

WIL/SEC/2020

October 29, 2020

<b>Bombay Stock Exchange Limited</b> Department of Corporate Services, SP. J. Towers, Dalal Street, Mumbai – 400 001 (Scrip Code-514162)	<b>National Stock Exchange of India Limited</b> Listing Compliance Department Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai – 400 051 (Symbol: WELSPUNIND)
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Dear Sirs/ Madam,

**Subject: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

In compliance with Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation, inter alia, on unaudited financial results of the Company for the quarter ended September 30, 2020.

Please take the same on record.

Thank you,

**For Welspun India Limited****Shashikant Thorat**  
**Company Secretary**  
**ICSI Membership No. : FCS-6505****Enclosed: Results Presentation as mentioned 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 Deck - Oct'20

**WELSPUN**



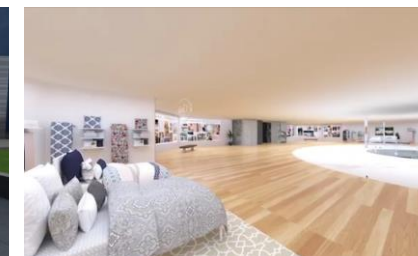
# Welspun India Limited (WIL)

## Q2 & H1 FY21 Business Performance

**WELSPUN**



1. Financial Performance
2. Corporate overview
3. Growth & Value drivers
4. Company & Industry information



**WELSPUN HEALTH**

**HERE, WE KEEP SAFETY FIRST, SECOND AND THIRD.**

Introducing the Welspun Health range of face masks, which are made untouched by bare hands from manufacturing to delivery.

Shop now from [www.MyWelspunHome.com](http://www.MyWelspunHome.com)

**#MadeToProtect**

Also available at [amazon.com](https://www.amazon.com) | [Flipkart](https://www.flipkart.com) | [Myntra](https://www.myntra.com)

**SAFE FLOORS THAT PROTECT YOUR HEALTH**

**WELSPUN ANTIMICROBIAL FLOORING**

**KILLS 99.9% GERMS**

**UN SUMMIT ON BIODIVERSITY**

URGENT ACTION ON BIODIVERSITY FOR SUSTAINABLE DEVELOPMENT

**#FORNATURE**

Dipali Goenka joins other world leaders in 'Voices for Nature', a global multi-stakeholder initiative of 75<sup>th</sup> United Nations General Assembly, to support the historic 1<sup>st</sup> UN Biodiversity Summit.

Dipali Goenka  
CEO & JMD -  
Welspun India Limited

30 September 2020 | General Assembly Hall, United Nations Headquarters, New York

Watch live today from 10.30 pm IST with this link: <https://youtu.be/NQrQQjIKO4E>

**Chief Style Officer**

Your time to *shine* is here!

Ronitaa Italia | Ksmaa Mehta | Payal Singhal

Cash prizes of upto **₹4 Lakhs** + **Style** a cover for GoodHomes

**WELSPUN FLOORING ELLE DECOR**

**MASTERS of DESIGN**  
ARCHITECTURE | DESIGN | SPACES

**HAFAEEZ CONTRACTOR**

**MASABA GUPTA**

IN CONVERSATION WITH

Discover the never before seen side of this star-architect and get to know what makes him so special

RELEASING ON 29 AUG AT 6PM | [ON F](https://www.facebook.com/ELLEDECORINDIA) | [@ELLEDECORINDIA](https://www.instagram.com/ELLEDECORINDIA)

**WELSPUN 2in1 Reversible Bedsheet**

**आप भी मनाएं रिवर्सिबल का जश्न.**

हमारे 2 इन 1 रेडशीट्स से प्रेरणा लेकर, आइए इस पूजो पर उन भूमिकाओं को निभाएं जो आज तक अक्सर सिर्फ पुरुष ही निभाते थे, ढाकी से लेकर पुरोहित तक, आर्येण मण्डला सशक्तिकरण के रैस त्योहार में मण्डला घेने का जश्न मनाएं.

**#चालोपालटाई**

**दलिया चौधरी पुरोहित**

**सुनिता दास ढाकी**

**रिवर्सिबल**

Welspun products are available at all Style Bazaar stores across West Bengal. \* Also available at: [www.MyWelspunHome.com](http://www.MyWelspunHome.com)

Also available at: [IKEA](https://www.ikea.com), [AJIO](https://www.ajio.com), [AMAZON IN](https://www.amazon.in), [FLIPKART](https://www.flipkart.com), [MYNTRA](https://www.myntra.com), [PAPERCUP](https://www.papercup.com), [REPP](https://www.repp.com), [ZEPTO](https://www.zepto.com)

Also available at: **DELHI**: Janak Textiles, M.C. Road / Shyja Dham, Bhatia Sarani / Young Bengal Section, Shyamdas / Ganga Textiles, Bash Bahar Avenue / Lakshmi Stores Mandir, Jadhav Gardens / Janta Bedding and Furnishing, Panchsheel / Rama Kundh, T.N. Chatterjee Road / Lung Ghar, G.K. Road / Sri Krishna Bedding Store, H.C. Sarani / New Maa Kali Bedding Store, Sonapur Bazar / Mangalini, Kalakar Street / Sitawati Bedstore, G.D. Market Mahabani Bedcover, Makram Babu Street / Mousam, Bahala / Bahala Bed Sheet Centre, Bahala / Bahala Bedding, H.C. Sarani / The Saranaya, Radhikani Avenue • **HOWRAH**: Lakshmi Chandra Kundh & Bros, Sarkis Baridighat / U.P. Khadi Bhandar, G.T. Road South / Anuradha - G.T. Road South • **CHANDAN NAGAR**: Chandana Textiles, Laxminagar • **SONARPU**: Gouri Bedding Home, Narayanpur Road

# Financial Performance

**WELSPUN**



# Key Highlights - Q2 / H1 FY21



**Home Textile** revenue grew by more than 6% YoY & 62% QoQ; **Highest ever** Bed Sheet volume in a quarter

Domestic & Global **E-Commerce** business grew by 75% YoY & 4x YoY respectively

**Brand Licensing** agreement with **Scott Living** for Home category

**Domestic B2C** business grew by more than 200% QoQ

Added 50+ plazas to reach 500+ touch points in **Flooring Segment**

Welspun won the '**Supplier Titan**' award from Home Textiles Today, US for swift response to COVID

**Core business EBITDA** up 1% YoY & 61% QoQ at Rs. 4,215 mn and Margin stood at 21.9%

**Net Debt** (Excl. Flooring) reduced by Rs. 6,239 mn and stood at Rs. 17,001 mn

# Financial Performance - Q2 / H1 FY21

(Rs. Million)

Particulars	Q2 FY21	Q2 FY20	YoY Change	Q1 FY21	QoQ Change	H1 FY21	H1 FY20	YoY Change
Total Income	19,926	18,371	8.5%	12,160	63.9%	32,086	35,682	-10.1%
EBITDA	4,048	4,034	0.3%	2,381	70.0%	6,429	7,746	-17.0%
EBITDA Margin (%)	20.3%	22.0%	-164 bps	19.6%	73 bps	20.0%	21.7%	-167 bps
Finance Cost	362	336	7.8%	412	-12.2%	774	709	9.1%
Depreciation	1,149	1,145	0.3%	1,106	3.9%	2,255	2,239	0.7%
PBT	2,537	2,554	-0.6%	863	194.0%	3,400	4,798	-29.1%
PAT (After Minority Interest)	1,797	1,985	-9.5%	491	266.1%	2,288	3,486	-34.4%
Cash Profit*	3,179	3,366	-5.6%	1,648	92.9%	4,827	6,112	-21.0%
EPS (Rs.)	1.79	1.98	-9.5%	0.49	266.1%	2.28	3.47	-34.4%

**Note:**

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



# Segment Results - Q2 / H1 FY21

(Rs. Million)

Particulars	Q2 FY21	Q2 FY20	YoY Change	Q1 FY21	QoQ Change	H1 FY21	H1 FY20	YoY Change
<b>Home Textile</b>								
Revenue	19,242	18,120	6.2%	11,846	62.4%	31,088	35,298	-11.9%
EBITDA	4,215	4,183	0.8%	2,613	61.3%	6,828	7,978	-14.4%
EBITDA Margin (%)	21.9%	23.1%	-118 bps	22.1%	-16 bps	22.0%	22.6%	-64 bps
<b>Flooring</b>								
Revenue	772	130	494.8%	254	204.2%	1,025	234	338.8%
EBITDA	(295)	(196)	-	(273)	-	(568)	(282)	-

