

WLL/SEC/2024

April 25, 2024

BSE 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: WELSPUNLIV)
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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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached Earnings Presentation, inter alia, on audited financial results of the Company for the quarter and year ended March 31, 2024.

Please take the same on record.

Thank you,

For Welspun Living Limited
(Formerly known as Welspun India Limited)

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

Enclosed: Earnings Presentation as mentioned above

Welspun Living Limited (Formerly known as Welspun India Limited)

Welspun House, 6th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (W), Mumbai 400013. India

T: +91 22 6613 6000 / 2490 8000 | F: +91 22 2490 8020

E-mail: companysecretary_wil@welspun.com | Website: www.welspunliving.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110. India

T: +91 28 3666 1111 | F: +91 28 3627 9010

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

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Corporate Identity Number: L17110GJ1985PLC033271

Earnings Presentation Welspun Living Limited

Home Textile | Advance Textile | Flooring

Q4 FY24
April 2024

NSE/BSE: WELSPUNLIV
Bloomberg: WLSI:IN
Reuters: WLSP.NS



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WELSPUN LIVING - GLOBAL HOME TEXTILES LEADER



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



Diversified Brand & License Portfolio



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 Living Ltd (WLL), part of \$3.6 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.

WLL is differentiated by its strategy based on **Branding, Innovation and Sustainability.**

MANAGEMENT COMMENTARY



"It is with great pride that we share that the company has achieved its highest ever quarterly and yearly revenues in Q4 and FY24, with a massive growth of 19% in the quarter & 20% yearly with sustainable EBITDA of 15.4% for FY24, growing by 73% over last year. Our ROCE has improved to 14.6% from 5.7% LY. Our strive to achieve excellence in every sphere of our activities has seen Welspun Living being recognised and certified as a 'Great place to work' by GPTW Certification agency, with the company being rated amongst the top 100 companies in India in all parameters.

We are delighted to see our Flooring Business flourishing further with highest yearly revenues of ₹927 cr, growing by 31%. All our Emerging business, which are pillars of our future growth, are continuing to excel and grew 16% in FY 24.

Our Domestic Retail business has shown resilience in the face of subdued retail market sentiments during the year. Brand 'Welspun' strengthened its leadership position in the country with presence in 600+ towns and 20,000+ stores and achieving highest ever revenues in FY24.

We are happy to inform that Dow Jones Sustainability Index (DJSI) ESG rating done for 2023-24, WLL has secured a score of 66, which puts us among the top 3 percentile of the Home Textile Companies globally, reiterating our leadership in sustainable practices and corporate governance."



AWARDS & RECOGNITION



Welspun Living Limited has been certified as a Great Place to Work!



Won "Supplier of the year" award 2023 from JYSK



Best Managed Company by Deloitte – won in 2 years in a row

Feathrs in our cap



Ms. Dipali Goenka featured among the list of 2024 CNBC's Changemakers: Women transforming business



Ms. Dipali Goenka featured amongst the most influential women 2024 by Business World under Industry Captains Category



Won GOLD Vision Awards in LACP's AR Competition for FY23



Honored with Federation of Indian Export Org. (FIEO) Export Excellence Award



Platinum Award by Apex India Foundation Award'23 for Excellence in Corporate Ethics in textile sector

Setting Industry Benchmarks:
Welspun Living Limited Tops ESG Score Among Indian Textile Companies



Welspun Living Limited now moves into the top 3% of the companies globally in the sector.



Brand Welspun wins Prestigious Brand of Asia award (textile) out of 50 brands selected from various domains



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



Highest Exports 2010- 2021

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

and many more...

