



**Performance Review**  
**Quarter 2 : 2012-13**

**Grasim Industries Limited**  
*A VSF and Cement Major*



# Cautionary Statement

*Statements in this “Presentation” describing the Company’s objectives, estimates, expectations or predictions 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, feedstock 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 assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.*

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# Highlights – Quarter 2

## Operational

- Q2 records improved performance at Consolidated as well as Standalone Level
  - While Consolidated Revenue was up by 15%, Net Profit rose sharply by 48% on Y-o-Y basis
- In Cement:
  - Domestic volumes grew by 1%
  - Prices remained stable during monsoons
- In VSF:
  - Volumes grew despite difficult market conditions
  - However, PBIDT declined due to higher input costs

# Highlights – Quarter 2

## Strategic

- **Brownfield expansions commissioned during the quarter**
  - **VSF - Harihar, Karnataka : 18,250 TPA (Phase I)**
  - **Pulp - Domsjo, Sweden : 45,000 TPA**
- **Expansion projects in Cement and VSF are generally on track**
  - **Cement capacity to increase by 20% from 52 Mn. TPA to 62 Mn. TPA**
  - **VSF capacity to increase by ~40% from 352K TPA to 498K TPA**
- **Terrace Bay Acquisition completed**
  - **Restarted operations in Oct' 12 as planned**
- **Company plans to set up Epoxy plant at Vilayat at a cost of ₹ 223 Crore**
  - **Capacity 51,500 TPA; Commissioning by 3<sup>rd</sup> quarter of next fiscal**

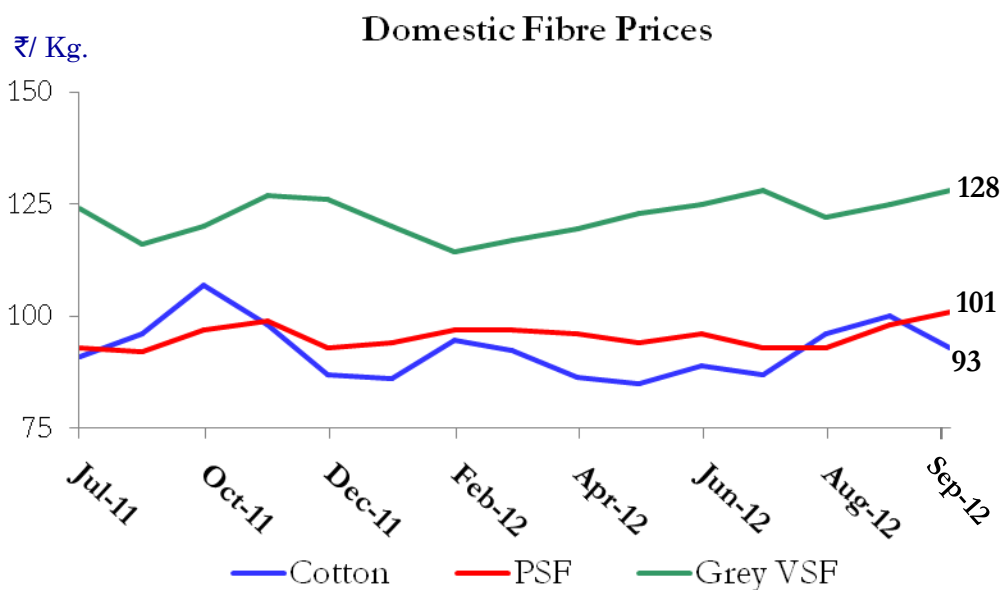


## Business Review

- VSF
- Chemical
- Cement Subsidiary

# Viscose Staple Fibre : Highlights

Quarter 1 2012-13		Quarter 2		% Change (YoY)
		2012-13	2011-12	
333,975	Capacity (TPA)	352,225	333,975	5
83,404	Production (MT)	79,798	83,516	(4)
77,013	Sales Volumes (MT)	85,312	78,959	8
1,061.9	Net Revenue (₹ Cr.)	1,164.0	1,078.7	8



## Global Industry Scenario

- Textile industry remain affected by continued slowdown in Eurozone, nominal growth in US and lower demand in China
- Fibre prices remain under pressure
- Pulp prices also show downward trend

## Business performance

- Production lower on YoY basis
  - Nagda plant stoppage for 11 days due to delayed monsoon, as against stoppage of 27 days in Quarter 1 last year
  - Additional reservoir constructed to overcome water shortage going forward
- Sales volumes, however were up by 8%
- Despite low prices globally, domestic realisation were maintained due to weak rupee

# Viscose Staple Fibre : Highlights (Contd....)

Quarter 1 2012-13		Quarter 2		% Change (YoY)
		2012-13	2011-12	
<b>Standalone Business:</b>				
276.0	PBIDT (₹ Cr.)	251.3	307.9	(18)
25.7%	PBIDT Margin (%)	21.6%	28.3%	--
250.2	PBIT (₹ Cr.)	222.2	281.9	(21)
36.1%	ROA <sub>v</sub> CE %	28.2%	55.4%	-
<b>Joint Venture / Associate – Grasim's Share:</b>				
195.7	Net Revenue (₹ Cr.)	244.2	241.7	--
(8.5)	PBIDT (₹ Cr.)	17.6	21.9	(20)
<b>Consolidated Business (Pulp and Fibre):</b>				
272.0	PBIDT (₹ Cr.)	262.7	333.6	(21)
22.3%	PBIDT Margin %	19.7%	25.6%	--
<b>Domsjo PAT</b>				
(3.2)	Grasim's Pro rata share (1/3 <sup>rd</sup> )	30.5	(9.1)	--

- PBIDT impacted by higher cost
  - Increase in Caustic, Coal and Sulphur cost
    - Chemical business, however, benefitted from increase in caustic prices
  - Rupee depreciation neutralised benefit of softening pulp prices
  - Increase in overheads

## JVs / Associate

- Decline in Pulp realisation affected profit of JVs
- Domsjo capacity expansion completed
- Domsjo reported net profit with improvement in volumes and reversal of M to M forex losses in Q1



# Viscose Staple Fibre : Outlook

- In the short term, environment continues to be challenging given the prevailing global slowdown
  - Global slowdown and surplus capacities in China to impact market conditions and margins despite softening in pulp prices
  - Profitability will also be influenced by competing fiber dynamics
    - Cotton crop in current season will be an influencing factor
- In the long term
  - Rising consumption in emerging markets should help VSF demand
  - Cotton production may not keep pace with demand with increasing use of land for competing crops
- Focus continues on specialty fibres and R&D initiatives
  - Vilayat capacity to produce specialty fibres using high quality Domsjo pulp
  - Higher budget planned on R&D activities, though it may impact profitability in short term
- Major revamp of Nagda plant being planned over next 3 years for technological upgradation
- Our integrated business model will continue to provide sustainable competitive advantage
  - Captive pulp and caustic soda plants
  - Long term contracts for pulp
  - Acquisition of assets of Terrace Bay to further strengthen pulp supplies

# Viscose Staple Fibre : Outlook

- Expansions are progressing as per schedule

	Present capacity (KTPA)	Expanded capacity (KTPA)	Commissioning Target
Vilayat, Gujarat	-	120	Line wise commissioning will start in Q4 2012-13 and will be over by middle of Q1 2013-14
Harihar, Karnataka	69	87	Phase I commissioned in Sep' 12, Phase II expected in Q4 2012-13

- Additional capacity (including specialty fibre from Vilayat) will lead to increased volume from FY 2013-14
- Company plans to set up a Greenfield VSF project in Turkey in Joint Venture with Group companies
  - Necessary land tied up
  - In process of seeking required approvals including environmental clearance

Quarter 1 2012-13		Quarter 2		% Change (YoY)
		2012-13	2011-12	
258,000	Caustic Capacity (TPA)	258,000	258,000	--
69,166	Production (MT)	63,627	65,907	(3)
69,466	Sales Volumes (MT)	65,500	67,321	(3)
234.4	Net Revenue (₹ Cr.)	225.2	193.6	16
66.4	PBIDT (₹ Cr.)	66.9	46.6	43
28.2%	PBIDT Margin (%)	29.6%	23.8%	-
57.4	PBIT (₹ Cr.)	58.5	38.0	54
29.8%	ROAvCE %	23.4%	30.4%	-

## Industry Scenario

- Industry utilisation impacted due to low chlorine offtake
- As a result ECU realisation remained firm

