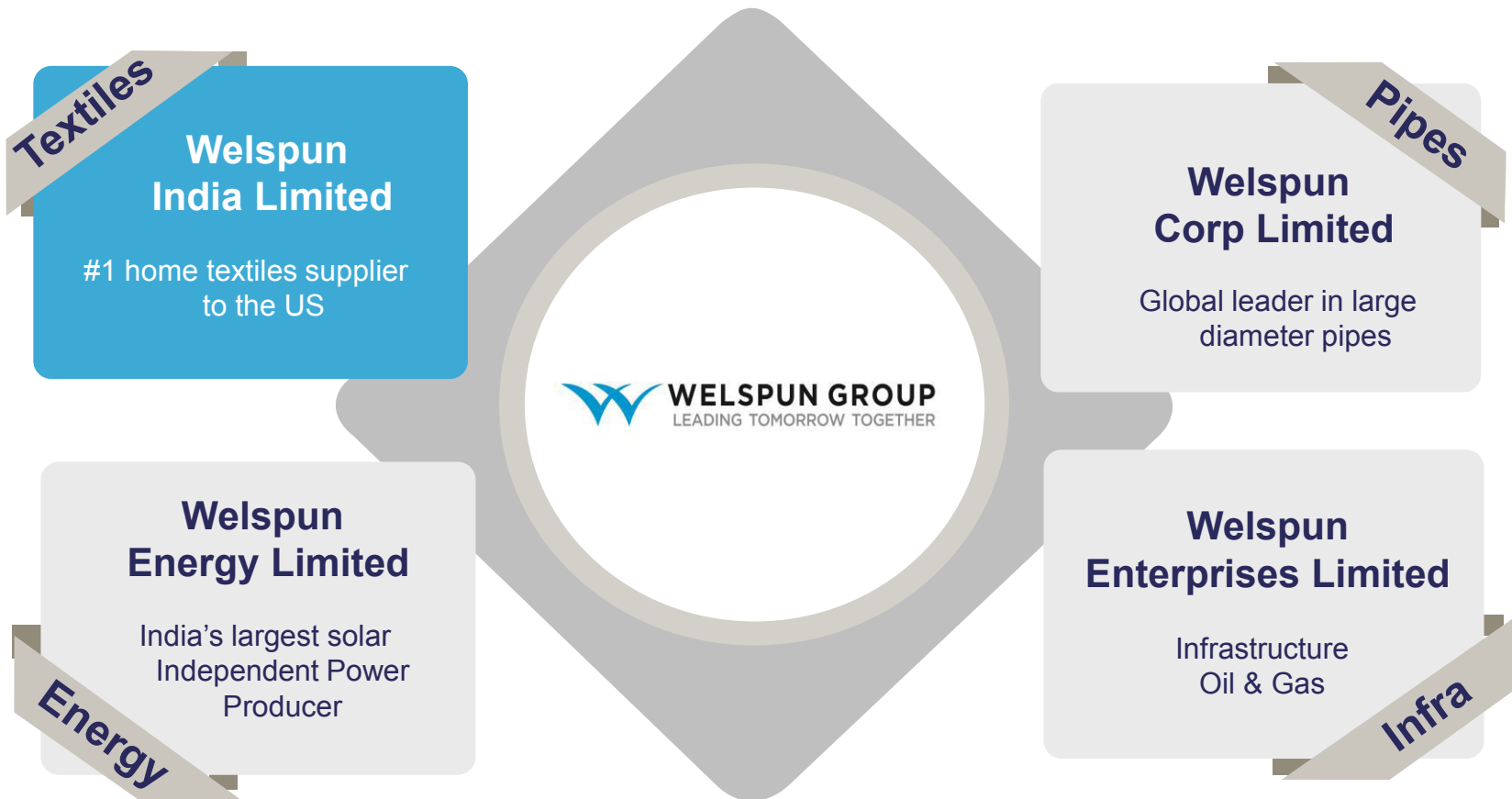


INVESTOR PRESENTATION

Q3 FY16

February, 2016





Revenue : US\$ 3 Billion ; Asset Base : US\$ 3.2 Billion

AGENDA

1. **WIL - An Overview**
2. **Industry Overview: Advantage India**
3. **Welspun India: Global Leader in Home Textiles**
4. **Q3FY16 Highlights**
5. **Way forward**



WIL - AN OVERVIEW

Global Home Textiles Leader

- A part of US\$ 3 billion Welspun Group, Welspun India Ltd. is among the top three home textile manufacturers in the world and the largest home textile company in Asia
- Leading Home Textile exporter to the US for the third consecutive year
- With a distribution network in more than 50 countries, it is the largest exporter of home fashion products
- Centered on excellence and transparency, the company has emerged as a trusted partner to 14 of Top 30 global retailers like Bed Bath and Beyond, Target, Macy's, Wal-Mart and JC Penney among others
- State-of-the-art manufacturing facilities at Anjar and Vapi (Gujarat)

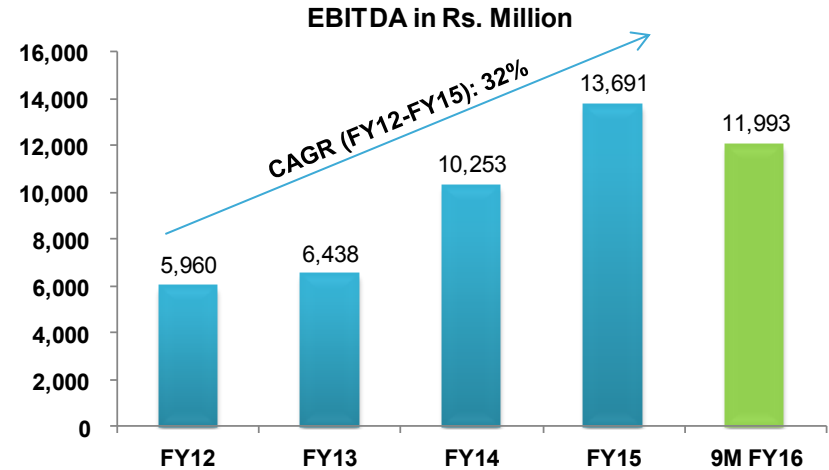
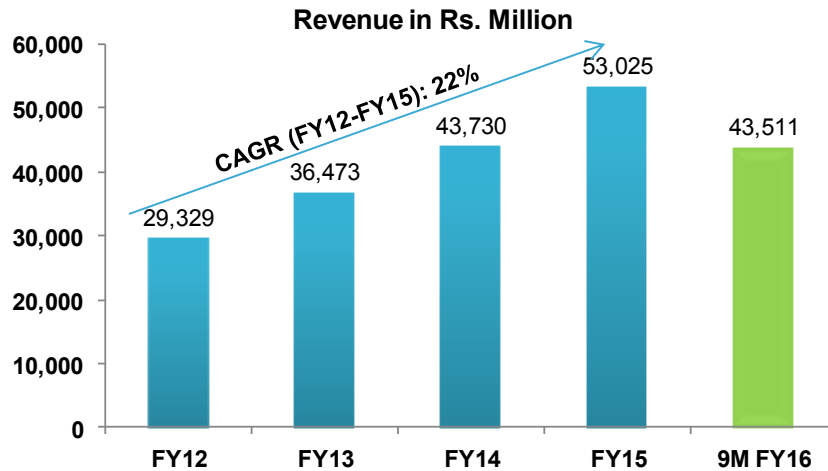
Commitment & Empowerment

Creates opportunities for financial inclusion for women-through initiatives like Spun, Rags to Riches and Swasti

Innovation Focus

Patents (Including Pending) : 16
About 30% of sales comes from innovative products

