

WIL/SEC/2021

October 27, 2021

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

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

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached earnings presentation, inter alia, on unaudited financial results of the Company for the quarter ended September 30, 2021.

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**

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Corporate Identity Number: L17110GJ1985PLC033271



# Earnings Presentation

Welspun India Limited

Home Textile | Advance Textile | Flooring

**Q2FY22**

27<sup>th</sup> Oct 2021

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



Christy  
ENGLAND

WELSPUN  
FLOORING

SPACES<sup>®</sup>  
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AUTHENTIC  
WEL-TRAK<sup>™</sup>  
FIBER

HYGRO  
COTTON



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# Executive Summary



## Diversified Brand & License Portfolio



### 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



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



### #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



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.**

# Management Commentary



We are delighted to share that our markets are continuously showing strong growth and improvement in sentiments, which is leading to strong retail demand and increased consumer spending globally.

I am happy to share yet another strong quarterly results, achieving highest quarterly revenues. We have improved our market share in US to 1 in 4 in towels and 1 in 7 in sheets. Closer home, Welspun is now the highest distributed brand in India.

We are mindful of the unprecedented commodity price increase and logistical challenges being faced worldwide, with a potential of generating headwinds in our businesses. However, we are optimistic that they would be short lived and transitory. We are very buoyant on the medium and long-term sustainable growth on both revenue and margin front for all our businesses.

We are committed to achieve our ESG goals we have set for ourselves and are making a good headway. World Economic Forum has selected SPUN, a Welspun initiative, as one top 100 global corporate ready social enterprises.

**Ms. Dipali Goenka**

CEO & Joint Managing Director, Welspun India Limited



# Awards & Recognition

## TEXPROCIL



## 1<sup>st</sup> Indian Company to get US FDA nod for 3 ply surgical masks



## CLARIVATE South and South East Asia innovation award 2021



## STeP-Sustainable Textile Product



## Greenguard Gold Certification



## One of the top 100 companies in India for sustainability and CSR

### FUTURESCAPE

Responsible Business Rankings  
 India's Top Companies for Sustainability and CSR 2021

## Top Companies

Welspun India Ltd.

56

# 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



Brands



E-Commerce



Innovation



Click the Icons to know more

## Total Income

Q2 → up 25.5% YoY at ₹ 25,014 mn

H1 → up 47.4% YoY at ₹ 47,282 mn

## EBITDA

Q2 → up 4.7% YoY at ₹ 4,237 mn

H1 → up 37.4% YoY at ₹ 8,836 mn

**Core Business EBITDA** at ₹ 4,135 mn in Q2FY22 & Margin stood at 17.4%

**Branded** business grew by 42% YoY and stood at ₹ 3,561 mn in Q2FY22

**Innovation** business grew by 52% YoY and stood at ₹ 5,731 mn in Q2FY22

**Emerging Business** grew by 45% YoY in Q2FY22

**Net Debt** stood at ₹ 25,332 mn vs. ₹ 22,495 mn (June 2021)

## Feathers in our cap

### FUTURESCAPE

Responsible Business Rankings  
India's Top Companies for Sustainability and CSR 2021

## Top Companies

Welspun India Ltd.

56

Read More

Featured in ET- Futurescape as one of the **top 100** companies in India for Sustainability and CSR



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

# Quarterly Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	25,014	4,237	2,832	1,991	3,237
Growth (YoY)	25.5% ↑	4.7% ↑	11.6% ↑	10.8% ↑	1.8% ↑
Growth (QoQ)	17.9%* ↑	19.4%* ↑	35.6%* ↑	38.2%* ↑	6.8%* ↑
Margin (%) (y-o-y)		17.0%	11.3%	8.0%	
Margin Expansion/Contraction (y-o-y)		-337 Bps	-141 Bps	-106 Bps	
EPS/CEPS				2.01	3.28