## Business Performance

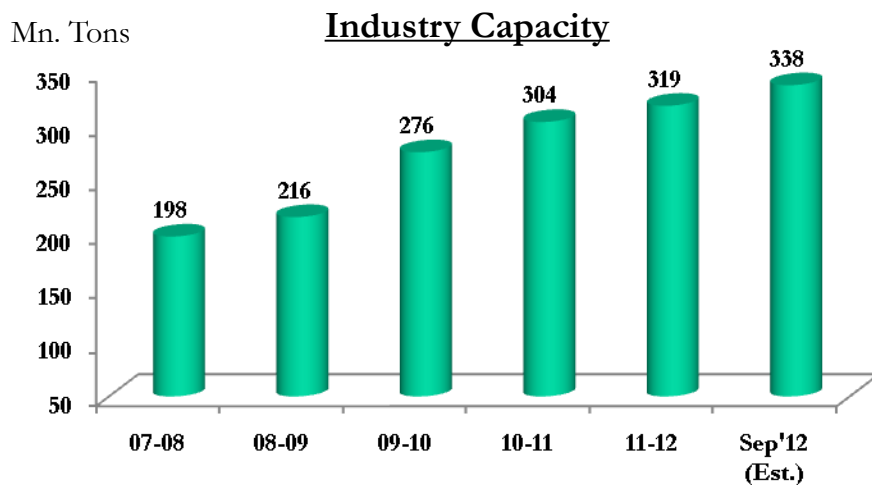
- Production and Sales volumes marginally down by 3% YoY
  - Impact of water shortage
- ECU realisation up by 14% YoY supported by higher caustic prices
- PBIDT at ₹ 67 Crore up by 43%
- Caustic expansion (182K TPA) at Vilayat progressing as scheduled  
(To be commissioned by end of FY 2012 -13 alongwith VSF plant)

# Cement : Highlights

Quarter 1 2012-13		Quarter 2		% Change (YoY)
		2012-13	2011-12	
<b><u>Grey Cement</u></b>				
51.75	Capacity (Mn. TPA)	51.75	51.75	--
10.76	Production (Mn. MT)	9.65	9.51	1
	Sales Volumes (Mn. MT)			
10.83	- Cement \$	9.74	9.76	--
0.19	- Clinker	0.15	0.28	(46)
<b><u>White Cement</u></b>				
1.33	Production (Lac MT)	1.25	1.30	(3)
1.33	Sales Volumes \$\$	1.31	1.26	4

\$ Includes captive consumption for RMC

\$\$ Includes captive consumption for value added products



## Industry Scenario

- Subdued demand growth \*
- Sector Capacity at 338 Mn. TPA
  - 19 Mn. TPA capacity commissioned in first half

- Prices have shown stable trend

## Business Performance

- Cement production up by 1%
- Capacity utilisation at 76%
- Volumes improved in all zones except in East which was constrained by production bottlenecks in July – Aug' 12
- White cement sales volumes up by 4%
  - Putty sales volumes up by 26%

\* Industry Association (CMA) discontinued publishing cement data (Post CCI Order), hence industry data not available

Quarter 1 2012-13		Quarter 2		% Change (YoY)
		2012-13	2011-12	
5,360.2	Net Revenue (₹ Cr.)	4,969.9	4,192.2	19
1,390.3	PBIDT (₹ Cr.)	1,112.5	691.3	61
25.6%	PBIDT Margin (%)	22.2%	16.3%	-
1,143.1	PBIT (₹ Cr.)	860.1	453.9	89
19.7%	ROAvCE (%)	14.3%	8.7%	-

- Net Revenue up by 19%
  - Prices remained firm sequentially
- Increase in variable cost by 8%
  - Raw Material cost up by 15% due to substantial increase in allied minerals (other than limestone)
  - Increase in linkage coal cost
  - Rupee depreciation of 21% negated softening of imported coal prices by 28%
  - Higher logistic cost
    - Increase in railway freight by 22% from Mar'12
    - Diesel prices hike in Sep'12 (full impact will come from Q3 onwards)
  - Fixed cost increased due to salary & wages, maintenance expenses etc.
- PBIDT up by 61%

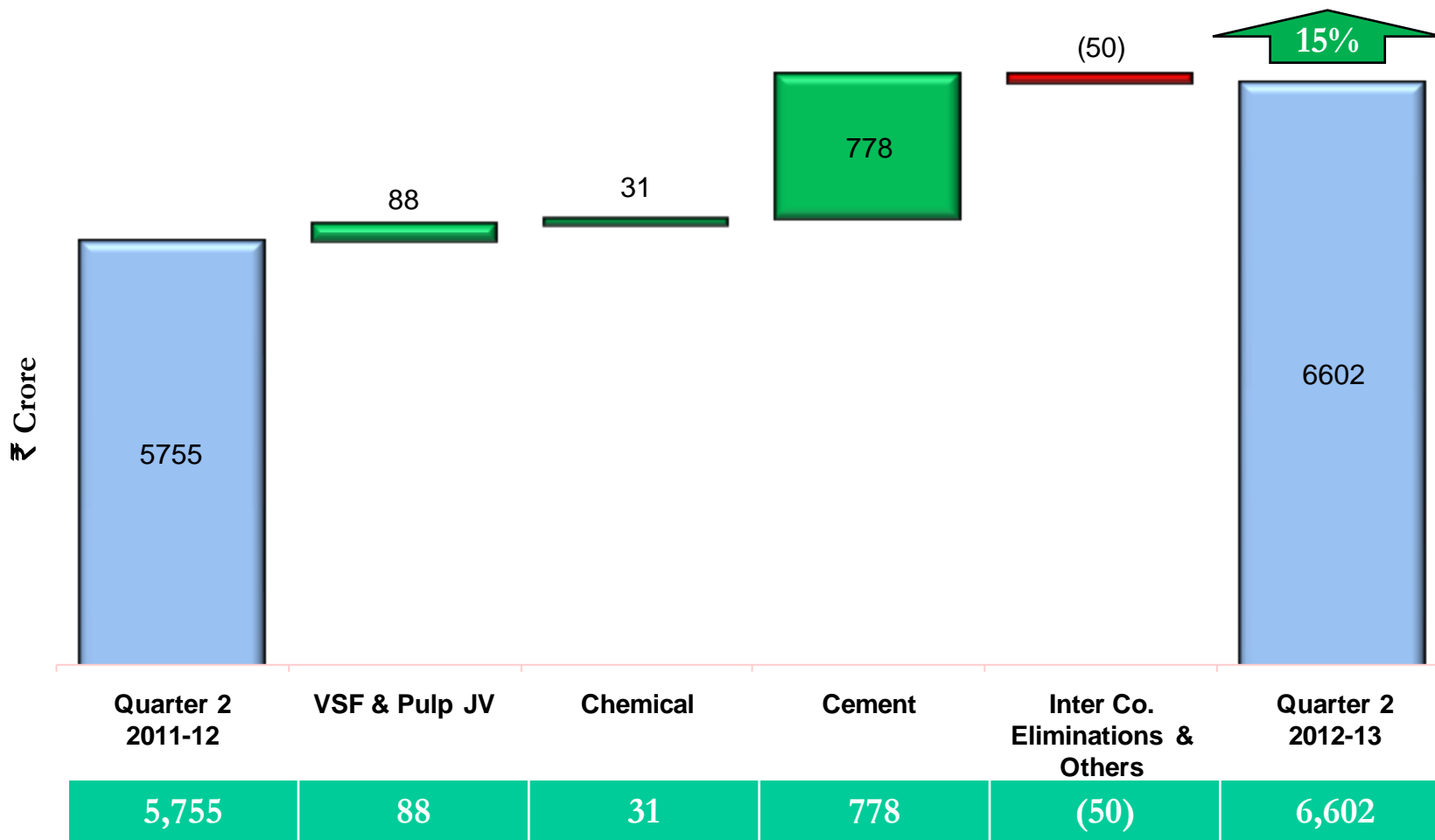
# Cement : Outlook

- Demand growth linked to GDP growth ; implementation of reforms
  - At present with 6% - 6.5% GDP growth rate, expected growth rate of ~8%
- Surplus supply scenario likely to continue over the next 3 years
  - Likely capacity addition of 66 Mn. Tons by FY15
  - Capacity utilisation expected to remain range bound
- Cost will be driven by energy prices and mineral policies
- 10 Mn. Ton Brownfield expansion progressing as per schedule
  - Expected to be completed by Q1 2013-14
    - ⇒ Volumes to increase from FY 2013-14
  - Plans for further growth under consideration

**Our Focus - Quality, Volume and Cost Leadership**

# Financial Performance

# Consolidated Revenue



Improved performance from all the businesses



# Revenue Chart

₹ Crore

Half Year		%	Net Revenue	Quarter 2		%	Quarter 1 2012-13
2012-13	2011-12	Change YoY		2012-13	2011-12	Change YoY	
2,226	1,980	12	Viscose Staple Fibre	1,164	1,079	8	1,062
460	347	32	Chemical	225	194	16	234
51	53		Others	26	27		25
(125)	(89)	41	Eliminations (Inter Segment)	(62)	(53)		(63)
2,612	2,291	14	Standalone Net Revenue	1,353	1,247	9	1,258
			<u>Subsidiaries</u>				
10,330	8,781	18	Cement	4,970	4,192	19	5,360
195	197		Textiles	116	113		79
440	469		Pulp JVs and Fibre JV (Pro Rata)	244	242		196
14	1		Others	7	0.3		7
(159)	(78)		Eliminations (Inter Company)	(88)	(39)		(71)
10,820	9,369	15	Total for Subsidiaries & JVs	5,249	4,508	16	5,571
13,431	11,660	15	Consolidated Net Revenue	6,602	5,755	15	6,829

