

# Welspun Corp Ltd (WCL)

## World's Leading Line Pipe Manufacturer

Investor Presentation

Q1 FY19



# SAFE HARBOUR

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## PERFORMANCE HIGHLIGHTS Q1FY19

**Rs. 20,234 mn**

25% YoY



Income from Operations

**229\* KMT**

9% YoY



Pipe sales volume

**Rs. 2,197 mn**

19% YoY



EBIDTA

**Rs. 467 mn**

15% YoY



PAT

**Rs.1,576 mn**

12% YoY



Cash PAT

**Rs. 4,756 mn**

vs. Rs 4,216 mn  
in Q4FY18



Net Debt

*Note: \* Excludes Saudi Arabia operations*

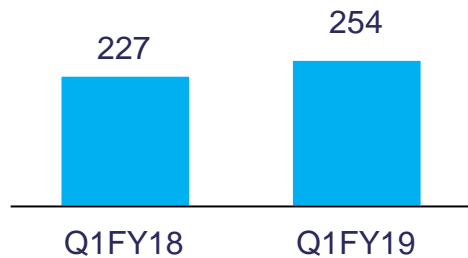
*All numbers of this sheet are based on IND-AS disclosures and exclude JV businesses – Saudi Arabia and CWC*

*\*Q1FY19 Revenue from operations is net of Goods and Services Tax: (GST). Please refer to Note 6 of Consolidated Financial Results for details*

# Q1FY19 OPERATING PERFORMANCE

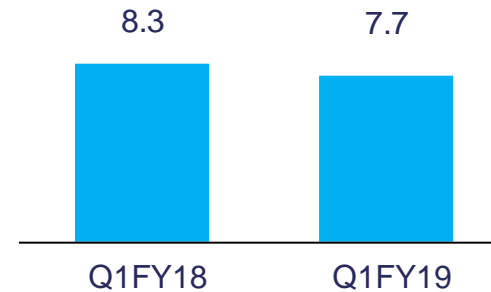
## Pipe production

(KMT)



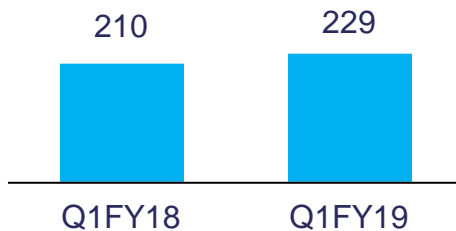
## EBITDA/Ton for Pipes

(Rs. '000)



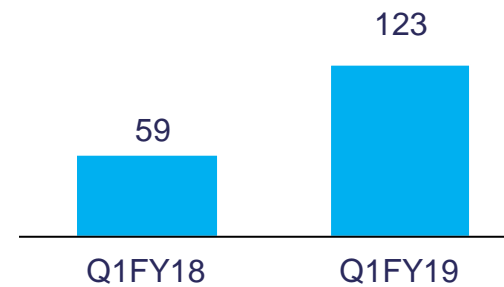
## Pipe sales

(KMT)



## Plate/ Coils production

(KMT)



*Note:* All numbers on this page excludes JV operations – Saudi Arabia, unless specified ; Total pipe production excludes 1 KMT/ 35 KMT for Saudi Arabia plant in Q1 FY18/ Q1 FY19 respectively; Total pipe sales excludes 9 KMT/ 38 KMT for Saudi Arabia plant in Q1 FY18/ Q1 FY19 respectively