FINANCIAL OVERVIEW



Shareholding Pattern

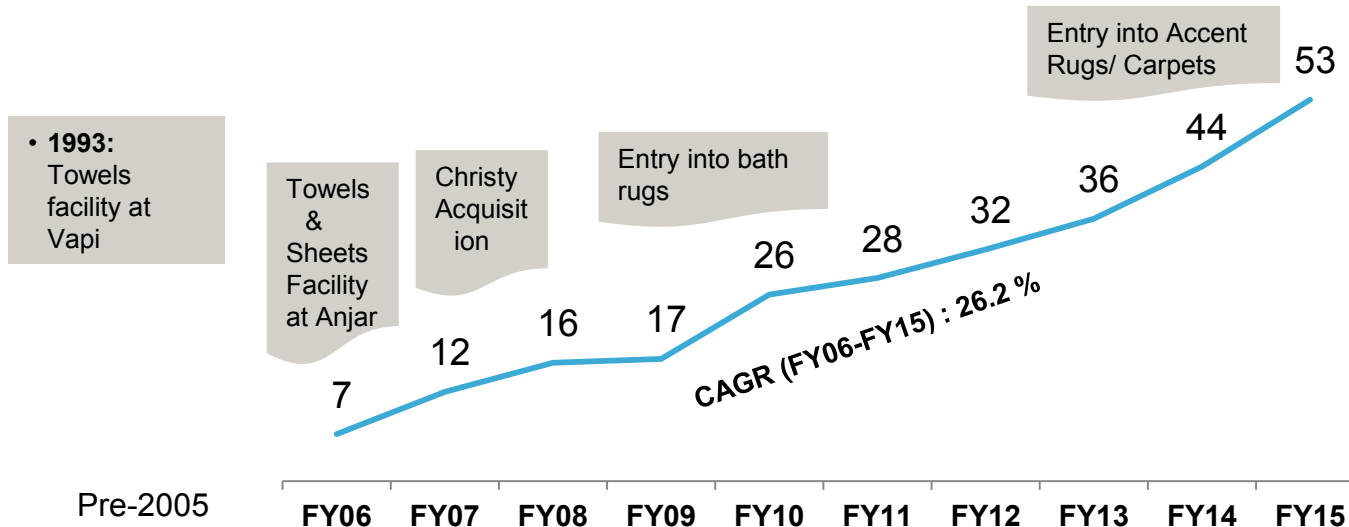
Particulars	31-Dec-15	31-Mar-15
Promoters	73.5%	73.5%
FII's	9.4%	3.6%
Mutual Funds	4.1%	4.0%
Banks & Insurance Cos	1.0%	2.0%
Public	12.1%	16.9%
TOTAL	100.0%	100.0%

Market Statistics

As on Feb 01, 2016	Rs.	USD
Price per share	844	12.7
No: of Shares Outstanding (Mn)	100	100
Market Capitalization (Mn)	84,788	1,271
Daily Average Trading Volumes (Q3FY16) - No. of shares	228,400	228,400
Daily Average Trading Value (Q3FY16) - Mn	183	2.7

WIL - REVENUE MILESTONES

WIL Revenue in Rs. Billion



- Textiles business has been growing at a CAGR of 26.2% since the inception of the Anjar Facility
- Sustained growth indicates the potential of Home Textile in the world
- International operations majorly contribute to the revenue

INDUSTRY OVERVIEW: ADVANTAGE INDIA



GLOBAL HOME TEXTILE SCENARIO



Market Size

- Home textile market at US\$45 bn
- Bath constitutes ~25%
- Bed constitutes ~35%

Key Consumers

- US, Europe and Japan are the largest consumers
- Global demand equally split between US, Europe and Rest of the World

Key Producers

- India, Pakistan and China are the largest producers; Account for 85% of cotton home textile trade to US
- Global market share: India 11%; China 35%
- India's market share is higher in cotton home textiles

STRUCTURAL CHANGE: ASIAN DOMINANCE IN HOME TEXTILES



India has emerged as significant player in Home Textiles

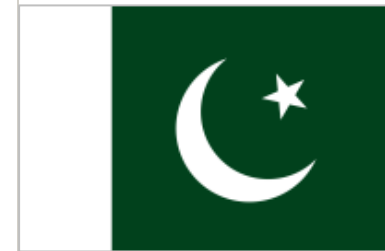
STRUCTURAL CHANGES IN FAVOUR OF INDIA



- Largest producer and 2nd largest exporter of cotton
- Exporter of yarn
- Competitive costs
- Robust ecosystem for textiles
- Democracy with stable government
- Better environmental and labor law compliance



- Major importer of cotton and yarn
- Losing export Competitiveness
- Wage inflation
- Rising power costs
- Stricter environmental compliance
- Focus on domestic consumption
- Yarn capacity closures



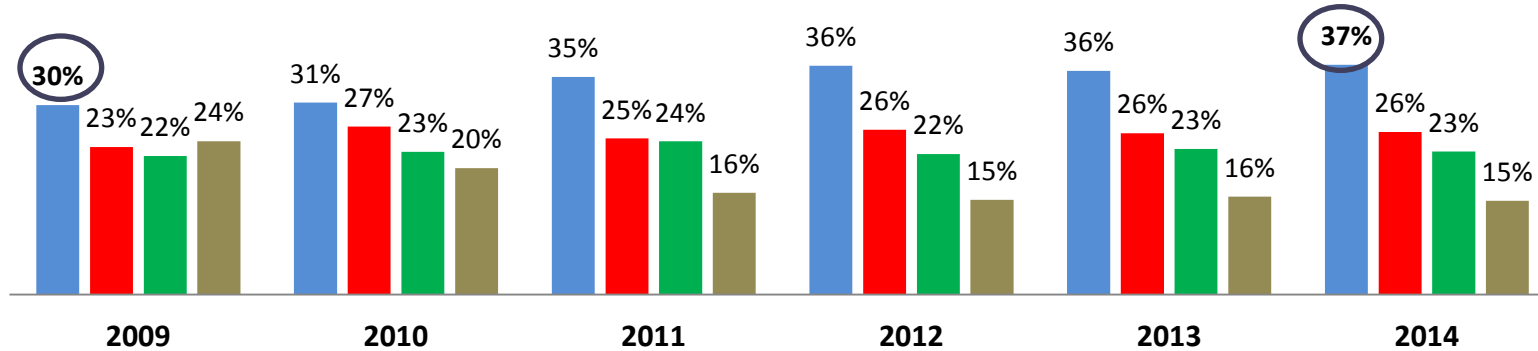
- Cotton Importer
- Energy issues
- Geopolitical issues
- Compliance issues

STRUCTURAL CHANGE: MANIFESTS IN HIGHER MARKET SHARE

US Imports from Various countries – Market share

Towels (Cotton)

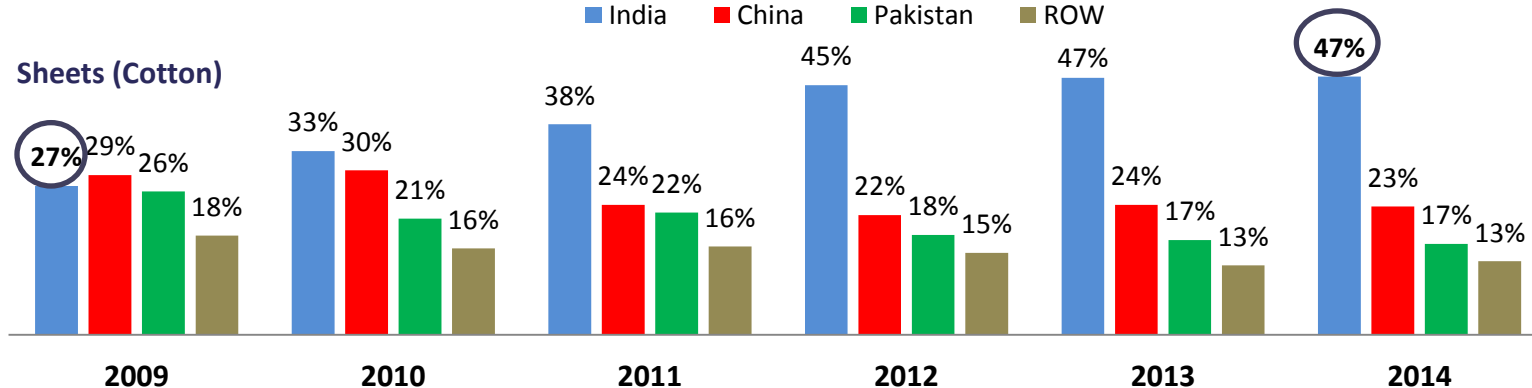
■ India ■ China ■ Pakistan ■ ROW



India's share increased by 7 percentage points in 5 years

Sheets (Cotton)

