



Ref No. GIL/CFD/SEC/19/069/SE

14<sup>th</sup> November 2018

**BSE Limited**  
**Department of Corporate Services**  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building, P J Towers, Dalal Street,  
Fort, Mumbai - 400 001

**The Secretary**  
**National Stock Exchange of India Ltd.**  
Exchange Plaza  
Bandra-Kurla Complex, Bandra ( East)  
Mumbai - 400 051

Dear Sirs,

**Sub: Presentation on Unaudited Results of Grasim for the quarter/ half year ended 30<sup>th</sup> September 2018**

This is further to our communication of date on the aforesaid subject.

We are attaching herewith a copy of the Presentation on the Unaudited Results of Grasim for the quarter/ half year ended 30<sup>th</sup> September 2018, which will be presented to the investors and also posted on our websites, [www.grasim.com](http://www.grasim.com) and [www.adityabirla.com](http://www.adityabirla.com).

Thank you.

Yours faithfully,



**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, 14<sup>th</sup> Floor  
New York, NY 10013

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



Grasim Industries Limited

# India's New Growth Story

*Ranked #59<sup>th</sup> Best Employer Globally  
By "Forbes" U.S.A*

Q2 FY19 Performance Review  
14<sup>th</sup> November, 2018

**#1**  
Producer in India

**Viscose Staple Fibre**

**Caustic Soda**

**Specialty Chemicals\*** (Epoxy resins, SBP, CP and others)

**Pulp &  
Fibre^ JVs**

**#4** Global DG pulp  
producer

*^ VSF operations  
in China through JV*

**UltraTech  
Cement**

**#1** Cement Producer  
in India

**#3** Global Producer#  
Ex- China

**Aditya Birla  
Capital**

Amongst  
**Top 3** Asset  
Management  
companies

Amongst  
**Top 5** Private  
Diversified  
NBFC

**Note: Consequent to the merger of Vodafone India with Idea Cellular, the merged entity Vodafone Idea Ltd. has ceased to be an 'Associate' of the company**

*\*Global leadership in Chlorine derivatives namely Stable Bleaching Powder (SBP) and Aluminum Chloride and India leadership in Chloro Paraffin wax (CP), PolyAluminium Chloride & Phosphoric Acid*

*# Post 4 Mn.TPA expansion & proposed demerger of the cement business (14.6 Mn. TPA) of Century Textiles and Industries Limited into UltraTech*

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### Glossary

ABCL: Aditya Birla Capital Ltd., ABNL: Aditya Birla Nuvo Ltd., FCF: Free Cash Flow, NBFC: Non Banking Finance Company, VSF: Viscose Staple Fiber, VFY: Viscose Filament Yarn, MT : Metric Ton, K: One Thousand, TPA : Tons Per Annum, YoY: Year on Year Comparison, CY : Current Year, LY : Last Year, YTD : Year to Date, EBITDA : Earnings Before Interest, Tax ,Depreciation and Amortization, ADMT: Air Dried Metric Ton, ECU : Electro Chemical Unit, ROAvCE : Return on Avg. Capital Employed (Excluding Capital Work In Progress), EBITDA Margin =  $\text{EBITDA} / (\text{Revenue} + \text{Other Income}) * 100$ ; Revenue is net of excise duty unless stated otherwise, Financials from FY16 onwards are as per IndAS.

# Performance Highlights – Q2FY19



## Net Revenue (Rs. Cr.)

₹ 5,118Cr.

Up by 26% YoY



₹ 16,795 Cr.

Up by 24% YoY



## EBITDA (Rs. Cr.)

₹ 1,352Cr.

Up by 28% YoY



₹ 2,854 Cr.

Up by 1% YoY



## PBT (Rs. Cr.)

₹ 1,113 Cr.

Up by 32% YoY



₹ 1,636 Cr.

Up by 3% YoY

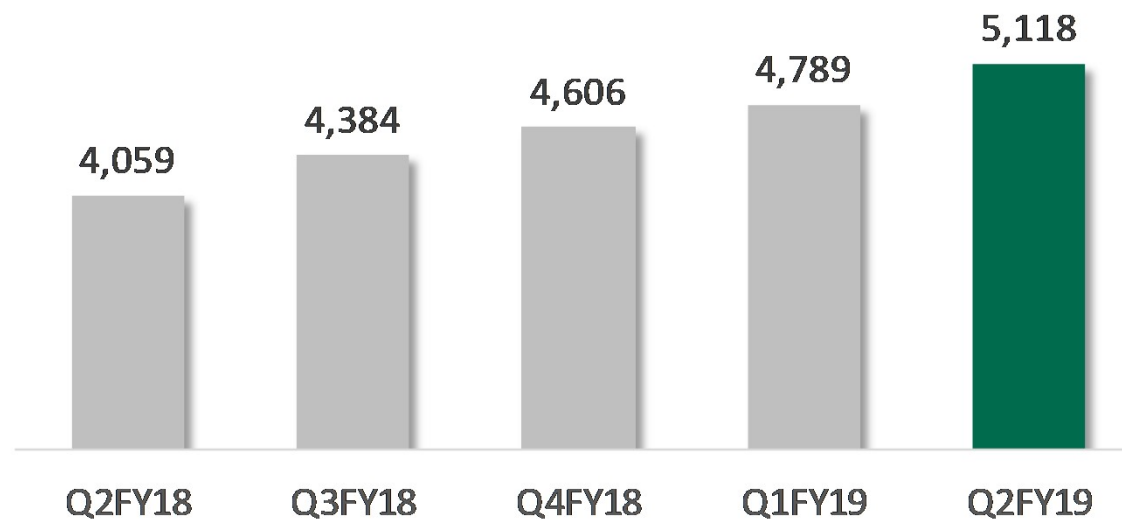


Standalone

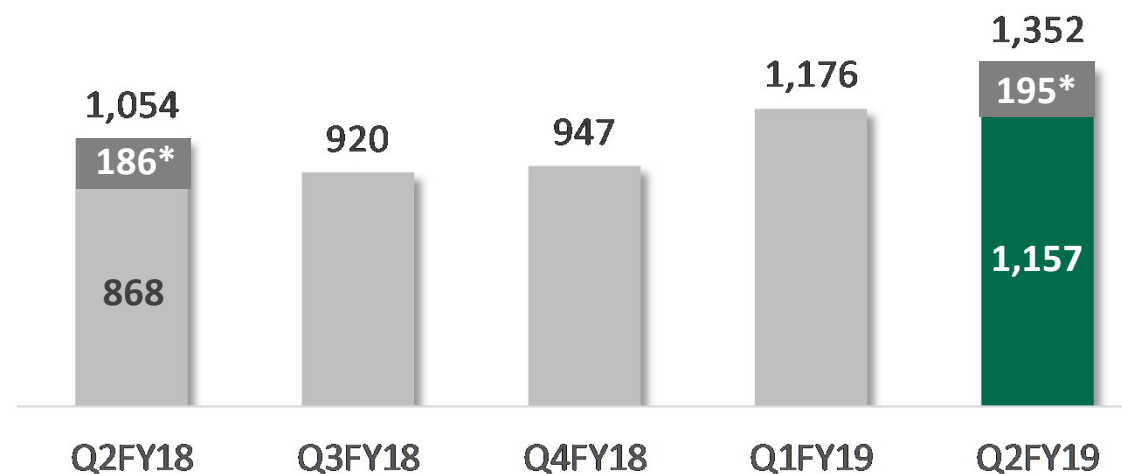
Consolidated

- ▶ Reported best ever Standalone Revenue and EBITDA, recording growth of 26% and 28% respectively
- ▶ Generated Cash Profit of Rs. 1,041 Cr. at standalone level recording a growth of 29%YoY
- ▶ Standalone EBITDA margin for Q2FY19 up by 66bps on YoY basis and 110bps sequentially to 25%
- ▶ VSF and Chemicals business reported best ever quarterly production and sales
- ▶ VSF expansion progressing well
- ▶ Phosphoric Acid plant commissioned at Vilayat (Gujarat)

## Standalone Net Revenue (Rs. Cr)



## Standalone EBITDA (Rs. Cr)



\* Dividend Income

Performance  
Highlights

**Financial  
Performance**

Business  
Performance

# Income Statement Q2 FY19



Particulars (Rs. Cr.)	Standalone		% Change	Consolidated		% Change
	Q2FY19	Q2FY18		Q2FY19	Q2FY18	
<b>Net Revenue from Operations</b>	<b>5,118</b>	<b>4,059</b>	<b>26</b>	<b>16,795</b>	<b>13,570</b>	<b>24</b>
Other Income	282	263	7	301	290	4
<b>EBITDA</b>	<b>1,352</b>	<b>1,054</b>	<b>28</b>	<b>2,854</b>	<b>2,817</b>	<b>1</b>
<i>EBITDA Margin (%)</i>	<i>25%</i>	<i>24%</i>		<i>17%</i>	<i>20%</i>	
Finance Cost	52	43		413	430	
Depreciation	187	166		806	795	
<b>PBT</b>	<b>1,113</b>	<b>845</b>	<b>32</b>	<b>1,636</b>	<b>1,592</b>	<b>3</b>
Tax Expense	296	216		582	446	
Exceptional items^ (Net of Tax)	(2,003)	(54)		(2,072)	(88)	
Share in Profit of JVs, Associates & Others*	-	-		(281)	(260)	
PAT attributable to Minority Shareholders	-	-		146	274	
PAT (After exceptional items)	(1,187)	575		(1,446)	525	
<b>PAT (Before exceptional items)</b>	<b>817</b>	<b>628</b>	<b>30</b>	<b>626</b>	<b>613</b>	<b>2</b>

^ Post merger of Vodafone and Idea (w.e.f 31<sup>st</sup> August 2018) forming Vodafone Idea Limited, the shareholding of Grasim has reduced to 11.55%. Hence, Vodafone Idea Limited ceased to be an Associate and the investment has been valued at Fair Value. The difference between Book Value and Fair value has been charged to Profit and Loss Account in accordance with Ind AS.

