



Investor Presentation
September 2024

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 US\$ 113# billion**

Across **6** continents and **40** countries

Present across **20+** sectors

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

187,000+ employees of over 100 nationalities

300M+ Loyal customer base

#1



IN ALUMINIUM ROLLING

#1



RECYCLER OF ALUMINIUM

GLOBAL RANKING ACROSS KEY CATEGORIES

#2



IN CARBON
BLACK
(based on installed
production capacity)

#2



IN CELLULOSIC
STAPLE FIBRES

#3



IN CEMENT
EXCLUDING CHINA

ADITYA BIRLA



GRASIM

ADITYA BIRLA



FASHION & RETAIL

ADITYA BIRLA



HINDALCO

ADITYA BIRLA



UltraTech

ADITYA BIRLA



BIRLA CARBON

ADITYA BIRLA



NOVELIS

ADITYA BIRLA



CENTURY



ADITYA BIRLA
CAPITAL



Together
for Tomorrow™

OUR KEY GROUP COMPANIES

GRASIM'S LEADERSHIP ACROSS KEY COMPONENTS OF GROWING ECONOMY

INDIA'S AMRIT KAAL

- 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

KEY FACTORS

Infrastructure
& Housing
Demand



Cement Producer



RMC player



Producer of White
Cement based Putty

Increasing
Financialisation

Diversified Financial Services

Among Top 5 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

~2

GW RENEWABLE energy capacity by CY24

Growing Digital
Economy

B2B E-COMMERCE platform
enabling MSMEs Digital reach

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
~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
1x

7

Value Creation

~2x outperformance
in stock returns vs.
benchmark over
10Yr and 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

₹1,33,774 Cr.

TTM* EBITDA

₹20,615 Cr.

TTM* PAT[^]

₹5,256 Cr.

LEADERSHIP ACROSS DIVERSIFIED BUSINESSES

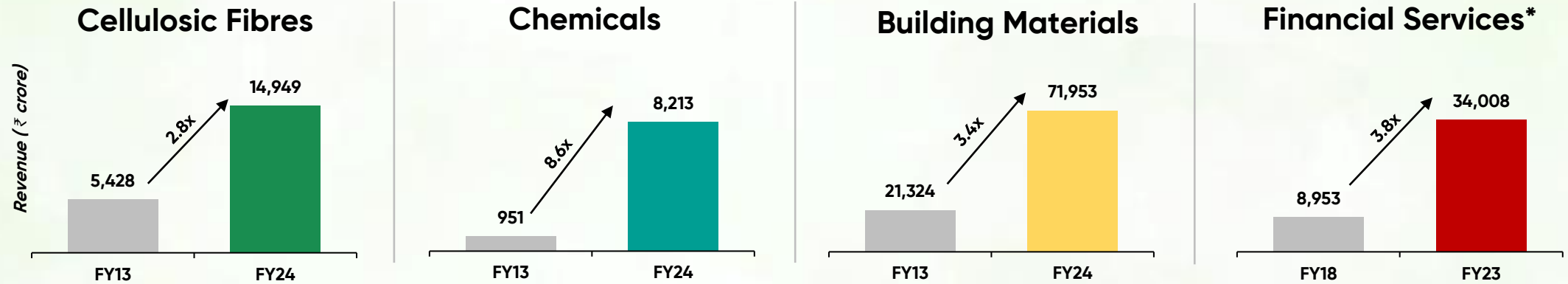


Building Materials Businesses

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

65

DJSI⁽⁴⁾
score

BBB

MSCI ESG
Ratings

B

CDP
Climate Change

27.6

ESG
Risk Rating

Water Stewardship

- Grasim has implemented ZLD ⁽⁵⁾ plants at Nagda, Renukoot, Ganjam, Rehla, Rishra, Halol and BB Puram 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

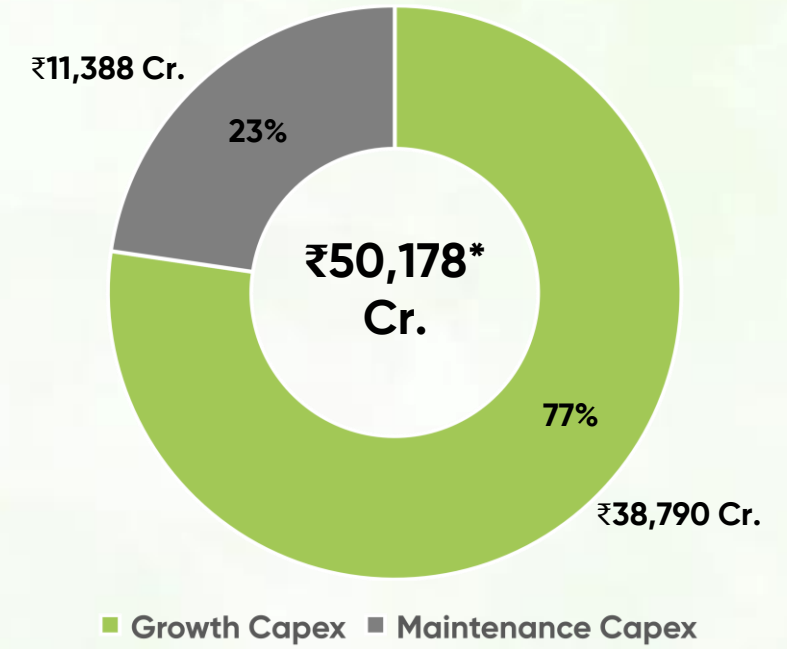
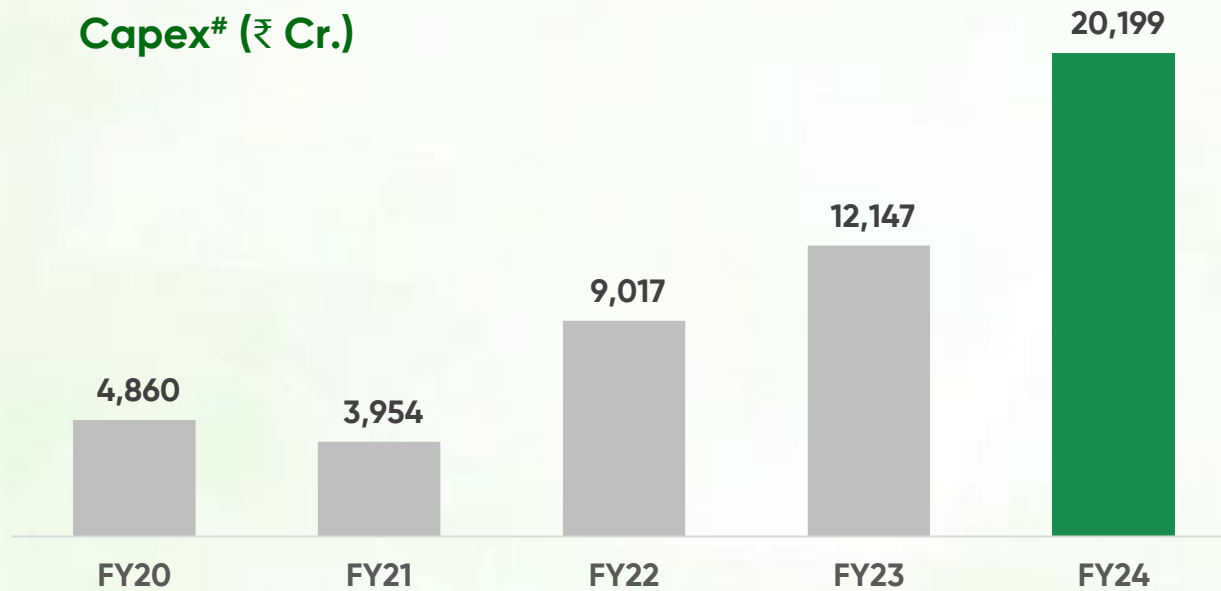
Reduction in Waste Generation

- 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

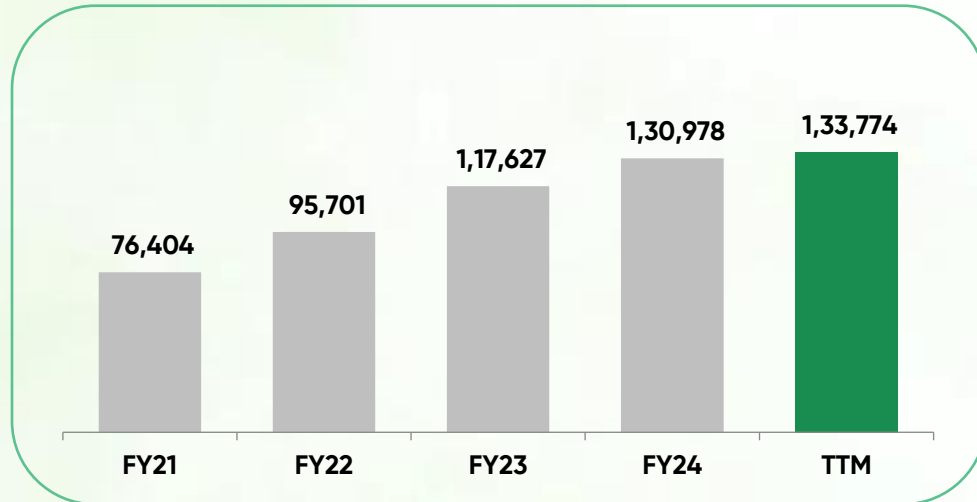
In-house R&D capability for original polymer chemistry & superior paint formulation

A hand is shown from the wrist up, pointing the 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 squares and a bar chart with several bars of varying heights. The overall color scheme is a gradient of purple and blue.

FINANCIAL HIGHLIGHTS

TRACK RECORD OF CONSISTENT GROWTH

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Robust performance of Cement and Financial Services business are main drivers of the growth

Cellulosic Fibres and Chemicals businesses performance remains stable, despite global volatility

CONSISTENT GROWTH LEADING TO STRONG FINANCIALS

CONSOLIDATED

Particulars	As on 31 st Mar 2023	As on 31 st Mar 2024	As on 30 th Jun 2024
Net worth (₹ Cr.)	78,742	88,652	93,317
Debt - Equity Ratio	0.82x	0.97x	1.00x
Debt* - Equity Ratio	0.15x	0.19x	0.21x
Net debt* (₹ Cr.)	6,978	15,436	19,028
Total debts to Total assets	0.30x	0.33x	0.33x



Already raised ₹2,000 Cr. in rights issue
and balance to be raised ₹2,000 Cr.

