



Earnings Presentation

Q1FY26

GRASIM INDUSTRIES LIMITED

August 2025

Index



Macro Updates

05

Financial Highlights

07

Cellulosic Fibres

12

Chemicals

17

Building Materials

22

Financial Services

30

Other Businesses

32

Annexure

34



Grasim's leadership across key components of growing economy



ASPIRATIONAL CONSUMPTION

FOCUS ON MANUFACTURING GROWTH

INFRASTRUCTURE AND HOUSING DEMAND

Grey Cement

White Cement

Ready Mix Concrete

Wall Putty

GROWING DIGITAL ECONOMY

INCREASING FINANCIALISATION

FAST GROWING RENEWABLE ENERGY SECTOR

PROXY PLAY ON INDIA'S GROWTH STORY

Cellulosic Staple Fibre
Cellulosic Fashion Yarn
Linen Textiles
Premium Cotton Fabrics









(IVaeco



Chlor-Alkali

AQUA ARMOR



Aditya Birla Capital Digital

BIRLA
PIVOT

Udyog Plus

B2B E-commerce



Solar
Wind
Hybrid
Insulators

Aditya Birla Insulators



Track record of consistent growth



Consolidated

Q1FY26 Highlights

Revenue TTM

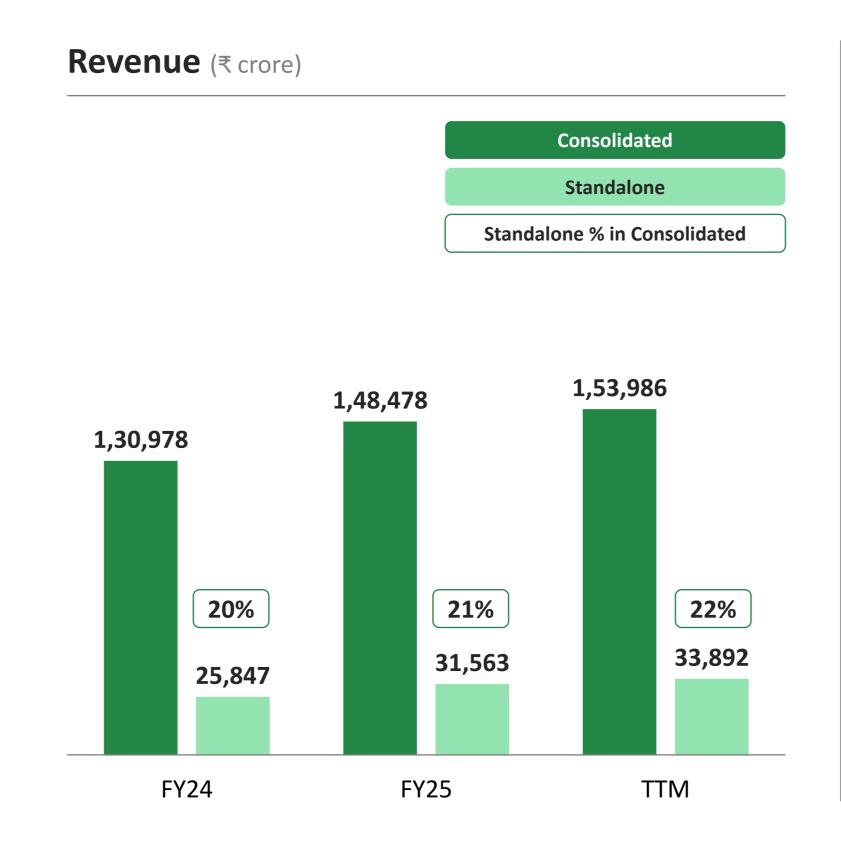
₹1,53,986 Cr.

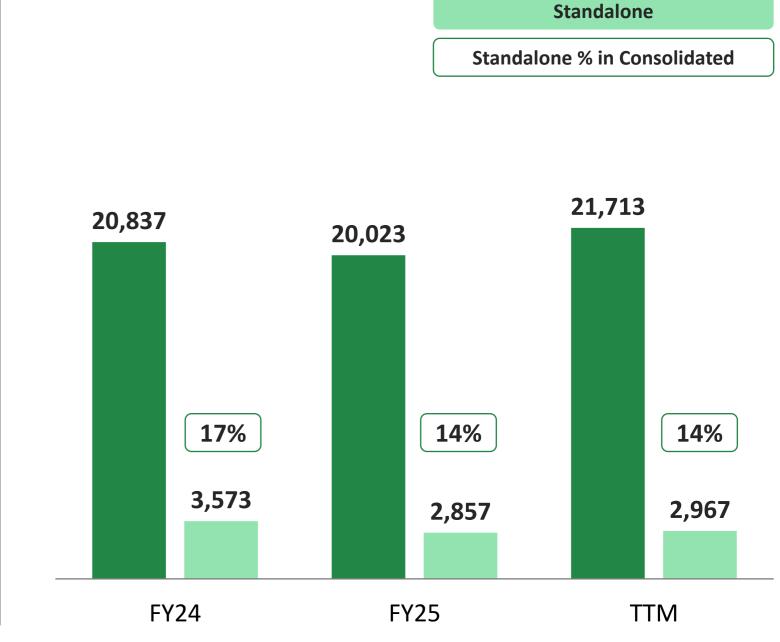
EBITDA TTM

₹21,713 Cr.

PAT^ TTM

₹4,050 Cr.







MARKET LEADERSHIP

INNOVATION

SUSTAINABILITY

CAPITAL ALLOCATION

EBITDA (₹ crore)

COST LEADERSHIP



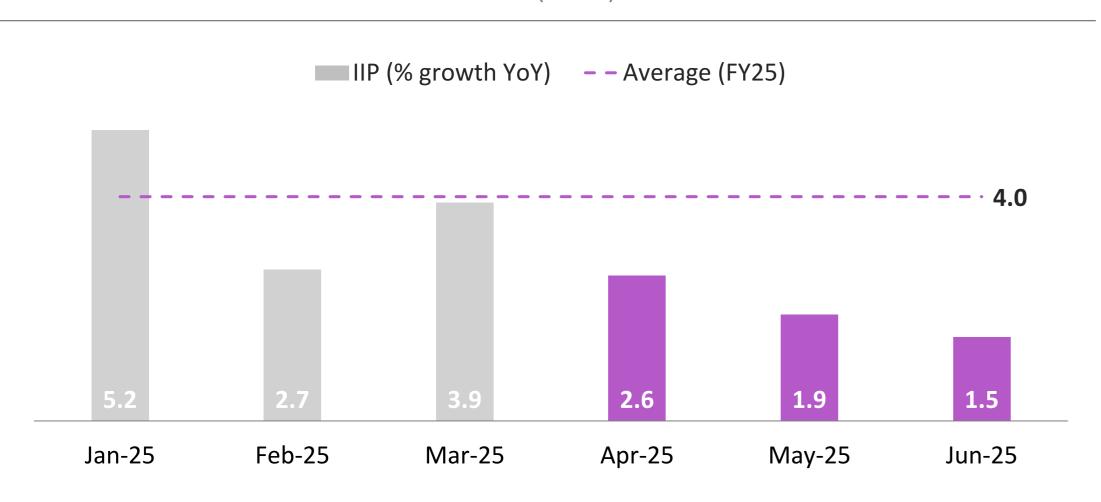


Macro Updates

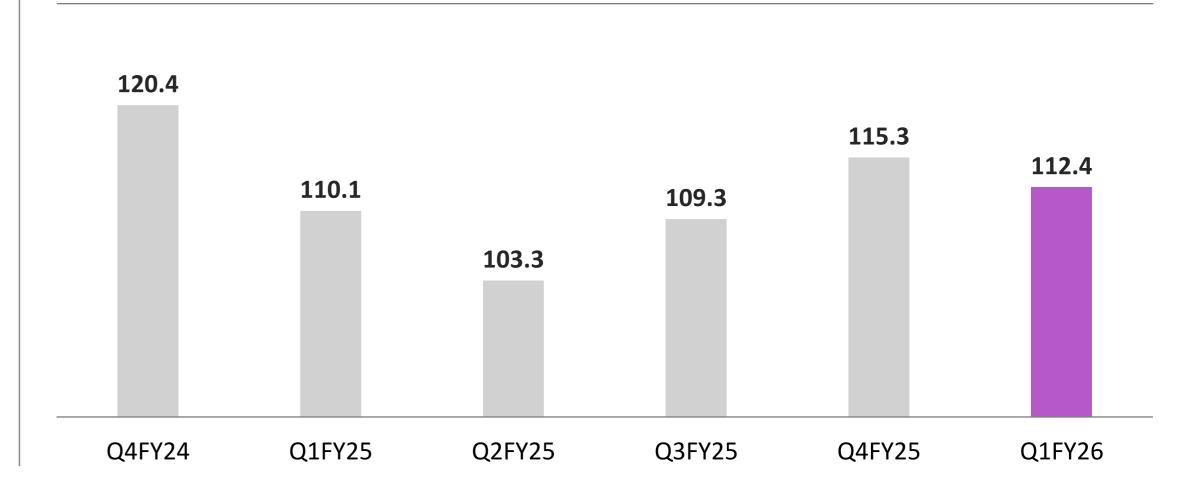
Macro Indicators



Industrial Production – IIP Growth (% YoY)



India Merchandise Exports (\$ billion)



Manufacturing sector grew at average of 3.4% in Q1FY26 vs. FY25 average growth rate of 4%

- Textiles sector recorded flattish growth on YoY basis
- Chemicals sector experienced negative growth on YoY basis

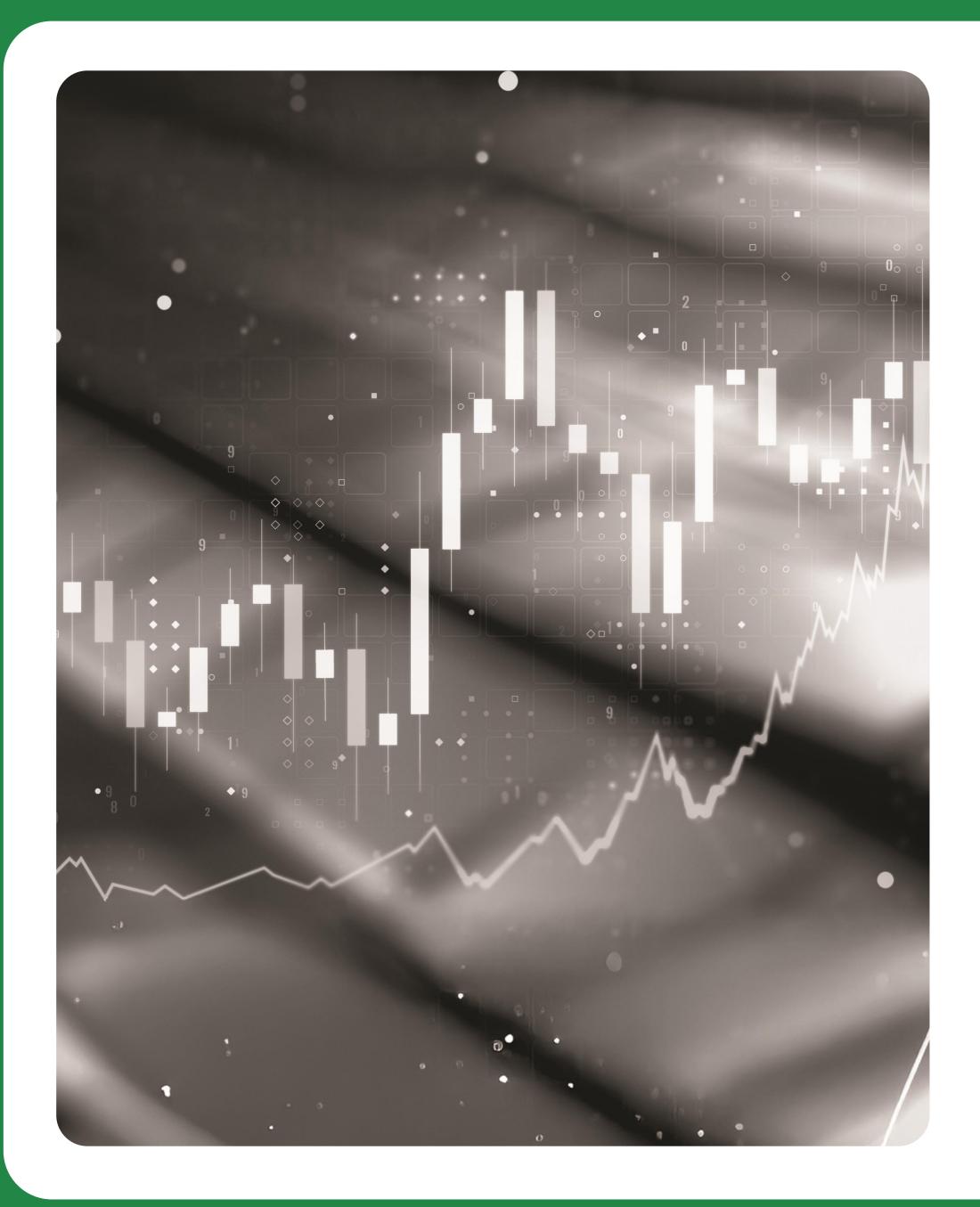
Cement volumes in Q1FY26 grew by ~4% YoY for the 2nd consecutive quarter

India Merchandise Exports grew by 2% YoY

- Textiles sector has recorded growth of 4.5%
 YoY (Apr-May)
- Chemicals and allied exports de-grew by 3.6% YoY (Apr)

Average Non-food bank Credit growth moderated to ~9% YoY in Q1FY26, compared to ~12% in Q4FY25 and ~19% in Q1FY25





Financial Highlights

Key Highlights of Q1FY26



CONSOLIDATED PERFORMANCE

Consolidated Revenue ₹40,118 Cr. up 16% YoY; EBITDA ₹6,430 Cr. up 36% YoY led by superior performance across key businesses

> EBITDA growth mainly due to higher profitability in Cement and Chemicals businesses partially offset by investments for building a strong consumer-facing Paints business: Birla Opus, in-line with our expectations

CELLULOSIC FIBRES

Revenue grew by 7% YoY; EBITDA is lower by 20% YoY

- > Higher key input prices which were passed on partially has led to reduction in EBITDA by 20% YoY to ₹322 Cr.
- > CFY volumes grew by 6% YoY, however low-priced imports continue to impact realisations

CHEMICALS

Revenue up by 16% YoY, EBITDA up by 36% YoY led by improved performance in Caustic and Chlorine derivatives

- > Domestic caustic sales volume up by 8% YoY led by stable domestic demand scenario
- > Specialty Chemicals sales volume up by 6% YoY; profitability was down due to higher input prices

CEMENT

Consolidated volume grew by 9.7% YoY to 36.8 million tons (incl. India Cements)

- > Domestic grey cement sales volume grew 8.7% YoY to 34.6 million tons
- > Domestic operating EBITDA/ton grew by 37% YoY at ₹1,248 led by lower logistics, fuel & power costs

PAINTS

Decorative Paints revenue grew by double digit QoQ led by a) increased category penetration; b) expansion of distribution network

- > Kharagpur plant trial run commenced, on track to be commercialised in Q2FY26
- > Birla Opus product reach expands to 8,000+ towns pan-India

B2B E-COMMERCE

Consistent growth in revenue run-rate with new customer additions and healthy repeat orders

- > Q1FY26 revenue grew by high-single digit on QoQ basis, despite monsoon-led slowdown
- > Steady progress on digital adoption across the user base through innovative, user-friendly self-serve tools

FINANCIAL SERVICES

Total Lending portfolio (NBFC and HFC) grew by 30% YoY to ₹1,65,832 Cr.

