award for ESG efforts

FROST & SULLIVAN

Sustainability

2022

Awarded by Frost & Sullivan and TERI under 2 categories in Sustainability



Product Development

2022

Excellence in Product development

KOHL'S

2022

Welspun has been awarded as a "Platinum Tier" partner by leading retailer Kohl's based on the exemplary performance showcased in Product Integrity, CSR, Sample Approvals & Technical design



Highest Exports

2010- 2021

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

dun & bradstreet

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



business today

Our CEO Dipali Goenka selected as one of **most powerful women** in business



NATIONAL GEOGRAPHIC

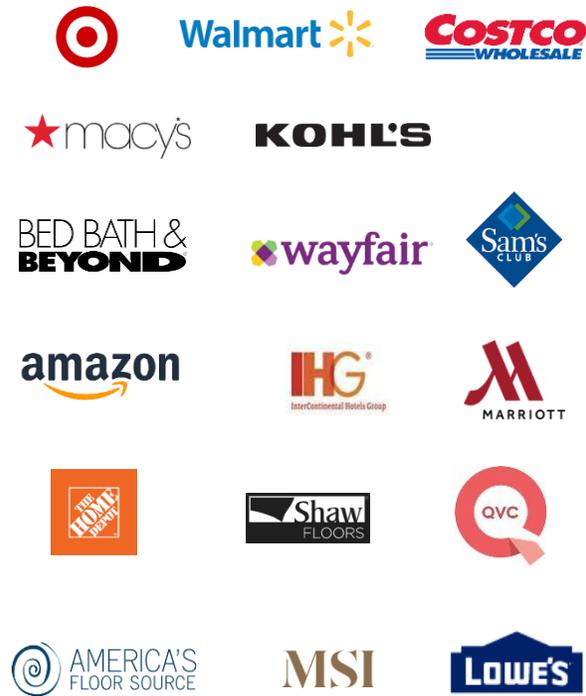
Welspun's manufacturing facilities featured in **National Geographic "Superfactories"**

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

- Q2 ₹ 21,366 mn up 8% QoQ
- H1 ₹ 41,156 mn.

EBITDA

- Q2 ₹ 1,517 mn. @ 7.1% Margin
- H1 ₹ 3,252 mn @ 7.9% Margin

Emerging business at ₹11,881 mn in H1 FY23, grew by 17% YTD

Net Debt stood at ₹ 19,980 mn vs. ₹ 25,332 mn (Sept 2021)

Net Debt/Equity is 0.51 Vs. 0.67 (sept 2021)

Flooring Business grew by 17%YoY in H1 FY 23 to reach ₹ 3,290 mn



Quarterly Highlights - QoQ

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	21,366	1,517	137	87	1,184
Growth (QoQ)	8.0% ↑	(12.6%) ↓	(62.2%) ↓	(61.3%) ↓	(10.1%) ↓
Margin (%)		7.1%	0.6%	0.4%	
Margin Expansion/(Contraction) (Q-o-Q)		(167 bps)	(119 bps)	(73 bps)	
EPS/CEPS				0.08	1.20

Quarterly Highlights - YoY

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	21,366	1,517	137	87	1,184
Growth (YoY)	(14.6%) ↓	(64.2%) ↓	(95.2%) ↓	(95.6%) ↓	(63.4%) ↓
Margin (%)		7.1%	0.6%	0.4%	
Margin Expansion/(Contraction) (y-o-y)		(984 bps)	(1068 bps)	(756 bps)	
EPS/CEPS				0.08	1.20

Half Yearly Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	41,156	3,252	501	311	2,501
Growth (YoY)*	(11.0%) ↓	(58.2%) ↓	(89.8%) ↓	(90.9%) ↓	(55.8%) ↓
Margin (%)		7.9%	1.2%	0.8%	
Margin Expansion/Contraction (Y-o-Y)		(894 Bps)	(943 Bps)	(664 Bps)	
EPS/CEPS				0.31	2.53

*H1FY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

Quarterly Highlights

(₹ Million)

Particulars	30-Sept-22	30-Sept-21	30-June-22
Net Worth	39,348	37,917	39,666
Short Term Loans	17,557	18,704	17,264
Long Term Loans	12,375	12,348	12,163
of which Net Flooring Debt	8,986	7,634	8,358
Gross Debt	29,931	31,052	29,426
Cash & Cash Equiv.	9,952	5,719	8,035
Net Debt	19,980	25,332	21,392
Net Debt excl. Flooring debt	10,994	17,699	13,034
Total Assets	92,297	91,940	91,929



Note:
quarterly chart figures are on TTM basis.

