

WCL/SEC/2021

July 29, 2021

To,

<b>BSE Ltd.</b> Department of Listing, P. J. Towers, Dalal Street, Mumbai - 400 001.  (Scrip Code: Equity - 532144), (NCD - 948505, 960468, 960491 and 973309)	<b>National Stock Exchange of India Ltd.</b> (Symbol: WELCORP, Series EQ)  Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051.
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Dear Sirs/ Madam,

- Sub.: (1) Un-audited Financial Results for the quarter ended June 30, 2021 and Limited Review Report thereon by the Auditors.**  
**(2) Fixation of Record date for Dividend.**  
**(3) Investors' Presentation and Business Update.**

**Unaudited Financial Statements for the quarter ended June 30, 2021:-**

Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith standalone as well as consolidated Un-audited Financial Results for the quarter ended June 30, 2021 ("Q1UFR") along with the Limited Review report, as reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held today.

**Intimation of Record Date for payment of Dividend.**

Please take note that the Company has fixed Tuesday, August 10, 2021 as the "Record date" for the purpose of determining the shareholders eligible for dividend, if any, declared by the shareholders of the Company at the ensuing Annual General Meeting.

**Welspun Corp Limited**

Welspun House, 5th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

T : +91 22 6613 6000 / 2490 8000 F : +91 22 2490 8020

E-mail : companysecretary\_wcl@welspun.com Website : www.welspuncorp.com

Registered Address: Welspun City, Village Versamedi, Taluka Anjar, District Kutch, Gujarat 370 110, India.

T : +91 2836 662222 F : +91 2836 279060

Corporate Identity Number: L27100GJ1995PLC025609


**Business Update / Investor Presentation:-**

Also attached is the Investors' Presentation and Business Update which is being released to the media.

The Board meeting concluded at **14:10 p.m.**

Kindly take note of the above.

Thanking You.  
Yours faithfully,  
For Welspun Corp Limited

  
**Pradeep Joshi**  
Company Secretary and Compliance Officer  
FCS-4959

**Welspun Corp Limited**

Welspun House, 5th Floor, Kamala City, Senapati Bapat Marg, Lower Parel (West), Mumbai 400 013, India.

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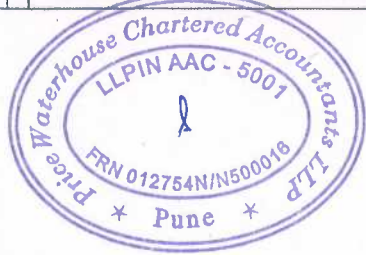
T : +91 2836 662222 F : +91 2836 279060

Corporate Identity Number: L27100GJ1995PLC025609

**UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2021**

(Rs. in Lakhs)

Sr. No.	Particulars	Quarter ended (Unaudited)			Year ended (Audited)
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
	<b>Continuing operations:</b>				
1	<b>Income</b>				
a	Revenue from operations	124,237	172,723	201,423	614,665
b	Other operating income	5,657	9,208	5,502	29,305
c	Other income	3,755	9,055	1,617	23,539
	<b>Total Income</b>	<b>133,649</b>	<b>190,986</b>	<b>208,542</b>	<b>667,509</b>
2	<b>Expenses</b>				
a	Cost of materials consumed	54,591	98,374	50,742	318,122
b	Purchase of stock-in-trade	579	604	56,008	55,747
c	Changes in inventories of work-in progress and finished goods	25,312	22,588	46,455	57,799
d	Employee benefit expense	9,730	11,029	9,932	41,769
e	Depreciation and amortisation expense	5,461	5,498	5,343	21,457
f	Other expenses	23,186	26,323	25,726	93,084
g	Finance costs	1,694	1,128	2,810	6,763
	<b>Total expenses</b>	<b>120,553</b>	<b>165,544</b>	<b>197,016</b>	<b>594,741</b>
3	<b>Profit for the period before tax and share of profit of joint ventures (1-2)</b>	<b>13,096</b>	<b>25,442</b>	<b>11,526</b>	<b>72,768</b>
4	Share of profit/ (loss) of joint ventures	250	(1,833)	2,283	13,492
5	<b>Profit before tax (3+4)</b>	<b>13,346</b>	<b>23,609</b>	<b>13,809</b>	<b>86,260</b>
6	<b>Tax expense</b>				
a	Current tax	4,903	13,431	14,484	39,378
b	Deferred tax	(1,285)	(12,117)	(6,660)	(17,286)
	<b>Total tax expense</b>	<b>3,618</b>	<b>1,314</b>	<b>7,824</b>	<b>22,092</b>
7	<b>Net profit for the period from continuing operations (5-6) (I)</b>	<b>9,728</b>	<b>22,295</b>	<b>5,985</b>	<b>64,168</b>
	<b>Discontinued operations:</b>				
	Loss from discontinued operations	-	(572)	(909)	(1,436)
	Tax expenses/ (credit) of discontinued operations	-	41	(316)	(333)
	<b>Loss from discontinued operations, after tax (II)</b>	<b>-</b>	<b>(613)</b>	<b>(593)</b>	<b>(1,103)</b>
	<b>Profit for the period (I+II)</b>	<b>9,728</b>	<b>21,682</b>	<b>5,392</b>	<b>63,065</b>
8	<b>Other Comprehensive Income, net of income tax</b>				
a	Items that will be reclassified to profit or loss (net)	1,912	(877)	641	(3,450)
b	Items that will not be reclassified to profit or loss	19	444	(141)	73
	<b>Total other comprehensive income, net of income tax</b>	<b>1,931</b>	<b>(433)</b>	<b>500</b>	<b>(3,377)</b>
9	<b>Total Comprehensive Income for the period (including non-controlling interest) (7+8)</b>	<b>11,659</b>	<b>21,249</b>	<b>5,892</b>	<b>59,688</b>
10	<b>Net profit attributable to:</b>				
	-Owners	9,747	21,872	5,189	61,883
	-Non-controlling interest	(19)	(190)	203	1,182
11	<b>Other comprehensive income attributable to:</b>				
	-Owners	1,892	(458)	508	(3,302)
	-Non-controlling interest	39	25	(8)	(75)
12	<b>Total comprehensive income attributable to:</b>				
	-Owners	11,639	21,414	5,697	58,581
	-Non-controlling interest	20	(165)	195	1,107
13	<b>Paid up equity share capital (Face value of Rs. 5/- each)</b>	<b>13,047</b>	<b>13,044</b>	<b>13,044</b>	<b>13,044</b>
14	<b>Other Equity</b>				<b>366,241</b>
15	<b>Earnings/ (loss) per share (of Rs. 5/- each) (not annualised in quarters)</b>				
	(a) Basic (In Rs.) - continuing operations	3.74	8.61	2.23	24.14
	(b) Diluted (In Rs.) - continuing operations	3.73	8.59	2.21	24.08
	(c) Basic (In Rs.) - discontinued operations	-	(0.23)	(0.23)	(0.42)
	(d) Diluted (In Rs.) - discontinued operations	-	(0.23)	(0.23)	(0.42)
	(e) Basic (In Rs.) - continuing and discontinued operations	3.74	8.38	2.00	23.72
	(f) Diluted (In Rs.) - continuing and discontinued operations	3.73	8.36	1.98	23.66



**Notes:**

- 1 The aforesaid consolidated financial results of Welspun Corp Limited (the "Company") and its subsidiaries (the Company and its subsidiaries together hereinafter referred to as the "Group") and its joint ventures were reviewed by the Audit Committee and subsequently approved by the Board of Directors of the Company at its meeting held on July 29, 2021. The Statutory Auditors have carried out a Limited Review and expressed an unmodified opinion on the aforesaid results.
- 2 The Group is primarily engaged in the business of manufacture and distribution of steel products i.e. single segment.
- 3 The Standalone financial results were reviewed by the Audit Committee and thereafter approved by the Board of Directors at its meeting held on July 29, 2021, and will be made available to BSE and NSE and will be posted on the Company's website www.welspuncorp.com. The key information related to the standalone financial results - continuing operations are given below.

(Rs. in lakhs except earnings per share)

	Key financials	Quarter ended (Unaudited)			Year ended (Audited)
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
a	Total Income	75,333	133,211	167,429	550,046
b	Profit before tax	7,296	18,612	69,135	128,684
c	Profit after tax	5,451	17,597	55,904	100,921
d	Earnings per share (of Rs. 5/- each) (not annualised)				
	(a) Basic (In Rs.) - continuing operations	2.09	6.74	21.43	38.68
	(b) Diluted (In Rs.) - continuing operations	2.08	6.72	21.38	38.58
	(c) Basic (In Rs.) - continuing and discontinued operations	2.09	6.66	21.20	38.41
	(d) Diluted (In Rs.) - continuing and discontinued operations	2.08	6.64	21.15	38.31

- 4 The aforesaid consolidated financial results of the Group and its joint ventures have been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (as amended) (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies to the extent applicable.

