



Grasim Industries Limited

Performance Review

Q4FY09

19th May 2009

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.

Consolidated Financial Performance – Q4FY09

	<u>Rs.</u>	<u>Crs.</u>	<u>%</u>	<u>Change</u>	
Revenue	5,020	↑	5		I Revenue up by 5%
PBIDT	1,329	↑	1		I Cash Profit of Rs.1,114 Crs. (Rs.781 Crs.), up by 43% despite impact of economic slowdown Ø Impressive performance by cement business Ø Lower current tax
Interest	73	↑	21		I PBIDT up by 1%
Depreciation	225	↑	23		I Interest higher by Rs.13 Crs. on commissioning of projects and additional borrowings
PBT	1,031	↓	*(4)		I Depreciation higher by 23% on commissioning of projects
Total Tax Expenses	335	↓	(8)		I Total Tax expenses lower by 8%
PAT (bef. Minority Share)	711	↔	* --		Ø Current tax of Rs.157 Crs., lower by 67% due to higher tax depreciation Ø Substantially higher deferred tax liability due to higher tax depreciation
PAT (after Minority Share)	569	↓	*(5)		
EPS (Rs.)	62.0	↓	*(5)		
Cash Profit (before Minority Share)	1,114	↑	*43		I Net profit lower by 5%

* For proper comparison, figures are before EI/EO gains

Consolidated Financial Performance – FY09

	<u>Rs.</u>	<u>Crs.</u>	<u>%</u>	<u>Change</u>	
Revenue	18,603	↑		9	I Revenue up by 9%
PBIDT	4,783	↓	(12)		I Cash Profit of Rs.3,938 Crs. (Rs.3,729 Crs.), higher by 6%
Interest	310	↑		40	I PBIDT lower by 12%
Depreciation	866	↑		29	Ø Higher input and energy cost
PBT	3,607	↓	*(20)		Ø Weak performance from VSF and Sponge Iron business, impacted by global economic downturn
Total Tax Expenses	991	↓	(32)		I Interest higher by Rs.88 Crs. due to commissioning of projects and additional borrowings
PAT (bef. Minority Share)	2,631	↓	*(14)		I Depreciation higher by 29% on commissioning of projects
PAT (after Minority Share)	2,187	↓	*(16)		I Tax expenses lower by 32%
EPS (Rs.)	238.5	↓	*(16)		Ø Current tax of Rs.551 Crs., lower by 63% due to lower profits and higher tax depreciation
Cash Profit (before Minority Share)	3,938	↑		* 6	Ø Substantially higher deferred tax liability due to higher tax depreciation
					I Net profit lower by 16%

* For proper comparison, figures are before EI/EO gains

Consolidated Financial Performance

(Rs. Crores)

	Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Net Turnover & Op. Income	5,020.0	4,764.6	5	18,602.9	17,141.3	9
Other Income	45.7	67.7	(33)	254.3	295.3	(14)
PBIDT	1,329.1	1,314.5	1	4,782.8	5,422.0	(12)
Interest	72.9	60.2	21	310.4	222.1	40
Gross Profit	1,256.2	1,254.3	--	4,472.4	5,199.9	(14)
Depreciation	225.1	182.4	23	865.8	670.3	29
PBT	1,031.1	1,071.9	(4)	3,606.6	4,529.6	(20)
Current Tax	157.3	477.4	(67)	550.7	1,473.0	(63)
Deferred Tax	178.2	(111.3)	--	440.7	(7.2)	--
Total Tax	335.5	366.1	(8)	991.4	1,465.8	(32)
Share in Profit of Associates	15.0	4.0	--	15.9	1.8	--
PAT (Before EI/EO gains & Minority Share)	710.6	709.8	--	2,631.1	3,065.6	(14)
Minority Share	141.8	111.4	--	444.4	456.5	--
PAT (Before EI/EO gains, after Minority Share)	568.8	598.4	(5)	2,186.7	2,609.1	(16)
Exceptional Item	-	45.7	--	-	45.7	--
Extraordinary Item	-	236.7	--	-	236.7	--
PAT (After EI/EO gains)	568.8	880.8	(35)	2,186.7	2,891.4	(24)
Diluted Earning Per Share (before EI/EO gains, after minority share) (Rs.)	62.04	65.24	(5)	238.50	284.46	(16)
Diluted Earning Per Share (incl. EI/EO gains, after minority share) (Rs.)	62.04	96.01	(35)	238.50	315.25	(24)
Cash Profit (before min. share & EO Gains)	1,113.9	780.8	43	3,937.6	3,728.8	6

Standalone Financial Performance – Q4FY09

	<u>Rs. Crs.</u>	<u>% Change</u>	
Revenue	2,932	↑ 6	I Revenue up by 6%
PBIDT	754	↓ (3)	I Cash Profit of Rs.619 Crs. (Rs.466 Crs.), up by 33% despite impact of economic slowdown Ø Impressive performance by cement business Ø Lower current tax
Interest Charges	38	↑ 42	I PBIDT lower by 3%
Depreciation	125	↑ 33	I Interest higher by Rs.11 Crs. due to commissioning of projects and additional borrowings
PBT	590	↓* (11)	I Depreciation higher by 33% on commissioning of projects
Total Tax Expenses	205	↓ (6)	I Total Tax expenses marginally lower
PAT	385	↓* (13)	Ø Current tax of Rs.96 Crs., lower by 66% due to due to lower profits and higher tax depreciation Ø Substantially higher deferred tax liability due to higher tax depreciation
EPS (Rs.)	42.0	↓* (13)	
Cash Profit	619	↑* 33	I Net profit lower by 13%