**Note:**

1. Prior period figures are restated wherever necessary
2. Q1FY22 numbers adjusted for ROSCTL of Q4FY21 of Rs. 1,050 mn

# Half Yearly Highlights

(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	47,282	8,836	5,970	4,166	6,405
Growth (YoY)	47.4% ↑	37.4% ↑	75.6% ↑	82.1% ↑	32.7% ↑
Margin (%) (y-o-y)		18.7%	12.6%	8.8%	
Margin Expansion/Contraction (y-o-y)		-135 Bps	203 Bps	170 Bps	
EPS/CEPS				4.18	6.48

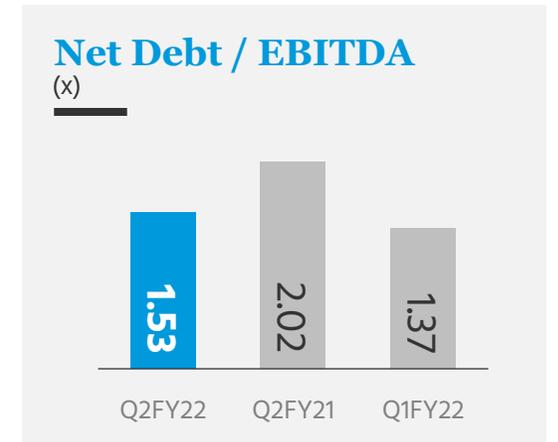
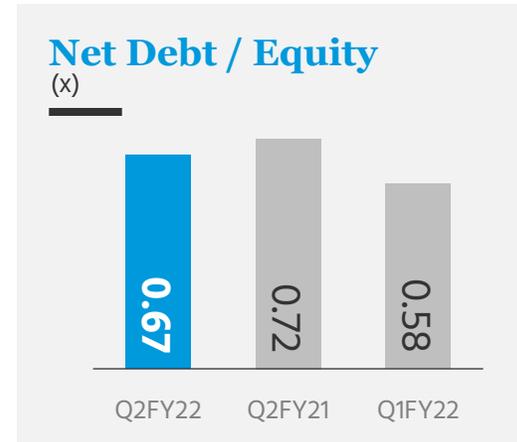
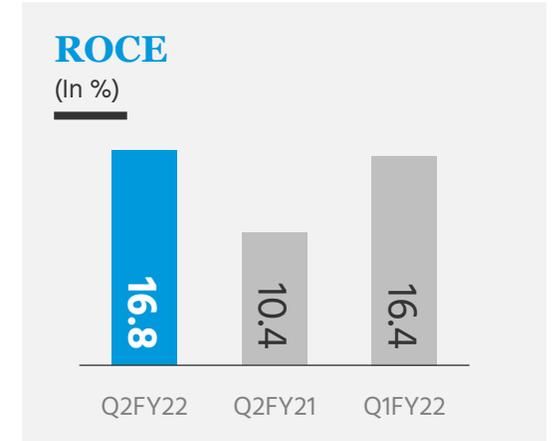
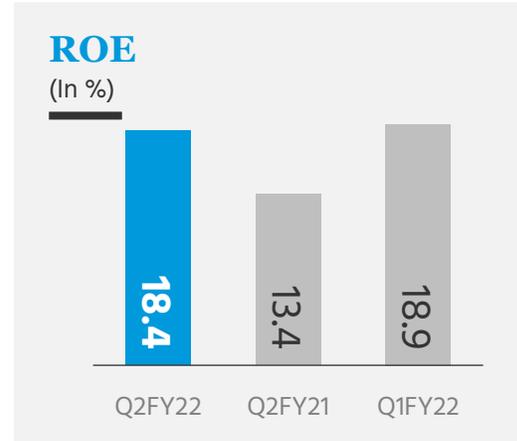
**Note:**

1. Prior period figures are restated wherever necessary

# Quarterly Highlights (Cont.)

(₹ Million)

