



Grasim Industries Limited
A Cement and VSF Major

Performance Review

Q2FY10

29th October 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.



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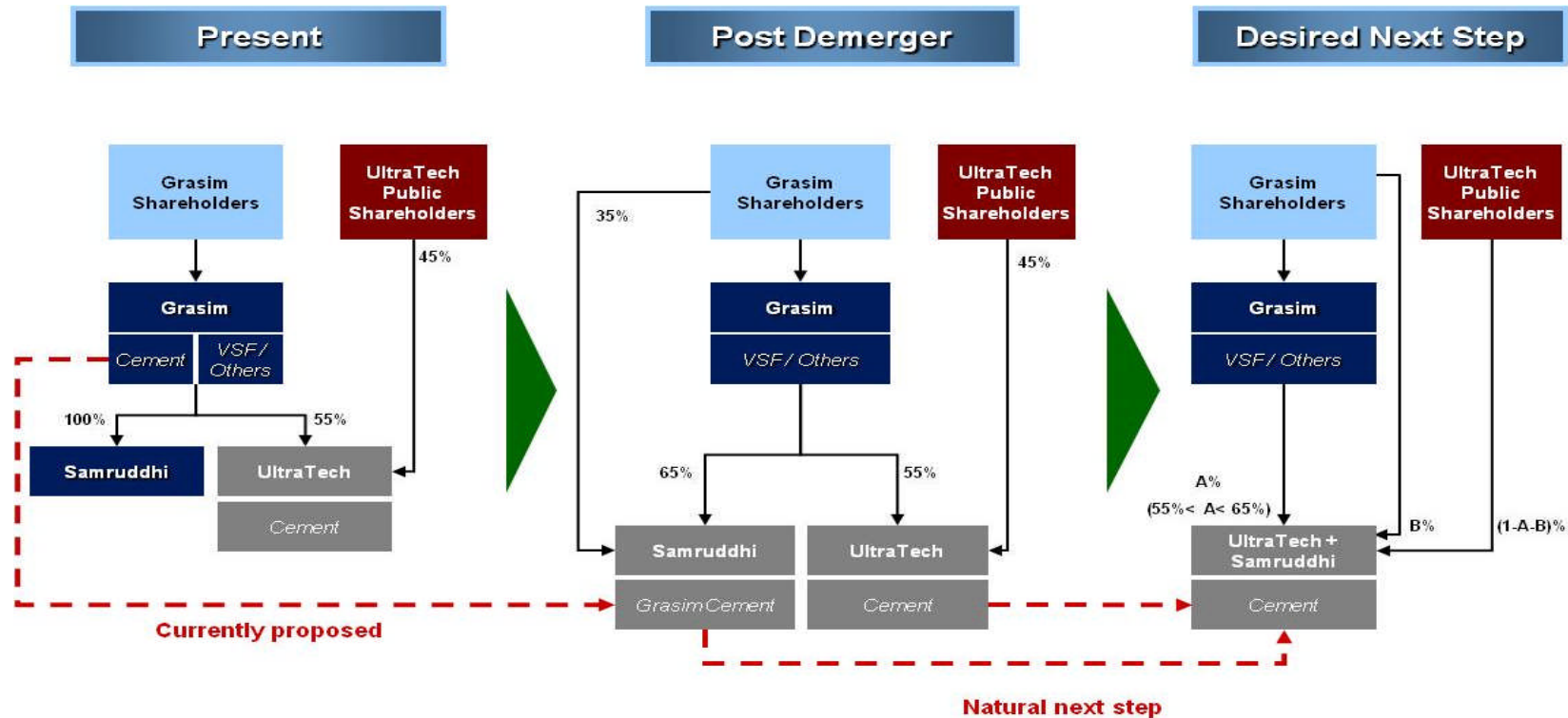
- **Highlights**
- **Business Review**
- **Financial Performance**
- **Capex Plan**
- **Summary**

Strategic Highlights

● Cement Business Restructuring Initiative

- Grasim Board approves demerger of Cement Business into its wholly owned subsidiary, Samruddhi Cement Ltd.
- Grasim shareholders to receive 1 equity share of Rs.5 each of Samruddhi for every equity share held in Grasim in addition to their holding in Grasim (35% of the enlarged capital)
- Scheme of Arrangement filed with the Stock Exchanges

● Samruddhi and UltraTech Cement Ltd. working for potential consolidation





Strategic Highlights

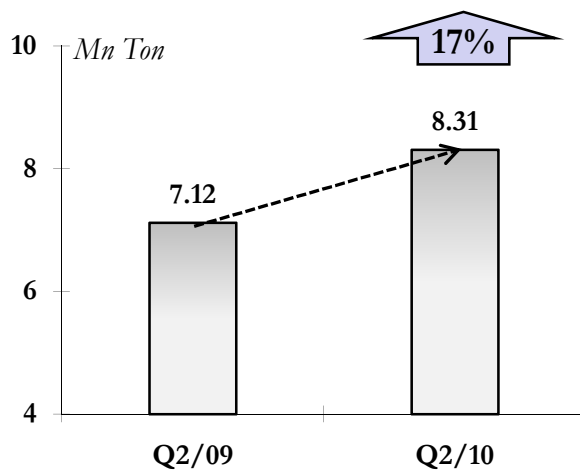
- Greenfield VSF plant to be set up at Vilayat, Gujarat at an estimated investment of Rs.1,000 Crs.
- New cement capacity of 4.1 Mn. Tons operational during the half year

Plant	Capacity (Mn. TPA)
Grasim – Shambhupura II (Raj.)	1.6
- Aligarh Grinding Unit (U.P.)	1.3
- Grasim Total	2.9
UltraTech – Tadpatri II (A.P.)	1.2
Total	4.1

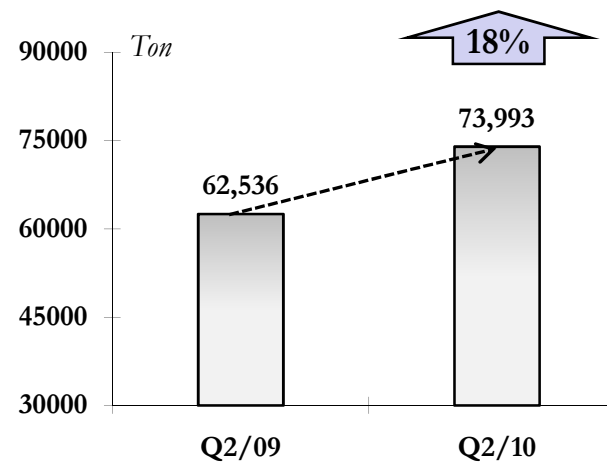
- Grinding capacity of 3.1 mn. tons at Kotputli, Rajasthan likely to be commissioned by end Q3FY10
- Total consolidated cement capacity will stand augmented at 48.8 Mn. TPA

Operational Highlights

- All round growth in operating performances from Cement and VSF business
 - Cement volumes up by 17% (YoY) supported by new capacity and robust demand growth
 - Standalone business show high growth of 23%
 - VSF business continues to show recovery and achieves volume growth of 18% (YoY) despite closure of Nagda plant for 8 days
 - Chemical business performs satisfactorily despite prevailing global economic conditions