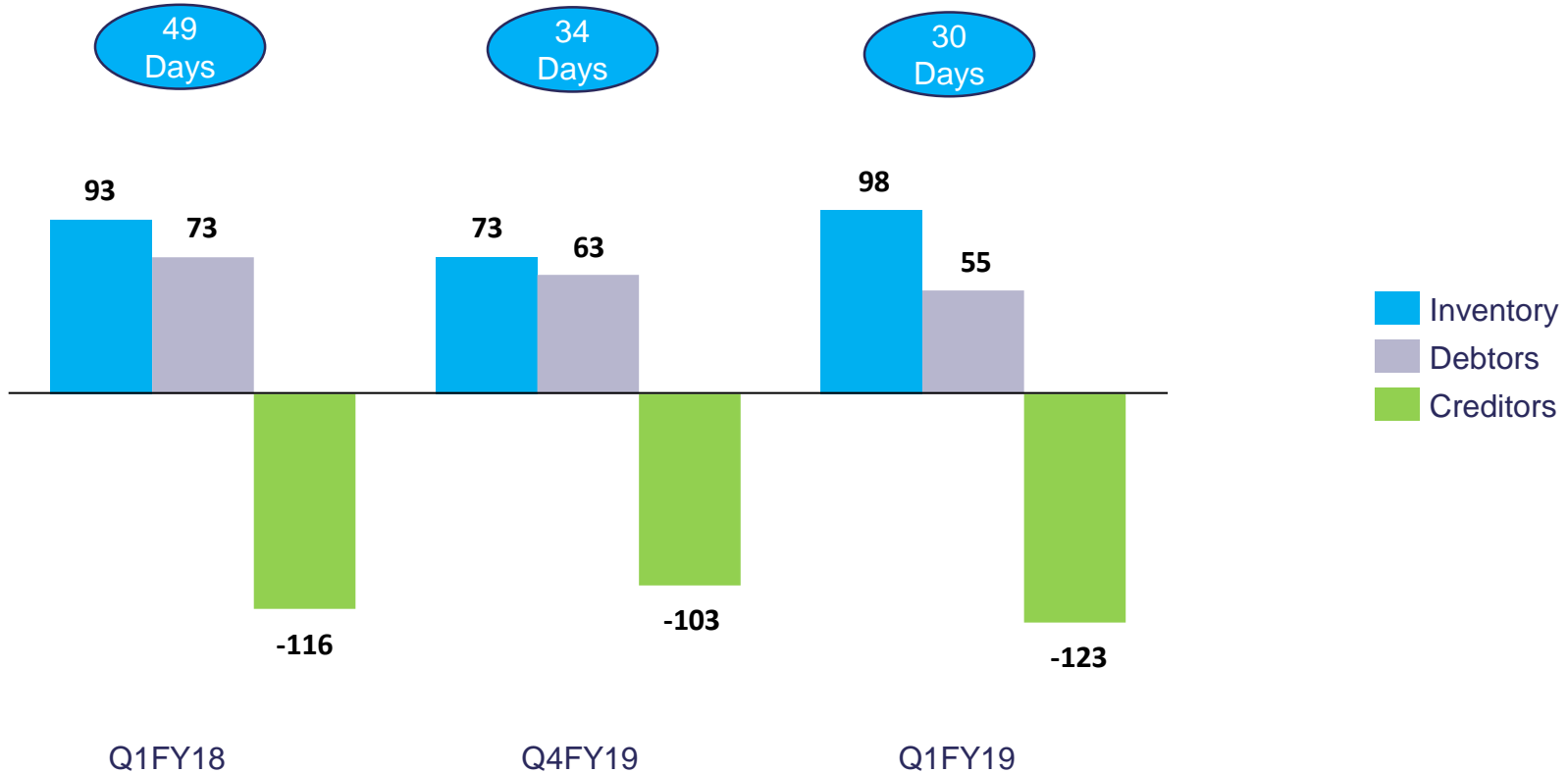
# HEALTHY BALANCE SHEET TO SUPPORT GROWTH

- **Gross debt** as on 30 June 2018 reduced by INR 5,976 mn YoY
- **Net debt** was reduced by INR 3,880 mn YoY
- YoY Improvement on **Net Debt/EBITDA** and **Net debt/ Equity** ratios

Rs mn	30-Jun-17	31-Mar-18	30-Jun-18
<b>Gross Debt</b>	<b>20,309</b>	<b>13,864</b>	<b>14,333</b>
Cash & Equivalent	11,673	9,649	9,577
<b>Net Debt</b>	<b>8,636</b>	<b>4,216</b>	<b>4,756</b>
Current Ratio	1.61 x	1.49 x	1.40 x
Net Debt/ EBITDA	1.00 x	0.52 x	0.62 x
<b>Net Debt/ Equity</b>	<b>0.31 x</b>	<b>0.15 x</b>	<b>0.17 x</b>

