

WEL/SEC/2018

February 14, 2018

To,

|  |  |
|--|--|
| The Manager,<br>Dept. of Corporate Services,<br>Bombay Stock Exchange Ltd,<br>1 <sup>st</sup> Floor, Rotunda Bldg,<br>Dalal Street, Fort<br>Mumbai - 400 001<br>Scrip Code: 532553 | The Asst. Vice President,<br>Listing Department<br>National Stock Exchange of (I) Ltd.,<br>Exchange Plaza, C-1, Block-G,<br>Bandra Kurla Complex, Bandra (East),<br>Mumbai - 400 051<br>NSE Symbol: WELENT |
|--|--|

Dear Sir/Madam,

**Sub: Investor Presentation**

In compliance with Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements), 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, please find enclosed investor presentation which is being uploaded on the website of the Company.

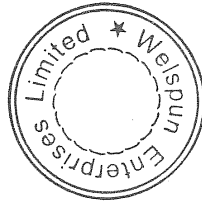
Thanking you.

Yours Faithfully,

For Welspun Enterprises Limited



Indu Daryani  
Company Secretary



Welspun Enterprises Limited (Formely known as Welspun Projects Limited)

Welspun House, 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\_wel@welspun.com Website : www.welspunenterprises.com

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

T : +91 2836 662222 F : +91 2836 279010

Corporate Identity Number: L45201GJ1994PLC023920

# WELSPUN ENTERPRISES LTD

## INVESTOR PRESENTATION

February 2018



# SAFE HARBOR

The information contained in this presentation is provided by Welspun Enterprises Limited (the "Company"). Although care has been taken to ensure that the information in this presentation is accurate, and that the opinions expressed are fair and reasonable, the information is subject to change without notice, its accuracy, fairness or completeness is not guaranteed and has not been independently verified and no express or implied warranty is made thereto. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as you may consider necessary or appropriate for such purpose. Neither the Company nor any of its directors assume any responsibility or liability for, the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein. Neither the Company nor any of its directors, officers, employees or affiliates nor any other person accepts any liability (in negligence, or otherwise) whatsoever for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection therewith.

The statements contained in this document speak only as at the date as of which they are made, and the Company expressly disclaims any obligation or undertaking to supplement, amend or disseminate any updates or revisions to any statements contained herein to reflect any change in events, conditions or circumstances on which any such statements are based. By preparing this presentation, none of the Company, its management, and their respective advisers undertakes any obligation to provide the recipient with access to any additional information or to update this presentation or any additional information or to correct any inaccuracies in any such information which may become apparent. This document is for informational purposes and does not constitute or form part of a prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, and should not be construed as an offer to sell or issue or the solicitation of an offer or an offer document to buy or acquire or sell securities of the Company or any of its subsidiaries or affiliates under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, both as amended, or any applicable law in India or as an inducement to enter into investment activity. No part of this document should be considered as a recommendation that any investor should subscribe to or purchase securities of the Company or any of its subsidiaries or affiliates and should not form the basis of, or be relied on in connection with, any contract or commitment or investment decision whatsoever. This document is not financial, legal, tax, investment or other product advice.

This presentation contains statements of future expectations and other forward-looking statements which involve risks and uncertainties. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition, and future events and plans of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and actual results, performances or events may differ from those in the forward-looking statements as a result of various factors and assumptions. You are cautioned not to place undue reliance on these forward looking statements, which are based on the current view of the management of the Company on future events. No assurance can be given that future events will occur, or that assumptions are correct. The Company does not assume any responsibility to amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Any reference herein to "the Company" shall mean Welspun Enterprises Limited, together with its consolidated subsidiaries.



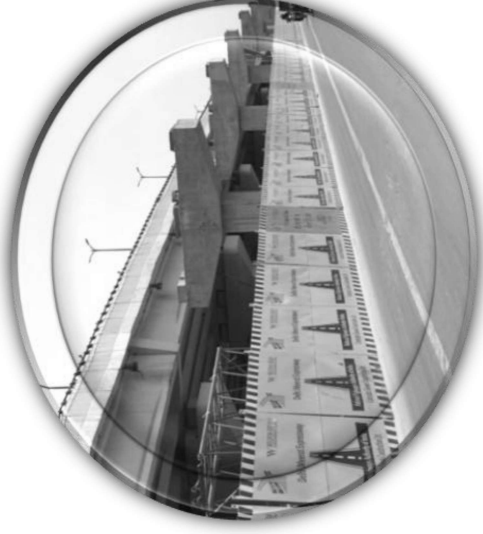
**WELSPUN INDIA**  
HOME TEXTILES

**Global Leader in  
Home Textiles**



**WELSPUN CORP**  
PIPES AND PLATES

**Global Leader in  
Large Diameter Pipes**



**WELSPUN ENTERPRISES**  
INFRASTRUCTURE AND ENERGY

**Infrastructure  
Investments in Oil & Gas**

**Group Revenue  
US\$ 2.3 Billion**

**Market Cap  
US\$ 2.2 Billion**

**Employees  
25,000+**

**WELSPUN GROUP**  
LEADING TOMORROW TOGETHER

# AGENDA

1. **Company Overview**
2. **Infrastructure**
  - i. **HAM**
  - ii. **BOT**
3. **Oil & Gas**
4. **Corporate Social Value**
5. **Financials**
6. **Way Forward**
7. **Key Highlights**

# WELSPUN ENTERPRISES (WEL): OVERVIEW

High growth potential with  
Focus on the  
**Infrastructure Sector**

Six completed BOT (Toll) Road  
projects  
**with 500+ km**

Among the very few infra developers  
in India with  
**Strong Balance Sheet**  
**Healthy Cash Reserve**

**Robust Credit Rating**  
Long term rating of 'A+'  
Short term rating of 'A1+'

**Robust HAM Portfolio**  
**of Rs. 51+ Billion**  
5 projects; 180+ kms

On Track for  
**14 month Early Completion**  
of Delhi-Meerut Expressway Pkg-1

**Rs. 9.2 Billion**  
Cash for growth capital

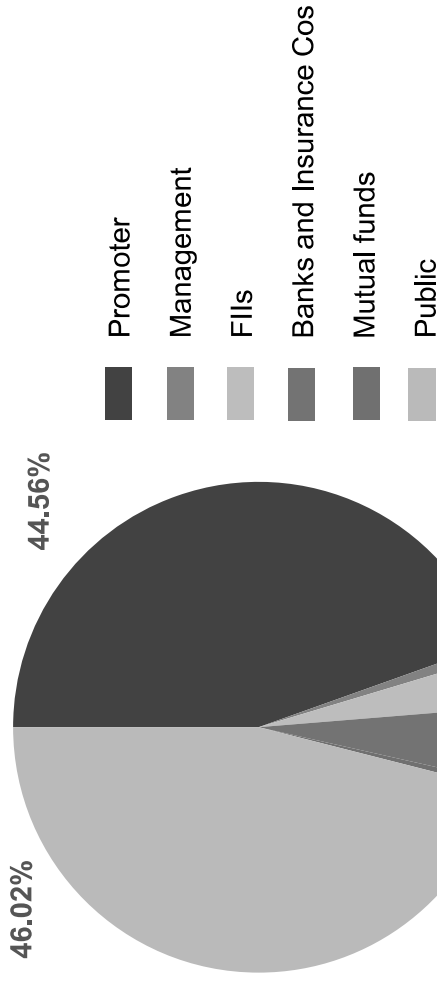
**Investments in Oil & Gas**  
Partnership with Adani Group  
on 5 blocks

