

WIL/SEC/2021

May 14, 2021

<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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached updated Earnings Presentation, inter alia, on audited financial results of the Company for the quarter and year ended March 31, 2021.

Please take the same on record.

Thank you,

**For Welspun India Limited**



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

**Enclosed: Earnings 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

**Q4 & FY21**

May 2021

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





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# Executive Summary

Christy  
ENGLAND

SPACES®  
BED • BATH • RUGS

Wel HOME.  
BY WELSPUN  
{ Textile Solutions  
for Better Living }



WELSPUN  
BED • N • BATH

SCOTT LIVING



LIVING  
BY Christy

KINGSLEY

## Diversified Brand & License Portfolio



WELSPUN FLOORING WELSPUN INDIA  
ADVANCED TEXTILES

### Strong Emerging Businesses:

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



HYGRO COTTON AUTHENTIC WEL-TRAK FIBER  
traced • tracked • trusted™

### Thought leader

in Home Textiles with robust innovation portfolio of 32 patented technologies



### Multipronged

### E-Commerce

Strategy to accelerate growth & capture larger share of the fast-growing market



spun  
threads with a soul

### 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\*\*

### Note:

\* Source: HTT Magazine

\*\* Source: OTEXA data



A certified  
woman owned  
business

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

WELSPUN INDIA  
HOME TEXTILES

Welspun India Ltd (WIL), part of \$2.7 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.

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

# Management Commentary



FY21 was a landmark year for us, as we have achieved **\$ 1 bn in annual revenue** which is our highest ever. I feel extremely privileged to lead a committed team and am thankful for their continued dedication and hard work despite unprecedented challenges this past year. Their resilience was critical in helping us deliver a record year.

Emerging businesses delivered strong performance during the year and global e-comm sales contributed 6% to the topline.

We have coined our ESG strategy as WELOCITY with acceleration at its core. As a global leader in our industry with a strong strategy in place, we are very well positioned for the years ahead.

**Ms. Dipali Goenka**

CEO & Joint Managing Director, Welspun India Limited



# Key Highlights



Brands



E-Commerce



Innovation



Click the Icons to know more

## Total Income

- **Q4** → up 31% YoY at ₹ 21,736 mn
- **FY21** → up 8% YoY at ₹ 74,080 mn

## Highest ever in a quarter & year

**Branded** business grew by 20% YoY and stood at ₹ 9,670 mn in FY21

**Emerging Business (Advanced Textile & Flooring)** grew by 89% YoY in FY21

Board approved **Buyback** of ₹ 2,000 mn at a price of ₹ 120 per share.

## EBITDA

- **Q4** → up 21% YoY at ₹ 3,582 mn (16.5%)
- **FY21** → up 8% YoY at ₹ 14,198 mn (19.2%)

**Core business EBITDA** up 1% YoY at ₹ 14,863 mn in FY21 & Margin stood at 20.9%

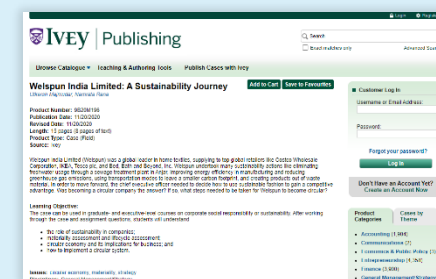
**E-Comm** business grew by 84% YoY and its share in revenue has doubled from 3% to 6% in FY21

**Net Debt** stood at ₹ 23,327 mn vs. ₹ 29,618 mn (March 2020);

**Reduction of ₹ 6,291 mn**

**Dividend** announced at ₹ 0.15 per share.

## Recent Awards & Recognition



Visit Website



Read More

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



Watch video



Read More

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*	EBITDA*	PBT	PAT	Cash Profit
	21,736	3,582	1,797	1,301	2,154
Growth (YoY)	30.6% ↑	20.9% ↑	62.9% ↑	52.0% ↑	9.9% ↑
Growth (QoQ)	6.0% ↑	(14.5)% ↓	(27.8)% ↓	(28.0)% ↓	(33.0)% ↓
Margin (%) (y-o-y)		16.5% ↓	8.3% ↑	6.0% ↑	
Margin Expansion/Contraction (y-o-y)		(132) Bps	164 Bps	84 Bps	
EPS/CEPS				1.30	2.14

**Note:**

1. Prior period figures are restated wherever necessary
2. \*As the Rate for RoDTEP has not been notified, we have not accrued RoDTEP Income in Q4FY21

# Annual Highlights

(₹ Million)

