

July 27, 2023

To,
BSE Limited
Listing Department,
P. J. Towers, Dalal Street,
Mumbai - 400 001
(Scrip Code: 500365)

Dear Sir/Madam,

Subject: Business Update and Investors' Presentation Q1 FY 2023-24.

Please find attached the Business Update and Investors' Presentation for the quarter ended June 30, 2023.

Kindly take the same on your record.

Thanking You.

Yours faithfully,
For **Welspun Specialty Solutions Limited**

Suhas Pawar
Company Secretary & Compliance Officer
ACS-36560

Encl.: as above

Welspun Specialty Solutions Limited

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Corporate Identification No. : L27100GJ1980PLC020358

Welspun Specialty Solutions Limited

Investor Presentation

Q1FY24

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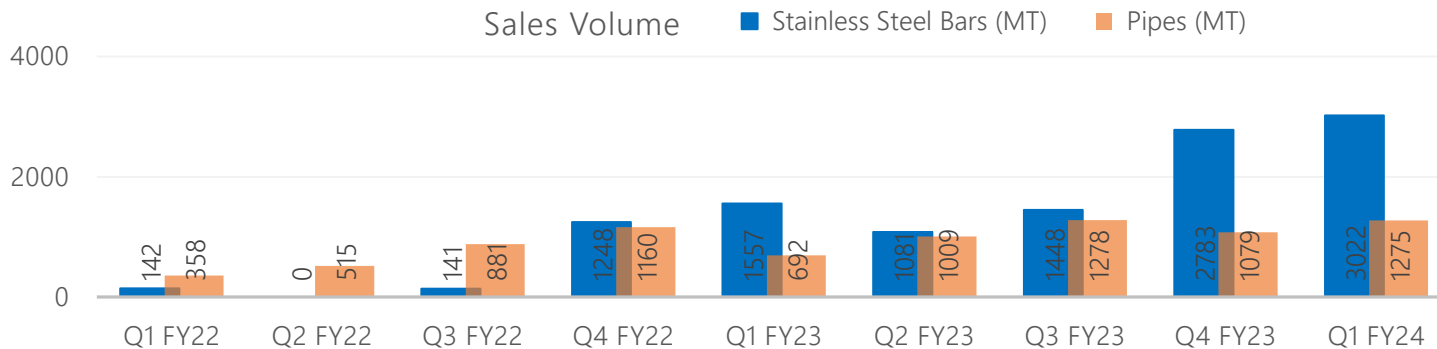
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WSSL: An Integrated Facility



Fully Integrated Manufacturing Facility for Stainless Steel Long Products and Seamless Pipes & Tubes spread over an area of 126 acres

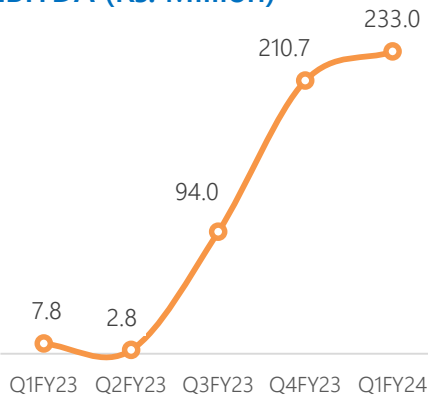
Steady Improvement in Performance



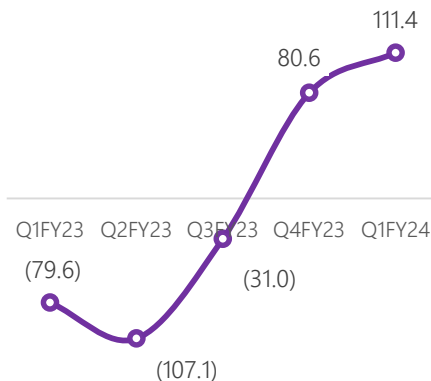
Revenue (Rs. Million)



EBITDA (Rs. Million)



PAT (Rs. Million)



- Total Order Book ~ 3,864 MT valued at ~ Rs. 1,556 million
- New grades development in critical category
- Moving towards higher value added products
- Geography and territory expansion
- Make in India initiatives by the government
- Focus on sustainability and excellence initiatives