**Share Buy Back Completed**  
15.5% paid-up capital bought back  
in Mar-17

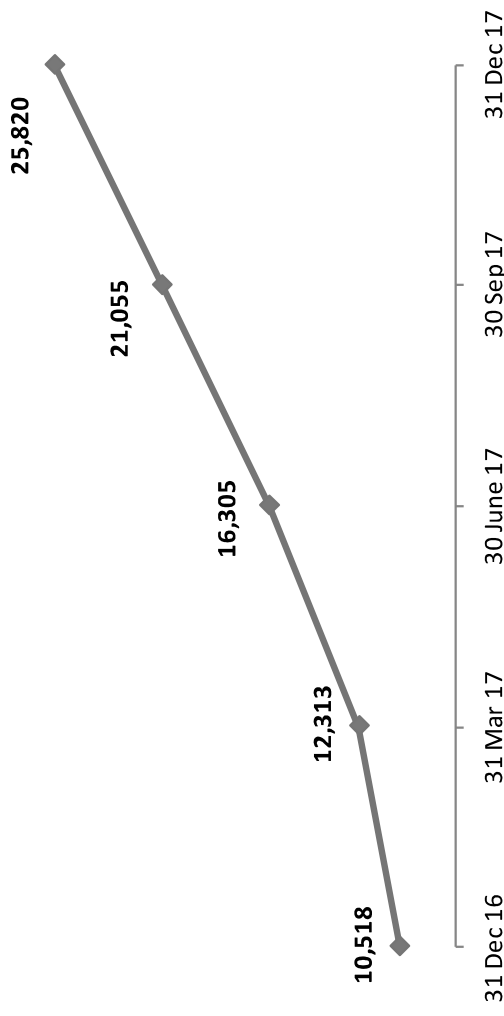


# EQUITY SNAPSHOT

Shareholding Pattern (as on 31<sup>st</sup> Dec 2017)



Market Cap (Rs. Million)



## Market Statistics

| As on Dec 31, 2017  | INR    | USD  |
|---|--------|------|
| Price per share (Face value Rs. 10 per share)             | 175.30 | 2.75 |
| No of Shares outstanding (Mn)                             | 147    | 147  |
| Market Capitalization (Mn)                                | 25,820 | 404  |
| Daily Average Trading Volumes (Q3FY18) No of shares in Mn | 1.08   | 1.08 |
| Daily Average Trading Value (Q3FY18) (Mn)                 | 173    | 2.70 |

## Creating Shareholder value

### Share Buyback

- Bought back ~27 mn shares at Rs. 62 per share
- Total cash outflow of Rs. 1.67 bn
- Completed in March 2017

### Stated Dividend Distribution Policy

- FY17 annual dividend announced at Rs. 0.75/share
- Endeavor to achieve distribution of an amount of profit subject to maximum of 25% of Profit After Tax
- Applicable FY18 onwards

# EXPERIENCED BOARD AND MANAGEMENT

## Board of Directors

### **B.K.Goenka, Chairman**

- Amongst India's most dynamic businessmen
- Ranked amongst India's Most Powerful CEOs by Economic Times

### **Rajesh Mandawewala, Group MD**

- Associated with Welspun Group since 1985 as promoter
- Chartered Accountant with experience across industries

### **Dhruv Subodh Kajji, Independent Director**

- Chartered Accountant with 35+ years experience across industries

### **Mala Tadarwal, Independent Director**

- Qualified CA with experience in Audit Assurance, Due Diligence, Corporate Restructuring and Transaction Advisory

### **Mohan Tandon, Independent Director**

- Ex MD of GIC of India, and Chairman & MD of National Insurance Co. Ltd.
- Expert in Org. Restructuring; Productivity-oriented Incentive Schemes

### **Ram Gopal Sharma, Independent Director**

- 40+ years experience in life insurance, MFs, finance, training & development

### **Yogesh Agarwal, Independent Director**

- Certified Associate of Indian Institute of Bankers (CAIIB)
- 40+ years experience in Banking. Ex MD on boards of SBI, IDBI

## Management Team

### **Sandeep Garg, Managing Director & CEO, Member of Board**

- Harvard Graduate with 30+ years experience in diverse roles in infrastructure and oil & gas sector
- Prior experience with ONGC, Punj Lloyd, IL&FS

### **Akhil Jindal, Group CFO & Head-Strategy**

- 22+ years of experience in corporate finance, M&A, strategy, new business development and fund raising
- Has significantly contributed to Welspun Group in the last 12 years with its global expansion plans

### **Asim Chakraborty, Chief Operating Officer (COO) - Highways**

- 32 years experience in Designing, Engineering and Construction of Infrastructure projects

### **Banwari Lal Biyani, Operation Head – BOT & EPC**

- AICWA professional with approx 39 years experience in Commercial, Planning & Budgeting, Business Excellence & Strategy and Operations

### **Deepak Chauhan, Head – Group Legal**

- 20 years experience in legal, majorly in infrastructure and transportation

### **Devendra Patil, Head – Group Secretarial**

- 30+ years experience in secretarial and legal

### **Shriniwas Kargutkar, Chief Financial Officer (CFO)**

- Qualified CA with 34+ years experience in Finance and Accounts



# INFRASTRUCTURE

# HYBRID ANNUITY MODEL (HAM) OVERVIEW

**Award criterion:** Lowest NPV value based on Construction cost and O&M cost, quoted by the bidders

**40% of Project Cost (Construction Support) by Govt.**

**Hybrid Annuity Project**

**60% of Project Cost arranged by Concessionaire for Financial Closure**  
-12-15% through equity from developer  
- Remaining by debt

## Construction Period

### Advantages

#### For Developer

- Easier debt servicing in initial years vs. BOT Toll
- Reduced Funding requirements; only 12-15% equity

#### For Authority

- Lesser cash outflow as compared to EPC

**COD**

## Returns to Concessionaire on Capital Arranged

- Annuity payments (biannually) till end of concession period as per predetermined schedule
- Interest payments (on reducing balance @ Bank Rate + 3%)
- O&M payments at the bid rate with escalation

