

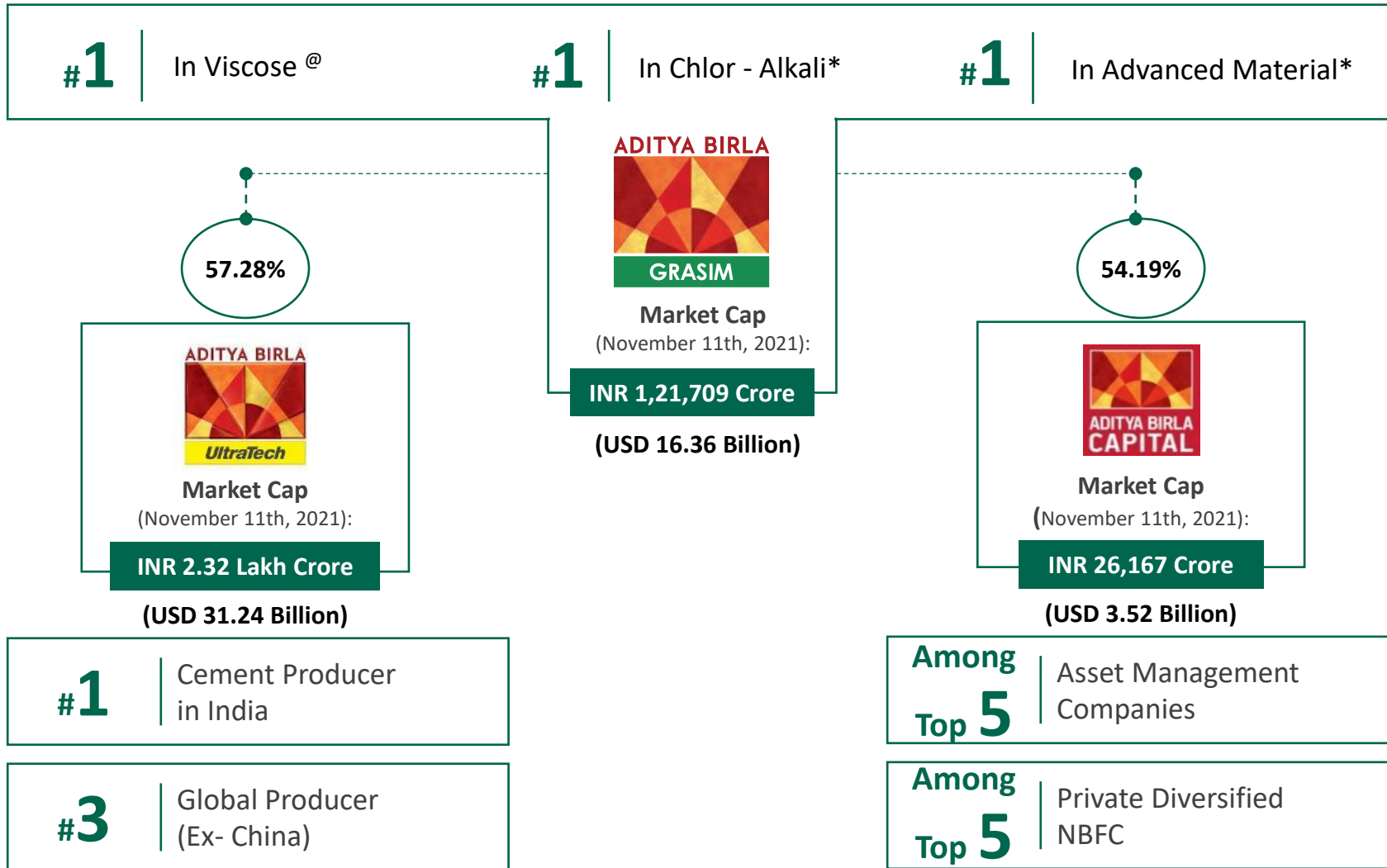
GRASIM INDUSTRIES LIMITED



Q2FY22 EARNINGS PRESENTATION

12th November 2021

BIG IN YOUR LIFE



@ Leadership In India in Viscose Staple Fiber, Modal, 3rd Generation Viscose and Viscose Filament Yarn

*India Leadership in Chlor-alkali (Caustic soda and Chlorine derivative namely Chloro Paraffin wax, Poly Aluminium Chloride and Phosphoric Acid) and Advanced Material (Epoxy Resins);

PERFORMANCE HIGHLIGHTS Q2FY22

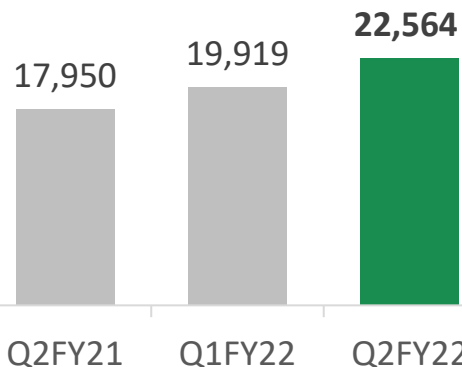
PERFORMANCE HIGHLIGHTS Q2FY22

- Consolidated revenue up 26% YoY to Rs. 22,564 Cr. and EBITDA up 19% YoY to Rs.4,282 Cr.
- Standalone revenue up 67% YoY to Rs.4,933 Cr. and EBITDA up 144% YoY to Rs.1,504 Cr.
- VSF strong performance with EBITDA of Rs.514 Cr. on the back of higher volumes, better product mix and improved realisation
- Vilayat VSF brownfield expansion 300TPD (out of 2x300TPD) commissioned in November-21 with benchmark quality achieved
- After multi-quarter low Caustic prices, domestic market witnessed month-on-month recovery (17% YoY) due to both end-market demand and supply constraints
- Caustic Soda brownfield expansion of 170TPD at Rehla and CMS plant of 150TPD at Vilayat commissioned in October-21 and November-21 respectively
- Raw material cost increase absorbed through realisation improvement; adequate coal inventory at plants to meet the production needs
- VSF (Birla Cellulose) ranked #1 in Canopy Hot Button Report-2021 which ranks global VSF players
- Grasim ranked 7th in the most sustainable companies in India ET Futurescape Sustainability Index Report-2021

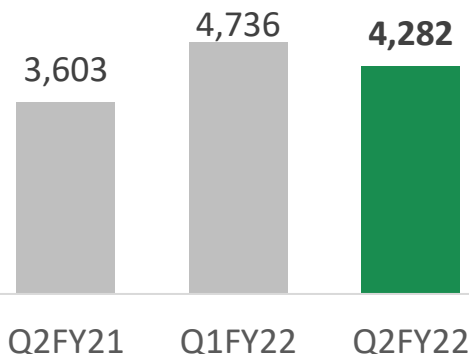
PERFORMANCE HIGHLIGHTS Q2FY22

Consolidated

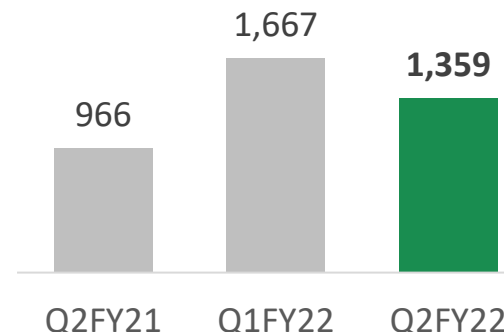
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)

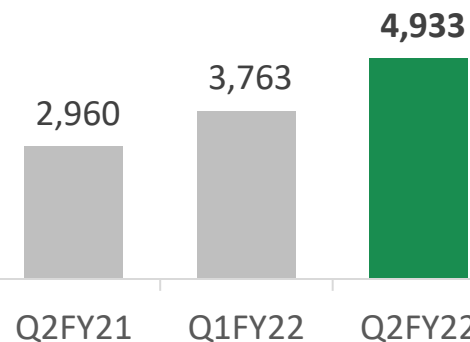


PAT¹ (Rs. Cr.)

