

WIL/SEC/2021 July 28, 2021

Bombay Stock Exchange Limited	National Stock Exchange of India Limited				
Department of Corporate Services,	ListingCompliance Department				
SP. J. Towers, Dalal Street,	Exchange Plaza, Bandra-Kurla Complex,				
Mumbai – 400 001	Bandra (E), Mumbai – 400 051				
(Scrip Code-514162)	(Symbol: WELSPUNIND)				

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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation, inter alia, on unaudited financial results of the Company for the quarter ended June 30, 2021.

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

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Corporate Identity Number: L17110GJ1985PLC033271





Earnings Presentation

Welspun India Limited

Home Textile | Advance Textile | Flooring

Q1FY22

28th July 2021

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



FLOORING







Inside this **Presentation**

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Executive Summary















Welspun India Ltd (WIL),

class vertically-integrated

with top global retailers.

part of \$2.7 bn Welspun Group, is a

global leader in the Home Textiles

landscape. With a strong global

distribution network and world-

manufacturing facilities located in India, Welspun is strategic partners



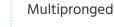


LIVING

BY Christy



KINGSLEY



E-Commerce Strategy to accelerate growth & capture

fast-growing market

larger share of the

ESG Focused

organization with well-defined principles, roadmap and targets

















#1 Ranking

Consistently as Home Textile Supplier to USA.*

1 in 5 Towels & 1 in 9 Sheets Sold in US made by Welspun**



A certified

woman owned business

with >25% women in a 20,000+ strong workforce

Strong **Emerging Businesses:**

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

Thought leader

in Home Textiles with robust innovation portfolio of 32 patented technologies

Note:

*Source: HTT Magazine ** Source: OTEXA data

WIL is differentiated by based strategy **Branding, Innovation and** Sustainability.

Management Commentary

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As the world recovers from Covid-19 crisis, we are encouraged to see signs of buoyant consumer demand and increased consumer spending globally, led by the growth in homebody economy. Our dedicated workforce is our backbone which ensured business continuity in light of the current unprecedented situation. Our efforts are underway to ensure vaccination for 100% of the workforce latest by 15th Aug 2021.

I am delighted to share that we have delivered our highest ever quarterly revenues. Customer centricity being at the core of Welspun, our innovative product portfolio witnessed 64% growth. From farm to shelf, we are driving the next wave of business growth with our strong brand portfolio and digital-first solutions and channels.

Our aspiration of 'Har Ghar Welspun' in India is being realized with our growing nationwide footprint across the home solution portfolio of bath linen, bedding, rugs and flooring.

With a consistent focus on ESG across its operations, Welspun India continues to grow sustainably and responsibly.

Ms. Dipali Goenka

CEO & Joint Managing Director, Welspun India Limited



Awards & Recognition

TEXPROCIL



Invitation from Babson College (US) DUN & BRADSTREET Award





STeP-Sustainable Textile Product



Greenguard Gold Certification



SCS Global Zero waste Certificate



Strong Global Presence





In "Top 15 Home Textile

Supplier Giants to USA"



North America





UK & Europe







Auchan



₹JYSK

Dunelm



HomeTown*

India





















AMERICA'S FLOOR SOURCE

amazon



IHG

























Key Customer Partnership

		• • • • • • • • • • • • • • • • • • • •
o w	almart 💢	COSTCO
★ macys	KOHĽ	S
BED BATH &	∗ wayfa	ir Sams









Carrefour

Key Highlights







Brands

E-Commerce

Click the Icons to know more

Total Income

Q1 → up 83% YoY at ₹ 22,272 mn

EBITDA

Q1 → up 93% YoY at ₹ 4,598 mn

Core Business EBITDA up 84% YoY at ₹ 4,805 mn in Q1FY22 & Margin stood at 22.6%

Branded business grew by 131% YoY and stood at ₹ 2,996 mn in Q1FY22

Emerging Business grew by 128% YoY in Q1FY22

E-Comm & Innovation business grew by 45% & 64% YOY respectively

Net Debt stood at ₹ 22,495 mn vs. ₹ 23,327 mn (March 2021); **Reduction of ₹ 832 mn**

Feathers in our cap





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





Welspun has been recognized by Walmart as its **trusted partner for 20 years** in their recent corporate announcement & HT leadership summit

Quarterly Highlights

(₹ Million)

