

Highest ever Quarterly Revenue with sustainable profits

Mumbai, October 25, 2023: Welspun Living Ltd. (WLL), a global leader in Home Textiles and part of the US\$ 3 billion Welspun Group, announced Q2-FY24 results today.

Management Comment:

Speaking about the performance, Mr. B.K. Goenka, Chairman, Welspun Group, said *"It is a proud moment for the Company to have reported highest ever consolidated quarterly revenues in Q2FY24 with consistent profitability in last few quarters, in the face of relatively adverse global economic situation and subdued consumer sentiments. It is also heartening to see the flooring business picking up well and reporting highest quarterly revenues and margin. All our Emerging businesses of Global Brands, Domestic consumer, Advance textile and Flooring are continuing to show strength and grew 28% in Q2'FY 24.*

On Domestic front, Welspun showed resilience during the quarter despite weak retail market sentiments, as a result of focus on continued expansion and also continued to be in positive margin space. 'Welspun' brand strengthened its leadership position and continued being the most widely distributed Home Textile brand in the country with presence in 600+ towns and 15,511+ outlets.

Welspun's practices in Environment, Social & Governance (ESG) front is industry leading and we always set newer benchmarks in doing business sustainably and responsibly. We are entering into a JV for provision of 47MW of Solar & Wind energy at our Anjar facility by 2026, which is another significant step towards our journey to be 100% renewable energy by 2030."

Key Highlights

- Achieved highest ever **Quarterly Revenues** of ₹ 25,424 mn grew 19% YoY
- **EBITDA** for Q2 FY 24 up 158% YoY at ₹ 3,913 mn @ 15.4%
- **PAT** for Q2 FY 24 is ₹ 1,967 mn grew more than 22x YoY
- **Net Debt stood** at ₹ 15,734 mn as on 30th September 2023 vs. ₹ 18,153 mn as on 30th June 2023, down by ₹ 2,419 mn
- **ROCE%** at 14.6% (annualized) vis-à-vis 5.7% in FY23
- **Flooring** also recorded the highest ever quarterly Revenue of ₹ 2,426 mn grew 52% YoY
- **Flooring EBITDA** for Q2 FY 24 is at 8.3% is ₹ 201 mn grew by 5x YoY

Key Financial highlights of the Quarter (Consolidated):

(₹ Million)

Financial Summary	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1 FY 24	H1 FY 23	YoY%
Total Income	25,424	21,366	19.0%	22,149	14.8%	47,545	41,156	15.5%
EBITDA	3,913	1,517	158.0%	3,415	14.6%	7,327	3,252	125.3%
EBITDA Margin	15.4%	7.1%	829 Bps	15.4%	-	15.4%	7.9%	751 Bps
PAT after Minorities	1,967	87	2170.0%	1,616	21.7%	3,583	311	1053.8%

Segmental Details	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	H1 FY 24	H1 FY 23	YoY%
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Home Textile:

Revenue	23,523	20,114	16.9%	20,376	15.4%	43,899	38,635	13.6%
EBITDA	3,594	1,276	181.7%	3,123	15.1%	6,717	2,992	124.5%
EBITDA Margin (%)	15.3%	6.3%	893 Bps	15.3%	-	15.3%	7.7%	756 Bps

Flooring:

Revenue	2,426	1,596	52.0%	2,251	7.8%	4,677	3,290	42.2%
EBITDA	201	42	375.8%	183	9.8%	384	63	506.2%
EBITDA Margin (%)	8.3%	2.6%	563 Bps	8.1%	15 Bps	8.2%	1.9%	628 Bps

(₹ Million)

Balance Sheet Summary	30-Sept -23	31-Mar-23
Net Worth	41,975	40,878
Gross Debt	23,433	23,504
- Short Term Loans	13,266	12,342
- Long Term Loans	10,167	11,162
Net Debt	15,734	15,343
- Net Flooring Debt	8,222	7,878
Net Debt excluding Flooring Debt	7,512	7,465
Net fixed assets (incl. CWIP)	37,395	37,777
Net current assets (excl. cash & cash equiv.)	23,988	23,135
Capital Employed	73,895	72,389
Net Debt/EBITDA	1.23x	1.76x
Net Debt/Equity	0.37x	0.38x