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

- Q4 → ₹ 26,167mn grew 19.2% YoY (Highest ever quarterly revenue)
- FY24 → ₹ 98,251 mn grew 19.6% YoY (Highest ever yearly revenue)

- Domestic Consumer Business in Q4 FY 24 grew by 12.2% YoY and stood at ₹ 1,382 mn and for FY 24 stood at ₹ 5,707 mn grew by 3.7% YoY

- Innovation Business grew by 75% YoY in Q4 FY 24 and grew by 65% in FY 24 YoY

➤ EBITDA

- Q4 → ₹ 4,001 mn @ 15.3% grew 25.0% YoY
- FY24 → ₹ 15,147 mn @ 15.4% grew 73.3% YoY

➤ Flooring Business

- Q4 → ₹ 2,129 mn @ EBITDA 8.6%
- FY24 → ₹ 9,269 mn @ EBITDA 8.3% (Highest ever yearly revenue grew by 31.4% YoY)

- Net Debt stood at ₹ 13,542 mn as on 31st March 2024, ₹ 1,801 Mn lower than ₹ 15,343 mn as on 31st March 2023



QUARTERLY HIGHLIGHTS



(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	26,167	4,001	2,521	1,460	4,296
Growth (YoY)	19.2%↑	25.0%↑	45.5%↑	16.4%↑	73.2%↑
Growth (QoQ)	6.6%↑	4.8%↑	5.2%↑	(17.4%)↓	56.5%↑
Margin (%)		15.3%	9.6%	5.6%	
Margin Expansion (Y-o-Y)		71 bps	174 bps	(13 bps)	
Margin Expansion (Q-o-Q)		(27 bps)	(13 bps)	(162 bps)	
EPS/CEPS				1.52	4.42

FY 24 HIGHLIGHTS



(₹ Million)

	Revenue	EBITDA	PBT	PAT	Cash Profit
	98,251	15,147	9,668	6,811	12,398
Growth (YoY)	19.6%↑	73.3%↑	220.3%↑	242.6%↑	83.4%↑
Margin (%)		15.4%	9.8%	6.9%	
Margin Expansion (Y-o-Y)		478 bps	617 bps	451 bps	
EPS/CEPS				7.06	12.76

QUARTERLY HIGHLIGHTS



(₹ Million)

Particulars	31-Mar-24	31-Mar-23	31-Dec-23
Net Worth	45,158	40,878	43,795
Short Term Loans	15,665	12,342	15,187
Long Term Loans	9,540	11,162	9,852
Gross Debt	25,205	23,504	25,038
Cash & Cash Equiv.	11,663	8,161	9,622
Net Debt	13,542	15,343	15,416
Total Assets	95,500	86,501	94,229

Net Debt / Equity

(x)

0.30

0.38

0.35

Q4FY24

Q4FY23

Q3FY24

SALES HIGHLIGHTS – CHANNEL WISE



(₹ Million)

Revenue	B2B			Branded#			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q4 FY24 <i>Sales Contribution (%)</i>	6,902 <i>30%</i>	9,100 <i>40%</i>	1,309 <i>6%</i>	495 <i>2%</i>	3,918 <i>17%</i>	10 <i>0%</i>	1,255 <i>5%</i>
Q3 FY24 <i>Sales Contribution (%)</i>	4,002 <i>19%</i>	12,351 <i>57%</i>	1,293 <i>6%</i>	580 <i>3%</i>	1,729 <i>8%</i>	40 <i>0%</i>	1,575 <i>7%</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>
<i>Growth YoY (%)</i>	<i>75%</i>	<i>(1%)</i>	<i>(6%)</i>	<i>(55%)</i>	<i>67%</i>	<i>(42%)</i>	<i>13%</i>
FY24 <i>Sales Contribution (%)</i>	21,873 <i>25%</i>	41,891 <i>49%</i>	5,593 <i>6%</i>	2,536 <i>3%</i>	9,029 <i>10%</i>	114 <i>0%</i>	5,173 <i>6%</i>
FY23 <i>Sales Contribution (%)</i>	13,235 <i>19%</i>	37,420 <i>52%</i>	4,970 <i>7%</i>	3,841 <i>5%</i>	6,942 <i>10%</i>	109 <i>0%</i>	4,945 <i>7%</i>
<i>Growth YoY (%)</i>	<i>65%</i>	<i>12%</i>	<i>13%</i>	<i>(34%)</i>	<i>30%</i>	<i>5%</i>	<i>5%</i>