Note:

1. Prior period figures are restated wherever necessary

# Financial Performance Trend

(Rs. Million)

Particulars	FY17	FY18	FY19	FY20	H1 FY21
<b>Total Income</b>	<b>67,211</b>	<b>61,318</b>	<b>66,084</b>	<b>68,362</b>	<b>32,086</b>
Growth %	11.8%	-8.8%	7.8%	3.4%	-10.1%
<b>EBITDA</b>	<b>16,639</b>	<b>12,046</b>	<b>11,467</b>	<b>13,098</b>	<b>6,429</b>
<b>EBITDA Margin</b>	<b>24.8%</b>	<b>19.6%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>20.0%</b>
Depreciation	5,054	5,042	4,358	4,811	2,255
Finance cost	1,583	1,408	1,593	1,777	774
PBT (Before exceptional)	10,003	5,597	5,516	6,510	3,400
Exceptional Items	(4,648)	-	(2,647)	434	-
<b>PAT (After Minority Interest)</b>	<b>3,576</b>	<b>3,850</b>	<b>2,098</b>	<b>5,074</b>	<b>2,288</b>
Cash Profit*	9,131	9,413	8,977	9,702	4,827
<b>EPS (Rs.)</b>	<b>3.56</b>	<b>3.83</b>	<b>2.09</b>	<b>5.05</b>	<b>2.28</b>

**Note:**

1. \*Cash Profit = PBDT (Before exceptionals) less Current Tax

# Balance Sheet Trend

(Rs. Million)

Particulars	31-Mar-17	31-Mar-18	31-Mar-19	31-Mar-20	30-Sep-20
<b>Net Worth</b>	<b>23,971</b>	<b>26,057</b>	<b>27,793</b>	<b>29,721</b>	<b>33,195</b>
Short Term Loans	11,721	12,580	14,080	17,717	14,181
Long Term Loans	21,393	20,228	19,024	16,704	15,608
of which Flooring Debt	-	-	2,870	6,378	6,798
<b>Gross Debt</b>	<b>33,114</b>	<b>32,807</b>	<b>33,104</b>	<b>34,421</b>	<b>29,789</b>
Cash & Cash Equiv.	2,725	2,538	2,821	4,803	5,990
Net Debt	30,389	30,269	30,283	29,618	23,798
<b>Net Debt excluding Flooring debt</b>	<b>30,389</b>	<b>30,269</b>	<b>27,412</b>	<b>23,240</b>	<b>17,001</b>
Capital Employed*	61,259	62,962	65,456	68,825	68,491
Net Fixed Assets (incl CWIP)^	35,713	33,641	36,154	38,105	37,552
Net Current Assets	20,114	23,734	22,210	21,828	21,072
Total Assets	73,283	72,249	77,423	83,103	79,733

**Core business Net Debt reduced by Rs. 13,268 mn from 31<sup>st</sup> March 18**

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

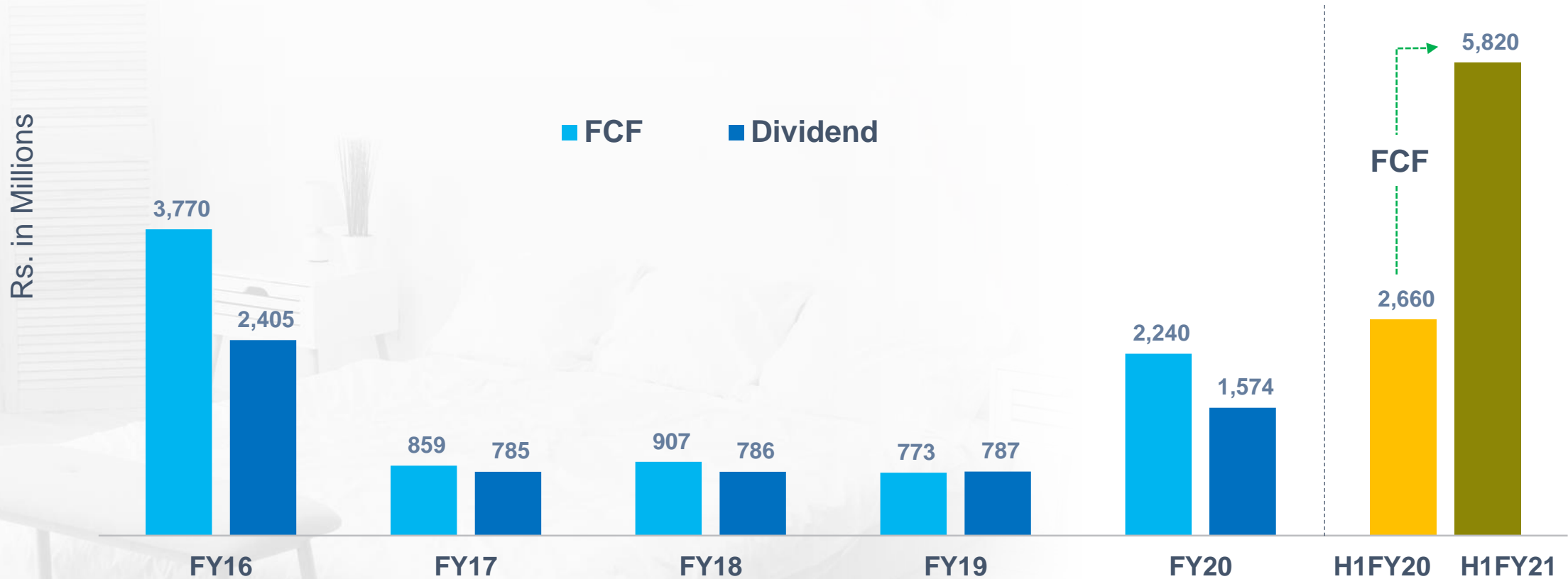
# Financial Ratio Trend

		FY17	FY18	FY19	FY20	TTM
<b>Solvency ratios</b>	Net Debt/Equity	1.27	1.16	1.09	1.00	0.72
	Net Debt/EBITDA	1.83	2.51	2.64	2.26	2.02
	EBIT/Interest	7.32	4.98	4.46	4.66	3.78
<b>Operational ratios</b>	Current ratio	1.41	1.42	1.25	1.19	1.38
	Fixed asset turnover	1.86	1.80	1.81	1.77	1.69
	Total asset turnover	0.91	0.84	0.84	0.81	0.80
	Inventory days	70	79	75	83	71
	Debtor days	53	56	60	59	63
	Payable days	41	39	39	49	40
	Cash conversion cycle	82	96	95	93	94
<b>Return ratios</b>	ROE	29.6%	15.4%	15.2%	16.1%	11.3%
	ROCE (Pre-tax)	19.3%	11.3%	10.9%	12.3%	10.4%

