

The background of the slide is a dark blue gradient. On the left, a globe is shown with a grid of latitude and longitude lines. From the globe, several bright, golden-yellow beams of light radiate outwards towards the right. These beams pass through various financial and technological icons, including a pie chart, a calculator, a bar chart, a line graph, and a world map. The Indian Rupee symbol (₹) is repeated multiple times in a golden-yellow color, floating around the globe and beams. In the bottom right, the title "GRASIM : A PLAY ON INDIA GROWTH STORY" is written in large, bold, white capital letters. Above the title, the text "Investor Presentation" and "February 2025" is written in a smaller, white font.

Investor Presentation

February 2025

GRASIM : A PLAY ON INDIA GROWTH STORY

SAFE HARBOR

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DRIVEN BY OUR PURPOSE. LED BY OUR VALUES

**OUR
PURPOSE**

Commitment



Passion



Integrity



Seamlessness



Speed



**TO ENRICH LIVES BY
BUILDING DYNAMIC AND
RESPONSIBLE BUSINESSES AND
INSTITUTIONS, THAT INSPIRE TRUST.**

ADITYA BIRLA GROUP IS...

A **US\$ 66 billion*** conglomerate

Consolidated market cap of over **US\$ 100# billion**

Across **6** continents and **41** countries

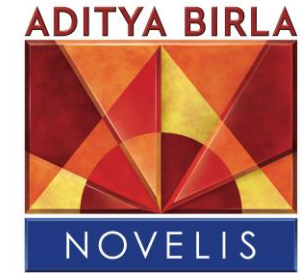
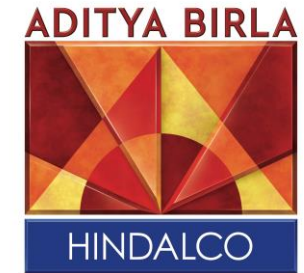
Present across **20+** sectors

180+ state-of-the-art manufacturing units globally

187,000+ employees of over 100 nationalities

300M+ Loyal customer base

OUR KEY GROUP COMPANIES



#1

IN ALUMINIUM ROLLING



#1

RECYCLER OF ALUMINIUM



#3

IN CEMENT
(EXCLUDING CHINA)



#2

IN CARBON
BLACK
(based on installed
production capacity)



#2

IN CELLULOSIC
STAPLE FIBRES



GLOBAL RANKING ACROSS KEY SECTORS

GRASIM'S LEADERSHIP ACROSS KEY COMPONENTS OF GROWING ECONOMY

INDIA'S AMRIT KAAL

KEY FACTORS

Infrastructure
& Housing
Demand



Cement Producer



RMC player



Producer of White
Cement based Putty

Increasing
Financialisation

Diversified Financial Services

Amongst Largest^ well-diversified NBFCs

Aspirational
Consumption

#2 Decorative Paints*



Cellulosic Fibres



Linen Textiles

Focus on
Manufacturing
growth



Chlor-Alkali



Epoxy polymers & curing agents

Fast growing
Renewable
Energy sector

~2GW of RENEWABLE energy capacity by FY25

Growing Digital
Economy

B2B E-COMMERCE platform
enabling MSMEs Digital reach

Strongest and fastest growing
among major economies

Financial maturity, Digitisation
and higher credit growth

Young Population, Higher
Disposable Income

Set to become world's third
largest economy by 2027

STRONGLOMORATE : KEY STRENGTHS

1

A Legacy of Values
and Trust

Operating history
of **75+ years**

2

Track record of
creating large
growing Businesses
and Brands

Revenue growth
~4.5 times over
the past decade

3

Diversified
Businesses with
Stable cashflow
generation

Positive Free
Cash flow* in
**7 out of last
10 years**

4

Sustainable
Manufacturing

Increasing share of
Renewable power

Reduction in
Freshwater
consumption
across businesses

STRONGLOMORATE : KEY STRENGTHS

5

History of continuous
Dividend Distribution

For
>60 years

6

Strong Balance Sheet
with "AAA/Stable"
rating

Consolidated
D*/E **0.31x**

7

Value Creation

~2x/~2.5x
outperformance
in stock returns vs.
benchmark^ over
10Yr/5Yr period



VALUE CREATION STRATEGY

PILLARS OF OUR STRATEGY

BUSINESS LEADERSHIP

Attain leadership position in all our businesses

INNOVATION

Focus on innovation in products and processes

SUSTAINABILITY

Eco-friendly products & responsible manufacturing

CAPITAL ALLOCATION

Investments in core and high growth businesses

COST LEADERSHIP

Continuous cost optimisation

KEY CONSOLIDATED FINANCIAL HIGHLIGHTS

TTM* Revenue

₹1,39,994 Cr.

TTM* EBITDA

₹19,666 Cr.

TTM* PAT[^]

₹3,867 Cr.

LEADERSHIP ACROSS DIVERSIFIED BUSINESSES

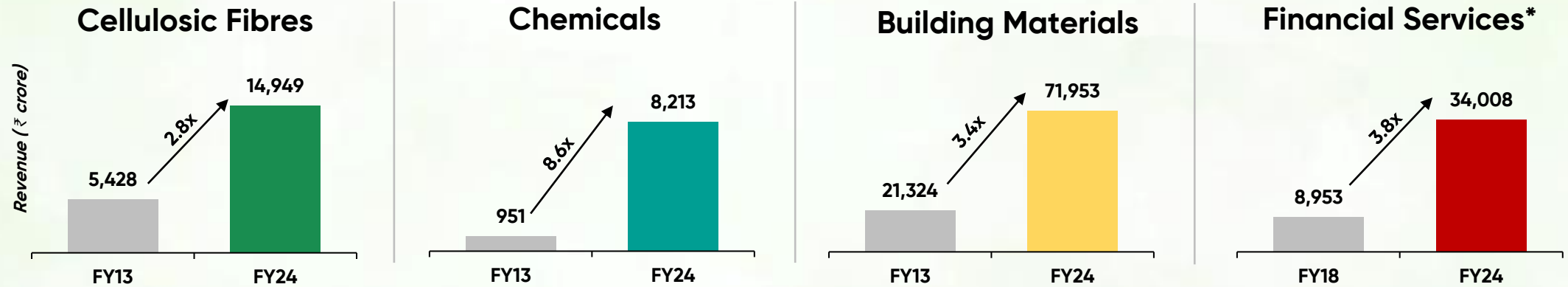


Building Materials Businesses

Other Businesses

Cellulosic Fibres	Chemicals	Cement	Paints	B2B E-Commerce	Financial Services	Textiles	Renewables	Insulators
<p>Leading producer of Cellulosic Fibres®, fastest-growing sustainable Fibres in India</p> <p>Focus on Specialty products</p>	<p>Leading producer of Chlor-Alkali and Specialty Chemicals*</p> <p>Focus on improving Chlorine integration</p>	<p>UltraTech: India's largest selling cement brand and 3rd largest cement player globally (ex - China)</p> <p>Leading Player of RMC**, White Cement and Cement based Putty</p>	<p>2nd largest manufacturing capacity of decorative paints in India by FY25</p> <p>Offering superior products and experience across all segments of Decorative Paints</p>	<p>Digital procurement solution for building materials</p> <p>Assured product quality, Guaranteed delivery, Competitive pricing and Financing solutions</p>	<p>Aditya Birla Capital: A leading Financial Services conglomerate</p> <p>Offering financing, protecting, investing and advisory services</p>	<p>Premium sustainable textile products: linen, wool and cotton fabrics</p> <p>Premium retail brand 'Linen Club'</p>	<p>Presence in clean energy generation i.e. solar, wind and hybrid power</p> <p>Fulfilling renewable energy demand of group companies and power utilities</p>	<p>Leading manufacturer of Insulators</p>

TRACK RECORD OF CREATING LARGE BUSINESSES & BRANDS



OUR LEADING BRANDS



R&D AND INNOVATION

WORLD CLASS R&D FACILITIES

1	5	2	1
Corporate R&D Centre	R&D Centres (Cellulosic Fibres)	R&D Centres (Chemicals & Others)	R&D Centre (Paints)

KEY STRENGTH



Focused innovation across Businesses
R&D focus on the entire value spectrum



Competent R&D Team
Qualified and experienced researchers of 282 people across businesses



Intellectual Property Rights
Patents granted: 25



R&D Expenditure
Spent ~₹330 Cr. last three years

COMMERCIALISED A VARIETY OF HIGH-VALUE PRODUCTS

Cellulosic Fibres



Traceability of Pulp source from FSC⁽¹⁾ certified sustainable forests



Eco-friendly cellulose Fibre from in-house lyocell technology



Longer lasting protection from microbes



Introduced recyclability of textile waste as a partial replacement to dissolving-grade pulp

Chemicals



Primary building blocks for formulated products in Construction, Coating, Composite industries



Pthalate free plasticizers



Addressing water treatment problems in Aquaculture



Specialty variants for industrial water treatment

SUSTAINABLE BUSINESS PRACTICES AND INITIATIVES

Sustainable Products & Circular Economy

- Innovations – LivaEco, Lyocell, Dope dyed, Liva Reviva
- Sustainable textiles: Linen, Wool & Premium cotton fabrics

Responsible Manufacturing

- Closed loop manufacturing process
- ZDHC ⁽¹⁾ MMCF ⁽²⁾ Standards

Responsible Sourcing

- RM sourcing for pulp from sustainably managed forests
- Supplier code of conduct – Ethics, Human Rights

Valuable Partnerships

- Value Chain – LAPF ⁽³⁾, Blockchain traceability (GreenTrack)
- Technology & Research Institutes, Licensors



SUSTAINABLE GROWTH

SUSTAINABILITY RATINGS

71

DJSI⁽⁴⁾
Global ESG score

BBB

MSCI
ESG Ratings

B

CDP
Climate Change,
Forest and Water
Security

27.2

Sustainalytics
ESG
Risk Rating

Water Stewardship

- Grasim has implemented ZLD⁽⁵⁾ at 12⁽⁶⁾ manufacturing sites
- Lowest water consumption/ton of fibre in the world

Energy Conservation & Renewable Energy

- Upgraded and optimised the generation of electrolyzers
- Lower carbon emissions by higher use of renewable energy

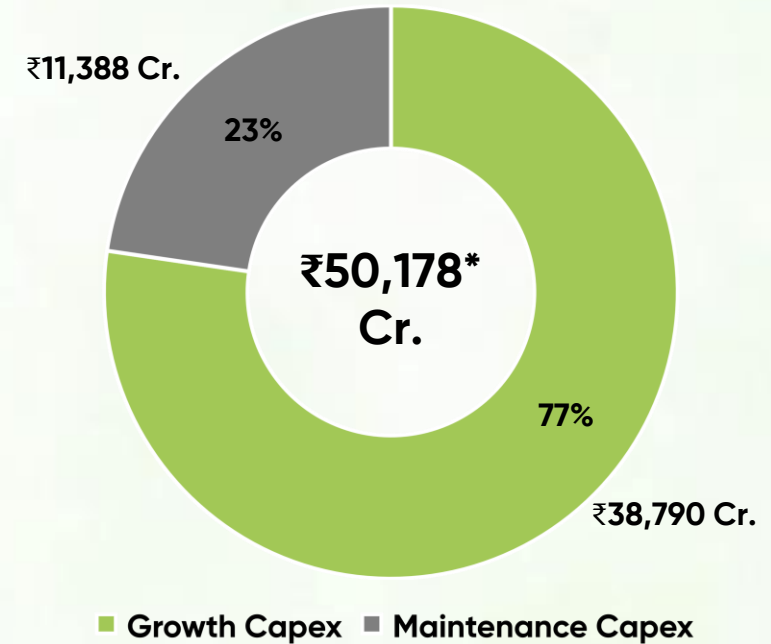
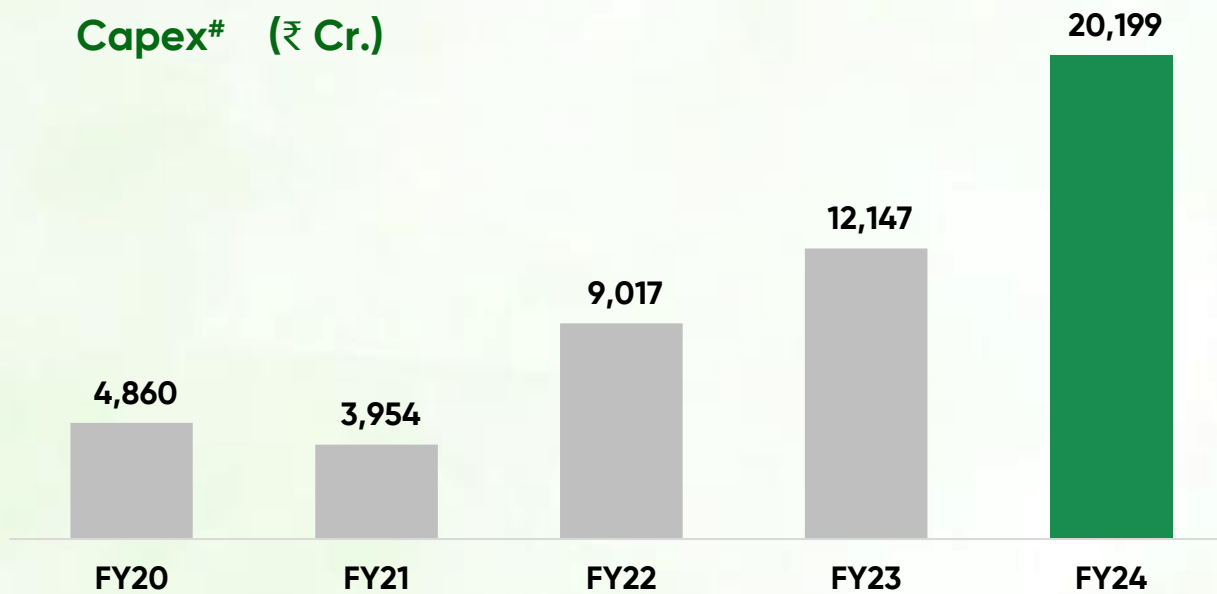
Reduction in Waste Generation

- Installed sulphate removal system
- Optimised yarn spinning output by reducing soft waste

CAPITAL ALLOCATION

FOCUS ON GROWTH BUSINESSES

Total Consolidated
Capex# (₹ Cr.)



