

## Strong performance Q2&H1FY24 performance in line with our guidance

**Nov 8, 2023, Mumbai:** Welspun Corp Ltd. (WCL), a flagship Company of the Welspun Group, announced its consolidated financial results for the quarter ended September 30, 2023.

### Complete Pipe Solutions:

- Sales volume of line pipe businesses in India and the USA for H1FY24 rose 57% YoY
  - Order Book for Line Pipes in India and US stands at 611 KMT valued at ~INR 8,000 crore
  - Our associate Company, EPIC in Saudi Arabia has a confirmed order book exceeding 2 years. Execution of recent Aramco order of SAR 1.8 billion started
- Steady improvement in DI Pipes sales with H1FY24 sales volume growing by 24x YoY to 73 KMT
- During H1FY24, Stainless Steel Bars sales volume rose by more than 3x YoY to 8,373 MT while, Pipes & Tubes sales volume grew by 46% YoY to about 2,484 MT

### Building Materials:

- Steady improvement in market penetration for both Sintex and TMT Rebars segments. In Sintex, WST sales volume for H1FY24 rose 16% YoY to 7,103 MT while TMT Rebars sales volume for H1FY24 stood at 48 KMT
- Sintex announces foray in PVC Pipes segments in Telengana

### Financials:

- Consolidated revenue from operations for Q2FY24 and H1FY24 stood at INR 4,059 crore (+107% YoY) and INR 8,129 crore (+147% YoY) respectively
- EBITDA for Q2FY24 and H1FY24 jumped more than 10x and 6x to INR 501 crore and INR 920 crore respectively
- PAT for Q2FY24 and H1FY24 stood at INR 385 crore and INR 550 crore respectively, against losses of INR 57 crore and INR 52 crore during the corresponding periods previous year
- Net Debt reduced by INR 520 crore to INR 315 crore in the current quarter and in line with our guidance

### ESG:

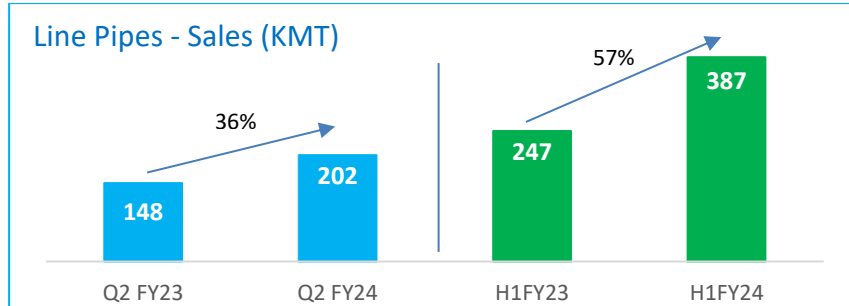
- Focus on increasing share of renewable energy continues across various segments
- Aligned with UN Sustainable Development Goals through various social initiatives and programmes
- Strong focus on Governance with ~55% Independent Directors with illustrious and diverse backgrounds. Female Gender ratio in the Board stands at 38%

