

WIL/SEC/2021

July 28, 2021

Bombay Stock Exchange Limited Department of Corporate Services, SP. J. Towers, Dalal Street, Mumbai – 400 001 (Scrip Code-514162)	National Stock Exchange of India Limited 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find attached investor presentation, inter alia, on unaudited financial results of the Company for the quarter ended June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





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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



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



#1 Ranking

In "Top 15 Home Textile Supplier Giants to USA"



Over **50**
Countries
Presence

Key Customer Partnership

North America



UK & Europe



India



ROW



Key Highlights



Brands



E-Commerce



Innovation



Click the Icons to know more

Total Income

Q1 → up 83% YoY at ₹ 22,272 mn

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

Emerging Business grew by 128% YoY in Q1FY22

EBITDA

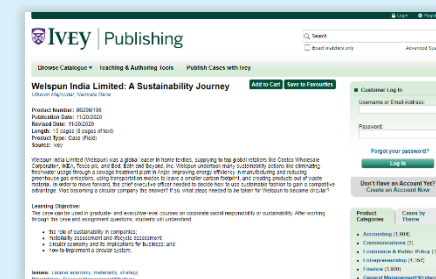
Q1 → up 93% YoY at ₹ 4,598 mn

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

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



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
	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% ↑
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

Note:

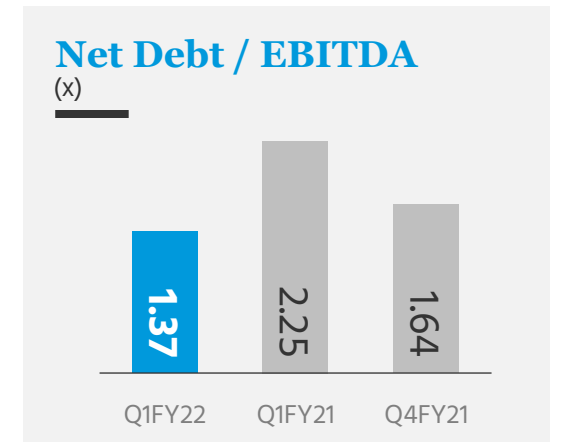
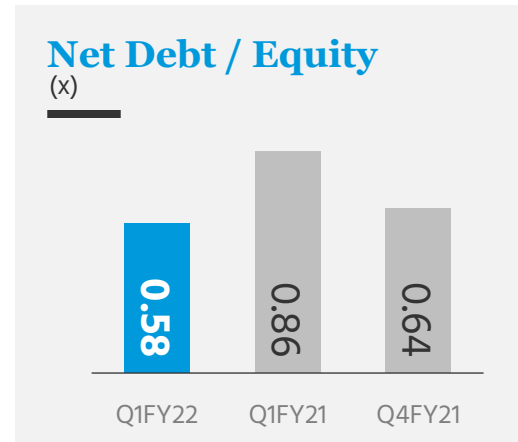
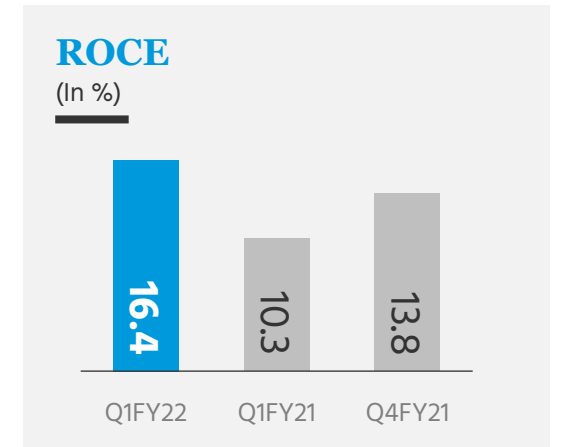
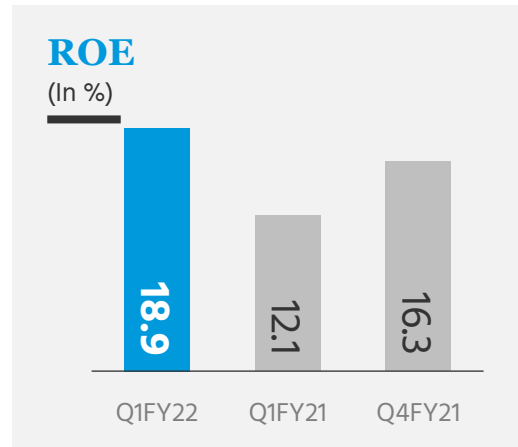
1. Prior period figures are restated wherever necessary

