

WIL/SEC/2016

May 21, 2016

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 Sirs/ Madam,

Subject: Disclosure of information pursuant to Regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In compliance with Regulation 46(2) 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation made by the Company.

Please take the same on record.

Thank you,

For Welspun India Limited

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

Encl: Investor Presentation FY2016

Welspun India Limited

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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 661111 F : +91 2836 279010

Works: Survey No. 76, Village Morai, Vapi, District Valsad, Gujarat 396 191, India.

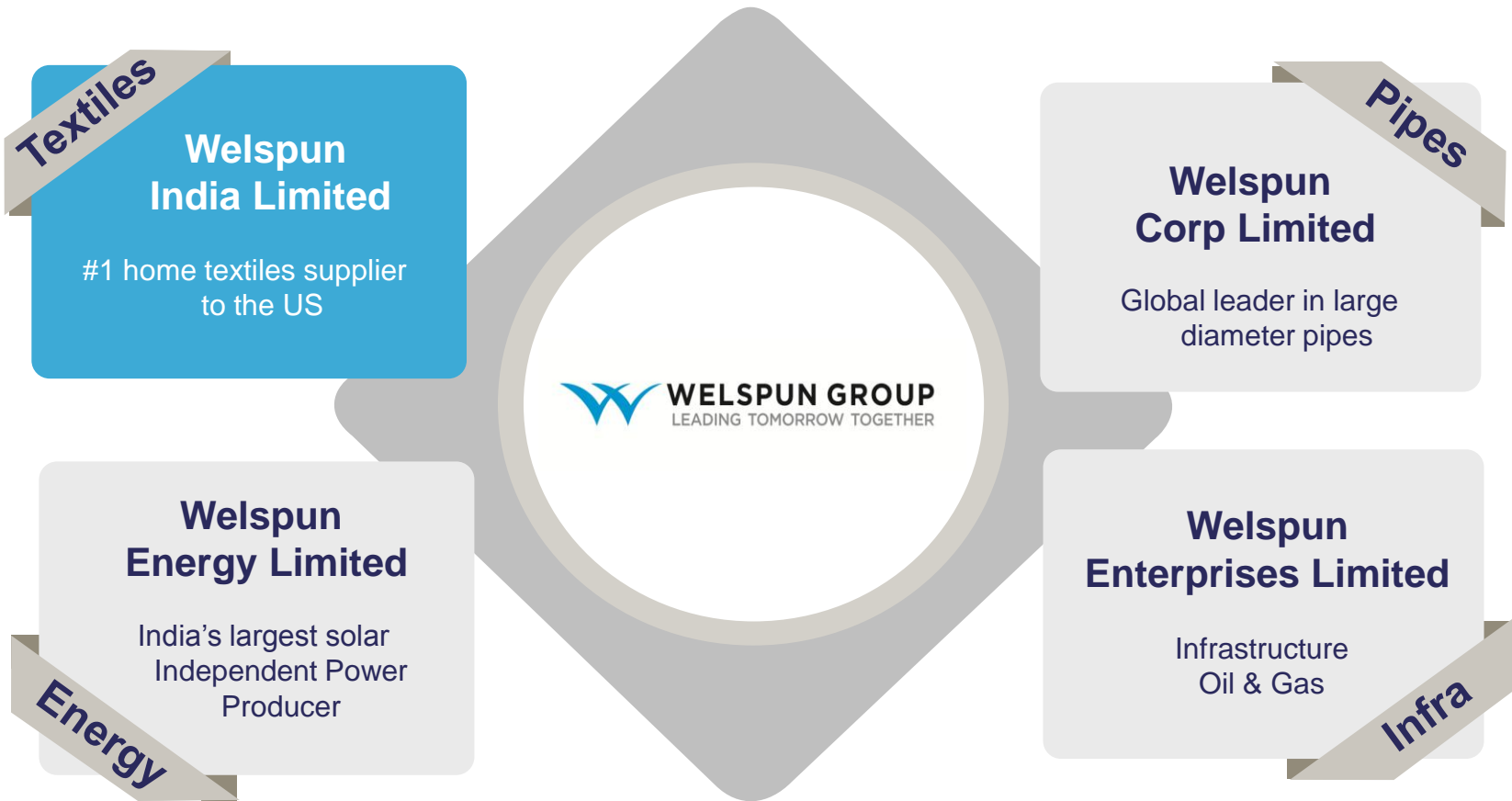
T : +91 260 2437437 F : +91 260 22437088

Corporate Identity Number: L17110GJ1985PLC033271

INVESTOR PRESENTATION FY16

April, 2016





Revenue : US\$ 3 Billion; Asset Base : US\$ 3.2 Billion

AGENDA

- 1. Company Overview**
- 2. Industry Overview: Advantage India**
- 3. Welspun India: Global Leader in Home Textiles**
- 4. FY16 Highlights**
- 5. Way forward**



WIL - AN OVERVIEW

Global Home Textiles Leader

- Among the top three home textile manufacturers in the world and the largest home textile company in Asia
- Leading Home Textile exporter to the US for four years in a row (2012-15)
- Distribution network in more than 50 countries
- Centered on excellence and transparency, has emerged as the trusted partner to 14 of Top 30 global retailers like Bed Bath and Beyond, Target, Macy's, Wal-Mart and JC Penney among others
- State-of-the-art manufacturing facilities at Anjar and Vapi (Gujarat)

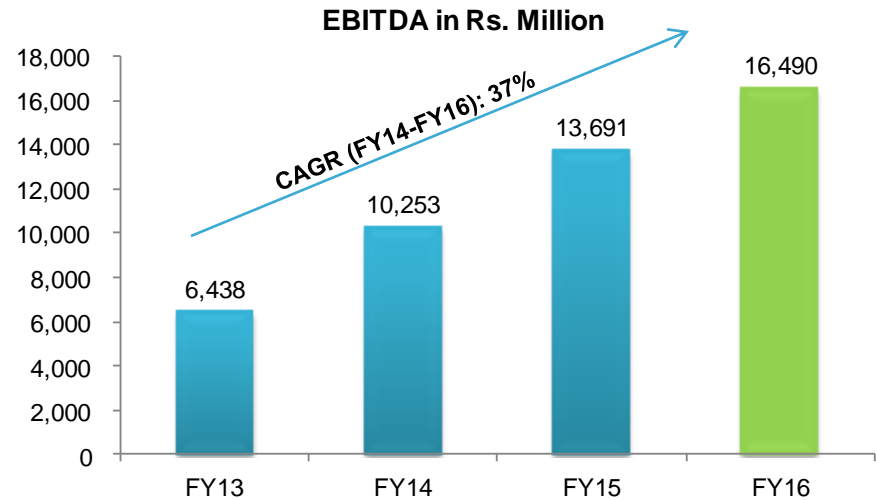
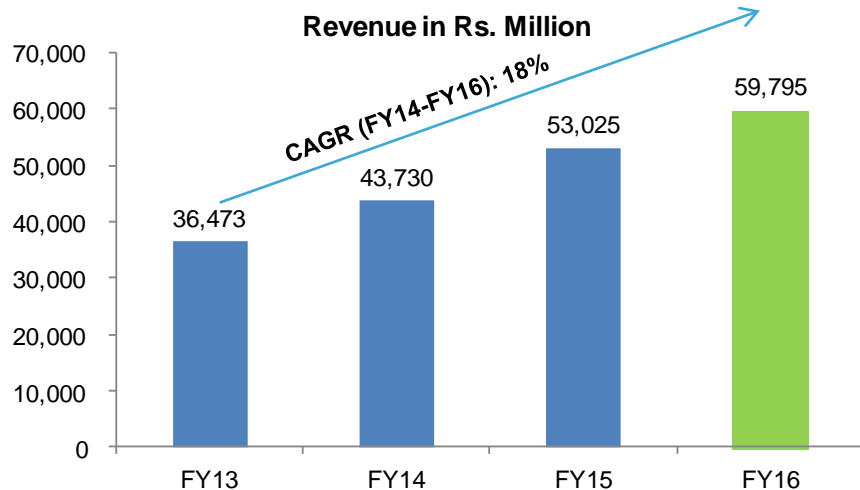
Commitment & Empowerment