65% YoY

Growth in innovation
Business

23% YoY

Growth in Global business

Note:
*Non-Domestic
#Includes Innovation
Revenue excludes Other Operating Income
welspunliving.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
Q4 FY24 <i>Sales Contribution (%)</i>	14,660 <i>64%</i>	4,728 <i>21%</i>	505 <i>2%</i>	1,215 <i>5%</i>	1,440 <i>6%</i>	445 <i>2%</i>
Q3 FY24 <i>Sales Contribution (%)</i>	14,729 <i>68%</i>	2,909 <i>13%</i>	620 <i>3%</i>	1,234 <i>6%</i>	1,685 <i>8%</i>	395 <i>2%</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>
<i>Growth YoY (%)</i>	<i>17%</i>	<i>51%</i>	<i>(54%)</i>	<i>45%</i>	<i>19%</i>	<i>37%</i>
FY24 <i>Sales Contribution (%)</i>	58,111 <i>67%</i>	12,800 <i>15%</i>	2,650 <i>3%</i>	4,492 <i>5%</i>	6,770 <i>8%</i>	1,388 <i>2%</i>
FY23 <i>Sales Contribution (%)</i>	47,310 <i>66%</i>	10,643 <i>15%</i>	3,950 <i>6%</i>	3,472 <i>5%</i>	4,844 <i>7%</i>	1,244 <i>2%</i>
<i>Growth YoY (%)</i>	<i>23%</i>	<i>20%</i>	<i>(33%)</i>	<i>29%</i>	<i>40%</i>	<i>12%</i>

Note:
HT - Home Textile
HT-Branded includes sales from licensed brands
Revenue excludes Other Operating Income1

34% YoY
Growth in Flooring
Business

29% YoY
Growth in Advance Textiles

OPERATIONAL HIGHLIGHTS



Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q4FY24	Utilization (%)	Q3FY24	Utilization (%)	Q4FY23	Utilization (%)
	Bath Linen	MT	90,000	19,877	88%	18,933	84%	14,948	66%
	Bed Linen	Mn mtrs	108	21.3	79%	16.0	59%	14.7	54%
	Rugs & Carpets	Mn sq mtrs	12.0	2.3	76%	2.6	87%	2.1	70%
	Spunlace	MT	27,729	4,018	58%	4,505	65%	2,811	41%
	Needle Punch	MT	3,026	401.0	53%	370.0	49%	264	35%
	Wet Wipes	Mn Packs	100	5.8	23%	3.8	15%	4.7	19%

Flooring	Particulars	UOM	Annual Capacity		Q4FY24	Utilisation (%)	Q3FY24	Utilisation (%)	Q4FY23	Utilisation (%)
			Installed	Effective						
Flooring		Mn sq mtrs	27	18	2.3	52%	2.7	60%	1.5	34%



OPERATIONAL HIGHLIGHTS

Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	FY24	Utilization (%)	FY23	Utilization (%)
	Bath Linen	MT	90,000	78,003	87%	56,397	63%
	Bed Linen	Mn mtrs	108	74.5	69%	55.2	51%
	Rugs & Carpets	Mn sq mtrs	12.0	10.5	88%	7.2	60%
	Spunlace	MT	27,729	16,483	59%	10,199	37%
	Needle Punch	MT	3,026	1,465	48%	1,109	37%
	Wet Wipes	Mn Packs	100	21	21%	22.0	22%

Flooring	Particulars	UOM	Annual Capacity		FY24	Utilisation (%)	FY23	Utilisation (%)
			Installed	Effective				
	Flooring	Mn sq mtrs	27	18	10.1	56%	5.7	34%

ENHANCING CAPACITY; TAPPING OPPORTUNITY



JACQUARD TOWEL FACILITY

BROWNFIELD

Location	Anjar
Additional Capacity	6400 MTPA
Additional Revenue Potential – FY 26	₹ 400 cr
Operational	1 st November 2024



- Increased Market penetration in Beach & Fashion Category
- Category Expansion in Kitchen and Bath robes to offer one stop solution
- Beach & Fashion Towels US Market - \$3 bn

