

Ref No. GIL/CFD/SEC/24/254/SE

27th November 2023

BSE Limited

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

Dear Sir/Madam,

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

Sub: Investor Presentation

This is with reference to our letter dated 23rd November 2023 regarding intimation of schedule of Analysts / Institutional Investor Meeting to be held on 29th and 30th November 2023.

Please find enclosed the Investor presentation, which will be presented to the investors and also posted on our website **www.grasim.com**.

The above is for your information and record.

Thanking you,

Yours sincerely,

For Grasim Industries Limited

Sailesh Kumar 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 390 Greenwich Street, 4th Floor, New York, NY 10013 Citibank N.A.

Custodial Services FIFC, 9th Floor, C-54 & 55, G Block Bandra Kurla Complex, Bandra (East), Mumbai - 400098



GRASIM INDUSTRIES LIMITED



Investor Presentation

November 2023

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ADITYA BIRLA GROUP – ONE OF INDIA'S LARGEST BUSINESS GROUPS



Aditya Birla Group



Values



Integrity



Commitment



Passion



Seamlessness



Speed

Key Group Companies



Leading global producer of VSF and VFY



Amongst the top fashion and lifestyle player in India



One of India's biggest aluminium manufacturing company



Largest manufacturer of grey cement in India



A global carbon black manufacturer



Leading aluminum downstream player with expertise in rolling and recycling



Diversified financial services company



Prominent player in paper, textiles and real estate space



One of the leading telecom players in India

GRASIM – PORTFOLIO OF DIVERSIFIED BUSINESSES (1/2)

















Viscose

- Pioneers of manufacturing Viscose staple fibre (VSF) in India
- Focus on innovation through specialty fibres
- Prominent producer of Viscose Filament Yarn (VFY)

Chemicals

- Prominent producer of caustic soda and epoxy polymers & curing agents in India
- Focus on diversified end-user markets like agrochemicals, water treatment solutions, food & feed and plastic additives through Chlorine derivatives

Textiles

■ Presence in premium sustainable textile products like linen, wool and cotton fabrics; Retail arm under 'Linen Club', one of the prominent Indian Linen brand

Insulators

■ One of the largest manufacturers of electrical insulators in India and among the leading manufacturers globally

Renewables

Others

- Clean energy solution a step towards sustainable future
- **■** Comprehensive range of solutions; solar power, wind power, hybrid power

Paints

- Announced Brand name as "Birla Opus" ■ In the process of
- setting up six manufacturing plants with an installed capacity of 1.332 MLPA
- To offer widerange of product across interior and exterior spaces

B2B E-Commerce

- Platform focused on building materials, enabling MSMEs digital reach
- Onboarded multiple brands and wide range of SKUs
- Exploring private labels across multiple categories

Revenue (1)

Description

₹ 15,149 Cr.

₹ 10,422 Cr.

₹ 3,232 Cr.

EBITDA (2)

₹ 1,031 Cr.

₹ 2,271 Cr.

₹ 290 Cr.

GRASIM – PORTFOLIO OF DIVERSIFIED BUSINESSES (2/2)







Cement (UltraTech Cement Limited)

Financial Services (Aditya Birla Capital Limited)

Description

- India's largest manufacturer of grey cement and ready-mix concrete
- Diversified product portfolio including grey cement, white cement, readymix concrete and building solutions for retail customer
- Diversified Financial Services Platform from a Trusted conglomerate
- Presence in non-banking finance, housing finance, life insurance, health insurance, asset management, stock and securities broking and other financial services

Shareholding

57.27%

52.71%

Revenue (1)

₹ 63,240 Cr.

₹ 27,365 Cr.

EBITDA (2)

₹ 11,123 Cr.

₹ 5,603 Cr.

Market Cap (3)

₹ 2,38,383 Cr.

₹ 46,766 Cr.

Figures for Fiscal Year 2023 without considering eliminations of ₹ 1,781 Cr. on consolidated basis

⁽²⁾ Figures for Fiscal Year 2023 without considering unallocated corporate income of ₹ 159 Cr.

