



Ref No. GIL/CFD/SEC/20/011/SE

5th April 2019

BSE Limited
Dalal Street,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001.
Scrip Code: 500300

The National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1, G
Block, Bandra Kurla Complex,
Bandra (East), Mumbai 400 051.
Symbol: GRASIM

Dear Sirs,

Sub: Investor Presentation

This is further to our intimation letter of Investor Conference dated 5th April 2019.

We are attaching herewith a copy of Investor Presentation which will be presented to our investors and also posted on our website, www.grasim.com.

The same is for your information and record.

Thank You.

Yours faithfully,
For Grasim Industries Limited

Hutokshi Wadia
President & Company Secretary



Encl: As above

Cc : Luxembourg Stock Exchange
Market & Surveillance Dept.,
P.O. Box 165, L-2011 Luxembourg,
Grand Duchy of Luxembourg, Europe

Citi Bank N.A.
Depository Receipt Services
388 Greenwich Street, 14th Floor
New York, NY 10013

Citi Bank N.A.
Custodial Services
FIFC, 11th Floor, C-54 & 55, G Block
Bandra Kurla Complex
Bandra (East), Mumbai 400 051

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T: +91 22 6652 5000 / 2499 5000 | F: +91 22 6652 5114 / 2499 5114
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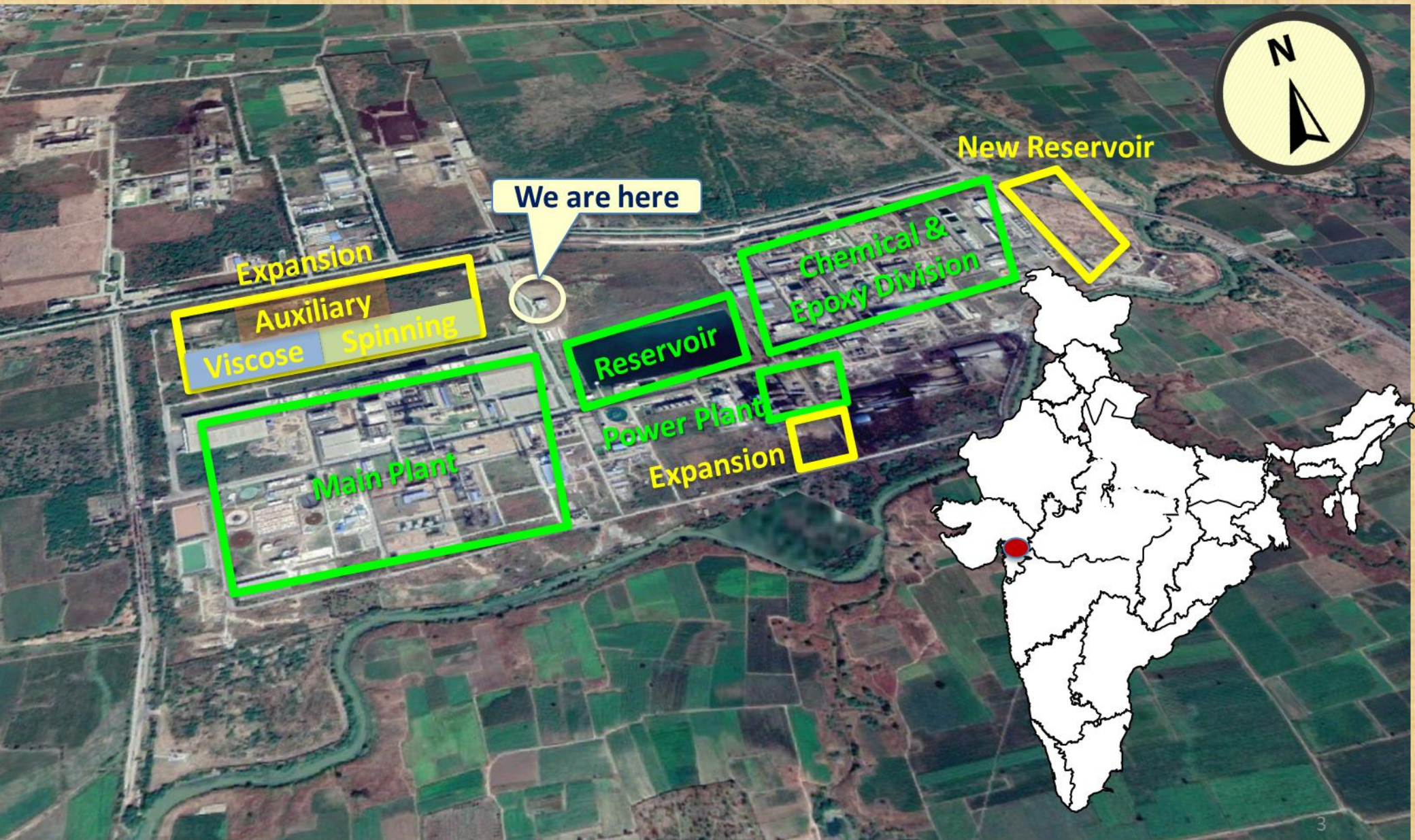
Regd. Office : P.O. Birlagram, Nagda – 456 331 (M.P.)



