



Dare to Commit

WIL/SEC/2015

December 1, 2015

| | |
|--|---|
| 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) |
|--|---|

Dear Sirs/ Madam,

Subject: Disclosure of information pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In compliance with Regulation 30 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation made by the Company.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

Corporate Office

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WELSPUN



Dare to Commit

Welspun India Limited (WIL)

Investor Presentation – Q2 FY16



WIL – An Overview

Industry Overview:
Advantage India

Welspun India: Global
Leader in Home Textiles

Q2FY16 Highlights

Way forward

Global Home Textiles Leader

- A part of US\$ 3 billion Welspun Group, Welspun India Ltd. is 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 the third consecutive year
- With a distribution network in more than 50 countries, it is the largest exporter of home fashion products
- Centered on excellence and transparency, the company has emerged as a 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)

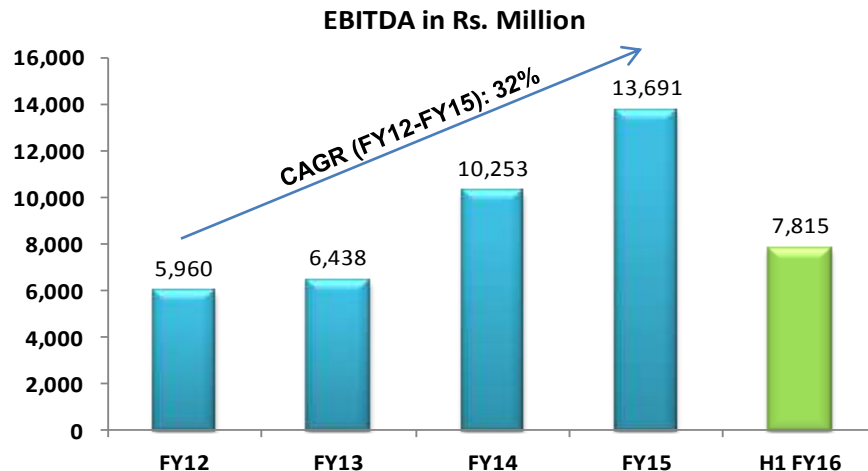
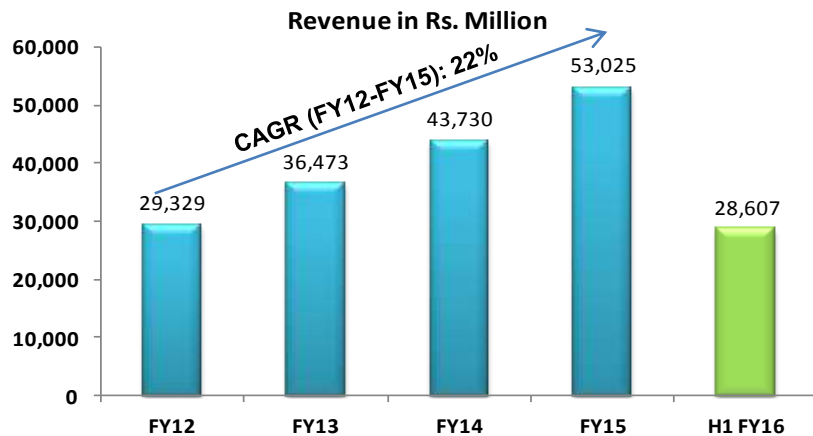
Commitment & Empowerment

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

Innovation Focus

- Patents (Including Pending) : 12
- About 30% of sales comes from innovative products

Financial Overview



Shareholding Pattern

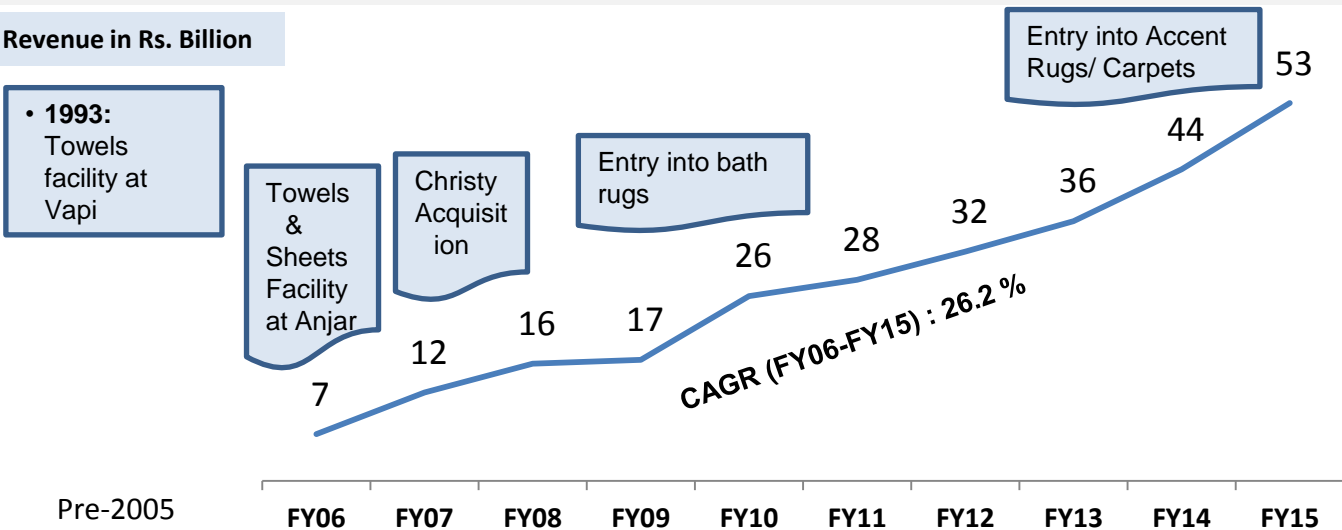
| Particulars | 30-Sep-15 | 31-Mar-15 |
|-----------------------|---------------|---------------|
| Promoters | 73.5% | 73.5% |
| FII's | 8.6% | 3.6% |
| Mutual Funds | 4.1% | 4.0% |
| Banks & Insurance Cos | 0.9% | 2.0% |
| Public | 12.9% | 16.9% |
| TOTAL | 100.0% | 100.0% |

Market Statistics

| As on Oct 16, 2015 | Rs. | USD |
|--|---------|---------|
| Price per share | 726 | 11.2 |
| No: of Shares Outstanding (Mn) | 100 | 100 |
| Market Capitalization (Mn) | 72,904 | 1,127 |
| Daily Average Trading Volumes (Q2FY16) - No. of shares | 372,271 | 372,271 |
| Daily Average Trading Value (Q2FY16) - Mn | 298 | 4.6 |

WIL – Revenue Milestones

WIL Revenue in Rs. Billion



- Textiles business has been growing at a CAGR of 26.2% since the inception of the Anjar Facility
- Sustained growth indicates the potential of Home Textile market in the world
- International operations majorly contribute to the revenue

The background image shows a serene outdoor bedroom. A bed with a dark headboard and footboard is positioned on a wooden deck. The bed is covered with a white sheet and a patterned duvet featuring large, stylized floral or sunburst motifs in shades of blue and green. Two white pillows are placed at the head of the bed. To the left of the bed is a large, rectangular planter box filled with various green plants. In the background, a calm lake reflects the sky, and a two-story house with a dark roof is visible on the right side. The sky is bright with some clouds, and a large, white, curved arrow graphic points from the left towards the right, partially obscuring the text.

