

Ref No.: GIL/CFD/SEC/22/121/SE

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

12th November 2021

The National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400051 Symbol: GRASIM

Dear Sirs.

Sub: Presentation on Unaudited Financial Results of the Company for the guarter and half year ended 30th September 2021

Please find enclosed a copy of the Presentation on the Unaudited Financial Results of the Company for the guarter and half year ended 30th September 2021, which will be presented also posted on our websites, www.grasim.com and to the investors and www.adityabirla.com.

Thanking you,

Yours sincerely,

For Grasim Industries Limited

Sairm human

Sailesh Daga **Company Secretary** FCS-4164

Encl. : as above

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

Citibank N.A. **Depositary Receipt Services** 388 Greenwich Street, 6th Floor New York, NY 10013

Citibank N.A. **Custodial Services** FIFC, 11th Floor, C-54 & 55, G Block Bandra Kurla Complex Bandra (East), Mumbai 400 098

Grasim Industries Limited

Aditya Birla Centre, 'A' wing, 2nd Floor, S.K. Ahire Marg, Worli, Mumbai 400 030, India T: +91 22 6652 5000 / 2499 5000 | F: +91 22 6652 5114 / 2499 5114 E: grasim.secretarial@adityabirla.com | W: www.grasim.com | CIN: L17124MP1947PLC000410

GRASIM INDUSTRIES LIMITED







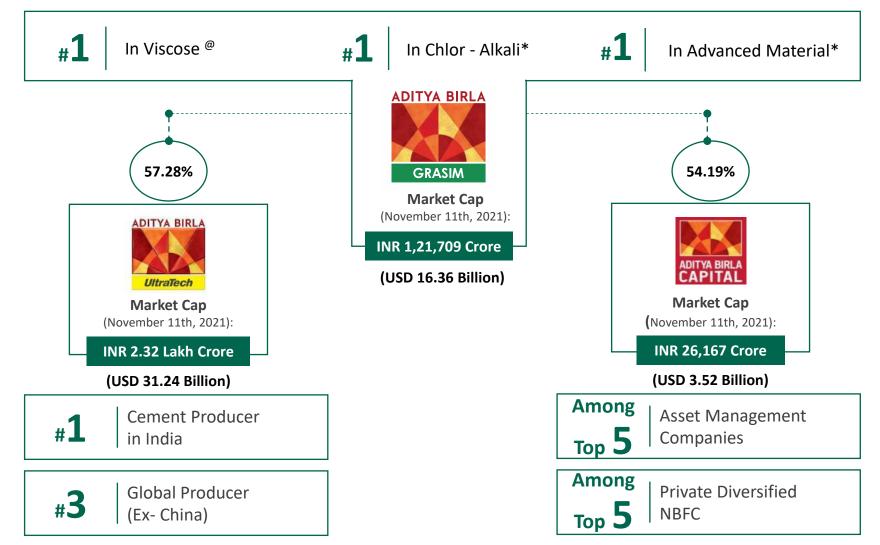
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Q2FY22 EARNINGS PRESENTATION 12th November 2021



BIG IN YOUR LIFE





@ Leadership In India in Viscose Staple Fiber, Modal, 3rd Generation Viscose and Viscose Filament Yarn

*India Leadership in Chlor-alkali (Caustic soda and Chlorine derivative namely Chloro Paraffin wax, Poly Aluminium Chloride and Phosphoric Acid) and Advanced Material (Epoxy Resins);



PERFORMANCE HIGHLIGHTS Q2FY22

Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



PERFORMANCE HIGHLIGHTS Q2FY22

- Consolidated revenue up 26% YoY to Rs. 22,564 Cr. and EBITDA up 19% YoY to Rs.4,282 Cr.
- Standalone revenue up 67% YoY to Rs.4,933 Cr. and EBITDA up 144% YoY to Rs.1,504 Cr.
- VSF strong performance with EBITDA of Rs.514 Cr. on the back of higher volumes, better product mix and improved realisation
- Vilayat VSF brownfield expansion 300TPD (out of 2x300TPD) commissioned in November-21 with benchmark quality achieved
- After multi-quarter low Caustic prices, domestic market witnessed month-on-month recovery (17% YoY) due to both end-market demand and supply constraints



Caustic Soda brownfield expansion of 170TPD at Rehla and CMS plant of 150TPD at Vilayat commissioned in October-21 and November-21 respectively