	Revenue*	EBITDA*	PBT	PAT	Cash Profit
	74,080	14,198	7,686	5,397	10,197
Growth (YoY)	8.4% ↑	8.4% ↑	18.1% ↑	6.4% ↑	5.1% ↑
Margin (%) (y-o-y)		19.2%	10.4% ↑	7.3%	
Margin Expansion/Contraction (y-o-y)		-	85 bps	-	
EPS/CEPS				5.37	10.15

**Annual growth will be double digit if adjusted for lockdown period of 45 days during March and April 2020**

**Note:**

1. Prior period figures are restated wherever necessary
2. \*As the Rate for RoDTEP has not been notified, we have not accrued RoDTEP Income in Q4FY21



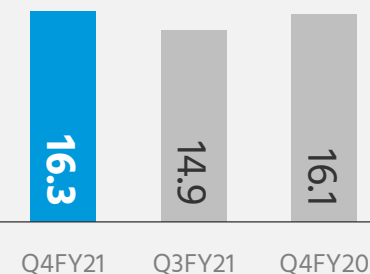
# Quarterly Highlights (Cont.)

(₹ Million)

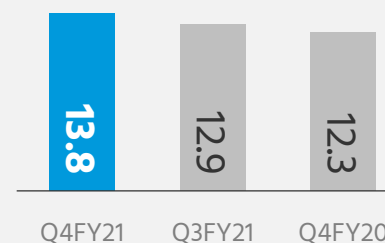
Particulars	31-Mar-21	31- Dec-20	31-Mar-20
<b>Net Worth</b>	<b>36,447</b>	<b>35,324</b>	<b>29,721</b>
Short Term Loans	17,452	16,374	17,717
Long Term Loans	10,962	14,633	16,704
of which Flooring Debt	7,112	6,799	6,378
Gross Debt	28,414	31,007	34,421
Cash & Cash Equiv.	5,087	6,321	4,803
<b>Net Debt</b>	<b>23,327</b>	<b>24,686</b>	<b>29,618</b>
<b>Net Debt excl. Flooring debt</b>	<b>16,215</b>	<b>17,887</b>	<b>23,240</b>
Total Assets	86,778	85,446	83,103

**Net Debt** reduced by ₹ 6,291 mn; excl. Flooring by ₹ 7,025 mn

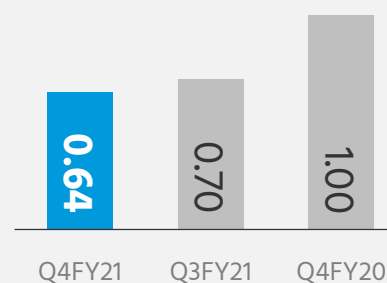
**ROE**  
(In %)



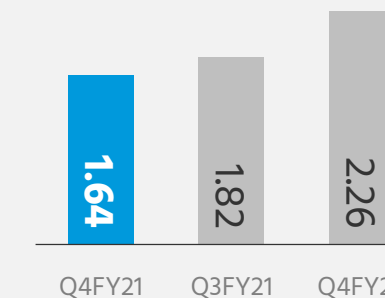
**ROCE**  
(In %)



**Net Debt / Equity**  
(x)



**Net Debt / EBITDA**  
(x)



**Note:**

1. All quarterly chart figures are on TTM basis.

# Quarterly Highlights (Cont.)

(₹ Million)

Revenue	B2B			Branded <sup>#</sup>			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q4FY21	6,106	9,640	995	811	1,602	23	811
<i>Sales Contribution (%)</i>	<i>31%</i>	<i>48%</i>	<i>5%</i>	<i>4%</i>	<i>8%</i>	<i>0%</i>	<i>4%</i>
Q3FY21	6,060	8,225	1,033	900	873	60	846
<i>Sales Contribution (%)</i>	<i>34%</i>	<i>46%</i>	<i>6%</i>	<i>5%</i>	<i>5%</i>	<i>0%</i>	<i>5%</i>
Q4FY20	3,714	7,548	932	475	1,049	9	432
<i>Sales Contribution (%)</i>	<i>26%</i>	<i>53%</i>	<i>7%</i>	<i>3%</i>	<i>7%</i>	<i>0%</i>	<i>3%</i>
FY21	19,287	33,372	3,612	3,741	3,500	176	2,253
<i>Sales Contribution (%)</i>	<i>29%</i>	<i>51%</i>	<i>5%</i>	<i>6%</i>	<i>5%</i>	<i>0%</i>	<i>3%</i>
FY20	18,127	31,256	2,831	2,029	3,376	105	2,515
<i>Sales Contribution (%)</i>	<i>30%</i>	<i>52%</i>	<i>5%</i>	<i>3%</i>	<i>6%</i>	<i>0%</i>	<i>4%</i>
<i>Growth YoY (%)</i>	<i>6%</i>	<i>7%</i>	<i>28%</i>	<i>84%</i>	<i>4%</i>	<i>69%</i>	<i>(10%)</i>