Particulars	30-Sep-21	30-Sep-20	30-Jun-21
<b>Net Worth</b>	<b>37,917</b>	<b>33,195</b>	<b>38,471</b>
Short Term Loans	18,704	14,181	17,956
Long Term Loans	12,348	15,608	11,774
of which Flooring Debt	7,634	6,798	7,656
Gross Debt	31,052	29,789	29,730
Cash & Cash Equiv.	5,719	6,046	7,236
<b>Net Debt</b>	<b>25,332</b>	<b>23,743</b>	<b>22,495</b>
<b>Net Debt excl. Flooring debt</b>	<b>17,699</b>	<b>16,945</b>	<b>14,839</b>
Total Assets	91,940	79,733	92,025



**Note:**

1. All quarterly chart figures are on TTM basis.

# Quarterly Highlights (Cont.)

(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q2FY22 <i>Sales Contribution (%)</i>	5,731 <i>26%</i>	11,956 <i>53%</i>	1,153 <i>5%</i>	1,404 <i>6%</i>	1,244 <i>6%</i>	53 <i>0%</i>	861 <i>4%</i>
Q1FY22 <i>Sales Contribution (%)</i>	5,529 <i>29%</i>	9,465 <i>50%</i>	934 <i>5%</i>	908 <i>5%</i>	1,579 <i>8%</i>	45 <i>0%</i>	464 <i>2%</i>
Q2FY21 <i>Sales Contribution (%)</i>	3,772 <i>22%</i>	10,090 <i>58%</i>	1,052 <i>6%</i>	1,400 <i>8%</i>	623 <i>4%</i>	41 <i>0%</i>	437 <i>3%</i>
<i>Growth YoY (%)</i>	<i>52%</i>	<i>18%</i>	<i>10%</i>	<i>0%</i>	<i>100%</i>	<i>30%</i>	<i>97%</i>
H1FY22 <i>Sales Contribution (%)</i>	11,260 <i>27%</i>	21,421 <i>52%</i>	2,087 <i>5%</i>	2,312 <i>6%</i>	2,823 <i>7%</i>	98 <i>0%</i>	1,325 <i>3%</i>
H1FY21 <i>Sales Contribution (%)</i>	7,154 <i>24%</i>	17,062 <i>58%</i>	1,566 <i>5%</i>	2,033 <i>7%</i>	1,110 <i>4%</i>	62 <i>0%</i>	589 <i>2%</i>
<i>Growth YoY (%)</i>	<i>57%</i>	<i>26%</i>	<i>33%</i>	<i>14%</i>	<i>154%</i>	<i>59%</i>	<i>125%</i>

**Note:**

\*Non-Domestic

#Includes Innovation

Revenue excludes Other Operating Income

**35% YoY**

Growth in **Domestic Business**

**42% YoY**

Growth in **Brand business**

**52% YoY**

Growth in **Innovation**

# Quarterly Highlights (Cont.)

(₹ Million)

Revenue	Textiles Business			Other Businesses		
	HT - B2B	HT - Branded	HT - E-Comm	Advanced Textile	Flooring - B2B	Flooring - Branded
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>
Q1FY22	14,297	1,918	954	625	1,006	126
<i>Sales Contribution (%)</i>	<i>76%</i>	<i>10%</i>	<i>5%</i>	<i>3%</i>	<i>5%</i>	<i>1%</i>
Q2FY21	13,584	919	1,441	730	601	141
<i>Sales Contribution (%)</i>	<i>78%</i>	<i>5%</i>	<i>8%</i>	<i>4%</i>	<i>3%</i>	<i>1%</i>
<i>Growth YoY (%)</i>	<i>24%</i>	<i>113%</i>	<i>1%</i>	<i>-8%</i>	<i>118%</i>	<i>5%</i>
H1FY22	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>
H1FY21	23,718	1,490	2,095	1,313	743	209
<i>Sales Contribution (%)</i>	<i>80%</i>	<i>5%</i>	<i>7%</i>	<i>4%</i>	<i>3%</i>	<i>1%</i>
<i>Growth YoY (%)</i>	<i>31%</i>	<i>160%</i>	<i>15%</i>	<i>-1%</i>	<i>212%</i>	<i>31%</i>