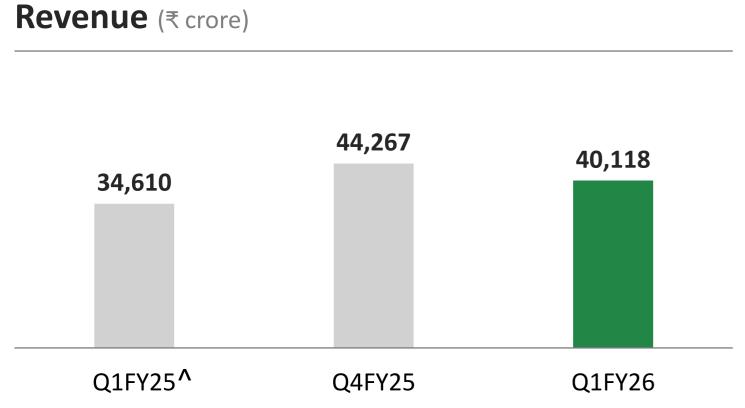
- > Total AUM (AMC, life and health insurance) increased by 20% YoY to ₹5,53,504 Cr.
- D2C platform ABCD, witnessed strong response with more than 6.4 million customer acquisitions^

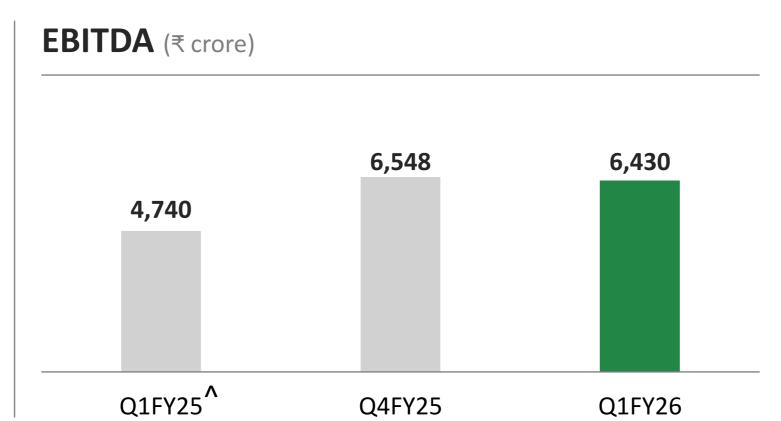


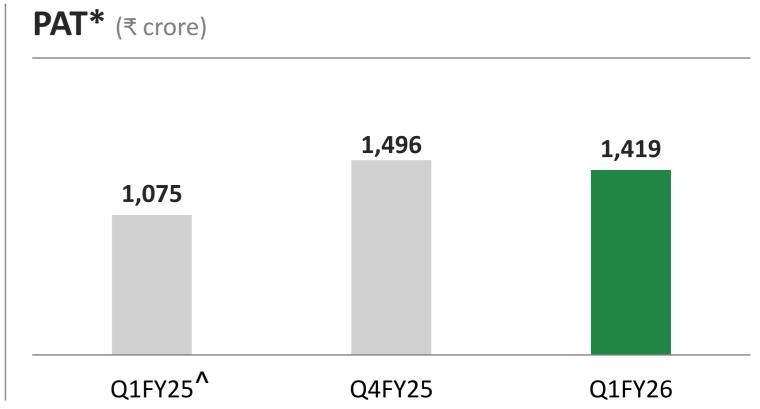


Performance Highlights

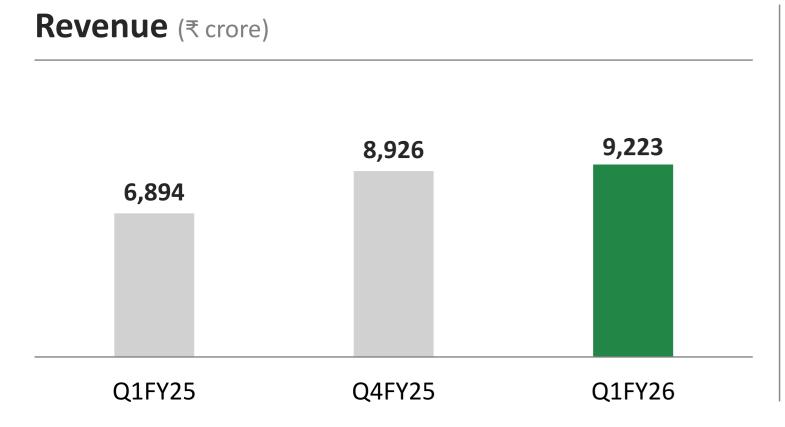


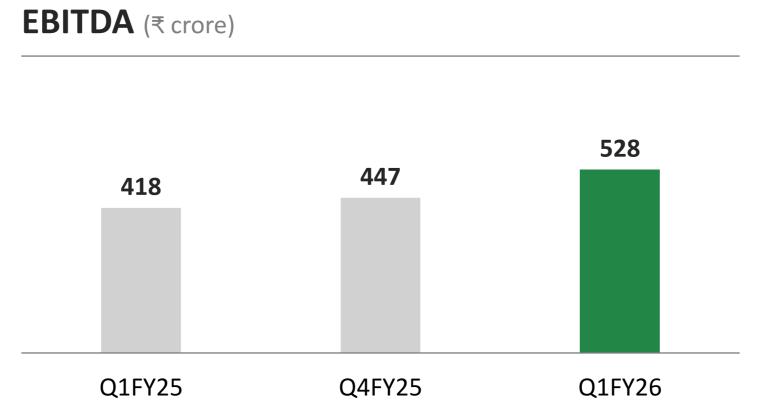


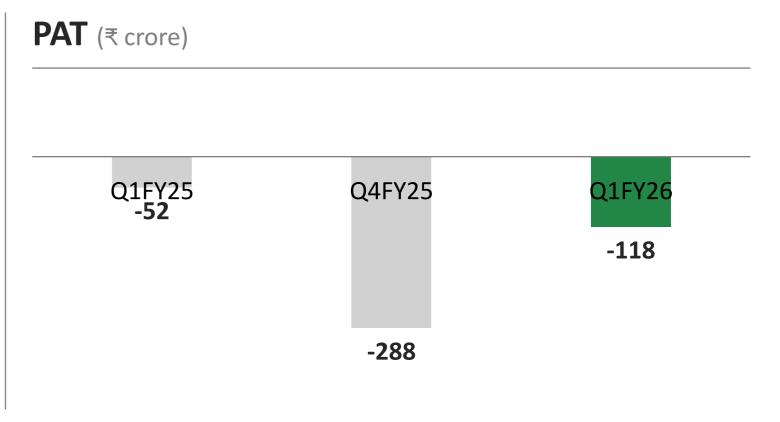




Standalone







Consolidated Performance Highlights



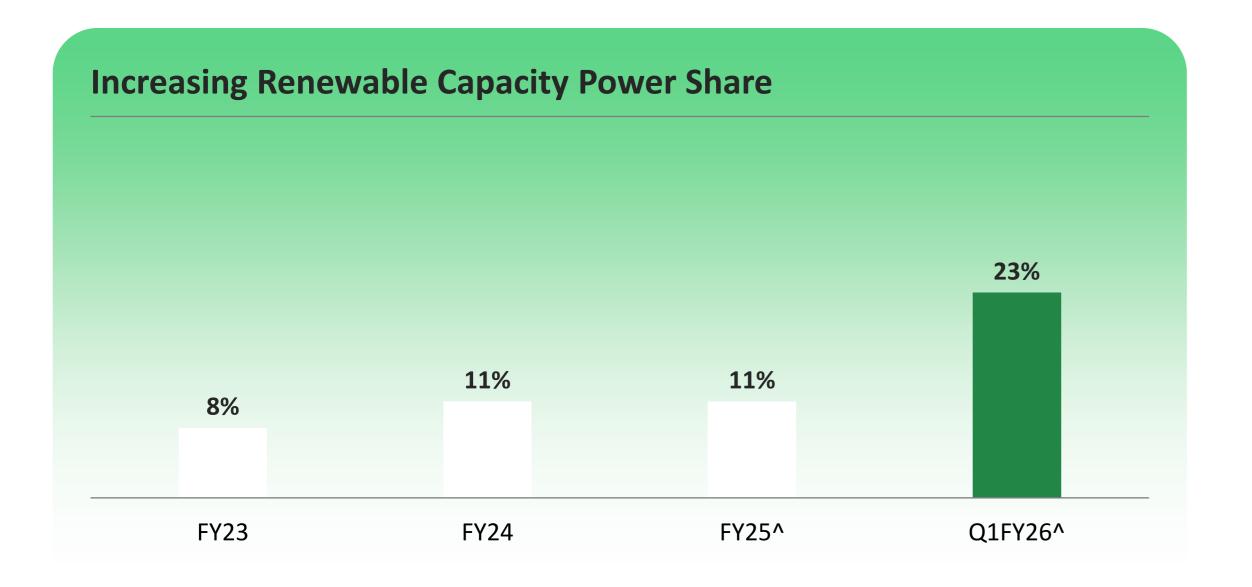
Particulars	As on 31 st Mar 2025	As on 30 th Jun 2025	
Net Worth (₹ crore)	97,509	99,117	
Debt - Equity Ratio	1.16	1.18	
Total Debt to Total Assets	0.37	0.37	
Debt* - Equity Ratio	0.29	0.29	
Net Debt* (₹ crore)	35,402	35,138	

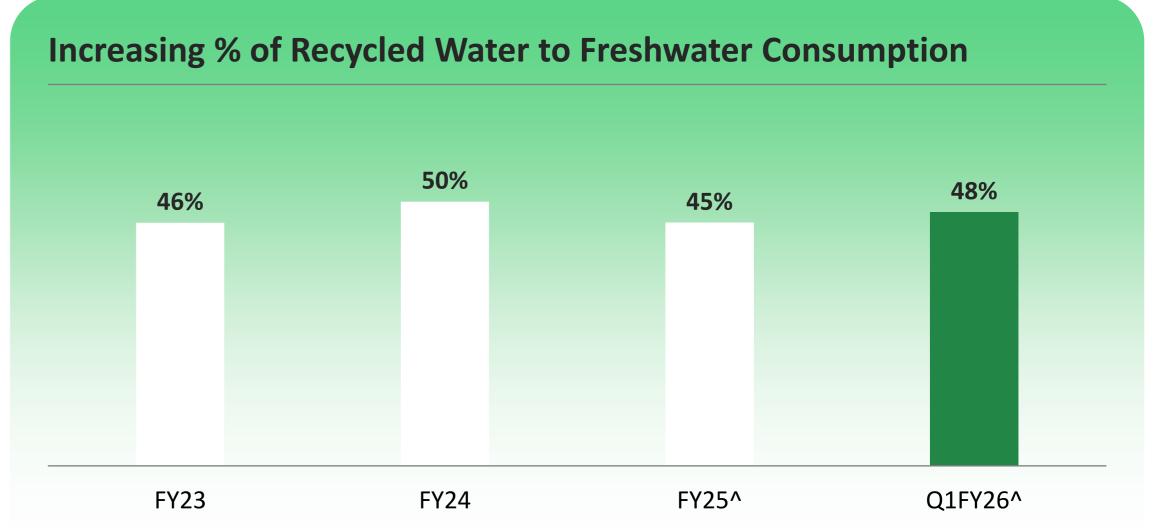
^{*}Excluding borrowing related to financial services business

Consolidated Net Debt* to TTM EBITDA stood at 1.62x as on 30th Jun 2025 against 1.77x as on 31st Mar 2025

Improving Sustainability Performance*







Awards and Achievements



Grasim Industries recognised as **Sustainable Organisation 2025** by

The Times Group's Global

Sustainability Alliance (GSA)



Grasim Industries wins
"Masters of Risk - Conglomerate"
at India Risk Management Awards
2025



Grasim's Birla Opus, Cheyyar unit received **Golden Peacock Award** for best practices in OHS



Grasim's Textiles division received

CII Sustainability Award in

Corporate Excellence





Cellulosic Fibres

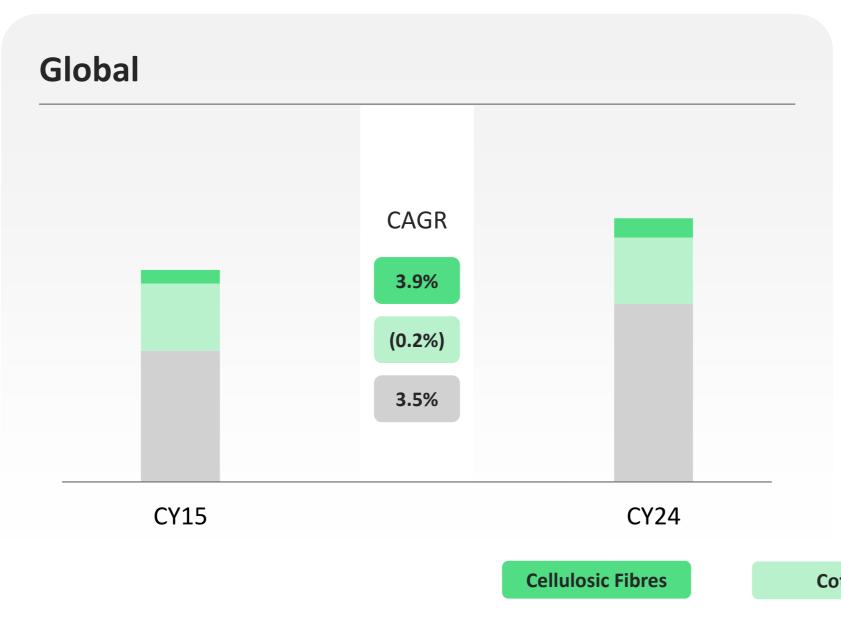
Cellulosic Staple Fibre (CSF)