PILLOW

GREENFIELD

Location	Ohio (USA)
New Capacity	6.7 Mn Pillows
Revenue Potential – FY 27	US \$ 50 Mn
Operational	30 th September 2024



- 2nd most sold category after bath towels under Home Textile
- 250 Mn units sold in 2022 est.
- US Market Sales roughly \$2.8 Bn in 2022
- Projected growth to \$ 3.6 Bn by 2026
- Tapping nearshoring opportunities



QUARTERLY PROFIT & LOSS

(₹ Million)

Particulars	Q4FY24	Q4 FY23	YoY Change	Q3FY24	QoQ Change
Total Income	26,167	21,955	19.2%	24,539	6.6%
EBITDA	4,001	3,201	25.0%	3,819	4.8%
EBITDA Margin (%)	15.3%	14.6%	71 bps	15.6%	(27 bps)
Finance Cost	518	333	55.7%	419	23.6%
Depreciation	962	1,135	(15.2%)	1,004	(4.1%)
PBT	2,521	1,733	45.5%	2,396	5.2%
PAT (After Minority Interest)	1,460	1,254	16.4%	1,768	(17.4%)
PAT Margin	5.6%	5.7%	(13 bps)	7.2%	(162 bps)
Cash Profit [^]	4,296	2,481	73.2%	2,746	56.5%
EPS (₹) (Not Annualised)	1.52	1.28	18.8%	1.84	(17.4%)

Note:

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



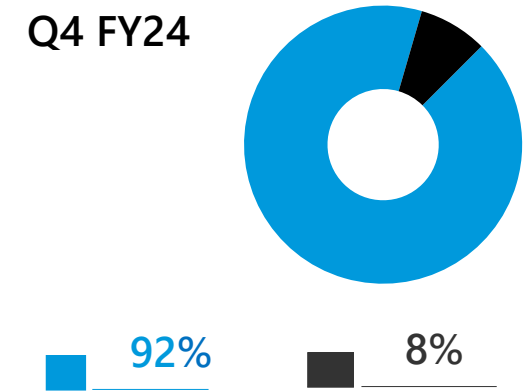
QUARTERLY SEGMENT RESULTS

(₹ Million)

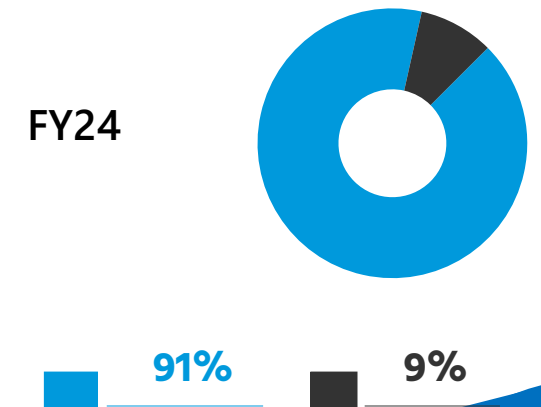
Particulars	Q4 FY24	Q4 FY23	YoY Change	Q3 FY24	QoQ Change	FY24	FY23	YoY Change
Home Textile								
Revenue	24,217	20,171	20.1%	22,514	7.6%	90,630	76,381	18.7%
EBITDA	3,640	2,930	24.2%	3,470	4.9%	13,827	7,984	73.2%
EBITDA Margin (%)	15.0%	14.5%	51 bps	15.4%	(38 bps)	15.3%	10.5%	480 bps
Flooring								
Revenue	2,129	2,083	2.23%	2,463	(13.6%)	9,269	7,057	31.4%
EBITDA	182	87	108.4%	200	(8.9%)	766	181	322.1%
EBITDA Margin (%)	8.6%	4.2%	436 bps	8.1%	44 bps	8.3%	2.6%	569 bps

Revenue Segmentation (%)

Q4 FY24



FY24



Legend



Home Textile



Flooring



Summary of Financial Statements





Profit & Loss Summary

(₹ Million)