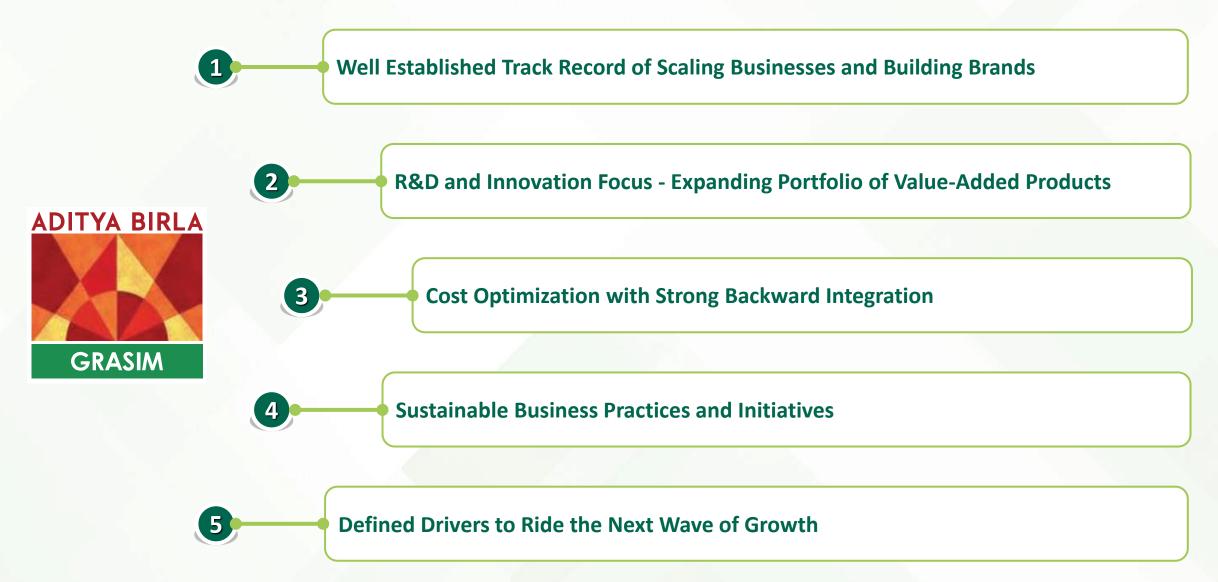
⁽³⁾ As on September 29, 2023





KEY INVESTMENT HIGHLIGHTS







WELL ESTABLISHED TRACK RECORD OF SCALING BUSINESSES AND BUILDING BRANDS (1/2)





- Leading global producer of VSF and VFY
- Products portfolio across all three generation of viscose fibres Birla Viscose, Birla Modal and Birla Excel



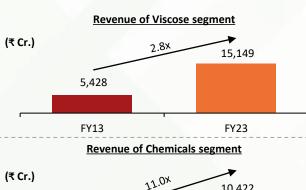
- Comprises three categories chlor-alkali, chlorine derivatives and speciality chemicals (epoxy polymers and curing agents)
- India's largest producer of caustic soda, epoxy polymers and curing agents
- Epoxy products ranging from liquid epoxy resins to value-added products such as formulated resins, reactive diluents and hardeners

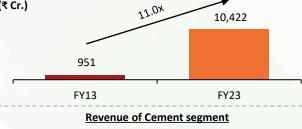


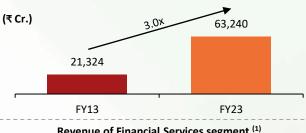
- India's largest manufacturer of grey cement and ready-mix concrete
- Third largest cement producer in the world, excluding China
- One of the leading manufacturers of white cement

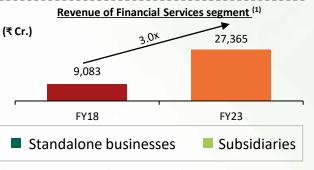


- Leading diversified financial services entity engaged in number of businesses through its subsidiaries/ JVs / Associates
- Offering complete suite of financial solutions to meet the diverse financial needs of customers which includes insurance, investing, financing, and advisory services
- Building an integrated portfolio of digital assets to serve customers











WELL ESTABLISHED TRACK RECORD OF SCALING BUSINESSES AND BUILDING BRANDS (2/2)















R&D AND INNOVATION FOCUS - EXPANDING PORTFOLIO OF VALUE-ADDED PRODUCTS



1

Corporate R&D Centre **5**

Exclusive R&D Centres (VSF) 2

Exclusive R&D Centres (Chemicals/Others) 1

R&D Centre (Paints)

Key Strengths



World-class Infrastructure

Consistently developing world-class R&D centres with capabilities to serve across the entire value spectrum



Highly Experienced Researchers

Highly qualified researchers heading company's development efforts on many fronts



