

WLL/SEC/2025

January 30, 2025

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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on unaudited financial results of the Company for the quarter ended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, 2024.

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 FY25

30th Jan, 2025

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
Operational Highlights	12
Quarterly Profit & Loss	14
Quarterly Segment Results	15
Financial Statements Summary	16
ESG at Welspun	20
Share Holding Summary	23





WELSPUN LIVING - GLOBAL HOME TEXTILES LEADER



Diversified Brand & License Portfolio



Global leader in Home solutions

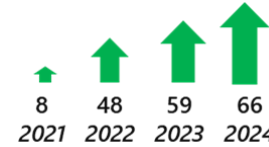
- Highest export across the globe from India (Texprocil)
- Market leadership - Rank 1 in Towels and Bath rugs and Top 2 in sheets.



ESG Focused

Dow Jones Sustainability Indices

- ✓ Global: Top 3%ile
- ✓ India: Rank 1



Organization with well-defined principles, roadmap and targets

Welspun^WLIVING

Welspun Living Ltd (WLL), part of \$3.6 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.**



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 28% women in a 24,000+ strong workforce

MANAGEMENT COMMENTARY



“We are pleased to share that the company has achieved a consolidated revenues growth of 3% YoY in Q3FY25 and 11.7% growth YTD. HT Export business has continued to grow in excess of 14% YTD, with strong performance across US, Europe & UK and RoW and our Global Brands continuing on a stellar growth path.

Our emerging businesses witnessed strong double digit growth of 10% YTD. India continues to be our focus market and we remain committed to deepening penetration in our Domestic Retail segment thereby reinstating our vision of being “Har Ghar Se Har Dil Tak Welspun”. We are on track to achieve our FY27 targets, ensuring sustainable and profitable growth.

We continue to set up higher standards in our ESG leadership and ESG is embedded in every aspect of our operations. Reiterating our focus and commitment towards sustainability, we have, 3rd year in a row, published our third party audited Sustainability Report this year.

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





AWARDS & RECOGNITION



Welspun Living honored with National Award for Excellence in Water Management 2024



Welspun Living Named Among the Top 75 Innovative companies for 2024 at the CII Annual Summit



Ms. Dipali Goenka is now 'The Most Powerful Women in Business' for 4th year in a row.



Ms. Vanshika Goenka-Misra honored with the Global Emerging Entrepreneur Award



Welspun Living wins Intexcon 2024 Award for 'Groundbreaking Textile Development'
welspunliving.com



Welspun Living awarded with All India First licensed manufacturer of the product "Textiles-Cotton Towelling and Towels" as per Indian standard IS 7056:2024.



Ms. Dipali Goenka honored with the 'Vastra Ratna' Award by TEXPROCIL



Mandeep won silver & bronze medal at Bahrain Para International 2024



Gayatri & Treesa won a gold medal at Syed Modi International 2024

Feathers in our cap



STRONG GLOBAL PRESENCE



KEY CUSTOMER PARTNERSHIP

North America



UK & Europe



India



ROW



Over **60** Countries

Presence

KEY HIGHLIGHTS



Brands



ESG

Click the Icons to know more

➤ Total Income

- Q3 → ₹ 25,277 mn grew by 3.0% YoY
- 9M → ₹ 80,491 mn grew by 11.7% YoY

➤ **Home Textile Exports Business** grew by 6% YoY in Q3 FY25 with EBITDA margin of 13.6%

➤ **Branded Business** grew by 7% YoY in Q3 FY25

➤ **Innovation sales** grew by 8% YoY and stood at 4,340 mn.

