

Setting New Horizons



Entrance to Welspun City, Anjar, Gujarat (India)

This presentation contains certain forward looking statements concerning future business prospects and business profitability of Welspun Group, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, etc., interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.



We aim to...

emerge as a global leader...

preferred by every home

serve...with passion

grow...@ speed

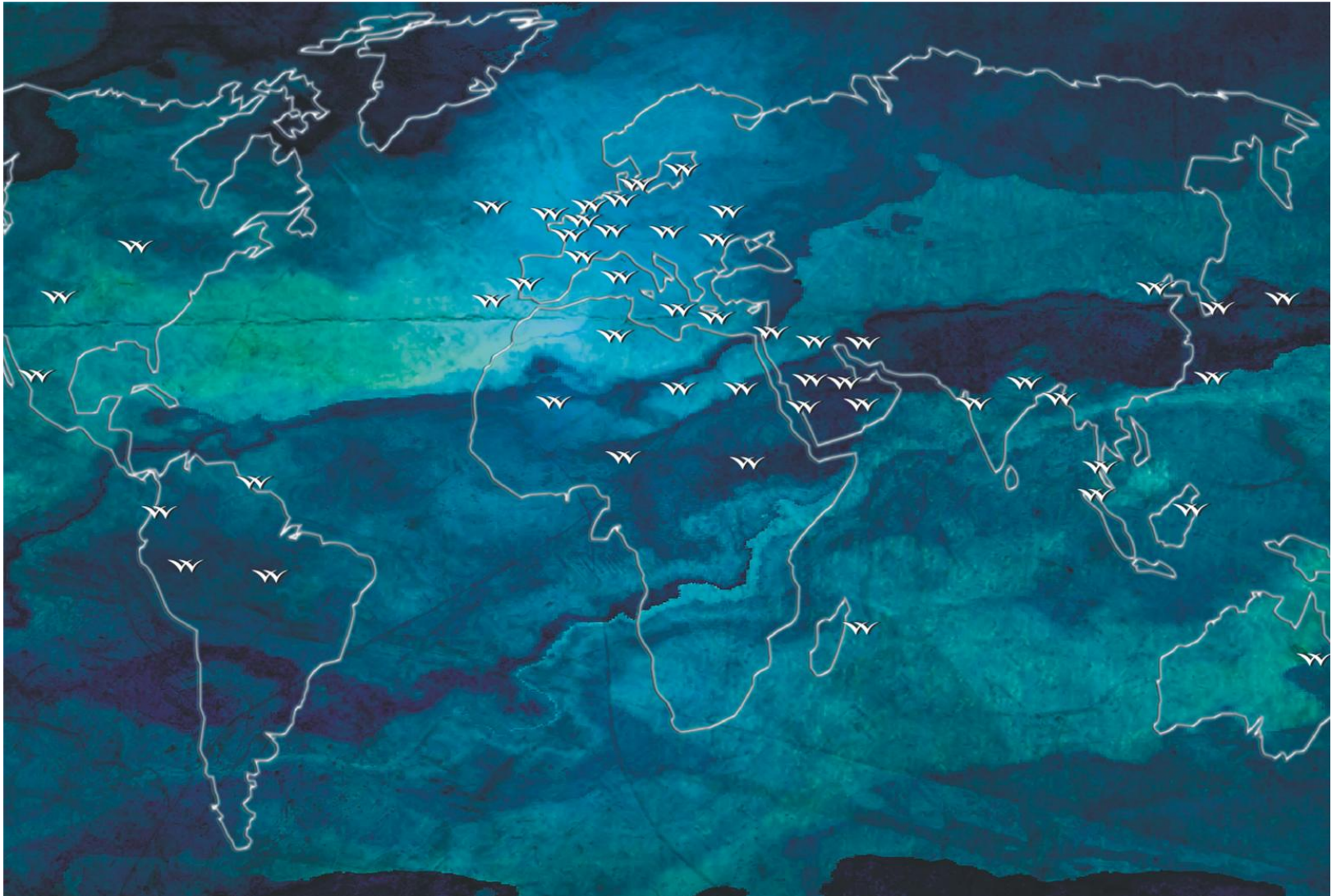
innovate...with quality

excel...with ethics

Delighting all stakeholders...

