

## Embarking on a Growth Journey

**June 28<sup>th</sup>, 2021, Mumbai:** Welspun Corp Ltd. (WCL), flagship Company of the Welspun Group, announced its consolidated financial results for the quarter and full year ended March 31<sup>st</sup>, 2021.

- Consistently achieved more than 1 Million MT of Pipe Sales even in a Pandemic Year
- Total Income from Operations up +30.6% QoQ
- EBITDA at Rs. 321 cr up +27.1% QoQ
- PAT at Rs. 225 cr up +15.3% QoQ (after Minorities & share of JVs)
- Net Cash of Rs. 620 cr
- Free Cash Flow of Rs. 723 cr generated during the year
- Healthy Balance Sheet: Net Debt / Equity of -0.16x, Net Debt / EBITDA of -0.61x
- Current Order Book valued at Rs. 4,800 cr, active bid book of 1,230 KMT

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

### **Key Highlights of the Quarter ended March 31<sup>st</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 528 KMT valued at Rs. 4,800 cr (US \$663 mn)

#### **2. Total Income from Operations**

- Rs. 1,819 cr vs. Rs. 1,393 cr, up 30.6% QoQ

#### **3. Pipe Sales Volume (Total Operations)**

- 247 KMT vs. 285 KMT, down 13.5% QoQ

#### **4. Operating EBITDA**

- Rs. 245 cr up 29.8% QoQ

#### **5. Reported EBITDA**

- Rs. 321 cr up 27.1% QoQ

#### **6. Profit (Continuing Operations)**

- PAT (after Minorities & share of JVs) stands at Rs. 225 cr vs. Rs. 195 cr, up 15.3% QoQ

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### 7. Net Debt / (Cash) position

Figures in Rs. Cr

<b>Consolidated debt</b>	<b>Mar-21</b>	<b>Dec-20</b>	<b>Sep-20</b>
Gross Debt	771	660	335
Cash & Cash Equivalents	1,391	974	990
<b>Net Debt / (Cash)</b>	<b>(620)</b>	<b>(314)</b>	<b>(655)</b>

The sale of the PCMD division and the receipt of its consideration post 31<sup>st</sup> March 2021 has further strengthened our net cash position, which now stands at ~ Rs. 820 cr as on date on a consolidated basis.

### 8. Free Cash Flow

We have generated Rs. 723 cr of free cash flow for FY21. This demonstrates our strong focus on operational excellence, cost controls and working capital management.

### 9. Forex

The Company follows a policy of hedging its steel and forex exposure. However, there are impacts due to the cost of forex hedging and timing mismatch. The impact for this quarter is as under:

Figures in Rs. Cr

<b>Transactional Forex impact</b>	<b>Q4FY21</b>	<b>Q4FY20</b>	<b>FY21</b>	<b>FY20</b>
Forex gain in Other income	11	2	26	44
Forex (loss) in Other Expense	3	(25)	3	(61)
<b>Net gain/(loss)</b>	<b>14</b>	<b>(23)</b>	<b>29</b>	<b>(17)</b>

### 10. Corporate Tax Rate

The company has fully utilized its existing tax credits in Q4FY21. Accordingly, from FY22 onwards the company will switch to the new corporate tax rate of 25.17% from the existing 34.94% (both including surcharges).

### 11. Business Outlook

Sustained production cuts by the OPEC and OPEC+ and oil demand reaching rather exceeding pre-pandemic levels have continued to drive the price of crude oil upwards. In the near term, it is expected that the Brent prices might average greater than \$70/b in the second half of FY22. We feel that the strong demand and higher oil prices would act as catalysts to spur the demand for line pipes globally. Gas dominates the global mix, accounting for 82.7% of global pipelines in pre-construction and construction. The dominance of gas pipelines reflects the shift from oil to gas in the global energy economy.