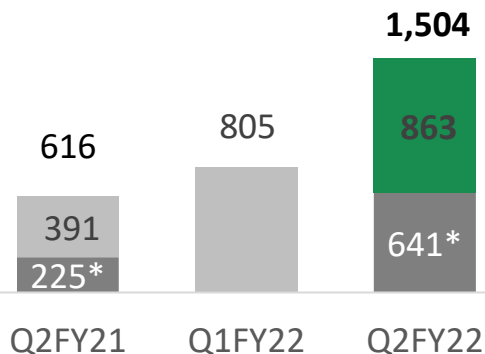


Standalone

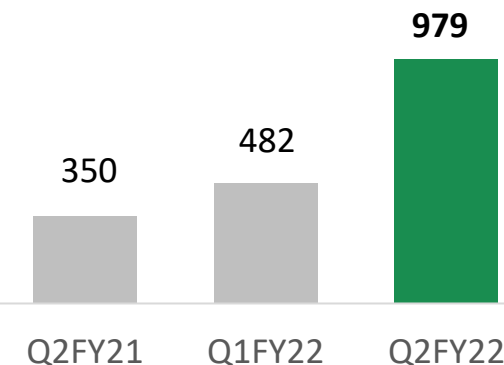
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)



PAT (Rs. Cr.)



¹ PAT (After Exceptional Item) – Owner's Share * Represents dividend income

CAPEX PLAN

Particulars (Rs. Cr.)	Capex spent H1FY22	Balance Approved Capex for FY22
Viscose Staple Fibre		
<i>Capacity Expansion <u>(591 KTPA -->810 KTPA)</u></i>	468	478
<i>Normal Modernisation and Maintenance Capex</i>	109	326
Chlor-Alkali		
<i>Capacity Expansion <u>(1,147 KTPA -->1,530 KTPA)</u></i>	157	221
<i>Normal Modernisation and Maintenance Capex</i>	111	231
Other Businesses		
<i>Epoxy <u>(123 KTPA --> 246 KTPA)</u></i>	60	443
<i>VFY, Textiles and Insulator</i>		
Total	905	1,699

Note : Excluding Fertiliser and Paints Capex

PAINTS BUSINESS

Manufacturing Plant locations



Overall capex spent of Rs.267Cr. (YTD FY22) primarily on acquisition of land parcels close to consumption hubs



Environmental clearance process is ongoing across various project sites and is in different stages of progress



Basic Engineering and Detailed Engineering contract has been awarded for all project sites



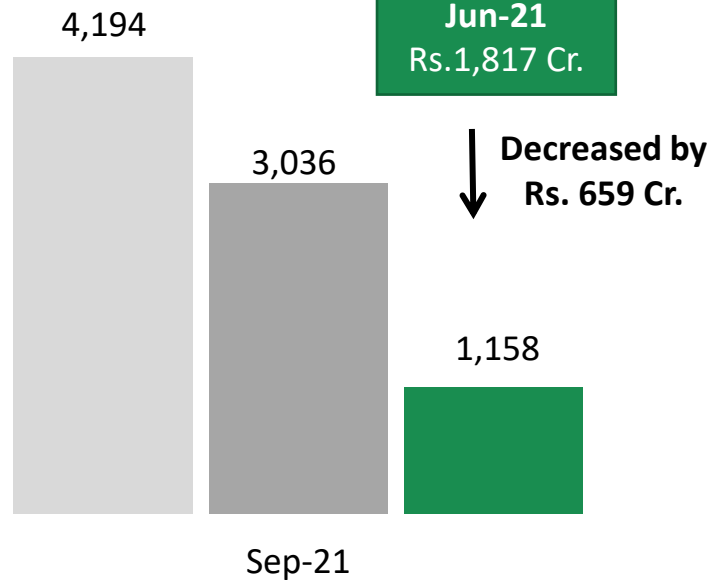
Ordering of major equipment is under progress; Civil work to commence post environmental clearance

STRONG BALANCE SHEET

Standalone (Rs. Cr.)

Net Debt/ EBITDA
(Annualised 12M EBITDA)

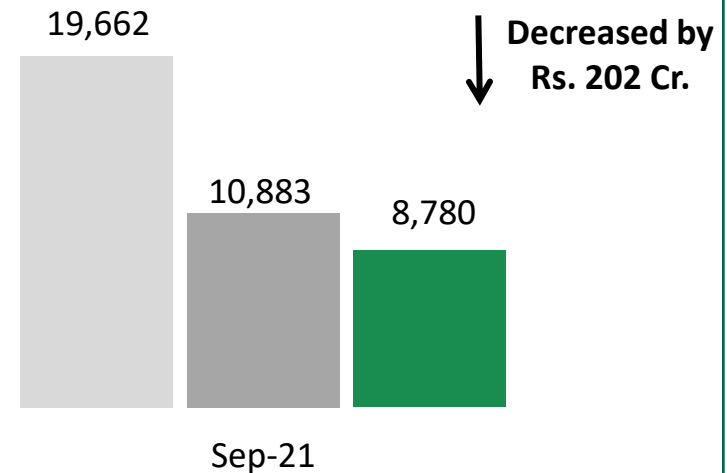
0.25x



Consolidated (Rs. Cr.)

Net Debt/ EBITDA
(Annualised 12M EBITDA)

0.49x



Gross Debt
 Liquid investments
 Net Debt

BUSINESS PERFORMANCE

INDUSTRY PERFORMANCE - VISCOSE



Chinese VSF industry's performance was impacted by multiple headwinds like restriction in energy consumption leading to production cuts, and supply chain issues (container shortages)

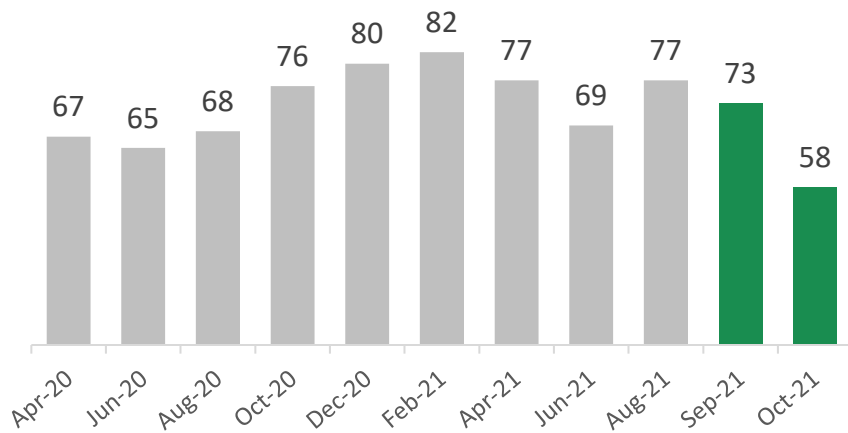


The operating rates (OR) of fibre and yarn manufacturers corrected due to sharp production cuts. Chinese VSF industry OR dipped to 73% in Q2FY22 and further dipped to 58% in October-21