We are...WELSPUN

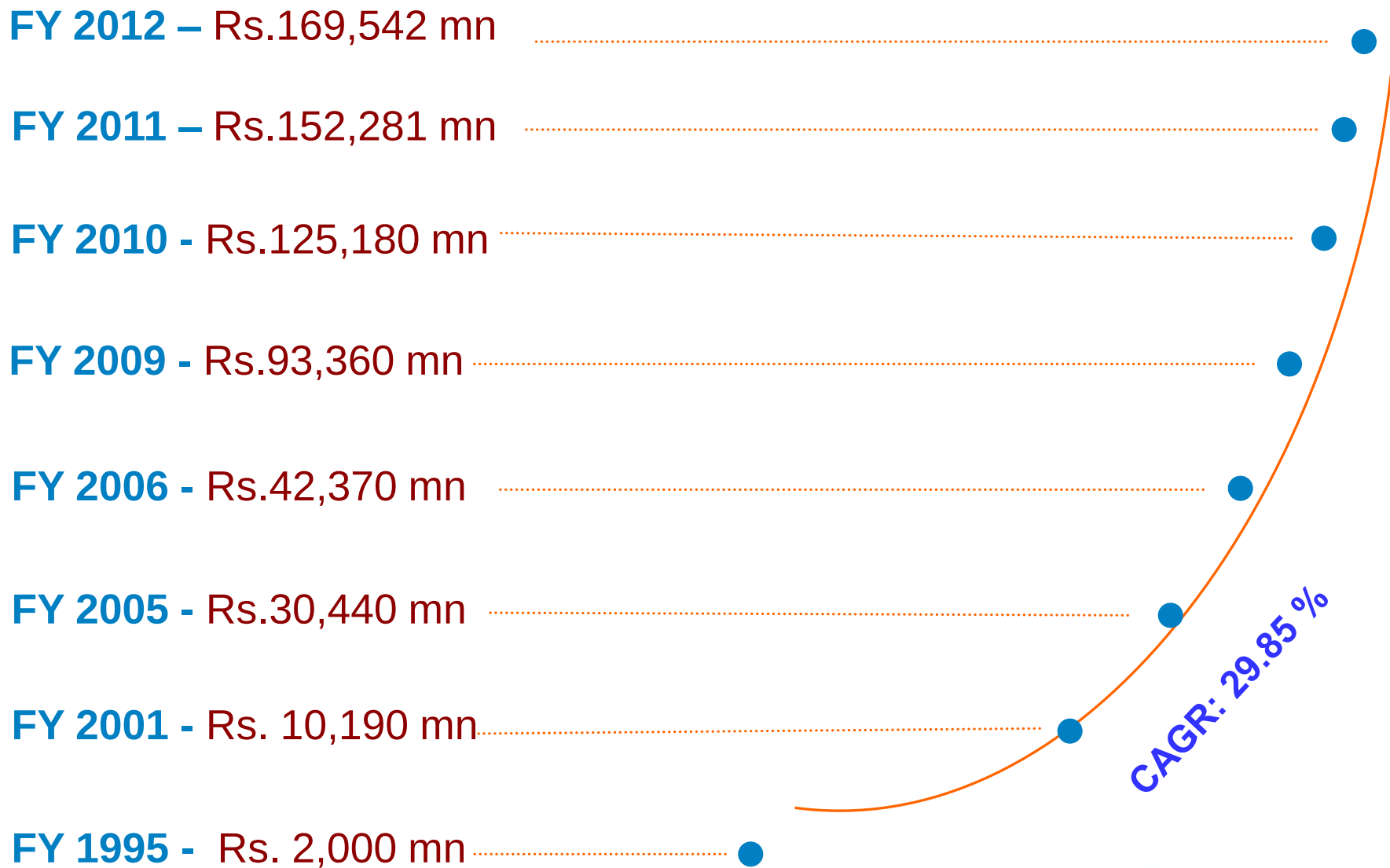
Global Presence

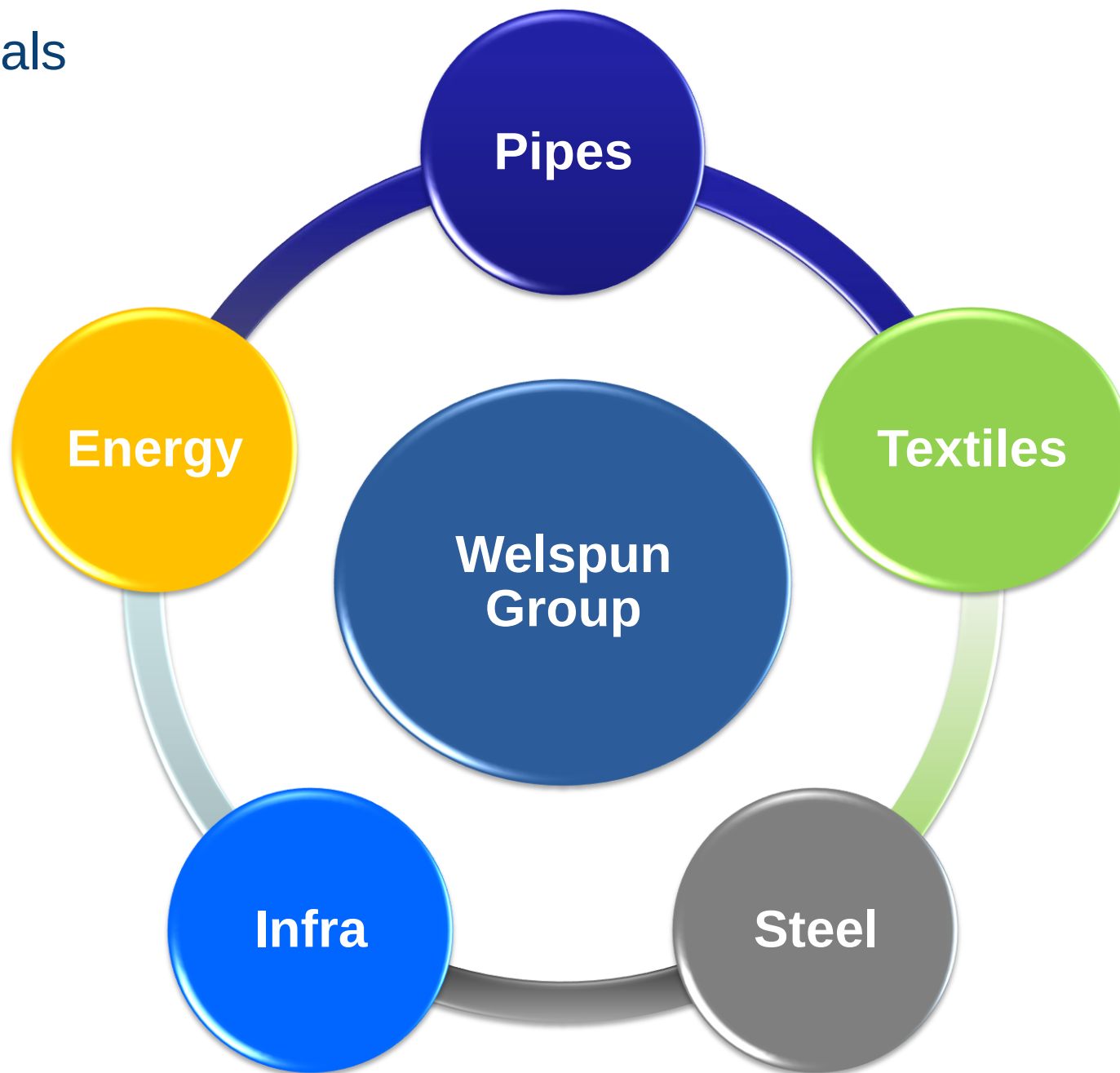


- One of the fastest emerging Global Groups
- 2nd Largest Large Diameter Pipe Company in the World
(Financial Times, UK, 2008)
- 3rd Largest Home Textile Company in the World
(Home Textiles Today 2010)
- India's largest retail chain for Home Textiles
- India's largest gas-based Merchant DRI producer

