

WEL /SEC/2024

May 21, 2024

To,

BSE Limited 1 st Floor, Rotunda Bldg., Dalal Street, Fort, Mumbai - 400 001. Scrip Code: 532553	National Stock Exchange of India Limited Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. NSE Symbol: WELENT
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Dear Madam/Sir,

Subject: Press Release pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Further to our letter with respect to Audited Financial Results for the quarter and year ended March 31, 2024, kindly find attached Press Release of the Company.

Please take the same on record.

For **Welspun Enterprises Limited**

Nidhi Tanna
Company Secretary
ACS- 30465

Welspun Enterprises Limited

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Corporate Identity Number: L45201GJ1994PLC023920

EFFICIENT EXECUTION LEADS TO FY24 STANDALONE EBITDA GROWTH OF 31%

Mumbai, May 21, 2024: Welspun Enterprises Ltd. (“WEL” or “Company”), part of Welspun World, today announced its results for the quarter and year ended 31st March 2024.

- Diversified standalone order book stands at ~ ₹ 12,200 Cr.
- The order book is categorized as follows:
 - Water & Wastewater management projects constitutes 77%
 - Road projects constitutes 23%
- Debt Free company on standalone basis
- The Board has recommended Final Dividend of ₹ 3 per equity share of FV ₹ 10 (30% of FV)
- FY24 EBITDA of ₹ 439 Cr. has grown by 31% over FY23
- Inauguration of UP Section of our Varanasi Aurangabad Road Project by the Honorable Prime Minister

MANAGEMENT COMMENTS

Speaking about the performance, Mr. Sandeep Garg, Managing Director, Welspun Enterprises Limited, said, *“FY24 has been a year of consolidation, where we have acquired and successfully integrated Welspun Michigan Ltd. (erstwhile Michigan Engineers Pvt. Ltd.) with WEL. The standalone revenue has been subdued, due to some challenges on the existing projects and delayed order receipts, however, we have surpassed our margin guidance. On a consolidated basis, we have grown revenues by 4%, with EBITDA growth of 58%. This consolidated performance is an outcome of strategic diversification, and efficient deployment of capital that followed from our asset sale in FY23. Our commitment to creating value for our shareholders remains steadfast.”*

Outlook

“We start FY25 with the highest ever standalone opening order book of ₹ 12,200 crores, a clear reflection of WEL’s diversification strategy and our meticulous approach to order selection. This includes yet another prestigious treatment plant at Bhandup Complex, which will ensure potable drinking water for the citizens of Mumbai Metropolitan Region. Our subsidiary Welspun Michigan Engineers Ltd. has an opening order book of ~₹ 1,600 crores. This makes our consolidated order book a formidable ₹ 14,200 crores, which is over 4 times our consolidated revenue for FY24. Our sustained efforts to enhance operational efficiencies have led to improvement of our consolidated execution and profitability.”

“Our bid pipeline both in Water and Transportation segments is robust. We currently have bid for 5 road projects, results of which are awaited. Going forward, NHAI has announced bids worth ~₹ 2 lakh crore (5000km) in BOT Toll projects apart from bids in HAM & EPC worth ₹ 50,000 crores. In water segment we see opportunities of over ₹ 3 lakh crores across distribution, transmission & treatment, of which ₹66,000 crores may be bid out in FY25, while the rest may spill over to FY26. Welspun Michigan order pipeline is very healthy with foreseeable opportunities of ~₹ 50,000 crores across tunneling and other adjacencies. We will judiciously bid for selective projects; thus we maintain a bullish outlook on further order inflows.”

STANDALONE FINANCIALS

Income Statement Snapshot (₹ Cr.)

Particulars	Q4 FY24	Q4 FY23	YoY %	FY24	FY23	YoY %
Revenue from Operations	644	824	-22%	2,450	2,676	-8%
Other Income	22	60	-64%	102	99	4%
Total Income	665	884	-25%	2,553	2,775	-8%
EBITDA	97	151	-36%	439	336	31%
EBITDA margin	14.5%	17.1%	-254 bps	17.2%	12.1%	508 bps
PBT Before Exceptional Item	87	126	-31%	396	251	58%
Exceptional Item*	-	37		-	565	
PBT	87	162	-46%	396	816	-51%
PAT	64	138	-53%	285	769	-63%
PAT margin	9.6%	15.6%	-593 bps	11.2%	27.7%	-1654 bps
Cash PAT	64	102	-37%	298	209	42%

Note: Cash PAT = PBT before Exceptional Item + Depreciation + Non-cash ESOP expenses – Current tax | Prior figures have been restated wherever necessary.