## Continuous Improvement in Net Debt/Equity

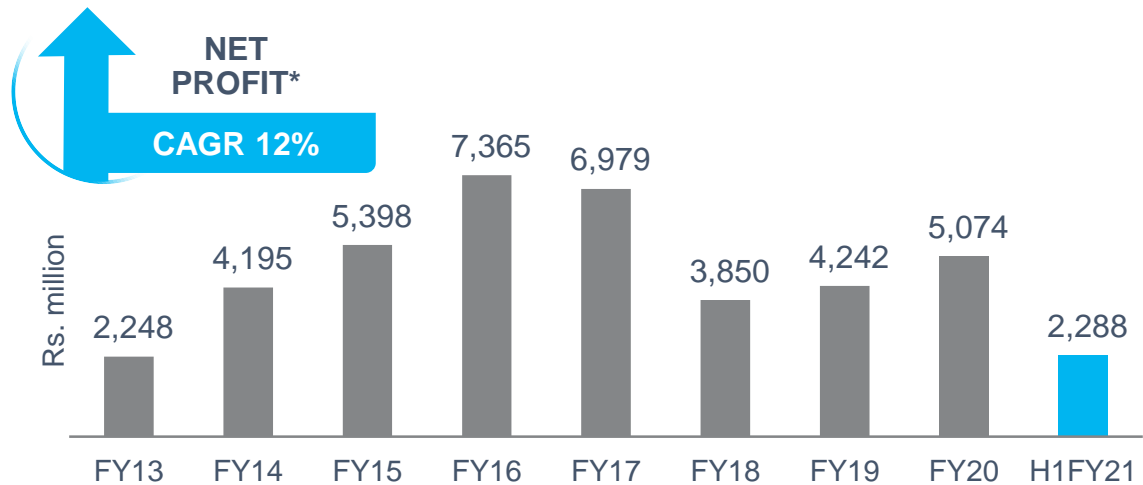
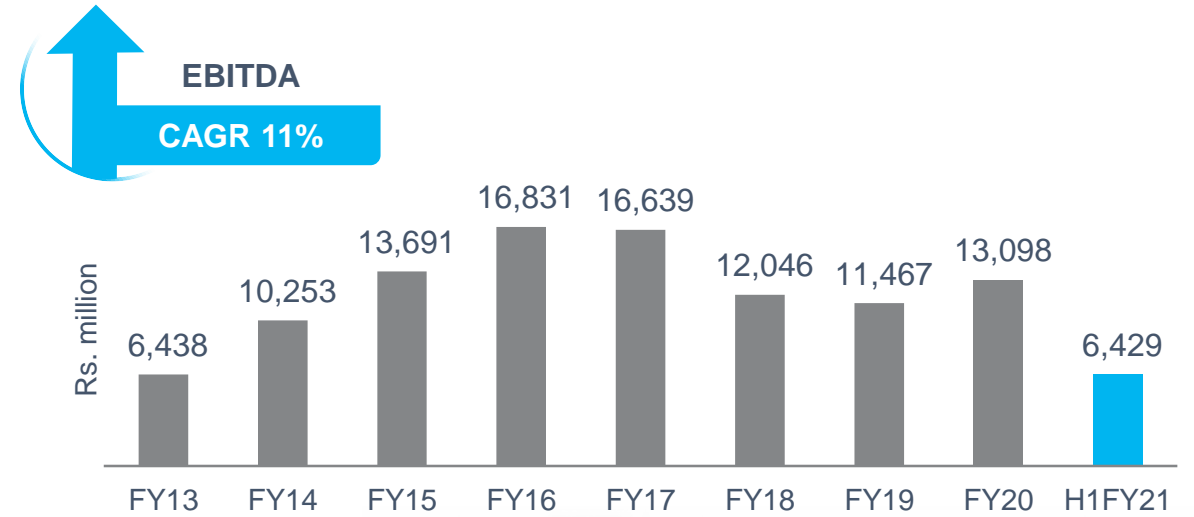
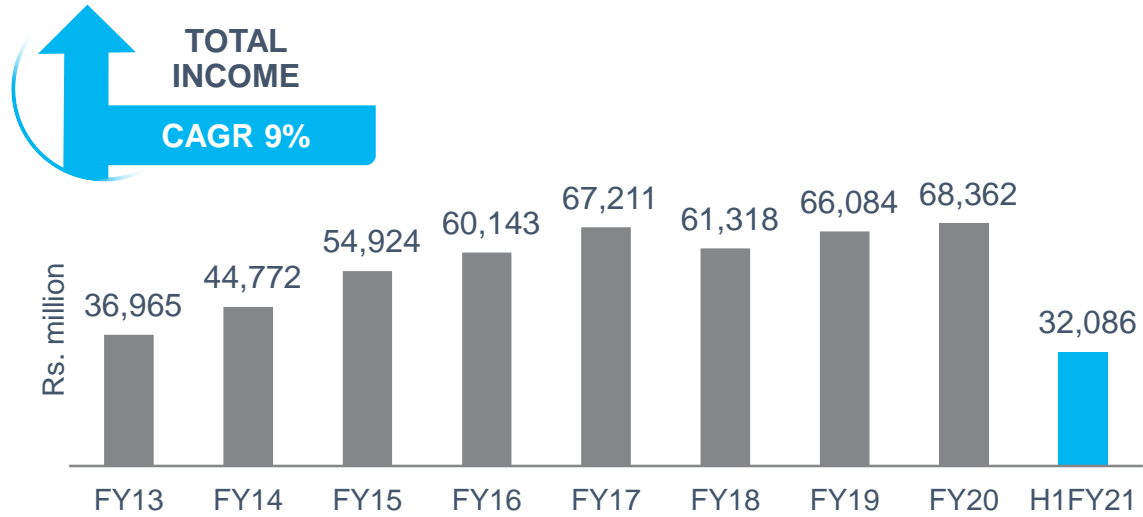
1. ROCE = EBIT / Average Capital Employed & ROE = Net Profit / Average Net worth
2. ROCE (pre-tax) excluding Welspun Flooring is 13.9% for FY20 & 11.9% on TTM basis
3. Total asset turnover = Sales/ (Fixed assets + Gross current assets)
4. FY17, FY19 & FY20 Return Ratios figures adjusted for Exceptional item
5. TTM ROE adjusted for Exceptional item & tax

# Focus on Free Cash Flow



FCF positive and utilized for dividend payout

# Trend of Financial Performance



\*Net Profit for FY17 & FY19 is adjusted for exceptional items | CAGR is based on FY13-FY20

# Dividend Policy



## Board approved dividend distribution policy

**25%** of Standalone PAT to be the total payout  
(incl. dividend tax if any)



## Consistent track record of dividend distribution

Period	Standalone EPS	DPS	Dividend Tax Per Share	Payout Percentage
FY15	5.09	1.05	0.21	25%
FY16	5.99	1.30	0.26	26%
FY17	3.05	0.65	0.13	26%
FY18	3.03	0.65	0.13	26%
FY19	1.41	0.30	0.06	26%
FY20	4.73	1.00	0.20	25%

# Capital Allocation Strategy

It has been our endeavor to allocate capital efficiently in order to enhance stakeholder value. Hence over the last few years our net debt has reduced, even though we have added capacities in various businesses, including our investment in the flooring business.

## Our strategy on **capital allocation** is to:

- ✓ Calibrate our capex based on the cash flow available; and keep it around the total depreciation charge
- ✓ Maintain a steady dividend distribution of at least 25% of standalone profit
- ✓ Continue to invest in our brands across geographies and channels
- ✓ Continued focus on reduction of Net Debt; we have already reduced net debt in our core business by over Rs 1,000 crore over the last 2 years and would continue to allocate cash flow towards net debt reduction

Any capital we are allocating, is after a comprehensive discussion and exercise which is supervised by the board.  
Any capital invested is with view to grow with a significantly higher margin than the current average margins.

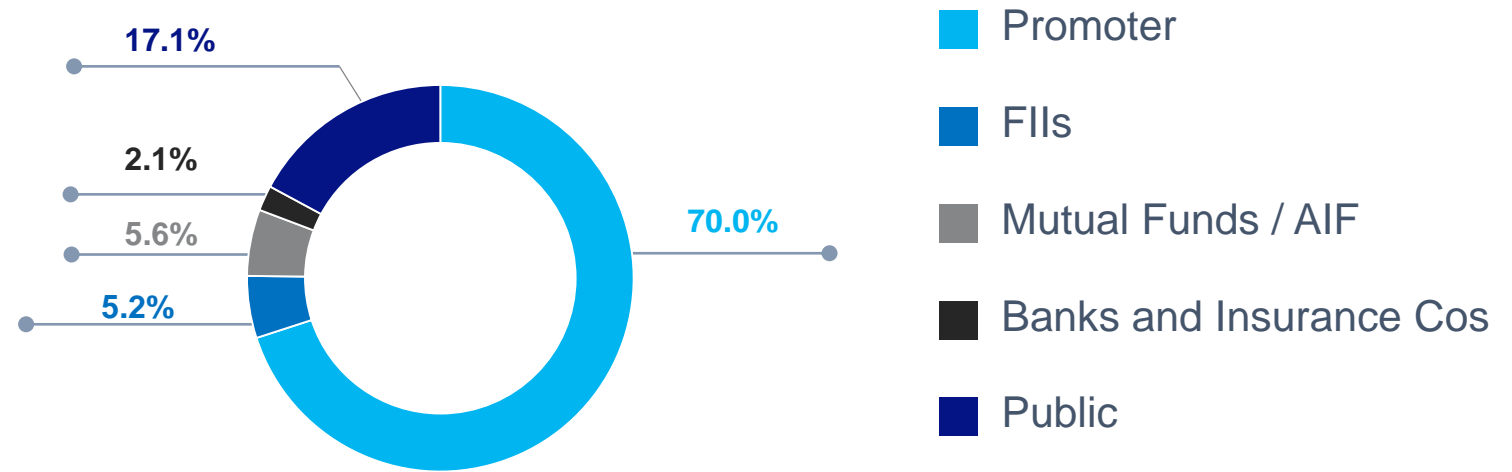


# Shareholding and Trading Snapshot



## Shareholding Pattern

As on September 30, 2020



## Market Statistics

As on October 29, 2020	INR	USD
Price per share	73.35	1.0
No of shares outstanding (Mn)	1,005	
Market capitalization (Mn)	73,697	1,000
Daily average trading Volumes (Q2 FY21) (Mn)	1.73	
Daily average trading Value (Q2 FY21) (Mn)	83.52	1.13