Financial Snapshot



Income Statement Snapshot (Rs. Million)						
Particulars	Q1 FY24	Q1 FY23	YoY	Q4 FY23	QoQ	FY23
Total Income	1662.9	853.9	95%	1407.9	18%	4325.9
EBITDA	233.0	7.8	2891%	210.7	11%	314.9
Profit Before Tax (PBT)	111.4	(79.6)	NA	80.6	38%	(137.4)
Profit After Tax (PAT)	111.4	(79.6)	NA	80.6	38%	(137.4)
Cash PAT	149.4	(43.1)	NA	118.2	26%	11.8

Notes:

- Cash PAT = PBDT (adjusted for cash exceptional items) – Current tax
- Prior period figures have been restated wherever necessary

**Financials for previous periods / year have been regrouped / rearranged, wherever necessary, to make them comparable*

Business Update



Marketing:

- While the company continues to add new customers in existing geographies, it made its foray into the Philippines and the USA markets
- The company has successfully made its inroads in SEA/ NEA region and continue to work towards market penetration
- Booked first order for super critical 6625 grade instrumentation tubes, successful delivery of which will pave way for many more opportunities in high value add product segment (nickel alloy tubing)
- Exhibited in two expos (BRNO, Czech Republic and Made in Steel, Italy) during Q1 with continuous focus on improving visibility, communication and customer base expansion

Product:

- Successful development and despatch of Hollow Bars, addition of another value product to its offerings
- Successful development of S30432 (Super 304H) grade steel as well as Boiler Tubes including creep testing for the first time in the country

Sustainability measures:

- Green energy (Wind and Solar)- Supply commenced from May' 23
- Automatic power management system implemented and commissioned
- ESG maturity journey kick-started in partnership with EY

Product Information



Stainless Steel & Alloys



Products

Ingots, Blooms, Rolled Bars in Rounds, Round Cornered Squares, Peeled & Polished Bars and Heat Treated Bars

Stainless Steel Pipes & Tubes



Products

Extruded Seamless Schedule Pipes, Hollow Bars, Cold Finished Pipes & Tubes, Heat Exchanger Tubes, Hydraulic & Instrumentation Tubes and U-bend Tubes