Creates opportunities for financial inclusion for women-through initiatives like Spun, Rags to Riches and Swasti

Innovation & Brand Focus

Patents (Including Pending) : 26
34% of sales comes from innovative products
13% of sales comes from branded products

FINANCIAL OVERVIEW



Shareholding Pattern

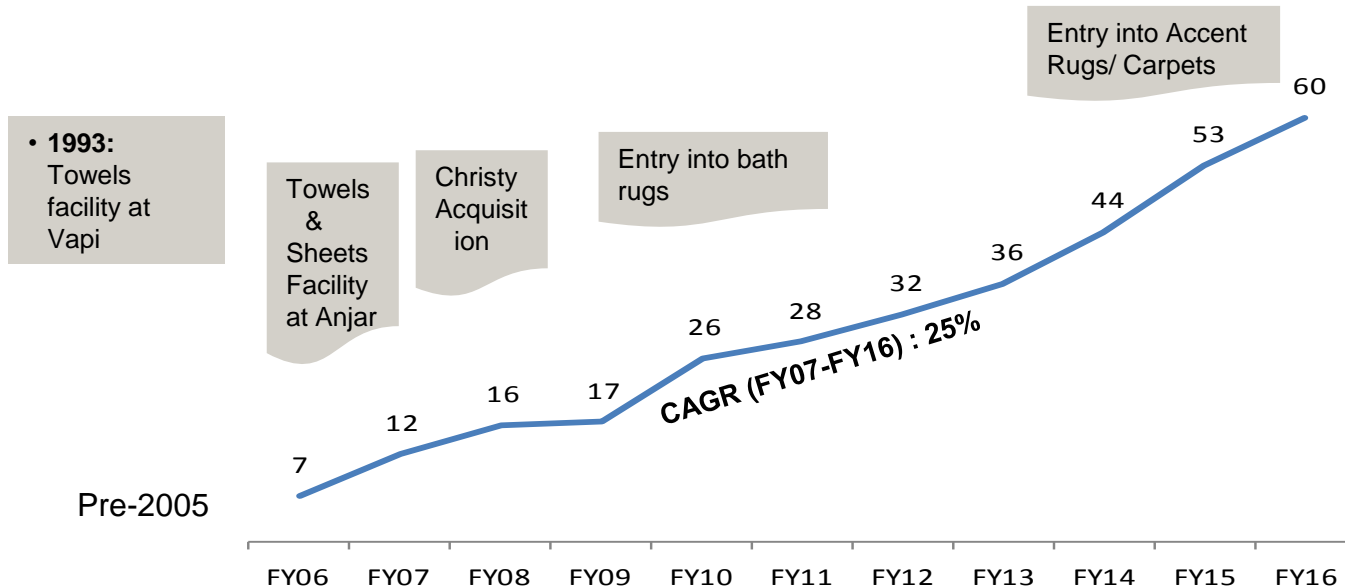
Particulars	31-Mar-16	31-Mar-15
Promoters	73.5%	73.5%
FIs	12.7%	3.6%
Mutual Funds	2.7%	4.0%
Banks & Insurance Cos	0.4%	2.0%
Public	10.7%	16.9%
TOTAL	100.0%	100.0%

Market Statistics

As on April 25, 2016	Rs.	USD
Price per share	99	1.5
No: of Shares Outstanding (Mn)	1,005	1,005
Market Capitalization (Mn)	99,468	1,491
Daily Average Trading Volumes (Q4FY16) - No. of shares in Mn	2.1	2.1
Daily Average Trading Value (Q4FY16) - Mn	190	2.8

WIL - REVENUE MILESTONES

WIL Revenue in Rs. Billion



- Textiles business has been growing at a CAGR of 25% since the inception of the Anjar Facility
- Sustained growth indicates the potential of Home Textiles globally
- International operations majorly contribute to the revenue

INDUSTRY OVERVIEW: ADVANTAGE INDIA



GLOBAL HOME TEXTILE SCENARIO



Market Size

- Home textile market at US\$45 bn
- Bath constitutes ~25%
- Bed constitutes ~35%

Key Consumers

- US , Europe and Japan are the largest consumers
- Global demand equally split between US, Europe and Rest of the World

Key Producers

- India, Pakistan and China are the largest producers; Account for 85% of cotton home textile trade to US
- India's market share is higher in cotton home textiles

STRUCTURAL CHANGE: ASIAN DOMINANCE IN HOME TEXTILES



Textiles and Clothing US\$797 bn	<ul style="list-style-type: none"> • China : 37% • India : 5%
Textiles US\$314 bn	<ul style="list-style-type: none"> • China : 36% • India : 6%
Home textiles US\$45 bn	<ul style="list-style-type: none"> • China : 35% • India : 11%
US Cotton Home Textiles US\$7.5 bn	<ul style="list-style-type: none"> • China : 39% • India : 31%

India has emerged as significant player in Home Textiles

ADVANTAGE INDIA



- Largest producer of cotton
- 25% surplus available for export as cotton/yarn
- Exporter of yarn
- Competitive costs
- Robust ecosystem for textiles
- Democracy with stable government
- Better environmental and labor law compliance
- Huge domestic market potential

