

WIL/SEC/2021

March 24, 2021

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 Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol : WELSPUNIND)
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Dear Madam/Sir(s),

Subject: Intimation to Schedule Analyst / Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

In compliance with Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby inform that the Company will be participating in the Motilal Oswal 4th Ideation Conference on 24th March, 2021 through Virtual Mode. The details of meeting are as under:

Date	Name of Funds	Venue	Type of Meeting
March 24, 2021	HDFC Mutual Fund, IIFL AMC, Old Bridge Capital, Rare Enterprises, Quant Mutual Fund, Abakkus Asset Managers, Alquity Capital, Fidelity Management and Research, Alchemy Capital, BNP Paribas PMS, Finvest Advisors, Lucky Investment, Ambit Investment Advisors, ASK Investments, ENAM Holdings, Subhkam Ventures, Value Quest Partners, , Doric Capital, Roha Asset Managers, Unifi Capital, Valentis Wealth	Virtual	One-on-One / Group

This is to further inform that copy of the presentation is attached herewith.

Kindly note that changes may happen due to exigencies on the part of the Host / Company.

Yours faithfully,

For Welspun India Limited



Shashikant Thorat
Company Secretary
ICSI Membership No. : FCS-6505

Encl: As above

Welspun India Limited

Welspun House, 6th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.
 T : +91 22 6613 6000 / 2490 8000 F : +91 22 2490 8020 / 2490 8021
 E-mail : companysecretary_wil@welspun.com Website : www.welspunindia.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110, India.
 T : +91 2836 661 111 F : +91 2836 279 010

Works: Survey No. 76, Village Morai, Vapi, District Valsad, Gujarat 396 191, India.
 T : +91 260 2437437 F : +91 260 22437088

Corporate Identity Number: L17110GJ1985PLCO33271



Investor Presentation

Welspun India Limited

Home Textile | Advance Textile | Flooring

March 2021



Christy
ENGLAND



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BED • BATH • RUGS



WELSPUN
BED-N-BATH



WELSPUN
FLOORING



AUTHENTIC
WEL-TRAK™
FIBER
traced - tracked - trusted™



HYGRO
COTTON

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

welspunindia.com



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Welspun Group

Global Conglomerate

The USD 2.7 Bn Welspun Group is one of India's fastest growing global conglomerates with business interests in Line Pipes, Home Textiles, Infrastructure, Steel, Advanced Textiles, Warehousing and Flooring solutions.

The group has a strong foothold in 50+ countries and its clientele includes Fortune 500 companies.

USD **2.7** Bn
Revenue

26,000+
Workforce

USD **1.0** Bn
Net Fixed Assets

9
Manufacturing
Facilities in India,
USA, and Saudi
Arabia.

 **WELSPUN INDIA**
HOME TEXTILES



Global **leader** in **Home Textiles**

 **WELSPUN ENTERPRISES**
Infrastructure & Energy



Robust portfolio of **Roads & Water** Infra projects

 **WELSPUN CORP**
PIPES AND PLATES



Amongst **world's largest Line-Pipe** manufacturers

 **WELSPUN ONE**
Logistics Parks



Integrated **Grade-A Warehousing** Solutions



Welspun India

– Who are we?



Welspun India #1 Global Home Textiles Leader

Christy
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SPACES®
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WelHOME.
BY WELSPUN
{ Textile Solutions
for Better Living }



WELSPUN
BED • N • BATH

SCOTT LIVING



LIVING
BY Christy

KINGSLEY

Diversified Brand & License Portfolio



Multipronged

E-Commerce

Strategy to accelerate growth & capture larger share of the fast-growing market



spun
threads with a soul

ESG Focused

organization with well-defined principles, roadmap and targets



WELSPUN FLOORING WELSPUN INDIA ADVANCED TEXTILES

Strong Emerging Businesses:

- ◆ Flooring Solutions disrupting the world of flooring
- ◆ Advanced Textiles dealing with innovative product applications



HYGRO COTTON AUTHENTIC WEL-TRAK FIBER
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Thought leader

in Home Textiles with robust innovation portfolio of 32 patented technologies



#1 Ranking

Consistently as Home Textile Supplier to USA.*

1 in 5 Towels &
1 in 9 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
HOME TEXTILES

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.

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



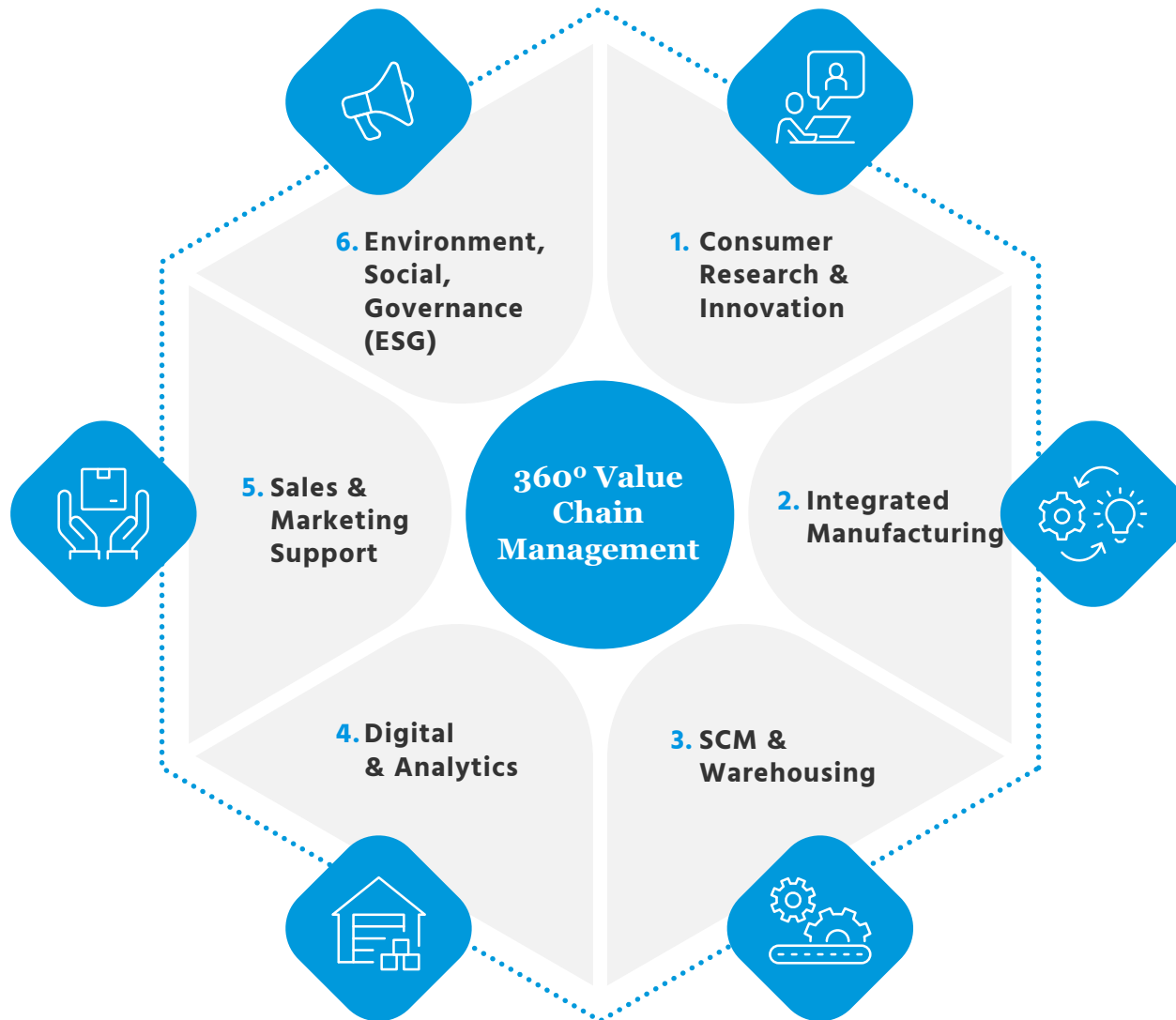
India



ROW



360 degrees capabilities from Farm to Shelf



- 1. Well Researched Innovative Offerings backed by deep Consumer understanding**
- 2. Vertically integrated facilities with seamless connectivity to Global Supply chains**
- 3. Global Distribution footprint**
- 4. Digital Transformation across the organization**
- 5. Strengthening Brand portfolio & Omni-channel capabilities**
- 6. Socially Responsible, Sustainability Focused**



[Click here for more details](#)

Vertically Integrated presence with Significant Capabilities

Home Textile	Particulars	UOM	Annual Capacity
	Bath Linen	MT	80,000
	Bed Linen	Mn mtrs	90
	Rugs & Carpets	Mn sq mtrs	10

Advanced Textile	Particulars	UOM	Annual Capacity
	Spunlace	MT	9,930
	Needle Punch	MT	3,411
	Wet Wipes	Mn Packs	79.4

Flooring Solutions	Particulars	UOM	Annual Capacity	
			Expected*	Current
	Soft Flooring	Mn sq mtrs	16.3	7.5 [#]
	Hard Flooring		10.7	2.7 [@]

Note:

*Expected Capacity at Full Capex | @ The same has increased to 5.4 in January 2021 | # The same will increase to 16.3 operationally based on business needs by making small investment in balancing equipment
During Q3FY20 the flooring plant was in stabilization stage



Awards & Recognition – Testimony of Excellence



**Global Textile Company
of the Year
2021**

**Home Textiles Today
Supplier Titan
2020**

Response to COVID &
stakeholder support

**★macy's
Sustainability
2019**

Supplier Partner for the year

and many more...