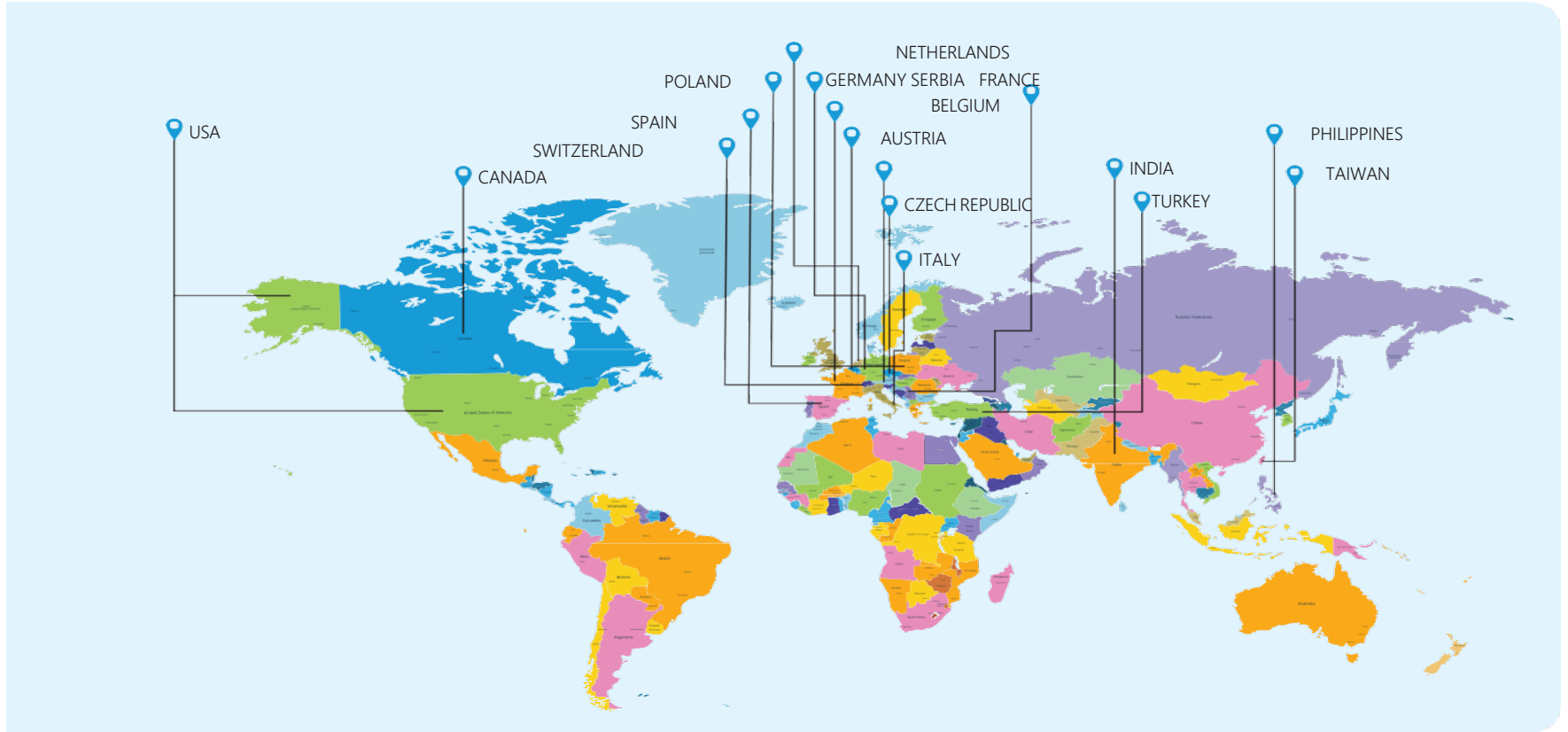
Competitive Advantages



- 1 The only integrated producer of Quality Stainless Steel Seamless Pipes & Tubes, including U –Bends, starting from Steel Making to Finished Tubes in the country.
- 2 Strong focus on R&D and New Product Development
- 3 Speed to Market due to a Fully Integrated Process
- 4 Expertise to make Stainless Steel in Special Grades with controlled chemistry
- 5 State-of-the-art manufacturing facilities delivering superior quality
- 6 In-house Facility for various testing requirements, accredited with ISO/IEC 17025



Growing Market Presence



ESG Interventions



Environment

- Recycle used soft water in process by cooling tower that reduces fresh water consumption.
- Use treated water from ETP for gardening activity & Slag quenching activity
- Environmental risk and associated impact identified as part of Enterprise Risk Management (ERM) framework. It covers the following areas
 - Emissions
 - Discharge of wastewater
 - Waste management and disposal
 - Management of hazardous substances
 - Contamination of land
 - Use of natural resources and raw materials
 - Compliance with legislative and other requirements

Social

- 100% of employees are imparted with safety training.
- More than 75% of employees are trained under skill upgradation
- Encourage and promote local procurement
- Proactively collaborate with competent vendors by providing them technical assistance
- Work with local businesses and generate productive local employment by hiring talent to meet service requirements.
- Engagement with the local community

Governance

- Code of conduct for regulating, monitoring and reporting of trading by insiders
- Board Charter; Risk Management Committee Charter
- Draft Letter of Appointment of an Independent Director
- Whistle Blower Policy & Vigil Mechanism
- Familiarization Policy
- Code of conduct for directors and senior management
- Quality Policy; ABAC Policy; HSE Policy
- Integrated Management Manual
- Nomination and Remuneration Committee Charter
- Code of Practices and Procedure for Fair Disclosure of UPSI
- Board Diversity Policy
- Dividend Distribution Policy
- Records and Archives Management Policy
- Cyber Security Policy
- Audit Committee Charter
- Stakeholders Relationship Committee Charter
- Nomination and Remuneration Policy
- Policy on Related Party Transactions
- Code for independent directors
- Disclosure of the policy for determination of materiality of events or information

ESG- Progress



01

Maturity Assessment

Determine Performance of the organization through assessment report

02

Materiality Assessment

Identification of material topics for business operations

03

Sustainability Strategy

Sustainability strategy with priority areas across ESG driven by goals & targets

04

Data Management

Comprehensive data management system with enhanced accuracy & traceability

05

ESG Governance

Establish governance structure & process to oversee performance

06

ESG Report

Release of WSSL's first Sustainability Report in FY24

Completed

In Progress

Thank You!

Welspun Specialty Solutions Limited

CIN: L27100GJ1980PLC020358

For further queries, contact

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