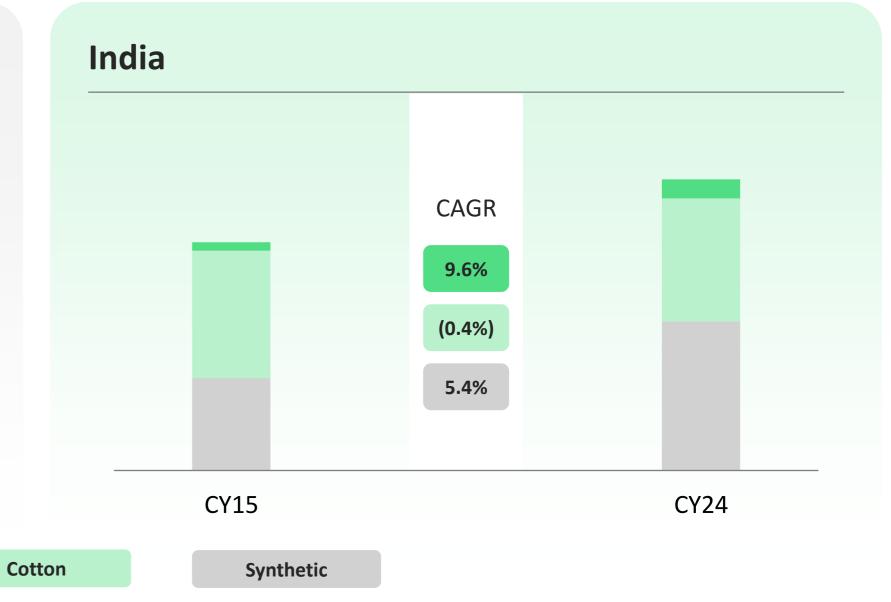
Cellulosic Fashion Yarn (CFY)

Cellulosic Fibres: Fastest Growing in the Fibre Basket









Growth Drivers



6% share

of Cellulosic Fibres in Textiles fibre basket

Cellulosic Gap

huge growth opportunity due to cotton constraints

Liva Brand

driving demand creation for textile value chain

Most Sustainable

fastest biodegradable and environment friendly

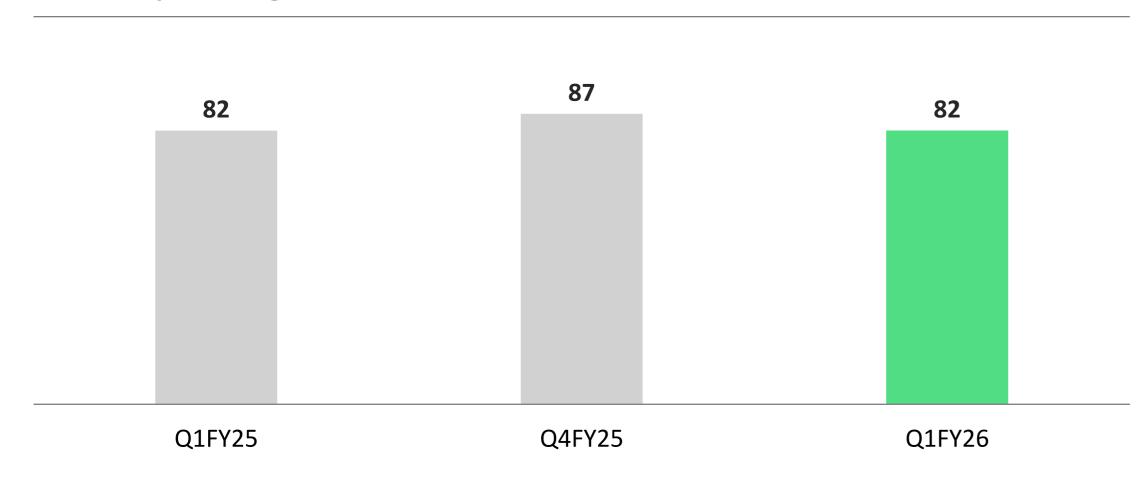
Phase 1 of the Lyocell project of 55 KTPA (total capacity 110 KTPA) progressing as per plan, commissioning targeted by mid-2027

✓ Orders placed for long lead items, other orders and contracts under process

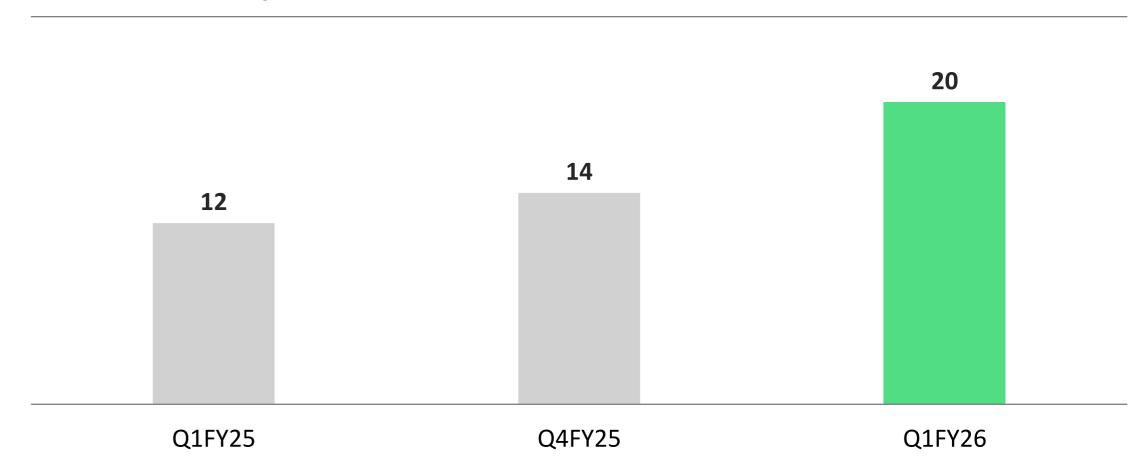
Macro Trends



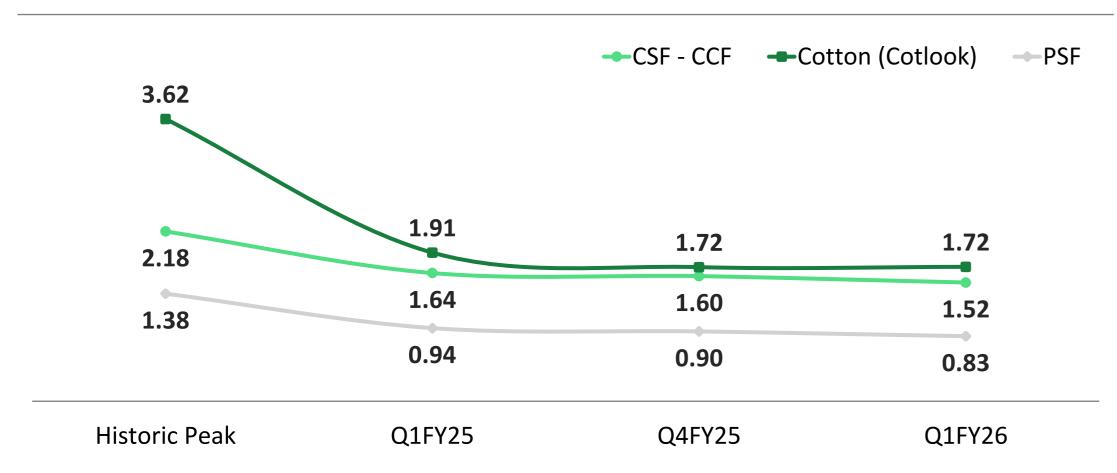
China Operating Rate (%)



China Inventory (in days)



Global Prices Trend (\$/kg)

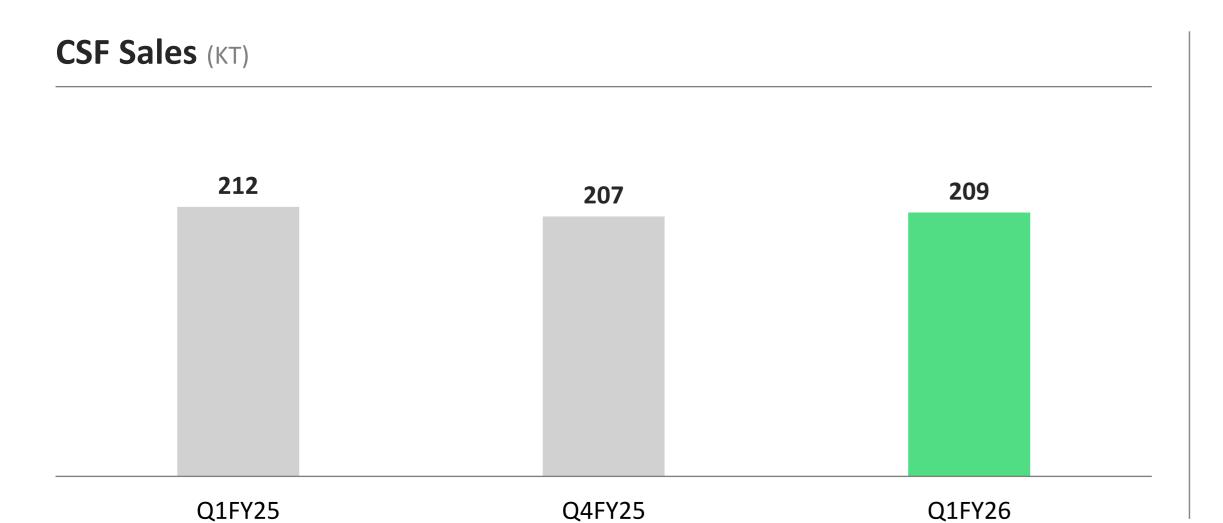


Price Movement

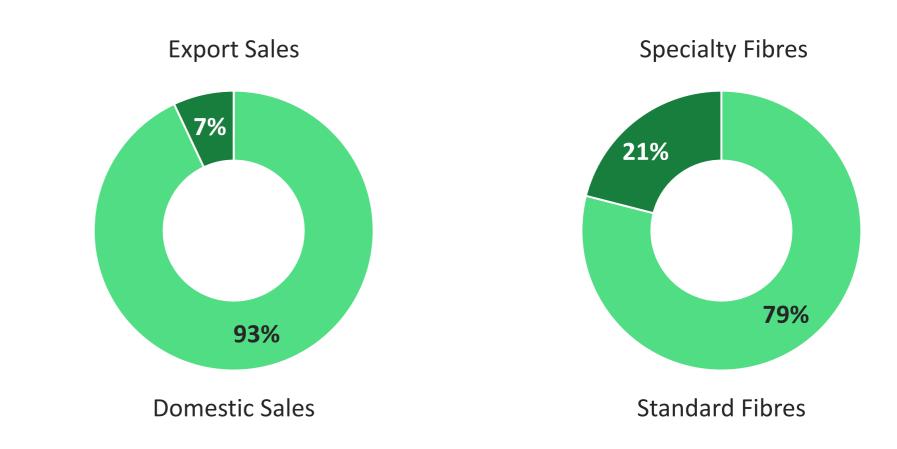
Fibres	YoY (%)	QoQ (%)	Mar Exit Price (△ over Q1FY26)
International CSF (CCF)	-7%	-5%	1.49 \$/kg
	-770	-370	(-2.2%)
Cotton (Cotlook)	100/	00/	1.73 \$/kg
	-10%	-0%	(0.1%)
International PSF (CCF)	110/	70/	0.86 \$/kg
	-11%	-7%	(2.6%)

Key Operational Metrics

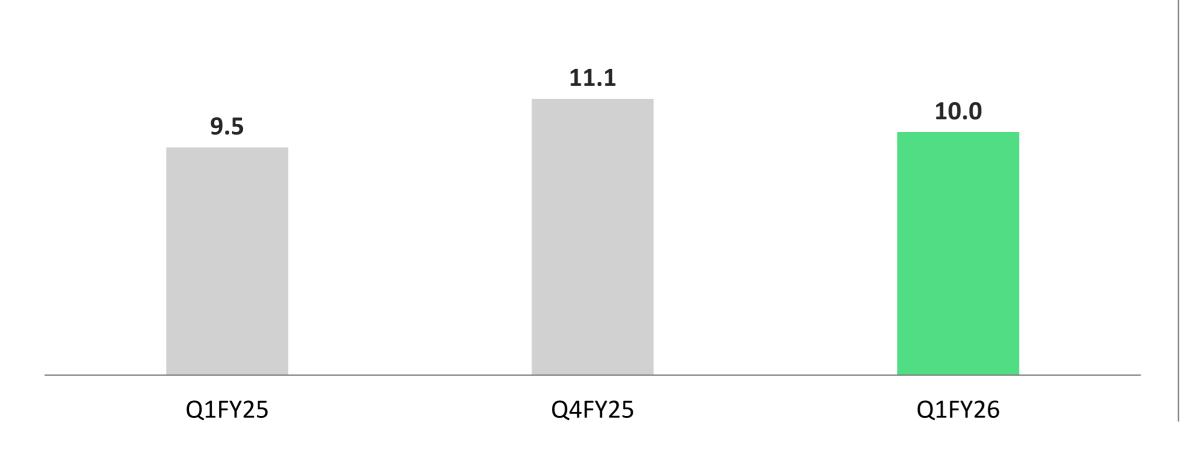












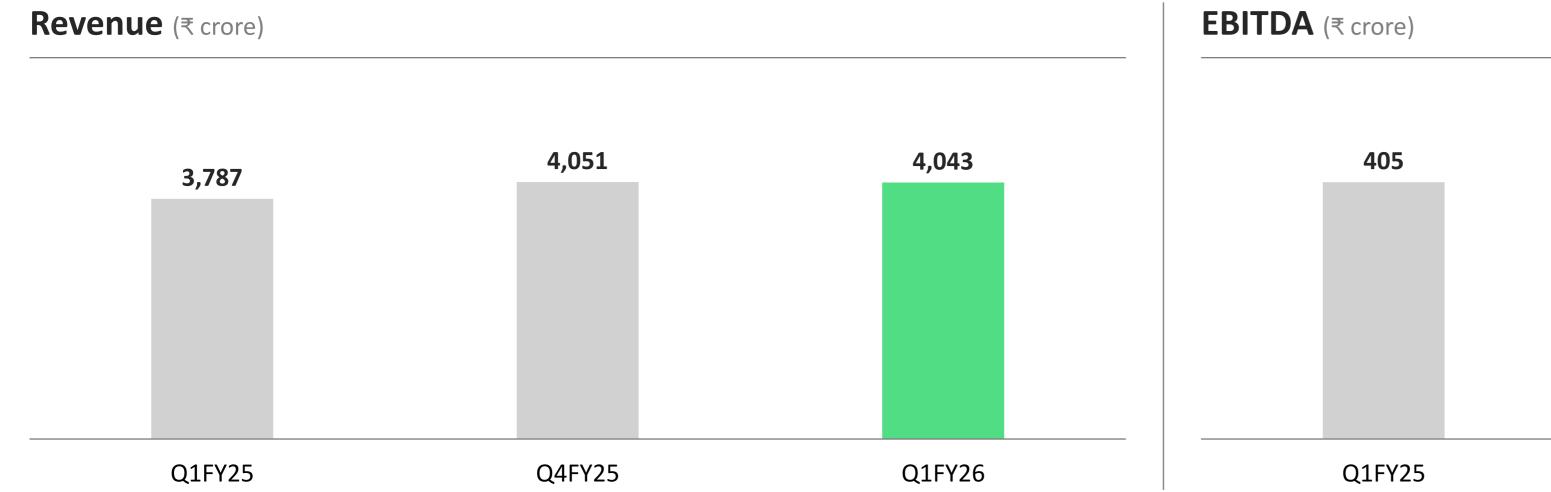
Domestic CSF sales volumes grew by 2% YoY though overall CSF sales volume de-grew by 1% YoY at 209 KT due to lower exports