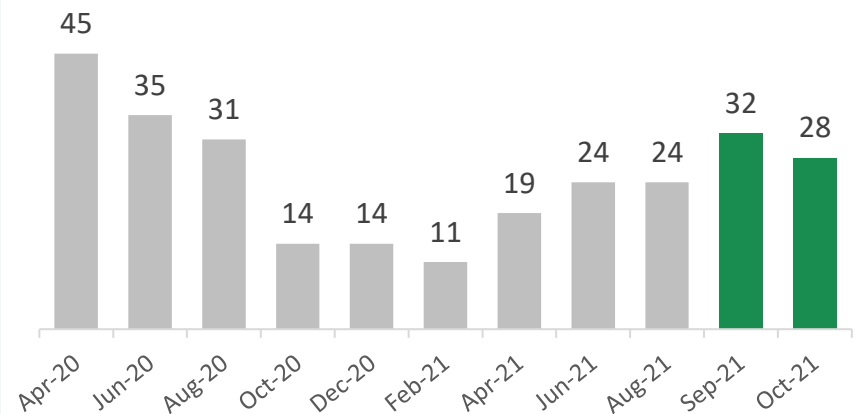


While China faced a demand slow-down during the quarter leading to an increase in inventory, it has since improved post the national holiday (First Week October)

China VSF Plant Operating Rate (in Percentage)



China VSF Plant Inventory (in Days)

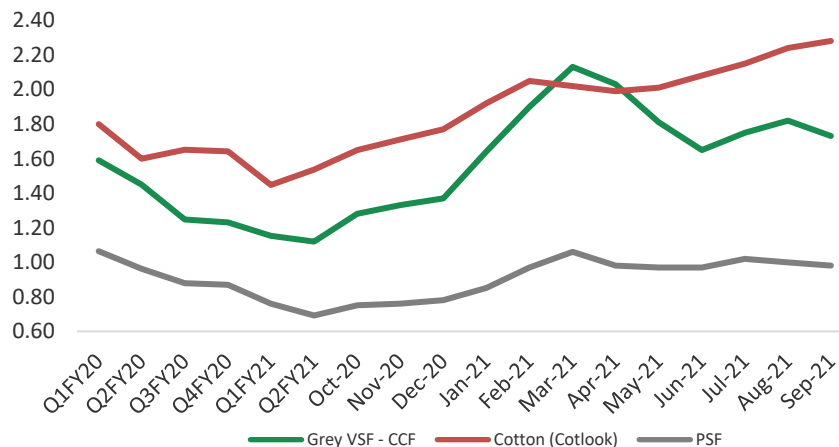


Source: Company estimates, Industry data, USDA, CCF Group and redbook

INDUSTRY PERFORMANCE - VISCOSE

- China VSF prices moderated to ~12,870 RMB in Q2FY22 from ~14,192 RMB in Q1FY22 due to demand slow-down; Considerable improvement from October-21 onwards following the cuts in operating rate by Chinese producers
- The gap between the Cotton and VSF prices widened further to record levels in the context of unabated surge in the Cotton prices, which is positive for VSF prices going forward
- The demand for textile products in India witnessed significant bounce back during Q2FY22 with the onset of the festive season, phased reopening of schools and offices, and increased sourcing of textile from India by global brands as a part of the China+1 strategy
- VSF prices after maintaining a range bound movement from April to September-21, started to trend up from Oct-21 driven by favorable demand-supply balance, higher input costs and strong prices of all fibres e.g. Cotton and Polyester

Global Prices Trend (\$/Kg)

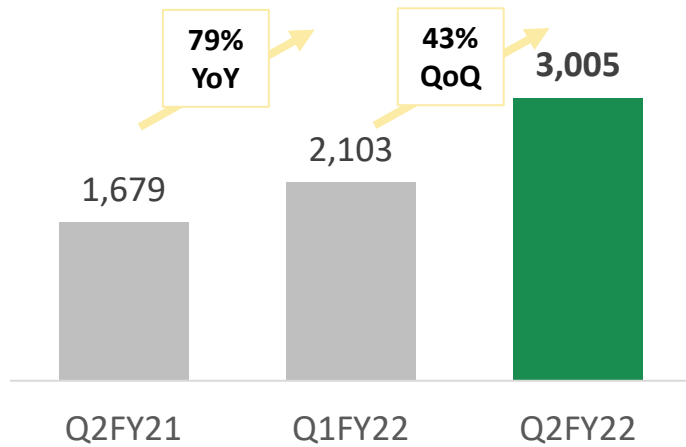


Price Movement	YoY (%)	QoQ (%)	Sep Exit Price (Δ over Q2FY22)
Grey VSF - CCF	58%	-3%	1.73 \$/Kg (-2%)
Cotton	45%	10%	2.28 \$/Kg (3%)
PSF	44%	3%	0.98 \$/Kg (-2%)

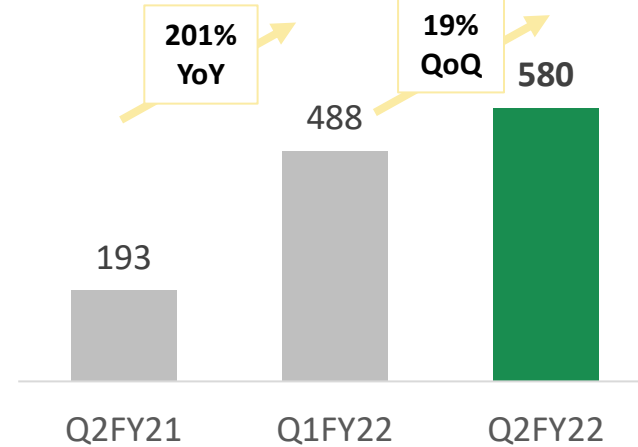
Source: Company estimates, Industry data, USDA, CCF Group and redbook

FINANCIAL PERFORMANCE - VISCOSE

Revenue¹ (Rs. Cr.)



EBITDA¹ (Rs. Cr.)



Viscose business reported strong operational and financial performance buoyed by strong demand



Improved product mix (VAP sales up 112% YoY) and higher sales volume (up 18% YoY) led to an improvement in EBITDA for VSF business despite escalation in input costs (YoY increase of Rs.383 Cr.)



Vilayat VSF brownfield expansion of 300TPD commissioned in November-21 with achievement of benchmark quality; Commissioning of balance 300TPD is on track

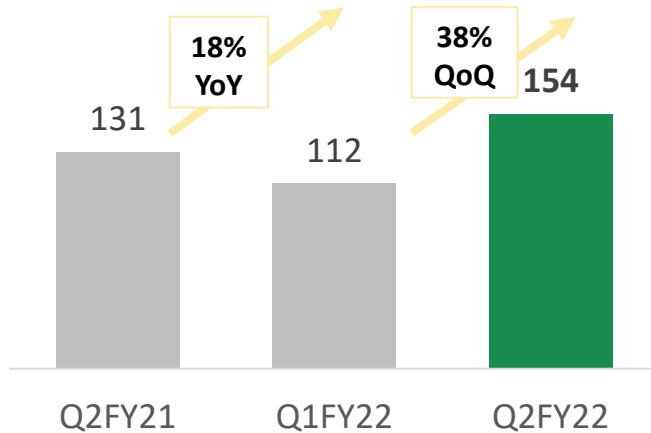


VFY production and sales volume improved QoQ and YoY basis on liquidation of inventory in the value chain driven by strong demand and lower imports