**Toll collection by Govt.**

**O&M by Concessionaire**

## O&M Period

### Advantages

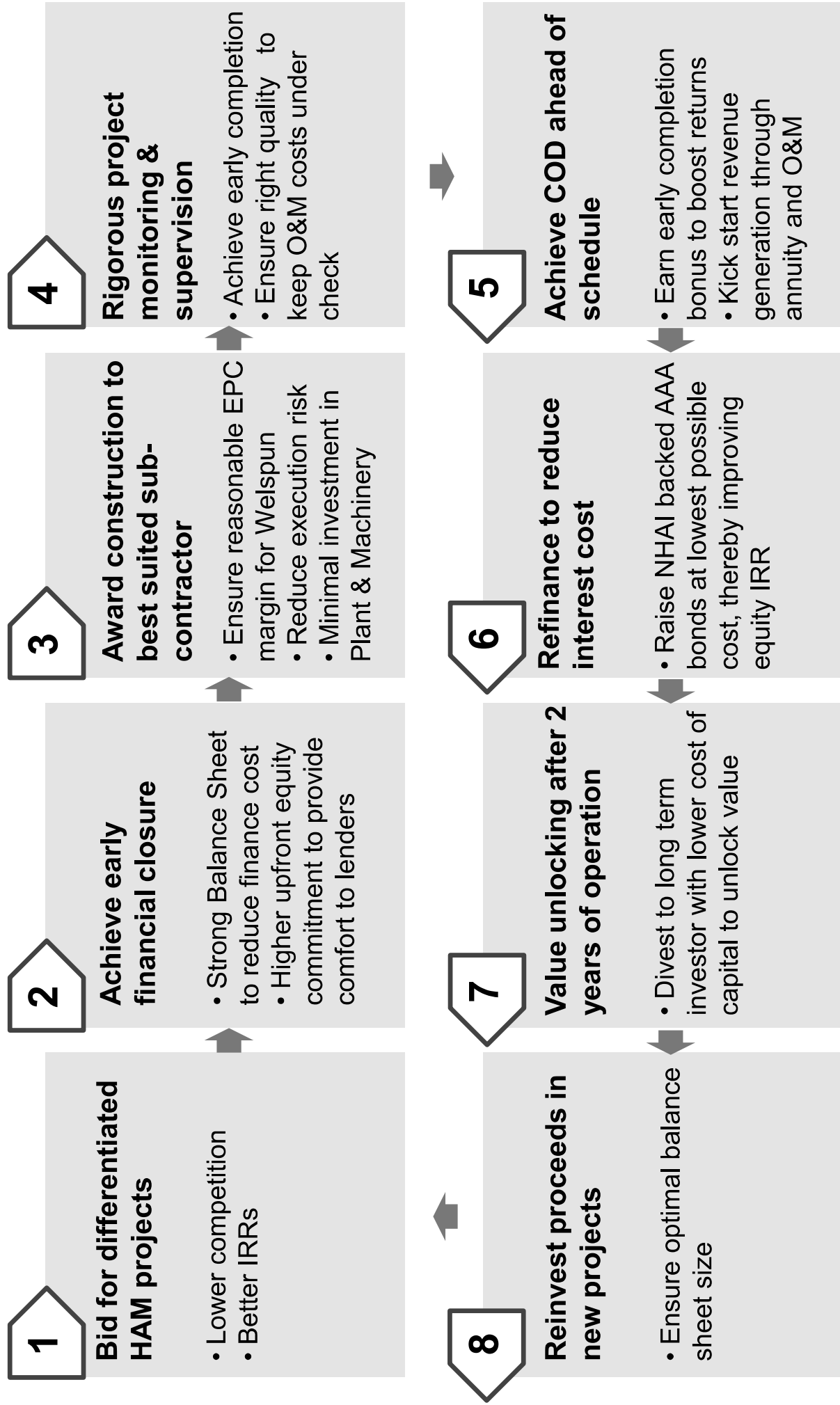
#### For Developer

- No traffic or tolling risk for developer
- Separate O&M payments from NHAI

#### For Authority

- Revenue generation from toll collection

# WEL: ASSET LIGHT APPROACH TO INFRASTRUCTURE

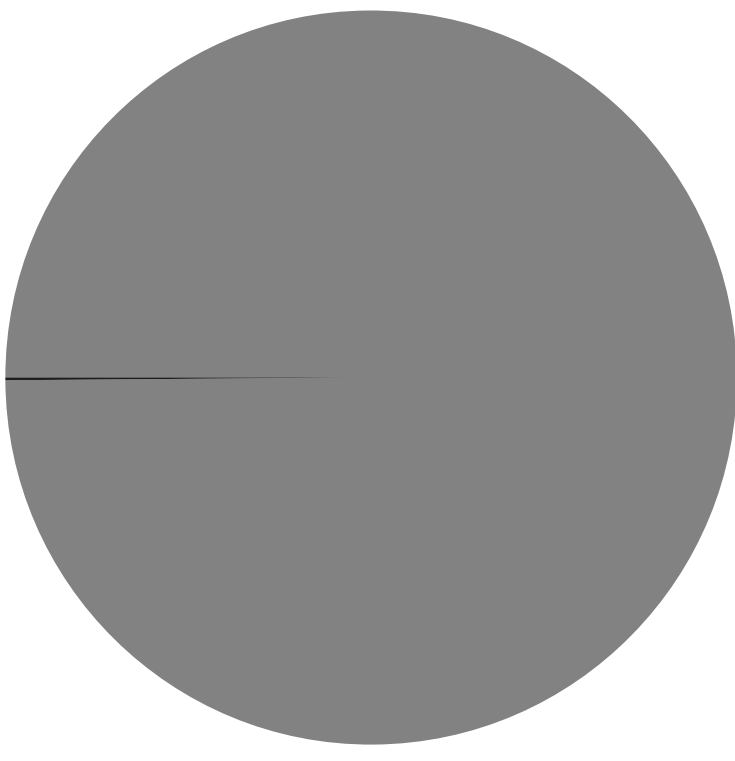


# STRONG PLATFORM SET FOR FUTURE GROWTH

Continuously building HAM portfolio through bid / buy strategy for profitable growth

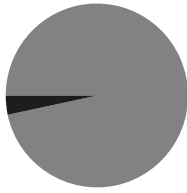
Added 4 HAM projects during YTD FY18 ; Dec-17 order book at ~Rs. 41 Billion