* For proper comparison, figures are before EI/EO gains

Standalone Financial Performance – FY09

	<u>Rs.</u>	<u>Crs.</u>	<u>% Change</u>	
Revenue	10,940	↑	6	I Revenue up by 6%
PBIDT	2,847	↓	(17)	I Cash Profit maintained at Rs.2,362 Crs. (Rs.2,365 Crs.) I PBIDT lower by 17%
Interest Charges	142	↑	33	Ø Higher input and energy cost Ø Weak performance from VSF and Sponge Iron business, impacted by global economic downturn
Depreciation	457	↑	29	I Interest higher by Rs.35 Crs. due to commissioning of projects and additional borrowings
PBT	2,248	↓	*(24)	I Depreciation higher by 29% on commissioning of projects
Total Tax Expenses	600	↓	(38)	I Tax expenses lower by 38%
PAT	1,648	↓	*(18)	Ø Current tax of Rs.342 Crs., lower by 64%
EPS (Rs.)	179.7	↓	*(18)	Ø Substantially higher deferred tax liability due to higher tax depreciation
Cash Profit	2,362	↔	* --	I Net profit lower by 18%

* For proper comparison, figures are before EI/EO gains

Standalone Financial Performance

(Rs. Crores)

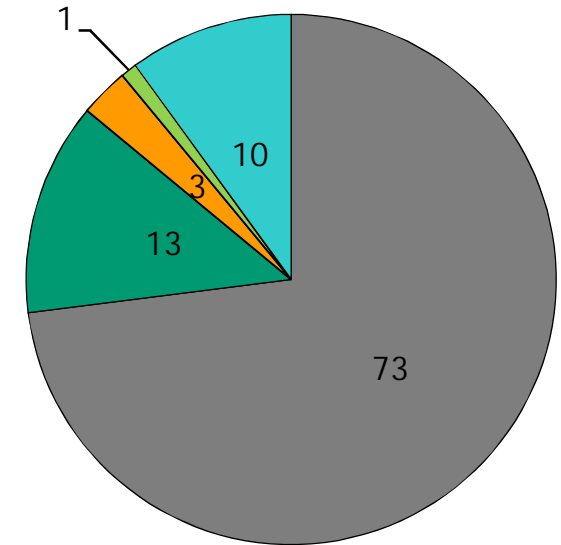
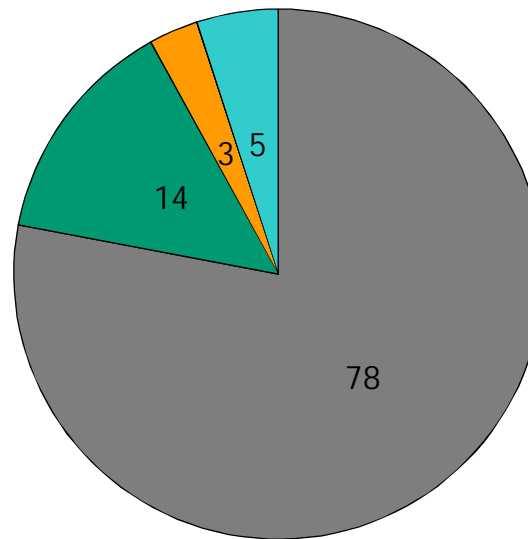
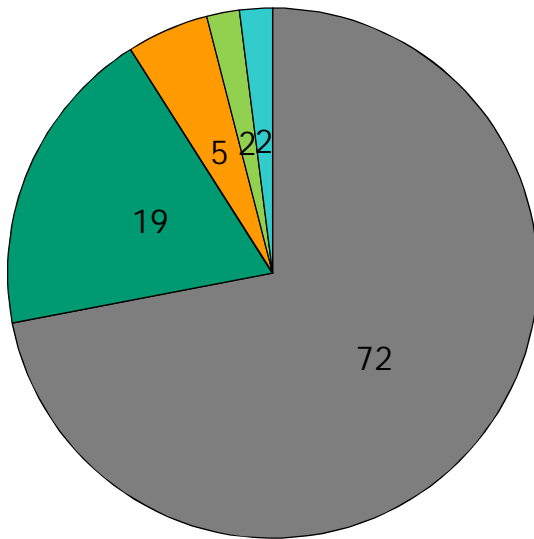
	Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Net Turnover & Op. Income	2,931.5	2,763.8	6	10,940.4	10,325.2	6
Other Income	29.3	97.3	(70)	214.1	267.7	(20)
PBIDT	753.8	781.1	(3)	2,847.0	3,424.5	(17)
Interest	38.5	27.2	42	142.2	107.0	33
Gross Profit	715.3	753.9	(5)	2,704.8	3,317.5	(18)
Depreciation	125.3	94.2	33	456.9	353.3	29
PBT (before EI / EO gains)	590.0	659.7	(11)	2,247.9	2,964.2	(24)
Current Tax	96.5	287.8	(66)	342.4	952.7	(64)
Deferred Tax	108.8	(69.5)	--	257.5	9.6	--
Total Tax	205.3	218.3	(6)	599.9	962.3	(38)
PAT (before EI / EO gains)	384.7	441.4	(13)	1,648.0	2,001.9	(18)
Exceptional Item	-	45.7	--	-	45.7	--
Extraordinary Items	-	180.3	--	-	185.0	--
PAT (incl. EI / EO gains)	384.7	667.4	(42)	1,648.0	2,232.6	(26)
Diluted Earning Per Share (before EI /EO gains) (Rs.)	41.96	48.14	(13)	179.74	218.33	(18)
Diluted Earning Per Share (incl. EI /EO gains) (Rs.)	41.96	72.74	(42)	179.73	243.42	(26)
Cash Profit (before EI / EO Gains)	618.9	466.2	33	2,362.4	2,364.8	--

Consolidated Segmental Performance – FY09

Net Revenues
Rs.18,603 Crs.

PBIDT Mix
Rs.4,783 Crs.

Capital Employed
Rs.20,745 Crs.