■ India ■ China ■ Pakistan ■ ROW



India's share increased by 20 percentage points in 5 years

India's dominance is evident in cotton home textiles

WELSPUN INDIA



LEADERSHIP: FOCUS AND EXCELLENCE



- A differentiated End-to-end Solutions Provider in Home Textiles
- Widest product range in the Home Textiles segment

- Uniquely positioned for cross-selling due to Customer reach, Competitive manufacturing and Global delivery model empowering higher wallet share
- Strong track record of customer satisfaction and repeat business from them; 80% revenue from replenishment

Bath	Bedding	Flooring
Towels	Sheets	Carpets
Bath robes	TOB	Rugs
	Basic and Fashion Bedding	

Wide product range in Home textiles

LEADERSHIP: STRATEGIC PARTNERSHIP WITH GLOBAL RETAIL GIANTS



- Bed Bath & Beyond
- Macy's
- J C Penney
- Target
- Kohl's
- Wal Mart
- K Mart- Sears
- and many more



- Shopper's Stop
- Lifestyle
- HomeTown
- @Home
- and many more



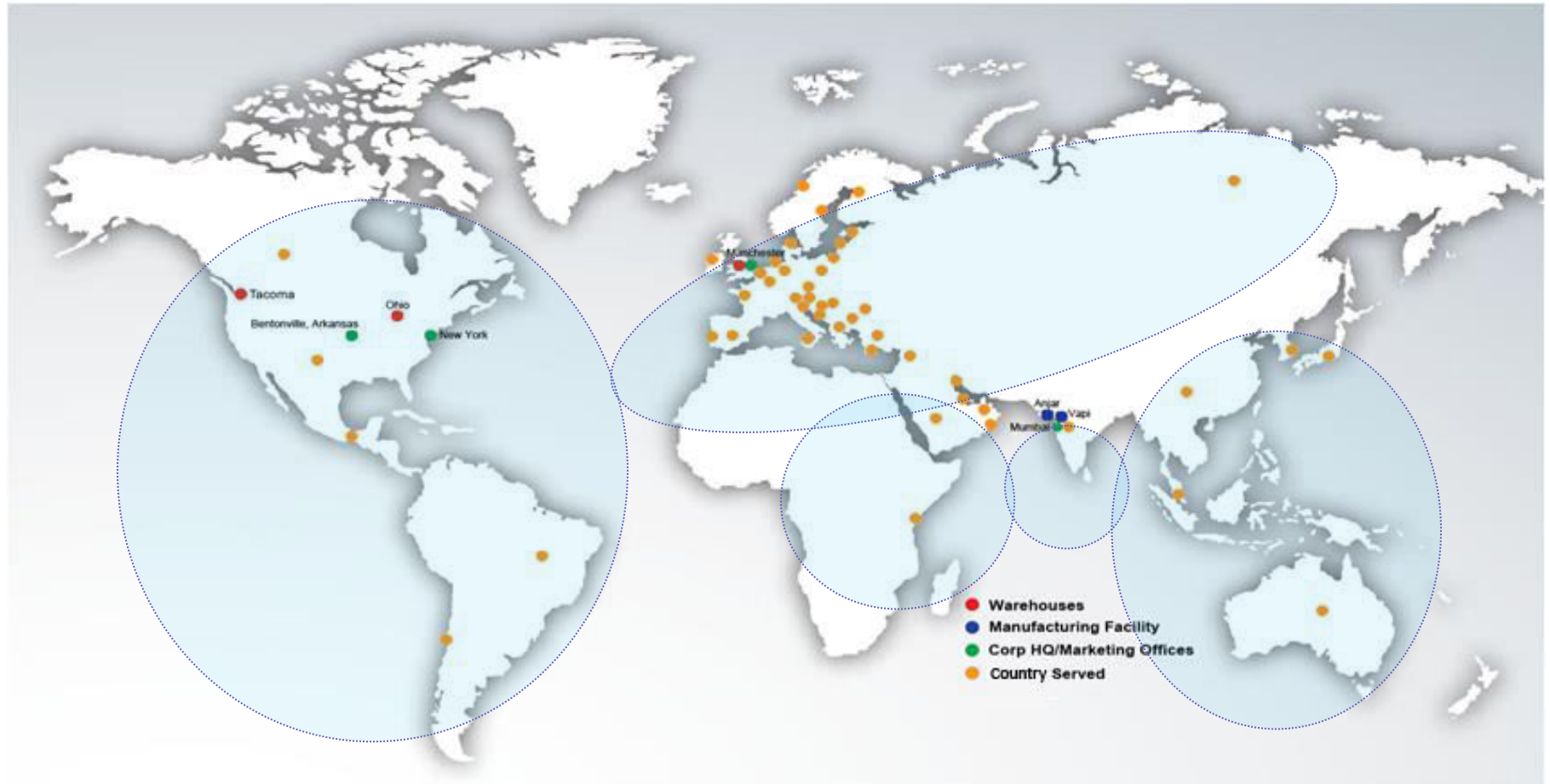
- Ikea
- Carrefour
- JYSK
- El Corte Ingles
- Vincenzo Zucchi S.p.A
- ... and many more



- ASDA
- Tesco
- Marks & Spencer
- Debenhams
- House of Frazer
- and many more

Strategic Partnership with Marquee clients across geographies

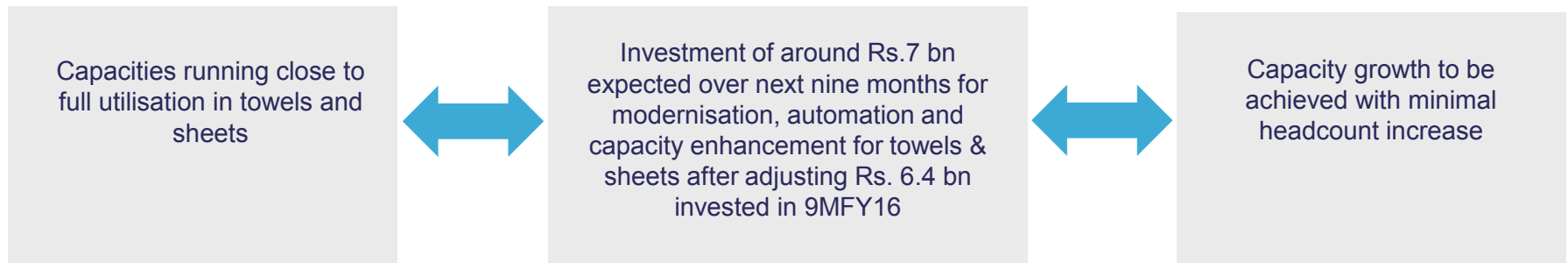
LEADERSHIP: GLOBAL REACH & DELIVERY MODEL