**Note:**

\*Non-Domestic

<sup>#</sup>Includes Innovation

Revenue excludes Other Operating Income

84% YoY

Growth in **E-Com channel**

20% YoY

Growth in **Brand business**

6% YoY

Growth in **Innovation**

# Quarterly Highlights (Cont.)

(₹ Million)

Revenue	Textiles Business			Other Businesses		
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textile	Flooring – B2B	Flooring – Branded
Q4FY21 <i>Sales Contribution (%)</i>	14,993 <i>75%</i>	2,217 <i>11%</i>	834 <i>4%</i>	806 <i>4%</i>	942 <i>5%</i>	196 <i>1%</i>
Q3FY21 <i>Sales Contribution (%)</i>	13,855 <i>77%</i>	1,509 <i>8%</i>	960 <i>5%</i>	738 <i>4%</i>	725 <i>4%</i>	210 <i>1%</i>
Q4FY20 <i>Sales Contribution (%)</i>	11,448 <i>81%</i>	1,377 <i>10%</i>	484 <i>3%</i>	618 <i>4%</i>	214 <i>2%</i>	103 <i>1%</i>
FY21 <i>Sales Contribution (%)</i>	51,003 <i>77%</i>	5,138 <i>8%</i>	3,918 <i>6%</i>	2,850 <i>4%</i>	2,418 <i>4%</i>	615 <i>1%</i>
FY20 <i>Sales Contribution (%)</i>	49,516 <i>82%</i>	5,483 <i>9%</i>	2,134 <i>4%</i>	2,338 <i>4%</i>	360 <i>1%</i>	408 <i>1%</i>
<i>Growth YoY (%)</i>	<i>3%</i>	<i>(6%)</i>	<i>84%</i>	<i>22%</i>	<i>572%</i>	<i>51%</i>

**Note:**

HT - Home Textile

HT-Branded includes sales from licensed brands

Revenue excludes Other Operating Income

5% YoY

Growth in **Textile business**

19% YoY

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

89% YoY

Growth in **Other Businesses**

# Operational highlights (Quarterly)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	Q4FY21	Utilization (%)	Q3FY21	Utilization (%)	Q4FY20	Utilization (%)	
	Bath Linen	MT	80,000	19,951	100%	19,717	99%	16,742	84%	
	Bed Linen	Mn mtrs	90	20.2	90%	21.2	94%	15.0	67%	
	Rugs & Carpets	Mn sq mtrs	10	2.6	105%	2.6	105%	1.9	75%	
Advanced Textile	Particulars	UOM	Annual Capacity	Q4FY21	Utilization (%)	Q3FY21	Utilization (%)	Q4FY20	Utilization (%)	
	Spunlace	MT	10,000	2,450	99%	2,147	86%	1,808	73%	
	Needle Punch	MT	3,000	426	50%	369	43%	304	36%	
	Wet Wipes	Mn Packs	75	4.2	21%	4.4	22%	2.9	15%	
Flooring	Particulars	UOM	Annual Capacity		Q4FY21	Utilisation (%)	Q3FY21	Utilization (%)	Q2FY21	Utilisation (%)
			Expected*	Operational						
	Soft Flooring	Mn sq	16.3	7.5#	0.34	18%	0.16	8%	0.13	7%
	Hard Flooring	mtrs	10.7	5.4@	0.90	74%	0.50	74%	0.20	29%

### Note:

\*Expected Capacity at Full Capex | @ Increased to 5.4 on 15 Jan 2021 | # The same will increase to 16.3 mn sq mtrs operationally based on business needs by making small investment in balancing equipment  
During Q4FY20 the flooring plant was in stabilization stage | ^Nominal Capacity



# Operational highlights (Annual)

## Manufacturing Capacity & Utilization

Home Textile	Particulars	UOM	Annual Capacity	FY21	Utilization (%)	FY20	Utilization (%)
	Bath Linen	MT	80,000	70,406	88%	67,548	84%
	Bed Linen	Mn mtrs	90	69.2	77%	62.0	69%
	Rugs & Carpets	Mn sq mtrs	10	8.2	82%	8.0	80%
Advanced Textile	Particulars	UOM	Annual^ Capacity	FY21	Utilization (%)	FY20	Utilization (%)
	Spunlace	MT	10,000	9,152	92%	8,433	85%
	Needle Punch	MT	3,000	1,176	34%	1,349	40%
	Wet Wipes	Mn Packs	75	23.1	28%	9.4	12%
Flooring	Particulars	UOM	Annual Capacity		FY21	Utilisation (%)	
			Expected*	Operational			
	Soft Flooring	Mn sq mtrs	16.3	7.5 <sup>#</sup>	0.70	9%	
	Hard Flooring		10.7	5.4 <sup>@</sup>	1.67	52%	

