

WIL/SEC/2023

July 31, 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)
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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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on Unaudited financial results of the Company for the quarter ended June 30, 2023.

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

Q1 FY24

31st July 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
Operational Highlights	12
Quarterly Segment Results	14
Profit & Loss Summary	16
Financial Statements Summary	17
ESG at Welspun	19
Share Holding Summary	22
Annexures	25



Welspun India - Global Home Textiles Leader



Welspun^W INDIA



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 delighted to share that the Company has achieved highest EBITDA% in last seven quarters, clocking 15.4% in Q1, nearly doubling and up by 97% YoY. With the relatively increased order inflows from big box retailers with de-stocking being over at their end we have recorded revenue growth of 12% for Q1 FY 24. Similarly all our emerging business are also on a growth path with Flooring business growing by 33%.

Our Domestic consumer brand Welspun continued to be the most widely distributed Home Textile brand in the country with presence in 500+ towns and 13,265+ outlets (up by 2092 in Q1), a reach not hitherto achieved by any home textile player in India.

Welspun has remained at the forefront in its ESG practices with world and industry leading metrics. Welspun India's endeavour to keep ESG at the core of all operations has improved its "Sustainalytics" rating to 11.3. The rating elevated WIL into TOP 10 of the 202 participating companies worldwide in the "Sustainalytics" rating.



AWARDS & RECOGNITION



Feathers in our cap



WIL as the 'Most Preferred Workplace of 2023-24' by Team Marksmen Network



Golden Peacock Eco Innovation award, 2023 for Welspun Flooring Ltd



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



Ms. Dipali Goenka Chaired advisory board of the 10th edition of The Economic Times SCM & Logistics Summit, 2023



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



Brand SPACES campaign wins ET Ascent Star Industry Award in the 'best use of social media marketing' category for the Chief Style Officer 3.0 campaign.



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



Welspun India received the Platinum Award in the "Sustainability" category at the "Apex Green Leaf Awards 2022"



Highest Exports 2010- 2021

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

and many more...

Welspun Indian Tops Home Textile Manufactures in Sustainability Rating



Welspun Indian's endeavour to keep ESG at the core of all operations has improved its sustainability rating to 11.3. The rating elevated WIL into TOP 10 of the 202 participating companies worldwide in the Sustainability rating.

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** in Q1 FY 24 is ₹ 22,149 mn grew 11.9% YoY
- **EBITDA** in Q1 FY 24 ₹ 3,415 mn @ 15.4% margin grew 96.7% YoY
- **Advance Textile Business** grew by 11% YoY
- **Innovation Sales** grew by more than 100% YoY
- **Flooring Business** grew by 33% YoY in Q1 FY 24 to reach Highest ever Revenue of ₹ 2,251 Mn
- **EBITDA of Flooring Business** in Q1 FY 24 is ₹ 183 Mn @ 8.1% margin
- **Net Debt** stood at ₹ 18,153 mn vs. ₹15,343 (March 2023)
- **BuyBack** of ₹ 2,400 mn (incl. Tax Exp.) completed during the Q1 Fy24.



QUARTERLY HIGHLIGHTS



(₹ Million)

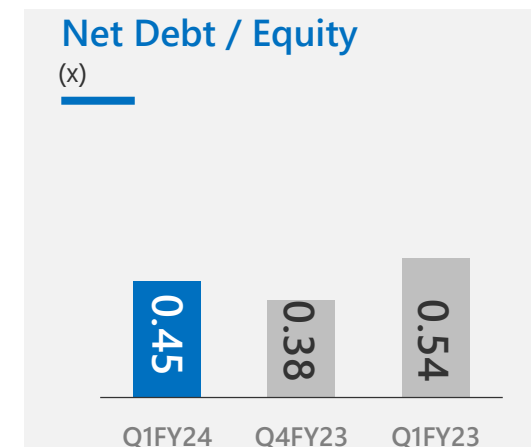
	Revenue	EBITDA	PBT	PAT	Cash Profit
	22,149	3,415	2,162	1,616	2,522
Growth (YoY)	11.9% [↑]	96.7% [↑]	495.5% [↑]	621.6% [↑]	91.5% [↑]
Growth (QoQ)	0.9% [↑]	6.7% [↑]	24.8% [↑]	28.9% [↑]	1.7% [↑]
Margin (%)		15.4%	9.8%	7.3%	
Margin Expansion (Y-o-Y)		665 bps	793 bps	616 bps	
Margin Expansion (Q-o-Q)		84 bps	187 bps	158 bps	
EPS/CEPS				1.66	2.60