	Revenue	Revenue EBITDA		PAT	Cash Profit
	22,272	4,598	3,138	2,175	3,168
Growth (YoY)	83.2% ↑	93% ↑	264%↑	343% ↑	92% ↑
Growth (QoQ)	2.5% ↑	28.4%↑	74.6% ↑	67.2% ↑	47.1% 1
Margin (%) (y-o-y)		20.6% ↑	14.1%↑	9.8% ↑	
Margin Expansion/Contraction (y-o-y)		106 Bps	699 Bps	573 Bps	
EPS/CEPS				2.17	3.15

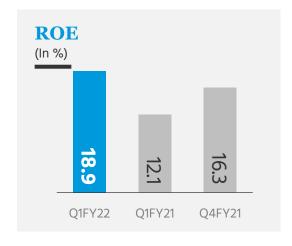
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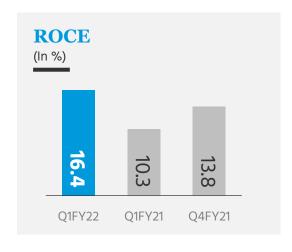
1. Prior period figures are restated wherever necessary

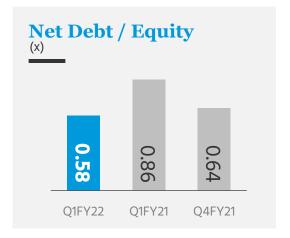
Quarterly Highlights (Cont.)

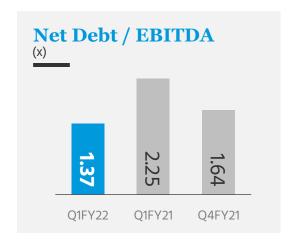
(₹ Million)

Particulars	30-Jun-21	30- Jun-20	31-Mar-21
Net Worth	38,471	30,698	36,447
Short Term Loans	17,956	16,315	17,452
Long Term Loans	11,774	16,142	10,962
of which Flooring Debt	7,656	6,774	7,112
Gross Debt	29,730	32,457	28,414
Cash & Cash Equiv.	7,236	5,928	5,087
Net Debt	22,495	26,529	23,327
Net Debt excl. Flooring debt	14,839	19,469	16,215
Total Assets	92,025	82,502	86,778









Net Debt reduced by ₹ 832 mn; excl. Flooring by ₹ 1,376 mn

Note:

1. All quarterly chart figures are on TTM basis.

Quarterly Highlights (Cont.)

(₹ Million)

Revenue		B2B			Branded [#]			
	Glob	Global*		Glo	bal*	Dom	Domestic	
	Innovation	Others	- Domestic -	Online	Offline	Online	Offline	
Q1FY22 Sales Contribution (%)	5,529 29%	9465 <i>50%</i>	934 <i>5</i> %	908 <i>5</i> %	1579 8%	45 <i>o</i> %	464 2%	
Q1FY21 Sales Contribution (%)	3,382 28%	6,949 <i>57</i> %	532 <i>4</i> %	633 <i>5</i> %	487 4%	26 0%	152 1%	
Q4FY21 Sales Contribution (%)	6,106 31%	9,640 48%	995 <i>5</i> %	811 <i>4</i> %	1,602 8%	23 0%	811 4%	
Growth YoY (%)	64%	36%	76%	43%	224%	72%	206%	

Note:

*Non-Domestic

#Includes Innovation

Revenue excludes Other Operating Income

45% YoY

Growth in **E-Com channel**

131% YoY

Growth in **Brand business**

64% YoY

Growth in **Innovation**

Quarterly Highlights (Cont.)

(₹ Million)

Revenue		Textiles Busine	ss	Other Businesses			
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textile	Flooring – B2B	Flooring – Branded	
Q1FY22 Sales Contribution (%)	14,297	1918	953	625	1006	126	
	77%	10%	<i>5</i> %	3%	<i>4</i> %	1%	
Q1FY21 Sales Contribution (%)	10,134	570	653	582	150	68	
	83%	5%	<i>5</i> %	<i>5</i> %	1%	1%	
Q4FY21 Sales Contribution (%)	14,993	2,217	834	806	942	196	
	75%	11%	4%	4%	<i>5</i> %	1%	
Growth YoY (%)	41%	236%	45%	7%	571%	85%	

Note:

HT - Home Textile HT-Branded includes sales from licensed brands Revenue excludes Other Operating Income 51% YoY

Growth in **Textile business**

133% YoY

Growth in **HT Branded business** (incl. E-Comm)

85% YoY

Growth in **Other Businesses**

Operational highlights (Quarterly)

