

WLL/SEC/2023

October 25, 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)
--	---

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Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on unaudited financial results of the Company for the quarter ended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

Q2 FY24
2023

NSE/BSE: WELSPUNIND
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
Half Yearly 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 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 happy to share that the company has recorded its highest ever quarterly revenues in Q2FY24 at ₹ 25,424 mn growing 19% YoY. All our home textile plants ran at higher capacities utilisation as we saw increased order flows from US due to festive demand, aided by a relatively larger market share of our home textile in US. Export revenues for Welspun saw a growth of 22% YoY, with our innovation products driving the sales with a growth of 67% YoY.

This growth also comes with a sustainable EBITDA, which stood at ₹3,913 mn with margin of 15.4%, growing by 158% YoY . Annualised ROCE has improved substantially to 14.6% from 5.7% last year.

Despite the challenging Retail environment, Welspun's Domestic Consumer business continued strengthening its leadership position with expansion in newer areas adding more outlets to reach 15,500+ outlets across India.

I am also delighted to share that our flooring business achieved record revenues of ₹2,426 mn, growing by a momentous 52% YoY. The plant reached a capacity utilization of 63% during the quarter. EBITDA also continued to grow reaching 8.3% in Q2FY24 on the back of increased revenues and better operating leverage".

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



AWARDS & RECOGNITION



Won Gold in Hometech category and Silver in Meditech category in SRTEPC award for exceptional export performance in FY23 for Flooring and Advance Textile Business



Won 19th IACE awards by IACC in 'Excellence & Leadership in Skilling and Education' category



Clinched "India's Most Trusted Company of the Year" Title by BrandsCouncil Rating for Flooring Business



Feathers in our cap

'Most Promising Business Leaders of Asia 2023' by the Economic Times



'Business Leader of the Year' (Individual Women's Category) by IACC



Domestic - Business Excellence 2023 Award by Outlook Business



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

Women supported by **WSSW** breaking barriers



Rhythm Sangwan: 25m Pistol Shooting Gold in Asian Games 2023



Excellent Supplier Award, 2023: Excellence in Product Development by Nitori



WLL has been reckoned as one of the best managed companies 2022 by Deloitte



Highest Exports 2010- 2021

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



Rupa Bayar: *Raking World:25; Asia:8; India:1* India's 1st gold at World Taekwondo President Cup Europe



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

- Q2 → ₹ 25,424 mn grew 19% YoY (Highest ever quarterly Revenue)
- H1 → ₹ 47,545 mn grew 16% YOY

➤ Overall Branded Business grew by 15% YoY and stood at ₹ 3,810 mn in Q2 FY 24

➤ Emerging Business grew by 28% YoY in Q2 FY 24

➤ Innovation business grew by 67% YoY and stood at ₹ 5,314 mn in Q2FY24

➤ EBITDA

- Q2 → ₹ 3,913 mn @ 15.4% grew 158% YoY
- H1 → ₹ 7,327 mn @ 15.4% grew 125% YOY

➤ Flooring Business

- Recorded highest ever Revenue of ₹ 2,426 mn grew by 52% YoY
- EBITDA of Flooring Business at Margin of 8.3% of ₹ 201 Mn grew by 5x.

➤ Net Debt stood at ₹ 15,734 mn vs. ₹ 18,153 (June 2023) down by 2,491 mn



QUARTERLY HIGHLIGHTS



(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	25,424	3,913	2,590	1,967	2,833
Growth (YoY)	19.0% [↑]	158.0% [↑]	1784.6% [↑]	2170.0% [↑]	139.3% [↑]
Growth (QoQ)	14.8% [↑]	14.6% [↑]	19.8% [↑]	21.7% [↑]	12.3% [↑]
Margin (%)		15.4%	10.2%	7.7%	
Margin Expansion (Y-o-Y)		829 bps	954 bps	733 bps	
Margin Expansion (Q-o-Q)		-	42 bps	44 bps	
EPS/CEPS				2.04	2.92

HALF YEARLY HIGHLIGHTS



(₹ Million)