Particulars	FY20	FY21	FY22	FY 23	FY 24
Total Income	68,362	74,080	93,773	82,151	98,251
Growth YoY* %	3.4%	8.4%	26.6%	(11.4%)	19.6%
EBITDA	13,098	14,198	14,246	8,739	15,147
EBITDA Margin	19.2%	19.2%	15.2%	10.6%	15.4%
Depreciation	4,811	4,536	4,205	4,421	3,945
Finance cost	1,777	1,975	1,313	1,299	1,534
PBT	6,944	7,686	8,728	3,019	9,668
PAT (After Minority Interest)	5,074	5,397	6,012	1,988	6,811
Cash Profit [^]	9,702	10,197	10,703	6,760	12,398
EPS (₹) (Not Annualised)	5.05	5.37	6.06	2.02	7.06

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	31-Mar-24
Net Worth	29,721	36,447	39,717	40,878	45,158
Short Term Loans	17,717	17,452	19,742	12,342	15,665
Long Term Loans	16,704	10,962	12,142	11,162	9,540
Gross Debt	34,421	28,414	31,884	23,504	25,205
Cash & Cash Equiv.	4,803	5,087	9,595	8,161	11,663
Net Debt	29,618	23,327	22,289	15,343	13,542
Capital Employed*	68,825	71,305	79,053	72,389	80,767
Net Fixed Assets (incl CWIP)^	38,105	38,042	39,881	37,777	36,737
Net Current Assets	21,828	24,536	24,839	23,135	27,450
Total Assets	83,103	86,778	94,368	86,501	95,500

Net Debt reduced by 54% in last 4 Years (FY20 to FY24)

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	FY24
Solvency ratios	Net Debt/Equity	1.00	0.64	0.56	0.38	0.30
	Net Debt/EBITDA	2.26	1.64	1.56	1.76	0.90
	EBIT/Interest	4.66	4.89	7.65	3.32	7.30
Operational ratios	Current ratio	1.19	1.33	1.37	1.66	1.72
	Fixed asset turnover	1.77	1.93	2.33	2.14	2.63
	Total asset turnover	0.81	0.85	0.99	0.94	1.01
	Inventory days	83	88	78	89	78
	Debtor days	59	59	39	43	47
	Payable days	49	54	36	39	34
Return ratios	Cash conversion cycle	93	93	80	93	91
	ROE	16.1%	16.3%	15.8%	4.9%	15.8%
	ROCE (Pre-tax) (TTM)	12.3%	13.8%	13.4%	5.7%	14.6%

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 WLL that enlists our goals under Sustainability till 2030.



Transparent Reporting of Welspun Living'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 biomass (Agri-Pellets) for steam generation
- ◆ Renewable power from CleanMax has started at Vapi from June'23.
- ◆ 30 MW solar power plant at Anjar commissioned
- ◆ 95% of critical Suppliers onboarded on Sedex for a transparent supply chain
- ◆ Acquired membership of UN Global Compact (UNGC)



Social

- ◆ Engaged with Cotton Farmers to grow sustainable Cotton (Better Cotton Initiative and Organic Cotton) in an initiative spread over 350 villages, impacting 26,000 farmers.
- ◆ Also initiated special program for ELS (Extra long staple) cotton with over 4000 framers enrolled.
- ◆ 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
- ◆ In FY 24, reached over 8 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
- ◆ Upgrading from ESG compass to a new AI enabled ESG monitoring & reporting tool 'Credibl'
- ◆ Robust Ethics framework in place
- ◆ Compliance management tool in place
- ◆ Innovation & intellectual property oriented culture reflected in 36 patents filled globally



SUSTAINABILITY INITIATIVES – GROWING BUSINESS RESPONSIBLY

- Welspun Living’s Sustainability case study is now a part of a curriculum across universities in US, Canada, France, Europe and Taiwan.”
- Welspun Living achieves highest score in DJSI CSA 2023 in Textile category in India and it stands amongst the top 3%tile textile companies globally. Score improved from 59 to 66
- Welspun Living’s endeavour to keep ESG at the core of all operations has improved its sustainability rating to 11.3. The rating elevated WLL into TOP 10 of the 202 participating companies worldwide in the Sustainalytics rating.