Manufacturing Capacity & Utilization

Particulars

Flooring

Mn sq mtrs

		Capacity			%)		(%)		(%)
Bath Linen	MT	85,400	19,179	9.	5%	19,951	100%	12,439	62%
Bed Linen	Mn mtrs	90	21.8	9	7%	20.2	90%	14.0	62%
Rugs & Carpets	Mn sq mtrs	10.8	2.7	7 10	0%	2.6	105%	0.9	36%
Particulars	ИОМ	Annual^ Capacity	Q1FY2			Q4FY21	Utilization (%)	Q1FY21	Utilization (%)
Spunlace	MΤ	11,000	1,848	70	6%	2,450	99%	2,127	77%
Needle Punch	MΤ	3,783	368	4.	5%	426	50%	121	13%
Wet Wipes	Mn Packs	91	15	49	9%	4.2	21%	9	40%
Particulars	UOM			Q1FY22			Y21 Utilizatior (%)	Q1FY21	Utilisation (%)
	Bed Linen Rugs & Carpets Particulars Spunlace Needle Punch Wet Wipes	Bed LinenMn mtrsRugs & CarpetsMn sq mtrsParticularsUOMSpunlaceMTNeedle PunchMTWet WipesMn Packs	Bath Linen Bed Linen Mn mtrs 90 Rugs & Carpets Mn sq mtrs 10.8 Particulars UOM Annual^Capacity Spunlace MT 11,000 Needle Punch MT 3,783 Wet Wipes Mn Packs 91 Annual Capacity Annual Capacity	Bath LinenMT85,40019,179Bed LinenMn mtrs9021.8Rugs & CarpetsMn sq mtrs10.82.7ParticularsUOMAnnual^CapacityQ1FY2SpunlaceMT11,0001,848Needle PunchMT3,783368Wet WipesMn Packs9115	Bath Linen MT 85,400 19,179 9 Bed Linen Mn mtrs 90 21.8 9 Rugs & Carpets Mn sq mtrs 10.8 2.7 10 Particulars UOM Annual Capacity Utili (Capacity) Ut	Bath Linen MT 85,400 19,179 95% Bed Linen Mn mtrs 90 21.8 97% Rugs & Carpets Mn sq mtrs 10.8 2.7 100% Particulars UOM Annual Capacity Q1FY22 Utilization (%) Spunlace MT 11,000 1,848 76% Needle Punch MT 3,783 368 45% Wet Wipes Mn Packs 91 15 49% Annual Capacity Utilisa	Bath Linen MT 85,400 19,179 95% 19,951 Bed Linen Mn mtrs 90 21.8 97% 20.2 Rugs & Carpets Mn sq mtrs 10.8 2.7 100% 2.6 Particulars UOM Annual Capacity Q1FY22 Utilization (%) Q4FY21 Spunlace MT 11,000 1,848 76% 2,450 Needle Punch MT 3,783 368 45% 426 Wet Wipes Mn Packs 91 15 49% 4.2 Particulars UOM Annual Capacity Q1FY22 Utilisation Q4F	Bath Linen MT 85,400 19,179 95% 19,951 100% Bed Linen Mn mtrs 90 21.8 97% 20.2 90% Rugs & Carpets Mn sq mtrs 10.8 2.7 100% 2.6 105% Particulars UOM Annual Capacity Q1FY22 Utilization (%) Q4FY21 Utilization (%) Spunlace MT 11,000 1,848 76% 2,450 99% Needle Punch MT 3,783 368 45% 426 50% Wet Wipes Mn Packs 91 15 49% 4.2 21%	Bath Linen MT 85,400 19,179 95% 19,951 100% 12,439 Bed Linen Mn mtrs 90 21.8 97% 20.2 90% 14.0 Rugs & Carpets Mn sq mtrs 10.8 2.7 100% 2.6 105% 0.9 Particulars UoM Annual Capacity Q1FY22 Utilization (%) Q4FY21 Utilization (%) Q1FY21 Spunlace MT 11,000 1,848 76% 2,450 99% 2,127 Needle Punch MT 3,783 368 45% 426 50% 121 Wet Wipes Mn Packs 91 15 49% 4.2 21% 9

0.97

30%

1.24

Q1FY22

Annual

UOM

Utilization

Q4FY21

Utilization

40%

Utilization

6%

Q1FY21

0.16

Note:

welspunindia.com

12.9

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^{*}Expected Capacity at Full Capex

Enhancing capacity; catering to growing demand

- Rise of homebody economy & focus on hygiene driving increased consumption of Home textile products
- Enhancing our capacity through de-bottlenecking & rebalancing facilities to cater to this demand
- Capital light expansion in the areas of processing, cut & sew etc.