Patent Applications

Several patents granted and patent applications pending in various countries



R&D Expenditure

Incurred ~₹124 Cr. expenditure in FY23



Commercialised a variety of high-value products

Chemicals Viscose Pulp sourced from FSC (1) certified Specialty variants for industrial water sustainable forests treatment Eco-friendly; made with unique twist Pthalate free plasticizers closed-loop process Longer lasting protection from Water treatment problems in microbes Aquaculture Pre-consumer industrial waste Customized formulation of epoxy reviva incorporated as a partial replacement polymers and curing agents to dissolving-grade pulp

(1) FSC - Forest Stewardship Council Grasim Industries Limited Investor Presentation



3 COST OPTIMIZATION WITH STRONG BACKWARD INTEGRATION



		Key Raw Materials	Key measures undertaken
		 Dissolving Grade Pulp	Captive dissolving grade pulp plant at Harihar; joint-venture entities in Canada and Sweden for securing supplies
3	Viscose	Caustic Soda	Largely met by captive facilities
		Power & Steam (Cogeneration)	Largely met by captive facilities
		Salt	Sourcing mix between captive supply and third-party suppliers
C. Striff.	Chemicals	Power	Diversified sources of power with improving renewable energy mix
		Others	Strategic focus on enhancing chlorine integration; In the process of setting up ECH (1) project for backward integration (for Specialty Chemicals)

Grasim Industries Limited Investor Presentation (1) ECH - Epichlorohydrin



SUSTAINABLE BUSINESS PRACTICES AND INITIATIVES



Sustainable Products & Circular Economy

■ Sustainable innovations – LivaEco, Lyocell, Dope dyed, Liva Reviva

Responsible Manufacturing

- Closed loop manufacturing process
- ZDHC MMCF Standards (1)

Responsible Sourcing

- Majority of the pulp from sustainably managed forests
- Supplier code of conduct Ethics, Human Rights

Valuable Partnerships

- Value Chain LAPF (1), Blockchain traceability (GreenTrack)
- Technology & Research Institutes, Licensers



Sustainable Growth

Water Stewardship

- Grasim has implemented ZLD⁽¹⁾ plants at Nagda, Renukoot, Ganjam, Rehla, and BB Puram for chlor-alkali business
- Focus on reducing effluent generation by plant effluent characterization and increasing recycle-reuse of wastewater

Energy Conservation & Renewable Energy

- Upgraded and optimised the generation of electrolysers through recoating/re-membrane
- Lower carbon emissions by increased use of renewable energy

Reduction in Waste Generation

- Installed sulphate removal system
- Optimised yarn spinning output by reducing soft waste production



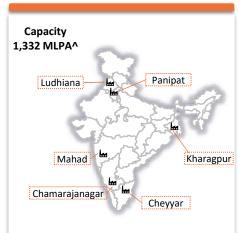
DEFINED DRIVERS TO RIDE THE NEXT WAVE OF GROWTH (1/2)



Decorative Paints

We aim to create

PAN INDIA REACH



Large competitive capacities at strategic locations for Pan India reach

WIDE PRODUCT OFFERING



Best in class product proposition & digital experience to customers

DISTRIBUTION PROWESS



Building strong retail and dealer network aiming shortest time to market

MANUFACTURING EXCELLENCE



Plant automation with latest manufacturing know-how & technology

ESTABLISHED ECOSYSTEM



Leveraging existing trust and loyalty commanded by the Aditya Birla Group

^million liters p.a.

BUILD "BIRLA OPUS" INTO A TOP-TIER PAINTS BRAND



DEFINED DRIVERS TO RIDE THE NEXT WAVE OF GROWTH (2/2)



B2B E-Commerce

VALUE PROPOSITION

COMPETITIVE PRICING

ASSURED QUALITY

GUARANTEED DELIVERY

FINANCING SOLUTIONS



PRODUCT CATEGORIES

CEMENT & STEEL

SANITARYWARE, TILES, PIPES & FITTINGS

PAINTS

DOORS, WINDOWS & KITCHEN

- Elevate MSMEs experience by creating B2B E-commerce platform helping efficient procurement and wide reach
- Impetus to Government's vision of "Digital India" & "MSMEs Empowerment"