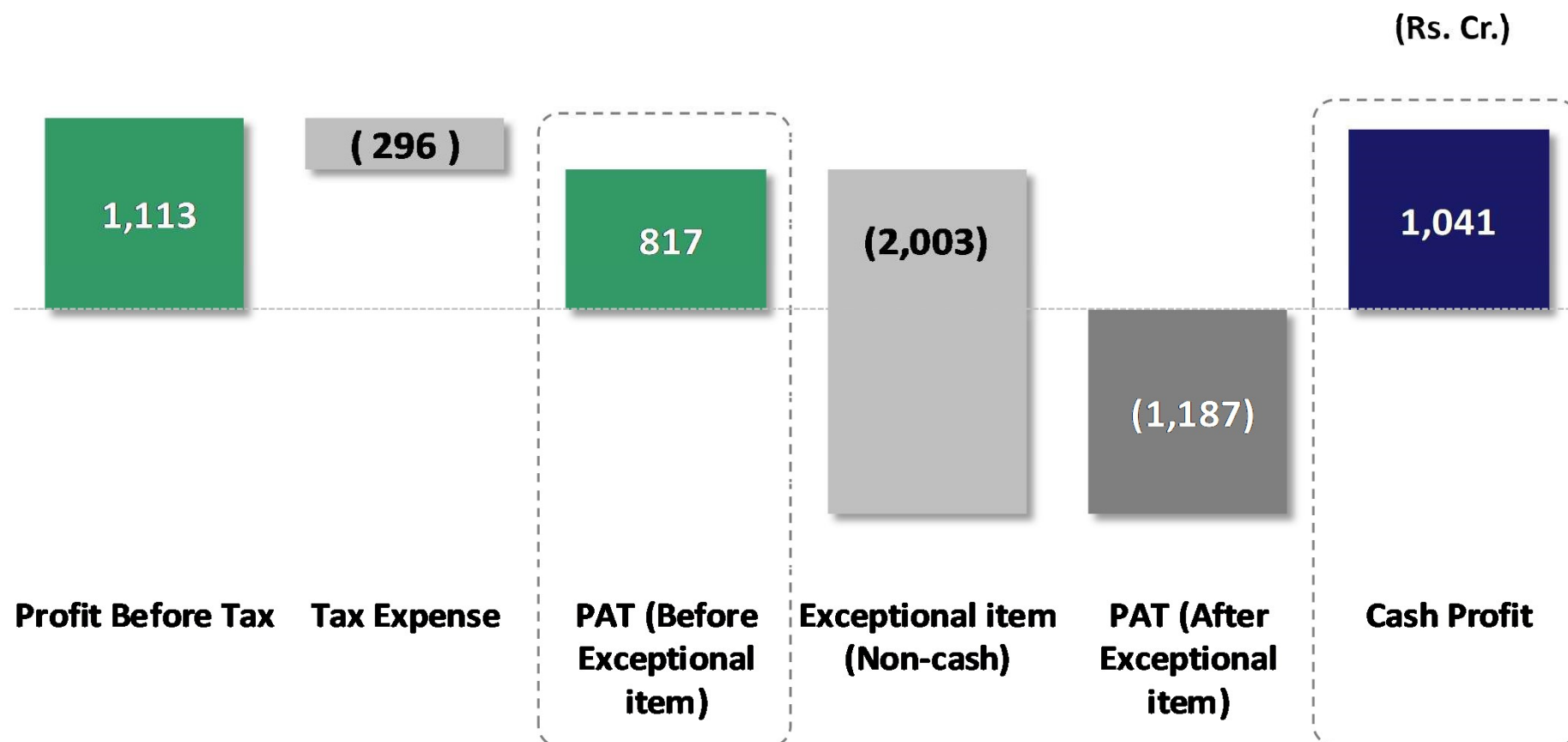
\* Share in PAT of erstwhile Idea Cellular Limited has been consolidated upto 30<sup>th</sup> August 2018 ie. the date of merger of Vodafone India with Idea.



# Standalone PAT Bridge Q2FY19



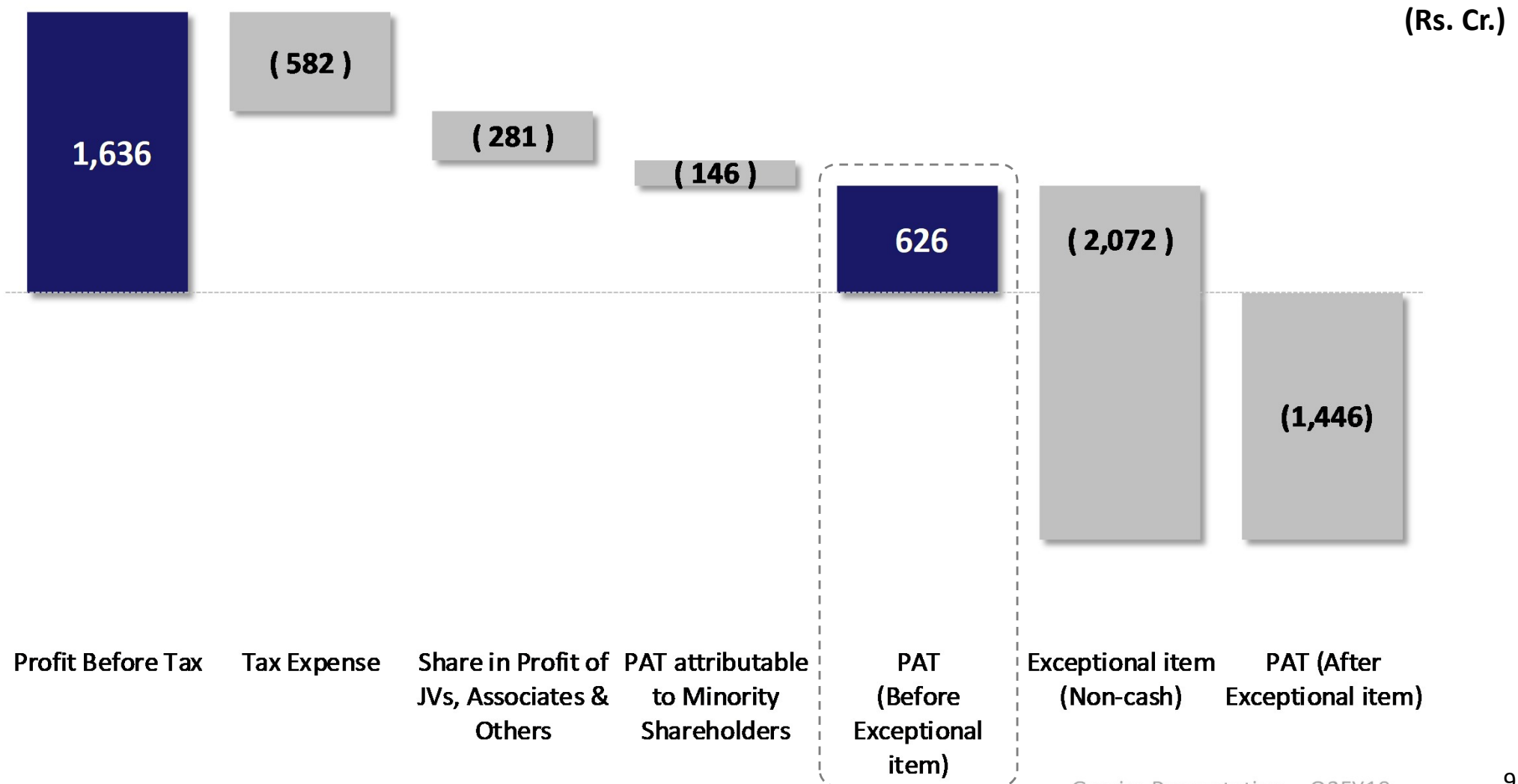
- Post merger of Vodafone India Ltd with Idea Cellular Ltd., the merged entity Vodafone Idea Ltd. ceased to be an 'Associate' of the company w.e.f. 31<sup>st</sup> August 2018. Hence share in PAT of Vodafone idea Ltd has not been consolidated w.e.f. 31<sup>st</sup> August 2018.
- Exceptional item of Rs. 2,003 Cr. represents the difference between Book Value and Fair value of Vodafone Idea Ltd as on 30<sup>th</sup> August 2018 charged to Profit and Loss Statement consequent to Vodafone Idea Ltd. ceasing to be an 'Associate'.



