

Welspun Specialty Solutions Limited

Investor Presentation

Q3 & 9MFY24

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WSSL: An Integrated Facility



Fully Integrated Manufacturing Facility for Stainless Steel Long Products and Seamless Pipes & Tubes spread over an area of 126 acres in Jhagadia, Gujarat

Product Information



Stainless Steel & Alloys



Products

Ingots, Blooms, Rolled Bars in Rounds, Round Cornered Squares, Peeled & Polished Bars and Heat Treated Bars

Stainless Steel Pipes & Tubes



Products

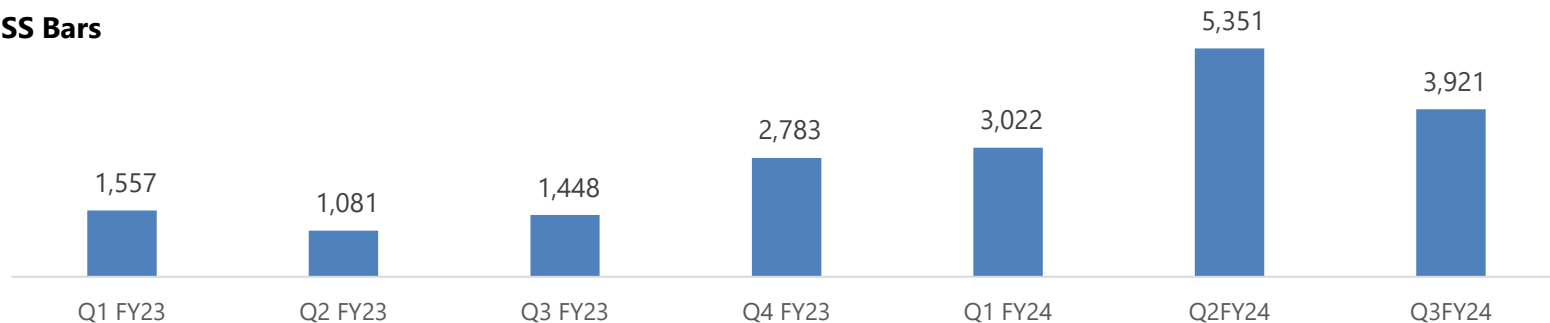
Extruded Seamless Schedule Pipes, Hollow Bars, Cold Finished Pipes & Tubes, Heat Exchanger Tubes, Hydraulic & Instrumentation Tubes and U-bend Tubes

Steady Improvement in Performance

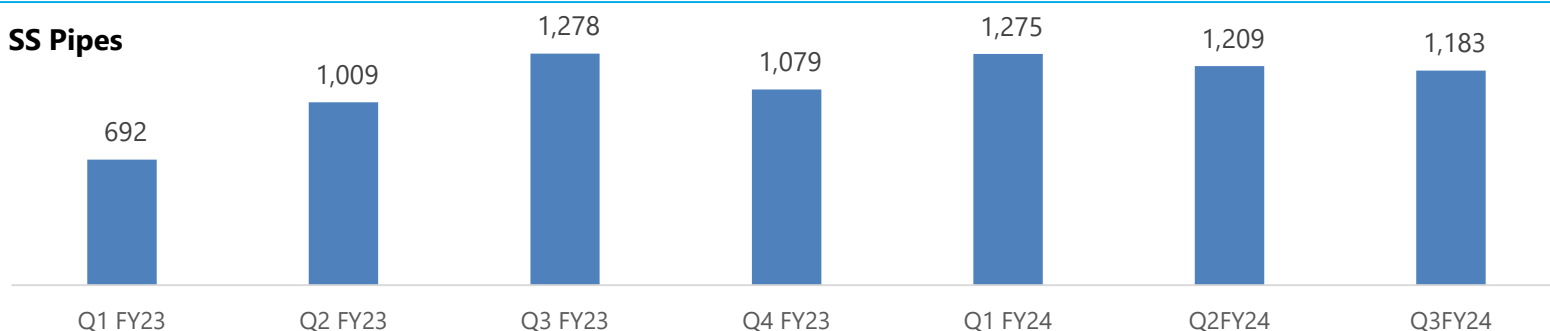


Sales volume (MT)