Consolidated Net debt* to EBITDA stood
at 1x as on 30th Jun'24



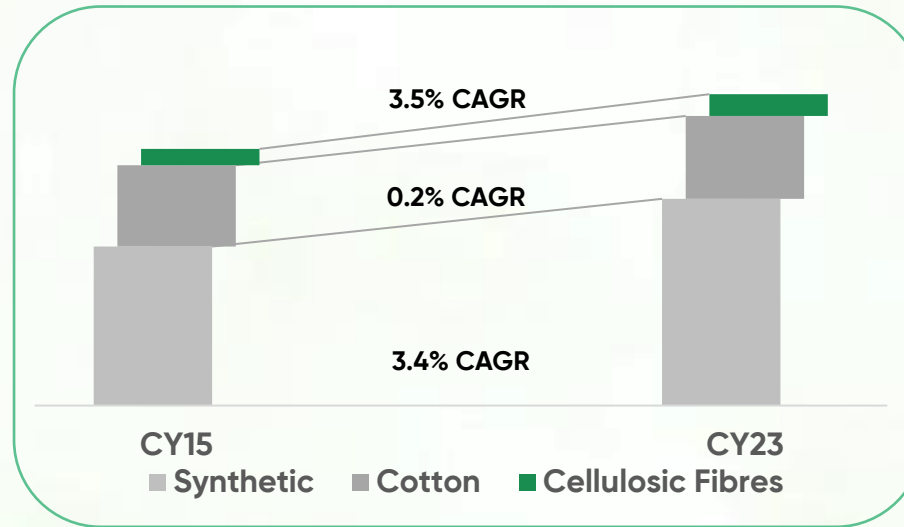


CELLULOSIC FIBRES BUSINESS

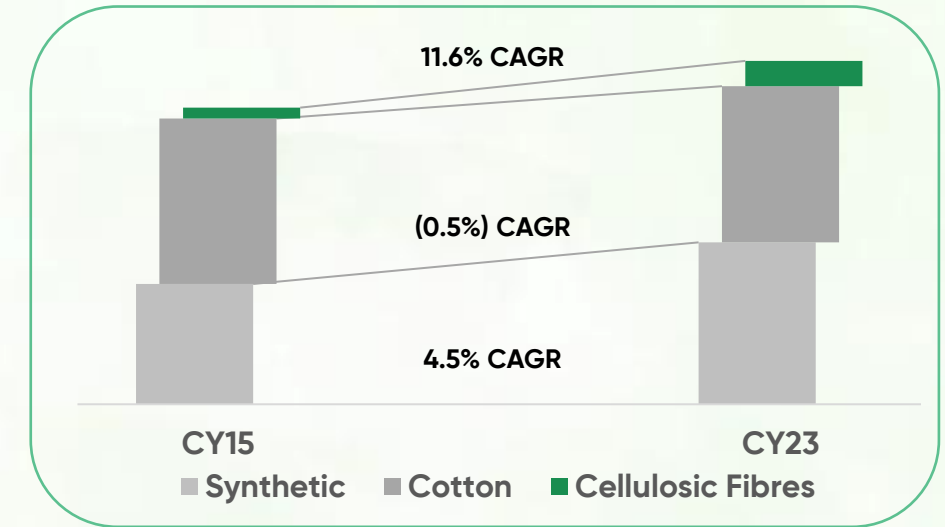
CELLULOSIC FIBRES : FASTEST GROWING FIBRE

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

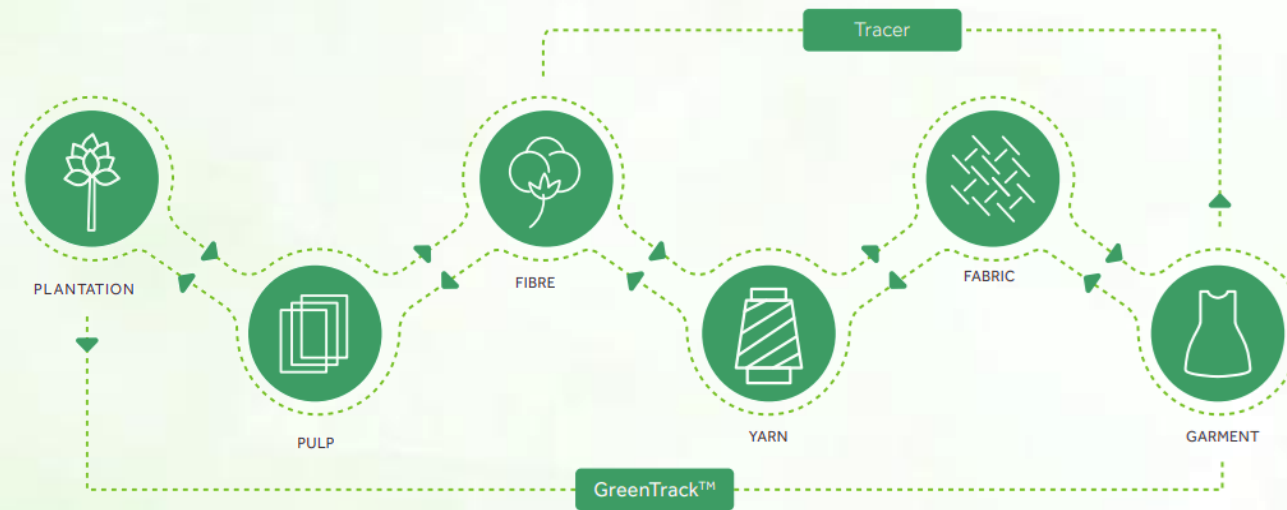
MOST SUSTAINABLE

fastest biodegradable
and environment
friendly

CELLULOSIC FIBRES : INNOVATION

Traceability: Forest to Fashion

Scan here
to know
more



CANOPY HOT BUTTON RANKING – HIGHEST RATING



2020



2021



2022



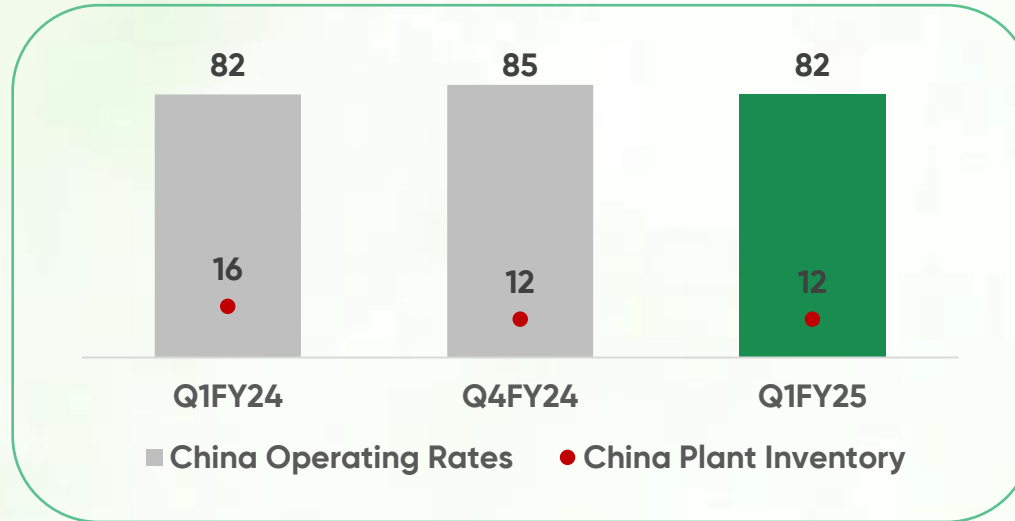
2023

Circular Fashion

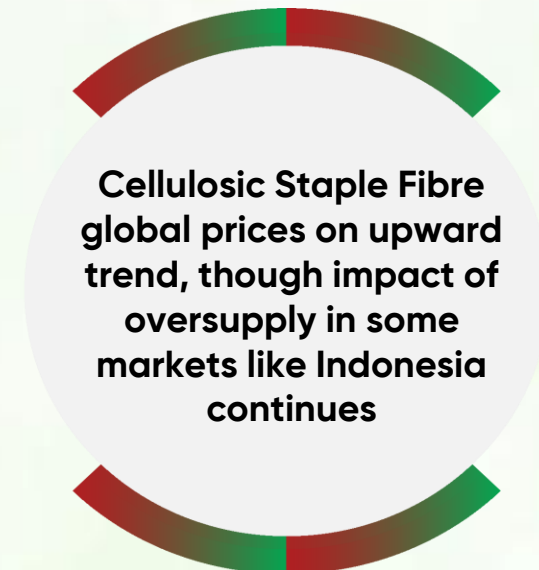
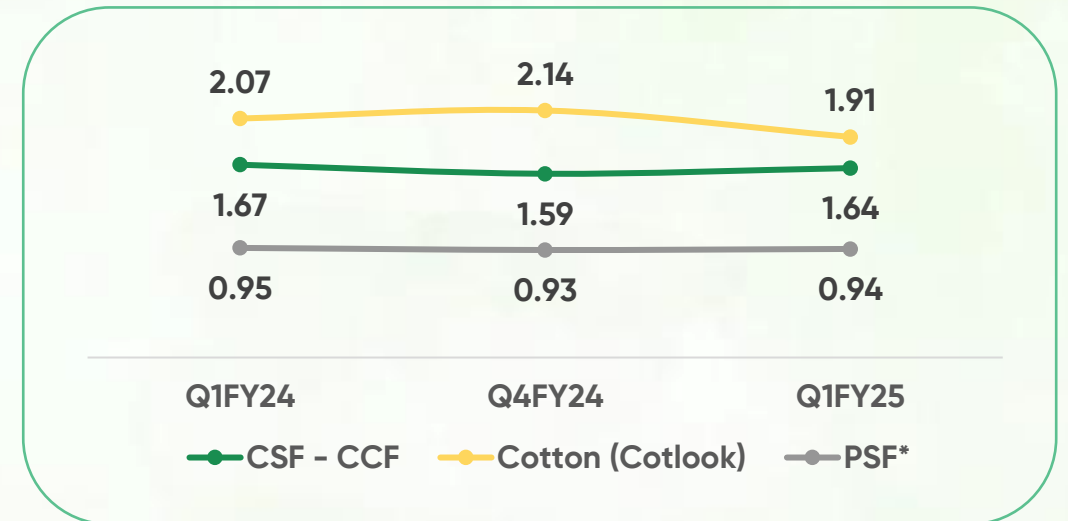


CELLULOSIC FIBRES : KEY MACRO TRENDS

CHINA OPERATING RATE AND INVENTORY DAYS

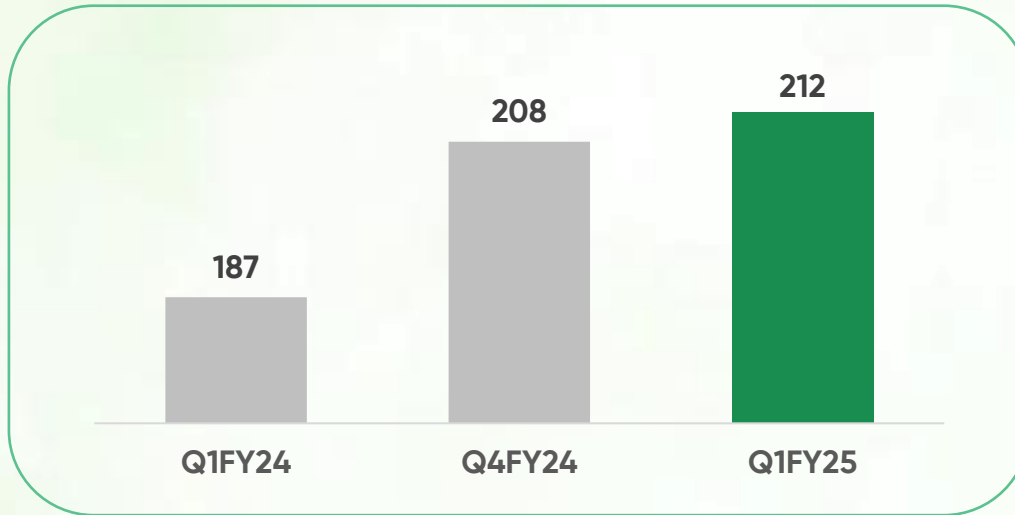


GLOBAL PRICES TREND (\$/KG)