Industry Overview: Advantage India

Market Size

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

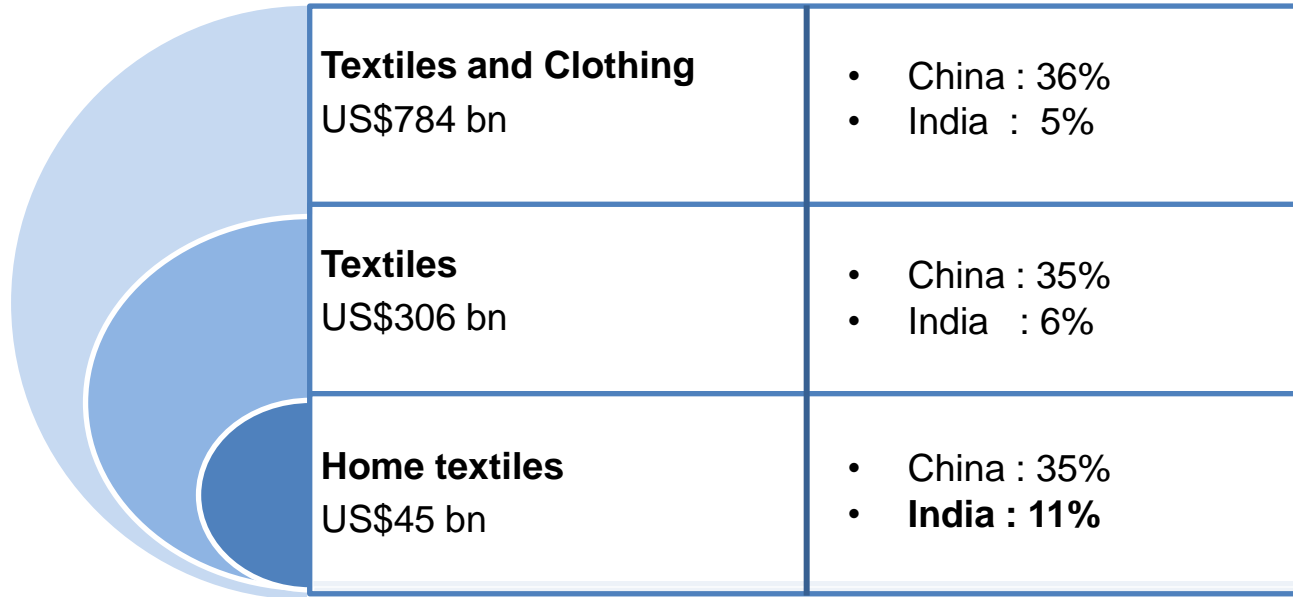
Key Consumers

- 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
- Global market share: India 11%; China 35%
- India's market share is higher in cotton home textiles

Structural Change: Asian Dominance in Home Textiles



India has emerged as significant player in Home Textiles

Structural Changes in favour of India



- Largest producer and 2nd largest exporter of cotton
- Exporter of yarn
- Competitive costs
- Robust ecosystem for textiles
- Democracy with stable government
- Better environmental and labor law compliance



- Major importer of cotton and yarn
- Yuan appreciation
- Losing export Competitiveness
- Wage inflation
- Rising power costs
- Stricter environmental compliance
- Focus on domestic consumption
- Yarn capacity closures

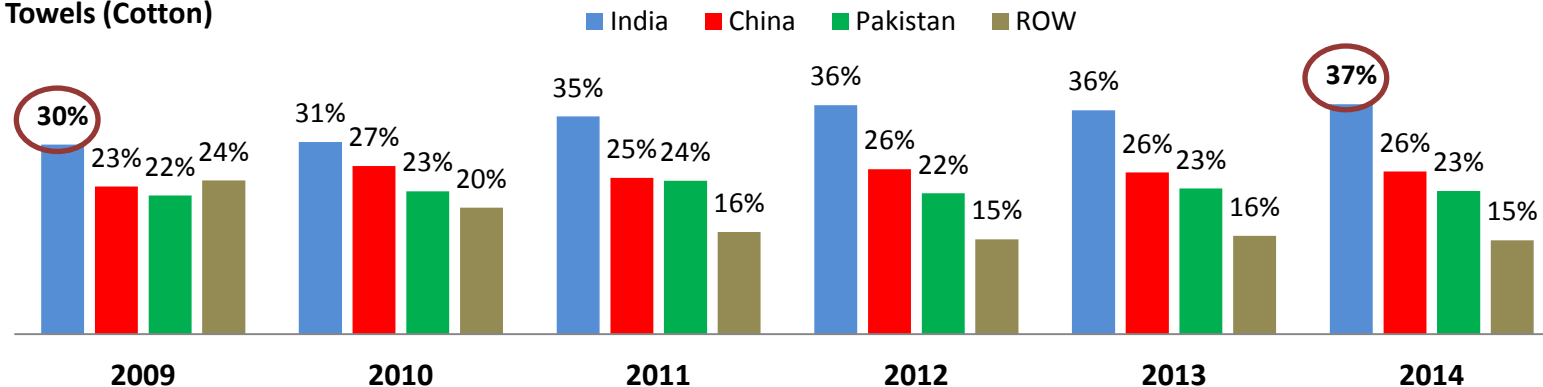


- Cotton Importer
- Energy issues
- Geopolitical issues
- Compliance issues

Structural Change: Manifesting in Higher Market share

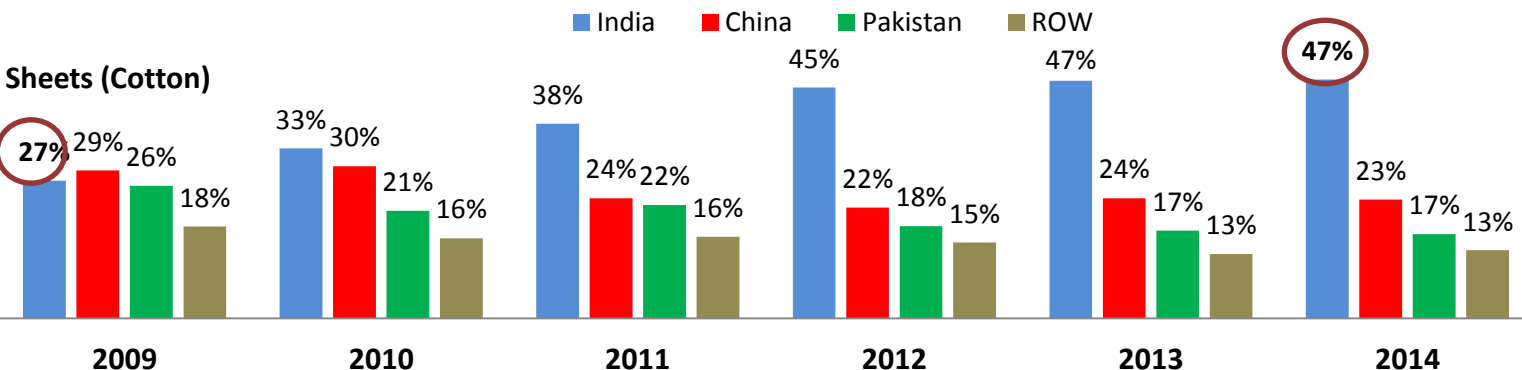
US Imports from Various countries – Market share

Towels (Cotton)



India's share increased by 7 percentage points in 5 years

Sheets (Cotton)



India's share increased by 20 percentage points in 5 years

A photograph of a bedroom interior. On the left, a white fireplace with a dark interior is visible. A bed with white and grey striped bedding and a grey knitted throw blanket is positioned in the center. To the right of the bed is a small black nightstand with a white lamp and a white vase. A large window with a white frame is on the right wall. A large blue checkmark graphic is overlaid on the left side of the image.