Delivery & Reach in over 50 countries

LEADERSHIP: SCALE

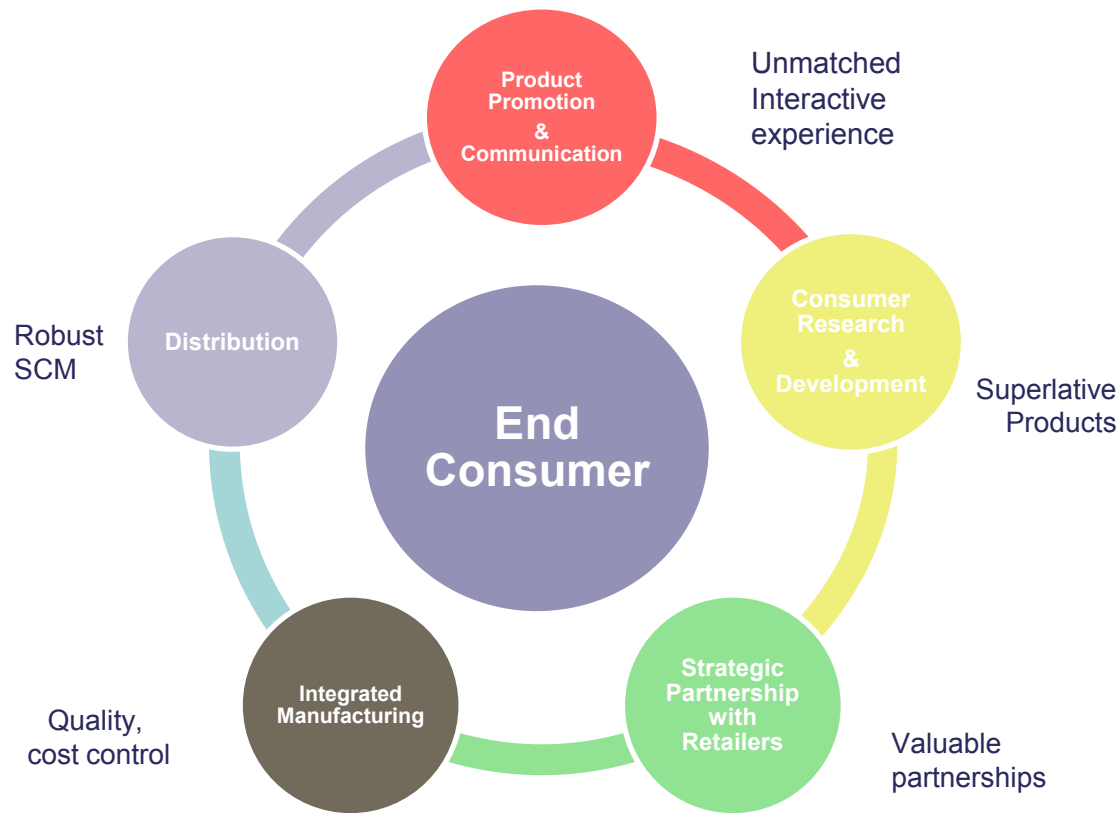
Product	Unit	FY15 Capacity	Sales volume	Utilisation %	Expected Capacity FY16
Towels	MT	50,000	50,852	102%	60,000
Sheets	'000 Mtrs	60,000	58,047	97%	72,000
Rugs & Carpets	MT	15,000	8,755	58%	20,000*



* Expected in H1FY17

High utilisation of world-class capacities

LEADERSHIP: FMCG APPROACH – CONSUMER-DRIVEN INNOVATION



TODAY'S WELSPUN: "FAST"



Fast

Quick
response
time
(Speed to
Market)

Affordable

Best cost
structures for
different price
levels

Sustainability

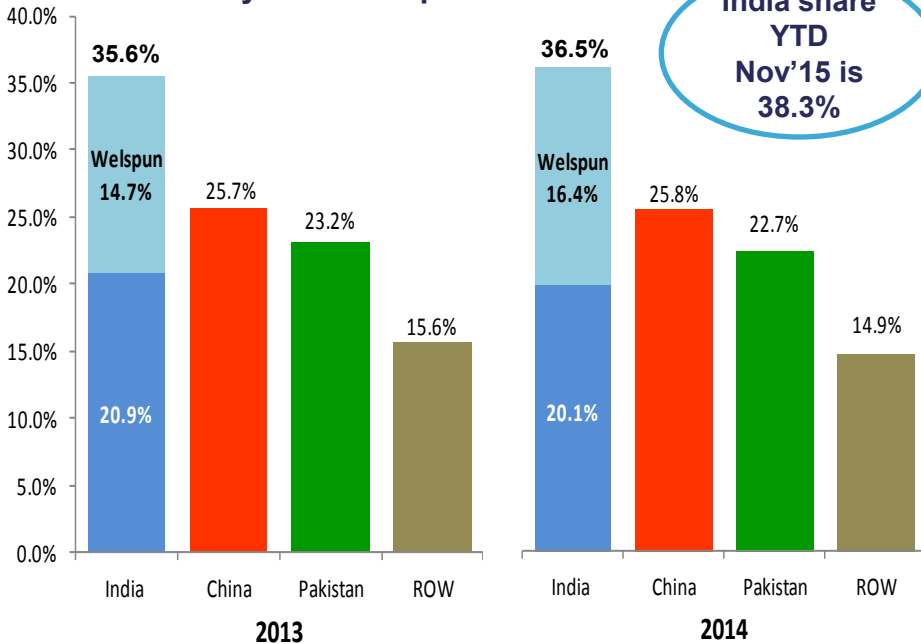
Caring for the
environment
and the
community

Tech-oriented

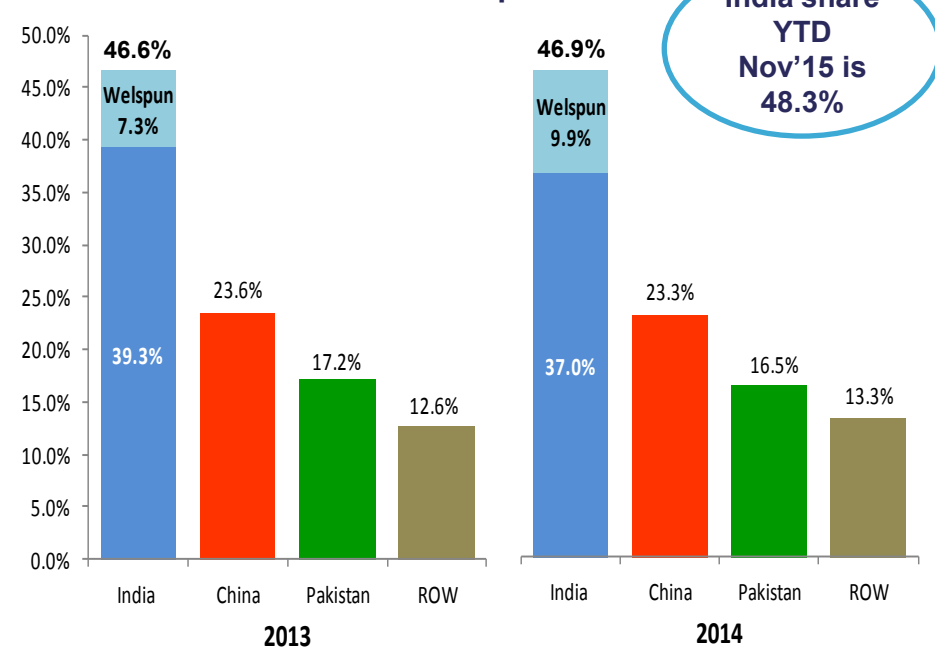
Technology
leveraged
across
Products,
Processes
and Supply
Chain

“FAST” TRANSLATING INTO LEADERSHIP POSITION

US Terry Towels Import



US Cotton Sheets Import



- Welspun's share in US Terry Towels import has increased to 16.4% in 2014
- Welspun's share in US Cotton Sheets import has increased to 9.9% in 2014

Sustaining leading position in towels and sheets in the US

VALUE THROUGH BRANDS



- Premium brand with presence in India
- Footprint of around 200 shop-in-shop outlets and distribution



- Value brand; presence in India via mass retailers; also growing via distributor network



- Largest terry towel brand in the UK with growing presence in China and the Middle East
- Present in over 40 retailers within UK
- Also present in USA and seeing aggressive growth in e-commerce



- Value brand in the UK with a focus on bedding
- Targetting the affordable fashion segment



- Patent 'Hygro Cotton' launched as a brand in Q3FY16
- Ingredient branding with retailer's brands

VALUE THROUGH BRANDS (CONTD...)