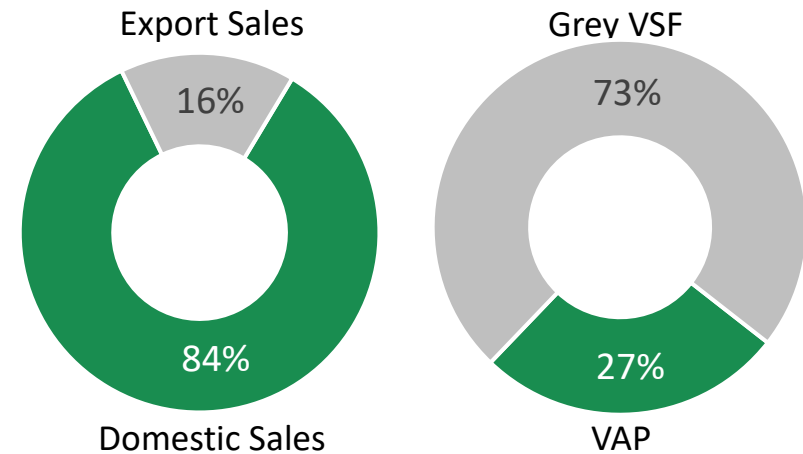
¹Including VFY

FINANCIAL PERFORMANCE - VISCOSE

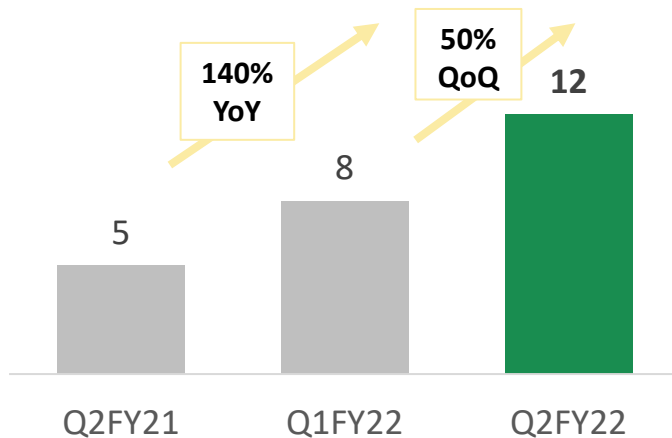
VSF Sales (KT)



Sales Volume Mix



VFY Sales (KT)

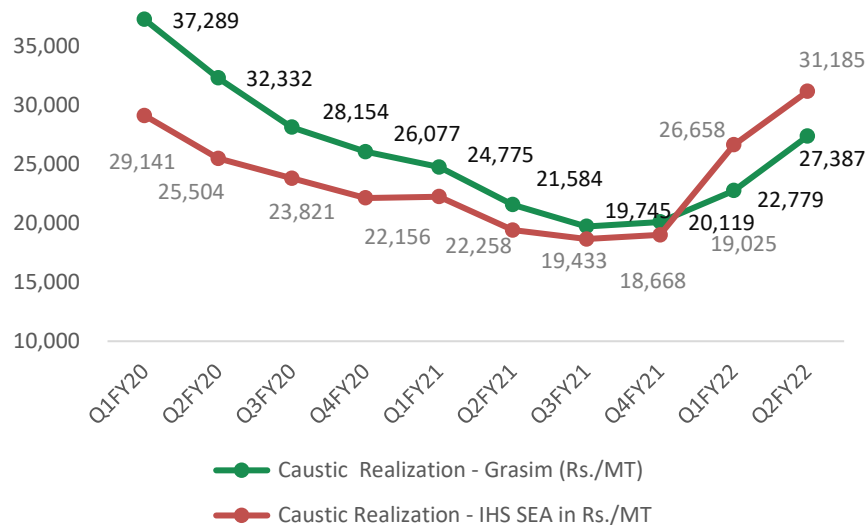


🎯 VAP share in overall portfolio increased to 27% in Q2FY22 from 15% in Q2FY21

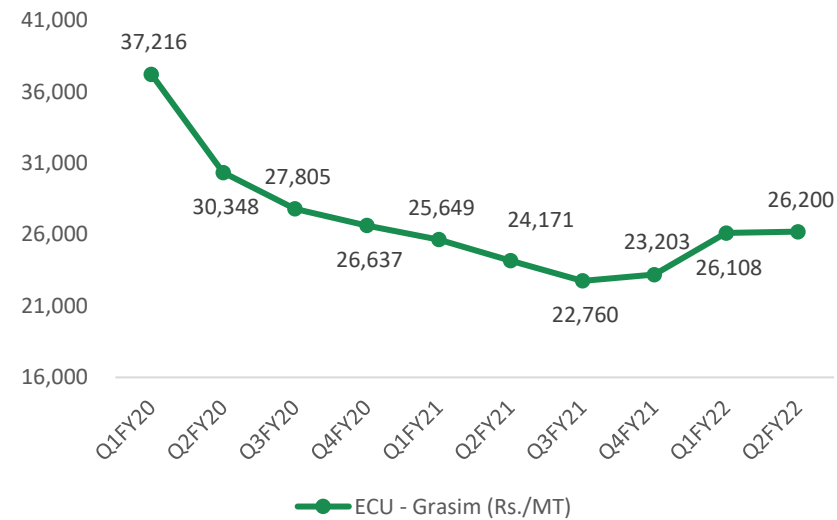
🎯 Share of domestic sales increased to 84% in Q2FY22 from 69% in Q1FY22, with the opening of the economy and revival in textile demand

FINANCIAL PERFORMANCE - CHEMICALS

Caustic Realisation



Grasim – ECU



Caustic soda prices in India recovered from multi-quarter lows supported by recovery in demand, tightness in supply led by production losses and higher export sales driven by better export realisation



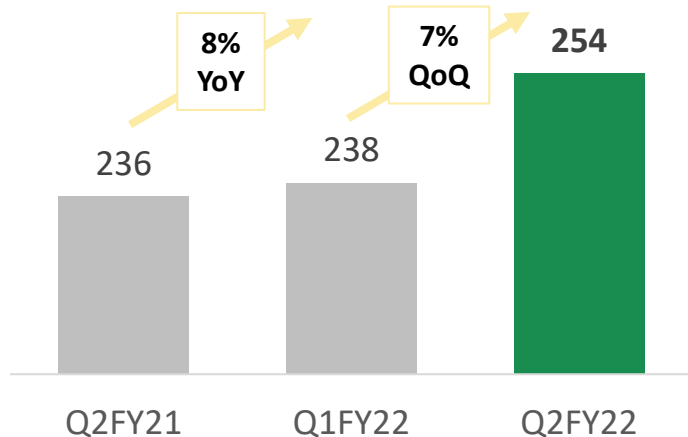
The domestic demand for caustic soda was driven by textile and pulp & paper sector



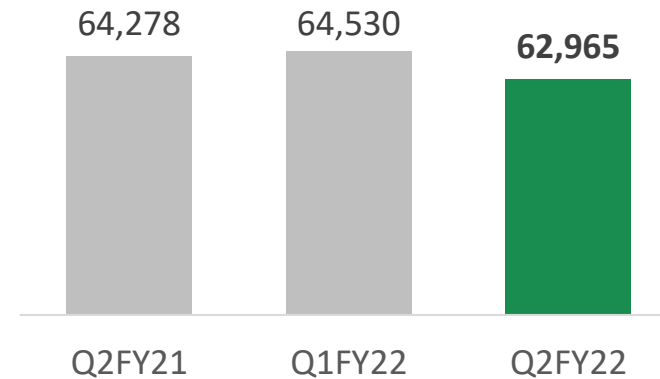
Chlorine realisation turned marginally negative for the quarter due to weak end-products demand

CAUSTIC – KEY OPERATIONAL METRICS

Caustic Soda Sales (KT)



Chlorine & HCl Consumption in VAP (Tons)



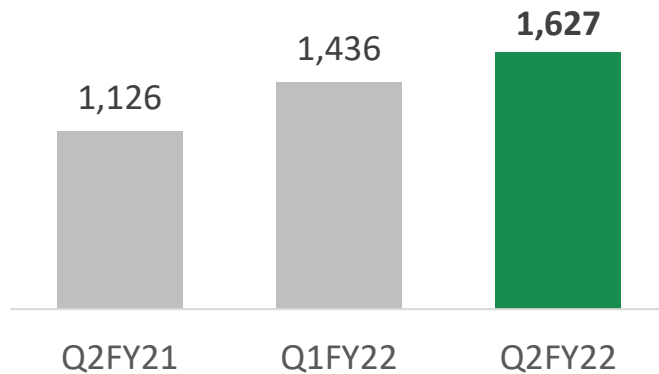
🎯 The capacity utilization of Caustic soda business improved in Q2FY22 to 86%