Cement
 VSF & Chemical
 Sponge Iron
 Textile
 Others

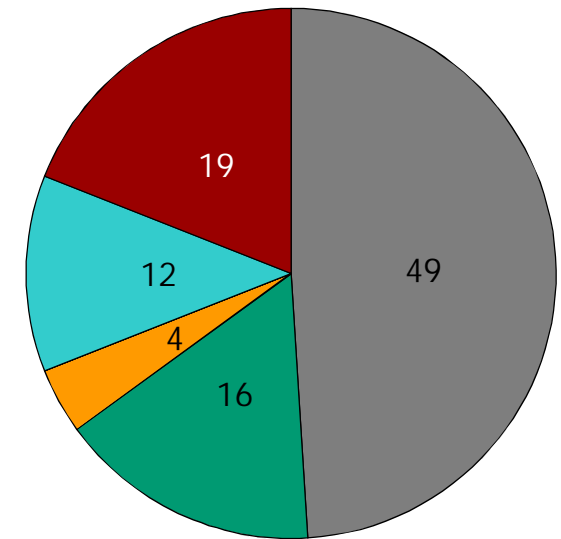
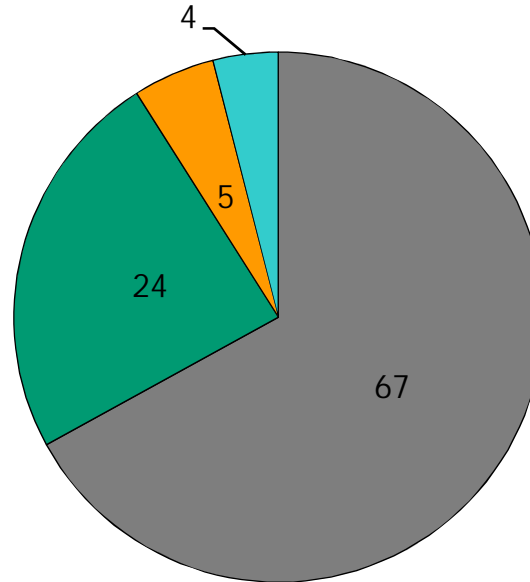
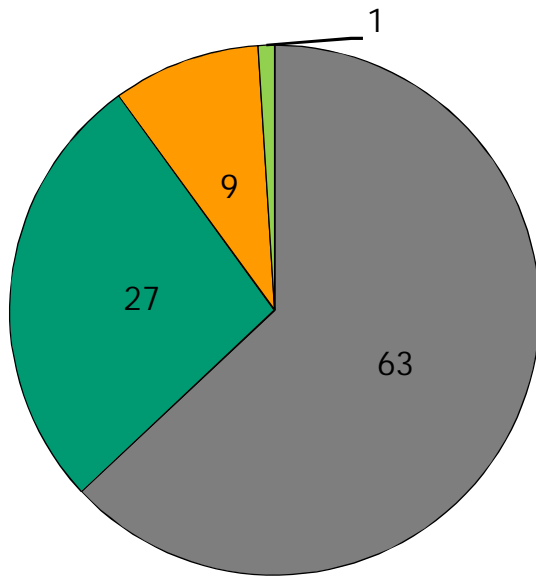
* Including Minority share

Standalone Segmental Performance – FY09

Net Revenues
Rs.10,940 Crs.

PBIDT Mix
Rs.2,847 Crs.

Capital Employed
Rs.13,734 Crs.



Cement
 VSF & Chemical
 Sponge Iron
 Textile
 Others
 Inv. In Cement Sub.

* Including Minority share

Financial Highlights



Grasim Consolidated Financials

(Rs. Crores)	FY06	FY07	FY08	FY09
Net Turnover	10,224	14,069	16,973	18,404
PBIDT	2,337	4,290	5,422	4,783
PAT [#] (After Minority share)	1,037	1,967	2,609	2,187

Net Worth	4,833	6,558	9,175	11,567
Capital Employed	10,188	13,443	17,179	20,745

PBIDT Margins(%)	22.7	30.3	31.6	25.7
EPS (Rs.) #	113.1	214.5	284.5	238.5
Interest Cover [^] (x)	8.7	13.3	13.1	10.6
Debt: Equity (x)	0.69	0.66	0.53	0.45
Book Value (Rs.)	527	715	1,001	1,262
ROAvCE (PBIT Basis) (%) \$	17.8	31.1	31.0	20.7
RONW (%) * #	23.3	34.5	33.2	21.1

before extraordinary / exceptional gains

\$ Capital Employed includes CWIP

* Excluding Minority share

^ Interest capitalised also considered for interest cover

I Strong Balance sheet

Ø Net worth at \$2.3 Bn.

Ø Capital Employed at \$4.1 Bn.

I Debt-equity at 0.45

Ø Net leveraging lower at 0.28

I ROAvCE at 20.7%

I Return on equity at 21.1%

I Returns lower due to substantially higher capital employed

Ø Benefits of large investments in new capacities expected from FY10



Grasim Standalone Financials

(Rs. Crores)	FY06	FY07	FY08	FY09
Net Turnover	6,653	8,572	10,215	10,804
PBIDT	1,597	2,619	3,424	2,847
PAT *	859	1,499	2,002	1,648

Net Worth	4,978	6,226	8,137	9,474
Capital Employed	7,542	9,760	11,946	13,734
Capital Employed (Excl. subsidiary Investments)	5,190	7,284	9,409	11,183

PBIDT Margin (%)	23.8	30.3	33.2	26.0
EPS (Rs.) *	93.7	163.5	218.3	179.7
Interest Cover^ (x)	11.9	15.7	14.5	11.7
Debt: Equity (x)	0.40	0.47	0.39	0.36
Book Value (Rs.)	543	679	887	1,033
ROAvCE (excl. subsidiary investment) (PBIT Basis) (%) \$	26.7	36.4	36.8	23.2

\$ Capital Employed includes CWIP * Before extraordinary / exceptional gains

^ Interest capitalised also considered for interest cover

- I Strong Balance sheet
 - Ø Low gearing at 0.36
 - Ø Net gearing lower at 0.20
 - Ø High interest cover
- I ROAvCE in FY09 at 23.2%
- I Returns lower due to substantially higher capital employed
 - Ø Benefits of large investments in new capacities expected from FY10
- I Strong funding capabilities to support Company's future growth plans