- Turnover - US\$ 3.5 billion
- Relationship with most of the Fortune 100 Companies operating in Oil & Gas and Retail sector.
- Marquee client includes Exxon Mobil, Chevron, Shell, Transcanada, Wal-Mart, Target amongst others.
- Enjoys support from Domestic and International Investors / Financial institutions like Apollo, Temasek (Govt. of Singapore), Goldman Sachs, HSBC, State Bank of India, Bank of Baroda amongst others.

Revenue Growth





Products



Facilities



Palghar, Maharashtra, India-1985



Vapi, Gujarat, India - 1995



Dahej, Gujarat, India - 1997



Silvassa, India-1998



Anjar, Gujarat, India - 2005



Little Rock, Arkansas, U.S. - 2009



Salav, Maharashtra, India - 2009



Baroda, Gujarat, India-2010



Mandya - 2010



Dammam - 2010

Strong Relationship with International Brands



ExxonMobil

Taking on the world's toughest energy challenges.™



أرامكو السعودية
Saudi Aramco



RALPH LAUREN





Mr. B.K. Goenka
Chairman

Mr. Goenka, the prime architect of Welspun Group is the strength behind Welspun's journey over the last 25 years. His strong business acumen combined with risk-taking abilities has enabled Welspun to succeed in many high-growth sectors. He has a vision to make Welspun one of the most respected Groups in the World by creating world-class companies, second to none. He has been nominated as Entrepreneur of the Year by Ernst & Young and is a member of the Young President's Organization.

Mr. R.R. Mandawewala,
Managing Director – Welspun Group

Mr. Mandawewala is the Group Managing Director, a Chartered Accountant by qualification with over 25 years of experience, he has deep knowledge of various industries varying from Textiles to SAW Pipes.





Mrs. Dipali Goenka

Managing Director - WGBL

Mrs. Dipali Goenka's leadership has been instrumental in Welspun's textile business. Mrs. Goenka has been the driving force in establishing Welspun Retail Ltd as the market leader in the Indian home textile retail space - with two brands **Spaces Home & Beyond** and **Welhome**.

1985

Polyester Texturising yarn facility at Palghar, Maharashtra, India

1993

Terry Towels facility at Vapi, Gujarat, India.

1995

Cotton yarn spinning facility at Vapi, Gujarat, India.

1997

SAW (Submerged Arc Welded) pipes at Dahej, Gujarat, India.

1998

Polyester Filament Yarn facility at Silvasa, Maharashtra, India.

Welspun's Evolution

1999

Bathrobes facility at Vapi, Gujarat, India - a Joint Venture with Vincenzo Zucchi, Italy

2000

Welspun USA at New York, USA - now a subsidiary of Welspun Global Brands Ltd.

2001

Pipe Coating at Dahej, Gujarat, India - a Joint venture with Eupec Coatings GmbH, Germany

2005

- **Home Textiles and Pipes** expansion projects at Anjar, Gujarat, India
 - Terry Towels, cotton yarn spinning and foray into bed sheeting.
 - SAW pipe, and foray into ERW (Electrically Resistant Welded)
 - **Power Plant** at Anjar, Gujarat, India
 - **TMT (Thermo Mechanically Treated) Rebars, Ingots and Billets.**
-

2006

- Acquired Christy, U.K.'s leading towel brand & exclusive supplier to the Wimbledon Tennis Championships.
- **Oil and Natural Gas Exploration** - a Joint Venture with Adani Group
- 2 new **HSAW** Plants at Anjar, Gujarat, India

2009

- Welspun India Ltd. demerged its Marketing and Investment & Treasury divisions into Welspun Global Brands Ltd. and Welspun Investments Ltd. respectively
 - **Spiral Pipe** facility at Little Rock, Arkansas U.S.
 - **Plate cum Coil Mill** (First of its kind in India) at Anjar, Gujarat
 - Acquired Vikram Ispat Ltd., the **Sponge Iron business** of Grasim Industries - rechristened as Welspun Maxsteel Ltd.
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2010

