



Ref No.: GIL/CFD/SEC/25/293/SE

16th December 2024

BSE Limited
Scrip Code: 500300

National Stock Exchange of India Limited
Symbol: GRASIM

Dear Sirs/Madam,

Sub: Corporate Dossier of Grasim Industries Limited (“the Company”)

Please find enclosed the Corporate Dossier of the Company

The same is also available on our website www.grasim.com.

The above is for your information and record.

Thanking you,

Yours sincerely,
For Grasim Industries Limited

Sailesh Kumar Daga
Company Secretary and Compliance Officer
FCS - 4164

Cc:
Luxembourg Stock Exchange
35A Boulevard Joseph II
L-1840 Luxembourg

Citi Bank N.A.
Depository Receipt Services
390 Greenwich Street,
4th Floor, New York,
NY 10013

Citi Bank N.A.
Custodial Services
FIFC, 9th Floor, C-54 & 55,
G Block, Bandra Kurla
Complex, Bandra (East),
Mumbai 400 098



Investor Presentation
December 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\$ 111# billion

Across 6 continents and 40 countries

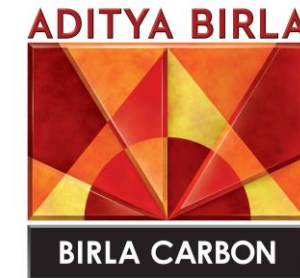
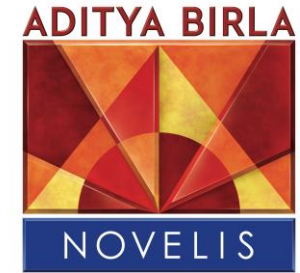
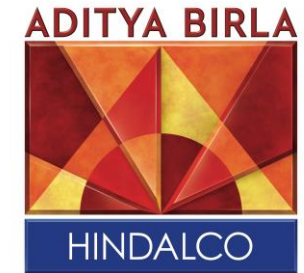
Present across 20+ sectors

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

187,000+ employees of over 100 nationalities

300M+ Loyal customer base

OUR KEY GROUP COMPANIES



GLOBAL RANKING ACROSS KEY CATEGORIES

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

~2GW

of RENEWABLE energy capacity by FY25

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
~4.5 times over
the past decade

3

Diversified
Businesses with
Stable cashflow
generation

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

4

Sustainable
Manufacturing

Increasing share of
Renewable power

Reduction in
Freshwater
consumption
across businesses

STRONGLOMORATE : KEY STRENGTHS

5

History of continuous
Dividend Distribution

For
>60 years

6

Strong Balance Sheet
with "AAA/Stable"
rating

Consolidated
D*/E **0.25x**

7

Value Creation

~2x/~3x
outperformance
in stock returns vs.
benchmark^ over
10Yr/5Yr period



VALUE CREATION STRATEGY

PILLARS OF OUR STRATEGY

BUSINESS LEADERSHIP

Attain leadership position in all our businesses

INNOVATION

Focus on innovation in products and processes

SUSTAINABILITY

Eco-friendly products & responsible manufacturing

CAPITAL ALLOCATION

Investments in core and high growth businesses

COST LEADERSHIP

Continuous cost optimisation

KEY CONSOLIDATED FINANCIAL HIGHLIGHTS

TTM* Revenue

₹1,37,116 Cr.

TTM* EBITDA

₹20,148 Cr.

TTM* PAT[^]

₹4,482 Cr.

