



Grasim Industries Limited
A Cement and VSF Major

February 2012

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.

Introduction

Business Review

Capex

Highlights - Quarter 3: 2011-12

Summary

The Aditya Birla Group

- Amongst the top business houses in India
 - Operations spread over 33 countries
- Revenue at \$35 Bn.(60% from overseas operations)
 - Goal is to become a US\$65 Bn. Group by 2015
- 133,000 employees, belonging to 42 nationalities
- Conglomerate with leadership position across businesses with focused approach for each business

Grasim

- Viscose Staple Fibre

&

- *Cement : UltraTech* - Subsidiary (60%)

Hindalco

- Aluminium and Copper

Aditya Birla Nuvo

- Manufacturing – VFY, Carbon Black, Fertilisers
 - Services - Financial Services, BPO
 - Branding - Apparel

Idea Cellular

- Telecom



ADITYA BIRLA GROUP

Driven by Values – Integrity, Commitment, Passion, Seamlessness, Speed

Grasim: Market leader across business segments

Cement

Revenue ₹ 183 Bn.*
(US\$ 3.7 Bn.)

Leading player in India with 18% market share,
9th largest in the world

- Capacity : 52 Mn. TPA
- 9.2 Mn. TPA expansion under implementation
- Market leader in White Cement (0.6 Mn. TPA) and Ready Mix Concrete

Viscose Staple Fibre

Revenue ₹ 49 Bn.*
(US\$ 1 Bn.)

Leading Global Player

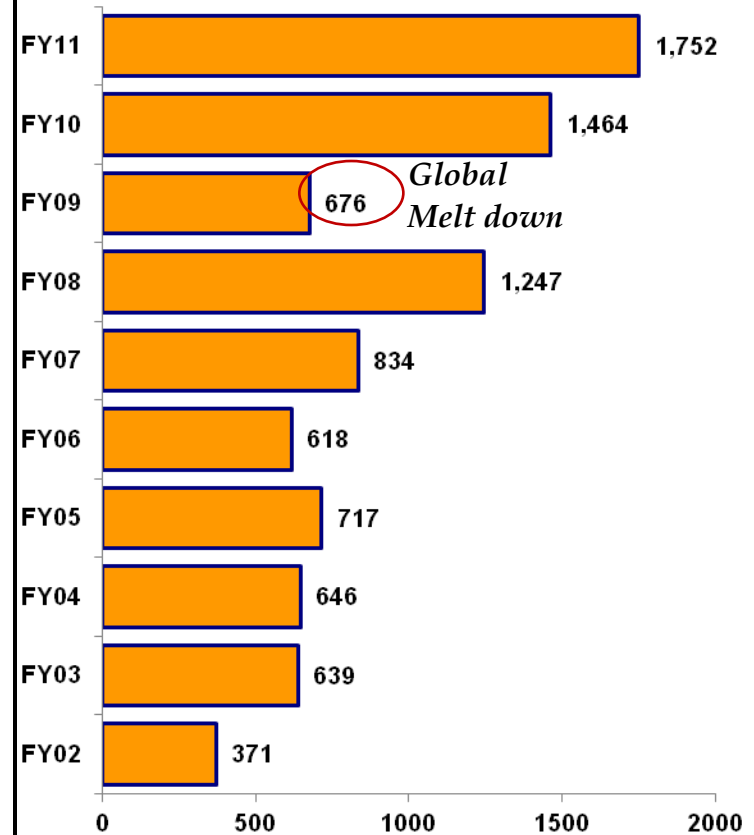
- Capacity : 334K TPA (10% Global share)
- 156K TPA expansion under implementation
- Group is world's largest with 21% global share
- Integrated model with experience of more than five decades
- Chemicals - 258K TPA caustic capacity, largely for captive use
- 183K TPA expansion under implementation

* 9M FY12 annualised

Vision: To command premium position in Cement and VSF Businesses

Grasim's "Two Business" strategy has paid off

- Consistently growing cash flow generation from VSF business
 - Moderate capex need for VSF leading to substantial free cash flow
- Cement Business - high growth business with large capex requirement
 - Cash surpluses from VSF gainfully used for Cement growth
 - Cement Business has grown faster than competition
 - Since 2000, our cement capacity has grown 5 times against sector growth of 3 times



VSF Business PBIDT Trend* (₹Cr.)

*VSF PBIDT includes PBIDT of allied Chemical business

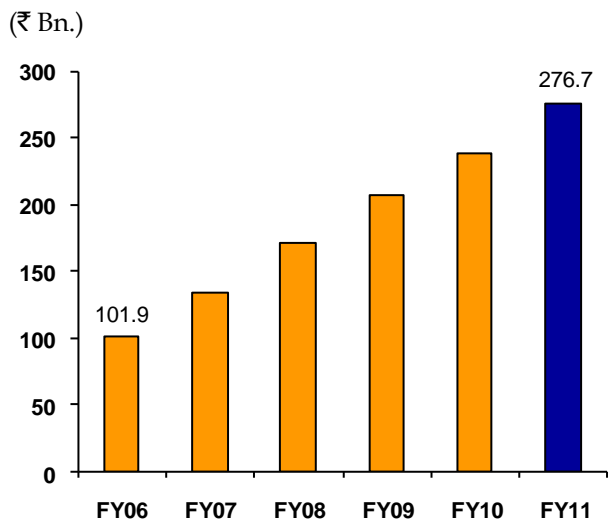
Substantial Capacity Buildup Outpacing Industry Growth

Product / Facility	Unit	FY 2000	FY 2007	FY 2010	FY 2011	FY 2013E	FY 2014E
Cement	Mn. TPA	8.20	31.1	48.8	51.8	52.8	62.0 (Early FY14)
Ready Mix Concrete	No. of Plants	2	21	71	84	108	108
Viscose Staple Fibre	'000 TPA	221	270	334	334	490	490
Chemical	'000 TPA	176	258	258	258	441	441
Captive Power Plants - Cement Business	MW	--	144	504	504	529	654
- VSF & Chemical Business	MW	139	139	145	145	235	235