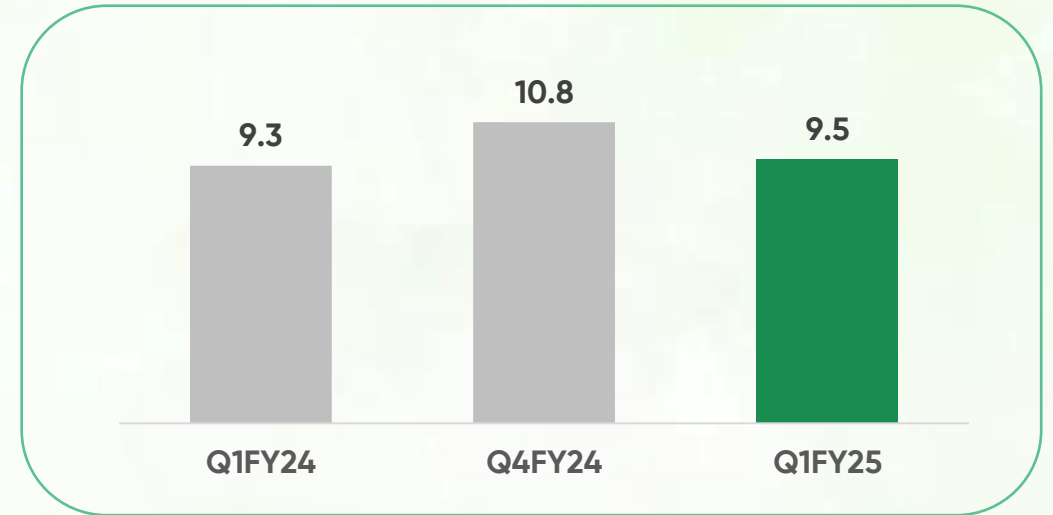


CELLULOSIC FIBRES : KEY OPERATIONAL METRICS

CELLULOSIC STAPLE FIBRE (CSF) SALES (KT)



CELLULOSIC FASHION YARN (CFY) SALES (KT)



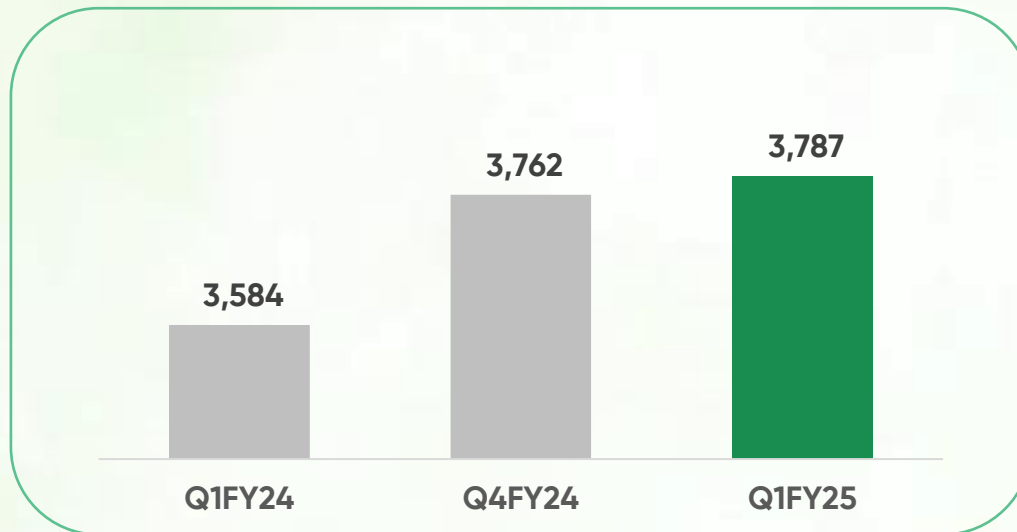
CSF sales volumes stood at its highest quarterly run-rate of 212 KT

CSF capacity utilisation >95% led by stable domestic demand

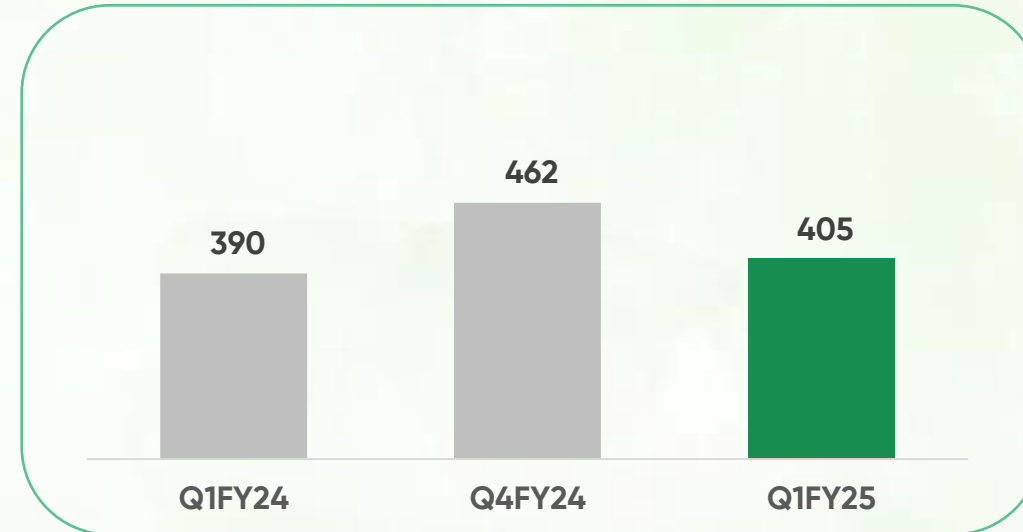
CFY business remains impacted by lower priced imports in an already weak demand market

CELLULOSIC FIBRES : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue supported by volume growth partially impacted by lower realisations on account of softening input prices

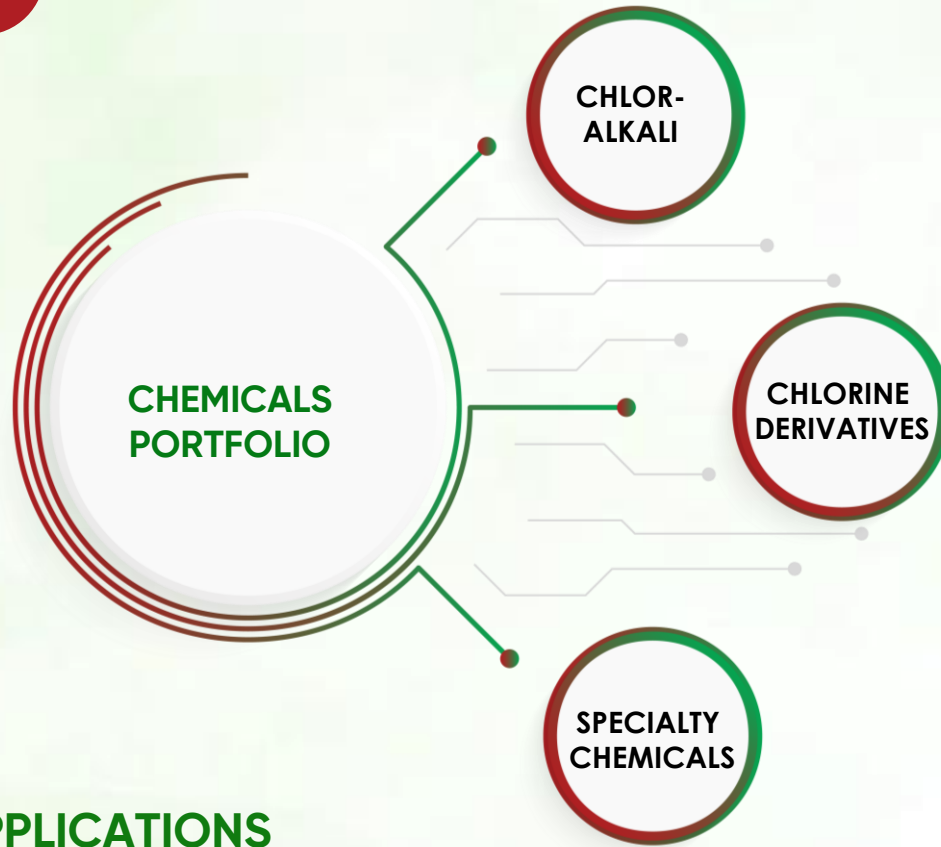
CSF EBITDA was higher by 16% YoY led by lower input (caustic and sulphur) costs and higher volumes

CFY margin were down YoY led by weak demand and low-priced exports by Chinese producers to Indian markets



CHEMICALS BUSINESS

DIVERSIFIED CHEMICALS PORTFOLIO

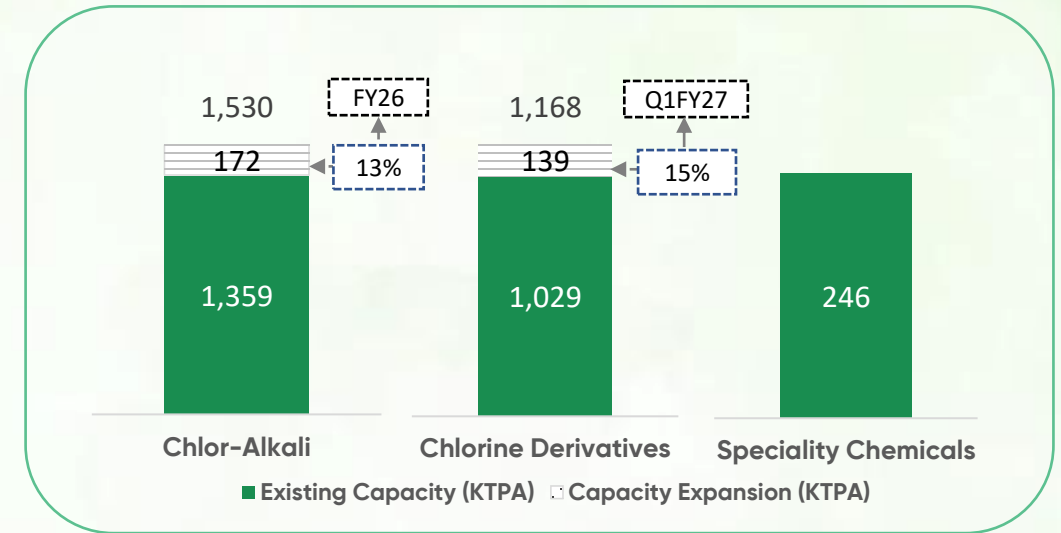


END-USE APPLICATIONS

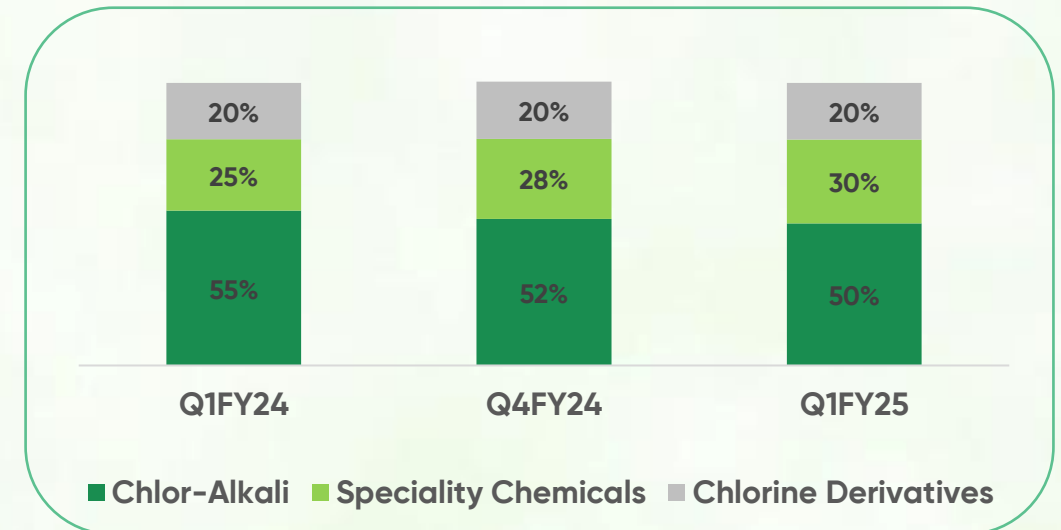
COATINGS TEXTILES COMPOSITE CONSTRUCTION
ALUMINUM PRODUCTION RENEWABLES WATER TREATMENT
PVC APPLICATIONS PHARMA & HEALTHCARE
PAPER MANUFACTURING SOAP AND DETERGENTS

& many more.....