LEADERSHIP ACROSS DIVERSIFIED BUSINESSES

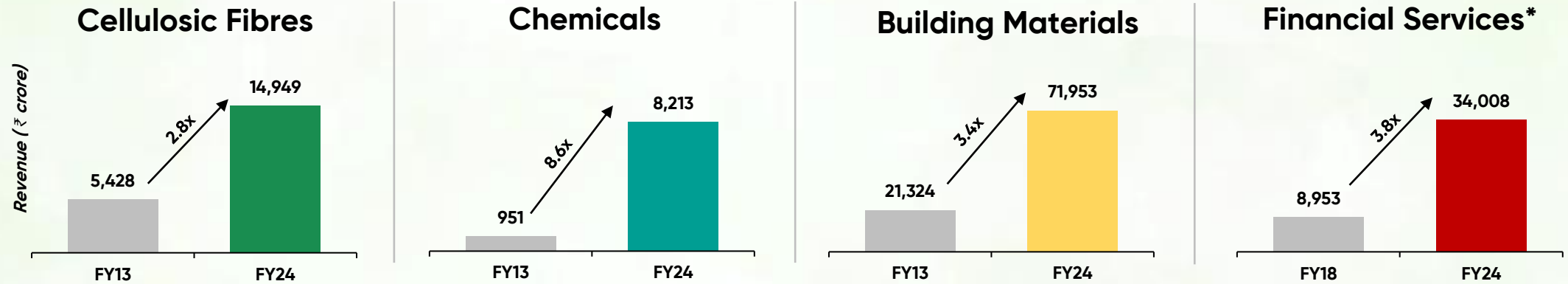


Building Materials Businesses

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

KEY STRENGTH



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



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



Intellectual Property Rights
Patents granted: 25



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

COMMERCIALISED A VARIETY OF HIGH-VALUE PRODUCTS

Cellulosic Fibres



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



Eco-friendly cellulose Fibre from in-house lyocell technology



Longer lasting protection from microbes



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

Chemicals



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



Pthalate free plasticizers



Addressing water treatment problems in Aquaculture



Specialty variants for industrial water treatment

SUSTAINABLE BUSINESS PRACTICES AND INITIATIVES

Sustainable Products & Circular Economy

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

Responsible Manufacturing

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

Responsible Sourcing

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

Valuable Partnerships

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



SUSTAINABLE GROWTH

SUSTAINABILITY RATINGS

71
DJSI ⁽⁴⁾
Global ESG
score

BBB
MSCI
ESG Ratings

B
CDP
Climate Change

27.2
Sustainalytics
ESG
Risk Rating

Water Stewardship

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

Energy Conservation & Renewable Energy

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

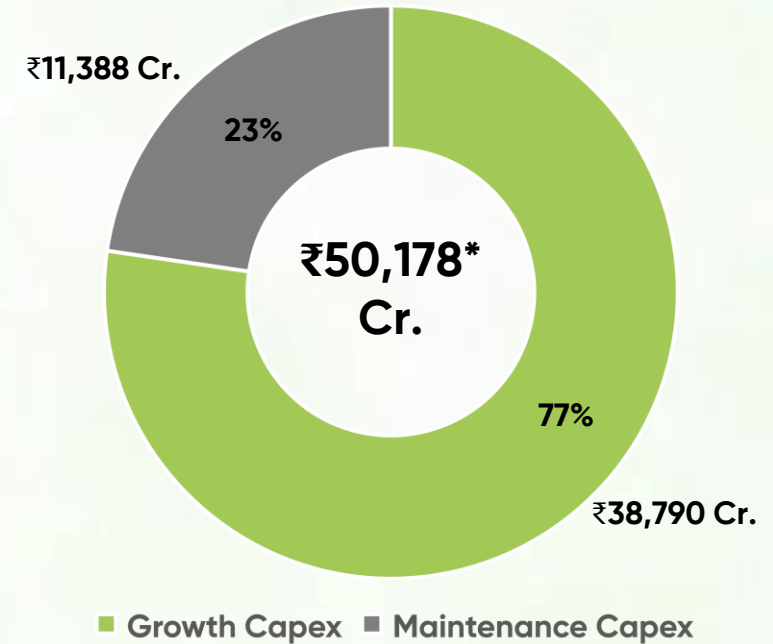
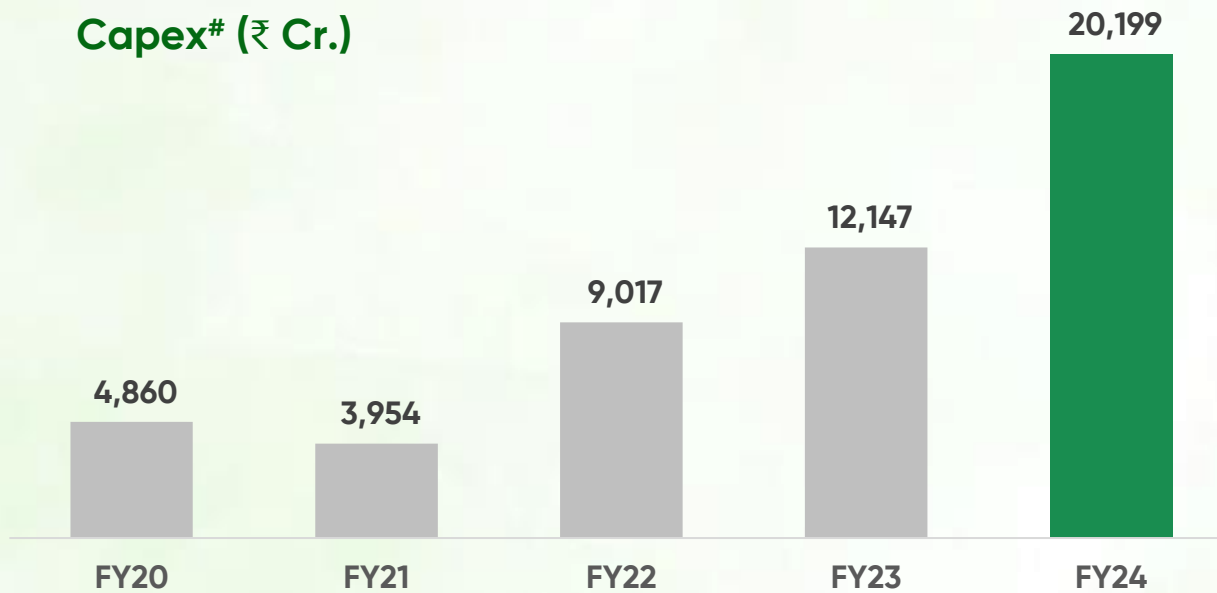
Reduction in Waste Generation

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

CAPITAL ALLOCATION

FOCUS ON GROWTH BUSINESSES

Total Consolidated
Capex# (₹ Cr.)