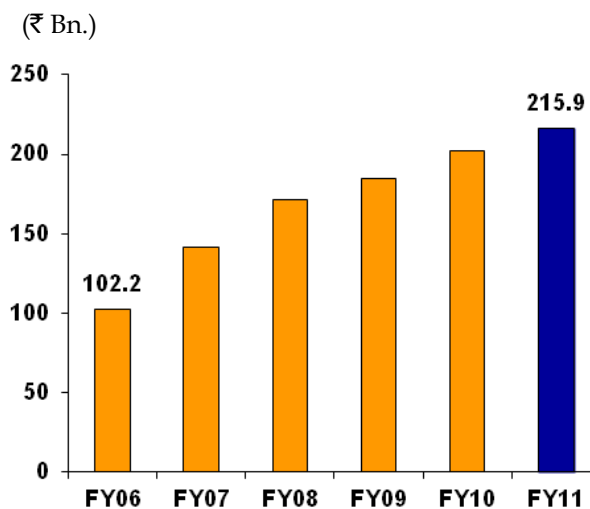
* Capex Plan presented on Page 29

Strong growth in Revenue and Profits

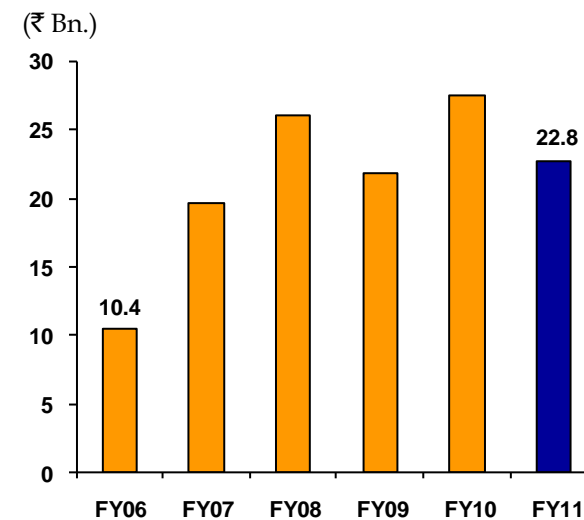
Capital Employed : CAGR 22%



Revenue : CAGR 16%

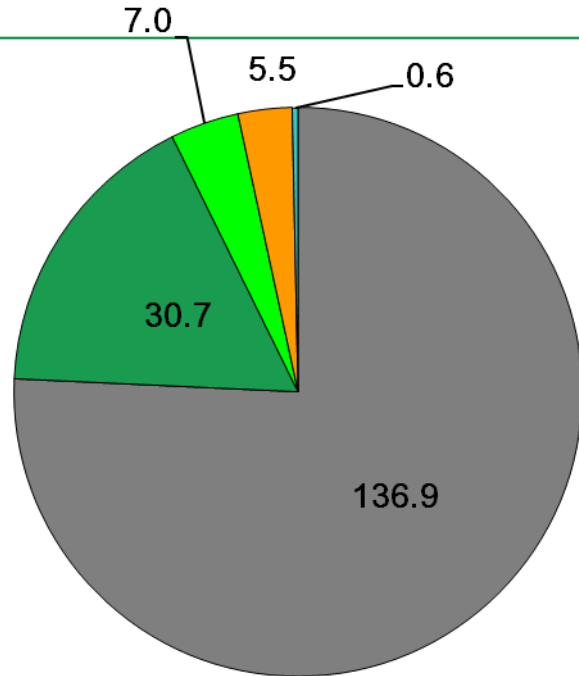


Profit after Tax : CAGR 17%

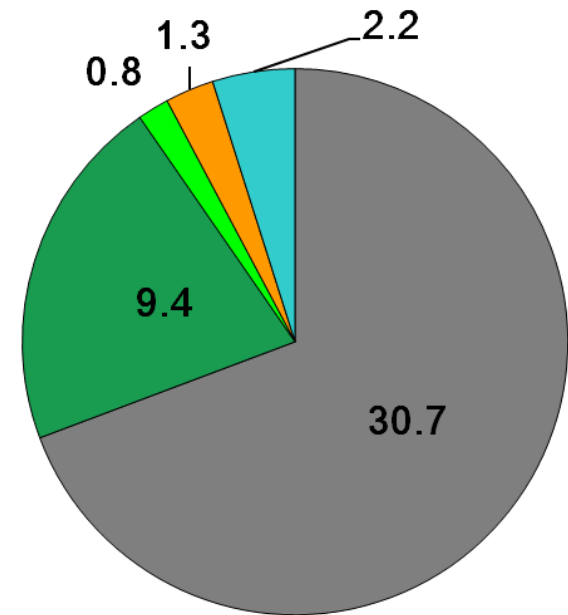


Grasim Business Mix - Nine Months

Net Revenues (₹ Bn.)



PBIDT (₹ Bn.)



Cement
 VSF
 Pulp and Fibre JVs
 Chemical
 Others

Strong Financials

(₹ Bn.)	Standalone		Consolidated	
	Full Year 2010-11	Nine Months 2011-12	Full Year 2010-11	Nine Months 2011-12
Net Worth	81.3	90.7	145.7	165.2
Debt	8.1	6.3	67.8	72.9
Net debt (Net of liquidity)	(24.3)	(20.8)	0.2	11.0
Capital Employed	91.8	99.4	276.7	307.1
Debt:Equity (x)	0.10	0.07	0.36	0.34
Interest Cover	30.3	38.0	10.8	13.8
Book Value (₹)	887	989	1,589	1,801
ROAvCE (PBIT basis)	-	-	16.5	16.4
RONW (%)	-	-	16.8	15.8

- Strong Financials
- Healthy ROAvCE of 16.4%
- Company has very low debt equity
 - Net debt at consolidated level is very low at ₹ 11 Bn. against net worth of ₹ 165 Bn.
- Strong funding capabilities to support Company's future growth plans

Presentation Structure

Introduction

Business Review

Capex

Highlights - Quarter 3: 2011-12

Summary

ADITYA BIRLA



GRASIM



Cement

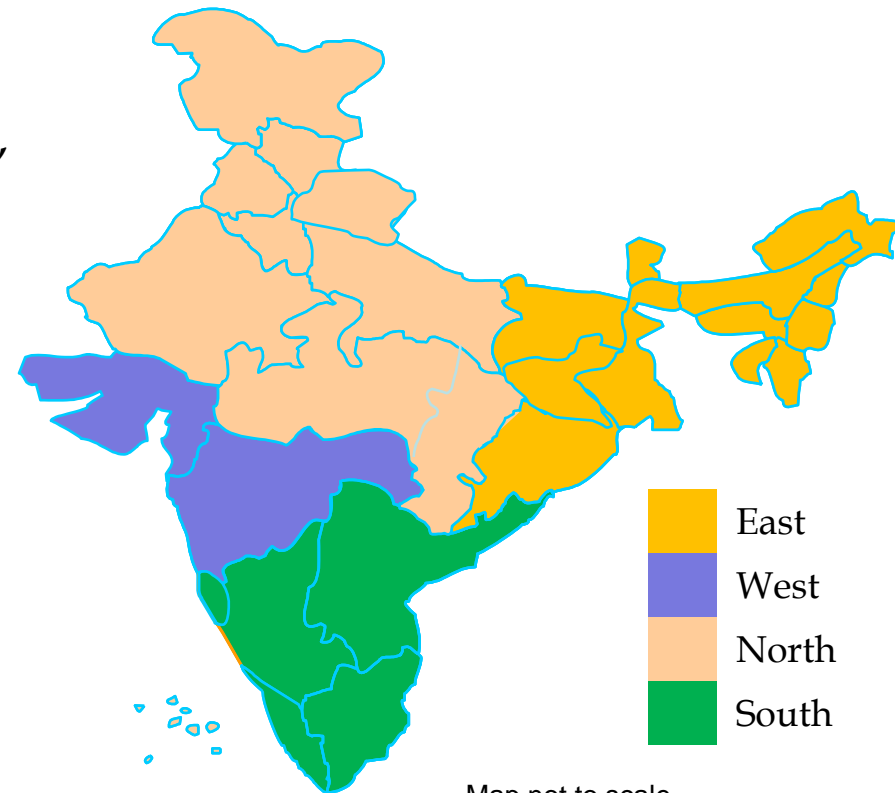
Revenue ₹ 183 Bn.
(US\$ 3.7 Bn.)

Leading player in India

- 52 Mn. TPA capacity, Ninth largest in the world
- 504 MW of captive power plants across all major locations
- Market leader in White Cement (0.6 Mn. TPA) and Ready Mix Concrete

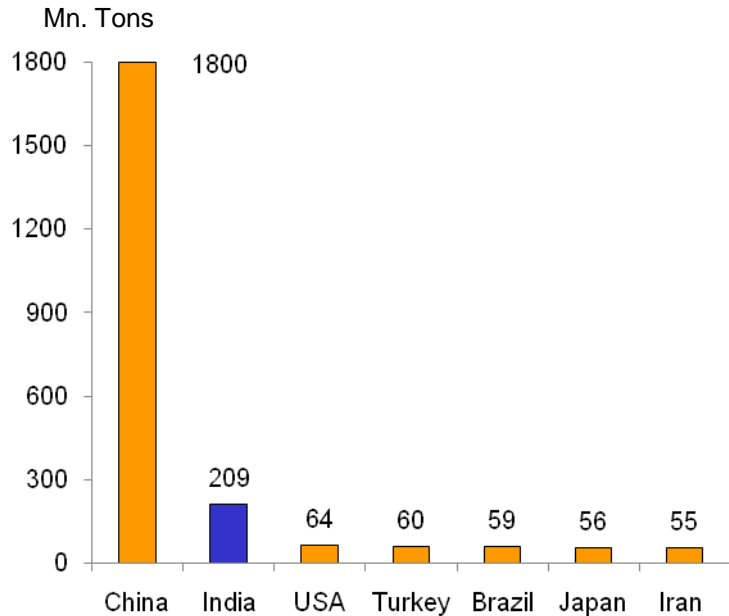
Indian Cement Industry : Overview

- Second largest cement market in world
- Cement Capacity ~ 314 Mn. TPA (September 2011), (Against 2,380 Mn. TPA in China¹)
- Long term average growth has been 1.2 X of GDP
- Industry capacity doubled in last decade – in line with rising demand
- Large Domestic Market ~ 165 plants owned by 45 players
- Top 6 players control ~ 62% of market share – Continuous expansion by established cement players



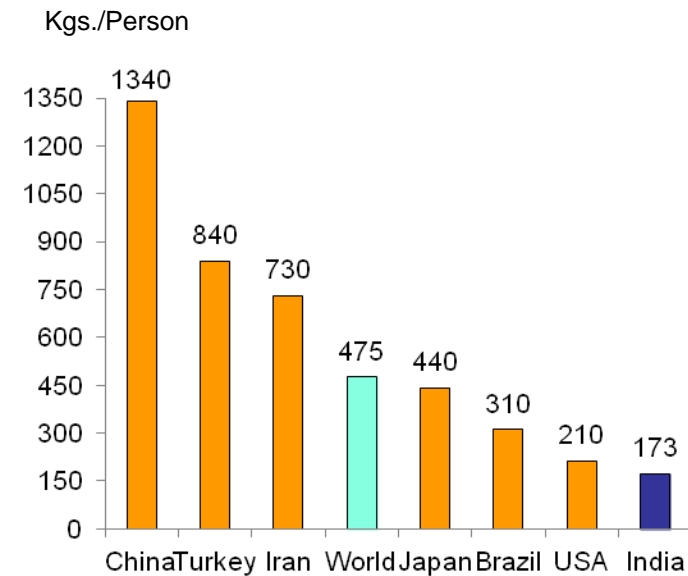
Market Composition (FY10-11) – North 36%, South : 26%, West : 20% and East : 18%

