



Grasim Corporate Presentation | June 2022

KEY MILESTONES



1947 1956

Grasim industries incorporated

Production of fabric begins at Gwalior

VSF production commences at Nagda (MP)

1957 1996

VSF and Pulp plants at Harihar commissioned based on in house engineering

Caustic Soda production commences at Nagda for Captive use

Vikram Cement, Grasim's first Cement plant goes on stream at Jawad (MP)

1997 2006

Grasim acquires controlling stake in **UltraTech Cement Ltd. f**rom L&T

ABNL entered in JV with SunLife Insurance to foray into Financial Services Business

AV Group- First Overseas acquisition (Canada) to form a JV for **backward integration of Pulp**

Promoted Idea Cellular jointly with Birla – Tata – AT&T Ltd

2007 2017

Acquired stake in Domsjo, Sweden to **further integrate Pulp**

Commissioned the single largest VSF plant at Vilayat

Consolidated the Caustic soda capacity with merger of Aditya Birla Chemicals (India) Ltd with Grasim

2018

Merger of ABNL with Grasim and subsequent listing of Aditya Birla Capital Limited (Grasim subsidiary)

Acquisition of rights to operate and manage VFY business of Century Textiles



2019

Commissioned a new state-of-theart Lyocell plant at Kharach based on inhouse technology

Acquired **Soktas India Private Limited** (now merged with Grasim Industries Limited)

Acquired the **Chlor-Alkali business** of **KPR Industries India Limited** by way of slump sale

Entered a JV with Maschinenfabrik Reinhausen Gmbh (MR), Germany for the manufacture and sale of

Composite Hollow Core Insulators ('CHCI') to serve the power transmission and distribution industry globally

2020

Launch of **Liva Antimicrobial.** An innovative fibre that gives the wearer longer lasting protection from microbes even after multiple washes

Grasim partners with Lubrizol Advanced Materials to manufacture and supply chlorinated polyvinyl chloride (CPVC) resin

Divestment of its Fertiliser business to Indorama India Private Limited

2021-22

Vilayat VSF brownfield expansion of 219 KTPA commissioned taking the total capacity to 824 KTPA

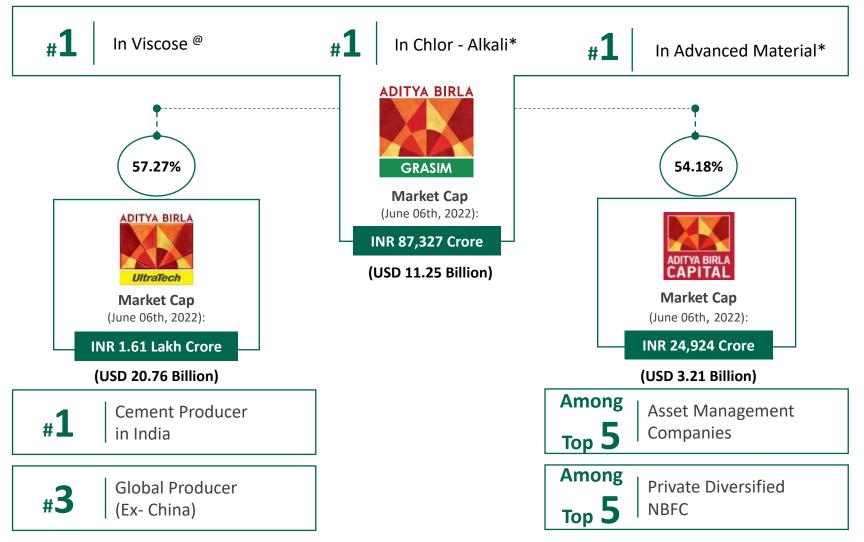
Caustic Soda brownfield expansion of 142 KTPA (Rehla 91 KTPA and BB Puram 51 KTPA)

Chloromethane plant of **50 KTPA** at Vilayat commissioned

Foray into Paints Business with pan India presence

BIG IN YOUR LIFE



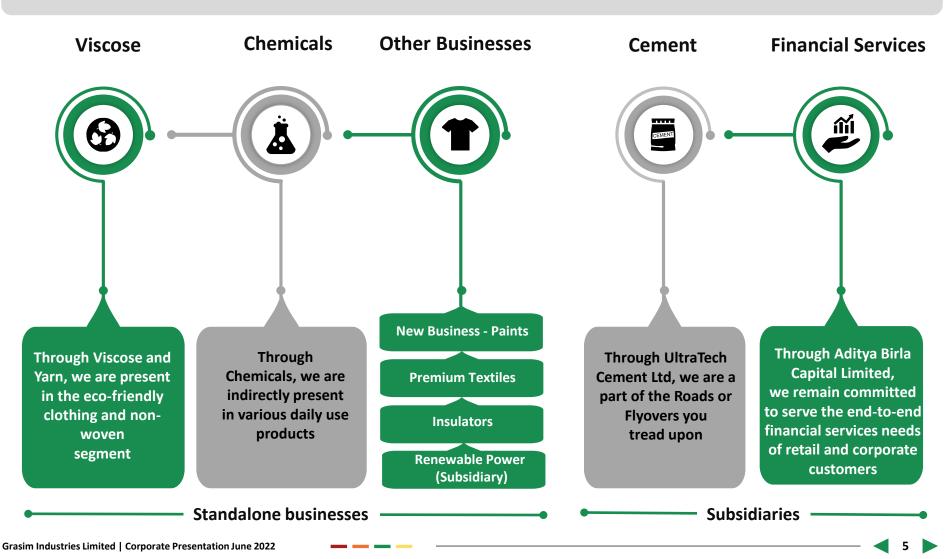


@ Leadership in India in Viscose Staple Fiber, Modal, 3rd Generation Viscose and Viscose Filament Yarn

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



Flagship company of Aditya Birla Group comprising of diversified businesses spread across globe



OUR STRATEGY



Pillars of our Strategy



LEADERSHIP ACROSS BUSINESSES

- Leadership position in our businesses gives us the advantage of scale, customer service, cost optimisation, product development, etc.
- Identifying future growth opportunities, we invest ahead of time to be well positioned when the market demand emerges.

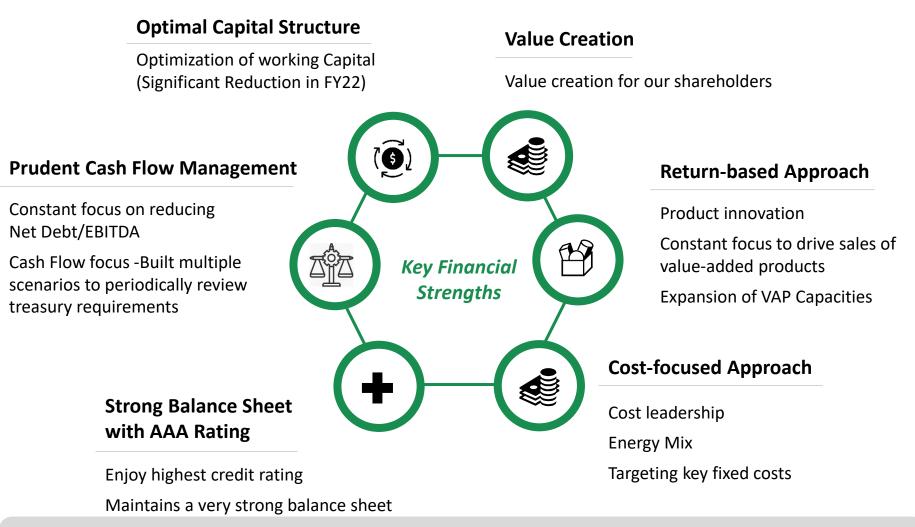
COST OPTIMISATION

- Constantly on the quest of identifying cost optimisation measures. Targeting both variable and fixed costs.
- Backward integration for key raw materials used in the manufacturing of VSF and Caustic Soda also enable us to optimize costs.