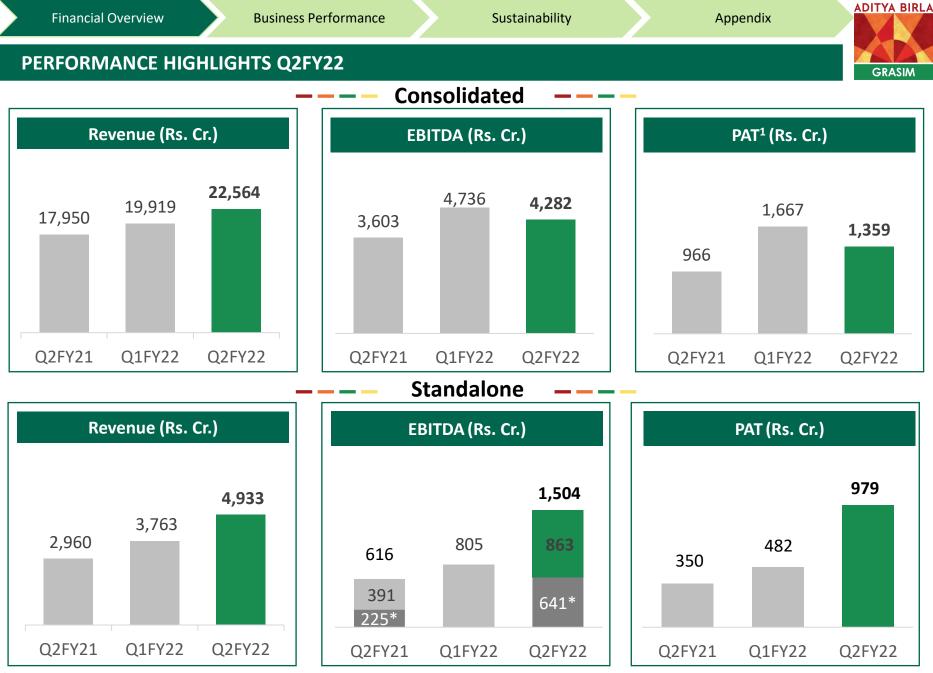


Raw material cost increase absorbed through realisation improvement; adequate coal inventory at plants to meet the production needs



VSF (Birla Cellulose) ranked #1 in Canopy Hot Button Report-2021 which ranks global VSF players

Grasim ranked 7th in the most sustainable companies in India ET Futurescape Sustainability Index Report-2021



¹ PAT (After Exceptional Item) – Owner's Share * Represents dividend income Grasim Industries Limited | Earnings Presentation | Q2 FY22 |

Financial Overview Business Performance Su	ustainability	Appendix ADITYA BIRLA	
CAPEX PLAN		GRASIM	
Particulars (Rs. Cr.)	Capex spent H1FY22	Balance Approved Capex for FY22	
Viscose Staple Fibre			
Capacity Expansion (591 KTPA>810 KTPA)	468	478	
Normal Modernisation and Maintenance Capex	109	326	
Chlor-Alkali			
Capacity Expansion	157	221	
Normal Modernisation and Maintenance Capex	111	231	
Other Businesses			
Ероху (123 КТРА> 246 КТРА)	(0, (1,		
VFY, Textiles and Insulator	60	443	
Total	905	1,699	

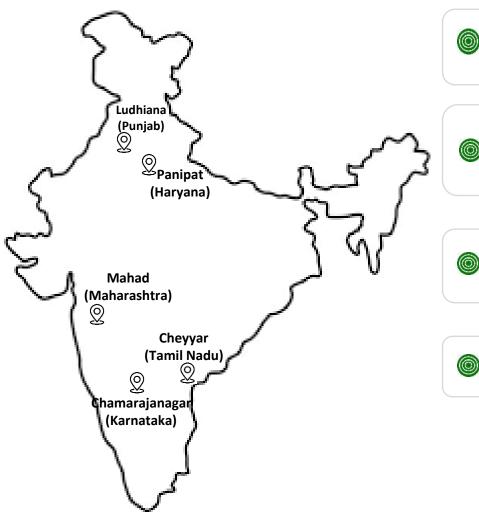
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Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



PAINTS BUSINESS

Manufacturing Plant locations



Overall capex spent of Rs.267Cr. (YTD FY22) primarily on acquisition of land parcels close to consumption hubs

Environmental clearance process is ongoing across various project sites and is in different stages of progress

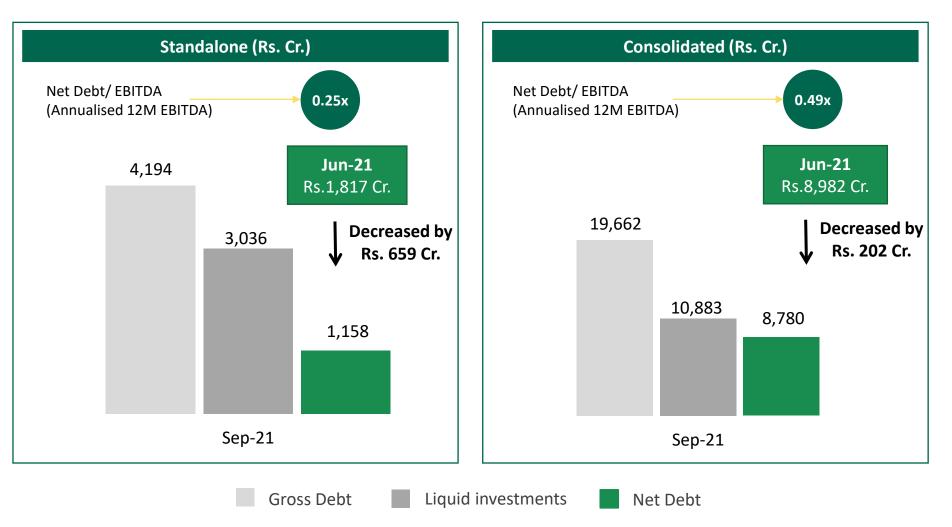
Basic Engineering and Detailed Engineering contract has been awarded for all project sites



Ordering of major equipment is under progress; Civil work to commence post environmental clearance

