

Welspun Corp Ltd (WCL)

World's Leading Line Pipe Manufacturer

Investor Presentation

Q3FY17



SAFE HARBOUR

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PERFORMANCE HIGHLIGHTS Q3FY17

Rs. 12,028 mn

28% YoY



Income from Operations

163 KMT**

14% YoY



Pipe sales volume**

Rs. 1,705 mn

32% YoY



Reported EBIDTA

Rs. 1,224 mn

40% YoY



Operating EBITDA*

Rs. 990 mn

25% YoY



Cash PAT

Rs. 12,125 mn

vs. Rs 10,967 mn YoY



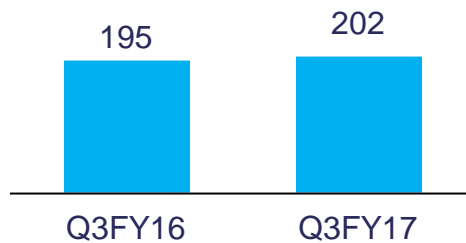
Net Debt

*Note: *Operating EBITDA represents Reported EBITDA (-) Other Income (+) Unrealized Forex Losses (-) Unrealized Forex Gains; ** Excludes Saudi Arabia operations
 All numbers of this sheet are based on IND-AS disclosures and exclude JV businesses – Saudi Arabia and CWC*

Q3FY17 OPERATING PERFORMANCE

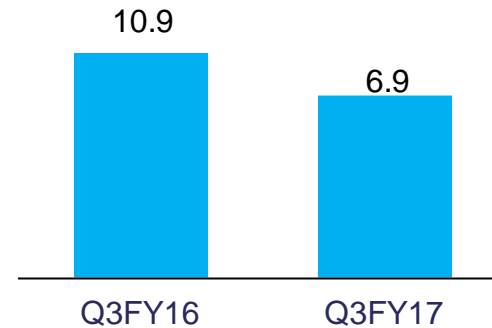
Pipe production

(KMT)



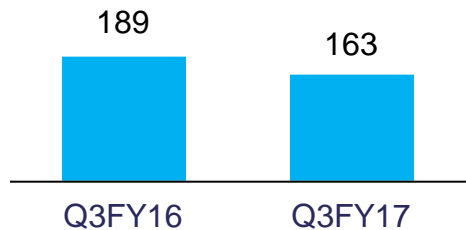
EBITDA*/Ton for Pipes

(Rs. '000)



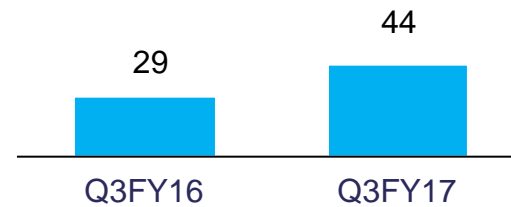
Pipe sales

(KMT)



Plate/ Coils production

(KMT)

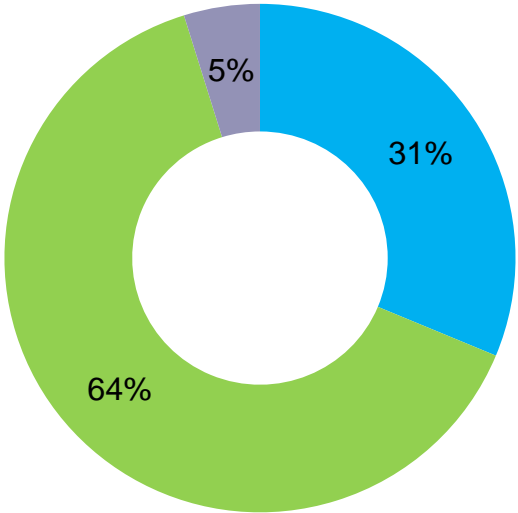


Note: * Operating EBITDA represents Reported EBITDA (-) Other Income (+) Unrealized Forex Losses (-) Unrealized Forex Gains

All numbers on this page excludes all JV operations – Saudi Arabia and CWC, unless specified ; Total pipe production excludes 64 KMT/ 1 KMT for Dammam, Saudi Arabia plant in Q3 FY16 and Q3 FY17 respectively; Total pipe sales excludes 62 KMT for Dammam, Saudi Arabia plant in Q3 FY16

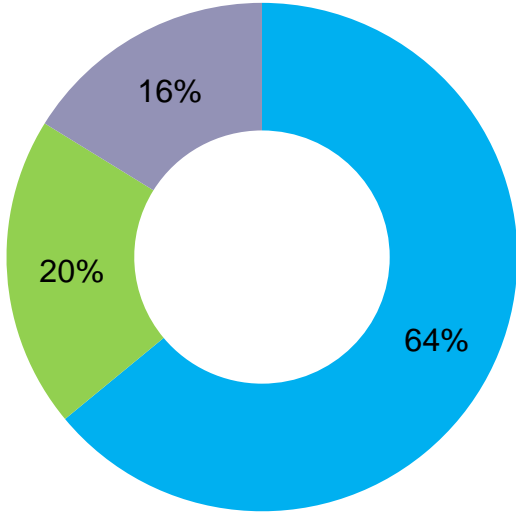
DIVERSIFIED BUSINESS ACROSS REGIONS & PRODUCTS