*Note: Sales Volume & Order Book excludes our Saudi operations*

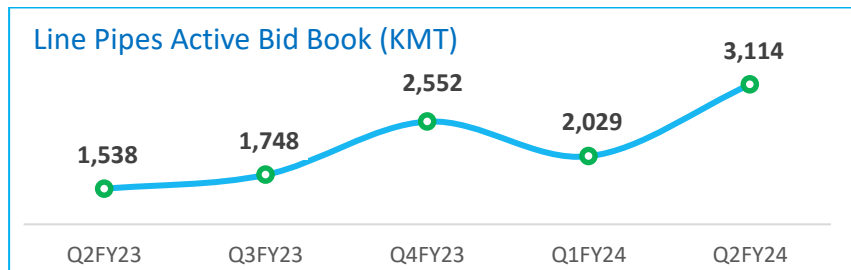
**BUSINESS UPDATE**

**(A) Complete Pipe Solutions:**

**(A.1) Line Pipes**



Sales volume for India & USA



**Global Oil & Gas Scenario:**

- While the IEA in its latest World Energy Outlook 2023, estimated global Oil demand to see a steady growth reaching to 101.5 million barrel/day by 2030, OPEC has a very strong outlook and expects global Oil demand reaching 112 million barrel/day
- According to the IEA, starting from 2025, a huge surge in LNG project is set to start off with addition of 250 billion cubic meters per year liquefaction capacity by 2030, which is equal to almost half of today's global LNG supply. Most of these capacities will come between 2025 and 2027
- Oil prices globally have been hovering between US\$70- 90/ barrel. Strong demand and ongoing geo-political tensions have been supporting prices
- As per the IEA, in the "Stated Policy" scenario, around US\$ 190 billion is expected to be invested each year to develop upstream gas between 2022 and 2030, and a further US\$ 40 billion is expected to be spent each year on LNG infrastructure; while the clean energy is also going to be in focus, as per IEA under the "Net Zero Emissions" scenario, the projected spending will be around US\$100 billion in each year on Hydrogen transport infrastructure by 2050.
- According to the IEA, the investment in Oil and Natural Gas is set to reach a level of around US\$800 billion and will likely to remain at similar level till 2030

## BUSINESS UPDATE

### (A.1.1) Key Drivers - India

- According to the OPEC, the largest contributions to the Oil demand from Non- OECD countries will come from India with 6.6 million barrel/ day addition between 2022 to 2045
- India's natural gas demand is also likely to almost quadruple to 4.1 million barrel oil equivalent/ day. Expanding city gas distribution systems are set to increase gas usage in the residential and commercial sectors
- Target to increase natural gas pipeline coverage by ~54% to 34,500 km by 2024-25 and to connect all the states with the trunk natural gas pipeline by 2027
- India's target is to reach to a refining capacity of 9 million barrel/ day by 2030

#### Outlook:

City Gas Distribution (CGD) network- recently the Government concluded 11<sup>th</sup> CGD bidding round increasing the potential to cover 98% population and 88% of geographical area. Around 12,000 km pipeline is approved/ under construction. Current share of gas in the country's energy mix is slated to increase from 5.8% to 15% by 2030.

Both Central and State Governments have strong focus on the irrigation projects and water transportation through line pipes has huge potential.

Export market looks promising especially in Australia, South East Asia, Middle East etc. Welspun Corp recently got an order of approx. 61,000 MT of bare pipes and bends for offshore production and transportation of gas in Middle East.

Order book remains strong at 370 KMT.

### (A.1.2) Key Drivers – USA

- Natural Gas exports from the USA at 20.4 billion cubic feet/ day for H1CY2023 has been the highest when compared to same period any year
- LNG exports in H1CY2023 rose by 4% YoY to 11.6 billion cubic feet/ day, which made the USA world's top LNG exporting country. During the same time, natural gas pipeline exports to Mexico and Canada increased by 4% YoY to 8.8 billion cubic feet/ day
- Half of the upcoming LNG capacity of 250 billion cubic metre/ day by 2030, will come in the USA and Qatar

#### Outlook:

Outlook remains strong in the USA with rise in natural gas production in the USA.

Completion of five new natural gas pipeline projects has the potential to increase Permian Basin's takeaway capacity by a combined 4.18 billion cubic feet/ day.

Strong demand for our HSAW pipes to continue in the US market. Total order book remains strong at 240 KMT. We are also confident on booking new orders to ensure continuity of the business.