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

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

COST LEADERSHIP



CELLULOSIC FIBRES

Strong Backward Integration

Caustic, pulp, power and steam

Cost efficient production processes

Best in Class Consumption Ratios

Innovations

Continuous improvements in yields through inhouse innovations



CHEMICALS

Power

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

Chlorine Integration

Cost reduction by increasing production of chlorine derivatives

Strategic Partnership

Building strategic relationships with key value chain partners



PAINTS

Cost Efficient Manufacturing

Right size plants with high level automation and lean systems

Backward Integration

Integrated manufacturing for key inputs: Emulsions & Resins

R&D

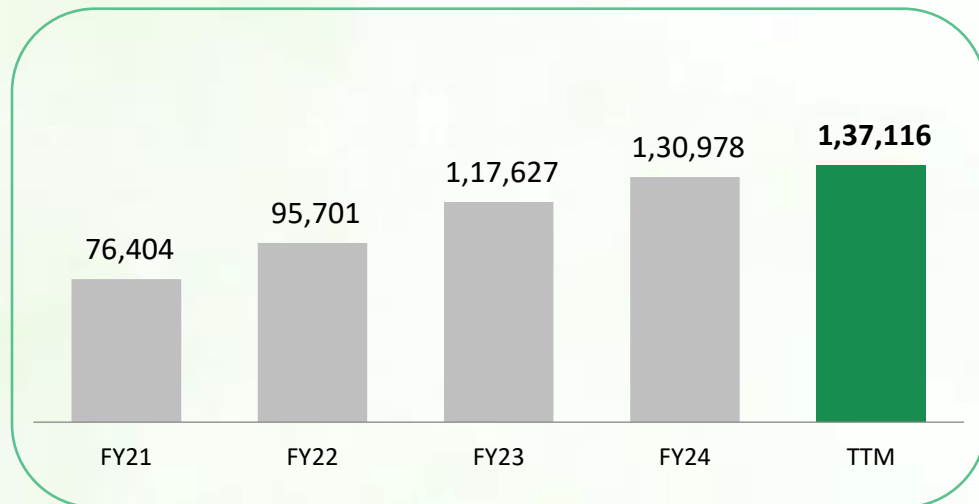
In-house R&D capability for original polymer chemistry & superior paint formulation

A hand is shown from the wrist up, pointing its index finger upwards. A bright, glowing white line starts from the bottom left, curves upwards, and ends at the tip of the finger, which is also glowing. The background is a dark blue to purple gradient with a faint grid pattern. In the background, there is a bar chart with several vertical bars of varying heights, colored in a light blue/purple hue. The overall image conveys a sense of growth, achievement, and financial success.

FINANCIAL HIGHLIGHTS

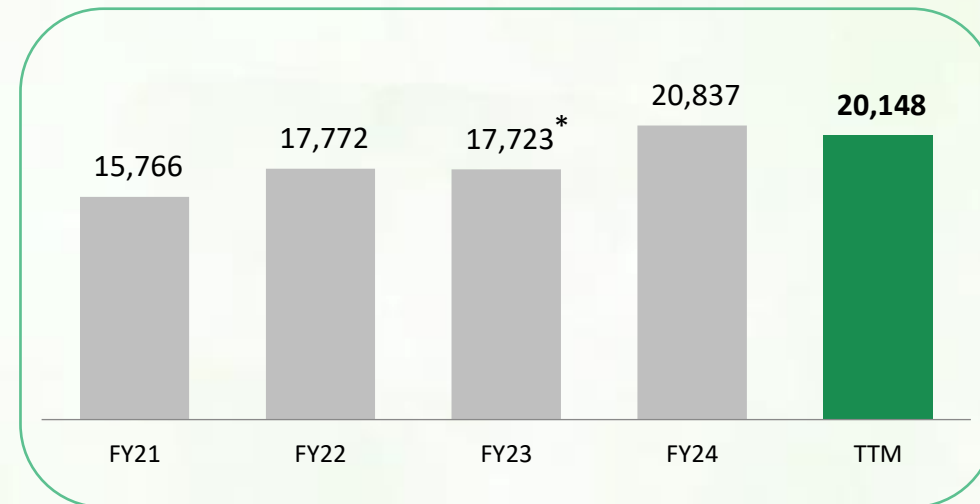
TRACK RECORD OF CONSISTENT GROWTH

REVENUE (₹ Cr.)



Robust performance of Cement and Financial Services business coupled with stable Cellulosic Fibres and Chemicals businesses are main drivers of consistent revenue growth.

EBITDA (₹ Cr.)



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

CONSISTENT GROWTH LEADING TO STRONG FINANCIALS

CONSOLIDATED

Particulars	As on 31 st Mar 2023	As on 31 st Mar 2024	As on 30 th Sep 2024
Net worth (₹ Cr.)	78,742	88,652	92,918
Debt - Equity Ratio	0.82x	0.97x	1.07x
Debt* - Equity Ratio	0.15x	0.19x	0.25x
Net debt* (₹ Cr.)	6,978	15,436	23,539
Total debts to Total assets	0.30x	0.33x	0.35x



Already raised ₹2,000 Cr. in rights issue. Second and Final call of ₹2,000 Cr. to be raised during H2FY25.