➤ EBIDTA

- Q3 → ₹ 3,185 mn @ 12.6% down 300 bps
- 9M → ₹ 11,326 mn @ 14.1% down 139 bps

➤ **Flooring Business** in Q3 FY25 recorded revenue of ₹ 2,157 mn

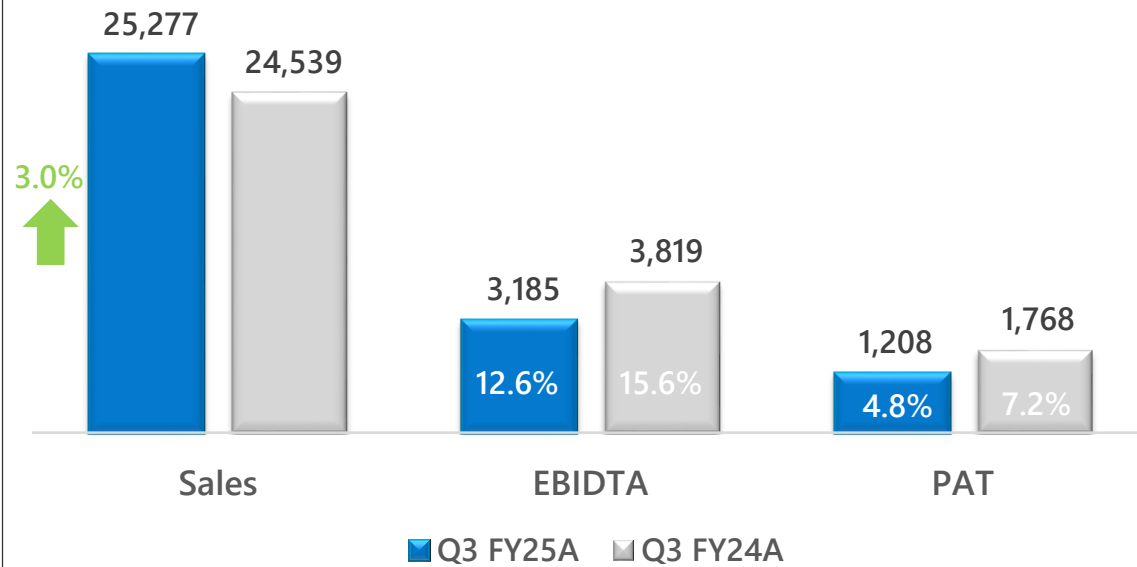
➤ **EBITDA of Flooring Business** in Q3 FY25 is ₹ 169 Mn @ 7.8% margin

➤ **Net Debt** stood at ₹ 16,854 mn vs. ₹15,416 mn (Dec 23) vs. ₹18,323 mn (Sept'24)

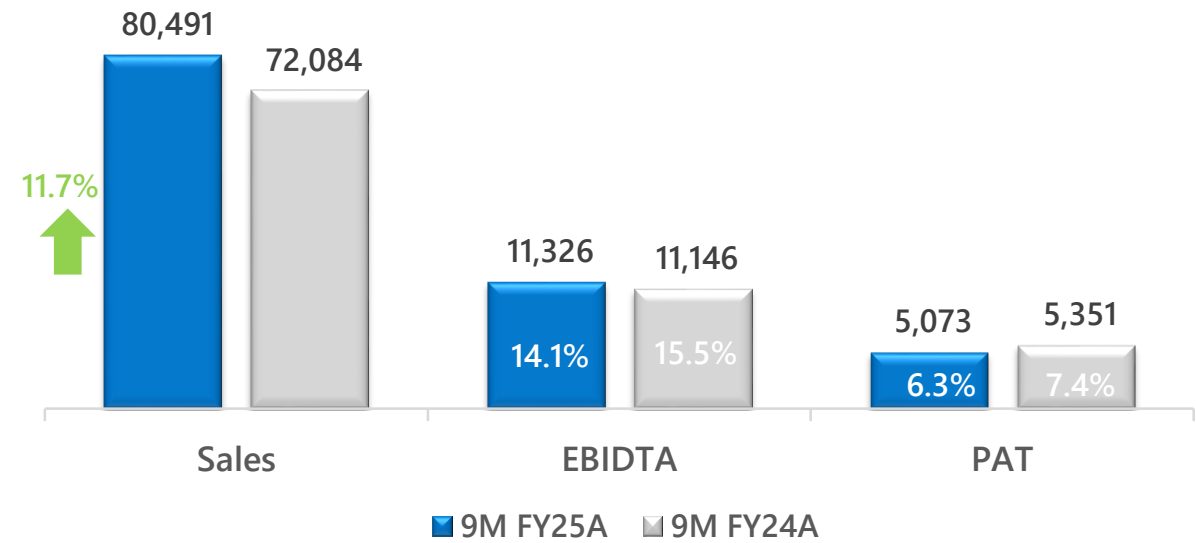




Quarterly Highlights



9M Highlights



QUARTERLY HIGHLIGHTS



(₹ Million)