🎯 The Chlorine consumption in VAPs stood at 27% in Q2FY22 which is expected to increase with the commissioning of CMS facility at Vilayat

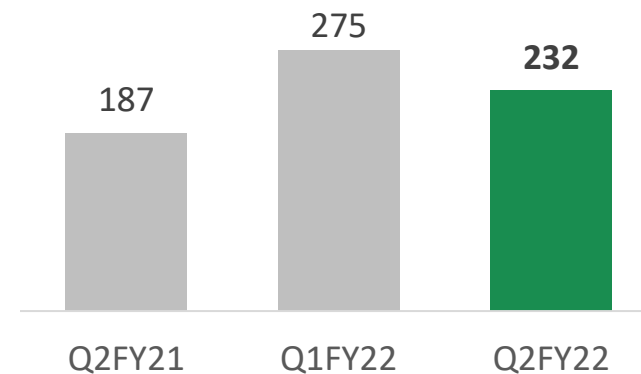
🎯 EBITDA from Chlorine derivatives witnessed a marginal improvement sequentially in Q2FY22 but was significantly lower on YoY basis with lower demand and higher input cost

FINANCIAL PERFORMANCE - CHEMICALS

Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)



Chlor-Alkali business witnessed an improvement in operational performance and an increase in ECU realisation on YoY basis. The rise in the power cost, other input cost for VAPs and fixed cost impacted the EBITDA for Q2FY22



Advanced Material business witnessed a YoY improvement in the operational and financial performance driven by better realisation and strong demand

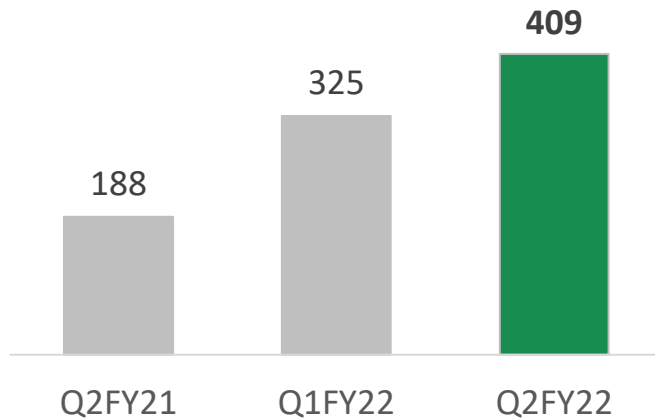


Demand for Advanced Materials in India expected to remain strong with a pickup in the pace of construction activity, thrust on renewables leading to execution of more wind energy projects and thin inventory across the product segments

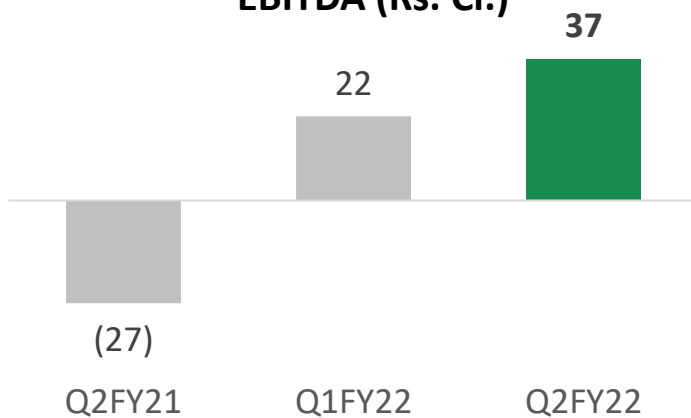
FINANCIAL PERFORMANCE – OTHER BUSINESSES

Textile

Revenue (Rs. Cr.)

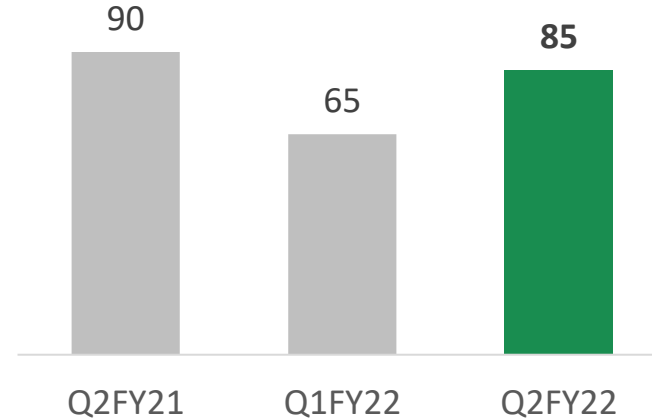


EBITDA (Rs. Cr.)

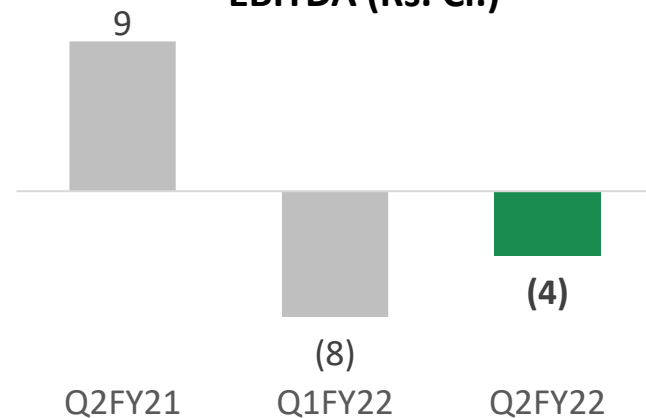


Insulators

Revenue (Rs. Cr.)

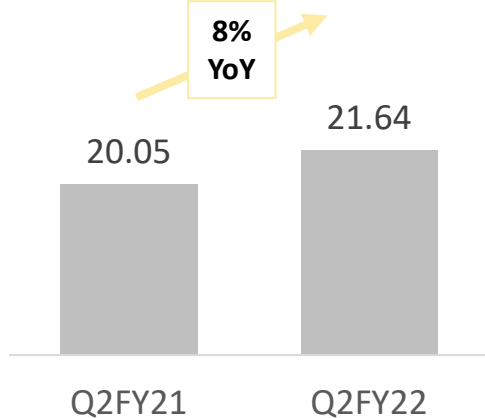


EBITDA (Rs. Cr.)

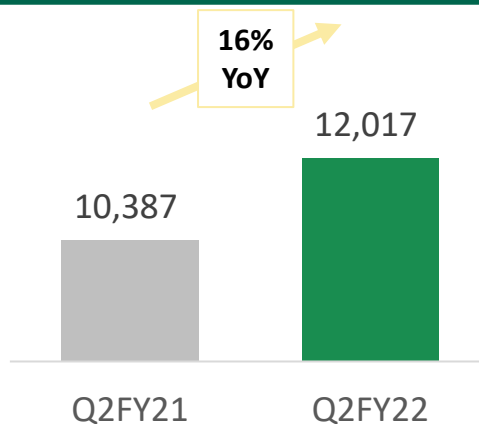


FINANCIAL PERFORMANCE – UltraTech

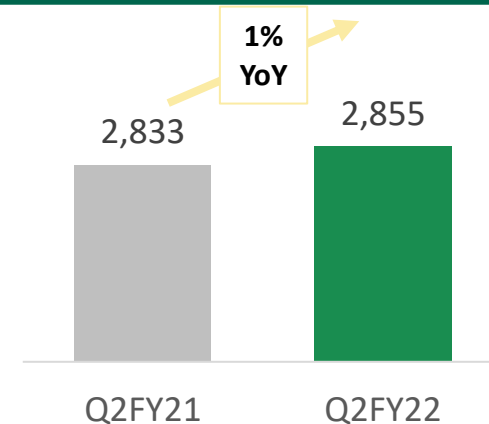
Sales volume (Million Ton)



Revenue (Rs. Cr.)