Consolidated Net debt* to TTM EBITDA stood at 1.16x as on 30th Sep'24



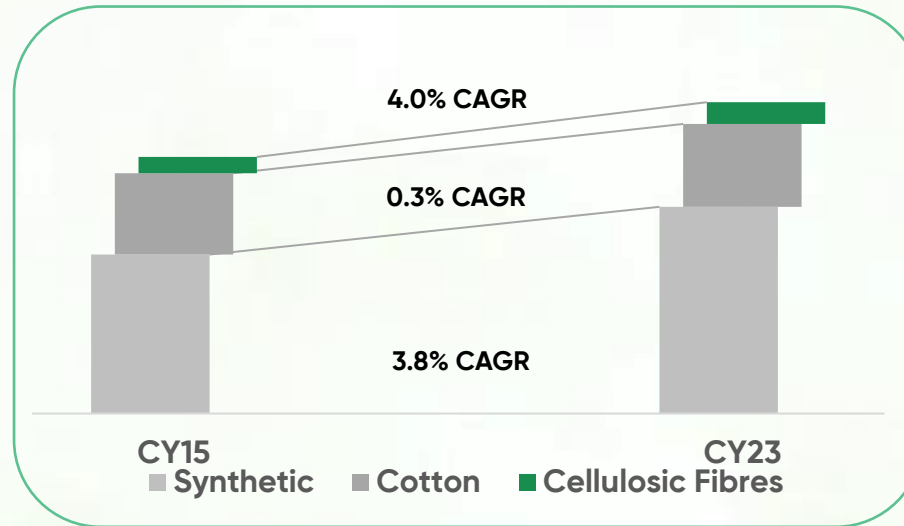


CELLULOSIC FIBRES BUSINESS

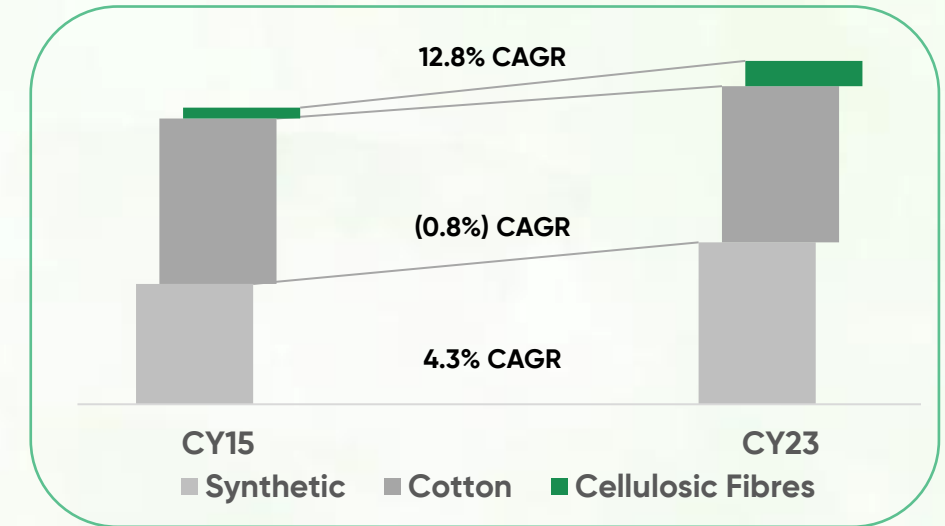
CELLULOSIC FIBRES : FASTEST GROWING FIBRE

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 - HIGHEST RATING 5 YEAR IN A ROW