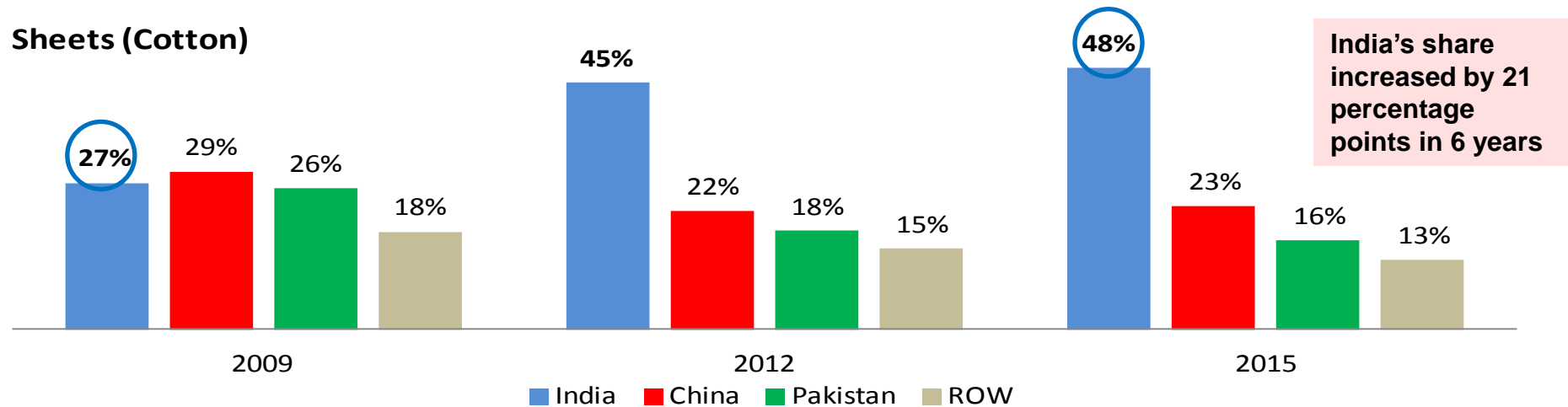
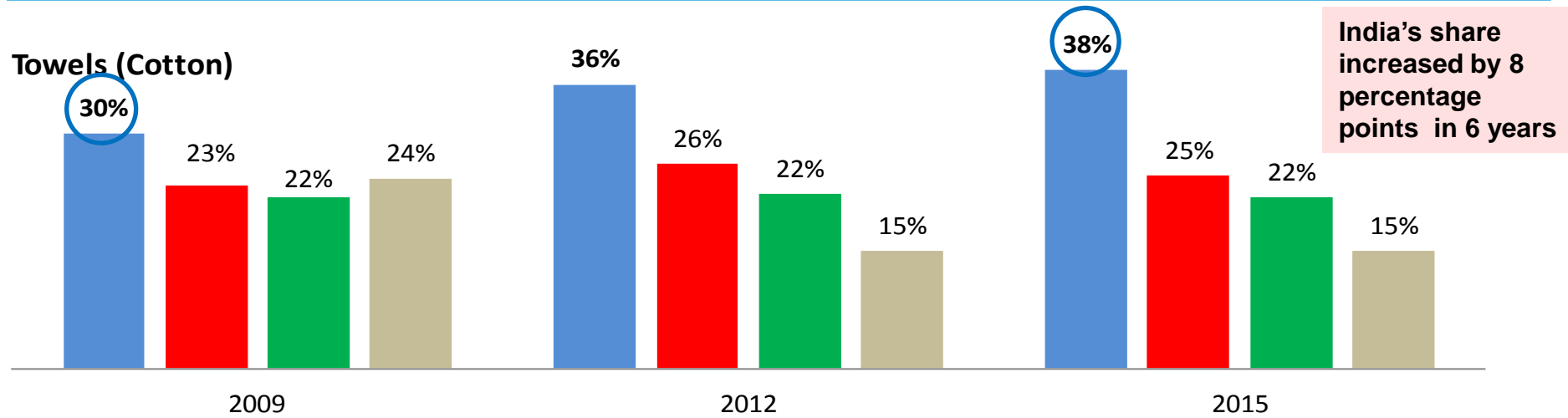


- Major importer of cotton and yarn
- Losing export Competitiveness
- Wage inflation
- Rising power costs
- Increasing costs for environmental compliance
- Focus on domestic consumption



- Cotton Importer
- Energy issues
- Geopolitical issues
- Compliance issues

INDIAN PLAYERS GAINING PROMINENCE GLOBALLY



US market share. Source: Otexa

WELSPUN INDIA



LEADERSHIP: FOCUS AND EXCELLENCE



- A differentiated End-to-end Solutions Provider in Home Textiles
- Widest product range in the Home Textiles segment

- Uniquely positioned for cross-selling due to
 - Customer reach
 - Competitive manufacturing
 - Global delivery model
- Higher wallet share due to multi-product portfolio
- Strong track record of customer satisfaction and repeat business from them; 80% revenue from replenishment

Bath	Bedding	Flooring
Towels	Sheets	Carpets
Bath robes	TOB	Rugs
	Basic and Fashion Bedding	

Wide product range in Home textiles

LEADERSHIP: STRATEGIC PARTNERSHIP WITH GLOBAL RETAIL GIANTS



- Bed Bath & Beyond
- Macy's
- J C Penney
- Target
- Kohl's
- Wal Mart
- K Mart- Sears
- and many more



- Ikea
- Carrefour
- JYSK
- El Corte Ingles
- Vincenzo Zucchi S.p.A
- ... and many more



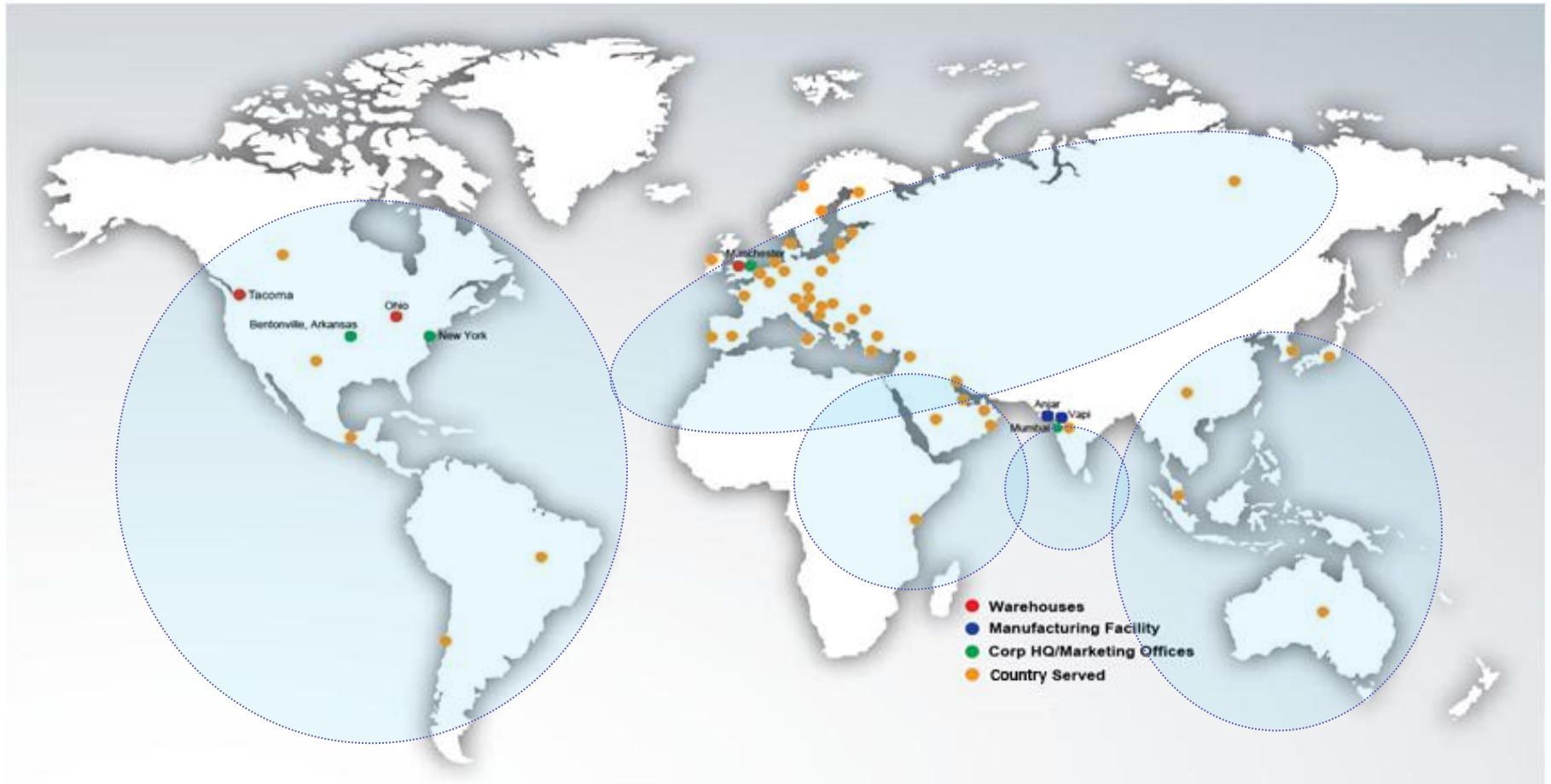
- ASDA
- Tesco
- Marks & Spencer
- Debenhams
- House of Frazer
- and many more