SS Bars



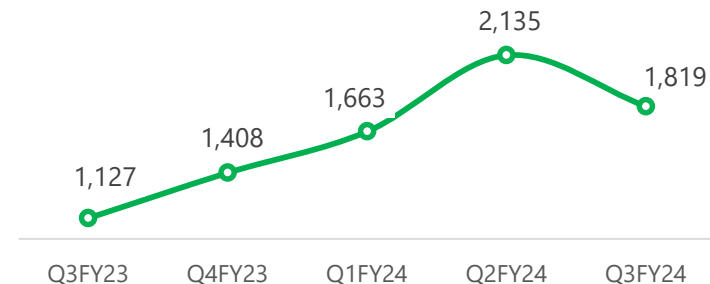
SS Pipes



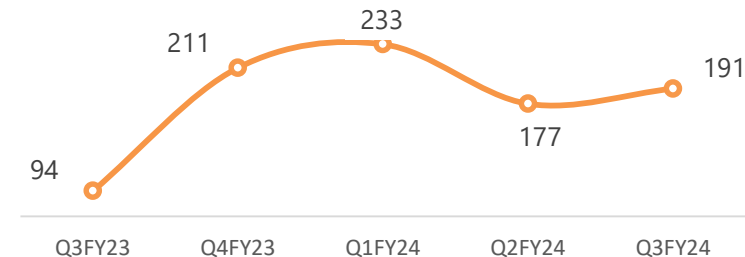
Steady Performance



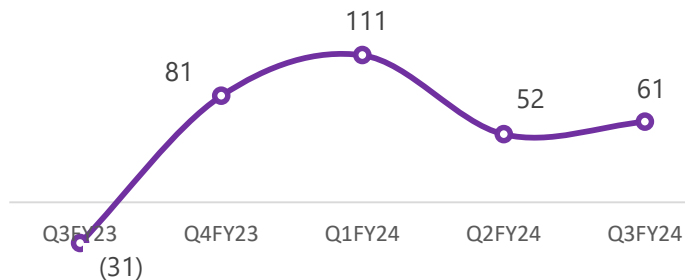
Revenue (INR Million)



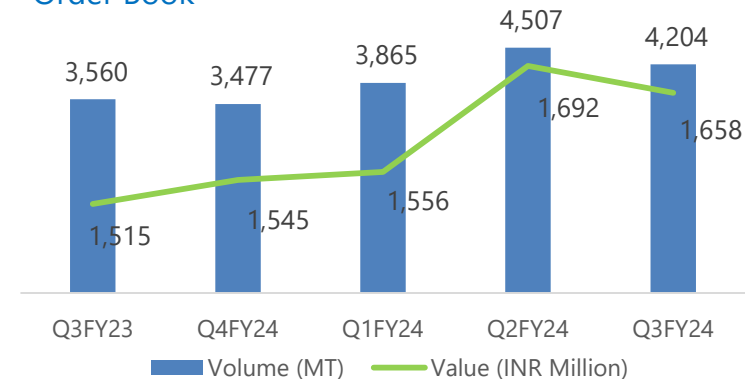
EBITDA (INR Million)



PAT (INR Million)



Order Book



Financial Snapshot



Income Statement Snapshot (INR Million)										
Particulars	Q3 FY24	Q3 FY23	YoY		Q2 FY24	QoQ		9M FY24	9M FY23	YoY
Total Income	1,819	1,127	61%		2,135	-15%		5,618	2,918	93%
EBITDA	191	94	104%		177	8%		601	104	477%
Profit Before Tax (PBT)	61	(31)	NA		52	17%		224	(218)	NA
Profit After Tax (PAT)	61	(31)	NA		52	17%		224	(218)	NA
Cash PAT	100	7	1424%		91	10%		340	(106)	NA

Notes:

- Cash PAT = PBDT (adjusted for cash exceptional items) – Current tax
- Prior period figures have been restated wherever necessary

**Financials for previous periods / year have been regrouped / rearranged, wherever necessary, to make them comparable*

Business Update



Market update:

- Government's continuing spent on infrastructure, energy and other strategic sectors providing thrust to the industry. Domestic industry specially benefitting under "Make in India" Policy
- Red Sea crisis has affected the shipping time and costs mostly to EU. After subdued Q2 and Q3, EU is showing signs of recovery in the coming quarters
- WSSL has started reporting GHG emission data as mandated by the European Commission CBAM for exporting to EU
- Encouraging product acceptance/ feedback from recently added USA market
- Geography and territory expansion continues. New grades development & introduction continues

New products development:

- Alloy 625 – High Nickel Alloy Seamless Tubing tested at 12,000 PSI exported for a critical application.
- Ultra Low Cobalt steel developed for Nuclear Power application and delivered successfully
- Nitronic 50 / XM 19 – new high value added grade order booked

Competitive Advantages



1 The only integrated producer of Quality Stainless Steel Seamless Pipes & Tubes, including U –Bends, starting from Steel Making to Finished Tubes in the country.