STRONG BALANCE SHEET







BUSINESS PERFORMANCE

Grasim Industries Limited | Earnings Presentation | Q2 FY22 |

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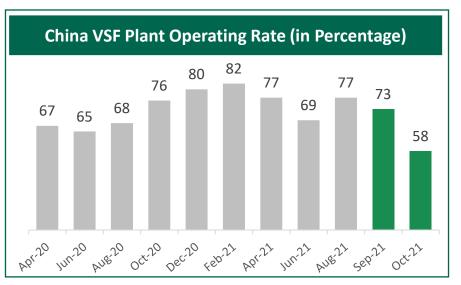


INDUSTRY PERFORMANCE - VISCOSE

Chinese VSF industry's performance was impacted by multiple headwinds like restriction in energy consumption leading to production cuts, and supply chain issues (container shortages)

The operating rates (OR) of fibre and yarn manufacturers corrected due to sharp production cuts. Chinese VSF industry OR dipped to 73% in Q2FY22 and further dipped to 58% in October-21

While China faced a demand slow-down during the quarter leading to an increase in inventory, it has since improved post the national holiday (First Week October)



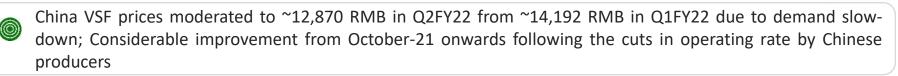
Source: Company estimates, Industry data, USDA, CCF Group and redbook

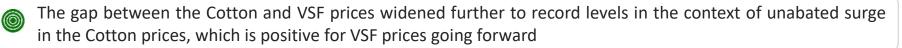


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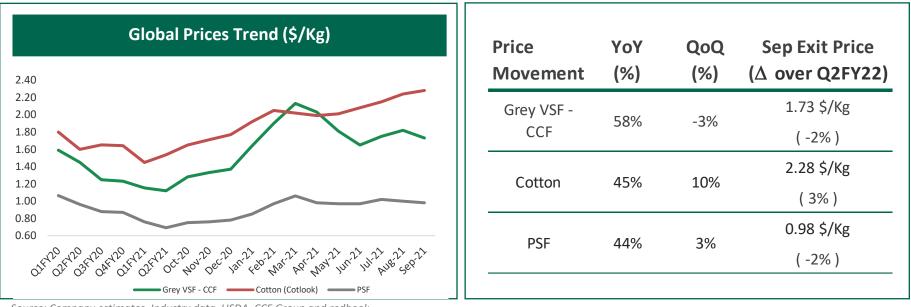
INDUSTRY PERFORMANCE - VISCOSE



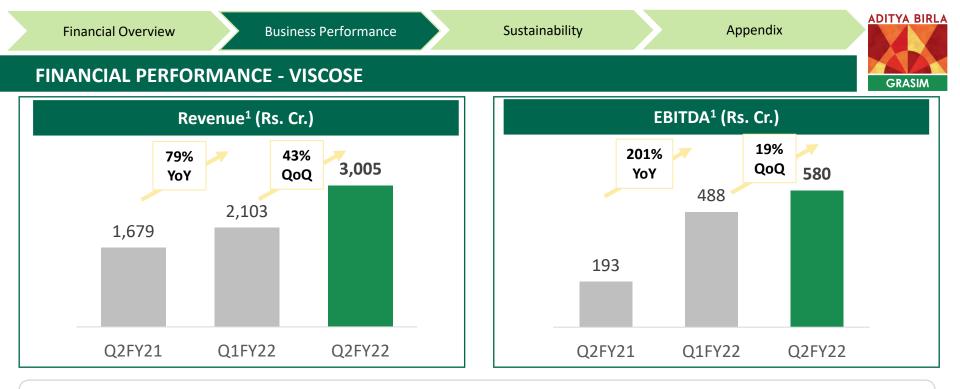


The demand for textile products in India witnessed significant bounce back during Q2FY22 with the onset of the festive season, phased reopening of schools and offices, and increased sourcing of textile from India by global brands as a part of the China+1 strategy

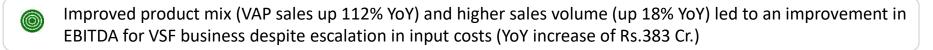
VSF prices after maintaining a range bound movement from April to September-21, started to trend up from Oct-21 driven by favorable demand-supply balance, higher input costs and strong prices of all fibres e.g. Cotton and Polyester

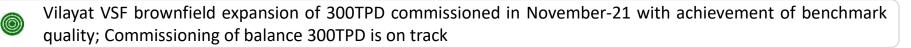


Source: Company estimates, Industry data, USDA, CCF Group and redbook



Viscose business reported strong operational and financial performance buoyed by strong demand





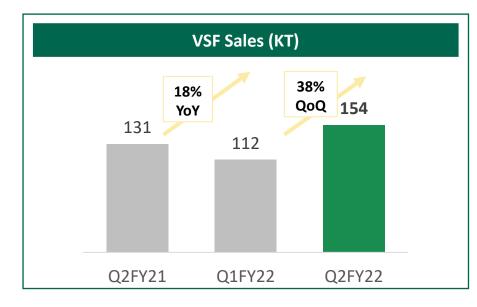


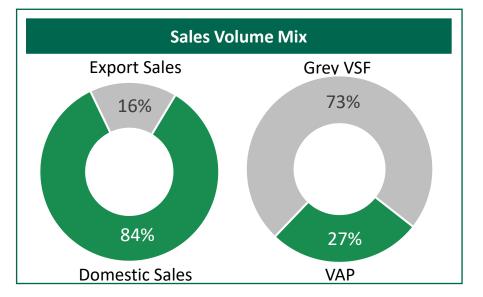
VFY production and sales volume improved QoQ and YoY basis on liquidation of inventory in the value chain driven by strong demand and lower imports