Welspun India

Leadership: Focus and Excellence



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

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

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

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



- Spaces- Home & Beyond
- Welhome



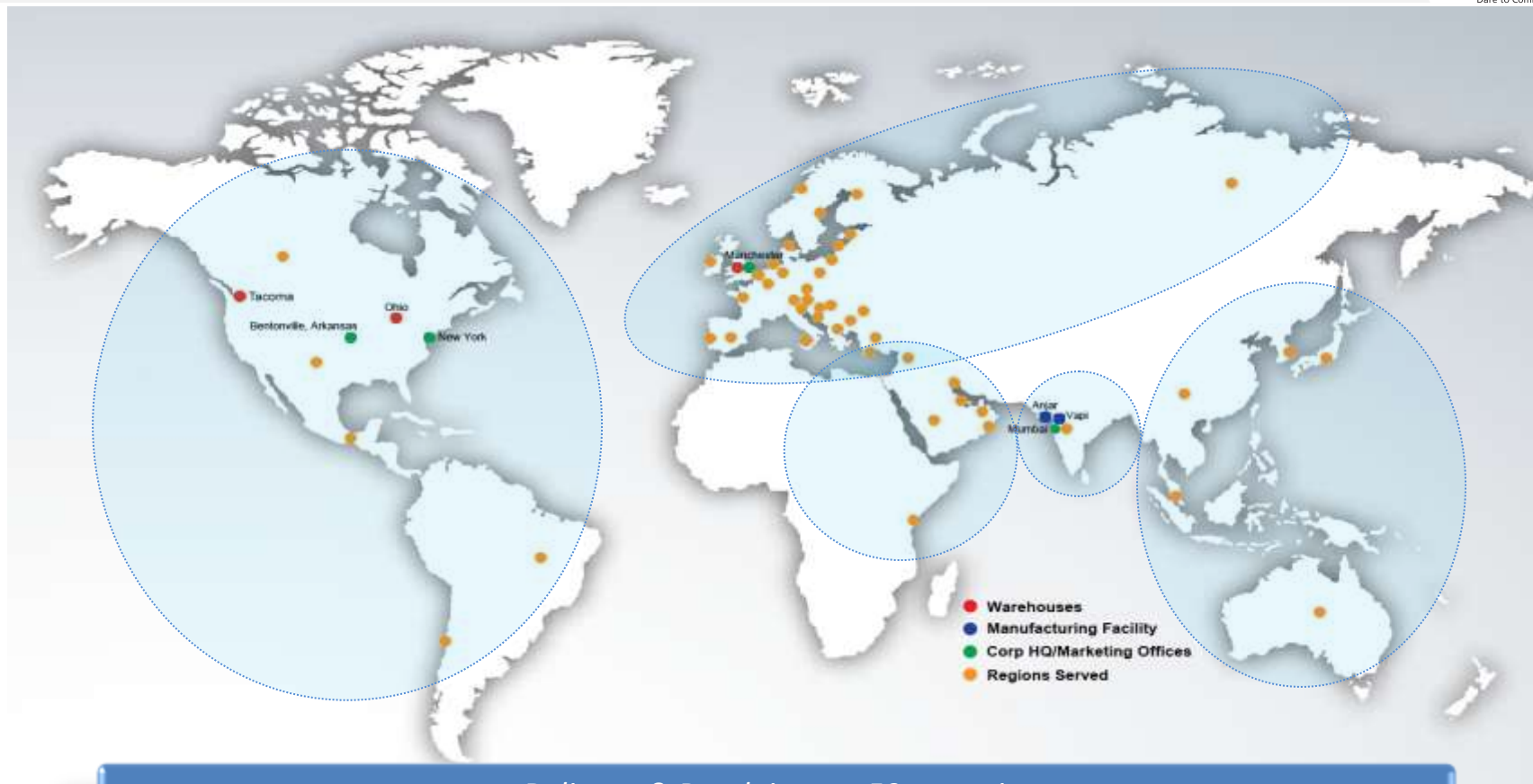
- Ikea
- Carrefour
- JYSK
- El Corte Ingles
- Vincenzo Zucchi S.p.A
- ... and many more



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

Strategic Partnership with Marquee clients across geographies

Leadership: Global Reach & Delivery Model



Delivery & Reach in over 50 countries

| Product | Unit | FY15 Capacity | Sales volume | Utilisation % | Expected Capacity FY16 / FY17 |
|----------------|-----------|---------------|--------------|---------------|-------------------------------|
| Towels | MT | 50,000 | 50,852 | 102% | 60,000 |
| Sheets | '000 Mtrs | 60,000 | 58,047 | 97% | 72,000 |
| Rugs & Carpets | MT | 15,000 | 8,755 | 58% | 20,000 |

Capacities running close to full utilisation in towels and sheets



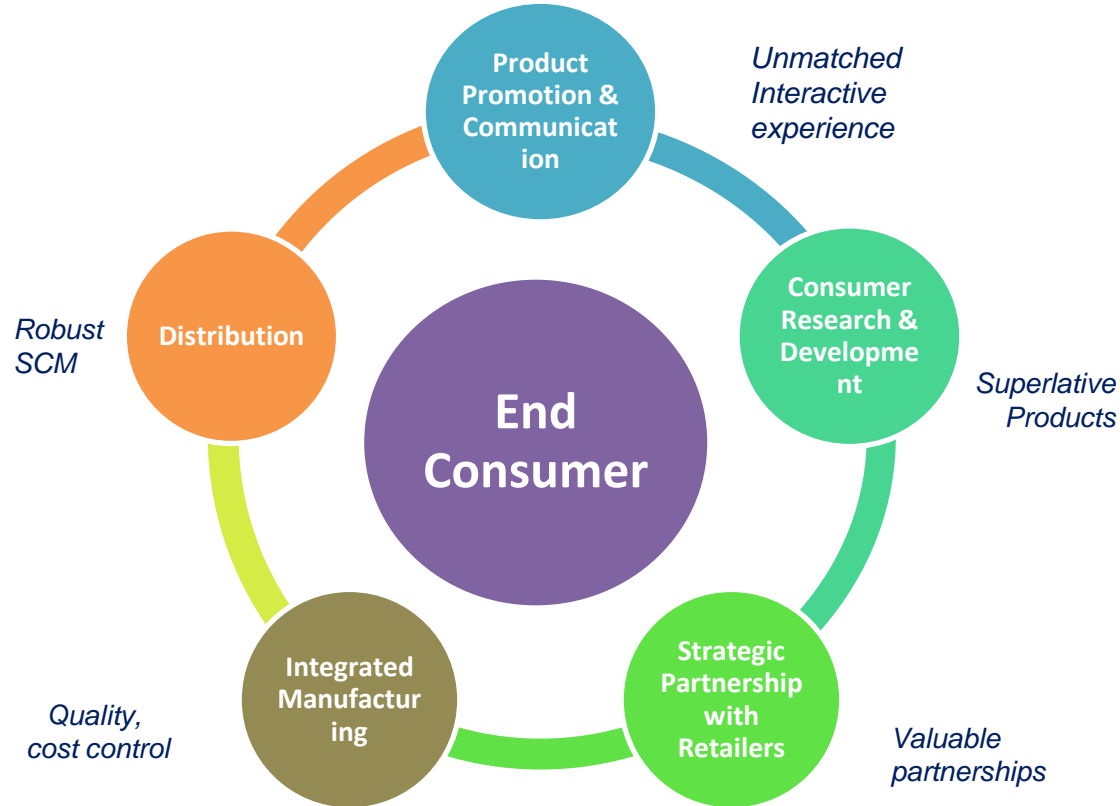
Investment of Rs.8.5 bn expected over next twelve months for modernisation, automation and capacity enhancement for towels & sheets after adjusting Rs. 4.5 bn invested in H1FY16