#### India

Energy demand of India is anticipated to grow faster amongst all major economies. The country's share in global primary energy consumption is projected to increase by two-fold by 2035. There is a big thrust on

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natural gas as part of the government's plan of raising its share in the country's energy basket. Therefore, an interconnected National Gas Grid has been envisaged to ensure adequate availability and equitable distribution of natural gas in all parts of the country. At present, there are about 17,016 km of Natural Gas pipelines operational in the country with plans to almost double this capacity. The Union Budget contained announcements to increase the use of natural gas, including addition of 100 districts to the city gas distribution network, and setting up an independent gas transport system operator to facilitate booking of common carrier capacity in natural gas pipelines.

We did witness a recovery in the water segment post the first wave of the pandemic. However, the 2<sup>nd</sup> wave and all-time high commodity prices have slowed down activity in this sector. In any case, water will remain a key focus area in the country and we are confident to see bounce back in demand, both for line pipes and ductile iron pipes in H2 FY22.

We continue to stay focussed in the export market. The recent award of the Barossa order on us from the Australian market and award of few other international projects clearly reflects revival of pipeline demand potential and opportunities in the export market. We are in discussion with several customers across geographies and are confident of bagging new orders in the near future.

### **USA**

A positive economic outlook and higher oil prices are anticipated to provide demand recovery in the oil and gas sector. The expected increase in oil and natural gas production in the coming quarters should drive significant growth in pipeline projects. Currently, there is caution amongst midstream companies, after major pipeline projects got stalled by environmental opposition. However, we are confident of demand revival in the later part of H2 FY22.

### **Saudi Arabia**

The Saudi business was impacted in Q4 FY21 on account of lower sales volumes and a sharp increase in steel prices which have reduced profitability. We have a confirmed order book of 184 KMT with steel prices fully locked which would be executed till Q3 FY22.

We are also seeing Saudi Aramco in the process of finalizing few projects and being an LTA holder, we 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.

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### 12. Business Growth & Diversification

In order to improve its earnings predictability and enhance margins in the business, it is imperative for WCL to enhance and diversify its product portfolio, catering to both B2B and B2C segments. It is with this objective, the company has decided to diversify its steel portfolio, and bring the following manufacturing setups under one fold – “WCL”.

- a. **Large Diameter Pipes:** The Company already enjoys a global leadership position in this segment and will further continue to focus on expanding its customer base and presence both domestically and globally.
- b. **DI Business:** As already announced, the company has forayed into the Pig Iron & Ductile Iron Pipes Business by setting up a Greenfield project at Anjar. Considering the robust demand, expected growth and budgetary allocation by GOI under Jal Jeevan Mission, this sector is bound to grow exponentially. Accordingly, the company has decided to enhance the capacity of this project from 250,000 MT to 400,000 MT. This will be one of the largest standalone single location DI manufacturing facility in India. The project is on track and will be commissioned by March 2022.
- c. **Long Products:** We have noticed a fundamental shift in the steel market and believe there will be a sustained strong commodity cycle. In order to leverage this opportunity, we intend to foray into manufacturing of steel long products and accordingly, company is setting up a brand new state-of-the-art TMT bar manufacturing facility, having a capacity of 350,000 MT per annum through a proposed Demerger Scheme of Welspun Steel Limited (WSL) with WCL.

TMT bars are extensively used in the construction industry, both in projects and by direct consumers. With the emphasis on infrastructure development and the resultant construction boom, this facility would significantly contribute and bring growth to our earnings.

This facility will be based out of Anjar adjacent to our DI complex and the synergies between the two, especially in terms of raw material sourcing, common infrastructure, technical manpower, management bandwidth etc. will add further value to this proposition.

- d. **Stainless Steel, Tubes & Pipes:** This product is used for critical applications viz. Offshore Oil & Gas, Super Critical Boilers, Light Water Reactors, Nuclear Submarine Program, Nuclear Plants, Defence, Advance Ultra Super Critical Plant, Refineries, Petrochemicals, Food, Pharma and Desalination industries.

A big push for localization of these products under Atmanirbhar Bharat initiatives, implementation of quality order, mandatory BIS certification in India and withdrawal of export benefits by Chinese Government will act as major catalysts for the growth of this sector which is poised to grow at CAGR of 6-7% per annum.