As on Dec-17



EPC of HAM: 40.7 bn  
Other EPC: 0.6 bn

As on Mar-17



EPC of HAM: 5.2 bn  
Other EPC: 0.2 bn

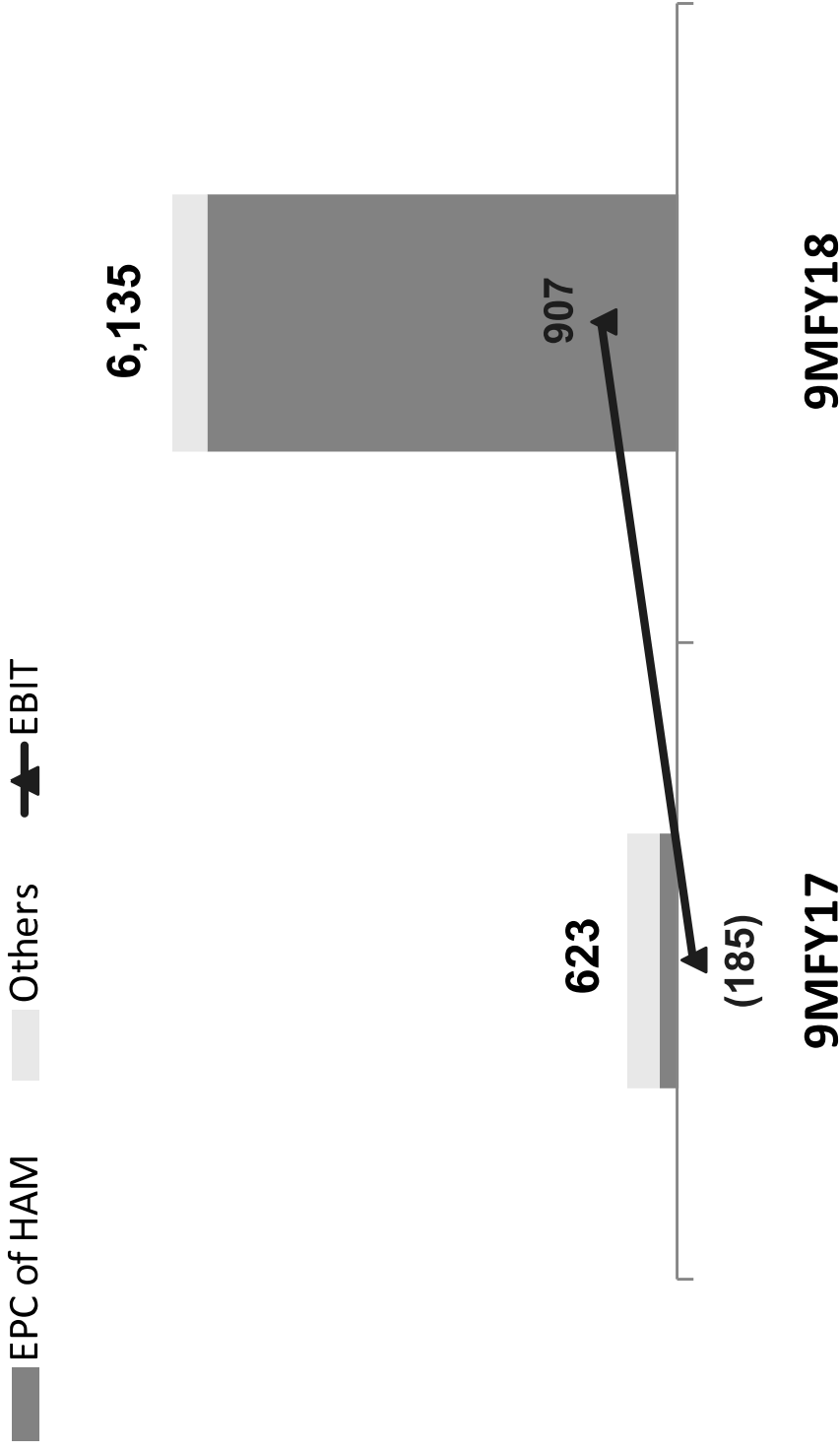
■ EPC of HAM Projects  
■ Other EPC

# EXECUTION ACCELERATING

Current revenue contributed mainly by Delhi-Meerut Expressway Package-1 HAM project

Recently added HAM projects to contribute from Q4FY18

## Infrastructure Revenues and EBIT (Rs. Million)



# INFRASTRUCTURE PROJECTS

## HAM PROJECTS

### Delhi-Meerut Expressway (Pkg 1)

Authority: NHAI

Status: Under Construction

86% completed

1

### Gagalheri-Saharanpur-Yamunanagar

Authority: NHAI

Status: Under Construction

2

### Chutmalpur-Ganeshpur (CGRG)

Authority: NHAI

Status: Under Development

3

### Aunta-Simarria

Authority: NHAI

Status: Under Development

4

### Chikhali-Tarsod

Authority: NHAI

Status: Under Development

5

## BOT PROJECTS

### Dewas Water

Authority: MPSIDC

Status: Operational\*

### Kim – Mandvi

Authority: GSRDC

Status: Operational

### Himmatnagar Bypass

Authority: GSRDC

Status: Operational

### Raisen - Rahatgarh

Authority: MPRDC

Status: Operational

### Hoshangabad – Khandwa #

Authority: MPRDC

Status: Operational



**Robust portfolio of 10 infrastructure projects in roads and water supply.**

# 1 HAM: DELHI-MEERUT EXPRESSWAY PACKAGE 1

**Scope:** Six-laning of Delhi – Meerut Expressway & four-laning either side from km 0.000 to existing km 8.360 of NH-24 in Delhi

**Status:** Under Construction; 86% completed within 13 months of construction (Dec 2017) - well ahead of schedule. COD targetted by March 2018



## PROJECT DETAILS

|                             |                           |
|-----------------------------|---------------------------|
| Project Length (Kms)        | 8.716 Km                  |
| Award Date                  | Jan 2016                  |
| Financial Closure           | Achieved                  |
| Appointed Date              | 28 <sup>th</sup> Nov 2016 |
| Construction Period         | 30 months                 |
| Concession Period after COD | 15 Years                  |

## PROJECT COST & FINANCING (Rs. Mn)

|                                  |              |
|----------------------------------|--------------|
| <b>Bid Project Cost</b>          | <b>8,415</b> |
| <b>Means of Finance</b>          |              |
| - NHAI                           | 3,366        |
| - Debt                           | 4,000        |
| - Equity                         | 1,049        |
| <b>O&amp;M Cost (First Year)</b> | <b>39.5</b>  |

# 1 NHAI APPRECIATION FOR SPEEDY PROGRESS



डा. बी. एस. सिंगला  
मुख्य महाप्रबंधक (संरचनात्मक)

**Dr. B. S. SINGLA**  
Chief General Manager (Tech.)

Tel : 011-25093536, 25074100, Extn : 1305  
Telefax : 011-25093536  
E-mail : bssingla@nhai.org  
Website : www.nhai.org

भारतीय राष्ट्रीय राजमार्ग प्राधिकरण  
NATIONAL HIGHWAYS AUTHORITY OF INDIA  
(सड़क परिवहन और राजमार्ग मंत्रालय)

(MINISTRY OF ROAD TRANSPORT AND HIGHWAYS)  
ओ-5 प्लॉ 6, सेक्टर-10, द्वारका, नई दिल्ली-110075  
G-5 & 6, SECTOR-10, DWARKA, NEW DELHI-110075

No.NHAI/CGM(T)/Pers/2017/2

30<sup>th</sup> March, 2017

## APPRECIATION LETTER

The pace of work carried out by M/s Welspun Delhi Meerut Expressway Pvt Ltd. for the construction of Delhi-Meerut Expressway, Package-I from km 0.00 to km 8.360 is highly appreciable. I congratulate you and your entire team for the outstanding performance and extraordinary speed of work. I hope you will further expedite the speed of work and set up a new unbeaten record for the completion of this work in the history of National Highways Authority of India.

My best wishes are always with you.