Cement Volume



VSF Volume

Business Review

- Cement
- VSF
- Chemicals

Cement : Highlights

		Quarter -2		% Chg.
		2009-10	2008-09	
Grey Cement				
Capacity	Mn. TPA	45.65	37.55	22
- Grasim *		22.55	18.05	25
- UltraTech		23.10	19.50	18
Production	Mn. MT	8.36	6.98	20
- Grasim *		4.63	3.65	27
- UltraTech		3.73	3.33	12
Sales Volumes ^{\$}	Mn. MT	8.80	7.78	13
- Grasim Cement *		4.56	3.70	23
- UltraTech Cement		3.75	3.42	10
- UltraTech Clinker		0.49	0.66	(26)
Realisation	Rs. /MT			
- Grasim Cement *		3,689	3,446	7
- UltraTech Cement		3,669	3,491	5
- UltraTech Clinker		2,113	2,478	(15)
RMC				
Sales Volumes	Lac Cu. Mtrs.	8.56	9.62	(11)
- Grasim *		5.22	6.44	(19)
- UltraTech		3.34	3.18	5
Realisation	Rs./Cu. Mtr.	2,877	2,906	(1)

^{\$} Includes captive consumption for RMC
* Denotes Grasim Standalone

- Cement capacity up by 22%
- Cement production up by 20% due to addition of new capacities
- Consolidated cement sales volume up by 17%
- Grasim standalone volumes higher by 23% on the back of robust demand growth in North and East region
 - Sales volumes up by 40% and 28% in North and East respectively
- Cement realisation improved YoY; But remained stable sequentially despite seasonal impact
 - Excess supply impacted prices in South
- Clinker realisation lower by 15%
- Lower RMC volumes due to depressed Realty sector



Cement : Highlights (Contd....)

		Quarter -2		% Chg.
		2009-10	2008-09	
<u>White Cement</u>				
Sales Volumes ^{\$\$}	MT	128,984	106,597	21
Avg. Realisation	Rs./MT	8,034	7,958	1
<u>Wall Care Putty</u>				
Sales Volumes	MT	53,980	37,501	44
Realisation	Rs./MT	19,409	19,642	(1)

\$\$ Includes captive consumption for value added products

- White Cement achieves 21% growth with strong demand from housing segment
- Putty continued to grow at impressive rate, sales volume up 44%

Cement : Highlights (Contd....)

		Quarter -2		% Chg.
		2009-10	2008-09	
Net Revenue	Rs. Crs.	3,621.3	3,036.9	19
- Cement - Grasim *		1,864.5	1,439.1	30
- Cement - UltraTech		1,613.0	1,477.2	9
- White Cement		201.3	154.3	30
PBIDT	Rs. Crs.	1,179.8	706.9	67
- Grasim *		683.1	379.0	80
- UltraTech		498.2	329.4	51
PBIDT Margin	%	32.4%	23.2%	-
- Grasim *		33.0%	23.8%	-
- UltraTech		30.7%	22.2%	-
PBIT	Rs. Crs.	983.8	562.9	75
- Grasim *		584.1	316.1	85
- UltraTech		400.8	247.9	62
ROAvCE @	%	25.3	16.8	-
- Grasim *		34.0	21.5	-
- UltraTech		24.2	18.1	-

* Denotes Grasim standalone @ Capital employed includes CWIP

- Segment revenue up by 19% on higher volumes and realisations
- Significant increase in operating profit; operating margins improved from 23% to 32%
 - Higher Volumes
 - Enhanced share of TPP power -
 - Grasim (Standalone) : 57% to 73%
 - UltraTech : 29% to 70%
 - Softening in fuel prices
- PBIT up by 75%



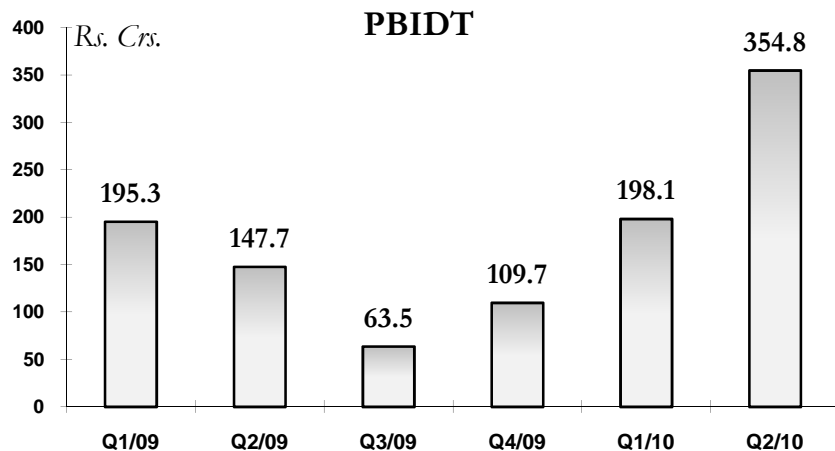
Cement : Outlook

- Cement demand expected to grow by 9% during the next five years
 - Improvement in economic environment
 - Government initiatives to boost rural development, infrastructure and housing
- Commissioning of several new capacities to result into surplus
- Continuous pressure on margins due to surplus scenario and rising costs
- Leveraging investments in capacity & TPPs for volume and cost leadership
 - Volumes from expanded capacities at Grasim and UltraTech
 - Increase in captive power to 80% with new thermal power plants
 - Creating logistic infrastructure to reduce logistic cost
 - Setting up 25MW new TPP at Awarpur Cement Works in UltraTech
 - Waste heat recovery systems of 18 MW under implementation
- Focus on increasing the capacity utilisation of new plants

Viscose Staple Fibre : Highlights

	Quarter -2		% Chg.
	2009-10	2008-09	
Capacity (TPA)	333,975	333,975	-
Production (MT)	76,669	62,973	22
Sales Volumes (MT)	73,993	62,536	18
Net Revenue (Rs. Crs.)	849.2	691.1	23
Realisation (Rs./MT)	105,217	101,768	3
PBIDT (Rs. Crs.)	354.8	147.7	140
PBIDT Margin (%)	41.5%	21.0%	--
PBIT (Rs. Crs.)	327.7	120.9	171
ROAvCE % @	76.9%	26.9%	--

@ Capital employed includes CWIP



- Production up by 22% helped by impressive capacity utilisation of 92% despite 8 days of shutdown at Nagda plant due to water shortage
- Highest ever sales volumes in a quarter, up by 18%
 - Strong domestic demand
 - Higher penetration in export markets
- Realisation up by 3%
- Operating margins improved
 - Decline in input cost – pulp, caustic soda and sulphur
 - Better economies of scale
 - Efficient performance of plants
- PBIDT grew by 140% at Rs.355 Crs.