Capacity growth to be achieved without headcount increase

High utilisation of world-class capacities

Leadership: FMCG Approach – Consumer-Driven Innovation



Today's Welspun: "FAST"

Fast

Quick
response
time
(Speed to
Market)

Affordable

Best cost
structures for
different price
levels

Sustainability

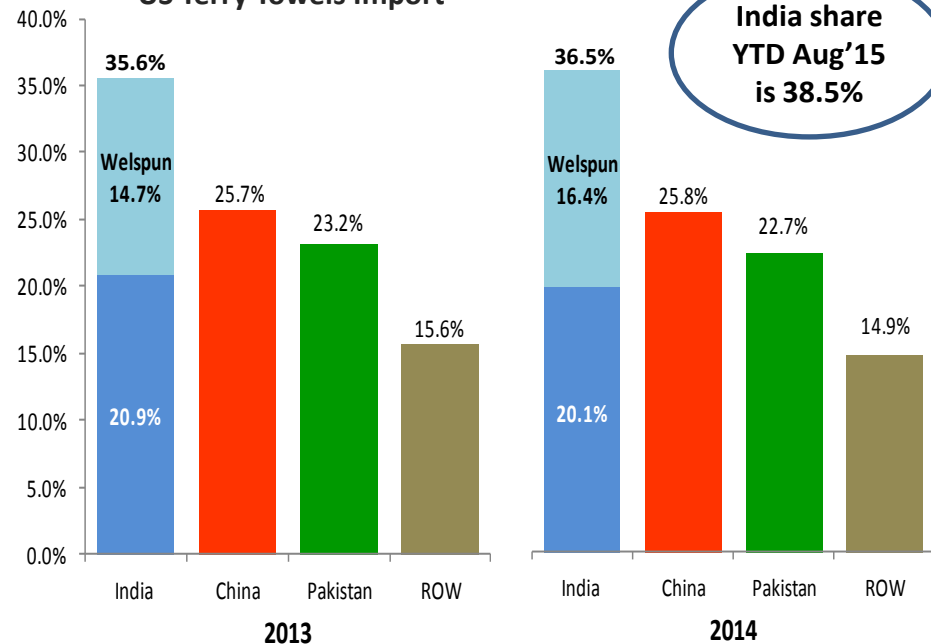
Caring for the
environment
and the
community

Tech-oriented

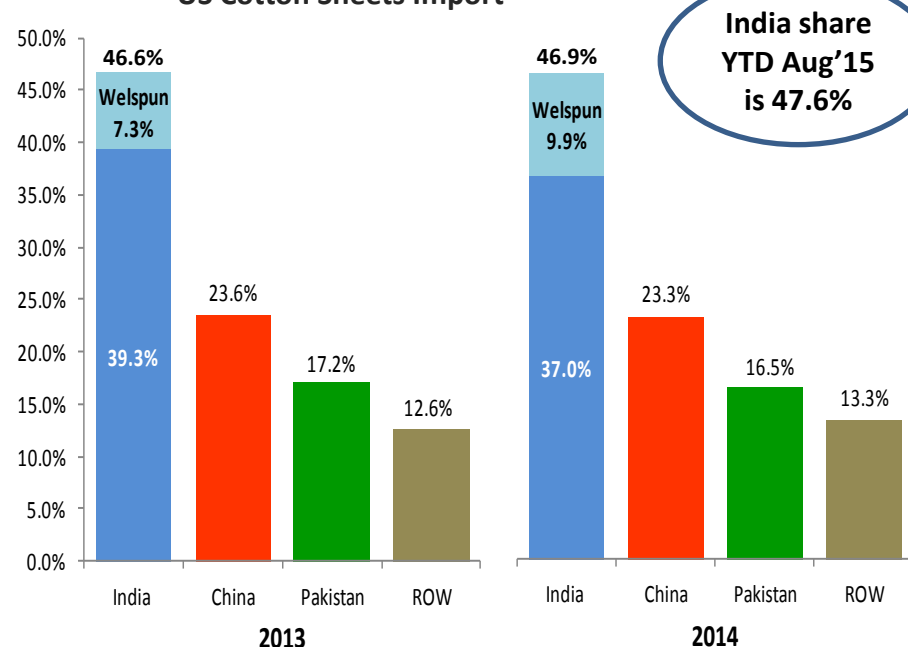
Technology
leveraged
across
Products,
Processes
and Supply
Chain

“FAST” translating into Leadership Position

US Terry Towels Import



US Cotton Sheets Import



- Welspun's share in US Terry Towels import has increased to 16.4% in 2014
- Welspun's share in US Cotton Sheets import has increased to 9.9% in 2014

Sustaining leading position in towels and sheets in the US



- Premium brand with presence in India and Middle East
- Footprint of around 200 shop-in-shop outlets and distribution



- Value brand; presence via mass retailers; also growing via distributor network



- Largest terry towel brand in the UK with growing presence in China and the Middle East
- Present in over 40 retailers within UK
- Also present in USA and seeing aggressive growth in e-commerce



- Value brand in the UK with a focus on bedding
- Growing aggressively in affordable fashion

Value through Brands (contd...)

BRANDS



- Suppliers of the Wimbledon towels
- A souvenir that even the star tennis players covet



- License holder of the Rugby World Cup 2015 towels



- Licensed the Amy Butler range of home products for the US business with a special focus on e-commerce



- Launched own brand of luxury linen in the US via e-commerce partners



- Licensed the Annie Phillip brand for floor coverings in US, UK and India

Spaces Campaign

WELSPUN



Dare to Commit

SPACES
HOME & BEYOND

BED, BATH, RUGS & CO-ORDINATES

Find
the designer
in you.

Define your style. Follow your imagination. Create your own look.
Spaces Home & Beyond by Welspun is all about self-expression.

Find your space



SPACES
HOME & BEYOND

BED, BATH, RUGS & CO-ORDINATES

Gifting.
There's always a reason.
There's always a season.

This Diwali, choose the most perfect gifts from Spaces Home & Beyond by Welspun.
Gifts that reflect your taste, your style, your eye for the best ... and how much you care.

Happy Diwali!

Find your space

Branding our Innovation



Hygro Cotton® creates sheets that are alive with natural comfort.