9M FY17 Pipe Sales Volume : 596 KMT
(including Saudi Arabia operations)



■ LSAW ■ HSAW ■ ERW

Sales by Type



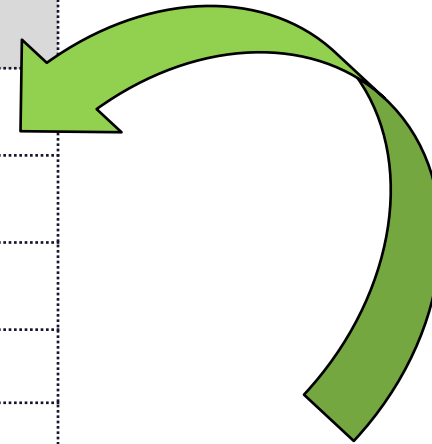
■ India ■ US ■ Saudi Arabia

Sales by Plant

Note: All numbers on this page includes all JV operations – Saudi Arabia and CWC

HEALTHY BALANCE SHEET TO SUPPORT GROWTH

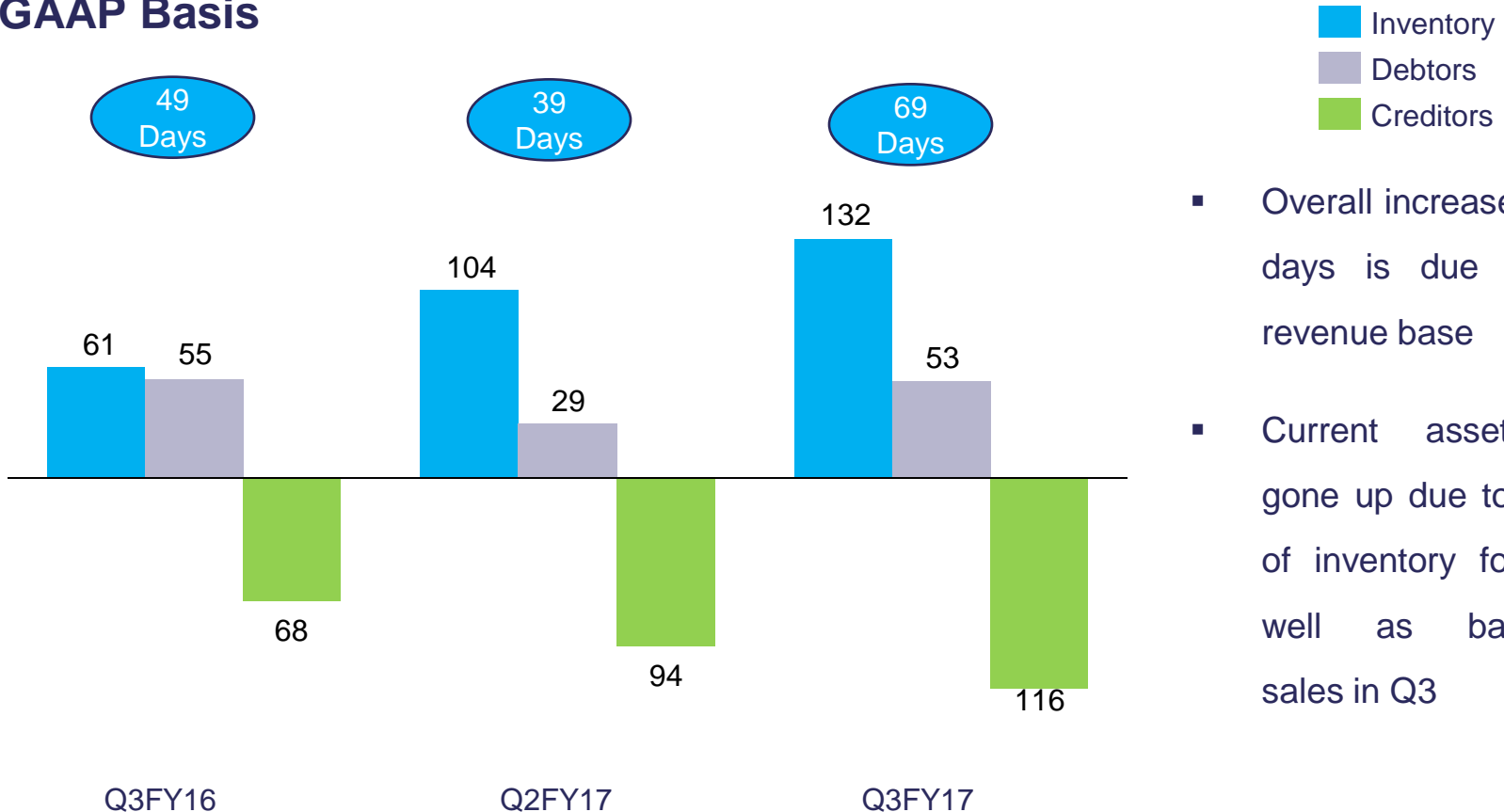
Rs mn	Q3FY17	
	IND AS	I-GAAP
Gross Debt	22,619	29,312
Cash & Equivalent	10,494	12,757
Net Debt	12,125	16,555
Current Ratio	1.46x	1.55x
Net Debt/ Reported EBITDA	1.89x	2.91x
Net Debt/ Equity	0.43x	0.55x