**Most Influential Woman
2020**

Dipali's Contribution to
Industry & Society

**Walmart
Save money. Live better.
Sustainability
2019**

GIGA GURU Status Energy
Conservation

**KOHL'S
Home category
2019**

Home Greatness award



**Sustainability & CSR
2020**

Amongst Top 100 Companies
in India

**TEXPROCIL
Highest Exports
2019**

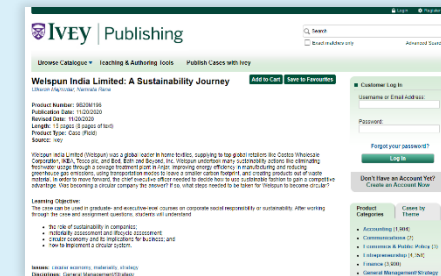
Platinum awards Highest
global exports



**Home category
2019**

Supplier award For Trust

Feathers in our cap



[Visit Website](#)

[Read More](#)

Welspun's Sustainability journey now a
case study on Ivey publishing website



[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

Trend of Financial Performance

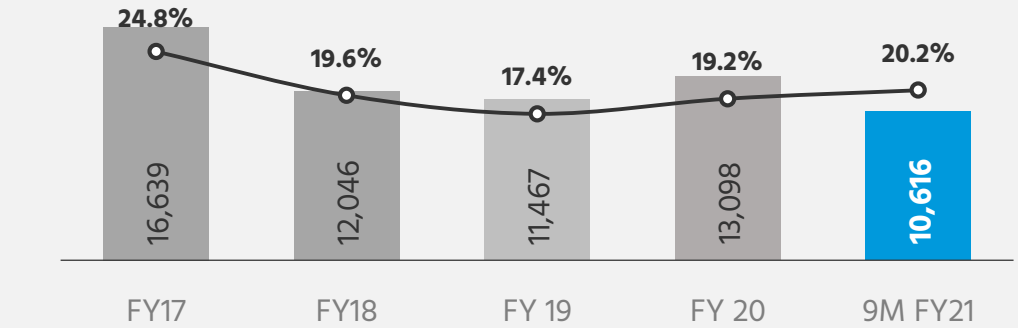
Total Income

(₹ Million)



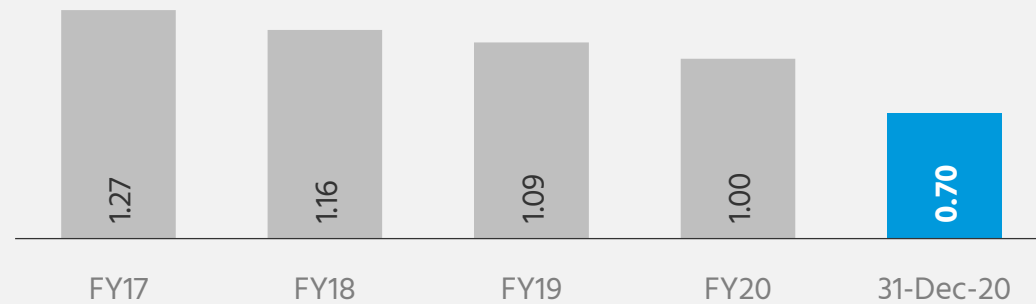
EBITDA

(₹ Million, %)



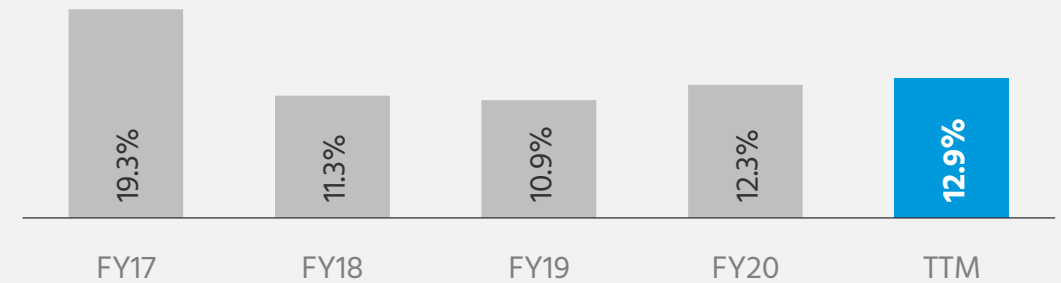
Net Debt to Equity

(x)



ROCE

(%)



Leadership

Board of Directors

Mr. B. K. Goenka

CHAIRMAN

- ◆ Amongst India's most dynamic businessmen
- ◆ Past President ASSOCHAM (2019)
- ◆ Recipient of Asian Business Leadership (ABLF) Award, 2019

Mr. Arun Todarwal

INDEPENDENT DIRECTOR, AUDIT COMMITTEE CHAIRMAN

- ◆ 20+ years of experience in Finance, Audit, Taxation and Quality Management. Member of ICAI, practicing since 1981

Ms. Anisha Motwani

INDEPENDENT DIRECTOR

- ◆ 28+ years experience in advertising, auto-manufacturing, financial and health services. Currently advisor to World Bank. Voted among '50 Most Powerful Women in Indian Business' by Business Today for 3 consecutive years

Mr. Pradeep Poddar

INDEPENDENT DIRECTOR

- ◆ Technocrat & Corporate Leader with 30+ years of experience in consumer products industry and vast experience in brand building

Mr. Arvind Singhal

INDEPENDENT DIRECTOR

- ◆ MBA from University of California, founded Technopak, India's leading management & operations consulting firm with focus on Textiles, Retail, Healthcare etc.

Management Team

Mr. Rajesh Mandawewala MD; MEMBER OF BOARD

- ◆ Qualified Chartered Accountant; Played an instrumental role in establishing Welspun's Textile & Pipe business
- ◆ Leading new strategic initiatives of the Group

Ms. Dipali Goenka CEO & JT. MD; MEMBER OF BOARD

- ◆ Driving force behind Welspun's global leadership in home textile with focus on Innovation, Brands & ESG
- ◆ Graduate in Psychology & completed Management Program from Harvard

Mr. Sanjeev Sancheti CFO (WELSPUN INDIA)

- ◆ 29+ years of experience in corporate finance, accounts and strategy was with SREI as Chief Strategy Officer for 12 years before joining Welspun

Mr. Keyur Parekh Global Head (HOME TEXTILE)

- ◆ 18+ years of experience in Sales, Marketing and New Business Development in International markets
- ◆ Instrumental in forging Strategic partnership with Top Retailers & Hotel chains across the globe

Mr. Cherian Thomas CEO (ADVANCED TEXTILES)

- ◆ 24+ years of experience across diverse functions & global functional expertise
- ◆ Worked with Essel Propack, ITW Signode, Packaging India Private India Limited, Amcor Flexibl

Mr. Mukesh Savlani CEO (FLOORING - EXPORTS)

- ◆ Home-grown CEO with 17+ years experience in various roles at Welspun; Engineering graduate
- ◆ Leadership Program from Harvard

Mr. Mahesh Shah CEO (FLOORING - DOMESTIC)

- ◆ 28+ years of experience in Turning around businesses, Go-To-Market strategy alignment
- ◆ Prior experience with NITCO, Future Group, Nilkamal, VIP, Crompton Greaves

Ms. Nemisha Ghia CEO (DOMESTIC RETAIL)

- ◆ 18 years+ of diverse experience across E Commerce, FMCG & Telecom
- ◆ Worked with Swiggy, Amazon, Mondelez, HUL, PepsiCo Fritolay, Reliance Telecom and Bharti

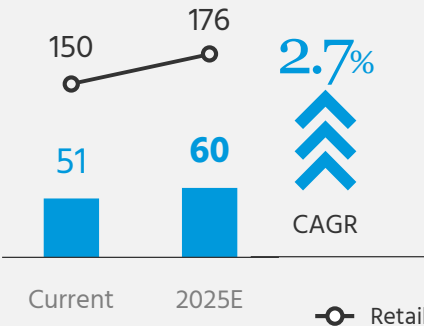
Mr. Ravi Panicker HEAD (CHRISTY)

- ◆ 26+ yrs. experience in Retail Sales, Ecommerce & Category
- ◆ Previously worked with Raymond, Bombay Dyeing among others

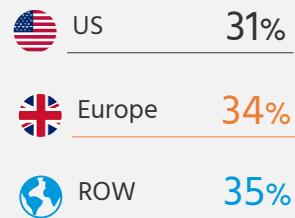
Global Home Textile Opportunity

Global Home Textile Market

(USD Bn)

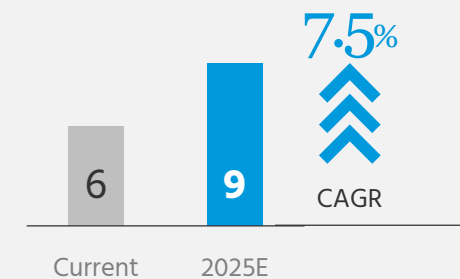


Market Composition



India Home Textile Market

(USD Bn) (Retail level)



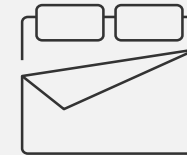
Addressable market size is \$1.7 bn and is expected to move up to \$3.2 bn by 2025