QUARTERLY HIGHLIGHTS



(₹ Million)

Particulars	30-June-23	31-Mar-23	30-June-22
Net Worth	40,302	40,878	39,666
Short Term Loans	13,803	12,342	17,264
Long Term Loans	10,469	11,162	12,163
Gross Debt	24,272	23,504	29,426
Cash & Cash Equiv.	6,119	8,161	8,035
Net Debt	18,153	15,343	21,392
of which Net Flooring Debt	8,160	7,878	8,358
Net Debt excl. Flooring debt	9,993	7,465	13,034
Total Assets	88,698	86,501	91,929





Sales Highlights – Channel wise

(₹ Million)

Revenue	B2B			Branded [#]			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
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>
Q4 FY23 <i>Sales Contribution (%)</i>	3,934 <i>21%</i>	9,222 <i>48%</i>	1,394 <i>7%</i>	1,088 <i>6%</i>	2,353 <i>12%</i>	17 <i>0%</i>	1,111 <i>6%</i>
Q1 FY23 <i>Sales Contribution (%)</i>	2,398 <i>14%</i>	9,689 <i>56%</i>	1,131 <i>6%</i>	811 <i>5%</i>	2,290 <i>13%</i>	28 <i>0%</i>	1,086 <i>6%</i>
<i>Growth YoY (%)</i>	<i>136%</i>	<i>(9%)</i>	<i>29%</i>	<i>(4%)</i>	<i>(30%)</i>	<i>22%</i>	<i>(5%)</i>

136% YoY
Growth in innovation
Business

11% YoY
Growth in Global business

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

Sales Highlights – Business wise



(₹ Million)

Revenue	Home Textile Business				Flooring Business	
	HT - B2B	HT – Branded	HT - E-Com	Advanced Textiles	Flooring – B2B	Flooring – Branded
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>
Q4 FY23 <i>Sales Contribution (%)</i>	12,502 <i>65%</i>	3,138 <i>16%</i>	1,105 <i>6%</i>	838 <i>4%</i>	1,211 <i>6%</i>	326 <i>2%</i>
Q1 FY23 <i>Sales Contribution (%)</i>	10,967 <i>63%</i>	3,156 <i>18%</i>	838 <i>5%</i>	898 <i>5%</i>	1,353 <i>8%</i>	219 <i>1%</i>
<i>Growth YoY (%)</i>	<i>22%</i>	<i>(26%)</i>	<i>(3%)</i>	<i>4%</i>	<i>21%</i>	<i>28%</i>

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

22% YoY
Growth in Flooring
Business

10% YoY
Growth in Home Textiles



Operational highlights

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q1FY24	Utilization (%)	Q4FY23	Utilization (%)	Q1FY23	Utilization (%)	
	Bath Linen	MT	90,000	18,181	81%	14,948	66%	11,632	54%	
	Bed Linen	Mn mtrs	108	15.4	57%	14.7	54%	14.0	52%	
	Rugs & Carpets	Mn sq mtrs	12.0	2.7	90%	2.1	70%	1.8	60%	
	Advanced Textile									
	Spunlace	MT	27,729	3,509	51%	2,811	41%	2,386	34%	
	Needle Punch	MT	3,026	305	40%	264	35%	246	32%	
	Wet Wipes	Mn Packs	100	7.2	29%	4.7	19%	5.0	20%	

Flooring	Particulars	UOM	Annual Capacity		Q1FY24	Utilisation (%)	Q4FY23	Utilisation (%)	Q1FY23	Utilisation (%)
			Installed	Effective						
	Flooring	Mn sq mtrs	27	18	2.3	50%	1.5	34%	1.5	34%



Quarterly Profit & Loss

(₹ Million)