Business Review – Q4FY09

- § Cement
- § VSF
- § Chemicals
- § Sponge Iron

Cement : Q4FY09 Highlights

		Q4FY09	Q4FY08	% Chg.
<u>Grey Cement</u>				
Capacity	Mn. TPA	19.65	16.75	17
Production	Mn. MT	4.68	4.20	11
Sales Volumes*	Mn. MT	4.82	4.27	13
Realisation	Rs./MT	3,448	3,267	6
<u>RMC</u>				
Sales Volumes	Lac Cu. Mtrs.	5.40	5.91	(9)
Realisation	Rs./Cu Mtr.	2,801	2,824	(1)
<u>White Cement</u>				
Sales Volumes**	MT	129,757	114,845	13
Realisation	Rs./MT	7,989	7,160	12
<u>Wall Care Putty</u>				
Sales Volumes	MT	47,225	35,365	34
Realisation	Rs./MT	19,846	19,874	--
Net Revenue	Rs. Crs.	2,051.1	1,691.8	21
PBIDT	Rs. Crs.	637.5	483.3	32
PBIDT Margin	(%)	31.1%	28.6%	--
PBIT	Rs. Crs.	557.4	427.2	30
ROAvCE @	%	36.6%	40.0%	--

* Includes captive consumption for RMC

** Includes captive consumption for value added products

@ Capital employed includes CWIP

- I Overall improved performance from cement business
- I Achieved milestone of Rs.2,000 Crores revenue in a quarter
- I Cement volumes up 13% against sectoral growth of 8.6%
 - Ø Healthy demand supported by new capacity
- I Slowdown in RMC business due to lower demand from organized real estate
- I Impressive revenue growth of 21%
- I Operating profit up by 32% largely due to higher volumes and productivity gains
- I Sequential improvement in margins



Cement Project Status

- I 4.4 Mn. TPA Shambhupura, Raj. : Grinding facility partially commissioned,
Balance commissioning in Q1FY10
- : Split Grinding unit in Aligarh, UP
commissioning in Q1FY10
- I 4.5 Mn. TPA Kotputli, Raj. : Clinkerisation plant commissioned in Q4FY09
- : Grinding capacity likely in H1FY10
- I 4.9 Mn. TPA Tadpatri, A.P. (UltraTech) : Grinding facility partially commissioned,
Balance commissioning in Q1FY10
- I Thermal power plants of 121 MW commissioned in Grasim in FY09
- I Remaining unit of 23 MW at Kotputli commissioned in April 09
- I Thermal power plants of 192 MW commissioned in UltraTech in FY09



Cement : Outlook

- I Cement demand likely to grow at par with estimated lower GDP growth
 - Ø Uncertain economic environment and its impact on real estate and corporate capex
 - Ø Uncertainty of new infrastructure spending
 - Ø Availability of funds for large infrastructure projects still uncertain
- I New capacities in FY10 to result into surplus
 - Ø Prices and margins may come under pressure
- I Leveraging investments in capacity & TPPs for volume and cost leadership
 - Ø Increase in captive power to 80% with commissioning of power plant
 - Ø New plants and grinding units to help reduce lead distance
 - Ø Volumes from newly commissioned capacities at Grasim and UltraTech
- I Focus on stabilising output from new capacity and power plants

Viscose Staple Fibre : Q4FY09 Highlights

	Q4FY09	Q4FY08	% Chg.
Capacity (TPA)	333,975	333,975	--
Production (MT)	59,913	70,828	(15)
Sales Volumes (MT)	65,409	61,650	6
Net Revenue (Rs. Crs.)	634.1	718.4	(12)
Realisation (Rs./MT)	86,734	107,428	(19)
PBIDT (Rs. Crs.)	109.7	191.1	(43)
PBIDT Margin (%)	17.3%	26.6%	--
PBIT (Rs. Crs.)	82.2	168.6	(51)
ROAvCE % @	18.9%	46.6%	--

@ Capital employed includes CWIP

- I Production reduced to liquidate inventory
- I Partial recovery in sales volumes; sequentially volumes up by 22%
 - Ø Largely due to restocking by customers
 - Ø Not backed by increase in consumption
- I Realisation down by 19% YoY
 - Ø Fall in prices of VSF globally as well as of competing fibres
- I Operating profits and margins down
 - Ø Sharp reduction in realisation
 - Ø Cost push effect on imported inputs due to weakening rupee
- I Sequentially improvement in margins



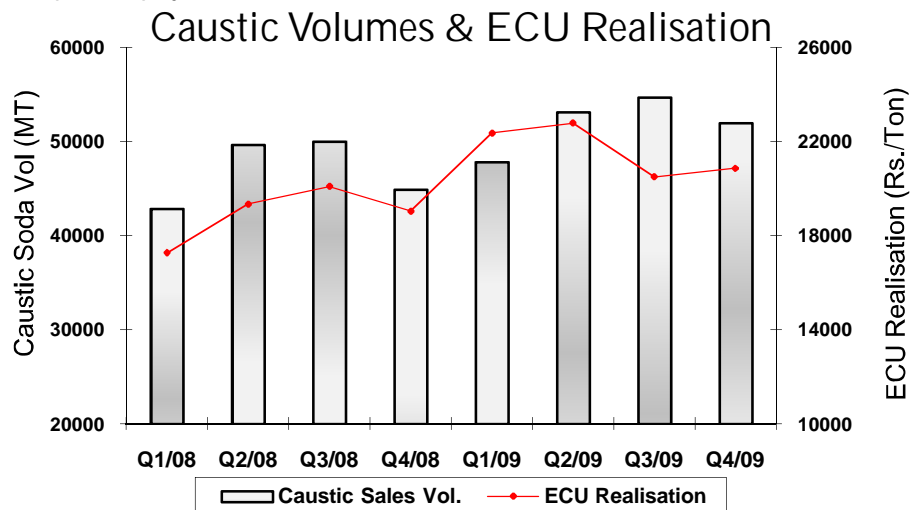
Viscose Staple Fibre : Outlook

- I Business outlook remains challenging despite spurt in volumes in the 4th quarter
 - Ø Sustained recovery of textile sector expected to be slow with fluctuation in demand and realisation globally
- I Marginal recovery in prices in Q1FY10, however long term outlook remains uncertain
 - Ø Overcapacity in China and relative prices of competing fibres
- I Some recovery in margin expected with reduction in pulp cost
- I Focus on cost reduction measures and enlargement of product mix
- I Production at Nagda will be impacted from end May 09 till onset of monsoon due to water shortage
 - Ø Adequate inventory built up to meet customer demand