Source: UN Comtrade, Wazir Analysis, OTEXA

Addressable US Home Textile Market (2020)

(USD Bn) (Wholesale level)

\$6.3 Bn



Strong Presence of Welspun



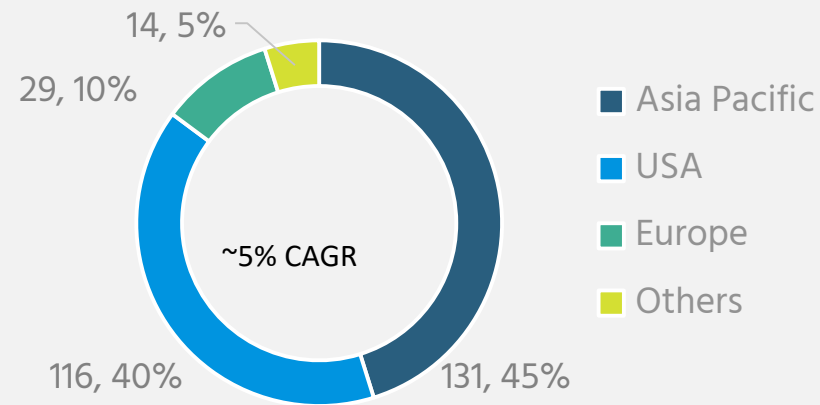
Next Opportunity for Welspun



- US is a large and homogenous market making it more attractive.
- While US is a level playing field, Europe market is heterogeneous and provides preferential tariff rates to some competing countries.
- India remains one of the fastest growing markets.

Global Flooring Opportunity

Global Flooring Market (2020) – USD 290 Bn



Addressable Indian Market

- ◆ Overall Indian Flooring market is around ₹ 50,000 crores & growing, of which 90% is for new construction and 10% is renovation.
- ◆ Addressable market in India is ~ **₹6,000 Crores**
- ◆ Higher Disposable Income & Industrialization to remain key drivers

Addressable Global Market for Welspun (2020) – USD 20 Bn



USA

\$10B
market

50% Broadloom
25% Carpet Tiles
25% LVT



Europe

\$7.5B
market

40% Broadloom
35% Carpet tiles
25% LVT



APAC

\$3B
market

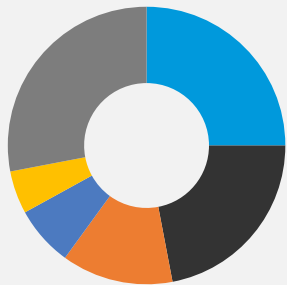
15% Broadloom
35% Carpet tiles
50% LVT

- ◆ With China + 1 strategy being followed by global market, export opportunity has opened up for countries like India.

Global Advanced Textile Opportunity

Global Advanced Textile Opportunity (2020)

(\$ 180-190 Bn) ~5% CAGR



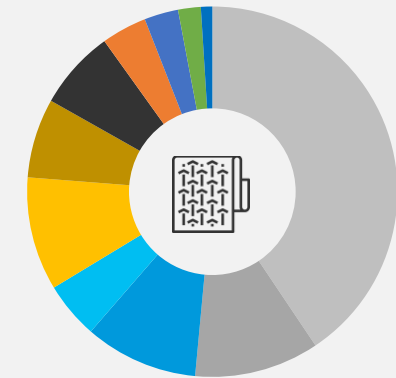
US	25%
Europe	22%
China	13%
Japan	07%
India	05%
Other	28%

\$ 33 Bn Global Addressable Opportunity (2020)

- ◆ Market growing at 5% CAGR
- ◆ Post Covid Health & Hygiene has seen focus
- ◆ MEDITECH - growing healthcare infrastructure, further accelerated by Covid-19 remains the key driver
- ◆ MOBILTECH - one of the biggest segments, automobile demand remains key driver
- ◆ Multiple Industrial Applications

Advanced Textile End User Industry Segmentation

(In %)



PACKTECH	41%	CLOTHTECH	07%
INDUTECH	11%	BUILDTTECH	04%
MOBILTECH	10%	PROTECH	03%
MEDITECH	05%	AGROTECH	02%
HOMETECH	10%	OEKOTECH	01%
SPORTECH	07%		

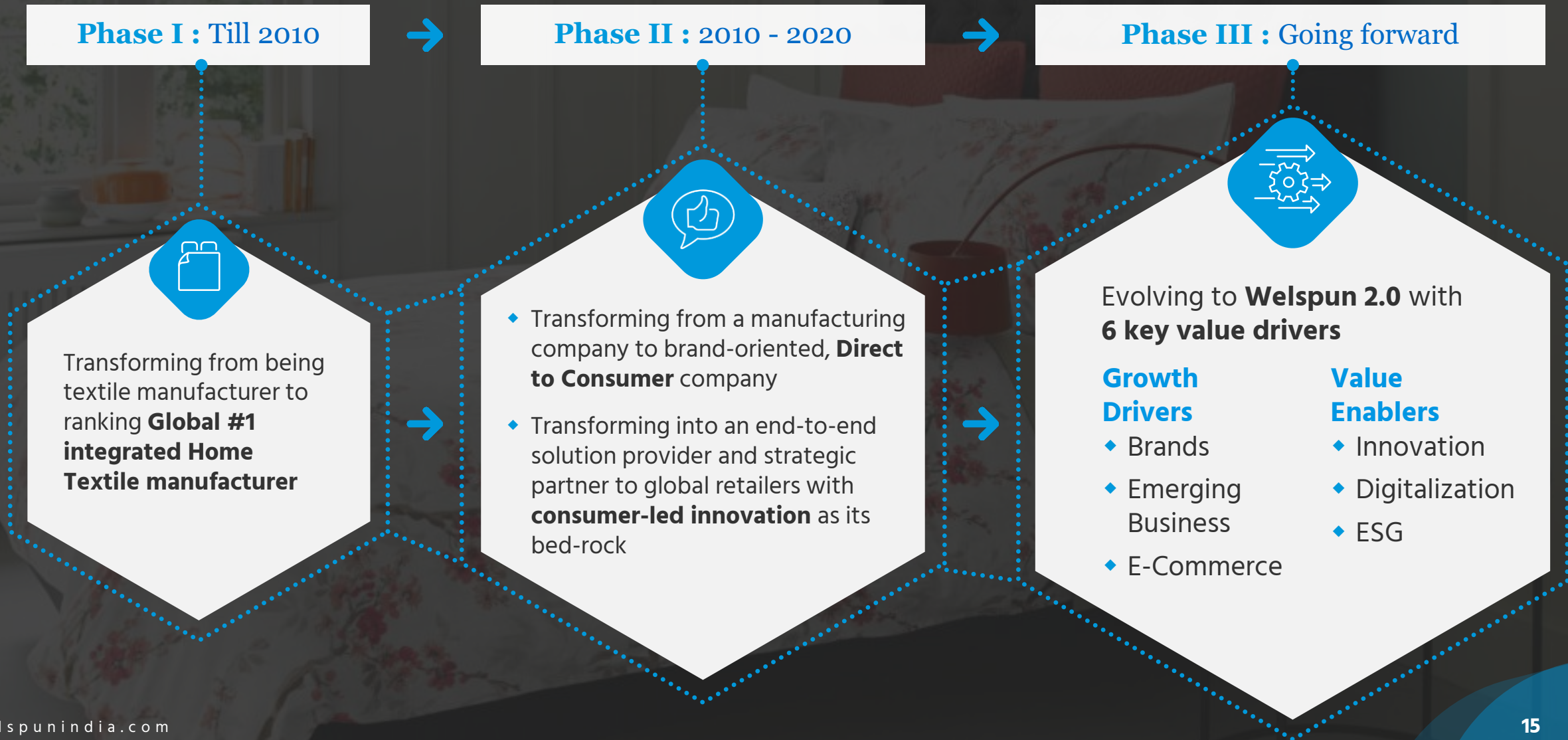
Area of focus

Indian Market

- ◆ Overall Market Size is ~\$10 bn.
- ◆ Underpenetrated consumption of technical textiles in India, still at 5-10% against 30-70% in advanced countries