# Financial Performance – Consolidated

₹ Crore

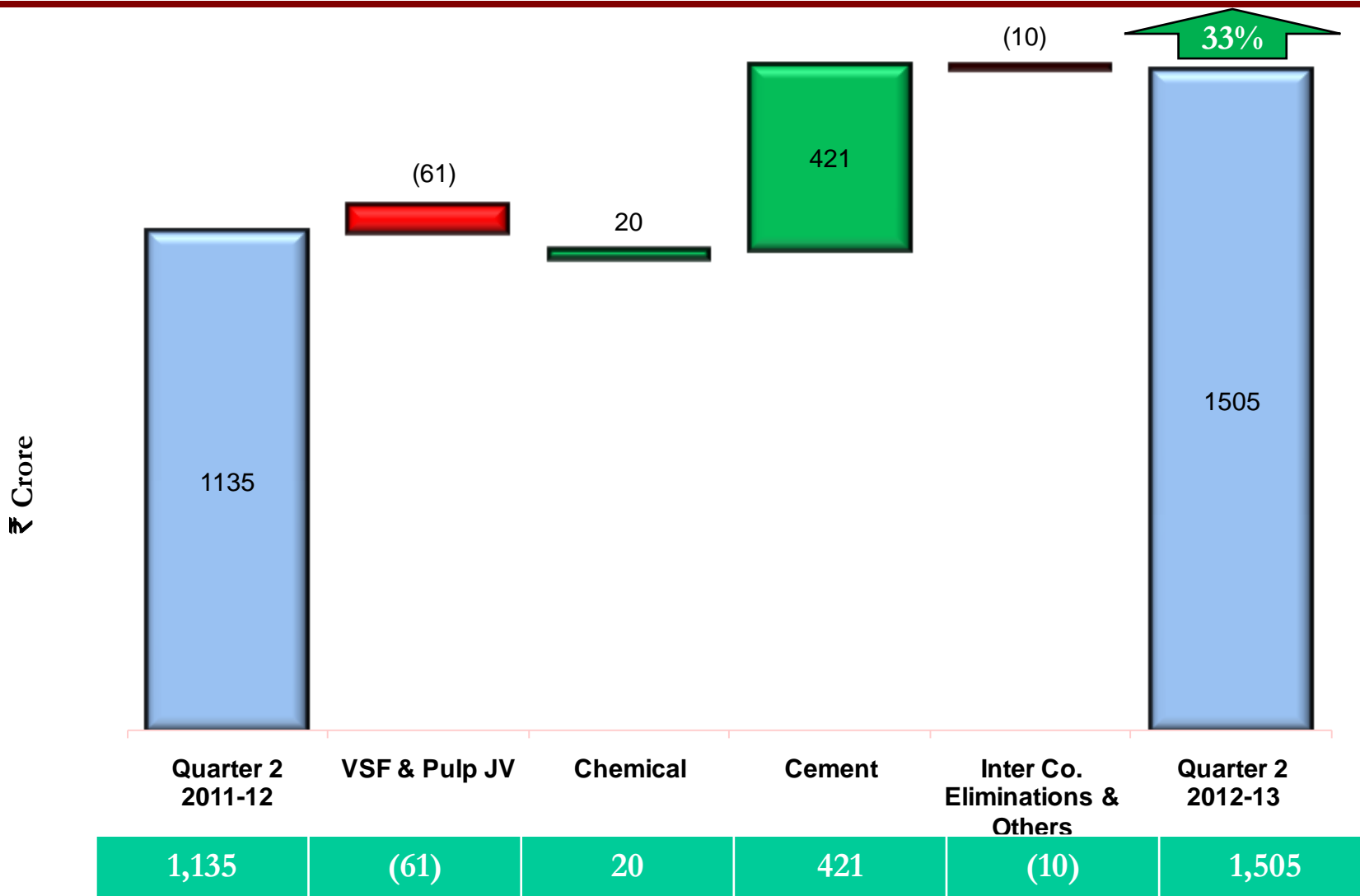
Half Year		% Change			Quarter 2		% Change		Quarter 1
2012-13	2011-12	YoY	(₹ Crore)		2012-13	2011-12	YoY	2012-13	
13,431	11,660	↑	15	Revenue	6,602	5,755	↑	15	6,829
10,394	9,020	↑	15	Operating Costs	5,197	4,738	↑	10	5,197
3,273	2,883	↑	14	PBIDT	1,505	1,135	↑	33	1,767
161	184	↓	(12)	Interest	87	89	↔		74
604	565	↑	7	Depreciation	307	284	↑	8	298
2,507	2,134	↑	17	PBT	1,112	761	↑	46	1,396
694	610	↑	14	Total Tax Expenses	309	237	↑	30	386
522	365			Minority Share	222	102			301
1,338	1,170	↑	14	PAT (Incl. share in Associates)	620	418	↑	48	718
145.7	127.4	↑	14	EPS (₹)	67.5	45.5	↑	48	78.2

# Financial Performance – Standalone

₹ Crore

Half Year		% Change			Quarter 2		% Change		Quarter 1
2012-13	2011-12		YoY		2012-13	2011-12		YoY	2012-13
2,612	2,291	↑	14	Revenue	1,353	1,247	↑	9	1,258
1,988	1,582	↑	25	Operating Costs	1,045	912	↑	15	944
880	960	↓	(8)	PBIDT	500	506	↔		380
14	21	↓	(35)	Interest	8	11	↓	(27)	6
75	71	↑	5	Depreciation	39	36	↑	8	36
792	868	↓	(9)	PBT	454	460	↔		338
136	209	↓	(35)	Total Tax Expenses	71	115	↓	(38)	65
656	659	↔		PAT	383	345	↑	11	273
71.4	71.8	↔		EPS (₹)	41.7	37.6	↑	11	29.7

# Consolidated PBIDT



Improved profitability of Cement & Chemical businesses

# PBIDT – Chart

₹ Crore

Half Year		% Change YoY	PBIDT	Quarter - 2		% Change YoY	Quarter 1
2012-13	2011-12			2012-13	2011-12		2012-13
527	658	(20)	Viscose Staple Fibre	251	308	(18)	276
133	81	64	Chemical	67	47	43	66
219	221		Others	182	152		37
880	960	(8)	Standalone PBIDT	500	506		380
			<u>Subsidiaries</u>				
2,503	1,950	28	Cement	1,112	691	61	1,390
13	15		Textiles	10	10		3
9	57	(84)	Pulp JVs and Fibre JVs (Pro Rata)	18	22	(20)	(9)
2	0.4		Others	3	-		1
(134)	(100)	35	Eliminations (Inter Company )	(138)	(94)		4
2,392	1,923	24	Total for Subsidiaries & JVs	1,005	628	60	1,387
3,273	2,883	14	Consolidated PBIDT	1,505	1,135	33	1,767

# Net Profit

₹ Crore

Half Year						Quarter - 2				
2012-13		2011-12		% Change		2012-13		2011-12		% Change
Total Co.	Grasim's share	Total Co.	Grasim's share			Total Co.	Grasim's share	Total Co.	Grasim's share	
	656		659		Standalone PAT		383		345	11
1,316	794	934	564	41	UltraTech Cement	553	333	265	160	109
3	3	4	4		Grasim Bhiwani Textiles	3	3	3	3	
5	(0.2)	30	27		Pulp and Fibre JVs/Associate	85	30	(27)	(0.4)	
474	25	283	15		Idea Cellular	240	12	106	5	
	(139)		(99)		Inter Company Eliminations		(144)		(94)	
	682		511	33	Grasim's Share in Subsidiaries / JVs		237		74	222
	1,338		1,170	14	Grasim Consolidated PAT		620		418	48