2 Strong focus on R&D and New Product Development

3 Speed to Market due to a Fully Integrated Process

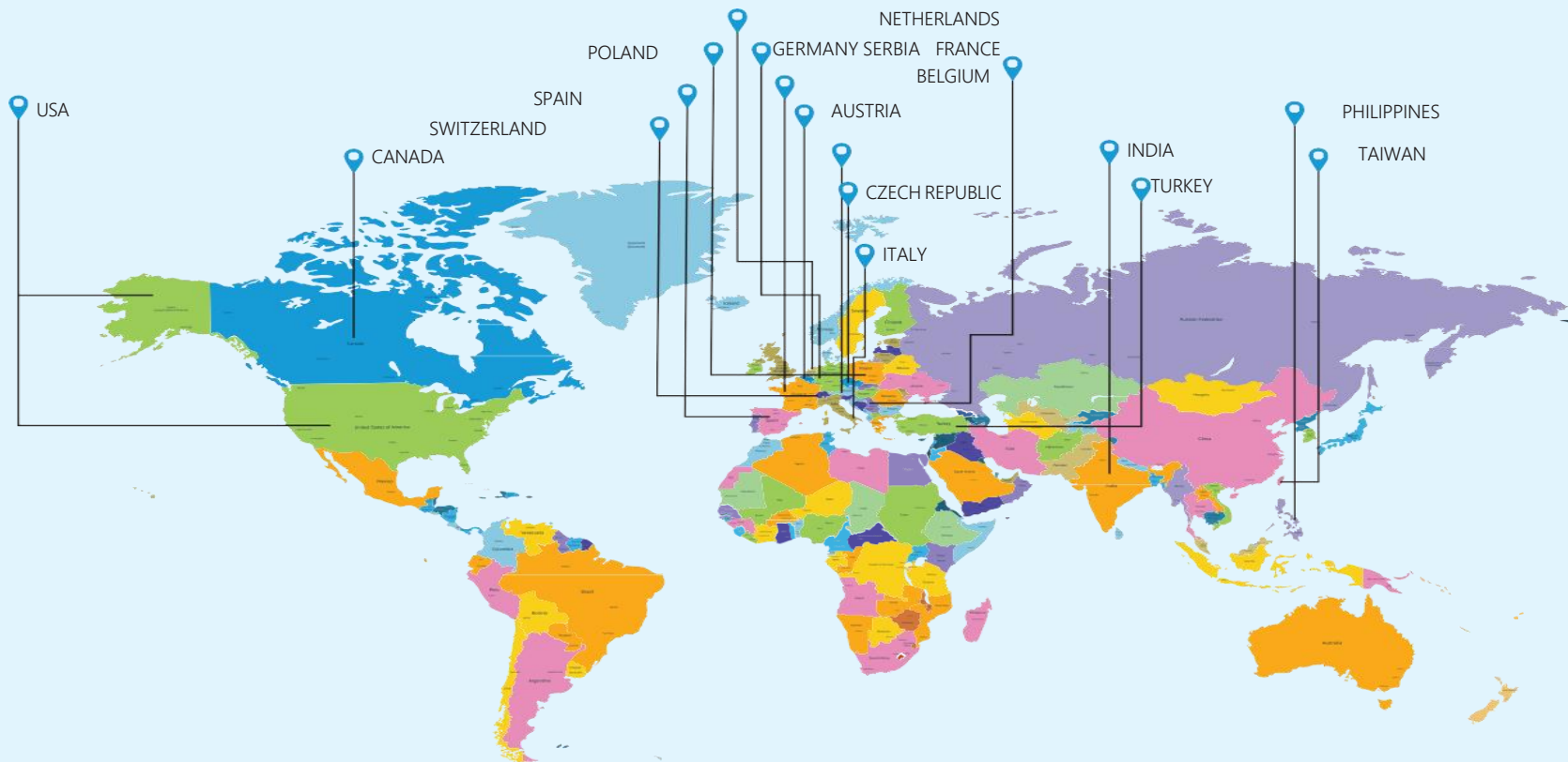
4 Expertise to make Stainless Steel in Special Grades with controlled chemistry