2020



2021



2022



2023



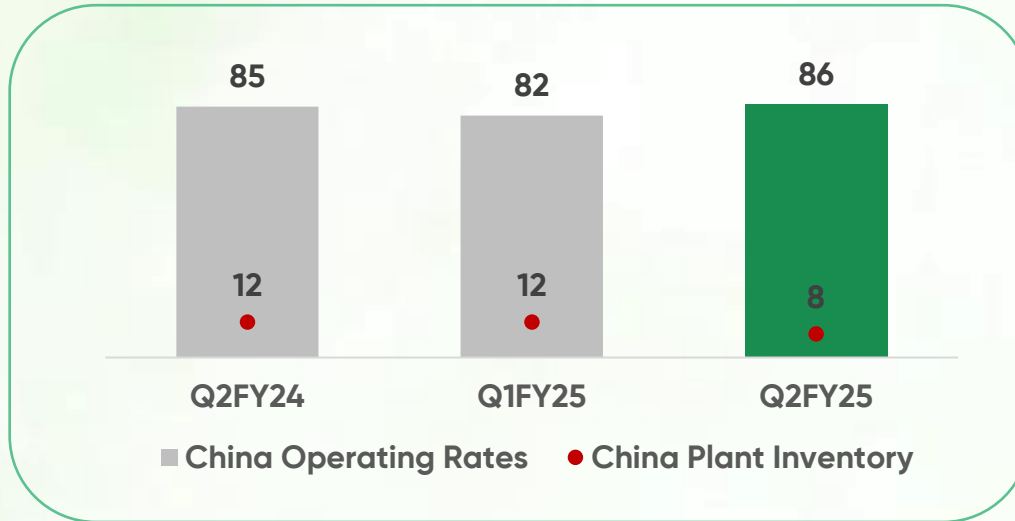
2024

Circular Fashion

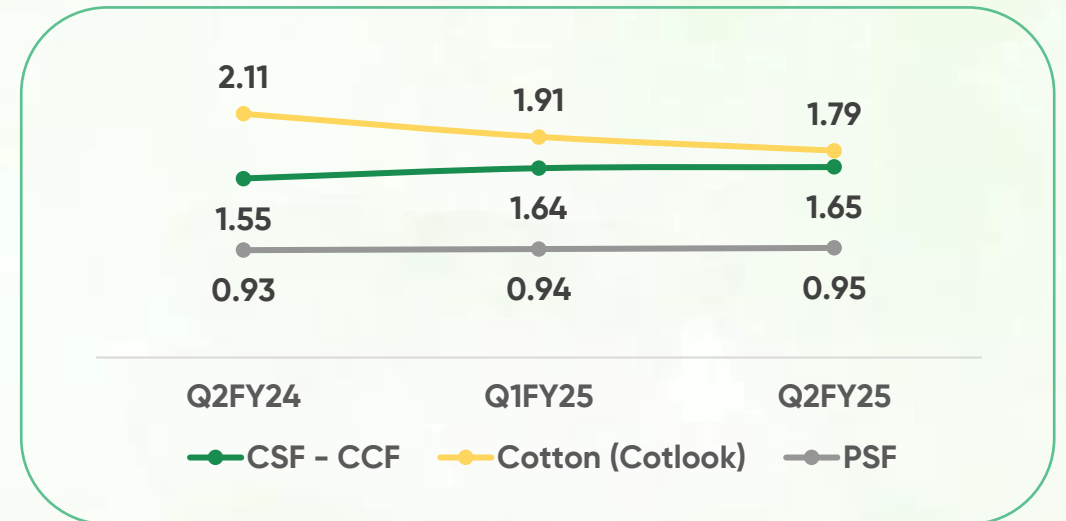


CELLULOSIC FIBRES : KEY MACRO TRENDS

CHINA OPERATING RATE AND INVENTORY DAYS



GLOBAL PRICES TREND (\$/KG)



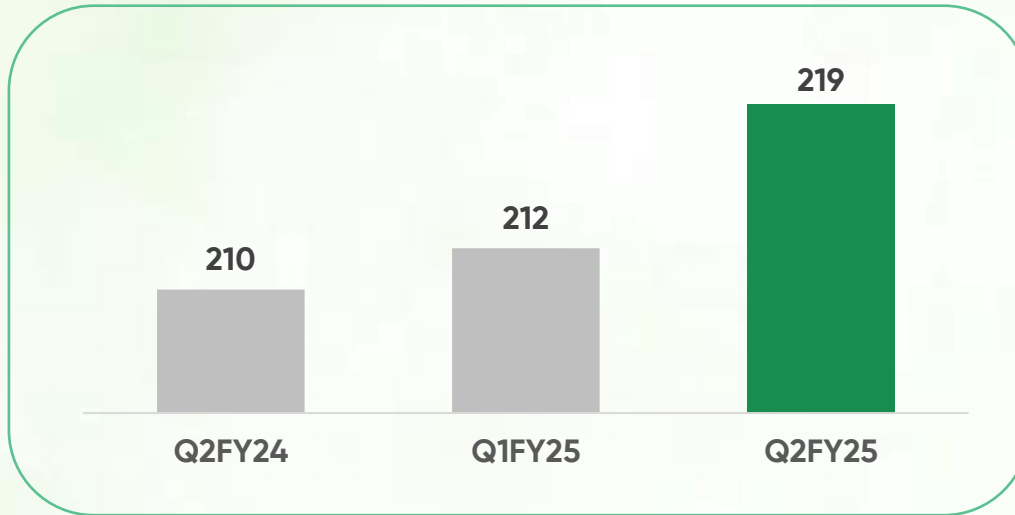
Globally there are improving trends in demand for Cellulosic Fibres due to inventory normalization and better sustainability credentials

Stable demand scenario has led to operating rates of >80% levels with decline in inventories to 8 days

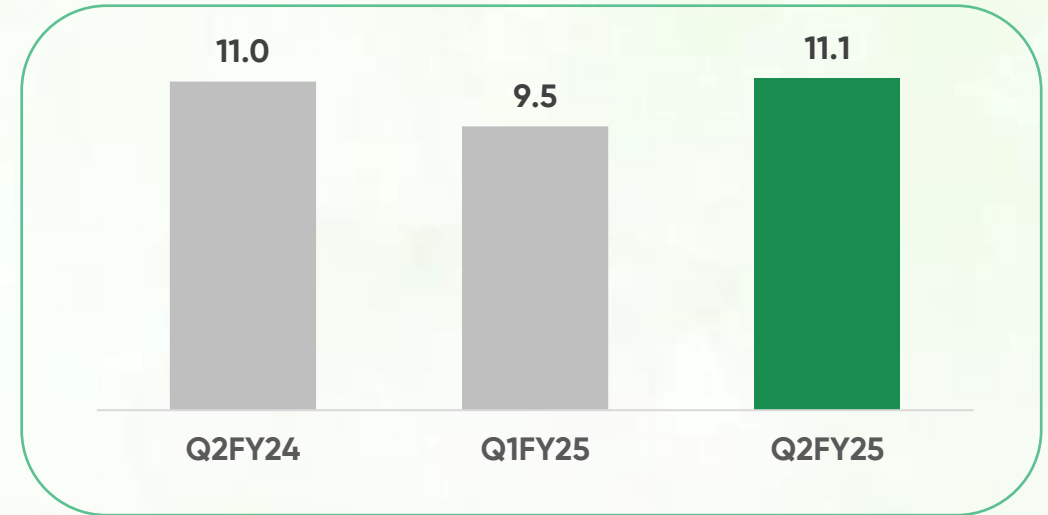
Cellulosic Staple Fibre global prices are stable, though impact of oversupply in some markets like Indonesia continues

CELLULOSIC FIBRES : KEY OPERATIONAL METRICS

CELLULOSIC STAPLE FIBRE (CSF) SALES (KT)



CELLULOSIC FASHION YARN (CFY) SALES (KT)