Top Cement Producing Countries - 2010



Source: U.S. Geological Survey, Jan' 11 Company Estimate

Per Capita Consumption - 2010



Source: Cement Consumption - U.S. GS, Jan' 11, Population - IMF

- India's per capita consumption (173 kgs) is lowest among developing nations (Brazil ~310 kgs, China ~1,340 kgs, World Average ~475 kgs)
- Low per capita consumption reflects potential for future growth

Cement – Major Growth Drivers

Housing

- Favorable demographics with growing young population
- Rising affordability - Increasing income level
- Rapid Urbanisation (27.8% in 2001 increased to 31.2% in 2011, likely to exceed 40% by 2030) ¹
- No. of Cities with population of 1Mn.+ to grow from 48 in 2011 to 68 in 2030 ²
- As per 11th Five year plan (2008-12), housing requirement of 74 Million units ³

Infrastructure

- Infrastructure investment of \$1 trillion ¹ projected in the 12th Plan period (50% projected in Private sector)
- Investment projected across the sectors with power, roads, railways, irrigation constituting major portion
- Annual spend on infrastructure to increase from US\$50 Bn. in FY06-07 to US\$260 Bn. by FY16-17....23% CAGR ⁴

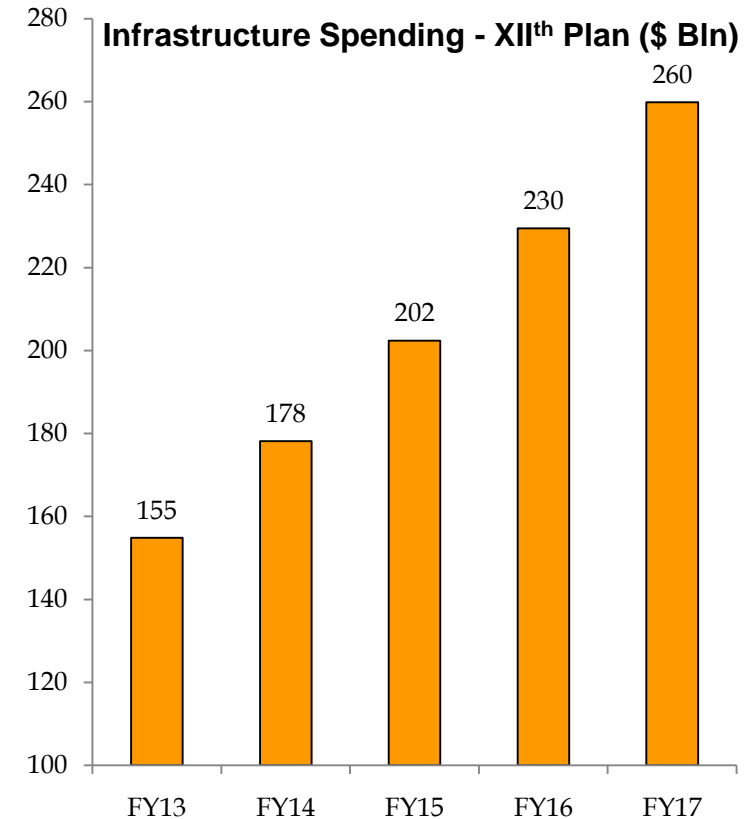
Significant potential for growth in cement demand

Infrastructure Spending: Xth, XIth & XIIth Plan

Spending Overview

\$ Bln

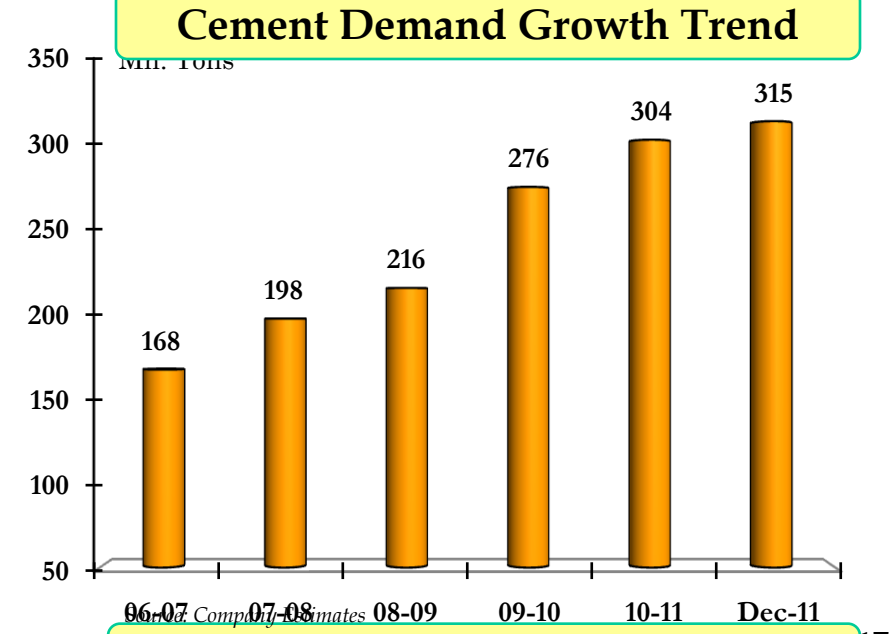
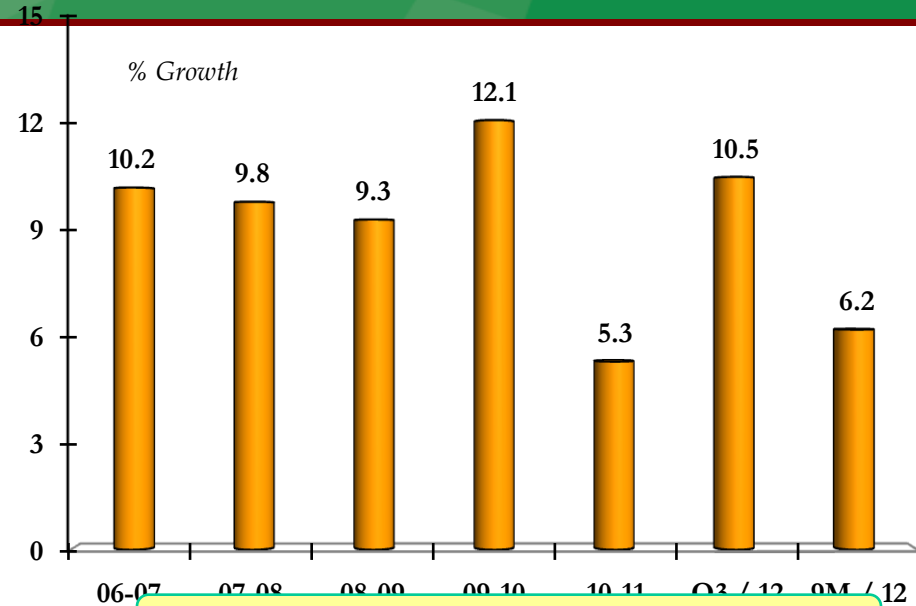
Sectors	X Plan	XI Plan	XII Plan
	Actual Investment (2002-2007)	Revised Projected (2007-2012)	Estimate (2012-2017)
Power, Oil & Telecom	120	285	375
Irrigation & Water Supply	45	90	250
Roads & Bridges	32	70	190
Railways	26	50	150
Ports & Airports	7	19	60
Total	230	514	1025



- Infrastructure allocation in each plan is doubling
- Spending in XIIth plan : ~ USD 1 trillion
- Rising share of Private Public partnership – Improving success ratio

Cement Sector Outlook

- Demand to grow over 8% in line with GDP growth
- Surplus scenario should subside gradually over next 2-3 years with expected growth in demand
 - Realisation should follow the trend
- Rising energy cost continues to be cause of concern
 - If the trend continues, margins may be under pressure