Chemical : Q4FY09 Highlights & Outlook

	Q4FY09	Q4FY08	% Chg.
Caustic Capacity (TPA)	258,000	258,000	--
Caustic Production (MT)	52,830	46,491	14
Caustic Sales Volumes (MT)	51,930	44,872	16
Net Revenue (Rs. Crs.)	122.9	101.2	21
ECU Realisation (Rs./MT)	20,859	19,042	10
PBIDT (Rs. Crs.)	28.1	24.5	15
PBIDT Margin (%)	22.9%	24.2%	--
PBIT (Rs. Crs.)	21.2	18.4	15
ROAvCE % @	24.5%	23.1%	--

@ Capital employed includes CWIP



- | Production up by 14% aided by uninterrupted power supply
- | ECU realisation up by 10%
 - Ø Higher caustic prices partially offset by low chlorine and Hcl prices
- | Operating margins declined despite higher realisation
 - Ø Offset by increase in salt and power cost

Outlook

- | Production will be impacted from June 09 till onset of monsoon due to water shortage
- | Caustic prices may come under pressure due to imports and fall in international prices



Sponge Iron : Q4FY09 Highlights

	Q4FY09	Q4FY08	% Chg.
Capacity (TPA)	900,000	900,000	--
Production (MT)	95,376	134,490	(29)
Sales Volumes (MT)	98,826	140,317	(30)
Net Revenue (Rs. Crs.)	157.3	275.8	(43)
Realisation (Rs./MT)	15,382	17,869	(14)
PBIDT (Rs. Crs.)	(17.8)	45.8	--
PBIDT Margin (%)	(11.3)%	16.6%	--
PBIT (Rs. Crs.)	(25.9)	37.6	--
ROAvCE (%) @	(20.5)%	29.8%	--

@ Capital employed includes CWIP

- I Business impacted due to global recession and its adverse impact on Steel industry
- I Sales volume down by 30%
 - Ø Sluggish demand for finished steel
 - Ø Cheap import of scrap
 - Ø Lower production due to plant shut down for maintenance
- I Operating margins turned negative
 - Ø Sharp decline in realisations coupled with high production cost
- I Supply of RLNG from Gail started in March
- I Sale of Sponge Iron undertaking
 - Ø Court approval received
 - Ø Sale transaction expected to be completed in Q1FY10

Capex



Capex plan

I Capex Summary

Rs. Crores

	Total Project Cost	Net Capex *	Cash Outflow	
			FY10	FY11
<u>Cement Business</u>	5,410	1,587	1,303	274
- Projects: Kotputli (4.5 Mn. TPA), Shambhupura (4.4 Mn. TPA), Dadri - GU (1.3 Mn. TPA), (96 MW TPP)	4,534	730		
- New Product & RMC Plants (3 Nos., Capacity 5 lac cu. mtrs.)	205	186		
- Waste Heat Recovery System (7 MW)	70	70		
- Modernisation, Upgradation and others	601	601		
<u>VSF Business</u> – Modernisation & Upgradation	73	73	67	6
Other Businesses	75	75	65	10
Grasim	5,558	1,735	1,435	290
UltraTech	3,328	1,475	710	715
Grasim and UltraTech	8,886	3,210	2,145	1,005

* Net of capex incurred till FY09

I FY09 Capex spent : Rs.1,744 Crs. (Cement 1,467 Crs., VSF 199 Crs., Others 78 Crs.)



Capex plan

I Capex Summary

Rs. Crores

	Total Project Cost	Net Capex *	Cash Outflow	
			FY10	FY11
<u>UltraTech Cement</u>				
- 4.9 Mn. TPA Tadpatri Project, A.P. (incl. 50 MW TPP)	2,099	246		
- 1 No. Power Plant (25 MW), Waste Heat Recovery System (11 MW)	250	250		
- Grinding and Jetty Capacity Expansion at Pipavav / Jafrabad & Bulk Terminal in Mumbai	470	470		
- RMC plants (2 Nos., Capacity 5 lac cu. mtrs.)	56	56		
- Modernisation, Upgradation and others	453	453		
UltraTech	3,328	1,475	710	715
Cement Business (Grasim & UltraTech)	8,738	3,062	2,013	989

* Net of capex incurred till FY09, Capex spent in FY09 : Rs.873 Crs.

UltraTech Performance

UltraTech: Consolidated Financial Performance – Q4FY09

(Rs. Crores)

	Q4 FY09	Q4 FY08	% Chg.
Revenue	1,929.0	1,647.1	17
Other Income	14.2	6.6	--
PBIDT	567.4	521.6	9
PBIDT Margin (%)	29.2%	31.5%	--
Interest	34.0	21.2	60
Depreciation	91.4	65.6	39
PBT	442.0	434.8	2
Current Tax	59.9	192.8	(69)
Deferred Tax	69.3	(43.0)	--
Total Tax	129.2	149.8	(14)
PAT after Minority share	312.4	284.5	10

- I Revenue up by 17% on increased volume of cement, clinker and RMC
- I Operating margins declined due to higher energy and raw material cost
- I Higher interest cost due to additional borrowings
- I Depreciation up on commissioning of projects
- I Tax expenses lower by 14%
 - Ø Current tax lower by 69% due to higher tax depreciation
- I PAT at Rs.312 Crores, up 10%
- I Cash Profit at Rs.473 Crores (Rs.308 Crores), up by 54%



UltraTech Consolidated: Highlights – Q4FY09

	Q4 FY09	Q4 FY08	% Chg.
Capacity (Mn. TPA)	21.9	18.2	20
Production (Mn. MT)			
Cement	4.60	4.22	9
Sales volumes (Mn. MT)			
Cement - Domestic	4.49	4.03	11
- Exports	0.21	0.21	--
Clinker	0.74	0.58	28
	5.44	4.82	13
RMC Volumes (Lac. Cu. Mtr.)	3.68	3.12	18
Realisation (Rs./MT)			
Cement (Domestic)	3,527	3,337	6
Cement (Exports) \$	4,093	3,682	11
Clinker (Domestic & Exports)	1,924	2,055	(6)
RMC (Rs./ Cu. Mtr.)	3,034	3,023	--