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 [#]			
	Global*		Domestic	Global*		Domestic	
	Innovation	Others		Online	Offline	Online	Offline
Q1FY22	5,529	9465	934	908	1579	45	464
<i>Sales Contribution (%)</i>	<i>29%</i>	<i>50%</i>	<i>5%</i>	<i>5%</i>	<i>8%</i>	<i>0%</i>	<i>2%</i>
Q1FY21	3,382	6,949	532	633	487	26	152
<i>Sales Contribution (%)</i>	<i>28%</i>	<i>57%</i>	<i>4%</i>	<i>5%</i>	<i>4%</i>	<i>0%</i>	<i>1%</i>
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>
<i>Growth YoY (%)</i>	<i>64%</i>	<i>36%</i>	<i>76%</i>	<i>43%</i>	<i>224%</i>	<i>72%</i>	<i>206%</i>

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 Business			Other Businesses		
	HT - B2B	HT – Branded	HT - E-Comm	Advanced Textile	Flooring – B2B	Flooring – Branded
Q1FY22 <i>Sales Contribution (%)</i>	14,297 <i>77%</i>	1918 <i>10%</i>	953 <i>5%</i>	625 <i>3%</i>	1006 <i>4%</i>	126 <i>1%</i>
Q1FY21 <i>Sales Contribution (%)</i>	10,134 <i>83%</i>	570 <i>5%</i>	653 <i>5%</i>	582 <i>5%</i>	150 <i>1%</i>	68 <i>1%</i>
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>
<i>Growth YoY (%)</i>	<i>41%</i>	<i>236%</i>	<i>45%</i>	<i>7%</i>	<i>571%</i>	<i>85%</i>

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

Home Textile	Particulars	UOM	Annual Capacity		Q1FY22	Utilization (%)	Q4FY21	Utilization (%)	Q1FY21	Utilization (%)
	Bath Linen	MT	85,400		19,179	95%	19,951	100%	12,439	62%
	Bed Linen	Mn mtrs	90		21.8	97%	20.2	90%	14.0	62%
	Rugs & Carpets	Mn sq mtrs	10.8		2.7	100%	2.6	105%	0.9	36%
Advanced Textile	Particulars	UOM	Annual^ Capacity		Q1FY22	Utilization (%)	Q4FY21	Utilization (%)	Q1FY21	Utilization (%)
	Spunlace	MT	11,000		1,848	76%	2,450	99%	2,127	77%
	Needle Punch	MT	3,783		368	45%	426	50%	121	13%
	Wet Wipes	Mn Packs	91		15	49%	4.2	21%	9	40%
Flooring	Particulars	UOM	Annual Capacity		Q1FY22	Utilisation (%)	Q4FY21	Utilization (%)	Q1FY21	Utilisation (%)
			Expected*	Operational						
	Flooring	Mn sq mtrs	27	12.9	0.97	30%	1.24	40%	0.16	6%

Note:

*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_{MT}

Capacity in FY21

85,400_{MT}

Current Capacity



7%

Enhanced capacity as 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

Starting Q4FY22

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

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:

1. ^Cash Profit = PBDT (before exceptionals) less Current Tax
2. Prior period figures are restated wherever necessary