Revenue Highlights

(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
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>
Q1FY23	2,398	9,689	1,131	811	2,290	28	1,086
<i>Sales Contribution (%)</i>	<i>14%</i>	<i>56%</i>	<i>6%</i>	<i>5%</i>	<i>13%</i>	<i>0%</i>	<i>6%</i>
Q2FY22	5,731	11,956	1,153	1,404	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>
<i>Growth QoQ (%)</i>	<i>33%</i>	<i>12%</i>	<i>10%</i>	<i>21%</i>	<i>(58%)</i>	<i>52%</i>	<i>21%</i>
H1 FY23	5,582	20,510	2,380	1,793	3,261	69	2,399
<i>Sales Contribution (%)</i>	<i>16%</i>	<i>57%</i>	<i>7%</i>	<i>5%</i>	<i>9%</i>	<i>0%</i>	<i>7%</i>
H1 FY22	11,260	21,421	2,087	2,312	2,823	98	1,325
<i>Sales Contribution (%)</i>	<i>27%</i>	<i>52%</i>	<i>5%</i>	<i>6%</i>	<i>7%</i>	<i>0%</i>	<i>3%</i>
<i>Growth YoY (%)</i>	<i>(50%)</i>	<i>(4%)</i>	<i>14%</i>	<i>(22%)</i>	<i>16%</i>	<i>(31%)</i>	<i>80%</i>

Note:

*Non-Domestic

#Includes Innovation

Revenue excludes Other Operating Income

38% YoY

Growth in **Domestic Business**

15% YoY

Growth in **Branded business**

Revenue Highlights

(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textiles	Flooring – B2B	Flooring – Branded
Q2FY23	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>
Q1 FY23	10,967	3,156	838	898	1,353	219
<i>Sales Contribution (%)</i>	<i>63%</i>	<i>18%</i>	<i>5%</i>	<i>5%</i>	<i>8%</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>
<i>Growth QoQ (%)</i>	<i>20%</i>	<i>(37%)</i>	<i>22%</i>	<i>9%</i>	<i>(16%)</i>	<i>36%</i>
H1 FY23	24,113	5,143	1,863	1,873	2,485	517
<i>Sales Contribution (%)</i>	<i>67%</i>	<i>14%</i>	<i>5%</i>	<i>5%</i>	<i>7%</i>	<i>1%</i>
H1 FY22	31,152	3,876	2,410	1,299	2,316	273
<i>Sales Contribution (%)</i>	<i>75%</i>	<i>9%</i>	<i>6%</i>	<i>3%</i>	<i>6%</i>	<i>1%</i>
<i>Growth YoY (%)</i>	<i>(23%)</i>	<i>33%</i>	<i>(23%)</i>	<i>44%</i>	<i>7%</i>	<i>92%</i>

Note:

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

11% YoY

Growth in **Branded Textile business**

44% YoY

Growth in Advance Textiles

Operational highlights (Quarterly)

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q2FY23	Utilization (%)	Q1FY23	Utilization (%)	Q2FY22	Utilization (%)	
	Bath Linen	MT	90,000	13,538	60%	11,632	54%	19,769	95%	
	Bed Linen	Mn mtrs	108	13.9	51%	14.0	52%	23.9	100%	
	Rugs & Carpets	Mn sq mtrs	12.0	1.7	58%	1.8	60%	2.7	99%	
	Advanced Textile									
	Spunlace*	MT	27,729	2,438	35%	2,386	34%	1,706	82%	
	Needle Punch	MT	3,026	316	42%	246	32%	343	54%	
	Wet Wipes	Mn Packs	100	6.0	24%	5.0	20%	4.9	33%	