\$ Includes freight on part quantity

- | Domestic sales volume up by 11% against industry growth of 8.6%
- | Total volumes up by 13%
- | Sharp fall in export prices sequentially, outlook remains challenging
 - Ø FOB – Cement \$51/ton, Clinker \$36/ton

Summary

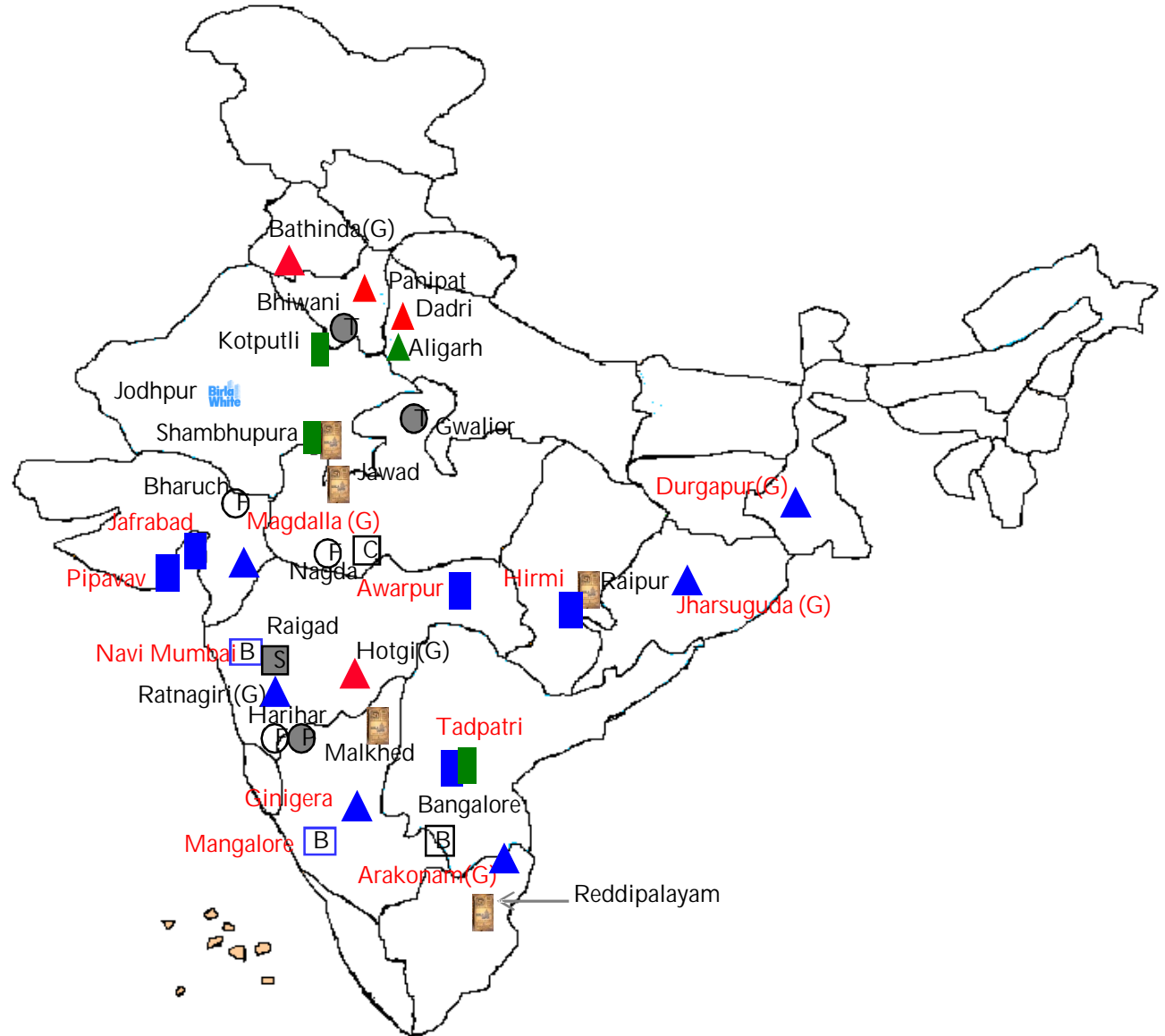


Summary

- I Grasim – A Cement and VSF major
 - Ø With strong competitive edge
 - Ø Global size operations
 - Ø Consolidating leadership position with strong organic growth
- I Domestic leadership in Cement
 - Ø Leveraging investments in capacity & TPPs for volume and cost leadership
 - Ø Focus on greater efficiency through cost control
- I Leading global player in VSF
 - Ø Global presence
 - Ø Integrated business model from plantation to fibre

Plant Locations– Grasim & its subsidiaries

- Proposed Cement Projects
- ▲ Proposed Grinding Units
- Grey Cement plants
- ▲ Grinding Units (G)
- B Bulk Cement Terminal
- UltraTech Cement Plants
- ▲ UltraTech Grinding Units (G)
- B UltraTech Bulk Cement Terminals
- F Fibre plants
- P Pulp plant
- C Chemical plant
- T Textiles units
- S Sponge Iron plant



Not to scale



Thank You



Grasim Industries Limited

Annexures



Annexures

- § Consolidated and Standalone Financial
- § Consolidated and Standalone Profitability
- § Segmental Performance – Q4 FY09 & FY09
- § Cement Summary
- § VSF Summary
- § Chemical Summary
- § Sponge Iron Summary
- § UltraTech Performance