Dr. B.S. Singla  
Chief General Manager (Tech) 30/03/2017



# 1 NHAI APPRECIATION FOR SOCIAL RESPONSIBILITY

\* THE TIMES OF INDIA, NEW DELHI / GURGAON  
THURSDAY, OCTOBER 26, 2017

## Nizamuddin bridges to get vertical gardens

Dipak.Dash@timesgroup.com

**New Delhi:** The two Nizamuddin bridges and two more under construction will get a refreshing look with vertical gardens and solar panels in the next six months. This is the first such work being undertaken on any bridge in the country.

"The vertical garden will be developed along the entire Yamuna bridge. This feature has been added to beautify the bridge. The entire electricity requirement for lighting the stretch will be from solar power. We aim to showcase it as a world-class road with all necessary features," NHAI chief general manager B S Singla told TOI.

Singla said every effort was being made to complete 14-laning of the stretch between Nizamuddin bridge and Delhi UP border by January-end. Welspun Enterprises, which is building the stretch, will maintain the project, including the

### GREEN DRIVE

vertical garden, for the next 15 years.

A company official said they will generate solar power and supply it to the grid to get electricity to light the stretch. "Wherever we get land, we are going to beautify it. The intention is to present a beautiful and smooth road," the official added.

More than 62% of the

work has been completed and if NHAI succeeds in finishing the entire portion by January, it will have been done a record 17-18 months ahead of schedule.

NHAI officials said the work on Delhi-UP border to Dasna will start in the next one week. They admitted that during construction, commuters will have to bear traffic jams as there is no other option to divert traffic.

"It's a hard reality that people driving fast between Delhi's Ring Road and Delhi border will have to deal with only two lanes while travel will be much smoother for traffic coming from Indrapuram side. We will try to finish the work as fast as we can," said an NHAI official.

## WEL's Green Initiatives at DME appreciated by NHAI :

- Vertical Garden developed along the entire bridge
- Electrification through Solar Power

**1 COMPLETION EXPECTED WELL AHEAD OF SCHEDULE**

आज का मोरचा दिल्ली • 21.2 • 11.0 • गुणगा • 22.8 • 6.0 • पहिलानगर • 25.0 • 6.5 • माडिकावाड • 20.0 • 11.0 • सुवेला अउर 06:10 प्रातः सुवेला एल 07:01 सांय

**दिल्ली फ्रंट पंज़**

**फरीदाबाद**  
मंगलवार 19 फरवरी, 2018 / 2

एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

एक्सप्रेस वे 6 लेन  
अप 2 लेन  
डाउन 3 लेन

एक्सप्रेस वे 6 लेन  
अप 2 लेन  
डाउन 3 लेन

एक्सप्रेस वे 6 लेन  
अप 2 लेन  
डाउन 3 लेन

एक्सप्रेस वे 6 लेन  
अप 2 लेन  
डाउन 3 लेन

एक्सप्रेस वे 6 लेन  
अप 2 लेन  
डाउन 3 लेन

16 महीने में ही होगा तैयार

एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

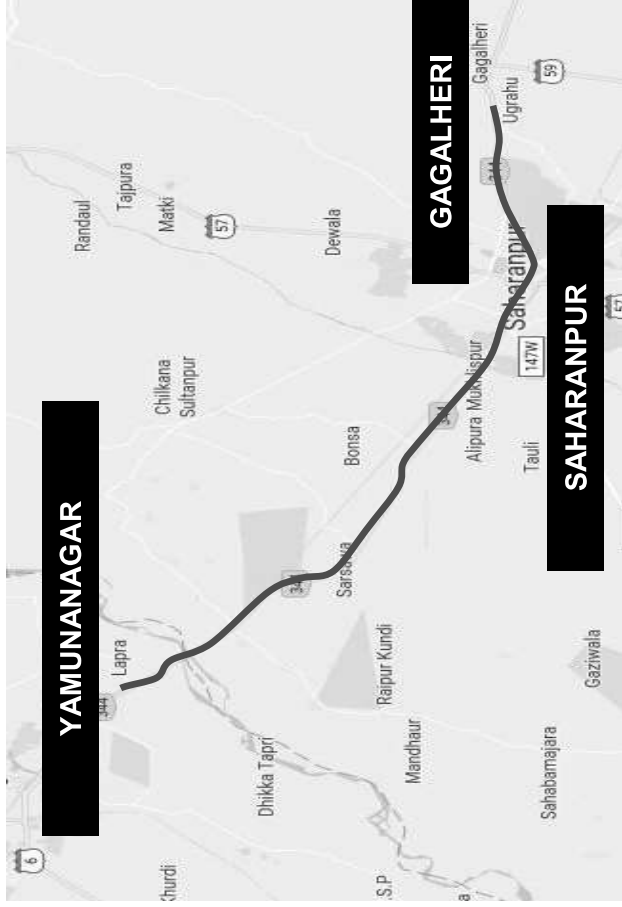
एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

एनएच-24 पर जहाँ फ्लाईओवर बन रहे हैं वहाँ एक्सप्रेस-वे सहित 16 लेन बनाई जा रही है। जहाँ फ्लाईओवर नहीं होगा वहाँ 14 लेन बनेंगी।

## 2 HAM: GAGALHERI-SAHARANPUR-YAMUNANAGAR

**Scope:** 4-Laning of Gagalkerhi-Saharanpur-Yamunanagar (UP/Haryana Border) section of NH-73

**Status:** NHA1 declared the Appointed Date for the Project as 3rd February 2018; execution in full swing



### PROJECT DETAILS

|                             |                          |
|-----------------------------|--------------------------|
| Project Length (Kms)        | 51.5 Km                  |
| Acquisition Date            | Jan 2018                 |
| Financial Closure           | Achieved                 |
| Appointed Date              | 3 <sup>rd</sup> Feb 2018 |
| Construction Period         | 24 months                |
| Concession Period after COD | 15 Years                 |

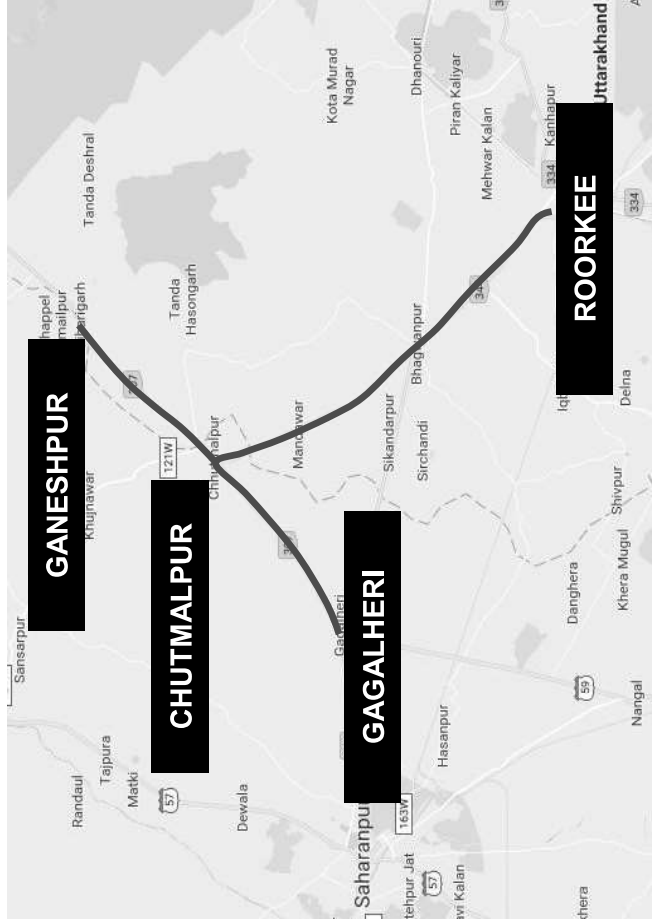
### PROJECT COST & FINANCING (Rs. Mn)

|                         |               |
|-------------------------|---------------|
| <b>Bid Project Cost</b> | <b>11,840</b> |
| <i>Means of Finance</i> |               |
| - NHAI                  | 4,736         |
| - Debt                  | 5,683         |
| - Sponsor's Commitment  | 1,421         |
| O&M Cost (First Year)   | 100           |

