

COMPANY
PROFILE



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EXECUTIVE SUMMARY

Welspun One Logistics Parks (“WOLP”) aspires to become the most preferred warehousing company in India

WOLP is an institutional, industrial real estate platform, and the only one to be backed by a global conglomerate – the Welspun Group:

- **Welspun Group** is a leading name in line pipes, home textiles, infrastructure, steel, advanced textiles & flooring solutions
- The group has delivered **manufacturing / industrial facilities** across 4 states and 7 cities pan-India, spanning ~3,275 acres of land entailing an investment of ~USD 2BN
- WOLP sources & develops feasible land parcels which suit **institutional investors and get leased by valued occupiers**
- **WOLP’s Buy + Build + Lease** is an integrated approach to develop futuristic logistics parks that are in line with our customers’ needs & aspirations
- We offer **Development Management Programme (DMP)** for select funds, clients & landowners who wish to continue owning their assets while enjoying all returns from a Grade A warehousing development.
- **The WOLP team** has a cumulative development experience of ~90 years, having delivered over 115 MM SF of construction projects in India
- We are developing our flagship 3MM sft Logistic park with a project cost of USD 110 MM in the heart of Mumbai’s consumption hub – Bhiwandi.
- It is planned as a benchmark project combining the best that the industry has to offer in expertise and standards.

WELSPUN
GROUP



AN OVERVIEW ON WELSPUN GROUP

Welspun is a global conglomerate, driven by its core philosophies of constant innovation and social responsibility to create a better future.

With over 3 decades of experience in delivering industrial projects across the Indian and International markets; Welspun Group is a leading name in line pipes, home textiles, infrastructure, steel, advanced textiles & flooring solutions.

31 unique innovations in home textiles, some of the world's prestigious projects in line pipes, India's first 14 lane green expressway under Hybrid Annuity Model (HAM), and vast global footprint has made it possible for Welspun to share robust relationships with a marquee of esteemed clients.

Welspun Group's exciting journey kick-started in 1985. From a small entity, today, Welspun has reached a milestone with:

Presence in
50 countries

Annual revenue of
USD 2.7 billion

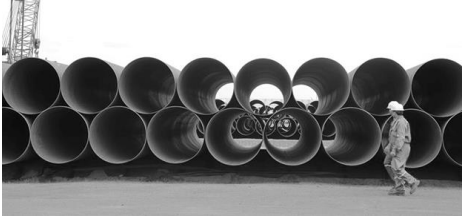
Fixed asset base of
USD 1.1 billion

Employees
26000 +

Shareholders
100000 +

GROUP COMPANIES

Group Companies: Breaking new grounds & setting benchmarks in industries we represent



Welspun Corp

A flagship company of the Welspun Group, is one of world's-leading welded line pipe



Welspun India

Is world's leading home textile player and the exporter of home textile products from India.



Welspun Enterprises

From roads and highways to water and oil & gas, Enterprises is at the forefront of meeting the growing demand for development in India.



Welspun Flooring

A First of its kind manufacturing facility spread acres with an investment of more than Rs.1150 production capacity of about 30 MM sqm



Welspun Retail

Delivering distinctive value to consumers premium & value-for-money offerings. Products retailed through two brands: Welspun for mass Spaces Home & Beyond in the premium

PAN INDIA EXECUTION ABILITY

- Delivered manufacturing / industrial facilities across 4 states and 7 cities pan-India, spanning ~3,275 acres of land entailing an investment of ~USD 2BN
- Built and successfully divested ~1.1GW of solar & wind power projects across 10 states, valued at ~USD 1.4BN
- Executed 590+ km of road projects worth ~USD 1.3BN