# Balance Sheet : Grasim

₹ Crore

<u>Standalone</u>			<u>Consolidated</u>	
As on 30.09.12	As on 31.03.12	EQUITY & LIABILITIES	As on 30.09.12	As on 31.03.12
		<b>SHAREHOLDERS' FUNDS</b>		
91.8	91.7	Share Capital	91.8	91.7
-	-	Other Share Capital	44.3	41.9
9,670.5	9,007.7	Reserves & Surplus	18,310.2	16,935.0
-	-	Minority Interest	5,675.6	5,233.4
9,762.3	9,099.4		24,121.8	22,302.0
		<b>NON CURRENT LIABILITIES</b>		
803.0	567.3	Long Term Borrowings	6,394.5	5,700.9
362.8	239.2	Deferred Tax Liability (Net)	2,169.8	1,979.0
51.0	51.2	Long Term Liabilities & Provisions	195.1	190.0
1,216.8	857.7		8,759.4	7,869.9
		<b>CURRENT LIABILITIES</b>		
102.2	63.0	Short Term Borrowings	1,130.0	850.5
140.0	89.4	Current Maturities of Long Term Borrowings	490.2	484.5
978.2	926.5	Current Liabilities & Provisions	5,747.8	5,027.5
1,220.5	1,078.9		7,368.0	6,362.5
12,199.5	11,036.1	<b>SOURCES OF FUNDS</b>	40,249.2	36,534.4
1,045.3	719.7	<b>Total Borrowings</b>	8,014.7	7,035.9

# Balance Sheet : Grasim

₹ Crore

<u>Standalone</u>			<u>Consolidated</u>	
As on 30.09.12	As on 31.03.12	ASSETS	As on 30.09.12	As on 31.03.12
		<b>NON-CURRENT ASSETS</b>		
1,786.9	1,548.5	Net Fixed Assets	15,565.0	15,052.7
1,880.2	965.2	Capital WIP & Advances	6,404.5	4,258.9
3,667.2	2,513.7		21,969.4	19,311.6
-	-	Goodwill on Consolidation	2,676.9	2,496.4
		<u>Non- Current Investments</u>		
2,636.3	2,636.3	Cement Subsidiary	-	-
135.7	453.2	Investments (MF/Bonds)	222.2	1,339.7
1,478.4	1,385.0	Other Investments	1,561.4	1,514.0
233.1	126.1	Long Term Loans & Advances*	448.3	268.7
8,150.7	7,114.2		26,878.2	24,930.4
		<b>CURRENT ASSETS</b>		
2,281.5	2,355.3	Current Investments (MF/Bonds)	5,802.6	5,022.1
1,767.4	1,566.6	Other Current Assets	7,568.4	6,581.9
4,048.9	3,921.9		13,371.0	11,604.0
12,199.5	11,036.1	<b>APPLICATION OF FUNDS</b>	40,249.2	36,534.4
2,417.2	2,808.5	Total Liquid Funds	6,024.8	6,361.8
1,371.9	2,088.8	Liquid Funds (Net of Debt)	(1,989.9)	(674.1)

\* Excluding Capital Advances, included in CWIP.



# Strong Financials

(₹ Crore)	Standalone		Consolidated	
	H1 2012-13	Full Year 2011-12	H1 2012-13	Full Year 2011-12
Net Worth	9,762	9,099	18,446	17,069
Debt	1,045	720	8,015	7,036
Net Debt (Net of liquidity)	(1,372)	(2,089)	1,990	674
Capital Employed	10,277	10,058	34,306	31,317
Debt:Equity (x)	0.11	0.08	0.33	0.32
Interest Cover	27.9	36.8	12.0	13.4
Book Value (₹)	1,064	992	2,010	1,861
ROAvCE (%) (PBIT basis)			16.3	17.5
RONW (%)			15.1	16.7

**Strong Funding Capabilities to support growth plans**

# Capex

# Capex plan

₹ Crore

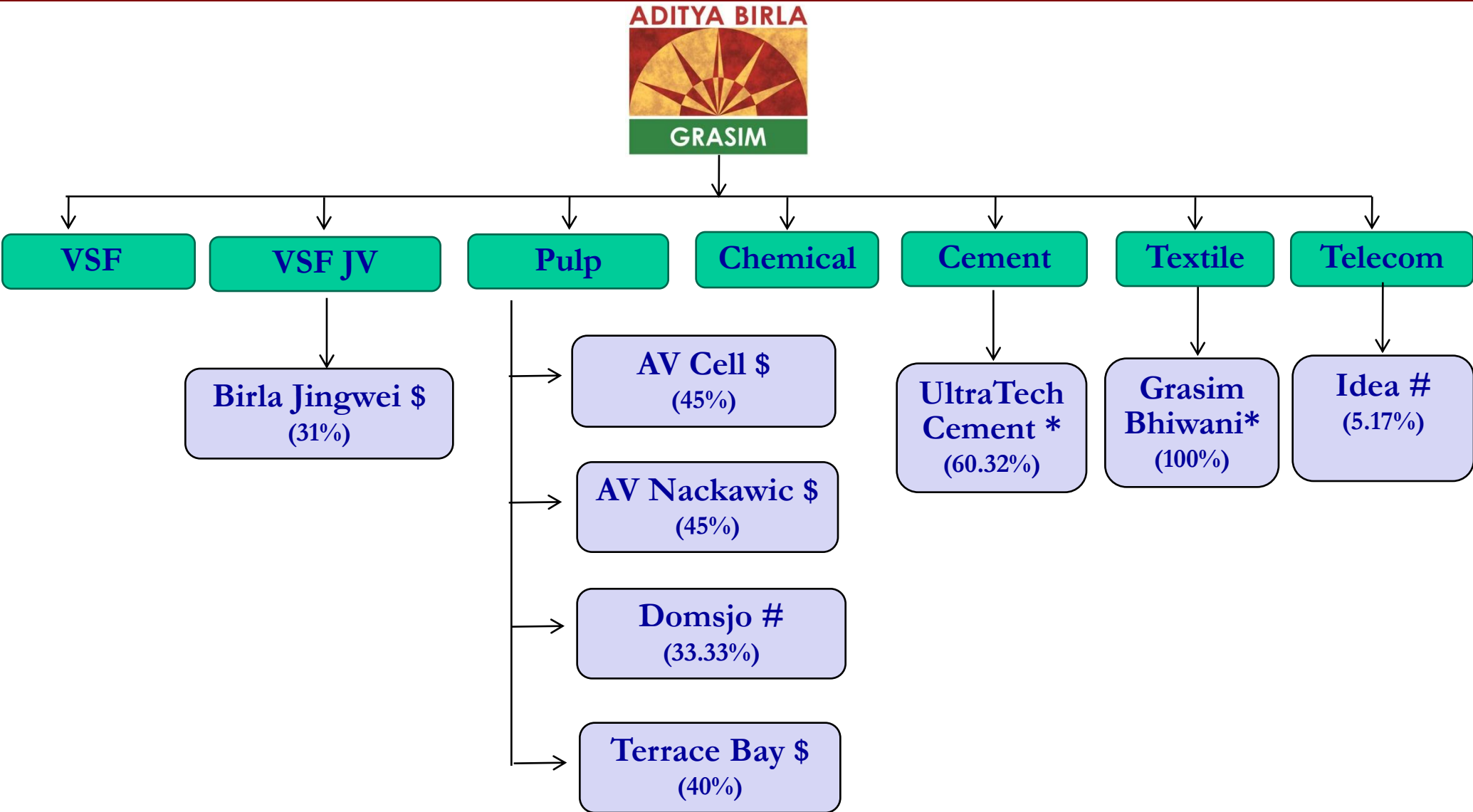
	Capex under Implemen- tation	Work in Progress as on 01-04-12	Cash Outflow		Capex spent during H1 2012-13
			FY13	FY14	
<b><u>Standalone</u></b>					
VSF Expansion : Vilayat (120K TPA), Harihar (36K TPA)	2,257				
Chemical Expansion : Vilayat (182K TPA)	807				
Epoxy Project : Vilayat (51,500 TPA)	223				
Normal Capex : VSF	527				
: Chemical & Others	188				
<b>Standalone Capex (A)</b>	<b>4,002</b>	<b>961</b>	<b>2,793</b>	<b>248</b>	<b>1,229</b>
<b><u>Cement Subsidiaries</u></b>					
- Capacity expansion : Raipur (4.8 Mn TPA) : Malkhed (4.4 Mn. TPA)	5,886				
- Material Evacuation, Logistic Infrastructure (Incl. Pipavav Grinding expansion 1 Mn. TPA)	917				
- Thermal Power (50 MW) & Waste Heat Recovery (45 MW)	680				
- RMC Business	447				
- Modernisation, Upgradation and others (Incl. Land)	4,007				
<b>Cement Business Capex (B)</b>	<b>11,937</b>	<b>3,221</b>	<b>5,587</b>	<b>3,129</b>	<b>1,826</b>
<b>Capex (A + B)</b>	<b>15,939</b>	<b>4,182</b>	<b>8,380</b>	<b>3,377</b>	<b>3,055</b>