**Note:**

\*Expected Capacity at Full Capex | @ Increased to 5.4 on 15 Jan 2021 | # The same will increase to 16.3 mn sq mtrs operationally based on business needs by making small investment in balancing equipment During FY20 the flooring plant was in stabilization stage | ^ Nominal Capacity

# 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<sub>MT</sub>

Current Annual Capacity

85,400<sub>MT</sub>

\*Revised Annual Capacity



7%

Starting Q1 FY22 E



## Bed Linen

90 Mn. Meters

Current Annual Capacity

108 Mn. Meters

\*Revised Annual Capacity



20%

Starting Q2 FY22 E



## Rugs & Carpets

10 Mn. Sq. Meters

Current Annual Capacity

18 Mn. Sq. Meters

\*Revised Annual Capacity



80 %

Starting Q2 & Q3 FY22 E

## HOME TEXTILE:

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

## ADVANCED TEXTILE:

- ♦ Spunlace expansion to commence operations in H2 FY21
- ♦ Potential business topline: over ₹ 6,000 mn by FY23

## FLOORING:

- Hard flooring capacity doubled in January 2021
- Further doubling of capacity of Hard Flooring by Q2FY22

# Quarterly Profit & Loss

(₹ Million)

Particulars	Q4 FY21*	Q4 FY20	YoY Change	Q3 FY21	QoQ Change	FY21*	FY20	YoY Change
<b>Total Income</b>	<b>21,736</b>	<b>16,645</b>	<b>30.6%</b>	<b>20,497</b>	<b>6.0%</b>	<b>74,080</b>	<b>68,362</b>	<b>8.4%</b>
<b>EBITDA</b>	<b>3,582</b>	<b>2,963</b>	<b>20.9%</b>	<b>4,187</b>	<b>(14.5%)</b>	<b>14,198</b>	<b>13,098</b>	<b>8.4%</b>
<b>EBITDA Margin (%)</b>	<b>16.5%</b>	<b>17.8%</b>	<b>(132 bps)</b>	<b>20.4%</b>	<b>(395 bps)</b>	<b>19.2%</b>	<b>19.2%</b>	<b>1 bps</b>
Finance Cost	642	612	4.8%	559	14.9%	1,975	1,777	11.1%
Depreciation	1,143	1,247	(8.4%)	1,139	0.3%	4,536	4,811	(5.7%)
PBT (before exceptional)	1,797	1,103	62.9%	2,489	(27.8%)	7,686	6,510	18.1%
<b>PAT (After Minority Interest)</b>	<b>1,301</b>	<b>856</b>	<b>52.0%</b>	<b>1,808</b>	<b>(28.0%)</b>	<b>5,397</b>	<b>5,074</b>	<b>6.4%</b>
Cash Profit^	2,154	1,960	9.9%	3,217	(33.0%)	10,197	9,702	5.1%
<b>EPS (₹)</b>	<b>1.30</b>	<b>0.85</b>	<b>52.0%</b>	<b>1.80</b>	<b>(28.0%)</b>	<b>5.37</b>	<b>5.05</b>	<b>6.4%</b>

**Note:**

1. ^Cash Profit = PBDT (before exceptionals) less Current Tax
2. Prior period figures are restated wherever necessary
3. As the Rate for RoDTEP has not been notified, we have not accrued RoDTEP Income in Q4FY21

# Quarterly Segment Results

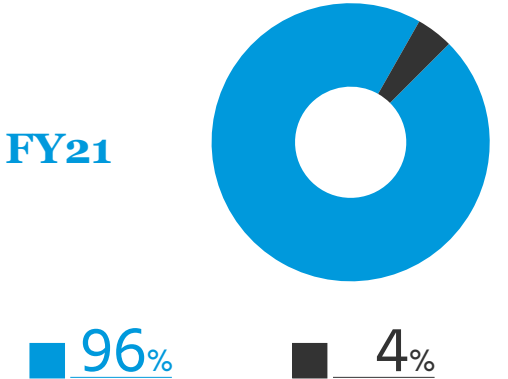
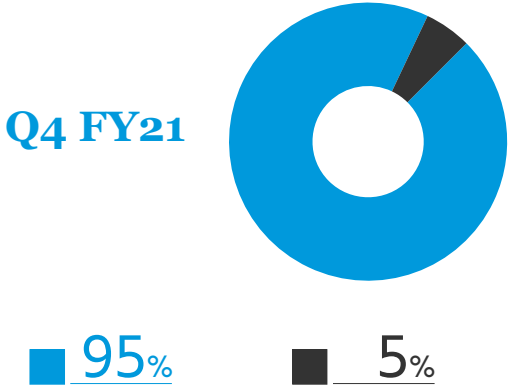
(₹ Million)