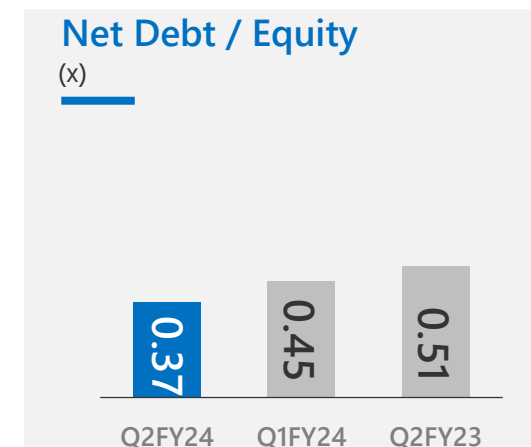
	Revenue	EBITDA	PBT	PAT	Cash Profit
	47,545	7,327	4,752	3,583	5,356
Growth (YoY)	15.5% [↑]	125.3% [↑]	849.4% [↑]	1053.8% [↑]	114.1% [↑]
Margin (%)		15.4%	10.0%	7.5%	
Margin Expansion (Y-o-Y)		751 bps	878 bps	678 bps	
EPS/CEPS				3.70	5.51

QUARTERLY HIGHLIGHTS



(₹ Million)

Particulars	30-Sept-23	30-Sept-22	30-June-23
Net Worth	41,975	39,348	40,302
Short Term Loans	13,266	17,557	13,803
Long Term Loans	10,167	12,375	10,469
Gross Debt	23,433	29,931	24,272
Cash & Cash Equiv.	7,698	9,952	6,119
Net Debt	15,734	19,980	18,153
of which Net Flooring Debt	8,222	8,986	8,160
Net Debt excl. Flooring debt	7,512	10,994	9,993
Total Assets	90,303	92,297	88,698



SALES HIGHLIGHTS – CHANNEL WISE



(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
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>
Q1 FY24 <i>Sales Contribution (%)</i>	5,653 <i>29%</i>	8,832 <i>46%</i>	1,464 <i>8%</i>	775 <i>4%</i>	1,594 <i>8%</i>	34 <i>0%</i>	1,037 <i>5%</i>
Q2 FY23 <i>Sales Contribution (%)</i>	3,185 <i>17%</i>	10,821 <i>58%</i>	1,249 <i>7%</i>	982 <i>5%</i>	971 <i>5%</i>	42 <i>0%</i>	1,313 <i>7%</i>
<i>Growth YoY (%)</i>	<i>67%</i>	<i>7%</i>	<i>22%</i>	<i>(30%)</i>	<i>84%</i>	<i>(29%)</i>	<i>(1%)</i>
H1 FY24 <i>Sales Contribution (%)</i>	10,968 <i>26%</i>	20,441 <i>49%</i>	2,991 <i>7%</i>	1,461 <i>4%</i>	3,382 <i>8%</i>	64 <i>0%</i>	2,343 <i>6%</i>
H1 FY23 <i>Sales Contribution (%)</i>	5,582 <i>16%</i>	20,510 <i>57%</i>	2,380 <i>7%</i>	1,793 <i>5%</i>	3,261 <i>9%</i>	69 <i>0%</i>	2,399 <i>7%</i>
<i>Growth YoY (%)</i>	<i>96%</i>	<i>0%</i>	<i>26%</i>	<i>(19%)</i>	<i>4%</i>	<i>(7%)</i>	<i>(2%)</i>

67% YoY

Growth in innovation
Business

22% YoY

Growth in Global business

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

SALES HIGHLIGHTS – BUSINESS WISE



(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Com	Advanced Textiles	Flooring – B2B	Flooring – Branded
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>
Q1 FY24 <i>Sales Contribution (%)</i>	13,370 <i>69%</i>	2,350 <i>12%</i>	810 <i>4%</i>	937 <i>5%</i>	1,642 <i>8%</i>	281 <i>1%</i>
Q2 FY23 <i>Sales Contribution (%)</i>	13,147 <i>71%</i>	1,987 <i>11%</i>	1,024 <i>6%</i>	975 <i>5%</i>	1,132 <i>6%</i>	298 <i>2%</i>
Growth YoY (%)	17%	42%	(30%)	13%	76%	(6%)
H1 FY24 <i>Sales Contribution (%)</i>	28,723 <i>67%</i>	5,164 <i>14%</i>	1,524 <i>5%</i>	2,043 <i>5%</i>	3,635 <i>7%</i>	562 <i>1%</i>
H1 FY23 <i>Sales Contribution (%)</i>	24,113 <i>67%</i>	5,143 <i>14%</i>	1,863 <i>5%</i>	1,873 <i>5%</i>	2,485 <i>7%</i>	517 <i>1%</i>
Growth YoY (%)	19%	0%	(18%)	9%	46%	9%