Source: BSE & NSE

# Corporate Overview

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**WELSPUN**



# Welspun Group - Global Conglomerate



**WELSPUN INDIA**  
HOME TEXTILES

**Global Leader  
in Home  
Textiles**

**WELSPUN CORP**  
PIPES AND PLATES

**Global Leader  
in Large  
Diameter Pipes**



**WELSPUN ENTERPRISES**  
INFRASTRUCTURE AND ENERGY

**Infrastructure,  
Investments in  
Oil & Gas**

**WELSPUN ONE**  
Logistics Parks

**Leading  
Warehousing  
player**



Group Revenue  
**US\$ 2.7** Billion



Net Fixed Assets  
**US\$ 1.0** Billion



Net Debt / EBITDA  
**0.8x**



Employees  
**25,000+**

**WELSPUN**



**\$1 Bn**

Global Home  
Textile leader

Bed, Bath, Flooring



## Vertically Integrated Facilities

Presence in **50+ countries**  
with DC's in North America,  
Europe and Asia. Factories in  
India – Anjar, Vapi, Telangana

Thought leader  
in Home Textiles

**30 Patents**

41% revenues from  
Innovative products



## Trusted Partner

Preferred Supplier to  
Top Global Retail giants &  
Hospitality players



## Ranked #1

Among Home Textile  
Suppliers to USA  
5 Times in  
Last 6 Years\*

\* Source: HTT Magazine

A Certified  
**Woman Owned  
Business**

~25% Women in  
20,000+ workforce



Diversified **Brand**  
Portfolio



Socially Responsible,  
**Sustainability-focused**

**1 in 5**  
Towels

**1 in 9**  
Sheets

Sold in the US made by  
Welspun\*\*

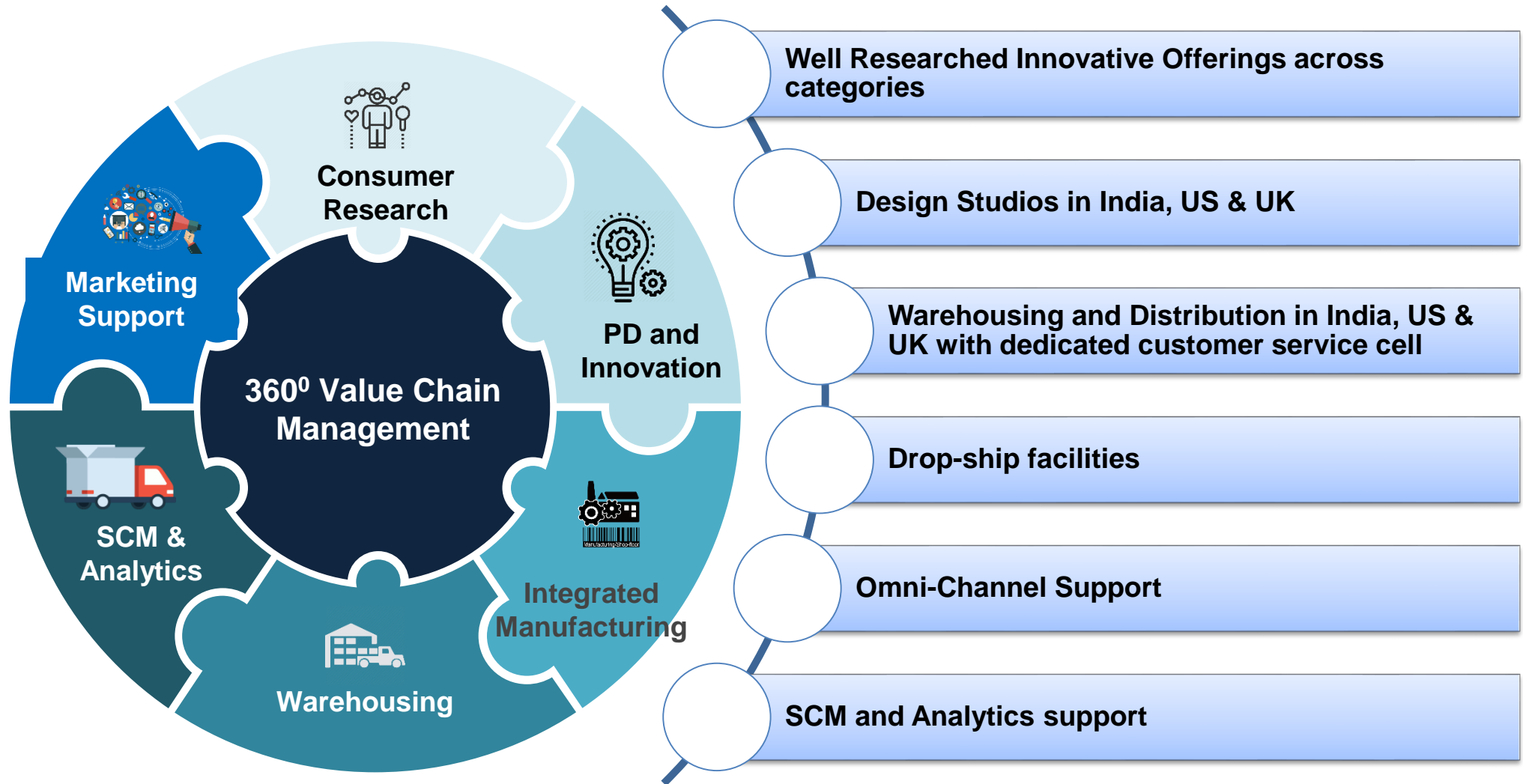
\*\* Source: OTEXA data

# Global Distribution Network with Marquee Clients



Delivery and Reach in over 50 Countries

# 360 degrees capabilities from Farm to Shelf



# Growth and Value Drivers

**WELSPUN**



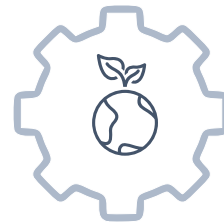
## WELSPUN2.0



**Innovation**



**Brands**



**Sustainability**



**New Channels /  
Markets**



**New Products**

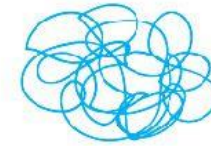


# Well-researched Innovative offerings backed by deep consumer understanding

Deep rooted understanding of today's Consumer needs & behaviors through periodic market research, web scrapping tools & **Welspun Braintrust**.

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.



the welspun  
brain trust



Real-time "chat" on a social media-like platform, with results segmented across various demographics

**FAMILY-FIRST CONNECTION.**



# Thought Leader in Home with robust Innovation portfolio

**41% of Sales from Innovative Products**

## Consumer benefits

### HYGROCOTTON



- Towels softer, fluffier after wash, sheets temperature regulating



## Impact

- Contributes ~\$180 Mn of sales annually
- Completed 15 years, \$ 1 bn in global FOB sales

### WEL-TRAK



- Patented traceability solution
- Tracks fibre from source to finished product

- Multiple retailers have adopted solution
- Constitutes 3-4% of Sales



- **Oritain** tests and verifies the source
- Evolution to Wel-trak with Blockchain, 1<sup>st</sup> in industry

## ORGANIC



Unique mechanism that provides wrinkle resist properties inherent to the product

## CHARCOAL



Charcoal woven into our fabrics provides natural odor control benefits.