Particulars	Q1 FY24	Q1 FY23	YoY Change	Q4FY23	QoQ Change
Total Income	22,149	19,790	11.9%	21,955	0.9%
EBITDA	3,415	1,736	96.7%	3,201	6.7%
EBITDA Margin (%)	15.4%	8.8%	665 bps	14.6%	84 bps
Finance Cost	258	323	(20.0%)	333	(22.4%)
Depreciation	994	1,049	(5.3%)	1,135	(12.4%)
PBT	2,162	363	495.5%	1,733	24.8%
PAT (After Minority Interest)	1,616	224	621.6%	1,254	28.9%
PAT Margin	7.30%	1.1%	616 bps	5.7%	158 bps
Cash Profit [^]	2,522	1,317	91.5%	2,481	1.7%
EPS (₹) (Not Annualised)	1.66	0.23	632.4%	1.28	29.7%

Note:

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



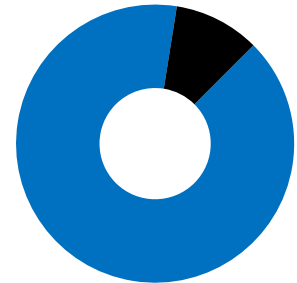
Quarterly Segment Results

(₹ Million)

Particulars	Q1 FY24	Q1 FY23	YoY Change	Q4 FY23	QoQ Change
Home Textile					
Revenue	20,376	18,521	10.0%	20,171	1.0%
EBITDA	3,123	1,716	82.0%	2,930	6.6%
EBITDA Margin (%)	15.3%	9.3%	606 bps	14.5%	80 bps
Flooring					
Revenue	2,251	1,694	32.9%	2,083	8.1%
EBITDA	183	21	766.8%	87	109.3%
EBITDA Margin (%)	8.1%	1.2%	688 bps	4.2%	393 bps

Revenue Segmentation (%)

Q1 FY24



90%

10%

Legend



Home Textile



Flooring



Summary of Financial Statements





Profit & Loss Summary

(₹ Million)

Particulars	FY20	FY21	FY22	FY 23	Q1 FY 24
Total Income	68,362	74,080	93,773	82,151	22,149
Growth YoY* %	3.4%	8.4%	26.6%	(11.4%)	11.9%
EBITDA	13,098	14,198	14,246	8,739	3,415
EBITDA Margin	19.2%	19.2%	15.2%	10.6%	15.4%
Depreciation	4,811	4,536	4,205	4,421	994
Finance cost	1,777	1,975	1,313	1,299	258
PBT	6,944	7,686	8,728	3,019	2,162
PAT (After Minority Interest)	5,074	5,397	6,012	1,988	1,616
Cash Profit [^]	9,702	10,197	10,703	6,760	2,522
EPS (₹) (Not Annualised)	5.05	5.37	6.06	2.02	1.66

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-June-23
Net Worth	29,721	36,447	39,717	40,878	40,302
Short Term Loans	17,717	17,452	19,742	12,342	13,803
Long Term Loans	16,704	10,962	12,142	11,162	10,469
Gross Debt	34,421	28,414	31,884	23,504	24,272
Cash & Cash Equiv.	4,803	5,087	9,595	8,161	6,119
Net Debt	29,618	23,327	22,289	15,343	18,153
<i>of which Net Flooring Debt</i>	<i>6,526</i>	<i>6,959</i>	<i>8,300</i>	<i>7,878</i>	<i>8,160</i>
Net Debt excluding Flooring debt	23,092	16,368	13,989	7,465	9,993
Capital Employed*	68,825	71,305	79,053	72,389	72,916
Net Fixed Assets (incl CWIP)^	38,105	38,042	39,881	37,777	37,109
Net Current Assets	21,828	24,536	24,839	23,135	25,642
Total Assets	83,103	86,778	94,368	86,501	88,698