Maharashtra

Road length - 415km
- Project Size – USD
0.4BN Solar – 73MW

Tamil Nadu

Road length - 56km
- Project Size – USD
0.3BN
Solar – 300MW

Madhya Pradesh

Land – 100acres
- Project Size – <USD
0.1BN
Solar – 151MW

UP, Uttarakhand & Haryana

Road length - 105km
- Project Size – USD
0.3BN Solar (UP) – 3MW

Bihar

Road length - 8km
- Project Size – USD
0.2BN
Solar – 44MW

Telangana

Land – 400acres
- Project Size – USD
0.2BN

Karnataka

Land – 50acres
- Project Size – <USD
0.1BN
Solar – 134MW

Gujarat

Land – 2,725acres
- Project Size – USD
1.8BN
Solar – 50MW

Rajasthan

Solar - 71MW
Wind - 146MW

Delhi

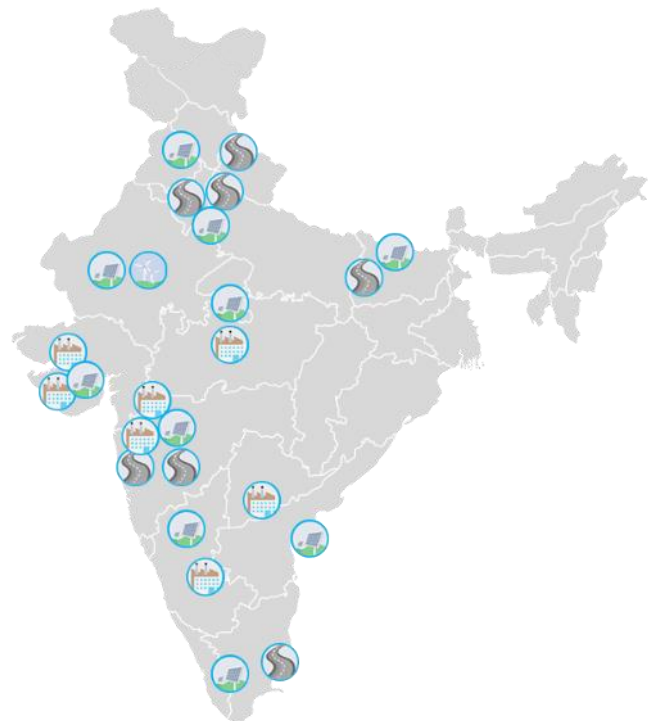
Road length - 9km
- Project Size – USD
0.1BN

Andhra Pradesh

Solar - 130MW

Punjab

Solar – 38MW



Road Project



Manufacturing facility



Solar Plant



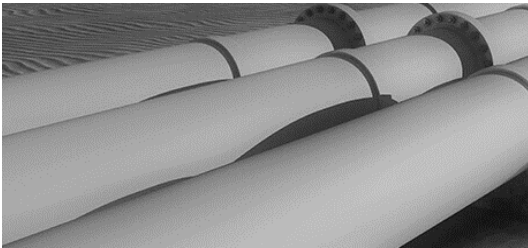
Wind Plant

DELIVERY TRACK RECORD

The Welspun Group has over 3 decades of project delivering experience across Indian & International markets



Built and delivered the 14-lane Delhi-Meerut 'green' highway a year before schedule



Executed 500+ km of toll road projects as well as 23 MLD of industrial water-supply projects



Preferred brand for home textiles for 17 of the top 30 global retail giants



Ranked number 1 among home textile suppliers to the US for the last 5 out of 6 years



Built and successfully divested a renewable energy portfolio of ~1.1 GW

KEY PROJECTS

Welspun Corp's wide range of products are produced with the latest manufacturing technologies and under the highest quality standards.

Some of the key large off-shore & on-shore projects in recent times include:

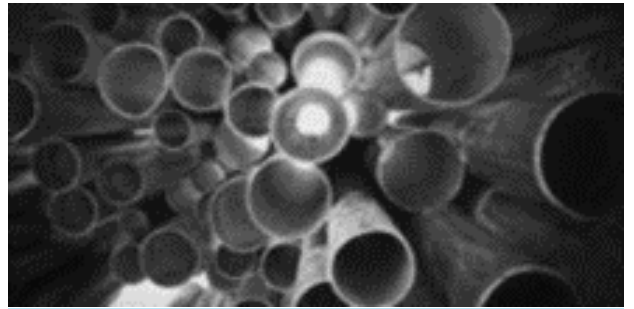


LONGEST PIPELINE

Keystone Project TCPL

USA

(1700 km long)

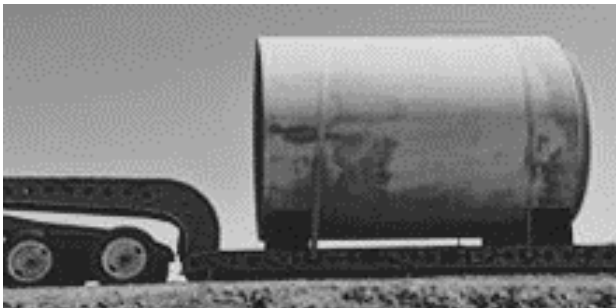


DEEPEST PIPELINE

Independence Trail Pipeline

Gulf of Mexico

(8330 ft. deep)