## DRYLON



This poly material is ultra soft to touch & dries super fast to create an ideal bath rug. Also used in sheets and towels

## NANOCORE



Patented construction provides superior allergy protection

## Global Collaboration on Innovation

**30** unique patents filed globally



**Top Universities**



**Technology Partners**



**Industry Associations**

# Evolving into strong B2C player, Expanding Global Brand & License portfolio



	India	UK / Europe	North America	Online
Own	Dual Brand Strategy	Christy as Digital brand	WellivingHome	WELHOME™
Licenses	   		   	  

Branded products contributed to ~ 20% revenues in FY20

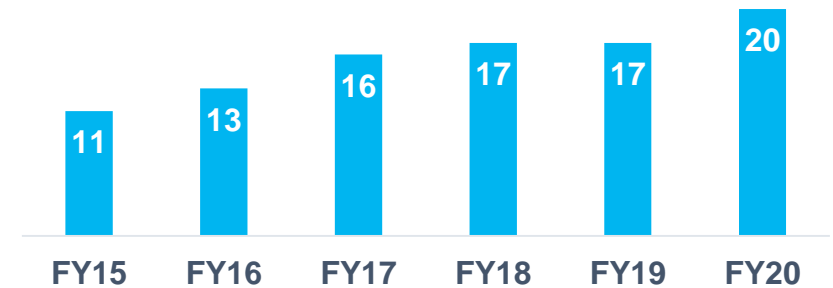


## Global Brand Strategy

- Strengthening our global licensed and owned brand portfolio across geographies.
- Giving us additional shelf space, new channel plays & creating incremental volumes, both online & offline



## Increasing % share of Branded Products



# Premium Brand 'Spaces': Growing from strength to strength



Brand Positioning :  
Thoughtfulness

## Brand highlights

- 2<sup>nd</sup> most famous brand in premium category
- No 1 brand in shop-in-shops
- Best brand in home category at Myntra

## Brand presence

2000+ Outlets across 350 Cities & Towns

Presence in 200+ shop-in-shops



## Domestic Business highlights

- B2C segment recovery, 200% B2C QoQ sales growth
- E-commerce grew over 75% YoY and 50% QoQ

## Licenses for Domestic Market



## Revamping Consumer Experience

Use of 360 degree marketing approach by increasing customer touch points including social media, POS, in-store, PR news, TV, outdoor, radio, customer service.



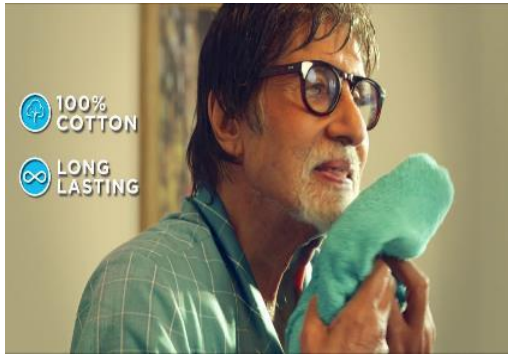
<https://www.youtube.com/watch?v=A0iFKZ0Tfs0>

# Value Brand 'Welspun': Disrupting Indian home textile market



Aiming to be "Har Ghar Welspun" :

Focus on tapping mass segment with innovative, functional, value for money products



Nation wide presence

- 3000+ outlets
- 50+ cities
- 50+ distributors

Zones	Outlets	Distributors
East	489	10
West	1,422	18
North	842	15
South	322	9
<b>Total</b>	<b>3,075</b>	<b>52</b>

2<sup>nd</sup> most famous brand in the Home Linen mass-market category within 2 years of launch

Create Awareness & unlocking consumption



<https://www.youtube.com/watch?v=QdmWbdYgXbE>



<https://www.youtube.com/watch?v=jkmHpSw2t2s>

<https://www.youtube.com/watch?v=ElrSkzxVMTk>

# Welspun Health Readiness: Facility ramp up and all key products are BIS certified



Products launched

Production capacities

Reusable masks, Anti-microbial range, Nanocore masks

3ply surgical face mask

FFP2 Respirator (N95 equivalent)

Coveralls, Medical Gowns

Disposable home linen, Wipes

15,000 pcs/day

1,20,000 pcs/day

40,000 pcs/day

Based on order

All products are BIS certified

Exports : US FDA class 1 listing done; ISO 13485 QMS certification obtained



Anti-Viral Textiles



Partnership with HealthGuard corporation, Australia

Vertically Integrated Facility – Woven/ Non Woven

Clean room manufacturing setup

#MadeToProtect



Fully equipped BIS accredited lab

Socially compliant production



#MadeToProtect

Also available at amazon.com | Flipkart | Mynta

<https://www.youtube.com/watch?v=FfMrIOYIJmU>

# Luxury brand : Christy

- 170 years old British Luxury Heritage brand
- Repositioning the brand to attract the millennials
- Moving from Phygital to Global Digital Brand

Christy  
ENGLAND

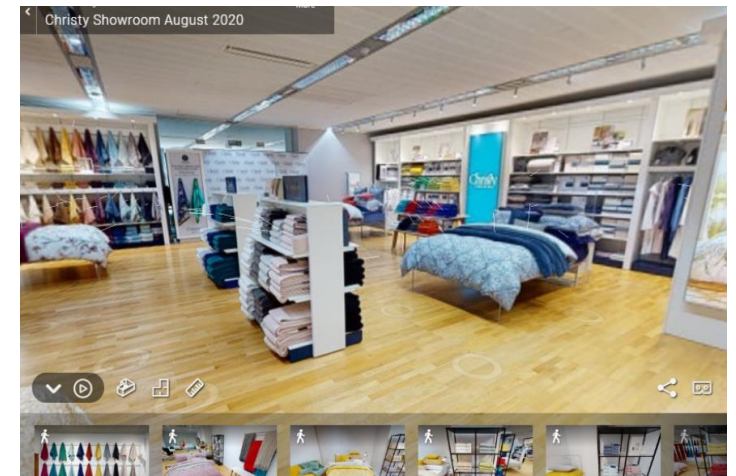
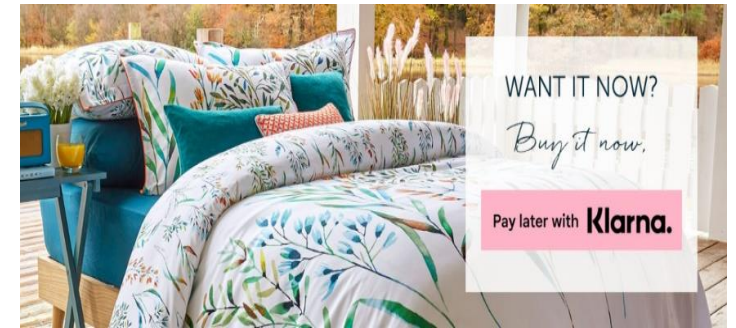
LIVING  
BY Christy

## Christy E-Com continues to grow

- 2.2 X YoY Growth
- 32% Christy business now from E Comm



Strong Wimbledon partnership



Virtual Showroom

# 360° approach towards Sustainability & Circularity

Ranked amongst top 100 most Sustainable companies in India by Economic Times-Futurescape