- 5 Details of Secured, Redeemable, Non Convertible Debentures is as follows:

(Rs. in Lakhs)

Particulars	Previous Due Date #		Next Due Date			
	Principal	Interest	Next Instalment Date	Principal Amount	Interest Date	Interest Amount
11.00% Secured Redeemable Non Convertible Debenture	09.11.2020	09.05.2021	November 2021	2,700	09.08.2021	175
6.50% Secured Redeemable Non Convertible Debenture	NA	NA	February 2024	20,000	10.02.2022	1,300
7.25% Secured Redeemable Non Convertible Debenture	NA	NA	February 2026	20,000	16.02.2022	1,450

# Principal and interest has been paid on the due dates.

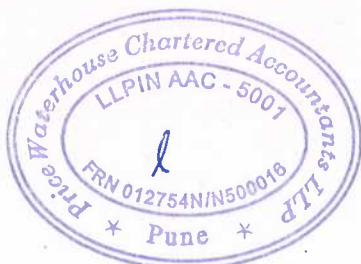
- 6 The listed Secured, Redeemable, Non-Convertible Debentures of the Company aggregating to Rs. 46,300 lakhs (excludes transaction costs as per effective interest rate of Rs. 154 lakhs) as on June 30, 2021 are secured by first charge ranking pari passu by way of mortgage of certain movable and immovable property, plant and equipment of the Company. The Company has maintained hundred percent asset cover sufficient to discharge the principal amount of the said debentures in terms of Regulation 54 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The fixed assets cover is 1.59 times for total debts and the Credit rating by CARE for Secured Redeemable Non Convertible Debentures issue by the Company is "AA/stable".

- 7 The details of Commercial Papers outstanding as at June 30, 2021 are as follows :

S. No.	Security description and ISIN	(Rs. in Lakhs)	Previous due date		Next due date for	
			Principal	Interest	Principal	Interest
1	CP- 4.75%, INE191B14465	5,000	NA	28.04.2021	27.07.2021	NA
2	CP-4.55%, INE191B14473	2,500	NA	10.06.2021	08.09.2021	NA
3	CP-4.55%, INE191B14481	2,500	NA	18.06.2021	16.09.2021	NA

The Credit rating by CARE for Commercial Papers issued by the Company is "A1+".

- 8 Group's management has made an assessment of the impact of COVID 19 in preparation for these consolidated financial results. Group's management has considered all relevant external and internal factors in the measurement of assets and liabilities including recoverability of carrying values of its assets, its liquidity position and ability to repay debts. No adjustment to key estimates and judgements that impact the consolidated financial results have been identified. However, the impact assessment of COVID 19 will be a continuing process given the uncertainties associated with its nature and duration and no significant impact is envisaged on the operations.



9 On March 31, 2021, the Company has concluded sale of its Plates & Coils Mills Division (PCMD) division for Rs. 84,850 lakhs plus closing adjustments towards net working capital pursuant to the Business Transfer Agreement dated March 31, 2019 and amended on March 31, 2021 (collectively know as "BTA").

The disposal group (i.e. PCMD) was reported as discontinued operations in the financial statements for the year ended March 31, 2020 and the assets and liabilities directly associated with disposal group were presented as held for sale as at March 31, 2020.

As of July 24, 2021, the Company has received the total consideration of Rs. 80,920 lakhs and there is no further consideration receivable.

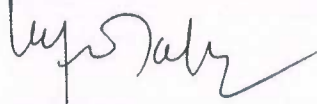
10 The Board of Directors of the Company at its meeting held on August 6, 2020 and the shareholders at their meeting held on August 31, 2020, approved listing of its joint venture Company viz. East Pipe Integrated Company for Industry' or 'EPIC' (formerly know as 'Welspun Middle East Pipes Company') at the local Stock Exchange, through divestment of 15% (at maximum) of the total issued shares of EPIC held by the Company through its overseas subsidiary, at a pro-rata consideration exceeding US\$ 30 million along with proportionate shares to be divested by the local partners. The listing and divestment is subject to regulatory approvals in the Kingdom of Saudi Arabia.

11 The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified. The Group and its joint ventures is in process of evaluating the financial impact, if any.

12 The Board of Directors of the Company at their meeting held on June 28, 2021 have approved the Scheme of Arrangement (the "Scheme") between Welspun Steel Limited ("WSL") and the Company for transfer and vesting of the demerged undertaking (as defined under the Scheme) of WSL into the Company with effect from the Appointed Date as April 01, 2021, subject to regulatory and other approvals.

13 The figures for the previous periods have been regrouped wherever necessary.

For and On Behalf of the Board of Directors of Welspun Corp Limited



Vipul Mathur  
Managing Director and Chief Executive Officer  
DIN - 007990476

Place: Mumbai  
Date: July 29, 2021



# Price Waterhouse Chartered Accountants LLP

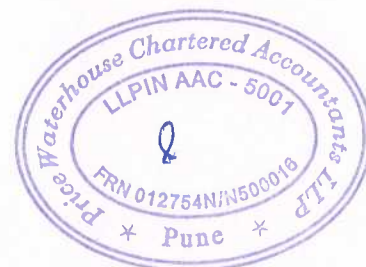
## Review Report

**Date: July 29, 2021**

The Board of Directors,  
Welspun Corp Limited,  
5<sup>th</sup> Floor, Welspun House,  
Kamala Mills Compound,  
Senapati Bapat Marg,  
Lower Parel (West),  
Mumbai – 400 013.

1. We have reviewed the unaudited consolidated financial results of Welspun Corp Limited (the “Parent”), its subsidiaries (the parent and its subsidiaries hereinafter referred to as the “Group”) and its joint ventures for the quarter ended June 30, 2021 which are included in the accompanying ‘Unaudited Consolidated Financial Results for the quarter ended June 30, 2021’ (the “Statement”). The Statement is being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the “Listing Regulations, 2015”), which has been initialled by us for identification purposes.
2. This Statement, which is the responsibility of the Parent’s Management and has been approved by the Parent’s Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “Interim Financial Reporting” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “Review of Interim Financial Information Performed by the Independent Auditor of the Entity”, issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.



Price Waterhouse Chartered Accountants LLP, 7<sup>th</sup> Floor, Tower A – Wing 1, Business Bay, Airport Road,  
Yerwada, Pune – 411 006

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Registered office and Head office : Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)

# Price Waterhouse Chartered Accountants LLP

## Review report on Consolidated results for the quarter ended June 30, 2021

Page 2 of 2

4. The Statement includes the results of the following entities:

Relationship	Entity name
Holding Company:	Welspun Corp Limited
Subsidiaries:	Welspun Tradings Limited, India
	Welspun DI Pipes Limited, India
	Welspun Metallica Limited, India
	Welspun Pipes Inc., USA
	Welspun Tubular LLC, USA
	Welspun Global Trade LLC, USA
	Welspun Mauritius Holdings Limited, Mauritius
Joint ventures:	Welspun Wasco Coatings Private Limited, India
	East Pipes Integrated Company for Industry, Kingdom of Saudi Arabia (formerly known as Welspun Middle East Pipes Company)

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. The consolidated unaudited financial results includes the Group's share of net profit after tax of Rs. 250 lakhs and total comprehensive income of Rs. 225 lakhs for the quarter ended June 30, 2021, as considered in the consolidated unaudited financial results, in respect of 1 joint venture located outside India, based on their interim financial information which have not been reviewed by their auditors. According to the information and explanations given to us by the Management, these financial information are not material to the Group. Our conclusion on the Statement is not modified in respect of this matter.

For Price Waterhouse Chartered Accountants LLP  
Firm Registration Number: 012754N/N500016