## BUSINESS UPDATE

### (A.1.3) Key Drivers - Saudi Arabia

- As per the Saudi Aramco, it expects to award contracts for 14 pipeline projects between 2023 and 2025
- 12,000 km of pipelines is expected to be required for 90 projects that Saudi Aramco plans to award contracts for
- Saudi Aramco raised its upstream spending by about 24% to US\$29 billion and plans further increase in spending to boost its crude oil capacity to 13 million bpd by 2027
- Water desalination remains a major focus with the country heavily investing in these projects exceeding US\$14.58 billion

#### Outlook:

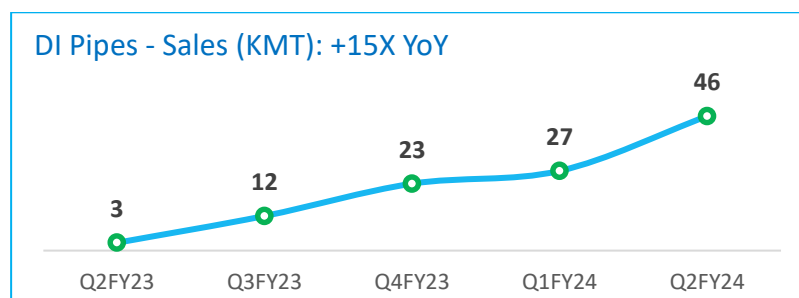
With a strong focus on increasing Oil production, transportation of gas, water desalination and other projects e.g. oil-to-chemical etc., outlook for line pipes remain strong.

The substantial pipeline of large-scale projects in the oil and gas and water sectors in the Kingdom presents remarkable prospects for our associate company, EPIC's operations to flourish. As a state-of-the-art manufacturer, EPIC is firmly placed to expand backlog further, secure additional market share, and continue pioneering in supporting KSA's strategic objectives under the Vision 2030 umbrella.

The long-standing and strategic relationships with key business partners, resulting into better positioning in both the local and regional markets, is considered an integral component of EPIC's growth and development.

With the landmark SAR 1.8 billion (Approx ~INR 4,000 crore) contract with Aramco beginning to materialize, we anticipate a further improvement in financial performance during the upcoming period.

### (A.2) DI Pipes



#### Key Highlights:

- DI Pipes segment ramp up has been in expected lines with Q2 sales volume growing by 15X YoY and 68% on QoQ basis. H1FY24 sales volume recorded at 73 KMT
- We have a strong order backlog of ~ 246 KMT valued at ~ INR 1,960 crore
- With strong business potential, we are exploring various growth options at current and new locations

**BUSINESS UPDATE**

**Outlook:**

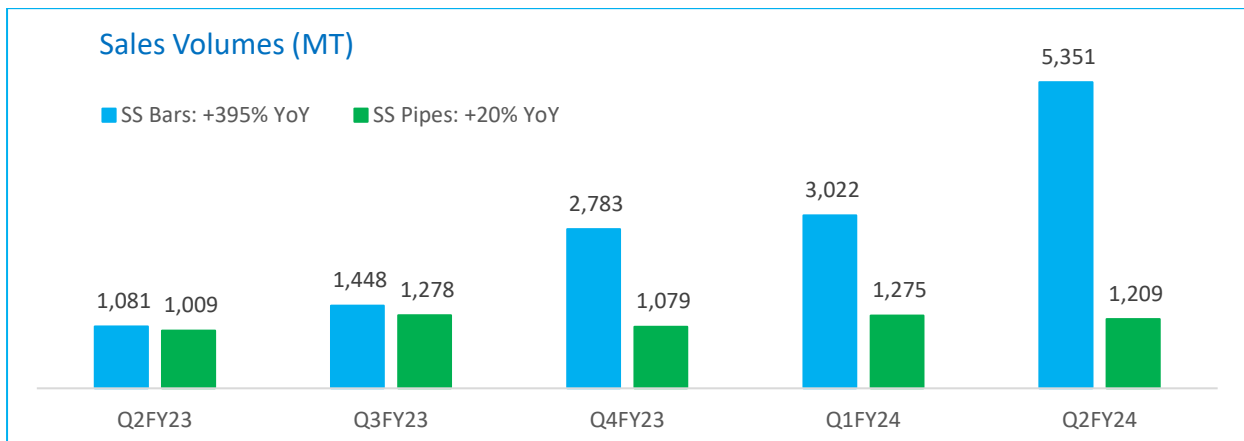
Government’s strong focus on improving water infrastructure in the country through initiatives such as “Jal Jeevan Mission” and “Nal se Jal” has already created strong demand for DI Pipes in the country. Additionally, with progress of “Amrut 2.0” and other such initiatives, DI Pipes demand is expected to remain strong in the future as well.