Source: Invest India, Company estimates

Evolution of Welspun India





Welspun 2.0

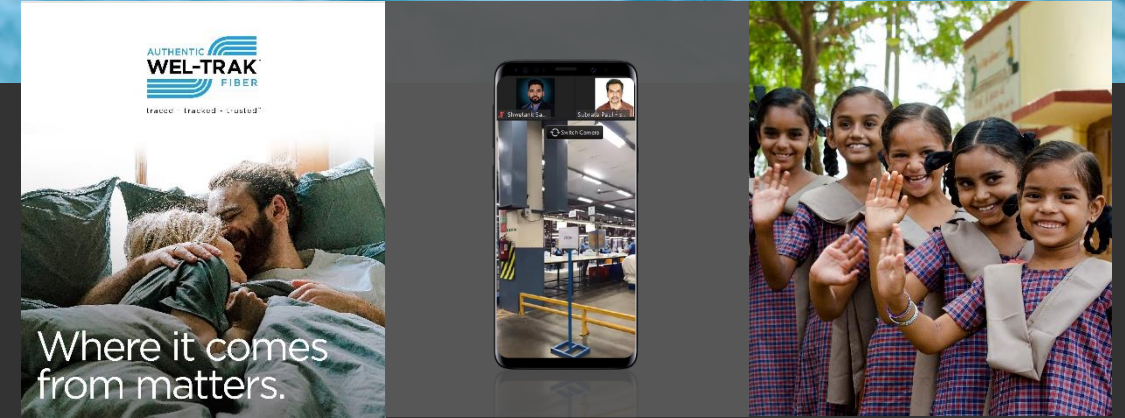


Welspun 2.0

Growth drivers



Value enablers



1 Brands

- ◆ Brand Portfolio – Owned & Licensed

2 Emerging Businesses

- ◆ Flooring
- ◆ Advanced Textiles

3 E-Commerce

- ◆ Multi-pronged E-commerce Strategy

4 Innovation

- ◆ Thought leader in Home Textiles

5 Digitalization

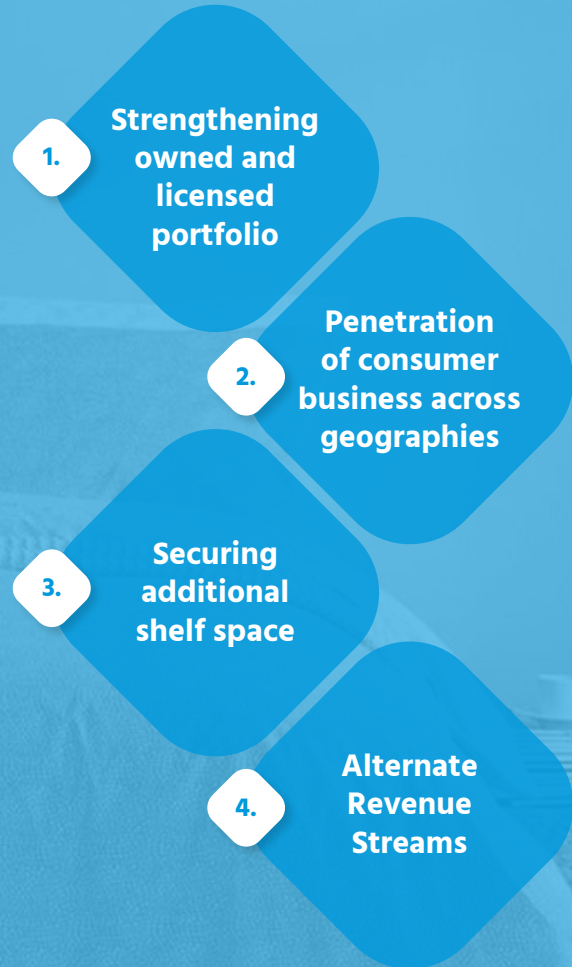
- ◆ Organization wide transformation

6 ESG

- ◆ Encompassing all stakeholders with defined roadmap

Brands : Dominating Global Consumer Landscape

Brand Strategy



Owned Brands

India



Licensed Brands

India



Global



Global



Owned Brands - Domestic



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness

- ◆ Mass



Presence

- ◆ **2,000+** outlets
- ◆ **350** cities & towns
- ◆ **200+** shop-in-shop locations

- ◆ **4,000+** outlets
- ◆ **50+** distributors
- ◆ **50+** cities



Early Success

- ◆ **2nd most famous brand** in premium category*
- ◆ **#1** shop-in-shops brand
- ◆ **Best brand on Myntra** in home category

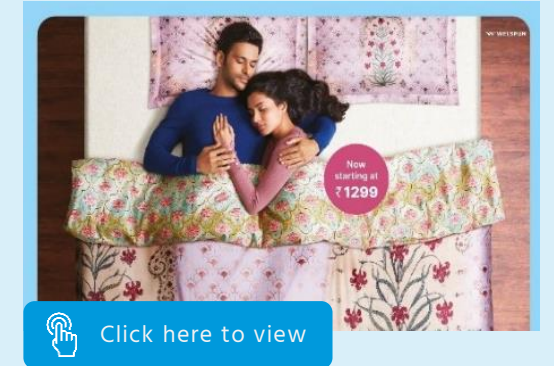
- ◆ **2nd most famous brand** in Home Linen **mass-market*** category within 2 years of launch

Festive Collection: Rangana Campaign



[Click here to view](#)

Launch of Healthy Life Campaign: Anti Viral



[Click here to view](#)

Regional Festive Campaign : Chalo Paltai



[Click here to view](#)

'Welspun' Campaign: Dono Taraf Khushiyan



[Click here to view](#)

Domestic Business

Opportunity

Market size

Addressable market size is currently about ₹ 12,000 cr. and is expected to move up to ₹ 23,000 cr. by 2025. Major part of market is unorganized and unbranded

Brand Strategy

Dual Brand Strategy : Welspun brand for Mass market segment and Spaces for Premium segment

Approach

Enhance our Brands repute via Trust, Quality and Availability. Innovation product offerings based on consumer needs & pain points

Target

₹ 1,000 Cr business by 2025

Aiming to be “Har Ghar Welspun”

- ◆ To be Leader in home textiles space in Indian by 2023
- ◆ Innovative, Quality products, available at arm’s length
- ◆ Nationwide presence –in urban and rural & be preferred partners for every Modern Trade and Marketplace Retailer

Brand Penetration

Particulars	Spaces	Welspun
	BY 2025	BY 2025
Households	8 Lakhs	20 Lakhs
# Outlets	4,400	23,000



Owned Brands - Global

Christy LIVING
ENGLAND BY Christy



Brand Positioning

- ◆ 170-year-old heritage
- ◆ Luxury



Presence

- ◆ Moving from Phygital to **Global Digital**
- ◆ Repositioning for **Millennials**



Early Success

- ◆ **2.2X** YoY Growth
- ◆ **32%** Christy business now comes from E-Commerce channel



Licensed Brands

Licensed brand brings us new opportunity pockets by opening up new channels and shelf space without cannibalizing our existing business

Expected annualized revenue from licensed brands to cross \$100 mn by 2023



Martha Strong performance across channels

- ◆ Healthy contribution coming in from E-Commerce
- ◆ Strong performance across Retailers & specifically with largest WH clubs store format
- ◆ Top Rated' programs status credentials



SCOTT  LIVING

Scott Living

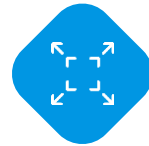
- ◆ Scott Living and Welspun plan to reach wider consumer base with innovative bed & bath linen products
- ◆ The brand has been able to create healthy interest & generate a pipeline for FY'22 across WH clubs & Department Stores formats alike



Welspun Flooring Solutions

Technologically advanced Flooring Solutions

- ◆ Flooring for Home, Hospitality and Commercial segment.
- ◆ Aiming to revolutionize the renovation segment of Indian flooring market.
- ◆ Flooring still considered as part of construction activities, with no concept of modular flooring.
- ◆ Quick turn-around time and hassle-free installation.
- ◆ Only company to manufacture hard & soft flooring solutions under one roof.
- ◆ Positive traction from overseas especially in hard flooring



Greenfield Fully Integrated facility spread over 600 acres of land in Telangana



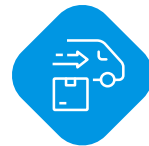
Annual Capacity of **27 Mn Sq.Mt.**



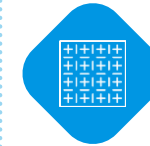
Warranty (5-15 YEAR)
Only company to offer warranty in flooring industry



Making **Inroads** in **Global Markets**



50 Distributors & **~500** Dealers appointed pan-India



Fusion flooring
A highly customizable unique mix of hard and soft flooring



India's **First** company to create **anti-viral flooring**



India's largest **LEED certified** production facility

Welspun Flooring Product Offerings

Click N Lock® Tiles



Features



Healthy Floors



Highly Durable



Less than a day installation



Noise & Dust Free Installation

Carpet Tiles



Features



Multiple Design Possibilities



Anti -viral



Easy to Install & Maintain



Provides Sound Insulation

Wall to Wall carpets



Features



Multiple Design Possibilities



Anti -viral

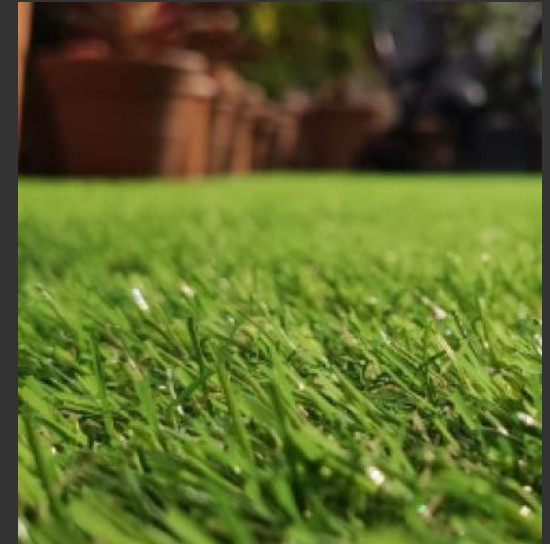


Stain Resistant



Provides Heat Insulation

Greens



Features



No Cropping



No Watering



In-built Drainage System

Welspun Advanced Textiles

Emerging segment of textile products

- ◆ Innovative product applications
- ◆ Facility located in Anjar, Gujarat (India)
- ◆ Planned to augment Spunlace & Wet wipes capabilities
- ◆ High demand for PPE products & disposable solutions due to changing consumer behavior towards health & hygiene