# Consolidated PAT Bridge Q2FY19



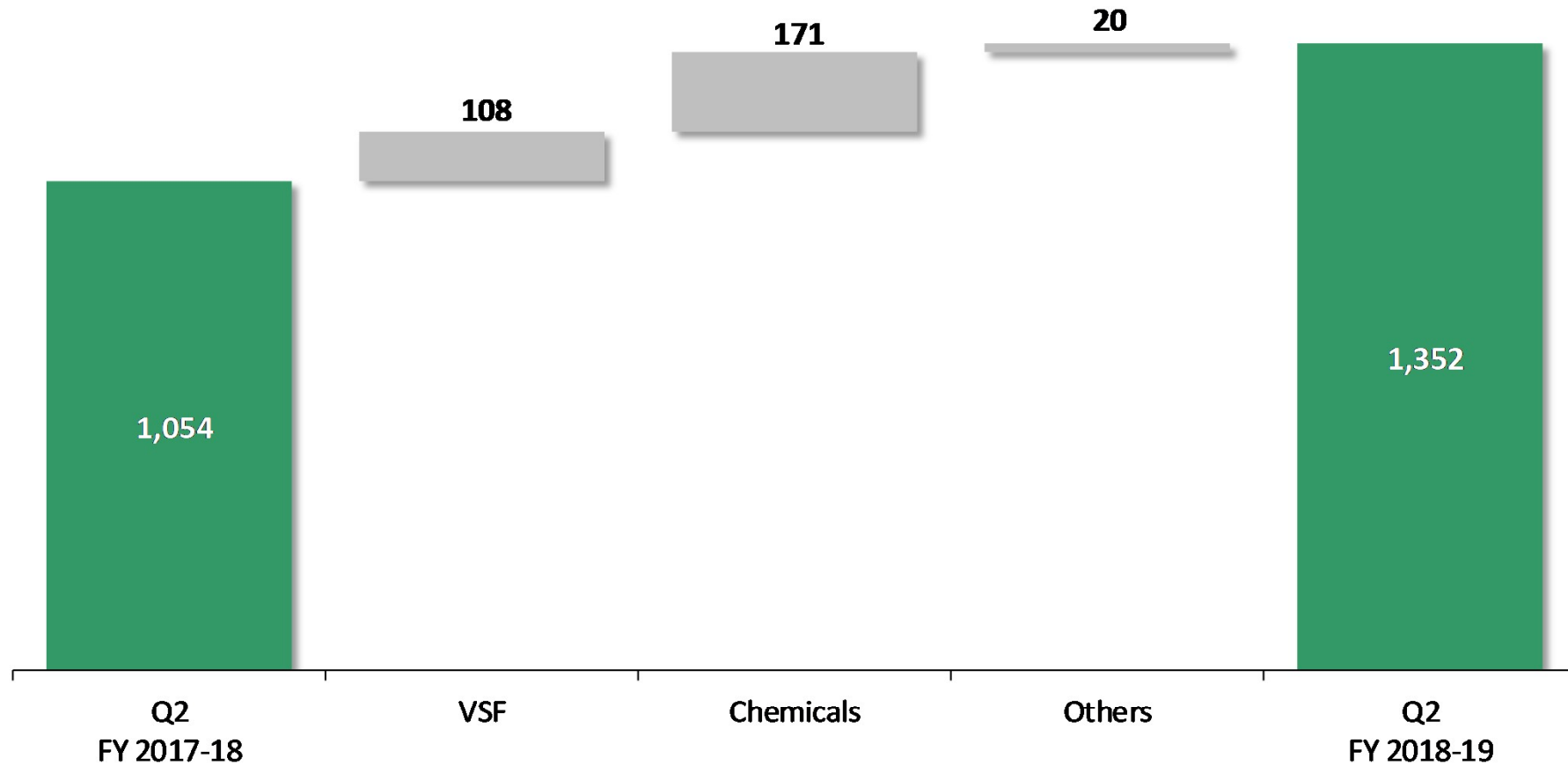
- Post merger of Vodafone India Ltd with Idea Cellular Ltd., the merged entity Vodafone Idea Ltd. ceased to be an 'Associate' of the company w.e.f. 31<sup>st</sup> August 2018. Hence share in PAT of Vodafone idea Ltd has not been consolidated w.e.f. 31<sup>st</sup> August 2018.
- Exceptional item of Rs. 2,003 Cr. represents the difference between Book Value and Fair value of Vodafone Idea Ltd as on 30<sup>th</sup> August 2018 charged to Profit and Loss Statement consequent to Vodafone Idea Ltd. ceasing to be an 'Associate'.



# Standalone EBITDA Bridge Q2FY19 - YoY



(Rs. Cr.)



# Income Statement H1 FY19



Particulars (Rs. Cr.)	Standalone		% Change	Consolidated		% Change
	H1FY19	H1FY18		H1FY19	H1FY18	
<b>Net Revenue from Operations</b>	<b>9,908</b>	<b>6,799</b>	<b>46</b>	<b>33,416</b>	<b>23,253</b>	<b>44</b>
Other Income	404	329	23	644	594	8
<b>EBITDA</b>	<b>2,528</b>	<b>1,675</b>	<b>51</b>	<b>6,066</b>	<b>5,236</b>	<b>16</b>
<i>EBITDA Margin (%)</i>	25%	23%		18%	22%	
Finance Cost	111	50		819	579	
Depreciation	370	277		1,573	1,238	
<b>PBT</b>	<b>2,047</b>	<b>1,348</b>	<b>52</b>	<b>3,674</b>	<b>3,419</b>	<b>7</b>
Tax Expense	588	373		1,263	992	
Exceptional items^ (Net of Tax)	(2,003)	(54)		(2,072)	(119)	
Share in Profit of JVs, Associates & Others*	-	-		(240)	(261)	
PAT attributable to Minority Shareholders	-	-		430	632	
PAT (After exceptional items)	(544)	922		(330)	1,415	
<b>PAT (Before exceptional items)</b>	<b>1,459</b>	<b>976</b>	<b>50</b>	<b>1,742</b>	<b>1,534</b>	<b>14</b>

^ Post merger of Vodafone India and Idea (wef 31 August 2018) forming Vodafone Idea Limited, the shareholding of Grasim has reduced below 20%. Hence, Vodafone Idea Limited ceases to be an Associate and the investment has been valued at Fair Value. The difference between Book Value and Fair value has been charged to Profit and Loss Account in accordance with Ind AS

\* Share in PAT of erstwhile Idea Cellular Limited has been consolidated upto 30<sup>th</sup> August 2018 ie. the date of merger of Vodafone India with Idea.

**Note:** The Financial Results of H1FY19 include the financial results of erstwhile ABNL businesses, not present in Q1FY18 as ABNL merged with the Company w.e.f. 1st July, 2017. Hence the same are not strictly comparable with H1FY18.

# Strong Balance Sheet and Financial Ratios



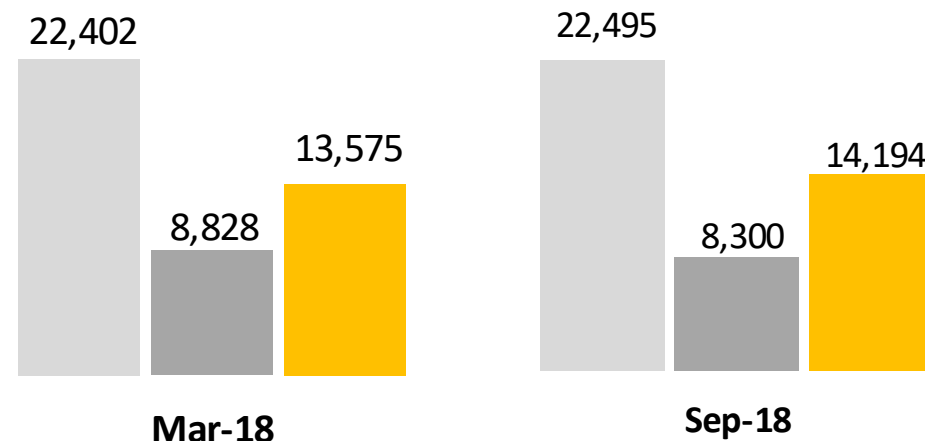
## Consolidated Financial Ratios

	31 <sup>st</sup> Mar 2018	30 <sup>th</sup> Sept 2018
Net Worth (Rs. in Cr.)	57,362	55,939*
Debt: Equity	0.27	0.27
Net Debt: Equity	0.16	0.17
Net Debt/ EBITDA	1.25	1.21