*Exceptional Item includes gain on sale of 6 projects to Actis Highways in Q4FY23 & FY23.

CONSOLIDATED FINANCIALS

Income Statement Snapshot (₹ Cr.)

Particulars	Q4 FY24	Q4 FY23	YoY %	FY24	FY23	YoY %
Total Income	867	916	-5%	3,063	2,902	6%
EBITDA	157	166	-6%	616	391	58%
EBITDA margin	18.1%	18.1%	-5 bps	20.1%	13.5%	665 bps
PBT Before Exceptional Item	120	126	-5%	479	258	85%
Exceptional Item*	0	59		0	483	
PBT	120	186	-36%	479	741	-35%
Profit from discontinuing operations	-8	-14		-29	42	
PAT	78	142	-45%	319	726	-56%
Cash PAT	84	90	3%	347	323	33%

Note: Cash PAT = PBT before Exceptional Item + Depreciation + Non-cash ESOP expenses – Current tax | Prior figures have been restated wherever necessary.

*Exceptional Item includes gain on sale of 6 projects to Actis Highways in Q4FY23 & FY23.

Standalone Balance Sheet Snapshot (₹ Cr.)

	31st March 2024	31st March 2023
Net worth	2,422	2,465
Gross Debt	0	292
- Long Term Debt	-	292
- Short Term Debt (Working Capital Loan)	0	0
Cash & Cash Equivalents[#]	923	1,839
Net Debt / (Cash)	-923	-1,548
Other Long Term Liabilities	8	14
Total Net Fixed Assets (incl. CWIP)	16	32
Net Current Assets (Excl. Cash & Cash Equivalents) (adj.)*	297	-54
Other Long-Term Investments and Assets (adj.)	1,194	953

[#]Includes Fixed Deposits kept with banks & investments

*Mobilization advance has been included into Net Current Assets

Change in Net Debt by ~₹ 625 Cr. is on account of payout for MEPL acquisition for ~₹ 137 Cr., buyback worth ₹ 289 Cr., investments of ₹ 156 Cr. in ongoing project and rest in working capital

INVESTMENTS (AS ON 31 ST MAR 24; ₹ CR.)				
Project	Investment	Additional funding for	current portfolio	
HAM Road Portfolio	364	~₹ 222 Cr. in about 18 months		
Road BOT Projects	104			
Oil & Gas Projects	448			
Water BOT Projects	89			
Other assets	57			
Michigan Eng	137			
Total	1,199			

ABOUT WELSPUN ENTERPRISES LTD.

Welspun Enterprises Ltd. (WEL), part of Welspun World, is an infrastructure development company focusing on Road, Water and Wastewater segments. The Company also has investments in Oil & Gas Exploration. Backed by experienced management and strong parentage, WEL has a proven track record with the execution of water supply projects and over 1,000 kms of road projects.

ABOUT WELSPUN WORLD

Welspun World is one of India's fastest growing global conglomerates, with businesses in Line Pipes, Home Textiles, Infrastructure, Steel, Warehousing, New Energy, Advanced Textiles and Flooring solutions. With annual revenues of over USD 3.6 billion and presence of over three decades, Welspun has been recognized as a global leader in Home Textiles and Line Pipes, with existence in over 50 countries backed by a strong team of 30,000+ employees. The Group enjoys a strong relationship with almost all Fortune 100 companies operating in the Retail and O&G sectors and has been continuously following global ESG practices as a responsible conglomerate.

Disclaimer

The information in this release has been included in good faith and is for general purposes only. It should not be relied upon for any specific purpose and no representation or warranty is given as regards to its accuracy or completeness. No information in this release shall constitute an invitation to invest in Welspun Enterprises Ltd or any of its affiliates. Neither Welspun Enterprises Ltd, nor their affiliates' officers, employees or agents shall be liable for any loss, damage or expense arising out of any action taken on the basis of this release, including, without limitation, any loss of profit, indirect, incidental or consequential loss.

For further information please visit www.welspunenterprises.com or contact the Investor Relations team at: investorrelations_WEL@welspun.com