Neeraj Sharma  
Partner  
Membership Number 108391  
UDIN: 21108391AAAAFJ8460

Place: Pune  
Date: July 29, 2021

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2021**

Sr. No.	Particulars	(Rs. in Lakhs)			
		Quarter ended (Unaudited)			Year ended (Audited)
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
	<b>Continuing operations:</b>				
1	<b>Income</b>				
a	Revenue from operations	70,462	121,202	100,165	450,707
b	Other operating income	1,470	2,609	3,744	13,504
c	Other income	3,401	9,400	63,520	85,835
	<b>Total income</b>	<b>75,333</b>	<b>133,211</b>	<b>167,429</b>	<b>550,046</b>
2	<b>Expenses</b>				
a	Cost of materials consumed	42,848	69,390	50,949	240,015
b	Purchase of stock-in-trade	579	911	256	1,522
c	Changes in inventories of work-in progress and finished goods	2,304	14,444	18,047	72,195
d	Employee benefit expense	3,930	4,665	4,392	17,539
e	Depreciation and amortisation expense	2,568	2,609	2,377	9,734
f	Other expenses	14,448	21,717	19,961	75,395
g	Finance costs	1,360	863	2,312	4,962
	<b>Total expenses</b>	<b>68,037</b>	<b>114,599</b>	<b>98,294</b>	<b>421,362</b>
3	<b>Profit before tax (1-2)</b>	<b>7,296</b>	<b>18,612</b>	<b>69,135</b>	<b>128,684</b>
4	<b>Tax expenses</b>				
a	Current tax	2,581	13,472	13,067	38,896
b	Deferred tax	(736)	(12,457)	164	(11,133)
	<b>Total tax expense</b>	<b>1,845</b>	<b>1,015</b>	<b>13,231</b>	<b>27,763</b>
5	<b>Net profit for the period from continuing operations (3-4) (I)</b>	<b>5,451</b>	<b>17,597</b>	<b>55,904</b>	<b>100,921</b>
	<b>Discontinued operations:</b>				
	Loss from discontinued operations	-	(179)	(909)	(1,043)
	Tax expenses/ (credit) of discontinued operations	-	41	(316)	(333)
	<b>Loss from discontinued operations, after tax (II)</b>	<b>-</b>	<b>(220)</b>	<b>(593)</b>	<b>(710)</b>
	<b>Profit for the period (I+II)</b>	<b>5,451</b>	<b>17,377</b>	<b>55,311</b>	<b>100,211</b>
6	<b>Other Comprehensive Income, net of income tax</b>				
a	Items that will be reclassified to profit or loss (net)	(210)	(953)	393	(96)
b	Items that will not be reclassified to profit or loss	43	310	(101)	172
	<b>Total other comprehensive income, net of income tax</b>	<b>(167)</b>	<b>(643)</b>	<b>292</b>	<b>76</b>
7	<b>Total Comprehensive Income for the period (5+6)</b>	<b>5,284</b>	<b>16,734</b>	<b>55,603</b>	<b>100,287</b>
8	Paid up equity share capital (Face value of Rs. 5/- each)	13,047	13,044	13,044	13,044
9	Other Equity				242,464
10	<b>Earnings/ (loss) per share (of Rs. 5/- each) (not annualised in quarters)</b>				
	(a) Basic (In Rs.) - continuing operations	2.09	6.74	21.43	38.68
	(b) Diluted (In Rs.) - continuing operations	2.08	6.72	21.38	38.58
	(c) Basic (In Rs.) - discontinued operations	-	(0.08)	(0.23)	(0.27)
	(d) Diluted (In Rs.) - discontinued operations	-	(0.08)	(0.23)	(0.27)
	(e) Basic (In Rs.) - continuing and discontinued operations	2.09	6.66	21.20	38.41
	(f) Diluted (In Rs.) - continuing and discontinued operations	2.08	6.64	21.15	38.31





**Notes:**

- The aforesaid standalone financial results of Welspun Corp Limited (the "Company") were reviewed by the Audit Committee and subsequently approved by the Board of Directors of the Company at its meeting held on July 29, 2021. The Statutory Auditors have carried out a Limited Review and expressed an unmodified opinion on the aforesaid results.
- Since the segment information applicable to the Company, as per Ind AS 108 - Operating Segments is provided on the basis of consolidated financial results, the same is not provided separately in standalone financial results.
- The aforesaid standalone financial results of the Company have been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (as amended) (Ind AS) prescribed under Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies to the extent applicable.

- Details of Secured, Redeemable, Non Convertible Debentures is as follows: (Rs. in Lakhs)

Particulars	Previous Due Date #		Next Due Date			
	Principal	Interest	Next Instalment Date	Principal Amount	Interest Date	Interest Amount
11.00% Secured Redeemable Non Convertible Debenture	09.11.2020	09.05.2021	November 2021	2,700	09.08.2021	175
6.50% Secured Redeemable Non Convertible Debenture	NA	NA	February 2024	20,000	10.02.2022	1,300
7.25% Secured Redeemable Non Convertible Debenture	NA	NA	February 2026	20,000	16.02.2022	1,450

# Principal and interest has been paid on the due dates.

- The listed Secured, Redeemable, Non-Convertible Debentures of the Company aggregating to Rs. 46,300 lakhs (excludes transaction costs as per effective interest rate of Rs. 154 lakhs) as on June 30, 2021 are secured by first charge ranking pari passu by way of mortgage of certain movable and immovable property, plant and equipment of the Company. The Company has maintained hundred percent asset cover sufficient to discharge the principal amount of the said debentures in terms of Regulation 54 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The fixed assets cover is 1.59 times for total debts and the Credit rating by CARE for Secured Redeemable Non Convertible Debentures issue by the Company is "AA/stable".

- The details of Commercial Papers outstanding as at June 30, 2021 are as follows :

S. No.	Security description and ISIN	(Rs. in Lakhs)	Previous due date		Next due date for	
			Principal	Interest	Principal	Interest
1	CP- 4.75%, INE191B14465	5,000	NA	28.04.2021	27.07.2021	NA
2	CP-4.55%, INE191B14473	2,500	NA	10.06.2021	08.09.2021	NA
3	CP-4.55%, INE191B14481	2,500	NA	18.06.2021	16.09.2021	NA

The Credit rating by CARE for Commercial Papers issued by the Company is "A1+".

- On March 31, 2021, the Company has concluded sale of its Plates & Coils Mills Division (PCMD) division for Rs. 84,850 lakhs plus closing adjustments towards net working capital pursuant to the Business Transfer Agreement dated March 31, 2019 and amended on March 31, 2021 (collectively know as "BTA").  
The disposal group (i.e. PCMD) was reported as discontinued operations in the financial statements for the year ended March 31, 2020 and the assets and liabilities directly associated with disposal group were presented as held for sale as at March 31, 2020.  
As of July 24, 2021, the Company has received the total consideration of Rs. 80,920 lakhs and there is no further consideration receivable.
- Management has made an assessment of the impact of COVID 19 in preparation for these standalone financial results. Management has considered all relevant external and internal factors in the measurement of assets and liabilities including recoverability of carrying values of its assets, its liquidity position and ability to repay debts. No adjustment to key estimates and judgements that impact the financial results have been identified. However, the impact assessment of COVID 19 will be a continuing process given the uncertainties associated with its nature and duration and no significant impact is envisaged on the operations.
- The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment benefits received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified. The Company is in process of evaluating the financial impact, if any.
- The Board of Directors of the Company at their meeting held on June 28, 2021 have approved the Scheme of Arrangement (the "Scheme") between Welspun Steel Limited ("WSL") and the Company for transfer and vesting of the demerged undertaking (as defined under the Scheme) of WSL into the Company with effect from the Appointed Date as April 01, 2021, subject to regulatory and other approvals.
- The figures for the previous periods have been regrouped wherever necessary.

For and On Behalf of the Board of Directors of Welspun Corp Limited

Place: Mumbai  
Date: July 29, 2021



*Vipul Mathur*  
Vipul Mathur  
Managing Director and Chief Executive Officer  
DIN - 007990476



# Price Waterhouse Chartered Accountants LLP

## Review Report

Date: July 29, 2021

The Board of Directors,  
Welspun Corp Limited,  
5<sup>th</sup> Floor, Welspun House,  
Kamala Mills Compound,  
Senapati Bapat Marg,  
Lower Parel (West),  
Mumbai – 400 013.

1. We have reviewed the unaudited standalone financial results of Welspun Corp Limited (the “Company”) for the quarter ended June 30, 2021, which are included in the accompanying ‘Unaudited Standalone Financial Results for the quarter ended June 30, 2021’ (the “Statement”). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the “Listing Regulations, 2015”), which has been initialled by us for identification purposes.
2. This Statement, which is the responsibility of the Company’s Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 “Interim Financial Reporting” (“Ind AS 34”), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 “Review of Interim Financial Information Performed by the Independent Auditor of the Entity”, issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Price Waterhouse Chartered Accountants LLP  
Firm Registration Number: 012754N/N500016

Neeraj Sharma  
Partner  
Membership Number: 108391  
UDIN: 21108391AAAAFK2099

Place: Pune  
Date: July 29, 2021

Price Waterhouse Chartered Accountants LLP, 7<sup>th</sup> Floor, Tower A – Wing 1, Business Bay, Airport Road, Yerwada,  
Pune – 411 006  
T: +91(20) 41004444, F: +91 (20) 41006161

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)

## Investing for Growth

**July 29<sup>th</sup>, 2021, Mumbai:** Welspun Corp Ltd. (WCL), flagship Company of the Welspun Group, announced its consolidated financial results for the quarter ended June 30<sup>th</sup>, 2021.

- **PAT at Rs. 97 cr up +68.6% YoY (after Minorities & share of JVs)**
- **EBITDA at Rs. 203 cr up +2.9% YoY**
- **Healthy Balance Sheet with Net Cash: Rs. 853 cr**
- **Total Income from Operations at Rs. 1,299 cr, Sales Volume at 175 KMT**
- **Current Order Book of 487 KMT, active bid book of 1,766 KMT**

*Note: Sales Volume, Order Book and Active Bid Book includes our Saudi operations*

### Key Highlights of the Quarter ended June 30<sup>th</sup>, 2021

- *Financial Highlights (Consolidated) for Continuing Operations (Ind AS):*
  - *Pipes – Considered as continuing operations & PCMD – Considered as discontinued operations*
  - *Prior period figures are restated and reclassified wherever necessary*
- 1. Global Order Book position**
    - Current Global Order Book stands at 487 KMT valued at Rs. 4500 cr (US \$606 mn)
  - 2. Total Income from Operations**
    - Q1 FY22 at Rs. 1,299 cr vs. Rs. 2,069 cr in the previous year
  - 3. Pipe Sales Volume (Total Operations)**
    - 175 KMT vs. 222 KMT, down 21.0% YoY
  - 4. Reported EBITDA**
    - Rs. 203 cr up 2.9% YoY
  - 5. Operating EBITDA**
    - Rs. 170 cr down 7.4% YoY
  - 6. Profit (Continuing Operations)**
    - PAT (after Minorities & share of JVs) stands at Rs. 97 cr vs. Rs. 58 cr, up 68.6% YoY
  - 7. Net Debt / (Cash) position**

*Figures in Rs. Cr*

<b>Consolidated debt</b>	<b>Jun-21</b>	<b>Mar-21</b>	<b>Dec-20</b>
Gross Debt	816	771	660
Cash & Cash Equivalents	1,670	1,391	974
<b>Net Debt / (Cash)</b>	<b>(853)</b>	<b>(620)</b>	<b>(314)</b>

## **BUSINESS UPDATE**

### **8. Corporate Tax Rate**

The company has fully utilized its existing tax credits in FY21 and has switched to the new corporate tax rate of 25.17% in FY22 from the existing 34.94% (both including surcharges) in India.