Particulars	Q4 FY21*	Q4 FY20	YoY Change	Q3 FY21	QoQ Change	FY21*	FY20	YoY Change
Home Textile								
Revenue	20,523	15,845	29.5%	19,672	4.3%	71,283	66,633	7.0%
EBITDA	3,687	3,767	(2.1%)	4,348	(15.2%)	14,863	14,692	1.2%
EBITDA Margin (%)	18.0%	23.8%	(581 bps)	22.1%	(414 bps)	20.9%	22.0%	(120 bps)
Flooring								
Revenue	1,185	421	181.8%	977	21.3%	3,187	872	265.4%
EBITDA	(189)	(597)	-	(240)	-	(996)	(1,423)	-

**Note:**

- 1. Prior period figures are restated wherever necessary
- 2. As the Rate for RoDTEP has not been notified, we have not accrued RoDTEP Income in Q4FY21

## Revenue Segmentation (%)



**Legend**



Home Textile



Flooring



# Summary of **Financial Statements**

# Profit & Loss Summary

(₹ Million)

Particulars	FY17	FY18	FY19	FY20	FY21
<b>Total Income</b>	<b>67,211</b>	<b>61,318</b>	<b>66,084</b>	<b>68,362</b>	<b>74,080</b>
Growth %	11.8%	-8.8%	7.8%	3.4%	8.4%
<b>EBITDA</b>	<b>16,639</b>	<b>12,046</b>	<b>11,467</b>	<b>13,098</b>	<b>14,198</b>
<b>EBITDA Margin</b>	<b>24.8%</b>	<b>19.6%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>19.2%</b>
Depreciation	5,054	5,042	4,358	4,811	4,536
Finance cost	1,583	1,408	1,593	1,777	1,975
PBT (Before exceptional)	10,003	5,597	5,516	6,510	7,686
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>5,397</b>
Cash Profit*	9,131	9,413	8,977	9,702	10,197
<b>EPS (₹)</b>	<b>3.56</b>	<b>3.83</b>	<b>2.09</b>	<b>5.05</b>	<b>5.37</b>

**Note:**

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

# Balance Sheet Summary

(₹ Million)

Particulars	31-Mar-17	31-Mar-18	31-Mar-19	31-Mar-20	31-Mar-21
<b>Net Worth</b>	<b>23,971</b>	<b>26,057</b>	<b>27,793</b>	<b>29,721</b>	<b>36,447</b>
Short Term Loans	11,721	12,580	14,080	17,717	17,452
Long Term Loans	21,393	20,228	19,024	16,704	10,962
<i>of which Flooring Debt</i>	-	-	2,870	6,378	7,112
<b>Gross Debt</b>	<b>33,114</b>	<b>32,807</b>	<b>33,104</b>	<b>34,421</b>	<b>28,414</b>
Cash & Cash Equiv.	2,725	2,538	2,821	4,803	5,087
<b>Net Debt</b>	<b>30,389</b>	<b>30,269</b>	<b>30,283</b>	<b>29,618</b>	<b>23,327</b>
<b>Net Debt excluding Flooring debt</b>	<b>30,389</b>	<b>30,269</b>	<b>27,412</b>	<b>23,064</b>	<b>16,215</b>
Capital Employed*	61,259	62,962	65,456	68,825	71,303
Net Fixed Assets (incl CWIP)^	35,713	33,641	36,154	38,105	38,042
Net Current Assets	20,114	23,734	22,210	21,828	24,534
<b>Total Assets</b>	<b>73,283</b>	<b>72,249</b>	<b>77,423</b>	<b>83,103</b>	<b>86,778</b>