Sustainalytics	DJSI ratings	Crisil ratings
Score improved from 14.4 to 11.3 (June '23)	Score improved from 59 to 66 (Mar'24)	Score 64 – Strong (Jan'24)

FY24 – Environmental Impact



2,51,913+ acres

Landbank of sustainable cotton farming



3,959 million

Liters of recycled water used in process



1,97,419 GJ Energy

Saved through energy conservation



81%

Of cotton used from sustainable sources



5,155 tons

Recycled cotton reused in process

Social Impact –FY 24



◆ Students reached ~188 K



◆ Livelihood Impact beneficiaries ~ 70 K



◆ Health Impact beneficiaries ~ 318 K



◆ 17 athletes supported
◆ Medals: 74



SUSTAINABILITY – PROGRESS AGAINST TARGETS

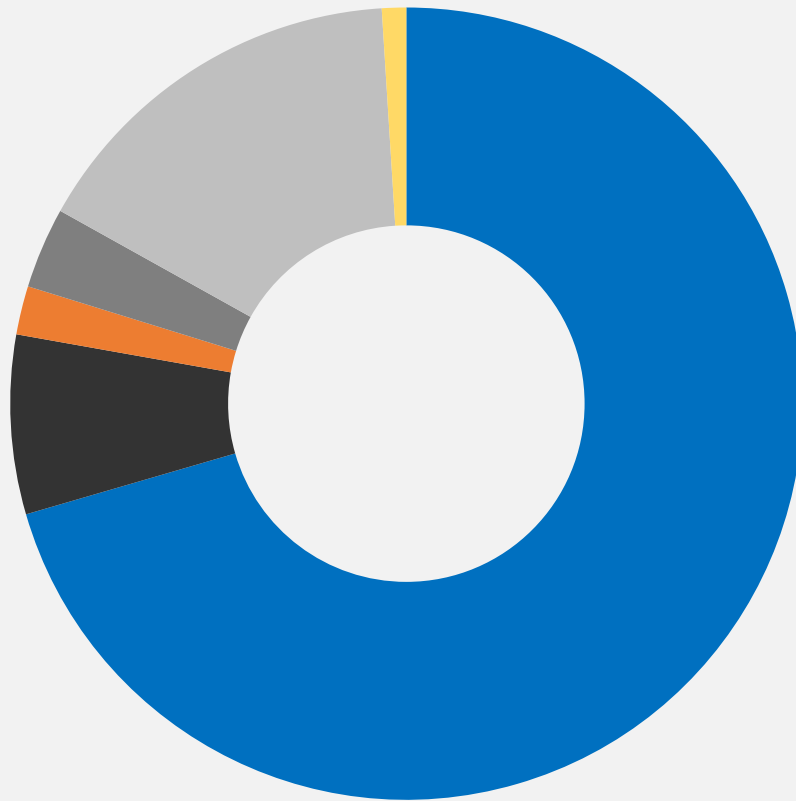
Aspects	FY 24	Goal 2025	Goal 2030
Carbon Neutral (measured as % RE)	10.4%	20% RE	100% RE
100% Sustainable Cotton	81%	50%	100%
Fresh Water Positive in Production operations	11.2KL/MT	5KL/MT	0KL/MT
Zero hazardous waste to Landfill (ETP chemical sludge)	62.8 MT	0 MT	0 MT
Impacting 1 million lives in CSV (YTD)	8,43,960	5,00,000	10,00,000
Farmers in Welspun sustainable farming project (YTD)	26,723	20,000	50,000



SHARE HOLDING SUMMARY



Shareholding Pattern (Mar 2024)



Promoter Group	70.5%
FPIs	7.1%
Mutual Funds/AIF	2.1%
Insurance Co's	3.3%
Public	15.9%
Other	1.0%

Top Institutional Shareholders

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

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Any reference herein to "the Company" shall mean Welspun Living Limited, together with its consolidated subsidiaries.