On the back of the strong demand outlook and significant demand supply mismatch in smaller diameter segment we are expanding our DI Pipes capacity by 100 KMTPA in Anjar to take the total DI Pipes capacity to 500 KMTPA at an estimated investment of ~INR 300 crore. This new capacity is planned to cater to small diameter range of DN100 to DN300.

Based on the quality and serviceability established with our customers in our existing DI Pipes capacity, we have established ourselves as a credible DI Pipes manufacturer in the country.

We continue to explore export markets e.g. Middle East and Africa, as we see good opportunities there.

**(A.3) Stainless Steel Pipes and Bars- WSSL**



**Key Highlights:**

- WSSL has witnessed clear turnaround during H1FY24. Backed by its integrated manufacturing process and diverse product offerings, the Company has a unique presence in its addressable market segment
- SS Bars sales volume during H1 rose by more than 3x YoY to about 8,373 MT. Similarly, Pipes & Tubes sales volume rose by 46% YoY to about 2,484 MT
- WSSL made its foray into the USA and the first shipments have already reached
- WSSL has successfully developed Super Austenitic 904L Bars as well as Pipes, Nickel Alloy 800 Bars as well as Pipes, Critical Heat Exchanger Tubes Ultra Low Cobalt Stainless Bars for Nuclear Power application
- The company has successfully commercialized precipitation hardened grades like 17-4pH and duplex grades both in the form of Bars as well as Tubes

**BUSINESS UPDATE**

- Product level GHG footprint available for all products of WSSL, approved internally as well as by third party vendor. This is to help to continue to be a lead supplier to EU markets.

**Outlook:**

The current Order Book stands at ~ 4,507 MT valued at ~ INR 169 crore.

We expect to secure more and more customer approvals and volume ramp up in upcoming quarters.

The company is already serving various sectors and continues to focus on further market penetration in niche value added segments and products.

We are confident that the business performance shall further improve on the back of several new customer approvals, accreditations, development of new products and penetrating new markets.

**(B) Building Materials:****(B.1) Sintex: Moving towards right direction**

- Existing business has been ramping up steadily with Q2FY24 Water Storage Tanks (WST) sales volume rising by 16% YoY to 3,565 MT. For H1FY24, WST sales volume grew by 12% YoY to 7,103 MT
- During the quarter, Sintex BAPL has reached an understanding with the state government of Telangana to set up a manufacturing unit in the state with investment upto Rs 350 crore
- Along with growing its market reach in water tanks segment, Sintex, a national iconic brand, plans to make its foray into pipes business through this project, which will have a mix of different types of PVC pipes and fittings
- Sintex has a pan India presence through its widespread distribution network of 900 distributors and 13,000 retailers
- With strong business potential, we are exploring various growth options at current and new locations

**BUSINESS UPDATE**

**Outlook:**

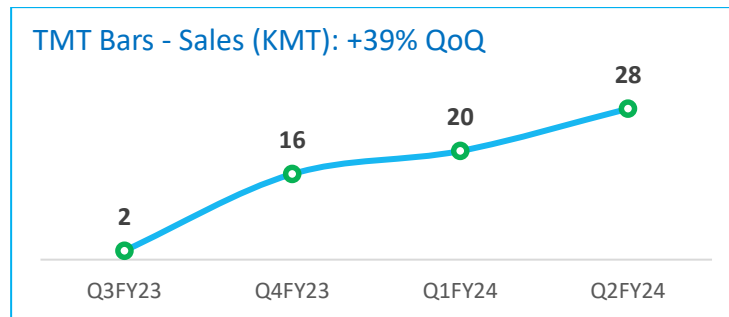
The WST market size in India is expected to grow at a CAGR of 19% between 2022 and 2026 to become double at a size of INR 9,000- 10,000 crore.