Grasim Industries Limited Vilayat Plant Visit 5th April 2019



Vilayat Complex



Vilayat Safety Culture



Implementing world class safety practice towards

End to end safety focus
– own, transporters, customers

Significant cultural change seen

Employee compensation linked to safety performance

Be a HERO with ZERO



Safety Grid with clear ownership

Site divided into safety grids with owners and team members for better implementation.
Apex committee and sub committee operational



Benchmark Safety Standards

Focus on PSM Standards Implementation
Risk scenario mapping and hazard elimination / control



Training and Handholding Campaigns

Extensive training on safety standards.
Campaigns on PTW, JSA, PSM etc.



Promoting Safety Observations

All employees involved in SO.
Senior leadership ensuring Safety contacts at all levels



Rewards as well as Consequence Mgmt.

Systematic appreciation & awards for good safety performance and safety practices improvement
Accountability ensured through strict disciplinary action in case of violation

Vilayat VSF – Journey so far..



Land Purchase
Apr-06



Project Launch
Apr-12

Chemical Startup
Aug-13

GCD Line startup
Apr-14

Modal startup
Sep-15

Debottlenecking
Jun-18

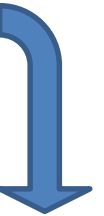
Foundation Stone -
Expansion Project
Oct-18



- Integrated Plant – *Caustic, Power Plant, Carbon Disulphide, Sulphuric Acid on site*
- Locational Advantage – *Proximity to ports*
- State of art DCS for better Process Control (*Real time data monitoring*)
- Predict customer experience through Carding Machine for Product Quality
- Automation of critical processes (*Pulp Feeding, Jet cleaning, Salt Bagging*)
- In-house developed Solvent based exhaust gas treatment
- Focus on Water – *Reduce / Reuse / Recycle / RO*
- Young workforce – *Hot Bed for right talent*



Vilayat VSF – Production Process



Vilayat VSF – Sustainability Initiatives



Life Cycle Assessment Conducted through ThinkStep

Vilayat Fibre Certified for Oeko-Tex Standard 100



FSC Production started since 2017

The mark of responsible forestry

CY 2017 Higg 3.0 Assessment score >80%



Successful Liva Eco production at site

REACH certified for Fibre



Lowest water consumption per ton of Fibre



Vilayat VSF – Operational Excellence



Product by Process

Reliable and Robust Processes

- Real time Data monitoring
- High Automation
- Process Quality metrics (FPY, Uptime, OEE, Losses mapping)
- 6 Sigma, Improvement Projects
- Quality Testing & Laboratory

Work Culture

Effective Employee Engagement

- Team empowerment
- Tool Box Talks
- Safety awareness
- Kaizen Scheme
- Employee Satisfaction Surveys
- Performance Management

Functional Competency

Developing right skill/talent

- Technician Skill Mapping
- Training need identification & deployment
- Structured Induction and On job training
- FOCUS 50/Talent Pool development
- Multiskilling, Job rotation at all levels

Customer Centricity

Preferred Supplier To our customer

- Mission Happiness
- Hello Bosstomer
- Customer Technical Support
- Truck TAT improvement