- Shopper's Stop
- Lifestyle
- HomeTown
- @Home
- and many more

Strategic Partnership with Marquee clients across geographies

LEADERSHIP: GLOBAL REACH & DELIVERY MODEL



Delivery & Reach in over 50 countries

LEADERSHIP: SCALE

Product	Unit	End-FY16 Capacity	Sales volume FY16	Utilisation %	Expected Capacity FY17
Towels	MT	60,000	55,400	92%	72,000
Sheets	'000 Mtrs	72,000	66,500	92%	90,000
Rugs & Carpets	'000 Sq. mtrs.	8,000	6,100	76%	10,000

Capacities running close to full utilisation in towels and sheets



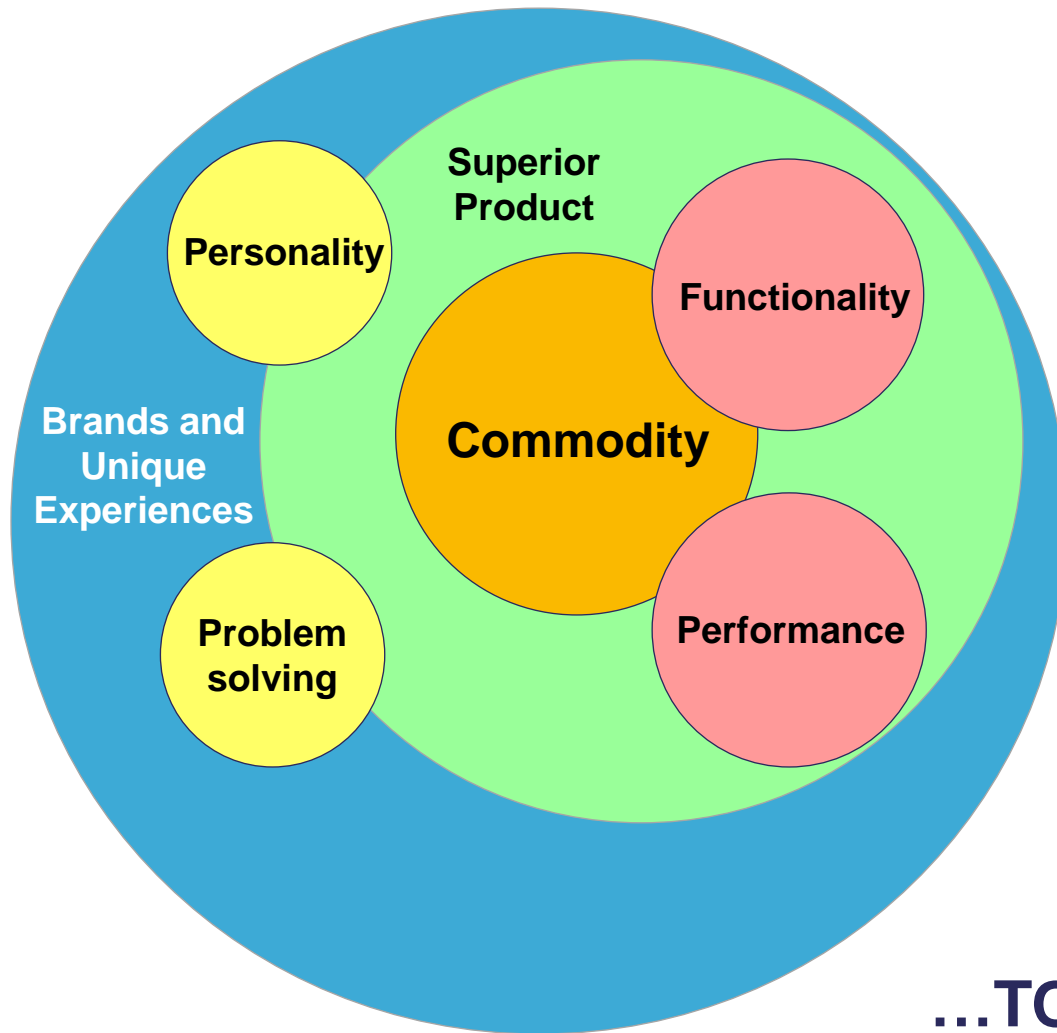
Investment of approx. Rs.8 bn expected in FY17 (including Rs.2.5 bn from previous expansion plan)



Capacity growth to be achieved with minimal headcount increase

High utilisation of world-class capacities

WELSPUN: BEYOND MANUFACTURING...



- Evolved from being a commodity manufacturer to a creator of unique customer experiences
- Experiences created through brands, product and technologies and new channels

...TO CUSTOMER CENTRIC

DELIVERING UNIQUE EXPERIENCES

INNOVATION FOCUS

Consumer Needs

BRAND AND DELIVERY FOCUS

Continuous Idea Generation

- Welspun Innovation Lab
- Product Development

Ensuring Credibility



Innovation

- Innovation Partners
- Global patents: 26 (including pending)