## Summary

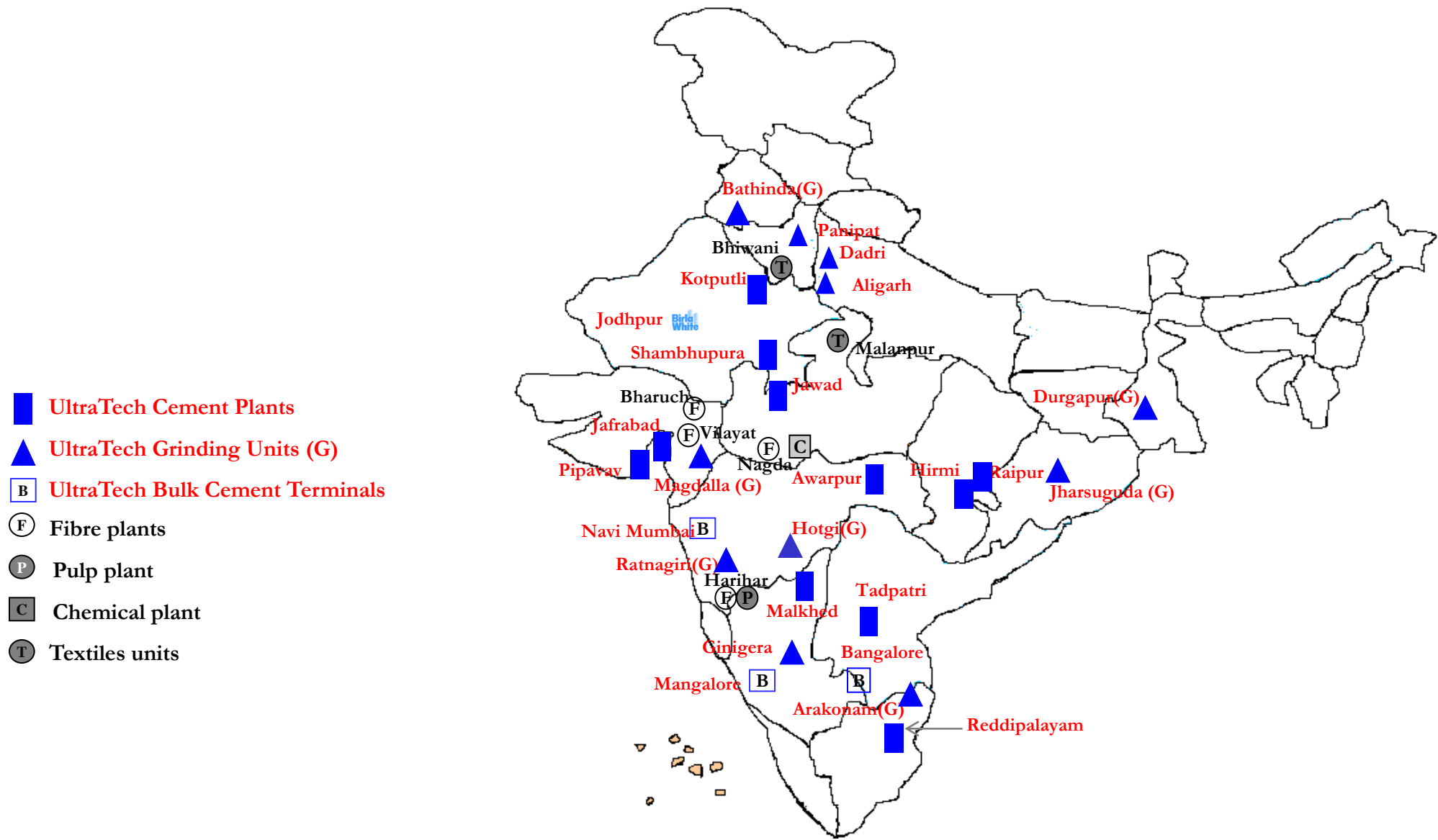
# Summary

- Cement business reported improved performance
- VSF business records satisfactory performance, despite textile value chain under pressure
- Leadership position and cost competitiveness in both the businesses will be further strengthened on ongoing basis
- Both businesses to consolidate leadership
  - Capacity Expansion under implementation to be fully operative by Q1 2013-14
    - Cement capacity to increase by 20% to 62 Mn. MTPA
    - VSF capacity to increase by ~40% to 498K TPA with additional focus on specialty fibres
    - Caustic capacity to increase by 70% from 258K TPA to 441K TPA
- Ongoing expansions to drive volumes and profitability from FY 2013-14
  - Examining further growth opportunity in both Businesses

# Organizational Structure



# Plant Locations– Grasim & its subsidiaries



**ADITYA BIRLA**



**Thank You**





**Grasim Industries Limited**

**Annexure**



# Annexure

- Consolidated Financial Performance
- Standalone Financial Performance
- Consolidated and Standalone Profitability
- Businesswise Performance
- VSF Summary
- Chemical Summary
- Cement Summary

# Consolidated Financial Performance

	Quarter - 2		% Change	Half Year		% Change	(₹ Crore)
	2012-13	2011-12		2012-13	2011-12		Full Year 2011-12
Net Sales & Op. Income	6,602.1	5,755.3	15	13,431.3	11,660.3	15	25,236.3
Other Income	99.8	117.3	(15)	235.5	242.4	(3)	745.4
PBIDT	1,505.2	1,134.7	33	3,272.6	2,883.1	14	6,320.3
PBIDT Margin (%)	22.5%	19.3%		23.9%	24.2%		24.3%
Finance Cost	86.8	89.5	(3)	160.8	183.6	(12)	313.6
Gross Profit	1,418.4	1,045.2	36	3,111.8	2,699.4	15	6,006.9
Depreciation	306.6	283.7	8	604.4	565.2	7	1,154.4
PBT	1,111.8	761.5	46	2,507.4	2,134.2	17	4,852.2
Total Tax	308.9	237.4	30	694.4	609.9	14	1,320.8
Share in Profit of Associates	38.1	(4.1)		46.8	10.1		63.2
PAT (Before Minority Share)	841.1	520.0	62	1,859.7	1,534.4	21	3,594.6
Minority Share	221.5	102.1		522.1	364.8		947.1
PAT (After Minority Share)	619.6	417.9	48	1,337.6	1,169.6	14	2,647.5
Diluted Earning Per Share (₹)	67.48	45.54	48	145.69	127.44	14	288.40
Cash Profit (Before Minority Share)	1,242.3	819.5	52	2,655.1	2,127.1	25	4,767.0

# Standalone Financial Performance

	Quarter - 2		%	Half Year		%	(₹ Crore)
	2012-13	2011-12		2012-13	2011-12		Full Year 2011-12
Net Sales & Op. Income	1,353.4	1,247.0	9	2,611.6	2,291.2	14	4,969.7
Other Income	191.7	170.6	12	256.8	251.1	2	463.5
PBIDT	500.4	506.2		880.1	960.1	(8)	1,721.8
PBIDT Margin (%)	32.4%	35.7%		30.7%	37.8%		31.7%
Finance Cost	7.8	10.7	(27)	13.9	21.3	(35)	35.8
Gross Profit	492.6	495.5		866.2	938.8	(8)	1,686.0
Depreciation	38.6	35.6	8	74.6	70.7	5	144.2
PBT	454.0	459.9		791.6	868.1	(9)	1,541.8
Tax Expense	71.2	115.0	(38)	135.9	209.1	(35)	364.8
PAT	382.7	344.8	11	655.7	659.0		1,177.0
Diluted Earning Per Share (₹)	41.68	37.57	11	71.42	71.80		128.22
Cash Profit	488.8	388.7	26	853.8	740.1	15	1,330.6

# Profitability Snapshot

(₹ Crore)	Standalone				Consolidated			
	FY 2009-10 *	FY 2010-11	FY 2011-12	H1 2012-13	FY 2009-10	FY 2010-11	FY 2011-12	H1 2012-13
Net Turnover & Op. Income	8,313	4,640	4,970	2,612	20,195	21,550	25,236	13,431
PBIDT	2,972	1,817	1,722	880	6,322	5,395	6,320	3,273
PBIDT Margin (%)	34.8	36.8	31.7	30.7	30.9	24.6	24.3	23.9
Finance Cost	120	46	36	14	335	407	314	161
PBDT	2,852	1,771	1,686	866	5,988	4,988	6,006	3,112
Tax Expenses	745	413	365	136	1,570	954	1,321	694
<b>PAT # (After Minority Share)</b>	<b>1,756</b>	<b>1,182</b>	<b>1,177</b>	<b>656</b>	<b>2,759</b>	<b>2,279</b>	<b>2,647</b>	<b>1,338</b>
EPS (₹) #	191.4	128.8	128.2	71.4	300.8	248.4	288.4	145.7
DPS (₹)	30.0	20.0	22.5	-	--	--	--	--
ROAvCE (PBIT Basis)(%)					23.9	16.5	17.5	16.3
RONW (%) #					22.9	16.8	16.7	15.1
Interest Cover (x)	15.5	30.3	36.8	27.9	13.9	10.6	13.4	12.0