- Welspun Energy Ltd. – **Solar Energy** business
- Welspun **Infratech** Ltd. - Acquisition of MSK Projects India Ltd., rechristened as Welspun Projects Ltd.
- Change of Name of Welspun Gujarat Stahl Rohren Ltd. to Welspun Corp Ltd.
- Investment in Middle East with **Spiral Pipe and Coating** facility in Saudi Arabia
- HSAW (Spiral) facility at Mandya, Karnataka with Capacity of 100,000 MTPA

2011

- Welspun Corp Ltd started a new LSAW plant in Anjar with Capacity of 350,000 MTPA
- Apollo invested USD 320 million in the Welspun Group as on 18th of August 2011
- Acquired 35% Stake in Leighton Contractors (India) private Ltd (renamed as Leighton Welspun Contractors Pvt Ltd.)

2012

- Welspun Corp Ltd initiated a new ERW plant in USA with Capacity of 175,000 MTPA

TEXTILES

Welspun India Limited www.welspuntowels.com

- Largest vertically integrated manufacturer of towels in Asia
- Facilities situated at Vapi, Anjar (Gujarat, India).
- Demerged its Marketing and Investment & Treasury divisions into Welspun Global Brands Ltd. in 2009
(Sales & marketing) and Welspun Investments Ltd.
(Investment) respectively.
- Completed US\$ 35 million of fund raising through QIP in Apr-10



TEXTILES

Welspun Global Brands Ltd. www.welspunglobalbrands.com

- Owns and license brands like Christy, Hygro cotton, Luxus, Smart, Spaces Home & Beyond and Welhome,
- Strong management and team of talented workforce spread across UK, and India
- Welspun USA Inc., Welspun UK Ltd., Welspun Retail Ltd are the Companies which are currently under Welspun Global Brands Ltd.



TEXTILES

Welspun UK Limited, UK www.christy-towels.com

In July 2006, Welspun acquired 85% (now 100%) stake in Christy, U.K.'s leading towel brand. Launched in 1851, Christy is the world's oldest towel manufacturer and exclusive supplier to Wimbledon Tennis Tournament.

Welspun Retail Limited www.welspun-retail.com

India's first organized Home Textile stores under brands SPACES HOME & BEYOND and WELHOME.



TEXTILES

Welspun Syntex Limited www.welspunsyntex.com

Amongst the largest exporters of Polyester Texturised Filament Yarn from India. Creates nearly 200 new colors every month.

Welspun Zucchi Textiles Limited www.welspunbathrobe.com

Joint venture of two Global leaders; Welspun India Ltd. and Vincenzo Zucchi S.p.A of Italy. Currently the largest manufacturer and exporter of bath robes in India



TUBULAR LINE PIPES

Welspun Corp Limited (WCL) www.welspuncorp.com
(Formerly Welspun Gujarat Stahl Rohren Ltd.)

- Largest Pipe manufacturer in the World
 - Ranked as the 2nd Largest (Large Diameter) Line Pipe Manufacturer in the World – Financial Times UK - 2008
- Approved by almost every Oil & Gas major including Transcanada, Shell, Gazprom, Total & Elpaso
- Facilities at Dahej & Anjar, (Gujarat), Mandya (Karnataka), Little Rock, (Arkansas, USA) and Damam, (Saudi Arabia)
 - Total Pipe capacity of 2.2 mn MTPA



TUBULAR LINE PIPES

Welspun Corp Limited (WCL) www.welspuncorp.com
(Formerly Welspun Gujarat Stahl Rohren Ltd.)