-  They breathe...
with unique 100% cotton hollow core yarn that allows more air inside... so you sleep more relaxed.
 -  They adapt...
so it adapts to temperature to keep you cooler in summer and warmer in winter.
 -  They astonish...
becoming softer and more comfortable wash after wash after wash.
- Exceeding expectations by actually getting better over time, no other sheets perform quite like these. Because no other cotton performs quite like Hygro.

originals inspiration by relaxation-culture



HygroCotton.com



Hygro Cotton® creates towels that are alive with natural comfort.

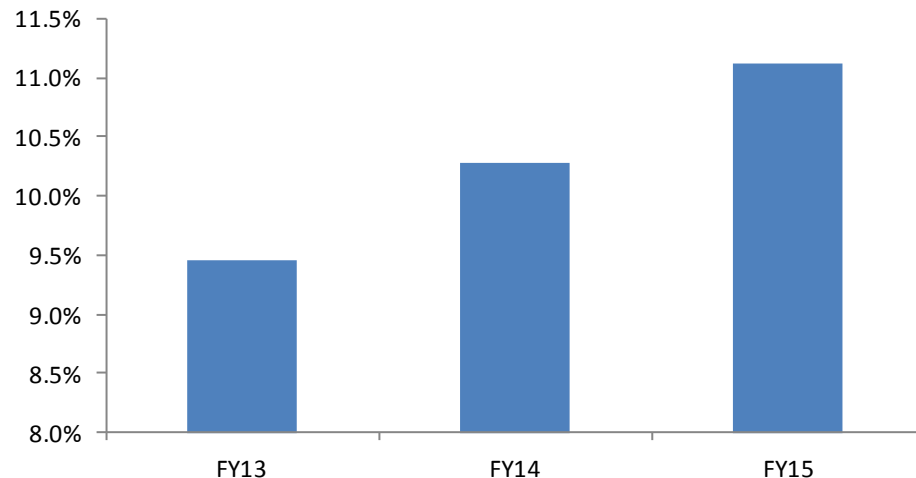
-  They breakthrough...
with unique 100% cotton hollow core yarn that makes them more absorbent.
 -  They beguile...
drying you faster than you could ever imagine.
 -  They bloom...
becoming softer and better wash after wash after wash.
- Exceeding expectations by actually getting better over time, no other towels perform quite like these. Because no other cotton performs quite like Hygro.



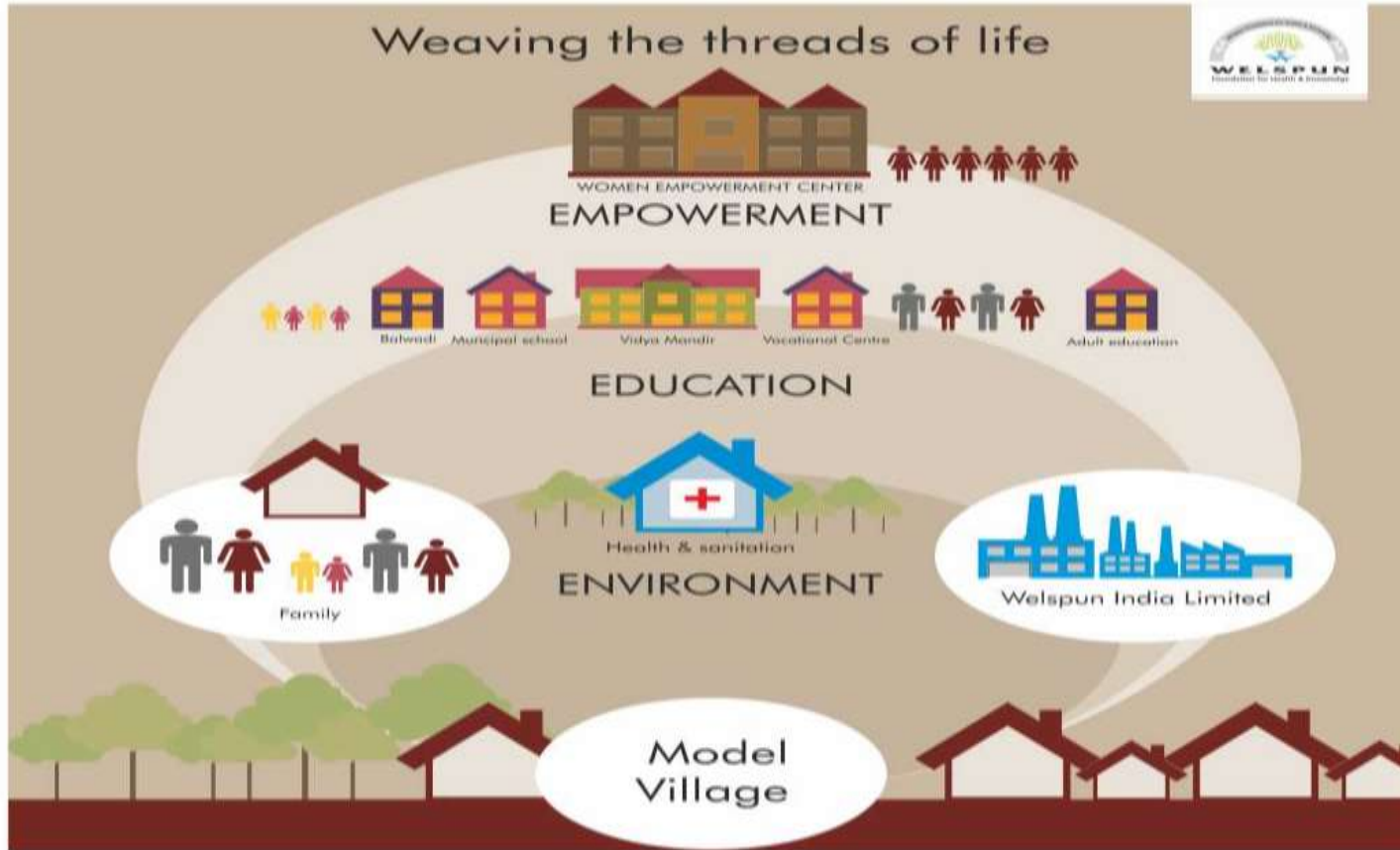
- Launched nation-wide campaign in the US in September 2015 to introduce patented Hygro cotton® technology to consumers
- First ever such campaign in textiles in the past 15 years

- Strong growth expected in the branded category, especially in India
- Expansion of Christy into geographies such as USA, China and Middle East
- Increased penetration of **Spaces** and **Welhome** through shop-in-shop and e-commerce
 - Very low capex and risk
- India – Growth of branded products at ~40% CAGR over a period of 2 years
- Global – Growth of branded products currently at ~11% of consolidated sales

Branded sales as % of Total



SUSTAINABLE : Corporate Social Value (CSV) – 3E's Vision



CSV – Through 3E's

Empowerment



CSV – Through 3E's – Launched Campaign for “SPUN”

SPUN : Our Corporate Social Value initiative to Empower Women and Revive the crafts of our country

Fabric scraps take on new life in our Spun™ Waste Not™ collection. What could have ended up in a land fill becomes a work of textile art in the hands of our master craftspeople.

Bringing opportunity to communities in need.

Enabling underprivileged women to become empowered.