Certifications



Wet Wipes

- ◆ Tailor-made wet wipes for end applications like baby care, personal hygiene, cosmetics, industrial use, and home care.
- ◆ Manufacturing partners for brand launches and category extensions with innovative product claims and solutions for packaging, lotion formulas, and substrates

Spunlace

- ◆ Born from innovation and refined by Hydro-Entanglement non-woven technology, SPUNLACE is expanding its global presence.
- ◆ Catering to medical disposables, hygiene, and cosmetic industries.
- ◆ Successfully tested for manufacturing Aerospace cleaning material

Needlefelt

- ◆ Needlepunch is engineered for applications like Air filtration, EAF (Engine air filter), Liquid filtration - Industrial oil, Fuel, Food & Beverage, Paint, Pharma,

E-Commerce – Multipronged strategy to drive growth



Project WAVE

Accelerating E-Commerce growth

\$100 Mn+

Target Revenue by FY23

3

Geographies in focus



US



UK



India

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

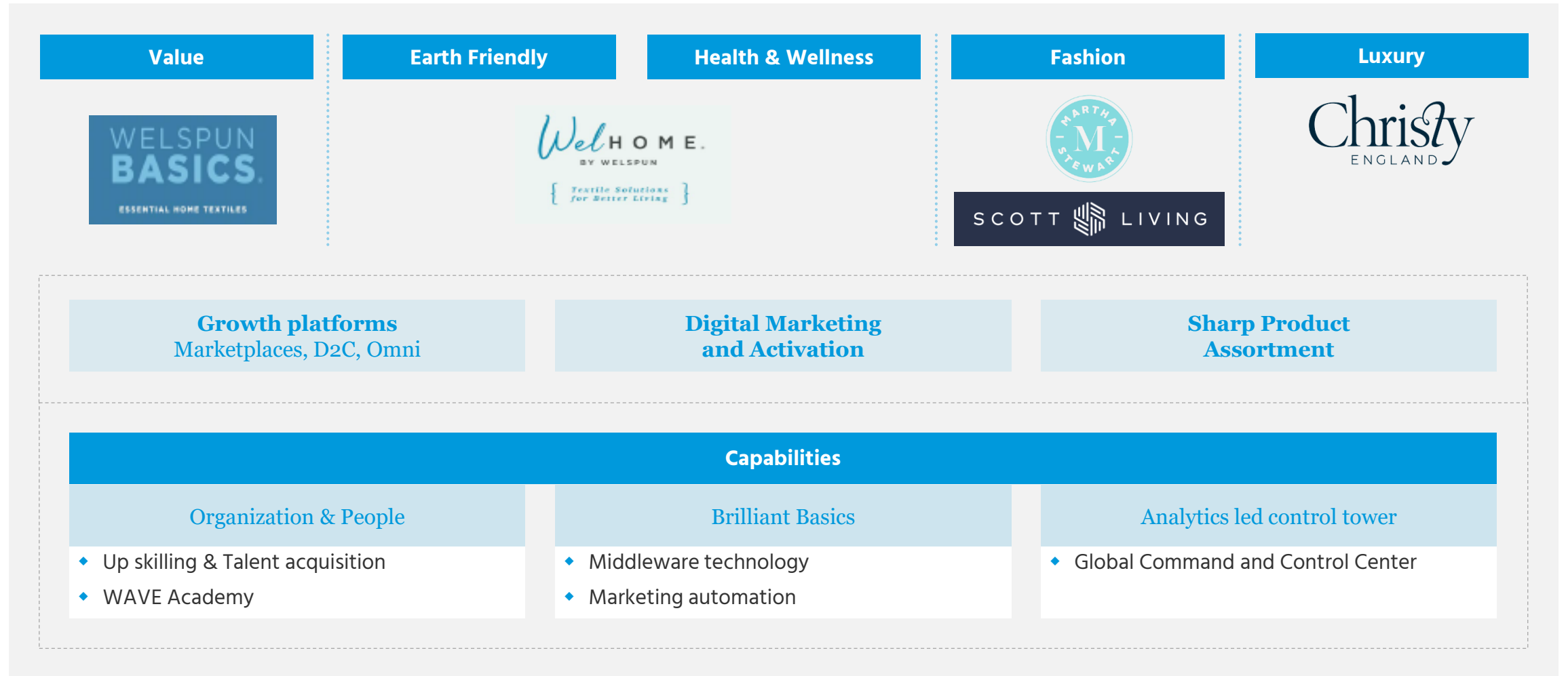
COE Org Model
Wave Academy
Capability

Notes:

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



E-Commerce – (Contd.)

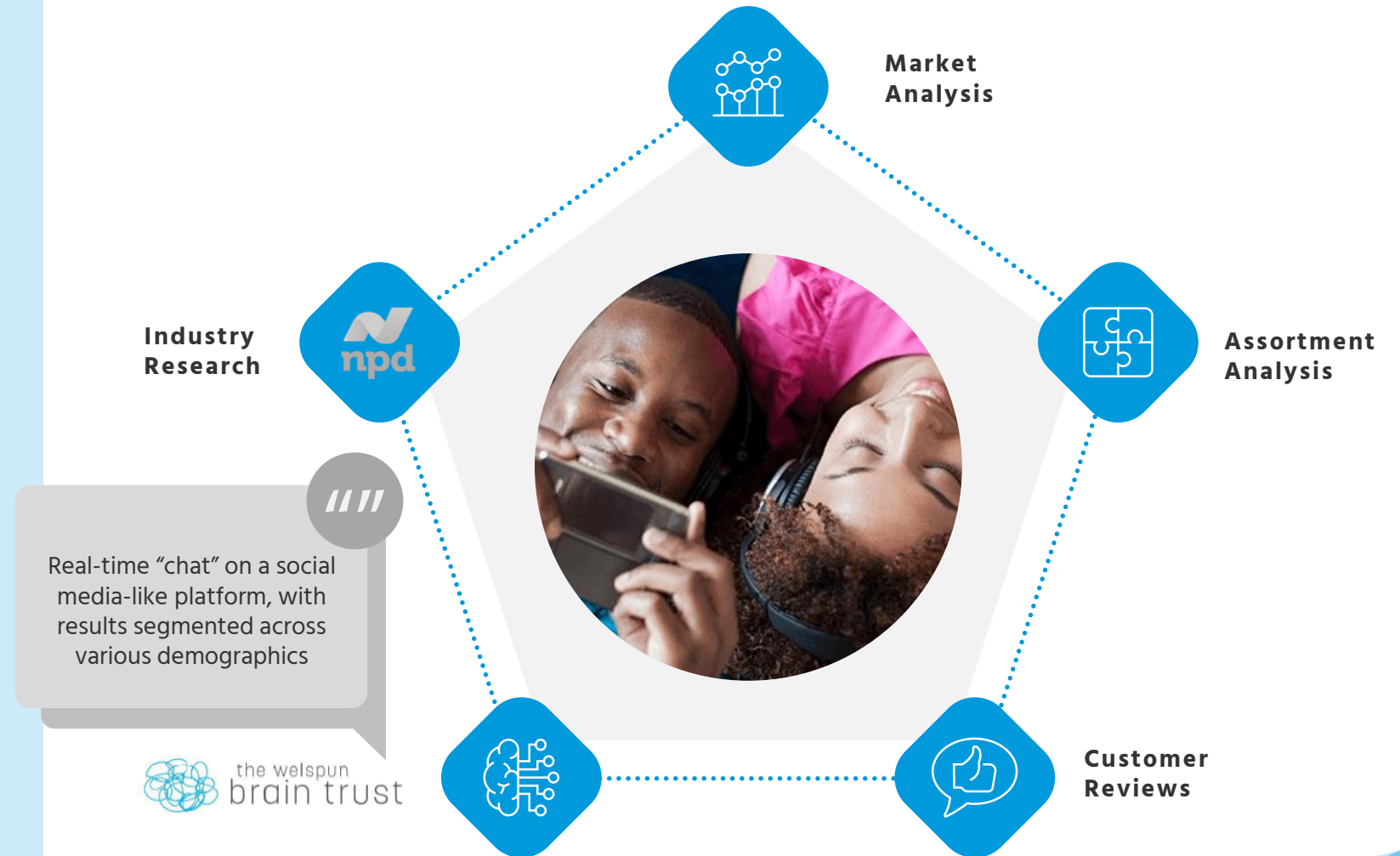


Well-researched offerings backed by deep consumer understanding



- ◆ Enables us to develop relevant Consumer Solutions and Innovations in Sleep, Comfort, Wellness & Performance
- ◆ Guides our decision making with regards to product development, consumer marketing, retailer assortments.

Welspotted: Style & Trends



Innovation – Our strong suite

32 Patented Technologies

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



WEL-TRAK

Patented traceability solution tracking fibre from source to finished product.



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

Innovations in Advance textile and Flooring

Innovations in Flooring products



HealthyFloor™

SPC and Carpet Tiles with Antiviral and Antimicrobial Properties. It kills 99.68 % human corona virus with a special coating of silver iron and titanium oxide.



Resilon

Resilon yarn (recycled PET) ensures the carpets are extremely durable and can withstand high foot traffic.



Welspun Ecolite™

Revolutionary backing made up of lightweight PVC ensuring 40% less environment footprint than traditional carpets.