## Sourcing of Raw Materials



Organic Cotton



Recycled Cotton



Sustainable Sourcing

Farming Projects

## Recycling / Upcycling



Plastics Recycling

Products from Waste



## Manufacturing Process



Zero fresh Water usage

Energy Conservation



## PRODUCTS & OFFERINGS

## Supply Chain & Packaging



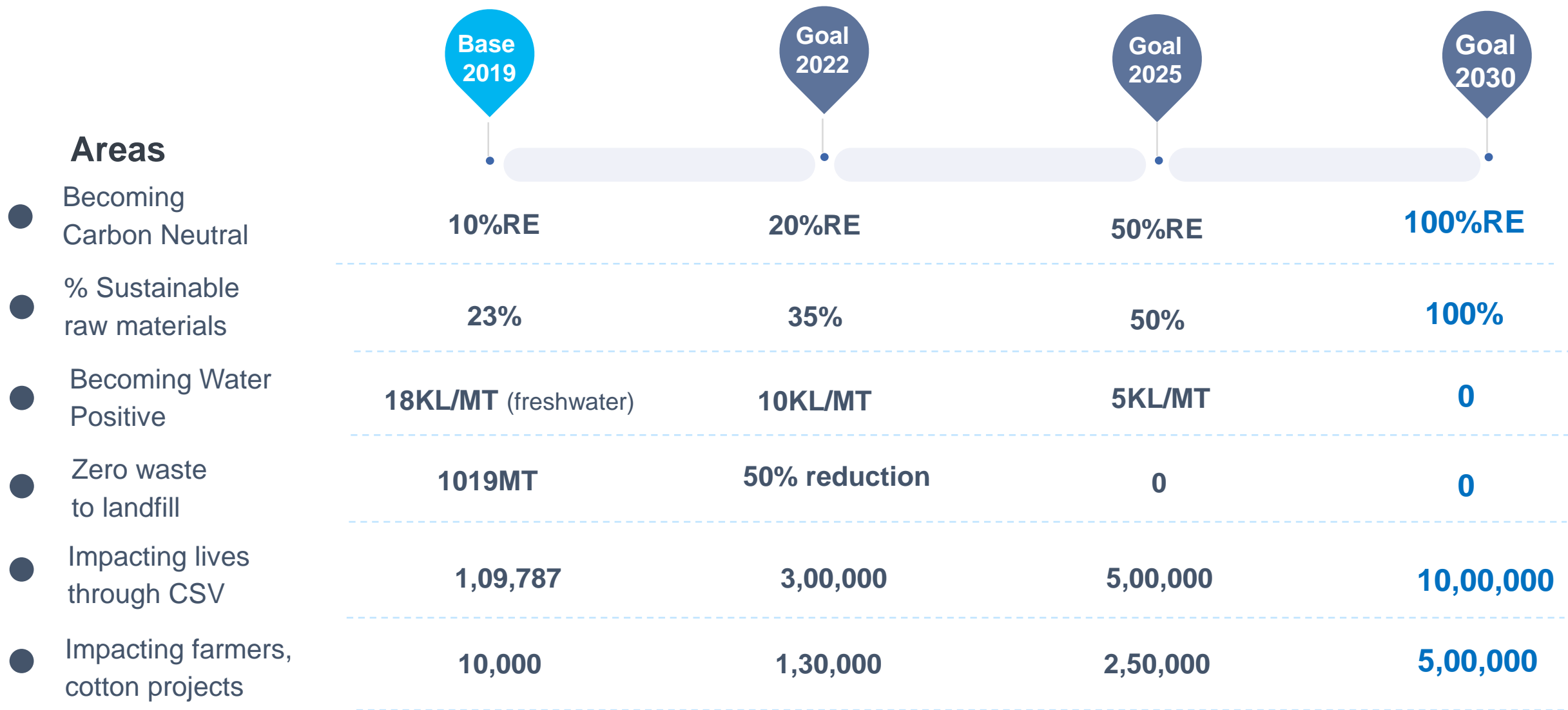
Ancillarisation

Reducing Carbon Footprint

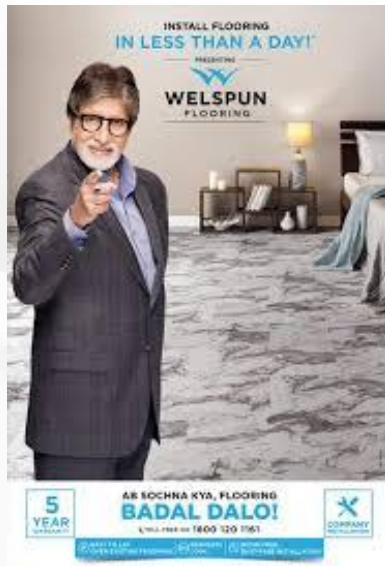




# Business strategy and operating model as per SDG & ESG principles, with well-defined roadmap and targets.



# Flooring Solutions : Disrupting the world of Flooring



- Aim to become a one-stop flooring solutions provider
- Focus on both Export and Domestic – B2B, B2C

**Launched industry first  
Anti-viral range of flooring solutions  
certified by the Resinnova Labs, US**

- 50 distributors & ~500 dealers appointed pan-India
- Only company to offer Covid free – 1 day installation

Wide range of flooring products



**Carpet tiles**



**Broadloom carpets  
& area rugs**



**Luxury Performance  
Tiles (LPT)**



**Artificial grass**



- Greenfield Facility in Telangana, India
  - Capacity of 27 mn sq. metres p.a
- Planned investment of Rs. ~11 billion
  - Invested ~Rs. 9 billion till Q2FY21

Only company to  
manufacture both  
Hard & Soft Flooring  
under one roof

LEED  
Gold  
certified

# Advanced Textile



Cater to medical disposables, hygiene and cosmetic applications

Successfully tested for manufacturing Aerospace cleaning material



Air filtration, EAF (Engine air filter), liquid filtration- Industrial oil, fuel, food,, paint, pharma etc.

Products include specialized features such as fire retardants, anti-bacterial, PET resistant



Tailor made for end applications like Baby Care, Personal Hygiene, Cosmetics, & Home-care

“Made in India” products range gaining traction globally



- Emerging segment of textile products which deals with 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

# Ecommerce - Multipronged strategy to drive growth

Accelerating growth to capture larger share of the fast-growing market



## Growth from Branded & Private Label

Building Global brands - Premiumization & Innovation



## Growing with Accounts

Equal focus on Marketplaces & Retailers



## Foundational Elements



Digital Marketing



Supply Chain Agility



Partnerships



Consumer Insights & Analytics

# Hospitality vertical

- Welspun caters to some of the best-known names in the hospitality industry with a suite of innovative products focusing on guest satisfaction.
- Caters to hotels, vacation rentals, spas/ resorts, gyms, and health clubs.
- Presence in almost 1 million rooms globally



High potential global wellness economy of about **\$3.7 trillion**

Global Alliances

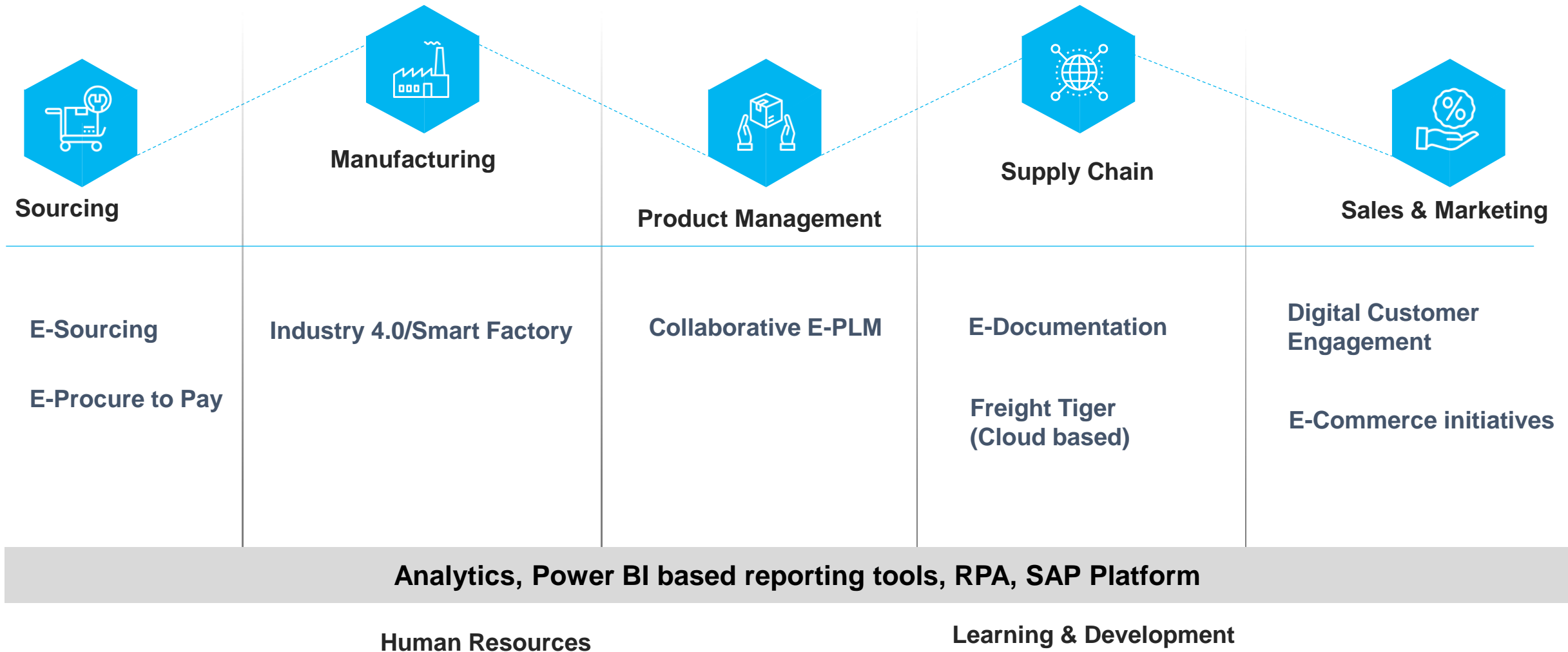
Digital focus

Global Distributors



And more  
...