- State-of-art Plate-cum-Coil mill at Anjar, Gujarat India
 - Plate cum Coil Capacity of 1.5 mn MTPA
- Completed US\$ 250 million fund raising through FCCB & QIP in Oct / Nov 2009
- Welspun Middle East LLC, a pipe manufacturing and pipe coating facility in Saudi Arabia is one of the largest Spiral Pipe manufacturing facilities in the region
 - It can produce up to 300,000 MTPA of Spiral Pipes



Welspun Steel Limited (WSL) www.welspunsteel.com

- State-of-the-art facility to manufacture Ribbed Thermo Mechanically treated (TMT) rebars, which have the prestigious ISI certifications with annual capacity of 60,000 MTPA.
- Strategic investment in **Remi Metals Gujarat Ltd.**



Welspun Maxsteel Limited (WML) www.welspunmaxsteel.com

- Acquired Vikram Ispat in May 2009, Sponge Iron Business of Grasim Industries Ltd.
 - The plant, situated in the Raigad district of Maharashtra has an installed capacity of 0.9 mn MTPA.
 - Well equipped with state of art technology
 - “HYL III” from HYLSA of Mexico
 - Engineering expertise of Davy Dravo of USA
 - The Company was re-christened as Welspun Maxsteel Ltd.
 - Rated as the Most Reliable Supplier by AC Neilson Customer Satisfaction Survey 2010
- **Aug 18, 2011** : Board of Directors of Welspun Corp Ltd (WCL) authorized the issuance and allotment of CCDs and GDR to certain affiliates of Apollo Global Management, LLC (together with its subsidiaries, Apollo), one of the leading global alternative asset managers, which effectively concludes one of India’s largest PE transactions between Welspun Group (Welspun) and Apollo.
- Apollo have acquired 12.5% of the equity of Welspun Maxsteel Ltd. (WMSL) from Welspun Steel Limited

Welspun Natural Resources Ltd.

- Formed a JV with Adani Group known as **Adani Welspun Exploration Ltd (AWEL)** www.awel.com
- Incorporated with a main object of manufacturing and dealing in natural resources oil, gas and minerals.
- Current activity includes bidding for oil and gas fields in India as well as for overseas fields.
- Currently has 8 fields – 3 in Gujarat, 1 in Maharashtra, 1 in Assam, 1 in Egypt and 2 in Thailand



Welspun Infratech Ltd. www.welspuninfratech.com

- A 100% subsidiary of Welspun Corp Ltd. set up to enter the US\$ 500 billion infrastructure industry in India.
- Acquired MSK Projects India Ltd., rechristened as **Welspun Projects Ltd.**, marking its foray into infrastructure and laying of oil & gas and water pipelines.
 - Total investment of up to US\$ 90 million for a stake of about 61.12%
- Aims to capture the full value chain - from Manufacturing of Plate & Coil – to Line Pipe and finally to Pipe laying.
- Acquired 35% in Leighton, India, subsidiary of Leighton Australia, renowned EPC Company globally



SOLAR ENERGY

Welspun Energy Ltd. www.welspunenergy.com

The Energy arm of Welspun Group has been incorporated to meet India's growing energy needs in an efficient and environment-friendly manner. Towards this commitment, Welspun Energy intends to set up solar energy based power generation facilities across the country.



Sustainability

- Each and every Welspunite is proud to practice the principles paved by the 3 E's - Education, Empowerment of Women & Health and Environment, thereby realizing the overarching vision of overall development.
- Welspun adopts the most environment friendly production processes, water effluent systems, waste disposal mechanisms and strictly follows water harvesting measures at all its facilities.



Sustainability

- Each production center is equipped with a 24 hour medical facility for health hazards.
- Welspun City, a 2500 acre township at Anjar, is a prime example of continuous efforts to protect the environment with a strong emphasis on afforestation. The City is in the process of creating a green belt, which once completed, will be a veritable forestation of about 500,000 trees.



Corporate Social Responsibility (CSR)

Education

In our seamless effort to improve the lives of children through education, “Welspun Vidya Mandir”, a school up to standard 10 and ‘Welspun Anganvadi’, a pre-primary school has been set up for not only the children of Welspun employees, but children of the other local families as well. Further, we also support various education initiatives at all levels. This involves granting aid to schools, acknowledging and rewarding meritorious students and an initiative called Welspun scholars. Welspun scholars are a group of approximately 14 students, who yearly, seek full study-assistance from Welspun. We support these students, the future of tomorrow, with all humility and passion.