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

59% YoY
Growth in Flooring
Business

17% YoY
Growth in Home Textiles



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q2FY24	Utilization (%)	Q1FY24	Utilization (%)	Q2FY23	Utilization (%)	
	Bath Linen	MT	90,000	21,012	93%	18,181	81%	13,538	60%	
	Bed Linen	Mn mtrs	108	21.8	81%	15.4	57%	13.9	51%	
	Rugs & Carpets	Mn sq mtrs	12.0	2.9	98%	2.7	90%	1.7	58%	
	Advanced Textile									
	Spunlace	MT	27,729	4,452	64%	3,509	51%	2,438	35%	
	Needle Punch	MT	3,026	389	51%	305	40%	316	42%	
	Wet Wipes	Mn Packs	100	4.0	16%	7.2	29%	6.0	24%	

Flooring	Particulars	UOM	Annual Capacity		Q2FY24	Utilisation (%)	Q1FY24	Utilisation (%)	Q2FY23	Utilisation (%)
			Installed	Effective						
	Flooring	Mn sq mtrs	27	18	2.8	63%	2.3	50%	1.4	31%



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	H1FY24	Utilization (%)	H1FY23	Utilization (%)
	Bath Linen	MT	90,000	39,193	87%	25,170	57%
	Bed Linen	Mn mtrs	108	37.2	69%	27.9	52%
	Rugs & Carpets	Mn sq mtrs	12.0	5.6	94%	3.5	59%
	Advanced Textile						
	Spunlace	MT	27,729	7,960	57%	4,824	35%
	Needle Punch	MT	3,026	694	46%	562	37%
	Wet Wipes	Mn Packs	100	11.0	22%	11.0	22%

Flooring	Particulars	UOM	Annual Capacity		H1FY24	Utilisation (%)	H1FY23	Utilisation (%)
			Installed	Effective				
	Flooring	Mn sq mtrs	27	18	5.1	56%	2.9	32%



QUARTERLY PROFIT & LOSS

(₹ Million)

Particulars	Q2 FY24	Q2 FY23	YoY Change	Q1FY24	QoQ Change
Total Income	25,424	21,366	19.0%	22,149	14.8%
EBITDA	3,913	1,517	158.0%	3,415	14.6%
EBITDA Margin (%)	15.4%	7.1%	829 bps	15.4%	-
Finance Cost	338	284	19.2%	258	31.0%
Depreciation	985	1,095	(10.1%)	994	(0.9%)
PBT	2,590	137	1784.6%	2,162	19.8%
PAT (After Minority Interest)	1,967	87	2170.0%	1,616	21.7%
PAT Margin	7.7%	0.4%	733 bps	7.3%	44 bps
Cash Profit [^]	2,833	1,184	139.3%	2,522	12.3%
EPS (₹) (Not Annualised)	2.04	0.08	2346.2%	1.66	22.9%

Note:

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



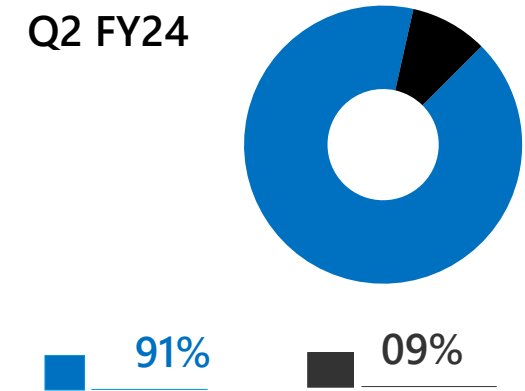
QUARTERLY SEGMENT RESULTS

(₹ Million)