- Suppliers of the Wimbledon towels
- A souvenir that even the star tennis players covet



- License holder of the Rugby World Cup 2015 towels



- Licensed the Amy Butler range of home products for the US business with a special focus on e-commerce



- Launched own brand of luxury linen in the US via e-commerce



- Licensed the Annie Phillip brand for floor coverings in US, UK and India

SPACES CAMPAIGN

SPACES
HOME & BEYOND[®]
www.shopwelspun.in

BED, BATH, RUGS & CO-ORDINATES

Find your space

Our Brands

SPACES
HOME & BEYOND[®]

WELHOME

Christy
ENGLAND HOME

KINGSLEY
HOME

Parineeti Chopra is a brand ambassador for Spaces Home & Beyond

Exclusive Licence for towels

RUGBY
WORLD CUP
2015

SPACES
HOME & BEYOND[®]

BED, BATH, RUGS & CO-ORDINATES

Find the designer in you.

Define your style. Follow your imagination. Create your own look.
Spaces Home & Beyond by Welspun is all about self-expression.

Find your space

BRANDING OUR INNOVATION



Hygro Cotton® creates sheets that are alive with natural comfort.

-  **They breathe...**
with unique 100% cotton hollow core yarn that allows more air inside... to wick away more moisture.
 -  **They adapt...**
to changes in temperature to keep you cooler in summer and warmer in winter.
 -  **They astonish...**
becoming softer and more comfortable wash after wash after wash.
- Exceeding expectations by actually getting better over time, no other sheets perform quite like these. Because no other cotton performs quite like Hygro.





regulates temperature for individual comfort

WelspunComforts.com

WELSPUN
comforting the planet®



Hygro Cotton® creates towels that are alive with natural comfort.

-  **They breakthrough...**
with unique 100% cotton hollow core yarn that makes them more absorbent.
 -  **They beguile...**
drying you quicker than you could ever imagine.
 -  **They bloom...**
becoming softer and softer wash after wash after wash.
- Exceeding expectations by actually getting better over time, no other towels perform quite like these. Because no other cotton performs quite like Hygro.



before washing

after 3 washings

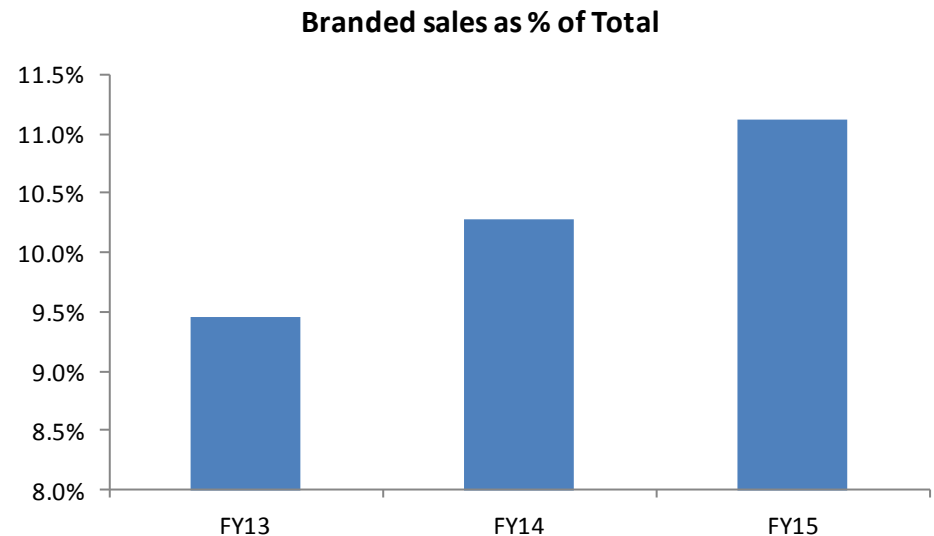
WelspunComforts.com

WELSPUN
comforting the planet®

- Launched nation-wide campaign in the US in September 2015 to introduce patented Hygro cotton® technology to consumers
- First ever such campaign in textiles in the past 15 years

VALUE THROUGH BRANDS

- Strong growth expected in the branded category, especially in India
- Expansion of Christy into geographies such as USA, China and Middle East
- Increased penetration of **Spaces** and **Welhome** through shop-in-shop and e-commerce
 - Very low capex and risk
- Launched 'Hygro' as ingredient brand during Q3FY16
- India – Growth of branded products at ~40% CAGR over a period of 2 years
- Global – Growth of branded products currently at ~11% of consolidated sales

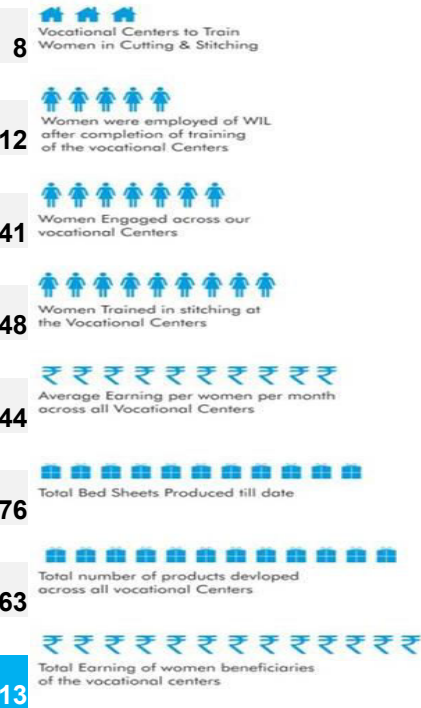


Rising Share of Branded Products

CSV – THROUGH 3E’S

Empowerment

WOMEN EMPOWERMENT AT CSR



CSV – THROUGH 3E'S – LAUNCHED CAMPAIGN FOR “SPUN”

SPUN : Our Corporate Social Value initiative to Empower Women and Revive the crafts of our country

Fabric scraps take on new life in our Spun™ Waste Not™ collection. What could have ended up in a land fill becomes a work of textile art in the hands of our master craftspeople.

Bringing opportunity to communities in need.

Enabling underprivileged women to become empowered.

Protecting and preserving the environment.

Creating beauty for our homes.

Thinking global.

Acting local.



waste not™
think global, act local



SPUN
Threads with a soul

Handcrafted intricately, with love and care, each creation by Spun is much more than aesthetics. It is an expression of an artisan's dreams, her hard work, her life... or you can say, it is an extension of her soul. And it is this soul that lends every Spun product a character of its own, and makes it unique.

A Block maker: intricately carving a wooden block for Spun.

Block printing in process: leaving beautiful impressions on fabric.

Women learning to stitch at our CSR centers to develop products for Spun.

Traditional embroidery and patchwork in villages of Karnataka.

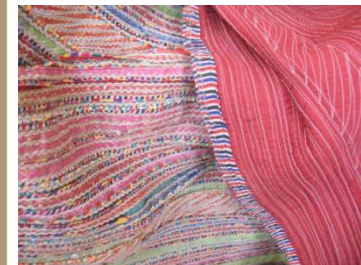
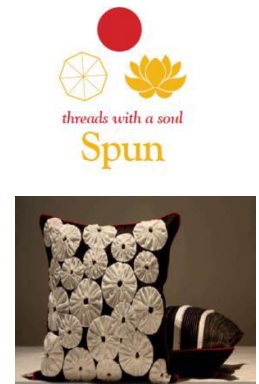



CSR CENTERS Social business: leading women's livelihood and empower the community through income generation.

GLOBAL CUSTOMER: Inspiring global customer through new medium of communication. Bridging the gaps.

Recycling: Allowing us to sustain our environment and ecology.