CHEMICALS' CAPACITIES



REVENUE BREAK-UP (%)



CHEMICALS : FOCUS AREAS

Doubled Capacity of Epoxy polymers and curing agents to 246 KTPA, in December 2023

**SPECIALITY
CHEMICALS**

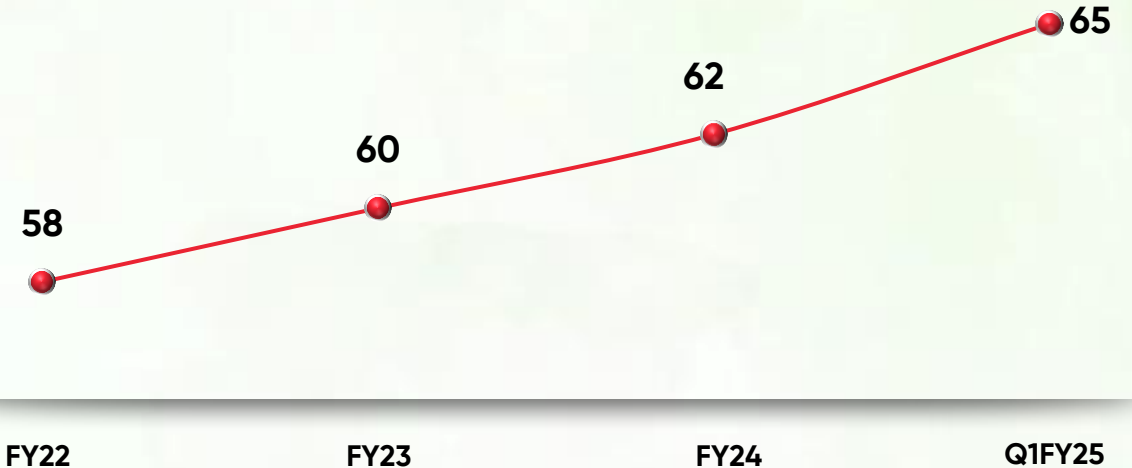
Epichlorohydrin (ECH) 50 KTPA plant construction at Vilayat progressing well, mechanical completion by Q4FY25

**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

**CHLORINE
INTEGRATION**

CHLORINE INTEGRATION LEVELS (%)



Leverage existing capacities of High Value Speciality Products

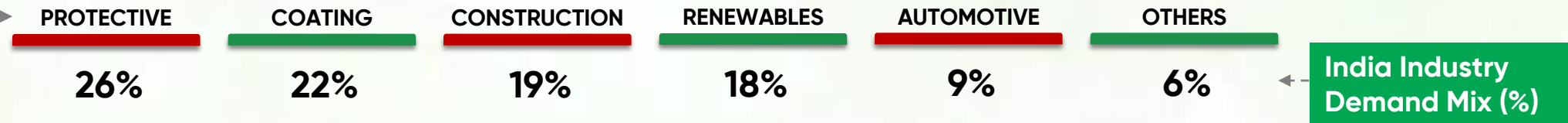
Partnerships for Continuous Chlorine Offtake

Develop downstream Chlorine Chemistries

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

SPECIALITY CHEMICALS : EPOXY POLYMERS AND CURING AGENTS

EPOXY GROWTH DRIVERS



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

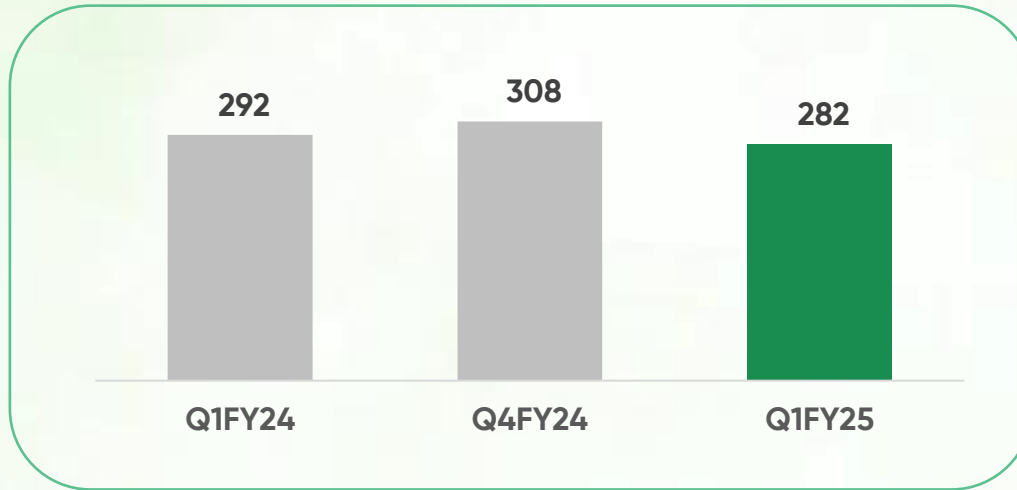
Doubled Capacity to
246 KTPA
Solidifying market
leadership

Capacity commenced in
Value Added
Epoxy products

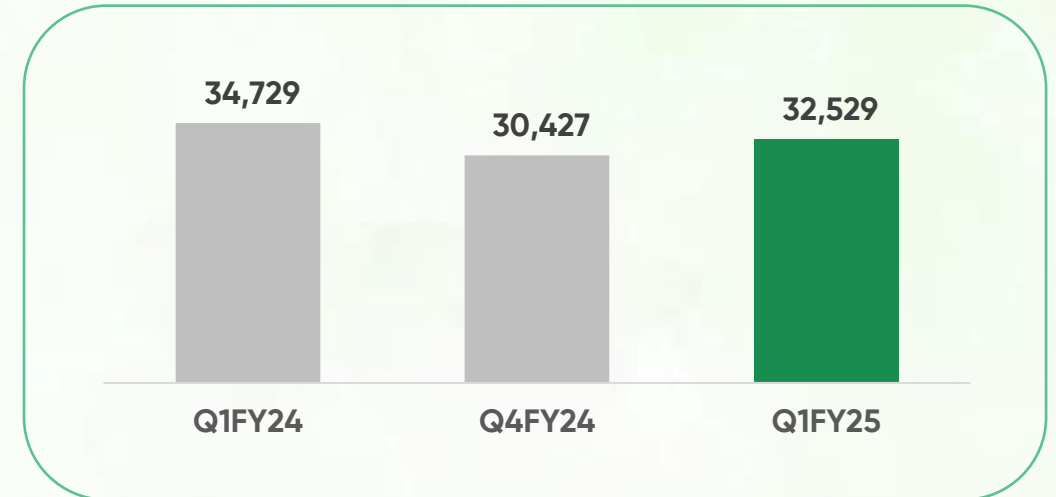
Expanded Product portfolio of
100+
Epoxy products

CHLOR-ALKALI : KEY OPERATIONAL METRICS

CAUSTIC SODA SALES (KT)



GRASIM – ECU (₹/TON)



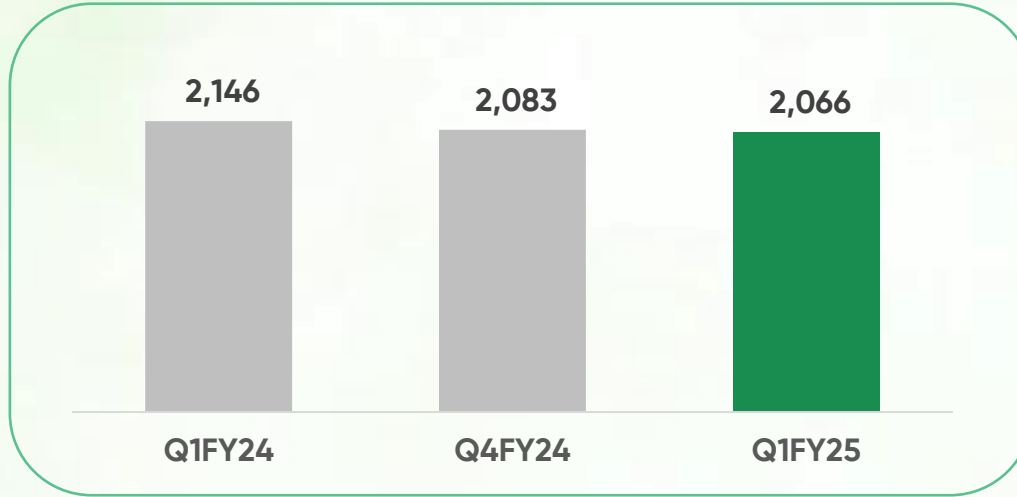
Caustic Soda sales volume stood lower on account of plant shutdown for the new capacity hook-up

International Caustic Soda (CFR-SEA) spot prices are higher by ~10% vs. FY24 average

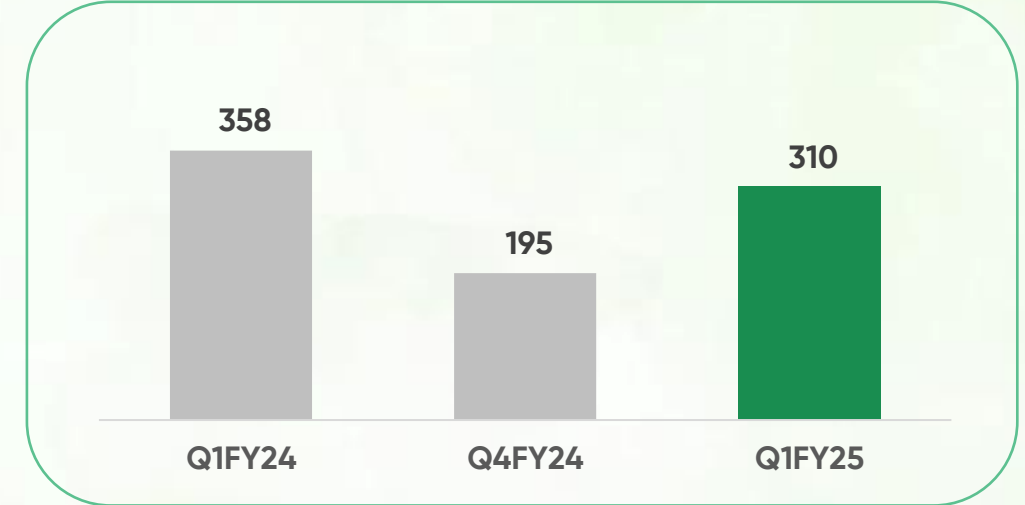
Improved caustic prices and demand recovery in Chlorine Derivatives led QoQ improvement in ECU realisations

CHEMICALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Domestic caustic prices remain lower due to recent capacity additions in the industry

Speciality Chemicals sales volumes and revenue contribution stood at highest levels

EBITDA improved QoQ driven by improvement in ECU and higher profitability Chlorine Derivates



BUILDING MATERIALS BUSINESS





UltraTech
CEMENT
The Engineer's Choice

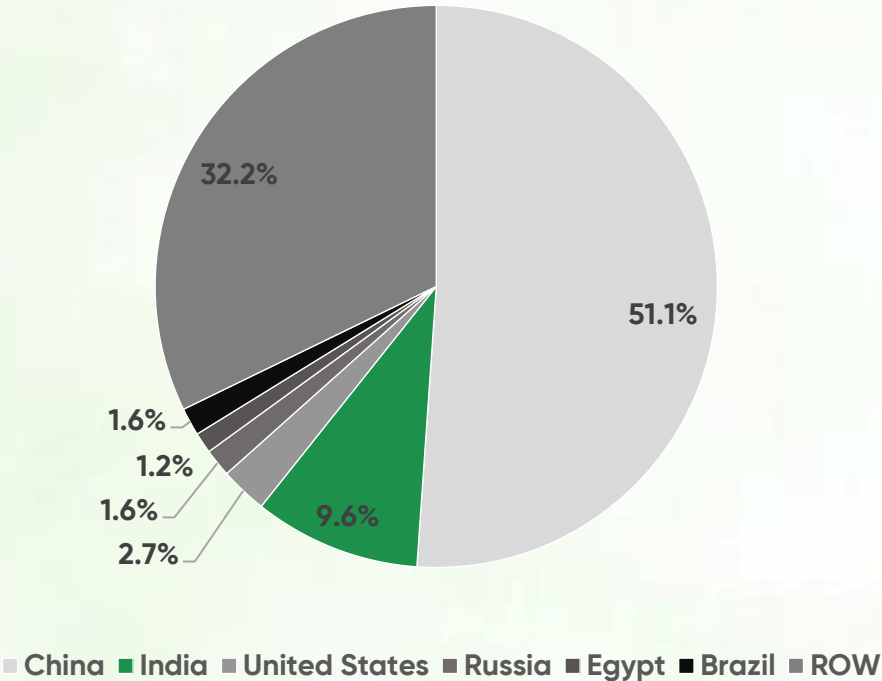
CEMENT BUSINESS

INDIA CEMENT INDUSTRY GROWTH DRIVERS

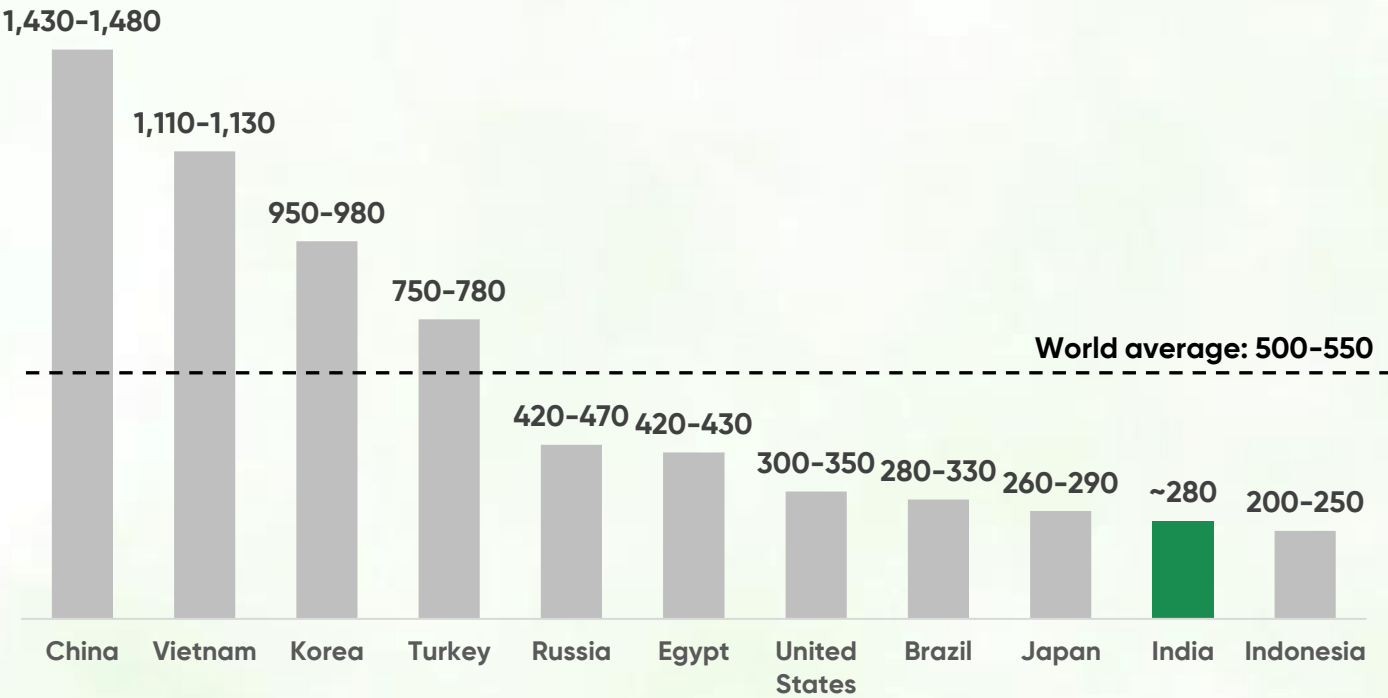
India is the second largest cement producer in the world,

but remains a highly underpenetrated market

Global Cement Production

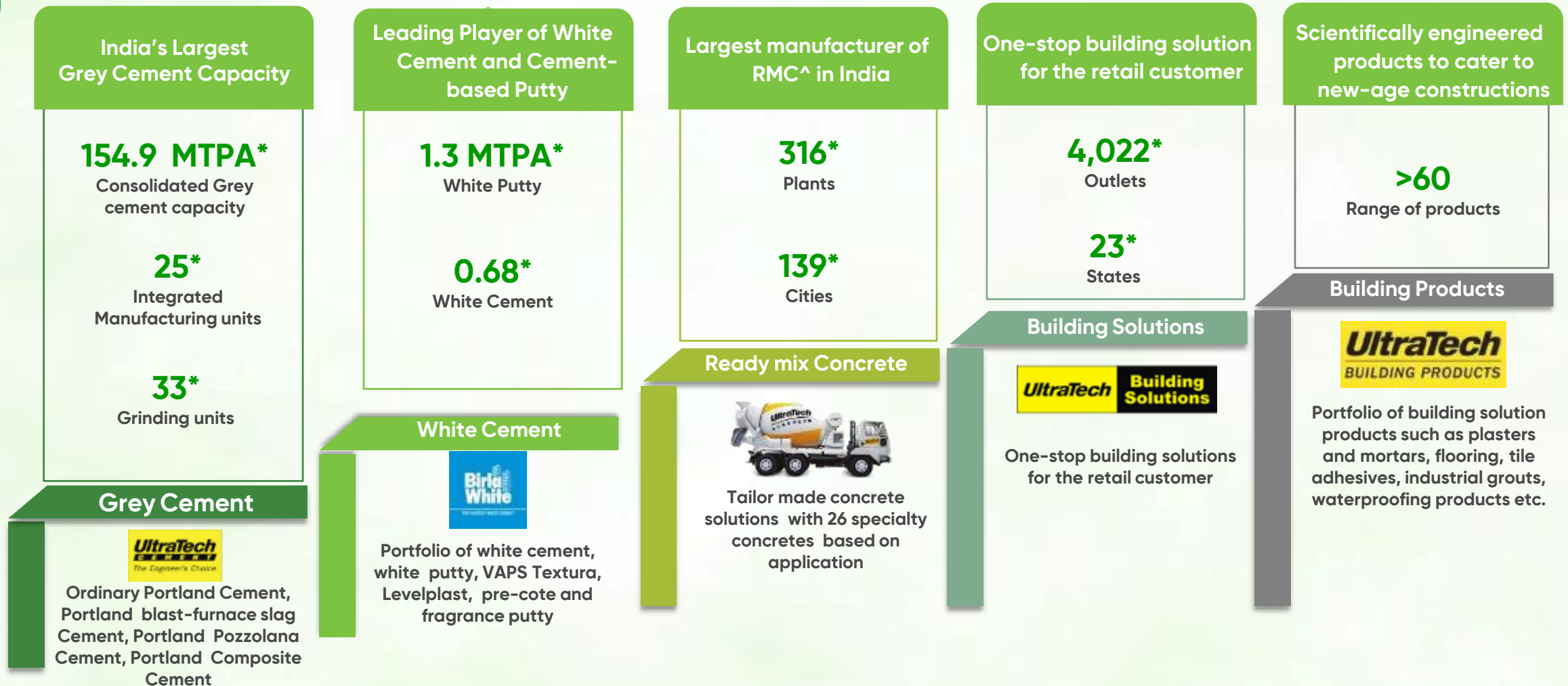


Per Capita Cement Consumption - FY23
(kg/annum)



CEMENT : OUR STRENGTHS

ULTRATECH : INDIA'S LARGEST SELLING CEMENT BRAND



CEMENT: PERFORMANCE UPDATE

Grey cement capacity expanded by 8.7 MTPA in Q1FY25, taking total grey cement capacity (India and Overseas) to 154.9 Mn TPA

Green Power Mix of 29.4% (22% in Q1FY24) include WHRS power mix of 18.2% and RE Power Mix of 11.2%

UltraTech Building Solutions (UBS) outlets increased to 4,022; contributing 20% of total sales

EBITDA stood flattish on YoY basis at ₹3,205 Cr. despite lower realisations, helped by volume growth and lower logistics, fuel and power cost