Viscose Staple Fibre : Outlook

- Volume outlook positive with strong domestic and international demand
 - Signs of revival in consumer offtake in western markets
- Further price increase difficult due to growing price differential with other textile fibres e.g. polyester, cotton
- Margins likely to decline from current level due to upward trend in pulp prices
- Plans to set up 80,000 Ton Greenfield project at Vilayat, Gujarat at a cost of Rs.1,000 Crs. to meet expected growth in demand
 - Land for the project already acquired
 - Environmental approvals have been received
 - Commercial production expected to commence in FY13

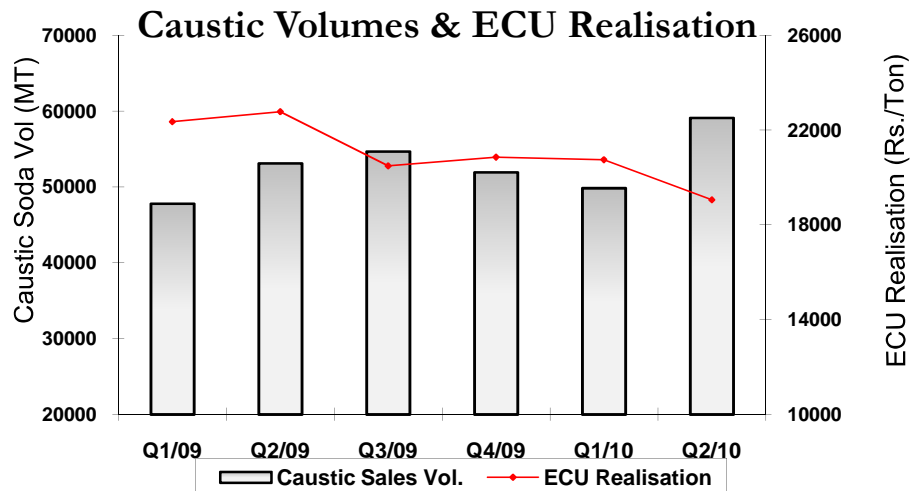
Chemical : Highlights

	Quarter -2		% Chg.
	2009-10	2008-09	
Capacity (TPA)	258,000	258,000	-
Production (MT)	56,985	55,137	3
Sales Volumes (MT)	59,119	53,103	11
Net Revenue (Rs. Crs.)	131.3	145.3	(10)
ECU Realisation (Rs./MT)	19,057	22,777	(16)
PBIDT (Rs. Crs.)	36.4	51.8	(30)
PBIDT Margin (%)	27.7%	35.6%	--
PBIT (Rs. Crs.)	27.8	44.9	(38)
ROAvCE %	29.3%	51.8%	--

- Sales volume up by 11% resulting from aggressive marketing
- ECU realisation down by 16% in line with the industry
- Operating margins declined due to lower realisation

Outlook

- Prices under pressure due to commissioning of new capacities and cheap imports
- Should improve over a period of time with economic recovery

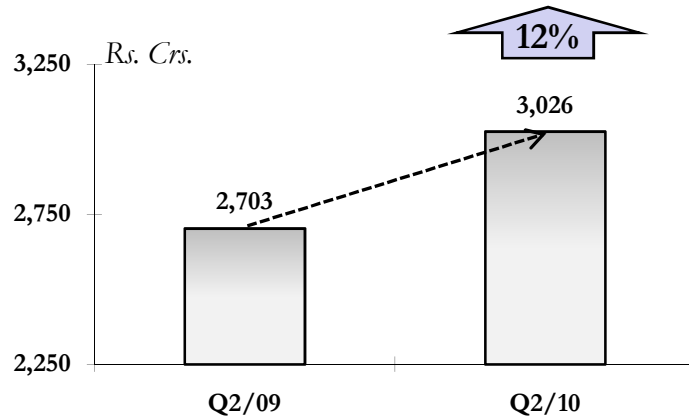


Financial Performance

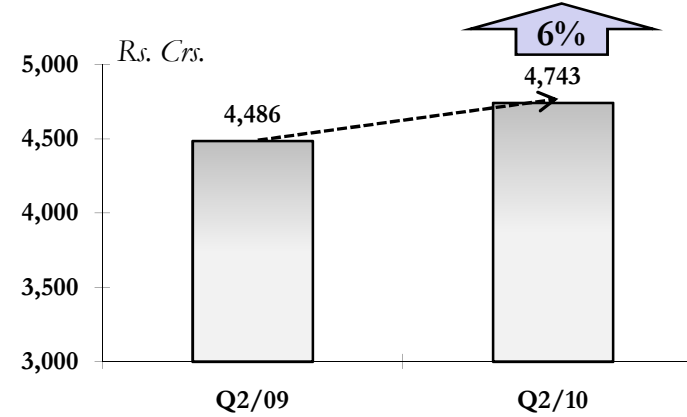
Revenue Growth

Revenue – Quarter 2

Standalone Revenue

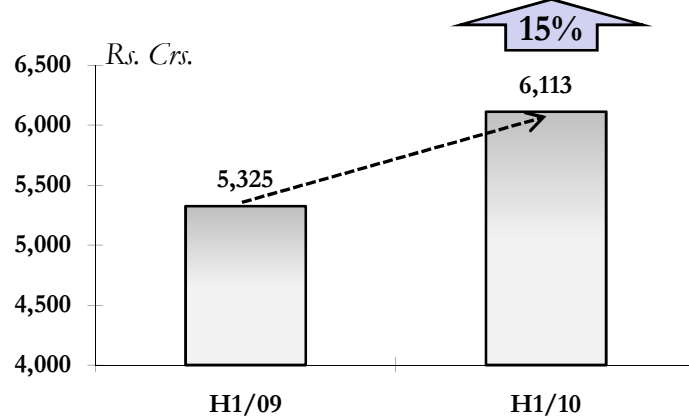


Consolidated Revenue

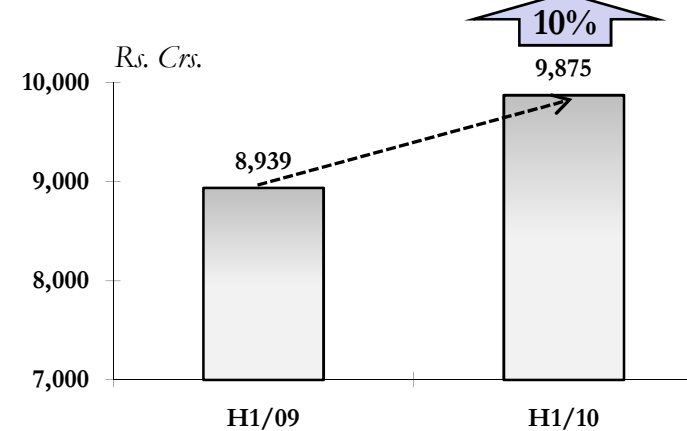


Revenue – Half Year

Standalone Revenue



Consolidated Revenue



Revenue Chart

Rs. Crores

% Chg.	Half Year		Net Revenue	Quarter -2		% Chg.
	2009-10	2008-09		2009-10	2008-09	
31	4,220	3,225	Cement	2,066	1,593	30
17	1,565	1,336	Viscose Staple Fibre	849	691	23
(8)	251	272	Chemical	131	145	(10)
-	111	553	Sponge Iron @	-	304	-
-	31	32	Others	16	16	-
-	(66)	(92)	Inter Segment Eliminations	(36)	(47)	-
15	6,113	5,325	Standalone Net Revenue	3,026	2,703	12
19	3,598	3,020	UltraTech Cement Ltd. (54.8% Subsidiary)	1,610	1,476	9
(7)	261	282	Pulp JVs (45%) and Fibre JV (31%)	146	134	9
4	143	137	Grasim Bhiwani Textiles Ltd. (100% Subsidiary)	86	80	8
-	-	279	Idea Cellular Ltd. (5.52%)*	-	138	-
-	(240)	(104)	Inter Company Eliminations	(125)	(45)	-
10	9,875	8,939	Consolidated Net Revenue	4,743	4,486	6
20	9,764	8,107	Consolidated Net Revenue (Excluding Idea and Sponge Iron)	4,743	4,045	17