5 State-of-the-art manufacturing facilities delivering superior quality

6 In-house Facility for various testing requirements, accredited with ISO/IEC 17025



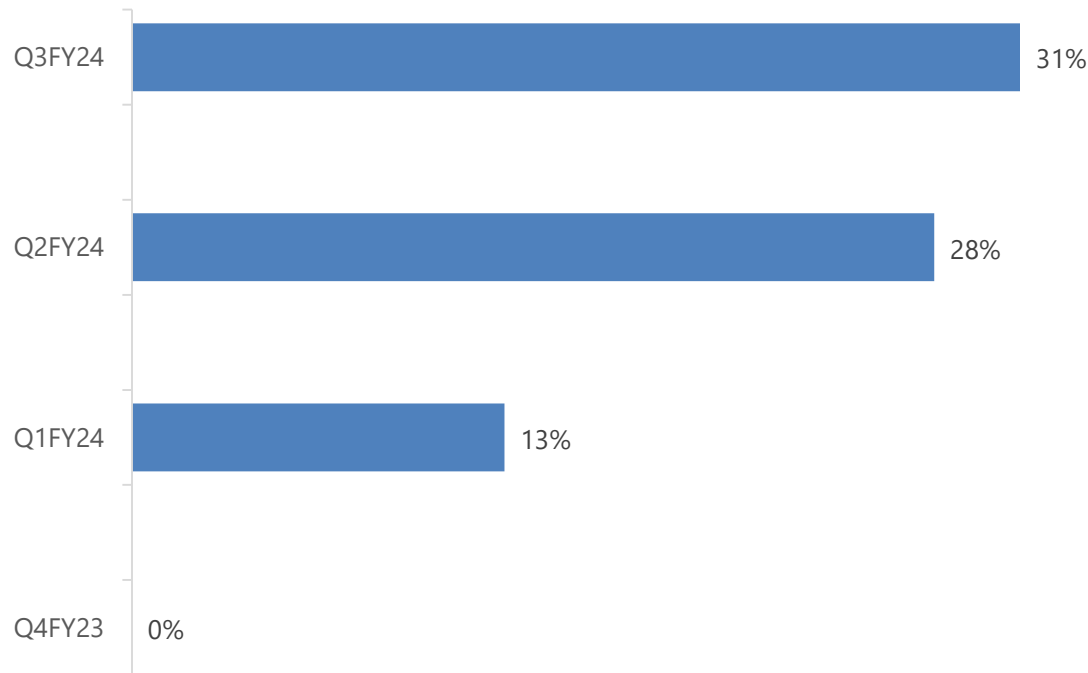
Growing Market Presence



ESG Interventions



Share of Renewable Electricity – Progressing well



Note: Renewable Electricity data are average for the respective quarters

Improving Emission intensity through real time data monitoring:

During 9MFY24, use of biomass and renewable energy helped in avoiding emissions of 905 tCO₂ and 5,225 tCO₂ respectively

Key Activities:

- Completion of Maturity assessment through stakeholder engagement
- Preparation of ESG dashboard tool for monthly tracking of ESG related KPIs
- Interventions on Carbon computation & assessment
- Rolling out of ESG Newsletter for WSSL Customers

ESG Interventions



Strong focus on Governance

- **No cross holdings among the group companies**
- **Professional management**
- **Strong board representation with 50% independent directors**

Key Policies:

- Code of conduct for regulating, monitoring and reporting of trading by insiders
- Quality Policy; ABAC Policy; HSE Policy
- Policy on Related Party Transactions
- Board Diversity Policy
- Disclosure of the policy for determination of materiality of events or information
- Nomination and Remuneration Policy
- Whistle Blower Policy & Vigil Mechanism
- Familiarization Policy
- Dividend Distribution Policy

Thank You!

Welspun Specialty Solutions Limited

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