* Calculation based on the movement in gross block and CWIP.

* Capex over 5-YR (FY20 to FY24).

COST LEADERSHIP



CELLULOSIC FIBRES

Strong Backward Integration

Caustic, pulp, power and steam

Cost efficient production processes

Best in Class Consumption Ratios

Innovations

Continuous improvements in yields through inhouse innovations



CHEMICALS

Power

Diversified sources (captive + grid) of power with improving renewable energy mix

Chlorine Integration

Cost reduction by increasing production of chlorine derivatives

Strategic Partnership

Building strategic relationships with key value chain partners



PAINTS

Cost Efficient Manufacturing

Right size plants with high level automation and lean systems

Backward Integration

Integrated manufacturing for key inputs: Emulsions & Resins

R&D

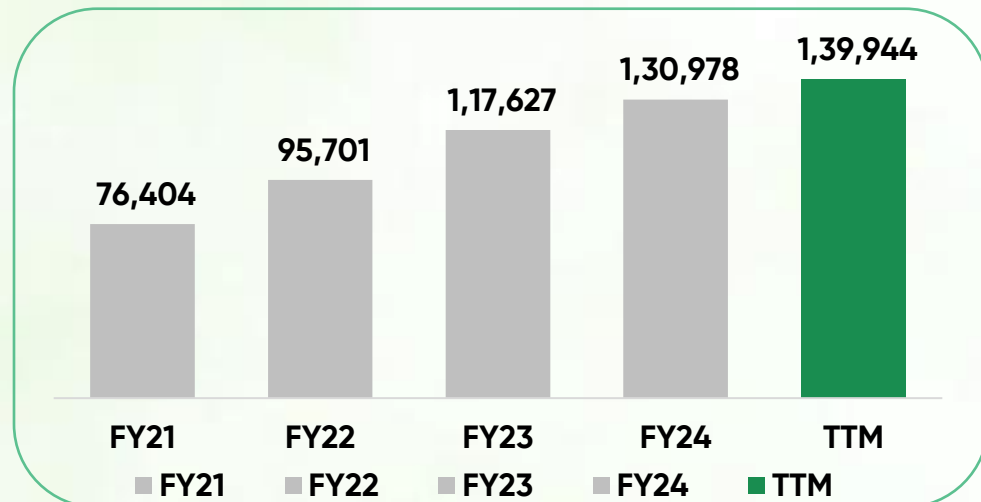
In-house R&D capability for original polymer chemistry & superior paint formulation

A hand is shown from the wrist up, pointing its index finger upwards. A bright, glowing line starts from the bottom left, curves upwards, and ends at the tip of the finger, which is also glowing. The background features a grid of vertical bars of varying heights, suggesting a bar chart. The overall color scheme is a gradient of purple and blue, with a grid pattern overlaid.

FINANCIAL HIGHLIGHTS

TRACK RECORD OF CONSISTENT GROWTH

REVENUE (₹ Cr.)



Robust performance of Building Materials and Financial Services business coupled with stable Cellulosic Fibres and Chemicals businesses has led to the consistent revenue growth.

EBITDA (₹ Cr.)



TTM EBITDA declined marginally due to lower profitability in Cement business and initial investments in consumer-facing decorative paints business: Birla Opus.

CONSISTENT GROWTH LEADING TO STRONG FINANCIALS

CONSOLIDATED

Particulars	As on 31st Mar 2023	As on 31st Mar 2024	As on 31st Dec 2024
Net worth (₹ Cr.)	78,742	88,652	91,363
Debt - Equity Ratio	0.82x	0.97x	1.15x
Debt* - Equity Ratio	0.15x	0.19x	0.31x
Net debt* (₹ Cr.)	6,978	15,436	32,321
Total debts to Total assets	0.30x	0.33x	0.37x



Raised ₹4,000 Cr. in rights issue during FY25 of which ₹2,000 Cr. was received in Q4FY25

Consolidated Net debt* to TTM EBITDA stood at 1.64x as on 31st Dec'24



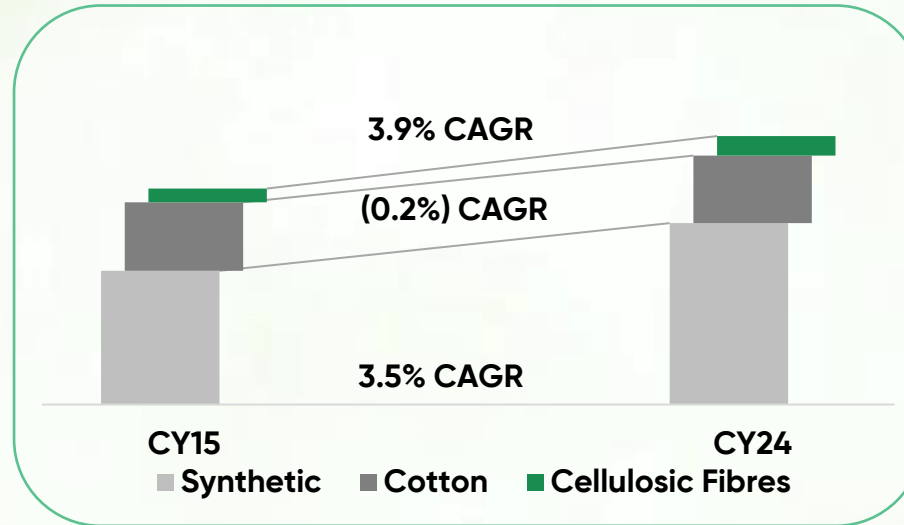


CELLULOSIC FIBRES BUSINESS

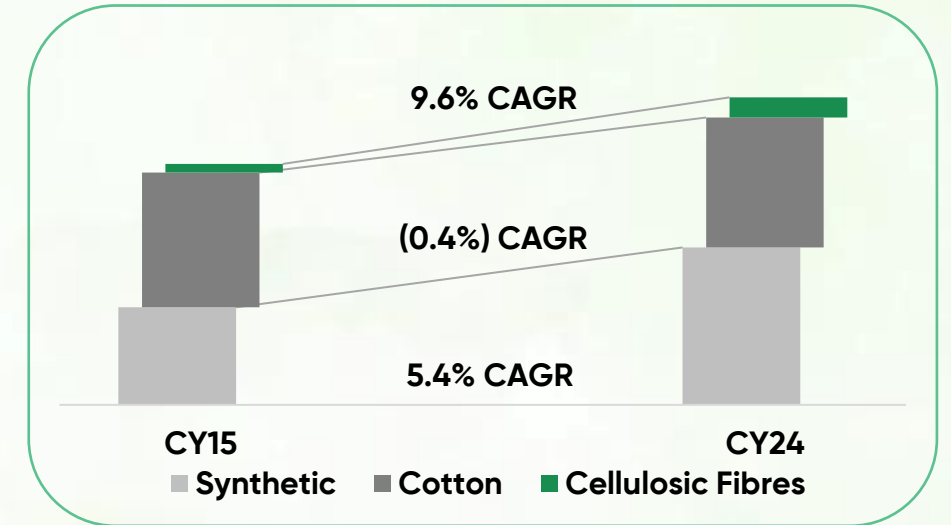
CELLULOSIC FIBRES : FASTEST GROWING FIBRE

INDIA CELLULOSIC
FIBRE GROWING
FASTEST WITH
CAGR
>2x
OF OTHER FIBRES

GLOBAL



INDIA



GROWTH DRIVERS

~6% SHARE

of Cellulosic Fibres in
total fibre basket at
Global level and in India

CELLULOSIC GAP

huge growth opportunity
due to cotton constraints

LIVA BRAND

supporting demand
creation of textile value
chain

MOST SUSTAINABLE

fastest biodegradable
and environment
friendly

**Adding 110K TPA capacity of Lyocell, fastest growing Specialty Cellulosic Fibre, at Harihar, Karnataka.
The first phase of 55K TPA will be executed by mid-2027 at an investment of ₹1,350 Cr.**

CELLULOSIC FIBRES : INNOVATION

Traceability: Forest to Fashion

Scan here
to know
more



CANOPY HOT BUTTON - HIGHEST RATING 5 YEAR IN A ROW



2020



2021



2022



2023



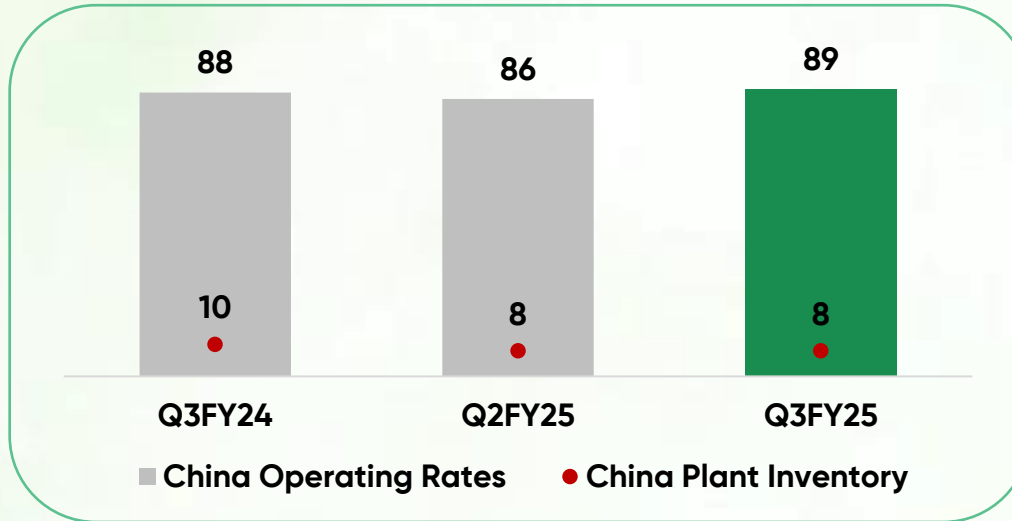
2024

Circular Fashion

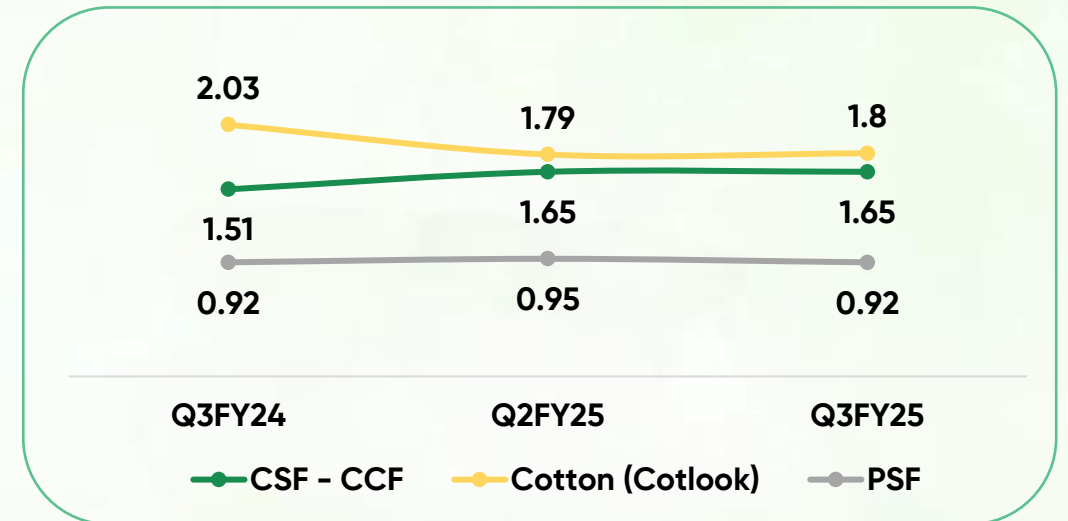


CELLULOSIC FIBRES : KEY MACRO TRENDS

CHINA OPERATING RATE AND INVENTORY DAYS



GLOBAL PRICES TREND (\$/KG)