CONSUMER INSIGHTS

Ingredient /Technology



Brands

Owned



Licensed



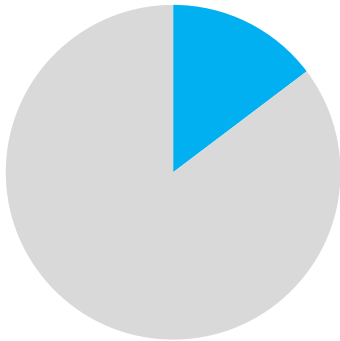
Technology and Product Delivery

- B2C/ B2B Connect
- Data Analytics and VMI Support

WELSPUN'S IMPROVED MARKET SHARE

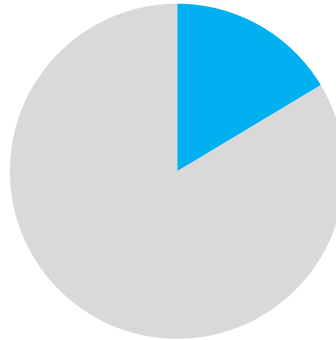
CY13

14.7% in Towels



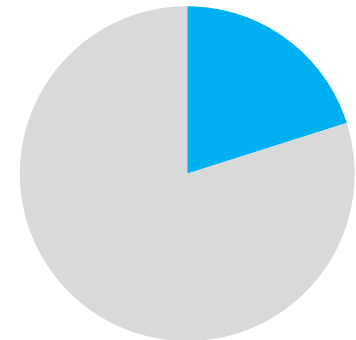
CY14

16.4% in Towels

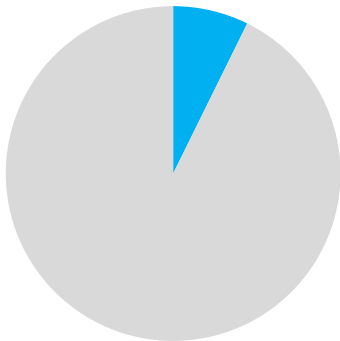


CY15

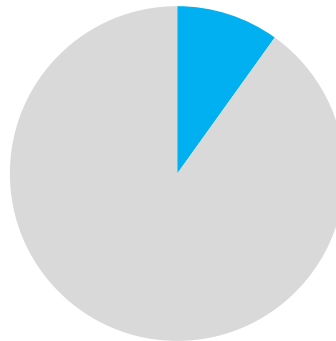
20.1% in Towels



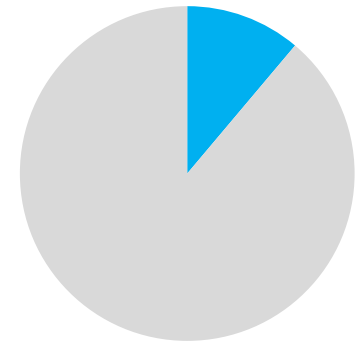
7.3% in Bed Linen



9.9% in Bed Linen



11.3% in Bed Linen



BRANDING OUR INNOVATION



regulates temperature for individual comfort



before washing



after 3 washings



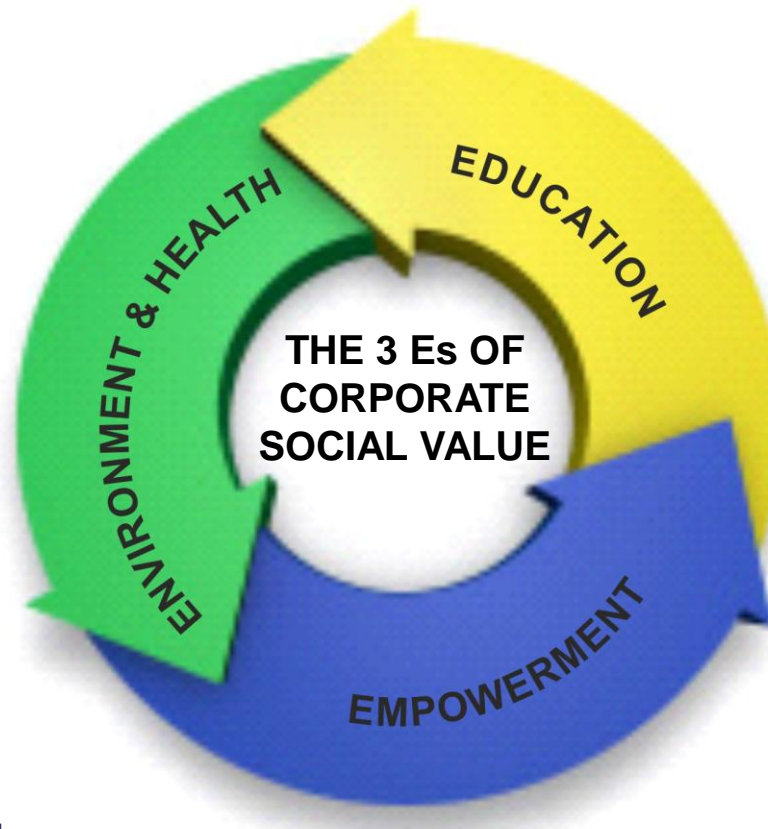
- Launched nation-wide campaign in the US in FY16 to introduce patented Hygro cotton® technology to consumers
- First ever such campaign in textiles in the past 15 years

FOCUS 2016 - INCLUSIVE GROWTH

Virtuous Cycle of Social Development at Welspun

- Sustainability Focus
- Health Camps
- Mobile Medical Vans

- Natural/ Recycled Products
- 300K Trees Planted
- Rain Water Harvesting



- Child And Adult Education
- Interventions

- Vocational Training
- Employability

FOCUS 2016 - INCLUSIVE GROWTH (Contd.)

Girls Hostel



Vocational Centers for SPUN



Skill Development



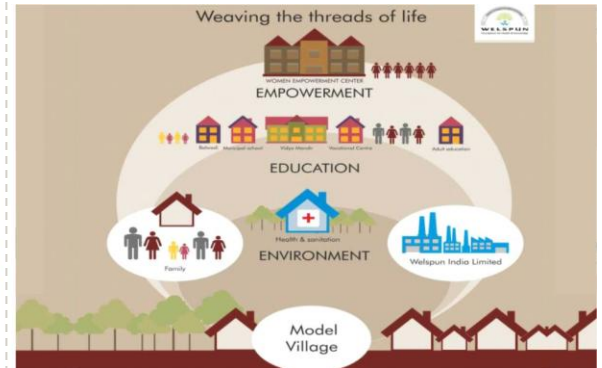
Global Women Economic Empowerment Initiative