HEAVIEST PIPELINE

IGAT IV to Middle East

*(Per pipe wt. - 56" OD x 35.56mm
WT - approx. 15 MT / pipe)*



HIGHEST PIPELINE

Peru LNG

Peru

(16077 ft. high)

WELSPUN ONE LOGISTICS PARKS



WELSPUN ONE AT A GLANCE

Welspun One Logistics Parks (WOLP) is an integrated **fund, development & asset management** organization delivering large format, institutional grade A warehousing & industrial parks across India.

The core of Welspun One's business offering is to **solve the location needs of our customers & provide them with best-in-class real estate solutions**, to better manage their supply chain needs. Our aim to be the **most preferred warehousing company in India**.

We develop feasible land parcels which suit institutional investors and get leased by valued occupiers, whilst maintaining the **highest levels of compliance & zero tolerance to regulatory lapses** across the project lifecycle. Guided by our **customer-first approach**, we offer assets that yield maximum and long-term returns for our stakeholders.

The industrial and warehousing asset class in India faces a fundamental challenge: inability to deploy capital due to a lack of expertise to source, unlock & buy land at the right locations. We address this issue by structuring our entire ecosystem to solving the locational needs of our customers, by **building a 'A' team** for land acquisition which has the right mix of institutional finesse & a nuanced local approach, backed by the overall Group experience. Our experienced development and leasing teams assure that the project delivery goes above and beyond our Customers' needs.

Winning Combination :

An Indian industrial conglomerate

+

A focused industrial real estate team

WHAT WE DO

Buy + Build + Lease

We follow an integrated approach to develop logistics parks and warehouses of the future. We buy, build & lease properties that are in line with our customers' needs & aspirations and as per global standards.

We use a combination of technology & processes in an integrated manner to develop Grade A warehousing parks across the country; while taking care of every critical component from site selection, sourcing, due diligence, to financing, construction, leasing & exit.



BUY

When we think land - we think about location, connectivity, access & scalability to meet our client's long-term logistics and fulfilment strategies



BUILD

Unrivalled development capabilities for industrial & warehousing real estate, that caters to the industry's changing needs.



LEASE

We are committed to creating enduring relationships through streamlined and transparent leasing processes

DEVELOPMENT MANAGEMENT

We offer a Development Management Programme (DMP) for select funds, clients, and landowners who wish to continue owning their assets. We manage and grow your warehousing assets by providing clear and uncompromised services, optimising income yields and monetising the potential of the assets.



WHAT IS OUR DMP MODEL?

Under our DMP model, we step in as your turn-key partner, treating your asset as our own. Prior to taking up a project, we run a rigorous evaluation process to determine the suitability of your site in terms of location, connectivity, access, and legal & statutory compliance to provide you and your future tenants assurance of a fully compliant Grade A project.



WHY DO WE OFFER A DMP?

In line with our vision to solve the locational needs of our customers, our DMP offering allows us to unlock large parcels of land. These are otherwise off the market since the owners do not wish to sell them. Thus, the DMP proposition is a win-win for both: the landowners and our customers.



WHAT DOES OUR SCOPE INCLUDE?

We never lose sight of our goal: to deliver Grade A industrial & warehousing parks to our clients on time within budgets, by ensuring seamless site selection, project financing, construction, contracting, project management, lease management, property/asset management, and divestment.

INVESTMENT MANAGEMENT

Our investment approach is to combine our deep local understanding and experience with rigorous institutional processes, research & analytics.