Quarterly Segment Results

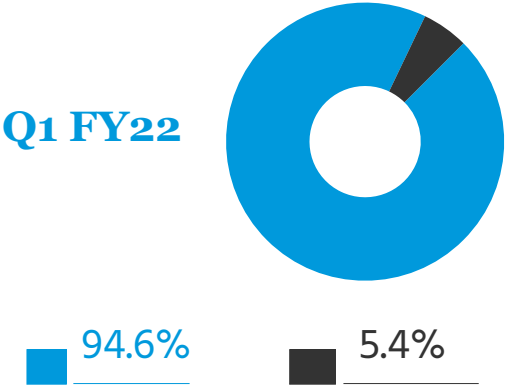
(₹ Million)

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)	-

Note:

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:

- *Cash Profit = PBDT (before exceptionals) less Current Tax
- 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
<i>of which Flooring Debt</i>	-	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
Operational ratios	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
	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



[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 ...

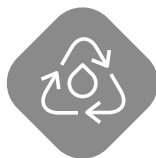
Featured among Top 100 Sustainable companies in India by ET-Futurescape

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)

ESG 2020 Score

Score improved to 14.8 from 17.9

Available by Sep-21

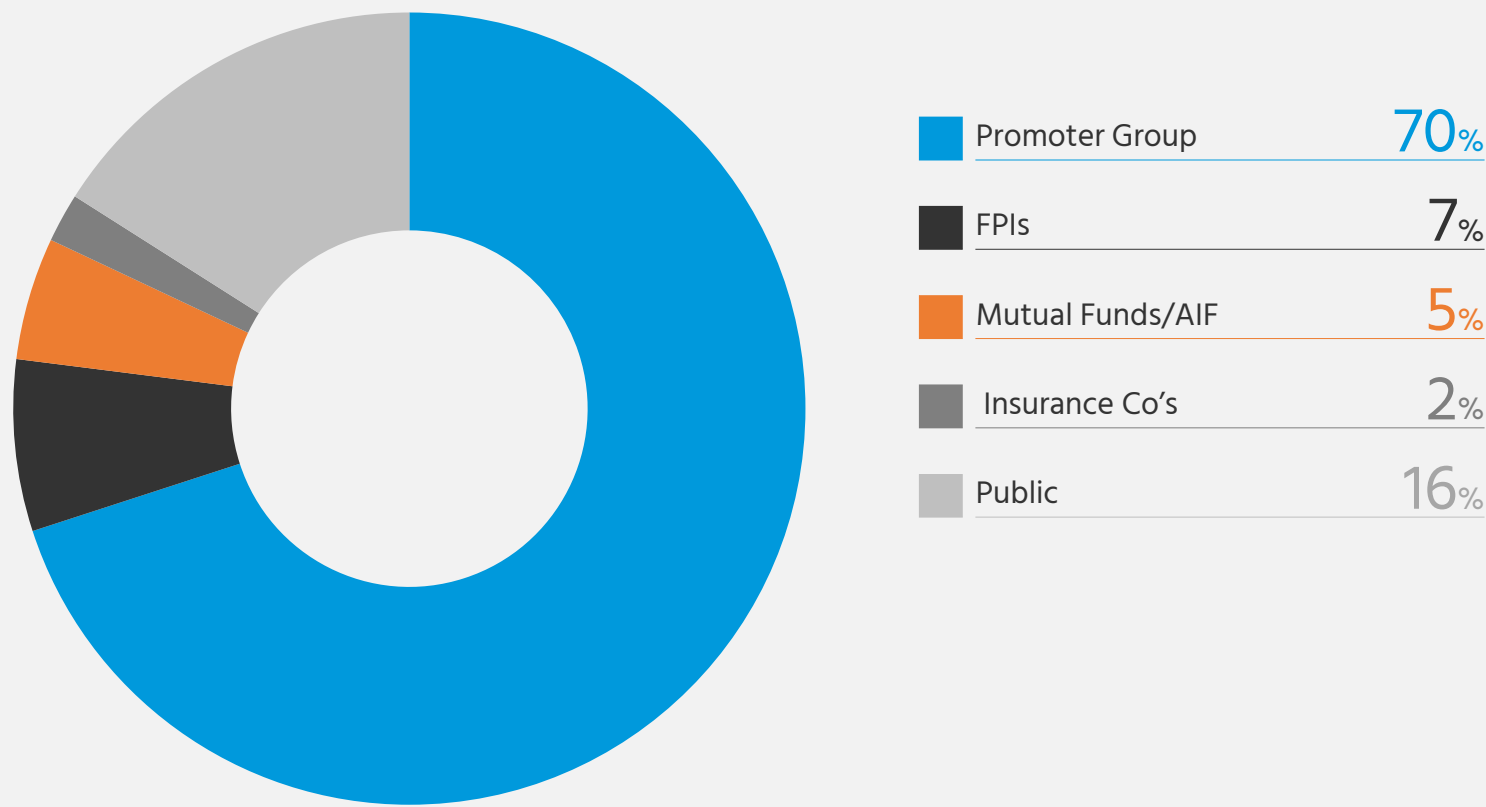
Conducting Gap-assessment and identifying measures to move to "Negligible" risk rating