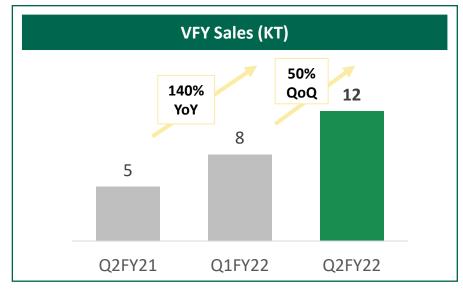
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FINANCIAL PERFORMANCE - VISCOSE







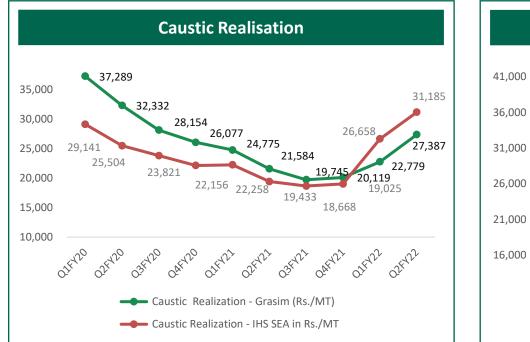
VAP share in overall portfolio increased to 27% in Q2FY22 from 15% in Q2FY21

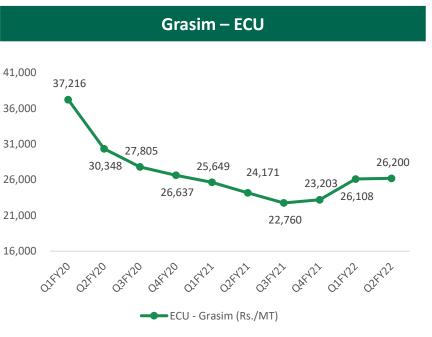
Share of domestic sales increased to 84% in Q2FY22 from 69% in Q1FY22, with the opening of the economy and revival in textile demand

Appendix



FINANCIAL PERFORMANCE - CHEMICALS





Caustic soda prices in India recovered from multi-quarter lows supported by recovery in demand, tightness in supply led by production losses and higher export sales driven by better export realisation

The domestic demand for caustic soda was driven by textile and pulp & paper sector

Chlorine realisation turned marginally negative for the quarter due to weak end-products demand

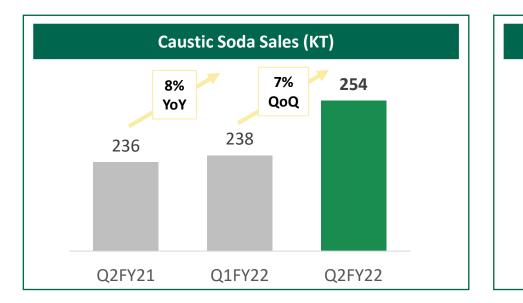
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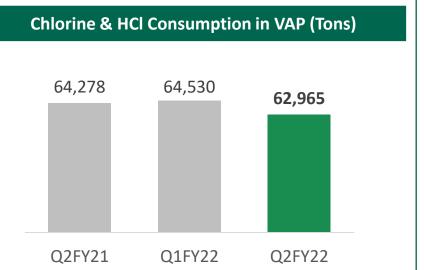
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CAUSTIC – KEY OPERATIONAL METRICS







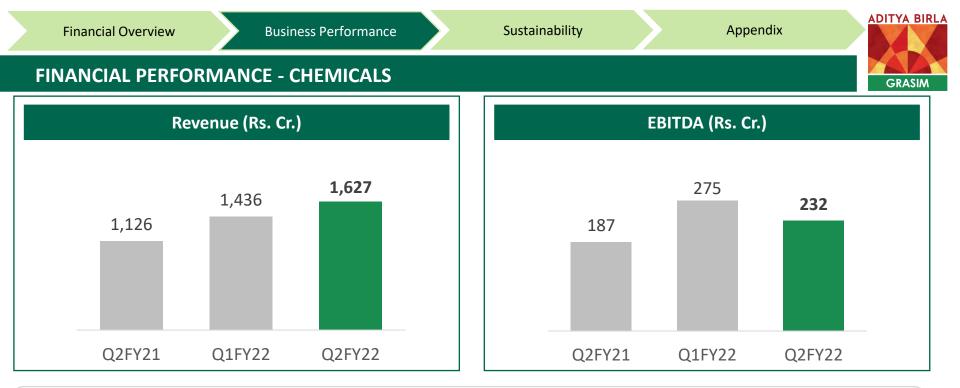
The capacity utilization of Caustic soda business improved in Q2FY22 to 86%

The Chlorine consumption in VAPs stood at 27% in Q2FY22 which is expected to increase with the commissioning of CMS facility at Vilayat

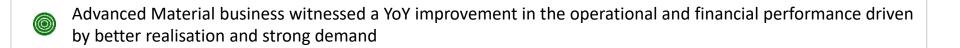


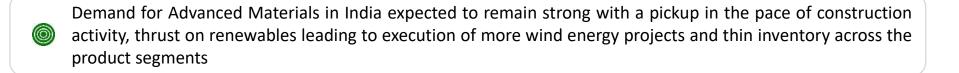
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EBITDA from Chlorine derivatives witnessed a marginal improvement sequentially in Q2FY22 but was significantly lower on YoY basis with lower demand and higher input cost