ONE-STOP SOLUTION FOR BUILDING MATERIAL REQUIREMENTS FOCUSING ON MSMEs

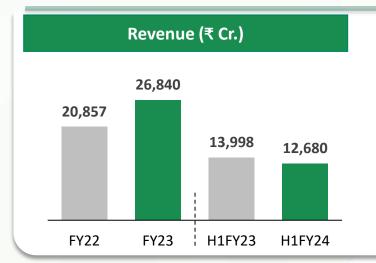


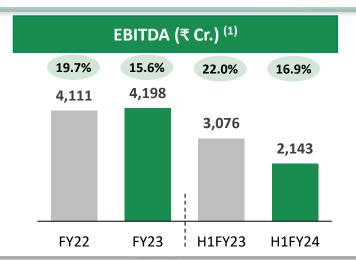


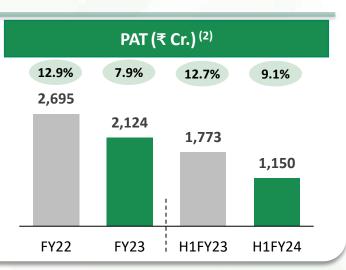
H1FY24 PERFORMANCE HIGHLIGHTS



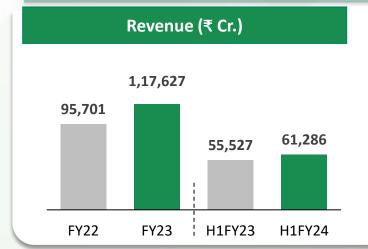
Standalone

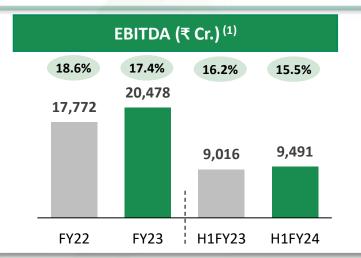


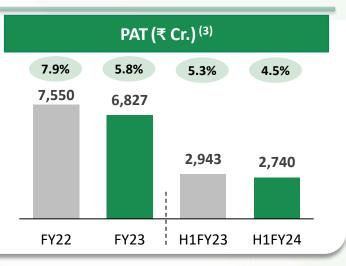




Consolidated







⁽¹⁾ Bubbles indicate EBITDA margins

⁽²⁾ Bubbles indicate PAT margins

⁽³⁾ PAT is owner's share of the company; Bubbles indicate PAT margins

STRONG BALANCE SHEET



Standalone

Particulars	FY22	FY23	H1FY23	H1FY24
Debt - Equity Ratio	0.08x	0.11x	0.10x	0.16x
Current Ratio	1.46x	1.30x	1.48x	1.28x
Total debts to Total assets	0.07x	0.08x	0.07x	0.12x
Net worth (₹ Cr.)	48,616	46,955	48,455	49,798

Consolidated

Particulars	FY22	FY23	H1FY23	H1FY24
Debt - Equity Ratio	0.63x	0.82x	0.73x	0.92x
Current Ratio	1.81x	1.93x	1.94x	2.17x
Total debts to Total assets	0.25x	0.30x	0.28x	0.32x
Net worth (₹ Cr.)	75,698	78,742	76,510	83,170

Company continues to generate healthy Free Cash Flows at standalone level from existing businesses

Significant investments are being made into new growth businesses (paints and B2B e-commerce)





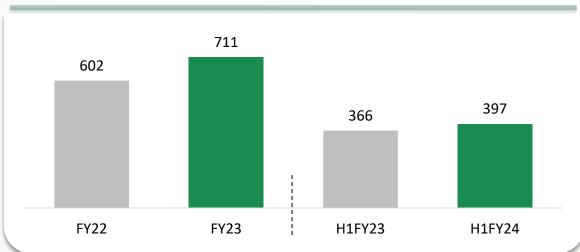




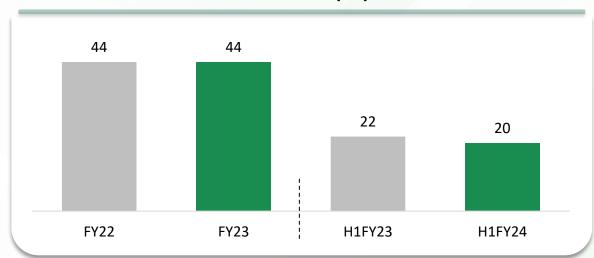
VISCOSE - KEY OPERATIONAL METRICS







VFY Sales (KT)