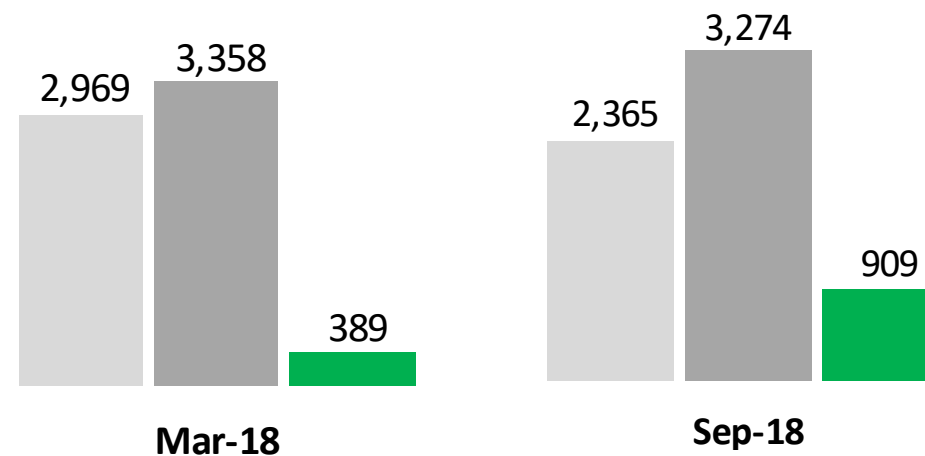
\* Reduction in Net Worth from 31<sup>st</sup> March 2018 is on account of reduction in Fair Value of company's holding in Vodafone Idea Limited

Debt   Liquid investments   Surplus   Net Debt

## Consolidated Debt / Surplus (Rs. Cr.)

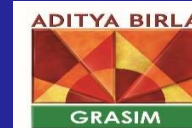


## Standalone Debt / Surplus (Rs. Cr.)



**Robust FCF generation of ~ Rs. 600 Cr. at Standalone level post Capex of Over Rs. 450 Cr.**

# Capex Plan



Particulars (Rs. Cr.)	Capex (Net of CWIP as on 1/4/2018)	Cash Outflow		Capex spent
		FY19	FY20 Onwards	YTD Sep'18
<b>VSF:</b> Brownfield Expansion (including debottlenecking)	4,257			
Normal Capex (Water supply augmentation & usage reduction, R&D, Environment and Others)	780			
<b>Chemical:</b> Brownfield Expansion (including debottlenecking)	1,313			
Normal Capex	715			
<b>Other Manufacturing Business</b>	476			
<b>STANDALONE CAPEX (A)</b>	<b>7,541</b>	<b>3,072</b>	<b>4,469</b>	<b>758</b>
<b>Cement:</b> Capacity Expansion	4,283			
Modernization, Plant Infrastructure, Environment, Upgradation, logistic infra etc.	1,617			
<b>CEMENT CAPEX(B)</b>	<b>5,900</b>	<b>2,537</b>	<b>3,363</b>	<b>701</b>
<b>TOTAL CAPEX (A) + (B)</b>	<b>13,441</b>	<b>5,609</b>	<b>7,832</b>	<b>1,459</b>

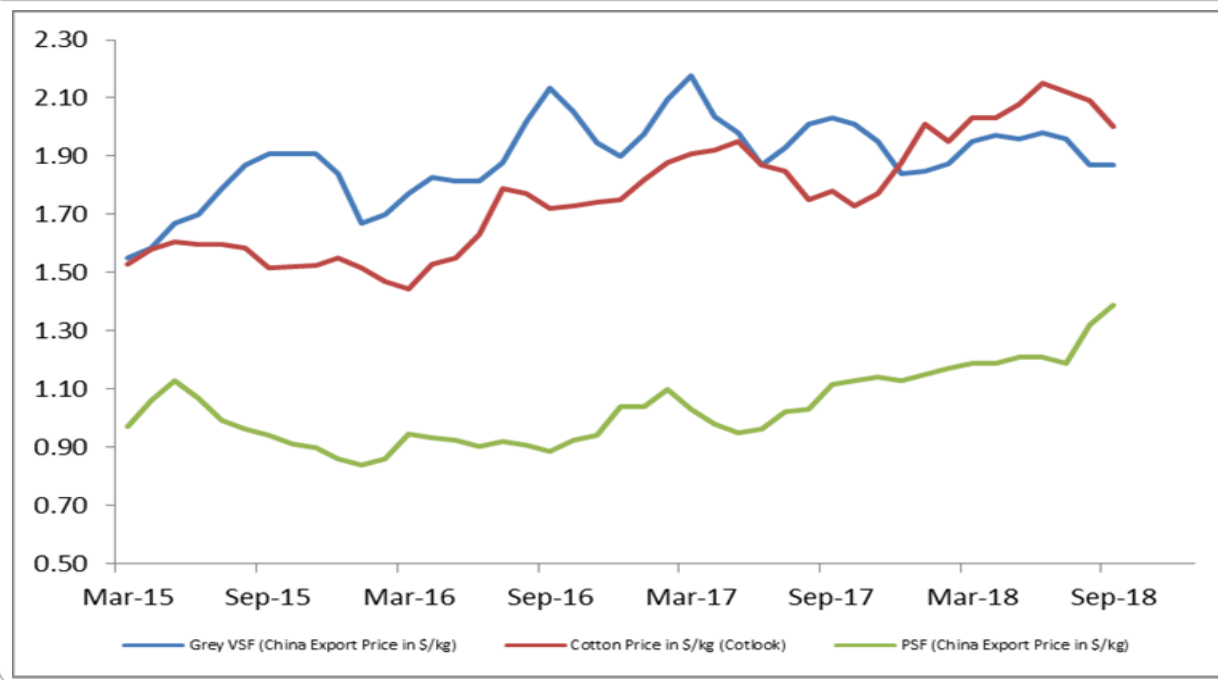


Performance  
Highlights

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### Global Prices Trend (\$/Kg)



Grey VSF (RMB per ton)	14,672	14,842	1.0% QoQ	↑
	Q1FY19	Q2FY19		

Cotton (USD per Kg)	2.09	2.07	1.0% QoQ	↓
	Q1FY19	Q2FY19		

PSF (USD per Kg)	1.20	1.30	8.0% QoQ	↑
	Q1FY19	Q2FY19		

Monthly average prices

- ▶ VSF prices were range bound during the quarter
- ▶ Cotton prices are up 15% YoY in Q2FY19 driven by favorable tail winds from lower production, strong demand conditions and dip in the inventory level
- ▶ Global VSF demand expected to remain strong and simultaneously new capacity additions to the tune of ~170KT expected in near term



# Viscose business at a glance – Q2FY19



## Volume

Vibrant Domestic Demand  
Volume **Up 24%** YoY

- ▶ Higher volumes led by debottlenecking of capacity
- ▶ The share of domestic sales volume in the overall sales volume improved to 84% (Q2FY19) from 70% (Q2FY18)
- ▶ The demand for VAP products continues to remain buoyant
- ▶ Prices remained firm during the quarter
- ▶ The prices of competing fibre recorded higher increase