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

₹ ~80,000 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

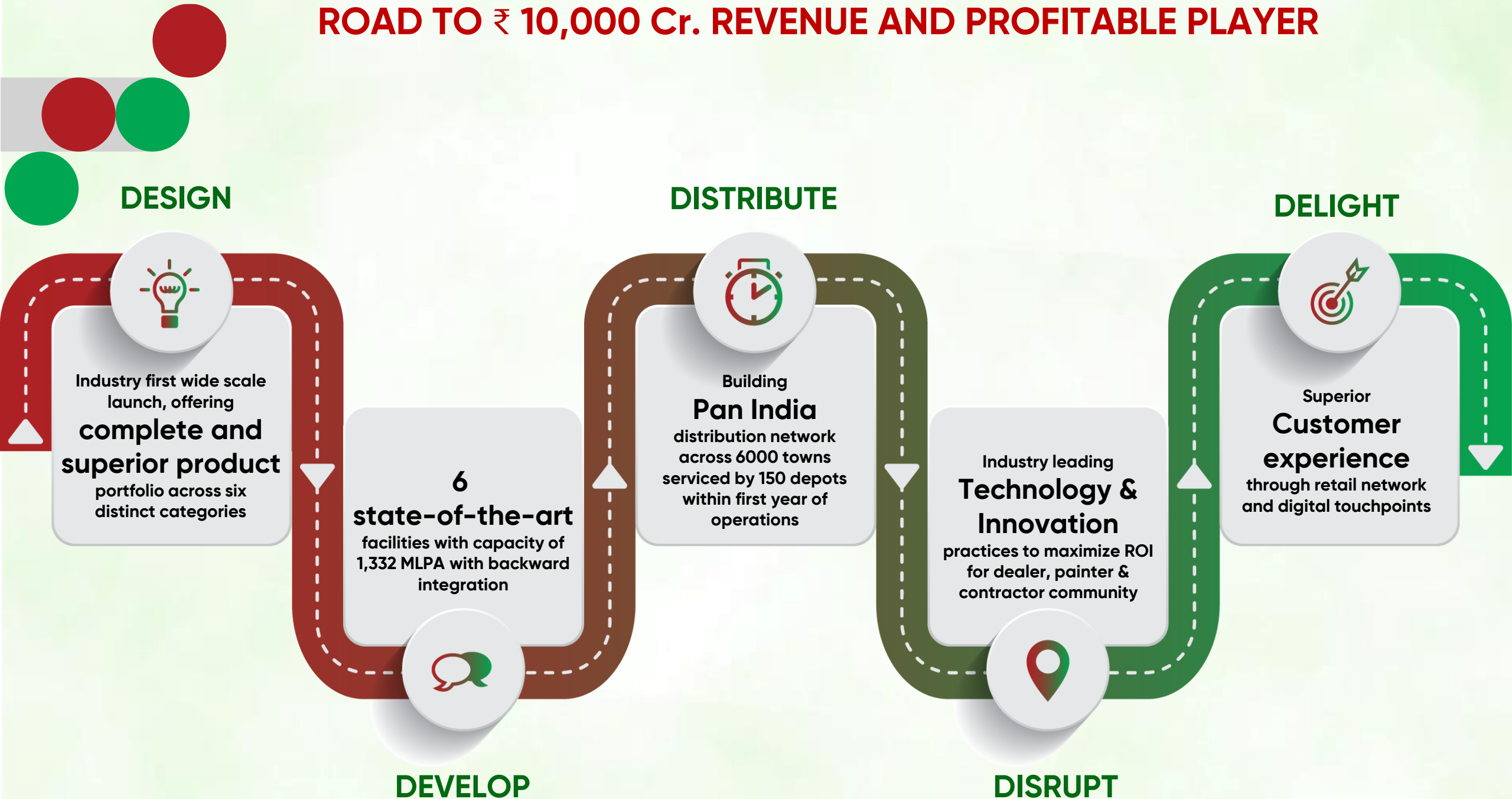


MARKET
DIFFERENTIATORS



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

6000

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

2800

Talent across verticals and markets with average age of 31 years

WIDE & SUPERIOR PRODUCT RANGE

145+

Products with simplified Brand Architecture

1,200+

SKU's 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 ₹7,795 Cr.
(~77% of planned
capital outlay) as on
Q1FY25

Operations ramping up at
three plants commenced in
Apr'24, trial run production
started at Chamarajanagar,
construction activity at other
two plants is progressing as
per schedule

Dealer onboarding in
progress pan-India across all
states and union territories.
Highly encouraging feedback
from customers, painters and
dealers on the quality of
'Birla Opus' products

Media campaign ("Make
Life Beautiful") launched
with focus on rapid
brand building across all
marketing channels

More than 80% range
of 145 planned
products have been
placed in the
distribution channel

BIRLA
opus



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

18000+
SKUs

150+
Brands

PRODUCT CATEGORIES

CEMENT STEEL SANITARYWARE

PIPES & FITTINGS PAINTS TILES

DOORS PLYWOOD METALS

CHEMICALS & POLYMERS WINDOWS

BIRLA PIVOT: STRATEGY FOR SCALE UP

ASPIRATION OF \$1 BILLION REVENUE IN NEXT 3-4 YRS.

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

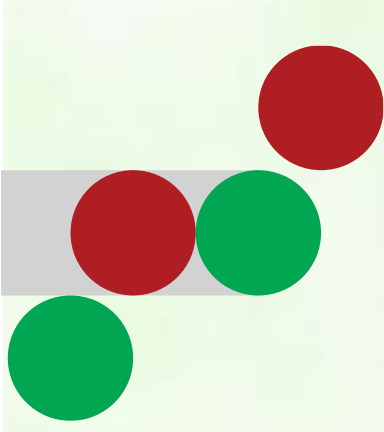
FINANCIAL CREDIT

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

UNASSISTED JOURNEYS

Increase ease of access and digital adoption

BIRLA PIVOT : PERFORMANCE UPDATE



Quarterly revenue run-rate now over ₹550 Cr., continued revenue scale up across categories, geographies and new customers

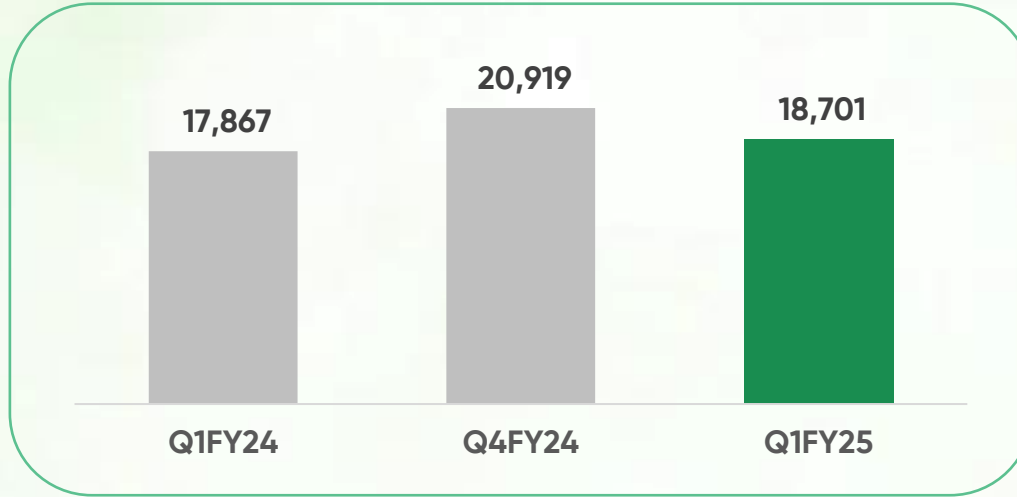
First export order to Nepal executed; delivered orders to over 200 cities across 25 states and union territories in domestic market

Building a retail distribution channel for Private labels "Birla Pivot Tiles, Plywood and Doors" along with sales support for better penetration

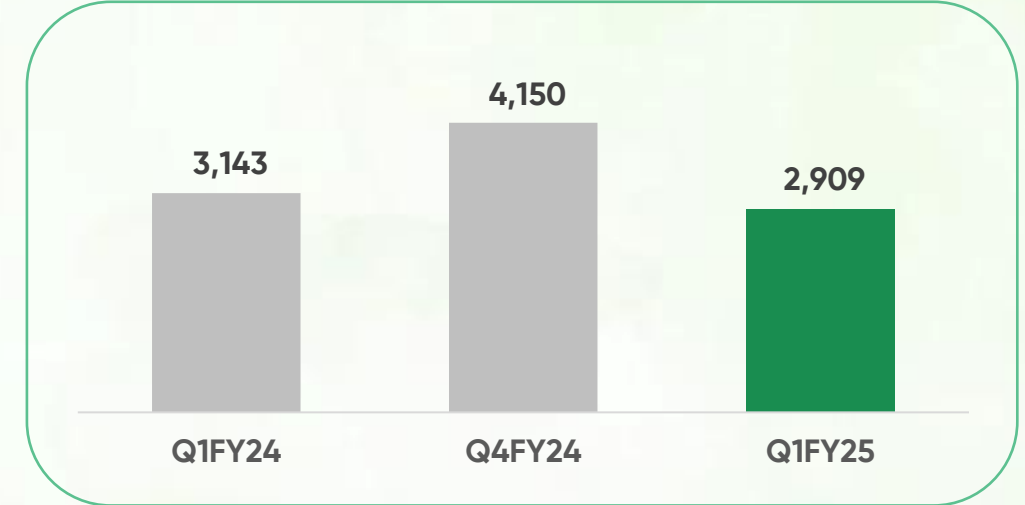
Scaling up of credit programs across with multiple lending partners catering to diverse set of customer requirements

BUILDING MATERIALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue growth aided by new growth businesses at standalone level

Cement business revenue stood higher by 2% ₹18,070 Cr., led by volumes though impacted by decline in realisation

EBIDTA was lower on account of investments in the consumer facing Paints business, in line with the plan

FINANCIAL SERVICES BUSINESS



FINANCIAL SERVICES : OUR STRENGTHS

ADITYA BIRLA CAPITAL : DIVERSIFIED FINANCIAL SERVICES PLATFORM

NBFC

Housing

₹ 1,27,705 Cr.

Total Lending Portfolio¹

₹ 70,616 Cr.

Retail SME & HNI Loans (66% of NBFC AUM)

6.56%

NBFC NIM⁵

Asset Management

₹ 4,62,891 Cr.

Total AUM²

₹ 3,52,542 Cr.

Total Mutual Fund AAUM⁴

₹ 29,943 Cr.

Passive AUM⁹

Life
Insurance

Health
Insurance

₹ 5,027 Cr.

Quarterly Gross Premium³

4.5%/10.8%

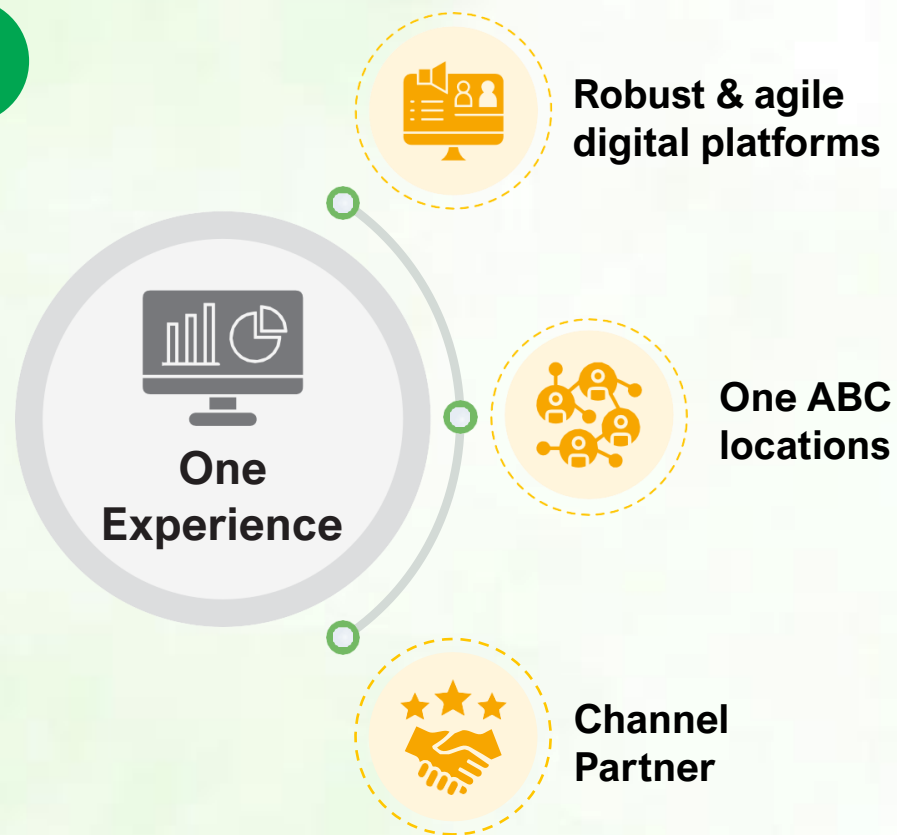
Market Share⁶
Individual FYP⁷ / Group New Business Premium