Particulars	31-Dec-24	30-Sept-24	31-Dec-23
Net Worth	46,581	45,575	43,795
Short Term Loans	17,691	18,642	15,187
Long Term Loans	10,274	10,144	9,852
Gross Debt	27,965	28,786	25,038
Cash & Cash Equiv.	11,381	10,463	9,622
Net Debt	16,584	18,323	15,416
Total Assets	1,03,549	1,04,205	94,229

SALES HIGHLIGHTS – CHANNEL WISE



(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q3 FY25 <i>Sales Contribution (%)</i>	4,340 <i>19%</i>	12,780 <i>57%</i>	1,216 <i>5%</i>	708 <i>3%</i>	1,824 <i>8%</i>	81 <i>0%</i>	1,598 <i>7%</i>
Q2 FY25 <i>Sales Contribution (%)</i>	5,997 <i>23%</i>	13,118 <i>51%</i>	1,560 <i>6%</i>	780 <i>3%</i>	3,049 <i>12%</i>	56 <i>0%</i>	1,378 <i>5%</i>
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>
<i>Growth YoY (%)</i>	<i>8%</i>	<i>3%</i>	<i>(6%)</i>	<i>22%</i>	<i>5%</i>	<i>101%</i>	<i>1%</i>
9M FY25 <i>Sales Contribution (%)</i>	16,738 <i>23%</i>	37,337 <i>52%</i>	4,281 <i>6%</i>	1,954 <i>3%</i>	6,831 <i>10%</i>	165 <i>0%</i>	4,057 <i>6%</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>
<i>Growth YoY (%)</i>	<i>12%</i>	<i>14%</i>	<i>0%</i>	<i>(4%)</i>	<i>34%</i>	<i>58%</i>	<i>3%</i>

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

8% YoY
Growth in innovation
Business

10% YoY
Growth in Global Branded
business

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 FY25 <i>Sales Contribution (%)</i>	15,708 <i>70%</i>	3,004 <i>13%</i>	789 <i>3%</i>	1,146 <i>5%</i>	1,482 <i>7%</i>	417 <i>2%</i>
Q2 FY25 <i>Sales Contribution (%)</i>	17,486 <i>67%</i>	4,067 <i>16%</i>	835 <i>3%</i>	1,316 <i>5%</i>	1,872 <i>7%</i>	360 <i>1%</i>
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>
<i>Growth YoY (%)</i>	<i>7%</i>	<i>3%</i>	<i>27%</i>	<i>(7%)</i>	<i>(12)%</i>	<i>6%</i>
9M FY25 <i>Sales Contribution (%)</i>	49,648 <i>70%</i>	9,799 <i>14%</i>	2,119 <i>3%</i>	3,626 <i>5%</i>	5,082 <i>7%</i>	1,089 <i>2%</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>
<i>Growth YoY (%)</i>	<i>14%</i>	<i>21%</i>	<i>(1%)</i>	<i>11%</i>	<i>(5)%</i>	<i>16%</i>