Cement Demand Growth Trend

Rising Industry Capacity

Cement Business : Key Strengths

- Operations spread across India (18% market share) in line with Industry
- Excellent growth record – 10 times in 14 years
 - From 5 Mn. TPA in FY98 to 52 Mn. TPA in FY11
- Market Leadership
 - “UltraTech” - Premium national brand
 - Leadership in key consuming markets
 - Strong nationwide distribution network
- Cost leadership
 - Economy of scale with large size kilns
 - Plants based on latest technology
 - Assured power supply thru’ captive thermal power plants meeting 80% of power requirement
 - Hub and Spoke model thru’ split grinding units and bulk terminals near markets
- Leadership in Ready Mix Concrete and White Cement business

Cement Business : 9MFY12 Performance

(₹ Bn.)	2009-10	2010-11	9M: 2011-12
Capacity (Mn. TPA)	48.8	51.8	51.8
<u>Sales Volume</u> Cement and Clinker (Mn. Tons)	39.8	41.5	31.6
Net Revenue	154.8	159.7	136.9
PBIDT	47.7	34.8	30.7
PBIDT Margin	31%	22%	22%
PBIT	39.7	25.6	23.6
Capital Employed	172.0	200.6	221.8
ROAvCE (%)	25%	14%	15%

Industry Scenario

- Excess capacity continues in the sector
 - Cement capacity at ~ 315 Mn. Ton in Dec'11
 - Industry added ~ 45% capacity in last 3 years
- Demand growth returns to 10.5% after six quarters of single digit growth
 - Strong growth in North and West India
- Cost pressures in input and energy continue to hurt industry

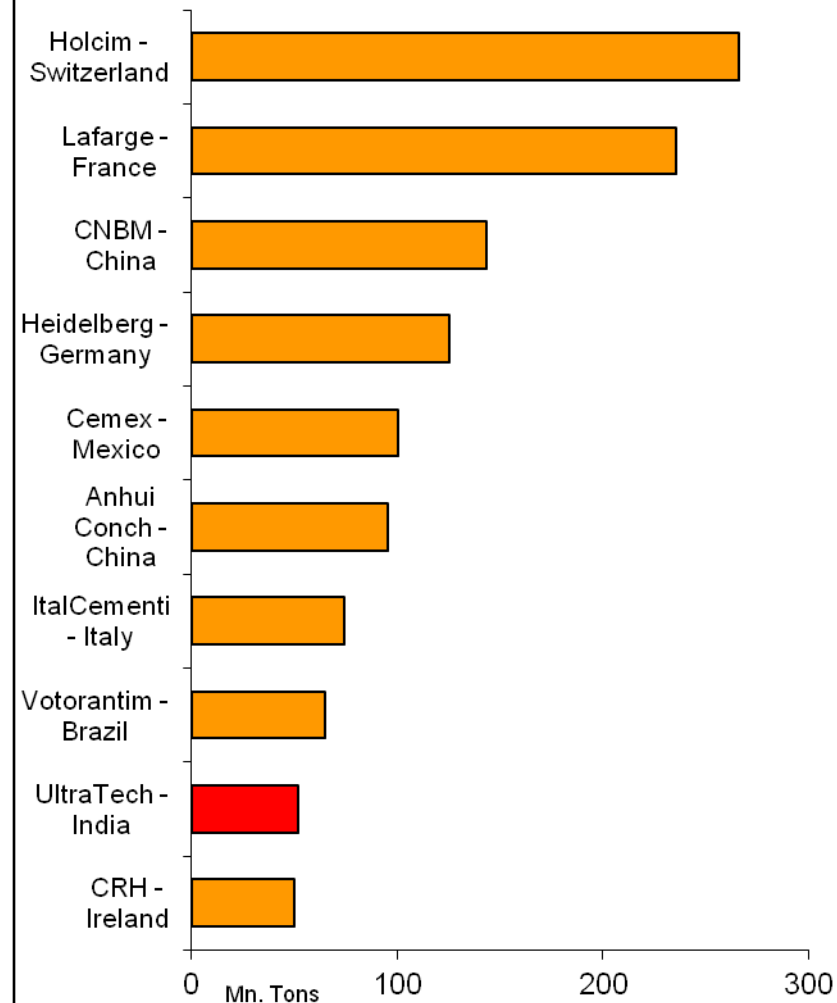
Business Performance

- Net Revenue increased by 22%
 - Improved Volumes of all products viz. Cement, RMC, White Cement
 - Realisation improved to pass on increased cost
- Higher energy cost continues to push cost of production
- PBIDT up by 30%

Cement Business: Strategy for profitable growth

- Focus on achieving accelerated profitable growth
 - Aim to grow faster than the market
 - To maintain the market share, 25 Mn. TPA capacity required in next five years
- As a first step, expansions of 9.2 Mn. TPA at Chhattisgarh and Karnataka under implementation
 - Capital outlay of Rs.56 billion (including for CPP)
- Consolidating gains from current capacity
 - Higher capacity utilisation of new plants to give additional volumes
- Strengthening cost competitiveness
 - Investments in logistics infrastructure - bulk terminals, railway wagon rakes and jetty expansion
 - Increase use of petcoke and alternate fuels
 - Putting up additional captive power plants of 155 MW and waste heat recovery system of 45 MW

**Cement Global Ranking*
(Capacity)**



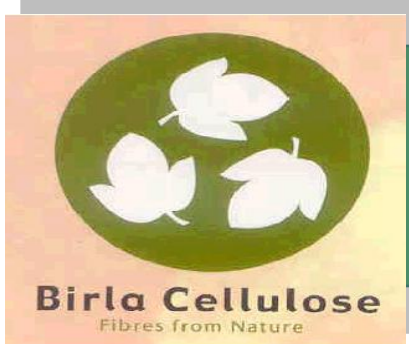
*including minority stake

Source: Exane BNP Paribas

ADITYA BIRLA



GRASIM



Viscose Staple Fibre (VSF)

Revenue ₹ 49 Bn.
(US\$ 1 Bn.)

Leading global player

- Capacity : 334K TPA (10% global share)
- Group is world's largest with 21% global share
- Captive Pulp Plants : 1 in India (70K TPA), 3 JVs abroad (525K TPA)
- Fibre JV in China (70K TPA)
- 258K TPA caustic capacity, largely for captive use



Birla Cellulose Viscose



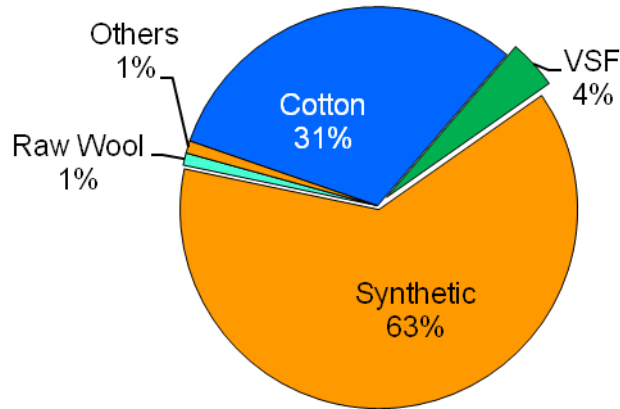
Birla Cellulose Modal



Birla Cellulose Excel

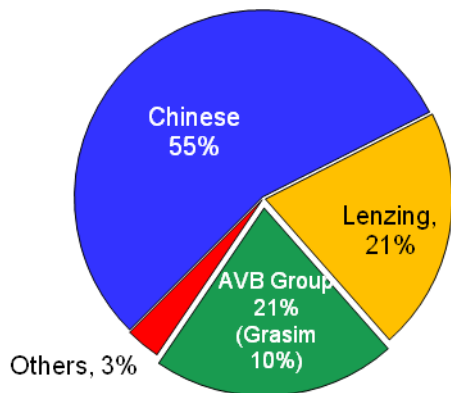
VSF Global Scenario

Global Fibre Pie (80 Mn. MT)



Source: Fibre Organon (for CY 2010)

Global Market Share - VSF (3.2 Mn MT)