## Costs

Rise in price of key inputs

Pulp

Up by  
4%  
YoY\*



Sulphur

Up by  
46%  
YoY



\* Mainly due to currency depreciation of 9% YoY



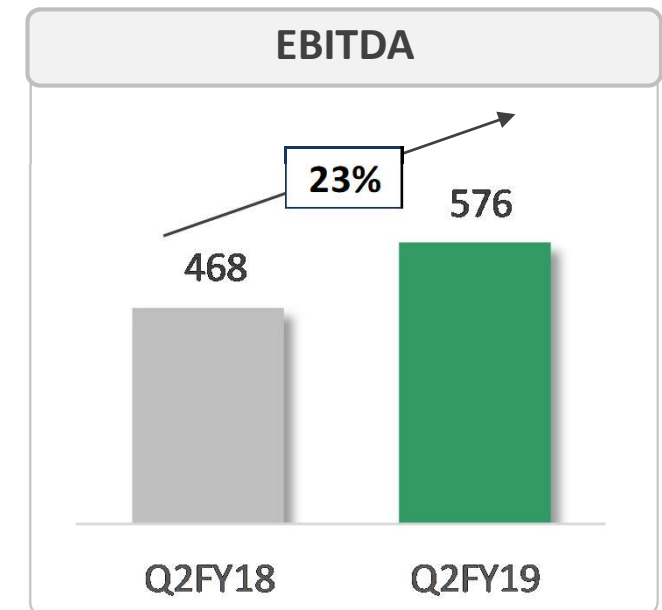
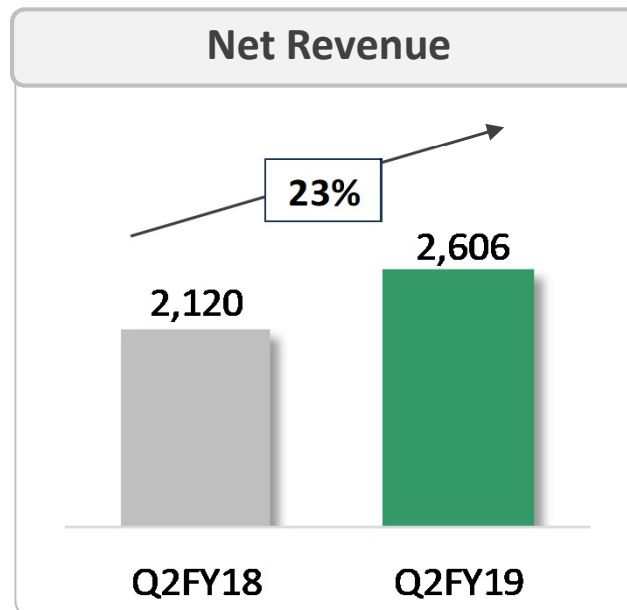
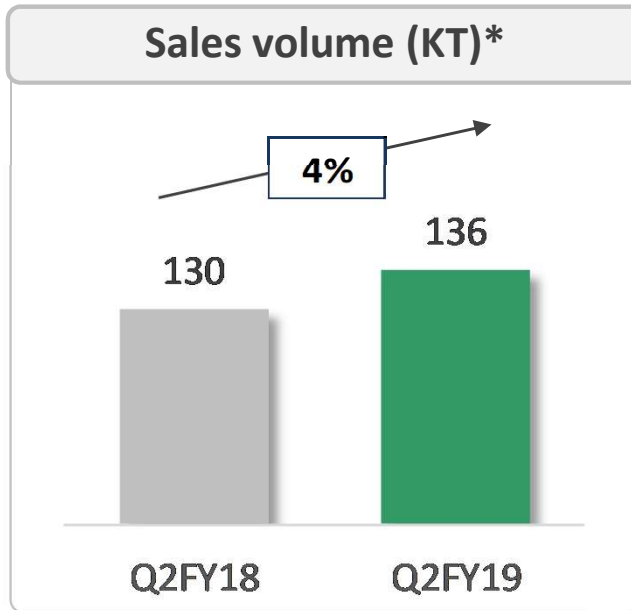
## Innovation & Sustainability

- ▶ Focused approach towards improvement in quality of output and new product development (Launched Dye catcher)
- ▶ Continuous reduction in water consumption in all viscose plants – achieving lowest water consumption in VSF Industry by ~20% over 2 years



## Project Update

- ▶ Vilayat expansion progressing well with substantial capex commitment
  - Significant ordering of long lead items completed
  - Construction work to commence shortly



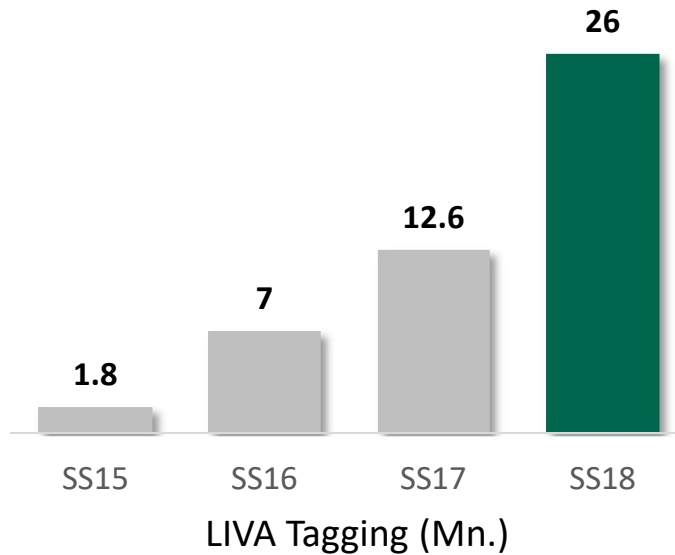
- ▶ Q2FY19 quarterly performance was best ever with record production of 137KT and highest ever domestic sales of 114KT (92KT Q2FY18)
- ▶ EBITDA up by 23% despite increase in input cost
- ▶ LIVA initiative creating demand pull in the domestic market

# Reaching new Heights through LIVA



The Brand Equity score of LIVA improved to 1.5 in SS18 compared to 1.1 AW17

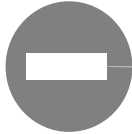
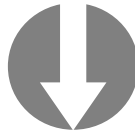
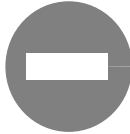
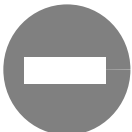


LIVA tagged garments for SS18 doubled from SS17



**33+**  
Brands covered, amongst top brands

Available in more than 3000+ stores across the Country



	North America	Europe	Asia
Operating level			
Demand			

Company Research

- ▶ Globally caustic prices marginally weakened on a sequential basis on back of few capacity restarts in China and Europe
- ▶ Caustic soda demand in India is expected to remain stable while the prices to remain range bound in near term
- ▶ Chlorine prices expected to remain stable in Q3 with strong demand from consuming segment



## Volume

**Healthy** Demand growth in Caustic and Chlorine VAP's

- ▶ Caustic demand growing at ~5%-6% CAGR
- ▶ Strong focus on growing the chlorine VAPs – Revenue up by 34% YoY
- ▶ Chlorine VAP production up by 7% YoY



## Costs

**Rise in Key input price**

Power

Up by  
17%  
YoY



Salt

Up by  
14%  
YoY



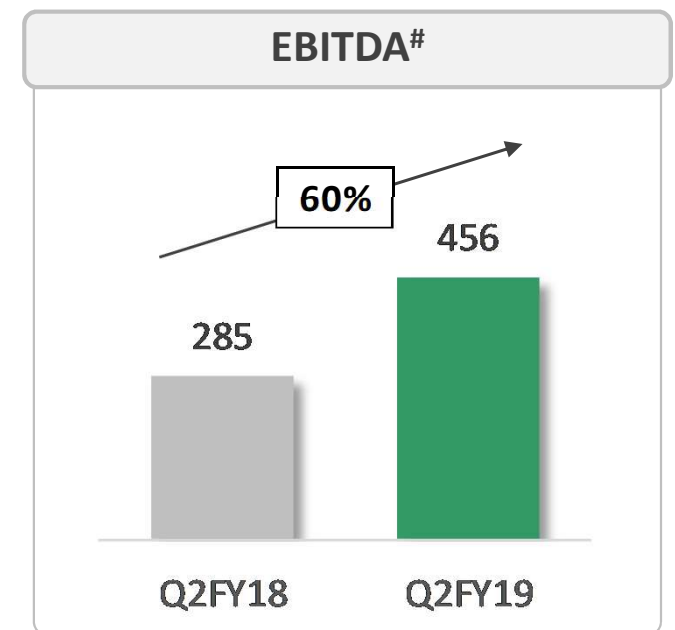
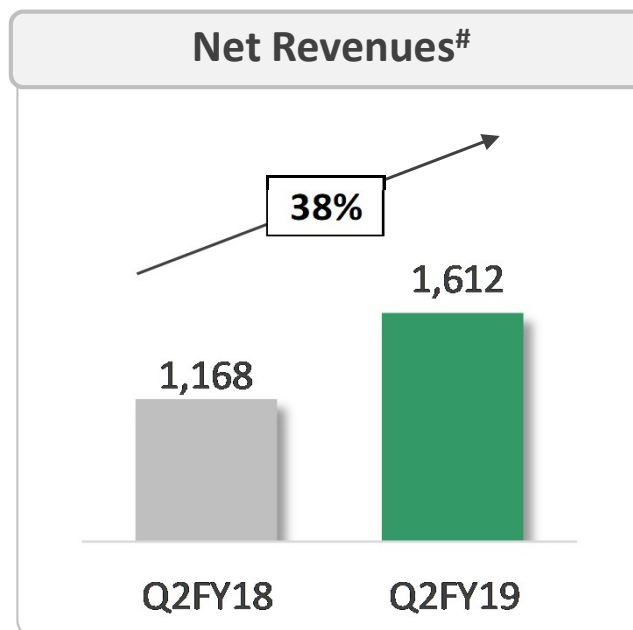
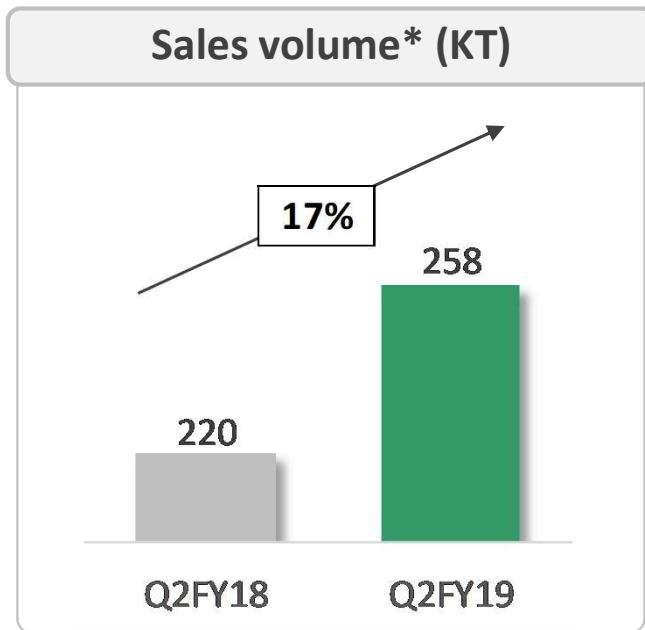
## Innovation & Sustainability