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

10% YTD

Growth in Emerging Business

23% YTD

Growth in Global Branded business

OPERATIONAL HIGHLIGHTS



Manufacturing Capacity & Utilization

	Particulars	UOM	Annual Capacity		Q3FY25	Utilization (%)	Q2FY25	Utilisation (%)	Q3FY24	Utilization (%)	
			Installed	Effective							
Home Textile	Bath Linen	MT	90,000		17,747	79%	21,676	96%	18,933	84%	
	Bed Linen	Mn mtrs	108		21.0	78%	25.7	95%	16.0	59%	
	Rugs & Carpets	Mn sq mtrs	12.0		2.5	84%	3.0	100%	2.6	87%	
	Advanced Textile										
	Spunlace	MT	27,729		4,332	62%	4,308	62%	4,505	65%	
	Needle Punch	MT	3,026		332	44%	395	52%	370	49%	
	Wet Wipes	Mn Packs	100		4.0	16%	6.4	26%	3.8	15%	
	Flooring	Particulars	UOM	Annual Capacity		Q3FY25	Utilisation (%)	Q2FY25	Utilisation (%)	Q1FY24	Utilisation (%)
Installed				Effective							
	Flooring	Mn sq mtrs	27	18	2.4	53%	2.8	63%	2.7	60%	
Pillow, Ohio (USA)	Particulars	UOM	Annual Capacity		Q3FY25	Utilisation (%)	Q2FY25	Utilisation (%)	Q1FY24	Utilisation (%)	
			Installed	Effective							
	Pillow	Mn Pcs	13.5	4.7	1.1	24%	-	-	-	-	



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	9MFY25	Utilisation (%)	9MFY24	Utilization (%)
	Bath Linen	MT	90,000	60,478	90%	58,126	86%
	Bed Linen	Mn mtrs	108	65.3	81%	53.2	66%
	Rugs & Carpets	Mn sq mtrs	12.0	8.1	90%	8.2	92%
	Advanced Textile						
	Spunlace	MT	27,729	13,252	64%	12,465	60%
	Needle Punch	MT	3,026	1,103	49%	1,064	47%
	Wet Wipes	Mn Packs	100	15.2	20%	15	20%

Flooring	Particulars	UOM	Annual Capacity		9MFY24	Utilisation (%)	9MFY23	Utilisation (%)
			Installed	Effective				
Flooring		Mn sq mtrs	27	18	8.1	60%	7.8	58%



QUARTERLY PROFIT & LOSS

(₹ Million)

Particulars	Q3FY25	Q3FY24	YoY Change	Q2FY25	QoQ Change
Total Income	25,277	24,539	3.0%	29,360	(13.9%)
EBITDA	3,185	3,819	(16.6%)	4,206	(24.3%)
EBITDA Margin (%)	12.6%	15.6%	(296 bps)	14.3%	(172 bps)
Finance Cost	623	419	48.7%	549	13.6%
Depreciation	982	1,004	(2.1%)	856	14.8%
PBT	1,580	2,396	(34.1%)	2,802	(43.6%)
PAT (After Minority Interest)	1,208	1,768	(31.6%)	2,010	(39.9%)
PAT Margin	4.8%	7.2%	(242 bps)	6.8%	(207 bps)
Cash Profit [^]	2,578	2,746	(6.1%)	3,041	(15.2%)
EPS (₹) (Not Annualised)	1.27	1.84	(31.0%)	2.10	(39.5%)

Note:

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



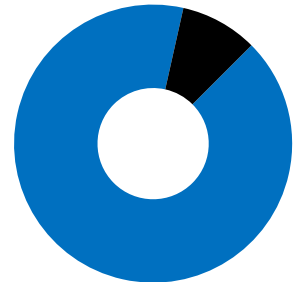
QUARTERLY SEGMENT RESULTS

(₹ Million)

Particulars	Q3 FY25	Q3 FY24	YoY Change	Q2 FY25	QoQ Change	9M FY25	9M FY24	YoY Change
Home Textile								
Revenue	22,818	22,514	1.3%	27,128	(15.9%)	73,819	66,413	11.2%
EBITDA	2,864	3,470	(17.5%)	3,742	(23.5%)	10,090	10,187	(1.0%)
EBITDA Margin (%)	12.5%	15.4%	(286 bps)	13.8%	(124 bps)	13.7%	15.3%	(167 bps)
Flooring								
Revenue	2,157	2,463	(12.4%)	2,498	(13.6%)	6,933	7,140	(2.9%)
EBITDA	169	200	(15.5%)	220	(23.2%)	599	584	2.6%
EBITDA Margin (%)	7.8%	8.1%	(29 bps)	8.8%	(98 bps)	8.6%	8.2%	47 bps

Revenue Segmentation (%)