78%

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 Q1FY25 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



ABCD*-D2C platform for customers



B2D platform for channel partners



Udyog Plus-B2B platform for MSMEs



825 co-located branches across 231 locations



Dedicated customer service managers for cross sell



2 lakh+ channel partners

1,505 branches across businesses

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

ABCD D2C PLATFORM : 1 LAKH+ REGISTRATIONS

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

Everything Finance As Simple As ABCD

30Mn

New customers targeted in 3 years

20+

Product categories

Our Differentiators

Simplicity

- Unique and engaging design
- Uncluttered layout with intuitive navigation
- Enabling ease of action with jargon free language and guided learning

My Track

- Unified view of bank accounts, deposits, mutual funds & stocks
- Instant health check across 24 key vitals with just a "selfie"
- Automatically track and categorize spends across all your Bank accounts

Everything Finance

- Platform for all financial needs
- Product categories across loans, insurance, investments & payments
- In-house manufacturing advantage reducing product delivery cycle

Omnichannel from Day 1

- Digital, Virtual & Branch coverage
- Gen AI powered chatbot & voice-based search options
- Screen sharing with virtual team for real-time assistance

Payments

- Pay from multi-account
- Pre-verified bank transfers
- UPI International and RuPay on UPI

Payments

Bill payments
UPI payments & collections
RuPay on UPI
UPI International

Support

Omnichannel from Day1
Gen AI enabled chatbot
Intelligent Search

Invest

Stocks
Mutual Funds
Gold
Deposits

My Track¹

Credit Track
Portfolio Track
Health Track
Spend Track
Rewards

Insure

Life Insurance
Health Insurance

Loans

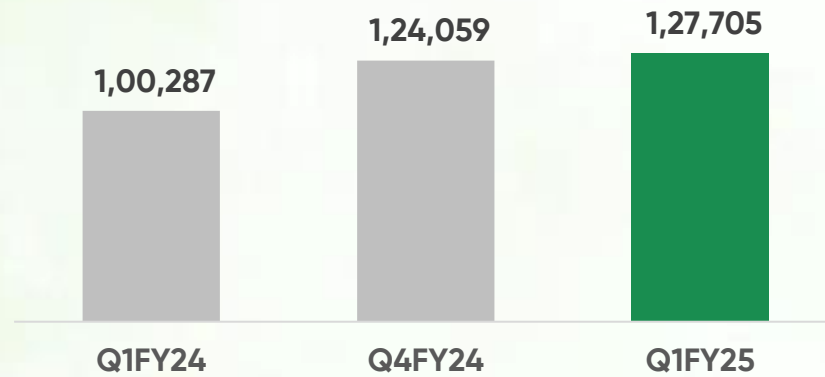
Home Loan
Personal Loan
Credit Cards
Business Loan

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

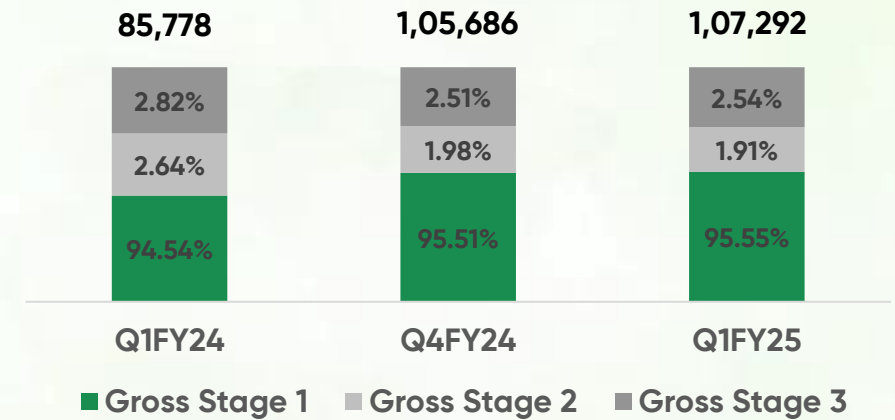
2 – Branch and Virtual engagement channels already live.

ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE

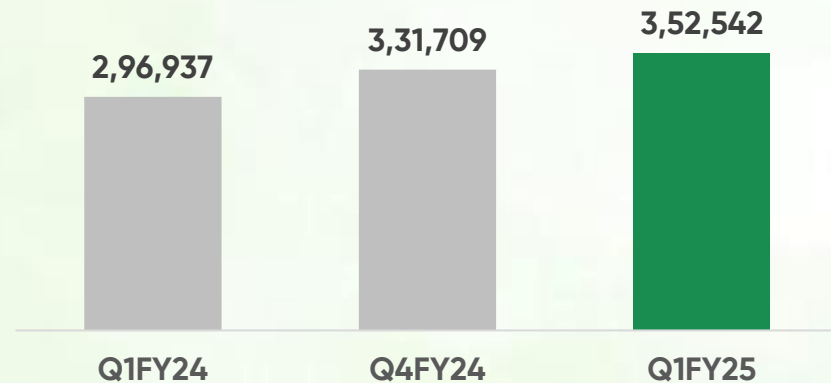
TOTAL LENDING BOOK* (₹ Cr.)



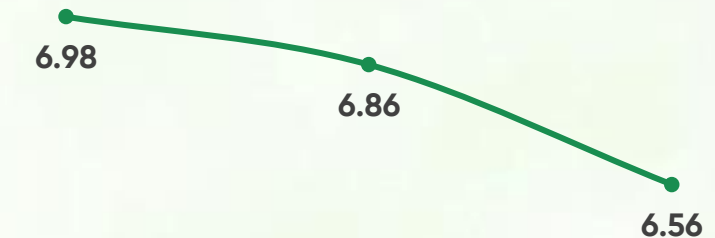
ASSET QUALITY TREND# (₹ Cr.)



AMC - ASSET UNDER MANAGEMENT (₹ Cr.)

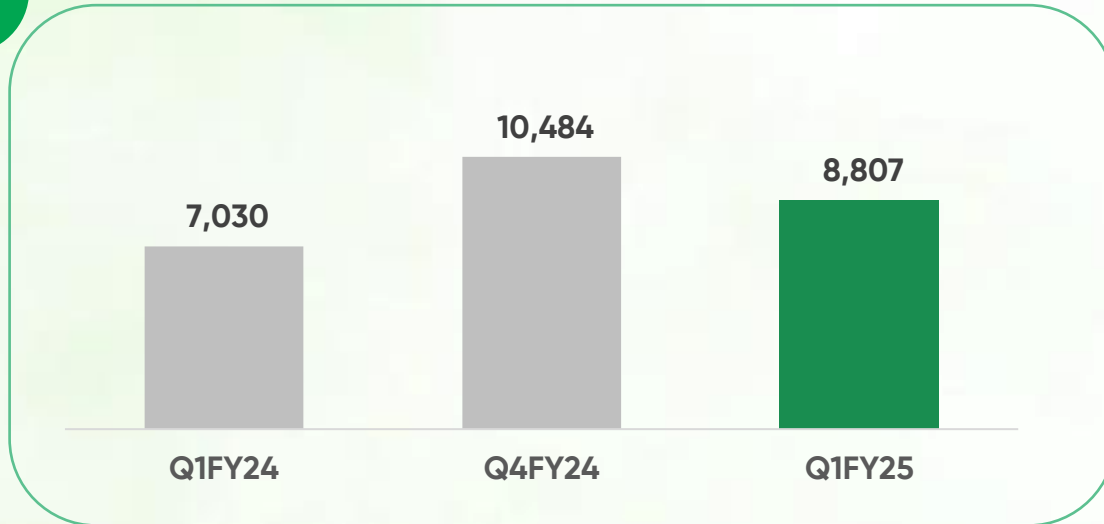


ADITYA BIRLA FINANCE LIMITED - NIM (%)


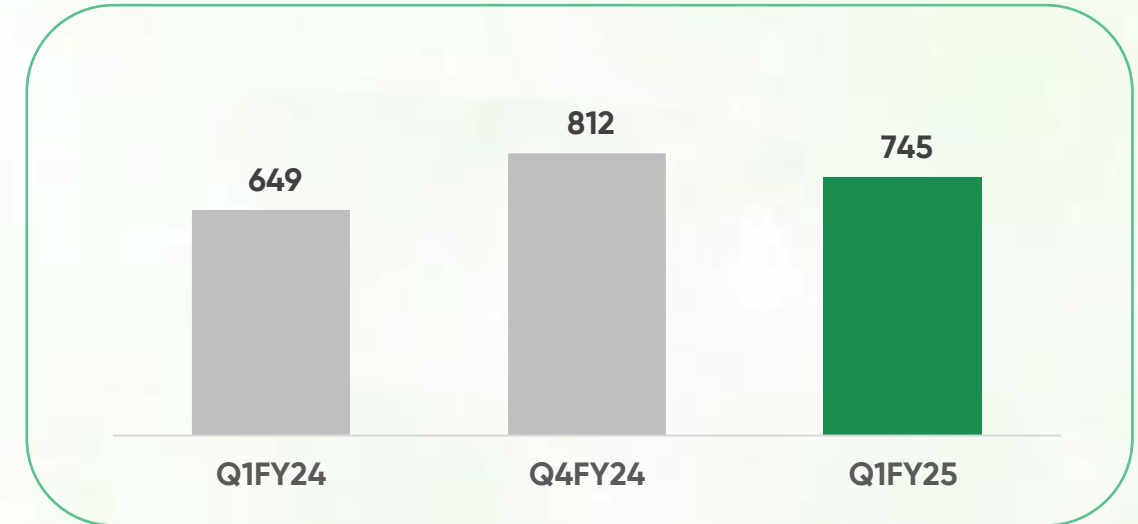


ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE

REVENUE# (₹ Cr.)



PAT^ (₹ Cr.)



ABCD® commercially launched in Q1FY25 with more than 20+ products and services witnessed strong response with 8 lakh registrations



Total Lending Portfolio increased by 27% YoY. Loans to Retail, SME and HNI customers constitute 66% of the total lending portfolio**

OTHERS

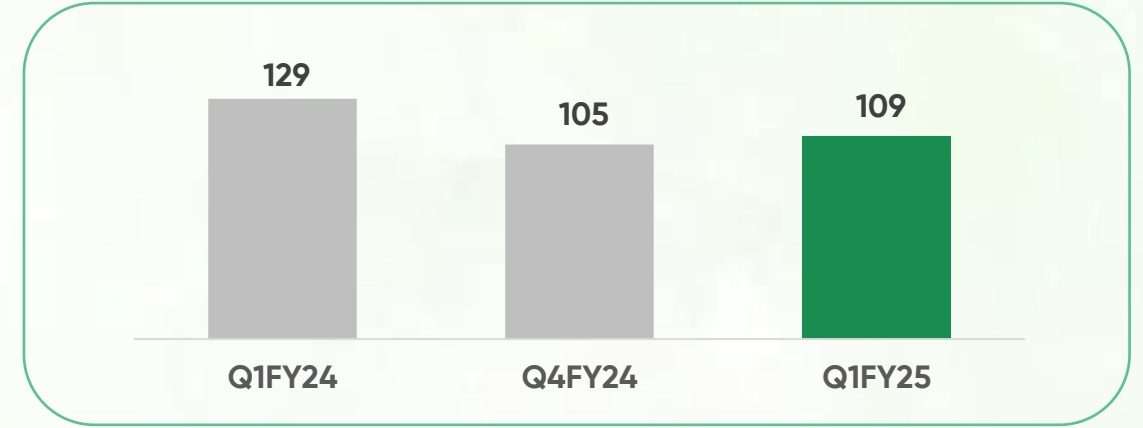


OTHER BUSINESSES* : FINANCIAL PERFORMANCE

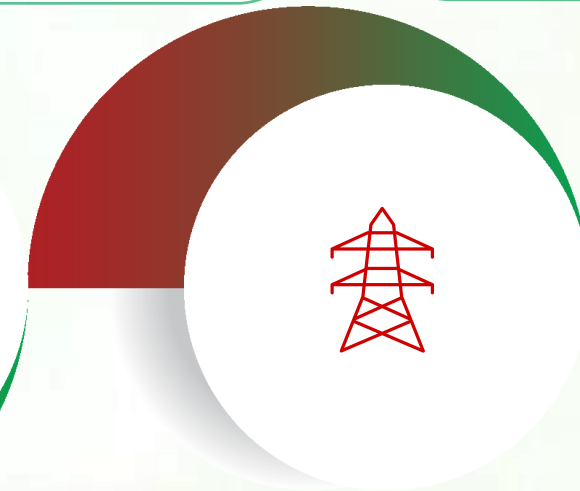
REVENUE* (₹ Cr.)