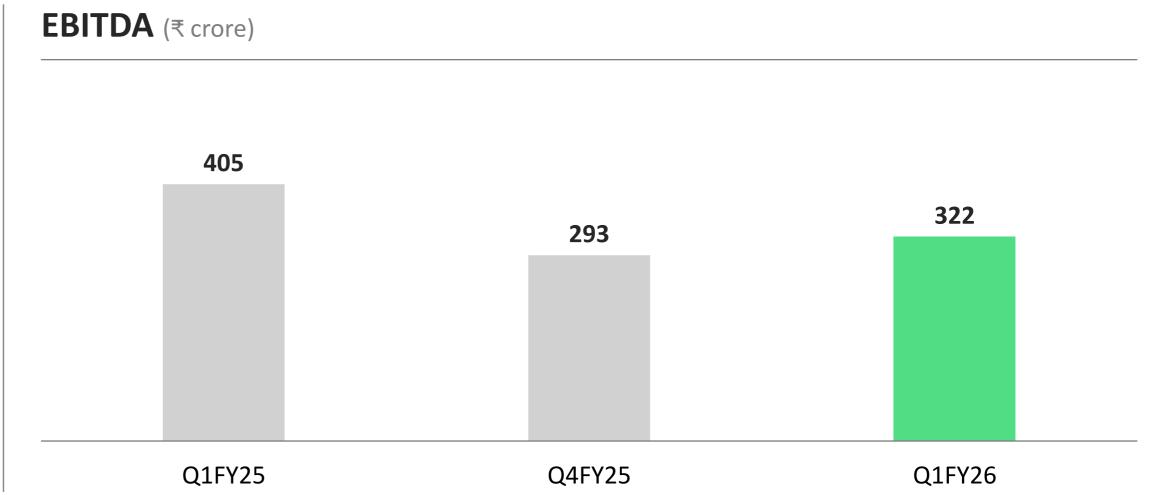
Specialty sales volumes share stood at 21%

CFY volume grew by 6% YoY, however realization remains impacted due to low priced imports from China

Q1FY26 Financial Performance





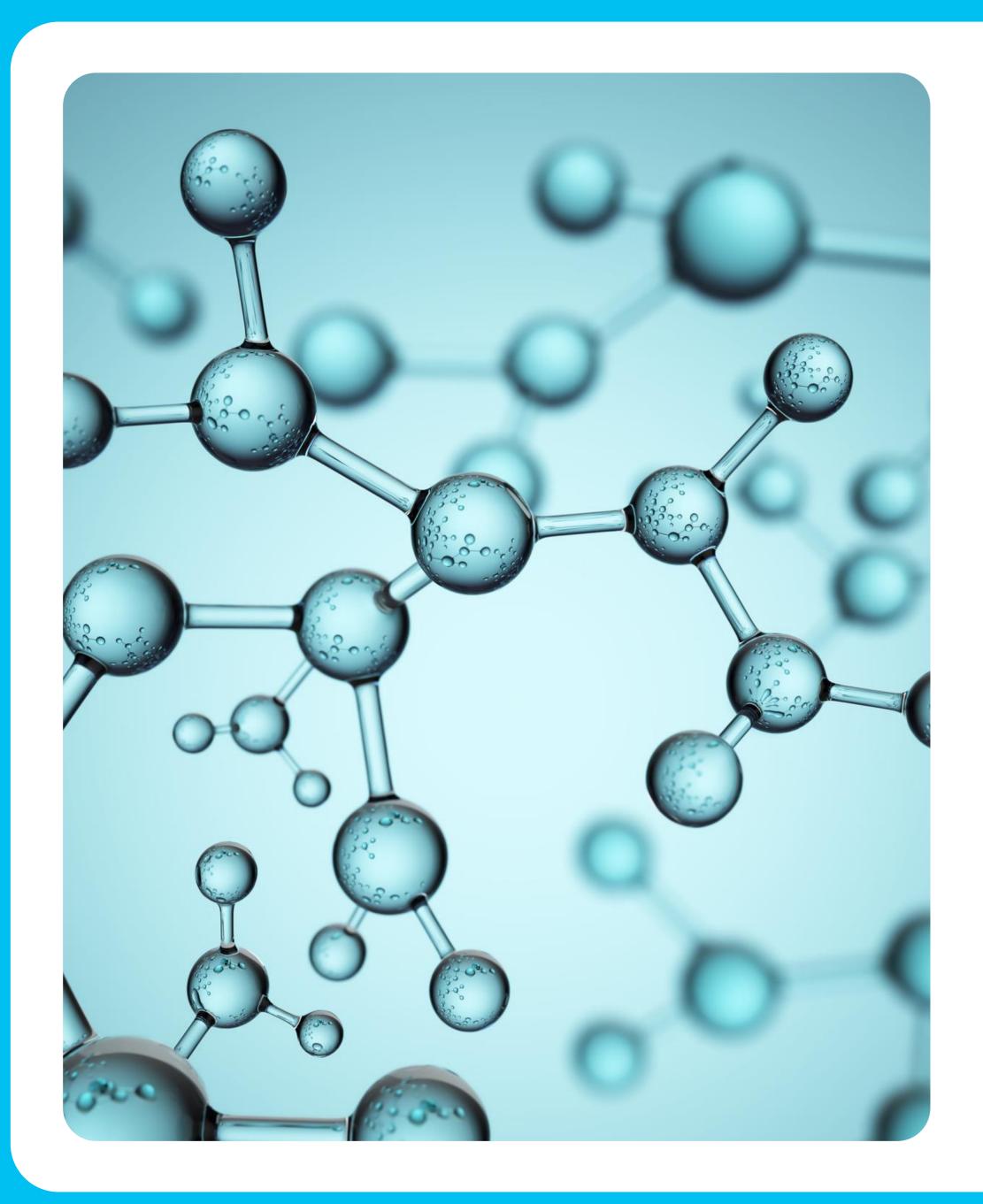


Revenue grew 7% YoY led by stable realisation on sequential basis

Higher key input prices which were passed on partially has led to reduction in EBITDA by 20% YoY to ₹322 Cr.

CFY realisations remain impacted due to weak demand from textile value chain coupled with low-priced imports from China





Chemicals

Chlor-Alkali

Chlorine Derivatives

Specialty Chemicals

Diversified Chemicals Portfolio



Chlor-Alkali

Existing Capacity (KTPA)

1,505

Expansion Plan (KTPA)

25

Projected Capacity (KTPA)

1,530

- Maintaining Market leadership position in Chlor-Alkali business with capacity of 1.5 Million MTPA.
- Market growing at a steady pace with demand from Alumina, Organic & Inorganic Chemicals, Textiles & FMCG industries.

Specialty Chemicals

Existing Capacity (KTPA)

246

- Largest producer of Specialty Chemicals (Epoxy Polymers and Curing Agents) in India.
- Serving growing end-use markets such as Construction Chemicals & Coatings,
 Renewables and Electricals & Electronics

Chlorine Derivatives

Existing Capacity (KTPA)

1,047

Expansion Plan (KTPA)
79

Projected Capacity (KTPA)

1,126

- Large capacity in Chlorine Derivatives catering to high growth markets such as Pharma, Agrochemicals, Water Treatment, Food & Feed, Plastic Additives, Industrial, etc.
- > Presence in high value speciality products such as Chloromethanes and Phosphoric Acid
- Lubrizol CPVC Resin Project for Phase I of 50 KTPA (of total 100 KTPA) at Vilayat is progressing as per plans with mechanical completion by Q3FY26
- Epichlorohydrin (ECH) 50 KTPA Plant construction at Vilayat progressing well, mechanical completion by Q3FY26
- > Chlorine Integration to reach 70% post commissioning of the ongoing projects
- > Further, evaluating multiple downstream chlorine chemistries to increase chlorine integration

Focus on Specialty Chemicals



Major End-Use Applications

Specialty Chemicals*

CONSTRUCTION



RENEWABLES



Chlorine Derivatives

WATER TREATMENT



PHARMA & HEALTHCARE



PVC APPLICATIONS

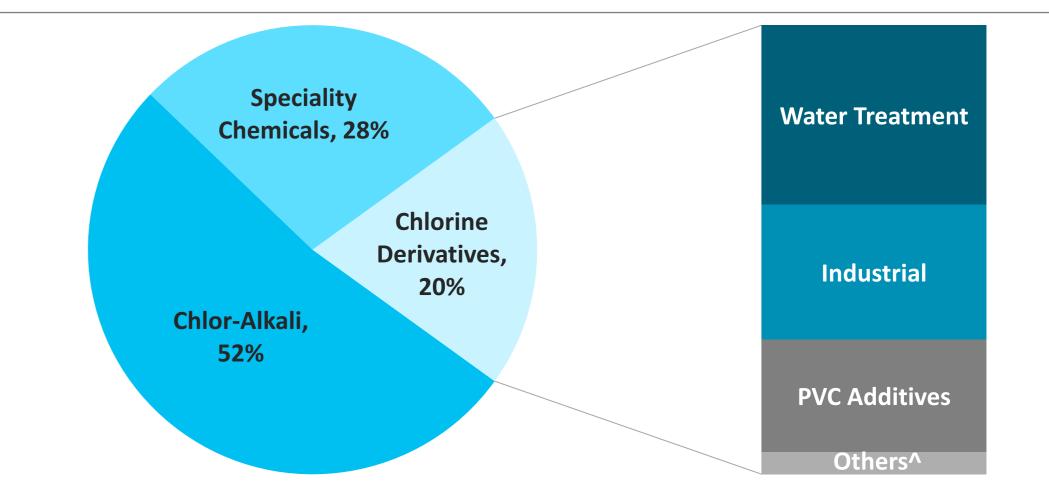


Chlorine Integration Levels (%)

Integration includes chlorine consumption for HCL and pipeline sales for dedicated customers

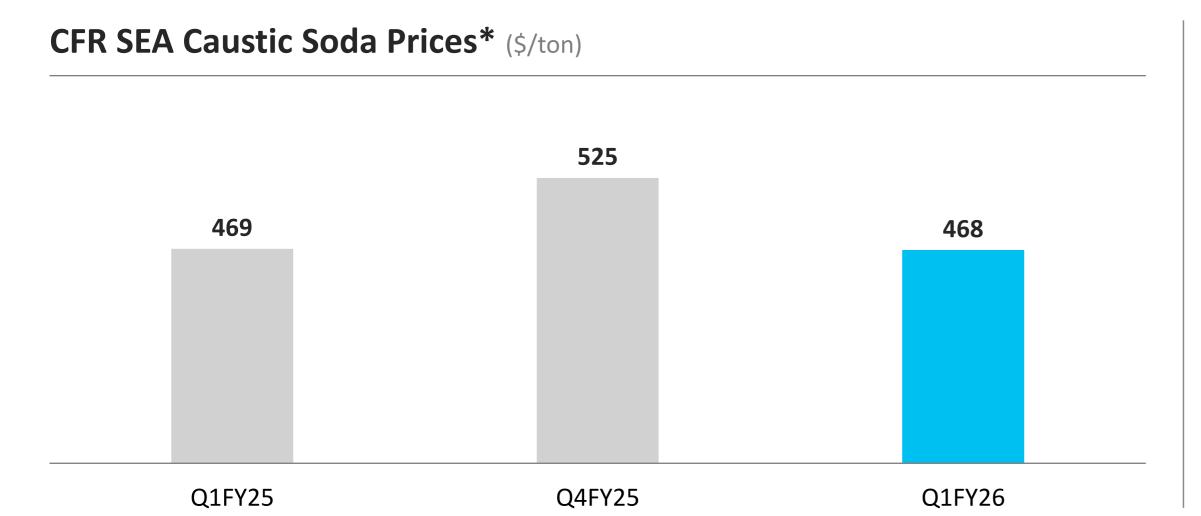


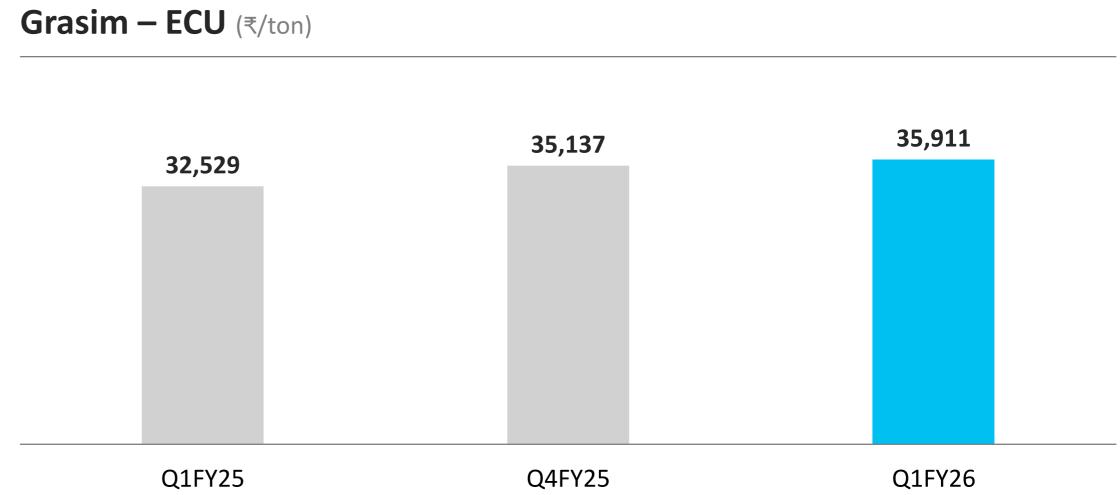
Chemicals Revenue Breakup (Q1FY26)