- ▶ Focus on solid waste management – Reduction in solid waste by ~30% in last 3 years
- ▶ Successfully achieved Zero liquid discharge in 2 plants, others in pipeline

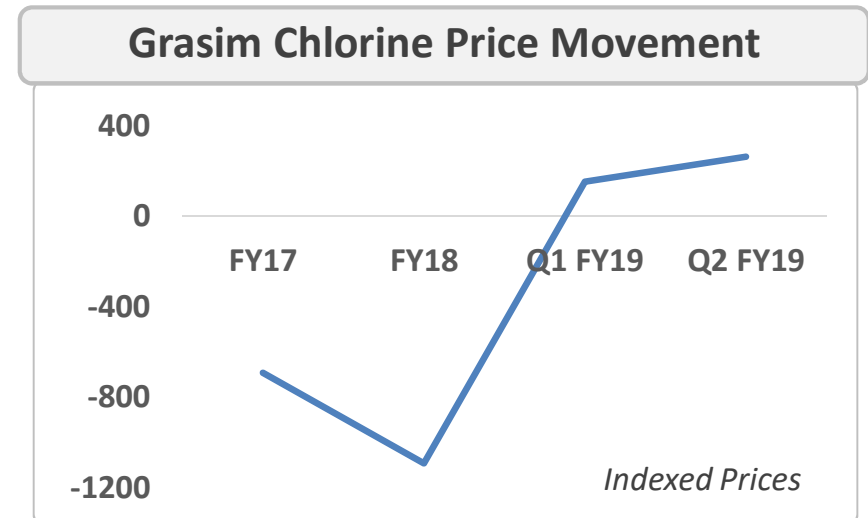


## Expansion plan update

- ▶ Phosphoric acid of 29KTPA commissioned in Oct-18
- ▶ Work on caustic brownfield expansion started with ordering of plant and Equipment. The ordering for VAP expansion at multiple location to commence soon post regulatory approvals



- ▶ Caustic Soda reported second successive quarter of double digit jump of 17% YoY in production and sales volume
- ▶ EBITDA up by 60% YoY, supported by higher ECU realization and sales volume
- ▶ Chlorine realization continues to be positive in Q2FY19



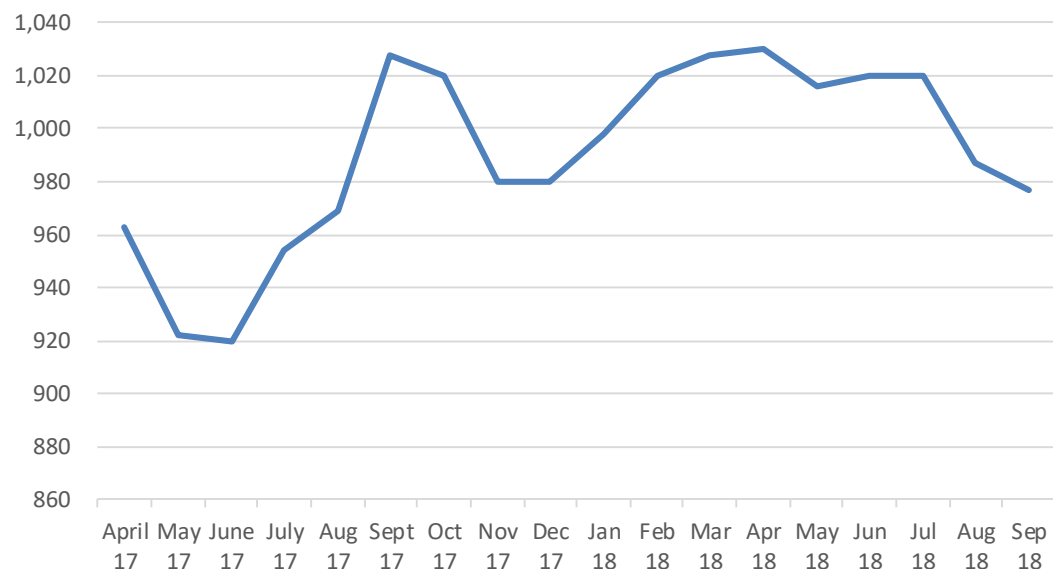
# Revenue and EBITDA are for all products in the chemical segment

\* Sales Volume data is for Caustic Soda only.

# Business Performance: Pulp JVs



## Pulp prices (\$/Mt)



Source: Industry Data

## Production

**1,94,717**  
ADMT  
Q2FY19

## Sales volume

**2,00,020**  
ADMT  
Q2FY19

## Net Revenues (Rs. In Cr.)

Q2FY19

1,304

Q2FY18

1,176

Up by **11%**  
YoY



## EBITDA (Rs. In Cr.)

Q2FY19

124

Down by **26%**  
YoY

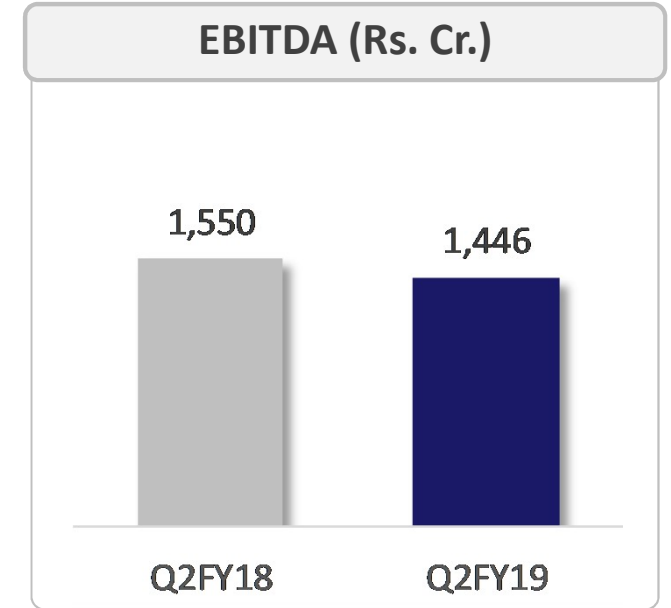
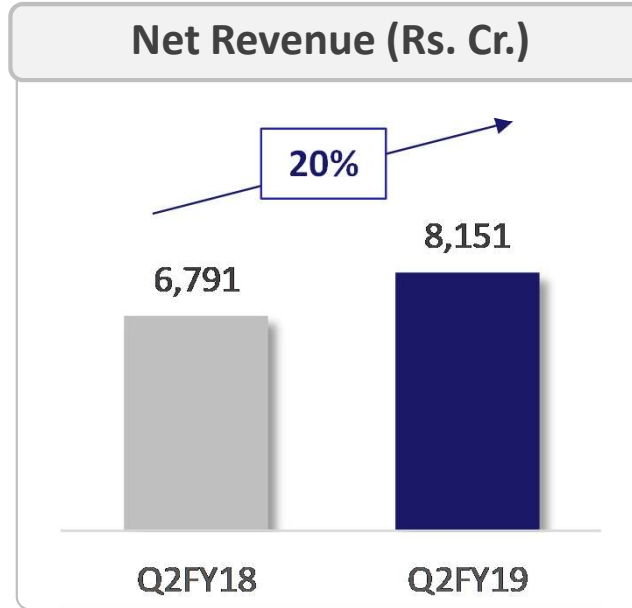
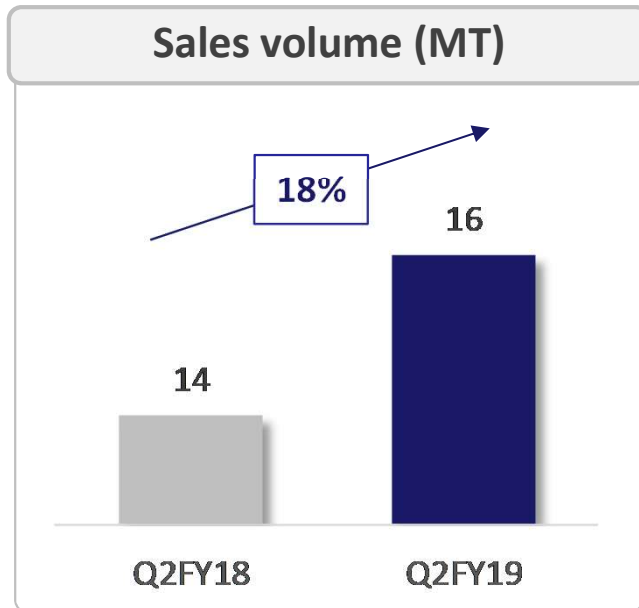