# before exceptional / extraordinary gain

\* After demerger of cement business w.e.f. 01.10.2009

# Consolidated Businesswise Performance – Quarter 2

(₹ Crore)

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12
Cement *	4,970	4,192	1,112	691	22.2	16.3	860	454	24,434	20,976	14.3	8.7
VSF	1,337	1,290	263	334	19.6	25.5	221	299	4,486	2,925	20.4	41.7
Chemical	225	194	67	47	29.6	23.8	59	38	1,124	542	23.4	30.4
Others #	149	140	15	12	10.1	8.7	11	10	252	210	18.0	17.8
<b>Company as a whole (Net of Eliminations)</b>	<b>6,602</b>	<b>5,755</b>	<b>1,505</b>	<b>1,135</b>	<b>22.5</b>	<b>19.3</b>	<b>1,199</b>	<b>851</b>	<b>34,306</b>	<b>29,196</b>	<b>14.3</b>	<b>11.8</b>

\* As UltraTech has only Cement segment, temporary surplus in the business is considered as part of the business

# Other segment mainly represent textiles and investment subsidiaries

# Consolidated Businesswise Performance – Half Year

(₹ Crore)

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12	2012-13	2011-12
Cement *	10,330	8,781	2,503	1,950	24.0	22.0	2,003	1,476	24,434	20,976	17.0	14.4
VSF	2,540	2,391	535	716	20.9	29.7	456	648	4,486	2,925	22.5	46.6
Chemical	460	347	133	81	28.9	23.2	116	64	1,124	542	25.9	26.5
Others #	259	250	19	21	7.5	8.3	12	16	252	210	10.0	15.2
<b>Company as a whole (Net of Eliminations)</b>	<b>13,431</b>	<b>11,660</b>	<b>3,273</b>	<b>2,883</b>	<b>23.9</b>	<b>24.2</b>	<b>2,668</b>	<b>2,318</b>	<b>34,306</b>	<b>29,196</b>	<b>16.3</b>	<b>16.3</b>

\* As UltraTech has only Cement segment, temporary surplus in the business is considered as part of the business

# Other segment mainly represent textiles and investment subsidiaries

# Viscose Staple Fibre : Summary

		Quarter - 2			Half Year			Full Year
		2012-13	2011-12	% Change	2012-13	2011-12	% Change	2011-12
Capacity	TPA	3,52,225	3,33,975	5	3,52,225	3,33,975	5	3,33,975
Production	MT	79,798	83,516	(4)	1,63,202	1,53,414	6	3,21,085
Sales Volumes	MT	85,312	78,959	8	1,62,324	1,33,798	21	3,06,917
Net Revenue	₹ Cr.	1,164.0	1,078.7	8	2,226.0	1,980.3	12	4,292.4
PBIDT	₹ Cr.	251.3	307.9	(18)	527.4	657.6	(20)	1,167.5
PBIDT Margin	%	21.6%	28.3%		23.5%	32.9%		27.0%
PBIT	₹ Cr.	222.2	281.9	(21)	472.4	606.1	(22)	1,063.0
Capital Employed	₹ Cr.	3,366.1	2,078.9	62	3,366.1	2,078.9	62	2,598.5
ROAvCE (PBIT Basis)	%	28.2%	55.4%		31.7%	62.5%		48.3%



# Chemical : Summary

		Quarter - 2		% Change	Half Year		% Change	Full Year 2011-12
		2012-13	2011-12		2012-13	2011-12		
Capacity	TPA	2,58,000	2,58,000		2,58,000	2,58,000		2,58,000
Production	MT	63,627	65,907	(3)	1,32,793	1,23,287	8	2,60,326
Sales Volumes	MT	65,500	67,321	(3)	1,34,966	1,21,745	11	2,65,816
Net Revenue	₹ Cr.	225.2	193.6	16	459.6	347.1	32	776.8
PBIDT	₹ Cr.	66.9	46.6	43	133.3	81.2	64	160.8
PBIDT Margin	%	29.6%	23.8%		28.9%	23.2%		20.6%
PBIT	₹ Cr.	58.5	38.0	54	115.9	64.2	81	125.7
Capital Employed	₹ Cr.	1,124.3	541.6	108	1,124.3	541.6	108	665.6
ROAvCE (PBIT Basis)	%	23.4%	30.4%		25.9%	26.5%		23.0%

# Cement : Summary

		Quarter 2		%	Half Year		%	Full Year
		2012-13	2011-12	Change	2012-13	2011-12	Change	2011-12
<b><u>Grey Cement</u></b>								
Capacity	Mn. TPA	51.75	51.75		51.75	51.75		51.75
Production	Mn. MT	9.65	9.51	1	20.41	19.83	3	42.11
Cement Sales Volumes \$	Mn. MT	9.74	9.76		20.57	20.10	2	42.60
Clinker Sales Volumes	Mn. MT	0.15	0.28	(44)	0.34	0.65	(48)	1.36
<b><u>White Cement</u></b>								
Production	Lac MT	1.25	1.30	(3)	2.59	2.48	4	5.53
Sales Volumes \$\$	Lac MT	1.31	1.26	4	2.64	2.46	7	5.55
Net Revenue	₹ Cr.	4,969.9	4,192.2	19	10,330.1	8,781.3	18	19,227.7
PBIDT	₹ Cr.	1,112.5	691.3	61	2,502.7	1,950.1	28	4,564.7
PBIDT Margin	%	22.2%	16.3%		24.0%	22.0%		23.5%
PBIT	₹ Cr.	860.1	453.9	89	2,003.2	1,476.4	36	3,601.8
Capital Employed		24,434.3	20,976.3	16	24,434.3	20,976.3	16	22,637.1
ROAvCE	%	14.3%	8.7%		17.0%	14.4%		16.9%

\$ Includes captive consumption for RMC

\$\$ Includes captive consumption for value added products



### Grasim Reports Improved Financial Results for Q2 FY12-13

• Consolidated Net Revenue	: ₹ 6,602 Cr. up 15%
• Consolidated PBIDT	: ₹ 1,505 Cr. up 33%
• Consolidated Net Profit	: ₹ 620 Cr. up 48%

• Capacity addition under implementation	
- VSF	: 146K TPA (up 40%)
- Cement	: 10 Mn. TPA (up 20%)
• The benefit of these will be available from next year	

#### **Consolidated Financial Performance:**

Grasim Industries Limited, an Aditya Birla Group Company, today announced its results for the 2<sup>nd</sup> quarter ended 30<sup>th</sup> September 2012.

Revenue for the quarter grew by 15% from ₹ 5,755 crore to ₹ 6,602 crore. PBIDT for the quarter was ₹ 1,505 crore against ₹ 1,135 crore in the corresponding quarter, an increase of 33%, driven largely by improved performance of the Cement business. Net Profit rose by 48% to ₹ 620 crore (₹ 418 crore).

#### **Viscose Staple Fibre (VSF)**

VSF sales volumes grew by 8% despite Nagda plant being closed for 11 days due to the water shortage and difficult conditions in global textile industry amidst economic slowdown. Globally realisations have been lower but due to the Rupee depreciation by 20%, average realisations were maintained. Margins are under pressure given the increase in input costs, viz. caustic soda, coal and sulphur. The effect of higher caustic prices is reflected in the higher profitability of the Chemical business.

As reported earlier, the acquisition of assets of Terrace Bay, a pulp mill in Ontario, Canada was completed in July 2012 by AV Terrace Bay, our JV with Thai Rayon. The operations at the pulp mill (paper grade) were restarted in October 2012 as planned.

#### **Cement Subsidiary (UltraTech Cement)**

UltraTech has reported good performance for the quarter. Cement sales volumes were maintained at 9.74 Mn. tons. Net Revenue stood at ₹ 4,970 crore as compared to ₹ 4,192 crore, up by 19%. Net Profit for the quarter was ₹ 553 crore as against ₹ 265 crore.

Variable cost rose by 8% mainly on account of higher raw material prices linked to increase in railway freight in Mar'12 and diesel prices. The depreciation in rupee partially offset the benefit of softening in prices of imported coal. Extensive measures for cost improvement and logistics optimization taken by the Company helped in curbing costs to an extent.

## **Chemical Business**

The Chemical business also performed well with improvement in ECU realisations. However, capacity utilization across industry was impacted due to lower Chlorine off take in markets. As a result caustic prices remained firm. Caustic sales volumes were marginally down by 3% to 65,500 tons.

## **VSF & Chemical Capex**

At Harihar (Karnataka), Phase I of the VSF brownfield expansion (18,250 TPA) was commissioned in September 2012. Phase II (18,250 TPA) is expected to go on-stream in the 4<sup>th</sup> quarter. The capacity of Domsjo, the pulp JV in Sweden, has been ramped up by 45,000 TPA during the quarter.