THINK GLOBAL CREATE LOCAL



CSV – THROUGH 3E'S

Environment & Health



HEALTH CAMPS:

10 camps on blood group detection, general health check up, diabetes detection, dental camps, etc. were conducted in 10 villages of Anjar



SANITATION PROJECT:

2,800 toilets constructed in 10 villages of Anjar



MOBILE HEALTH VANS at Anjar & Mumbai:

Provide basic health facilities, awareness sessions in the underprivileged communities 20 Villages in Anjar, 9 communities in Mumbai



PLANTATIONS:

4,500 fruit and vegetable plantations done at 14 villages of Anjar

RO DRINKING WATER initiative at Vapi (5 nos) and Anjar (2 nos)

CSV – THROUGH 3E'S

Education



ADULT LITERACY PROGRAMME:

4 classes were conducted consisting of a total of 75 women at Versamedi, Ratnal, and Ajapar villages since August 2014



QUALITY EDUCATION PROGRAMME WITH 45 GOVT SCHOOLS IN ANJAR:

We recruited 62
Para – teachers

SUSTAINABLE : CORPORATE SOCIAL VALUE (CSV) – 5E’S VISION FOR SMART VILLAGE

5 Es for a Smart Village

Essential Infra

- PCC Roads, Side Walks, Upgraded Under ground Sewage lines, Un-Interrupted power supply, Street Lights, Adequate water supply, Public toilets, Entrance Gate, Sports field

E – Connectivity

- 100% adults enrolled under Govt. Schemes, E-enabled Milk Bank, Wi-Fi enabled village, Personal Announcement System, E governance, Promote Cash less transactions.

Empowerment

- Skill development centre, CSR centre, CCTV coverage for village, ATM

Environment

- Green cover, 100% drip irrigation, Biogas plant, Shed for stray cattle, Solar powered street lights, RO drinking water, Develop lake as recreational area, Biogas from waste.

Education

- Till Class X in Schools, Smart classes and CCTV in all classes, Wi-fi enabled school, Functional Library

Swachh Welspun Abhiyan (Clean Welspun Movement) implemented across locations at Welspun.

Q3 FY16 HIGHLIGHTS



KEY HIGHLIGHTS – Q3 FY16

Ranked **No:1 Home Textile Supplier** to the **US** for the **fourth consecutive year** by **HTT**

Crossed **Rs. 4 bn quarterly Operating EBITDA** milestone

Domestic Retail Sales Growth of 52% YTD

Launched '**Hygro Cotton**' as an **ingredient brand**

Dipali Goenka appointed on the **Board of Directors** of **Social Accountability Accreditation Services (SAAS)**

Bestowed '**Exemplary Supply Chain and Speed Award**' by **Kohl's** and '**Best Innovation Award**' by **Wilkinson**

Board approves **stock split in 10:1 ratio**

Net Debt to Equity at 1.4x (vs. 1.8x at 31 March 2015); **Net debt to Oper. EBITDA at 1.75x** (vs. 2.0x)

Positive free cash flows in 9MFY16 **after capex of Rs. 6.4 bn**

FINANCIAL PERFORMANCE -

Q3 FY16 & 9M FY16

(Rs. Million)

Particulars	Q3FY16	Q3FY15	YoY	Q2FY16	9M FY16	9M FY15	YoY
Revenue	14,904	13,459	10.7%	14,723	43,511	39,367	10.5%
Operating EBITDA	4,006	3,400	17.8%	3,743	11,346	9,296	22.1%
Oper. EBITDA Margin	26.9%	25.3%	161 bps	25.4%	26.1%	23.6%	246 bps
EBITDA	4,178	3,547	17.8%	3,940	11,993	9,956	20.5%
EBITDA Margin	28.0%	26.4%	168 bps	26.8%	27.6%	25.3%	227 bps
Finance Cost	592	816	-27.4%	515	1,700	2,260	-24.8%
Depreciation	997	918	8.7%	918	2,708	2,321	16.7%
PBT	2,588	1,813	42.8%	2,508	7,585	5,376	41.1%
PAT after min. & assoc.	1,741	1,436	21.3%	1,724	5,096	3,784	34.7%
PAT Margin	11.7%	10.7%	101 bps	11.7%	11.7%	9.6%	210 bps
Cash Profit*	3,002	2,278	31.8%	2,799	8,362	6,236	34.1%
EPS	17.3	14.3	21.3%	17.2	50.7	37.7	34.7%

Operating margin expansion by ~250 bps and EPS growth of ~35% in 9M

* PBDT – Current Tax

FINANCIAL HIGHLIGHTS : PROFITABILITY TREND

(Rs. Million)

Particulars	FY13	FY14	FY15	9M FY16
Revenue	36,473	43,730	53,025	43,511
<i>Revenue growth %</i>	24.4%	19.9%	21.3%	10.5%
Operating EBITDA	5,946	9,211	12,742	11,346
<i>Operating EBITDA Margin</i>	16.3%	21.1%	24.0%	26.1%
EBITDA	6,438	10,253	13,691	11,993
<i>EBITDA Margin</i>	17.7%	23.4%	25.8%	27.6%
Depreciation	1,449	1,903	3,329	2,708
Finance cost	1,977	2,352	2,829	1,700
PBT	3,013	5,997	7,533	7,585
PAT after min. & assoc.	2,248	4,195	5,398	5,096
<i>PAT Margin</i>	6.2%	9.6%	10.2%	11.7%
EPS*	22.4	41.8	53.8	67.7
Cash Profit	4,178	6,237	9,017	8,362

* Annualised

Notes: 1) Cash Profit = PBDT – Current Tax

2) FY14 PAT and EPS are adjusted for one-time additional depreciation net of tax

FINANCIAL HIGHLIGHTS :

BALANCE SHEET

(Rs. Million)

Particulars	31-Mar-13	31-Mar-14	31-Mar-15	31-Dec-15
Net Worth	9,902	11,097	14,318	18,332
Short Term Loans	9,166	11,349	10,034	14,039
Long Term Loans	11,079	18,944	20,817	17,787
Gross Debt	20,244	30,293	30,851	31,827
Cash & Cash Equiv.	2,798	3,658	4,757	5,376
Net Debt	17,446	26,635	26,094	26,450
Capital Employed#	32,387	43,694	47,208	52,857
Net Fixed Assets (incl CWIP)	18,615	25,609	26,049	29,737
Net Current Assets*	8,221	12,140	13,155	13,729
Total assets	38,579	51,684	56,953	63,622
Net Long Term Debt	8,280	15,286	16,060	12,411

Capital Employed = Total assets – Trade Payables – Short-term provisions – Other Current liabilities (excl long-term debt repayable in one year)

* Net Current Assets does not include Cash & Cash Equivalents

FINANCIAL HIGHLIGHTS :