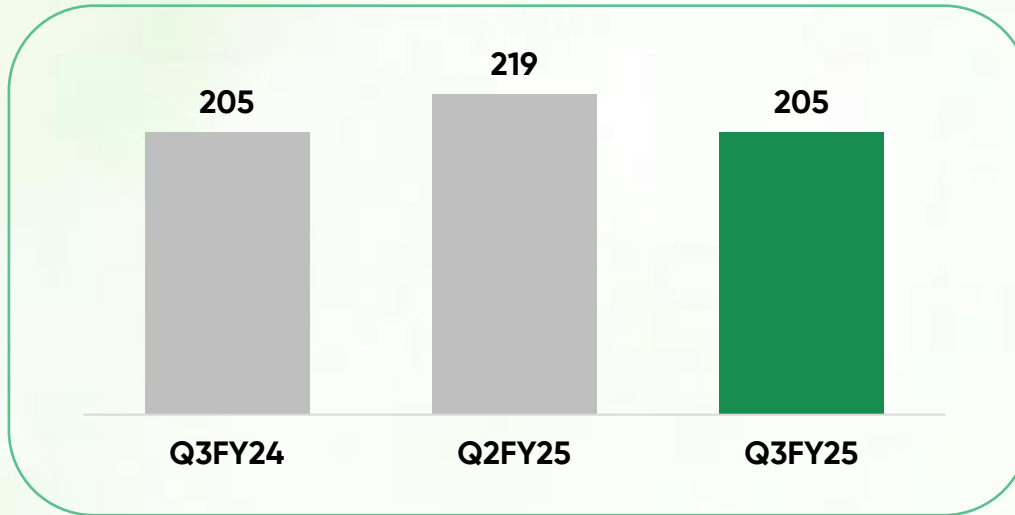
Globally there are improving trends in demand for CSF due to inventory normalization and better sustainability credentials

Stable demand scenario has led to operating rates of >85% levels with decline in inventories to 8 days

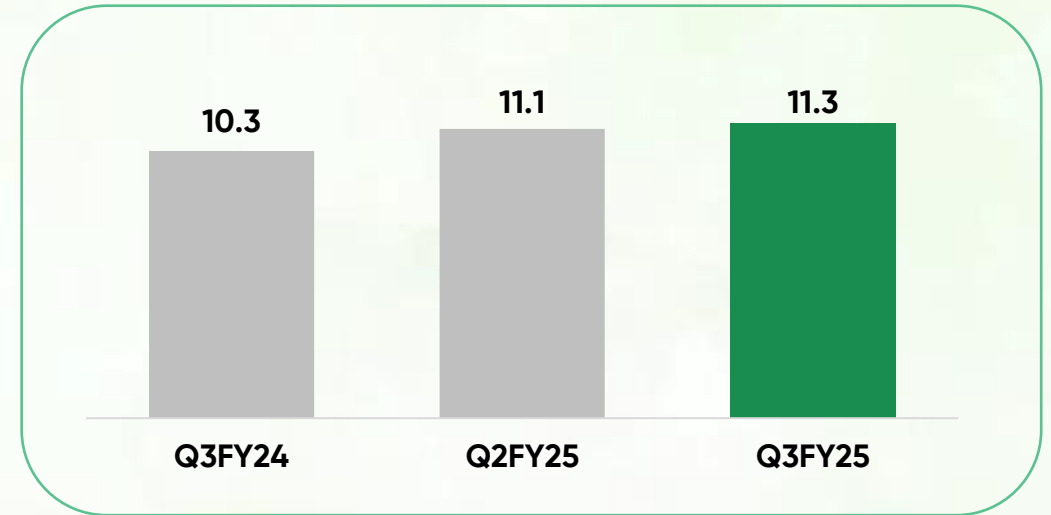
CSF global prices have improved by 9% YoY, though impact of oversupply in some markets like Indonesia continues

CELLULOSIC FIBRES : KEY OPERATIONAL METRICS

CELLULOSIC STAPLE FIBRE (CSF) SALES (KT)



CELLULOSIC FASHION YARN (CFY) SALES (KT)



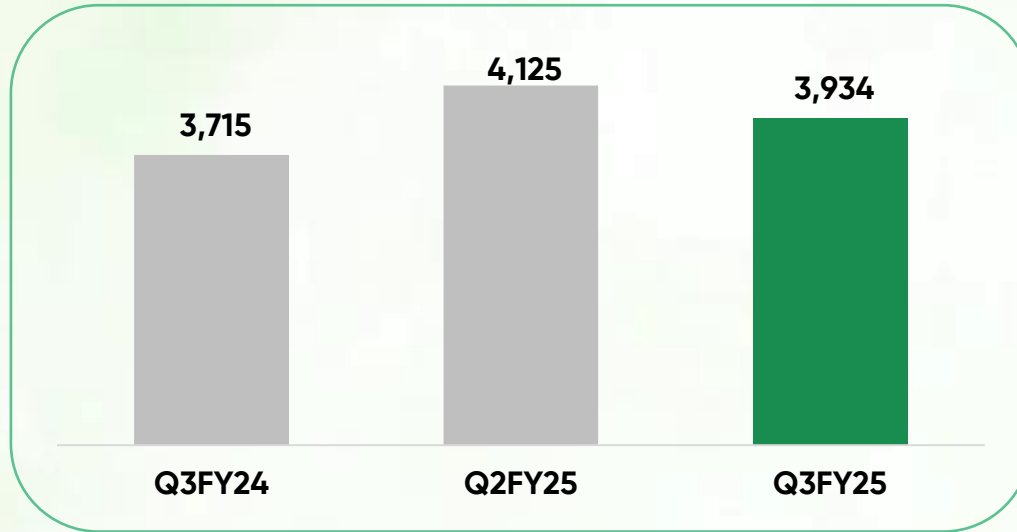
Domestic CSF sales volume grew by 5% YoY, though overall volumes flat due to production disruptions at Excel Kharach

Specialty volumes share improved to 21% against 19% share in Q3FY24

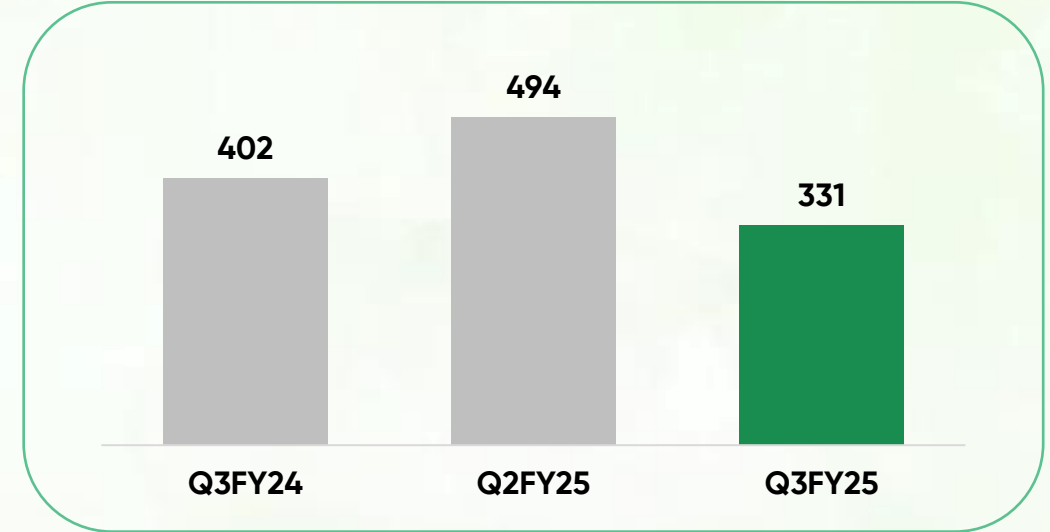
CFY volumes grew by 10% YoY driven by stable demand for certain user categories

CELLULOSIC FIBRES : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue grew 6% YoY led by improved CSF realization, globally and higher share of Speciality fibres in the sales mix

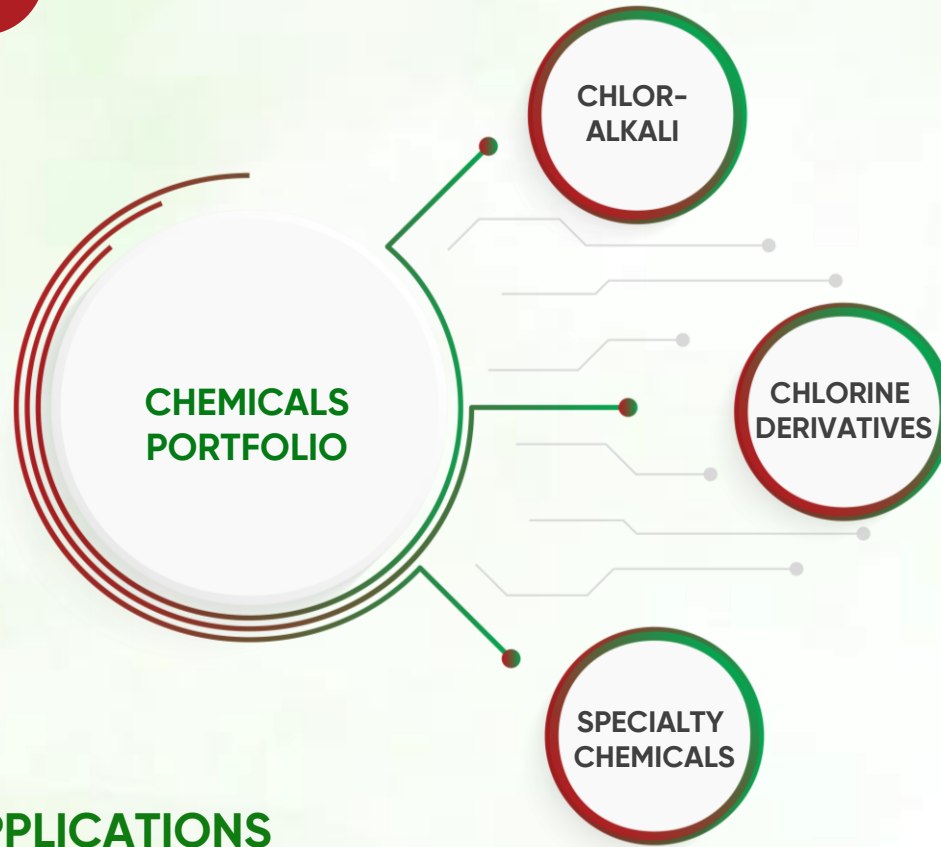
CFY realisation remains impacted by low priced dumping from China

EBITDA declined by 18% YoY mainly due to higher key RM costs (DG Pulp, Caustic & Sulphur)



CHEMICALS BUSINESS

DIVERSIFIED CHEMICALS PORTFOLIO

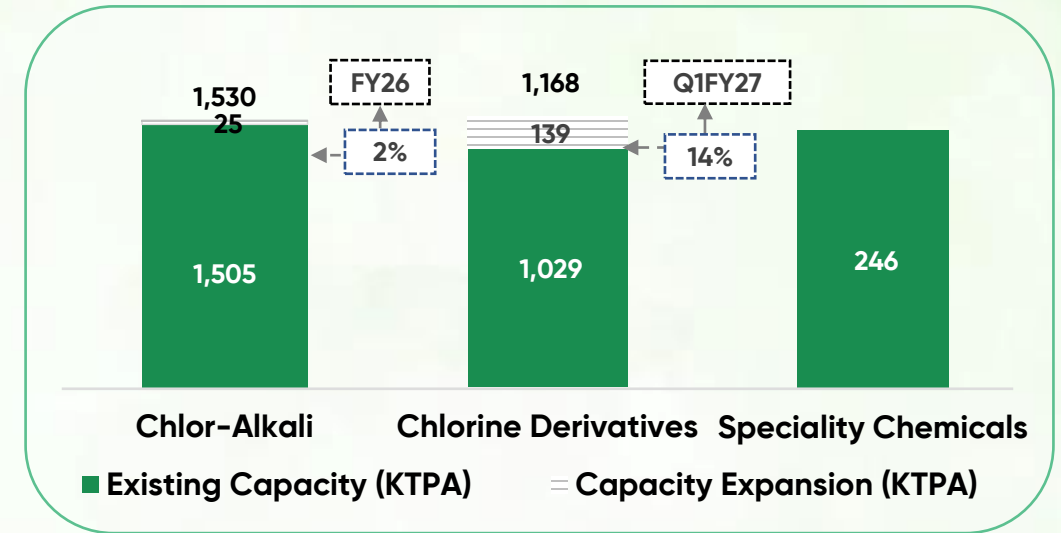


END-USE APPLICATIONS

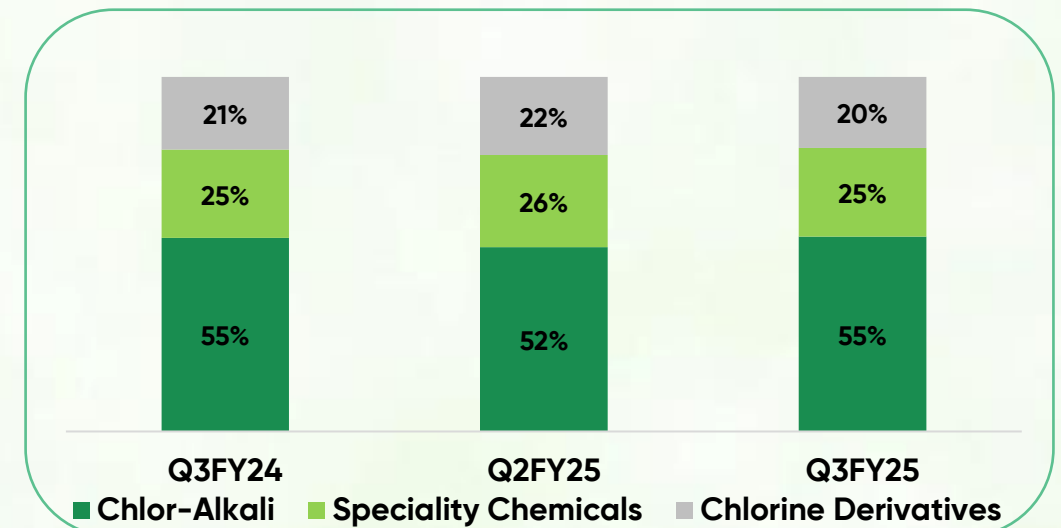
COATINGS TEXTILES COMPOSITE CONSTRUCTION
ALUMINUM PRODUCTION RENEWABLES WATER TREATMENT
PVC APPLICATIONS PHARMA & HEALTHCARE
PAPER MANUFACTURING SOAP AND DETERGENTS

& many more.....