INNOVATION AND NEW PRODUCT DEVELOPMENT

- Strong R&D capability, Launched innovative products and solutions for the customers.
- We design our products based on customers feedback with initiatives like LAPF to consumer experience.





Industry leadership in core businesses generating strong ROCE and enjoying a AAA rating We are 'Stronglomerate' with financial heft of a conglomerate

STRATEGIC ACTIONS





Entry into Paints Business

- Decorative paints market has witnessed significant growth in last few yours
- The project cost of ₹10,000 Cr is reflective of our plan to accelerate capacity implementation given the optimistic growth outlook. This acceleration with revision in plant configuration achieves economies of scale, comprehensive product offering, improving lead time to serve the market



Sale of Fertiliser business

- Divested Fertiliser business to Indorama India Private Limited for lump sum cash consideration where the transaction is completed on 1st January 2022
- All assets, liabilities, litigations, brands and employees pertaining to IGF have been transferred on a slump sale basis through a scheme of arrangement



Capacity Expansion

- Creating world class capacity in both, VSF and Chemicals to maintain leadership position
- Epoxy capacity to double at 246 KTPA by FY24



es so fluid #freetobe Financial Overview

Every construction is your style statement

Every structure you build is an everlasting statement to your expertise and effort. Make it a tribute to your creativity, a halimark of your imagination; a statement of your aesthetic style. When you build to fast forever, why build ordinary. Build beautiful.

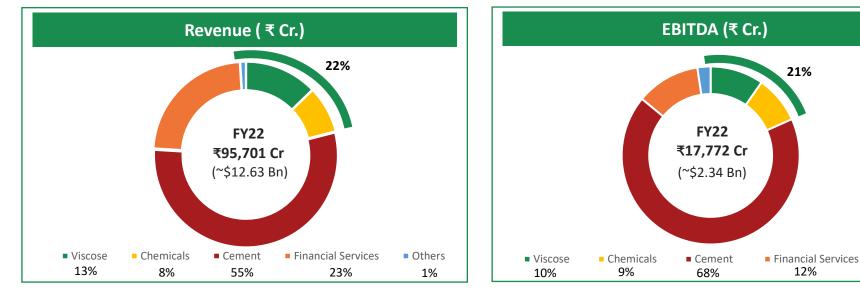
> at Mumbai 6, Stall No H - 4 04 & 05 November 2017 C

UltraTec

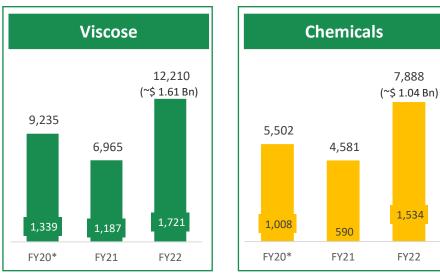


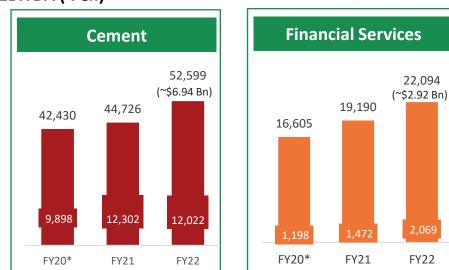
Others

2%

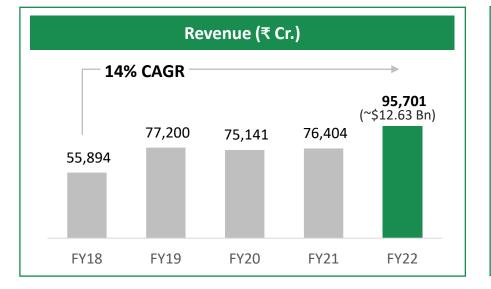


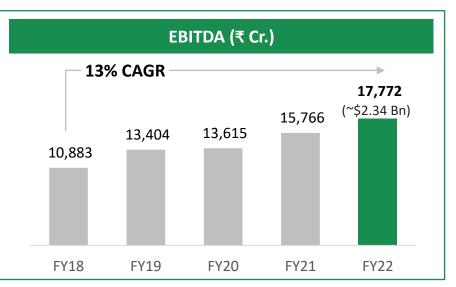
Revenue and EBITDA (₹ Cr.)

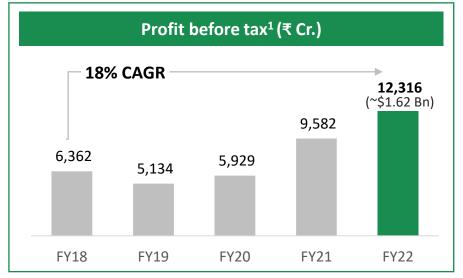


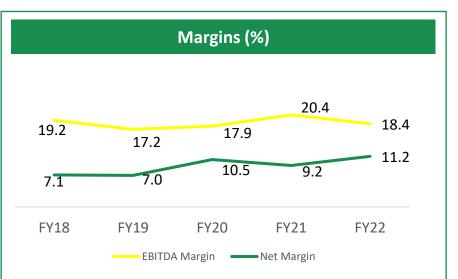










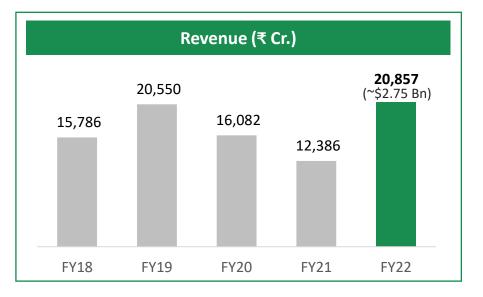


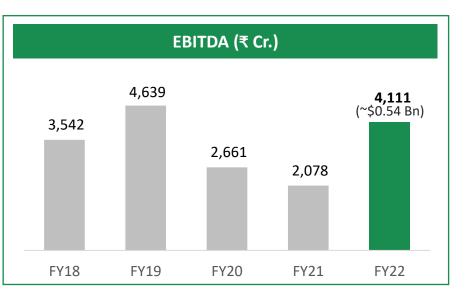
¹ Before exceptional items

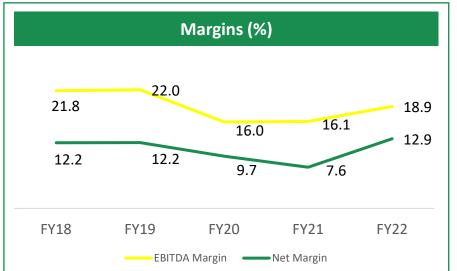
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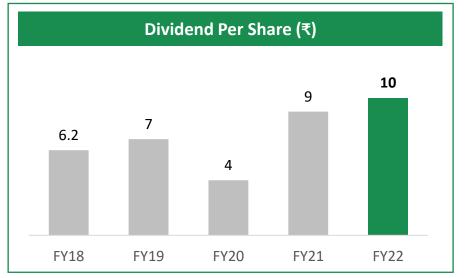
FINANCIAL HIGHLIGHTS: STANDALONE