FINANCIAL RATIOS

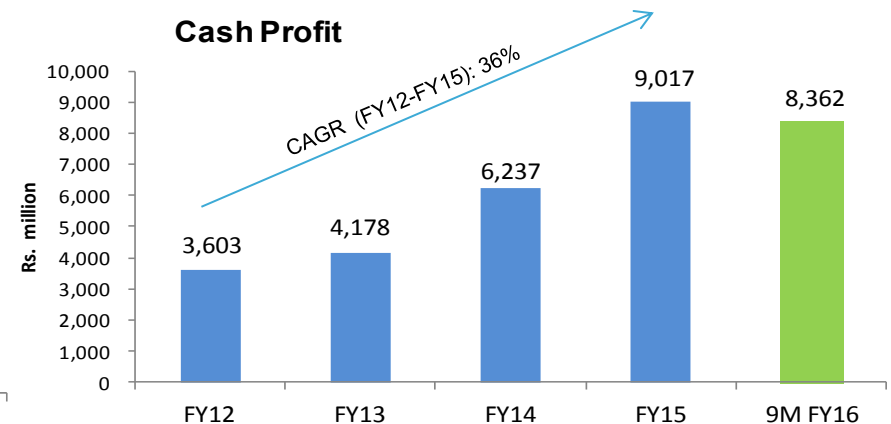
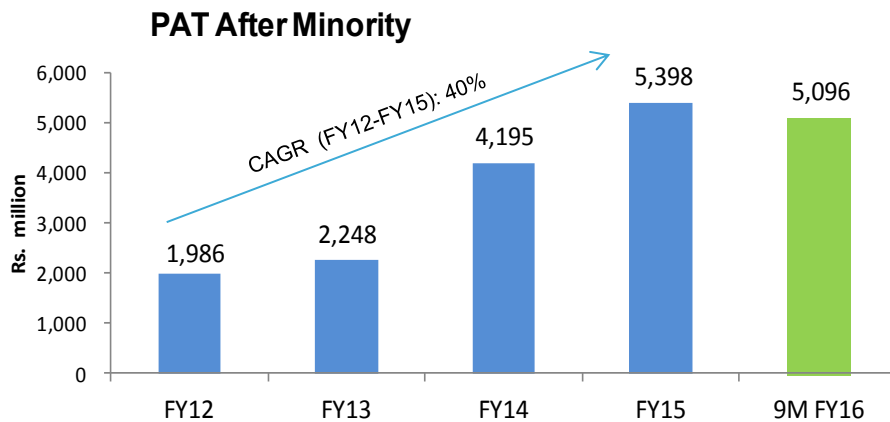
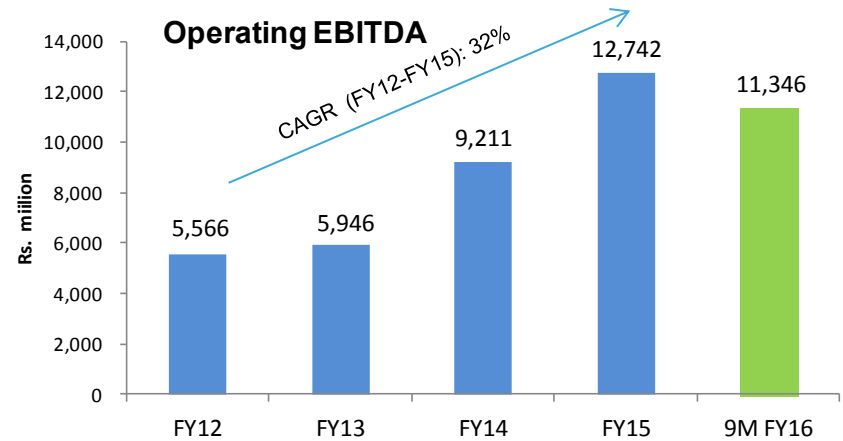
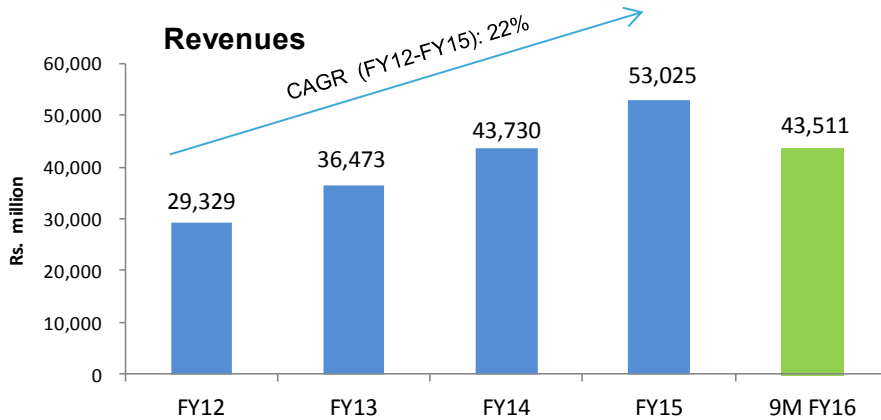
		FY13	FY14	FY15	9M FY16*
Solvency ratios	Net debt/Op. EBITDA	2.93	2.89	2.05	1.75
	Net debt/Equity	1.76	2.40	1.82	1.44
	EBIT/Interest	2.52	3.55	3.66	5.46
Operational ratios	Current Ratio	1.00	1.07	1.12	1.09
	Fixed Asset turnover	1.96	1.71	2.04	1.95
	Total Asset turnover	0.95	0.85	0.93	0.91
	Inventory days	82	84	76	71
	Debtor days	28	34	31	41
	Payable days	50	51	48	54
	Cash conversion cycle	60	67	59	57
Return ratios	ROE	25.9%	40.0%	42.5%	41.6%
	ROCE (pre-tax)	16.3%	21.9%	22.8%	24.7%

* Annualised

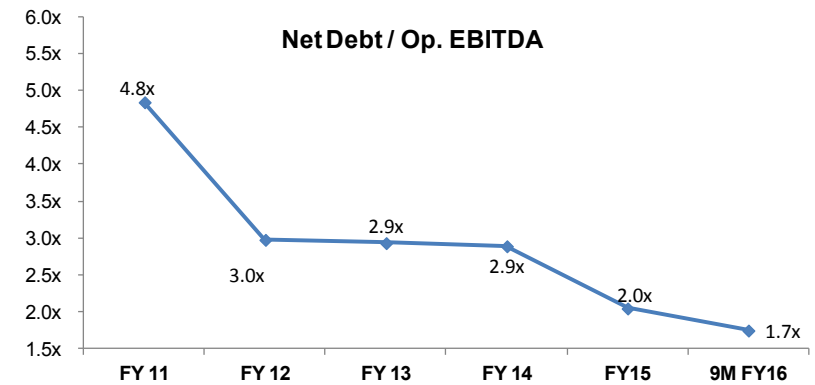
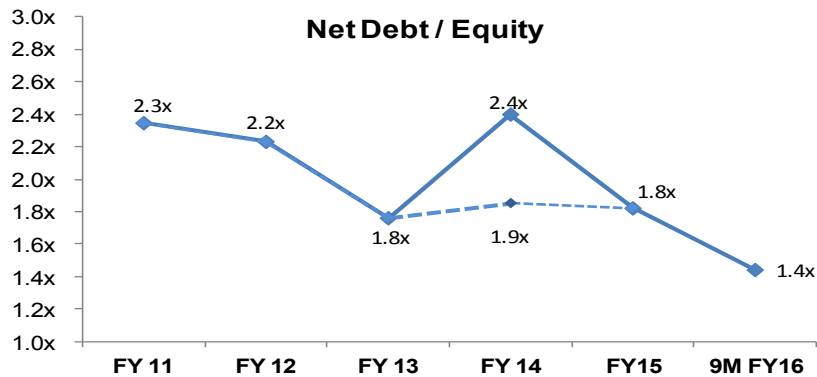
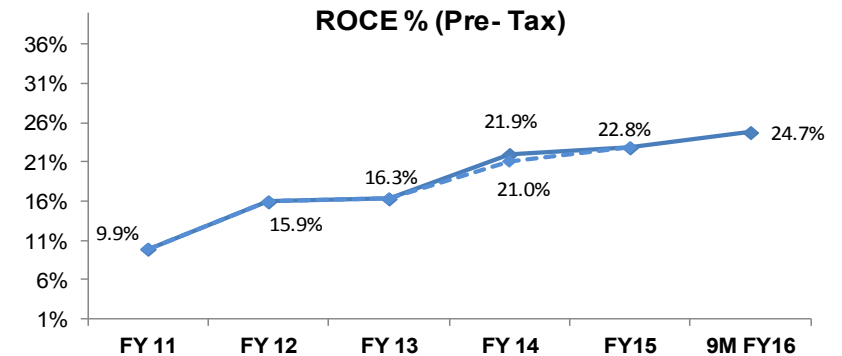
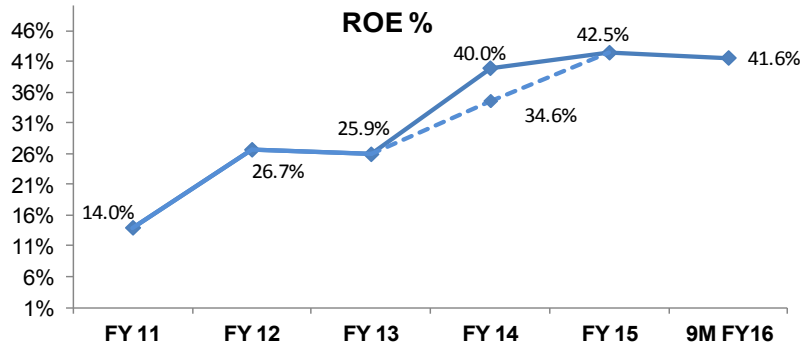
Notes:

1. ROCE = EBIT / Average Capital Employed; ROE = Net Profit / Average Net worth
2. Total asset turnover = Sales/ (Fixed assets + Gross current assets)

KEY FINANCIALS - TRENDS



KEY RATIO TRENDS

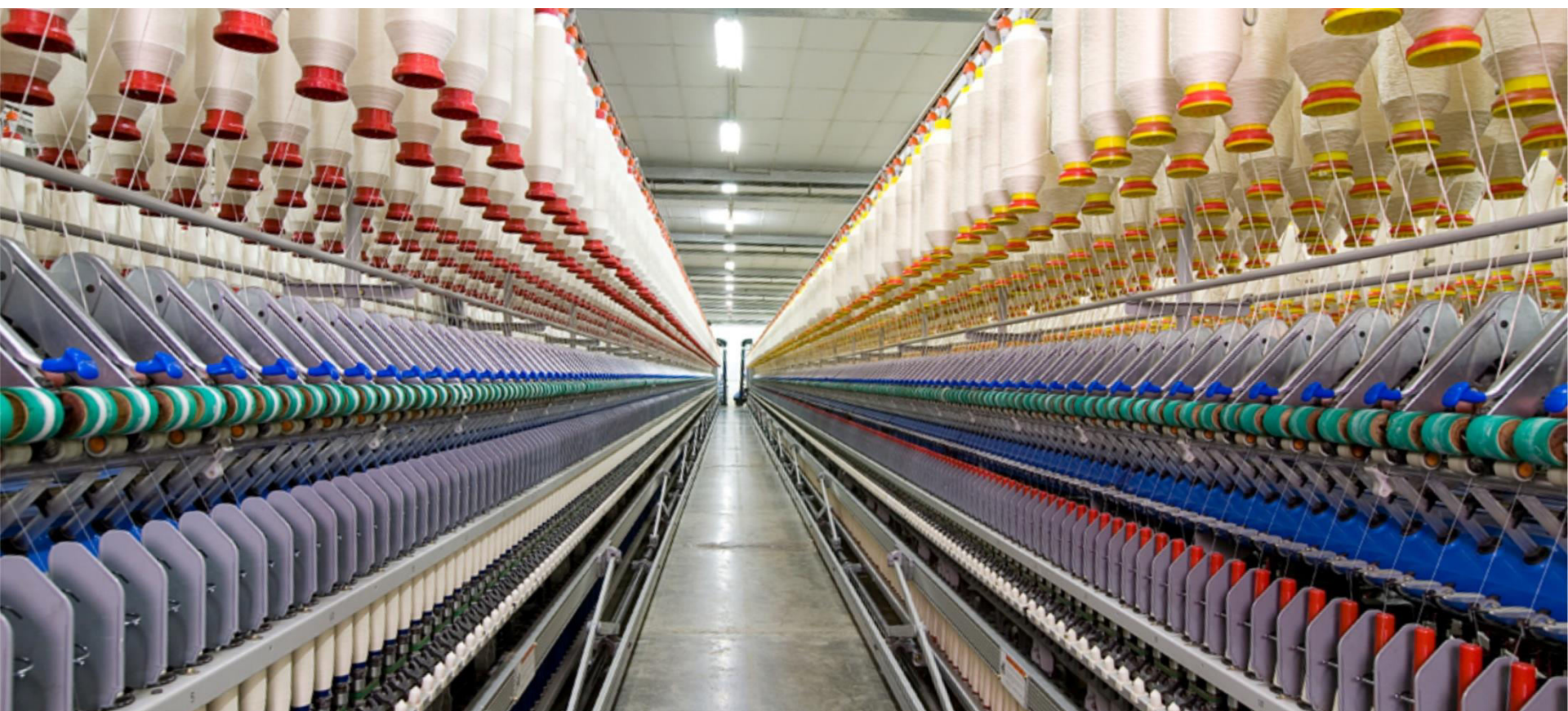


Note : Dotted line indicates trend after removing impact of one-time depreciation during FY14

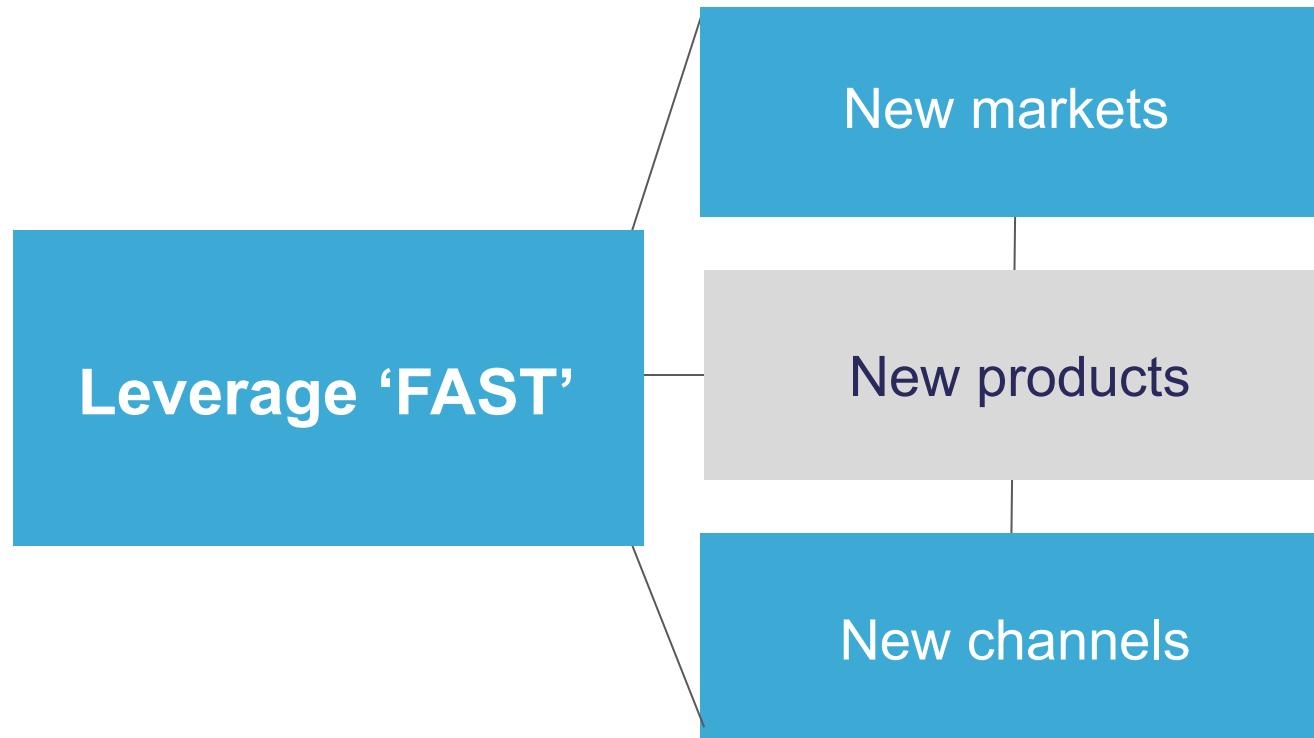
DIVIDEND POLICY - A PIONEERING INITIATIVE IN THE INDUSTRY

- Dividend distribution policy announced along with FY15 results
- Dividend Payout: 25% of standalone PAT
- Total dividend for FY15 at Rs. 10.5 per share of face value Rs. 10
- Interim dividend for FY16 at Rs. 6.5 per share of face value Rs. 10

WAY FORWARD



WAY FORWARD : SUSTAINING GROWTH MOMENTUM



THANK YOU

For further details, please contact:

Harish Venkateswaran

Sr. General Manager - Group Finance and Strategy

Email: harish_venkateswaran@welspun.com

Altaf Jiwani

Director (Finance) & CFO - Welspun India Limited

Email: altaf_jiwani@welspun.com