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

Shareholding Pattern (June 2021)



Top Institutional Shareholders

DSP Mutual Fund
L&T Mutual Fund
L&T Emerging Business Fund
LIC of India

Disclaimer

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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

- ◆ 4,200+ outlets | 80+ distributors | 80+ cities & towns

Brands Highlights

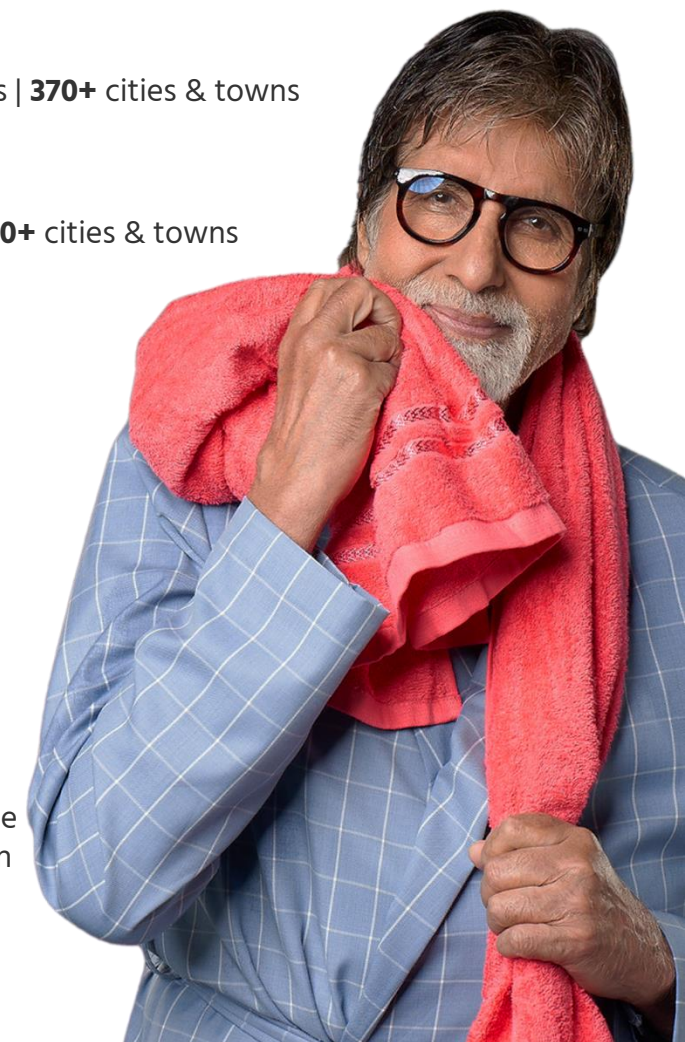
SPACES

- ◆ 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

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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