### **9. Business Outlook**

Last year, OPEC+ cut production by a record 10 million barrels per day (bpd) as the pandemic had driven oil prices to extremely low levels. It had gradually reinstated some supply to leave it with a reduction of about 5.8 million bpd. From August until December 2021 the group will increase supply by a further 2 million bpd or 0.4 million bpd a month. It aims to fully phase out cuts by around September 2022 from an earlier planned date of April 2022. This leaves it with more options to manoeuvre in case the global recovery stalls due to new virus variants. The current oil prices of around USD 70 / bbl are at a healthy level and should drive an improvement in spending on exploration and production activities. This is expected to brighten the medium-term outlook for Oil & Gas pipeline related infrastructure projects.

#### **India**

Demand for steel pipes is expected to improve with higher levels of economic activities amidst optimism that the vaccination program would stimulate an economic recovery. The government's thrust to improve infrastructure is expected to augur well for industry players. A study by OPEC shows that India boasts of the highest growth in demand for oil from 2020-2045 with a CAGR of nearly 4% to reach 11.1 million barrels per day. India contributed about 5% of the world's total oil demand in 2020 which is expected to jump to 10% by 2045. To match the increasing demand for oil, the necessary infrastructure will have to be developed which will result in several opportunities for pipe manufacturers.

Another major demand driver for pipes is natural gas transportation and distribution. As per Petroleum and Natural Gas Regulatory Board (PNGRB), the 9th and 10th round of bidding for city gas distribution organized in late 2018 covered 50.61% population spread over 41.74% of the geographical area and is expected to require 1.74 lakh inch-Km of pipelines. Out of this 1.74 lakh inch-km requirement, 75,224 inch-km has been laid till September 2020.

In March 2021, PNGRB authorized approximately 33,764 Km Natural Gas Pipeline Network. Accordingly, 19,998 km of Natural Gas pipeline, including sub-transmission pipeline and tie-in connectivity pipeline, are operational, and 15,369 km are under various construction stages. While India is taking steps to increase oil and gas production, the focus is more on the development of midstream, refineries and petrochemicals infrastructure for greater processing, transport, and storage.

The country's per capita availability of water stands at only 1544 m<sup>3</sup> which is primarily because the population contributes to 17% of the global population but has only 4% of freshwater resources. A study by GOI suggests that the demand is expected to be twice that of supply by 2030. While Jal Jeevan mission announced by GOI aims at providing functional tap connections, the AMRUT scheme aims at enhancing

## **BUSINESS UPDATE**

sewage treatment capacities. Both these policy initiatives combined are expected to boost the demand for DI and HSAW pipes.

Despite the optimistic demand scenario, there has been a steep increase in the raw material prices which has impacted the costs for major projects. This has resulted in delays in project implementation in the water segment and project costs will have to be revised upwards.

We are also in discussions for several orders in the export markets which have seen an improvement in prospects due to higher oil prices and low interest rates globally. These opportunities are mainly for Gas and Slurry pipelines and are spread across the world, in Australia, Malaysia, Middle East, East Africa and Chile. With our exceptional track record in execution and our price competitiveness, and also with limited competition, we are well placed to win a large chunk of these orders in due course of time.

### **USA**

The oil and gas rig count, an early indicator of future output, rose to 484 in the week of July 16, its highest since April 2020. That put the total rig count 91% higher than this time last year. It was also up 98% since falling to a record low of 244 in August 2020. However, there is caution amongst midstream companies about regulatory issues and environmental opposition. Currently, we do not have much visibility for new orders at our facility in Little Rock and have undertaken cost rationalization measures. In the medium-term, we are confident of a revival at the current level of high oil prices and improving economic conditions.

### **Saudi Arabia**

The Saudi business got momentarily impacted by a sharp increase in steel prices, which impacted our profitability on some unexecuted quantity. However, as of now, we have no open position on raw material and steel for all orders in hand is secured. Further, at these level of oil prices we remain optimistic and are also seeing Saudi Aramco in the process of finalizing few projects. We being an LTA holder are expecting to receive a significant portion of these line pipe orders during H2 FY22.

We have also proposed the listing of our Saudi JV at the local Stock Exchange. The process of Listing would involve divestment of 30% of stake, split proportionately between the JV partners. WCL currently holds 50.01% in the JV through its overseas subsidiary. This divestment would further improve liquidity at WCL. We target to complete the listing in FY22.

### **10. Proposed Acquisition of Steel business of WSL by WCL through a Scheme of Arrangement**

The Board of Directors of the Company at its meeting held on June 28<sup>th</sup>, 2021 decided to propose the Scheme of Arrangement between Welspun Steel Limited ("WSL") and the Company for transfer of WSL's Steel Division to the Company, with appointed date as April 1<sup>st</sup>, 2021, subject to regulatory and other approvals.

## **BUSINESS UPDATE**

The Company has applied, and is awaiting approval of the stock exchanges, under regulation 37 of the SEBI (LODR), 2015, before filing the Scheme with the NCLT.

WSL manufactures BIS Certified Steel Billets and Direct Reduced Iron (DRI). It is implementing a Greenfield project for manufacturing of TMT bars at an expected cost of ~ Rs. 175 cr (plus soft cost) which is expected to be completed by September 2022. Besides, as a part its Steel Division, WSL holds 50.03 % shares in Welspun Specialty Solution Ltd. (WSSL). WSSL is an integrated producer of Quality Stainless Steel Pipes & Tubes.

The Board of Directors had appointed two reputed Independent Valuers for valuation, and one Merchant Banker for Fairness opinion to arrive at a consideration of Rs. 362.73 cr. This will be paid through 6% Cumulative Redeemable Preference Shares, redeemable after 18 months from issuance date.

This transaction is in line with our Business Growth & Diversification strategy to improve Earnings Predictability and Enhance Value Creation for all our stakeholders.

### **11. Update on Ductile Iron Pipe Project**

As previously announced by us in October 2020, given the industry prospects and synergies with our existing business, we are setting up a Greenfield facility at Anjar to enter the Ductile Iron (DI) Pipe business. The project is on track and is expected to be commissioned by March 2022.

### **12. Plate & Coil Mill Division (PCMD) Divestment**

Laptev Finance Pvt. Ltd. assigned all its rights and obligations under the BTA to JSW Steel Limited. Accordingly, the PCMD Division is transferred to JSW Steel Limited w.e.f. March 31<sup>st</sup>, 2021 for a consideration of Rs. 848.50 crores plus closing adjustments towards net working capital. As on date, we have received the full consideration and there is no further consideration receivable.

### **13. ESG Initiatives**

We continue to accelerate ESG initiatives across the organization and have taken the following actions during the quarter:

#### **GreenHouse Gas (GHG) Inventory**

- Completed goals and target setting
- Reviewed and documented the scope 1 and scope 2 emission levels across WCL operations
- In discussion with multiple stakeholders including HR, Finance, Logistics, Manufacturing to understand Scope 3 emissions level

## **BUSINESS UPDATE**

### **Strengthening Sustainable Supply Chain Framework**

- In the process of rolling out ESG compliant revised supplier code of conduct
- Awareness session with internal stakeholders covering supply chain sustainability
- Map existing supplier certifications such as SA8000, EcoVadis etc. with WCL assessment

### **Streamlining and Strengthening ESG dashboard**

- Workshop conducted with operations team across all factories to inculcate ESG concepts
- In discussion with HR teams to prepare data capturing templates related to social aspects in line with WCL goals
- Preparedness for BRSR (Business Responsibility and Sustainability Reporting)

### **Strengthening Governance Structure**

- Designating a Lead Independent Director
- New appointment / renewal of Independent Directors will be done for 2 terms of 4 years each, as against 2 terms of 5 years each permitted under law
- Continuing with full independence to the Audit Committee and the Nomination & Remuneration Committee (100% independent directors)
- Reconstituting and enhancing scope of the Board Committees (ESG & CSR, Shareholder and Investor Grievance, Risk Management) for balancing of skills, diversity, experience and tenure to provide effective independent oversight
- Review and revision of Ethics Framework to incorporate leading practices (whistle blower policy & mechanism, anti-bribery and anti-corruption, fraud prevention)
- Review and revision of Related Party Transaction Policy to further enhance it in line with the evolving leading practices. Further, a holistic pricing framework has been formalized to serve as a guideline for all related party transactions;

### **Board Effectiveness**

- Dedicated meeting on strategy
- Formalizing Board Charter & Committee Charters
- Refreshing / documenting key policies – CSR Policy, Disclosure Policy, RPT Policy, Suppliers Code of Conduct, Sustainable Procurement Policy.