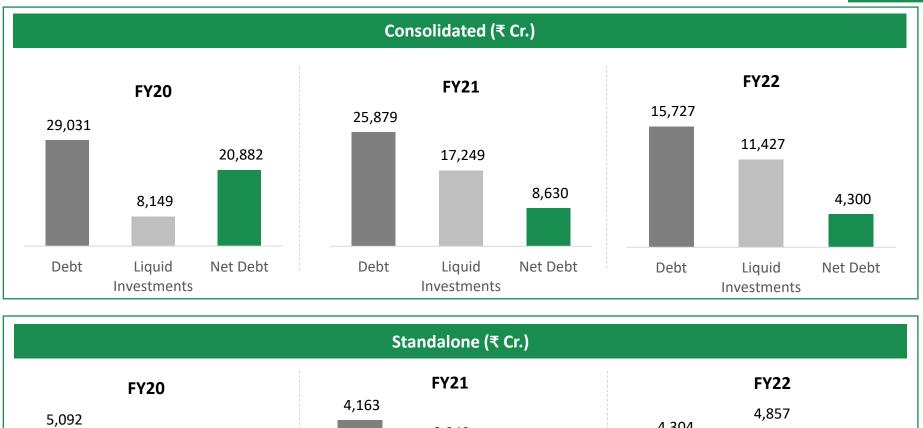
FINANCIAL HIGHLIGHTS: QUARTERLY PERFORMANCE

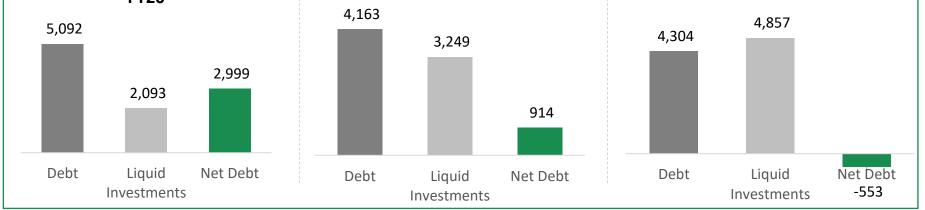


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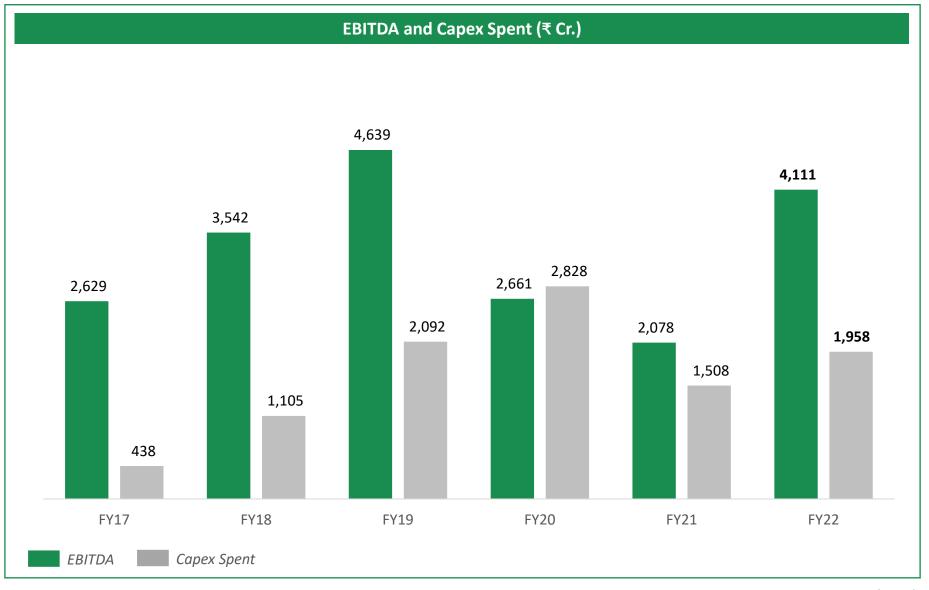






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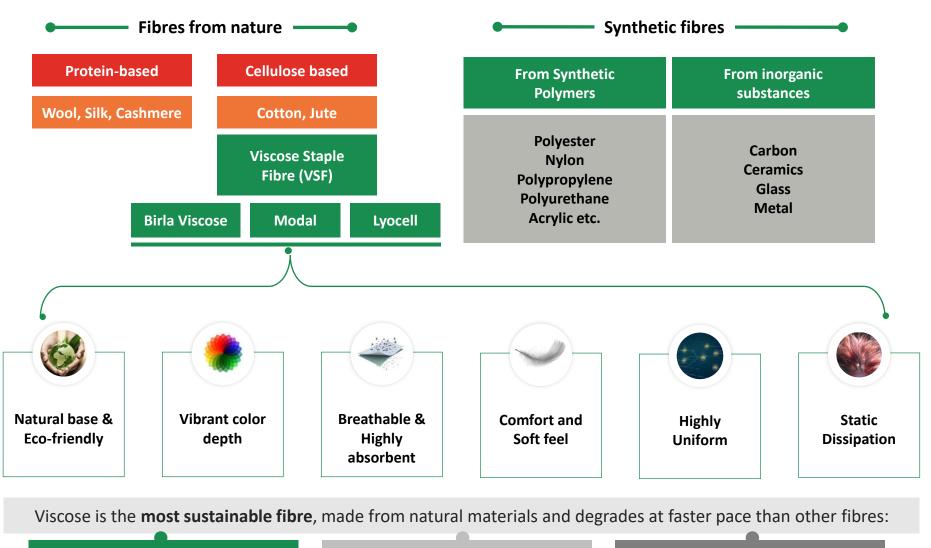
es so fluid Hireetobe • Viscose Staple Fibre - Fastest Growing Fibre

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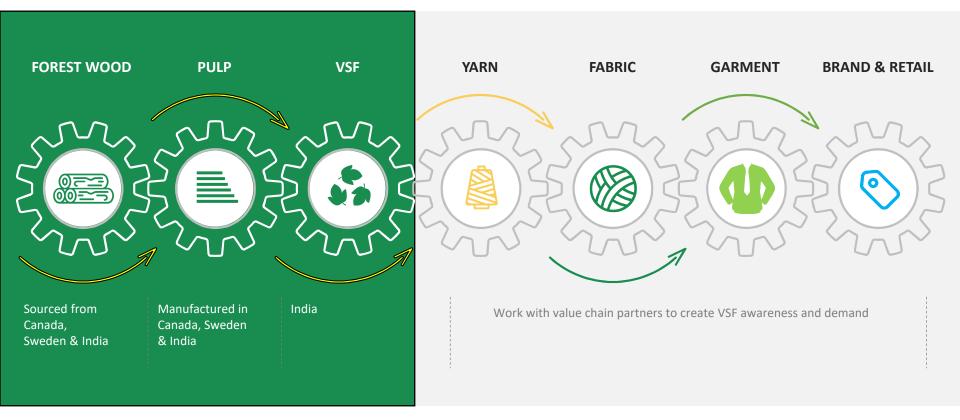
Viscose: 8 Weeks