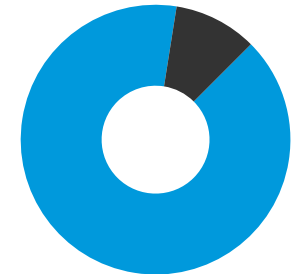
Q3 FY25



91.4%

8.6%

9M FY25



91.4%

8.6%



Home Textile



Flooring



Summary of Financial Statements





PROFIT & LOSS SUMMARY

(₹ Million)

Particulars	FY20	FY21	FY22	FY 23	FY 24	9M FY25
Total Income	68,362	74,080	93,773	82,151	98,251	80,491
Growth YoY* %	3.4%	8.4%	26.6%	(11.4%)	19.6%	11.7%
EBITDA	13,098	14,198	14,246	8,739	15,147	11,326
EBITDA Margin	19.2%	19.2%	15.2%	10.6%	15.4%	14.1%
Depreciation	4,811	4,536	4,205	4,421	3,945	2,806
Finance cost	1,777	1,975	1,313	1,299	1,534	1,606
PBT	6,944	7,686	8,728	3,019	9,668	6,915
PAT (After Minority Interest)	5,074	5,397	6,012	1,988	6,811	5,073
Cash Profit [^]	9,702	10,197	10,703	6,760	12,398	8,515
EPS (₹) (Not Annualised)	5.05	5.37	6.06	2.02	7.06	5.30

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-Mar-24	31-Dec-24
Net Worth	29,721	36,447	39,717	40,878	45,158	46,581
Short Term Loans	17,717	17,452	19,742	12,342	15,665	17,691
Long Term Loans	16,704	10,962	12,142	11,162	9,540	10,274
Gross Debt	34,421	28,414	31,884	23,504	25,205	27,965
Cash & Cash Equiv.	4,803	5,087	9,595	8,161	11,663	11,381
Net Debt	29,618	23,327	22,289	15,343	13,542	16,584
Capital Employed*	68,825	71,305	79,053	72,389	80,767	87,671
Net Fixed Assets (incl CWIP)^	38,105	38,042	39,881	37,777	36,737	41,938
Net Current Assets	21,828	24,536	24,839	23,135	27,450	28,254
Total Assets	83,103	86,778	94,368	86,501	95,500	1,03,549

Net Debt reduced by 54% in last 4 Years (FY20 to FY24)

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	FY24	9M FY25
Solvency ratios	Net Debt/Equity	1.00	0.64	0.56	0.38	0.30	0.36
	Net Debt/EBITDA	2.26	1.64	1.56	1.76	0.90	1.08
	EBIT/Interest	4.66	4.89	7.65	3.32	7.30	5.44
Operational ratios	Current ratio	1.19	1.33	1.37	1.66	1.72	1.61
	Fixed asset turnover	1.77	1.93	2.33	2.14	2.63	2.50
	Total asset turnover	0.81	0.85	0.99	0.94	1.01	1.01
	Inventory days	83	88	78	89	78	74
	Debtor days	59	59	39	43	47	51
	Payable days	49	54	36	39	34	34
	Cash conversion cycle	93	93	80	93	91	91
Return ratios	ROE	16.1%	16.3%	15.8%	4.9%	15.8%	14.2%
	ROCE (Pre-tax) (TTM)	12.3%	13.8%	13.4%	5.7%	14.6%	13.7%

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
- ◆ 30 MW solar power plant at Anjar commissioned
- ◆ 18 MW Additional solar plant near Vapi is likely to be commissioned in March 25
- ◆ Received CII national award for excellence in water management. (Nov 24)



Social

- ◆ Engaged with Cotton Farmers to grow sustainable Cotton (Better Cotton Initiative and Organic Cotton) in an initiative spread over 350 villages, impacting 29,500+ farmers.
- ◆ Also initiated special program for ELS (Extra long staple) cotton with over 4000 farmers 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
- ◆ In FY 24, reached over 8 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
- ◆ ESG performance monitoring and reporting through an IT platform – 'Credibl'
- ◆ ESG performance data assured by third party for 3 consecutive years
- ◆ Robust Ethics framework in place
- ◆ Compliance management tool in place
- ◆ Innovation & intellectual property oriented culture reflected in 45 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.”