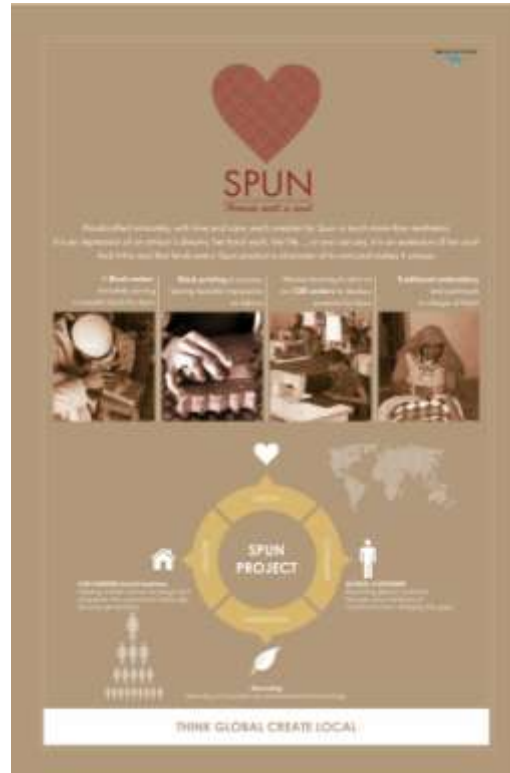
Protecting and preserving the environment.

Creating beauty for our homes.

Thinking global.

Acting local.

waste not™
think global, act local



CSV – Through 3E's

Environment & Health



HEALTH CAMPS: 10 camps on blood group detection, general health check up, diabetes detection, dental camps, etc. were conducted in 10 villages of Anjar



SANITATION PROJECT: 1,800 toilets constructed in 16 villages of Anjar



MOBILE HEALTH VANS at Anjar & Mumbai: Provide basic health facilities, awareness sessions in the underprivileged communities 20 Villages in Anjar, 9 communities in Mumbai



PLANTATIONS: 4,500 fruit and vegetable plantations done at 14 villages of Anjar
RO DRINKING WATER initiative at Vapi (5 nos) and Anjar (2 nos)

Education



ADULT LITERACY PROGRAMME: 3 classes were conducted consisting of a total of 75 women at Versamedi and Ajapar villages since August 2014



QUALITY EDUCATION PROGRAMME WITH 45 GOVT SCHOOLS IN ANJAR : We recruited 62 Para –teachers

A modern bedroom interior with a bed, armchair, and large window. The room features a bed with a dark headboard and a striped blanket, a dark armchair with a grey blanket, and a large window with a white frame. The floor is light-colored wood, and there are various decorative items like a small table, a lamp, and framed pictures. A large, dark, stylized 'V' shape is overlaid on the left side of the image.

Q2 FY16 Highlights

Key highlights – Q2FY16

Launched **Hygro Tencel, Sport and Denim** towels

Highest Exports Award for **Bedsheet, Towel** and **Overall Home Textiles** from **Texprocil, India**

Domestic Retail Growth of 35% YoY

Operating EBITDA margin at **25.4%**; **PAT** margin at **11.7%**

Net debt reduced to Rs. 24.3 bn as of Sept 30th

Capex of Rs. 4.5 bn in H1FY16

Net Debt to Equity at **1.4x** vs. **1.8x** in FY15;
Net debt to Operating EBITDA at **1.65x** vs. **2.0x**

Interim Dividend @ 65% of face value

Positive free cash flows in H1FY16 after capex

Financial performance - Q2FY16 & H1FY16

(Rs. Million)

| Particulars | Q2FY16 | Q2FY15 | YoY | Q1FY16 | H1FY16 | H1FY15 | YoY |
|------------------------------------|--------------|--------------|----------------|--------------|--------------|--------------|----------------|
| Revenue | 14,723 | 14,135 | 4.2% | 13,885 | 28,607 | 25,908 | 10.4% |
| Operating EBITDA | 3,743 | 3,169 | 18.1% | 3,598 | 7,341 | 5,896 | 24.5% |
| Operating EBITDA Margin | 25.4% | 22.4% | 300 bps | 25.9% | 25.7% | 22.8% | 290 bps |
| EBITDA | 3,940 | 3,360 | 17.2% | 3,875 | 7,815 | 6,409 | 21.9% |
| EBITDA Margin | 26.8% | 23.8% | 300 bps | 27.9% | 27.3% | 24.7% | 260 bps |
| Finance Cost | 515 | 731 | -29.6% | 593 | 1,107 | 1,444 | -23.3% |
| Depreciation | 918 | 717 | 28.0% | 793 | 1,711 | 1,403 | 21.9% |
| PBT | 2,508 | 1,913 | 31.1% | 2,490 | 4,997 | 3,563 | 40.3% |
| PAT after min. & assoc. | 1,724 | 1,299 | 32.7% | 1,632 | 3,355 | 2,349 | 42.9% |
| PAT Margin | 11.7% | 9.2% | 250 bps | 11.8% | 11.7% | 9.1% | 260 bps |
| Cash Profit* | 2,799 | 2,306 | 21.4% | 2,561 | 5,360 | 3,958 | 35.4% |
| EPS | 17.2 | 12.9 | 32.7% | 16.2 | 33.4 | 23.4 | 42.9% |

* PBDT – Current Tax

Operating margin expansion by 300 bps and EPS growth of 32.7% YoY

Financial Highlights: Trend of Profitability

(Rs. Million)

| Particulars | FY13 | FY14 | FY15 | H1 FY16 |
|------------------------------------|---------------|---------------|---------------|---------------|
| Revenue | 36,473 | 43,730 | 53,025 | 28,607 |
| <i>Revenue growth %</i> | 24% | 20% | 21% | - |
| Operating EBITDA | 5,946 | 9,211 | 12,742 | 7,341 |
| <i>Operating EBITDA Margin</i> | 16.3% | 21.1% | 24.0% | 25.7% |
| EBITDA | 6,438 | 10,253 | 13,691 | 7,815 |
| <i>EBITDA Margin</i> | 17.7% | 23.4% | 25.8% | 27.3% |
| Depreciation | 1,449 | 1,903 | 3,329 | 1,711 |
| Finance cost | 1,977 | 2,352 | 2,829 | 1,107 |
| PBT | 3,013 | 5,997 | 7,533 | 4,997 |
| PAT after min. & assoc. | 2,248 | 4,195 | 5,398 | 3,355 |
| <i>PAT Margin</i> | 6.2% | 9.6% | 10.2% | 11.7% |
| EPS* | 22.4 | 41.8 | 53.8 | 33.4 |
| Cash Profit | 4,178 | 6,237 | 9,017 | 5,360 |

*H1FY16 not annualised

Notes: 1) Cash Profit = PBDT – Current Tax

2) FY14 PAT and EPS are adjusted for one-time additional depreciation net of tax

Financial Highlights: Balance Sheet

(Rs. Million)

| Particulars | 31-Mar-13 | 31-Mar-14 | 31-Mar-15 | 30-Sep-15 |
|------------------------------|---------------|---------------|---------------|---------------|
| Net Worth | 9,902 | 11,097 | 14,318 | 17,227 |
| Short Term Loans | 9,166 | 11,349 | 10,034 | 10,517 |
| Long Term Loans | 11,079 | 18,944 | 20,817 | 19,304 |
| Gross Debt | 20,244 | 30,293 | 30,851 | 29,821 |
| Cash & Cash Equiv. | 2,798 | 3,658 | 4,757 | 5,544 |
| Net Debt | 17,446 | 26,635 | 26,094 | 24,277 |
| Capital Employed# | 28,862 | 43,694 | 47,208 | 49,530 |
| Net Fixed Assets (incl CWIP) | 18,615 | 25,609 | 26,049 | 28,861 |
| Net Current Assets* | 8,221 | 12,140 | 13,155 | 11,480 |
| Total assets | 38,579 | 51,684 | 56,953 | 58,894 |
| Net Long Term Debt | 8,280 | 15,286 | 16,060 | 13,760 |