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Keeping in view these major policy changes, through the proposed WSL Demerger Scheme, WCL will also be acquiring the 50% stake in WSSL which has a state-of-the-art and a very unique and boutique facility located in Bharuch, Gujarat namely WSSL with WCL. This facility produces:

- Alloy and SS Cast Blooms, Alloy and SS Cast Ingots, Alloy and SS Rolled Bars
- Stainless & Ni-Alloy Pipes & Tubes

The capacity of Alloy / SS steel is 150,000 MTPA and SS pipe is 18,000 MTPA.

This facility would also synergistically contribute and bring growth to our earnings. A simple comparison of industry peers in this segment would clearly demonstrate that.

- e. Other Opportunities:** In addition to the above, we will continue to evaluate suitable opportunities, for both organic and inorganic expansion which have synergies with our business. It is important that we continue to expand our product offering for growth, enabling predictability and enhanced earnings. However, all prudence and due diligence would be exercised with a clear oversight from the Board. As such, the company has a judicious capital allocation policy and any proposal has to first meet the internal thresholds for ROI and Profitability before being presented to the board. Some of the new business areas that are being evaluated are: Marine Fabrication, Industrial Fabrication, Seamless Pipes (Carbon Steel), Renewable Energy etc. Accordingly, our objects clause is proposed to be amended.

### **13. 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, 2021 has decided to propose the Scheme of Arrangement between Welspun Steel Limited ("WSL") and the Company to NCLT for transfer of WSL's Steel Division to the Company, with appointed date as April 1st, 2021, subject to regulatory and other approvals.

WSL is a privately held company, situated in Welspun City, Anjar. In its Steel Division, it manufactures BIS Certified Steel Billets and Direct Reduced Iron (DRI), and is implementing a Greenfield project for manufacturing of TMT bars. The expected project cost is ~ Rs. 175 cr (plus soft cost) and the project 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) a listed company on BSE. WSSL is an integrated producer of Quality Stainless Steel Pipes & Tubes right from steel-making to the finished products. This is in line with our Business Growth and Diversification strategy.

The Board of Directors had appointed two reputed Independent Valuers for valuation, and one Merchant Banker for Fairness opinion. After a thorough due diligence by the Independent Agencies, the Board has decided to propose the Scheme of Arrangement to NCLT. The consideration of Rs. 362.73 cr will be paid

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through 6% Cumulative Redeemable Preference Shares, redeemable after 18 months from issuance date, and there will be no equity dilution for WCL shareholders. WSSL will continue to remain listed on the stock exchanges. Since the stakeholders who are holding not less than 50% of the equity shares in the Demerged Company (holding Company of WSSL) are the same stakeholders holding not less than 50% equity shares in the Resulting Company, the indirect acquisition of control of WSSL pursuant to the proposed Scheme is exempt from making open offer under the provisions of the SEBI (SAST) Regulations, 2011.

### **14. 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.

Over the last few months, there is an increased focus on creating water supply infrastructure in the country through various government schemes. For instance, in the Union Budget in February 2021, there was an increase in the allocation on Jal Jeevan Mission, and Jal Jeevan Mission (urban) was also announced. The outlay for this is INR 2.87 trillion and it will be implemented over the next 5 years. Tap water connection to 2.86 crore urban households and liquid waste management in 500 cities has been envisaged as part of this scheme. Increased spending by state governments and municipal corporations is also expected to improve accessibility of drinking water supply across the country.

Considering the expected demand, we have decided to increase the capacity for DI Pipes to 400 KMTPA (from earlier proposed 250 KMPTA) and add DI Fittings to the product range. This would bring the total project cost to Rs. 1,550 cr (plus soft cost) from the earlier planned Rs. 1,250 cr (plus soft cost). The project is being funded through a combination of internal accruals and debt.

There are no changes in the timelines and the project is expected to be commissioned by March 2022.

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

Lapte 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 cr plus closing adjustments towards net working capital.

As on June 8<sup>th</sup>, 2021, we have received a cumulative purchase consideration of Rs. 723.50 cr. The balance consideration, subject to closing adjustments for net working capital will be received on fulfillment of regulatory approvals and payment milestones as provided under the BTA. The balance formalities are expected to be completed in the next 7 to 10 days.