**Note:**

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

**27% YoY**

Growth in **Textile business**

**45% YoY**

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

**45% YoY**

Growth in **Other Businesses**

# Operational highlights (Quarterly)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q2FY22	Utilization (%)	Q1FY22	Utilization (%)	Q2FY21	Utilization (%)
	Bath Linen	MT	85,400	19,769	95%	19,179	95%	17,656	91%
	Bed Linen	Mn mtrs	90	23.9	100%	21.8	97%	21.2	94%
	Rugs & Carpets	Mn sq mtrs	10.8	2.7	99%	2.7	100%	2.0	85%

Advanced Textile	Particulars	UOM	Annual^ Capacity	Q2FY22	Utilization (%)	Q1FY22	Utilization (%)	Q2FY21	Utilization (%)
	Spunlace	MT	10,000	1,705.8	82%	1,847.9	84%	2,429.1	101%
	Needle Punch	MT	3,026	343.2	54%	367.6	58%	261	43%
	Wet Wipes	Mn Packs	100	4.9	33%	5.1	34%	6	45%

Flooring	Particulars	UOM	Annual Capacity		Q2FY22	Utilisation (%)	Q1FY22	Utilization (%)	Q2FY21	Utilisation (%)
			Expected*	Operational						
	Flooring	Mn sq mtrs	27	18	1.4	30%	1.0	30%	0.3	7%

**Note:**

\*Expected Capacity at Full Capex

# Operational highlights (Half Yearly)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	H1FY22	Utilization (%)	H1FY21	Utilization (%)
	Bath Linen	MT	85,400	38,948	92%	30,095	71%
	Bed Linen	Mn mtrs	90	45	100%	35.2	78%
	Rugs & Carpets	Mn sq mtrs	10.8	5.4	100%	2.9	54%

Advanced Textile	Particulars	UOM	Annual^ Capacity	H1FY22	Utilization (%)	H1FY21	Utilization (%)
	Spunlace	MT	11,000	3553.7	71%	4,556.1	91%
	Needle Punch	MT	3,026	710.8	47%	382	25%
	Wet Wipes	Mn Packs	100	10	20%	10.2	20%

Flooring	Particulars	UOM	Annual Capacity		H1FY22	Utilisation (%)	H1FY21	Utilization (%)
			Expected*	Operational				
	Flooring	Mn sq mtrs	27	18	2.3	26%	0.5	5%

**Note:**

\*Expected Capacity at Full Capex

# Quarterly Profit & Loss

(₹ Million)

Particulars	Q2 FY22	Q2 FY21	YoY Change	H1FY22	H1FY21	YoY Change
<b>Total Income</b>	<b>25,014</b>	<b>19,926</b>	<b>25.5%</b>	<b>47,282</b>	<b>32,086</b>	<b>47.4%</b>
<b>EBITDA</b>	<b>4,237</b>	<b>4,048</b>	<b>4.7%</b>	<b>8,836</b>	<b>6,429</b>	<b>37.4%</b>
<b>EBITDA Margin (%)</b>	<b>16.9%</b>	<b>20.3%</b>	<b>-337 bps</b>	<b>18.7%</b>	<b>20.0%</b>	<b>-135 bps</b>
Finance Cost	353	362	-2.5%	842	774	8.7%
Depreciation	1,052	1,149	-8.5%	2,023	2,225	-10.3%
PBT (after exceptional)	2,832	2,537	11.6%	5,971	3,400	75.6%
Tax	817	658	30.5%	1,726	984	75.4%
<b>PAT (After Minority Interest)</b>	<b>1,991</b>	<b>1,797</b>	<b>10.8%</b>	<b>4,166</b>	<b>2,288</b>	<b>82.1%</b>
PAT Margin	8.0%	9.0%	-106 bps	8.8%	7.1%	170 bps
Cash Profit <sup>^</sup>	3,237	3,179	1.8%	6,405	4,671	32.7%
<b>EPS (₹)</b>	<b>2.01</b>	<b>1.79</b>	<b>12.6%</b>	<b>4.18</b>	<b>2.28</b>	<b>83.3%</b>