DJSI ratings



Score improved from 48 to 59 to 66 (Mar’24)
Top 3% Globally

Sustainalytics



Score improved from 14.4 to 11.5 (May '24)
Top 16 in 217 Companies

Eco Vadis



Score 44 to 66 (2024)
Wins Silver Badge
Top 15%ile

Crisil ratings



An S&P Global Company

Score 64 – Strong (Jan’24)

Q3 FY25 – Environmental Impact



2,23,069+ acres

Landbank of sustainable cotton farming



1037 Million Litres

Liters of recycled water used in process



35,407 GJ Energy

Saved through energy conservation



2022 tons

Recycled cotton reused in process

Q3 FY 25 – Social Impact



◆ Students reached ~46940+



◆ Livelihood Impact beneficiaries ~ 9220+



◆ Health Impact beneficiaries ~ 75 K



◆ 20 athletes supported



SUSTAINABILITY – PROGRESS AGAINST TARGETS

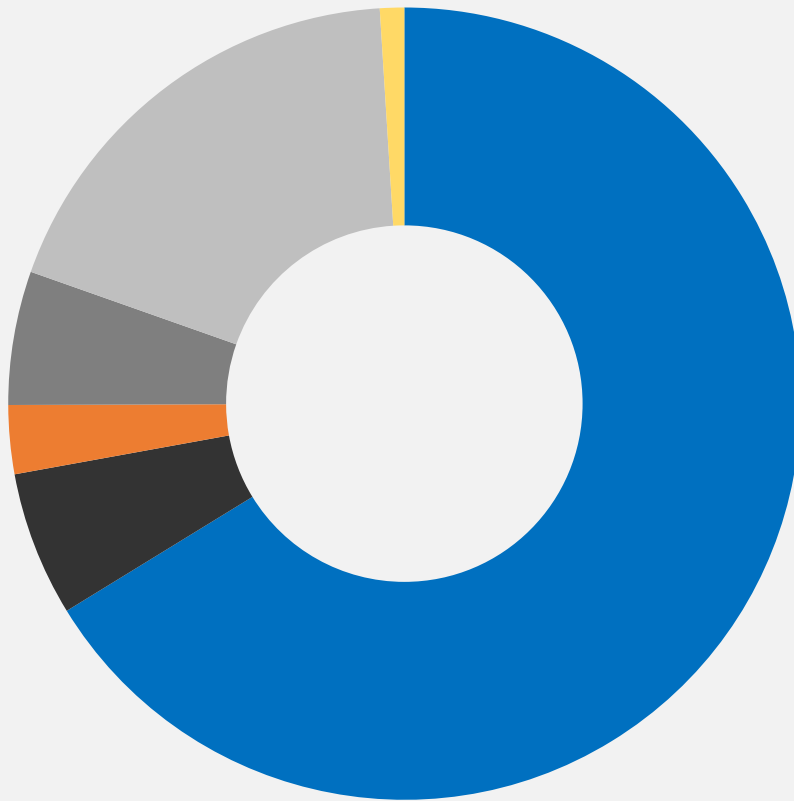
Aspects	FY24	Q3 FY25	YTD Q3 FY25	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	8.4%	18.5%	17.7%	20%	100%
100% Sustainable Cotton	81%	78%	72%	50%	100%
Fresh Water (+) in Production operations (KL/MT)	11.2	11.9	11.2	5	0
Zero hazardous waste to Landfill (MT)	62.8	15.59	46.04	0	0
Impacting 1 million lives in CSV (cumulative)	8,43,960	3,88,744	7,88,324	5,00,000	10,00,000
Farmers in Welspun sustainable farming project (cumulative)	26,723	29,528	29,528	20,000	50,000



SHARE HOLDING SUMMARY



Shareholding Pattern (Dec 2024)



Promoter Group	66.2%
FPIs	5.9%
Mutual Funds/AIF	2.8%
Insurance Co's	5.5%
Public	18.6%
Other	1.0%

Top Institutional Shareholders

SBI Insurance

LIC of INDIA

Aditya Birla Sunlife MF

Vanguard

HSBC Mutual Fund

DISCLAIMER



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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

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