Cotton: 15 Weeks

Synthetic: Over 200 years

VSF: FOREST TO FASHION







STATE-OF-THE-ART R&D CENTRES OFFER CREATIVE SOLUTIONS ACROSS VALUE CHAIN

Pulp Research,

DommInnova,

Domsjo Fabriker





ABCFRC

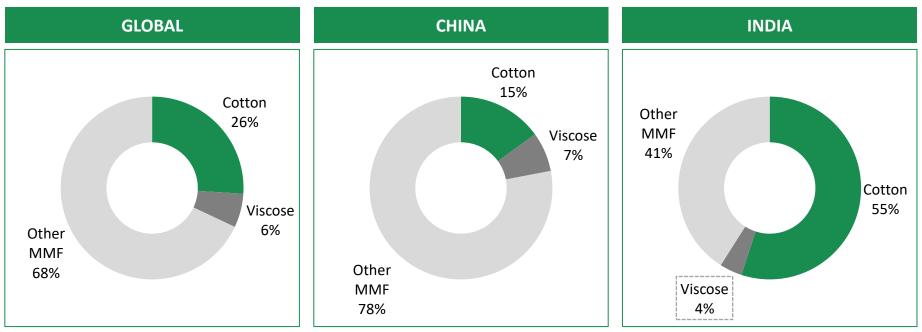
Fibre Research,

(Pilot plant)

Kharach, Gujarat

INTER FIBRE DYNAMICS – CELLULOSIC GAP





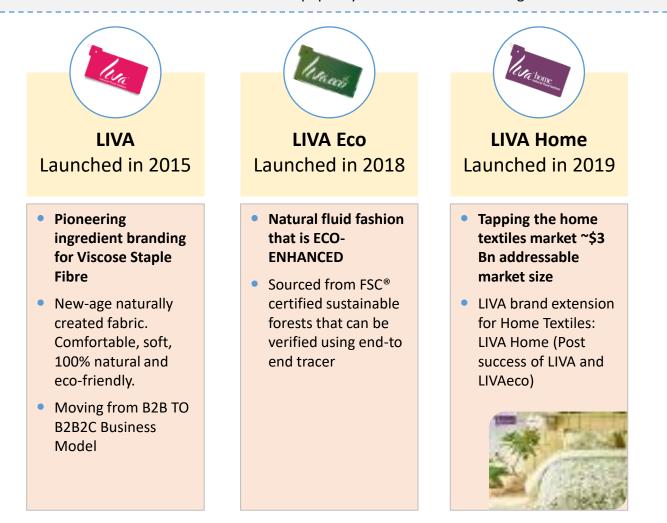
- Cotton remains the preferred fibre in India 55% share of fibre pie as against 26% global average
- Viscose share in India is 4% as against global average of 6% and China average of 7%
- Huge opportunity to bridge the burgeoning **cellulosic gap** as cotton supply plateaus VSF ideally suited

Globally, Viscose has been the FASTEST GROWING FIBRE with CAGR TWICE the remaining fibre

LIVA: CREATING DEMAND PULL IN INDIA



LIVA is Grasim's **ingredient branding** with a natural fluid fashion promise to the customers. LIVA assures high quality fabric applied through accredited value chain termed as **Liva Accredited Partner forum (LAPF)** LIVA Eco system delivers consumers continuous innovation in top quality fluid fashionable clothing.



LIVA: CREATING DEMAND PULL IN INDIA





Launched brand 'Navyasa created by Liva' for range of fluid sarees

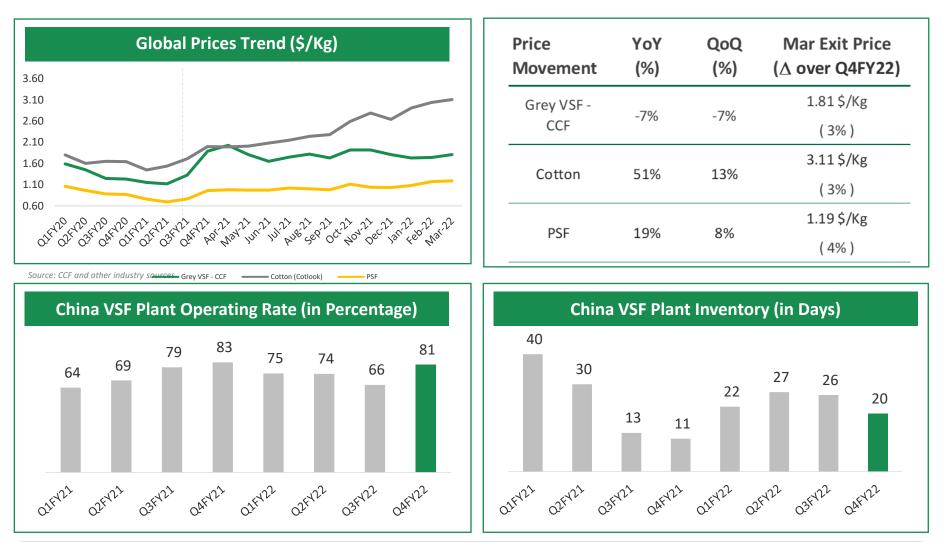
Re-Positioning Saree as a 'Garment of Choice' with contemporary print designs

VSF current share is 1% of the saree market; Opportunity to grow this share to 7% in next 5 years

India Saree segment consumes ~10 lakh ton of fibre (Cotton, Polyester, VSF, others)

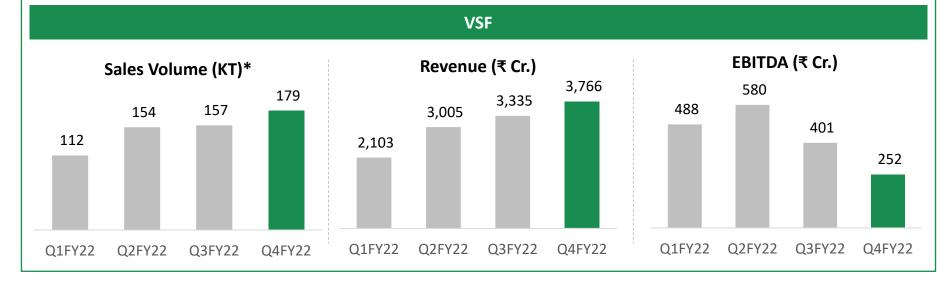
VISCOSE PERFORMANCE





Spread between the Cotton and VSF prices is all time high which augurs well for VSF demand





VAP share in overall portfolio increased to 26% in FY22 from 22% in FY21

Share of domestic sales volume improved significantly (up 9% Q-o-Q and 20% Y-o-Y), driven by strong underlying demand

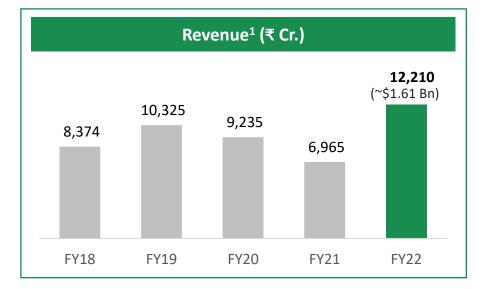
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The prices of VSF are expected to remain firm with favorable demand-supply balance, rising input costs and strong prices of all fibres e.g., Cotton and Polyester

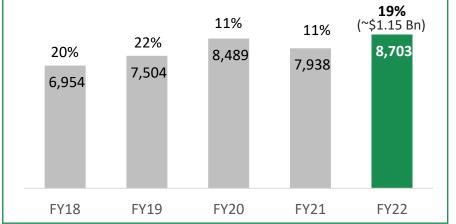
*Sales volume excluding VFY Grasim Industries Limited | Corporate Presentation June 2022

FINANCIAL PERFORMANCE DRIVEN BY OPERATIONAL IMPROVEMENT





Capital Employed (incl. CWIP) in ₹ Cr. and ROCE



 EBITDA (₹ Cr.)