**Note:**

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

# Quarterly Segment Results

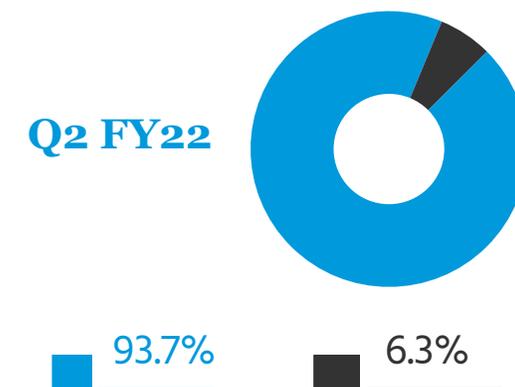
(₹ Million)

Particulars	Q2 FY22	Q2 FY21	YoY Change	Q1 FY22	QoQ Change*	H1FY22	H1FY21	YoY Change
<b>Home Textile</b>								
Revenue	23,749	19,242	23%	21,284	17.4%	45,032	31,088	45%
EBITDA	4,135	4,215	-2%	4,805	10.1%	8,940	6,828	31%
EBITDA Margin (%)	17.4%	21.9%	-449 bps	22.6%	-115 bps	19.9%	22.0%	-211 bps
<b>Flooring</b>								
Revenue	1,596	772	107%	1,213	32%	2,810	1,025	174%
EBITDA	45	-295	-	-263	0%	-218	-568	-

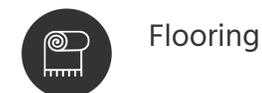
**Note:**

1. Prior period figures are restated wherever necessary
2. \*Q1FY22 home textile numbers adjusted for ROSCTL of Q4FY21 of Rs. 1,050 mn

## 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<sub>MT</sub>

Capacity in FY21

85,400<sub>MT</sub>

Current Capacity

102,000<sub>MT</sub>

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

10.8 Mn. Sq. Meters

Current Capacity

18 Mn. Sq. Meters

Starting Q4FY22

## HOME TEXTILE:

- ◆ Capacity expansion at Vapi and Anjar underway
- ◆ Benefits will start accruing from Q2 FY22 and revenue potential from second year ~ ₹ 12,000 mn
- ◆ 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:

- Hard flooring capacity doubled in January 2021
- Further planned capacity enhancement to be completed by Q4FY22



# Summary of **Financial Statements**

# Profit & Loss Summary

(₹ Million)