The VSF (120,000 TPA) and Chemical (182,500 TPA) greenfield projects at Vilayat, Gujarat are generally on track and commissioning will start in the 4<sup>th</sup> quarter of the current year. All the four production lines will be commissioned by middle of first quarter next year.

The Company plans to initiate a major revamp of its VSF plant at Nagda for technological upgradation, spread over the next three years.

Grasim's Board today approved a capex of ₹ 223 crore for setting up an Epoxy plant (51,500 TPA) at Vilayat, expected to be operational in 3<sup>rd</sup> quarter of FY 13-14.

## **Cement Capex**

The brownfield expansions at Chhattisgarh and Karnataka are on track and are expected to be operational by Q1 FY13-14. Consequently, UltraTech's cement capacity will be enhanced by 10 Mn. TPA to 62 Mn. TPA.

## **Outlook**

In VSF, the environment continues to be challenging. The global economic scenario, coupled with a surplus capacity in China, will impact market conditions and margins. The Cotton crop in the ensuing season will influence realisations in the short term. In Cement, despite the 8% projected growth in demand, the surplus scenario is likely to continue for 3 years.

Capacity expansions under implementation in both VSF and Cement will provide additional volumes, driving growth and further consolidation of the Company's leadership. Given Grasim's inherent strength, cost optimization measures, improving assets productivity and effective financial management, the prospects for the Company continue to be positive.

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### Cautionary Statement

Statements in this "Press Release" describing the Company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities law and regulations. Actual results could differ materially from those express or implied. Important factors that could make a difference to the Company's operations include global and Indian demand supply conditions, finished goods prices, feedstock 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 assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

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## **GRASIM INDUSTRIES LIMITED**

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**UNAUDITED CONSOLIDATED FINANCIAL RESULTS  
FOR THE QUARTER AND HALF YEAR ENDED 30-09-2012**

**PART I: STATEMENT OF CONSOLIDATED UNAUDITED RESULTS FOR THE QUARTER AND HALF YEAR ENDED 30-09-2012** ₹ Crore

Particulars	Three Months Ended			Six Months Ended		Year Ended
	30-09-2012	30-06-2012	30-09-2011	30-09-2012	30-09-2011	31-03-2012
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1 Income from Operations</b>						
Net Sales / Income from Operations (Net of Excise Duty)	6,551.91	6,790.58	5,659.52	13,342.49	11,518.53	24,979.79
Other Operating Income	50.23	38.54	95.73	88.77	141.74	256.46
<b>Total Income from Operations (Net)</b>	<b>6,602.14</b>	<b>6,829.12</b>	<b>5,755.25</b>	<b>13,431.26</b>	<b>11,660.27</b>	<b>25,236.25</b>
<b>2 Expenses</b>						
Cost of Materials Consumed	1,408.07	1,482.73	1,309.35	2,890.80	2,563.98	5,365.67
Purchases of Stock-in-Trade	86.88	75.88	70.04	162.76	121.90	261.61
Changes [Decrease / (Increase)] in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	(19.30)	(80.36)	66.58	(99.66)	(177.34)	(85.82)
Employee Benefits Expense	391.24	375.33	335.23	766.57	646.22	1,377.17
Power and Fuel Cost	1,385.25	1,388.14	1,245.57	2,773.39	2,541.25	5,460.49
Freight and Handling Expenses	977.57	1,078.62	880.19	2,056.19	1,771.62	3,885.76
Depreciation and Amortisation Expense	306.56	297.88	283.73	604.44	565.20	1,154.41
Other Expenses	967.06	877.02	830.93	1,844.08	1,552.02	3,396.48
<b>Total Expenses</b>	<b>5,503.33</b>	<b>5,495.24</b>	<b>5,021.62</b>	<b>10,998.57</b>	<b>9,584.85</b>	<b>20,815.77</b>
<b>3 Profit from Operations before Other Income and Finance Costs (1 - 2)</b>	<b>1,098.81</b>	<b>1,333.88</b>	<b>733.63</b>	<b>2,432.69</b>	<b>2,075.42</b>	<b>4,420.48</b>
<b>4 Other Income</b>	<b>99.84</b>	<b>135.65</b>	<b>117.32</b>	<b>235.49</b>	<b>242.44</b>	<b>745.36</b>
<b>5 Profit from Operations before Finance Costs and Tax (3 + 4)</b>	<b>1,198.65</b>	<b>1,469.53</b>	<b>850.95</b>	<b>2,668.18</b>	<b>2,317.86</b>	<b>5,165.84</b>
<b>6 Finance Costs</b>	<b>86.82</b>	<b>73.99</b>	<b>89.49</b>	<b>160.81</b>	<b>183.64</b>	<b>313.64</b>
<b>7 Profit from Ordinary Activities before Tax (5 - 6)</b>	<b>1,111.83</b>	<b>1,395.54</b>	<b>761.46</b>	<b>2,507.37</b>	<b>2,134.22</b>	<b>4,852.20</b>
<b>8 Tax Expense</b>	<b>308.89</b>	<b>385.55</b>	<b>237.35</b>	<b>694.44</b>	<b>609.90</b>	<b>1,320.77</b>
<b>9 Net Profit after Tax before profit of Associates and adjustment for Minority Interest (7 - 8)</b>	<b>802.94</b>	<b>1,009.99</b>	<b>524.11</b>	<b>1,812.93</b>	<b>1,524.32</b>	<b>3,531.43</b>
<b>10 Add : Share in Profit of Associates</b>	<b>38.14</b>	<b>8.64</b>	<b>(4.07)</b>	<b>46.78</b>	<b>10.07</b>	<b>63.16</b>
<b>11 Less : Minority Share</b>	<b>221.50</b>	<b>300.63</b>	<b>102.10</b>	<b>522.13</b>	<b>364.78</b>	<b>947.13</b>
<b>12 Net Profit for the Period (9 +10 - 11)</b>	<b>619.58</b>	<b>718.00</b>	<b>417.94</b>	<b>1,337.58</b>	<b>1,169.61</b>	<b>2,647.46</b>
Paid up Equity Share Capital (Face Value ₹ 10 per share)	91.76	91.74	91.72	91.76	91.72	91.72
Reserves excluding Revaluation Reserves						16,935.01
<b>13 Earnings per Share (of ₹ 10/- each) (Not Annualised):</b>						
(a) Basic (₹)	67.54	78.27	45.57	145.81	127.52	288.65
(b) Diluted (₹)	67.48	78.21	45.54	145.69	127.44	288.40

**PART II : SELECT INFORMATION FOR THE QUARTER AND HALF YEAR ENDED 30-09-2012**

A	PARTICULARS OF SHAREHOLDING						
	<b>Public Shareholding *</b>						
	Number of Shares (000's)	57,150	57,417	58,211	57,150	58,211	57,744
	Percentage of Shareholding	62.30%	62.60%	63.48%	62.30%	63.48%	62.96%
	<b>Promoter &amp; promoter group shareholding *</b>						
	a) Pledged / Encumbered						
	- Number of Shares (000's)	-	-	-	-	-	-
	- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-	-
	- Percentage of Shares (as a % of the total share capital of the Company)	-	-	-	-	-	-
	b) Non-encumbered						
	- Number of Shares (000's)	23,429	23,429	23,429	23,429	23,429	23,429
	- Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
	- Percentage of Shares (as a % of the total share capital of the Company)	25.54%	25.54%	25.55%	25.54%	25.55%	25.55%
	* Excludes shares represented by Global Depository Receipts						
<b>B</b>	<b>INVESTORS COMPLAINTS</b>						
	Pending at the beginning of the Quarter	-					
	Received during the Quarter	14					
	Disposed during the Quarter	14					
	Remaining unresolved at the end of the Quarter	-					

**UNAUDITED CONSOLIDATED SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED  
FOR THE QUARTER AND HALF YEAR ENDED 30-09-2012**