Towels

80,000

Capacity in FY21

85,400_{MT}

Current Capacity



compared to FY21



Bed Linen

90 Mn. Meters

Capacity in FY21

90 Mn. Meters
Current Capacity

108 Mn. Meters
Starting Q4FY22



Rugs & Carpets

10 Mn. Sq. Meters
Capacity in FY21

10.8 Mn. Sq. Meters
Current Capacity

18 Mn. Sq. Meters

HOME TEXTILE:

- Capacity expansion at Vapi and Anjar underway.
- Benefits will start accruing from Q2 FY22 and revenue potential from second year ~
 ₹ 12,000 mn

ADVANCED TEXTILE:

- Spunlace expansion to commence operations in Q4 FY22
- Potential business topline: over ₹ 6,000 mn by FY23

FLOORING:

- Hard flooring capacity doubled in January 2021
- Further planned capacity enhancement to be completed by Q3FY22

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Quarterly Profit & Loss

(₹ Million)

Particulars	Q1 FY22	Q1 FY21	YoY Change	Q4 FY21	QoQ Change
Total Income	22,272	12,160	83.2%	21,736	2.5%
EBITDA	4,598	2,381	93.1%	3,582	28.4%
EBITDA Margin (%)	20.6%	19.6%	106 bps	16.5%	417 bps
Finance Cost	489	412	18.5%	642	(23.9%)
Depreciation	972	1,106	(12.1%)	1,142	(14.9%)
PBT (before exceptional)	3,138	863	263.6%	1,797	74.6%
PAT (After Minority Interest)	2,175	491	343.1%	1,301	67.2%
Cash Profit [^]	3,168	1,648	92.3%	2,154	47.1%
EPS (₹)	2.17	0.49	343.1%	1.30	67.2%

Note

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^{1. ^}Cash Profit = PBDT (before exceptionals) less Current Tax

^{2.} Prior period figures are restated wherever necessary

Quarterly Segment Results

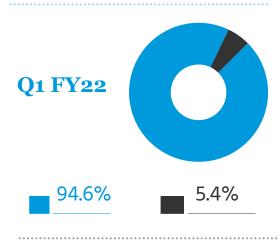
(₹ Million)

Particulars	Q1 FY22	Q1 FY21	YoY Change	Q4 FY21	QoQ Change
Home Textile					
Revenue	21,283	11,846	80%	20,523	4%
EBITDA	4,805	2,613	84%	3,687	30%
EBITDA Margin (%)	22.6%	22.1%	52 bps	18.0%	461 bps
Flooring					
Revenue	1,214	254	379%	1,185	2%
EBITDA	(263)	(273)	-	(189)	-



1. Prior period figures are restated wherever necessary

Revenue Segmentation (%)



Legend



Home Textile



Flooring



Summary of Financial Statements

Profit & Loss Summary

(₹ Million)

Particulars	FY18	FY19	FY20	FY21	Q1FY22
Total Income	61,318	66,084	68,362	74,080	22,272
Growth %	-8.8%	7.8%	3.4%	8.4%	84.3%
EBITDA	12,046	11,467	13,098	14,198	4,598
EBITDA Margin	19.6%	17.4%	19.2%	19.2%	20.6%
Depreciation	5,042	4,358	4,811	4,536	972
Finance cost	1,408	1,593	1,777	1,975	489
PBT (Before exceptional)	5,597	5,516	6,510	7,686	3,138
Exceptional Items	-	(2,647)	434	-	-
PAT (After Minority Interest)	3,850	2,098	5,074	5,397	2,175
Cash Profit*	9,413	8,977	9,702	10,197	3,168
EPS (₹)	3.83	2.09	5.05	5.37	2.17

Note

^{1. *}Cash Profit = PBDT (before exceptionals) less Current Tax

^{2.} Prior period figures are restated wherever necessary

Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-21	30-Jun-21
Net Worth	26,057	27,793	29,721	36,447	38,471
Short Term Loans	12,580	14,080	17,717	17,452	17,956
Long Term Loans	20,228	19,024	16,704	10,962	11,774
of which Flooring Debt	-	2,870	6,378	7,112	7,656
Gross Debt	32,807	33,104	34,421	28,414	29,730
Cash & Cash Equiv.	2,538	2,821	4,803	5,087	7,236
Net Debt	30,269	30,283	29,618	23,327	22,495
Net Debt excluding Flooring debt	30,269	27,412	23,064	16,215	14,839
Capital Employed*	62,962	65,456	68,825	71,305	75,284
Net Fixed Assets (incl CWIP)^	33,641	36,154	38,105	38,042	38,720
Net Current Assets	23,734	22,210	21,828	24,536	25,476
Total Assets	72,249	77,423	83,103	86,778	92,025