 2,052
 1,721

 1,680
 (~\$0.23 Bn)

 1,339
 1,187

 1,187
 1

 FY18
 FY19
 FY20
 FY21
 FY22

 The 600TPD expansion is fully operational and
 reached a capacity utilisation of 83% end March-22

Viscose financial performance FY22 impacted by rise in input cost (Pulp, Caustic soda, Coal and others due to rate increase); price hike across the suite has partially offset the cost increase

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The demand for VFY expected to remain strong on back of upcoming festive season and supply disruption in China



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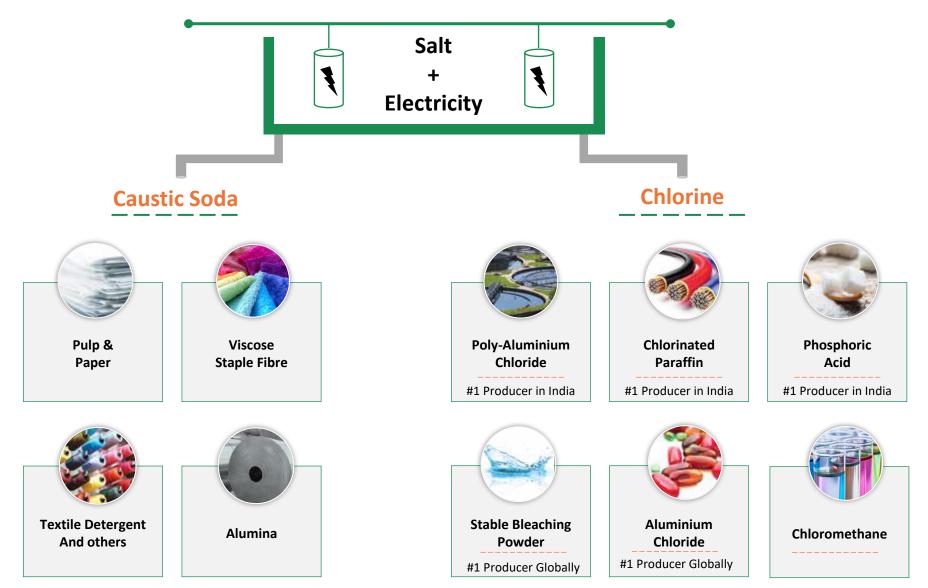
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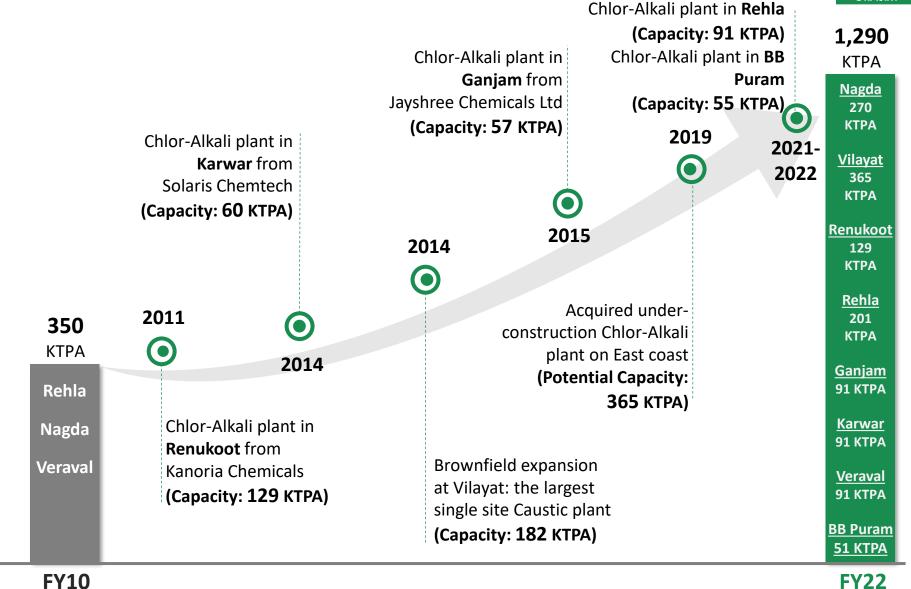
> at Mumbai 6, Stall No H - 4 04 & 05 November 2017 California

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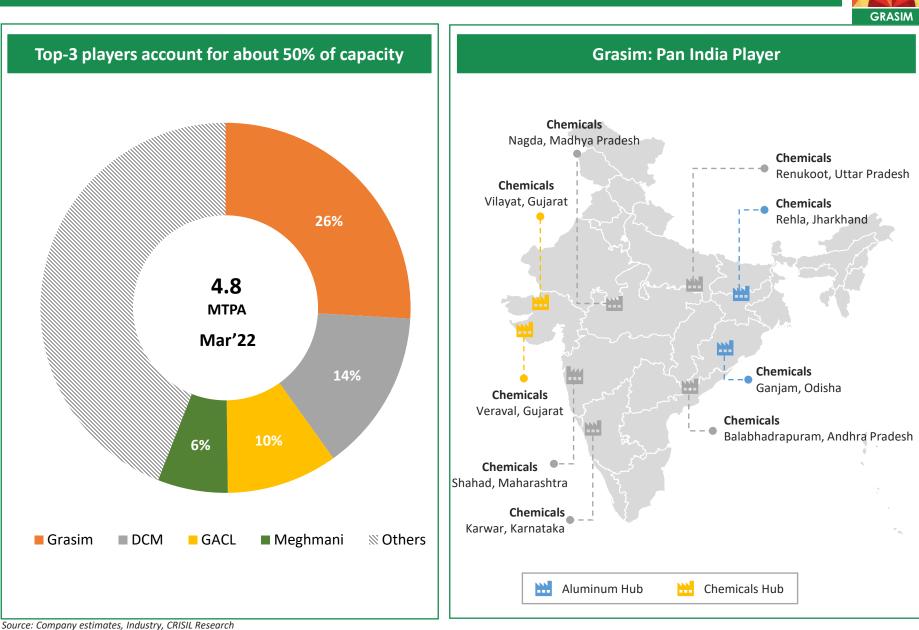








STRONG PRESENCE IN HIGH GROWTH BUSINESSES: CAUSTIC SODA



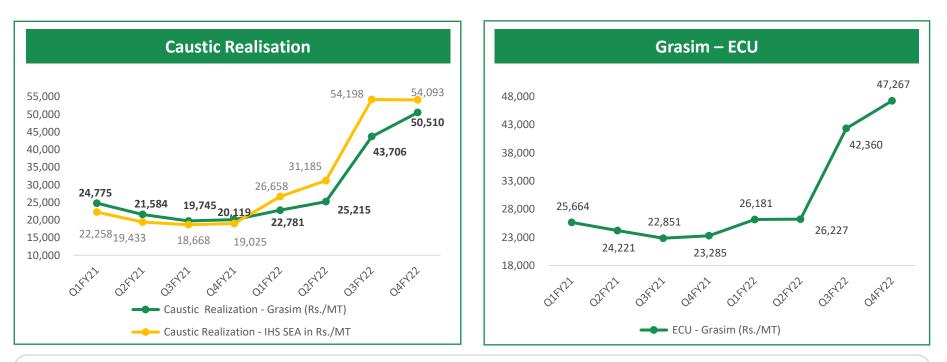
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ADITYA BIRLA