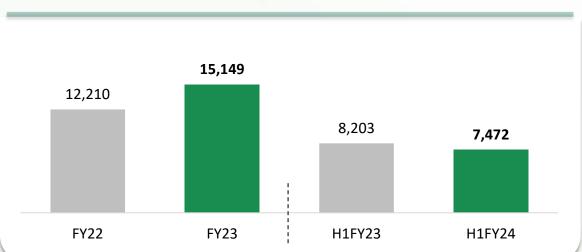


- VSF sales volume increased by 8% YoY in H1FY24 on back of improvement in demand
- Domestic demand has seen improvement due to festive orders however export led demand continued to remain muted
- VFY performance impacted by subdued demand in end-user industries

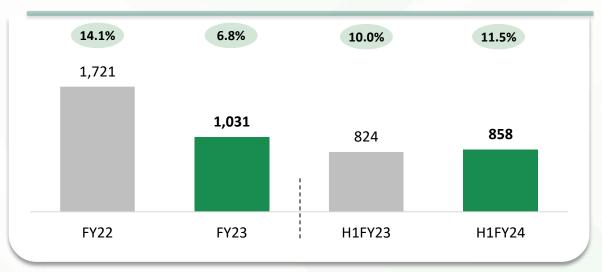
VISCOSE - FINANCIAL PERFORMANCE





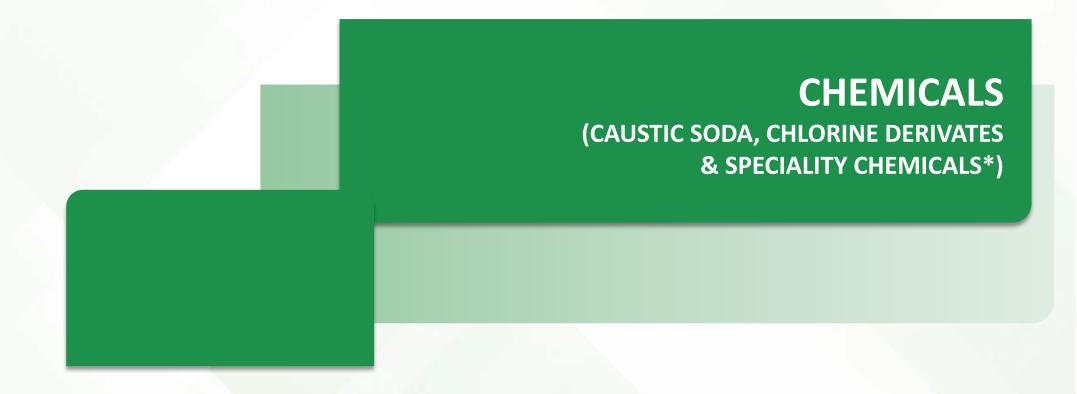


EBITDA (₹ Cr.) (1)



- Gradual recovery in VSF was offset by subdued performance in VFY
- Softening of key input prices (pulp, caustic and power) resulted VSF EBITDA improvement for the H1FY24
 - Aggressive pricing policy by China for certain products affecting domestic market sentiments and necessitating corrective action in prices

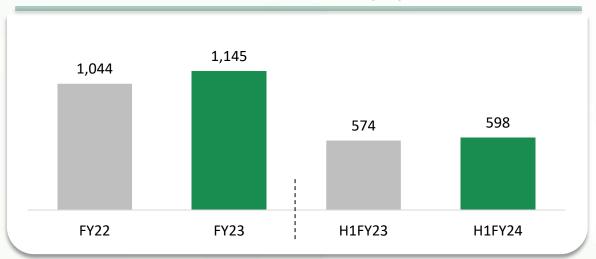




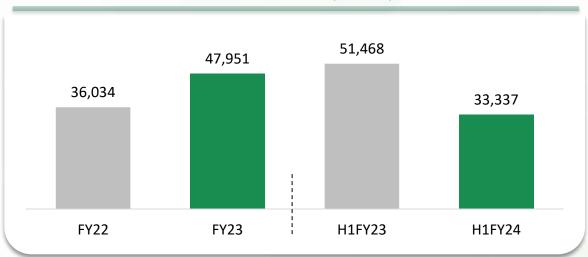
CHEMICALS - KEY OPERATIONAL METRICS



Caustic Soda Sales (KT)



Grasim – ECU (₹/Ton)