### **Making ESG a Strategic Priority**

- ESG Committee established at the Board level
- Developing ESG Committee Charter
- Linkage of ESG Goals with Executive remuneration.

## ***BUSINESS UPDATE***

### **Management Comments**

Commenting on the results, Mr. B. K. Goenka, Chairman, Welspun Group said, “Our performance has been stable despite the second wave of the COVID-19 pandemic. We continue to keep our employees, suppliers and customers health and safety as our highest priority. Demand is expected to recover supported by the Government's thrust on creating Water Supply and Gas Pipeline infrastructure. We have built a solid foundation with our strong cash reserves, ESG initiatives and business diversification plans, and are confident about our future growth prospects. ”



## BUSINESS UPDATE

Detailed reconciliation of Operating EBITDA is provided hereunder:

Figures in Rs. Cr

Reconciliation of Operating EBITDA	Q1FY22	Q4FY21	Q1FY21	FY21	FY20
Reported EBITDA	203	321	197	1,010	1,276
Treasury income	(33)	(47)	(13)	(88)	(61)
Profit on sale of Land (incl. interest)	-	-	-	(62)	-
Insurance Claims Received	-	-	-	(27)	-
MTM loss/fair valuation on other bonds	-	(29)	(1)	(30)	44
Impairment of loan to JV	-	-	-	-	25
<b>Operating EBITDA</b>	<b>170</b>	<b>245</b>	<b>183</b>	<b>803</b>	<b>1,284</b>

## Consolidated Performance Snapshot

Figures in Rs. Cr unless specified

Particulars	Q1FY22	Q4FY21	Q1FY21	FY21	FY20
<b>Ex-Saudi Arabia/ CWC operations</b>					
- Pipe Production (KMT)	84	183	105	628	1,144
- Pipe Sales (KMT)	141	229	181	749	1,001
<b>Total operations</b>					
- Pipe Production (KMT)	119	214	130	879	1,629
- Pipe Sales (KMT)	175	247	222	1,003	1,502
<b>Continued Operations (Pipes)</b>					
<b>Total Income from Operations</b>	<b>1,299</b>	<b>1,819</b>	<b>2,069</b>	<b>6,440</b>	<b>9,957</b>
<b>Operating EBITDA</b>	<b>170</b>	<b>245</b>	<b>183</b>	<b>803</b>	<b>1,284</b>
Reported EBITDA	203	321	197	1,010	1,276
Depreciation and Amortisation	55	55	53	215	233
Finance Cost	17	11	28	68	144
Profit before tax and share of JVs	131	254	115	728	899
Tax expense	36	13	78	221	412
Non-controlling interest	0	2	(2)	(12)	(19)
Share of profit/(loss) from Associates and JVs	3	(18)	23	135	206
<b>PAT after Minorities, Associates &amp; JVs (I)</b>	<b>97</b>	<b>225</b>	<b>58</b>	<b>630</b>	<b>674</b>
<b>Discontinued Operations</b>					
<b>(PCMD &amp; 43MW)</b>					
Profit After Tax (II)	-	(6)	(6)	(11)	(38)
<b>Profit for the Period (I + II)</b>	<b>97</b>	<b>219</b>	<b>52</b>	<b>619</b>	<b>635</b>

Prior period figures have been restated, wherever necessary

Figures in Rs. Cr

<b>Consolidated Balance Sheet - Key figures</b>	<b>Jun-21</b>	<b>Mar-21</b>
Net Fixed Assets (incl CWIP)	1,753	1,683
Net Current Assets	2,018	2,133
Net Debt / (Net Cash)	(853)	(620)
Net Worth	3,910	3,793
ROCE (pre-tax)	16.7%	17.9%

ROCE (pre-tax) = TTM EBIT adj. for one-offs/ Avg. Capital Employed; both taken for continuing operations

### Saudi Financials

Key figures of Saudi JV, which is not consolidated as per Ind-AS:

Figures in USD

<b>Particulars in US\$ MN</b>	<b>Q1FY22</b>	<b>Q4FY21</b>
<b>Saudi Arabia Ops:</b>		
- Pipe Prodn (KMT)	36	30
- Pipe Sales (KMT)	34	17
Revenue	37	17
EBITDA	5	(3)
PBT	1	(7)
PBT – Welspun share	0.4	(3)
PAT – Welspun share	0.3	(2)

## **BUSINESS UPDATE**

### **Q1 FY22 Investor / Analyst conference call:**

WCL management would be happy to answer investor queries on a conference call. Please find details below:

Date: Friday, 30<sup>th</sup> July 2021

Time: 10:00 AM IST

#### **Dial in details:**

- Primary Access: +91 22 6280 1325 / +91 22 7115 8226
- 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 is a one-stop service provider offering complete pipe solution with a capability to manufacture line pipes ranging from 1½ inches to 140 inches, along with specialized coating, double jointing and bending. With current capacity of more than 2.5 million MTPA in Dahej, Anjar, Mandya and Bhopal in India, Little Rock in the USA and Dammam in Saudi Arabia, Welspun takes pride in being a preferred supplier to most of the Fortune 100 Oil & Gas companies. With 360 degree abilities, Welspun Corp has undertaken some of the most challenging projects in different parts of the world. With business excellence being a clear focus, the company is on the path of innovation and technology edge supported by its state-of-the-art facilities and global scale operations. The Line pipe industry caters to the sectors like energy and water resource management where in the line pipes supplied are used to construct cross-country pipelines for transportation of oil, gas, petro-products and water in the safest and most environment friendly way.

### **About Welspun Group**

A US\$ 2.7 billion enterprise, Welspun Group is one of India's fastest growing conglomerates with businesses in Line Pipes, Home Textiles, Infrastructure, Oil & Gas, Advanced Textiles and Floorings. The Group has a strong foothold in over 50 countries with more than 25,000 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.

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

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# Welspun Corp Limited

## Investor Presentation | July 2021



## Disclaimer

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This presentation and the accompanying slides (the “Presentation”), which have been prepared by Welspun Corp Limited (the “Company” or “WCL”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

## Q1 FY22 at a Glance



119 KMT

Global Production



175 KMT

Global Sales



487 KMT

Global Order Book



₹ 203 crs

EBITDA



12,000 /  
US \$160

Op EBITDA / Ton



₹ 97 crs

Profit After Tax



₹ 853 crs

Net Cash Position



3.7

EPS



1.766 Mn  
MT

Active Bids Future Outlook

*Note: Pipe Sales & Production volumes, Order Book and Future Bids include Saudi Arabia operations; All other figures pertain to IND-AS continuing operations*