# HAM: CHUTMALPUR-GANESHPUR & ROORKEE-CHUTMALPUR-GAGALHERI

**Scope:** 4-Laning of Chutmalpur-Ganeshpur section of NH-72A & Roorkee-Chutmalpur-Gagalheri section of NH-73 in UP & Uttarakhand

**Status:** Financial closure achieved; appointed date awaited



## PROJECT DETAILS

|                             |           |
|-----------------------------|-----------|
| Project Length (Kms)        | 53.3 Km   |
| Acquisition Date            | Jan 2018  |
| Financial Closure           | Achieved  |
| Appointed Date              | Awaited   |
| Construction Period         | 24 months |
| Concession Period after COD | 15 Years  |

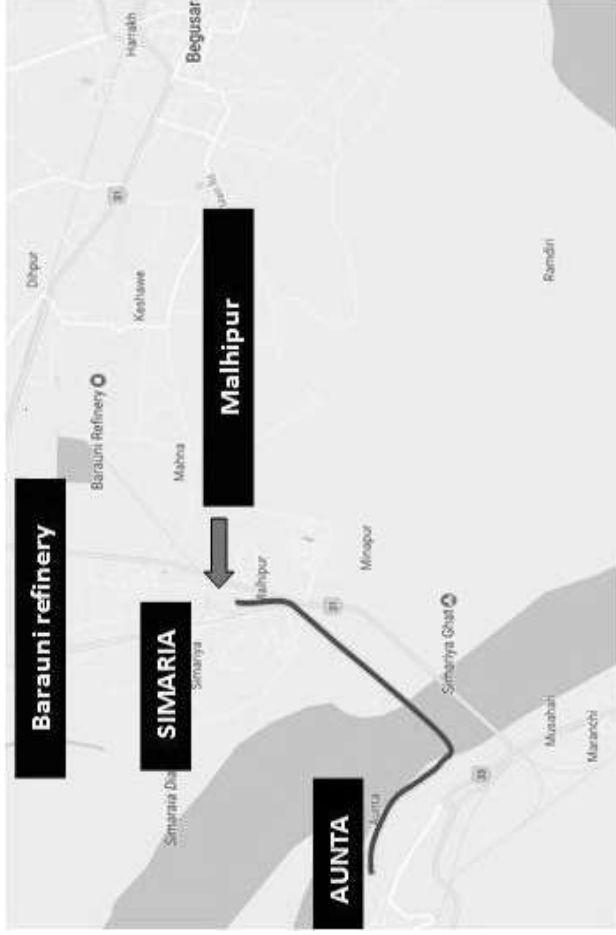
## PROJECT COST & FINANCING (Rs. Mn)

|                         |              |
|-------------------------|--------------|
| <b>Bid Project Cost</b> | <b>9,420</b> |
| <i>Means of Finance</i> |              |
| - NHAI                  | 3,768        |
| - Debt                  | 4,522        |
| - Sponsor's Commitment  | 1,130        |
| O&M Cost (First Year)   | 100          |

## 4 HAM: AUNTA-SIMARIA (Ganga Bridge with Approach Roads)

**Scope:** Six- Laning from Aunta-Simariria (Ganga Bridge with Approach Roads) Section from km 197.900 to km 206.050 of NH-31 in the State of Bihar

**Status:** Financial tie-up in place; appointed date is expected in Q1FY19



### PROJECT DETAILS

|                             |                        |
|-----------------------------|------------------------|
| Project Length (Kms)        | 8.15 Km                |
| Award Date                  | Aug 2017               |
| Financial Closure           | Under Progress         |
| Appointed Date              | Post financial closure |
| Construction Period         | 42 months              |
| Concession Period after COD | 15 Years               |

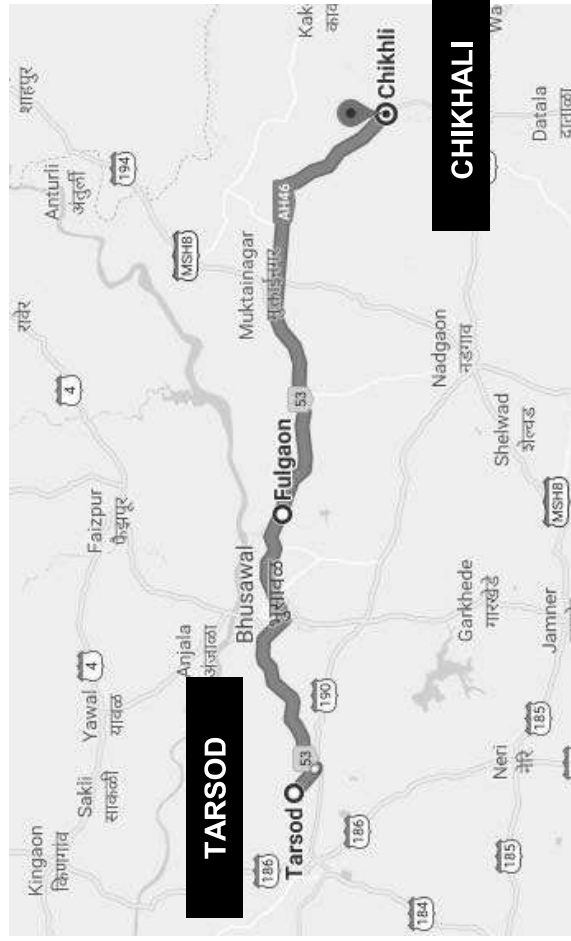
### PROJECT COST & FINANCING (Rs. Mn)

|                                  |               |
|----------------------------------|---------------|
| <b>Bid Project Cost</b>          | <b>11,610</b> |
| <i>Means of Finance</i>          |               |
| - NHAI                           | 4,644         |
| - Debt                           | 5,573         |
| - Equity                         | 1,393         |
| <b>O&amp;M Cost (First Year)</b> | <b>99</b>     |