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### 16. Health & Safety Update

- a. Our people have always been our greatest strength. In 2<sup>nd</sup> wave of the pandemic, we lost few of our employees. While any kind of financial support cannot compensate for the magnitude of the loss of life, we will always remain with the families during these difficult times.

As a measure to support the families of the deceased employees, the company decided to offer the following help:

- Extend Group Term Life Insurance plan for the benefit of employee's family
  - 50% of monthly salary for 2 years as living allowance
  - Medical insurance for family (spouse and 2 kids) of Rs. 5 Lakhs for 10 years
  - Education fees for 2 children up to graduation (scholarship scheme)
  - Consider spouse / children for suitable job roles based on company's policy as per requisite qualification and skill
- b. Recognizing that vaccination being a key remedy to fight this pandemic, the company organized vaccination camps across all locations globally for its employees, their family members and business partners. More than 3000 people have been vaccinated as part of this drive.
- c. Occupational Health & Safety is a strong focus area. We are pleased to highlight that there were zero fatalities in our manufacturing operations across all our global manufacturing locations for FY21. Also, our DI project site recently completed 1 Million man-hours without any Lost Time Injury.

### 17. Sustainability & ESG

We recognize that our business impacts all stakeholders, including investors and the communities in which we live and work. In this regard, we have accelerated our ESG journey. We have begun by setting a clear ambition with bold targets. We are aiming for increasing use of renewable energy, zero waste to landfill and being water neutral. There are also targets for corporate social venturing and a sustainable supply chain.

Sustainability Targets	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

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<b>Impacting Lives in CSV</b>	1,60,735	5,00,000	1,000,000	2,000,000
<b>Sustainable Supply Chain</b>		100% critical suppliers assessed	100% (all suppliers)	100% (all suppliers)
- % suppliers assessed as per ESG compliant Code of Conduct				

Apart from the long term sustainability targets, we are undertaking several management interventions with ESG at the core for FY22. Some of these are:

- Defining a Governance structure for ESG including formation of an ESG Committee of the Board
- Creation and adherence of ESG related policies like overall ESG Policy, Sustainable Procurement Policy and ESG compliant Suppliers Code of Conduct
- 100% coverage of all staff and associates in training on Ethics and Compliance and Conflict of Interest.
- Gender Diversity to increase from the present 3% to 5%, other diversity (persons with disability, LGBTQI) to increase from 0.25% to 1%.
- SWA score should be greater than 70%
- More than 5% of employees volunteering for CSR activities

### 18. Digital Initiatives

We have been rapidly adapting digital technologies into all areas of our business resulting in fundamental changes in how we operate and how we deliver value. Finance transaction (AP/AR/GL) activities were moved to Shared Service Center. We developed a Customer Portal with information accessible to each specific customer. Other initiatives include Automation of Export-Import documentation, System Driven Process for Master Data Management, Integration of Learning Management System with our in-house tool and elimination of spreadsheet files (excel) to System generated Reports and Forms.

### 19. Learning and Development

Following the credo of people as our organization's most valuable resource, we have placed a significant emphasis on their Learning and Development. We are pleased to inform that we have conducted over 1300 training programs, with 2300 employees attending and cumulatively exceeding 23,500 training hours.

### 20. Dividend

Considering our growth plans, cash position and to reward our committed and loyal shareholders, the Board has recommended a dividend of Rs. 5.00 per share.

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### **Management Comments**

Commenting on the results, Mr. B. K. Goenka, Chairman, Welspun Group said, “The sudden outbreak of the COVID-19 pandemic and subsequent meltdown in oil prices resulted in a year of unprecedented challenges for us. However, we demonstrated resilience resulting in a strong operational and financial performance and achieved the coveted 1 Million metric tonnes of sales and the 2<sup>nd</sup> highest EBITDA in the last 10 years.”

“Our employees are our greatest strength and we placed utmost priority on their safety, health and well-being. We also continued our focus on customer relationships, cash management and accelerating digital adoption. Our growth and diversification plan includes entering into the Ductile Iron Pipes business, TMT bars and Stainless Steel Pipes & Tubes, all of which will further strengthen our business and grow earnings predictability and profitability.”