CHEMICALS PORTFOLIO CAPACITIES



REVENUE BREAK-UP (%)



CHEMICALS : FOCUS AREAS

Largest producer of Speciality Chemicals (Epoxy Polymers & Curing Agents) in India. Evaluating further doubling of Epoxy capacity with integrated ECH to maintain market share in the growing market.

SPECIALITY CHEMICALS

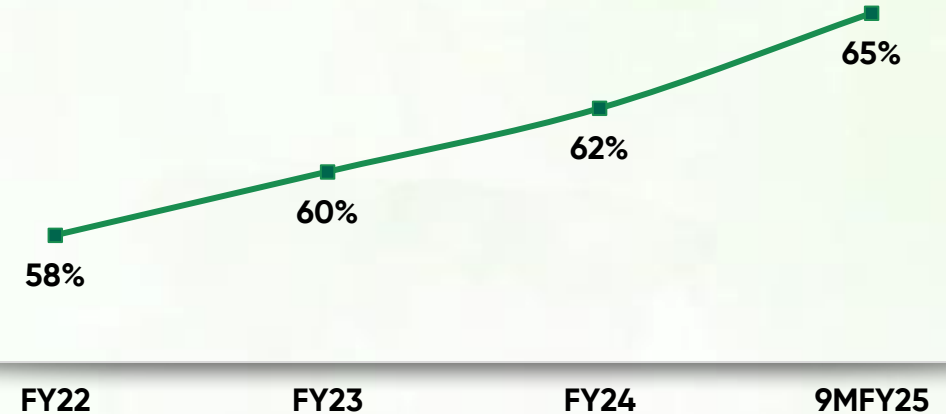
Epichlorohydrin (ECH) 50 KTPA plant construction at Vilayat progressing well, commissioning expected by Q2FY26. Evaluating additional capacity expansion of 50 KTPA

CHLORINE DERIVATIVES

Project work of Lubrizol CPVC resin plant for Phase I of 50 KTPA (of total 100 KTPA) at Vilayat is progressing as per plan. Further, evaluating multiple downstream chlorine chemistries to increase chlorine integration

CHLORINE INTEGRATION

CHLORINE INTEGRATION* LEVELS (%)



Leverage existing capacities of High Value Speciality Products

Partnerships for Continuous Chlorine Offtake

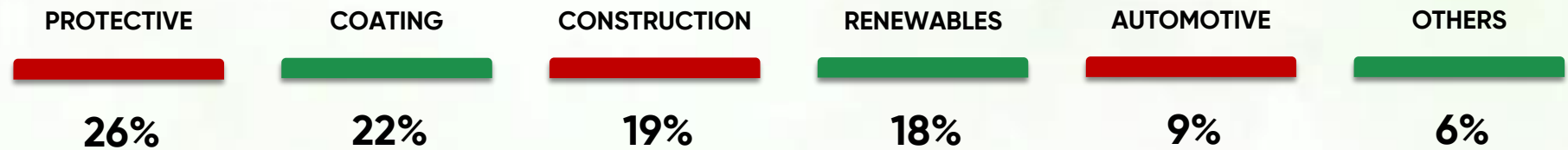
Develop downstream Chlorine Chemistries

Chlorine Integration to reach **70%** Post commissioning of ongoing projects

SPECIALITY CHEMICALS : EPOXY POLYMERS AND CURING AGENTS

EPOXY GROWTH DRIVERS

India Industry Demand Mix (%)



GRASIM

Leading player
in Epoxy polymers &
curing agents

Market Share of
>50%
In India

Grasim's epoxy resin used in
2 out of 3 cars
manufactured in India

Total Patents filed
8
of which 3 Granted

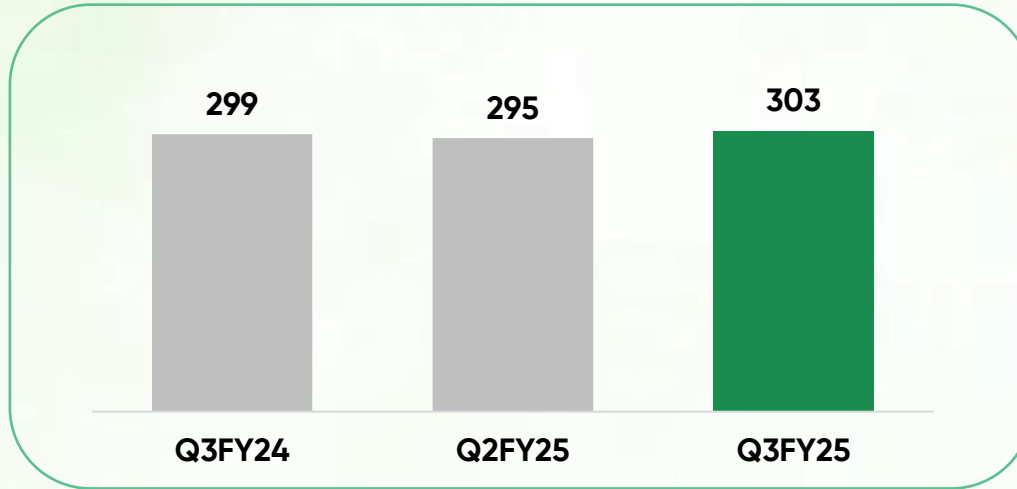
Doubled Capacity to
246 KTPA
Solidifying market
leadership

Focus on
Specialty
Epoxy products

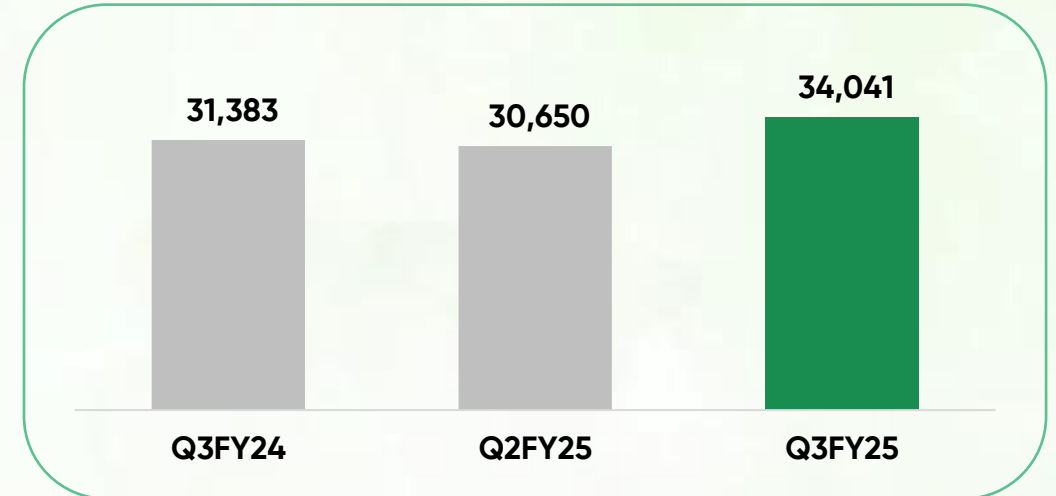
Expanded Product portfolio of
100+
Epoxy products

CHLOR-ALKALI : KEY OPERATIONAL METRICS

CAUSTIC SODA SALES (KT)



GRASIM – ECU (₹/TON)



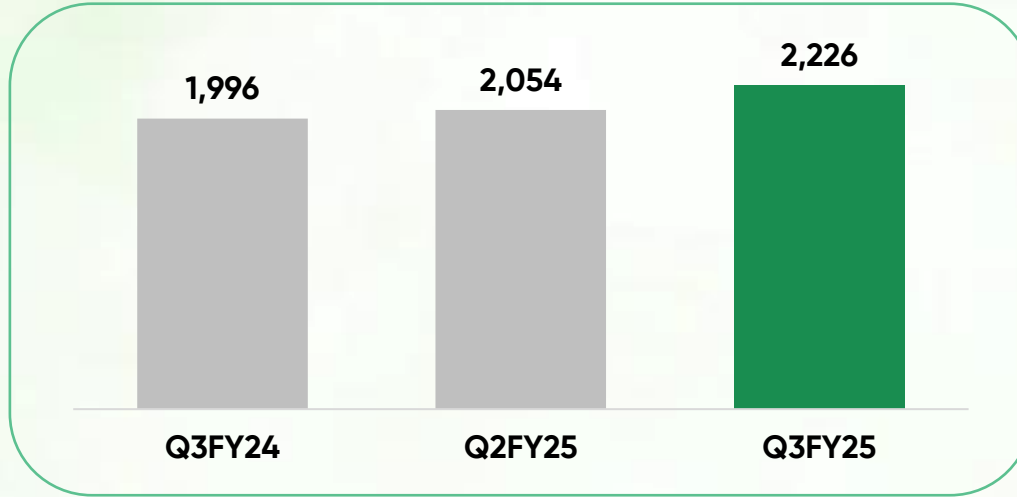
Caustic sales volume growth constrained to 1% YoY due to lower production at Vilayat limited by lower power availability

International average Caustic soda prices (CFR-SEA) improved by 16% YoY to \$516/MT in Q3FY25 reflected in the domestic market prices

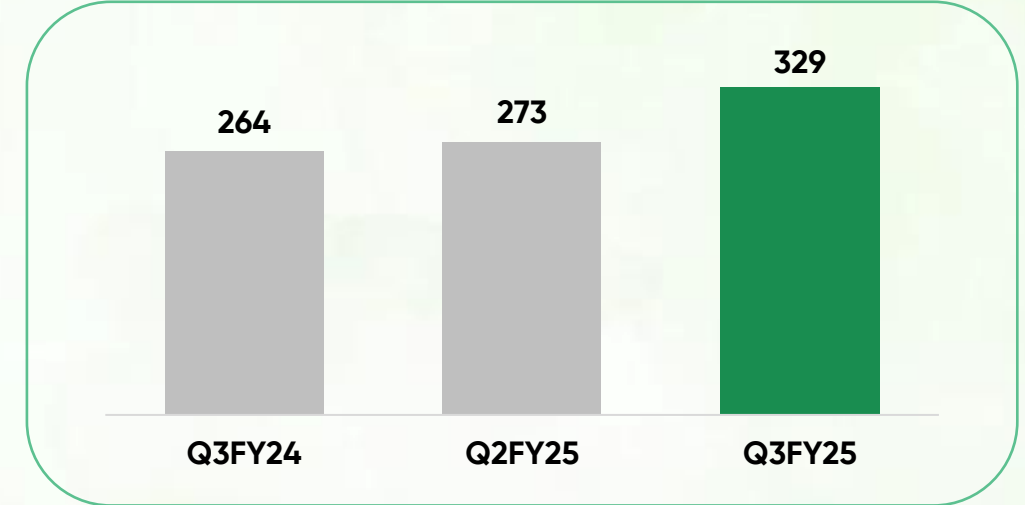
ECU grew by 8% YoY impacted by increasing level of negative Chlorine realisation

CHEMICALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Chemicals business revenue grew by 12% YoY led by volume growth and improved ECU realisation

Specialty Chemicals volume grew by 12% YoY, however lower realisation coupled with higher input costs impacted profitability

EBITDA higher by 25% YoY led by improved realisation of Caustic Soda and better profitability in Chlorine Derivatives segment