Flooring	Particulars	UOM	Annual Capacity		Q2FY23	Utilisation (%)	Q1FY22	Utilisation (%)	Q2FY22	Utilisation (%)
			Expected	Operational						
	Flooring	Mn sq mtrs	27	18	1.4	31%	1.5	37%	1.4	30%

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

Operational highlights (Half yearly)

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	H1FY23	Utilization (%)	H1FY22	Utilization (%)	
	Bath Linen	MT	90,000	25,170	57%	38,948	92%	
	Bed Linen	Mn mtrs	108	27.9	52%	45	100%	
	Rugs & Carpets	Mn sq mtrs	12.0	3.5	59%	5.4	100%	
	Advanced Textile							
	Spunlace*	MT	27,729	4,824	35%	3,554	71%	
	Needle Punch	MT	3,026	562	37%	711	47%	
	Wet Wipes	Mn Packs	100	11.0	22%	10	20%	

Flooring	Particulars	UOM	Annual Capacity		H1FY23	Utilisation (%)	H1FY22	Utilisation (%)
			Expected	Operational				
Flooring		Mn sq mtrs	27	18	2.9	32%	2.3	26%

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

Quarterly Profit & Loss

(₹ Million)

Particulars	Q2 FY23	Q2 FY22	YoY Change	Q1FY23	QoQ Change	H1 FY23	H1 FY22	YoY* Change
Total Income	21,366	25014	(14.6%)	19790	8.0%	41,156	47,282	(11.0%)
EBITDA	1,517	4237	(64.2%)	1736	(12.6%)	3,252	8,836	(58.2%)
EBITDA Margin (%)	7.1%	16.9%	(984 bps)	8.8%	(167 bps)	7.9%	18.7%	(894 bps)
Finance Cost	284	353	(19.5%)	323	(12.1%)	607	842	(27.9%)
Depreciation	1,095	1052	4.1%	1049	4.4%	2,145	2,023	6.0%
PBT (after exceptional)	137	2833	(95.2%)	363	(62.2%)	501	5,971	(89.8%)
PAT (After Minority Interest)	87	1992	(95.6%)	224	(61.3%)	311	4,167	(90.9%)
PAT Margin	0.4%	8.0%	(756 bps)	1.1%	(73 bps)	0.8%	8.8%	(664 bps)
Cash Profit [^]	1,184	3,237	(63.4%)	1,317	(10.1%)	2,501	6,405	(55.8%)
EPS (₹)	0.08	2.01	(96.1%)	0.23	(65.7%)	0.31	4.18	(91.0%)

Note:

- [^]Cash Profit = PBDT (before exceptionals) less Current Tax
- *H1FY22 numbers adjusted for ROSCTL of Q4FY21 of 1.050 Mn

Quarterly Segment Results

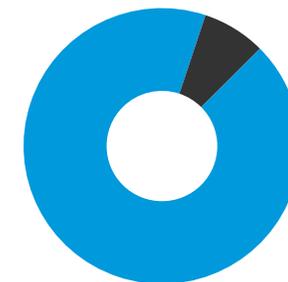
(₹ Million)

Particulars	Q2 FY23	Q2 FY22	YoY Change	Q1 FY23	QoQ Change	H1 FY23	H1 FY22	YoY* Change
Home Textile								
Revenue	20,114	23,749	(15.3%)	18,521	8.6%	38,635	45,032	(12.2%)
EBITDA	1,276	4,135	(69.1%)	1,716	(25.6%)	2,992	8,940	(62.1%)
EBITDA Margin (%)	6.3%	17.4%	(1107 bps)	9.3%	(292 bps)	7.7%	19.9%	(1019 bps)
Flooring								
Revenue	1,596	1,596	-	1,694	(5.8%)	3,290	2,810	17.1%
EBITDA	42	45	(6.4%)	21	100.0%	63	(218)	-
EBITDA Margin (%)	2.6%	2.8%	(18 bps)	1.2%	140 Bps	1.9%	(7.8%)	969 bps