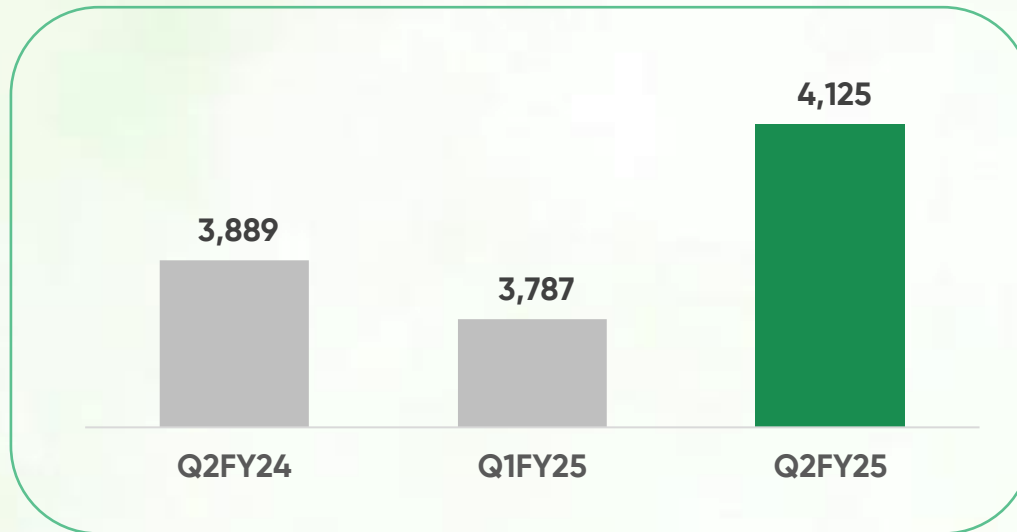
Highest ever quarterly CSF sales volume at 219 KT, up 4% YoY

Specialty volumes share improved to 21% against 19% share in Q2FY24

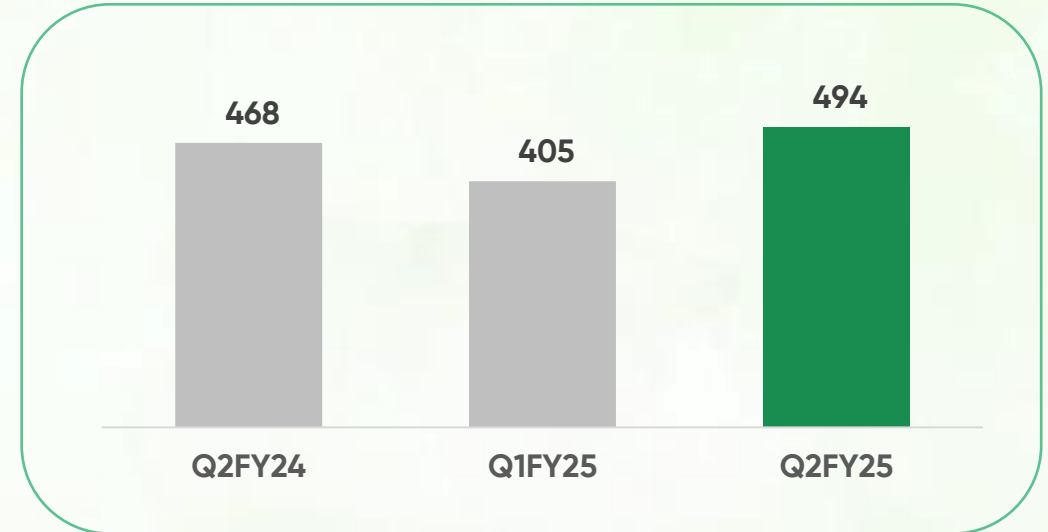
CFY volume improved marginally by 1% YoY, however realisation remains impacted due to low priced imports from China

CELLULOSIC FIBRES : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue grew 6% YoY led by volume growth and improved realization, globally

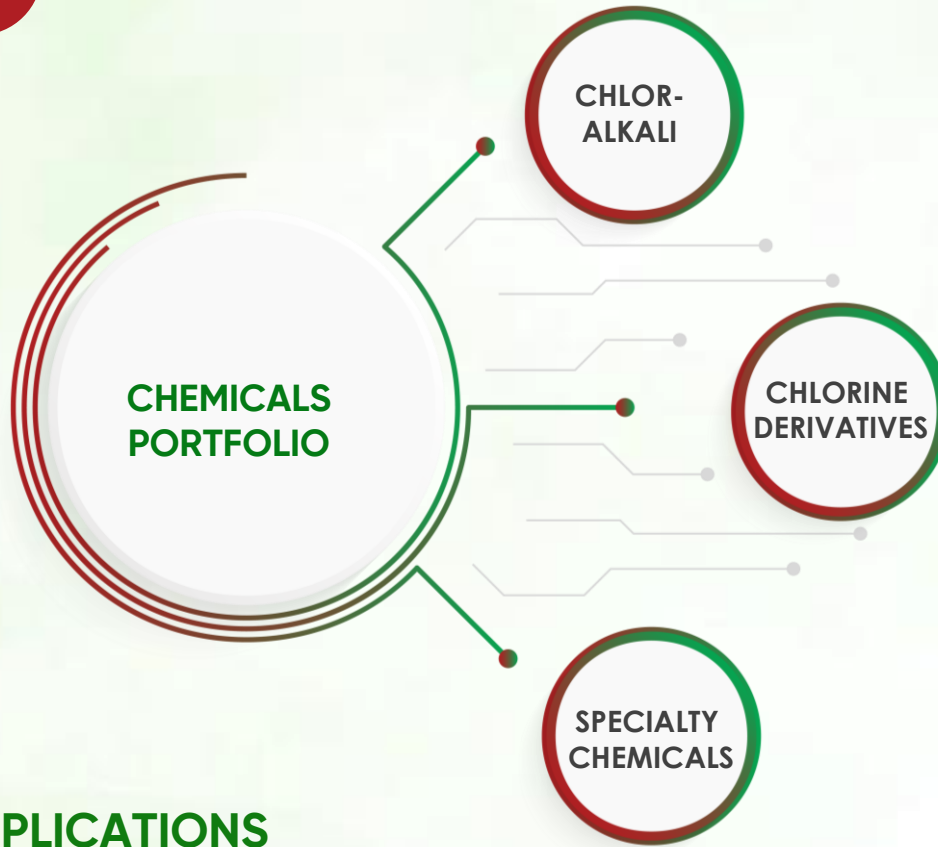
EBITDA was higher by 6% YoY mainly led by higher volumes

