

## Strong order book and speedy execution drives positive outlook

- PM inaugurates India's first completed HAM project – Delhi-Meerut Expressway (Delhi section)
- Revenue up 73% YoY
- Operating EBITDA up 120% YoY
- Current Order Book at Rs. 56 bn with HAM portfolio of 6 projects

**Mumbai, July 25, 2018:** Welspun Enterprises Ltd. ("WEL" or "Company"), part of the US\$ 2.3 billion Welspun Group, today announced its Q1FY19 results.

### Standalone Financials

Income Statement Snapshot (Rs. Million)	Q1 FY19	Q1 FY18	YoY Growth
<b>Revenue from Operations</b>	<b>3,470</b>	<b>2,004</b>	<b>73%</b>
Other Income*	178	238	-25%
<b>Total Income</b>	<b>3,648</b>	<b>2,242</b>	<b>63%</b>
<b>Operating EBITDA**</b>	<b>376</b>	<b>171</b>	<b>120%</b>
<i>Operating EBITDA margin</i>	10.8%	8.5%	
<b>EBITDA</b>	<b>463</b>	<b>369</b>	<b>25%</b>
<i>EBITDA margin</i>	12.7%	16.5%	
<b>PBT</b>	<b>407</b>	<b>291</b>	<b>40%</b>
Exceptional	2	-	
Reported PBT	409	291	41%
<b>PAT</b>	<b>270</b>	<b>212</b>	<b>28%</b>
<i>PAT margin</i>	7.4%	9.4%	
<b>Cash PAT</b>	<b>323</b>	<b>283</b>	<b>14%</b>

Note: Cash PAT = PBDT (before exceptional items) – Current tax+ Non-cash ESOP expenses

\* Other income includes treasury income of Rs.102 million for Q1FY19 and Rs. 189 million for Q1FY18.

\*\* Operating EBITDA excludes: a) Rs. 42.2 million (vs. Rs. 36.3 million in Q1FY18) included in 'Other Income' as notional interest under IndAS and excludes corresponding cost of Rs. 42.2 million included in 'Other Expenses' b) ESOP related non-cash expense of Rs. 48.2 million (vs. Rs. 3.2 million in Q1FY18)

Balance Sheet Snapshot (Rs. Million)	30 <sup>th</sup> June 2018	31 <sup>st</sup> Mar 2018
<b>Net worth</b>	<b>14,889</b>	<b>14,573</b>
Gross Debt	506	664
<b>Cash &amp; Cash Equivalents<sup>@</sup></b>	<b>4,872</b>	<b>7,135</b>
Net Debt /(Cash)	(4,366)	(6,471)
Other Long Term Liabilities	311	303
Total Net Fixed Assets (incl. CWIP)	60	87
Net Current Assets (Excl. Cash & Cash Equivalents) <sup>@</sup>	2,769	1,053
Other Long Term Investments and assets	8,006	7,263

<sup>@</sup> Temporary funding of Rs. 2,190 million has been made in lieu of drawing debt at the subsidiary/JV level in order to minimise the interest cost

## BUSINESS UPDATE

### Financial Highlights

- Revenue in Q1FY19 stands at Rs. 3,470 million, up 73% YoY. Revenue during the quarter was contributed mainly by three HAM projects as against only one project in the same quarter last year
- EBITDA in Q1FY19 was up 25% YoY to Rs. 463 million on account of the EPC margins from the higher execution
- Exceptional gain in Q1FY19 of ~Rs. 2 million is the additional profit realised in relation to sale of stake in Welspun Energy
- As on 30th June, Growth Capital stands at Rs. 7,062 million comprising of Rs. 4,872 million in the form of direct cash and cash equivalents and Rs. 2,190 million as temporary funding to subsidiaries/JVs in lieu of drawing debt at that level. This was done in order to minimise the interest cost at the SPVs and the funds are available to WEL, on demand.

### Project Status

#### Road Projects:

- **Delhi-Meerut Expressway (Delhi-section)** - During the quarter, the company received provisional certificate for commercial operation w.e.f. June 28, 2018. The project, which was completed in a record period of 19 months (vs. scheduled completion period of 30 months), was inaugurated by the Hon'ble Prime Minister of India Shri Narendra Modi. Apart from demonstrating the operational excellence of the Company, the early completion by 11 months entitles WEL to a bonus from the authority.
- **Gagalheri-Saharanpur-Yamunanagar (GSY)** - NHAI declared the Appointed Date for the Project as 26<sup>th</sup> January 2018; physical progress of more than 20% has been completed by Q1FY19.
- **Chutmalpur-Ganeshpur & Roorkee-Chutmalpur-Gagalheri (CGRG)** - NHAI declared the Appointed Date for the Project as 28<sup>th</sup> February 2018; physical progress of more than 15% has been completed by Q1FY19.
- **Aunta-Simaria** - Financial closure achieved; appointed date expected in Q2FY19. Site mobilised and developmental work started.
- **Chikhali-Tarsod** - Financial closure achieved; appointed date expected in Q2FY19. Site mobilised and developmental work started.
- **Sattanathapuram-Nagapattinam (SN)** - Received Letter of Award (LoA) on 5<sup>th</sup> July 2018; awaiting signing of concession agreement.

#### Water Project:

- **Dewas Water** - Concession agreement signed on 9<sup>th</sup> January 2018. Madhya Pradesh State Industrial Development Corporation (MPSIDC) declared the Appointed Date for the Project as 7<sup>th</sup> May 2018; more than 10% of the project has been completed by Q1FY19.

### Management Comments

**Commenting on the developments, Mr. B. K. Goenka, Chairman, Welspun Group said,** "The quarter marked a proud moment for us when the Hon'ble Prime Minister of India inaugurated the Delhi-Meerut Expressway. The early completion of this expressway, with the guidance and support of NHAI, strongly showcases our operational prowess and sets the tone for the future. Our strong order book provides visibility of doubling revenues each year for the next two years. Our differentiated asset-light business model will translate into better risk-adjusted return on capital, thus creating long-term value for our stakeholders."

## BUSINESS UPDATE

### Outlook

- Currently, there are close to 40 HAM projects of NHA, with a total project cost of Rs. 370 billion, open for bidding.
- WEL is selectively targeting to bid for many of these projects to achieve sustainable growth
- With a strong order book and healthy cash balance, WEL is well-positioned for early financial closure for such project wins
- The Company will continue to pursue an asset-light model, while focussing on operational excellence and prudent risk management.

### About Welspun Enterprises Ltd.

*Welspun Enterprises Ltd. (WEL), part of the Welspun Group, is an operating Company in the infrastructure business. The Company also has investments in Oil & Gas Exploration. The company, in its current form was created through the merger of Welspun Enterprises Ltd., Welspun Infratech Ltd., Welspun Plastics Private Ltd. and Welspun Infra Projects Private Ltd. with Welspun Projects Ltd through the Scheme of Amalgamation and Arrangement made effective from May 11, 2015.*

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

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