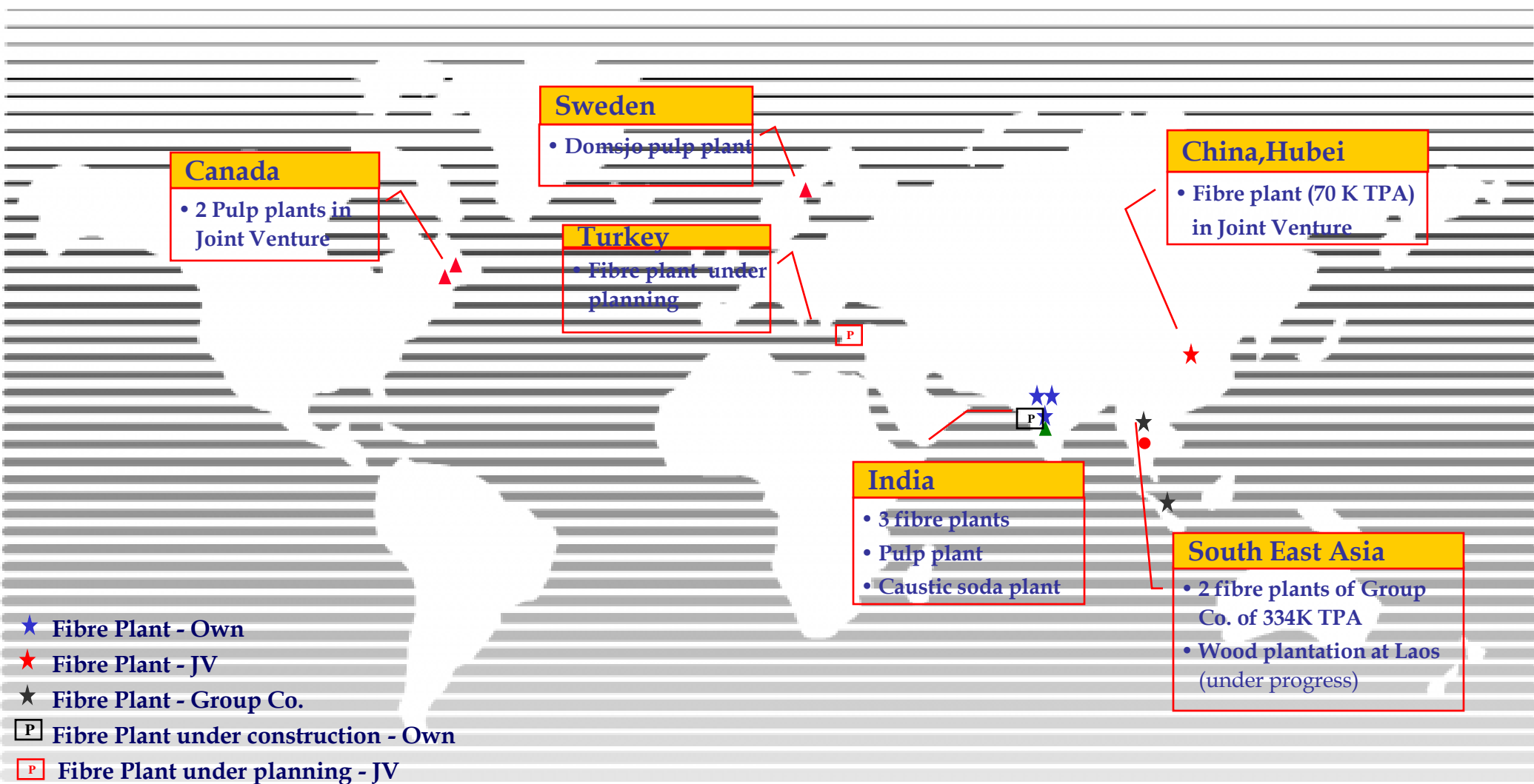


Source: Company Estimate (for CY 2010)

- VSF: A cellulosic fibre
 - 4% of global fibre market
 - 6% of global man-made fibre market
- Major Global Players' Capacity

	<u>'000 TPA</u>
– AVB group (incl. Grasim)	: 744
▪ Grasim	: 334
– Lenzing (Austria, Indonesia & China)	: 710
- Niche business where Grasim has relative cost advantage due to backward integration and long experience
 - A difficult business for new entrant

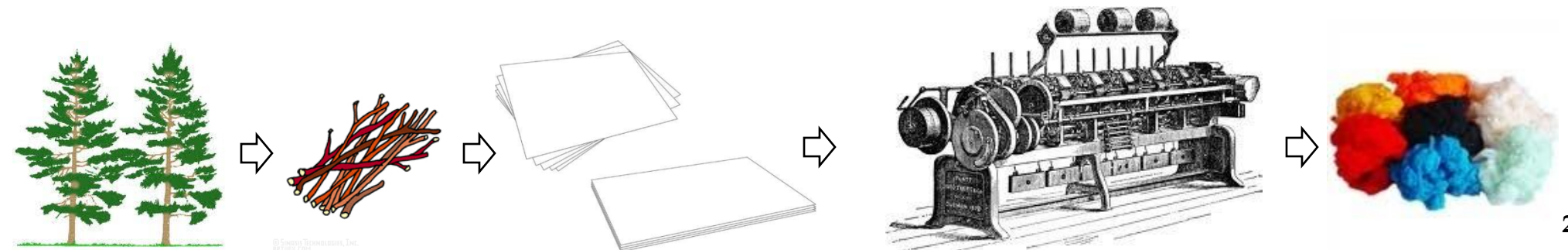
VSF: Global Presence



Integrated Business Model : Plantation to Fibre

VSF : Sustainable Competitive Strengths

- Amongst the low cost producers globally
- Highly integrated operations
 - Captive raw materials - Pulp (85%) & Caustic Soda (100%)
 - Four pulp manufacturing plants - Grasim, India : 1, Overseas JVs : 3 (Canada : 2, Sweden : 1)
 - Captive power and steam
 - Self managed water supply resources
- In-house R&D capabilities
 - New high value products developed and commercialised - *“Modal”, “Excel” & “Viscose +”*
- Global brand positioning : *“Birla Cellulose”*



VSF: 9MFY12 Performance

(₹ Bn.)	2009-10	2010-11	9M: 2011-12
Capacity ('000 tpa) *	334	334	334
Sales Volume ('000 MT) *	308	305	212
Net Revenue	39.4	48.3	36.4
PBIDT	13.4	16.3	10.2
PBIDT Margin	34%	34%	28%
PBIT	11.9	14.9	9.2
Capital Employed	24.2	26.7	33.7
ROAvCE	50%	59%	41%

* Excluding JV's

Global Industry Scenario

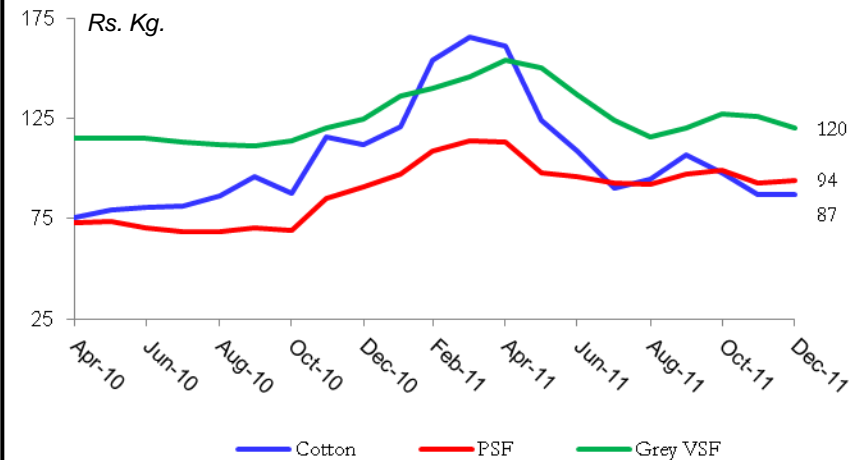
- After witnessing upturn in September, Textile Value Chain adopted cautious approach amidst Euro zone and other uncertainties
 - Affecting the business sentiments and therefore demand for VSF
 - Realisations remained subdued in global markets and fall in cotton prices

Business Performance

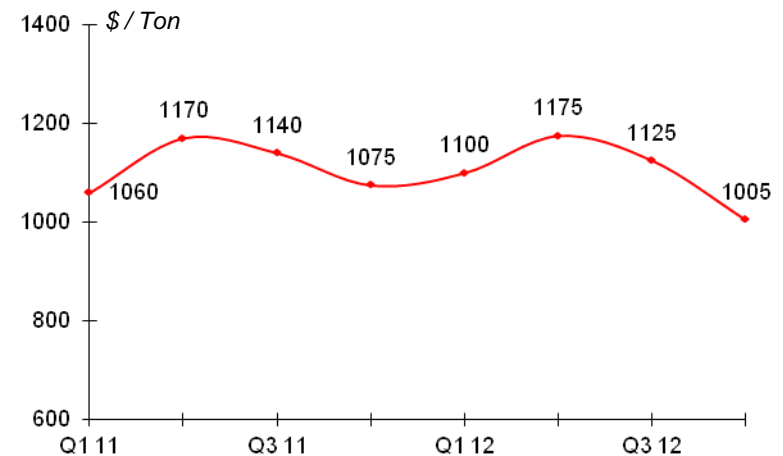
- Weak demand conditions affected volumes, which were lower by 3%
- Net revenue up by 10% led by higher realisation
- Increase in input cost coupled with rupee depreciation
 - Operating margins were impacted