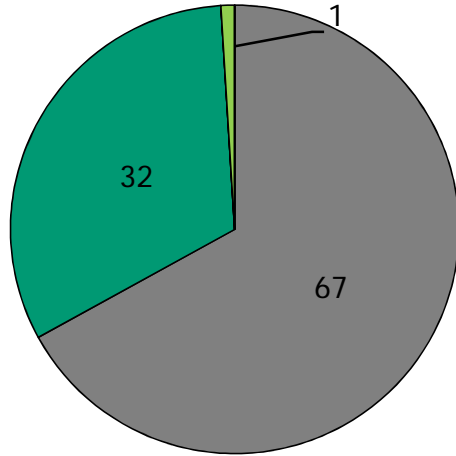
@ Sponge iron business sold in May 09

* From 1st January 2009, Idea is consolidated as an associate and earlier line by line consolidation discontinued

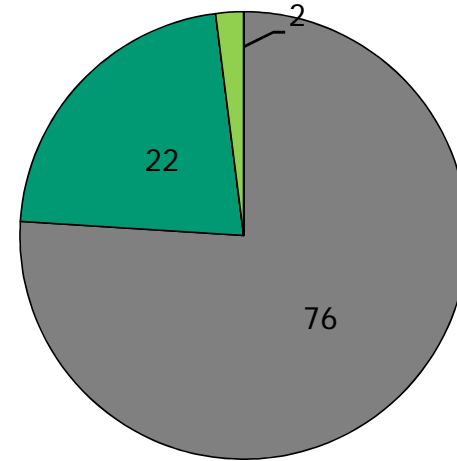
Both Cement and VSF businesses register significant jump in revenues

Revenue Mix

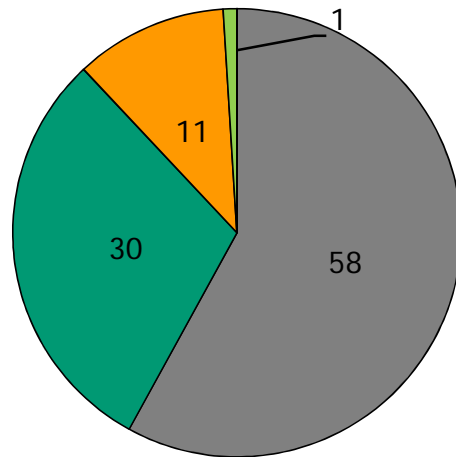
Standalone Q2FY10



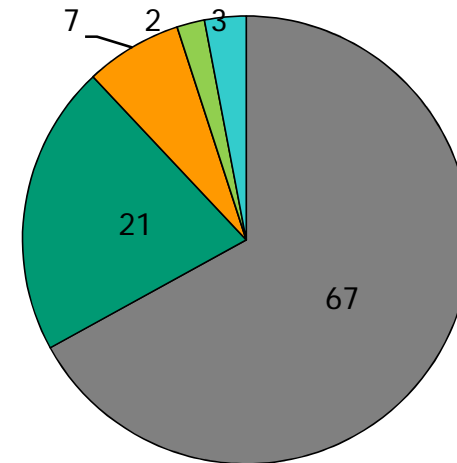
Consolidated Q2FY10



Standalone Q2FY09



Consolidated Q2FY09



Cement
 VSF & Chemical
 Sponge Iron
 Textile
 Others



Financial Performance – Quarter 2

(Rs. Crores)	Quarter - 2: Standalone			Quarter - 2 : Consolidated		
	<u>2009-10</u>	<u>2008-09</u>	<u>% Change</u>	<u>2009-10</u>	<u>2008-09</u>	<u>% Change</u>
Revenue	3,026	2,703	↑ 12	4,743	4,486	↑ 6
PBIDT	1,159	678	↑ 71	1,630	1,023	↑ 59
Interest	51	28	↑ 78	83	75	↑ 11
Depreciation	136	107	↑ 27	242	211	↑ 15
PBT	973	543	↑ 79	1,305	737	↑ 77
Total Tax Expenses	299	124	↑ 142	423	174	↑ 143
PAT (after Minority Share)	674	419	↑ 61	781	486	↑ 61
EPS (Rs.)	73.5	45.8	↑ 61	85.2	53.1	↑ 61

Performance (excluding discontinued Sponge Iron Operations) and considering Idea as an Associate in both Quarters

Revenue	3,026	2,399	↑ 26	4,743	4,045	↑ 17
PBIDT	1,159	646	↑ 79	1,630	948	↑ 72
PAT (after Minority Share)	674	403	↑ 67	781	470	↑ 66

Financial Performance – Half year

(Rs. Crores)	<u>Half Year : Standalone</u>				<u>Half Year : Consolidated</u>			
	<u>2009-10</u>	<u>2008-09</u>	<u>% Change</u>		<u>2009-10</u>	<u>2008-09</u>	<u>% Change</u>	
Revenue	6,113	5,325	↑	15	9,875	8,939	↑	10
PBIDT	2,107	1,512	↑	39	3,311	2,379	↑	39
Interest	98	59	↑	67	165	142	↑	17
Depreciation	273	212	↑	29	482	410	↑	18
PBT	1,736	1,242	↑	40	2,663	1,827	↑	46
Total Tax Expenses	531	308	↑	72	864	473	↑	83
PAT (after Minority Share)	1,205	934	↑	29	1,525	1,158	↑	32
PAT incl. EO gain (after Minority Share)	1,541	934	↑	65	1,861	1,158	↑	61
EPS (after EO Gain) (Rs.)	168.0	101.8	↑	65	202.9	126.3	↑	61

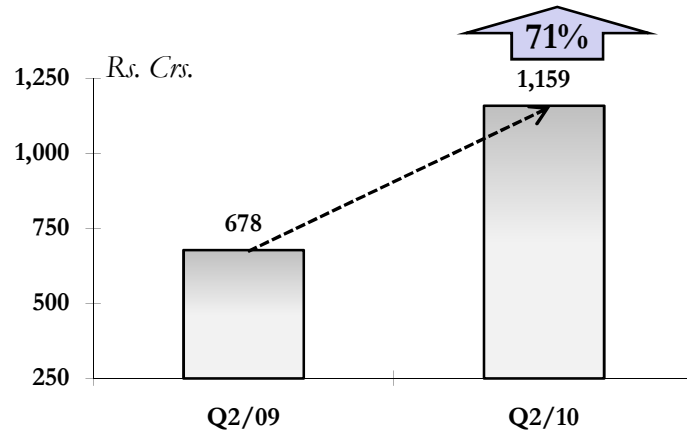
Performance (excluding discontinued Sponge Iron Operations) and considering Idea as an Associate in both Quarters

Revenue	6,002	4,772	↑	26	9,764	8,107	↑	20
PBIDT	2,146	1,406	↑	53	3,350	2,183	↑	53
PAT (after Minority Share)	1,235	871	↑	42	1,555	1,096	↑	42