Naandi Foundation: (Quality Education Programme at Primary School level)

Welspun Foundation for Health and Knowledge signed an agreement with Naandi Foundation to initiate quality education based project for three Municipal Corporation of Greater Mumbai (MCGM) schools in Mumbai. With our financial support Naandi Foundation will reach out to 700 school going children.



Light of Life Trust: Project Anando: (Quality Education at Secondary School Level) at Salav, Alibaug, Maharashtra.

Light of Life Trust initiated quality education based project at Salav, Alibaug. With our financial support Light of Life Trust will run centre for 100 Katakari tribal schools going and dropped out children.

The project is being executed for one year on pilot basis and then will be scaled up in other needy communities nearby Welspun Maxsteel business location.



Corporate Social Responsibility (CSR)

Environment

Welspun City, a 2500 acre township set up in the heart of the barren lands of Anjar, Kutch in the state of Gujarat, is a prime example of continuous efforts to protect our environment with a strong emphasis on afforestation. Welspun City is in the process of transforming itself to one of the largest green belts in the area, with a veritable forest of about 500,000 trees.

Water Effluent Plant

We treasure the environment. In our efforts to make the lives of our employees not only fruitful, but also more safe and enriching, we have set up a Water Effluent Plant at Welspun City at Anjar. This plant recycles the water to be used for industrial and household purposes, thereby not only ensuring safety, but further security for our employees and society at large.



Plantation of Jatropha

The Jatropha plant is a drought resistant perennial and grows well in sandy and well-drained soil. Under our initiative to convert the desert area of Anjar in to a lush and more serene environment, we have undertaken an afforestation drive at Welspun City, planting thousands of saplings of the Jatropha tree. The Jatropha seeds have excellent oil content of 37% and the oil can be combusted as fuel for simple diesel engines.



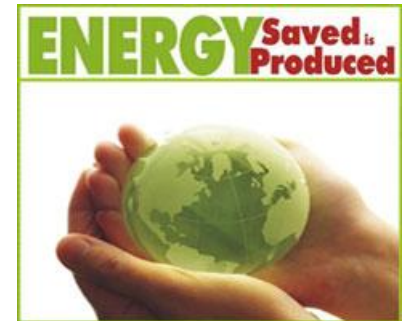
Corporate Social Responsibility (CSR)

Environment

Campaign on Energy Conservation

Energy Saved is Energy Produced, a month-long campaign on Energy Conservation was launched on 26th July 2008. The campaign focuses on generating energy-saving habits among each and every Welspunite. At the launch of the campaign, the hard-hitting movie, An Inconvenient Truth by Nobel Laureate, Mr. Al Gore was screened at Head Office besides our plants at Anjar and Vapi. The movie presents an eye opening and compelling view of the future of the planet and the civilization. A wake-up call that cuts through myths and misconceptions to deliver the message that global warming is real and present danger. Further each screening was followed by an informal discussion, where the viewers shared their experiences, knowledge, suggestions and observations. The discussion forum reveals several feasible ways to save energy. Handouts on various tips to save energy at work, at home and on the road were distributed to the participants. This tiny step towards sensitization on energy conservation was so well received by everyone that it has encouraged us to undertake more activities under the banner of 'Energy Saved is Energy Produced'.

Bombay Natural History Society: (Hornbill Club Project) at Salav, Alibaug, Maharashtra. Hornbill Club Project on Environment and Conservation programme initiated in Welspun Vidya Mandir Salav, programme covering around four hundred and Ninety Students from std 5th to 8th and 15 teachers.



Empowerment & Health

Welspun enables women to realize their full potential. We work for equal access to women on health care, quality education, career and vocational guidance, employment, equal remuneration, occupational health and safety, etc. Welspun builds and strengthens partnerships with civil society, particularly women's organizations and work towards changing societal attitudes and community practices by active participation and involvement of women.