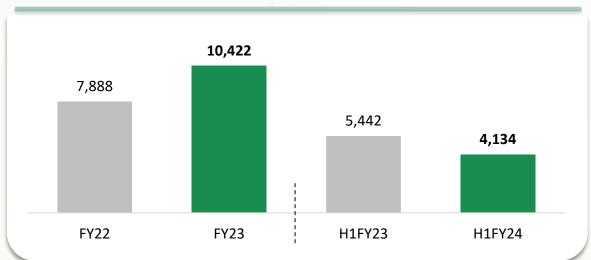


- Caustic volumes grew by 4% YoY in H1FY24 on back of domestic demand
- The ECU declined in H1FY24 in line with international caustic soda prices
- Share of chlor-alkali revenue decreased in the overall Chemicals segment in H1FY24 due to falling caustic soda prices

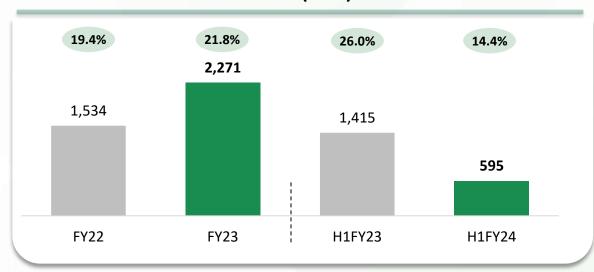
CHEMICALS - FINANCIAL PERFORMANCE







EBITDA (₹ Cr.) (1)



- Chemicals revenue declined by 24% YoY in H1FY24 majorly due to decline in caustic soda prices
- EBITDA impacted by lower ECU realisation which stood at lowest levels since Q3FY22 impacted by oversupply in domestic chlor-alkali market

Speciality chemicals performance improved in H1FY24 with increase in demand from the wind segment





PAINTS (BIRLA OPUS) - PROGRESS UPDATE



- Consent to Operate received for Panipat, Ludhiana and Cheyyar plants Operations commencement estimated in Q4FY24
- "Allwood" Italian wood finishes range launched, and field validations are being conducted
 - Painting services offering "PaintCraft" launched in 8 major Indian cities
 - PAN India sales and distribution network is being established
- R&D laboratory and pilot plant developing differentiated products and experiences
- Overall capex spent till 30th September 2023 is ₹4,908 Cr. (~49% of the planned outlay for Paints business)

B2B E-COMMERCE (BIRLA PIVOT) - PROGRESS UPDATE

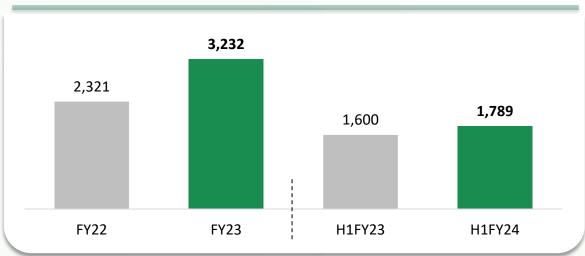


- In fiscal year 2023, entered into integrated B2B e-commerce business offering procurement solutions with primary focus on MSMEs for different categories of building materials
- Private label launched in Tiles segment, other categories being explored
- Healthy repeat rate of direct buyers
 - Steady scale up in Credit program offering Financing Solutions to MSMEs
- Exploring group synergies for captive customers
- Streamlining of sales approach and fulfilment process with focus on local souring for faster turnaround

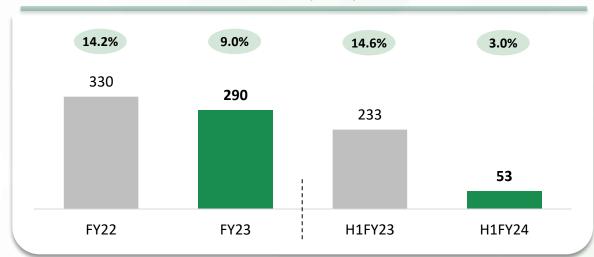
OTHER BUSINESSES (1) - FINANCIAL PERFORMANCE







EBITDA (₹ Cr.) (2)



Textiles:

- Festive demand in high-end textile products remained subdued
- Higher flax fibre prices resulted decline in EBITDA

Insulators:

- Government capex is crucial for demand pickup in the segment
- Renewables and need for network upgradation key macro triggers for transmission demand

Renewables:

Significant renewable capacity is for group companies

⁽¹⁾ Other Businesses include Paints, B2B E-commerce, Textiles, Insulators and Renewables

