

Welspun KOJO

GLOBAL HOSPITALITY




From Concept to Completion: Simply on One Invoice

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Total Soft Goods Solutions



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Servicing the Retail World

- Best co-planning award for Supply Chain- Wal Mart, 2010
- Texprocil awards 2009-10
 - Highest global exports- Special Gold
 - Top Terry towel exports- Gold
- Vendor excellence award- Target, 2009-10
- International Design award to Spaces, Elle Décor, 2009
- Outstanding performance in marketing and product innovation- Fashion Institute of Technology, New York, 2009
- 5 Star award- Macy's, 2008



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Servicing the Retail World

- Gold trophy for "Best Exporter"- Texprocil, 2008
- Supplier of the Year award- J C Penney, 2008
- Indian Exporters Excellence award- Dun & Bradstreet, 2008
- Earth Care award- Times of India and Jindal Steel Limited, 2008
- Sustainability award- Walmart, 2007
- Outstanding textile exporter- International Trade Awards CNBC TV18, 2007



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Global Presence in 52 Countries



- Global Distribution facilities in India, China, Mexico, Portugal, Russia, Canada and the UK

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Vertical Company

From Growing and Hand Picking the Cotton



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Going That Extra Step



Removing Impurities Which Cannot Be Removed by Machine

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Cleaning & Preparing the Yarns



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Creating the Yarns & Weaving



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Cut & Sewing the Finished Product



Completely Automated

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Factory Direct Quality Soft Goods to Your Door		
		
		
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Welspun KOJO <small>GLOBAL HOSPITALITY</small>		Welspun's Recognized Brands
	Bed, Bath & Beyond, Belk, Home Outfitters, The Bay, Burlington, Home Goods, Bon Ton	
	Bed, Bath & Beyond, Belk, Bloomingdales*, Dillard's*	
	Restoration Hardware, Frontgate, Bloomingdales, Crate & Barrel	
	Bloomingdales, Dillard's, The Company Store, Sam's	
	TJ Maxx, Ross	
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Truly Global Presence

<p>USA</p> <ul style="list-style-type: none"> • American Living • J C P Damask • Royal Velvet • Nautica • Costco Charisma • Cannon • Martha Stewart • Charter Club • Fieldcrest Luxury • Ralph Lauren Organic • Perfect Pinpoint Percale • Canopy • Big One • Sheet World @ Target • Sonoma • Umbra • Waverly • Whole Home • Linden Sheet Quick-Dry • Amy Butler 	<ul style="list-style-type: none"> • BBB Estate • Jaclyn Smith Today • Chris Madden • Christy @ Sam's <p>INDIA</p> <ul style="list-style-type: none"> • Spaces • Welhome <p>UK</p> <ul style="list-style-type: none"> • Christy • Finest • Tesco home • Marks & Spencer • Debenhams • House of Frazer • John Lewis • Sainsbury • ASDA 	<p>EUROPE</p> <ul style="list-style-type: none"> • Basetti • IKEA • Zucchi • El Corte Ingles • Auchan • Rewe • Tom Tailor <p>AUSTRALIA</p> <ul style="list-style-type: none"> • Conran • Peri • Sheridan
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Manufacturing Capabilities

Number One

- Towel capacity top in the world
- Sheet capacity among top in India and top three in the world
- Decorative bedding and rugs among top 2 capacities in the world
- Manufacturing base in Mexico, Portugal, China, Pakistan, Turkey, UK, and India

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Textile Innovation



Bed Technologies

- Flexifit (exclusive licensee)
- Eversmooth
- Cotton Touch
- Smart Bedskirt
- Perfect Sheet
- Quick dry
- Bleach safe



Bath Technologies

- Hygro cotton
- Aerospun & nanospun
- Spot Stop
- Fast Dry
- Drylon & Nanofil
- Permaback
- MLCL
- Bleach safe & Bleach friendly



Sleep Solutions

- Earth Pillow
- Wonder bed
- Sneeze eezzz
- Hygrofil
- My Favorite Pillow

Innovation products accounted for almost 20% of turnover in FY09-10

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Textile Innovation: Hydro Cotton

Hygro Cotton

Comfort through Modern Technology

The Hygro Cotton® Towel

Better Absorption
Wicking soaks up moisture

Quick Drying
Hollow core facilitates aeration

Soft and Light
Cotton and air loops get softer and loftier after laundering



Hollow core cotton loops increase absorbency & facilitate air flow

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Unique spandex panels at the head and foot with elastic all around fit the mattress snugly from 10" to 20" in depth.