Net Debt of Core business reduced by 46% in last 3 Years

Note:

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

Ratios Summary

		FY18	FY19	FY20	FY21	Q1FY22
Solvency ratios	Net Debt/Equity	1.16	1.09	1.00	0.64	0.58
	Net Debt/EBITDA	2.51	2.64	2.26	1.64	1.37
	EBIT/Interest	4.98	4.46	4.66	4.89	5.86
	Current ratio	1.42	1.25	1.19	1.33	1.42
	Fixed asset turnover	1.80	1.81	1.77	1.93	2.16
	Total asset turnover	0.84	0.84	0.81	0.85	0.91
Operational ratios	Inventory days	79	75	83	88	89
	Debtor days	56	60	59	59	49
	Payable days	39	39	49	54	50
	Cash conversion cycle	96	95	93	93	88
Return ratios	ROE	15.4%	15.2%	16.1%	16.3%	18.9%
	ROCE (Pre-tax)	11.3%	10.9%	12.3%	13.8%	16.4%

Continuous improvement in ROCE in last 3 Years

Note:

- ROCE = EBIT / Average Capital Employed & ROE = Net Profit / Average Net worth
- Total asset turnover = Sales/ (Fixed assets + Gross current assets)
- FY17, FY19 & FY20 Return Ratios figures adjusted for Exceptional item

The 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.

We have built a roadmap on Sustainability for WIL that enlists our goals under Sustainability till 2030.



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





Environmental

- Implemented the ISO 140001 EMS at both manufacturing sites
- "SPUN" business is empowering women in rural communities earn livelihood by making handicraft goods from Factory textile scrap thus circular economy
- Setup 30-MLD STP to collect sewage from 3 municipalities and use the treated sewage instead of Freshwater in production operations
- Successfully completed trials to use Hazardous sludge from ETP as alternate fuel in Power Plant (coal replacement)

Water Story



Social

- Focus on inclusion and gender diversity – large segment of women workers in Cut-&-Sew operations
- Welspun Foundation is established to run the CSR and philanthropic programs
- Welspun CSR initiatives are based on 3E's – Environment & Health, Education, Empowerment
- Contributed to COVID-19 relief efforts
- Working with Cotton Farmers to enable them to grow sustainable forms of Cotton

Sustainable Cotton Story



Governance

- Initiated putting in place a broad Enterprise Risk Management framework
- Implemented the ACCESS module in SAP to enable access of relevant data to authorized users
- Ethics framework is in place
- Compliance management tool is in place
- Innovation and intellectual property is encouraged as evidenced in 30+ patents

Governance Framework

ESG Journey till date & Way Forward ...

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

Journey Till Date



Landbank of sustainable cotton farming



4000+ million

Liters of water recycled annually



175,697 GJ of energy

Saved annually through energy conservation



45%

Of cotton from sustainable sources



2,822 tons

Cotton recycled and reused in the factories

21

Welspun is rated "Low Risk" on ESG factors by one of the top ESG rating agency

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

Way Forward

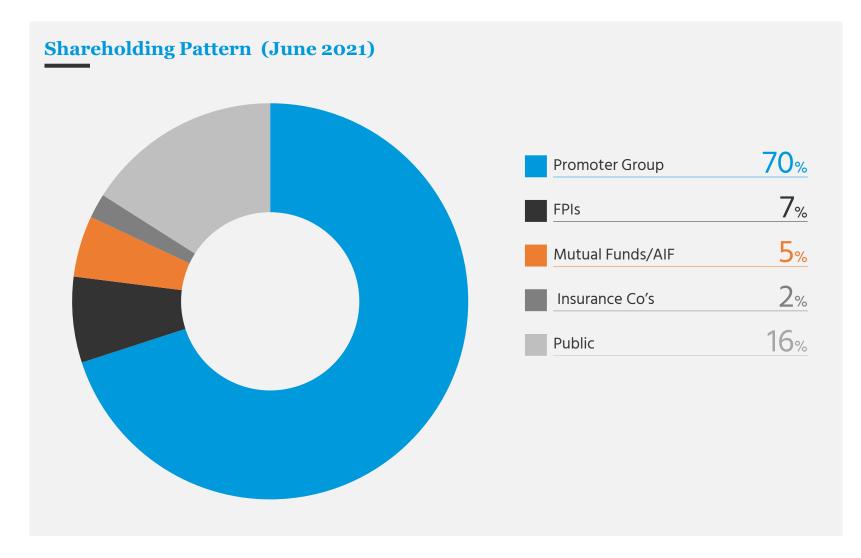
	Sustaianalytics	DJSI (S&P Global)
ESG 2020 Score	Score improved to 14.8 from 17.9	Available by Sep-21