WHY INVEST IN WELSPUN ONE

- Access to Suite of products
- Superior risk adjusted returns
- Corporate governance and compliance
- Institutional platform
- Part of the Welspun Group



OUR INVESTMENT PHILOSOPHY

- To source exclusive deals
- Identify and mitigate investment risks
- To deliver optimal returns
- Access asset level data
- Highest standards of corporate governance

OUR
FLAGSHIP PROJECT-
BHIWANDI



OUR FLAGSHIP PROJECT - BHIWANDI

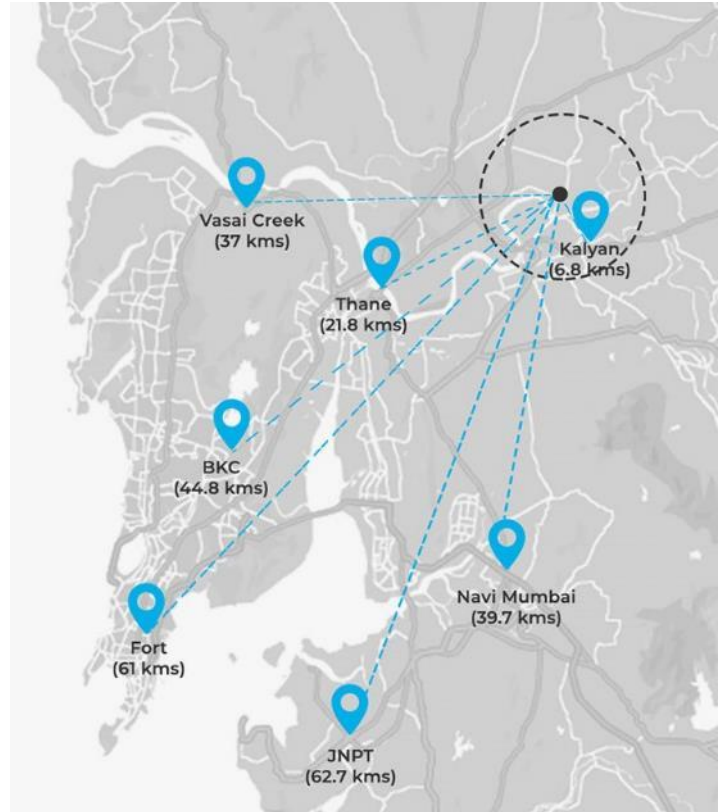
We are developing our flagship 110-acre Grade A Logistics park in Bhiwandi, Maharashtra – the hub of **Mumbai's warehousing market**. Our contiguous & confined premise has clear & marketable title with all necessary approvals underway.

Location	Bapgaon & Lonad, Taluka - Bhiwandi, District - Thane
Coordinates	19°16'52.4"N 73°08'39"E
Total Land Area	110.7 acres
Total Leasable Area	2.7MM sft
Project Consultants	PMC pre-construction: CBRE Engineering Consultants: Tata Consulting Engineers Master planning & Architecture: Venkataramanan Associates Logistics Consultant: Miebach Consultants



LOCATION ADVANTAGE

Bhiwandi is a prime warehouse micro market in the country, strategically located in the Mumbai Metropolitan Region. It is a primarily consumption driven warehousing hub serviced by the Old Agra Road and the National Highway 3 (Mumbai – Nashik Highway) also enjoys excellent road, railway, port and airport connectivity



PEOPLE
BEHIND US



OUR TEAM



ANSHUL SINGHAL
Managing Director

Anshul_Singhal@welspun.com



YASH RAVEL
Executive Director, Fund
Management & Corporate
Strategy

Yash_Ravel@welspun.com



PRIYANKA KAPOOR
MD's Office – Investment &
Strategy

Priyanka_Kapoor@welspun.com



AMIT MALAKAR
Chief Customer Officer

Amit_Malakar@welspun.com



VINEET VAIBHAV
Chief Development Officer

Vineet_Vaibhav@welspun.com



**SUNDARESAN
VAIDYANATHAN**
National Head – Investments &
Business Development

Sundaresan_V@welspun.com



MAKRAND DIXIT
National Head – Project

Makrand_Dixit@welspun.com



KV SAMBASIVA RAJU

Strategic Advisor -
Projects

Raju_Sambasiva@welspun.com



JONATHAN DSOUZA

HR Head – Welspun
One

Jonathan_Dsouza@welspun.com

OUR COUNCIL



AKHIL JINDAL
CFO & Strategy Head,
Welspun Group



DEEPAK CHAUHAN
Legal Head,
Welspun Group



ADITYA HARLALKA
Executive Office,
Welspun Group

OUR BOARD



BALKRISHAN GOENKA

Chairman, Welspun Group



RAJESH MANDAWEWALA

Group Managing Director



ANSHUL SINGHAL

Managing Director, Welspun One



IAN WORBOYS

Member of Advisory Board,
Welspun One



BALKRISHAN GOENKA

Chairman, Welspun Group

Balkrishan Goenka is the chairman of the Welspun Group. He has been one of the promoters of the group from its inception and is one of its prime architects. For over 27 years, Mr. Goenka, with his strong business acumen and risk-taking abilities, is credited to have successfully steered the Welspun Group in many high-growth sectors.