*H1FY22 numbers adjusted for ROSCTL of Q4FY1 of 1.050 Mn

Revenue Segmentation (%)

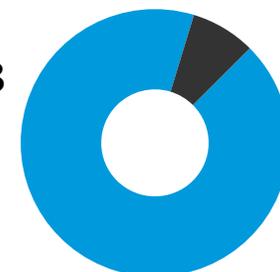
Q2 FY23



92.6%

7.4%

H1 FY23



92.2%

7.8%

Legend



Home Textile



Flooring

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 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	H1 FY 23
Total Income	61,318	66,084	68,362	74,080	93,773	41,156
Growth YoY* %	(8.8%)	7.8%	3.4%	8.4%	26.6%	(11.0%)
EBITDA	12,046	11,467	13,098	14,198	14,246	3,252
EBITDA Margin	19.6%	17.4%	19.2%	19.2%	15.2%	7.9%
Depreciation	5,042	4,358	4,811	4,536	4,205	2,145
Finance cost	1,408	1,593	1,777	1,975	1,313	607
PBT (Before exceptional)	5,597	5,516	6,510	7,686	8,728	501
Exceptional Items	-	(2,647)	434	-	-	0
PAT (After Minority Interest)	3,850	2,098	5,074	5,397	6,012	311
Cash Profit [^]	9,413	8,977	9,702	10,197	10,703	2,501
EPS (₹)	3.83	2.09	5.05	5.37	6.06	0.31

Note:

*H1FY22 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	H1 FY 23
Net Worth	26,057	27,793	29,721	36,447	39,717	39,348
Short Term Loans	12,580	14,080	17,717	17,452	19,742	17,557
Long Term Loans	20,228	19,024	16,704	10,962	12,142	12,375
<i>of which Net Flooring Debt</i>	-	2,797	6,526	6,959	8,300	8,986
Gross Debt	32,807	33,104	34,421	28,414	31,884	29,931
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	9,595	9,952
Net Debt	30,269	30,283	29,618	23,327	22,289	19,980
Net Debt excluding Flooring debt	30,269	27,486	23,092	16,368	13,989	10,994
Capital Employed*	62,962	65,456	68,825	71,305	79,053	76,681
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	39,881	39,348
Net Current Assets	23,734	22,210	21,828	24,536	24,839	22,805
Total Assets	72,249	77,423	83,103	86,778	94,368	92,297

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	H1 FY23
Solvency ratios	Net Debt/Equity	1.16	1.09	1.00	0.64	0.56	0.51
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.56	2.21
	EBIT/Interest	4.98	4.46	4.66	4.89	7.65	4.36
Operational ratios	Current ratio	1.42	1.25	1.19	1.33	1.37	1.40
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.33	2.22
	Total asset turnover	0.84	0.84	0.81	0.85	0.99	0.94
	Inventory days	79	75	83	88	78	79
	Debtor days	56	60	59	59	39	42
	Payable days	39	39	49	54	36	38
	Cash conversion cycle	96	95	93	93	80	83
Return ratios	ROE	15.4%	15.2%	16.1%	16.3%	15.8%	5.5%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	13.4%	6.0%

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 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
- ◆ 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
ESG 2022	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



1,60,000+ acres

Landbank of sustainable cotton farming



745 million

Liters of recycled water used in process this quarter



41,470 GJ Energy

Saved through energy conservation this quarter



64%

Of cotton used from sustainable sources this quarter



100 tons

Recycled cotton reused in process this quarter

Journey Till Date – Social Impact



- ◆ Students reached ~81K
- ◆ FY22-23 Target: ~83K



- ◆ Livelihood Impact –
 - ◆ Total benefited 1655
- Health Impact –
 - ◆ Total beneficiaries ~61K



- ◆ To reduce road accidents on WEL constructed road
- ◆ Beneficiaries ~ 17K
- ◆ Target ~60K