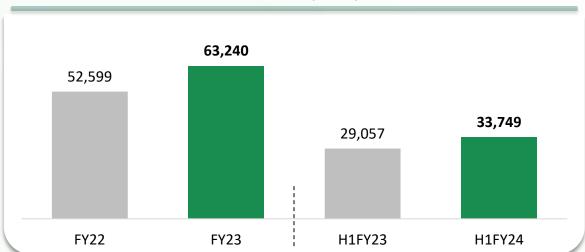




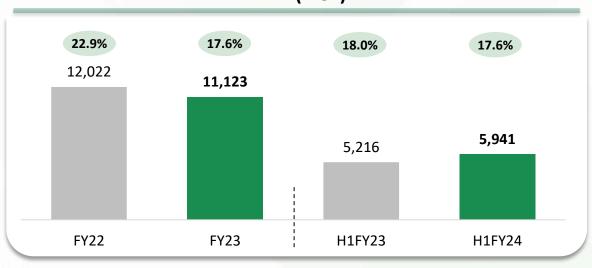
CEMENT (ULTRATECH) - FINANCIAL PERFORMANCE







EBITDA (₹ Cr.) (1)



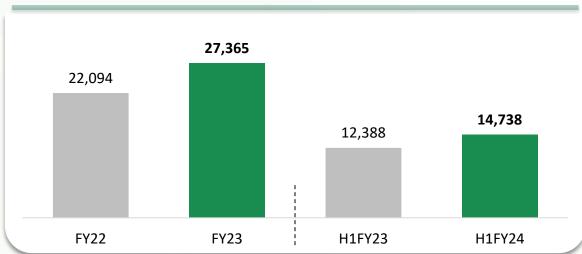
Consolidated Net Sales increased by 15% to ₹33,749 Cr. over the corresponding period of the previous year. EBITDA was up by 14% to ₹5,941 Cr. compared to ₹5,216 Cr.

As on fiscal year 2023, UltraTech's total grey cement manufacturing capacity in India stands at 132.45 mtpa. The on-going expansion program is progressing as per schedule

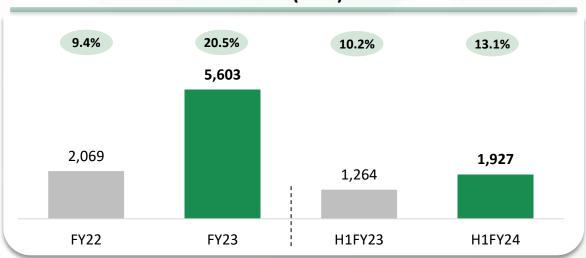
FINANCIAL SERVICES (ADITYA BIRLA CAPITAL) - FINANCIAL PERFORMANCE







EBITDA (₹ Cr.) (1)



The strong momentum across businesses let the Consolidated Revenue grew by 19% YoY to ₹14,738 Cr.

Launched a comprehensive digital platform for the MSME ecosystem, "Udyog Plus" - offers a paperless digital journey for obtaining business loans along with a host of value-added services





CONSOLIDATED INCOME STATEMENT



Particulars (₹ Cr.)	FY22	FY23	% Change	H1FY23	H1FY24	% Change
Revenue from Operations	95,701	1,17,627	23	55,527	61,286	10
Other Income	821	3,612	340	420	580	38
EBITDA	17,772	20,478	15	9,016	9,491	5
EBIDTA Margin (%)	18%	17%		16%	15%	
Finance Cost	1,296	1,320	2	642	759	18
Depreciation	4,161	4,552	9	2,205	2,428	10
Share in Profit of JVs & Associates	380	209	-45	143	(4)	-
РВТ	12,696	14,815	17	6,313	6,300	-0
Add/(Less): Tax Expense	(1,936)	(3,649)	88	(1,957)	(1,699)	-13
Add/(Less): Exceptional items	(69)	(88)	27	(88)	-	
Net Profit/(Loss) from discontinued operations	516	-	-	- 11	-	-
PAT attributable to Minority Shareholders	3,657	4,251	16	1,325	1,860	40
PAT	7,550	6,827	-10	2,943	2,740	-7
PAT (Before Exceptional items)	7,619	6,915	-9	3,031	2,740	-10