# NET WORKING CAPITAL UNDER CONTROL

## IND AS Basis

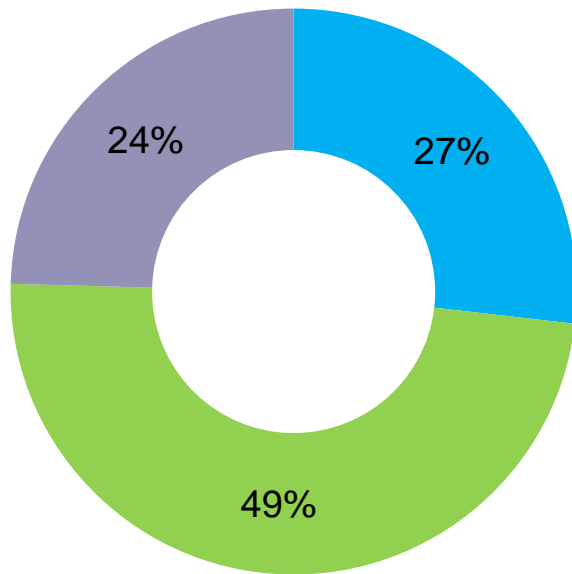


Cash conversion cycle is expected in the region of 50 - 55 days

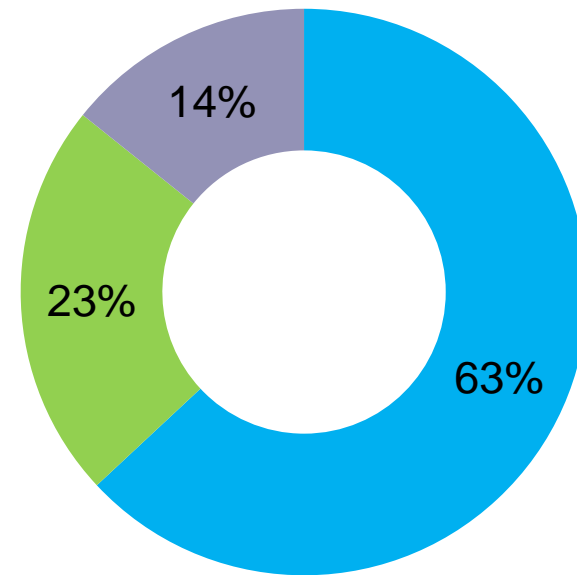
*\*Includes Debtors + Inventory – Creditors*

# SALES VOLUME BREAK-UP

## Q1FY19 Pipe Sales Volume : 267 KMT (including Saudi Arabia operations)



■ LSAW ■ HSAW ■ ERW  
**Sales by Type**



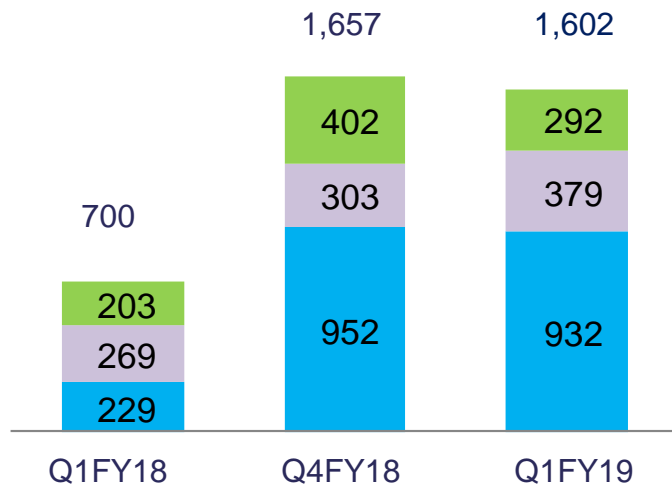
■ India ■ US ■ Saudi Arabia  
**Sales by Plant**

# ORDERBOOK ANALYSIS (including Saudi Arabia operations)

## Buoyancy across major markets has led to strong Orderbook

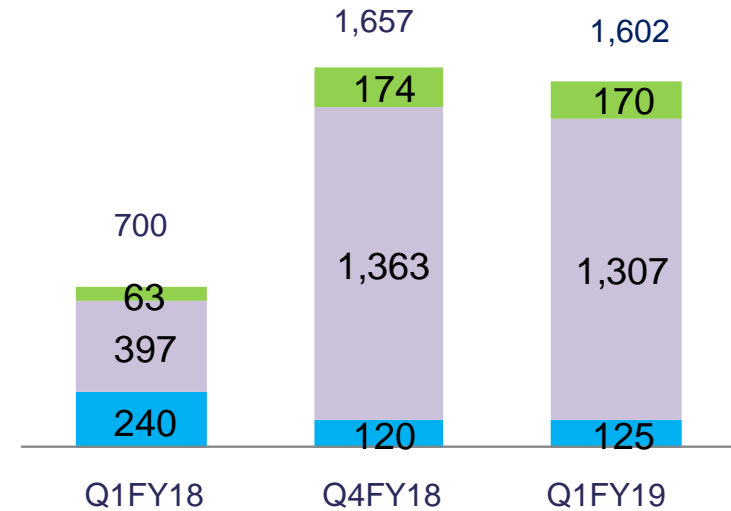
### Order book by Region

(KMT)



### Order book by Type

(KMT)



India & A-Pac Americas EU & MENA

ERW HSAW LSAW

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



## Consolidated Profit & Loss – Q1 YoY

Rs mn	Q1 FY18	Q1 FY19
<b>Income from operations</b>	<b>16,182</b>	<b>20,234</b>
<b>EBIDTA</b>	<b>2,698</b>	<b>2,197</b>
Depreciation/Amortization	957	958
Finance Cost	533	424
<b>Profit before tax and share of JVs</b>	<b>1,208</b>	<b>815</b>
Tax	447	106
Non-Controlling interest	(35)	(31)
Share of Profit/ (Loss) from JVs	(250)	(273)
<b>Net Profit/ (Loss) for the period</b>	<b>547</b>	<b>467</b>

Note: 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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