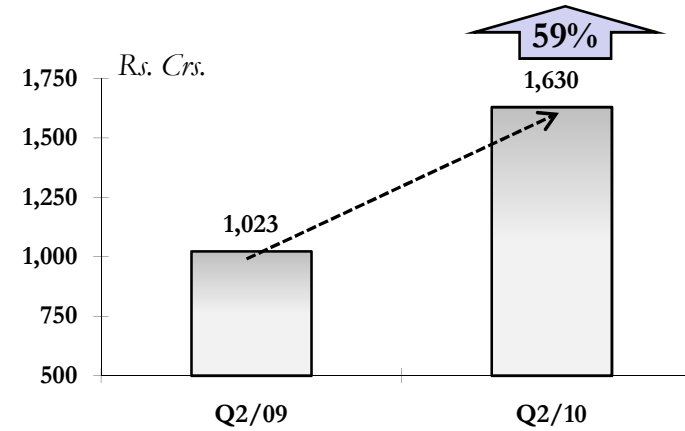
PBIDT Growth

PBIDT – Quarter 2

Standalone PBIDT

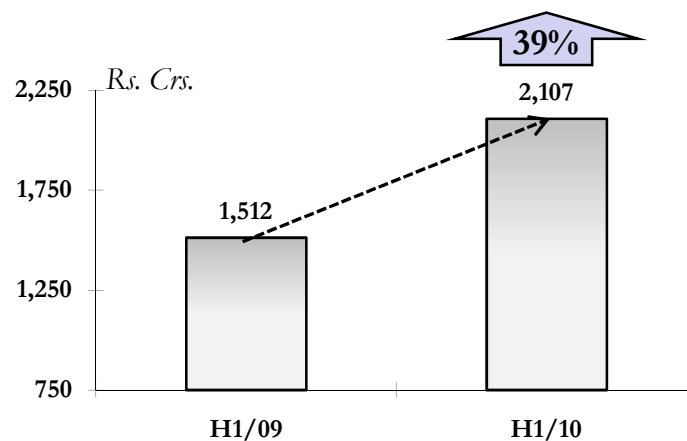


Consolidated PBIDT

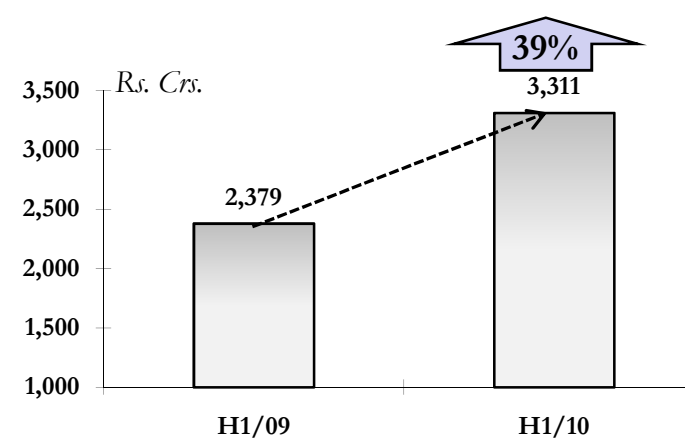


PBIDT – Half year

Standalone PBIDT



Consolidated PBIDT



PBIDT – Chart

Rs. Crores

% Chg.	Half Year		Net Revenue	Quarter -2		% Chg.
	2009-10	2008-09		2009-10	2008-09	
64	1,423	866	Cement	683	379	80
61	553	343	Viscose Staple Fibre	355	148	140
(24)	72	94	Chemical	36	52	(30)
	(39)	106	Sponge Iron	-	32	
	98	103	Others	85	68	
39	2,107	1,512	Standalone PBIDT	1,159	678	71
57	1,251	797	UltraTech Cement Ltd. (54.8% Subsidiary)	497	328	52
	(17)	9	Pulp JVs (45%) and Fibre JV (31%)	7	3	
	10	5	Grasim Bhiwani Textiles Ltd. (100% Subsidiary)	6	4	
	-	90	Idea Cellular Ltd. (5.52%)*	-	42	
	3	3	Others	3	3	
	(42)	(37)	Inter Company Eliminations	(41)	(35)	
39	3,311	2,379	Consolidated PBIDT	1,630	1,023	59
53	3,350	2,183	Consolidated PBIDT (Excluding Idea and Sponge Iron)	1,630	948	72







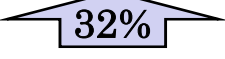
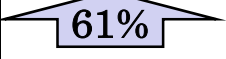
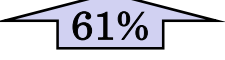
@ Sponge iron business sold in May 09

* From 1st January 2009, Idea is consolidated as an associate and earlier line by line consolidation discontinued

PBIDT soar on buoyant performance by Cement & VSF

Net Profit

Rs. Crores

Half Year		Net Profit	%	Quarter -2		
2009-10	2008-09			2009-10	2008-09	
	1,205	934		674	419	
	666	428		247	167	
	365	233	54.78%	135	91	
	2	(1)	100%	2	0.4	
	3	3	100%	3	3	
	(81)	(17)		(6)	(10)	
	(37)	(3)	45% / 31%	(4)	(2)	
	517	407		220	144	
	27	26	5.52%	11	9	
	360	258		147	101	
	(40)	(34)		(40)	(34)	
	1,525	1,158		781	486	
	336	-				
	1,861	1,158				

Consolidated PAT increased by 61%



Grasim Financials

(Rs. Crores)	Standalone		Consolidated	
	Full Year 2008-09	Half Year 2009-10	Full Year 2008-09	Half Year 2009-10
Net Worth	9,478	11,017	11,570	13,396
Debt	3,396	3,004	5,916	5,083
Capital Employed	13,737	15,013	20,748	22,225
Debt:Equity (x)	0.36	0.27	0.45	0.33
Interest Cover ^	11.7	14.5	10.6	14.2
Book Value (Rs.)	1,034	1,202	1,262	1,461
ROAvCE (PBIT basis) *	\$ 23.2	\$ 28.2	20.6	25.1
RONW (%) #			21.1	24.4

^ Interest capitalised also considered for interest cover

* Capital Employed includes CWIP

\$ For standalone ROAvCE computation, subs. investment excluded in capital employed

- Strong Balance sheet
 - Net worth at \$2.8 Bn. (Rs.13,396 Crs.)
 - Capital Employed at \$4.6 Bn. (Rs.22,225 Crs.)
- Debt-equity at 0.33
 - Net leveraging lower at 0.15
- ROAvCE at 25%
- Return on equity at 24%
- Strong funding capabilities to support Company's future growth plans
 - Liquid investments of Rs.2,270 Crs. in standalone company and Rs.3,313 Crs. on consolidated basis
 - High interest cover at 14 times of interest cost



Standalone Balance Sheet (as at 30-Sep-09)

Rs. Crores

	Grasim (Pre-Demerger)	Cement Division	Grasim (Post-Demerger)
Net Fixed Assets	8,313	6,674	1,639
Investments			
- UltraTech	2,551	-	2,551
- Other Strategic Investments	995	0.7	994
- Liquid Investments	2,270	-	2,270
Net Working Capital	884	291	593
Capital Employed	15,013	6,966	8,047
Less: Debts	3,004	2,133	871
Less: Deferred tax	992	714	278
Shareholder Funds	11,017	4,119	6,898



Standalone Profit & Loss A/c – Q2FY10

Rs. Crores

	Cement	VSF & Others	Total
Net Revenues	2,066	960	3,026
PBIDT	683	476	1,159
PBIDT Margin (%)	33%	45%	37%
Depreciation	99	37	136
PBIT	584	439	1,023

Capex



Capex plan

● Capex Summary

Rs. Crores

	Total Project Cost	Spent upto last year	Net Capex under Implementation	Cash Outflow		Incurred in H1FY10
				FY10	FY11 & Onward	
Cement Business	5,970	3,883	2,087	1,587	500	424
VSF Business	1,109	--	1,109	84	1,025	25
Others (Mainly Chemical)	85	--	85	57	28	17
Grasim	7,164	3,883	3,281	1,728	1,553	466
UltraTech	3,907	1,852	2,055	932	1,123	68
Grasim and UltraTech	11,071	5,735	5,336	2,660	2,676	534