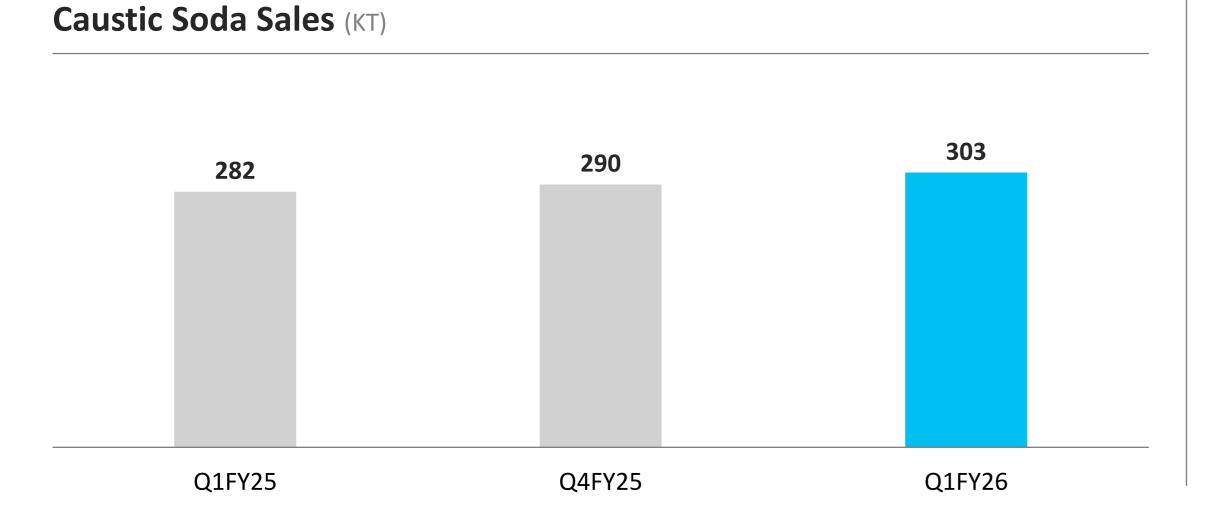


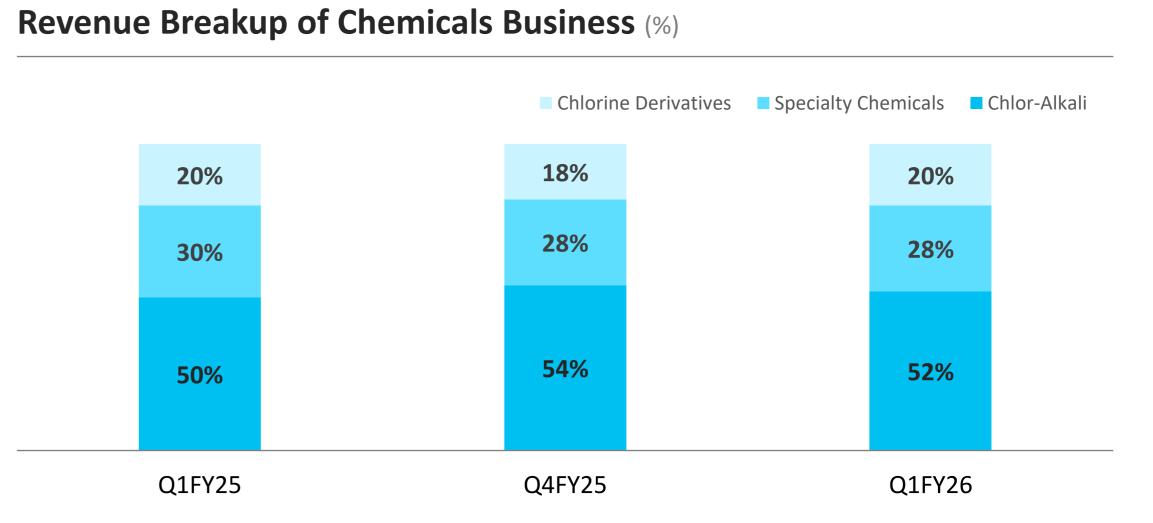
Key Operational Metrics







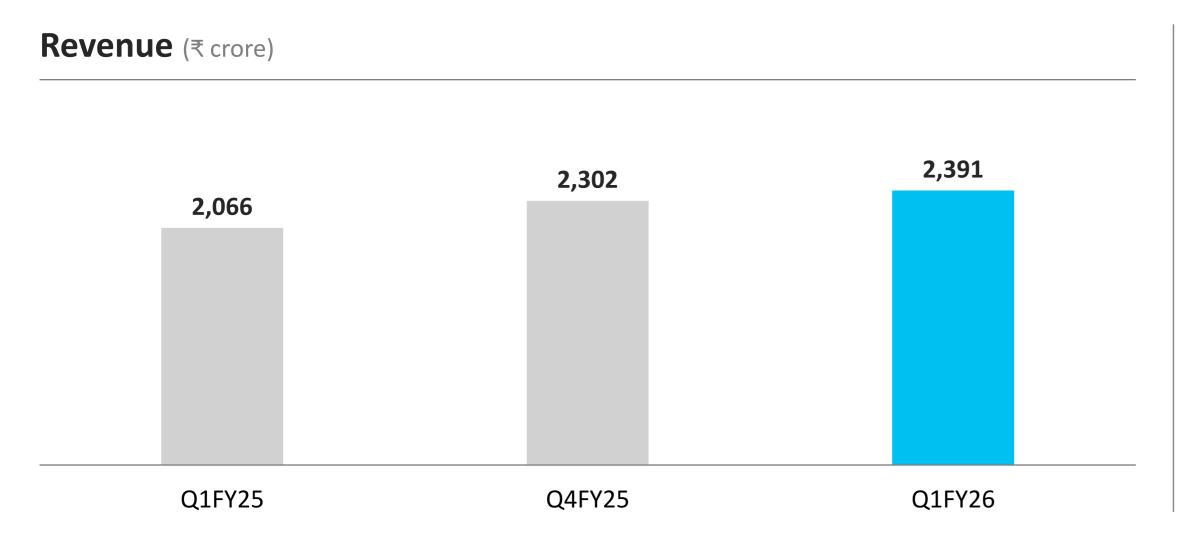


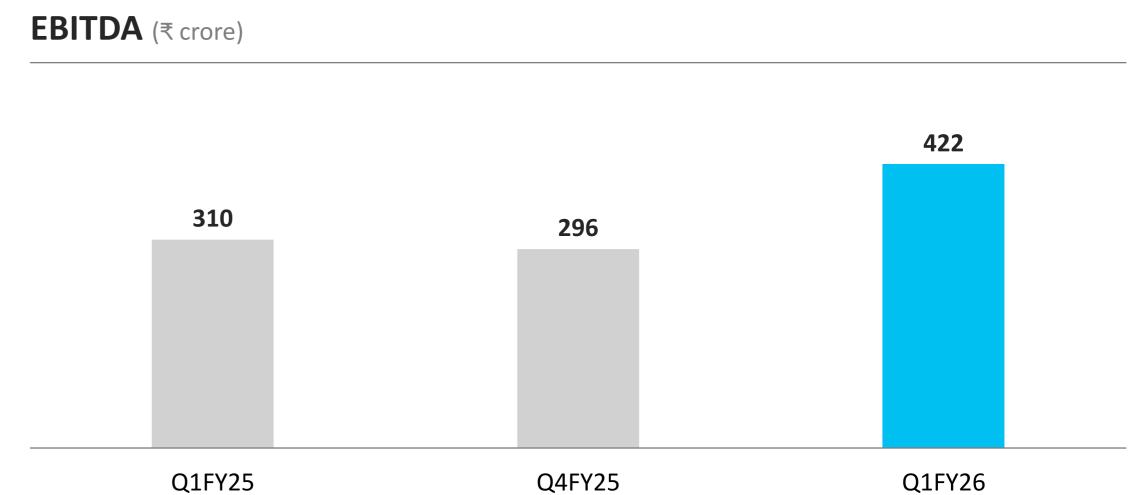


Fource: IHS Report 20

Q1FY26 Financial Performance







Revenue grew by 16% YoY

at ₹2,391 Cr. led by higher sales volume and improved ECU realisation

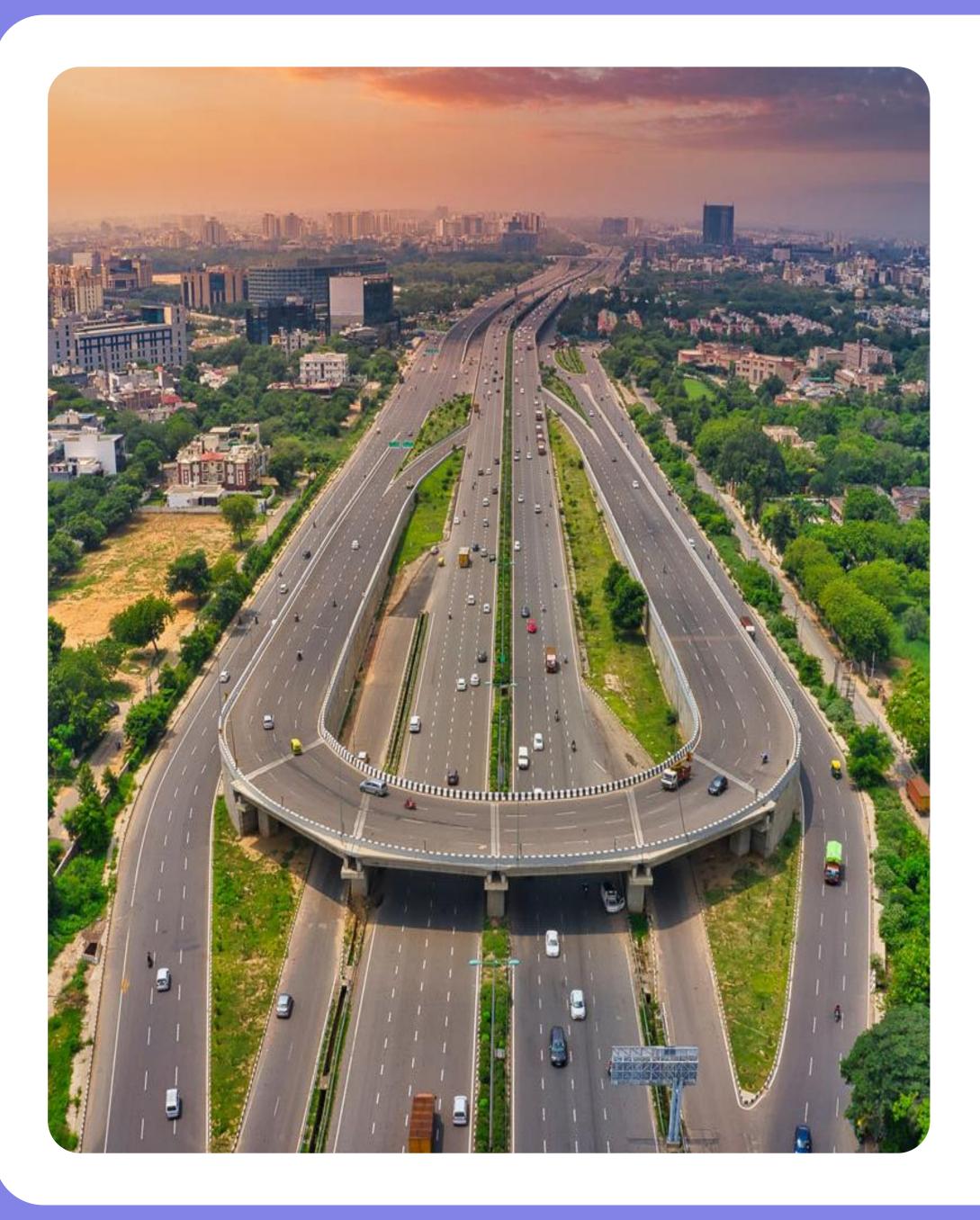
Specialty Chemicals sales volume up by 6% YoY