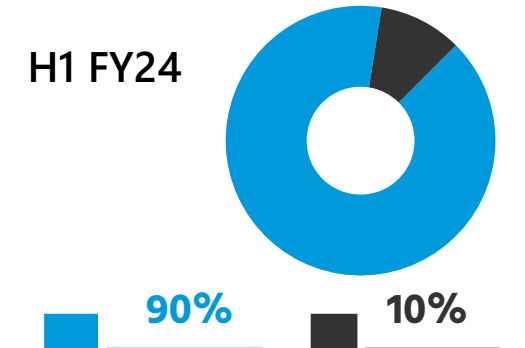
Particulars	Q2 FY24	Q2 FY23	YoY Change	Q1 FY24	QoQ Change	H1 FY 24	H1 FY 23	YoY Change
Home Textile								
Revenue	23,523	20,114	16.9%	20,376	15.4%	43,899	38,635	13.6%
EBITDA	3,594	1,276	181.7%	3,123	15.1%	6,717	2,992	124.5%
EBITDA Margin (%)	15.3%	6.3%	893 Bps	15.3%	-	15.3%	7.7%	756 Bps
Flooring								
Revenue	2,426	1,596	52.0%	2,251	7.8%	4,677	3,290	42.2%
EBITDA	201	42	375.8%	183	9.8%	384	63	506.2%
EBITDA Margin (%)	8.3%	2.6%	563 Bps	8.1%	15 Bps	8.2%	1.9%	628 bps

Revenue Segmentation (%)

Q2 FY24



H1 FY24



Legend



Home Textile



Flooring



Summary of Financial Statements





Profit & Loss Summary

(₹ Million)

Particulars	FY20	FY21	FY22	FY 23	H1 FY 24
Total Income	68,362	74,080	93,773	82,151	47,545
Growth YoY* %	3.4%	8.4%	26.6%	(11.4%)	15.5%
EBITDA	13,098	14,198	14,246	8,739	7,327
EBITDA Margin	19.2%	19.2%	15.2%	10.6%	15.4%
Depreciation	4,811	4,536	4,205	4,421	1,979
Finance cost	1,777	1,975	1,313	1,299	597
PBT	6,944	7,686	8,728	3,019	4,752
PAT (After Minority Interest)	5,074	5,397	6,012	1,988	3,583
Cash Profit [^]	9,702	10,197	10,703	6,760	5,356
EPS (₹) (Not Annualised)	5.05	5.37	6.06	2.02	3.70

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	30-Sept-23
Net Worth	29,721	36,447	39,717	40,878	41,975
Short Term Loans	17,717	17,452	19,742	12,342	13,266
Long Term Loans	16,704	10,962	12,142	11,162	10,167
Gross Debt	34,421	28,414	31,884	23,504	23,433
Cash & Cash Equiv.	4,803	5,087	9,595	8,161	7,698
Net Debt	29,618	23,327	22,289	15,343	15,734
<i>of which Net Flooring Debt</i>	<i>6,526</i>	<i>6,959</i>	<i>8,300</i>	<i>7,878</i>	<i>8,222</i>
Net Debt excluding Flooring debt	23,092	16,368	13,989	7,465	7,512
Capital Employed*	68,825	71,305	79,053	72,389	73,895
Net Fixed Assets (incl CWIP)^	38,105	38,042	39,881	37,777	37,395
Net Current Assets	21,828	24,536	24,839	23,135	23,988
Total Assets	83,103	86,778	94,368	86,501	90,303

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	H1 FY24
Solvency ratios	Net Debt/Equity	1.00	0.64	0.56	0.38	0.37
	Net Debt/EBITDA	2.26	1.64	1.56	1.76	1.23
	EBIT/Interest	4.66	4.89	7.65	3.32	6.64
Operational ratios	Current ratio	1.19	1.33	1.37	1.66	1.58
	Fixed asset turnover	1.77	1.93	2.33	2.14	2.33
	Total asset turnover	0.81	0.85	0.99	0.94	0.97
	Inventory days	83	88	78	89	81
	Debtor days	59	59	39	43	42
	Payable days	49	54	36	39	38
Return ratios	Cash conversion cycle	93	93	80	93	84
	ROE	16.1%	16.3%	15.8%	4.9%	12.7%
	ROCE (Pre-tax) (TTM)	12.3%	13.8%	13.4%	5.7%	11.7%
	ROCE (Pre-tax) (Annualised)					14.6%

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 waste heat and blast furnace waste gas for power and 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



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 23, 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 63 – Strong (May'22)