Input (DG pulp, Caustic and Sulphur) prices showing upward trend



CHEMICALS BUSINESS

DIVERSIFIED CHEMICALS PORTFOLIO

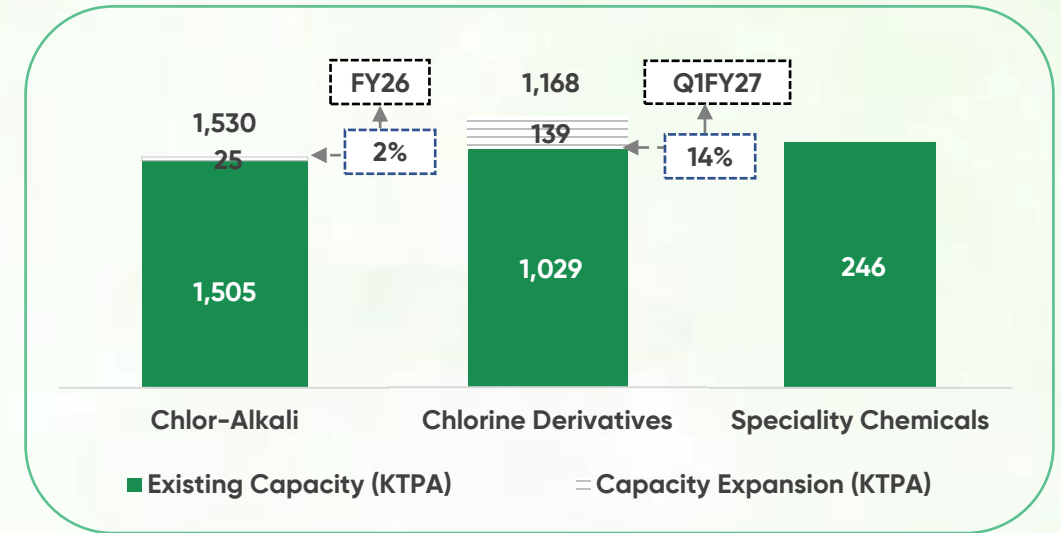


END-USE APPLICATIONS

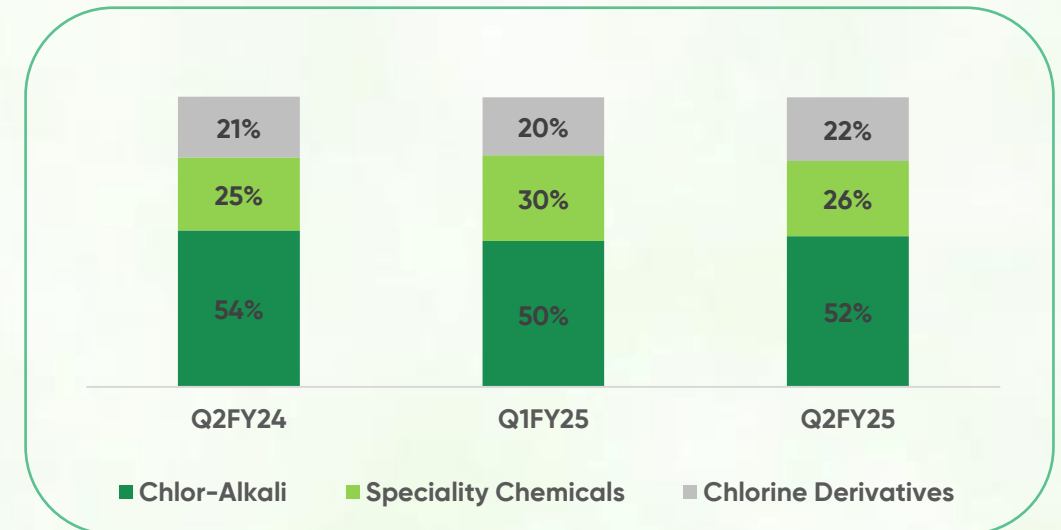
COATINGS TEXTILES COMPOSITE CONSTRUCTION
ALUMINUM PRODUCTION RENEWABLES WATER TREATMENT
PVC APPLICATIONS PHARMA & HEALTHCARE
PAPER MANUFACTURING SOAP AND DETERGENTS

& many more.....