**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

		FY17	FY18	FY19	FY20	FY21
<b>Solvency ratios</b>	Net Debt/Equity	1.27	1.16	1.09	1.00	0.64
	Net Debt/EBITDA	1.83	2.51	2.64	2.26	1.64
	EBIT/Interest	7.32	4.98	4.46	4.66	4.89
<b>Operational ratios</b>	Current ratio	1.41	1.42	1.25	1.19	1.33
	Fixed asset turnover	1.86	1.80	1.81	1.77	1.93
	Total asset turnover	0.91	0.84	0.84	0.81	0.85
	Inventory days	70	79	75	83	88
	Debtor days	53	56	60	59	59
	Payable days	41	39	39	49	54
	Cash conversion cycle	82	96	95	93	93
<b>Return ratios</b>	ROE	29.6%	15.4%	15.2%	16.1%	16.3%
	ROCE (Pre-tax)	19.3%	11.3%	10.9%	12.3%	13.8%

**Continuous improvement in ROCE in last 3 Years**

**Note:**

- ROCE (pre-tax) excluding Welspun Flooring is 13.9% for FY20 & 16.0% in FY21
- 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**



[Click here for more details](#)



## 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 ...

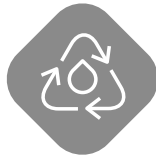
Featured among Top 100 Sustainable companies in India by ET-Futurescape

## Journey Till Date



**100,000+** acres

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

**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)
<b>ESG 2020 Score</b>	Available by Jul-21	Available by Sep-21

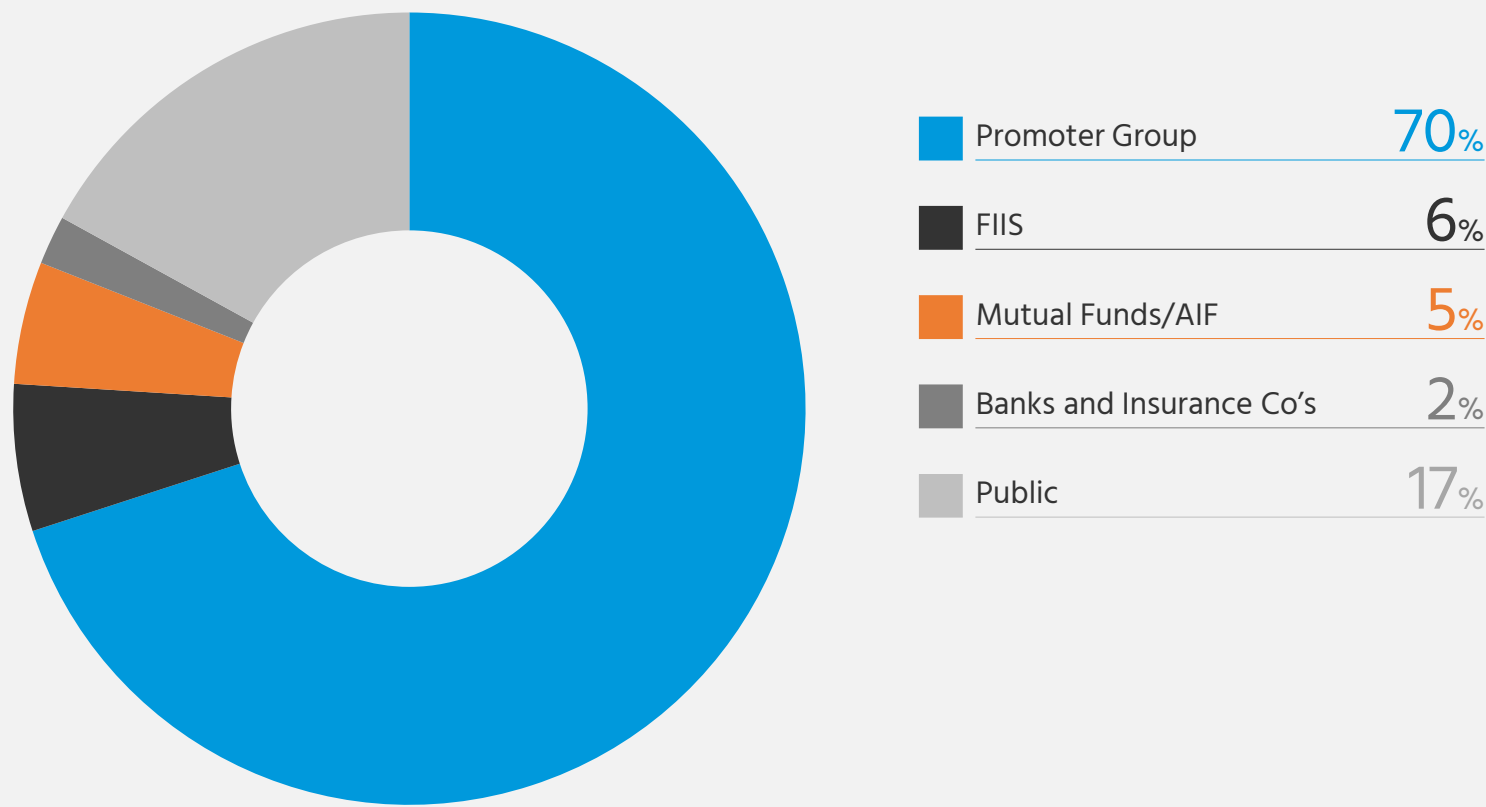
**Conducting Gap-assessment and identifying measures to move to "Negligible" risk rating**