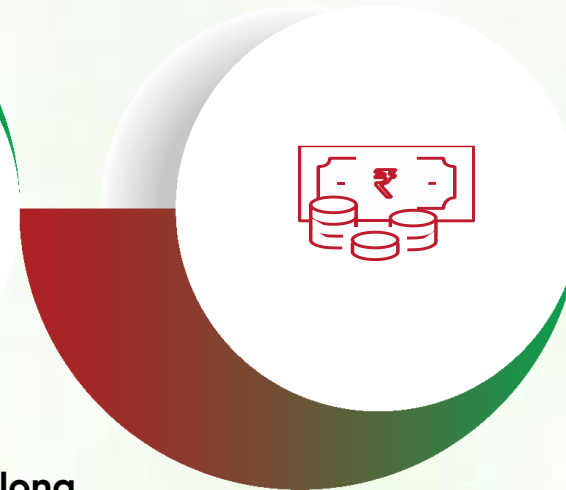
EBITDA* (₹ Cr.)



TEXTILES
Linen business
profitability impacted by
higher flax prices

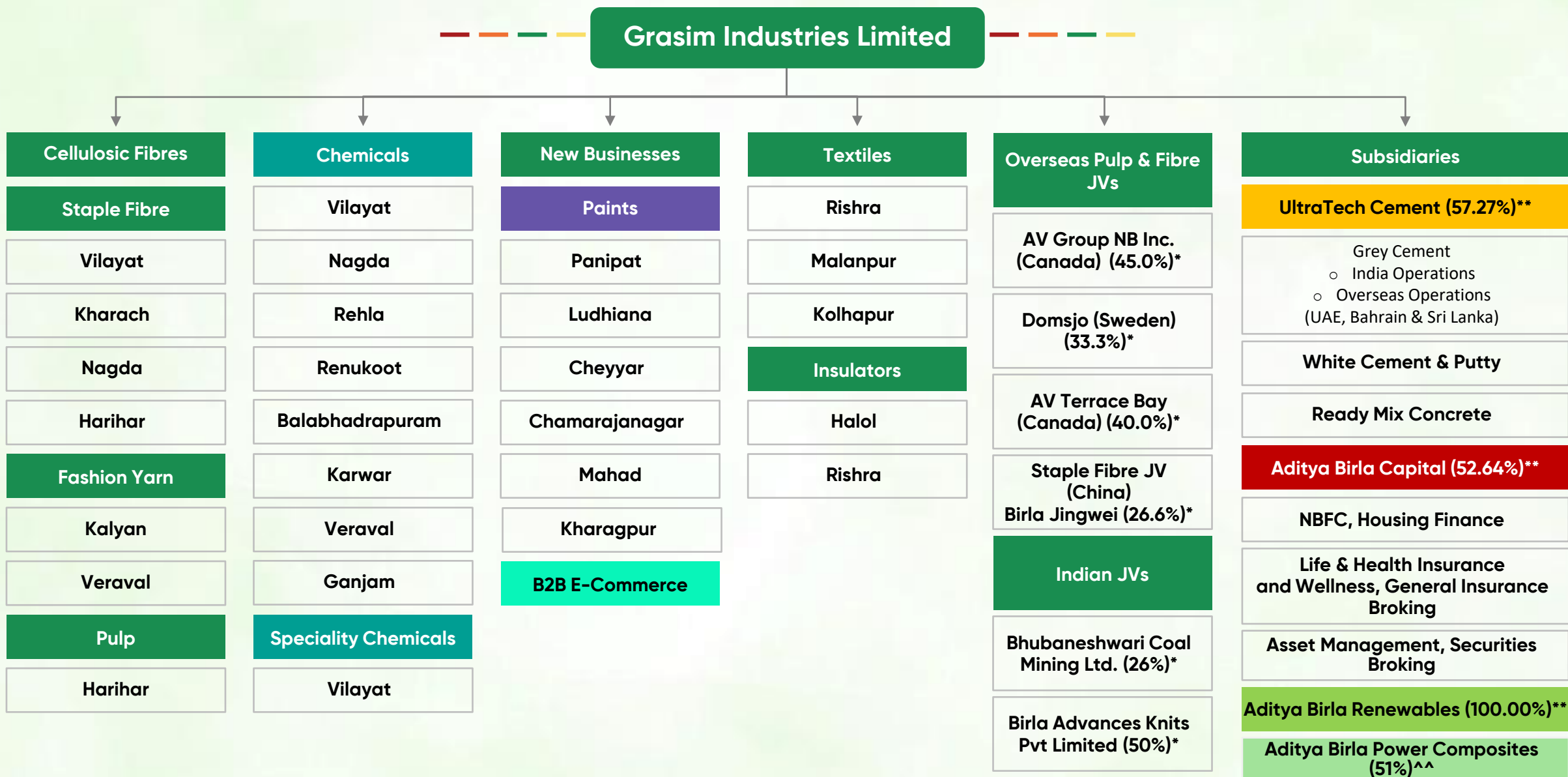


INSULATORS
Transmission market poised for long
term growth, driven by renewables
and network upgradation



RENEWABLES
The cumulative
installed capacity
increased to 946
MWp, of which 43% is
with Group companies

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.

APPENDIX

CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr.)	Q1FY25	Q1FY24	% Change	Q4FY24	% Change
Revenue from Operations	33,861	31,065 *	9	37,727	-10
Other Income	300	296	1	427	-30
EBITDA*	4,760	4,981	-4	6,196	-23
<i>EBITDA Margin (%)</i>	14%	16%		16%	
Finance Cost	481	361	33	463	4
Depreciation	1,368	1,183	16	1,329	3
Share in Profit of JVs & Associates	32	0.27	-	93.93	-
PBT	2,944	3,438	-14	4,498	-35
Add/(Less): Tax Expense	(708)	(862)	-18	(1,207)	-41
Add/(Less): Exceptional items	33	-		(569)	-
Consolidated PAT	2,268	2,576	-12	2,722	-17
Reported PAT (Owners' share)	1,208	1,576	-23	1,370	-12
Adjusted PAT^	1,189	1,576	-25	1,908	-38

*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.)	Q1FY25	Q1FY24	% Change	Q4FY24	% Change
Revenue from Operations	6,894	6,238	11	6,768	2
Other Income	93	116	-20	260	-64
EBITDA	418	789	-47	787	-47
<i>EBITDA Margin (%)</i>	<i>6%</i>	<i>12%</i>		<i>11%</i>	
Finance Cost	140	106	32	121	16
Depreciation	349	288	21	339	3
PBT	(70)	396	-118	327	-121
Add/(Less): Tax Expense	18	(41)	145	(52)	135
Reported PAT	(52)	355	-	(441)	-
Adjusted PAT^	(52)	355	-	275	-

^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 Q1FY25
Cellulosic Fibres Business	708	96
<i>Capacity Expansion (including debottlenecking)</i>	<i>100</i>	<i>23</i>
<i>Modernisation and Maintenance Capex</i>	<i>608</i>	<i>73</i>
Chemicals Business (A+B+C)	800	138
(A) Capacity Expansion - Chlor-Alkali & Chlorine Derivatives	267	56
Caustic Soda: (1,359 KTPA --> 1,530 KTPA)	36	5
Chlorine Derivatives: (1,029 KTPA --> 1,168 KTPA)	231	51
(B) Capacity Expansion - Speciality Chemicals	36	5
Epoxy Polymers & Curing Agents: (123 KTPA --> 246 KTPA)		
(C) Modernisation and Maintenance Capex	497	76
New High Growth Businesses	2,997	736
<i>Birla Opus (Decorative Paints)^</i>	<i>2,976</i>	<i>731</i>
<i>Birla Pivot (B2B E-commerce)</i>	<i>21</i>	<i>5</i>
Other Businesses	48	13
<i>Textiles, Insulators & Others</i>		
Total	4,553	983

[^]Cumulative Capex for Paints business stood at ₹7,795 Cr. till 30th June 2024.

BALANCE SHEET

Standalone (₹ Cr.)		Consolidated (₹ Cr.)	
30th Jun'24	31st Mar'24	30th Jun'24	31st Mar'24
(Unaudited)	(Audited)	(Unaudited)	(Audited)
55,416	52,115	93,317	88,652
-	-	51,441	50,286
-	-	1,13,581	1,08,322
10,058	9,453	30,676	26,780
315	276	2,109	2,053
2,692	2,297	9,927	9,417
-	-	89,345	85,388
11,080	9,997	40,297	41,641
79,560	74,138	4,30,693	4,12,539
30th Jun'24	31st Mar'24	30th Jun'24	31st Mar'24
18,296	16,193	81,787	77,821
6,117	7,579	20,246	21,675
945	910	2,571	2,519
3	3	20,153	20,154
2,636	2,636	-	-
18,847	18,847	-	-
920	898	-	-
-	-	8,572	8,423
673	672	2,013	2,060
3,747	3,472	11,647	11,344
5,938	4,396	5,938	4,396
11,001	8,795	21,123	16,667
-	-	53,679	50,810
-	-	37,661	36,005
-	-	1,26,464	1,23,135
-	-	59	23
10,435	9,738	38,781	37,507
79,560	74,138	4,30,693	4,12,539
6,310	5,981	19,028	15,436

EQUITY & LIABILITIES	
Net Worth	
Non Controlling Interest	
Borrowings related to Financial Services	
Other Borrowings	
Lease Liability	
Deferred Tax Liability (Net)	
Policy Holders Liabilities	
Other Liabilities & Provisions	
SOURCES OF FUNDS	
ASSETS	
Net Fixed Assets	
Capital WIP & Advances	
Right of Use - Lease (including Leasehold Land)	
Goodwill	
Investments:	
- UltraTech Cement (Subsidiary)	
- AB Capital (Subsidiary)	
- Solar Subsidiaries	
- ABSLAMC, ABHI and ABW	
- Other equity accounted investees	
- Liquid Investments	
- Vodafone Idea	
- Other Investments	
- Investment of Insurance Business	
Assets held to cover Linked Liabilities	
Loans and Advances of Financing Activities	
Assets held for Sale	
Other Assets, Loans & Advances	
APPLICATION OF FUNDS	
Net Debt / (Surplus)	

THANK YOU

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