# Digital Transformation across Organisation



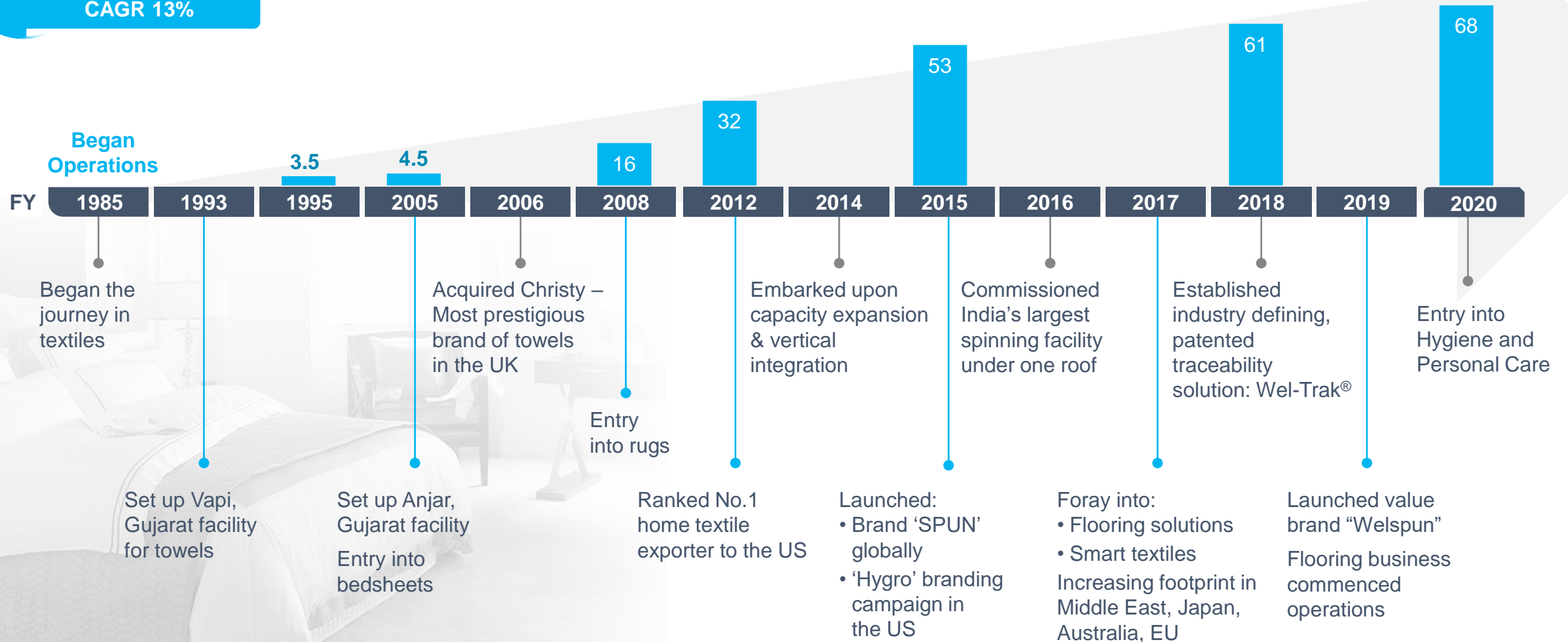
# Company & Industry Information

**WELSPUN**



# Key Milestones

Revenue (Rs Bn)  
CAGR 13%

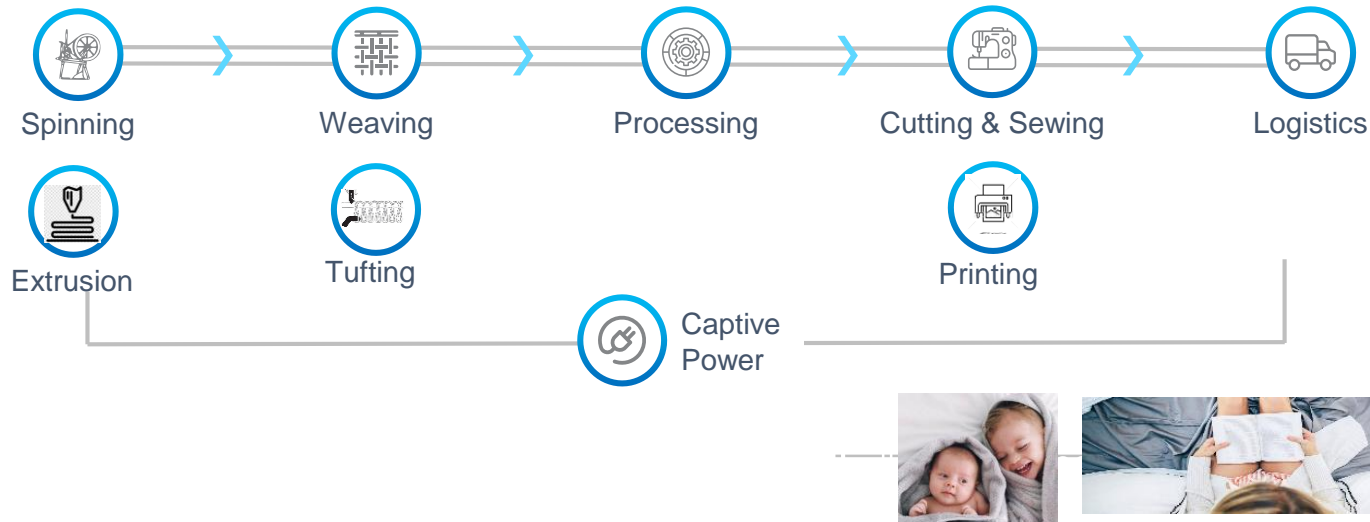


CAGR from FY08-FY20



# Vertically Integrated presence with Significant Capabilities

## Vertically Integrated facilities across Manufacturing value chain



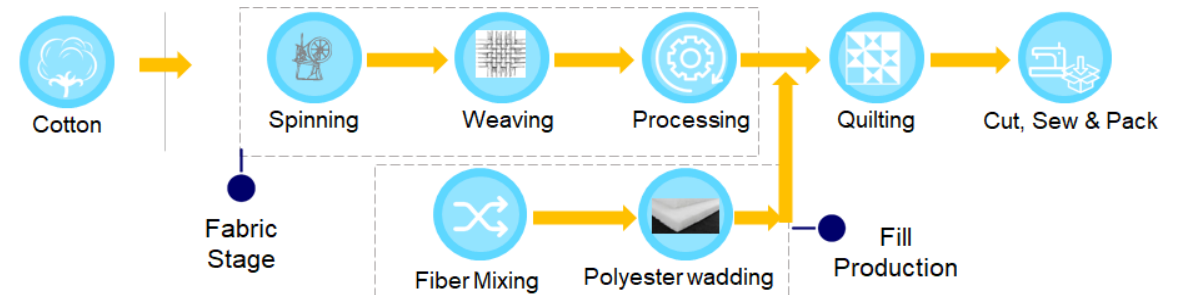
## Current Capacities

Towels (‘000 MT)	Bed Linen & Filled Bedding (‘Mn mtrs)	Rugs & Carpets (‘Mn sq. mtrs)
80	90	10

## Utility Bedding – Complete solution

## Vertically integrated setup for Filled Bedding products

- Design & Innovation**: Patented/ Patent pending technologies
- Manufacturing set up**: Bed Pillows, Shells in Asia..Filled, finished in US
- Wide product range**: AAFA certified -Pillows, Mattress pads, Comforters
- Brand portfolio**: Hygro Luxe, Nanocore, Alfa Loft



# Experienced Board & Management with Proven Track Record



## Board of Directors

### B. K. Goenka, Chairman

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

### Arun Tadarwal, 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

### Pradeep Poddar, Independent Director

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

### 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

### Rajesh Mandawewala, Managing Director; 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 & Joint Managing Director; Member of Board

- Driving force behind textile business, successfully led development of two brands – SPACES and Welhome
- Graduate in Psychology & completed Management Program from Harvard

### 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

### Ms. Nemisha Ghia, CEO (Retail)

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

### 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 Flexibles India

### Mukesh Savlani, CEO (Welspun Flooring - Exports)

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

### Mahesh Shah, CEO (Welspun Flooring - Domestic)

- **30+ years** of experience in Turning around businesses, Go-To- Market strategy alignment and managing large teams
- Prior experience with NITCO, Future Group, Nilkamal Retail, VIP Industries Crompton Greaves, among others

### Ravi Panicker, Head (Christy)

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

# Awards & Accolades - Testimony of Excellence

**ET- Futurescape**

**Sustainability & CSR**

Amongst Top 100  
Companies in India (2020)

**Walmart**

**Sustainability**

GIGA GURU Status  
Energy Conservation (2019)

**Macy's**

**Sustainability**

Supplier Partner for the  
year (2019)

**IKEA**

**Innovation**

Innovation partner  
for Home category (2019)

**HTT**

**Supplier Titan**

Response to COVID &  
stakeholder support (2020)

**Texprocil**

**Highest Exports**

Platinum awards  
Highest global exports (2019)

**BW-Businessworld**

**Most Influential Woman**

Dipali's Contribution to  
Industry & Society (2020)

**Kohl's**

**Home category**

Home  
Greatness award (2019)

**Prolific North**

**Digital Campaign**

To Christy for best Social  
media campaign (2018)

**ASDA**

**Home category**

Supplier award  
For Trust (2019)

**Li & Fung**

**Innovation**

Innovation award in  
Home category (2018)

**Forbes**

**Leadership**

To Dipali for most influential  
woman in business

and many more...