Chlor-Alkali business witnessed an improvement in operational performance and an increase in ECU realisation
on YoY basis. The rise in the power cost, other input cost for VAPs and fixed cost impacted the EBITDA for Q2FY22



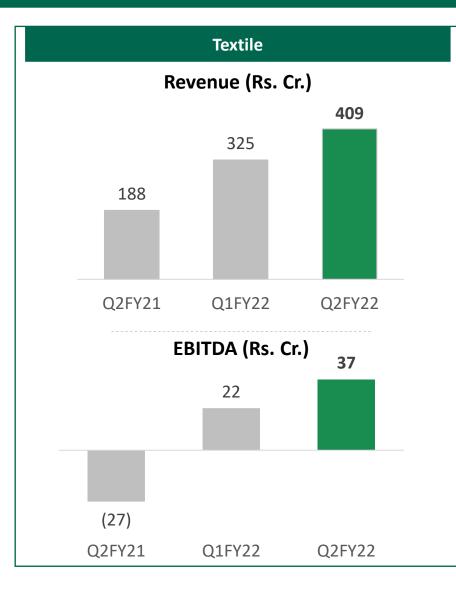


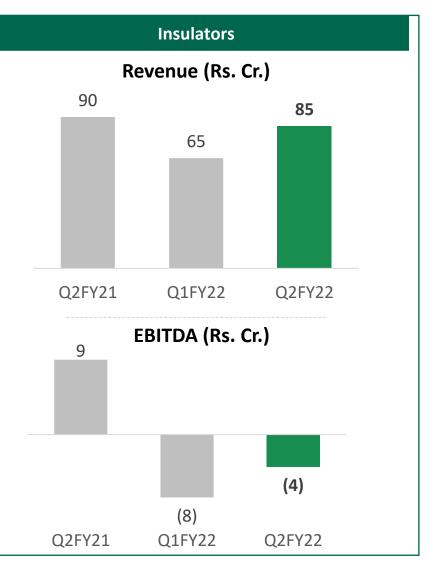
Sustainability

Appendix



FINANCIAL PERFORMANCE – OTHER BUSINESSES

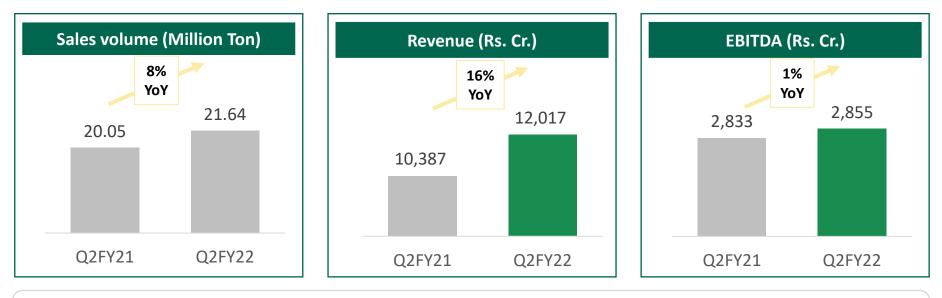




Appendix



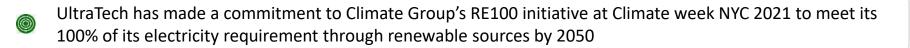
FINANCIAL PERFORMANCE – UltraTech



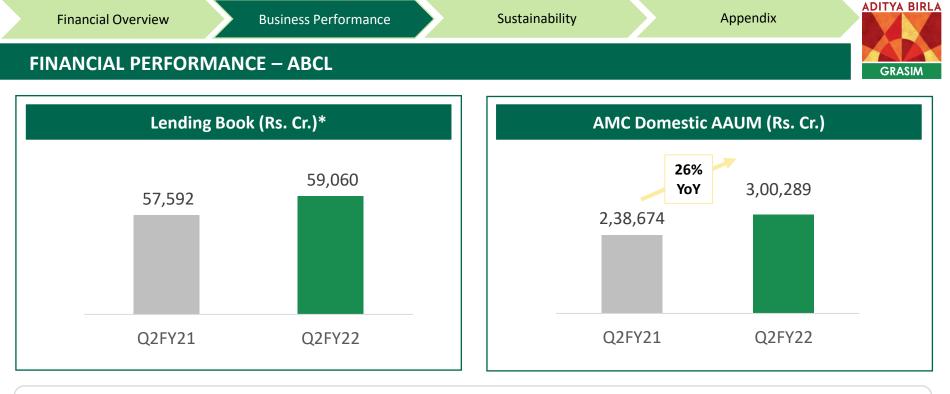
© Consolidated sales volume grew by 8% YoY to 21.64 MTPA in Q2FY22. Consolidated revenue up by 16% YoY to Rs.12,017 Cr. and EBITDA grew to Rs.2,855 Cr.

Energy cost was up 17% YoY; Logistics cost was up 6% YoY, Raw Material cost was up 3% YoY

Out of the 19.5 MTPA capacity expansion program, commissioned capacity of 0.6 MTPA each at Patliputra
(Bihar) and Dankuni (West Bengal) in Q2FY22, taking the total capacity to 112.5 MTPA



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Consolidated revenue and net profit after minority interest for Q2FY22 are up 22% YoY and 43% YoY to Rs.5,593 Cr. and Rs.377 Cr. respectively

The Net Interest Margin (incl. fee income) for NBFC business is up 91 bps YoY to 6.23% in Q2FY22; The Net Interest Income is up 21% YoY to Rs.765 Cr.