“We are also accelerating our ESG initiatives with a very clear Roadmap for the future. With these initiatives, we embark upon a new journey of growth along with sustainability and are confident of creating incremental value for all our stakeholders and the community at large.”

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Detailed reconciliation of Operating EBITDA is provided hereunder:

Figures in Rs. Cr

Reconciliation of Operating EBITDA	Q4FY21	Q3FY21	Q4FY20	FY21	FY20
Reported EBITDA	321	252	318	1,010	1,276
Treasury income	(47)	(16)	(12)	(88)	(61)
Profit on sale of Land (incl. interest)		(20)	-	(62)	-
Insurance Claims Received		(27)	-	(27)	
MTM loss/fair valuation on other bonds	(29)	-	5	(30)	44
Impairment of loan to JV			25		25
<b>Operating EBITDA</b>	<b>245</b>	<b>189</b>	<b>336</b>	<b>803</b>	<b>1,284</b>

## Consolidated Performance Snapshot

Figures in Rs. Cr unless specified

Particulars	Q4FY21	Q3FY21	Q4FY20	FY21	FY20
<b>Ex-Saudi Arabia/ CWC operations</b>					
- Pipe Production (KMT)	183	179	289	628	1,144
- Pipe Sales (KMT)	229	188	286	749	1,001
<b>Total operations</b>					
- Pipe Production (KMT)	214	268	417	879	1,629
- Pipe Sales (KMT)	247	285	418	1,003	1,502
<b>Continued Operations (Pipes)</b>					
<b>Total Income from Operations</b>	<b>1,819</b>	<b>1,393</b>	<b>2,759</b>	<b>6,440</b>	<b>9,957</b>
<b>Operating EBITDA</b>	<b>245</b>	<b>189</b>	<b>336</b>	<b>803</b>	<b>1,284</b>
Reported EBITDA	321	252	318	1,010	1,276
Depreciation and Amortisation	55	54	59	215	233
Finance Cost	11	13	36	68	144
Profit before tax and share of JVs	254	185	223	728	899
Tax expense	13	66	164	221	412
Non-controlling interest	2	(7)	(9)	(12)	(19)
Share of profit/(loss) from Associates and JVs	(18)	84	90	135	206
<b>PAT after Minorities, Associates &amp; JVs (I)</b>	<b>225</b>	<b>195</b>	<b>140</b>	<b>630</b>	<b>674</b>
<b>Discontinued Operations</b>					
<b>(PCMD &amp; 43MW)</b>					
Profit After Tax (II)	(6)	4	(2)	(11)	(38)
<b>Profit for the Period (I + II)</b>	<b>219</b>	<b>199</b>	<b>138</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>Mar-21</b>	<b>Dec-20</b>
Net Fixed Assets (incl CWIP)	1,683	1,558
Net Current Assets #	2,133	1,191
Net Debt / (Net Cash)	(620)	(314)
Net Worth	3,793	3,575
Net Assets Held for Sale *	0	834
ROCE (pre-tax)	17.9%	19.2%

# Net Current Assets excludes Net Asset Held for Sale & Receivables for PCMD

\* Net Assets Held for Sale = Assets classified as held for sale less Liabilities of assets held for disposal

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>Q4FY21</b>	<b>Q3FY21</b>	<b>%</b>
<b>Saudi Arabia Ops:</b>			
- Pipe Prodn (KMT)	30	88	-66%
- Pipe Sales (KMT)	17	97	-82%
Revenue	17	106	-84%
EBITDA	(3)	34	-107%
PBT	(7)	29	-123%
PBT – Welspun share	(3)	14	-123%
PAT – Welspun share	(2)	11	-121%

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### Q4 FY21 Investor / Analyst conference call:

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

Date: Tuesday, 29<sup>th</sup> June 2021

Time: 10:00 AM IST

#### Dial in details:

- Primary Access: +91 22 6280 1325 / +91 22 7115 8226
- Local Access: 70456 71221
- International Toll-Free numbers
  - Hong Kong: 800 964 448
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### 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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