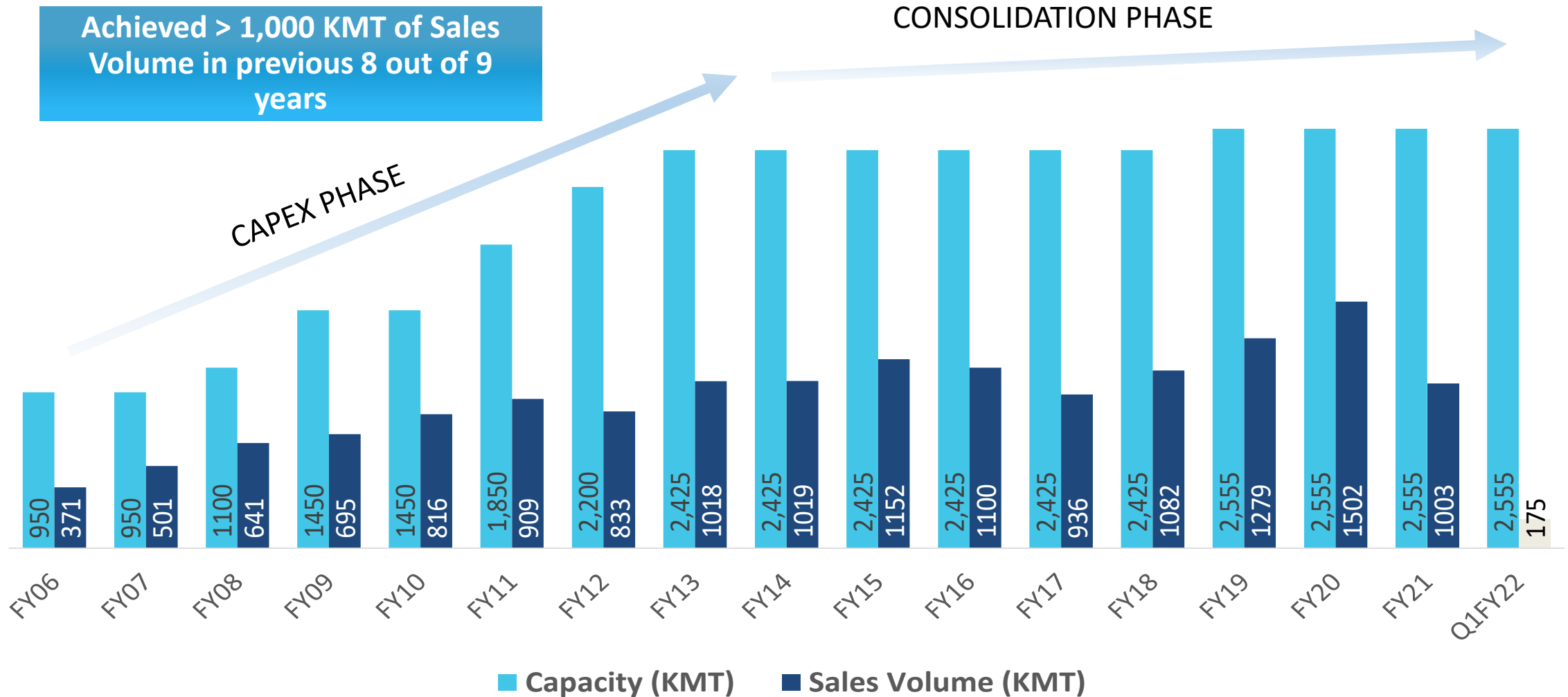
## Financial Results for Q1 FY22

Particulars (Rs Cr)	Q1FY22	Q1FY21	YoY
<b>Pipe Sales Volume (KMT)</b>	<b>175</b>	<b>222</b>	<b>-21.0%</b>
<b>Total Income from Operations</b>	<b>1,299</b>	<b>2,069</b>	<b>-37.2%</b>
EBITDA	203	197	2.9%
Depreciation	55	53	2.2%
Finance cost	17	28	-39.7%
<b>Profit before tax and share of JV</b>	<b>131</b>	<b>115</b>	<b>13.6%</b>
Tax	36	78	-53.8%
Non Controlling Interest	0	(2)	109.4%
Share of profit/(loss) from associates & JVs	3	23	-89.0%
<b>Net Profit</b>	<b>97</b>	<b>58</b>	<b>68.6%</b>
<b>EPS</b>	<b>3.7</b>	<b>2.2</b>	<b>67.8%</b>

*Note:*

- Consolidated Financials pertaining to continuing operations (Pipes) only
- Prior period figures are restated wherever necessary; All numbers of this sheet are based on IND-AS disclosures except sales volume
- Sales volumes are based on total operations including Saudi and are for Pipes

# Operational Performance: Pipes (Capacity and Volumes)



Note: Pipe capacity and sales volumes are based on total operations including Saudi



## Financial Performance

### 2<sup>nd</sup> Highest EBITDA in FY21 despite being a Pandemic year

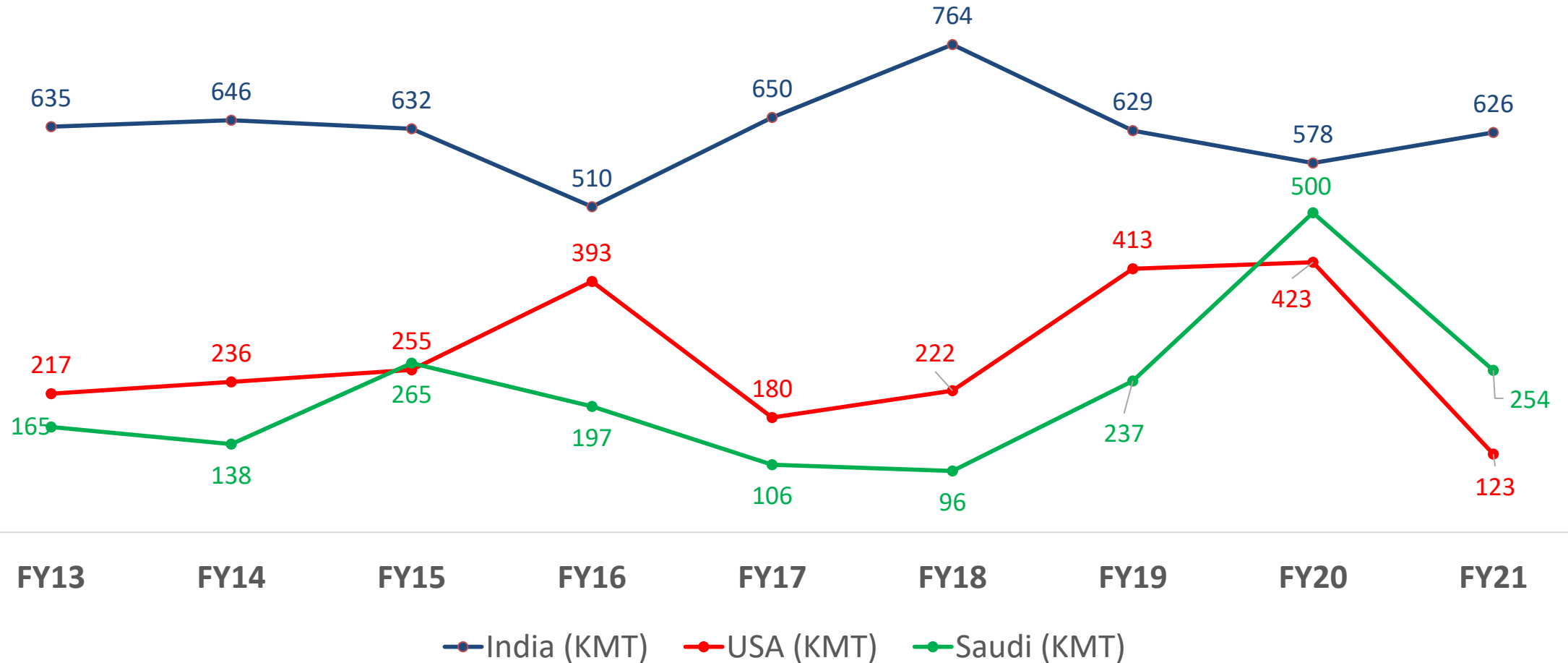
Particulars	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	Q1FY22
<b>Sales Volume (KMT)</b>	1,018	1,019	1,152	1,100	936	1,082	1,279	1,502	1,003	175
<b>Revenue (INR cr)</b>	9,083	7,705	8,451	7,380	6,035	7,587	8,954	9,957	6,440	1,299
<b>EBITDA (INR cr)</b>	919	844	951	891	737	815	708	1,276	1,010	203
<b>EPS</b>	6.1	2.8	2.6	5.8	1.0	6.0	2.6	25.6	24.1	3.7
<b>Net Worth (INR cr)</b>	2,750	2,957	2,799	2,799	2,809	2,854	2,798	3,215	3,793	3,910
<b>Net Debt / (Cash) (INR cr)</b>	2,314	2,568	1,910	1,355	1,106	422	286	32	(620)	(853)
<b>Net debt/Equity</b>	0.84x	0.87x	0.68x	0.48x	0.39x	0.15x	0.10x	0.01x	-0.16x	-0.22x
<b>ROCE (pre-tax)</b>	8.2%	7.4%	8.7%	8.0%	6.4%	8.8%	22.6%	32.1%	17.9%	16.7%
<b>ROE</b>	3.7%	2.6%	2.4%	5.2%	0.9%	5.6%	11.7%	23.7%	18.0%	18.6%

**Note:**

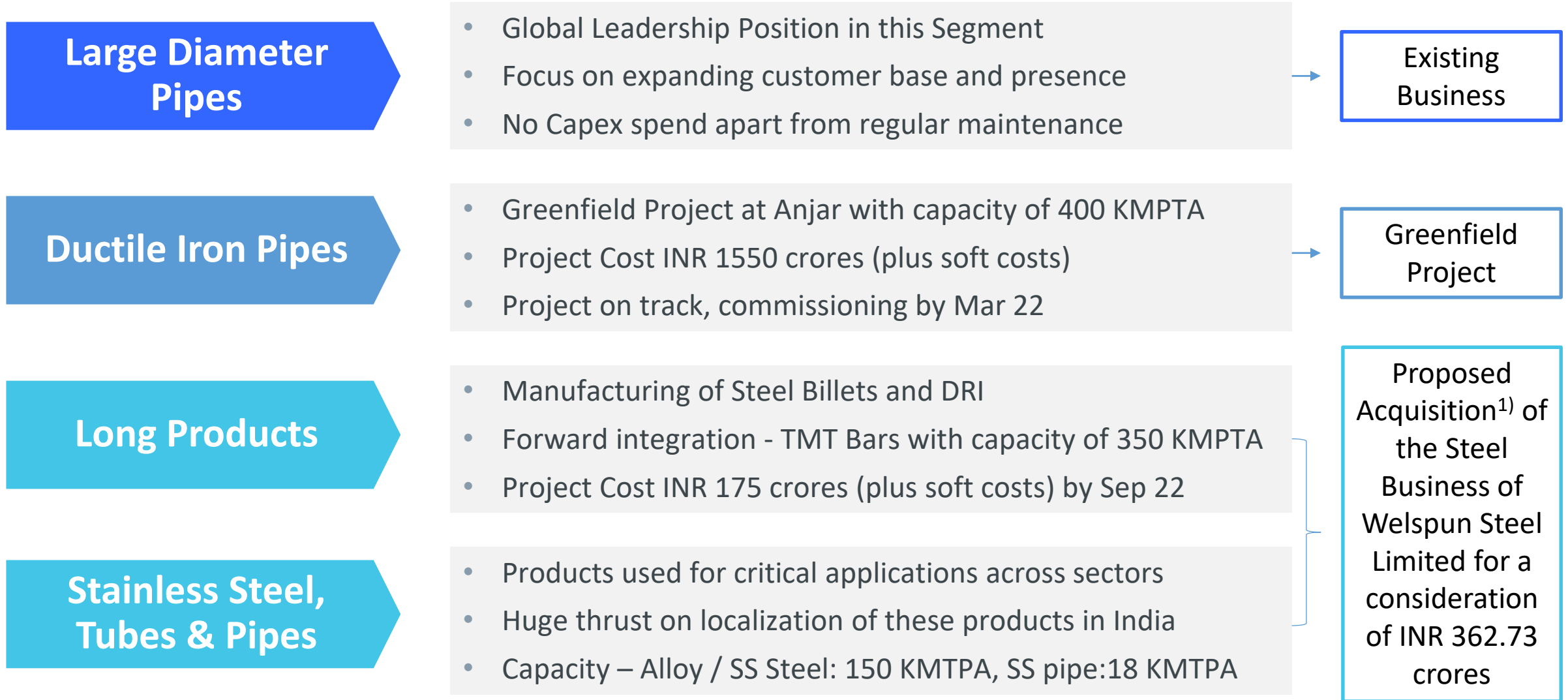
- Consolidated Financials
- Prior period figures are restated wherever necessary; All numbers of this sheet are based on IND-AS disclosures except sales volume
- Sales volumes are based on total operations including Saudi and are for Pipes
- From FY19 figures are pertaining to continuing operations (Pipes) only