VSF: Outlook

- In the present macro economic conditions, demand may remain volatile
 - Profitability in such scenario will be governed by the prices of competing fibres, input and energy costs
- The challenge is to safeguard operating margins from rising input costs
 - New coal pricing mechanism to increase energy cost substantially
 - Rupee depreciation has increased landed cost of imported pulp
 - Further reduction, if any, in international prices may help standalone profits



Domestic Fibre Prices



Imported Pulp Prices Trend

VSF: Strategy for Growth

- Expansion plan under implementation progressing well
 - Greenfield project of 120,000 TPA at Vilayat, Gujarat
 - Brownfield expansion of 36,500 TPA at Harihar, Karnataka
 - Total capacity to increase by ~ 50%
 - Both projects expected to be commissioned in FY13
- 182,500 TPA caustic capacity and 90 MW power plant also being set up at Vilayat for captive use
- Intensifying focus on specialty fibres
 - High quality pulp required for producing specialty fibre assured with Domsjo acquisition
 - Vilayat capacity to produce specialty fibres
- The company plans to set up a Greenfield VSF project of 180K TPA in Turkey in Joint Venture with Group companies
 - Necessary land acquired
 - In process of seeking necessary approvals and detailed study

Presentation Structure

Introduction

Business Review

Capex

Highlights - Quarter 3: 2011-12

Summary

Capex plan

₹ Bn.

	Net Capex to be spent as on 01.04.11	Cash Outflow		Capex spent during 9M FY12
		FY12	FY13 & Onward	
<u>VSF Business</u>				
- Expansion Projects: Vilayat (120K TPA), Harihar (36K TPA)	21.1			
- Other Capex	3.4			
Chemical Business – Vilayat (182K TPA)	7.6			
Balance Capex (Including normal capex for Chemical)	1.7			
Standalone Capex (A)	33.8	11.3	22.5	6.3
<u>Cement Subsidiaries</u>				
-Capacity expansion – 4.8 Mn TPA at Raipur, Chhattisgarh 4.4 Mn. TPA at Malkhed, Karnataka	51.5			
- Material Evacuation and Logistic Infrastructure	11.0			
- Thermal Power (75 MW) & Waste Heat Recovery (45 MW)	6.8			
- RMC Business & Bricks	3.3			
- Modernisation, Upgradation and others	37.4			
Cement Business Capex (B)	110.0	38.2	71.9	22.1
Capex (A + B)	143.8	49.5	94.4	28.4

Presentation Structure

Introduction

Business Review

Capex

Highlights – Quarter 3: 2011-12

Summary

Highlights - Quarter 3

- Overall, Q3 records improved performance driven by Cement business
 - Cement demand growth improves to 10.5% on a lower base of 2.6% growth last year
 - Mainly improved demand from North and West India
 - Rise in Input and Energy Costs coupled with impact of rupee depreciation
 - In volatile markets, realisations have improved post monsoon
- Standalone performance maintained, despite difficult conditions in VSF
 - General slowdown and Euro Zone uncertainties resulted into lower volumes
 - Rise in input cost due to rupee depreciation affected the margins
 - Consequently VSF profitability affected on YoY basis
 - The corresponding quarter was particularly good for VSF business

Financial Snapshot – Quarter 3

₹ Bn.

	STANDALONE				CONSOLIDATED				
	2011-12		2010-11		2011-12		2010-11		% Change YoY
	Quarter 3	Quarter 2	Quarter 3	Quarter 3	Quarter 3	Quarter 2	Quarter 3		
Revenue	12.7	12.5	12.6	↔ -	63.6	57.7	54.6	↑ 17	
Operating Costs	9.6	9.1	8.5	↑ 13	49.5	47.5	42.6	↑ 16	
PBIDT	3.9	5.1	4.5	↓ (12)	15.5	11.3	12.7	↑ 23	
Interest	0.07	0.11	0.12	↓ (39)	0.5	0.9	1.1	↓ (54)	
Depreciation	0.37	0.36	0.44	↓ (17)	2.9	2.8	3.0	↓ (3)	
PBT	3.5	4.6	3.9	↓ (10)	12.2	7.6	8.6	↑ 41	
Total Tax Expenses	0.8	1.2	1.1	↓ (30)	3.3	2.4	2.6	↑ 27	
Minority Interest	-	-	-	-	2.3	1.0	1.1	↑ 113	
PAT (after Minority Share)	2.7	3.4	2.8	-	6.7	4.2	5.0	↑ 33	
EPS (₹)	29.9	37.6	30.8	-	72.9	45.5	54.7	↑ 33	

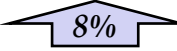
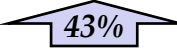

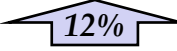
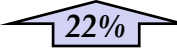
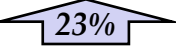

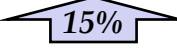
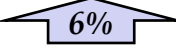
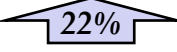
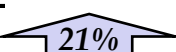


Financial Snapshot – Nine Months

₹ Bn.

NINE MONTHS:	STANDALONE			CONSOLIDATED		
	2011-12	2010-11	% Change	2011-12	2010-11	% Change
Revenue	35.6	31.8	↑ 12	180.7	150.8	↑ 20
Operating Costs	25.4	21.6	↑ 17	139.9	117.3	↑ 19
PBIDT	13.5	12.3	↑ 10	44.4	36.1	↑ 23
Interest	0.28	0.32	↑ (12)	2.3	3.0	↓ (22)
Depreciation	1.1	1.3	↓ (20)	8.5	8.4	↔
PBT	12.2	10.7	↑ 14	33.5	24.8	↑ 35
Total Tax Expenses	2.9	2.8	↔	9.4	7.3	↑ 29
Minority Interest	-	-	-	6.0	3.8	↑ 58
PAT (Before EO Gain) (after Minority Share)	9.3	7.9	↑ 19	18.4	14.0	↑ 31
EPS (₹)	101.7	85.7	↑ 19	200.3	152.6	↑ 31

Revenue Chart

₹ Bn.

Nine Months		Net Revenue	Quarter -3			
2011-12	2010-11		2011-12	2010-11		
	30.7	28.4	Viscose Staple Fibre	10.9	11.3	
	5.5	3.9	Chemical	2.1	1.5	
	0.8	0.6	Others	0.3	0.2	
	(1.4)	(1.0)	Inter Segment Eliminations (Intra Company)	(0.6)	(0.4)	
	35.6	31.8	Standalone Net Revenue	12.7	12.6	
			<u>Subsidiaries</u>			
	136.9	112.1	UltraTech Cement *	48.6	39.5	
	2.8	2.6	Grasim Bhiwani Textiles Ltd.	0.9	0.8	
			<u>Joint Ventures (Pro Rata)</u>			
	7.0	6.1	Pulp JVs and Fibre JV	2.3	2.2	
	(1.7)	(1.8)	Inter Company Eliminations (On Consolidation)	(0.9)	(0.5)	
	145.1	119.0		51.0	42.0	
	180.7	150.8	Consolidated Net Revenue	63.6	54.6	

* Samruddhi Cement merged with UltraTech w.e.f. 1st July '10 is included in corresponding half for better comparison, throughout the presentation


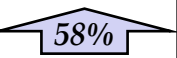



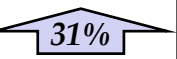
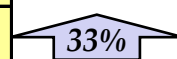
PBIDT Chart

₹ Bn.

Nine Months		PBIDT	Quarter -3			
2011-12	2010-11		2011-12	2010-11		
	9.4	9.7	Viscose Staple Fibre	2.8	3.9	↓ 29%
↑ 35%	1.3	0.9	Chemical	0.5	0.3	↑ 50%
	2.9	1.7	Others	0.7	0.3	
↑ 10%	13.5	12.3	Standalone PBIDT	3.9	4.5	↓ 12%
			<u>Subsidiaries</u>			
↑ 31%	30.7	23.4	UltraTech Cement Ltd.	11.2	7.7	↑ 45%
	0.2	0.2	Grasim Bhiwani Textiles Ltd.	0.1	0.1	
			<u>Joint Ventures (Pro Rata)</u>			
↓ 25%	0.8	1.1	Pulp JVs (45%) and Fibre JV (31%)	0.3	0.4	↓ 43%
	(1.0)	(0.9)	Inter Company Eliminations (On Consolidation)	0.0	(0.1)	
↑ 29%	30.8	23.8	Total Subsidiaries & Grasim's Share in JVs	11.6	8.2	↑ 41%
↑ 23%	44.4	36.1	Consolidated PBIDT	15.5	12.7	↑ 23%

Net Profit Chart

₹ Bn.