In Asset Management, the Domestic AAUM increased to Rs.3,00,289 Cr. (Q2FY22), up 26% YoY. The PBT/AAUM increased from 27.3 in Q2FY21 to 30.5 bps in Q2FY22

In Life Insurance, Individual First Year Premium (FYP)** grew 27% YoY to Rs.553 Cr., Total Premium grew 24% YoY to Rs.4,921 Cr. in Q2FY22

* Includes NBFC and Housing Finance; ** Individual FYP adjusted for 10% of single premium Grasim Industries Limited | Earnings Presentation | Q2 FY22 |

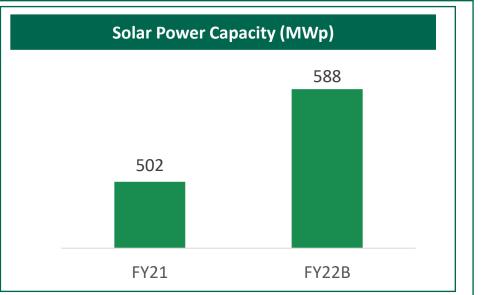
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FINANCIAL PERFORMANCE – Aditya Birla Renewables

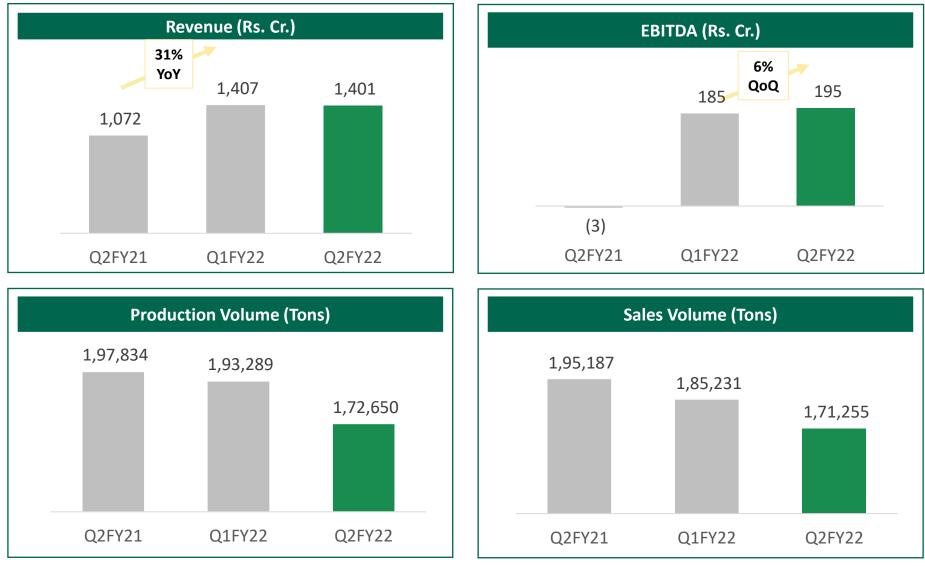
	(Solar Pow	<u> </u>		
		Rs. Cr.		
Q2FY21	Q1FY22	Q2FY22		
34	59	49		
25	49	42		
15	36	28		
Capital Employed 1,628 1,859 (Incl. CWIP)				
		Sep-21		
Total Cumulative installed capacity (MW)				
No. of Projects				
- Capacity with Group Companies (MW)				
- No. of Projects with Group Companies				
	34 25 15 1,628 alled capacity Companies (N	34 59 25 49 15 36 1,628 1,859 alled capacity (MW) Companies (MW)		



- Commissioned 2.99 MWp plant at two of its location in Q2FY22
- 335MWp of capacity to be commissioned in FY22 and FY23



FINANCIAL PERFORMANCE – PULP JV's





Sustainability Performance

Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



Sustainability Highlights

VSF (Birla Cellulose) ranked #1 in Canopy Hot Button Report-2021 which ranks global VSF players

Grasim ranked 7th in the most sustainable companies in India ET Futurescape Sustainability Index Report-2021

VSF business is proud to support the Microfibre 2030 Commitment; Micro plastics pollution is an unseen peril and needs to be dealt urgently

VSF business has joined Forest Stewardship Council[™] mission to protect the world's forests by signing the 'Fashion Forever Green Pact' and is committed to promote MMCFs from FSC[®]-certified sources

VSF plant at Nagda has bagged the title of the most "Promising Plants" in India. This win is a part of a collaborative project between The Economic Times and The Machinist Magazine to honor industrial plants that have achieved excellence with a focus on environmental and social issues

Birla Cellulose targets to scale up the production of Liva Reviva fibre to 1,00,000 tons by 2024



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Vilayat Advanced Materials and Chlor-Alkali unit crossed 12.1 Mn and 12 Mn LTI Free Million Man-hours respectively as on 30th September-21

Chemical business increased its renewable energy consumption by 62% QoQ in Q2FY22 (4.9% of total energy consumption)