Innovations in Advance Textiles



- ◆ Engine air and cabin air filter media
- ◆ Higher dust holding capacity



- ◆ Unique & patented blend*
- ◆ MID range temperature filtration

Note - * Patent application in process



- ◆ Pleatable filter media
- ◆ Superior pleatability
- ◆ Abrasion resistance

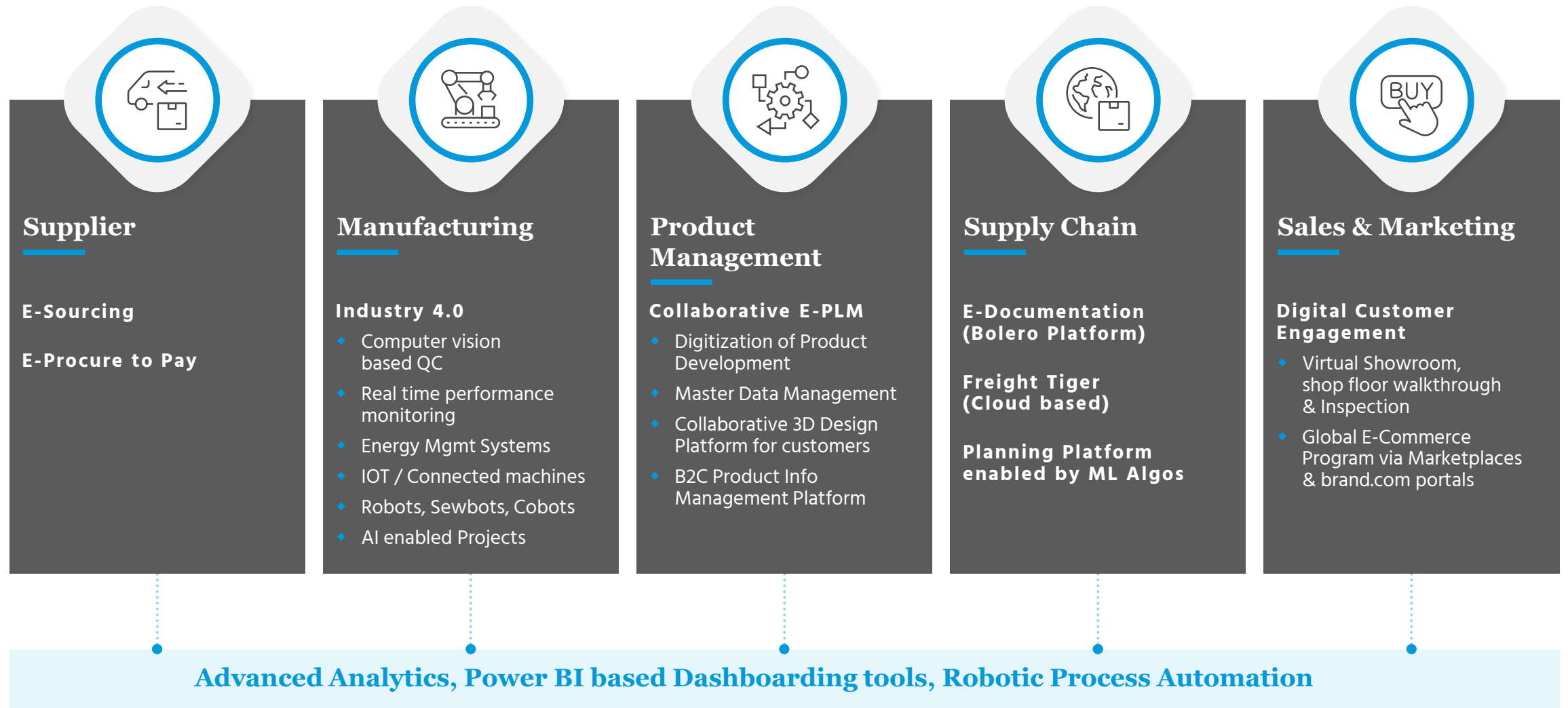


- ◆ Industrial filtration media
- ◆ Various applications
- ◆ All temperature ranges



- ◆ Liquid filtration media
- ◆ FDA approved
- ◆ Zero fibre migration

Digitalization - Digital Transformation at Welspun



Digitally Engaging with our customers

Virtual Showroom & Product presentation



Virtual Shop floor walkthrough



Virtual Quality Inspections



Customer Feedback



66

Audio-Video quality was so good that I could feel myself sitting in cart and visiting the plants.

Very good synergy among team members and could see everyone striving for excellence.



Welspun ESG way: Encompassing all stakeholders



Welspun is an industry leader in its commitment to sustainable business practices and positive impact. Sustainability is typically evaluated through analysis of environmental, social, and governance (ESG) policies, practices, and performance. Third-party evaluation of Welspun's efforts in all these areas insures the success of our transformational journey



Independent review of Welspun India's performance across 170+ ESG (Environmental, Social & Governance) parameters



[Click here for more details](#)



Environmental

- ◆ Zero Fresh water for Manufacturing Setup 30 MLD STP to treat sewage from surrounding villages
- ◆ “SPUN” empowering women in rural communities by making products from upcycling Factory remnants
- ◆ Hazardous sludge from ETP as alternate fuel in Power plant

Water Story



Social

- ◆ Focus on inclusion and gender diversity >25% women
- ◆ 3E's of CSV – Environment & Health, Education, Empowerment
- ◆ Contributed to COVID relief efforts
- ◆ Supporting Farmers to grow BCI & Organic Cotton

Sustainable Cotton Story



Governance

- ◆ Broad Enterprise Risk Management framework
- ◆ ACCESS module in SAP to enable access of relevant data to authorized users
- ◆ Ethics framework in place
- ◆ Compliance management tool

Governance Framework

Welspun is rated **“Low Risk”** on ESG factors by one of the top ESG rating agency



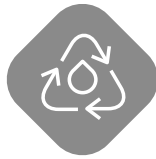
ESG Journey till date ...

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



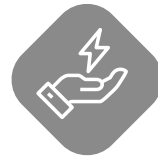
100,000+ acres

Landbank of sustainable cotton farming



7,000+ billion

Liters of water recycled annually



55,000+ T Co₂

Saved annually through energy conservation



260,000+ trees

Planted for improving Green cover



85%

Carton usage with recycled paper

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)	MSCI ESG Leaders Index
ESG Score	Available by Jun-21	Available by Sep-21	Available by Sep-21

Conducting Gap-assessment and identifying measures to move to "Negligible" risk rating

Our ESG journey and envisaged outcomes

What are we doing?

Comparison of ESG-related systems and processes across peer set

Maturity Assessment

Identifying, refining, and assessing numerous potential environmental, social and governance issues that could affect the business and stakeholders

Materiality Analysis

Identification of current gaps and/or improvement areas based on maturity assessment and materiality analysis

Gap Analysis

Formulation of a strategic roadmap outlining key actions to be undertaken in short, medium and long term