		Nine Months					Quarter -3			
		2011-12		2010-11			2011-12		2010-11	
Total Net Profit	Grasim's share	Total Net Profit	Grasim's share	Total Net Profit	Grasim's share		Total Net Profit	Grasim's share	Total Net Profit	Grasim's share
		9.3	7.9	Standalone Reported PAT			2.7		2.8	
	15.3	9.2	5.8	UltraTech Cement (60.34%)		6.0	3.6	2.9	1.7	
	0.7	0.5	0.8	Pulp (45%) and Fibre (31%) JVs / Associate (33%)		0.4	0.2	0.8	0.3	
	4.8	0.3	0.3	Idea Cellular (5.18%)		2.0	0.1	2.4	0.1	
		(0.9)	(0.9)	Inter Company Eliminations			0.1		(0.1)	
		9.1	6.1	Grasim's Share in Subsidiaries / JVs			3.9		2.2	
		18.4	14.0	Grasim Consolidated PAT			6.7		5.0	

Presentation Structure

Introduction

Highlights - Quarter 3: 2011-12

Business Review

Capex

Summary

Summary

- Consolidated performance showed improvement in Q3 led by better performance of Cement business
 - VSF business, however, was impacted due to difficult global conditions
- Leadership position and cost competitiveness in both the businesses will be further strengthened on ongoing basis
- Capacity expansions under implementation in both businesses to consolidate leadership
 - Cement capacity to increase by 20% to 62 Mn. MTPA by Q1FY14; further plans on the anvil
 - VSF capacity to increase by 50% to 490K TPA by end FY13 with additional focus on specialty fibres; Further Global plans are on the anvil

Value creation through profitable growth



Thank You

Contacts:

Grasim Industries Limited

(Corporate Finance Division)

Aditya Birla Centre,

S.K. Ahire Marg, Worli, Mumbai - 400 030

Sharad Agarwal +91-22-66525062 sharad.agarwal@adityabirla.com



Grasim Industries Limited

- A VSF and Cement Major

(Supplement)

February 2012

- **Consolidated Financial Performance** : Pg. 42
- **Standalone Financial Performance** : Pg. 43
- **Balance Sheet - Grasim** : Pg. 44
- **Balance Sheet – UltraTech (Consolidated)** : Pg. 45
- **Consolidated Businesswise Performance** : Pg. 46- 47
- **Business Data** : Pg. 48- 49
- **Cement Plant Location** : Pg. 50

Consolidated Financial Performance

₹ Bn.

	Quarter - 3			Nine Months			Full Year 2010-11
	2011-12	2010-11	% Chg.	2011-12	2010-11	% Chg.	
Net Turnover & Op. Income	63.6	54.6	17	180.7	150.8	20	215.9
Other Income	1.4	0.7	100	3.6	2.6	35	4.0
PBIDT	15.5	12.7	23	44.4	36.1	23	54.0
Interest	0.5	1.1	(54)	2.3	3.0	(22)	4.1
Gross Profit	15.0	11.6	30	42.0	33.2	27	49.9
Depreciation	2.9	3.0	(3)	8.5	8.4	2	11.4
PBT	12.2	8.6	41	33.5	24.8	35	38.5
Total Tax	3.3	2.6	27	9.4	7.3	29	9.6
Share in Profit of Associates	0.2	0.1	-	0.3	0.3	-	0.4
PAT (Before Minority Share)	9.0	6.1	48	24.4	17.8	37	29.4
Minority Share	2.3	1.1	113	6.0	3.8	58	6.6
PAT (After Minority Share)	6.7	5.0	33	18.4	14.0	31	22.8
Diluted Earning Per Share (Rs.)	72.9	54.7	33	200.3	152.6	31	248.4
Cash Profit (Before Minority Share)	11.9	9.0	32	33.2	26.5	25	40.6

Standalone Financial Performance

₹ Bn.

	Quarter - 3			Nine Months			Full Year 2010-11
	2011-12	2010-11	% Chg.	2011-12	2010-11	% Chg.	
Net Turnover & Op. Income	12.7	12.6	1	35.6	31.8	12	46.5
Other Income	0.9	0.4	112	3.4	2.1	58	3.0
PBIDT	3.9	4.5	(12)	13.5	12.3	10	18.2
Interest	0.1	0.1	(39)	0.3	0.3	(12)	0.5
Gross Profit	3.9	4.4	(11)	13.3	12.0	10	17.7
Depreciation	0.4	0.4	(17)	1.1	1.3	(20)	1.8
PBT	3.5	3.9	(10)	12.2	10.7	14	16.0
Total Tax	0.8	1.1	(30)	2.8	2.8	1	4.1
PAT	2.7	2.8	(3)	9.3	7.9	19	11.8
Diluted Earning Per Share (Rs.)	29.9	30.8	(3)	101.7	85.7	19	128.8
Cash Profit	3.1	3.1	-	10.5	9.1	16	13.4

Balance Sheet - Grasim

	Consolidated				Standalone				₹ Bn.
	March 2009	March 2010	March 2011	Dec.' 2011	March 2009	March 2010 *	March 2011 *	Dec.' 2011 *	
Gross Block (Incl. CWIP)	210.4	217.2	241.7	274.3	122.8	31.5	30.8	36.9	
Net Block (Incl. CWIP)	142.2	145.5	157.9	181.8	83.1	18.3	16.4	21.6	
Goodwill	20.0	20.1	24.2	25.2	-	-	-	-	
Cement Subs. Investment	-	-	-	-	25.5	26.4	26.4	26.4	
Investments	35.5	66.8	79.3	76.7	22.3	36.9	42.7	40.8	
Net Current Assets	9.4	6.5	15.3	23.3	6.5	2.8	6.2	10.6	
Capital Employed	207.1	238.8	276.7	307.1	137.4	84.4	91.8	99.4	
Net Worth	115.6	125.2	145.7	165.2	94.8	71.5	81.3	90.7	
Minority Interest	16.7	37.5	43.5	49.1	-	-	-	-	
Debts	58.9	56.0	67.8	72.9	33.9	10.4	8.1	6.3	
Deferred Tax	15.9	20.1	19.6	19.9	8.6	2.5	2.3	2.4	
EPS (₹)	238.5	300.9	248.5	200.3	179.8	191.5	128.8	101.7	
Debt: Equity (x)	0.45	0.34	0.36	0.34	0.36	0.15	0.10	0.07	
Interest Cover (x)	10.7	13.9	10.8	13.8	11.8	15.5	30.3	38.0	
Book Value (₹)	1,261	1,366	1,589	1,801	1,034	779	887	989	
ROACE (%)	20.7	23.9	16.5	16.4	-	-	-	-	
RONW (%)	21.1	22.9	16.8	15.8	-	-	-	-	

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

Balance Sheet – UltraTech (Consolidated)

₹ Bn.

	March 2010	March 2011*	Dec. 2011*
Gross Block (Incl. CWIP)	83.7	202.8	227.4
Net Block (Incl. CWIP)	52.2	135.1	152.4
Goodwill	0.1	4.7	5.7
Investments	16.4	35.1	34.7
Net Current Assets	2.0	4.9	9.9
Capital Employed	70.7	179.8	202.7
Net Worth	46.2	106.4	122.2
Minority Interest	0.1	0.7	0.7
Debts	16.1	55.4	62.5
Deferred Tax	8.3	17.3	17.4
Debt: Equity (x)	0.35	0.52	0.51
Book Value (₹)	371	389	446

* After merger of Samruddhi Cement Limited w.e.f. 01.07.2010

Consolidated Businesswise Performance- Quarter 3

₹ Bn.

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11
Cement *	48.6	39.5	11.2	7.7	22.9	19.4	8.8	5.3	221.8	192.8	16.7	11.6
VSF	12.5	13.1	3.1	4.3	24.4	32.6	2.7	3.9	33.7	24.4	35.9	65.0
Chemical	2.1	1.5	0.5	0.3	22.6	21.3	0.4	0.2	5.3	4.2	31.6	22.2
Textile	1.2	1.0	0.1	0.1	8.0	6.3	0.07	0.04	1.8	1.8	15.0	9.6
Company as a whole	63.6	54.6	15.5	12.7	23.9	22.9	12.7	9.7	307.1	266.3	17.3	15.3

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

Consolidated Businesswise Performance- Nine Months

₹ Bn.