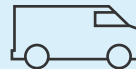
Ecommerce Channel Growth

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



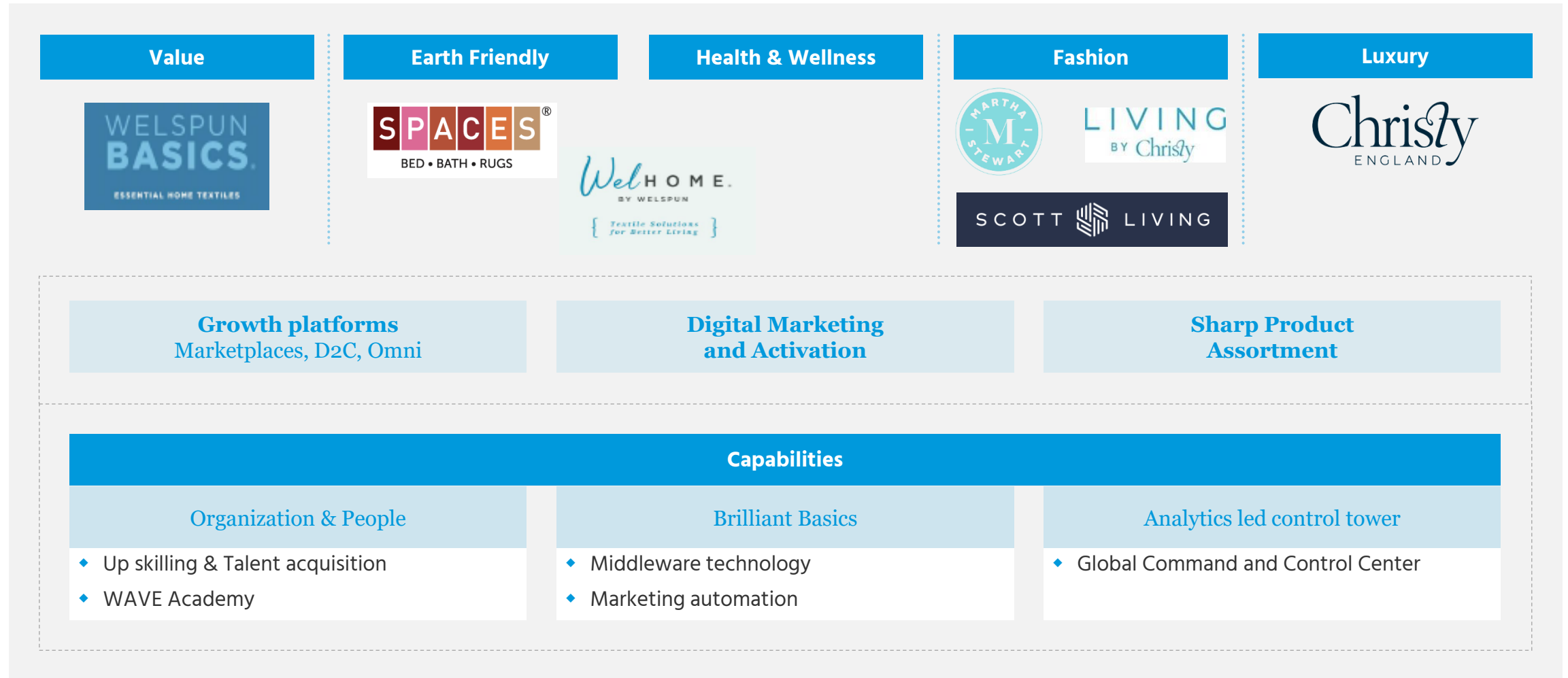
Right Organization

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

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