Particulars	FY18	FY19	FY20	FY21	H1FY22
<b>Total Income</b>	<b>61,318</b>	<b>66,084</b>	<b>68,362</b>	<b>74,080</b>	<b>47,282</b>
Growth %	-8.8%	7.8%	3.4%	8.4%	47.4%
<b>EBITDA</b>	<b>12,046</b>	<b>11,467</b>	<b>13,098</b>	<b>14,198</b>	<b>8,836</b>
<b>EBITDA Margin</b>	<b>19.6%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>19.2%</b>	<b>18.7%</b>
Depreciation	5,042	4,358	4,811	4,536	2,023
Finance cost	1,408	1,593	1,777	1,975	842
PBT (Before exceptional)	5,597	5,516	6,510	7,686	5,971
Exceptional Items	-	(2,647)	434	-	-1
<b>PAT (After Minority Interest)</b>	<b>3,850</b>	<b>2,098</b>	<b>5,074</b>	<b>5,397</b>	<b>4,166</b>
Cash Profit*	9,413	8,977	9,702	10,197	6,405
<b>EPS (₹)</b>	<b>3.83</b>	<b>2.09</b>	<b>5.05</b>	<b>5.37</b>	<b>4.18</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	30-Sep-21
<b>Net Worth</b>	<b>26,057</b>	<b>27,793</b>	<b>29,721</b>	<b>36,447</b>	<b>37,917</b>
Short Term Loans	12,580	14,080	17,717	17,452	18,704
Long Term Loans	20,228	19,024	16,704	10,962	12,348
<i>of which Flooring Debt</i>	-	2,870	6,378	7,112	7,634
<b>Gross Debt</b>	<b>32,807</b>	<b>33,104</b>	<b>34,421</b>	<b>28,414</b>	<b>31,052</b>
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	5,719
<b>Net Debt</b>	<b>30,269</b>	<b>30,283</b>	<b>29,618</b>	<b>23,327</b>	<b>25,332</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>17,699</b>
Capital Employed*	62,962	65,456	68,825	71,305	75,443
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	39,460
Net Current Assets	23,734	22,210	21,828	24,536	24,943
<b>Total Assets</b>	<b>72,249</b>	<b>77,423</b>	<b>83,103</b>	<b>86,778</b>	<b>91,940</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	Q2FY22
<b>Solvency ratios</b>	Net Debt/Equity	1.16	1.09	1.00	0.64	0.67
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.53
	EBIT/Interest	4.98	4.46	4.66	4.89	6.02
<b>Operational ratios</b>	Current ratio	1.42	1.25	1.19	1.33	1.34
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.25
	Total asset turnover	0.84	0.84	0.81	0.85	0.96
	Inventory days	79	75	83	88	81
	Debtor days	56	60	59	59	45
	Payable days	39	39	49	54	44
	Cash conversion cycle	96	95	93	93	83
<b>Return ratios</b>	ROE	15.4%	15.2%	16.1%	16.3%	18.4%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	16.8%

**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 Return Ratios figures adjusted for Exceptional item

# The 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.

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 the ISO 140001 EMS at both manufacturing sites
- ◆ "SPUN" business is empowering women in rural communities earn livelihood by making handicraft goods from Factory textile scrap - thus circular economy
- ◆ Setup 30-MLD STP to collect sewage from 3 municipalities and use the 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)

**Water Story**



## Social

- ◆ Focus on inclusion and gender diversity – large segment of women workers in Cut-&-Sew operations
- ◆ Welspun Foundation is established to run the CSR and philanthropic programs
- ◆ Welspun CSR initiatives are based on 3E's – Environment & Health, Education, Empowerment
- ◆ Contributed to COVID-19 relief efforts
- ◆ Working with Cotton Farmers to enable them to grow sustainable forms of Cotton

**Sustainable Cotton Story**



## Governance

- ◆ Initiated putting in place a broad Enterprise Risk Management framework
- ◆ Implemented the ACCESS module in SAP to enable access of relevant data to authorized users
- ◆ Ethics framework is in place
- ◆ Compliance management tool is in place
- ◆ Innovation and intellectual property is encouraged as evidenced in 30+ patents

**Governance Framework**

# ESG Journey till date...

Featured among Top 100 Sustainable companies in India by ET-Futurescape

## Journey Till Date



**100,000+** acres

Landbank of sustainable cotton farming



**2,240** million

Liters of water recycled in H1FY22



**1,825 MWh** of electricity

Saved through energy conservation in H1



**55%**

Of cotton from sustainable sources



**4,312 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

## Way Forward

	Sustaianalytics	DJSI (S&P Global)
<b>ESG Score</b>	Score improved to 14.8 from 17.9	Expected by Nov-21