Q2' FY24 – Environmental Impact



2,51,913 + acres

Landbank of sustainable cotton farming



1,053 million

Liters of recycled water used in process this quarter



42,373GJ Energy

Saved through energy conservation this quarter



77%

Of cotton used from sustainable sources this quarter



1,394 tons

Recycled cotton reused in process this quarter

Social Impact – Q2' FY 24



- Students reached ~108 K
- FY24 Target: ~ 50 K



Livelihood Impact –

- Total benefited ~ 16 K



Health Impact –

- Total beneficiaries ~32.4 K



- 17 athletes supported
- Medals: 26



SUSTAINABILITY – PROGRESS AGAINST TARGETS

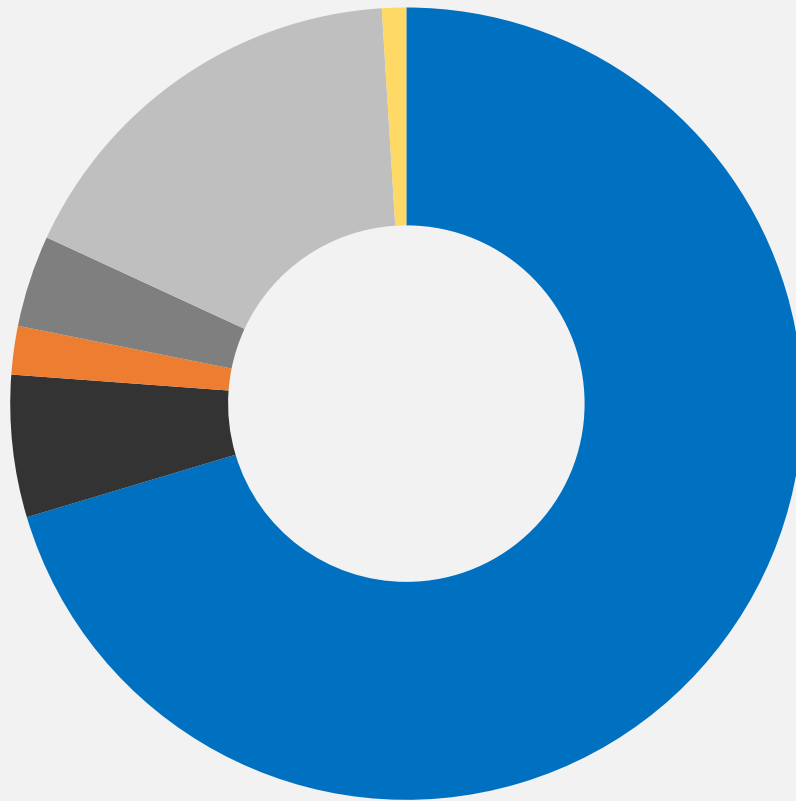
Aspects	Q2 FY 24	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	WIP	20% RE	100% RE
100% Sustainable Cotton	77%	50%	100%
Fresh Water Positive in Production operations	10.2 KL/MT	5 KL/MT	0 KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	10.8 MT	0 MT	0 MT
Impacting 1 million lives in CSV (YTD)	5,31,025	5,00,000	10,00,000
Farmers in Welspun sustainable farming project (YTD)	26,720	20,000	50,000



SHARE HOLDING SUMMARY



Shareholding Pattern (Sept 2023)



Promoter Group	70.5%
FPIs	6.4%
Mutual Funds/AIF	2.1%
Insurance Co's	3.7%
Public	16.3%
Other	1.0%

Top Institutional Shareholders

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

DISCLAIMER



The information contained in this presentation is provided by Welspun Living Limited (the "Company"), although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, its accuracy, fairness or completeness is not guaranteed and has not been independently verified and no express or implied warranty is made thereto. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as you may consider necessary or appropriate for such purpose. Neither the Company nor any of its directors assume any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein. Neither the Company nor any of its directors, officers, employees or affiliates nor any other person accepts any liability (in negligence, or otherwise) whatsoever for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

The statements contained in this document speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, none of the Company, its management, and their respective advisers undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. This document is for informational purposes and does not constitute or form part of a prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, and should not be construed as an offer to sell or issue or the solicitation of an offer or an offer document to buy or acquire or sell securities of the Company or any of its subsidiaries or affiliates under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, both as amended, or any applicable law in India or as an inducement to enter into investment activity. No part of this document should be considered as a recommendation that any investor should subscribe to or purchase securities of the Company or any of its subsidiaries or affiliates and should not form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This document is not financial, legal, tax, investment or other product advice.