- Gross debt (including all operations) as on 31 December 2016 was up Rs. 2,675 mn Q-o-Q largely due to increase in net working capital on account of increased business activity

NET WORKING CAPITAL UNDER CONTROL

I-GAAP Basis



- Overall increase in NWC days is due to lower revenue base
- Current assets have gone up due to build-up of inventory for Q4 as well as back-ended sales in Q3

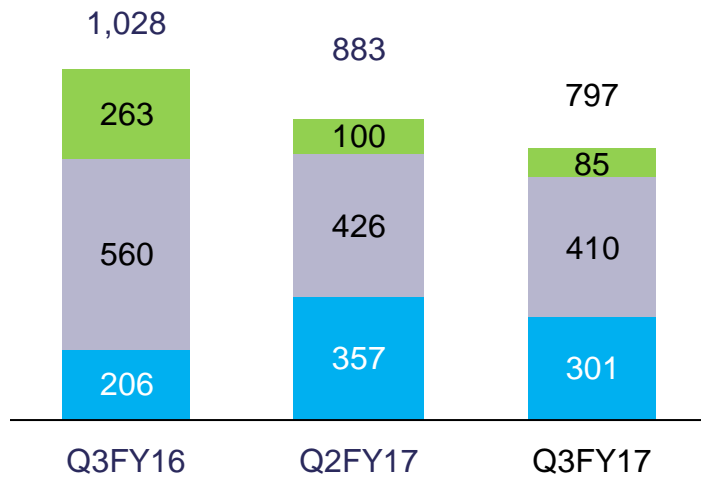
FY17 cash conversion cycle is expected in the region of 50-55 days

**Includes Debtors + Inventory – Creditors*
All numbers on this page includes all operations

ORDERBOOK ANALYSIS (including Saudi Arabia operations)

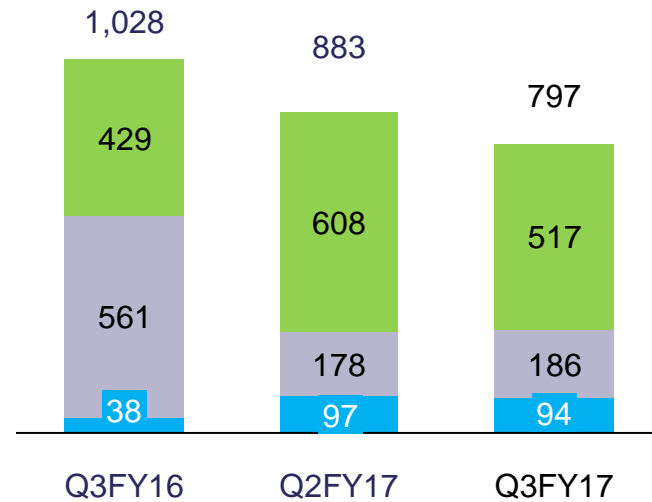
Order book by Region

(KMT)



Order book by Type

(KMT)



India & A-Pac Americas EU & MENA

LSAW HSAW ERW

Note: All numbers on this page includes all JV operations – Saudi Arabia and CWC

REPORTED & OPERATING EBITDA RECONCILIATION

Details (Rs. mn)	Q3FY16	Q3FY17
Reported EBITDA	2,491	1,705
Less : Other Income	429	280
Less : Unrealized FX (Loss)/Profit	19	200
Operating EBITDA	2,042	1,224

PROFIT & LOSS – QUARTERLY

Rs mn	Q3FY16	Q3FY17
Income from operations	16,741	12,028
Reported EBIDTA	2,491	1,705
Operating EBITDA*	2,042	1,224
Depreciation/Amortization	946	1,030
Finance Cost	575	567
Profit Before Tax	970	108
Tax	257	(33)
PAT before minority interest, Associates & JVs	713	141
Minority Interest	234	(91)
Share of Profit/ (Loss) from Associates & JVs	52	(272)
Profit after minority interest & associates	531	(39)

Note: *Operating EBITDA = Reported EBITDA – Non-operational income - Unrealised forex gain/(loss); Prior period figures are reinstated wherever necessary; All numbers of this sheet are based on IND-AS disclosures and exclude JV businesses – Saudi Arabia and CWC

THANK YOU

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