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11
Cement *	136.9	112.1	30.7	23.6	22.3	20.8	23.6	16.8	221.8	192.8	14.9	12.3
VSF	36.4	33.0	10.2	10.6	27.8	32.1	9.2	9.6	33.7	24.4	40.6	52.7
Chemical	5.5	3.9	1.3	0.9	23.1	24.5	1.0	0.7	5.3	4.2	28.2	22.4
Textile	3.7	3.1	0.3	0.2	8.1	6.2	0.2	0.1	1.8	1.8	16.7	9.7
Company as a whole	180.7	150.8	44.4	36.1	24.1	23.6	35.8	27.8	307.1	266.3	16.4	14.7

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

Cement : Summary

Quarter 2 2011-12		Quarter - 3 2011-12		2010-11		% Chg.	Nine Months 2011-12		2010-11		% Chg.	Full Year 2010-11
	<u>Grey Cement</u>											
51.75	Capacity	Mn. TPA	51.75	51.75	-	51.75	51.75	-	51.75			51.75
9.51	Production	Mn. MT	10.44	9.90	5	30.27	28.43	6	39.67			39.67
9.76	Sales Volumes \$	Mn. MT	10.44	9.93	5	30.54	28.66	7	39.96			39.96
0.28	Clinker Sales Volumes		0.38	0.46	(17)	1.04	1.13	(8)	1.60			1.60
	<u>White Cement</u>											
137.5	Production	'000 MT	154.4	147.2	5	413.0	389.4	6	540.8			540.8
133.6	Sales Volumes \$\$	'000 MT	149.6	143.6	4	405.5	400.2	1	546.7			546.7
	<u>Realisation</u>	₹/MT										
3,638	- Domestic Cement		3,944	3,342	18	3,843	3,322	16	3,434			3,434
2,255	- Clinker		2,176	1,643	32	2,074	1,596	30	1,616			1,616
9,131	- White Cement		9,229	8,358	10	9,137	8,190	12	8,265			8,265
42.1	Net Revenue	₹ Bn.	48.6	39.5	23	136.9	112.1	22	159.7			159.7
6.9	PBIDT	₹ Bn.	11.2	7.7	45	30.7	23.6	30	34.8			34.8
16.3%	PBIDT Margin	%	22.9%	19.5%	-	22.3%	20.8%	-	21.6%			21.6%
4.5	PBIT	₹ Bn.	8.8	5.3	67	23.6	16.8	40	25.6			25.6
8.8	ROAvCE	%	16.7%	11.6%	-	14.9%	12.3%	-	13.7%			13.7%

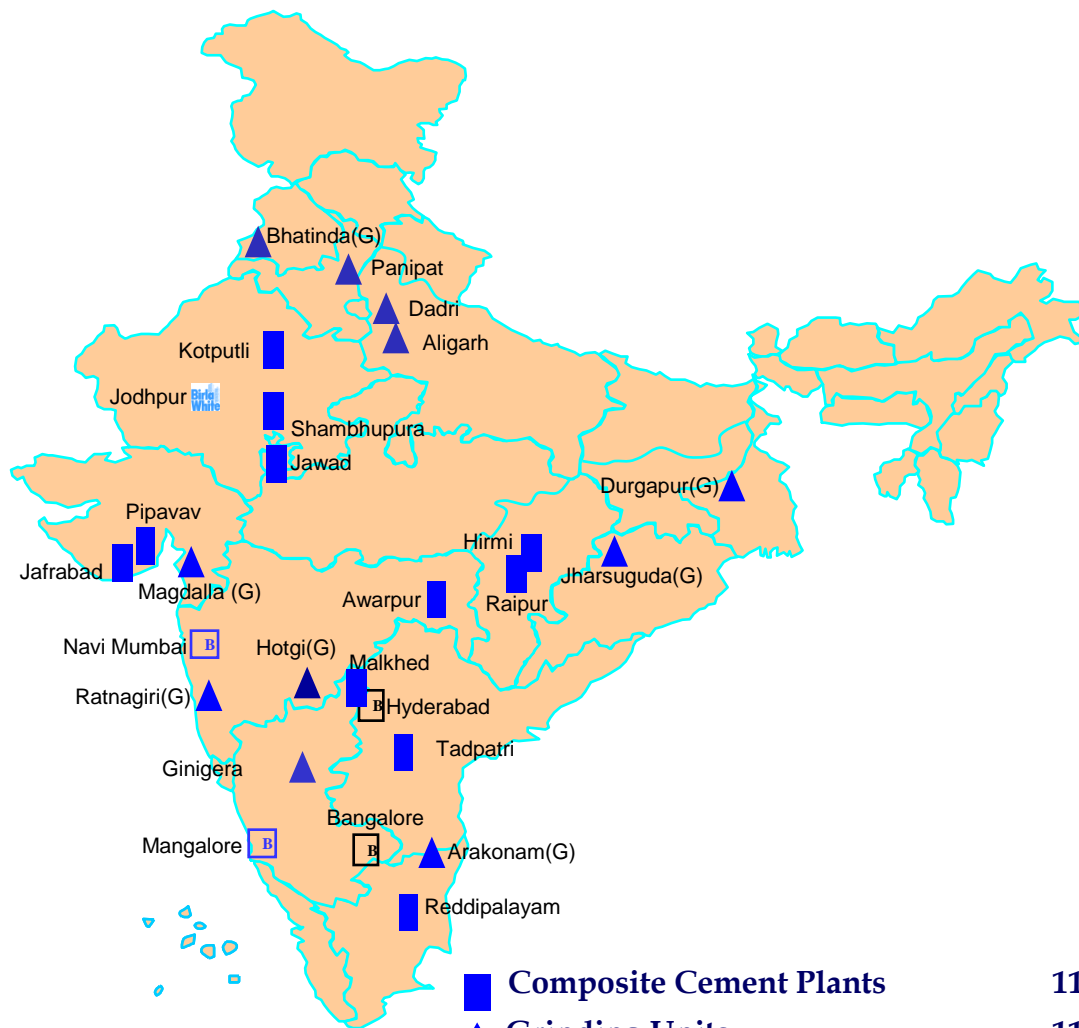
\$ Includes captive consumption for RMC

\$\$ Includes captive consumption for value added products

Viscose Staple Fibre (consolidated): Summary

		Quarter 3		%	Nine Months		%	Full Year
		2011-12	2010-11	Chg.	2011-12	2010-11	Chg.	2010-11
Capacity	TPA	3,33,975	3,33,975	-	3,33,975	3,33,975	-	3,33,975
Production	MT	84,233	83,026	1	2,37,647	2,22,156	7	3,05,087
Sales Volumes	MT	78,215	84,621	(8)	2,12,013	2,19,411	(3)	3,05,072
Net Revenue	₹ Bn.	12.5	13.1	(4)	36.4	33.0	8	48.3
Avg. Realisation	₹/MT	1,28,499	1,23,060	4	1,33,265	1,19,451	12	1,26,614
PBIDT		3.1	4.3	(29)	10.2	10.6	(3)	16.3
PBIDT Margin	%	24.4%	32.6%	-	27.8%	32.1%	-	33.6%
PBIT	₹ Bn.	2.7	3.9	(30)	9.2	9.6	(3)	14.9
Capital Employed	₹ Bn.	33.7	24.4	40	33.7	24.4	40	26.7
ROAvCE (PBIT Basis)	%	35.9%	65.0%	-	40.6%	52.7%	-	58.7%

Cement Plant Locations



Map not to scale

	Composite Cement Plants	11
	Grinding Units	11
	White Cement Plant	1
	Bulk Terminals	5
RMC Plants		84

<u>PLANT LOCATION</u>	<u>CAPACITY</u> (Mn. TPA)
<u>NORTH</u>	
• Shambhupura, Rajasthan & Jawad, M.P.	5.0
- Aligarh GU, U.P.	3.0
- Bhatinda GU, Punjab	1.3
- Dadri GU, U.P.	1.8
• Kotputli, Rajasthan	1.3
- Panipat GU, Haryana	3.1
• Durgapur(G)	1.3
<u>WEST</u>	
• Pipavav, Gujarat	5.8
• Jafarabad, Gujarat	0.5
- Magdalla GU, Gujarat	0.7
- Ratnagiri GU, Maharashtra	0.4
• Awarpur, Maharashtra	3.6
<u>EAST</u>	
• Raipur, Chhattisgarh	2.5
• Hirmi, Chhattisgarh	1.9
- Durgapur GU, W.B.	1.2
- Jharsugda GU, Orissa	1.0
<u>SOUTH</u>	
• Malkhed, Karnataka	3.2
- Hotgi GU, Maharashtra	1.8
• Tadpatri, A.P.	5.6
- Ginigera GU, Karnataka	1.3
- Arakonam GU, T.N.	1.1
• Reddipalayam, T.N.	1.4