Roadmap Development

Public reporting and disclosures of ESG performance

Communications and Reporting

Key considerations

Global trends

Peer analysis

Global reporting frameworks

ESG ratings

Expected outcomes

Progressive Vision and Strategy / Commitment

Building Trust with Stakeholders

Competitive Advantage & Market Differentiation

Improved Processes and Systems

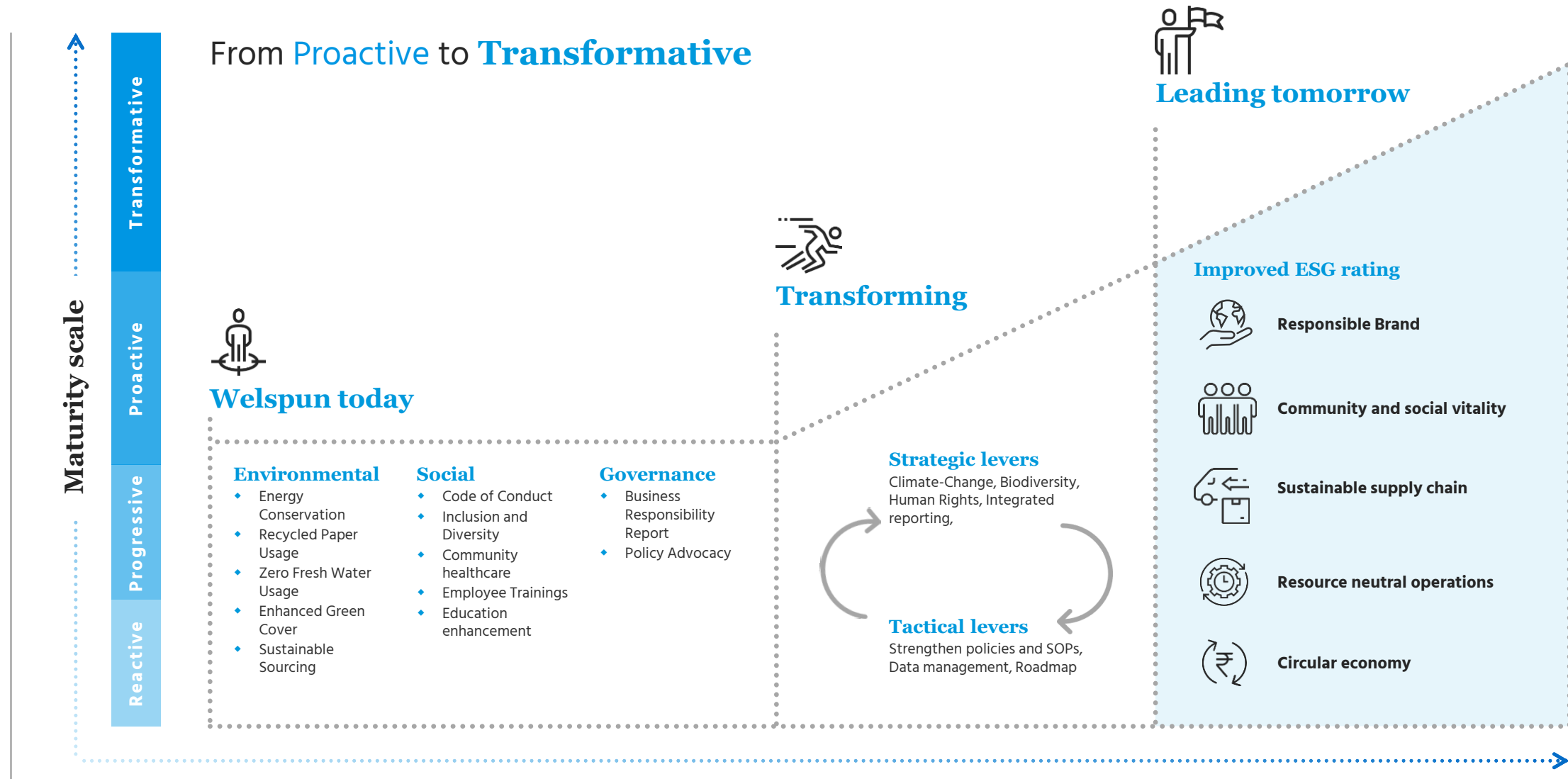
External recognition



Sustainability targets

Aspects	2015-16	2018-19	Goal 2025	Goal 2030	YTD Dec 20
Carbon Neutral	0%	10% RE	50% RE	100% RE	7%
100% Sustainable RM - Cotton	11%	23%	50%	100%	29%
Fresh Water Positive	78 KL/ MT	18 KL/ MT	5 KL/MT	0	10 KL/MT
Zero waste out of site (ETP chemical sludge – landfill)	1,342 MT	1,019 MT	0	0	850 MT
Impacting 1 million lives in CSV	62,848	109,787	500,000	1,000,000	160,729
5-Lakh farmers growing sustainable cotton	0	7,000	250,000	500,000	13,029

Welspun's ESG Transformation Journey





Robust Financial Performance



Profit & Loss Summary

(₹ Million)

Particulars	FY17	FY18	FY19	FY20	9M FY21
Total Income	67,211	61,318	66,084	68,362	52,511
Growth %	11.8%	(8.8%)	7.8%	3.4%	1.5%
EBITDA	16,639	12,046	11,467	13,098	10,616
EBITDA Margin	24.8%	19.6%	17.4%	19.2%	20.2%
Depreciation	5,054	5,042	4,358	4,811	3,394
Finance cost	1,583	1,408	1,593	1,777	1,333
PBT (Before exceptional)	10,003	5,597	5,516	6,510	5,889
Exceptional Items	(4,648)	-	(2,647)	434	-
PAT (After Minority Interest)	3,576	3,850	2,098	5,074	4,096
Cash Profit*	9,131	9,413	8,977	9,702	8,043
EPS (₹)	3.56	3.83	2.09	5.05	4.08

Note:

- *Cash Profit = PBDT (before exceptionals) less Current Tax
- Prior period figures are restated wherever necessary

Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-17	31-Mar-18	31-Mar-19	31-Mar-20	31-Dec-20
Net Worth	23,971	26,057	27,793	29,721	35,324
Short Term Loans	11,721	12,580	14,080	17,717	16,374
Long Term Loans	21,393	20,228	19,024	16,704	14,633
of which Flooring Debt	-	-	2,870	6,378	6,799
Gross Debt	33,114	32,807	33,104	34,421	31,007
Cash & Cash Equiv.	2,725	2,538	2,821	4,803	6,321
Net Debt	30,389	30,269	30,283	29,618	24,686
Net Debt excluding Flooring debt	30,389	30,269	27,412	23,240	17,887
Capital Employed*	61,259	62,962	65,456	68,825	71,838
Net Fixed Assets (incl CWIP)^	35,713	33,641	36,154	38,105	37,062
Net Current Assets	20,114	23,734	22,210	21,828	24,149
Total Assets	73,283	72,249	77,423	83,103	85,446

Core business Net Debt reduced by ₹12,382 mn from 31st March 18

Note:

*Capital Employed = Net worth + Gross Debt + Other long term liabilities | ^Net current assets does not include Cash & cash equivalents

Ratios Summary

		FY17	FY18	FY19	FY20	TTM
Solvency ratios	Net Debt/Equity	1.27	1.16	1.09	1.00	0.70
	Net Debt/EBITDA	1.83	2.51	2.64	2.26	1.82
	EBIT/Interest	7.32	4.98	4.46	4.66	4.59
Operational ratios	Current ratio	1.41	1.42	1.25	1.19	1.36
	Fixed asset turnover	1.86	1.80	1.81	1.77	1.87
	Total asset turnover	0.91	0.84	0.84	0.81	0.81
	Inventory days	70	79	75	83	78
	Debtor days	53	56	60	59	64
	Payable days	41	39	39	49	48
	Cash conversion cycle	82	96	95	93	94
Return ratios	ROE	29.6%	15.4%	15.2%	16.1%	14.9%
	ROCE (Pre-tax)	19.3%	11.3%	10.9%	12.3%	12.9%

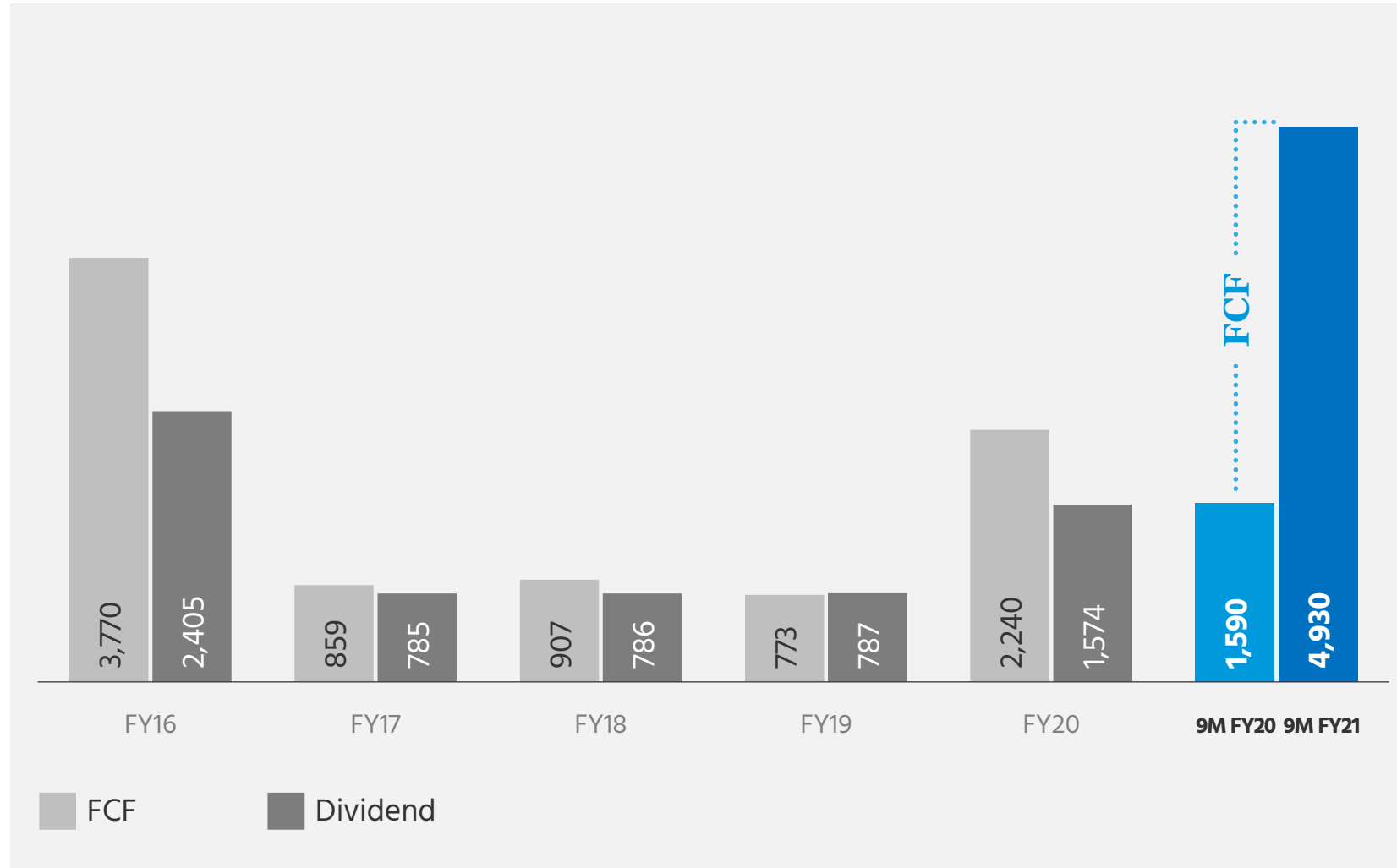
Continuous improvement in **Net Debt / Equity & Net Debt / EBITDA**

Note:

- ROCE (pre-tax) excluding Welspun Flooring is 13.9% for FY20 & 14.8% on TTM basis
- 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