BUILDING MATERIALS BUSINESS





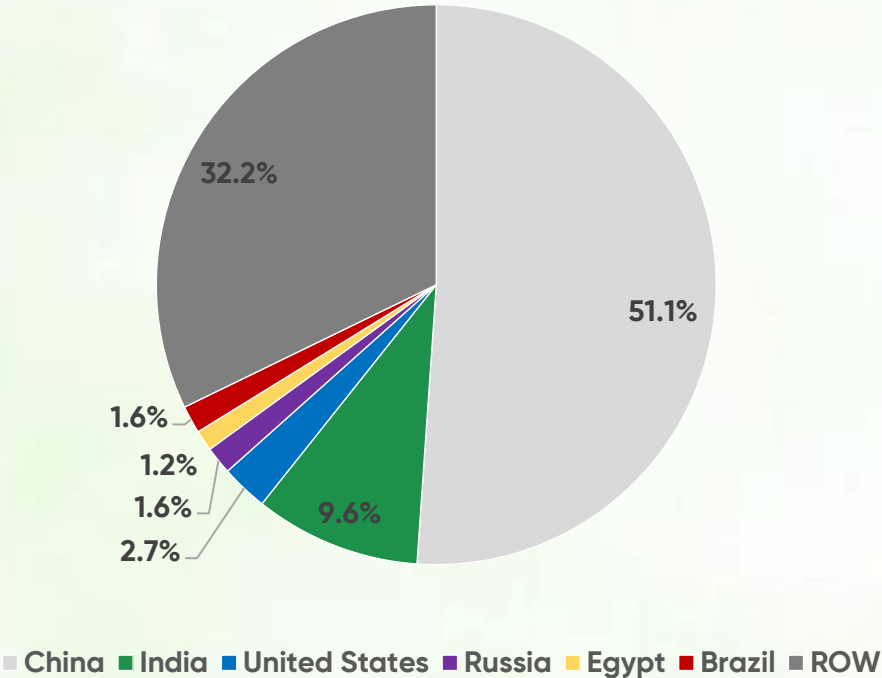
CEMENT BUSINESS

INDIA CEMENT INDUSTRY GROWTH DRIVERS

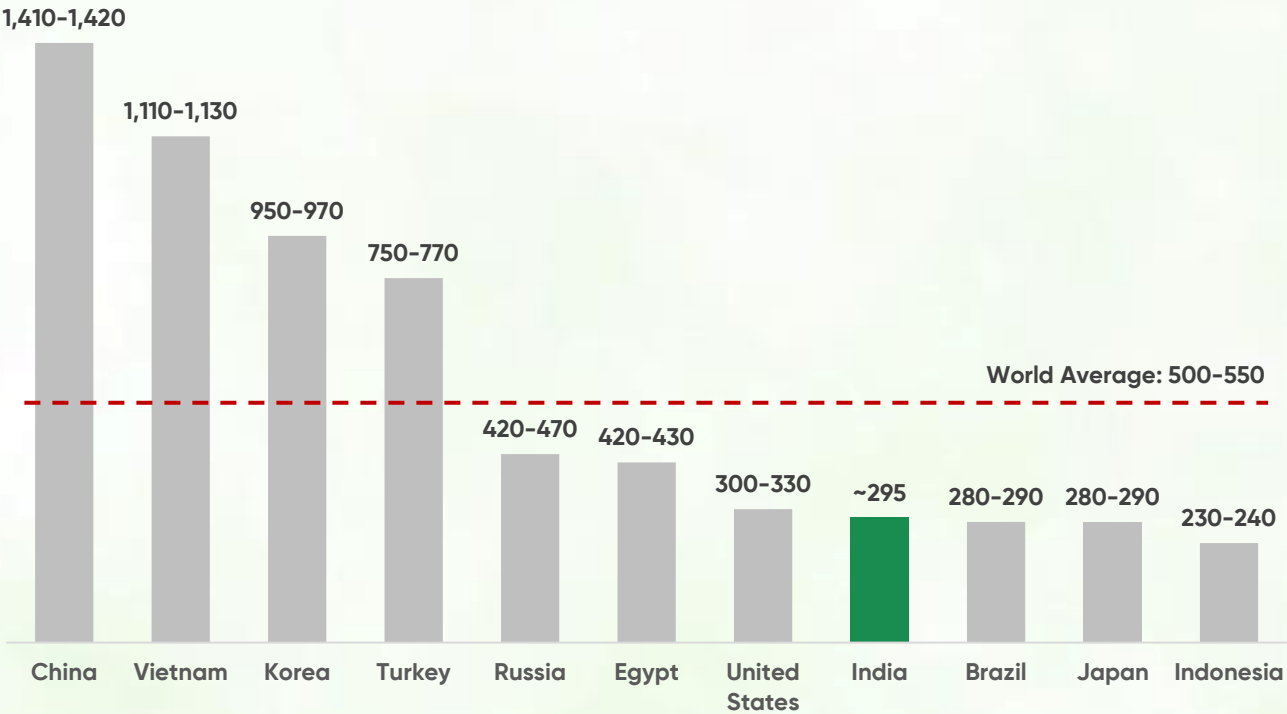
India is the second largest cement producer in the world,

but remains a highly underpenetrated market

Global Cement Production

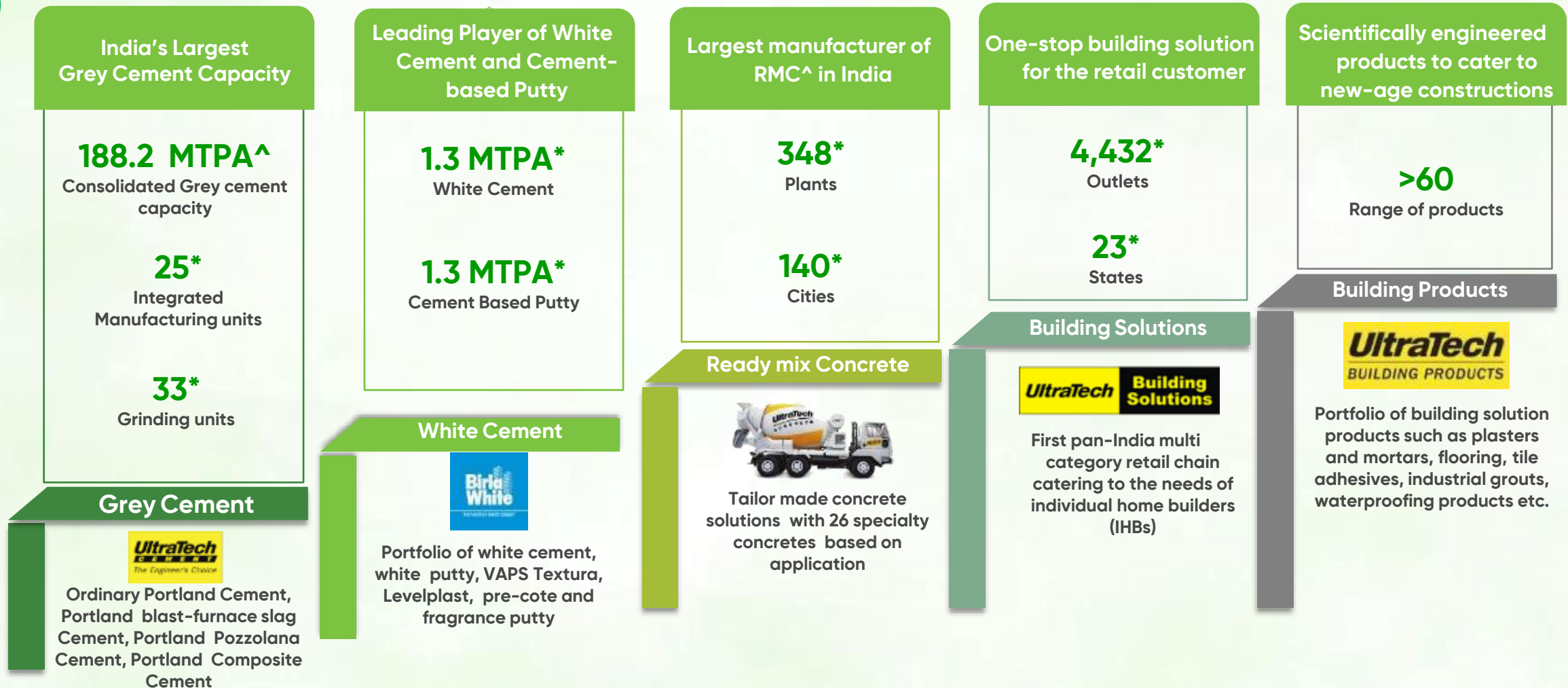


Per capita Consumption (kg/annum)



CEMENT : OUR STRENGTHS

ULTRATECH : INDIA'S LARGEST SELLING CEMENT BRAND



^ Total capacity by FY25 including Kesoram's Cement capacity of 10.75 MTPA, pending regulatory approval for transfer of mines ; *as on Dec 2024; ^RMC = Ready Mix Concrete.

CEMENT: PERFORMANCE UPDATE

During the year, Grey cement capacity expanded by 25 MT (incl. India cement capacity of 14.45 MTPA) till Dec'24. Total grey cement capacity (India and Overseas) to reach 188.2* MTPA by FY25

Domestic sales volume grew 10.5% YoY to 28.1 million tons in Q3FY25 as against ~5% growth in the industry. Domestic grey cement realisation declined 9.6% YoY and improved by 1.4% QoQ to ₹4,970/MT

Q3FY25 EBITDA de-grew by 8% YoY at ₹3,131 Cr. mainly impacted by lower realisations, though domestic operating EBITDA/MT stood at ₹964, higher by 32% QoQ

Green Power Mix improved to 33.4% (24.1% in Q3FY24) comprising of WHRS^ power of 19.9% and RE Power of 13.5%



DECORATIVE PAINTS BUSINESS

DECORATIVE PAINTS : GROWTH DRIVERS

DECORATIVE PAINTS MARKET OPPORTUNITY

Decorative Paints market is estimated to grow at CAGR of >10% over the next decade

INDUSTRY SIZE

₹ ~76,000 Cr.
(FY25e)

UNORGANISED MARKET

~25%

PER-CAPITA CONSUMPTION

3.5 kg
(vs. Global average of 10 kg)

Urbanisation

Housing
Demand

Changing
Aspirations

Premiumisation



2nd Largest Player* Indian Decorative Paints Industry



MANUFACTURING
PROWESS



WIDE & SUPERIOR
PRODUCT RANGE



DISTRIBUTION
& REACH

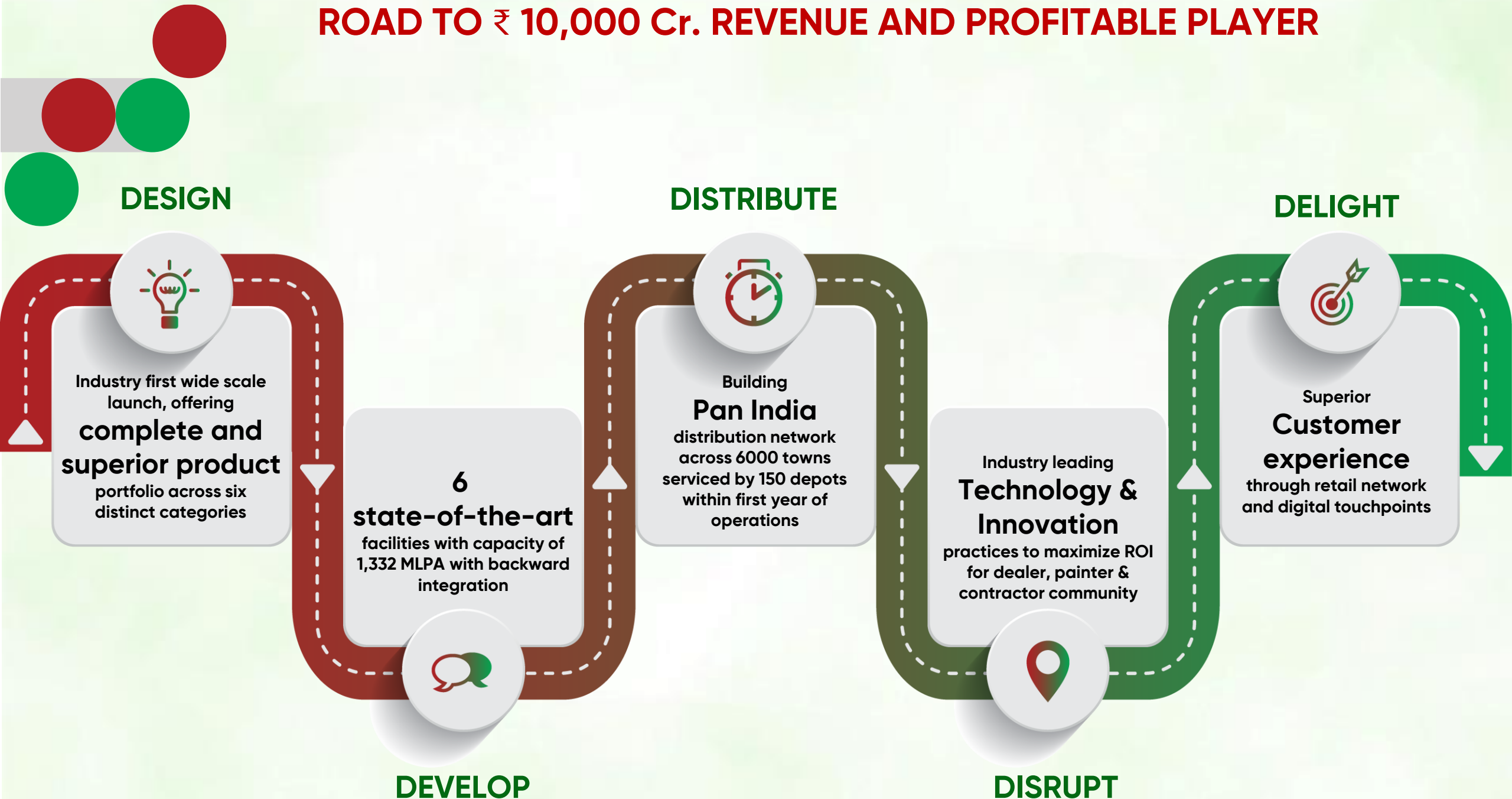


MARKET
DIFFERENTIATORS



CUSTOMER
DELIGHT

ROAD TO ₹ 10,000 Cr. REVENUE AND PROFITABLE PLAYER



BIRLA OPUS : SET TO BECOME 2nd LARGEST PAINTS BRAND

Biggest Launch in the Indian Decorative Paints Market

MANUFACTURING PROWESS

6

Fully backward integrated plants with Pan India presence equipped with 4.0 manufacturing technology