Education: Students and Govt. Schools Covered



Smart Village



FY16 HIGHLIGHTS



OPERATIONAL HIGHLIGHTS

LEADERSHIP POSITION

**No. 1 Home Textile
Supplier To USA for
4th Consecutive Year**

**Highest Exports from India
for Bed Linen & Terry
Towels**

ACCELERATED GROWTH

**13% Overall Revenue
Growth**

**47% Domestic Retail
Growth**

**100% Hospitality
Business Growth**

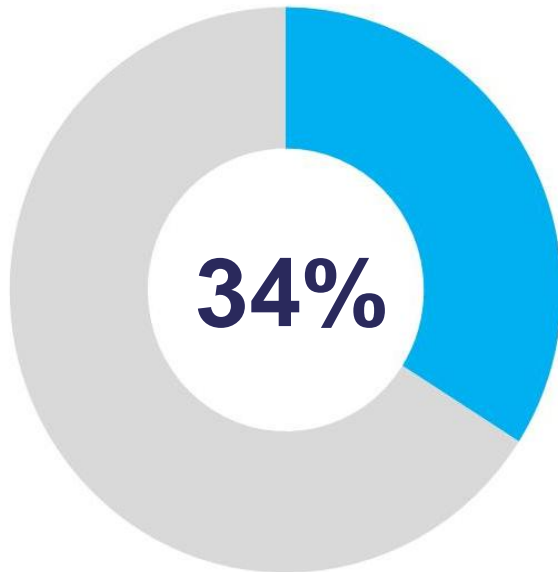
INDUSTRY DEFINING

**Globally Launched
Hygro® As An
Ingredient Brand**

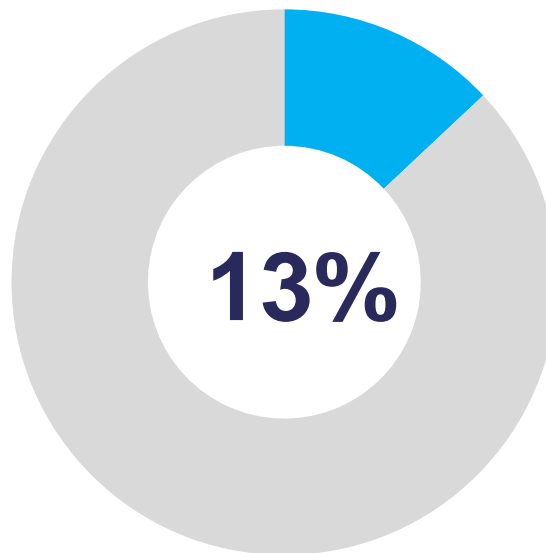
**First Indian Company To
Receive The Egyptian
Cotton Gold Seal**

LEADING TO.. A UNIQUE REVENUE MIX FY16

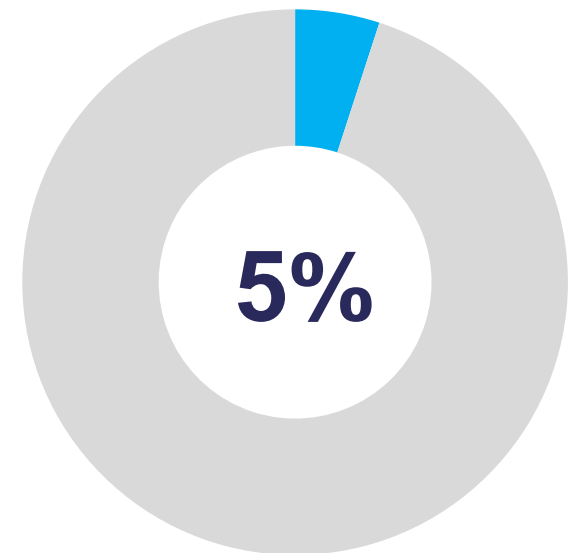
INCREASED SHARE OF
INNOVATIVE PRODUCTS



INCREASED SHARE OF
BRANDED PRODUCTS



INCREASED SHARE OF
NEW CHANNELS



FINANCIAL HIGHLIGHTS

Sales growth at 13%

**Operating EBITDA
margin up 202 bps
to 26%**

**PAT crossed milestone
of Rs. 7 bn**

**Net Debt to Equity at 1.3x
(vs. 1.8x)**

**Net debt to
Op.EBITDA at 1.6x
(vs. 2.0x)**

**ROCE (pre-tax) at 26%;
ROE at 41%**

**Long term Credit Rating
upgraded to
AA- from A+**

**Positive FCF at Rs. 3.8 bn
(after capex of ~Rs. 11 bn)**

**Total Dividend of
Rs. 1.30/share
(130% of face value)**

FINANCIAL PERFORMANCE

(Rs. Million)

Particulars	Q4FY16	Q4FY15	YoY	Q3FY16	FY16	FY15	YoY
Revenue	16,283	13,658	19.2%	14,904	59,795	53,025	12.8%
Operating EBITDA	4,229	3,446	22.7%	4,006	15,575	12,742	22.2%
Op. EBITDA Margin	26.0%	25.2%	74 bps	26.9%	26.0%	24.0%	202 bps
EBITDA	4,497	3,735	20.4%	4,178	16,490	13,691	20.4%
EBITDA Margin	27.6%	27.3%	27 bps	28.0%	27.6%	25.8%	176 bps
Finance Cost	663	569	16.5%	592	2,362	2,829	-16.5%
Depreciation	1,042	1,009	3.3%	997	3,750	3,329	12.6%
PBT	2,792	2,157	29.4%	2,588	10,378	7,533	37.8%
PAT after min. & assoc.	1,933	1,614	19.8%	1,741	7,029	5,398	30.2%
PAT Margin	11.9%	11.8%	5 bps	11.7%	11.8%	10.2%	157 bps
Cash Profit*	3,125	2,781	12.4%	3,002	11,487	9,017	27.4%
EPS#	1.9	1.6	19.8%	1.7	7.0	5.4	30.2%

Operating margin expansion by ~200 bps and EPS growth of ~30% in FY16

* PBDT - Current Tax #Adjusted for stock split

PROFITABILITY TREND

(Rs. Million)

Particulars	FY13	FY14	FY15	FY16	CAGR
Revenue	36,473	43,730	53,025	59,795	17.9%
<i>Revenue growth %</i>	24.4%	19.9%	21.3%	12.8%	
Operating EBITDA	5,946	9,211	12,742	15,575	37.8%
<i>Op EBITDA Margin</i>	16.3%	21.1%	24.0%	26.0%	
EBITDA	6,438	10,253	13,691	16,490	36.8%
<i>EBITDA Margin</i>	17.7%	23.4%	25.8%	27.6%	
Depreciation	1,449	1,903	3,329	3,750	
Finance cost	1,977	2,352	2,829	2,362	
PBT	3,013	5,997	7,533	10,378	
PAT after min. & assoc.	2,248	4,195	5,398	7,029	46.2%
<i>PAT Margin</i>	6.2%	9.6%	10.2%	11.8%	
Cash Profit	4,178	6,237	9,017	11,487	40.1%
EPS*	2.2	4.2	5.4	7.0	46.2%

Operating Margin expansion by 9.7 percentage points in three years

* Adjusted for stock split

Notes: 1. Cash Profit = PBDT - Current Tax 2. FY14 PAT and EPS are adjusted for one-time additional depreciation net of tax

BALANCE SHEET TREND

(Rs. Million)

Particulars	31-Mar-13	31-Mar-14	31-Mar-15	31-Mar-16
Net Worth	9,902	11,097	14,318	19,877
Short Term Loans	9,166	11,349	10,034	7,732
Long Term Loans	11,079	18,944	20,817	18,901
Gross Debt	20,244	30,293	30,851	26,632
Cash & Cash Equiv.	2,798	3,658	4,297	1,384
Net Debt	17,446	26,635	26,554	25,248
Capital Employed#	32,387	43,694	45,451	48,347
Net Fixed Assets (incl CWIP)	18,615	25,609	26,049	33,435
Net Current Assets*	8,221	12,140	13,155	11,054
Total Assets	38,579	51,684	56,953	62,272

Net worth doubled in three years

Capital Employed = Total assets - Current liabilities (excl short-term debt and long-term debt repayable in one year)