- **Total Income:**
 - **Total revenue** for Q2 at ₹ 25,424 mn grew 19.0% YoY
 - **Textile business revenue** for Q2 at ₹ 23,523 mn grew 16.9% YoY
 - **Flooring business revenue** for Q2 at 2,426 mn grew 52.0% YoY
- **EBITDA:**
 - **Consolidated EBITDA** at margin of 15.4% is ₹ 3,913 mn grew 158.0% YoY
 - **Textile Business EBITDA** at margin of 15.3% is ₹ 3,594 mn grew 181.7% YoY
 - **Flooring Business EBITDA** at margin of 8.3% is ₹ 201 mn grew by 5x YoY
- **PAT (after minority):**
 - Consolidated PAT for Q2 is ₹ 1,967 mn grew more than 22x YoY
- **EPS:**
 - EPS at ₹ 2.04 in Q2 FY 24 vs ₹ 0.08 in Q2 FY 23
- **Net Debt:**
 - Net Debt stood at ₹ 15,734 mn as on 30th September 2023 vs. ₹ 18,153 mn as on 30th June 2023, down by ₹ 2,419 mn.
 - Net debt excluding Flooring business stood at ₹ 7,512 mn as on 30th September 2023 vs. ₹ 9,993 mn as on 30th June 2023, down by ₹ 2,481 mn.
- **ROCE:**
 - Annualized ROCE has improved substantially to 14.6% from 5.7% last year.

Key Business Updates:

- Company has achieved highest ever quarterly consolidated Revenue in Q2 is ₹ 25,424 mn grew by 19.0% YoY
- EBITDA for Q2 at Margin 15.4% is ₹3,913 mn in Q2FY 24 grew 158.0%
- PAT for Q2 FY 24 is ₹ 1,967 mn grew more than 22x YoY
- Flooring Segment also recorded highest ever quarterly Revenue of ₹2,426 mn grew 52.0% YoY at EBITDA Margin of 8.3%
- Emerging businesses Sales of Domestic Consumer business, Branded, Advanced Textiles & Flooring businesses grew 28% YoY in Q2 FY 24
- Innovation & Branded business grew by 67% and 15% YoY respectively in Q2 FY 24
- Our Domestic consumer brand Welspun continued to be the most widely distributed Home Textile brand in the country with presence in 600+ towns and 15,511+ outlets (up by 2246 in Q2), a reach not hitherto achieved by any home textile player in India.

Capex:

- In H1 FY24 the Company has spent ₹ 1,680 mn towards Capex, mainly towards the setup of 30 MW Solar Power plant at our Anjar facility.

Awards and Accolades:

- Won Gold in Hometech category and Silver in Meditech category in SRTEPC award for exceptional export performance in FY23 for Flooring and Advance Textile Business.
- Won 19th IACE awards by IACC in 'Excellence & Leadership in Skilling and Education' category.
- Clinched "India's Most Trusted Company of the Year" Title by Brandscouncil Rating for Flooring Business.
- Woman Supported by WSSW are breaking the barriers , Rhythm sangwan have won the Gold in 25m Pistol Shooting in Asian Games 2023.

About Welspun Living Ltd:

Welspun Living Ltd (WLL), part of \$ 3 Bn Welspun Group, is a global leader in Home textiles. With a distribution network in more than 50 countries and world class manufacturing facilities in India, Welspun is strategic partners with top global retailers. WLL is driven by its differentiation strategy based on Branding, Innovation and Sustainability.

About Welspun Group:

A US\$ 3 billion enterprise, Welspun Group is one of India's fastest growing conglomerates with businesses in Line Pipes, Home Textiles, Infrastructure, Warehousing, Oil & Gas, Advanced Textiles and Floorings. The Group has a strong foothold in over 50 countries with 30,000 employees and over 100,000 shareholders. Headquartered in Mumbai, Welspun Group's manufacturing facilities are strategically located in India, USA and Saudi Arabia. Known for technological and operational excellence, the Group has established a leadership position in the Line Pipe & Home Textiles sectors globally. Its clients include most of the Fortune 100 companies.

For further information please visit www.welspunliving.com or contact:

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Q2 FY24 Investor / Analyst conference call:

Conference call with the management to discuss the company's
Q2FY24 Financial Results on Wednesday, 25th October, 2023 at 4:30 PM IST

Date: 25th October, 2023

Time : 4.30 PM IST / 16:30 hours

Conference dial-in:

Primary Number : + 91 22 6280 1146 / + 91 22 7115 8047

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