Capex plan

Rs. Crores

	Total Project Cost	Spent upto last year	Net Capex under Implementation	Cash Outflow		Incurred in H1FY10
				FY10	FY11 & Onward	
Grasim Cement Business	5,970	3,883	2,087	1,587	500	424
- Projects: Kotputli (4.5 Mn. TPA), Shambhupura (4.4 Mn. TPA), Dadri - GU (1.3 Mn. TPA), (96 MW TPP)	4,548	3,804	744			
- Bricks (2 Nos.) & RMC Plants (3 Nos., Capacity 5 lac cu. mtrs.)	221	19	202			
- Waste Heat Recovery System (7 MW)	70	--	70			
- Logistic Initiatives	262	60	202			
- Modernisation, Upgradation and others	869	--	869			
UltraTech Cement	3,907	1,852	2,055	932	1,123	68
- 4.9 Mn. TPA Tadpatri Project, A.P. (incl. 50 MW TPP)	2,109	1,852	257			
- Thermal Power Plant (25 MW), Waste Heat Recovery System (11 MW)	250	--	250			
- Material Evacuation and Logistic Initiatives	1,004	--	1,004			
- RMC plants (2 Nos., Capacity 5 lac cu. mtrs.)	66	--	66			
- Modernisation, Upgradation and others	478	--	478			
Cement Business (Grasim & UltraTech)	9,877	5,735	4,142	2,519	1,623	492











Summary

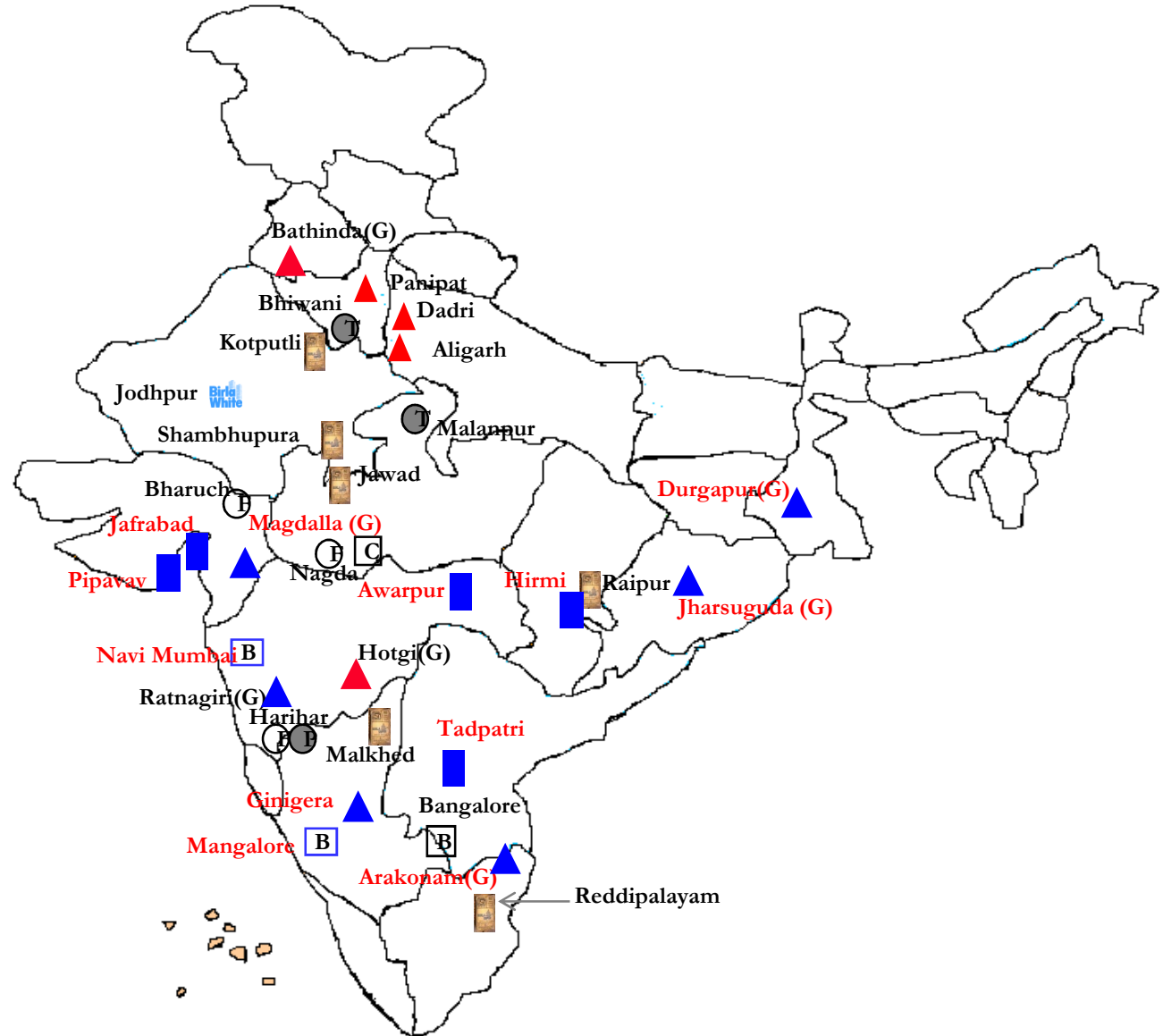


Summary

- **Grasim – A Cement and VSF major**
 - With strong competitive edge
 - Global size operations
 - Consolidating leadership position with strong organic growth
- **Domestic leadership in Cement**
 - Leveraging investments in capacity & TPPs for volume and cost leadership
 - Focus on greater efficiency through cost control
 - Aim to grow faster than the market
 - Platform for accelerated future growth being created thru' business restructuring
- **Leading global player in VSF**
 - Global presence
 - Integrated business model from plantation to fibre
- **On Restructuring, Cement business will be consolidated in a pure play company**
 - Grasim at consolidated level will continue to be Cement and VSF major as before

Plant Locations– Grasim & its subsidiaries

-  Grey Cement plants
-  Grinding Units (G)
-  Bulk Cement Terminal
-  UltraTech Cement Plants
-  UltraTech Grinding Units (G)
-  UltraTech Bulk Cement Terminals
-  Fibre plants
-  Pulp plant
-  Chemical plant
-  Textiles units



Not to scale



Thank You



Grasim Industries Limited

Annexures



Annexures

- Consolidated Financial Performance
- Standalone Financial Performance
- Consolidated and Standalone Financial
- Consolidated and Standalone Profitability
- Segmental Performance
- Cement Summary
- VSF Summary
- Chemical Summary
- UltraTech Performance

Consolidated Financial Performance

(Rs. Crores)

	Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
	2009-10	2008-09		2009-10	2008-09		
Net Turnover & Op. Income	4,743.3	4,486.5	6	9,874.9	8,938.7	10	18,487.1
Other Income	84.5	67.8	25	141.0	135.1	4	252.6
PBIDT	1,630.4	1,022.7	59	3,311.1	2,379.0	39	4,780.2
Interest	83.1	75.1	11	165.5	141.6	17	307.8
Gross Profit	1,547.3	947.6	63	3,145.6	2,237.4	41	4,472.4
Depreciation	242.4	210.9	15	482.3	410.4	18	865.8
PBT	1,304.9	736.7	77	2,663.3	1,827.0	46	3,606.6
Current Tax	337.9	101.5	233	652.0	294.0	122	550.7
Deferred Tax	85.2	72.3	18	211.9	178.6	19	440.7
Total Tax	423.1	173.8	143	863.9	472.6	83	991.4
Share in Profit of Associates	10.7	0.3	--	27.3	0.6	--	15.9
PAT (Before EO gain & Minority Share)	892.5	563.2	58	1,826.6	1,355.0	35	2,631.1
Minority Share	111.7	76.8	--	301.9	196.7	--	444.4
PAT (Before EO gain, After Minority Share)	780.8	486.4	61	1,524.7	1,158.3	32	2,186.7
Extraordinary Item	-	-	--	336.1	-	--	-
PAT (After EO gain)	780.8	486.4	61	1,860.8	1,158.3	61	2,186.7
Diluted Earning Per Share (before EO gain, after minority share) (Rs.)	85.13	53.05	61	166.26	126.33	32	238.49
Diluted Earning Per Share (incl. EO gain, after minority share) (Rs.)	85.13	53.05	61	202.90	126.33	61	238.49
Cash Profit (before min. share & EO Gain)	1,220.1	846.4	44	2,520.8	1,944.0	30	3,937.6