* Net Current Assets does not include Cash & Cash Equivalents

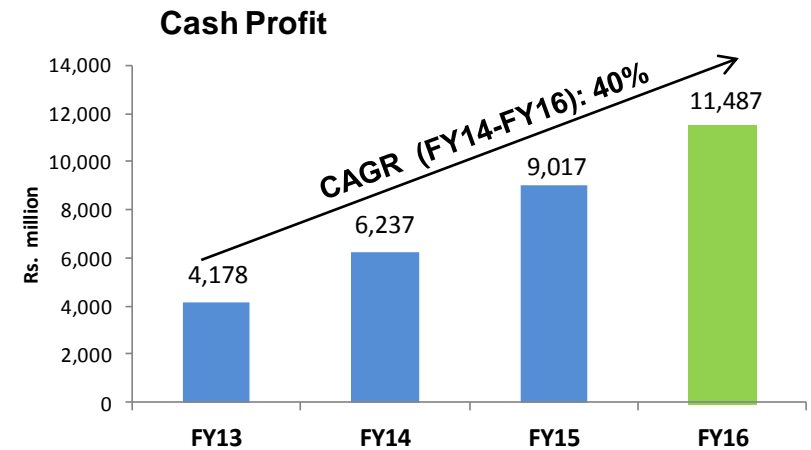
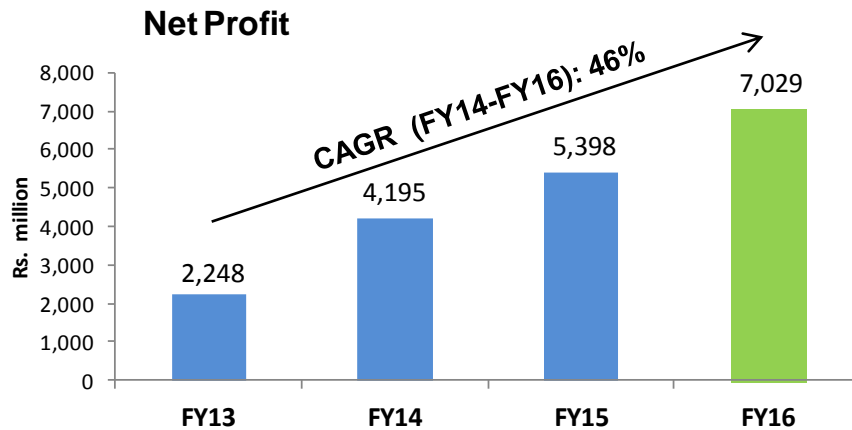
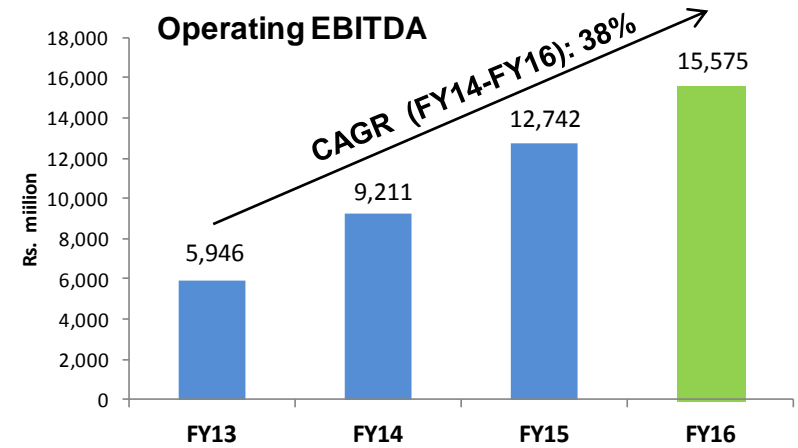
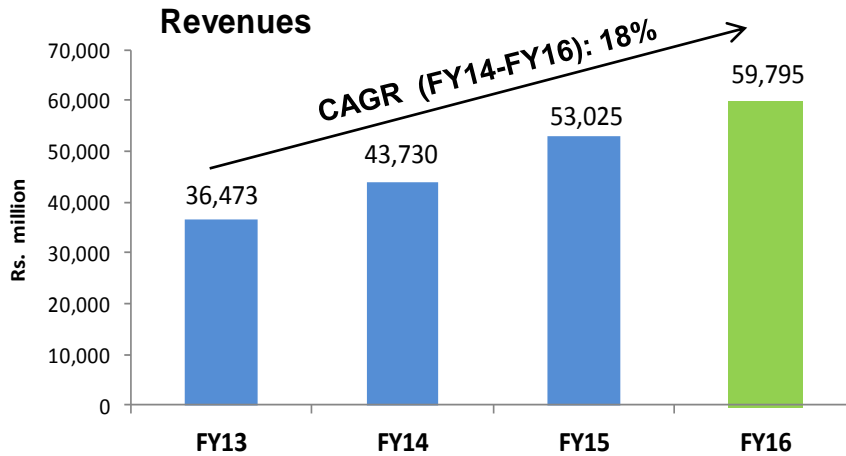
FINANCIAL RATIO TREND

		FY13	FY14	FY15	FY16
Solvency ratios	Net debt/Op. EBITDA	2.93	2.89	2.08	1.62
	Net debt/Equity	1.76	2.40	1.85	1.27
	EBIT/Interest	2.52	3.55	3.66	5.39
Operational ratios	Current Ratio	1.00	1.07	1.10	1.17
	Fixed Asset turnover	1.96	1.71	2.04	1.79
	Total Asset turnover	0.95	0.85	0.93	0.96
	Inventory days	82	84	76	67
	Debtor days	28	34	31	37
	Payable days	50	51	48	62
	Cash conversion cycle	60	67	59	43
Return ratios	ROE	25.9%	40.0%	42.5%	41.1%
	ROCE (pre-tax)	16.3%	21.9%	22.8%	26.4%