Focus on Shareholder Value Creation

(₹ Million)



Significant improvement in FCF and continuous dividend payout

Prudent Capital Allocation Strategy

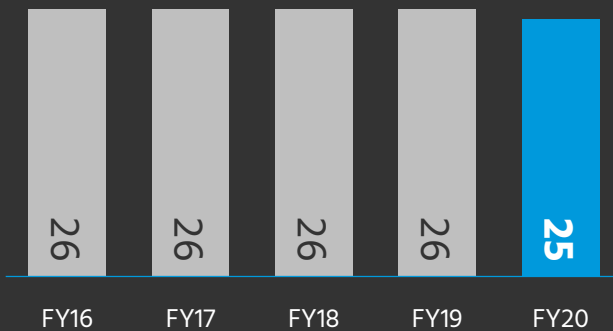


Core Philosophy in Capital Allocation Decisions

- ◆ Investment toward profitability-margin assertive product categories
- ◆ Board approved dividend distribution policy of 25% of Consolidated PAT

Consistent Dividend Payout

(Dividend payout ratio %)



CAPEX

- ◆ Calibrated as per the cash flows available

Areas of Investment

- ◆ Strengthening Brands
- ◆ New Trade Channels
- ◆ New Geographies

Dividend Distribution

- ◆ Maintain 25% distribution on Consolidated PAT

Net Debt

- ◆ Focused on Net Debt reduction
- ◆ Net Debt reduced by ₹5597 mn from 31st March 19

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_{MT}

Current Annual Capacity

85,400_{MT}

*Revised Annual Capacity



7%

Starting Q1 FY22 E



Bed Linen

90 Mn. Meters

Current Annual Capacity

108 Mn. Meters

*Revised Annual Capacity



20%

Starting Q2 FY22 E



Rugs & Carpets

10 Mn. Sq. Meters

Current Annual Capacity

18 Mn. Sq. Meters

*Revised Annual Capacity



80%

Starting Q2 & Q3 FY22 E

HOME TEXTILE

- ◆ Capacity expansion at Vapi and Anjar
- ◆ Expected investment of around ₹ 2,250 mn over FY21 & FY22
- ◆ Benefits will start accruing from as early as Q1 FY22 and revenue potential from second year ~ ₹ 12,000 mn

ADVANCED TEXTILE

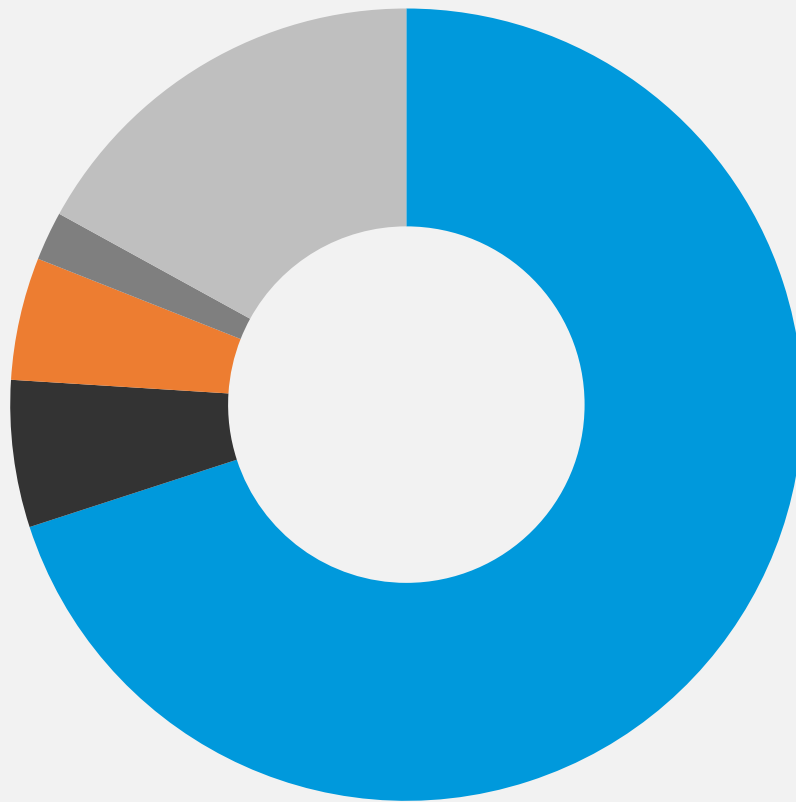
- ◆ Disinfectant wipes line to commence production in February 2021 & Spunlace expansion to commence operations by September 2021
- ◆ Out of the ₹ 4,957 mn project announced earlier, ₹ 1,961 mn has been deferred
- ◆ Potential topline: ~ ₹ 6,000 mn by FY23

FLOORING

- Hard flooring capacity doubled in January 2021
- Further doubling of capacity of Hard Flooring by Q2FY22

Share Holding Summary

Shareholding Pattern (Dec 2020)



Promoter Group	70%
FIIS	6%
Mutual Funds/AIF	5%
Banks and Insurance Co's	2%
Public	17%

Top Institutional Shareholders

DSP Mutual Fund

L&T Mutual Fund

Aditya Birla Mutual Fund

LIC of India

Vanguard

Dimensional

State Street



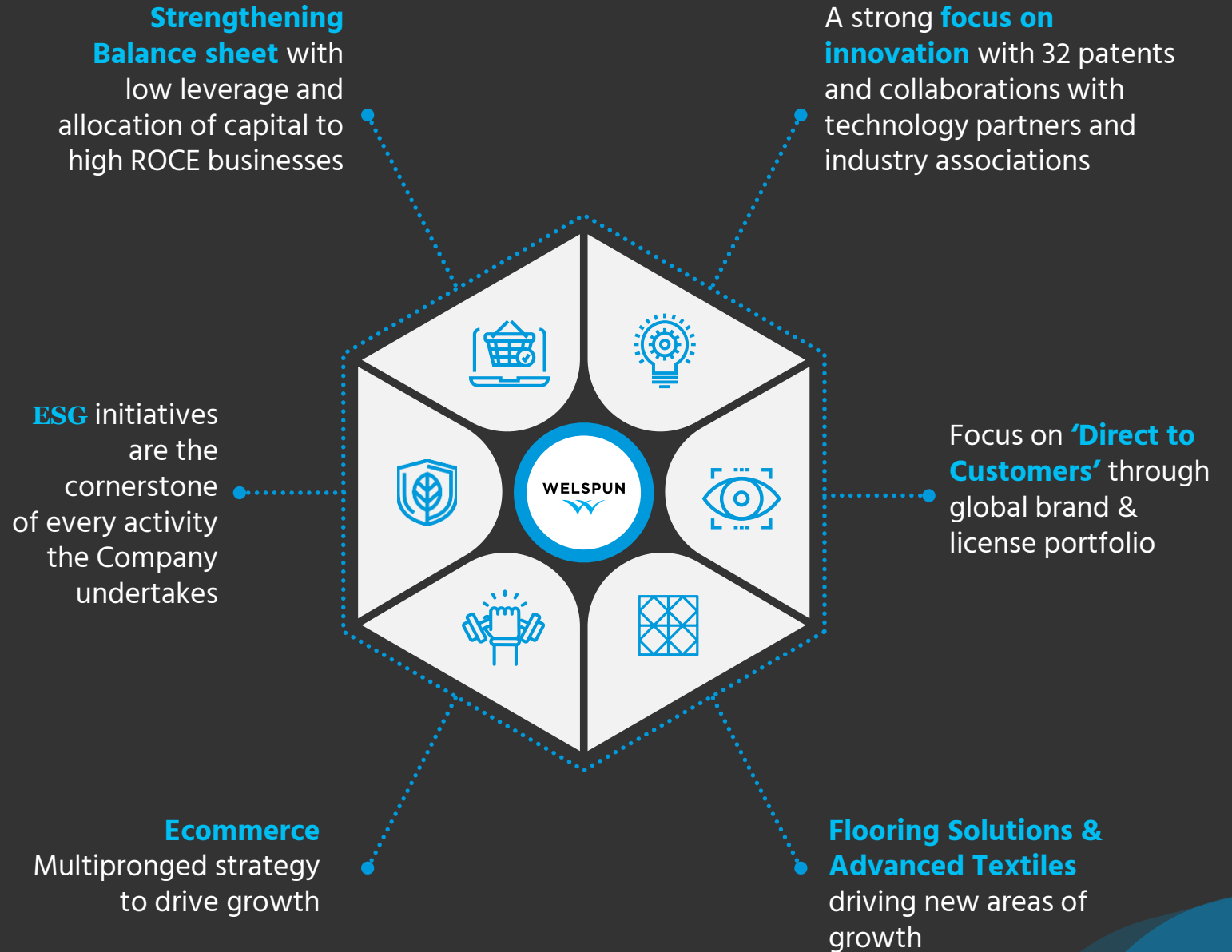
Investment Rationale – What makes it an interesting play?



Investment Rationale



- Global leader in home textiles
- Strong distribution reach in over 50 countries
- Vertically integrated manufacturing facilities
- Industry leading EBITDA margins
- Global partnership with retailers



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Let's connect

For further details please contact

Mr. Sanjeev Sancheti

President (Finance) & CFO

Welspun India Limited

sanjeev_sancheti@welspun.com

Mr. Vipul Garg

Group Finance & Strategy (Investor Relations)

Welspun India Limited

vipul_garg@welspun.com