1,332 MLPA

Greater than combined current capacity of existing 2nd, 3rd and 4th largest players

120

scientists at state-of-the-art R&D center

500 MLPA

Option of adding at lower capital cost

DISTRIBUTION & REACH

6,000

Towns within first year of operations

150

Depots planned with latest warehousing systems to service within four hours

3,00,000+

Painters and contractors' direct registration in just 6 months

4,600+

Talent across verticals and markets

WIDE & SUPERIOR PRODUCT RANGE

170+

Products with simplified Brand Architecture

1,200+

SKUs across water based, enamel, wood finishes, waterproofing and wallpapers

98%

of our products scored better vs. competition in the field validation exercise across 11 cities

2,300+ / 216

Tintable color choices / Iconic Indian Colours

MARKET DIFFERENTIATORS

40%

Reduced footprint of tinting machine, smallest, digitally connected machine in the market

11/300

Major cities with Company operated Paint Studios / Towns with franchisee operated Paint Galleries

1

year additional product warranty on most products

Digital

And seamless customer experience at the core of our strategy



NEW GROWTH BUSINESS



PERFORMANCE UPDATE

Total capex spent
stood at ~₹9,015 Cr. as
on 31st December
2024, ~90% of total
project cost

Commercial production
started at Chamarajanagar
(Nov-24), out of total six plants
four already operational with
capacity of 866 MLPA

131 depots are operational
across India, 2nd biggest
depot network in the
industry, supporting quick
serviceability to dealers

Successful Advertisement
campaigns "Naye Zamane
Ka Naya Paint" and
"Duniya ko Rang do" with
an extensive outreach to
more than 70 Cr. Indians

170+ products with over 1000+
SKUs are already placed in the
distribution channel. Product
quality is garnering excellent
feedback from customers, dealers,
contractors & painters





**BIRLA
PIVOT**

B2B E-COMMERCE BUSINESS

B2B E-COMMERCE FOR CONSTRUCTION MATERIALS

INDUSTRY OPPORTUNITY

Market
Opportunity

\$100 bn

Market Size of
Construction Materials
Industry

<2%

Digital
Penetration

>10%

3-YR CAGR across
building material
categories

MSME

enabling efficient
procurement and
wide reach

Demand
Drivers

VALUE PROPOSITION

COMPETITIVE PRICING

ASSURED QUALITY

GUARANTEED DELIVERY

FINANCING SOLUTIONS

SEAMLESS EXPERIENCE

**BIRLA
PIVOT**

One-stop Digital solution

40,000+
SKUs

300+
Brands

PRODUCT CATEGORIES

CEMENT & ALLIED

SANITARYWARE

PIPES & FITTINGS

STEEL & ALLIED

TILES & SURFACES

PLY & LAMINATES

METALS

CHEMICALS & POLYMERS

KITCHEN ACCESSORIES

BITUMEN

BRICKS & BLOCKS

BIRLA PIVOT: STRATEGY FOR SCALE UP

ASPIRATION OF \$1 BILLION REVENUE IN THREE YEARS

BUILD SUPPLY

Deep expertise
and partnerships,
leveraging the
existing ecosystem
for growth

FRONTLINE SALES

Focus on good
customer experience
and building strong
relationships

PRIVATE LABELS

Scale up "Birla Pivot"
brand across multiple
product categories
and all channels

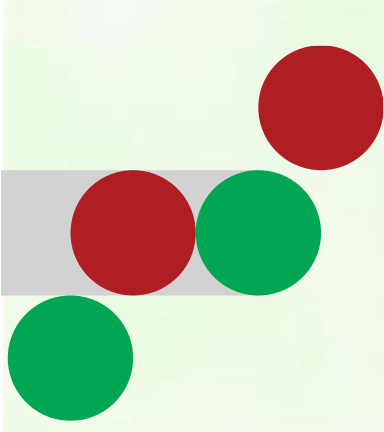
FINANCIAL CREDIT

Scale up Financial
Credit program
across Retail and
project-based
buyers

UNASSISTED JOURNEYS

Increase ease of
access and digital
adoption

BIRLA PIVOT : PERFORMANCE UPDATE



Healthy revenue scale up across categories, geographies and new customers

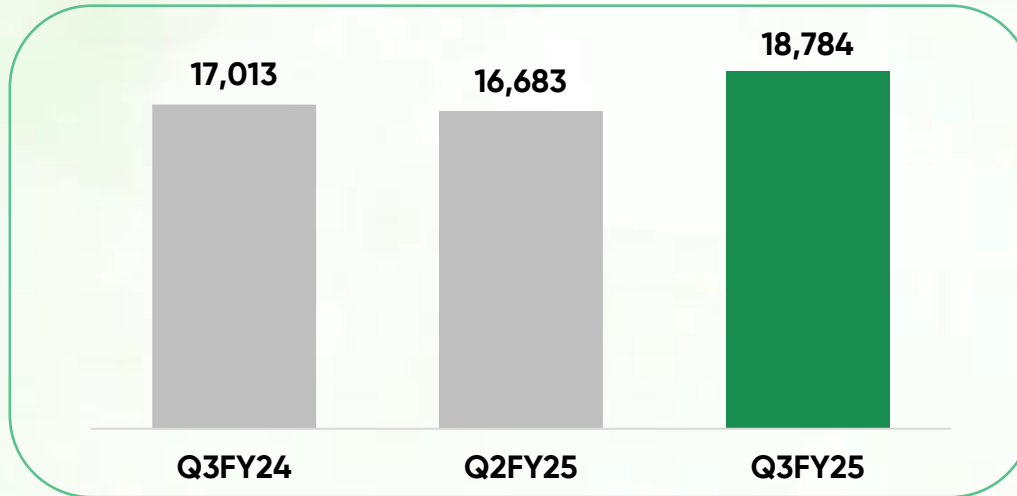
Launched customised self-serve tools driving digital adoption across B2B ecosystem enhancing the user experience

Launched 'Birla Pivot Bathware' expanding private label portfolio beyond Tiles and Plywood

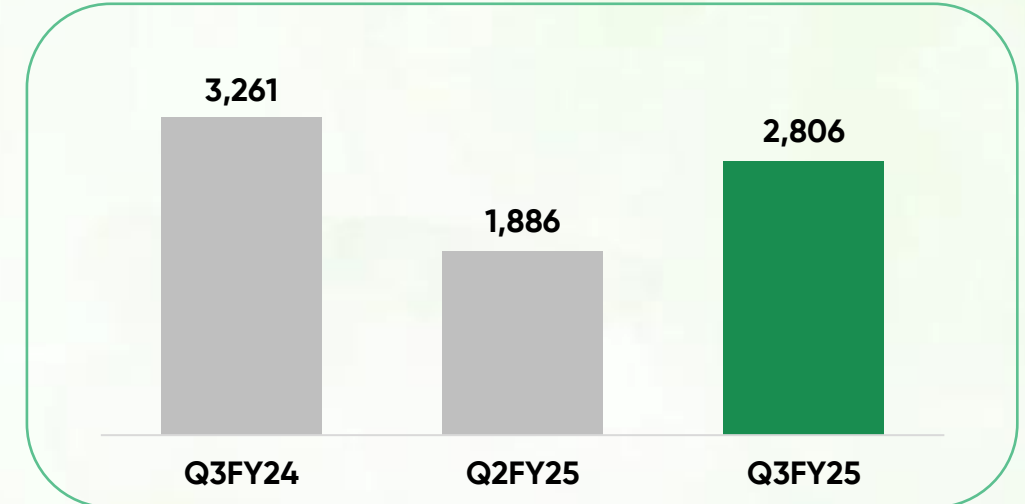
Continuous upgradation of the Logistics platform for enabling a B2C like fulfilment experience through Real time track & trace and delivery modules

BUILDING MATERIALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue grew by 10% YoY to ₹18,784 Cr. led by growth in Cement and new growth businesses

Cement business revenue stood at ₹17,193 Cr., growth of 3% YoY led by volume growth

EBITDA impacted by lower realisation in Cement Business and initial investments for building a consumer facing 'Birla Opus'

FINANCIAL SERVICES BUSINESS



FINANCIAL SERVICES : OUR STRENGTHS

ADITYA BIRLA CAPITAL : DIVERSIFIED FINANCIAL SERVICES PLATFORM

NBFC

Housing

₹ 1,46,151 Cr.

Total Lending Portfolio¹

₹ 77,011 Cr.

Retail SME & HNI Loans (64% of NBFC AUM)

6.00%

NBFC NIM⁵

Asset Management

₹ 5,03,377 Cr.

Total AUM²

₹ 3,83,911 Cr.

Total Mutual Fund AAUM⁴

₹ 31,646 Cr.

Passive AUM⁹

Life
Insurance

Health
Insurance

₹ 16,942 Cr.

9MFY25 Gross Premium³

4.5% / 8.8%

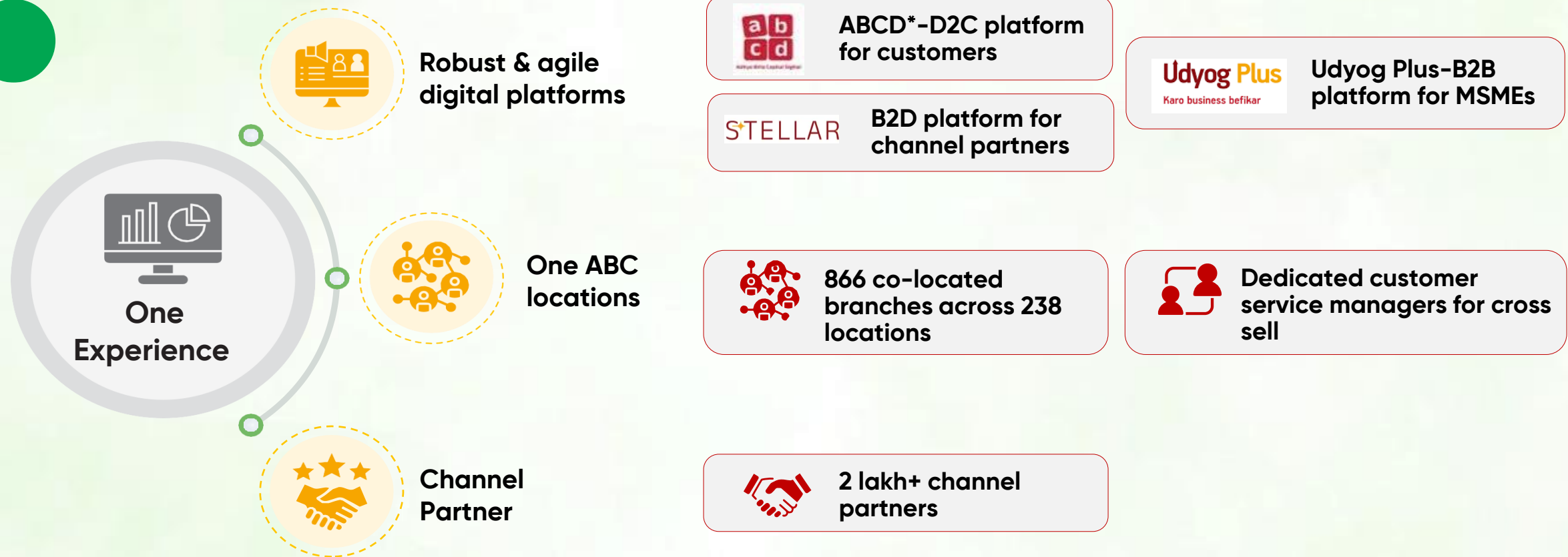
Market Share⁶
Individual FYP⁷ / Group FYP⁷

82%

Digital Renewal⁸ of
Total Renewal Premium

1. Lending book of Non-Banking Finance Company (NBFC) + Housing Finance Company (HFC); 2. Asset under management of AMC, Life and Health Insurance; 3. For Life and Health Insurance; 4. Average Asset Under Management; 5. Net Interest Margin (NIM) includes fee income; 6. For 9MFY25 Market share among private player, Source IRDAI; 7. First Year Premium (FYP); 8. Individual Renewal Premium; 9. Closing AUM for ETFs/FoFs/Index Funds.