EBITDA (Rs. Cr.)



Consolidated sales volume grew by 8% YoY to 21.64 MTPA in Q2FY22. Consolidated revenue up by 16% YoY to Rs.12,017 Cr. and EBITDA grew to Rs.2,855 Cr.



Energy cost was up 17% YoY; Logistics cost was up 6% YoY, Raw Material cost was up 3% YoY



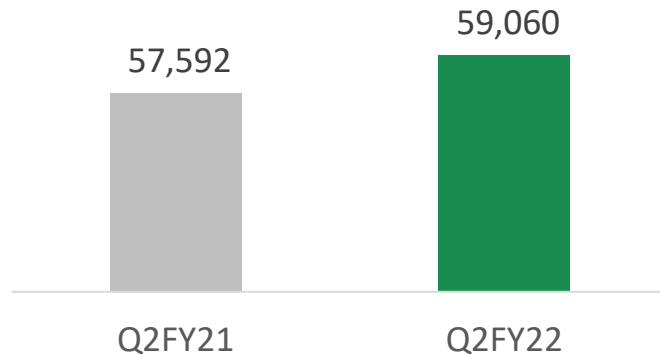
Out of the 19.5 MTPA capacity expansion program, commissioned capacity of 0.6 MTPA each at Patliputra (Bihar) and Dankuni (West Bengal) in Q2FY22, taking the total capacity to 112.5 MTPA



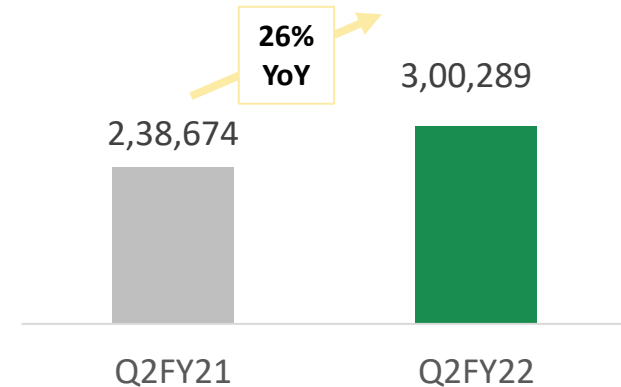
UltraTech has made a commitment to Climate Group's RE100 initiative at Climate week NYC 2021 to meet its 100% of its electricity requirement through renewable sources by 2050

FINANCIAL PERFORMANCE – ABCL

Lending Book (Rs. Cr.)*



AMC Domestic AAUM (Rs. Cr.)



- Consolidated revenue and net profit after minority interest for Q2FY22 are up 22% YoY and 43% YoY to Rs.5,593 Cr. and Rs.377 Cr. respectively
- The Net Interest Margin (incl. fee income) for NBFC business is up 91 bps YoY to 6.23% in Q2FY22; The Net Interest Income is up 21% YoY to Rs.765 Cr.
- In Asset Management, the Domestic AAUM increased to Rs.3,00,289 Cr. (Q2FY22), up 26% YoY. The PBT/AAUM increased from 27.3 in Q2FY21 to 30.5 bps in Q2FY22
- In Life Insurance, Individual First Year Premium (FYP)** grew 27% YoY to Rs.553 Cr., Total Premium grew 24% YoY to Rs.4,921 Cr. in Q2FY22

* Includes NBFC and Housing Finance; ** Individual FYP adjusted for 10% of single premium

FINANCIAL PERFORMANCE – Aditya Birla Renewables

Aditya Birla Renewables (Solar Power)

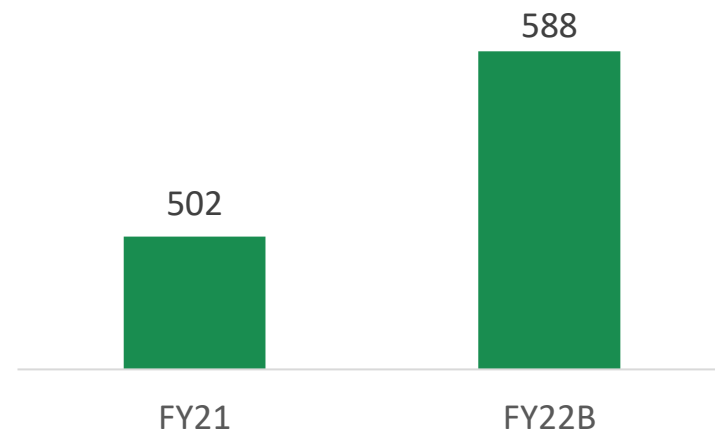
Particulars	Q2FY21	Q1FY22	Rs. Cr.
			Q2FY22
Revenue	34	59	49
EBITDA	25	49	42
EBIT	15	36	28
Capital Employed (Incl. CWIP)	1,628	1,859	1,977

Parameters

Sep-21

Total Cumulative installed capacity (MW)	505
No. of Projects	30
- Capacity with Group Companies (MW)	163
- No. of Projects with Group Companies	18

Solar Power Capacity (MWp)



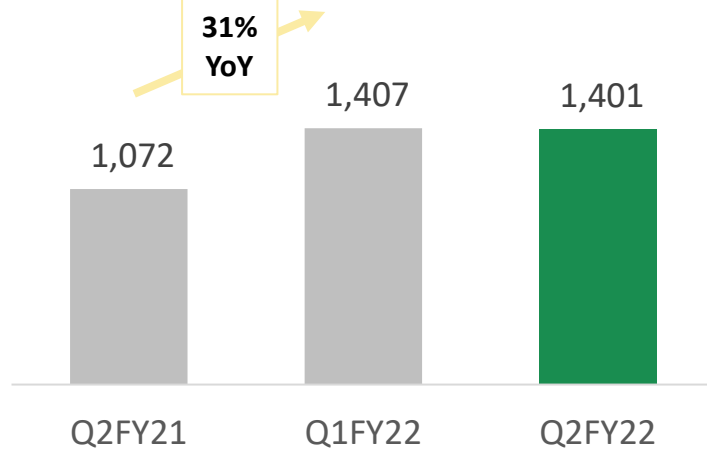
Commissioned 2.99 MWp plant at two of its location in Q2FY22



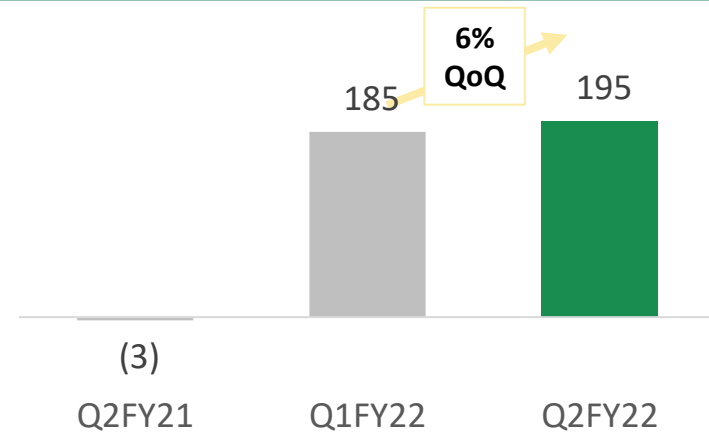
335MWp of capacity to be commissioned in FY22 and FY23