Let's connect

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Annexure:

OWNED BRANDS – DOMESTIC

Diversified Product Portfolio



Brand Positioning

- ◆ Premium
- ◆ Thoughtfulness

- ◆ Mass



Presence

- ◆ 2,400+ outlets
- ◆ 380 towns
- ◆ 240 Shop in Shop locations

- ◆ 20,282+ outlets (9,112+ in 24)
- ◆ 600+ 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

Note: * As per 3rd party research

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

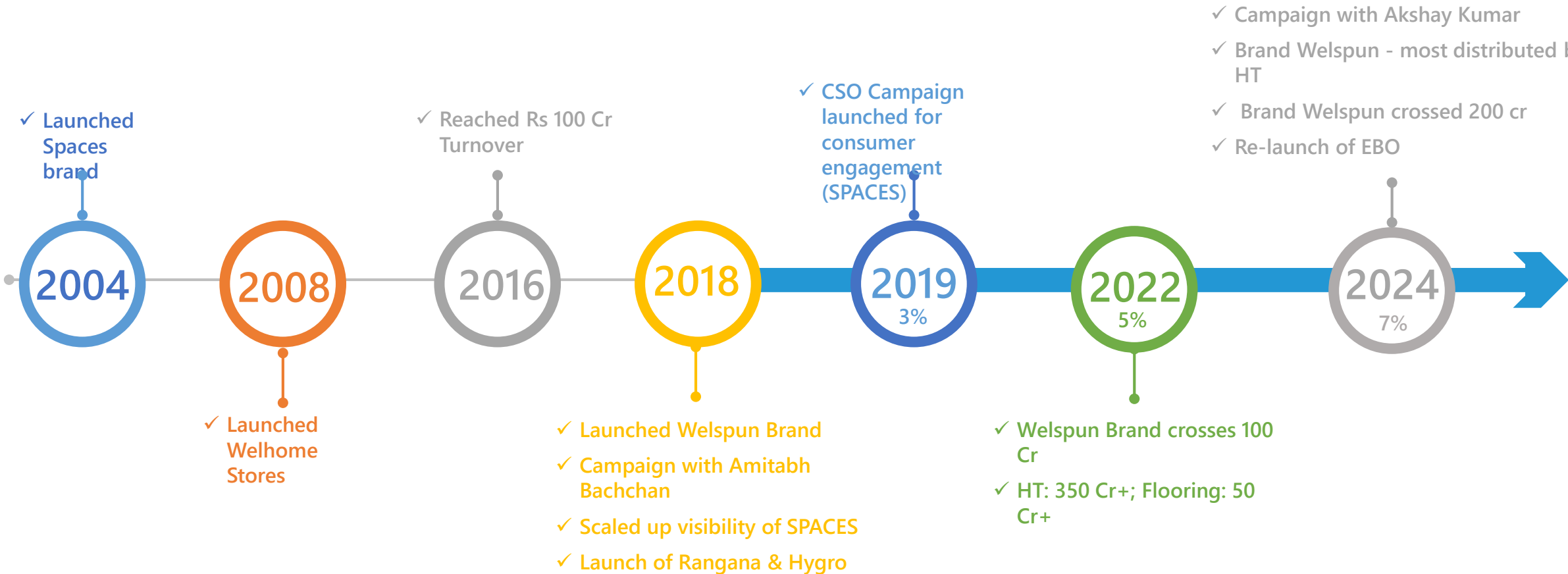


- Cushion cover
- Curtains
- Blinds
- Wall paper

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: 20k+ Outlets FY27 (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

37 Patented Technologies

Filed globally

WINNER 2nd time in a row

CLARIVATE SOUTH AND SOUTH EAST ASIA INNOVATION AWARD 2021



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

Welspun Living

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

Other Innovations



ORGANIC

- ◆ Wrinkle resist properties



NANOCORE

- ◆ Prevent Allergy & Asthma
- ◆ Chemical-free



DRYLON

- ◆ Ultra soft
- ◆ Dries super fast



CHARCOAL

- ◆ Odor-control
- ◆ Hygienic & Detoxifying



- ◆ Better Moisture Management
- ◆ Wrinkle-resistant