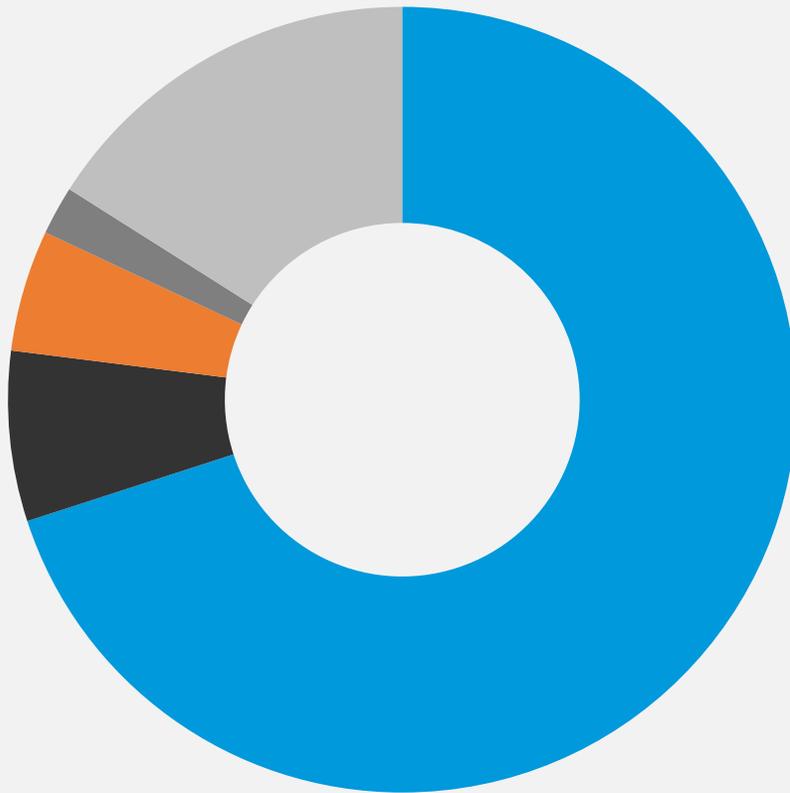
Conducting Gap-assessment and identifying measures to move to “**Negligible**” risk rating

# Sustainability targets

Aspects	Q2FY22	Goal 2025	Goal 2030	Key Highlights of Q1FY22
<b>Carbon Neutral (measured as % RE)</b>	<b>WIP</b>	20% RE	100% 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>56%</b>	50%	100%	Sourcing of both Organic Cotton & BCI-cotton has increased (Due to increased customer demand). Also consumption of recycled cotton has picked momentum.
<b>Fresh Water Positive in Production operations</b>	<b>10 KL/MT</b>	5 KL/MT	0 KL/MT	Existing treated municipal sewage use in Anjar factory continues
<b>Zero hazardous waste to Landfill (ETP chemical sludge)</b>	<b>0 MT</b>	0 MT	0 MT	Hazardous Waste used as Alternate Fuel in Power Plant, (reducing use of Coal)
<b>Impacting 1 million lives in CSV</b>	<b>60,000</b>	500,000	1,000,000	Direct Beneficiaries reached through Wel Shiksha, We Netrutva, WSSW and We Suraksha
<b>Farmers in Welspun sustainable farming project</b>	<b>14,000</b>	20,000	50,000	On track. Farmer Registrations are in process

# Share Holding Summary

## Shareholding Pattern (Sep 2021)



Promoter Group	70%
FPIs	7%
Mutual Funds/AIF	5%
Insurance Co's	2%
Public	16%

## Top Institutional Shareholders

DSP Mutual Fund

L&T Mutual Fund

Aditya Birla Sunlife MF

LIC of India

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# Let's connect

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# **Annexure**



# Brands – Evolving into a dominant retail player

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## Owned Brands

### India



## Licensed Brands

### India



### Global



KINGSLEY



{ Textile Solutions for Better Living }

### Global



STAY WELL



## Brand Presence

### Brand Presence: SPACES

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

### Brand Presence: WELSPUN

- ◆ 5,200+ outlets | 100+ cities & 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 by FY23