FINANCIAL PERFORMANCE – PULP JV's

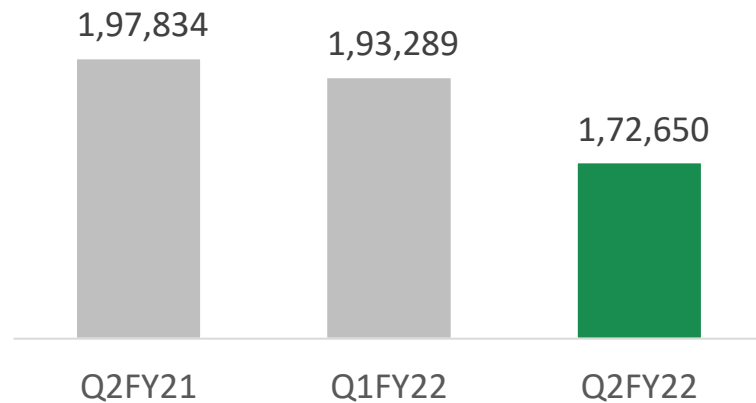
Revenue (Rs. Cr.)



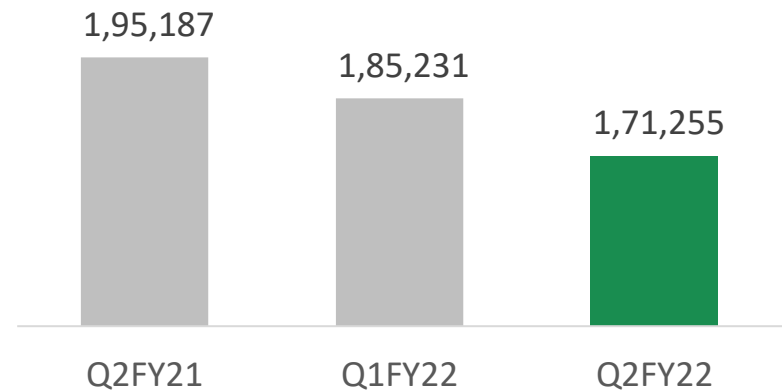
EBITDA (Rs. Cr.)



Production Volume (Tons)










Sales Volume (Tons)



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

Sustainability Performance

Sustainability Highlights

-  VSF (Birla Cellulose) ranked #1 in Canopy Hot Button Report-2021 which ranks global VSF players
-  Grasim ranked 7th in the most sustainable companies in India ET Futurescape Sustainability Index Report-2021
-  VSF business is proud to support the Microfibre 2030 Commitment; Micro plastics pollution is an unseen peril and needs to be dealt urgently
-  VSF business has joined Forest Stewardship Council™ mission to protect the world's forests by signing the 'Fashion Forever Green Pact' and is committed to promote MMCFs from FSC®-certified sources
-  VSF plant at Nagda has bagged the title of the most “Promising Plants” in India. This win is a part of a collaborative project between The Economic Times and The Machinist Magazine to honor industrial plants that have achieved excellence with a focus on environmental and social issues
-  Birla Cellulose targets to scale up the production of Liva Reviva fibre to 1,00,000 tons by 2024
-  Vilayat Advanced Materials and Chlor-Alkali unit crossed 12.1 Mn and 12 Mn LTI Free Million Man-hours respectively as on 30th September-21
-  Chemical business increased its renewable energy consumption by 62% QoQ in Q2FY22 (4.9% of total energy consumption)

APPENDIX

STANDALONE INCOME STATEMENT

Particulars (Rs. Cr.)	Quarterly		Half Year	
	Q2FY22	Q2FY21	H1FY22	H1FY21
Revenue from Operations	4,933	2,960	8,696	4,296
Other Income	702	282	767	381
EBITDA	1,504	616	2,309	490
<i>EBITDA Margin (%)</i>	<i>27%</i>	<i>19%</i>	<i>24%</i>	<i>10%</i>
Finance Cost	55	65	113	131
Depreciation	207	206	409	409
PBT	1,241	346	1,786	(50)
Tax Expense	294	17	393	(124)
Exceptional items	-	-	-	58
(Net Profit)/Loss from discontinued operations	(32)	(22)	(68)	(50)
PAT (After Exceptional Items)	979	350	1,461	67

Note: Other Income Includes dividend received of Rs.641.13 Cr in Q2FY22 and Rs. 225.23 Cr. in Q2FY21.

Note: Grasim's Fertiliser business has been classified as discontinued operation from the quarter ended 31st December 2020 with the transaction likely to be completed within one year from then. Accordingly, financial results for the quarter and half year ended 30th September, 2020 have been restated.

CONSOLIDATED INCOME STATEMENT

Particulars (Rs. Cr.)	Quarterly		Half Year	
	Q2FY22	Q2FY21	H1FY22	H1FY21
Revenue from Operations	22,564	17,950	42,484	30,999
Other Income	253	203	523	580
EBITDA	4,282	3,603	9,019	6,148
<i>EBITDA Margin (%)</i>	<i>19%</i>	<i>20%</i>	<i>21%</i>	<i>19%</i>
Finance Cost	312	443	721	921
Depreciation	1,017	1,007	2,007	1,983
Share in Profit of JVs, Associates & Others	111	19	248	41
PBT	3,065	2,172	6,538	3,285
Tax Expense	1,065	676	2,125	985
Exceptional items	-	65	-	280
(Net Profit)/Loss from discontinued operations	(32)	(165)	(68)	(193)
PAT attributable to Minority Shareholders	673	630	1,454	1,012
PAT (After Exceptional Items)	1,359	966	3,026	1,200

Note: Grasim's Fertiliser business has been classified as discontinued operation from the quarter ended 31st December 2020 with the transaction likely to be completed within one year from then. Accordingly, financial results for the quarter and half year ended 30th September, 2020 have been restated.

BALANCE SHEET

Standalone (Rs. Cr.)			Consolidated (Rs. Cr.)	
30th Sep'21	31st Mar'21	EQUITY & LIABILITIES	30th Sep'21	31st Mar'21
46,505	42,948	Net Worth	70,625	65,494
-	-	Non Controlling Interest	38,257	37,068
-	-	Borrowings related to financial services	50,058	50,167
4,194	4,163	Other Borrowings	19,662	25,879
62	60	Lease Liability	1,642	1,669
1,981	1,734	Deferred Tax Liability (Net)	8,802	8,457
-	-	Policy Holders Liabilities	57,315	52,476
6,957	5,795	Other Liabilities & Provisions	27,865	26,285
59,698	54,700	SOURCES OF FUNDS	2,74,227	2,67,493
30th Sep'21	31st Mar'21	ASSETS	30th Sep'21	31st Mar'21
10,721	10,707	Net Fixed Assets	62,419	63,037
4,887	4,129	Capital WIP & Advances	10,571	8,039
300	257	Right of Use - Lease (including Leasehold Land)	1,957	1,972
3	3	Goodwill	20,042	20,014
		Investments:		
2,636	2,636	<i>UltraTech Cement (Subsidiary)</i>	-	-
17,847	17,847	<i>AB Capital (Subsidiary)</i>	-	-
-	-	<i>AMC (JV)</i>	5,606	-
765	765	<i>Investment in other equity accounted investees</i>	1,405	6,838
3,036	3,249	<i>Liquid Investments</i>	10,883	17,249
3,948	3,069	<i>Vodafone Idea</i>	3,948	3,069
8,130	6,074	<i>Other Investments(Hindalco, ABFRL, AB Capital surplus ir</i>	8,423	5,757
-	-	<i>Investment of Insurance Business</i>	29,649	27,135
-	-	Assets held to cover linked liabilities	30,240	27,969
-	-	Loans and advances of financing activities	59,748	59,947
7,426	5,965	Other Assets, Loans & Advances	29,335	26,468
59,698	54,700	APPLICATION OF FUNDS	2,74,227	2,67,493
1,158	914	Net Debt / (Surplus)	8,780	8,630

Note: Grasim's Fertiliser business has been classified as discontinued operation from the quarter ended 31st December 2020 with the transaction likely to be completed within one year from then. Accordingly, the same has been included as asset held for sale for 31st March 2021 and 30th September 2021.