CHLOR ALKALI INDUSTRY





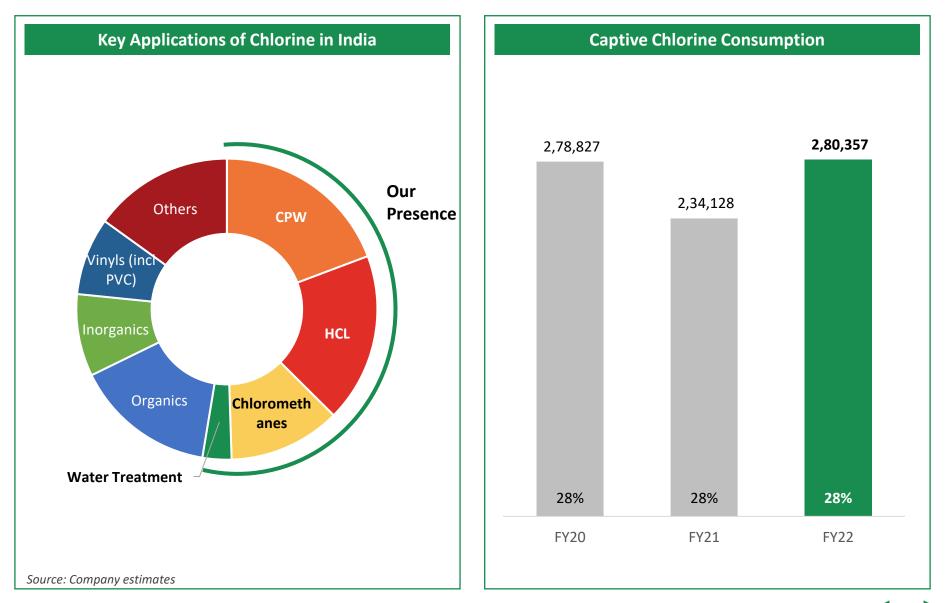
The rise in the caustic soda prices continued owing to the supply chain disruption on account of Covid related restrictions by China and the ongoing conflict between Russia and Ukraine

Sequential improvement in the caustic soda prices was driven by improvement in demand and higher global caustic soda price

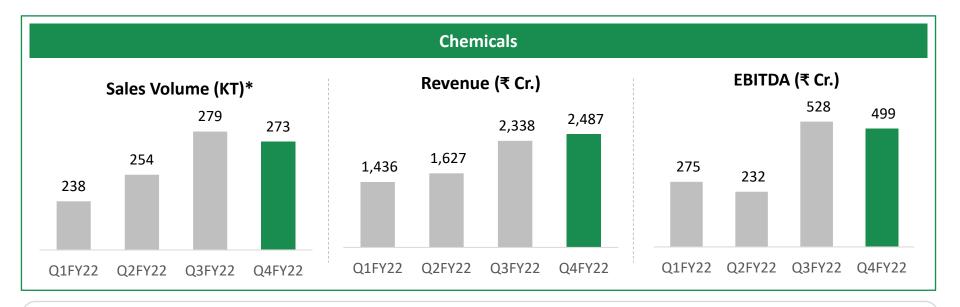
Chlorine realisation continues to be negative due to slowdown in demand from the end user industry

FOCUS ON CHLORINE INTEGRATION





FINANCIAL PERFORMANCE DRIVEN BY OPERATIONAL IMPROVEMENT



• Chlor-Alkali business reported stellar performance despite mounting cost pressure (Power and other key input costs), driven by sequential improvement in ECU

The slow ramp-up of the recently commissioned capacities at Rehla and BB Puram and plant maintenance lead to lower production in Q4FY22

Advanced Material business reported a normalised financial performance driven by lower realisation and continuing cost pressure

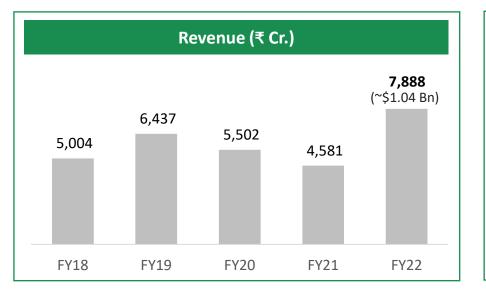
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ADITYA BIRLA

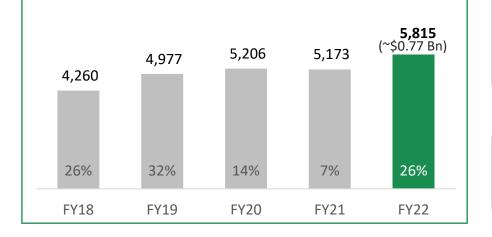
GRASIM

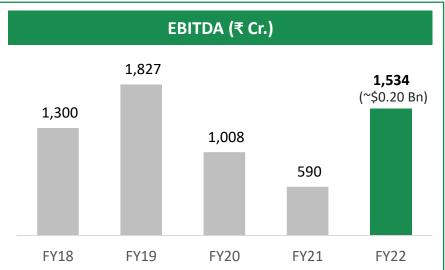
CHEMICALS PERFORMANCE





Capital Employed (incl. CWIP) in ₹ Cr. and ROCE





A significant part (~48%) of energy requirement is met through Captive power plants. As a medium to long term strategy, sourcing of renewable energy is being increased leading to cost optimization and reduction in GHG footprint

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Business focused on cost optimization, improving the power mix by increasing its share of renewable energy to 11% by FY23



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UltraTeg

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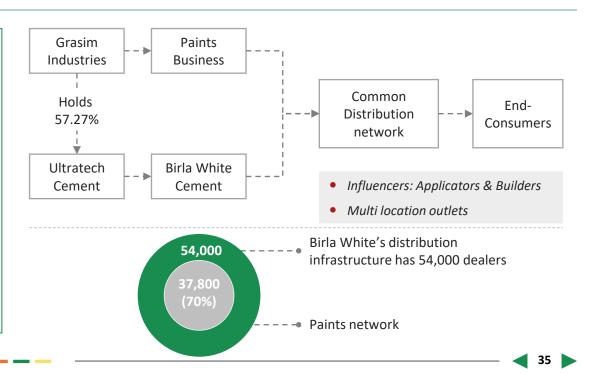
Project cost of ₹10,000 Cr. by FY25

1,332 MLPA with commissioning of plants starting Q4FY24

Acceleration of capacity implementation given changing market structure and industry growth with optimistic outlook

Inflationary pressure on project cost is mitigated by change in the plants' configuration

- The company aims to leverage the decades of business experience gained through Birla White WALLCARE (putty brand of Grasim's subsidiary UltraTech Cement), given the similarity of application
- Birla White already enjoys the second-largest distributor network in the paint industry when compared with ~70,000 dealer network for Asian Paints
- Ultra Tech Cement and Grasim will engage on arm's length basis to share the distribution network





Land possession and registration completed for 5 sites, Land registration pending for 1 site

EC Received: Panipat, Ludhiana and Chamarajanagar

Basic and Detailed Engineering contract awarded for all six sites

Civil Work commenced at Panipat and Ludhiana sites

Overall Capex of ₹579 Cr. spent primarily on acquisition of land parcels for the Paints Business