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Drylon™ + Permaback™



- The finest denier microfiber for ultra-soft feel and super fast drying



- Super gripping, superior non-slip backing for secure, safe hold



- Truly colorfast— colors stay intact even from bleach and benzoyl peroxide



- Incredibly durable, thick coating stand up to household wear



- Superior stain-resistance, including lipstick, nail polish, hair dye and iodine



- Coating and adhesion resists unsightly yellowing and cracking

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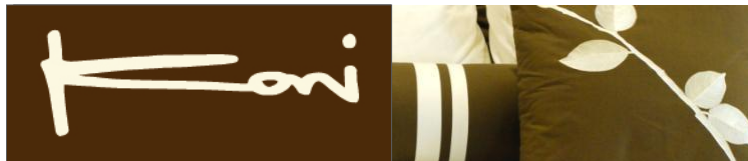
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Sustainable Options

- Organic Cotton Products – Sheets and Towels
- Bamboo rayon fiber – Sheets and Towels
- Eucalyptus rayon fiber – Sheets and Towels



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Branded Beautifully, Inspired Naturally



Refresh

Plaza

Purity

Heritage

Zen

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The Koni Brand Defined


- Nature is a symphony
- 4 Pillars
 - Environmental
 - Aesthetic
 - Function
 - Operation
- Koni's Layers Of Luxury
 - Ultimate
 - Eco
 - Classic
 - Affordable
- Timeless Designs

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Koni Brand

Inspired by Nature, Designed to Return to Nature




Nature is a Symphony in Perfect Harmony




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Design Principles
Four Pillars




Environmentally



Operationally



Aesthetically



Functionally

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Now Offering Total Solution
Soft Goods for Hospitality


Bedding Solutions	Comfort Solutions	Window Solutions	Bath Solutions
			
			
<ul style="list-style-type: none"> • Duvet Ensembles • Bed Linens • Bed Scarves • Bed Skirts 	<ul style="list-style-type: none"> • Pillows • Mattress Toppers • Blankets • Protectors 	<ul style="list-style-type: none"> • Draperies • Solar Shades • Blackout Shades • Hardware 	<ul style="list-style-type: none"> • Shower Curtains & Rods • Towels • Robes • Rugs & Mats

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Branded Bedding Programs

Westin Heavenly Bed
The White Bed that Revolutionized the Industry



- Duvet for operational efficiency
- Durable white fabric
- Enhanced guest experience
- Increased ROI

68,142 Rooms

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Wyndham
Be Well Bed Ensemble

Wyndham Hotels and Resorts



- Major repositioning & branding effort
- Collaboration with Michael Graves Design
- Currently developing Grand Collection & Blue Harmony Spa

17,039 Rooms

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Success with Ownership Groups
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Marriott Latin America

11,470 Rooms in 20 Countries

- Marriott Hotel - Cancun Casa Magna
- Marriott Hotel - Buenos Aires
- Courtyard - Isla Verde Beach Resort
- Marriott Hotel - San Juan
- Marriott Hotel - Guatemala
- Courtyard - Santo Domingo
- JW Marriott - Caracas
- Courtyard - Monterrey
- Marriott Hotel - Santiago
- Marriott Hotel - San Jose
- Marriott Hotel - Frenchman's Reef
- Courtyard - Miramar - Puerto Rico
- Marriott Hotel - Grand Cayman
- JW Marriott - Quito *
- JW Marriott - Rio de Janeiro
- RHR - Sao Paulo
- Fairfield Inn - Monterrey

- Marriott Hotel - Tegucigalpa
- Marriott Hotel - Panama
- Marriott Hotel - Puerto Vallarta
- Courtyard - Santiago
- Marriott Hotel - Puebla
- Courtyard - San Jose
- Marriott Hotel - Los Sueños

- Marriott Hotel - Los Sueños
- JW Marriott - Cancun
- JW Marriott - Mexico City
- Marriott Hotel - Curacao
- Marriott Hotel - St. Kitts
- JW Marriott - Lima
- Marriott Hotel - Aruba

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Gaming Market Clients
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- Planet Hollywood
- MGM Grand
- Treasure Island
- Luxor
- Westin Casuarina
- Ritz Carlton Lake LV
- Platinum Condo-Hotel
- Bally's
- Polo Towers
- Hilton Las Vegas
- Caesars Palace
- MiraLago Resort
- Mirage Resorts
- Imperial Palace
- THEHotel Mandalay Bay
- Foxwoods Casino
- Pechanga Casino
- Mohegan Sun