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	Q1 FY24
Solvency ratios	Net Debt/Equity	1.00	0.64	0.56	0.38	0.45
	Net Debt/EBITDA	2.26	1.64	1.56	1.76	1.74
	EBIT/Interest	4.66	4.89	7.65	3.32	4.90
Operational ratios	Current ratio	1.19	1.33	1.37	1.66	1.56
	Fixed asset turnover	1.77	1.93	2.33	2.14	2.24
	Total asset turnover	0.81	0.85	0.99	0.94	0.94
	Inventory days	83	88	78	89	90
	Debtor days	59	59	39	43	51
	Payable days	49	54	36	39	41
	Cash conversion cycle	93	93	80	93	100
Return ratios	ROE	16.1%	16.3%	15.8%	4.9%	8.3%
	ROCE (Pre-tax)	12.3%	13.8%	13.4%	5.7%	8.3%
	ROCE (Pre-tax) (Annualised)					13.3%

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 WIL that enlists our goals under Sustainability till 2030.



Transparent Reporting 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 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
- ◆ Working Suppliers for on-boarding 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 18,000 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
- ◆ 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 35 patents filled globally



Sustainability Initiatives – Growing business responsibly



- 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.”
- Welspun India is amongst the top 5% textile companies globally as per DJSI CSA for 2022 , score improved from 48 to 59

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)

Journey Till Date (Q1 FY24)– Environmental Impact



1,65,000+ acres

Landbank of sustainable cotton farming



924 million

Liters of recycled water used in process this quarter



68,946 GJ Energy

Saved through energy conservation this quarter



82%

Of cotton used from sustainable sources this quarter



1389 tons

Recycled cotton reused in process this quarter

Journey Till Date – Social Impact



- ◆ Students reached ~41.5K
- ◆ FY22-23 Target: ~47.5K



- Livelihood Impact –
- ◆ Total benefited 1,144



- Health Impact –
- ◆ Total beneficiaries ~10.3 K



- ◆ 17 athletes supported
- ◆ Medals: 14



Sustainability – Progress against Targets

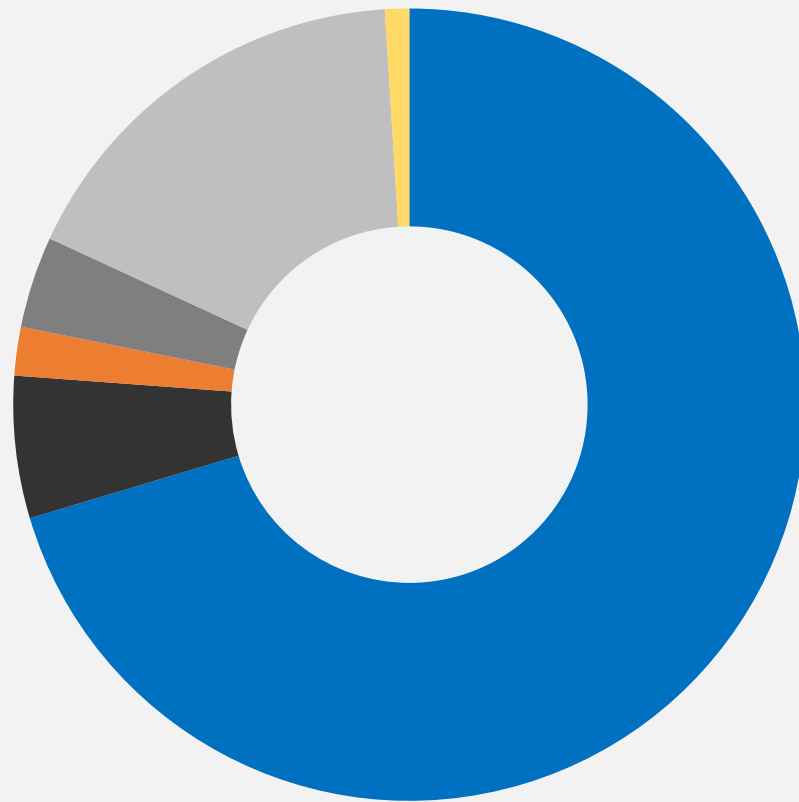
Aspects	Q1FY 24	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	WIP	20% RE	100% RE
100% Sustainable Cotton	82%	50%	100%
Fresh Water Positive in Production operations	11.6 KL/MT	5 KL/MT	0 KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	15.3 MT	0 MT	0 MT
Impacting 1 million lives in CSV (YTD)	1,71,531	5,00,000	10,00,000
Farmers in Welspun sustainable farming project (YTD)	18,000	20,000	50,000





Share Holding Summary

Shareholding Pattern (June 2023)



Promoter Group	70.5%
FPIs	6.4%
Mutual Funds/AIF	2.0%
Insurance Co's	3.7%
Public	16.4%
Other	1.0%

Top Institutional Shareholders

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



Disclaimer

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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 India Limited, together with its consolidated subsidiaries.