Naya Savera Campaign

Girl child is a cause close to heart in Welspun. We are determined to priorities the cause of the Girl child. A little amount of care, a handful of warmth and a heart full of love for a girl child can make a big difference. In this endeavour, Naya Savera, campaign was launched in Mumbai. Around 35 employees took the pledge and adopted more than fifty girl child. These overwhelming responses bolster our spirit to lead the initiatives in a long run.



Project "Lijjat"

Programmes providing training in the art of papad making have been organized, where women of one hundred and forty eight Welspun families from a tiny village in Versamedi, Anjar, Gujarat, have participated and have trained for two to three hours daily. This project has provided vocational training and in turn has led to the women making a small amount of money that today makes a significant difference to their lives therefore empowering them.



Corporate Social Responsibility (CSR)

Empowerment & Health

Project "Kishori"

At Welspun, we understand the importance of being not only educated but also well versed with computers, in today's dynamic environment. As part of vocational training, we are supplying the institutes with facilities and professional trainers to offer free computer classes. We organize computer courses that are offered to working women who intend to apply for positions in both Government and non-government organizations.



Health Initiative

Welspun's health centres are providing health facilities for underprivileged population from the neighboring villages, particularly on general health, mother and child health care and also by sponsoring major health expenditure

Women Empowerment initiative at Varsamedi, Anjar

Empowerment is one of the important principles Welspun foundation work on. Welspun is pioneered Mission Mangalam Scheme with Gujarat Government. This initiative brings livelihood options by building capacities and providing trainings to the rural women. Approximately 85 women are trained under this scheme.

Skills development and livelihood project at Welspun Grams for women

2 centres for women are being run to develop cutting and stitching skills and to bring livelihood to them. Approximately 75 women from both the centers have been trained and given jobs.

Empowerment & Health

Adoption of Industrial Training Institute at Vandsa in Navsari District

WIL Vapi has adopted an ITI in Vandsa, District:Navsari under the Central Govt. Scheme of “ITI upgradation by Public-Private Partnership” where 3 new trades i.e Spinning, Weaving and Cut & Sew are being introduced. The theoretical classes will be taken care of by MS University Professors and On-Job Training will be imparted by WIL, Vapi unit.

Tie up with MPSTME College, Sirpur, Vapi

WIL has tied up with MPSTME College, Sirpur, Vapi where students are from rural background. 13 of its students are being provided opportunity of 6 months long practical training in our organization. The boarding, lodging & transportation to these students are extended by us free of cost and they are being trained to be fit in the industry as soon as they complete their academics.

Health activities

Blood donation camps and other health related activities at Welspun HO and at plant level.

Environment based activities

World Environment Day, Earth Day and other environment related activities conducted at Welspun House and other plants.

Recognitions in 2010 & 2011

WELSPUN INDIA LTD. / WELSPUN GLOBAL BRANDS LTD.

- **INDIA SHINING CSR AWARD** – “ **Outstanding CSR in Textile Sector**” at CSR Thought Leadership Conclave hosted by Wockhardt
- **SUSTAINABILITY AWARD FOR PROCESS INNOVATION**
- Indian Carbon Outlook, 2011
- **GOLD AWARD FOR HIGHEST EXPORTS**
- TEXPROCIL, 2011
- **5 STAR AWARD**
- Macy's, 2011
- **BEST PRODUCT**
- Wilkinson Award, 2011



Recognitions in 2010 & 2011

WELSPUN CORP LTD.

- **“Top Exporter for the Year “– Gold Trophy – EEPC 2011**
- **“Best Indian Manufacturing Company in the US”**
- Indo American Chamber of Commerce – US, 2011
- **STAR PERFORMER AWARD FOR THE YEAR**
- Engineering Export Promotion Council – India, 2010
- **ALL INDIA EXPORT EXCELLENCE AWARD**
- Engineering Export Promotion Council – India, 2010
- **TOP INDIAN COMPANY IN METAL PIPES**
- Dun & Bradstreet , 2010
- **NATIONAL AWARD FOR EXPORT EXCELLENCE**
- Engineering Export Promotion Council – India, 2010



THANK YOU