Standalone Financial Performance

(Rs. Crores)

	Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
	2009-10	2008-09		2009-10	2008-09		
Net Turnover & Op. Income	3,025.8	2,702.8	12	6,113.2	5,324.8	15	10,956.2
Other Income	101.1	83.7	21	129.7	140.0	(7)	214.1
PBIDT	1,159.3	678.4	71	2,106.6	1,512.4	39	2,845.6
Interest	50.5	28.4	78	98.1	58.6	67	140.8
Gross Profit	1,108.8	650.0	71	2,008.5	1,453.8	38	2,704.8
Depreciation	135.9	106.9	27	272.9	211.9	29	456.9
PBT (before EO gain)	972.9	543.1	79	1,735.6	1,241.9	40	2,247.9
Current Tax	252.3	73.0	245	403.2	204.9	97	342.4
Deferred Tax	46.3	50.6	(8)	127.7	103.3	24	257.5
Total Tax	298.6	123.6	142	530.9	308.2	72	599.9
PAT (before EO gain)	674.3	419.5	61	1,204.8	933.7	29	1,648.0
Extraordinary Item	-	-	--	336.1	-	--	-
PAT (incl. EO gain)	674.3	419.5	61	1,540.8	933.7	65	1,648.0
Diluted Earning Per Share (before EO gain) (Rs.)	73.52	45.75	61	131.37	101.83	29	179.73
Diluted Earning Per Share (incl. EO gain) (Rs.)	73.52	45.75	61	168.01	101.83	65	179.73
Cash Profit (before EO Gain)	856.5	576.9	48	1,605.3	1,248.9	29	2,362.4

Financial Snapshot

(Rs. Crores)	Standalone				Consolidated			
	March 2007	March 2008	March 2009	Sep. 2009	March 2007	March 2008	March 2009	Sep. 2009
Gross Block [§]	7,974	10,615	12,280	11,943	14,485	19,262	21,044	20,839
Net Block [§]	4,597	7,054	8,308	8,313	8,472	12,922	14,219	14,149
Goodwill					1,844	1,991	2,001	2,001
Cement Subs. Investment	2,476	2,537	2,551	2,551				
Investments	2,141	1,893	2,230	3,265	2,272	1,661	3,563	4,618
Net Current Assets	550	466	648	884	859	609	966	1,457
Capital Employed	9,764	11,950	13,737	15,013	13,447	17,183	20,748	22,225
Net Worth	6,230	8,141	9,478	11,017	6,562	9,179	11,570	13,396
Minority Interest					859	1,269	1,670	1,943
Debts	2,951	3,202	3,396	3,004	4,873	5,577	5,916	5,083
Deferred Tax	583	607	864	992	1,153	1,158	1,592	1,804
Debt: Equity (x)	0.47	0.39	0.36	0.27	0.66	0.53	0.45	0.33
Book Value (Rs.)	679	888	1,034	1,202	716	1,001	1,262	1,461

[§] Block includes CWIP

Profitability Snapshot

(Rs. Crores)	Standalone				Consolidated			
	2006-07	2007-08	2008-09	Half Year 2009-10	2006-07	2007-08	2008-09	Half Year 2009-10
Gross Turnover	9,573	11,552	12,089	6,560	15,674	19,112	20,316	10,602
Net Turnover & Op. Income	8,644	10,325	10,956	6,113	14,142	17,141	18,487	9,875
PBIDT	2,619	3,424	2,846	2,107	4,290	5,422	4,780	3,311
PBIDT Margin (%)	30.3	33.2	25.5	33.7	30.3	31.6	25.5	33.1
Interest	112	107	141	98	229	222	308	165
PBDT	2,507	3,317	2,705	2,009	4,061	5,200	4,472	3,146
Total Tax Expenses	691	962	600	531	1,092	1,466	991	864
PAT # (After Minority Share)	1,499	2,002	1,648	1,205	1,967	2,609	2,187	1,525
EPS (Rs.) #	163.5	218.3	179.7	131.4	214.5	284.5	238.5	166.3
DPS (Rs.)	27.5	30.0	30.0	--	--	--	--	--
ROAvCE (PBIT Basis)(%)	\$ 36.4	\$ 36.8	\$ 23.2	\$ 28.2	31.1	31.0	20.6	25.1
RONW (%) #					34.5	33.2	21.1	24.4
Interest Cover (x)	15.7	14.5	11.7	14.5	13.3	13.1	10.6	14.2

\$ Adjusted for investments in cement subsidiaries and related income

before exceptional / extraordinary gain

Segmental Performance – Quarter 2

Quarter -2 Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09
Cement	2,066	1,593	683	379	33.0	23.8	584	316	7,018	6,321	34.0	21.5
VSF	849	691	355	148	41.5	21.0	328	121	1,604	1,914	76.9	26.9
Chemical	131	145	36	52	27.7	35.6	28	45	396	360	29.3	51.8
Sponge Iron	-	304	-	32	--	10.9	-	24	-	544	-	18.9
Textile	16	16	1	0.4	7.3	2.5	0.8	0.1	21	22	14.3	2.5
Operations			1,075	611			940	506	9,040	9,162		
Cement Sub.									2,551	2,538		
Company as a whole	3,026	2,703	1,159	678	37.1	24.3	1,023	571	15,013	12,659	@ 34.4	@ 22.2

Consolidated

Cement \$	3,621	3,037	1,180	707	32.4	23.2	984	563	15,804	14,279	25.3	16.8
VSF	931	820	356	151	38.0	18.1	322	121	2,236	2,518	55.6	20.9
Company as a whole \$	4,743	4,486	1,630	1,023	33.8	22.5	1,388	812	22,225	19,509	26.2	17.7

\$ including minority share

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

Capital Employed includes CWIP

Segmental Performance – Half Year

Half Year Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09
Cement	4,220	3,225	1,423	866	33.7	26.9	1,228	741	7,018	6,321	35.8	25.2
VSF	1,565	1,336	553	343	35.1	25.2	498	291	1,604	1,914	58.4	32.4
Chemical	251	272	72	94	28.5	34.5	56	79	396	360	29.6	45.8
Sponge Iron	111	553	(39)	106	--	19.3	(44)	89	-	544	-	35.5
Textile	31	32	2	1	7.0	4.2	2	1	21	22	14.4	7.5
Operations			2,011	1,411			1,740	1,202	9,040	9,162		
Cement Sub.									2,551	2,538		
Company as a whole	6,113	5,325	2,107	1,512	33.7	27.7	1,834	1,301	15,013	12,659	@ 28.2	@ 26.0