Vilayat Expansion Project - Bird's eye view



Project Commissioning in FY 21

Expansion Project – Salient Features

- 2 lines of 300 TPD each, additional Ancillary Plants and CPP expansion
- First Time in Business : Continuous Pulper, Large Spinning machine, efficient Salt recovery systems.
- Capital, Energy and Environment Efficient Plant
- Best in Class Quality Competitiveness with improved technology and features
- World class technology for Waste Gas Treatment



Water reservoir work



Civil work in progress

Vilayat VSF - Corporate Social Responsibility



Knowledge Program



Scholarship to 'Girl Students' for higher education



Eye Camp



Swachh Bharat - Washrooms



Women started their own business & Independently earning their Livelihood.



Vilayat VSF – Way Forward



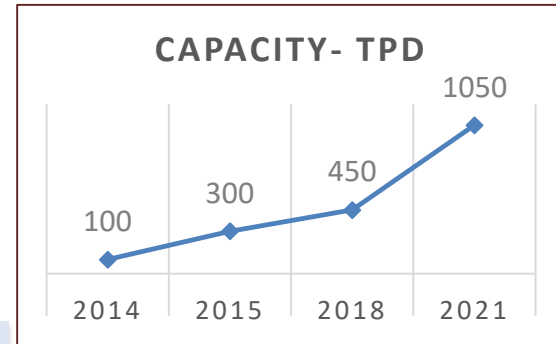
Safety mindset and building safe work culture

Quality, Quality , Quality !!

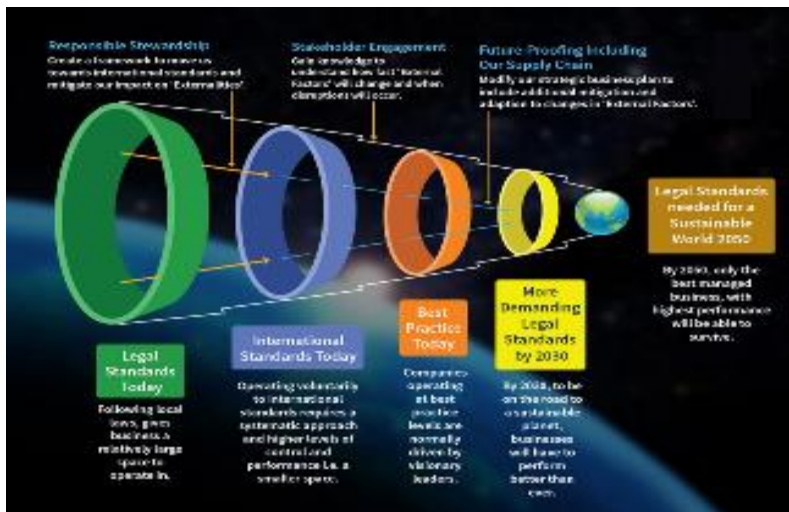
Increase Capacity – Debottlenecking & Expansion

Keep costs down – Global Benchmarking

Use BAT for achieving Group Sustainability Vision



Sustainability Model



Most Manpower effective ; satisfied employees

Preferred specialty fibre producer



Vilayat Chemicals Plant

We make chemicals from common salt

Raw material

Process

Products

Downstream



Common Salt



Power / Coal



Electrolysis
Process

(Power - 60% of
costs)