ADITYA BIRLA CAPITAL : OMNI CHANNEL ARCHITECTURE



1,482 branches across businesses

...providing complete flexibility to customers to choose preferred channel of interaction

ABCD D2C PLATFORM : 4.1 Mn+ APP CUSTOMERS

ABCD APP & REFRESHED WEBSITE LAUNCHED IN APRIL 2024 FOR COMPLETE OMNICHANNEL² EXPERIENCE

Everything Finance As Simple As ABCD

4.1Mn+
App
customers³

2.0Mn+
VPAs³

24+
Product
categories

Payments
Bill payments
UPI payments & collections
RuPay on UPI
UPI International

Invest

Stocks

Mutual Funds

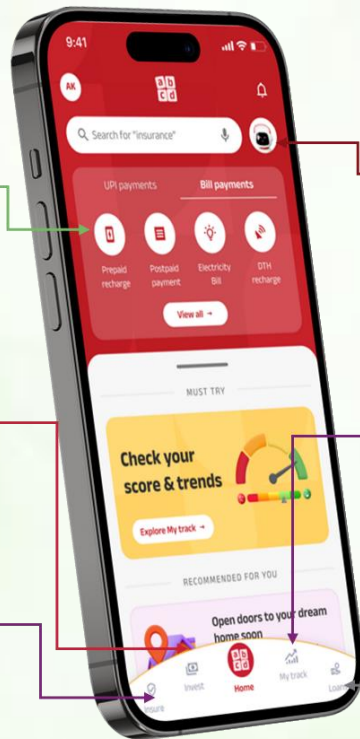
Gold

Deposits

Insure

Life Insurance

Health Insurance



Support

Omnichannel from Day1

Gen AI enabled chatbot

Intelligent Search

My Track¹

Credit Track

Portfolio Track

Health Track

Spend Track

Rewards

Loans

Home Loan

Personal Loan

Credit Cards

Business Loan

FY25 KEY FEATURE LAUNCHES

Pocket Insurance

Affordable coverage against everyday risks

DigiGold Gifting

Gift gold digitally to friends & family

Family Health Scan

Selfie-based health scan now extended up to 5 members

Travel Insurance

International travel insurance starting at ₹269 for 5 days

UPI Lite

PIN-less payments up to ₹500

Physical Gold Gifting

Convert DigiGold to physical gold for gifting to friends & family

App-Exclusive HI Product

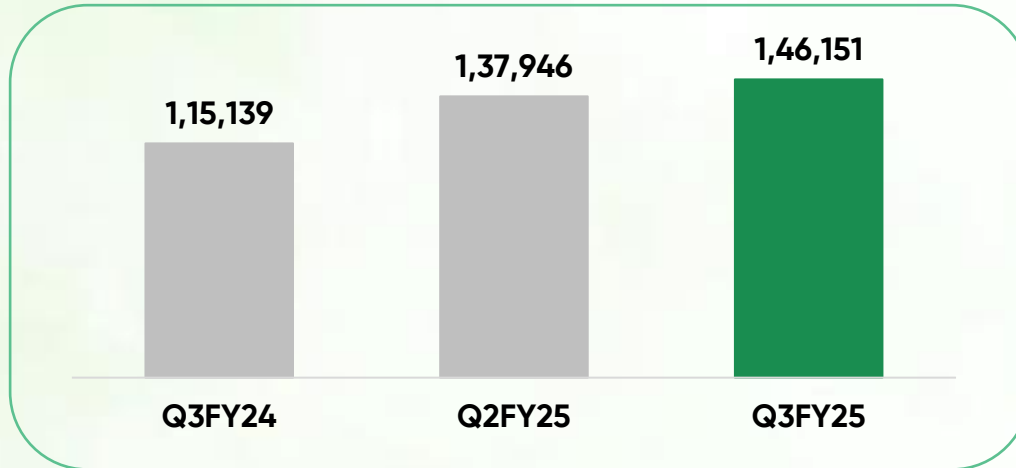
Activ One Max Economy – Health insurance product available exclusively on ABCD App

¹ – My Track: Value Added Services like Credit Score, Spend & Budget Analyzer, Financial Portfolio, Digital Health Assessment, Rewards & Loyalty and more.

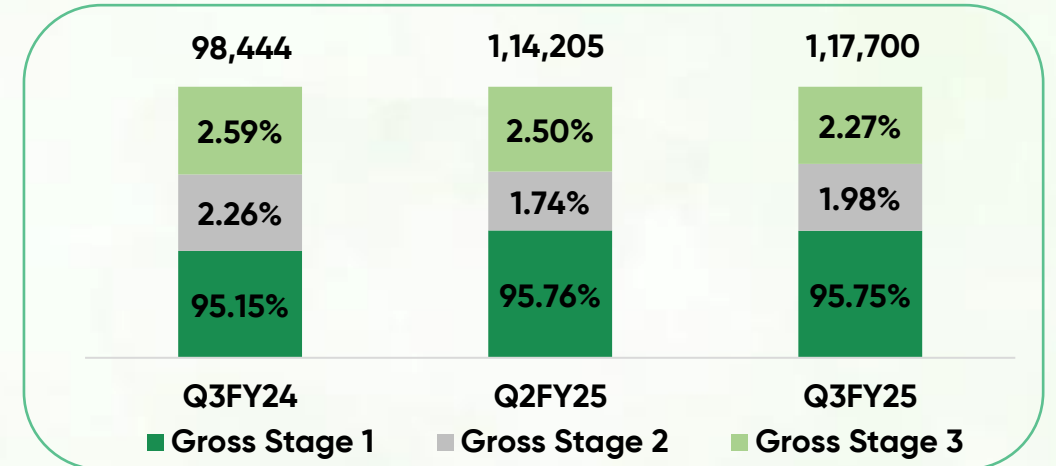
² – Branch and Virtual engagement channels already live; ³ – As on Jan 22, 2025;

ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE

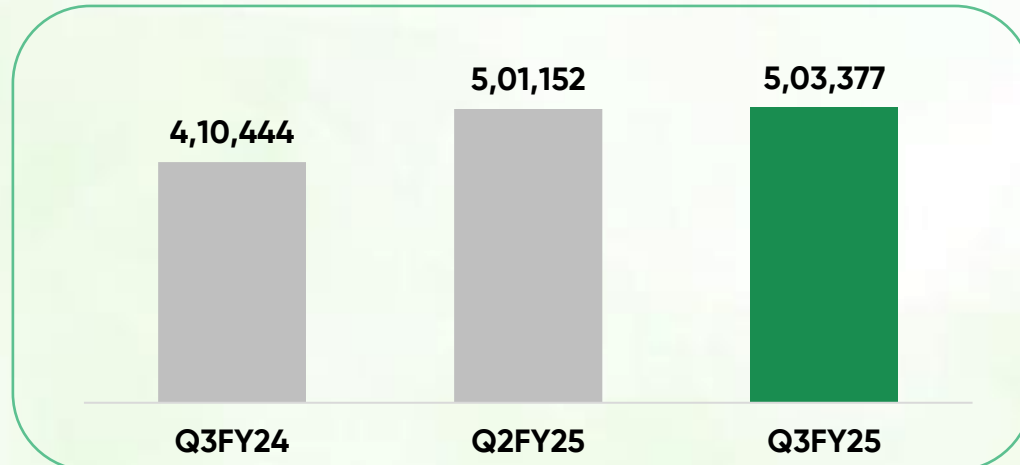
TOTAL LENDING BOOK* (₹ Cr.)



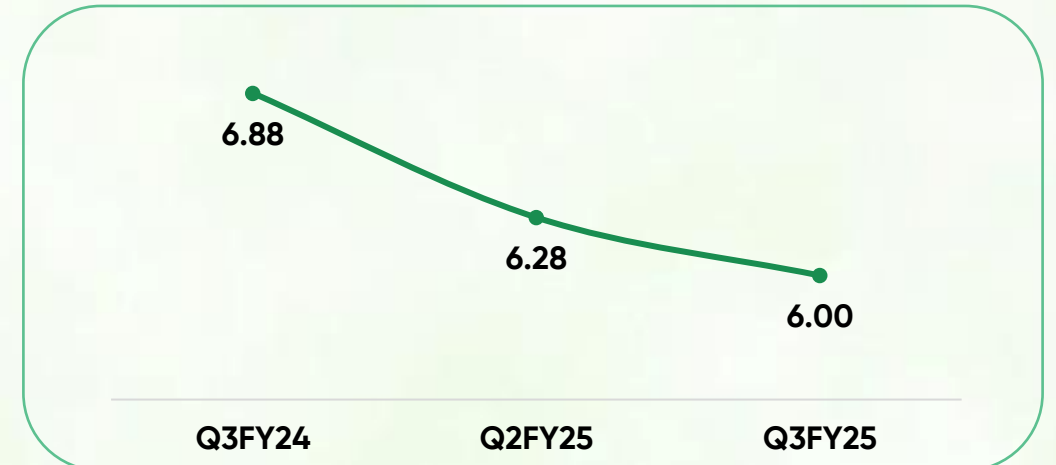
ASSET QUALITY TREND# (₹ Cr.)



TOTAL ASSET UNDER MANAGEMENT^ (₹ Cr.)

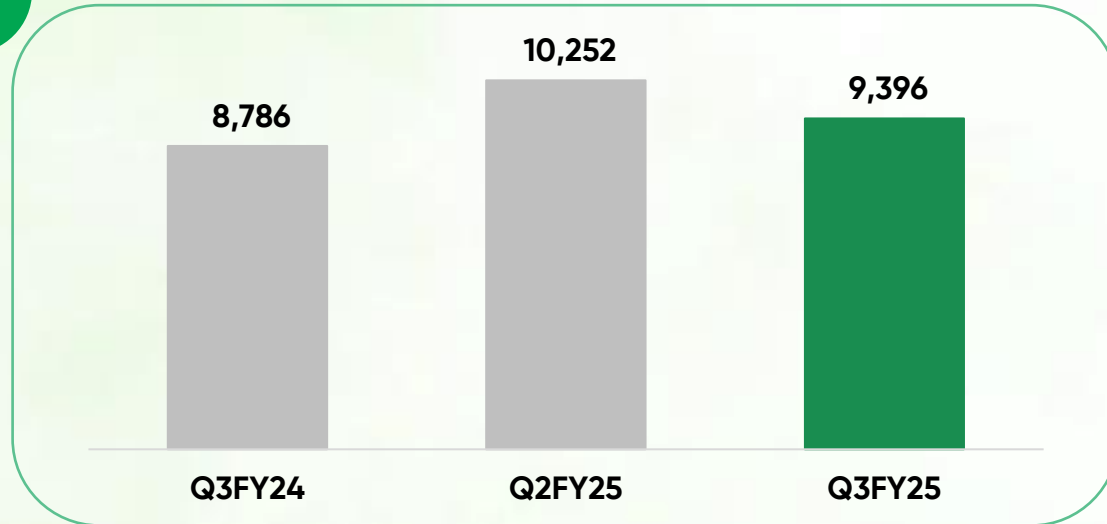


ADITYA BIRLA FINANCE LIMITED - NIM (%)


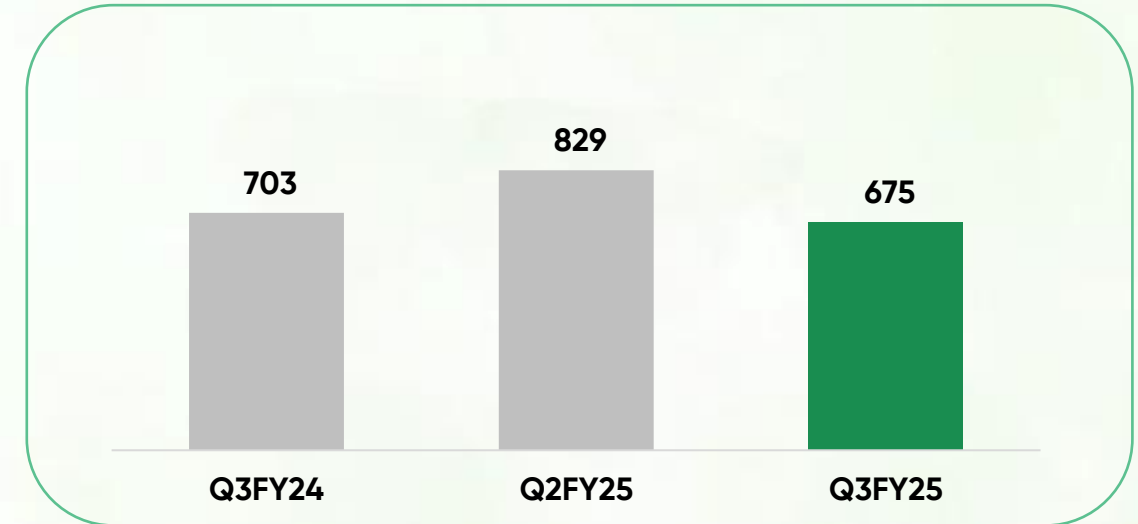


ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE


REVENUE# (₹ Cr.)