Higher input prices impacted the profitability

EBITDA grew by 36% YoY

led by higher profitability in Caustic and Chlorine derivatives





Building Materials

Cement

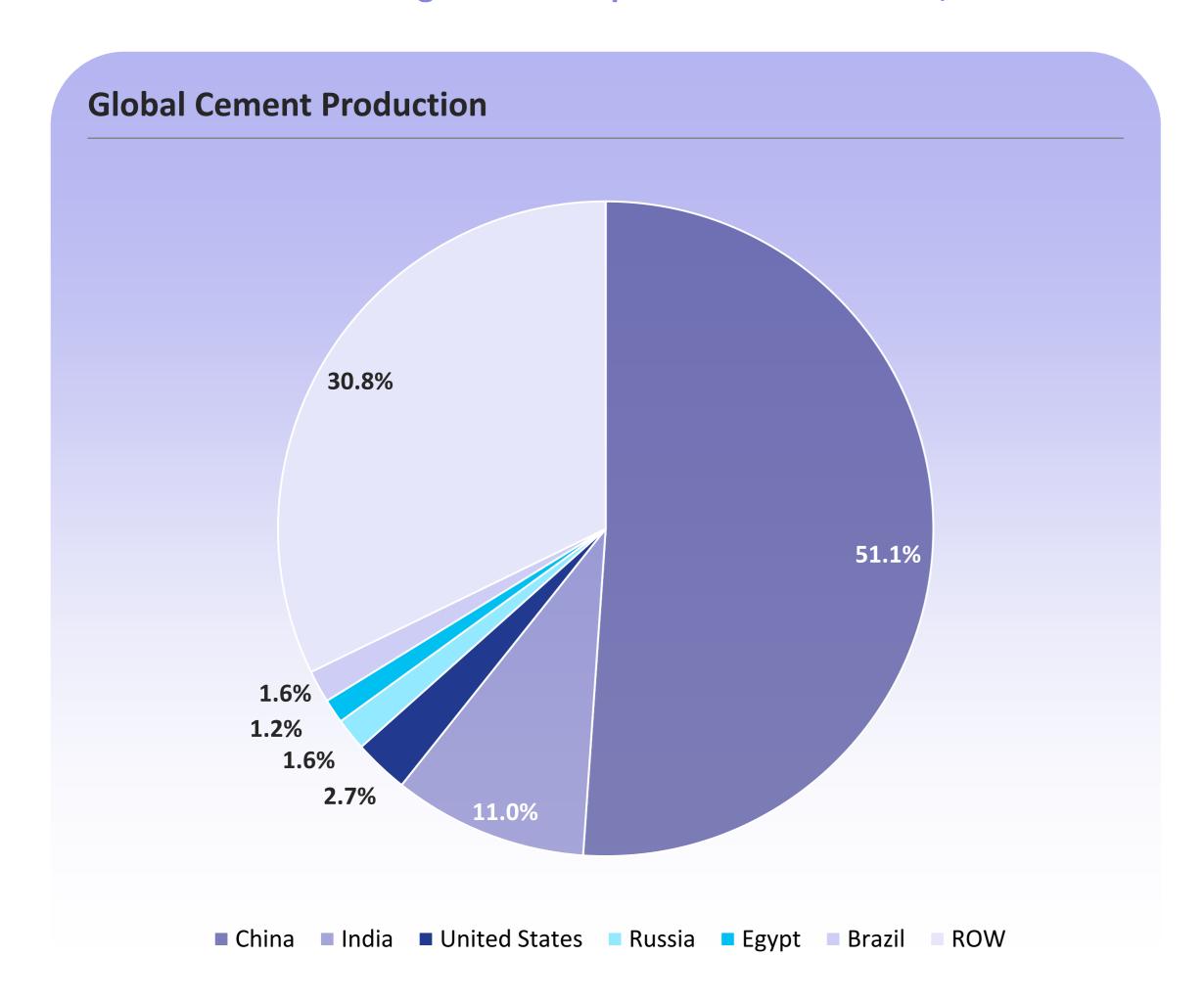
Paints

B2B E-commerce

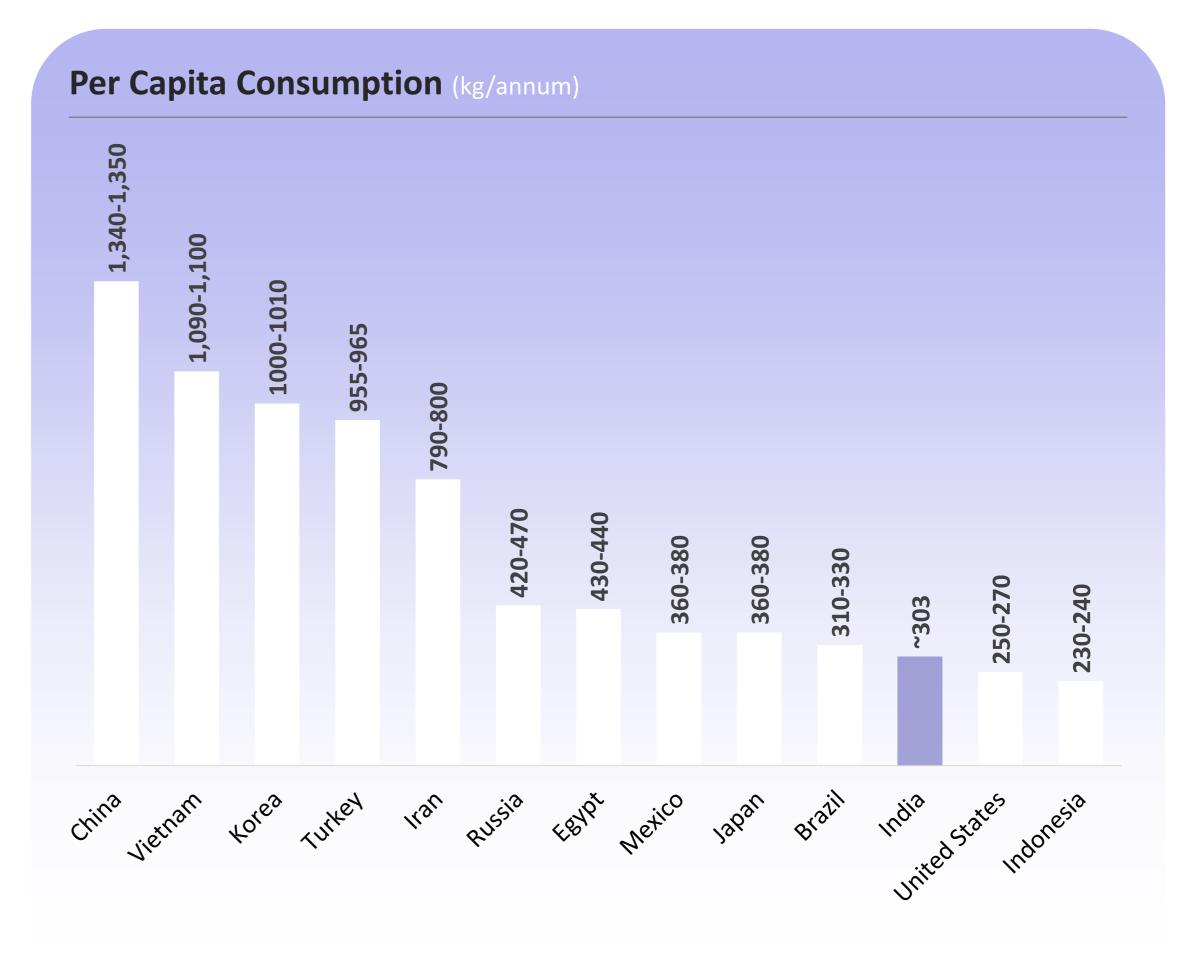
India Cement Industry



India is the second largest cement producer in the world,



but remains a highly underpenetrated market



Grasim Industries Limited | Q1FY26 Source: Industry estimates, research reports 23

Q1FY26 Performance Update – Cement (UltraTech)



Consolidated volumes grew by 9.7% YOY (incl. India Cements and Kesoram) at 36.83 million tons

Domestic grey cement realisation grew by 2.4% YoY to ₹5,165/Mt

Operating EBITDA/mt
grew by 37% YoY at
₹1,248/mt, compared to ₹911 in
Q1FY25

Ready Mix Concrete (RMC) volume grew by 20% YoY to 3.9 Mn m³, total 397 plants spread across 158 cities

Premium product mix stood at 33.8%, up 41% in YoY

Green Power Mix has increased to 39.5% vs.

27.9% in Q1FY25. Reached 1.08 GW of renewable power capacity and 363 MW of WHRS power

UltraTech Building
Solutions (UBS)
outlets increased to
4,802, contributing 21% of total
domestic grey sales volume

Building Materials

Growing India Decorative Paints Market



Current Scenario

Industry Size (FY26e)

₹**72,000** Cr.

Unorganised Market

~25%

Per Capita Consumption

~3.5 kg

(Global average of 10 kg/annum)



2nd Largest Player* in Indian Decorative Paints Industry

- **MANUFACTURING PROWESS**
- PAN INDIA DISTRIBUTION AND REACH
- **WIDE AND SUPERIOR PRODUCT RANGE**
- **MARKET DIFFERENTIATORS**
- **CUSTOMER DELIGHT**

Estimated CAGR of

>10%

over the next decade



HOUSING DEMAND

URBANISATION

PREMIUMISATION

GROWING ASPIRATIONS

Q1FY26 Performance Update – Paints (Birla Opus)



Double digit Revenue Market share, incl. Birla Opus & Birla White Putty

- > Birla Opus registered Double digit QoQ growth
- Birla Opus is India's #3 Decorative Paints Brand (internal estimates) by revenue

Capacity share to reach ~24%

of Organized Decorative Paints industry

- Trial Production of Water Based Paints & Emulsions commenced at Birla Opus 6th plant in Kharagpur; commercial launch on track by end of Q2FY26
- Operating plants with capacity of 1,096 MLPA

New Product Packaging introduced

- > Expanded portfolio to 179 products and 1,460+ SKUs
- Fastest product scale-up across six product categories, featuring first-ever innovations like scuff-resistance, superior coverage, spatter-proofing, & high gloss

Expanding the reach to 8,000+ towns on pan-India basis

- Focus shifted to improving revenue per dealer
 a) increasing penetration of each category
 b) wider range of products/categories
- Enhancing consumer decorative paints experience through exclusive branded franchise retail outlets across 400+ towns

Birla Opus the 2nd most visible paints brand

- New commercial campaign 'Duniya Ko Rang Do Part 2' based on excellent feedback received for the animation 'Opus Boy' campaign of last year
- Expanding the scope of Branded painting services "PaintCraft" to 100+ towns through dealer operated franchisee in Q2FY26

Total capex spent stood at ₹9,555 Cr. as on 30th June 2025

- > Company's total project cost within budget.
- > First time a greenfield project of 6 simultaneous plants executed without any project overrun and rapid scale-up

Comprehensive B2B E-commerce Platform



E-commerce platform for Building Materials with end-to-end solutions

(Demand prediction, Product assortment, Sourcing, Logistics and Financing)

VALUE PROPOSITION

COMPETITIVE PRICING

ASSURED QUALITY

GUARANTEED DELIVERY

FINANCIAL SOLUTIONS

SEAMLESS EXPERIENCE

MARKET OPPORTUNITY

>\$100 bn

Market Size of Building Materials Industry <2%

Digital Penetration



40,000+ skus

300+

Brands

PRODUCT CATEGORIES

CEMENT & ALLIED

STEEL & ALLIED

TILES & SURFACES

BRICKS & BLOCKS

BITUMEN

SANITARY WARE

PIPES & FITTINGS

PLY & LAMINATES

METALS

CHEMICALS, POLYMERS

DEMAND DRIVERS

>10%

3-year CAGR (Building Material categories)

MSME

enabling efficient procurement & wide reach

Q1FY26 Performance Update – B2B E-commerce (Birla Pivot)



Revenue grew by high single-digit QoQ

On track to achieve revenue of ₹8,500 crores
 (\$1 billion) by FY27, one of the fastest growing B2B
 E-commerce ventures in India

Revenue mix continues to improve due to **New**product categories like Non-ferrous,

Bitumen, Chemicals and Tiles & Ply

Expanded into newer geographies & territories

- Continue to expand private label portfolio across Tiles, Ply and Bathware categories
- Orders delivered to more than 375 cities, 4000+ pin codes so far.

Driving digital adoption across user base through intuitive, self-serve tools that prioritize convenience and ease of use

 Launched WhatsApp flows for Quote based journeys for multiuser entities across Projects and Retail segments

Enhancement of logistics platform to deliver a B2C-like fulfillment experience, enabled by real-time tracking and advanced delivery modules

Rapidly scaling Birla Pivot managed logistics to improve overall experience for buyers

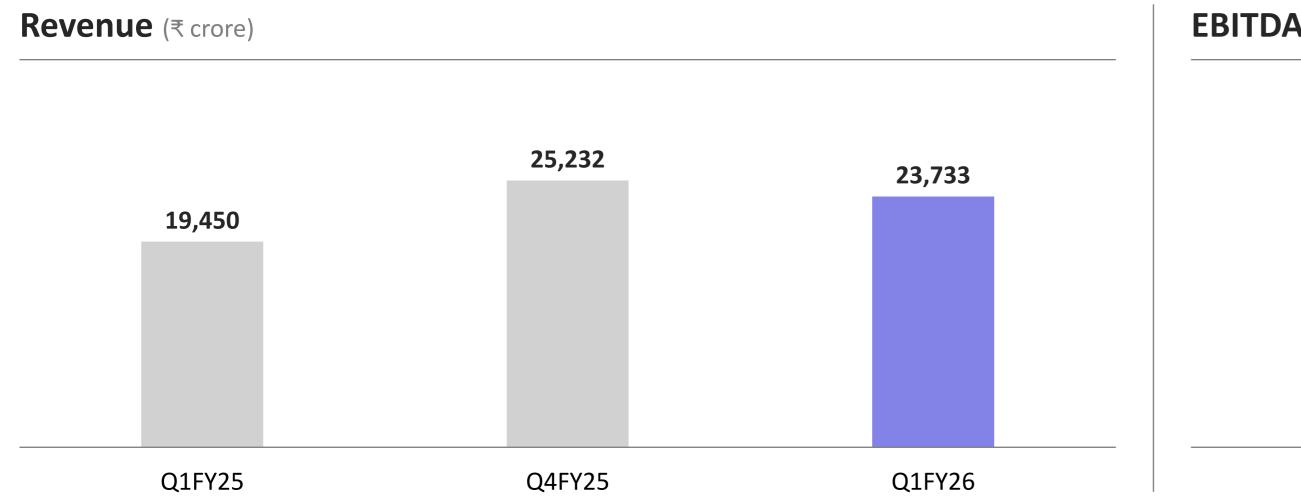
Increased the adoption of Working

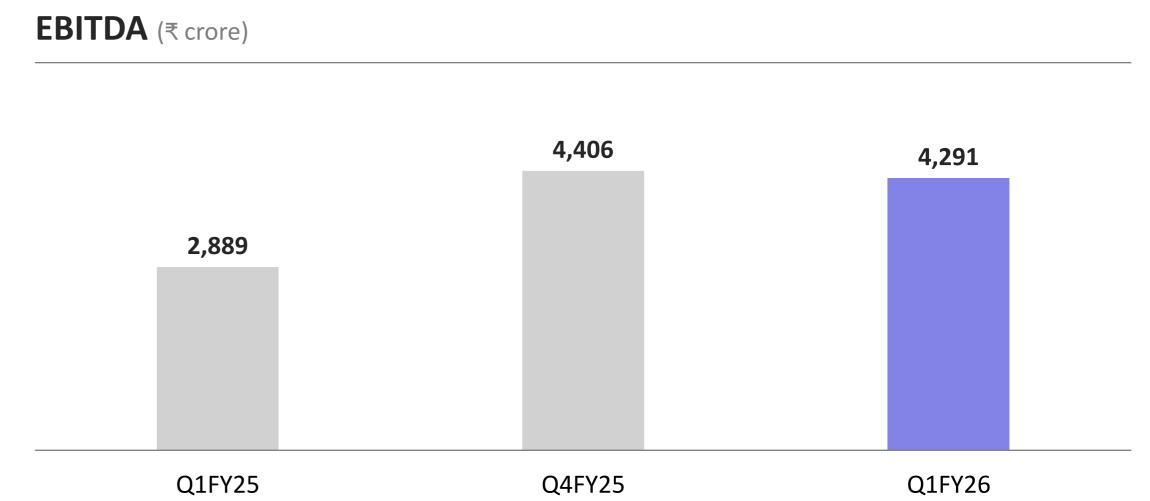
capital solutions and Credit programs

for buyers and sellers through strategic
partnerships with multiple banks and NBFCs

Q1FY26 Financial Performance







Revenue grew by 22% YoY to

₹23,733 Cr. led by all-round performance across Cement, Paints and B2B businesses

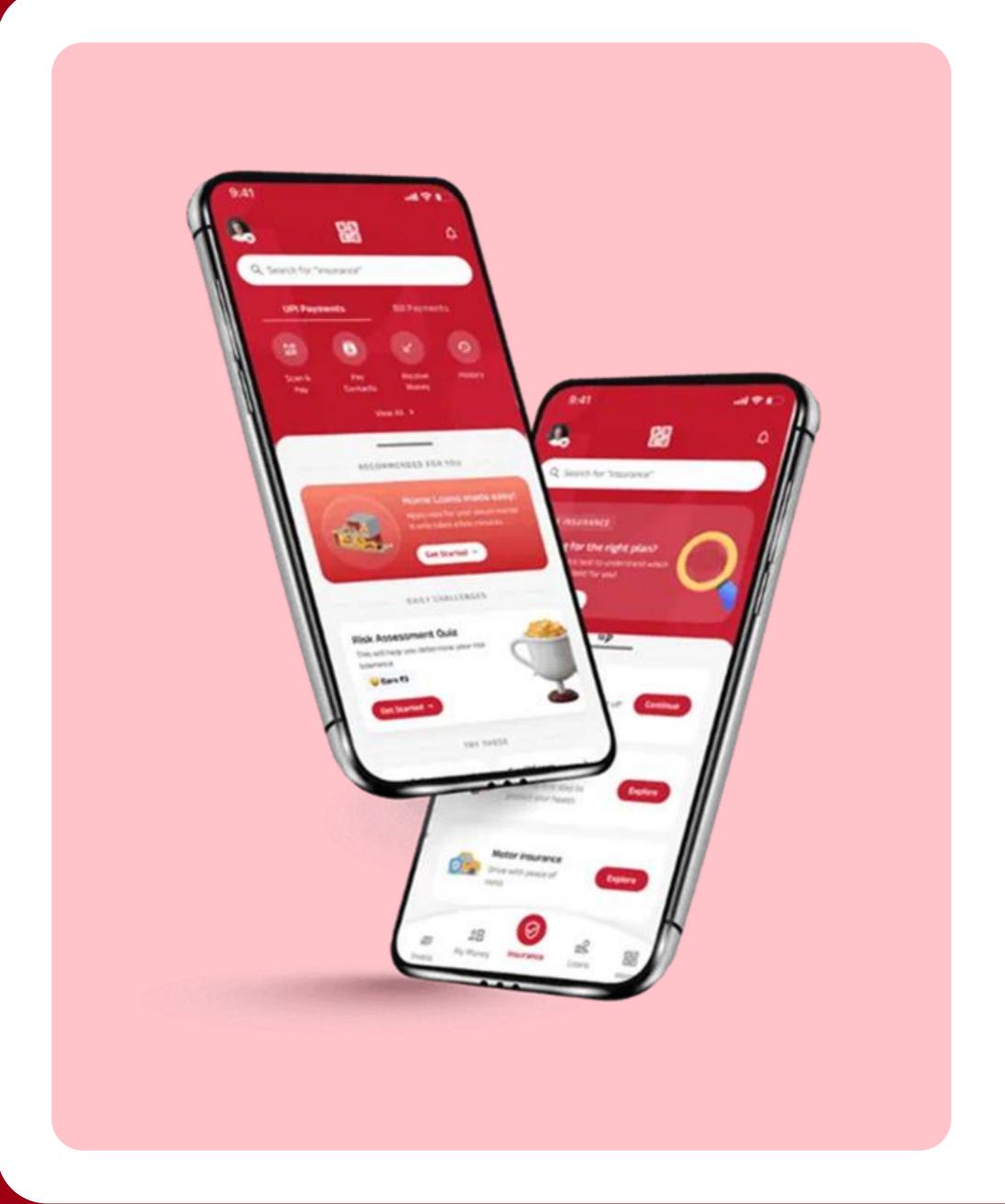
Cement revenue grew by 13%

YOY to ₹21,275 Cr. with incremental revenue from Paints and B2B Ecommerce businesses