Financial Snapshot

Standalone

(Rs. Crores)	FY05	FY06	FY07	FY08	FY09
Gross Block \$	6,052	6,416	7,974	10,615	12,277
Net Block \$	3,204	3,307	4,593	7,050	8,305
Goodwill					
Cement Subs. Investment	2,362	2,352	2,476	2,537	2,551
Investments	939	1,422	2,141	1,893	2,230
Net Current Assets	426	461	550	466	648
Capital Employed	6,931	7,542	9,760	11,946	13,734
Net Worth	4,324	4,978	6,226	8,137	9,474
Minority Interest					
Debts	2,008	1,980	2,951	3,202	3,395
Deferred Tax	599	584	583	607	864

Debt: Equity (x)	0.46	0.40	0.47	0.39	0.36
Book Value (Rs.)	472	543	679	887	1,033

Consolidated

FY05	FY06	FY07	FY08	FY09
11,312	11,927	14,481	19,258	21,041
6,294	6,411	8,468	12,918	14,215
1,958	1,773	1,844	1,991	2,001
769	1,352	2,272	1,661	3,563
674	652	859	609	966
9,695	10,188	13,443	17,179	20,745
4,082	4,833	6,558	9,175	11,567
500	514	859	1,269	1,670
3,934	3,683	4,873	5,577	5,916
1,179	1,158	1,153	1,158	1,592

0.86	0.69	0.66	0.53	0.45
445	527	715	1,001	1,262

\$ Block includes CWIP

Profitability Snapshot

Standalone

(Rs. Crores)	FY05	FY06	FY07	FY08	FY09
Gross Turnover	7,201	7,638	9,573	11,552	12,073
Net Turnover	6,229	6,653	8,572	10,215	10,804
PBIDT	1,785	1,597	2,619	3,424	2,847
PBIDT Margin (%)	28.5	23.8	30.3	33.2	26.0
Interest	139	103	112	107	142
PBDT	1,646	1,494	2,507	3,317	2,705
Total Tax Expenses	418	343	691	962	600
PAT # (After Minority Share)	943	859	1,499	2,002	1,648

EPS (Rs.) #	102.8	93.7	163.5	218.3	179.7
DPS (Rs.)	16.0	20.0	27.5	30.0	
ROAvCE (PBIT Basis)(%)	\$ 35.1	\$ 26.7	\$ 36.4	\$ 36.8	\$ 23.2
RONW (%) #					
Interest Cover (x)	9.6	11.9	15.7	14.5	11.7

Consolidated

FY05	FY06	FY07	FY08	FY09
10,776	11,746	15,674	19,112	20,432
9,292	10,224	14,069	16,973	18,404
2,272	2,337	4,290	5,422	4,783
24.4	22.7	30.3	31.6	25.7
284	219	229	222	310
1,988	2,118	4,061	5,200	4,472
442	403	1,092	1,466	991
1,009	1,037	1,967	2,609	2,187

110.0	113.1	214.5	284.5	238.5
--	--	--	--	--
21.4	17.8	31.1	31.0	20.7
27.1	23.3	34.5	33.2	21.1
6.3	8.7	13.3	13.1	10.6

\$ Adjusted for investments in cement subsidiaries and related income

before exceptional / extraordinary gain

Segmental Performance – Q4FY09

Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	Q4FY09	Q4FY08	Q4FY09	Q4FY08	Q4FY09	Q4FY08	Q4FY09	Q4FY08	Q4FY09	Q4FY08	Q4FY09	Q4FY08
Cement	2,051	1,692	637	483	31.1	28.6	557	427	6,715	5,459	36.6	40.0
VSF	634	718	110	191	17.3	26.6	82	169	1,805	1,682	18.9	46.6
Chemical	123	101	28	25	22.9	24.2	21	18	362	332	24.5	23.1
Sponge Iron	157	276	(18)	46	(11.3)	16.6	(26)	38	553	459	(20.5)	29.8
Operations			759	746			636	653	9,457	7,955	29.2	39.5
Cement Sub.									2,551	2,537		
Company as a whole	2,932	2,764	754	781	25.7	28.3	628	687	13,734	11,946	@ 24.4	@ 32.9

Consolidated

Cement \$	3,947	3,394	1,203	1,008	30.5	29.7	1,032	885	15,253	12,491	29.8	33.1
VSF	775	837	114	198	14.7	23.7	80	173	2,400	2,108	14.2	39.0
Company as a whole \$	5,020	4,765	1,329	1,315	26.5	27.6	1,104	1,132	20,745	17,179	23.3	29.6

\$ including minority share

@ ROCE calculated after excluding investment in cement subsidiaries & related income

Capital Employed includes CWIP

Segmental Performance – FY09

Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	FY09	FY08	FY09	FY08	FY09	FY08	FY09	FY08	FY09	FY08	FY09	FY08
Cement	6,995	5,922	1,912	1,876	27.3	31.7	1,630	1,678	6,715	5,459	26.8	39.3
VSF	2,534	3,011	516	1,097	20.4	36.4	411	1,012	1,805	1,682	23.6	70.0
Chemical	523	418	155	138	29.7	33.1	127	114	362	332	36.6	35.8
Sponge Iron	1,008	951	135	160	13.4	16.8	101	126	553	459	20.0	24.8
Operations			2,721	3,278			2,271	2,929	9,457	7,955	26.1	44.3
Cement Sub.									2,551	2,537		
Company as a whole	10,940	10,325	2,847	3,424	26.0	33.2	2,390	3,071	13,734	11,946	@ 23.2	@ 36.8

Consolidated

Cement \$	13,487	11,792	3,725	3,747	27.6	31.8	3,119	3,304	15,253	12,491	22.5	30.9
VSF	3,047	3,456	524	1,109	17.2	32.1	398	1,012	2,400	2,108	17.7	57.2
Company as a whole \$	18,603	17,141	4,783	5,422	25.7	31.6	3,917	4,752	20,745	17,179	20.7	31.0

\$ including minority share

@ ROCE calculated after excluding investment in cement subsidiaries & related income

Capital Employed includes CWIP

Cement : Summary

	Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
--	---------	---------	--------	------	------	--------

Grey Cement

Capacity	Mn. TPA	19.65	16.75	17	19.65	16.75	17
Production	Mn. MT	4.68	4.20	11	16.32	15.36	6
Sales Volumes	Mn. MT	4.82	4.27	13	16.54	15.54	6
Avg. Realisation	Rs./MT	3,448	3,267	6	3,415	3,192	7