This presentation contains statements of future expectations and other forward-looking statements which involve risks and uncertainties. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition, and future events and plans of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and actual results, performances or events may differ from those in the forward-looking statements as a result of various factors and assumptions. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. No assurance can be given that future events will occur, or that assumptions are correct. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Any reference herein to "the Company" shall mean Welspun Living Limited, together with its consolidated subsidiaries.

Let's connect

For further details please contact

Mr. Sanjay Gupta

President (Finance) & CFO

Welspun Living Limited

sanjay_gupta1@welspun.com

Mr. Salil Bawa

Group Head – Investor Relations

Salil_bawa@welspun.com

Connect with us:



[/TheWelspunworld](https://twitter.com/TheWelspunworld)



[/WelspunWorld](https://www.facebook.com/WelspunWorld)



[/welspungroup](https://www.instagram.com/welspungroup)



[/company/welspunworld](https://www.linkedin.com/company/welspunworld)



Annexure:

OWNED BRANDS – DOMESTIC

Diversified Product Portfolio



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness

- ◆ Mass



Presence

- ◆ 2,400+ outlets
- ◆ 380 towns
- ◆ 240 Shop in Shop locations
- ◆ 15,511+ outlets (2,246+ in Q2 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

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

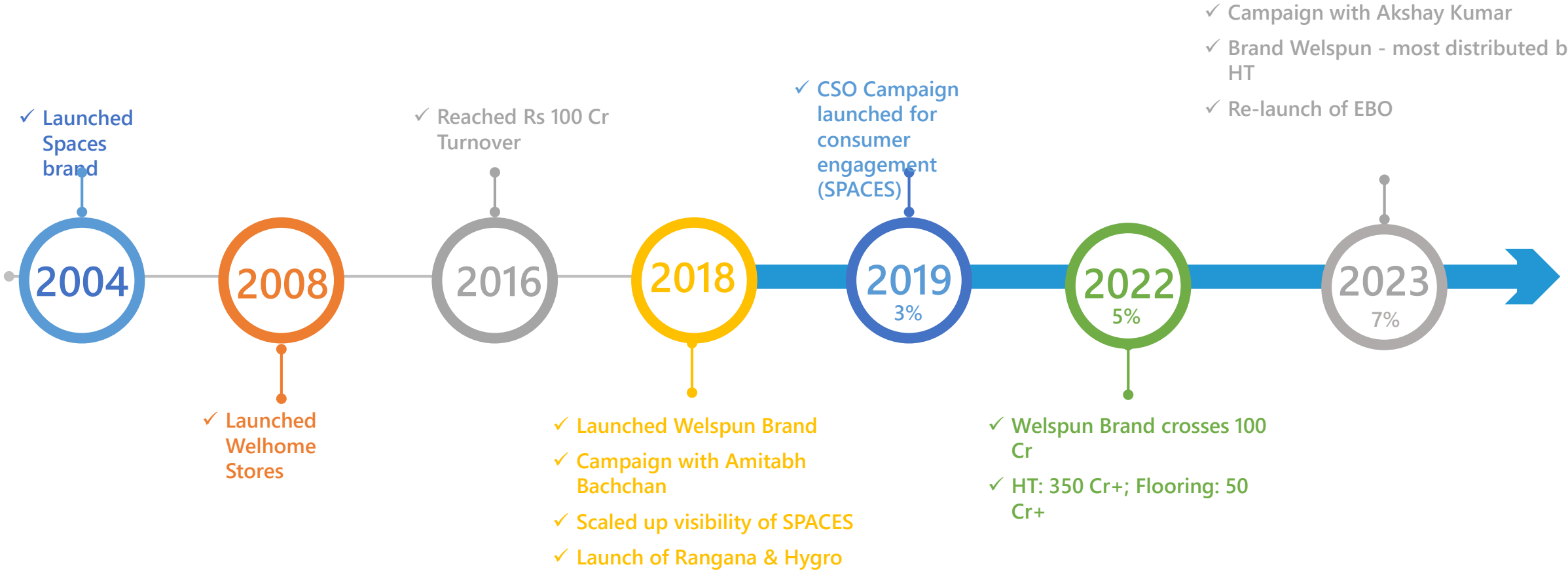


- Cushion cover
- Curtains
- Blinds
- Wall paper

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: 15.5k+ 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

36 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