# Inclusive Growth: Corporate Social Value



## ENVIRONMENT & HEALTH

- Clean water, Improved sanitation, better Infrastructure
- COVID awareness, Mask distribution, Immunity boosters.
- 144 women entrepreneurs, 59 SHG, 41 group enterprises and 18 individual enterprises



## EMPOWERMENT

- Welspun Spun centers
- Empowering people to lead the way to economic independence
- 62 women empowered across 14 villages providing livelihood & market access
- 27 sports women supported under 14 different sports

## EDUCATION

- Our initiative to improve the quality of education at grassroots
- Impacts over 170+ schools, 1300+ teachers and 70,000+ students



# Creating an Inclusive workplace and society

25% women in ~20,000 workforce which was just 7% a decade ago



W2 unit run solely by 700+ empowered women



Menstrual Hygiene program  
410+ entrepreneurs, 200+ villages



Supporting deserving Sportswomen  
25 athletes, 150+ medals won



Women entrepreneur's enterprise  
50+ women, Earnings ~ Rs.1.7 Million



Skill Development

# Our operations running full throttle with all safety protocols

## Advantages of our vertically integrated facilities

- Farm to Finish operations/ Composite mill
- Worker's colony in factory vicinity
- Cotton warehouse – coverage for 6 months
- On site Vendor Ancillary units
- Proximity to the ports

## Taking care of Health and Safety of workforce

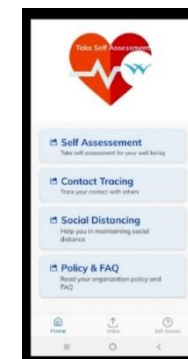
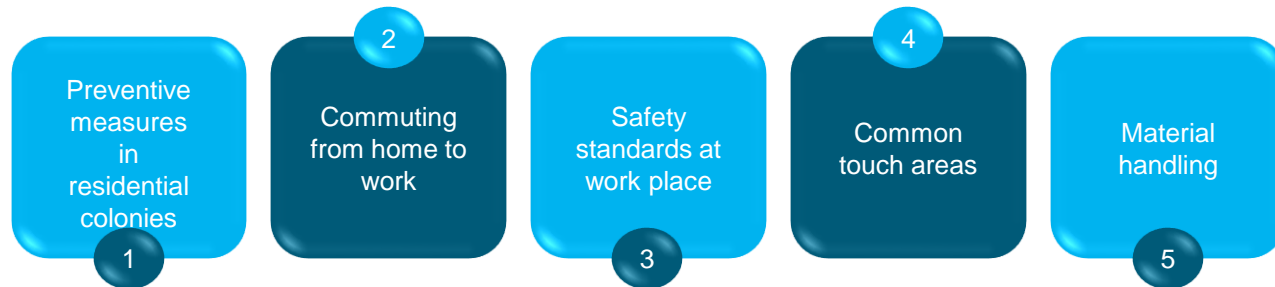


24\*7 well equipped medical centres

COVID Awareness, Isolation wards, Hospital tie-ups

- Provision of all essential items, PPE's
- Nutritious food and immunity boosters

## Implementation of Welspun Penta Protocols™ - Audited by Big 4



WelHeal App



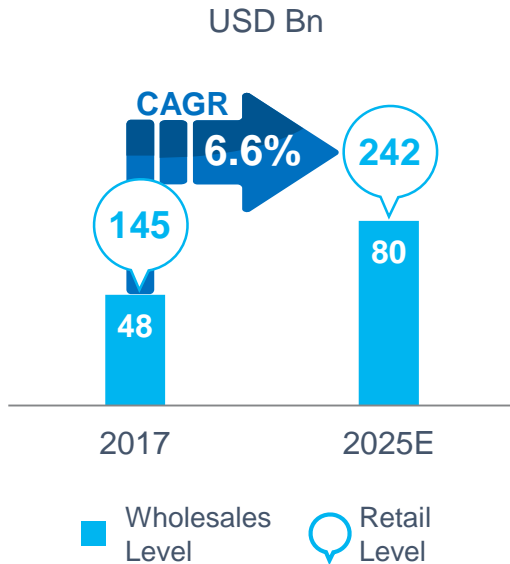
Project Saksham - Connecting with associates families



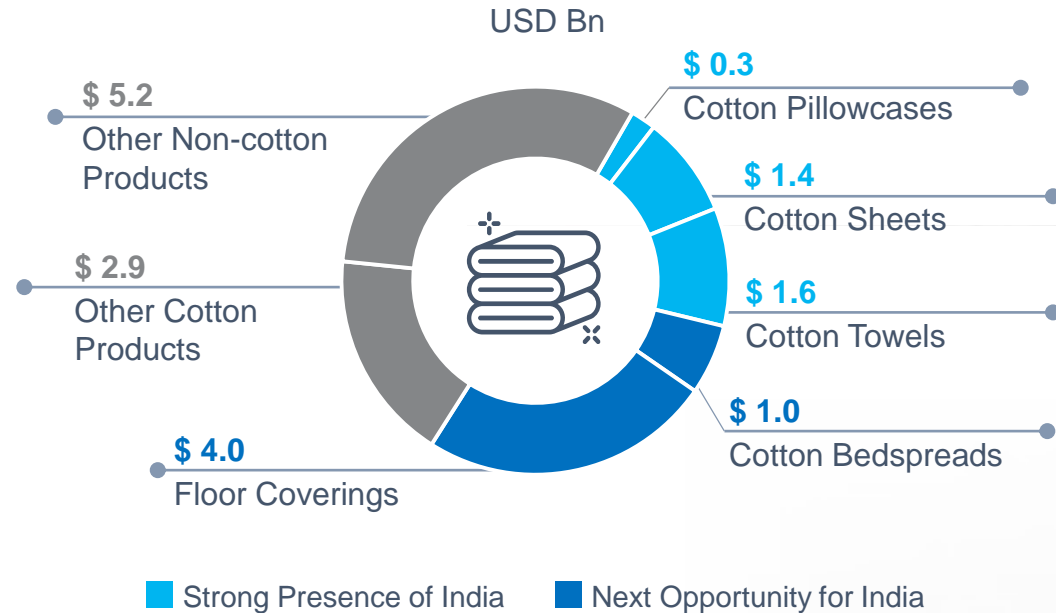
Employing Migrant workers

# Global Market Opportunity

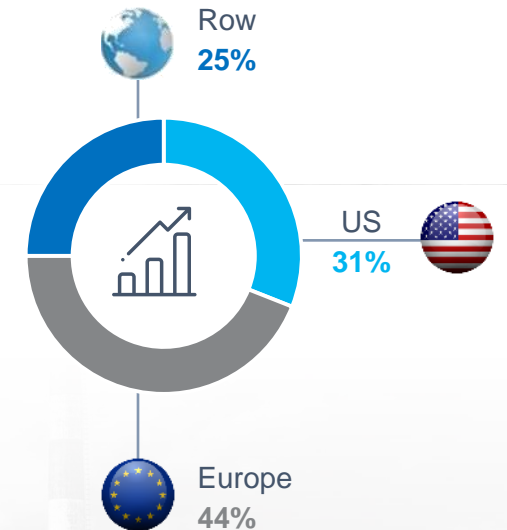
## Global Home Textile Market



## US Home Textile Market (2019)



## Market Composition



- **US and Europe** are the major end markets comprising a **75%** of the textile market
- India players have concentrated in US because
  - US is a large and homogenous market making it a more attractive market to target first
  - While US is a level playing field, Europe provides preferential tariff rates to some competing countries

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WELSPUN



# THANK YOU

**For further details, please contact**

**Sanjeev Sancheti**

President (Finance) & CFO  
Welspun India Limited

Email: [sanjeev\\_sancheti@welspun.com](mailto:sanjeev_sancheti@welspun.com)

**Vipul Garg**

Group Finance & Strategy (Investor Relations)

Email: [vipul\\_garg@welspun.com](mailto:vipul_garg@welspun.com)

<http://www.welspunindia.com/>