Plastic pipe market share on the other hand is likely to grow at CAGR of 10-12% between 2021 and 2025 to reach INR 60,000 crore which makes it an attractive segment to enter.

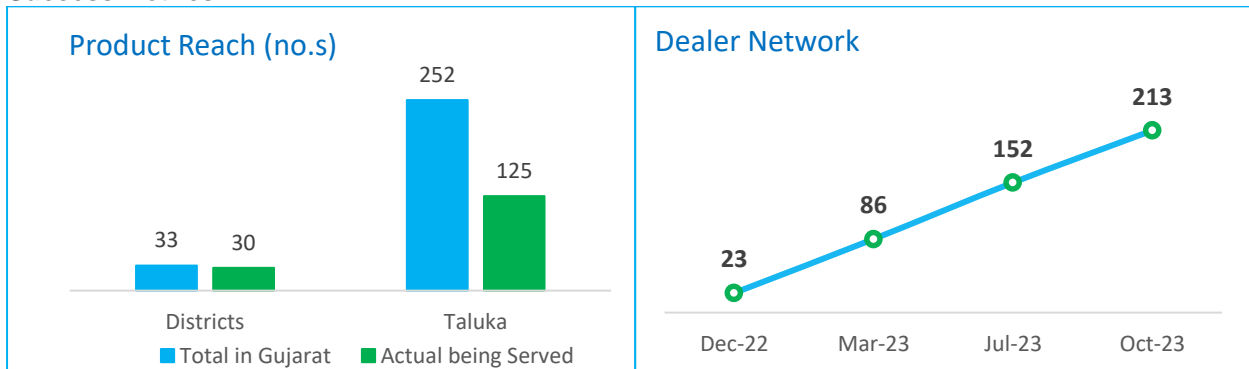
Operations in the proposed manufacturing unit is expected to start in next 15- 18 months and will ramp up gradually. For existing businesses of Sintex, the strategic focus is to:

- Re-energize go-to-market plan for WST aggressively including Retailers, Plumbers, Customers and Distributors
- Restructure route-to-market for institutional products focusing on B2G and B2B

**(B.2) TMT Bars**



**Success Metrics:**



**Key Highlights:**

- Consistent improvement in production and sales of “Welspun Shield” TMT Bars with Q2FY24 sales volume recorded at 28 KMT, registering a sequential growth of 40%
- Higher TMT sales directly resulted in reduction in sale of intermediary products (billets)

## BUSINESS UPDATE

- Market penetration has been progressing well with 98% districts are now covered in Gujarat and 213 dealers are connected. Our marketing approach through innovative digital channel to address B2C segment, has been paying off

### Outlook:

Government's focus on infrastructural development and huge scope for urbanisation to continue help TMT rebars demand in India.

We see strong a traction for our brand "Welspun Shield" to improve further in the B2C segment.

Our primary focus remains on the Western states of India.

### (C) Nauyaan Shipyard (erstwhile ABG Shipyard)

- We have been disposing off metals/ metals scrap, which is resulting into steady cash flow. We are keeping our fixed cost at very minimal level
- We are not exploring any capital intensive investment options like ship building
- We are confident of fully monetizing the assets, thus having no stress whatsoever on the balance sheet