EBIDTA grew by 48% YoY to ₹4,291 Cr.

led by Cement business





Financial Services

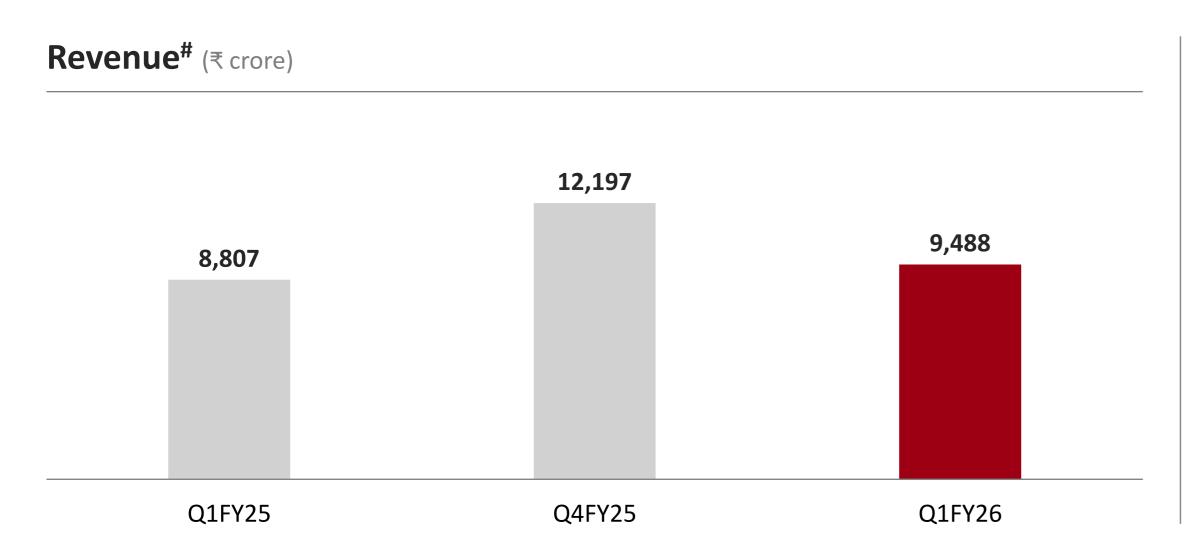
Aditya Birla Capital Limited

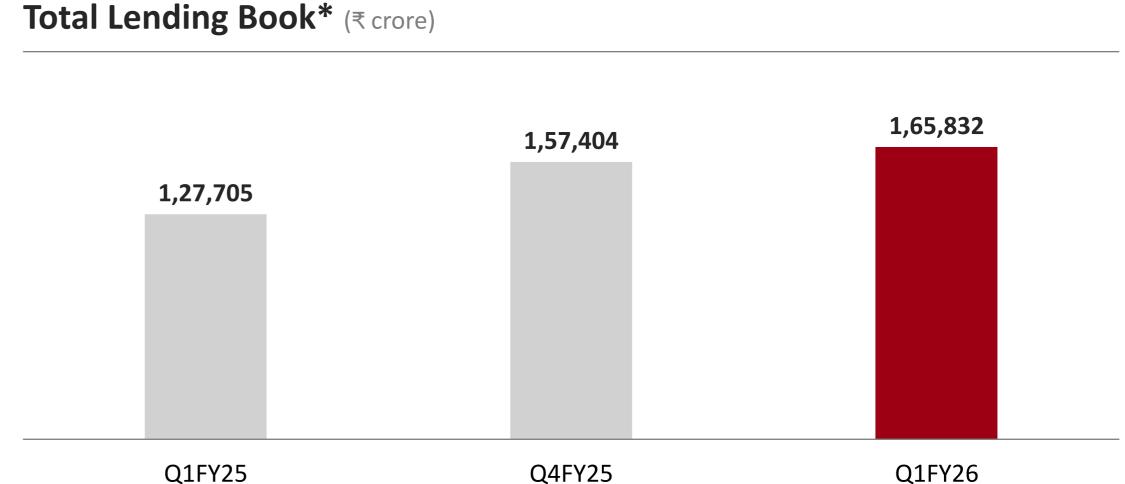


NBFC Housing Finance Investing and Insurance

Q1FY26 Financial Performance - Aditya Birla Capital







Revenue grew by 8% YoY at ₹9,488 Cr.

All segments reported consistent growth:
 NBFC up by 13% YoY, Housing Finance grew by
 65% YoY, Life Insurance grew by 2% YoY and
 Health Insurance grew 31% YoY

PAT^ grew by 12% YoY at ₹803 Cr.

up by 30% YoY to ₹1,65,832 crores

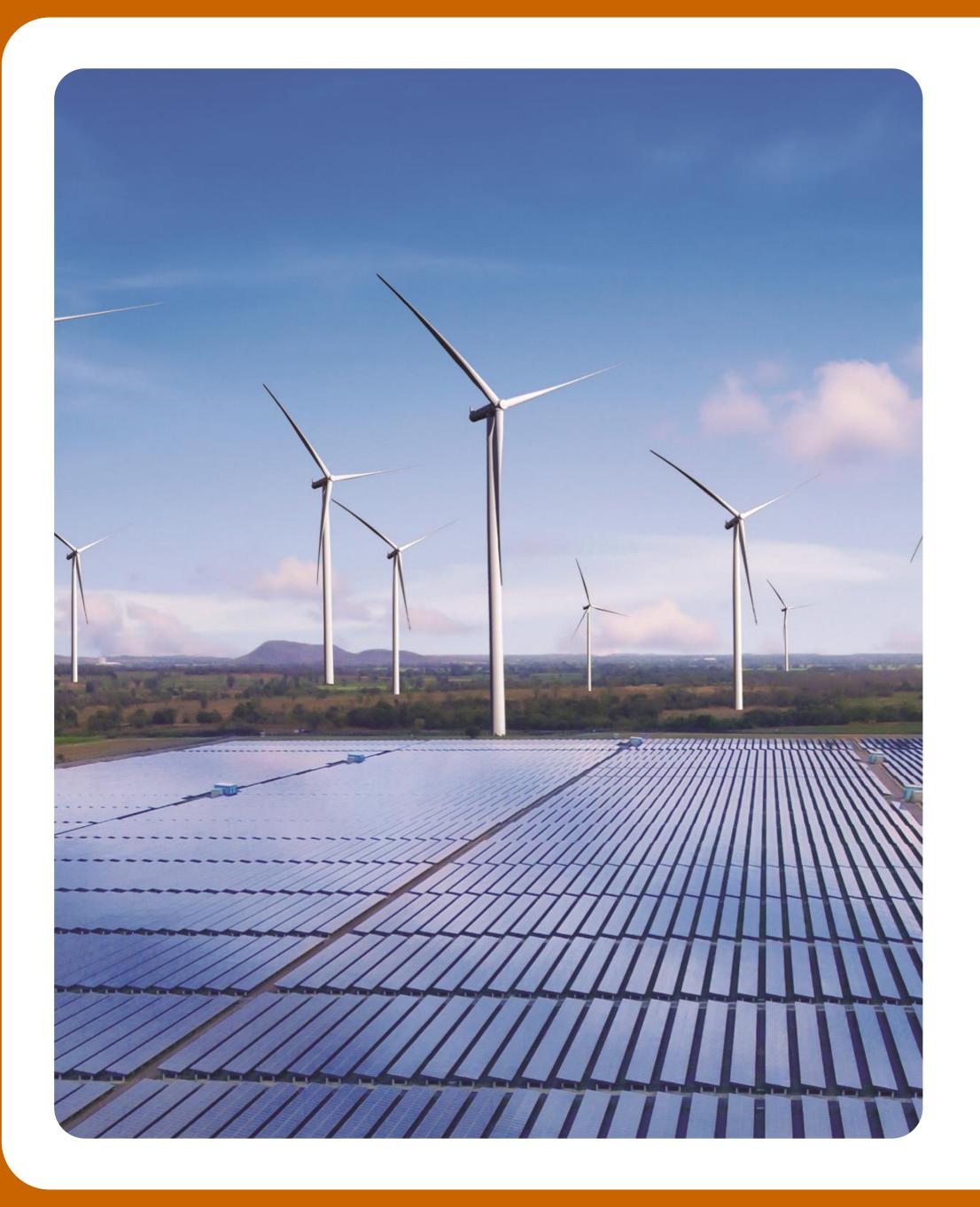
Total Lending Portfolio*

- NBFC business loans to Retail, SME and HNI customers constitute 65% of the total portfolio
- Disbursements in Housing Finance business grew by 76% YoY to ₹5,404 Cr.

6.4 million+ App Customers** ABCD@, Omnichannel D2C platform is gaining traction with

Udyog Plus, B2B platform for MSMEs continues to scale with ~2.4 million registrations and total portfolio of ~₹3,658 Cr.