Welspun Super Sport Women

- ◆ 31 athletes supported
- ◆ Medals: 82

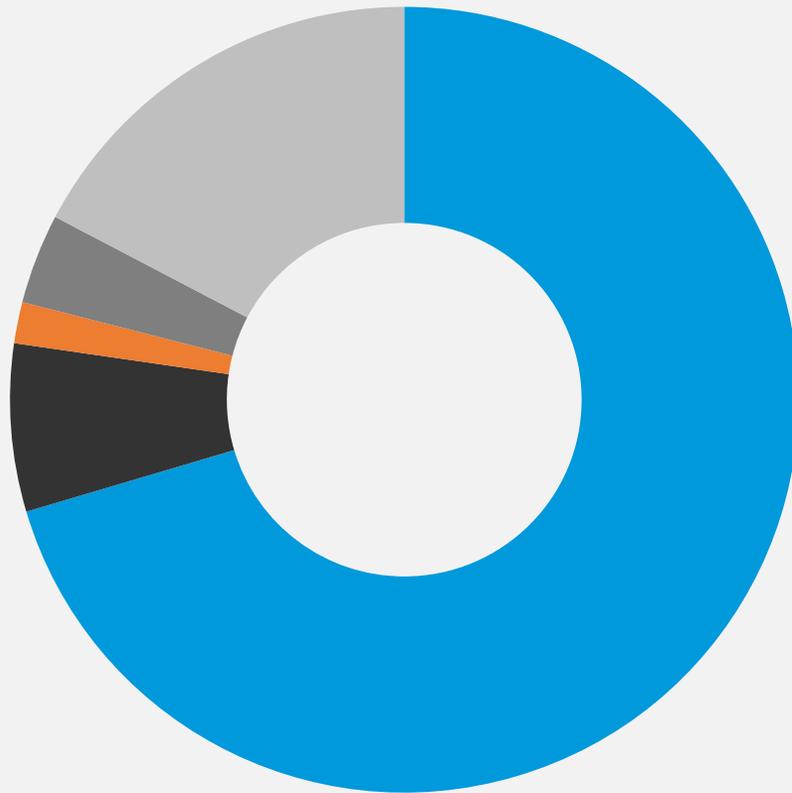
Sustainability – Progress against Targets

Aspects	Q2FY 23	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	WIP	20% RE	100% RE
100% Sustainable Cotton	64%	50%	100%
Fresh Water Positive in Production operations	13.51 KL/MT	5 KL/MT	0 KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	6.39 MT	0 MT	0 MT
Impacting 1 million lives in CSV	1,88,336	5,00,000	1,00,00,000
Farmers in Welspun sustainable farming project (cumulative)	16,547	20,000	50,000



Share Holding Summary

Shareholding Pattern (Sept 2022)



Promoter Group	70.4%
FPIs	6.7%
Mutual Funds/AIF	1.9%
Insurance Co's	3.7%
Public	17.3%

Top Institutional Shareholders

LIC of India

L&T Mutual Fund

Aditya Birla Sunlife MF

Tata Mutual Fund

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Let's connect

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Annexure



Owned Brands - Domestic



Brand Positioning

- ◆ Premium
 - ◆ Thoughtfulness
- ◆ Mass



Presence

- ◆ **2,402+** outlets
 - ◆ **380** towns
 - ◆ **240** Shop in Shop locations
- ◆ **10,000+** 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

Note: * As per 3rd party research

Festive Collection: Rangana Campaign



Click here to view

Launch of Healthy Life Campaign: Anti Viral



Click here to view

Regional Festive Campaign : Chalo Paltai



Click here to view

'Welspun' Campaign: Dono Taraf Khushiyan



Click here to view

E-Commerce – Multipronged strategy to drive growth

3

Geographies in focus



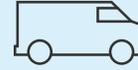
Ecommerce Channel Growth

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

35 Patented Technologies

Filed globally

WIL: 31

Advance Textiles: 2

Flooring: 2

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