## 5 HAM: CHIKHALI-TARSOD

**Scope:** 4-laning of Chikhali – Tarsod (Package-IIA) section of NH-6 from km. 360.000 to km.422.700

**Status:** Acquired 49% stake from Vishvaraj Group in January 2018. Financial closure is in progress



### PROJECT DETAILS

|                             |                        |
|-----------------------------|------------------------|
| Project Length (Kms)        | 62.7 Km                |
| Acquisition Date            | Jan 2018               |
| Financial Closure           | Under Progress         |
| Appointed Date              | Post financial closure |
| Construction Period         | 30 months              |
| Concession Period after COD | 15 Years               |

### PROJECT COST & FINANCING (Rs. Mn)

|                                  |               |
|----------------------------------|---------------|
| <b>Bid Project Cost</b>          | <b>10,480</b> |
| <b>Means of Finance</b>          |               |
| - NHAI                           | 4,192         |
| - Debt                           | 5,030         |
| - Sponsor's Commitment           | 1,258         |
| <b>O&amp;M Cost (First Year)</b> | <b>40.1</b>   |

# EXPERTISE OF MANAGING BOT PROJECTS

Experience of successfully operating more than 500+ kms of roads

WEL operated 5 infrastructure projects on BOT basis in Q3FY18

(Rs. Mn)

| Sector       | Project Name          | Location | Value on books (March-17) | Debt on books (March-17) | COD    | Concession End |
|--------------|-----------------------|----------|---------------------------|--------------------------|--------|----------------|
| Highways     | Himmatnagar Bypass    | Gujarat  | 22                        | -                        | Apr-06 | Jun-20         |
|              | Hoshangabad- Khandwa# | MP       | 111                       | -                        | May-05 | Feb-18         |
|              | Kim - Mandvi          | Gujarat  | 428                       | 230                      | Aug-10 | Feb-26         |
| Water Supply | Raisen - Rahatgarh    | MP       | 106                       | -                        | Mar-06 | Aug-18         |
|              | Dewas Water*          | MP       | 561                       | 561**                    | Sep-08 | Jun-37         |
| <b>Total</b> |                       |          | <b>1,228</b>              | <b>791</b>               |        |                |

# Concession agreement ended on 12<sup>th</sup> Feb 2018

\* Modified project under development

\*\* To be subsumed under the modified project which is under development

# UPDATE ON BOT PROJECTS – OUTSTANDING MATTERS

## Dewas Water – Modified Project

- Project modified under the Madhya Pradesh Swiss Challenge Guidelines
- Modified project involves the supply of treated water of up to 23 MLD to industrial customers in Dewas
- Source of water ~ 7 km from Dewas as against 122 km for the existing project
- Concession agreement signed on 9<sup>th</sup> January 2018; Appointed date awaited
- Project construction schedule is 12 months and Concession Period is up to June 15, 2037
- Estimated cost of the modified project is Rs. 1,180 mn including subsumed debt of the existing project

## ARSS Bus Terminal

- Project terminated ab-initio by High court on default of concessioning authority (OSRTC)
- WEL's total investment was Rs.400 mn
- Rs. 190 mn already received back; remaining expected to be recovered from project partner and claims submitted to the authority

## Dewas-Bhopal Road Project

- Residual stake of 13% can be sold to same buyer at Rs. 295 mn (plus interest at 11% p.a from Dec 2015)
- Deal likely to conclude in FY18



# INVESTMENTS IN OIL & GAS

# OIL & GAS – ACTIVE BLOCKS SUMMARY

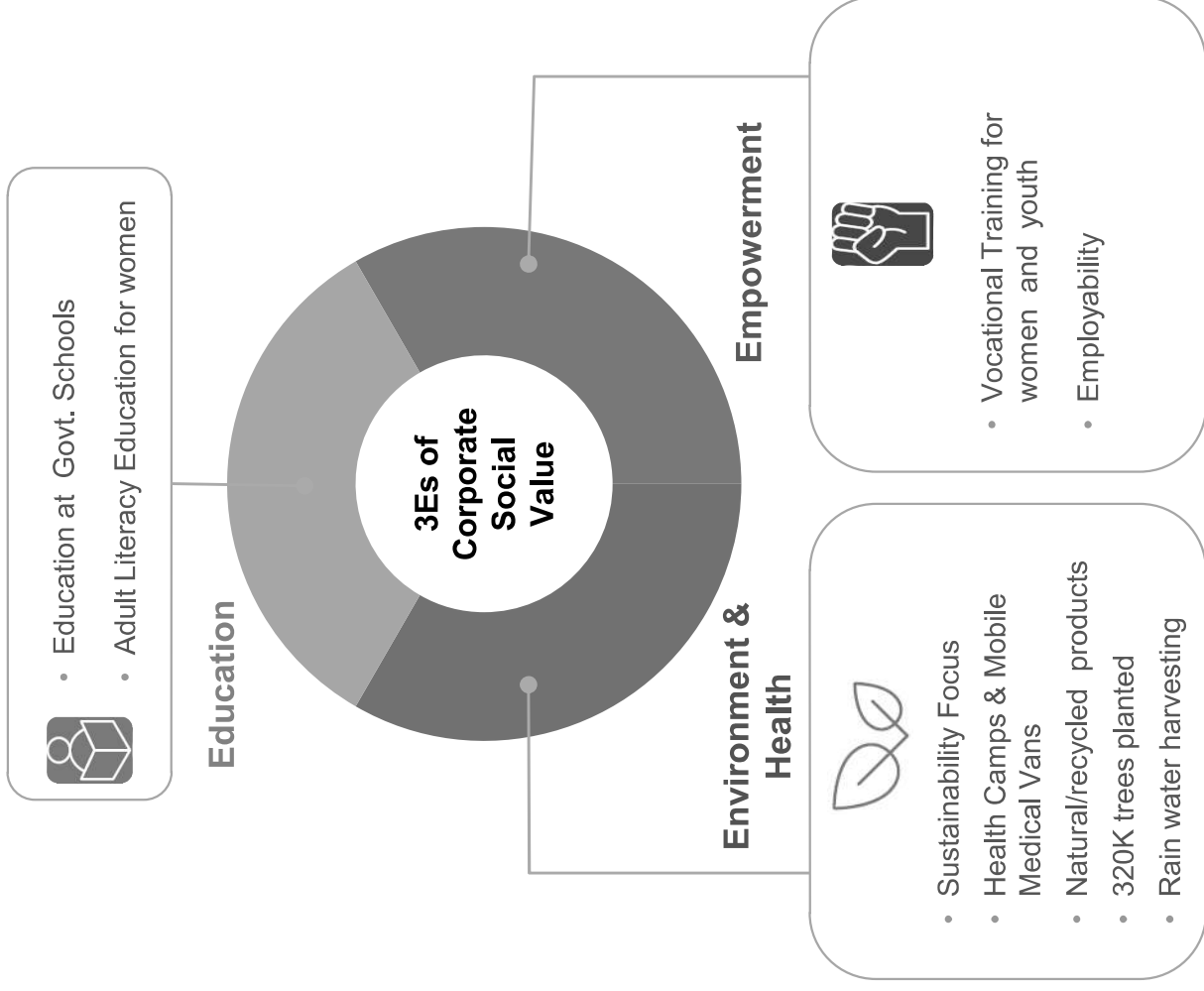
Adani Welspun Exploration Ltd (AWEL), a 65:35 JV between Adani Group & WEL, is the key investment vehicle