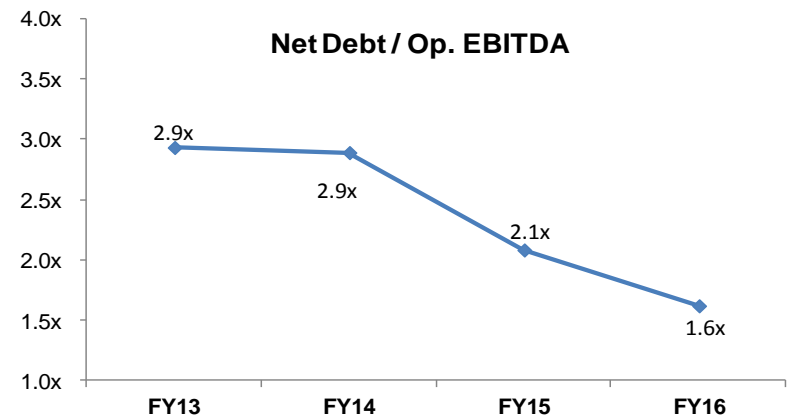
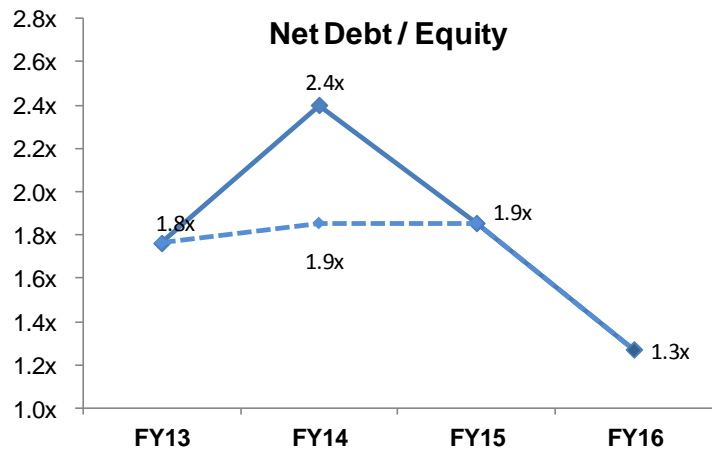
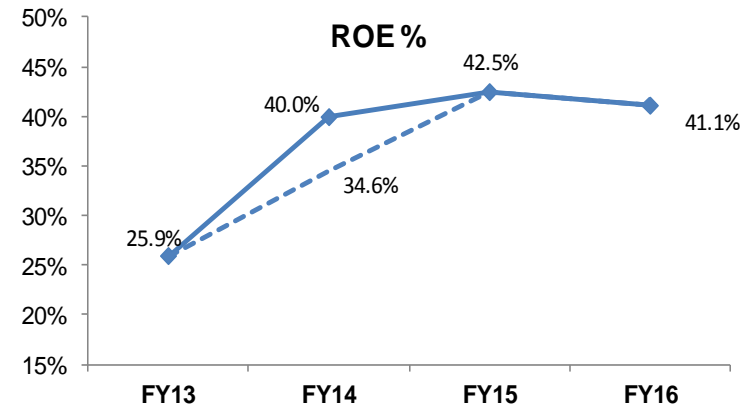
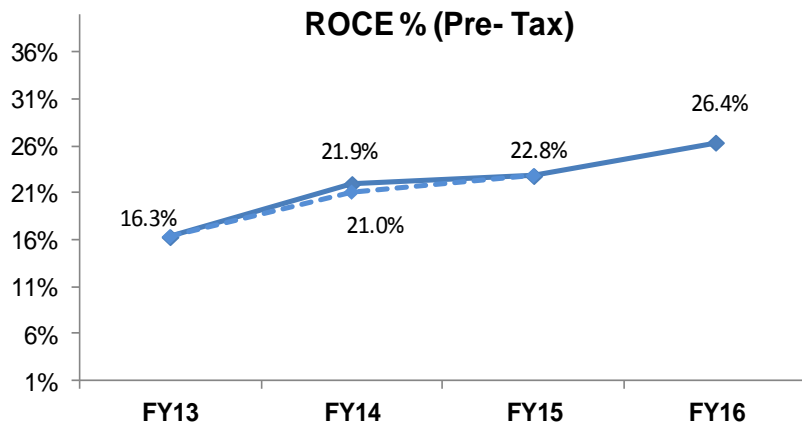
ROCE expansion by 10 percentage points in three years

- Notes:** 1. ROCE = EBIT / Average Capital Employed; ROE = Net Profit / Average Net worth
 2. Total asset turnover = Sales/ (Fixed assets + Gross current assets)

KEY FINANCIAL TRENDS



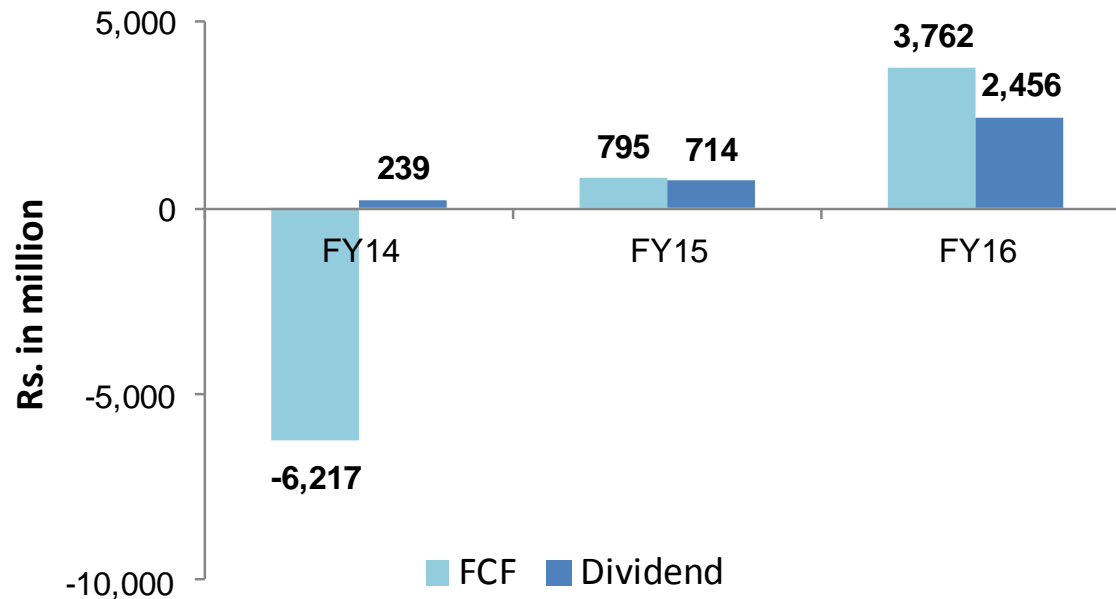
KEY RATIO TRENDS



Note : Dotted line indicates trend after removing impact of one-time depreciation during FY14

FOCUS ON FREE CASH FLOW

- Cash flow improvement through tight working capital management and calibrated capex
- FCF positive in the last two years



Rs. 10 bn positive swing in FCF in two years

DIVIDEND POLICY

- **Dividend Distribution policy: 25% of standalone PAT to be the total payout (incl. dividend tax)**

- **Interim dividend 1: Rs. 0.65/sh**

- **Interim dividend 2: Rs. 0.60/sh**

- **Final dividend: Rs. 0.05/sh**

- **Total dividend at Rs. 1.30/share**

Note: Figures adjusted for the stock split to Re.1 per share

WAY FORWARD



SUSTAINABLE VALUE CREATION

NEW CHANNELS



NEW SEGMENTS



NEW GEOGRAPHIES



INNOVATION



OPERATIONAL EXCELLENCE



**PERSONALIZED /
CUSTOMIZED**



EXPANDED PRODUCT RANGE



VISION 2020

LEADING



Innovation

TOMORROW



Leveraging technology

TOGETHER



Inclusive growth



Brands



People development



Collaboration

VISION 2020

Revenue

\$2 BN

WELSPUN2.0

Net Debt

NIL

Innovative/Branded
Share of Revenue

50%

Women
employees

20%

Share of
Domestic Revenue

20%

THANK YOU

For further details, please contact:

Harish Venkateswaran

Sr. General Manager - Group Finance and Strategy

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Altaf Jiwani

Director (Finance) & CFO - Welspun India Limited

Email: altaf_jiwani@welspun.com