# Sales Volume Mix

## Consistent Performance in India



## Diversification of Product Portfolio



Note: 1) Through a Scheme of Arrangement

# Our ESG Journey

## Environmental & Social

Detailed Benchmarking versus peers on ESG factors

Mapping universe of issues, objectives and risk and prioritizing them based on Materiality for WCL

Arrive at baseline scenario in line with WEF metrics and identification of improvement areas

Formulation of a strategic roadmap outlining key actions to be undertaken in short, medium and long term

Public reporting and disclosures of ESG performance

**Maturity Assessment**



**Materiality Analysis**



**Baseline & Gap Analysis**



**Roadmap**



**Communication and Reporting**

## Corporate Governance

### Board Matters / Entity Level Controls

- ESG Committee at the board level setup
- Several key actions taken in line with leading practices

### Related Party Framework

- As-Is analysis of existing policy and process flow
- Refine scope, applicability, responsibility and appropriate controls in RPT framework

### Ethics Framework

- Conducted Ethics culture survey
- Developed a road map for training and awareness programs
- As-Is analysis, benchmarking and gap assessment of existing policies
- Updated Policies Finalized: Whistle-blower Policy, Code of Conduct, Fraud Prevention Policy & Fraud Response Plan, Disciplinary Action Matrix and Anti-Bribery & Anti-Corruption Policy

**Major transformation to further strengthen ESG across our organization**

## Sustainability Targets

Aspects	FY 2020-21	Goal 2025	Goal 2030	Goal 2040
<b>Carbon Neutrality</b> - % Renewable Energy (RE)		10% RE	20% RE	Carbon neutral
<b>Water Neutrality</b> - Water Intensity	0.63 KL/MT	0.55 KL/MT	0.40 KL/MT	Water neutral
<b>Waste to Landfill</b>	1.53 MT	1.00 MT	0 MT	Zero waste to landfill
<b>Impacting Lives in CSV</b>	1,60,735	5,00,000	1,000,000	2,000,000
<b>Sustainable Supply Chain</b> - % suppliers assessed as per ESG compliant Code of Conduct		100% critical suppliers assessed	100% (all suppliers)	100% (all suppliers)

## Strategy for Long Term Value Creation

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- 1** Business Growth & Diversification to improve Earnings Predictability and Enhance Margins

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- 2** Delivering on Growth Plans and Operational Excellence

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- 3** Maintain Balance Sheet Strength

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- 4** Continue to integrate Digital Technologies into all areas of Business

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- 5** Thrust on ESG Initiatives

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## Welspun Corp at a glance



Top  
**3**

Among Line Pipe Manufacturers globally



**50+**

Approvals from O&G majors; Qualifies for global bidding



**15+**  
MN MT

Pipes delivered since inception with multiple repeat orders

2.55 mn MT Pipes Capacity

6 manufacturing facilities  
in 3 countries

Used in Oil & Gas and  
Water industry

## Our Manufacturing Facilities



**INDIA**



**UNITED STATES**



**SAUDI ARABIA**

Capacity (in KMT)	India				US	Saudi Arabia	Total
	Anjar	Dahej	Mandya	Bhopal	Little Rock	Dammam	
Products / City							
LSAW	350	350	-	-	-	-	700
HSAW	250	50	150	305	350	375	1,480
ERW/ HFIW	200	-	-	-	175	-	375
SAW Pipes (KMT)	<b>1,655</b>				<b>525</b>	<b>375</b>	<b>2,555</b>
DI Pipes (KMT)	400	-	-	-	-	-	400



**Port based facilities**



**All major accreditations**



**Best in class equipment & practices**



# Our Business Moat

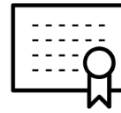
## Global Leadership

Among Top 3 Line Pipe Manufacturers globally



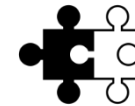
## Accreditations

Approvals: 50+ O&G majors; Qualifies for global bidding



## Expertise

Executed critical & complex projects worldwide



## Customer Centricity

Delivered 15+ mn MT Pipes with multiple repeat orders



## Supplier Relationship

Long term association with global Steel & other vendors



## Innovation

Patented technology leading to higher productivity



## Global but Local

Domestic presence in key demand areas: USA | KSA | India



## One-Stop Shop

Steel sourcing to ROW / Laying Site – Managing complete SCM



## ESG

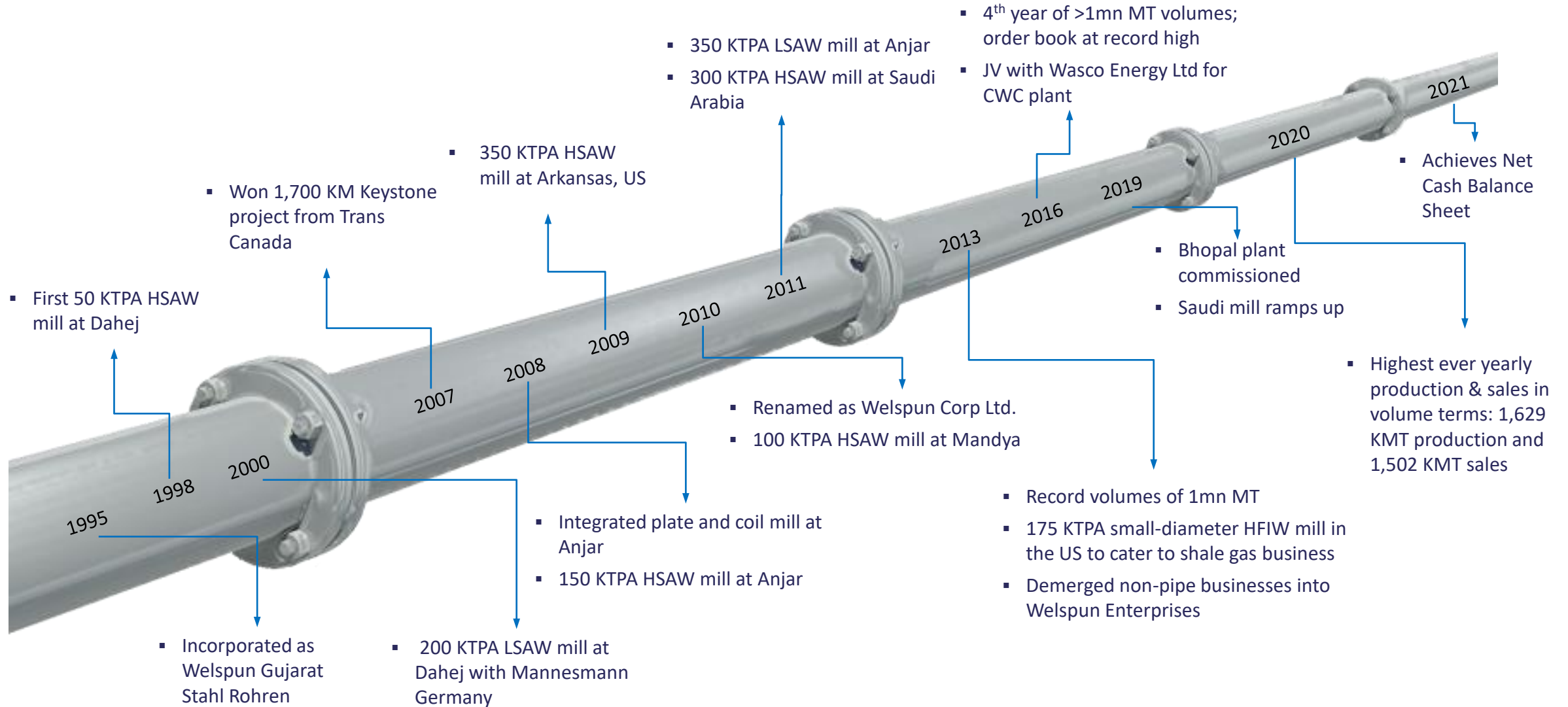
Independent Board | Focus on Diversity, CSR & Sustainability