Capital Employed = Total assets – Trade Payables – Short-term provisions – Other Current liabilities
(excl long-term debt repayable in one year)

* Net Current Assets does not include Cash & Cash Equivalents

Financial Highlights: Financial Ratios

| | | FY13 | FY14 | FY15 | H1FY16* |
|--------------------|-----------------------|-------|-------|-------|---------|
| Solvency ratios | Net debt/Op. EBITDA | 2.93 | 2.89 | 2.05 | 1.65 |
| | Net debt/Equity | 1.76 | 2.40 | 1.82 | 1.41 |
| | EBIT/Interest | 2.52 | 3.55 | 3.66 | 5.51 |
| Operational ratios | Current Ratio | 1.00 | 1.07 | 1.12 | 1.14 |
| | Fixed Asset turnover | 1.96 | 1.71 | 2.04 | 1.98 |
| | Total Asset turnover | 0.95 | 0.85 | 0.93 | 0.97 |
| | Inventory days | 82 | 84 | 76 | 61 |
| | Debtor days | 28 | 34 | 31 | 32 |
| | Payable days | 50 | 51 | 48 | 46 |
| | Cash conversion cycle | 60 | 67 | 59 | 47 |
| Return ratios | ROE | 25.9% | 40.0% | 42.5% | 42.5% |
| | ROCE (pre-tax) | 16.3% | 21.9% | 22.8% | 25.2% |

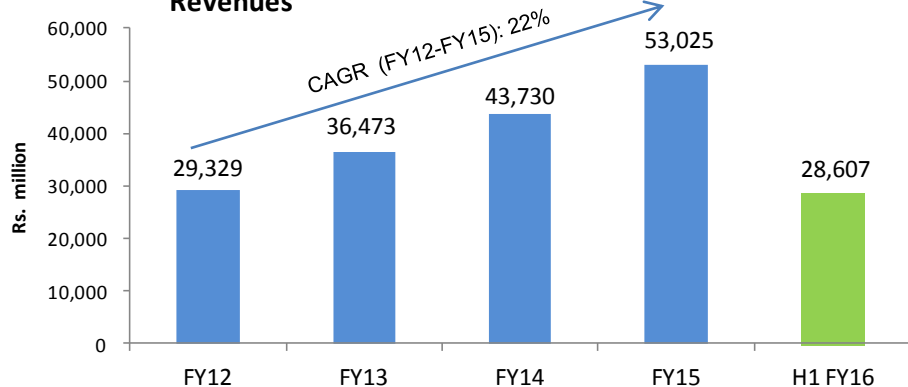
* Annualised

Notes:

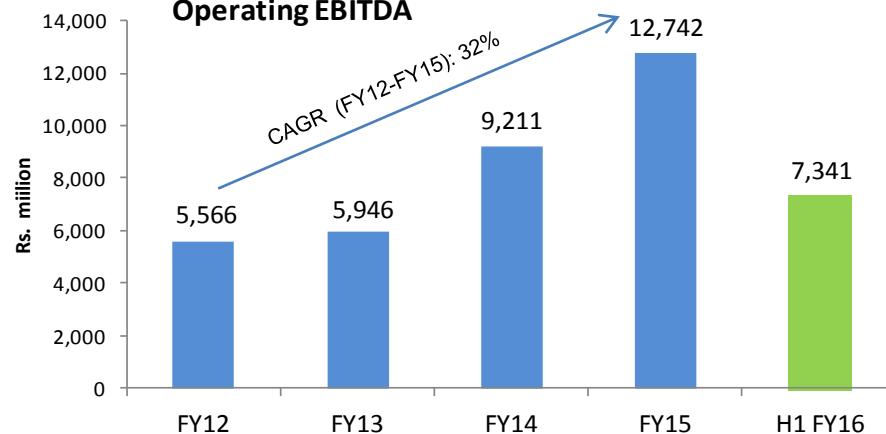
1. $ROCE = EBIT / \text{Average Capital Employed}$; $ROE = \text{Net Profit} / \text{Average Net worth}$
2. $\text{Total asset turnover} = \text{Sales} / (\text{Fixed assets} + \text{Gross current assets})$