Let's connect

For further details please contact

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President (Finance) & CFO

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Mr. Salil Bawa

Group Head – Investor Relations

Salil_bawa@welspun.com

Connect with us:



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/company/welspun-group



Annexure:

Owned Brands – Domestic

Diversified Product Portfolio



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness

- ◆ Mass



Presence

- ◆ 2,400+ outlets
- ◆ 380 towns
- ◆ 240 Shop in Shop locations
- ◆ 13,265+ outlets (2092+ in Q1 24)
- ◆ 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

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

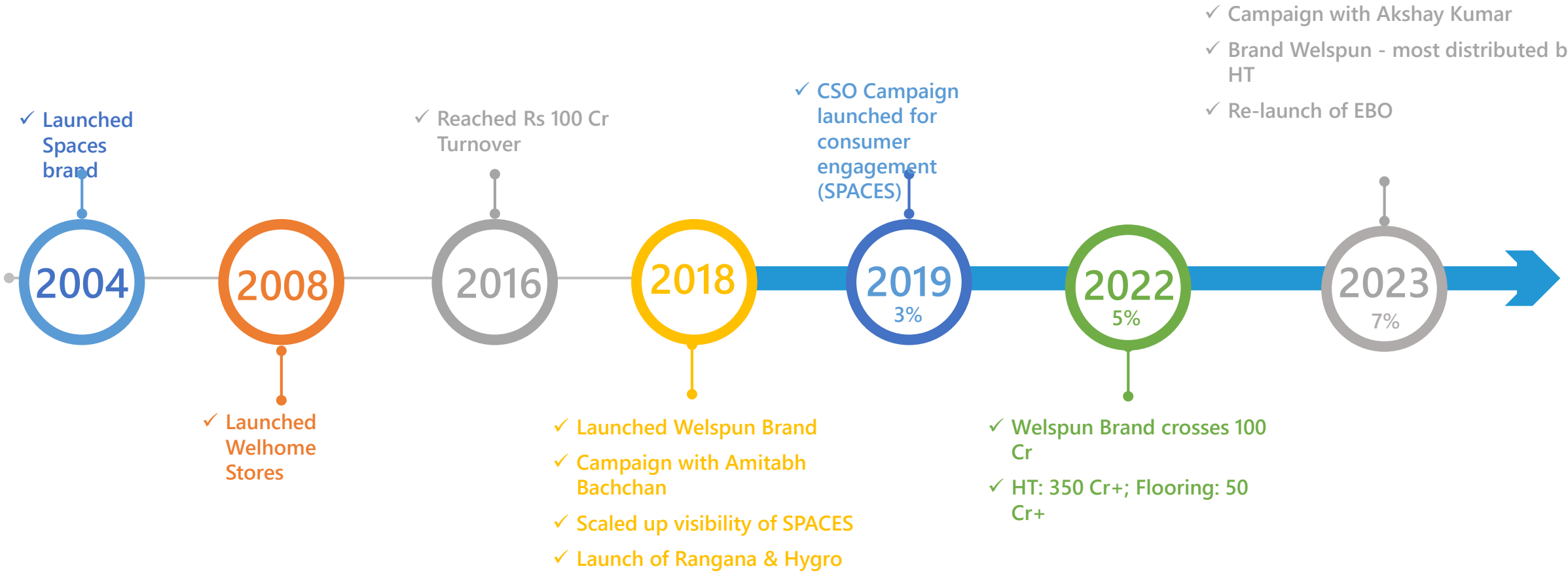


- Cushion cover
- Curtains
- Blinds
- Wall paper

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: 13k+ 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 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