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Luxury Hotel Clients

- Princeville Resort Hawaii
- THEHotel at Mandalay Bay
- Teatro Hotel Denver
- Hotel Nikko Guam
- Wyndham Sugar Bay V.I.
- Westin Maui
- Sheraton Baha Mar Nassau
- Wyndham Rio Mar Puerto Rico
- JW Marriott Cancun
- JW Marriott Caracas
- Marriott Grand Cayman
- Royal Hawaiian Hotel
- The Mirage Resort
- Bellagio Resort
- Royal Hawaiian Resort
- Ritz-Carlton Lake Las Vegas



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Resort Client List

- Princeville Hawaii Resort
- Princess Kaiulani
- Wyndham Nassau
- Wyndham Rio Mar Beach Resort
- Bellagio Resort
- The Mirage Resort
- Sheraton Resort & Spa Carlsbad
- Sheraton Vistana Resort
- Los Suenos Costa Rica
- Marriott Resort Aruba
- Marriott Grand Cayman
- Royal Hawaiian Hotel
- THEHotel at Mandalay Resort
- Aqua Coconut Plaza
- Westin Ka'anapali Resort
- Westin Mission Hills
- Premier Resorts
- Prescott Resort
- Equinox Resort & Spa



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International Client List

- Westin Whistler BC
- Westin Tokyo
- Westin Laguna Mar Cancun
- Westin Ottawa
- Westin Camino Real Guatemala
- Westin St. Maarten
- Hotel Nikko Guam
- Los Suenos Costa Rica
- Sheraton Four Points Bogata
- Sheraton Baja Mar Cable Beach Nassau
- JW Marriott Cancun
- JW Marriott Caracas
- Marriott Resort Aruba
- Marriott Puerto Vallarta
- Marriott Casa Magna Cancun
- Westin Rio Mar Puerto Rico
- Wyndham Nassau
- Wyndham Tremblant
- Wyndham Sugar Bay Virgin Islands



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Total Solutions Partnership

Bedding Solutions That Maximize Your ROI



- Reduce Overall Costs
- Raise revenue
 - ✓ Enhanced designs
 - ✓ Customer satisfaction
 - ✓ Brand loyalty
- Increase Profitability

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Total Soft Goods Bedding Solution



Raising Brand Standards throughout the Hospitality Industry

- Total Soft Goods Solution:
- Vertically Integrated

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Total Soft Goods Solution



Affordable Layers of Luxury

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Koni's Layers of Luxury



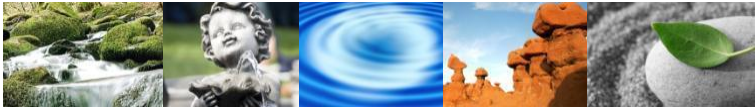

- Euro Shams
- Sleeping Pillows
- Decorative Pillow
- Bed Scarf
- Top Duvet w/ Insert
- Sheet Duvet w/ Insert
- Bottom Sheet
- Mite Proof Mattress Protector
- Feather Bed Topper
- Bed Skirt

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Koni Spa Layers of Luxury

Spa / Hotel



Refresh Plaza Purity Heritage Zen

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Decorative Solutions



Decorative accents can be simple but set the tone for guest expectations.

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Timeless Fabric Designs



Our fabric collections are designed specifically for the hospitality industry.

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Eco Solutions



Made with Biodegradable or Recyclable fibers

- Lyocell and Modal
- Organic Cotton
- Recycled Polyester
- Bamboo and Soy

Designed for operational efficiency


Inspired by nature and made from materials that return to nature

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Total Solution Bath

Unique Bath Solutions



- Luxurious, durable, and available in eco-friendly fibers
- Peek a Boo & Quick Zip Innovations

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**Total Solutions
for Every Price Point**

Luxury



Before



After

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Total Solutions

Mid Scale



Before



After

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Total Solutions

Economy




Before After

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Total Solution Window Solutions



- Consultation
- Measure
- Manufacture
- Install

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Fanatical Customer Service

**We Are All Sales
Working Together Towards a Common Goal
With Fanatical Customer Service**




Sales Customer Support Design Sourcing

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Total Solutions Partnership

We Make it Simple for You



- Total Solution in Soft Goods
 - Streamlined Process
 - Single point-of-contact
 - Simplified ordering
 - Expedited budget information
 - Best Value
- Vertically Integrated
 - Design, Manufacture and Install

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The image features a central graphic with a dark blue background. At the top, the logo for "Welspun KOJO" is displayed in white, with "GLOBAL HOSPITALITY" written in smaller white capital letters below it. The background of the graphic is a bright blue sky with scattered white clouds. In the center, a group of six business professionals, three men and three women, are huddled together in a circle, with their hands stacked on top of each other. They are dressed in professional attire, including white shirts and dark suits. The scene is set against a backdrop of a lush green field with a single tree on the left side.

Imagine what we can do together!