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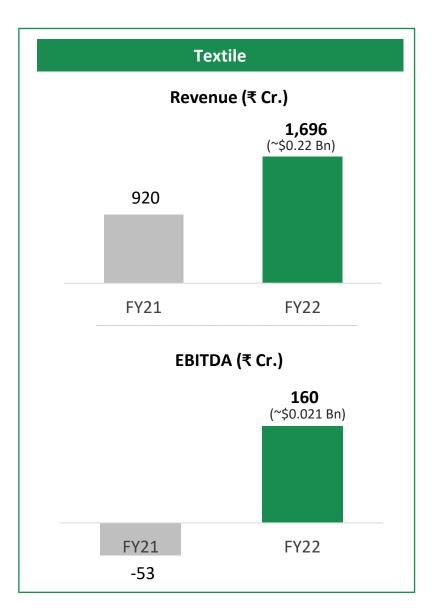
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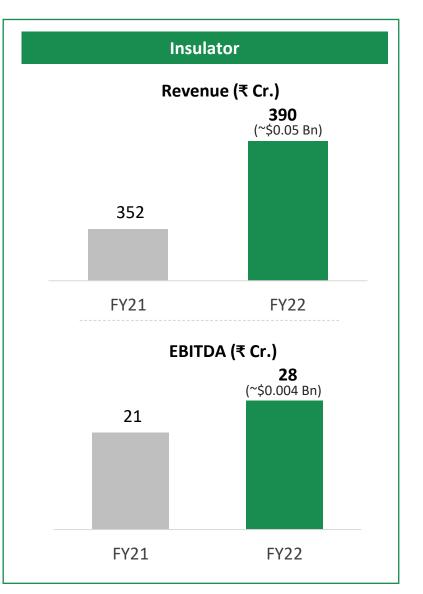
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> s at Mumbai 9 6, Stall No H - 4 -04 & 05 November 2017

OTHER BUSINESSES







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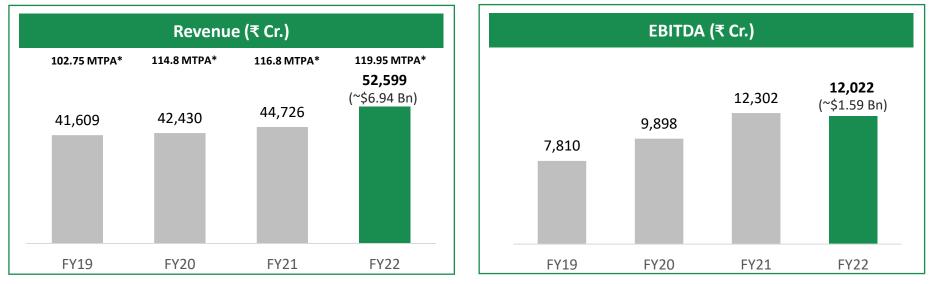
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ULTRATECH CEMENT LIMITED

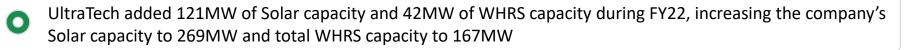




Consolidated sales volume grew by 9% YoY to 94 MTPA in FY22, capacity utilisation for Q4FY22 stood at 90%. Revenue grew by 18% YoY to ₹52,599 Cr. and EBITDA stood at ₹12,022 Cr.

Cost Pressures across the board in Q4FY22:

- Energy cost was up 48% YoY with prices of pet coke nearly doubling;
- Logistics cost was up 4% YoY driven by higher diesel prices;
- Raw Material cost was up 7% YoY driven by prices of fly-ash, bauxite, gypsum and HSD



Consolidated Net Debt reduced from ₹6,717 Cr. in FY21 to ₹3,901 Cr. in FY22, with a Consolidated Net Debt/EBITDA of 0.32x

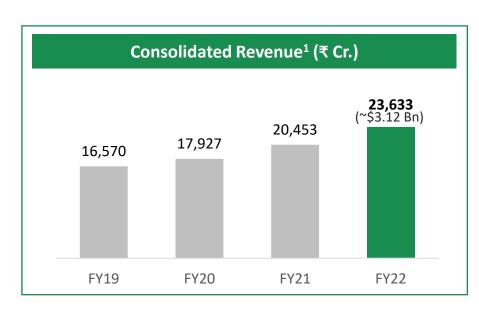
1,706

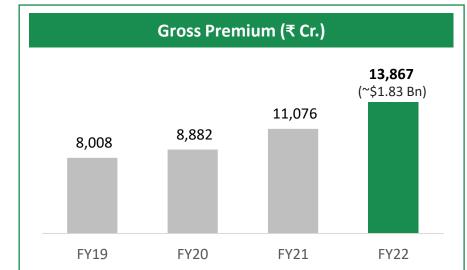
(~\$0.23 Bn)

FY22

ADITYA BIRLA

GRASIM





Aggregate PAT (₹ Cr.)

920

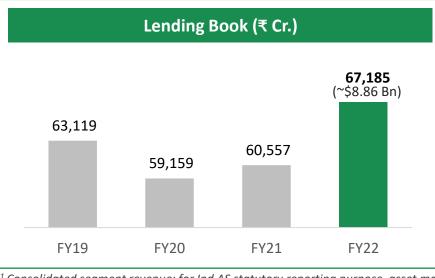
FY20

871

FY19

1,127

FY21

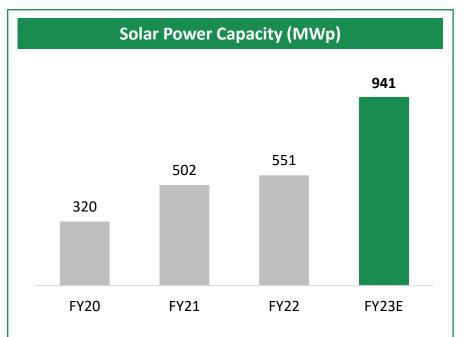


¹ Consolidated segment revenue; for Ind AS statutory reporting purpose, asset management and wellness business are not consolidated and included under equity accounting

accounting Grasim Industries Limited | Corporate Presentation June 2022

ADITYA	BIRLA
GRA	SIM
-	

Aditya Birla Re	newables (₹ Cr.
Particulars	FY20	FY21	FY22
Revenue	117	177	233
EBITDA	64	136	188
EBIT	38	92	129
Capital Employed (Incl. CWIP)	1,412	1,774	2,020
Parameters			Mar-22
Total Cumulative installed capacity (MW)			551
No. of Projects			33
- Capacity with Group Companies (MW)			209
- No. of Projects with Group Companies			21



49 MWp solar capacity commissioned in FY22 at five locations

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390 MWp of new capacities expected to be commissioned in FY23



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Holistic

Aims to achieve our green goals by employing a 360-degree sustainability approach for each business.

Materiality-Oriented

Periodically undertake assessment with our stakeholders, to define our sustainability goals and their alignment with our business aspirations, stakeholder expectations and global benchmarks.

Transparency

Focus on improving transparency and disclosure standards across the reporting framework.



Leveraging Technology

Continuously adopting new processes and technologies to optimise resource consumption, increase process efficiencies and drive innovation.

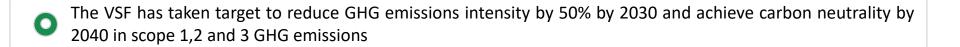
Framework

Comprehensive sustainability framework aligned with business objectives, stakeholders' expectations, ABG sustainability framework and UN SDGs.