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

Sustainability targets

Aspects	Q1FY22	Goal 2025	Goal 2030	Key Highlights of Q1FY22
Carbon Neutral (measured as % RE)		20% RE	100% RE	Planned installation of 10MW solar plant in FY21-22
100% Sustainable Cotton	45%	50%	100%	Sourcing of both Organic Cotton & BCI-cotton has increased (Due to increased customer demand)
Fresh Water Positive in Production operations	10 KL/MT	5 KL/MT	0 KL/MT	Existing treated municipal sewage use in Anjar factory continues
Zero hazardous waste to Landfill (ETP chemical sludge)	8 MT	0 MT	0 MT	Hazardous Waste used as Alternate Fuel in Power Plant, (reducing use of Coal)
Impacting 1 million lives in CSV	33,727	5,00,000	1,000,000	3E CSV program beneficiaries accounted here
Farmers in Welspun sustainable farming project	12,124	20,000	50,000	Farmer registrations are still to be concluded during the current ongoing sowing period

Share Holding Summary



Top Institutional Shareholders			
DSP Mutual Fund			
L&T Mutual Fund			
L&T Emerging Business Fund			
LIC of India			

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Let's connect

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Owned Brands

India









India









Global





KINGSLEY







Global











Brand Presence

Brand Presence: SPACES

• 2,300+ outlets | 240+ shop-in-shops | 370+ cities & towns

Brand Presence: WELSPUN

• **4,200+** outlets | **80+** distributors | **80+** cities & towns

Brands Highlights

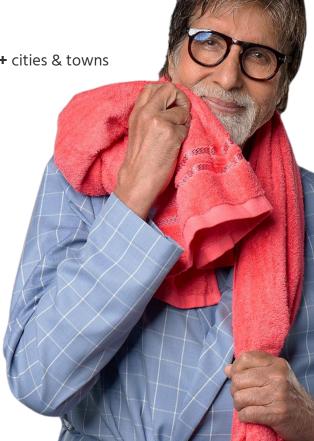
SPACES

- 2nd most famous brand in premium category
- No 1 brand in shop-in-shops
- Best brand on Myntra in home category

WELSPUN

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

Note: * In FY 19-20 as per 3rd party research



E-Commerce – Multipronged strategy to drive growth





\$100 Mn+

Target Revenue by FY23

Geographies in focus







Target Annualized Share (%)

70%

US

15% - 20%

UK

7% - 10%

India



Ecommerce Channel Growth

Brand.com Marketplaces Retailer.com



Build & Grow Branded Business

Own Brand License Brand



Robust Supply Chain

Inventory Planning Network Design



Strong Technology Back-end

Tech-Stack: Middleware PIM

Analytics - GC3



Right **Organization**

COE Org Model Wave Academy Capability

Notes:

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



Innovation – Our strong suite



32 Unique patents

Filed globally

WINNER



CLARIVATE SOUTH AND SOUTH EAST ASIA INNOVATION AWARD 2020



Welspun India

has been recently recognized as the most 'Influential Innovators' at the Clarivate South and South East Asia Innovation Award 2020

Global Collaborations

with Top Universities, Technology Partners and Industry Associations

Key Innovations



HYGROCOTTON

Patented spinning technology makes towel softer loftier and sheet temperature regulating



Softer



Fluffier after wash



Temperature regulating



WEL-TRAK

Patented traceability solution tracking fibre from source to finished product.



Building Trust



Digital Verification



Enhancing Transparency

Other Innovations



ORGANIC

 Wrinkle resist properties



NANOCORE

- Prevent Allergy& Asthma
- Chemical-free



DRYLON

- Ultra soft
- Dries super fast



CHARCOAL

- Odor-control
- Hygienic & Detoxifying