Q2FY18

167

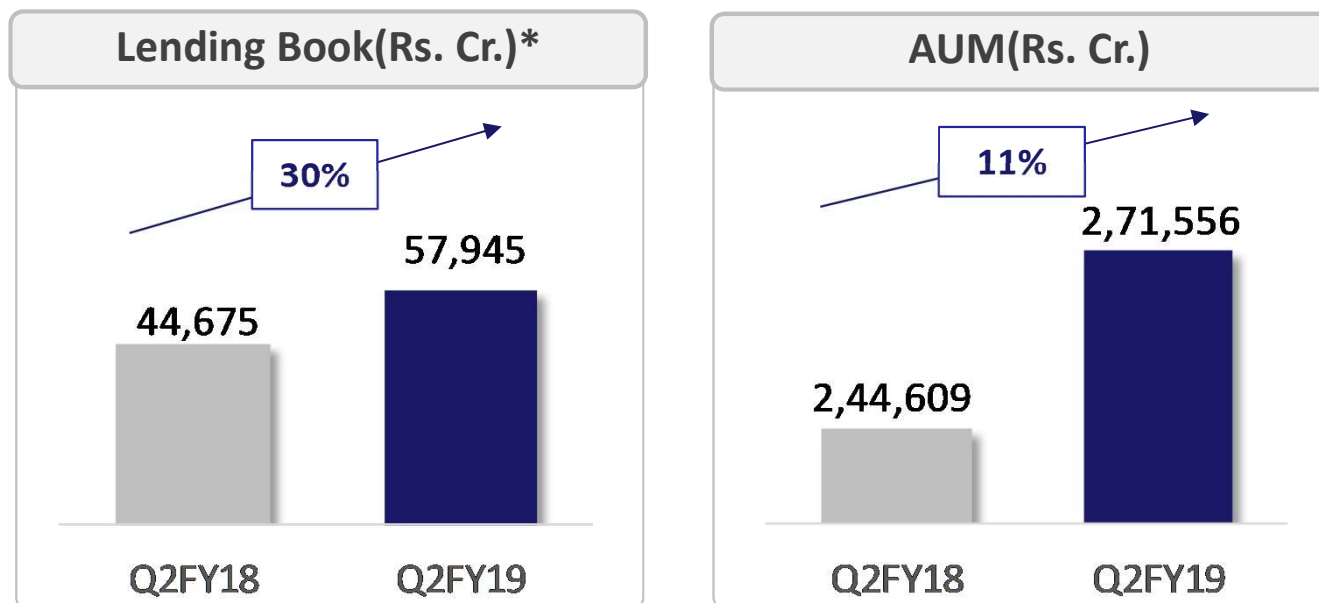
- ▶ Pulp production was impacted by plant disturbances at AVTB
- ▶ Rise in the input cost pressure

Note: The above data represents the operational and financial performance of all Pulp JVs on total basis. The share in the PAT of these JVs (proportionate to its holding) is consolidated in the consolidated financials of Gracem.



- ▶ Industry demand growth at 10-11% in Q2FY19. Average cement prices up by 1% QoQ , up 3% North, Central and South, up 1% in East and 2% down in West
- ▶ Operating Costs increased on YoY basis (Logistics up 6% YoY, Energy 19% YoY and Raw material 5% YoY)
- ▶ Expected demand Growth at 25-27 MTPA higher than supply growth at 15-17 MTPA
- ▶ Acquired assets fully integrated for branding, pricing, operations, safety standards, internal control systems and people management





- ▶ Revenue and Net profit after minority interest for Q2FY19 are at Rs.3,590 Cr. and Rs.195 Cr
- ▶ Lending book (Incl. housing) grew 30% YoY to Rs.57,945 Cr., backed by well-matched Asset and Liability mix
  - High quality lending book with gross NPA of 93 bps and 71 bps in NBFC and HFC books, respectively
- ▶ Average Assets under management up by 11% YoY to Rs.2,71,556 Cr. Domestic equity AAUM grew by 33% year on year. SIP book grew to approximately 29% of equity AUM. monthly SIP book (including STP) crossed Rs.1,000 Crore: approximately 3x growth over last 2 years
- ▶ Annualised Premium Income (APE) for Life Insurance business grew by 60% YoY vs 10% industry growth For H1 FY2018-19. The persistency ratios witnessed a consistent improvement. The 13 month persistency ratio improved by 6.4% to 74.1% in H1 FY 2018-19 over last 2 years.
- ▶ In the Health Insurance business, gross written premium crossed Rs.100 Cr. in Q2FY19.

\* Includes Housing Finance. \*\*Quarterly AAUM of Asset management business

1 Rank and Market share amongst players (Excl. LIC) based on individual FYP: source IRDAI

# Business Performance- Other Businesses



Net Revenue (Rs. Cr.)

EBITDA (Rs. Cr.)

Business	Q2FY18	Q2FY19	Q2FY18	Q2FY19	Notes
Fertilizers	561	743	69	75	Improvement in production level on sequential basis
Textile	327	298	13	14	Rishra plant resumed operations in Aug'18 (post labour stake)
Insulator	117	111	8	9	Demand conditions remain weak

**THANK YOU**

# Consolidated Financial Performance



Particulars (Rs. Cr.)	Quarter 2		% Change	Half Year		% Change
	2018-19	2017-18		2018-19	2017-18	
<b>Net Sales &amp; Op. Income</b>	<b>16,795</b>	<b>13,570</b>	<b>24</b>	<b>33,416</b>	<b>23,253</b>	<b>44</b>
Other Income	301	290	4	644	594	8
<b>EBITDA</b>	<b>2,854</b>	<b>2,817</b>	<b>1</b>	<b>6,066</b>	<b>5,236</b>	<b>16</b>
Finance Cost	413	430		819	579	
Finance Cost Relating to NBFC/NHFC	978	740		1,868	740	
Depreciation	806	795		1,573	1,238	
Share in Profit of JVs & Associates	(281)	(260)		(240)	(261)	
<b>Earnings Before Tax</b>	<b>1,354</b>	<b>1,333</b>		<b>3,434</b>	<b>3,158</b>	
Exceptional item (Net of tax)	(2,072)	(88)		(2,072)	(119)	
Total Tax	582	446		1,263	992	
<b>PAT</b>	<b>(1,300)</b>	<b>799</b>		<b>100</b>	<b>2,047</b>	
Less: Minority Interest	146	274		430	632	
<b>PAT (Attributable to Owners of the Company)</b>	<b>(1,446)</b>	<b>525</b>		<b>(330)</b>	<b>1,415</b>	
Other Comprehensive Income (After MI)	(656)	(158)		(669)	50	
Total Comprehensive Income (After MI)	(2,102)	367		(999)	1,465	

# Standalone Financial Performance



Particulars (Rs. Cr.)	Quarter 2			Half Year		
	2018-19	2017-18	% Change	2018-19	2017-18	% Change
<b>Net Sales &amp; Op. Income</b>	<b>5,118</b>	<b>4,059</b>	<b>26</b>	<b>9,908</b>	<b>6,799</b>	<b>46</b>
Other Income	282	263	7	404	329	23
<b>EBITDA</b>	<b>1,352</b>	<b>1,054</b>	<b>28</b>	<b>2,528</b>	<b>1,675</b>	<b>51</b>
Finance Cost	52	43		111	50	
Depreciation	187	166		370	277	
Exceptional item (Net of Tax)	(2,003)	(54)	-	(2,003)	(54)	-
<b>Earnings Before Tax</b>	<b>(891)</b>	<b>791</b>		<b>44</b>	<b>1,294</b>	
Less: Tax Expense	296	216		588	373	
<b>PAT</b>	<b>(1,187)</b>	<b>575</b>		<b>(544)</b>	<b>922</b>	
Other Comprehensive Income (after tax)	(747)	(198)		(737)	(35)	
Total Comprehensive Income (after tax)	(1,934)	376		(1,281)	887	

# Balance Sheet



Standalone (Rs. Cr.)			Consolidated (Rs. Cr.)	
30th Sept'18	31st Mar'18	EQUITY & LIABILITIES	30th Sept'18	31st Mar'18
43,062	44,790	Net Worth	55,939	57,362
-	-	Non Controlling Interest	26,715	26,337
-	-	Borrowings related to financial services	50,937	44,667
2,365	2,969	Other Borrowings	22,495	22,402
1,785	1,835	Deferred Tax Liability (Net)	5,680	5,596
-	-	Policy Holders Liabilities	37,214	36,373
4,591	4,019	Other Liabilities & Provisions	14,745	14,744
51,802	53,612	<b>SOURCES OF FUNDS</b>	2,13,725	2,07,482
30th Sept'18	31st Mar'18	ASSETS	30th Sept'18	31st Mar'18
10,909	10,817	Net Fixed Assets	54,062	53,065
1,187	895	Capital WIP & Advances	6,303	4,549
-	-	Goodwill on Consolidation	16,293	16,192
		Investments:		
2,636	2,636	<i>UltraTech Cement (Subsidiary)</i>	-	-
17,077	17,077	<i>AB Capital (Subsidiary)</i>	-	-
-	-	<i>AMC (JV)</i>	4,891	4,887
771	1,070	<i>Investment in other equity accounted investees</i>	1,420	1,385
3,274	3,358	<i>Liquid Investments</i>	8,300	8,828
3,888	7,311	<i>Vodafone Idea</i>	3,888	7,661
4,947	4,098	<i>Other Investments(Hindalco, ABFRL, etc.)</i>	5,512	5,511
-	-	<i>Investment of Insurance Business</i>	14,540	13,019
-	-	Assets held to cover linked liabilities	24,214	24,709
-	-	Loans and advances of financing activities	57,513	50,677
7,112	6,350	Other Assets, Loans & Advances	16,789	17,071
51,802	53,612	<b>APPLICATION OF FUNDS</b>	2,13,725	2,07,553
(909)	(389)	<b>Net Debt / (Surplus)</b>	14,194	13,575