SUSTAINABILITY HIGHLIGHTS



Nagda plant becomes the first VSF plant globally to achieve Zero Liquid Discharge (ZLD)



Increase production of Circular Products like Liva Reviva to ~100,000 Tons per annum by 2024

Globally, rank #1 in Canopy's Hot Button Report 2020 with 'dark green shirt' rating for three consecutive years

• Standardization of ISO certification (9001, 14001, 45001, 50001, 27001 and SA8000) by TUV-Nord for 7 units expected to completed by Q4 FY22

Zero liquid discharge: Integrated ZLD to be commissioned in BB Puram in Feb-22 (Already Implemented in 4 other plants)



Installation of IOT based Energy Monitoring System at JST Rishra

Significant Improvement in Higg FEM score (JST score improved from 82(CY2018) to 92(CY2020

The share of Renewable energy increased from 0.8% (FY20) to 13% (FY22)



VSF

Indicator/Parameter	Target	Baseline	Status in FY22
			Implemented at 1 site (Vilayat)
Adoption of EU BAT technology for VSF manufacturing	EU BAT implementation at India site by C22	FY18	Work-in-progress at other 3 sites and endeavor is to complete the same by end of FY23
Reduction in water intensity in			56%
VSF manufacturing process	50% reduction by 2025	FY15	Reduction achieved by FY22
	Reduction in COD by 2022 to		41%
Reduce pollution load to effluent	meet EU BAT compliance	FY18	Reduction achieved by FY22
Reduce Lost Time Injury frequency			80%
rate (LTIFR)	Reduction in LTIFR by 90%	FY15	Reduction achieved by FY22

CFI

Indicator/Parameter	Target	Baseline	Status in FY22
Reduce Specific freshwater			15.6%
consumption of the main	30% reduction		Reduction achieved by Chlor-
product	by FY25	FY17	Alkali business
			11.4%
Reduce GHG emissions of the			Reduction in carbon intensity
main product	30% reduction by FY30	FY17	achieved by Chlor-Alkali business



	Key Focus Areas	Impact We Made
	Education	2,177 girl children supported to pursue formal education 1301 bright students were awarded scholarships
F	Health Care	1,57,237 children immunized against polio; 16,817 women and girl children reached through health and hygiene awareness
	Sustainable Livelihood	17,908 animals vaccinated 1589 farmers trained
	Infrastructure Development	5 Dams & 187 Rainwater Harvesting Structures Constructed 203 Acre Horticulture Plot Developed
5	Women Empowerment	Key training provided by SHGs in goat farming, dairy, loom weaving, etc 353 SHGs comprising 3,757 women

All our CSR activities are channelised through the Aditya Birla Centre for Community Initiatives and Rural Development; led by Ms. Rajashree Birla, the Centre provides prioritisation of thrust areas, strategic direction, and performance management of the CSR activities

R&D AN ENABLER-INVESTMENT IN FUTURE PRODUCTS





1 Corporate R&D Centre

5 exclusive R&D Centres For the VSF business 4 exclusive R&D Centres for the Chlor-Alkali, Epoxy, Insulators and Fertilsers businesses

Key Strengths

World-class Infrastructure

Consistently developing world-class labs with capabilities to serve across the entire value spectrum

Highly Experienced Researchers

Highly qualified researchers spearheading our company's development efforts on many fronts

Patent Applications

Filed 90* Patent Applications/ Patents in 16 countries belonging to 52* patent families

R&D Expenditure

Incurred ~₹300 Crore expenditure over the last three years

Our strong brand, highly experienced people, world-class infrastructure and technology, and robust processes and systems, are intangible assets that contributes to our economic success and greater value for our stakeholders

*Includes ABSTC's patents related to VSF

GOVERNANCE STRUCTURE



Sustainable Governance

- Our comprehensive governance framework not only provides us with the transparency and accountability across management levels but also enhances our corporate image and integrity.
- Extends from the Board of Directors through to the senior management to all the working levels in each of our business units.

Policies & Standards

- Policies for our businesses are framed while holding our Group policies, values, and principles in high esteem.
- Employee empowerment learn and apply improvement techniques to perform to standards that are the industry's best and beyond.

Board Committees

- Audit Committee
- Risk Management & Sustainability Committee
- Stakeholder's Relationship Committee
- Corporate Social Responsibility Committee

- Nomination and Remuneration Committee
 - Finance Committee
- PIT Regulation Committee



Key Focus Areas

Recruitment and Leadership Pipeline Ratio of 1:1 identified successors for more than 300

leadership roles across the company.

Learning and Development

Nurtured our people to realise their full potential by learning and development initiatives.

Employee Health and Well-being

OHSAS 18001 and ISO 45001 - Foundation of our occupational health and safety programmes at our sites.



Grasim ranked 70th on the Forbes Global Best Employers List 2019.

Diversity and Inclusion

Provide equal opportunities at the workplace for women and physically challenged, remain unaltered.

Inherent strength of this human capital and the intellectual synergies available to us makes us a "Stronglomerate"



es so fluid Hfreetobe Appendix APITAL

Every construction is your style statement

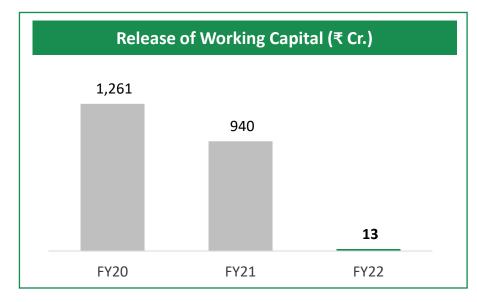
Every structure you build is an evertaisting statement to your expertise and effort. Make it a tribute to your creativity: a halimark of your imagination; a statement of your aesthetic style When you build to fast forever, why build ordinary. Build beautiful.

> at Mumbal 6. Stall No H - 4 -04 & 05 November 2017 Cartes Theorem

CASH FLOW FOCUS

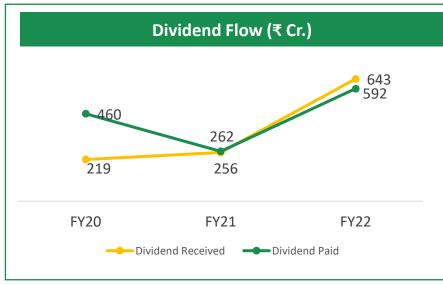


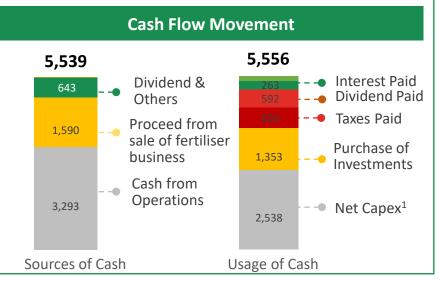
FY22



Cash from Operations (₹ Cr.) 3,315 2,402 2,402

FY21





¹ Adjusted for Liability for Capital Goods , and Capital Advances

FY20





ESG rating released by CRISIL, Grasim was assigned a score of 63 with "Strong" rating

GLOSSARY



Abbreviation	Particulars	
AAUM	Average Asset Under Management	
CAGR	Compound annual growth rate	
CPP/MWp	Captive Power Plant/ Megawatt Peak	
CPW	Chlorinated Paraffin Wax	
ECU	Electrochemical Unit	
FY	Financial Year	
Exchange Rate	Closing USD-INR : 75.7887	
HCL	Hydrochloric Acid	
IRDAI	The Insurance Regulatory and Development Authority of India	
КТРА	Thousand ton per annum	
MTPA	Million ton per annum	
MWh	Mega Watt Hour	
NBFC	Non-Banking Finance Company	
ROCE	Return on Capital Employed	
₹/ INR	Indian National Rupees	
TPD	Ton per day	
VAP	Value Added Products	
VSF	Viscose Staple Fibre	
ZLD	Zero Liquid Discharge	
SRS	Sulphate Recovery System	

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