APPENDIX

Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



STANDALONE INCOME STATEMENT

Doutionlose (Do. Cr.)	Quar	terly	Half Year		
Particulars (Rs. Cr.)	Q2FY22	Q2FY21	H1FY22	H1FY21	
Revenue from Operations	4,933	2,960	8,696	4,296	
Other Income	702	282	767	381	
EBITDA	1,504	616	2,309	490	
EBITDA Margin (%)	27%	19%	24%	10%	
Finance Cost	55	65	113	131	
Depreciation	207	206	409	409	
PBT	1,241	346	1,786	(50)	
Tax Expense	294	17	393	(124)	
Exceptional items	-	-	-	58	
(Net Profit)/Loss from discontinued operations	(32)	(22)	(68)	(50)	
PAT (After Exceptional Items)	979	350	1,461	67	

Note: Other Income Includes dividend received of Rs.641.13 Cr in Q2FY22 and Rs. 225.23 Cr. in Q2FY21. Note: Grasim's Fertiliser business has been classified as discontinued operation from the quarter ended 31st December 2020 with the transaction likely to be completed within one year from then. Accordingly, financial results for the quarter and half year ended 30th September, 2020 have been restated. Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



CONSOLIDATED INCOME STATEMENT

Doutionlose (Do. Cr.)	Quar	terly	Half Year		
Particulars (Rs. Cr.)	Q2FY22	Q2FY21	H1FY22	H1FY21	
Revenue from Operations	22,564	17,950	42,484	30,999	
Other Income	253	203	523	580	
EBITDA	4,282	3,603	9,019	6,148	
EBITDA Margin (%)	19%	20%	21%	19%	
Finance Cost	312	443	721	921	
Depreciation	1,017	1,007	2,007	1,983	
Share in Profit of JVs, Associates & Others	111	19	248	41	
РВТ	3,065	2,172	6,538	3,285	
Tax Expense	1,065	676	2,125	985	
Exceptional items	-	65	-	280	
(Net Profit)/Loss from discontinued operations	(32)	(165)	(68)	(193)	
PAT attributable to Minority Shareholders	673	630	1,454	1,012	
PAT (After Exceptional Items)	1,359	966	3,026	1,200	



BALANCE SHEET

Standalone	(Rs. Cr.)		Consolidate	d (Rs. Cr.)
30th Sep'21	31st Mar'21	EQUITY & LIABILITIES	30th Sep'21	31st Mar'21
46,505	42,948	Net Worth	70,625	65,494
-	-	Non Controlling Interest	38,257	37,068
-	-	Borrowings related to financial services	50,058	50,167
4,194	4,163	Other Borrowings	19,662	25,879
62	60	Lease Liability	1,642	1,669
1,981	1,734	Deferred Tax Liability (Net)	8,802	8,457
-	-	Policy Holders Liabilities	57,315	52,476
6,957	5,795	Other Liabilities & Provisions	27,865	26,285
59,698	54,700	SOURCES OF FUNDS	2,74,227	2,67,493
30th Sep'21	31st Mar'21	ASSETS	30th Sep'21	31st Mar'21
10,721	10,707	Net Fixed Assets	62,419	63,037
4,887	4,129	Capital WIP & Advances	10,571	8,039
300	257	Right of Use - Lease (including Leasehold Land)	1,957	1,972
3	3	Goodwill	20,042	20,014
		Investments:		
2,636	2,636	UltraTech Cement (Subsidiary)	-	_
17,847	17,847	AB Capital (Subsidiary)	-	-
-		AMC (JV)	5,606	-
765	765	Investment in other equity accounted investees	1,405	6,838
3,036	3,249	Liquid Investments	10,883	17,249
3,948	3,069	Vodafone Idea	3,948	3,069
8,130	6,074	Other Investments(Hindalco, ABFRL, AB Capital surplus ir	8,423	5,757
-	-	Investment of Insurance Business	29,649	27,135
-	-	Assets held to cover linked liabilities	30,240	27,969
-	-	Loans and advances of financing activities	59,748	59,947
7,426	5,965	Other Assets, Loans & Advances	29,335	26,468
59,698	54,700	APPLICATION OF FUNDS	2,74,227	2,67,493
1,158		Net Debt / (Surplus)	8,780	8,630



VISCOSE BUSINESS SUMMARY

Particulars		Quarterly		Half Year		
		Q2FY21	% Change	H1FY22	H1FY21	% Change
КТРА	591	566	4	591	566	4
КТРА	48	46	4	48	46	4
КТ	146	128	14	279	165	69
КТ	11	5	120	21	6	250
KT	154	131	18	266	174	53
КТ	12	5	140	20	7	186
Rs. Cr.	3,005	1,679	79	5,108	2,236	128
Rs. Cr.	580	193	201	1,068	80	1,242
%	19%	11%		21%	4%	
Rs. Cr.	472	83	467	855	-138	-
Rs. Cr.	8,811	8,377	5	8,811	8,377	5
%	32%	5%		29%	-4%	
	КТРА КТ КТ КТ КТ Rs. Cr. Rs. Cr. % Rs. Cr. % Rs. Cr. Rs. Cr.	Q2FY22 KTPA 591 KTPA 48 KTPA 48 KT 146 KT 111 KT 1154 KT 154 KT 121 KT 580 % 19% Rs. Cr. 472 Rs. Cr. 8,811	Q2FY22 Q2FY21 KTPA 591 566 KTPA 48 46 KTPA 48 46 KTPA 146 128 KT 146 128 KT 111 55 KT 154 131 KT 154 1467 Ms. Cr. 3,005 1,679 % 19% 11% % 19% 11% Rs. Cr. 8,811 8,377	Q2FY22 Q2FY21 % Change KTPA 591 566 4 KTPA 48 46 4 KTPA 48 46 4 KTPA 146 128 14 KT 111 5 120 KT 154 131 18 KT 1580 193 201 % 19% 11% 11% % 19% 11% 11% Rs. Cr. 8,811 8,377 5	Q2FY22 Q2FY21 % Change KTPA 591 566 4 591 KTPA 591 566 4 591 KTPA 591 566 4 48 KTPA 48 46 4 48 KT 146 128 14 279 KT 111 5 120 21 KT 154 131 18 266 KT 120 5 140 20 Rs. Cr. 3,005 1,679 79 5,108 % 19% 11% 21% 21% % 19% 11% 21% 38,311 % 19% 11% 5 8,811	Q2FY22 Q2FY21 % Change H1FY22 H1FY21 KTPA 591 566 4 591 566 KTPA 591 566 4 591 566 KTPA 48 46 4 48 46 KT 146 128 14 279 165 KT 111 5 120 21 6 KT 154 131 18 266 174 KT 120 5 140 20 7 Rs. Cr. 3,005 1,679 79 5,108 2,236 % 19% 11% 21% 4% % 19% 11% 21% 4% % 19% 11% 5<