₹ Crore

Particulars	Three Months Ended			Six Months Ended		Year Ended
	30-09-2012	30-06-2012	30-09-2011	30-09-2012	30-09-2011	31-03-2012
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. SEGMENT REVENUE</b>						
a Viscose Staple Fibre and Wood Pulp	1,337.29	1,202.78	1,290.45	2,540.07	2,390.59	5,007.17
b Cement - Grey, White and Allied Products	4,969.94	5,360.15	4,192.24	10,330.09	8,781.33	19,227.65
c Chemicals - Caustic Soda and Allied Chemicals	225.24	234.41	193.64	459.65	347.08	776.79
d Others #	148.96	110.48	140.34	259.44	249.74	483.65
<b>TOTAL</b>	<b>6,681.43</b>	<b>6,907.82</b>	<b>5,816.67</b>	<b>13,589.25</b>	<b>11,768.74</b>	<b>25,495.26</b>
(Less) : Inter Segment Revenue	(79.29)	(78.70)	(61.42)	(157.99)	(108.47)	(259.01)
<b>Total Operating Income</b>	<b>6,602.14</b>	<b>6,829.12</b>	<b>5,755.25</b>	<b>13,431.26</b>	<b>11,660.27</b>	<b>25,236.25</b>
<b>2. SEGMENT RESULTS</b>						
a Viscose Staple Fibre and Wood Pulp	221.42	234.58	299.06	456.00	647.51	1,131.46
b Cement - Grey, White and Allied Products	828.14	1,083.34	424.01	1,911.48	1,422.04	3,320.52
c Chemicals - Caustic Soda and Allied Chemicals	58.54	57.35	37.99	115.89	64.19	125.70
d Others #	11.20	0.82	9.82	12.02	15.87	27.72
<b>TOTAL</b>	<b>1,119.30</b>	<b>1,376.09</b>	<b>770.88</b>	<b>2,495.39</b>	<b>2,149.61</b>	<b>4,605.40</b>
Add / (Less) :						
Finance Costs	(86.82)	(73.99)	(89.49)	(160.81)	(183.64)	(313.64)
Net Unallocable Income / (Expenditure )	79.35	93.44	80.07	172.79	168.25	560.44
<b>Profit from Ordinary Activities before Tax</b>	<b>1,111.83</b>	<b>1,395.54</b>	<b>761.46</b>	<b>2,507.37</b>	<b>2,134.22</b>	<b>4,852.20</b>
	<b>As on</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>	<b>As on</b>
	<b>30-09-2012</b>	<b>30-06-2012</b>	<b>30-09-2011</b>	<b>30-09-2012</b>	<b>30-09-2011</b>	<b>31-03-2012</b>
<b>3. CAPITAL EMPLOYED</b>						
(Segment Assets - Segment Liabilities)						
a Viscose Staple Fibre and Wood Pulp	4,486.08	4,061.32	2,924.63	4,486.08	2,924.63	3,616.18
b Cement - Grey, White and Allied Products	21,389.80	20,291.20	17,930.18	21,389.80	17,930.18	19,322.09
c Chemicals - Caustic Soda and Allied Chemicals	1,124.32	875.93	541.58	1,124.32	541.58	665.58
d Others #	252.01	244.98	210.40	252.01	210.40	229.45
<b>TOTAL</b>	<b>27,252.21</b>	<b>25,473.43</b>	<b>21,606.79</b>	<b>27,252.21</b>	<b>21,606.79</b>	<b>23,833.30</b>
Add: Unallocated Corporate Capital Employed	7,054.07	7,458.84	7,589.05	7,054.07	7,589.05	7,483.54
<b>TOTAL CAPITAL EMPLOYED</b>	<b>34,306.28</b>	<b>32,932.27</b>	<b>29,195.84</b>	<b>34,306.28</b>	<b>29,195.84</b>	<b>31,316.84</b>

# Others segment mainly represents Textiles and Investment Subsidiaries

# GRASIM INDUSTRIES LIMITED

Consolidated Statement of Assets and Liabilities as on 30th September, 2012:

₹ Crore

PARTICULARS		AS AT	
		30-09-2012	31-03-2012
		(Unaudited)	(Audited)
<b>A.</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1.</b>	<b>Shareholders' Funds</b>		
	(a) Share Capital	91.76	91.72
	(b) Share Capital (Other than Equity)	44.25	41.92
	(c) Reserves and Surplus	18,310.17	16,935.01
	<b>Sub-total - Shareholders' Funds</b>	<b>18,446.18</b>	<b>17,068.65</b>
<b>2</b>	<b>Minority Interest</b>	<b>5,675.64</b>	<b>5,233.38</b>
<b>3</b>	<b>Non-current Liabilities</b>		
	(a) Long-Term Borrowings	6,394.49	5,700.87
	(b) Deferred Tax Liabilities (Net)	2,169.79	1,979.04
	(c) Other Long-Term Liabilities	18.01	23.04
	(d) Long-Term Provisions	177.06	166.93
	<b>Sub-total - Non-Current Liabilities</b>	<b>8,759.35</b>	<b>7,869.88</b>
<b>4</b>	<b>Current Liabilities</b>		
	(a) Short-Term Borrowings	1,129.98	850.45
	(b) Trade Payables	2,897.13	2,635.32
	(c) Other Current Liabilities #	2,307.72	2,065.24
	(d) Short-Term Provisions	1,033.22	811.51
	<b>Sub-total - Current Liabilities</b>	<b>7,368.05</b>	<b>6,362.52</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>40,249.22</b>	<b>36,534.43</b>
<b>B.</b>	<b>ASSETS</b>		
<b>1.</b>	<b>Non-current assets</b>		
	(a) Fixed Assets	20,076.84	17,513.82
	(b) Goodwill on Consolidation	2,676.87	2,496.41
	(c) Non-Current Investments	1,783.59	2,853.74
	(d) Long-Term Loans and Advances (Includes Capital Advances)	2,340.92	2,075.94
	<b>Sub-total - Non-Current Assets</b>	<b>26,878.22</b>	<b>24,939.91</b>
<b>2.</b>	<b>Current Assets</b>		
	(a) Current Investments	5,802.61	5,022.06
	(b) Inventories	3,778.96	3,071.11
	(c) Trade Receivables	2,021.78	1,728.75
	(d) Cash and Cash Equivalents*	278.62	325.21
	(e) Short-Term Loans and Advances	1,438.89	1,415.00
	(f) Asset held for Disposal	0.05	0.15
	(g) Other Current Assets	50.09	32.24
	<b>Sub-total - Current Assets</b>	<b>13,371.00</b>	<b>11,594.52</b>
	<b>TOTAL -ASSETS</b>	<b>40,249.22</b>	<b>36,534.43</b>

# Includes current maturities of long-term debts ₹ 490.20 Crore (Previous Year ₹ 484.45 Crore)

\* Cash & Cash Equivalents represents Cash & Bank Balances

# GRASIM INDUSTRIES LIMITED

## NOTES:

1. The Company has opted to publish Consolidated Financial Results. Key numbers of Standalone Financial Results of the Company for the quarter and half year ended 30th September, 2012 are as under:

₹ Crore

Particulars	Three Months Ended			Six Months Ended		Year Ended
	30-09-2012 (Unaudited)	30-06-2012 (Unaudited)	30-09-2011 (Unaudited)	30-09-2012 (Unaudited)	30-09-2011 (Unaudited)	31-03-2012 (Audited)
Total Operating Income	1,353.35	1,258.30	1,247.03	2,611.65	2,291.23	4,969.72
Profit from Ordinary Activities before Tax	453.96	337.62	459.88	791.58	868.10	1,541.79
Net Profit from Ordinary Activities after Tax	382.73	272.94	344.84	655.67	658.97	1,177.00

The Standalone Financial Results are available at the Company's websites given below.

2. Viscose Staple Fibre (VSF) and Chemical Plant operations at Nagda were interrupted for 11 days in the month of July 2012 due to water shortage caused by delayed monsoon. In the previous year, operations were interrupted for 27 days in the first quarter.
3. At Harihar, the VSF brownfield expansion of 100 Ton Per Day (TPD) has been partially commissioned in September 2012. The effective production capacity has however increased by 50 TPD, pending commissioning of the balancing equipment, which is under progress.
4. Competition Commission of India has passed an order dated 21st June, 2012 levying a penalty of ₹ 1,175.49 Crore on UltraTech Cement Limited (UTCL), a subsidiary of the Company, along with certain other cement manufacturing companies for alleged cartelisation. UTCL has filed an appeal against the Order before the Competition Appellate Tribunal. No provision has been made in the accounts for any liability that may arise in this regard, based on legal opinion that UTCL has a good case in the matter.
5. During the quarter the Company has acquired through AV Terrace Bay Inc., Canada, a 40: 60 Joint Venture (JV) with Thai Rayon Public Co. Ltd., Thailand, the assets of the Terrace Bay Pulp Inc., a paper grade pulp mill in Canada. The operations at the Mill have been restarted in October, 2012. The JV has a plan to convert the mill to produce Rayon Grade Pulp, a basic raw material for production of VSF.



## GRASIM INDUSTRIES LIMITED

6. During the quarter, the Company has allotted 19,019 fully paid up equity shares of ₹ 10 each upon exercise of stock options granted under the Employee Stock Option Scheme, 2006.
7. a. Previous periods' figures have been regrouped / rearranged wherever necessary to conform to the current periods' classification.  
b. The above Results were reviewed by the Audit Committee and approved by the Board of Directors today.

For and on behalf of the Board of Directors

Place : Mumbai

**K.K. Maheshwari**

Date : 29th October, 2012

Managing Director

**GRASIM INDUSTRIES LIMITED**

**Regd. Office: Birlagram, Nagda 456 331 (M.P.)**

*An Aditya Birla Group Company*

**[www.grasim.com](http://www.grasim.com) and [www.adityabirla.com](http://www.adityabirla.com)**