**3**

Geographies in focus



### Target Annualized Share (%)

**70%**

**US**

**15% - 20%**

**UK**

**7% - 10%**

**India**



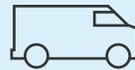
### Ecommerce Channel Growth

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

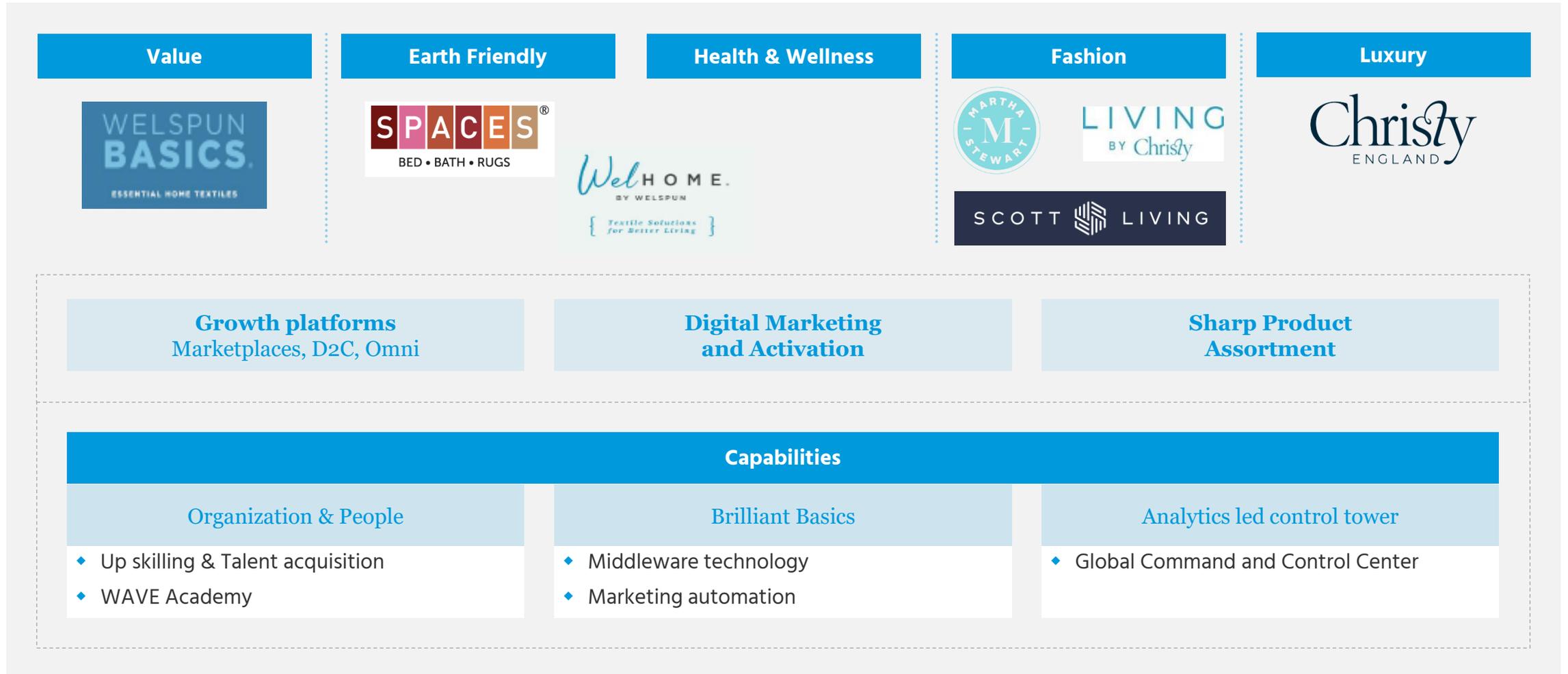
COE Org Model  
Wave Academy  
Capability

#### Notes:

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

# E-Commerce – (Contd.)

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# Innovation – Our strong suite

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## 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