Accepting all challenges and leading his team to overcome every obstacle, he has embodied the Welspun spirit of 'Dare to Commit'. In the process, Welspun has emerged as the 2nd largest Line Pipe (large diameter) company in the world, and one of the top three producers of Home Textiles.

He is regarded as one of the foremost corporate leaders of India, and is amongst India's most dynamic businessmen. He was the former President of ASSOCHAM (2019) and recipient of Asian Business Leadership (ABLF) Award, 2019.

Under his able guidance, Welspun was awarded the Emerging Company of the Year at Economic Times Awards in 2008.



RAJESH MANDAWEWALA

Group Managing Director

Rajesh Mandawewala is the Managing Director for the Welspun Group and is one of the promoters of Welspun Group from its inception. He is also the Managing Director of Welspun India Limited and is in charge of operations of the textile business.

As a key business leader at the Welspun Group, he has enabled the organization's expansion & global reach in over 50 countries.

He has led Welspun India's emergence as one of the most pioneering global textile giants. As a Chartered Accountant by profession, he has a rich experience of over 35 years in industries varying from textiles to SAW pipes.

He strongly believes in driving innovation through continuous research & product developments and catering to the current & future needs of customers



ANSHUL SINGHAL

Managing Director, Welspun One

Anshul Singhal has over 15 years of leadership experience in the infrastructure and real estate sector with a track record of establishing 5 new businesses from the ground up for 3 large corporates. He has held the CEO and Director positions for Blackstone, Warburg Pincus and Brookfield investee companies.

Prior to founding Welspun One Logistics Parks, Anshul was the CEO of Embassy Industrial Parks (EIP), a joint venture between the Embassy Group and Warburg Pincus with a potential AUM of ~USD 1 billion. Under his watch, EIP delivered 6MM SF of Grade-A warehousing facilities, and acquired a land portfolio of 1400 acres in Pune, NCR, Chennai, Mumbai, Kolkata, Bengaluru, Hosur and Hyderabad, with development potential of over 35MM SF. He was responsible for the delivery of a 130MW solar farm in Karnataka for the Embassy Group, which entailed an investment of USD 100MM

Anshul was the founding director of JSW Severfield Structures Ltd from 2007-2014, a joint venture between USD 20 billion JSW Group and Severfield-Rowen plc.; UK's largest structural steel construction company. He was instrumental in building a pan India team that delivered factories, power plants, warehouses and high-rise office buildings in India.



IAN WORBOYS

Member of Advisory Board, Welspun One

Ian Worboys is a 38-year veteran of the logistic industry in Europe, where he is acknowledged as a warehouse expert both by occupiers and fellow warehouse specialists.

He was the CEO of P3 Logistic Parks until September 2019. P3 is a pan-European owner, manager & developer of logistic warehouses across 13 countries. Under his 10 years of leadership, P3 grew in value from approximately USD 297MM to over USD 4.5BN. When Ian left the company, its portfolio under management stood at ~45MM sf in 11 countries.

He started his career as an agent with Strutt and Parker, where he worked for 16 years as a warehouse specialist, eventually becoming a Commercial Partner; this was followed by 10 years at warehouse developer Gazeley Properties (owned by Brookfield), where he jointly led the expansion into Europe; post this, Ian served as Managing Director of Panattoni Western Europe for ~2.5 years.

Born in 1958, Ian was educated at the Whitgift School, and then at the University of West of England, where he studied Valuation & Estate Management.



THANK YOU

Address:

Welspun One Logistics Park Pvt. Ltd.
3rd Floor, Kamala Mills Compound,
Senapati Bapat Marg, Lower Parel,
Mumbai 400 013, India.

Email Id: contact_welspunone@welspun.com

Contact Number: [+91 22 6613 6000](tel:+912266136000) / [+91 22 2490 8000](tel:+912224908000)



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