### (D) ESG Initiatives

#### DJSI Rating:

- Ranks in top 7% of the companies in steel sector globally

#### Long term sustainability goals:

- To achieve carbon neutrality from 10% (2024) to 100% (2040)
- **WCL:** a) Installation of renewable energy of capacity 970 kW at Anjar, 2 MW at Bhopal and 1MW at Mandya is proposed
  - b) Mounting Renewable Power Limited (MRPL), a subsidiary of Welspun New Energy Limited (WNEL) is setting up a 42 MW Renewable Energy Round-The-Clock (Re-RTC) project to generate energy from wind and solar for the Company's Anjar operations, which will make the Company's Anjar Unit about ~55% RE by the financial year 2026. It will also result in significant reduction in the per unit cost of energy. WCL will hold 21.54% in MRPL for an investment not exceeding INR 44.25 crore.
- **WSSL:** c) RE power tied up with third party for WSSL – (3 MW wind and 2.55 Mw Solar). Share of renewable electricity reached upto 30% of total electricity consumed in the month of September at WSSL
- To achieve water neutrality by 2040: Current initiatives include internal water recycling and rain water harvesting at all facilities



## **BUSINESS UPDATE**

- Zero Waste to Landfill: Waste minimization, reuse and recycling through authorized vendors are practiced for the same

**Social:** Aligned with UN Sustainable Development Goals through various social initiatives and programmes

**Governance:** Strong compliance with all the statutory requirements and policy needs. Key highlights:

- No pledging of promoter shares
- Professional management with well- defined structures for all the business verticals
- No cross holdings
- Board comprises of illustrious and diverse backgrounds with 55% Independent Directors; Female Gender ratio remains 38%; All key committees are led by the Independent Directors

## **Company Outlook**

### **Guidance for FY24**

- Top line of INR 15,000 crore (growth of ~ 50%)
- EBIDTA of INR 1,500 crore (growth of ~ 90%)
- ROCE of 16% + (from 7% in FY23)
- Only Maintenance Capex
- Strong focus on growth of Sintex, DI Pipes and WSSL
- Increase in DJSI ESG rating to 60+

**Progress till H1FY24 has been in line with our guidance**

**Management Comments**



*“I am pleased to share that our performance has further strengthened in the quarter gone by despite various challenges in the global macro-economic scenario. The Q2 & H1FY24 performance has raised the bar for the rest of FY24. Strong operational performance helped in sharp reduction in our debt level, thereby strengthening the balance sheet further. While, performance of our Pipe Solutions vertical has been steady backed by strong execution capabilities, performance of our Building Material segment has been improving gradually. With its iconic brand presence, Sintex has taken a step ahead to foray into PVC Pipes segment in the State of Telengana. Along with focus on its existing business, foray into Pipes segment has been a step in the desired direction to unlock high potential value creation in Sintex. Our DI Pipes segment also has been ramping up well as per our expectations along with TMT Rebars. Stainless Steel Bars and Pipes has turned around completely with strong upside potential. I am happy that we have been walking the talk and committed to create higher value for our stakeholders”* said Mr. B. K. Goenka, Chairman, Welspun Group. *“We have also been much focused on our ESG initiatives across the organization and sustainability will continue to be our key focus area”* he added.

## BUSINESS UPDATE

### Consolidated Performance Snapshot:

- Prior period figures are restated after the acquisition of the Steel business of Welspun Steel Limited and merger of Welspun Metallics Limited
- Sales Volume & Order Book excludes our Saudi operations

Sales Volumes	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
Line Pipes (KMT)	202	185	148	387	247
DI Pipes (KMT)	46	27	3	73	3
SS Bars (MT)	5,351	3,022	1,081	8,373	2,638
SS Pipes (MT)	1,209	1,275	1,009	2,484	1,701
WST (MT)	3,565	3,538	3,065	7,103	6330
TMT Bars (KMT)	28	20	-	49	-