Other Businesses

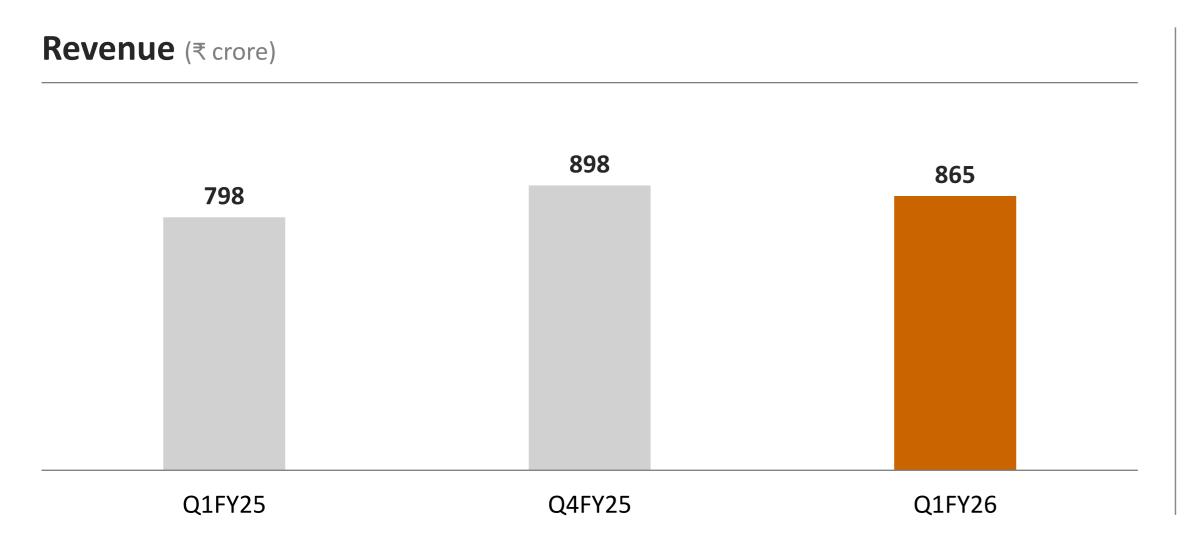
Textiles

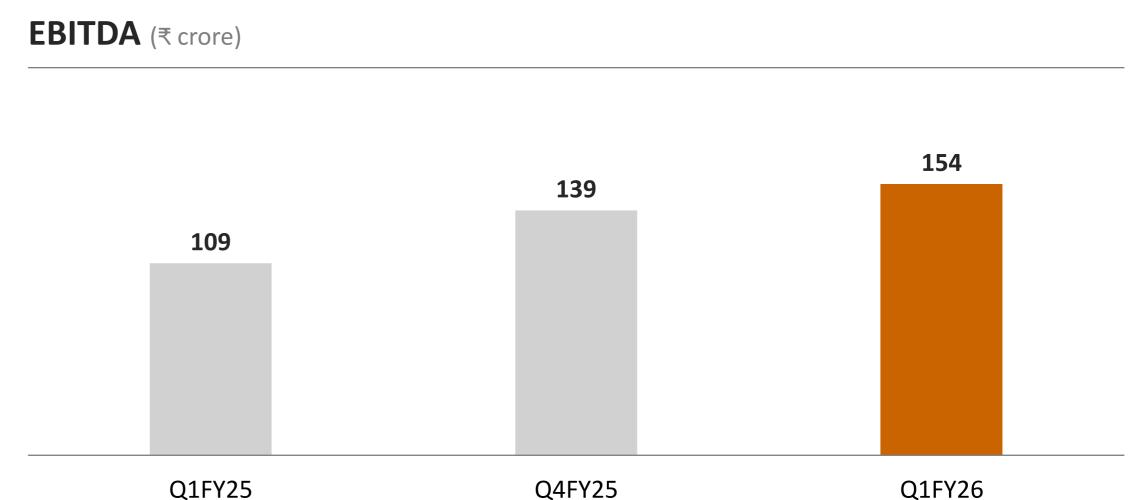
Renewables

Insulators

Q1FY26 Financial Performance







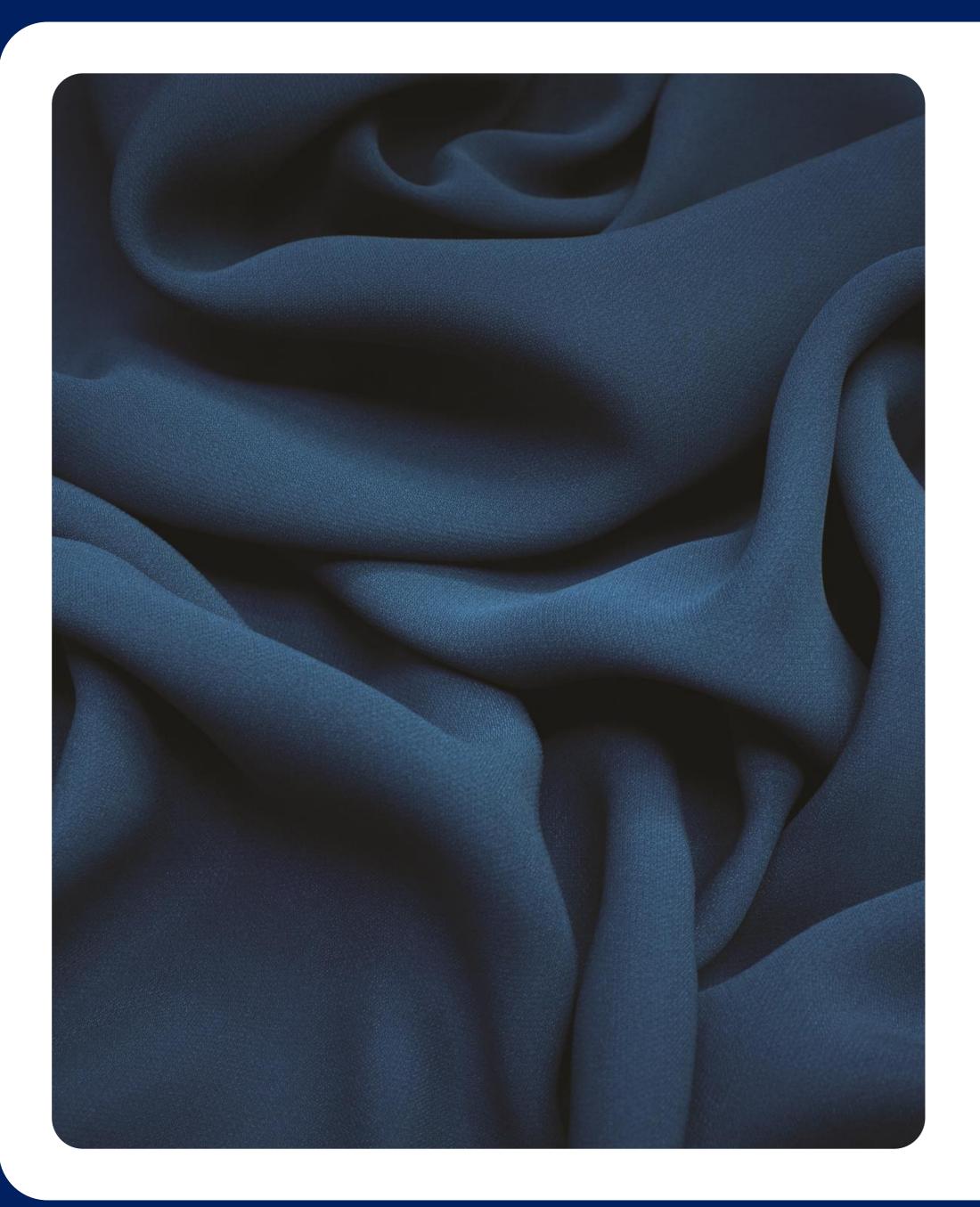
Revenue grew by 8% YoY to ₹865 Cr., while EBITDA grew by 41% YoY to ₹154 Cr., led by higher capacities in renewable business

Renewables business revenue grew by 54% YoY to ₹192 Cr. and EBITDA grew by 66% YoY to ₹146 Cr. (including treasury income of ₹21 Cr.)

The cumulative installed capacity increased to 1.9 GWp, of which 43% is with Group companies

Textiles business revenue stood at ₹547 Cr. with EBITDA of ₹9 Cr. against EBIDTA loss of ₹8 Cr. in Q4FY25





Annexure

Consolidated Income Statement



Particulars (₹ crore)	Q1FY26	Q1FY25	% Change	Q4FY25	% Change
Revenue from Operations	40,118	34,610	16	44,267	-9
Other Income	342	303	13	383	-11
EBITDA*	6,430	4,740	36	6,548	-2
EBITDA Margin (%)	16%	14%		15%	
Finance Cost	816	551	48	821	-1
Depreciation	1,810	1,443	25	1,831	-1
Share in Profits of JVs & Associates	69	32		168	
PBT	3,872	2,779	39	4,063	-5
Add/(Less): Tax Expense	(1,066)	(625)	71	(1,023)	4
Add/(Less): Exceptional Items	(38)	(88)		(67)	
Consolidated PAT	2,767	2,066	34	2,973	-7
PAT (Owner's Share)	1,419	1,075	32	1,496	-5



Standalone Income Statement



Particulars (₹ crore)	Q1FY26	Q1FY25	% Change	Q4FY25	% Change
Revenue from Operations	9,223	6,894	34	8,926	3
Other Income	144	93	54	227	-37
EBITDA	528	418	26	447	18
EBITDA Margin (%)	6%	6%		5%	
Finance Cost	206	140	47	201	3
Depreciation	478	349	37	501	-4
PBT	(156)	(70)		(254)	
Add/(Less): Tax Expense	38	18		80	
Add/(Less): Exceptional Items	_	-		(114)	
Reported PAT	(118)	(52)		(288)	



Standalone Capex Plan



Particulars (₹ crore)	Capex Spent Q1FY26	Planned Capex FY26
Cellulosic Fibres	85	839
Capacity Expansion (including debottlenecking)	11	447
Modernisation and Maintenance Capex	75	392
Chemicals (A + B + C)	183	668
(A) Capacity Expansion: Chlor-Alkali & Chlorine Derivatives	55	169
Caustic Soda: (1,505 KTPA >> 1,530 KTPA)	1	10
Chlorine Derivatives: (1,047 KTPA >> 1,126 KTPA)	54	158
(B) Capacity Expansion: Specialty Chemicals		
Epoxy Polymers & Curing Agents: (246 KTPA)	1	18
(C) Modernisation and Maintenance Capex	127	481
New High Growth Businesses	204	653
Birla Opus (Decorative Paints)^	203	643
Birla Pivot (B2B E-Commerce)	1	10
Other Businesses		
Textiles, Insulators & Others	7	103
Total	480	2,263



Balance Sheet



EQUITY AND LIABILITIES	Standalone	(₹ crore)	Consolidated (₹ crore)		
	30 th June 2025	31 st March 2025	30 th June 2025	31 st March 2025	
Net Worth	54,340	54,398	99,117	97,509	
Non-Controlling Interest	_	-	61,830	60,304	
Borrowings related to Financial Services	_	-	1,43,365	1,37,648	
Other Borrowings	11,413	11,121	46,567	46,000	
Lease Liability	730	741	2,599	2,677	
Deferred Tax Liability (Net)	2,296	2,299	12,606	12,487	
Policy Holders Liabilities	_	_	1,01,835	98,351	
Other Liabilities & Provisions	9,438	9,421	48,314	45,560	
SOURCES OF FUNDS	78,216	77,981	5,16,233	5,00,536	



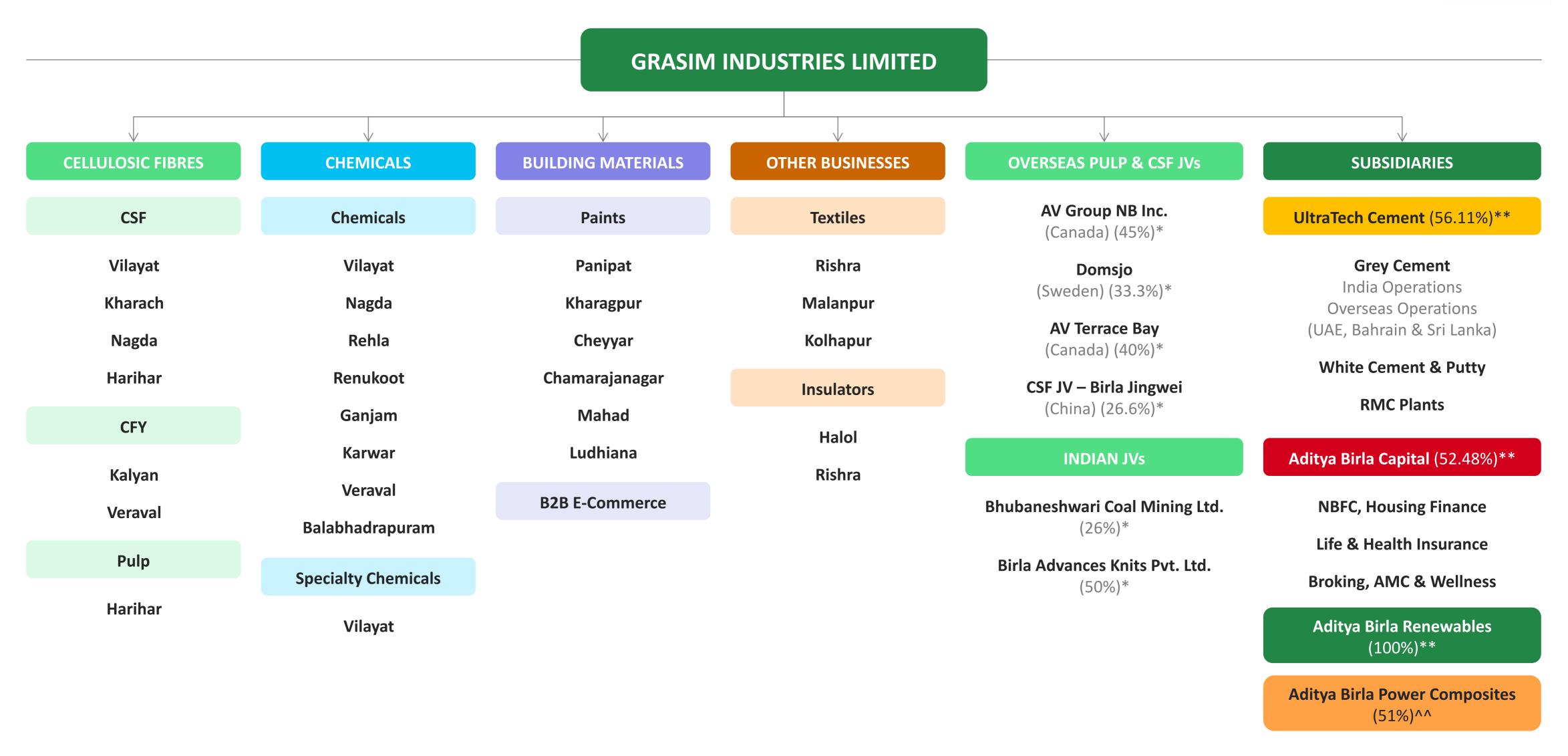


Balance Sheet

ASSETS	Standalone (₹ c	rore)	Consolidated (₹ cr	rore)
	30 th June 2025	31 st March 2025	30 th June 2025	31 st March 2025
Net Fixed Assets	22,198	22,373	1,18,805	1,16,649
Capital WIP & Advances	3,281	3,042	18,308	17,825
Right of Use – Lease (including Leasehold Land)	1,330	1,355	3,096	3,130
Goodwill	3	3	21,374	21,369
Investments:	40,161	40,165	1,09,371	1,05,491
UltraTech Cement (Subsidiary)	2,636	2,636	_	_
AB Capital (Subsidiary)	18,847	18,847	_	_
Solar Subsidiaries	923	923	_	_
ABSLAMC, ABHI & ABW	<u>-</u>	-	9,049	8,867
Other Equity Accounted Investees	613	613	1,126	1,157
Liquid Investments	4,260	4,229	11,429	10,598
Vodafone Idea	2,465	2,256	2,465	2,256
Other Investments	10,417	10,660	20,584	20,008
Investment of Insurance Business	_	-	64,718	62,605
Assets held to cover Linked Liabilities	<u> </u>	-	39,928	37,762
Loans & Advances of Financing Activities	_	-	1,59,256	1,52,662
Assets held for Sale	_	_	150	138
Other Assets, Loans & Advances	11,243	11,043	45,945	45,529
APPLICATION OF FUNDS	78,216	77,981	516,233	5,00,536
Net Debt / (Surplus)	7,153	6,892	35,138	35,402

Grasim Group Structure





Safe Harbor

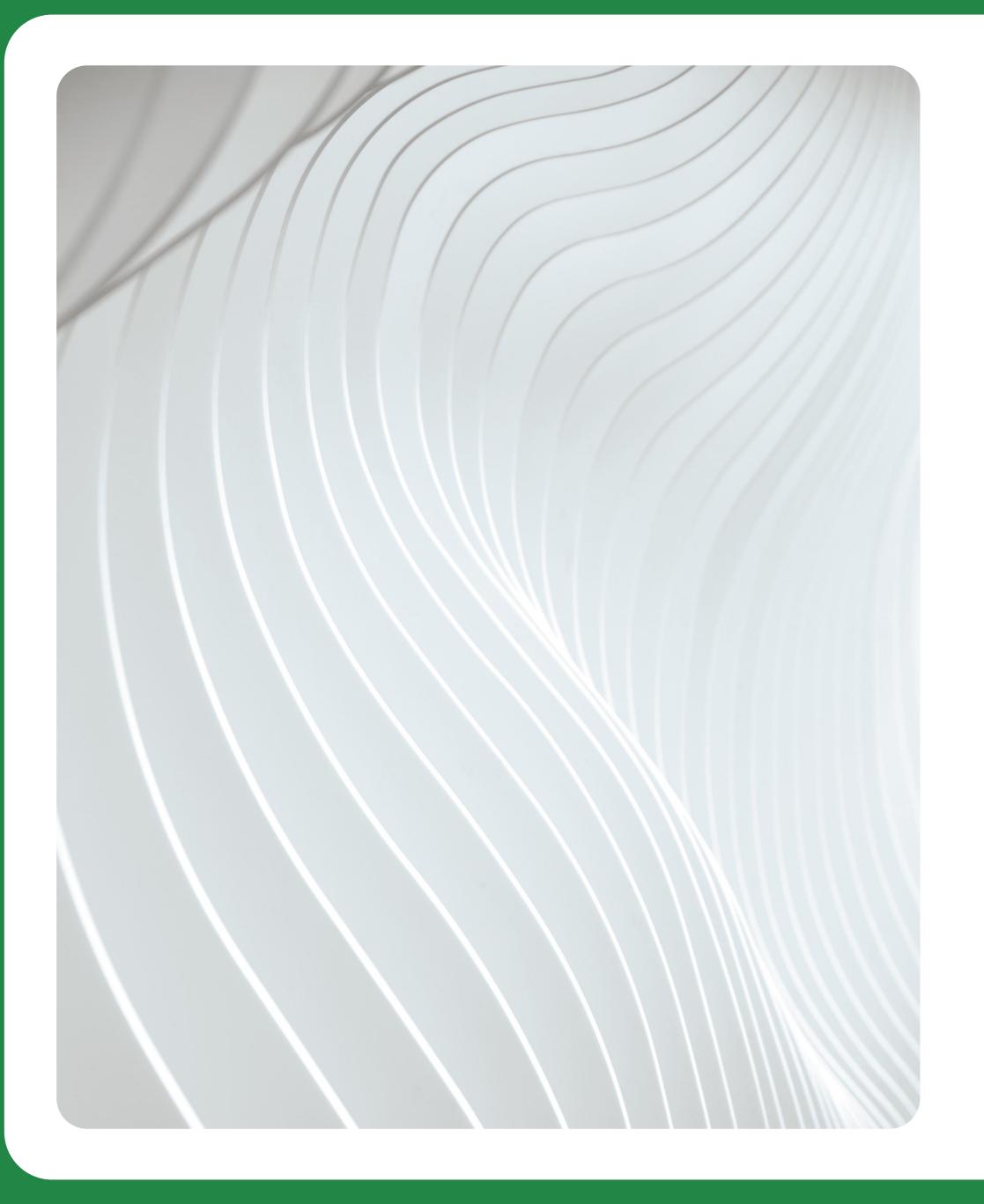


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