Consolidated

Cement \$	7,681	6,167	2,674	1,664	34.7	26.9	2,288	1,385	15,804	14,279	29.5	20.7
VSF	1,738	1,604	530	352	30.3	21.6	461	293	2,236	2,518	39.8	25.4
Company as a whole \$	9,875	8,939	3,311	2,379	33.1	26.2	2,829	1,969	22,225	19,509	25.1	21.5

\$ including minority share

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

Capital Employed includes CWIP



Cement : Summary

		Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
		2009-10	2008-09		2009-10	2008-09		
<u>Grey Cement</u>								
Capacity	Mn. TPA	45.65	37.55	22	45.65	37.55	22	41.55
- Grasim *		22.55	18.05	25	22.55	18.05	25	19.65
- UltraTech		23.10	19.50	18	23.10	19.50	18	21.90
Production	Mn. MT	8.36	6.98	20	17.79	14.92	19	32.18
- Grasim *		4.63	3.65	27	9.54	7.64	25	16.32
- UltraTech		3.73	3.33	12	8.25	7.28	13	15.87
Sales Volumes ^{\$}	Mn. MT	8.80	7.78	13	19.01	16.09	18	35.01
- Grasim Cement *		4.56	3.70	23	9.44	7.67	23	16.54
- UltraTech Cement		3.75	3.42	10	8.33	7.38	13	16.12
- UltraTech Clinker		0.49	0.66	(26)	1.25	1.04	20	2.36
Realisation	Rs. /MT							
- Grasim Cement *		3,689	3,446	7	3,676	3,404	8	3,415
- Ultratech Cement		3,669	3,491	5	3,689	3,443	7	3,474
- UltraTech Clinker		2,113	2,478	(15)	2,095	2,397	(13)	2,306
<u>RMC</u>								
Sales Volumes	Lac Cu. Mtrs.	8.56	9.62	(11)	18.04	19.39	(7)	38.53
- Grasim *		5.22	6.44	(19)	10.81	12.47	(13)	24.30
- UltraTech		3.34	3.18	5	7.23	6.92	4	14.23
Realisation	Rs./Cu. Mtr.	2,877	2,906	(1)	2,875	2,896	(1)	2,901
<u>White Cement</u>								
Sales Volumes ^{\$\$}	MT	128,984	106,597	21	235,882	198,665	19	438,394
Avg. Realisation	Rs./MT	8,034	7,958	1	8,081	7,849	3	7,922

^{\$} Includes captive consumption for RMC

^{\$\$} Includes captive consumption for value added products

* Denotes Grasim standalone

Cement : Summary Contd...

		Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
		2009-10	2008-09		2009-10	2008-09		
<u>Wall Care Putty</u>								
Sales Volumes	MT	53,980	37,501	44	97,618	69,044	41	159,880
Realisation	Rs./MT	19,409	19,642	(1)	19,329	19,644	(2)	19,698
Net Revenue	Rs. Crs.	3,621.3	3,036.9	19	7,680.5	6,167.5	25	13,504.1
- Cement - Grasim *		1,864.5	1,439.1	30	3,852.0	2,940.7	31	6,364.4
- Cement - UltraTech		1,613.0	1,477.2	9	3,610.7	3,020.8	20	6,618.7
- White Cement		201.3	154.3	30	368.0	284.0	30	646.2
PBIDT	Rs. Crs.	1,179.8	706.9	67	2,673.9	1,663.5	61	3,723.8
- Grasim *		683.1	379.0	80	1,423.1	866.5	64	1,910.9
- UltraTech		498.2	329.4	51	1,253.5	800.1	57	1,819.2
PBIDT Margin	%	32.4%	23.2%	-	34.7%	26.9%	-	27.5%
- Grasim *		33.0%	23.8%	-	33.7%	26.9%	-	27.3%
- UltraTech		30.7%	22.2%	-	34.4%	26.3%	-	27.3%
PBIT	Rs. Crs.	983.8	562.9	75	2,287.7	1,385.2	65	3,117.6
- Grasim *		584.1	316.1	85	1,228.0	741.1	66	1,629.1
- UltraTech		400.8	247.9	62	1,061.8	646.8	64	1,493.4
ROAvCE @	%	25.3	16.8	-	29.5	20.7	-	22.5
- Grasim *		34.0	21.5	-	35.8	25.2	-	26.8
- UltraTech		24.2	18.1	-	32.1	23.6	-	26.0

* Denotes Grasim standalone @ Capital employed includes CWIP



Viscose Staple Fibre : Summary

		Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
		2009-10	2008-09		2009-10	2008-09		
Capacity	TPA	333,975	333,975	-	333,975	333,975	-	333,975
Production	MT	76,669	62,973	22	139,021	121,056	15	232,745
Sales Volumes	MT	73,993	62,536	18	141,411	119,295	19	238,463
Net Revenue	Rs. Crs.	849.2	691.1	23	1,565.4	1,335.5	17	2,533.6
Avg. Realisation	Rs./MT	105,217	101,768	3	101,558	101,835	--	96,517
PBIDT	Rs. Crs.	354.8	147.7	140	553.0	343.0	61	516.3
PBIDT Margin	%	41.5%	21.0%	--	35.1%	25.2%	--	20.1%
PBIT	Rs. Crs.	327.7	120.9	171	498.1	291.4	71	410.9
Capital Employed	Rs. Crs.	1,604	1,914	(16)	1,604	1,914	(16)	1,805
ROAvCE (PBIT Basis)	%	76.9%	26.9%	--	58.4%	32.4%	--	23.6%

Chemical : Summary

		Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
		2009-10	2008-09		2009-10	2008-09		
Capacity	TPA	258,000	258,000	--	258,000	258,000	--	258,000
Production	MT	56,985	55,137	3	109,216	102,221	7	207,226
Sales Volumes	MT	59,119	53,103	11	108,964	100,903	8	207,520
Net Revenue	Rs. Crs.	131.3	145.3	(10)	251.5	271.9	(8)	522.5
Avg. Realisation	Rs./MT	19,057	22,777	(16)	19,751	22,560	(12)	21,553
PBIDT	Rs. Crs.	36.4	51.8	(30)	71.8	93.9	(24)	155.4
PBIDT Margin	%	27.7%	35.6%	--	28.5%	34.5%	--	29.8%
PBIT	Rs. Crs.	27.8	44.9	(38)	56.0	79.4	(29)	127.1
Capital Employed	Rs. Crs.	396	360	10	396	360	10	362
ROAvCE (PBIT Basis)	%	29.3%	51.8%	--	30.8%	45.8%	--	36.6%

UltraTech: Consolidated Financial Performance

(Rs. Crores)

	Quarter -2		% Chg.	Half Year		% Chg.	Full Year 2008-09
	2009-10	2008-09		2009-10	2008-09		
Revenue	1,613.0	1,477.2	9	3,610.7	3,020.8	20	6,618.7
Other Income	12.2	7.2	70	30.4	17.4	74	45.6
PBIDT	498.2	329.4	51	1,253.5	800.1	57	1,819.2
PBIDT Margin %	30.7%	22.2%	--	34.4%	26.3%	--	27.3%
Interest	29.9	31.0	(4)	62.8	55.7	13	125.6
Depreciation	97.4	81.5	20	191.7	153.2	25	325.8
PBT	370.9	217.0	71	999.0	591.2	69	1,367.8
Total Tax	124.2	49.5	151	332.7	161.9	105	388.2
PAT (after Minority Share)	246.6	166.9	48	665.8	428.3	55	978.1
Earning Per Share, Diluted (Rs.)	19.81	13.41	48	53.48	34.40	55	78.57