VISCOSE BUSINESS SUMMARY

Particulars		Quarterly		% Change	Half Year		% Change
		Q2FY22	Q2FY21		H1FY22	H1FY21	
Capacity							
VSF	KTPA	591	566	4	591	566	4
VFY	KTPA	48	46	4	48	46	4
Production							
VSF	KT	146	128	14	279	165	69
VFY	KT	11	5	120	21	6	250
Sales Volume							
VSF	KT	154	131	18	266	174	53
VFY	KT	12	5	140	20	7	186
Revenue	Rs. Cr.	3,005	1,679	79	5,108	2,236	128
EBITDA	Rs. Cr.	580	193	201	1,068	80	1,242
EBITDA Margin	%	19%	11%		21%	4%	
EBIT	Rs. Cr.	472	83	467	855	-138	-
Capital Employed (Incl. CWIP)	Rs. Cr.	8,811	8,377	5	8,811	8,377	5
ROAvCE (Excl. CWIP)	%	32%	5%		29%	-4%	

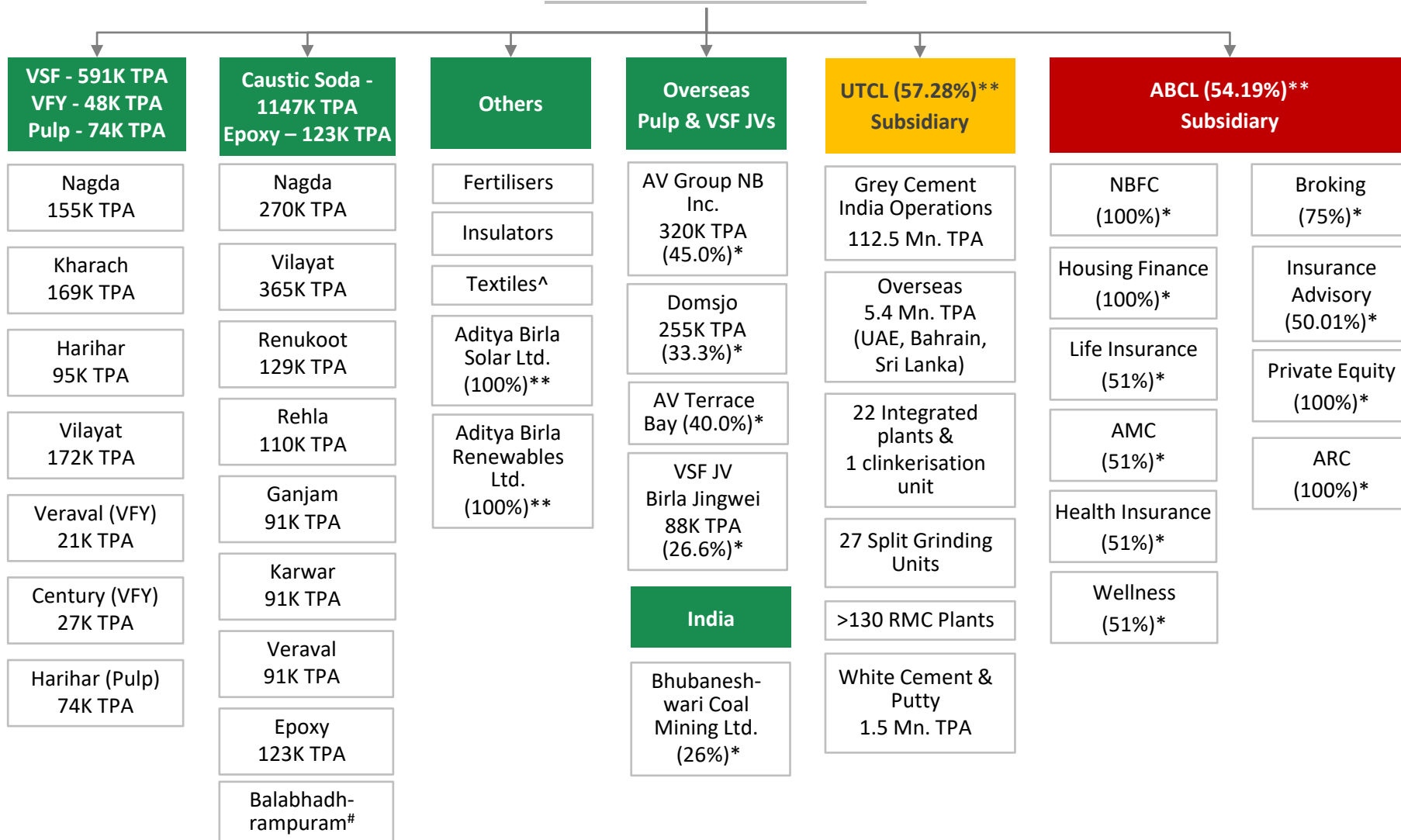
CHEMICAL BUSINESS SUMMARY

Particulars		Quarterly			Half Year		
		Q2FY22	Q2FY21	% Change	H1FY22	H1FY21	% Change
Capacity*	KTPA	1,147	1,147	-	1,147	1,147	-
Production*	KT	249	232	7	491	370	33
Sales Volume*	KT	254	236	8	493	375	31
Revenue	Rs. Cr.	1,627	1,126	44	3,063	1,827	68
EBITDA	Rs. Cr.	232	187	24	507	228	122
EBITDA Margin	%	14%	17%		17%	12%	
EBIT	Rs. Cr.	160	117	37	363	88	310
Capital Employed (Incl. CWIP)	Rs. Cr.	5,517	5,039	9	5,517	5,039	9
ROAvCE (Excl. CWIP)	%	15%	11%		17%	4%	

* Volume data is for Caustic Soda only. Revenue and EBITDA are for all products in the chemical segment

GRASIM GROUP STRUCTURE


Grasim Industries Limited



Note: Caustic Soda Capacity has increased to 1209 KTPA and VSF capacity has increased to 700.5 KTPA from October'21 and November'21 respectively.

Under construction Chlor-Alkali plant with capacity of 146 KTPA ** Subsidiary companies * Equity ownership

FORWARD LOOKING AND CAUTIONARY STATEMENT

Certain statements in this report may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company’s operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations. The company assume no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Country and Year of Incorporation: **India, 1947**

Listing: **India (BSE/NSE) , GDR (Luxembourg)**

Bloomberg Ticker: **GRASIM IB EQUITY , GRASIM IS EQUITY, GRAS LX (GDR)**

Business Description: **Viscose, Chemicals, Cement and Financial Services**

Market Cap (11th November 2021) : **Rs. 1,21,709 Crore**

NOTES



GLOSSARY

Abbreviation	Particulars
AAUM	Average Asset Under Management
ECU	Electro Chemical Unit
Epoxy	Name of Chemical
FY	Financial Year
KTPA	Thousand Ton per annum
MTPA	Million Ton per annum
NBFC	Non Banking Financial Company
PMT	Per Metric Ton
ROAvCE	Return on Average Capital Employed
TPD	Ton per day
VAP	Value Added Product
VFY	Viscose Filament Yarn
VSF	Viscose Staple Fibre



Thank you

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