| Block Name       | Location    | AWEL Stake | WEL Effective Stake | Status  |
|------------------|-------------|------------|---------------------|---|
| MB-OSN-2005/2    | Mumbai High | 100%       | 35%                 | Right to Farm-out 55% ownership to ONGC for Phase II; ONGC's board has approved; Ministry approval awaited for entry into Phase-II  |
| GK-OSN-2009/2    | Kutch       | 30%        | 10.5%               | Declared potential commercial discovery by operator; appraisal studies underway   |
| GK-OSN-2009/1    | Kutch       | 25%        | 8.75%               | Declared potential commercial discovery by operator; appraisal studies underway   |
| CB-ONN-2005/4    | Palej       | - *        | 35%                 | Consortium had stuck oil in the block. Termination notice served by MoPNG due to default of Naftogaz India holding 10% stake; non-defaulting partners AEL and WEL have requested for transfer of this 10% stake to AEL/AWEL. Request pending for approval by DGH/MoPNG. |
| B9 Cluster (DSF) | Mumbai High | 100%       | 35%                 | Awarded in March 17; development plan being drawn; Anticipated capital cost: USD 110 mn (at AWEL level)   |

**Value accretion expected on the invested amount of Rs. 5 Bn**  
**Revenue from first block expected in FY19-20**

# CORPORATE SOCIAL VALUE

# WELSPUN GROUP INITIATIVES



## Empowerment

- **Vocation Centers:** 8 centers have resulted in INR 13mn earnings for women
- **Walmart's SWASTI foundation for Women Empowerment and Training:** Successfully trained 2,335 women in foundation-level and 519 women in advanced level course



## Education

- **Welspun Vidya Mandir at Anjar:** quality education to 1500 students
- **Quality Education Project** at 41 government schools in Anjar reaches out to over 10,000 students.
- Deployment of 60 Para teachers at Anjar



## Environment & Health

- **Mobile Health Vans (MHV):** Moving dispensary manned by a qualified doctor, pharmacist and a social worker. MHVs reach out to 17 villages with a target of over 20,000 individuals.
- **Health Camps**
- 1500 toilets have been constructed at 18 villages
- Blindness Control Program for elderly people



# WELSPUN ENTERPRISES INITIATIVES

Working with communities through diverse social interventions to secure stable & sustainable futures



## Community Healthcare

- Initiatives**
- Weekly health check-up camps being organised
  - Regular fogging
- Impact**
- Cases of illness have reduced 90% over a span of 6 months
  - Malaria/Dengue/Chikungunya cases completely eliminated



## Potable Water Supply

- Initiatives**
- Distribution of Potable Water every alternate day at slums
  - Provided clean & hygienic water bottles for storage
- Impact**
- Condition have changed from unavailability of water to doorstep water distribution.
  - 250+ beneficiaries



## Promoting Education

- Initiatives**
- Providing basic education at a young age
  - Distribution of school kits and books for children
- Impact**
- Programme started with 20 children, now increased to 60
  - 15 students admitted in govt. school post preliminary education at classes

# FINANCIALS

# INCOME STATEMENT SNAPSHOT - STANDALONE

| Income Statement Snapshot     | Rs. Million  |            |             |              |              |             |
|-------------------------------|--------------|------------|-------------|--------------|--------------|-------------|
|                               | Q3 FY18      | Q3 FY17    | YoY Growth  | 9M FY18      | 9M FY17      | YoY Growth  |
| <b>Total Income</b>           | <b>2,981</b> | <b>684</b> | <b>336%</b> | <b>6,888</b> | <b>1,841</b> | <b>274%</b> |
| <b>EBITDA</b>                 | <b>462</b>   | <b>102</b> | <b>355%</b> | <b>1,169</b> | <b>377</b>   | <b>210%</b> |
| <i>EBITDA margin</i>          | 15.5%        | 14.9%      |             | 17.0%        | 20.5%        |             |
| <b>PBT Before Exceptional</b> | <b>392</b>   | <b>48</b>  | <b>716%</b> | <b>954</b>   | <b>202</b>   | <b>373%</b> |
| PBT                           | 438          | 147        | 197%        | 1,082        | 270          | 300%        |
| <b>PAT</b>                    | <b>344</b>   | <b>168</b> | <b>105%</b> | <b>815</b>   | <b>255</b>   | <b>219%</b> |
| <i>PAT margin</i>             | 11.6%        | 24.5%      |             | 11.8%        | 13.9%        |             |
| <b>Cash PAT</b>               | <b>286</b>   | <b>84</b>  | <b>240%</b> | <b>798</b>   | <b>321</b>   | <b>149%</b> |

# BALANCE SHEET SNAPSHOT - STANDALONE

| Balance Sheet Snapshot (Rs. Million)               | 31 <sup>st</sup> Dec 2017 | 31 <sup>st</sup> Mar 2017 |
|--|---------------------------|---------------------------|
| <b>Net worth</b>                                   | <b>14,252</b>             | <b>13,524</b>             |
| Gross Debt   | 709                       | 801                       |
| <b>Cash &amp; Cash Equivalents</b>                 | <b>9,161</b>              | <b>10,663</b>             |
| Net Debt /(Cash)                                   | (8,453)                   | (9,862)                   |
| Other Long Term Liabilities                        | 292                       | 287                       |
| Total Net Fixed Assets (incl. CWIP)                | 682                       | 818                       |
| Net Current Assets (Excl. Cash & Cash Equivalents) | 770                       | (1,409)                   |
| Other Long Term Investments and assets             | 4,640                     | 4,540                     |

*Note: Cash & Cash Equivalents includes liquid Investments & ICDs*



# WAY FORWARD

# WAY FORWARD

---

 Continue approach of cautious bid/buy strategy to strengthen HAM portfolio

---

 Targeting projects where differentiation is possible

---

Looking at opportunities in associated areas in Infra

---

 Explore and develop existing oil & gas blocks

---

# KEY HIGHLIGHTS

## KEY HIGHLIGHTS

---

- ✔ Well Positioned to Benefit from India's Economic Growth & Development
  - ✔ Unique Position with Strong Financials and Robust Credit Rating to tap Infra Opportunities
  - ✔ Strong Order book with Demonstrated Operational Excellence
  - ✔ Asset light business model in Infra with regular project value-enhancement post COD
  - ✔ Regular stream of income from EPC and long-term O&M of various assets
  - ✔ Focus on Sustainable and Inclusive Growth
  - ✔ Strong Corporate Governance - Experienced Board with Majority Independent Directors
  - ✔ Transparency through Timely Disclosures with Stated Dividend Distribution Policy
  - ✔ Management with Proven Track Record
-

# THANK YOU

**For further details, please contact:**

**Harish Venkateswaran**

AVP - Group Finance and Strategy

Email: [harish\\_venkateswaran@welspun.com](mailto:harish_venkateswaran@welspun.com)