Caustic soda,
1 MT



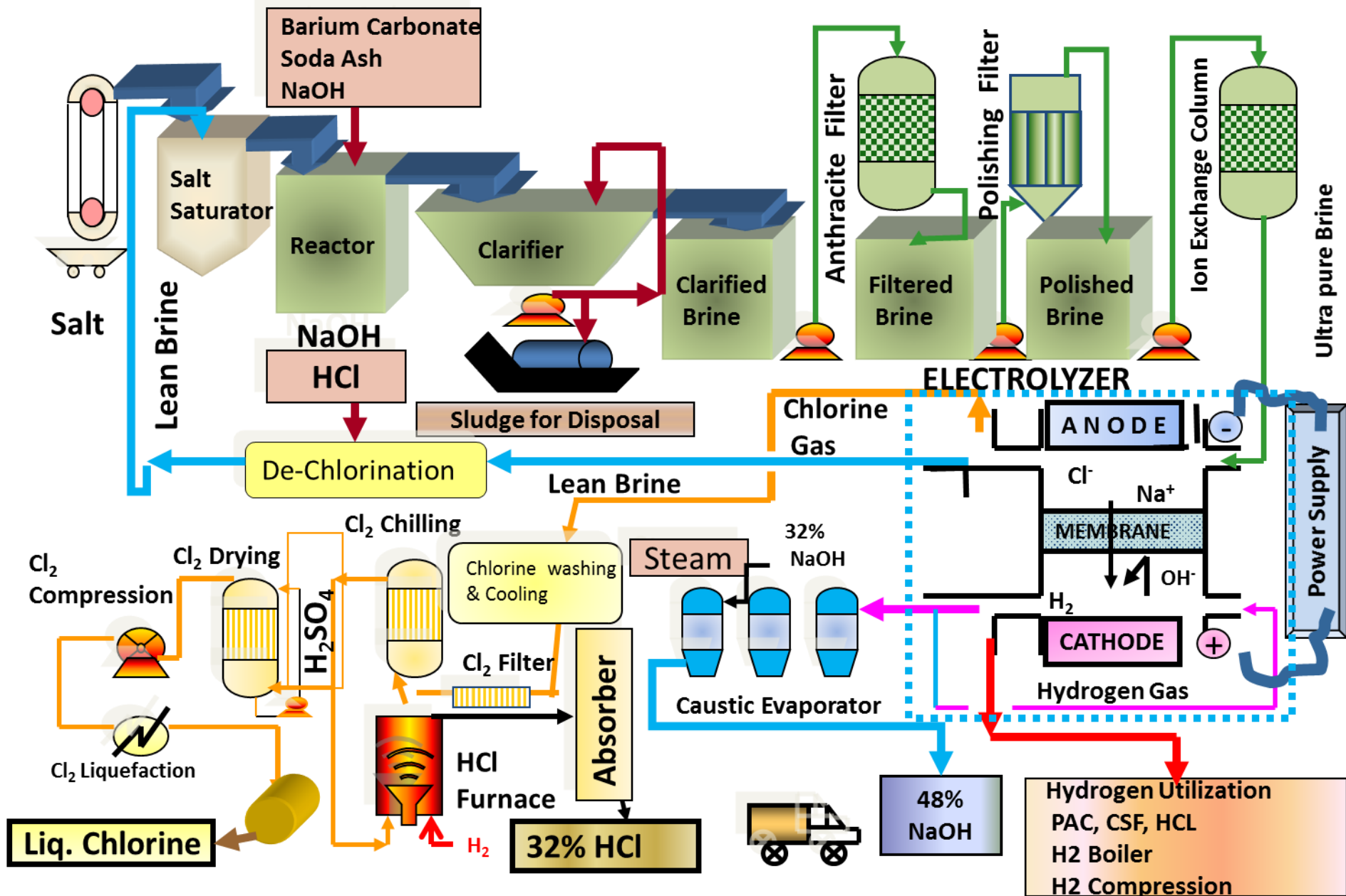
Chlorine,
0.9 MT

Chlorine products
(VAPs)



Hydrogen,
0.03 MT

Process Layout – Caustic Manufacturing



Growth in last Six Years

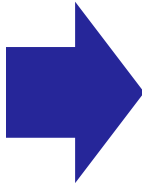
Chlor-Alkali Plant (March 19)



2013: Chairman Cutting Ribbon



Phosphoric Acid Plant (March 19)



Plant Photo

INSTRUMENT AIR COMPRESSOR



UTILITY AIR VESSEL



CHILLING UNIT



DM SYSTEM



Products Manufacturing

Caustic Allied Products

Caustic Soda Lye

Caustic Soda Flakes

Liquid Chlorine

Hydrochloric Acid (100%)

Hydrogen

Chlorine / HCL Value Added Products

Stable Bleaching Powder

Chlorinated Paraffin Wax

Aluminium chloride

Poly Aluminium chloride (L)

Poly Aluminium chloride (P)

Phosphoric Acid

Q&A