PAT^ (₹ Cr.)



Consolidated Revenue stood at ₹9,396 Cr. up 7% YoY, All segments reported robust growth: NBFC up by 12% YoY, Housing Finance grew by 45% YoY and Health Insurance grew 38% YoY



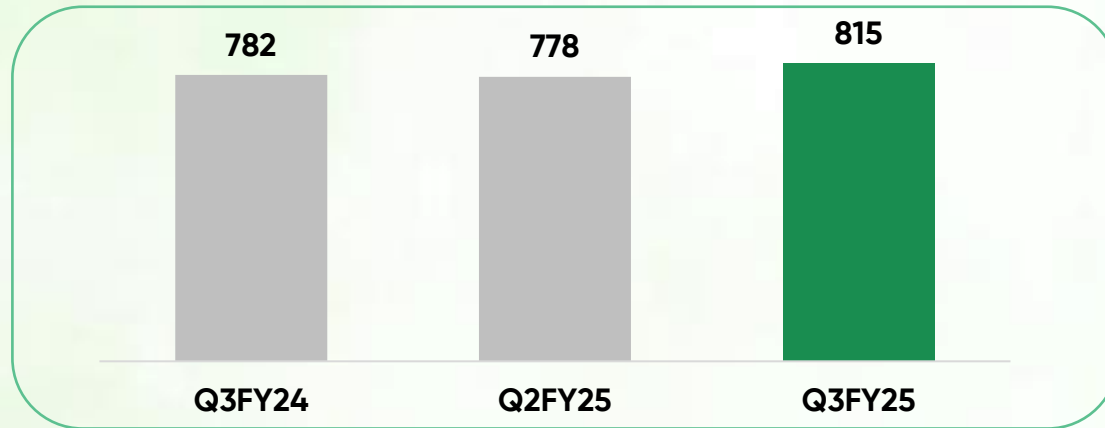
PAT^ for the quarter as consolidated stood at ₹675 Cr., recording de-growth of 4% YoY

OTHERS

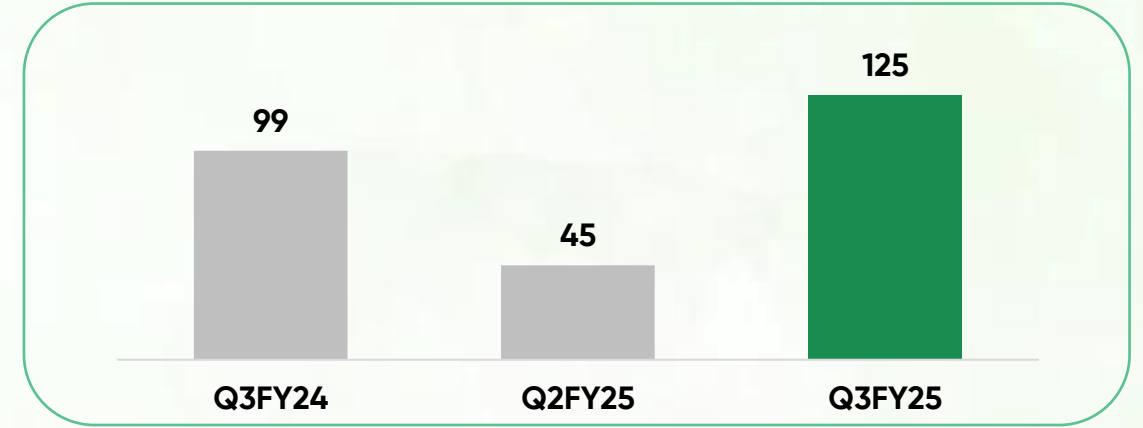


OTHER BUSINESSES* : FINANCIAL PERFORMANCE

REVENUE* (₹ Cr.)



EBITDA* (₹ Cr.)



TEXTILES

Revenue de-grew by 3% YoY to ₹558 Cr. with EBITDA of ₹6 Cr. mainly due to exceptionally high input prices in linen segment



INSULATORS

Transmission market poised for long term growth, driven by renewables and network upgradation



RENEWABLES

The cumulative installed capacity increased to 1.2 GW, of which 37% is with Group companies



APPENDIX

CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr.)	Q3FY25	Q3FY24	% Change	Q2FY25	% Change
Revenue from Operations	34,793	31,965	9	33,563	4
Other Income	369	256	44	395	-7
EBITDA*	4,668	5,150	-9	4,042	15
<i>EBITDA Margin (%)</i>	<i>13%</i>	<i>16%</i>		<i>12%</i>	
Finance Cost	699	433	61	581	20
Depreciation	1,532	1,244	23	1,496	2
Share in Profit of JVs & Associates	10	(1)	-	86	-
PBT	2,448	3,472	-29	2,051	19
Add/(Less): Tax Expense	(604)	(868)	-30	(867)	-30
Add/(Less): Exceptional items	-	-		(83)	-
PAT attributable to Minority Shareholders	945	1,089	-13	710	33
Reported PAT (Owners' share)	899	1,514	-41	390	131
Adjusted PAT^	899	1,514	-41	473	90

*EBDITA excluding interest related to financial services business.

^PAT adjusted for exceptional items for like-to-like comparison equivalent to Grasim's holding.

STANDALONE INCOME STATEMENT

Particulars (₹ Cr.)	Q3FY25	Q3FY24	% Change	Q2FY25	% Change
Revenue from Operations	8,120	6,400	27	7,623	7
Other Income	102	120	-16	1,294	
EBITDA	372	643	-42	1,619	
<i>EBITDA Margin (%)</i>	<i>5%</i>	<i>10%</i>		<i>18%</i>	
Finance Cost	181	107	69	161	12
Depreciation	421	296	42	406	4
PBT	(230)	239		1,052	-
Add/(Less): Tax Expense	62	(3)	-	(281)	-
Add/(Less): Exceptional items	-	-		(50)	
Reported PAT	(169)	236		721	-
Adjusted PAT^	(169)	236		771	-

[^]PAT adjusted for exceptional items and one-off items in the respective periods for like-to-like comparison.

STANDALONE CAPEX PLAN

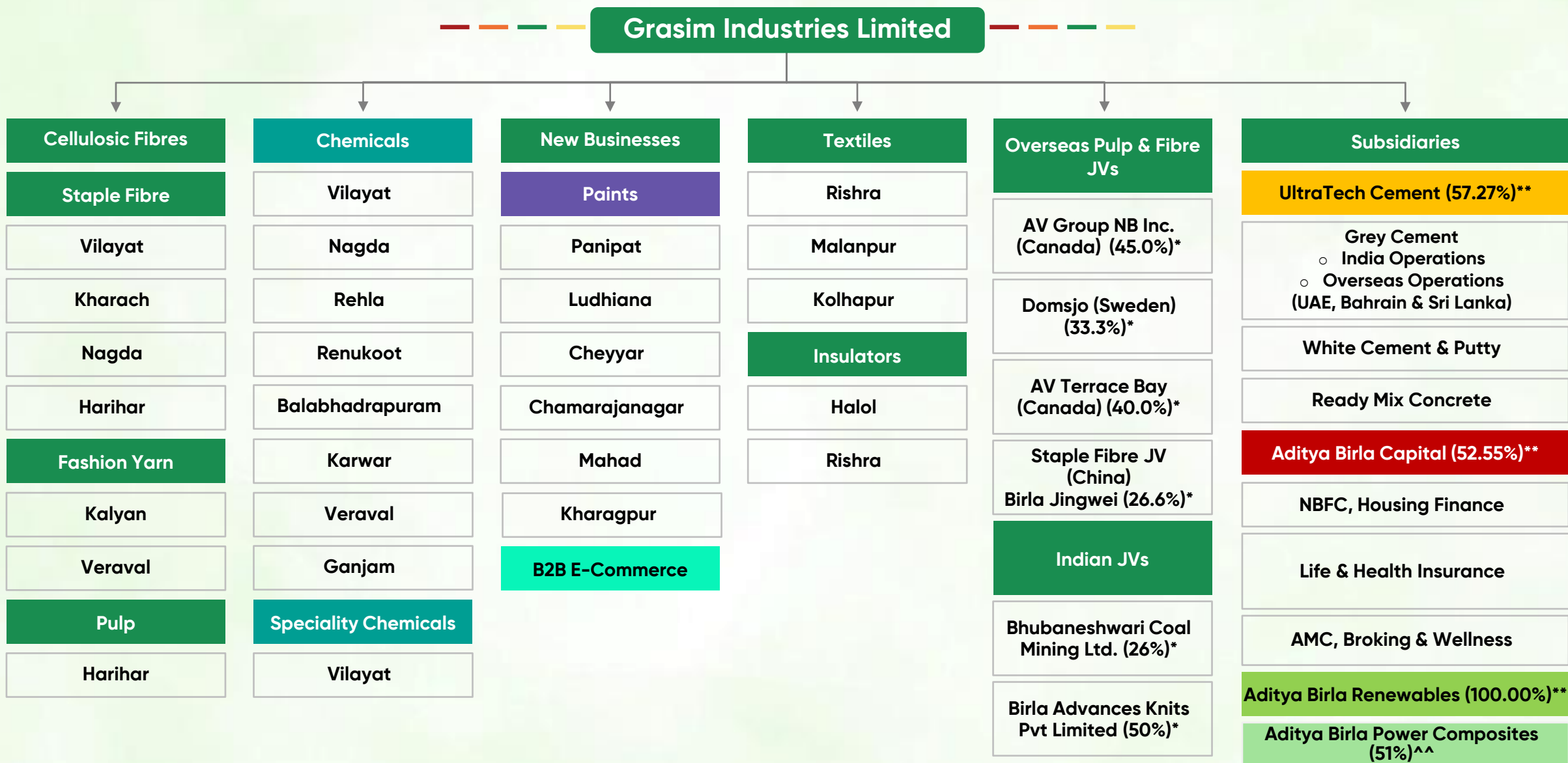
Particulars (₹ Cr.)	Planned Capex FY25	Capex Spent 9MFY25
Cellulosic Fibres Business	826	319
<i>Capacity Expansion (including debottlenecking)</i>	218	50
<i>Modernisation and Maintenance Capex</i>	608	269
Chemicals Business (A+B+C)	800	462
<i>(A) Capacity Expansion - Chlor-Alkali & Chlorine Derivatives</i>	267	169
Caustic Soda: (1,359 KTPA --> 1,530 KTPA)	36	17
Chlorine Derivatives: (1,029 KTPA --> 1,168 KTPA)	231	152
<i>(B) Capacity Expansion - Speciality Chemicals</i>	36	20
Epoxy Polymers & Curing Agents: (123 KTPA --> 246 KTPA)		
<i>(C) Modernisation and Maintenance Capex</i>	497	273
New High Growth Businesses	2,997	1,966
<i>Birla Opus (Decorative Paints)^</i>	2,976	1,952
<i>Birla Pivot (B2B E-commerce)</i>	21	14
Other Businesses	68	38
<i>Textiles, Insulators & Others</i>		
Total	4,691	2,785

[^]Cumulative Capex for Paints business stood at ₹9,015 Cr. till 31st December 2024.

BALANCE SHEET

Standalone (₹ Cr.)		Consolidated (₹ Cr.)	
31st Dec'24	31st Mar'24	31st Dec'24	31st Mar'24
(Unaudited)	(Audited)	(Unaudited)	(Audited)
52,434	52,115	91,363	88,652
-	-	58,748	50,286
-	-	1,26,150	1,08,322
12,280	9,453	46,620	26,780
477	276	2,386	2,053
2,344	2,297	11,060	9,417
-	-	95,084	85,388
-	-	8	-
10,439	9,997	41,745	41,641
77,974	74,138	4,73,164	4,12,539
31st Dec'24	31st Mar'24	31st Dec'24	31st Mar'24
20,783	16,193	1,01,635	77,821
4,542	7,579	21,573	21,675
1,097	910	2,846	2,519
3	3	20,670	20,154
2,636	2,636	-	-
18,847	18,847	-	-
920	898	-	-
-	-	8,663	8,423
638	672	1,105	2,060
4,003	3,472	14,299	11,344
2,634	4,396	2,634	4,396
9,952	8,795	19,133	18,199
-	-	59,391	50,810
-	-	38,452	36,005
-	-	1,42,676	1,23,135
-	-	243	23
11,917	9,738	39,845	35,976
77,974	74,138	4,73,164	4,12,539
8,277	5,981	32,321	15,436

GRASIM GROUP STRUCTURE



Above is not intended to show the complete organizational structure and entities therein. It is intended to describe the key businesses of Grasim.
 *Equity Ownership; **Subsidiary companies; ^^consolidated on equity basis as Joint Venture.

THANK YOU

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