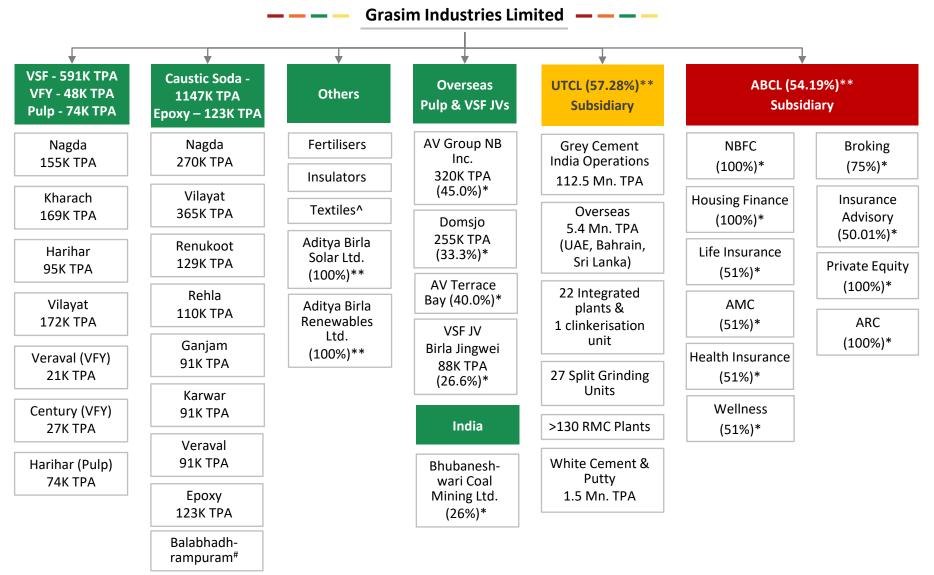
CHEMICAL BUSINESS SUMMARY

Particulars		Quarterly			Half Year		
		Q2FY22	Q2FY21	⁻ % Change ⁻	H1FY22	H1FY21	% Change
Capacity*	КТРА	1,147	1,147	-	1,147	1,147	-
Production*	КТ	249	232	7	491	370	33
Sales Volume*	КТ	254	236	8	493	375	31
Revenue	Rs. Cr.	1,627	1,126	44	3,063	1,827	68
EBITDA	Rs. Cr.	232	187	24	507	228	122
EBITDA Margin	%	14%	17%		17%	12%	
EBIT	Rs. Cr.	160	117	37	363	88	310
Capital Employed (Incl. CWIP)	Rs. Cr.	5,517	5,039	9	5,517	5,039	9
ROAvCE (Excl. CWIP)	%	15%	11%		17%	4%	

* Volume data is for Caustic Soda only. Revenue and EBITDA are for all products in the chemical segment



GRASIM GROUP STRUCTURE



Note: Caustic Soda Capacity has increased to 1209 KTPA and VSF capacity has increased to 700.5 KTPA from October'21 and November'21 respectively.

Under construction Chlor-Alkali plant with capacity of 146 KTPA ** Subsidiary companies * Equity ownership

Grasim Industries Limited | Earnings Presentation | Q2 FY22 |



Certain statements in this report may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations. The company assume no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Country and Year of Incorporation: India, 1947

Listing: India (BSE/NSE) , GDR (Luxembourg)

Bloomberg Ticker: GRASIM IB EQUITY , GRASIM IS EQUITY, GRAS LX (GDR)

Business Description: Viscose, Chemicals, Cement and Financial Services

Market Cap (11th November 2021) : Rs. 1,21,709 Crore



NOTES

GRASIM



GLOSSARY

Abbreviation	Particulars	
AAUM	Average Asset Under Management	
ECU	Electro Chemical Unit	
Ероху	Name of Chemical	
FY	Financial Year	
КТРА	Thousand Ton per annum	
МТРА	Million Ton per annum	
NBFC	Non Banking Financial Company	
РМТ	Per Metric Ton	
ROAvCE	Return on Average Capital Employed	
TPD	Ton per day	
VAP	Value Added Product	
VFY	Viscose Filament Yarn	
VSF	Viscose Staple Fibre	



Thank you

Grasim Industries Ltd.

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