Line Pipes- India & USA

Figures in INR crore

Consolidated Profit & Loss Account	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
<b>Continuing Operations</b>					
Total Revenue from Operations	4,059.5	4,069.3	1,963.8	8,128.7	3,285.6
Other Income	102.0	49.5	177.1	151.5	249.7
<b>Reported EBITDA</b>	<b>501.5</b>	<b>418.3</b>	<b>45.8</b>	<b>919.8</b>	<b>147.4</b>
Depreciation and Amortisation	85.7	85.9	70.0	171.6	131.3
Finance Cost	75.0	92.3	47.5	167.3	78.0
<b>Profit before tax and share of JVs</b>	<b>340.8</b>	<b>240.1</b>	<b>(71.7)</b>	<b>580.9</b>	<b>(61.9)</b>
Share of profit/(loss) from Associates and JVs	124.7	(12.0)	13.6	112.8	17.1
Tax expense	79.0	59.7	5.1	138.7	19.3
Non-controlling interest	1.9	3.1	(6.6)	5.0	(11.7)
<b>PAT after Minorities, Associates &amp; JVs</b>	<b>384.7</b>	<b>165.4</b>	<b>(56.6)</b>	<b>550.1</b>	<b>(52.5)</b>
<b>Basic EPS from Continuing Operations</b>	<b>14.7</b>	<b>6.3</b>	<b>(2.2)</b>	<b>21.0</b>	<b>(2.0)</b>

Prior period figures have been restated, wherever necessary

### Net Debt / (Cash) position

Figures in INR crore

Consolidated debt	Sep-23	Jun-23	Mar-23
Gross Debt	1,940	2,795	3,316
Cash & Cash Equivalents	1,625	1,960	2,178
<b>Net Debt / (Cash)</b>	<b>315</b>	<b>835</b>	<b>1,138</b>

### Saudi Financials: Key figures of East Pipes Integrated Company for Industry (EPIC)

Figures in SAR Mn

Particulars in SAR MN	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
<b>Saudi Arabia Ops:</b>					
Sales / Revenue	230	39	303	269	509
Gross Profit	33	(6)	14	27	33
Operating Profit	28	(12)	14	16	26
Net Profit after Zakat and Tax	21	(19)	9	2	15
Total Comprehensive Income	21	(18)	9	3	16

Prior period figures have been restated, wherever necessary

## BUSINESS UPDATE

**Q2 FY24 Investor & Analyst conference call: On Thursday, November 9, 2023 at 10.00 AM (IST)**

- Primary Access: +91 22 6280 1143 / +91 22 7115 8044
- International Toll-Free numbers
  - Hong Kong: 800 964 448
  - Singapore: 800 1012 045
  - UK: 0808 101 1573
  - USA: 1866 746 2133

### **About Welspun Corp Ltd. (WCL)**

Welspun Corp Ltd (WCL) is the flagship company of Welspun Group, one of India's fastest-growing multinationals with a leadership position in line pipes and home textiles, along with other lines of businesses in infrastructure, warehousing, retail, advanced textiles, and flooring solutions.

WCL is one of the largest manufacturers of large diameter pipes globally and has established a global footprint across six continents and 50 countries by delivering key customized solutions for both onshore and offshore applications. The company also manufactures BIS-certified Steel Billets, TMT (Thermo Mechanically Treated) Rebars, Ductile Iron (DI) Pipes, Stainless Steel Pipes, and Tubes & Bars. The company has state-of-the-art manufacturing facilities in Anjar (Gujarat), Bhopal (Madhya Pradesh), Mandya (Karnataka) and Jhagadia (Gujarat) in India. Overseas, WCL has a manufacturing presence in Little Rock, Arkansas, USA.

WCL's expansion entails creating a diversified product portfolio and repurposing its business to add new target segments, organically and inorganically. The company recently acquired Sintex-BAPL, a market leader in water tanks and other plastic products, to expand its building materials portfolio. It has also acquired specified assets of ABG Shipyard with a potential to enter Defence and commercial shipbuilding, green steel, ship breaking, and ship repair.

The company's business growth and diversification strategy is aligned with the Welspun Group's vision of 'Har Ghar Se Har Dil Tak Welspun.'

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**For further information please visit [www.welspuncorp.com](http://www.welspuncorp.com)**

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