CONSOLIDATED BALANCE SHEET (1/2) - ASSETS



		GR.
Particulars (₹ Cr.)	March 31, 2023 (Audited)	September 30, 2023 (Unaudited)
1. Non-current Assets		
(a) Property, Plant and Equipment	63,754	65,692
(b) Capital Work-in-Progress	7,730	12,765
(c) Investment Property	14	14
(d) Goodwill	20,138	20,148
(e) Other Intangible Assets	8,592	8,380
(f) Right of Use	2,399	2,547
(g) Intangible Assets Under Development	48	83
(h) Equity - Accounted Investees	11,017	10,907
(i) Financial Assets	150,507	168,020
(j) Deferred Tax Assets	382	402
(k) Non- Current Tax Assets (Net)	826	791
(I) Other Non-Current Assets (Includes Capital Advances)	4,276	4,389
Sub-total – Non-current Assets	269,683	294,139
2. Current Assets		
(a) Inventories	11,159	12,255
(b) Financial Assets	52,789	61,284
(c) Current Tax Assets (Net)	3	6
(d) Other Current Assets	3,553	3,874
Sub-total - Current Assets	67,504	77,419
3. Non-Current Assets/ Disposal Group held for sale	18	11
TOTAL - ASSETS	337,205	371,569

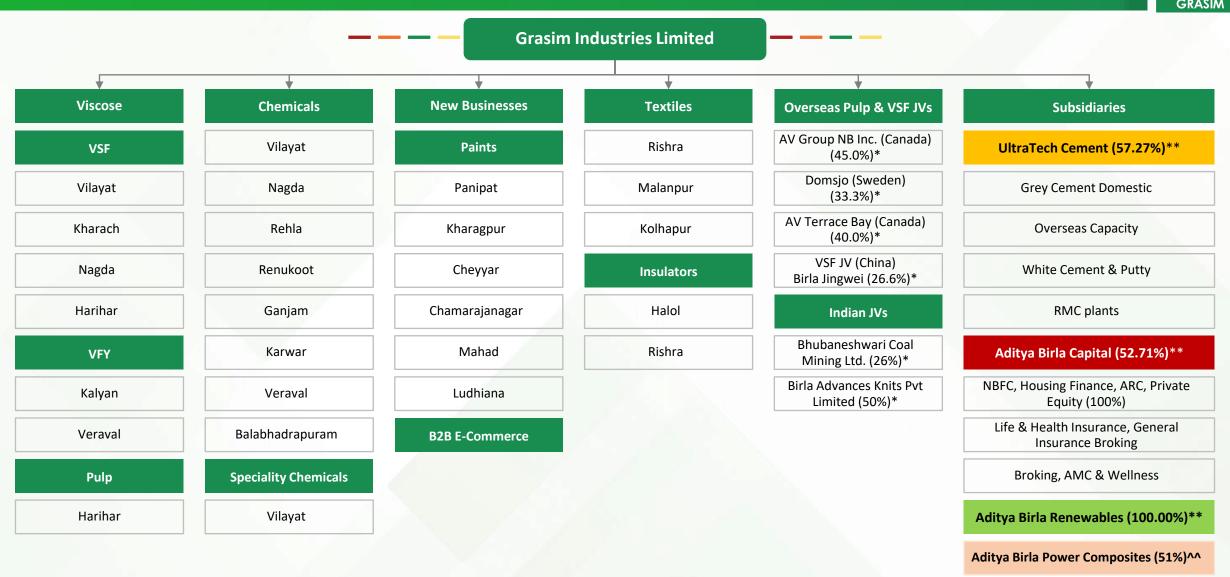
CONSOLIDATED BALANCE SHEET (2/2) - EQUITY & LIABILITIES



		Gi
Particulars (₹ Cr.)	March 31, 2023 (Audited)	September 30, 2023 (Unaudited)
1. Equity		
(a) Equity Share Capital	132	132
(b) Other Equity	78,610	83,039
(c) Share Application Money Pending Allotment	-	-
Sub-total - Equity Attributable to owners of the Company	78,742	83,170
2. Non-Controlling Interest	44,171	47,722
Total Equity	122,913	130,893
3. Non-current Liabilities		
(a) Financial Liabilities	135,534	153,410
(b) Provisions	766	801
(c) Deferred Tax Liabilities (Net)	8,443	8,885
(d) Other Non-Current Liabilities	16	22
Sub-total - Non-current Liabilities	144,759	163,119
4. Current Liabilities		
(a) Financial Liabilities	60,206	68,197
(b) Other Current Liabilities	6,438	6,067
(c) Provisions	722	779
(d) Current Tax Liabilities (Net)	2,167	2,515
Sub-total - Current Liabilities	69,533	77,558
5. Liabilities directly associated with Non-Current Assets Held for Sale	-	-
TOTAL - EQUITY AND LIABILITIES	337,205	371,569

GRASIM GROUP STRUCTURE







THANK YOU

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