# Viscose Business Summary



Particulars		Quarter 2		% Change	Half Year		% Change
		2018-19	2017-18		2018-19	2017-18	
<b>Capacity</b>							
VSF	KTPA	546	498	10	546	498	10
VFY	KTPA	46	-		46	-	
<b>Production</b>							
VSF	KT	137	130	5	271	260	4
VFY	KT	12	5		23	5	
<b>Sales Volume</b>							
VSF	KT	136	130	4	268	251	7
VFY	KT	12	5		23	5	
<b>Net Revenue</b>	<b>Rs. Cr.</b>	<b>2,606</b>	<b>2,120</b>	<b>23</b>	<b>5,086</b>	<b>3,956</b>	<b>29</b>
<b>EBITDA</b>	<b>Rs. Cr.</b>	<b>576</b>	<b>468</b>	<b>23</b>	<b>1,162</b>	<b>817</b>	<b>42</b>
EBITDA Margin	%	22.0%	21.9%		22.6%	20.5%	
<b>EBIT</b>	<b>Rs. Cr.</b>	<b>482</b>	<b>396</b>	<b>22</b>	<b>976</b>	<b>686</b>	<b>42</b>
Capital Employed (Incl. CWIP)	Rs. Cr.	7,217	5,611	29	7,217	5,611	29
ROAvCE (Excl. CWIP)	%	29.3%	32.3%		29.8%	27.9%	

# Chemical Business Summary



Particulars		Quarter 2		% Change	Half Year		% Change
		2018-19	2017-18		2018-19	2017-18	
Capacity*	KTPA	1,140	840	36	1,140	840	36
Production*	KT	254	217	17	490	417	17
Sales Volume*	KT	258	220	17	493	418	18
<b>Net Revenue</b>	<b>Rs. Cr.</b>	<b>1,612</b>	<b>1,168</b>	<b>38</b>	<b>3,190</b>	<b>2,252</b>	<b>42</b>
<b>EBITDA</b>	<b>Rs. Cr.</b>	<b>456</b>	<b>285</b>	<b>60</b>	<b>951</b>	<b>530</b>	<b>80</b>
EBITDA Margin	%	28.1%	24.4%		29.7%	23.5%	
<b>EBIT</b>	<b>Rs. Cr.</b>	<b>397</b>	<b>233</b>	<b>71</b>	<b>836</b>	<b>428</b>	<b>95</b>
Capital Employed (Incl. CWIP)	Rs. Cr.	4,526	3,737	21	4,526	3,737	21
ROAvCE (Excl. CWIP)	%	38.3%	27.0%		42.0%	24.6%	

\* Volume data is for Caustic Soda only. Q2,H2 FY18 and Q1 FY19 volumes include Veraval on account of merger of ABNL with Grasim w.e.f. 1<sup>st</sup> July'17 (but not included in Q1 FY18). Revenue and EBITDA are for all products in the chemical segment



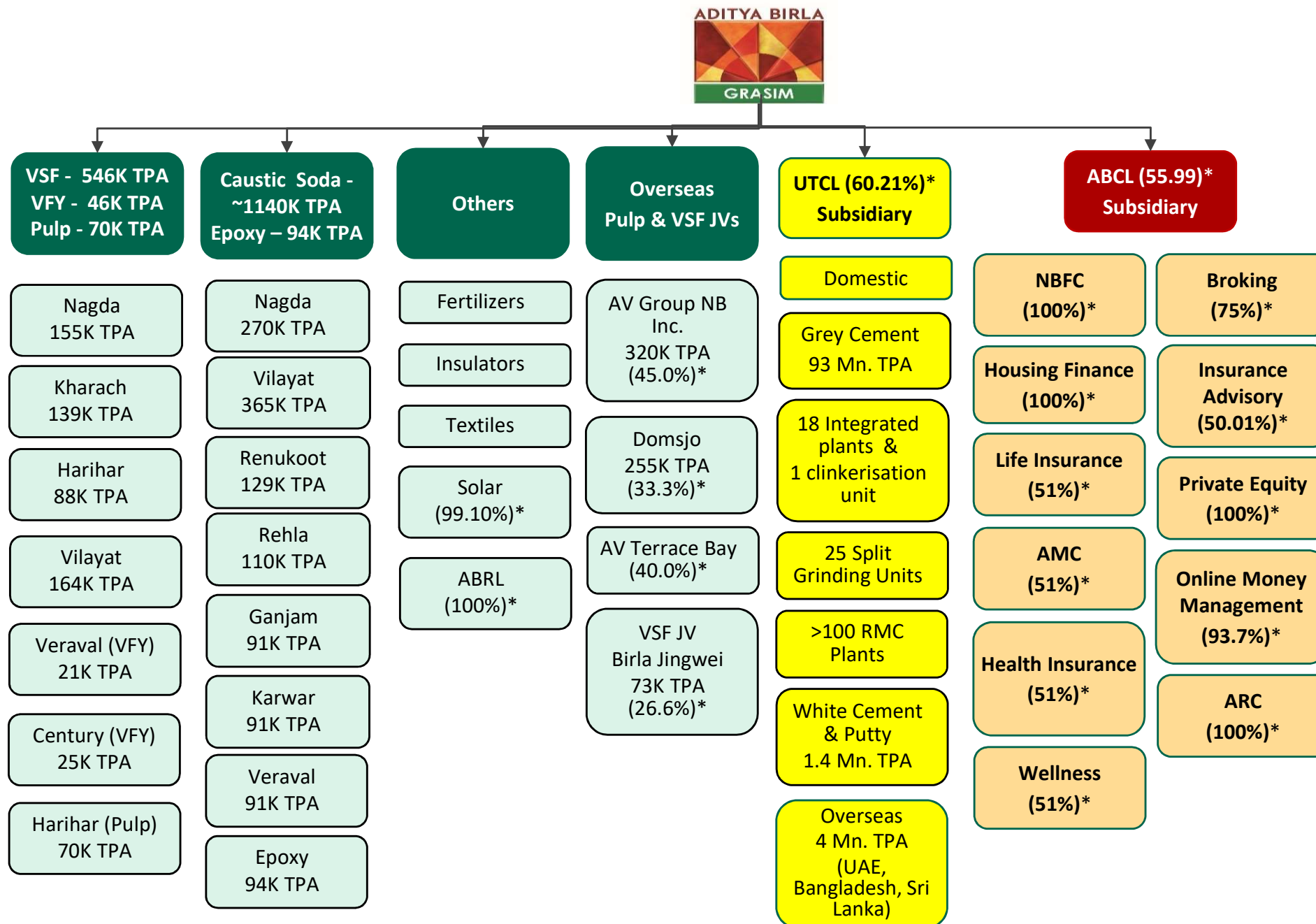
# Cement Business Summary



Particulars		Quarter 2		% Change	Half Year		% Change
		2018-19	2017-18		2018-19	2017-18	
Capacity*	Mn. TPA	93	89	4	93	89	4
Production	Mn. MT	16	13	17	17	14	27
Sales Volume	Mn. MT	16	14	18	18	14	29
<b>Net Revenue</b>	<b>Rs. Cr.</b>	<b>8,151</b>	<b>6,791</b>	<b>20</b>	<b>16,912</b>	<b>13,663</b>	<b>24</b>
<b>EBITDA</b>	<b>Rs. Cr.</b>	<b>1,446</b>	<b>1,550</b>	<b>-7</b>	<b>3,210</b>	<b>3,348</b>	<b>-4</b>
EBITDA Margin	%	17.3%	22.2%		18.5%	23.7%	
<b>EBIT</b>	<b>Rs. Cr.</b>	<b>911</b>	<b>1,028</b>	<b>-11</b>	<b>2,167</b>	<b>2,497</b>	<b>-13</b>
Capital Employed (Incl. CWIP)	Rs. Cr.	50,259	49,200	2	50,259	49,200	2

\*Excluding capacity under implementation: 4MTPA in Q1FY19

# Grasim: Group Structure



\* Subsidiary companies - Equity ownership

## Forward Looking & Cautionary Statement

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 (1<sup>nd</sup> August 2018) : **Rs. 67,730 Cr.**

# **Grasim Industries Limited**

Quarterly Performance Review  
Q2 FY19, 14<sup>th</sup> November 2018