# Sustainability targets

Aspects	FY 2020-21	Goal 2025	Goal 2030	Key Highlights of FY20-21
<b>Carbon Neutral (measured as % RE)</b>	--	20% RE	100% RE	Planned installation of 10MW solar plant to enable incremental 2.5% sourcing of RE in FY21-22
<b>100% Sustainable Cotton</b>	<b>45%</b>	50%	100%	Sourcing of both Organic Cotton & BCI-cotton has increased (Due to increased customer demand)
<b>Fresh Water Positive in Production operations</b>	<b>10 KL/MT</b>	5 KL/MT	0 KL/MT	Planned recycled wastewater use at Vapi factory; existing treated wastewater use in Anjar factory continues
<b>Zero hazardous waste to Landfill (ETP chemical sludge)</b>	<b>41 MT</b>	0 MT	0 MT	Hazardous Waste used as Alternate Fuel in Power Plant, reducing use of Coal
<b>Impacting 1 million lives in CSV</b>	<b>1,60,735</b>	5,00,000	1,000,000	3E program beneficiaries accounted here
<b>Farmers in Welspun sustainable farming project</b>	<b>12,167</b>	20,000	50,000	Despite Covid pandemic, sustained our farmer connect in the 3 Farming Projects

# Share Holding Summary

Shareholding Pattern (March 2021)



## Top Institutional Shareholders

DSP Mutual Fund
L&T Mutual Fund
Aditya Birla Mutual Fund
LIC of India
Vanguard
Dimensional
State Street