Key Financials - Trends

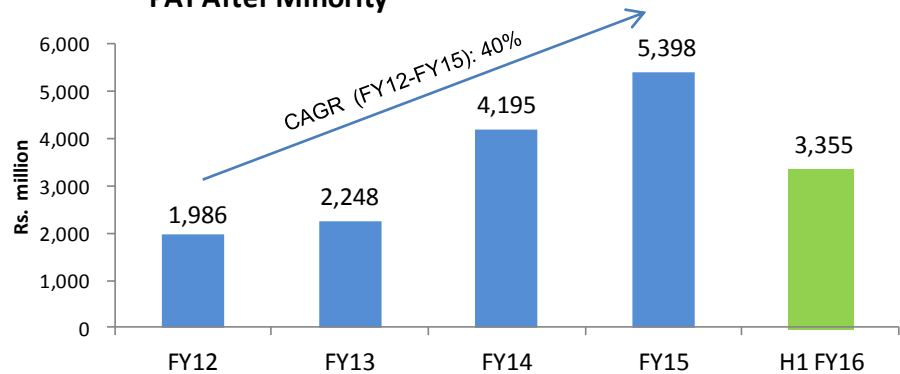
Revenues



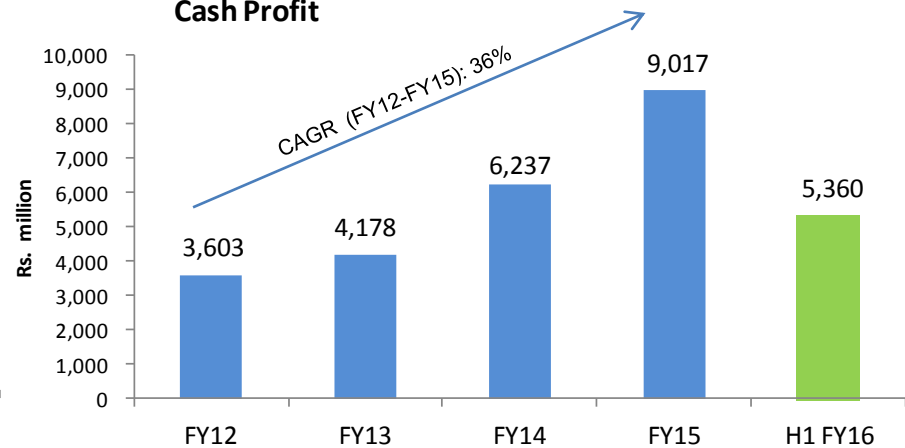
Operating EBITDA



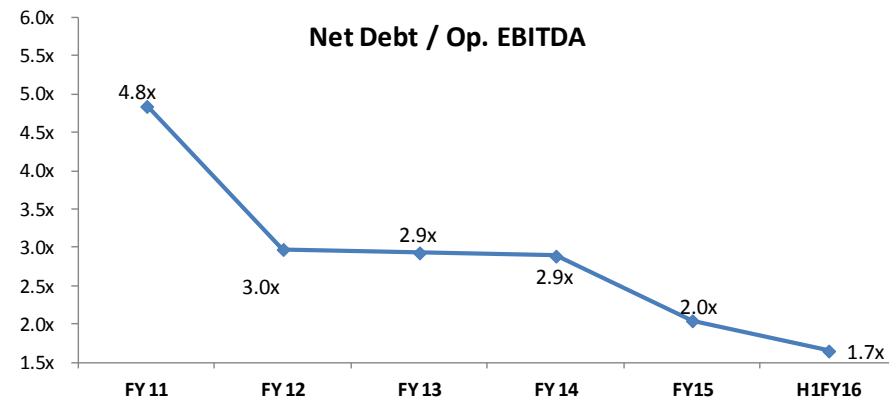
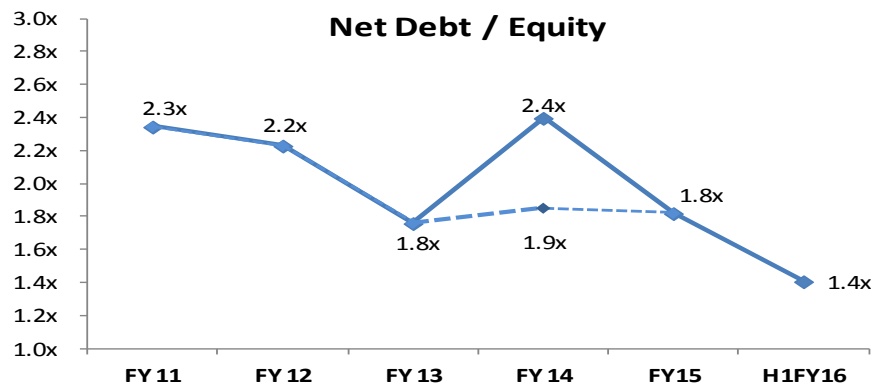
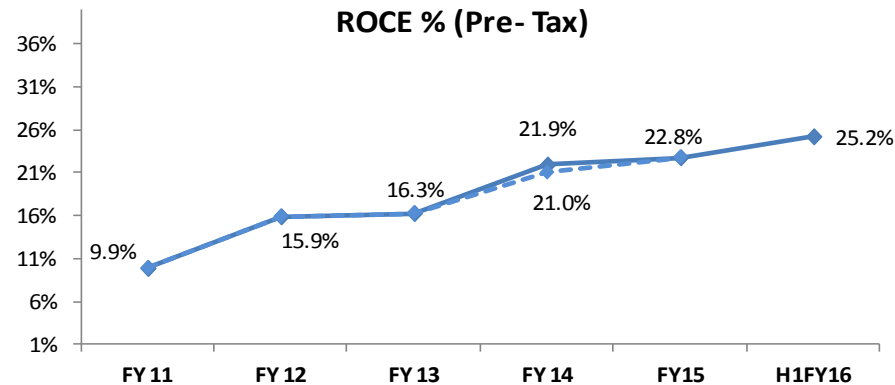
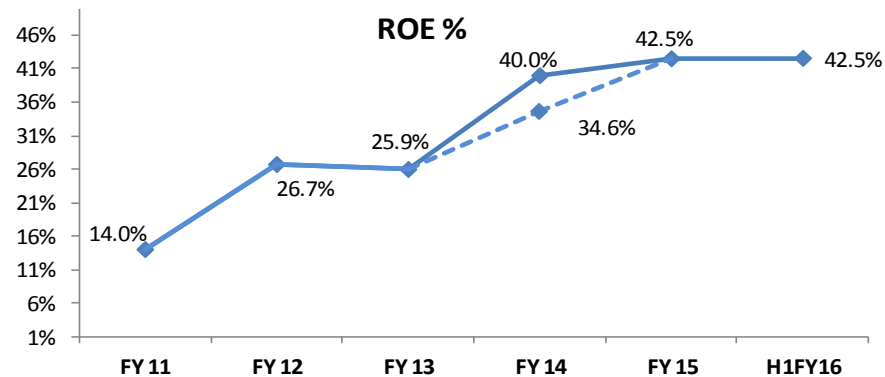
PAT After Minority



Cash Profit



Key Ratio Trends



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

Dividend Policy – A Pioneering Initiative in the Industry



- ✓ Dividend distribution policy announced along with FY15 results

- ✓ Dividend Payout: 25% of standalone PAT

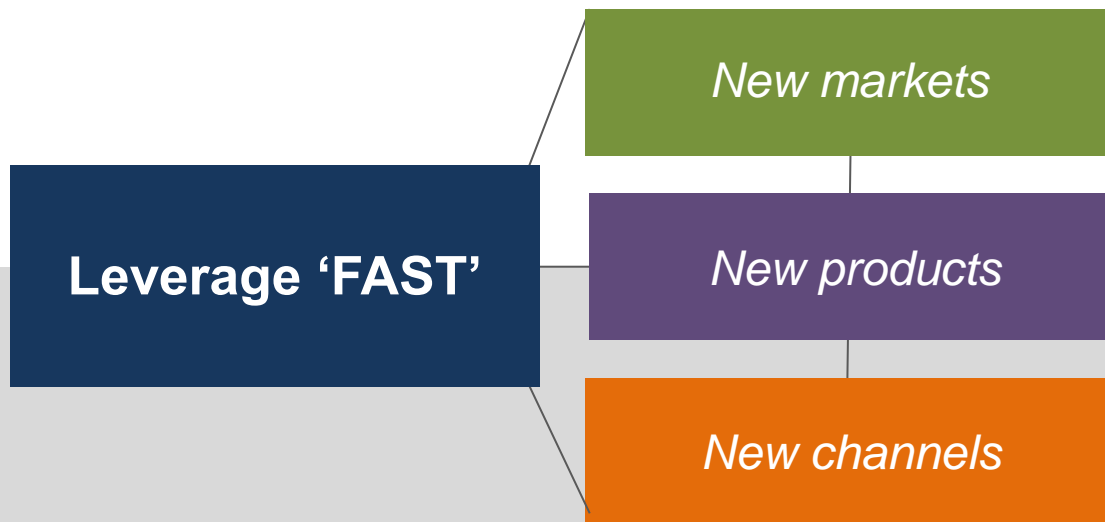
- ✓ Total dividend for FY15 at Rs. 10.5 per share of face value Rs. 10

- ✓ Interim dividend for FY16 at Rs. 6.5 per share of face value Rs. 10

A modern bedroom interior with a bed, a window with a city view, and a chair. The room features a bed with a dark headboard and a striped blanket, a window with a white frame showing a city skyline, and a dark armchair. The floor is made of light-colored wood. A large, dark, abstract shape is overlaid on the left side of the image.

Way Forward

Way Forward : Sustaining growth momentum



Thank You



For further details, please contact:

Harish Venkateswaran

Sr. General Manager - Group Finance and Strategy

Email: harish_venkateswaran@welspun.com

Altaf Jiwani

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Email: altaf_jiwani@welspun.com

Company Website: www.welspunindia.com