Approvals & accreditations from marquee customers is a significant entry barrier



# Key Milestones



## Product Information

### **HSAW Pipes**

(Helically welded)

18 – 140 inch  
diameter, 6 mm to  
25 mm  
thickness

Onshore oil, gas & water  
transmission

### **LSAW Pipes**

(Longitudinally welded)

16 – 60 inch  
diameter,  
6 mm to 43 mm  
thickness

Onshore / Offshore oil & gas  
transmission

### **ERW Pipes**

(Electric Resistance  
Welded)

1.5 – 20 inch  
diameter, 4 mm to  
14 mm  
thickness

Onshore O&G transmission  
and Downstream O&G  
distribution

### **DI Pipes**

(Ductile Iron)

80– 1200 mm  
diameter, K7 and  
K9 class

Potable Water distribution

### **Coating Systems**

3LPE, FBE, 3LPP, Concrete Weight Coating,  
Internal Epoxy, Coal Tar Enamel, Inside  
Cement Mortar Lining

### **Value Added services**

Double Jointing, Pipe bending, ID Machining,  
Dump Site & Inventory management

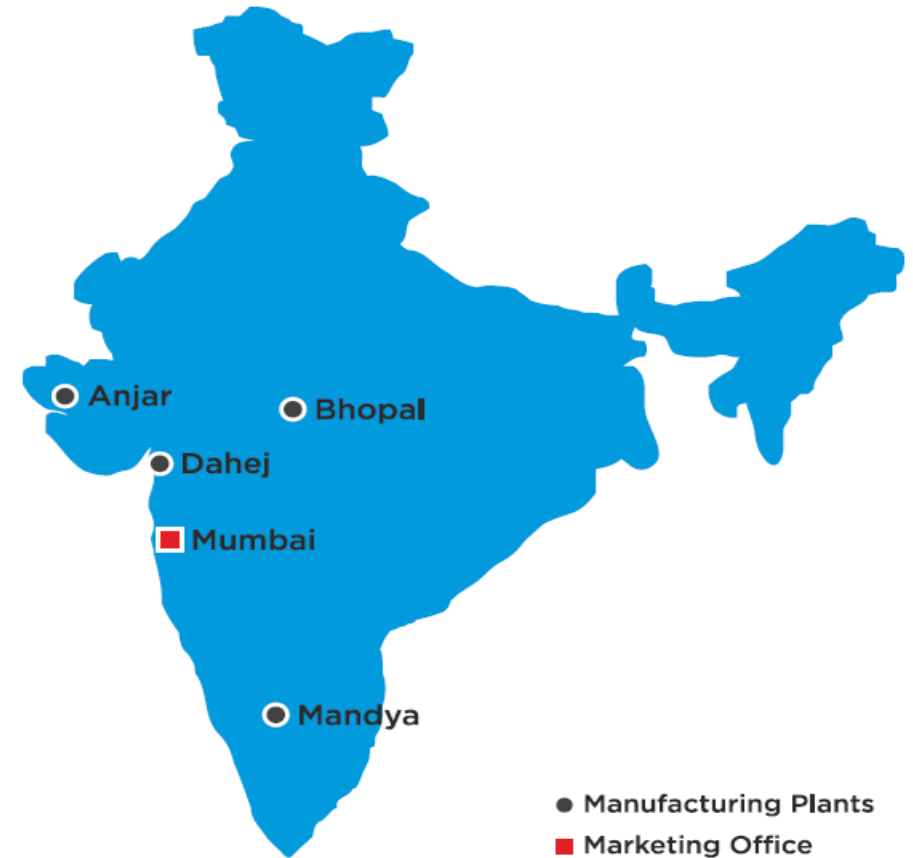
## Unique Manufacturing Advantage: India

### INDIA : 20+ YEARS OF EXPERTISE

- All-round capability: Pipes, bends, internal and external coating, Concrete Weight Coating
- Location advantage: Ideal to cater to export and domestic businesses
- Proximity to the key demand centres in West, South and Central India
- Heaviest LSAW Mill in India
- Approvals from all major domestic and Global O&G companies
- Healthy relationships with international and domestic steel suppliers
- Entry Barriers (India):
  - MoPNG requirement: Domestic value addition should be at least 35% of the cost

### Strategically Located Plants

*...to cover West, South and Central India*



# Unique Manufacturing Advantage: US & Saudi

## US: DOMINANT PLAYER IN LINE PIPES

- Largest and most modern spiral (HSAW) mill
- Patented manufacturing technologies
- Strategic location, west of the Mississippi river
  - Close proximity: Oil basins & LNG terminals
- Robust logistics infrastructure:
  - Easy access to Arkansas river and New Orleans port
  - In-house rail connectivity
- Healthy relationship with key steel & logistic suppliers
- Favorable trade policies - “Melt in USA”; Anti-dumping duty, CVD & Section 232 tariffs

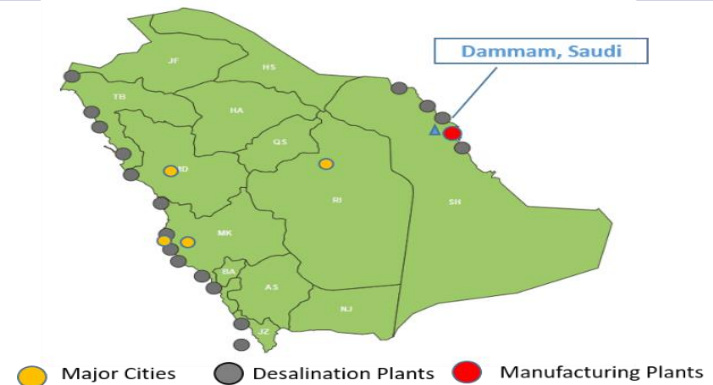
### Proximity to Shale Basins



## SAUDI: ONE OF THE LARGEST PIPE PLANTS

- Location Advantage:
  - Proximity to Dammam Port
  - Closer to major business destinations
- Approved and accredited by both Saudi Aramco and Saline Water Conversion Corporation (SWCC)
- Experience of executing multiple complex projects in O&G and water
- Healthy relationship with key steel suppliers
- IKTVA Program favors domestic pipe industry

### Location Advantage



# Board of Directors & Management Profile

## Board of Directors

### **B.K.Goenka** - Non-Executive Chairman & Promoter Director

- Amongst India's most dynamic businessmen
- Past President ASSOCHAM (2019)
- Recipient of Asian Business Leadership (ABLF) Award, 2019

### **Rajesh Mandawewala**, Promoter Director

- Qualified Chartered Accountant; Played an instrumental role in establishing Welspun's Textile & Pipe business
- Leading new strategic initiatives of the Group
- Authorization of investment decisions for Welspun

### **Dipali Goenka** - Non Executive Non Independent Director

- Graduate in Psychology & completed Management Program from Harvard
- Has been instrumental in transforming Welspun India into a global leader in home textiles

### **Amita Misra** - Non Executive Independent Director

- Ex-IAS with 38+ years of experience in various government & international organizations.
- Area of specialization: Audit, Financial Management, Procurement, Industrial and Development Projects involving International Cooperation & Governance

### **Desh Raj Dogra** - Non Executive Independent Director

- Retired Managing Director & CEO of Credit Analysis and Research Limited.
- MBA, CAIIB with over 38 years of experience in banking and credit rating.

### **K. H. Viswanathan** - Non Executive Independent Director

- Qualified cost and works accountant with over 34 years of experience
- Expert in Audit, Tax & Legal, Structuring, Business Strategy, M&A

### **Revathy Ashok** - Non Executive Independent Director

- Gold medalist from IIM, Bangalore and Member of Indian Angel Network.
- Independent consulting practice, working with mid and early stage companies, helping them scale
- Former MD of Tishman Speyer Private Equity and Global CFO of Syntel Inc

## Management Team

### **Vipul Mathur** - Managing Director & CEO, Member of Board

- Well-known figure in the global pipe industry; Associated with Welspun since 2001
- Led the company to historic high order book & profitability
- Recipient of Hall of Fame Steel CEO of the year (2018) by SUFI

### **Percy Birdy** - Chief Financial Officer

- Member of ICAI and ICWAI with 25+ years of experience in the areas of Corporate Finance & Accounting, Costing, Budgeting, Direct & Indirect Tax, Banking, etc.
- Has previously worked with Allansons Group, Glenmark, Essel Propack

### **Godfrey John** - Business Head - INDIA /APAC/MENA & EUROPE

- 25+ years of experience in the industry.
- Expertise in pipes across applications such as Oil & Gas, Water, Ports and Terminals as well as structural pipes

### **Todd Phillips** - Vice President Sales - AMERICAS

- Rich and varied experience of nearly 30 years
- Has previously worked with Borusan USA, Gulf Interstate Engineering, Pe Ben USA, MTS USA, United Spiral Pipe and other companies of repute

### **T.S. Kathayat** - President & Chief - Corporate Quality & Technical Services

- 23+ years of Work Experience in the manufacturing Industry
- Conferred with "Quality leadership Award" and "Corporate Excellence Leader of the Year" by World Quality Congress

**Thank You**

**Welspun Corp Limited**

CIN: L27100GJ1995PLC025609

[www.welspuncorp.com](http://www.welspuncorp.com)

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