RMC

Sales Volumes	Lac Cu. Mtr.	5.40	5.91	(9)	24.30	19.53	24
Avg. Realisation	Rs./Cu. Mtr.	2,801	2,824	(1)	2,804	2,731	3

White Cement

Capacity	TPA	560,000	475,000	18	560,000	475,000	18
Production	MT	132,060	120,433	10	441,118	407,882	8
Sales Volumes	MT	129,757	114,845	13	438,394	396,295	11
Avg. Realisation	Rs./MT	7,989	7,160	12	7,922	6,902	15

Wall Care Putty

Sales Volumes	MT	47,225	35,365	34	159,880	113,965	40
Realisation	Rs./MT	19,846	19,874	-	19,698	20,143	(2)

Cement Business

Net Revenue	Rs. Crs.	2,051.1	1,691.8	21	6,994.7	5,921.8	18
PBIDT	Rs. Crs.	637.5	483.3	32	1,912.3	1,876.3	2
PBIDT Margin	%	31.1%	28.6%	--	27.3%	31.7%	--
PBIT	Rs. Crs.	557.4	427.2	30	1,630.5	1,677.6	(3)
Capital Employed	Rs. Crs.	6,715	5,459	23	6,715	5,459	23
ROAvCE (PBIT basis)	%	36.6%	40.0%	--	26.8%	39.3%	--



Viscose Staple Fibre : Summary

		Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Capacity	TPA	333,975	333,975	-	333,975	333,975	-
Production	MT	59,913	70,828	(15)	232,745	279,901	(17)
Sales Volumes	MT	65,409	61,650	6	238,463	269,781	(12)
Net Revenue	Rs. Crs.	634.1	718.4	(12)	2,533.6	3,010.7	(16)
Avg. Realisation	Rs./MT	86,734	107,428	(19)	96,517	103,316	(7)
PBIDT	Rs. Crs.	109.7	191.1	(43)	516.3	1,097.1	(53)
PBIDT Margin	%	17.3%	26.6%	--	20.4%	36.4%	--
PBIT	Rs. Crs.	82.2	168.6	(51)	410.9	1,012.0	(59)
Capital Employed	Rs. Crs.	1,805	1,682	7	1,805	1,682	7
ROAvCE (PBIT Basis)	%	18.9%	46.6%	--	23.6%	70.0%	--



Chemical : Summary

		Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Capacity	TPA	258,000	258,000	--	258,000	258,000	--
Production	MT	52,830	46,491	14	207,226	188,537	10
Sales Volumes	MT	51,930	44,872	16	207,520	187,356	11
Net Revenue	Rs. Crs.	122.9	101.2	21	522.5	417.6	25
Avg. Realisation	Rs./MT	20,859	19,042	10	21,553	18,963	14
PBIDT	Rs. Crs.	28.1	24.5	15	155.4	138.1	13
PBIDT Margin	%	22.9%	24.2%	--	29.7%	33.1%	--
PBIT	Rs. Crs.	21.2	18.4	15	127.1	114.0	11
Capital Employed	Rs. Crs.	362	332	9	362	332	9
ROAvCE (PBIT Basis)	%	24.5%	23.1%	--	36.6%	35.8%	--



Sponge Iron : Summary

		Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Capacity	TPA	900,000	900,000	--	900,000	900,000	--
Production	MT	95,376	134,490	(29)	420,156	562,000	(25)
Sales Volumes	MT	98,826	140,317	(30)	423,414	557,187	(24)
Net Revenue	Rs. Crs.	157.3	275.8	(43)	1,007.6	950.7	6
Avg. Realisation	Rs./MT	15,382	17,869	(14)	22,296	15,759	41
PBIDT	Rs. Crs.	(17.8)	45.8	--	134.7	159.9	(16)
PBIDT Margin	%	(11.3)%	16.6%	--	13.4%	16.8%	--
PBIT	Rs. Crs.	(25.9)	37.6	--	101.2	125.6	(19)
Capital Employed	Rs. Crs.	553	459	21	553	459	21
ROAvCE (PBIT Basis)	%	(20.5)%	29.8%	--	20.0%	24.8%	--

UltraTech: Consolidated Financial Performance

(Rs. Crores)

	Q4 FY09	Q4 FY08	% Chg.	FY09	FY08	% Chg.
Cement Production (Mn. MT)	4.60	4.22	9	15.87	15.07	5
Sales Volume(Mn. MT):						
Cement-Domestic	4.49	4.03	11	15.32	14.25	7
Cement-Exports	0.21	0.21	--	0.80	0.90	(11)
Clinker	0.74	0.58	29	2.36	2.09	13
Total Volumes	5.44	4.82	13	18.48	17.24	7
Realisation(Rs./MT):						
Cement-Domestic	3,527	3,337	6	3,468	3,266	6
Cement-Exports	4,093	3,682	11	4,134	3,336	24
Clinker	1,924	2,055	(6)	2,306	1,892	22
RMC - Sales Volume (Lac Cu. Mtr.)	3.68	3.12	18	14.23	8.86	61
Avg. Realisation (Rs./Cu. Mtr.)	3,034	3,023	--	3,066	3,060	--
Revenue	1,929.0	1,647.1	17	6,618.3	5,671.8	17
Other Income	14.2	6.6	114	46.0	39.1	18
PBIDT	567.4	521.6	9	1,819.2	1,837.2	(1)
PBIDT Margin %	29.2%	31.5%	--	27.3%	32.2%	--
Interest	34.0	21.2	60	125.6	82.3	53
Depreciation	91.4	65.6	39	325.8	239.6	36
PBT	442.0	434.8	2	1,367.8	1,515.3	(10)
Total Tax	129.2	149.8	(14)	388.2	503.8	(23)
PAT after Minority Share	312.4	284.5	10	978.1	1,010.1	(3)
Earning Per Share, Diluted (Rs.)	25.09	22.86	10	78.57	81.11	(3)