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# Let's connect

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# **Annexure**



# Brands – Evolving into a dominant retail player

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## Owned Brands

### India



## Licensed Brands

### India



### Global



KINGSLEY



### Global



## Brand Presence

### Brand Presence: SPACES

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

### Brand Presence: WELSPUN

- ◆ 3,800+ outlets | 50+ distributors | 65+ cities & towns

## Brands Highlights

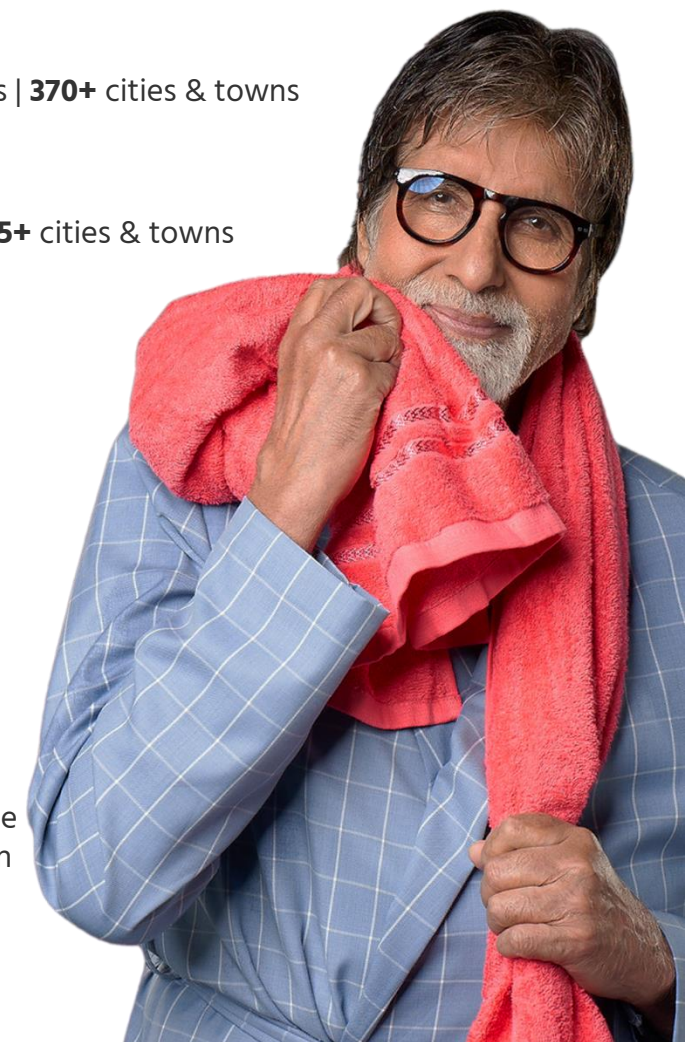
### SPACES

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

### WELSPUN

- ◆ 2<sup>nd</sup> 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

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## Project WAVE

Accelerating E-Commerce growth

**\$100 Mn+**

Target Revenue by FY23

**3**

Geographies in focus



**US**



**UK**



**India**

## Target Annualized Share (%)

**70%**

**US**

**15% - 20%**

**UK**

**7% - 10%**

**India**



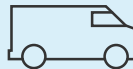
### Ecommerce Channel Growth

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



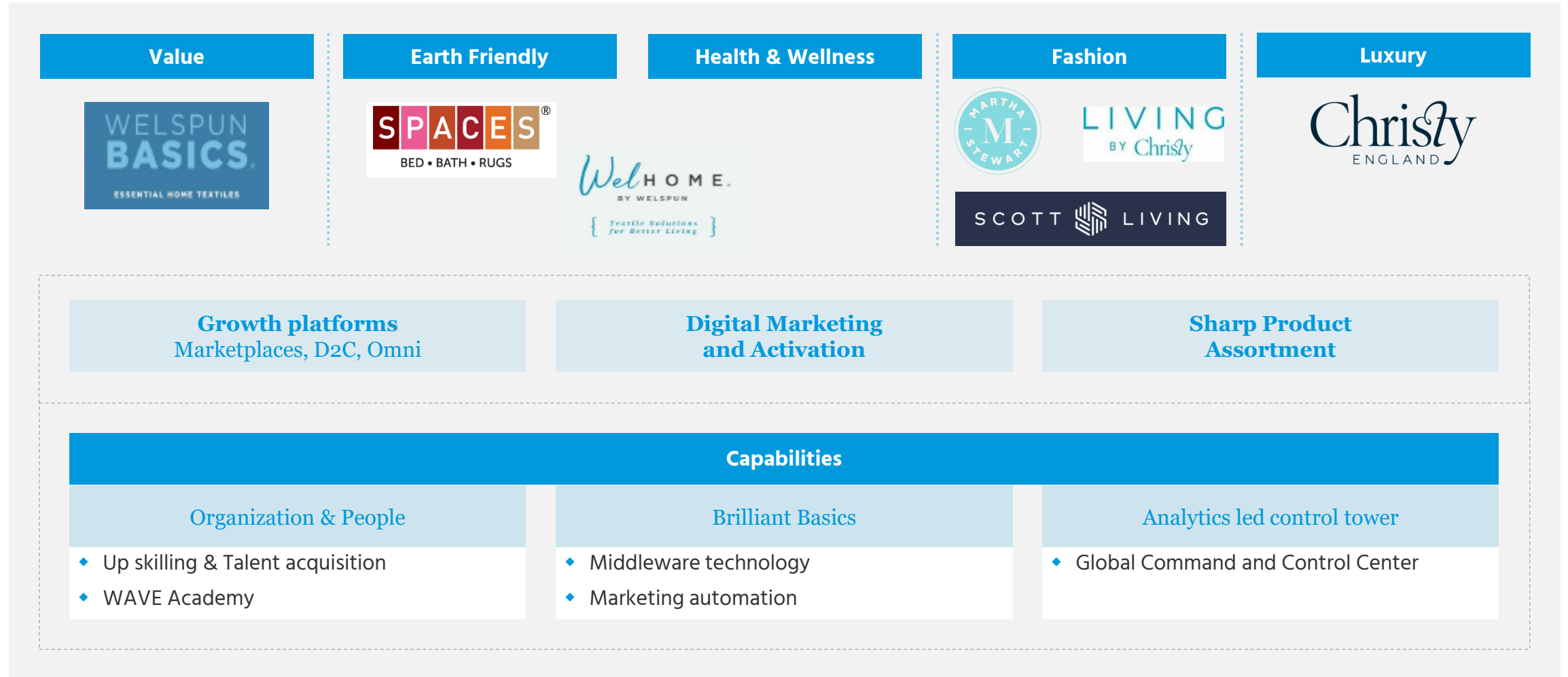
### Right Organization

COE Org Model  
Wave Academy  
Capability

#### Notes:

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

# E-Commerce – (Contd.)

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# Innovation – Our strong suite

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## 32 Unique patents

Filed globally



## 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