CHEMICALS' CAPACITIES



REVENUE BREAK-UP (%)



CHEMICALS : FOCUS AREAS

Doubled Capacity of Epoxy polymers and curing agents to 246 KTPA, in December 2023. Evaluating further doubling of Epoxy capacity with integrated ECH to maintain market share in the growing market

SPECIALITY CHEMICALS

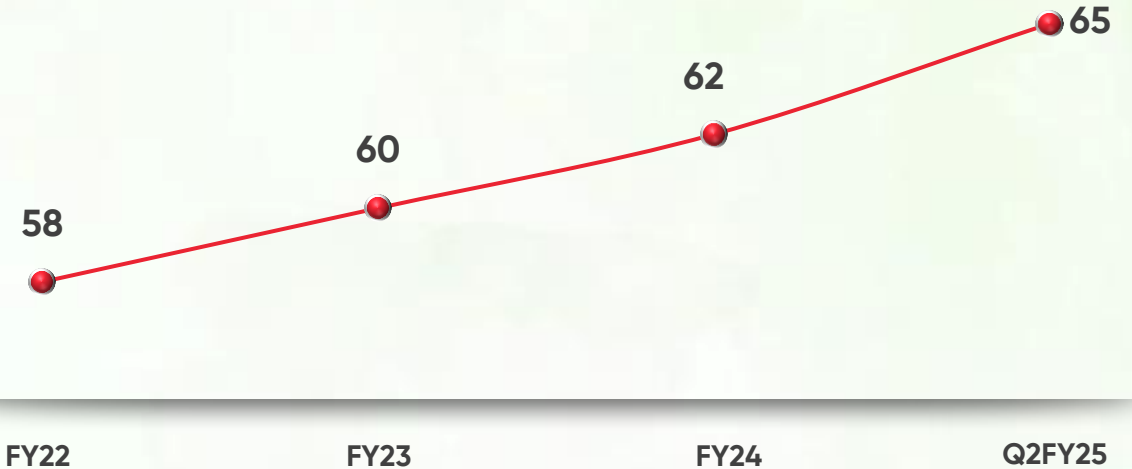
Epichlorohydrin (ECH) 50 KTPA plant construction at Vilayat progressing well, commissioning expected by Q1FY26. Evaluating additional capacity expansion of 50 KTPA

CHLORINE DERIVATIVES

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

CHLORINE INTEGRATION

CHLORINE INTEGRATION* LEVELS (%)



Leverage existing capacities of High Value Speciality Products

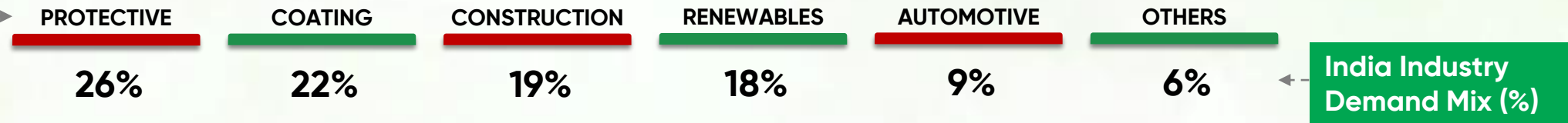
Partnerships for Continuous Chlorine Offtake

Develop downstream Chlorine Chemistries

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

SPECIALITY CHEMICALS : EPOXY POLYMERS AND CURING AGENTS

EPOXY GROWTH DRIVERS



GRASIM

Leading player
in Epoxy polymers &
curing agents

Market Share of
>50%
In India

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

Total Patents filed
8
of which 3 Granted

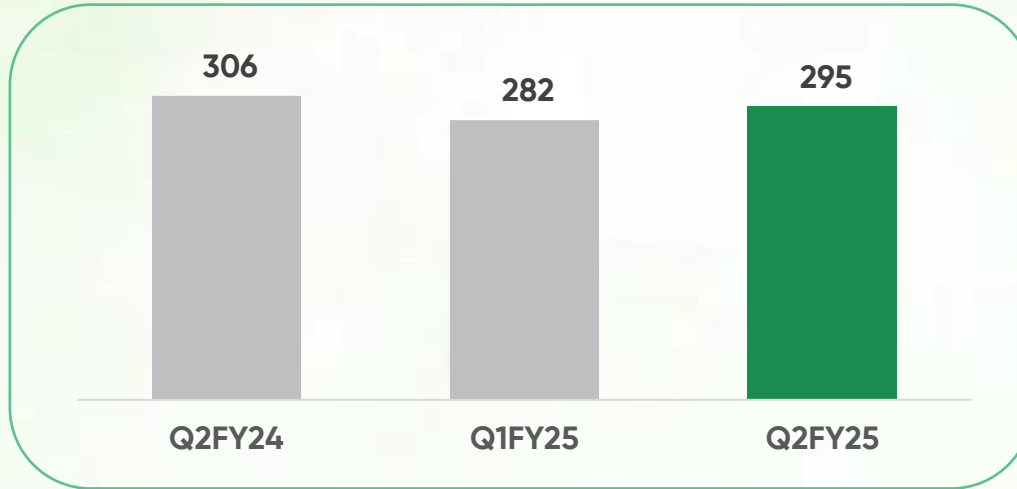
Doubled Capacity to
246 KTPA
Solidifying market
leadership

Focus on
Specialty
Epoxy products

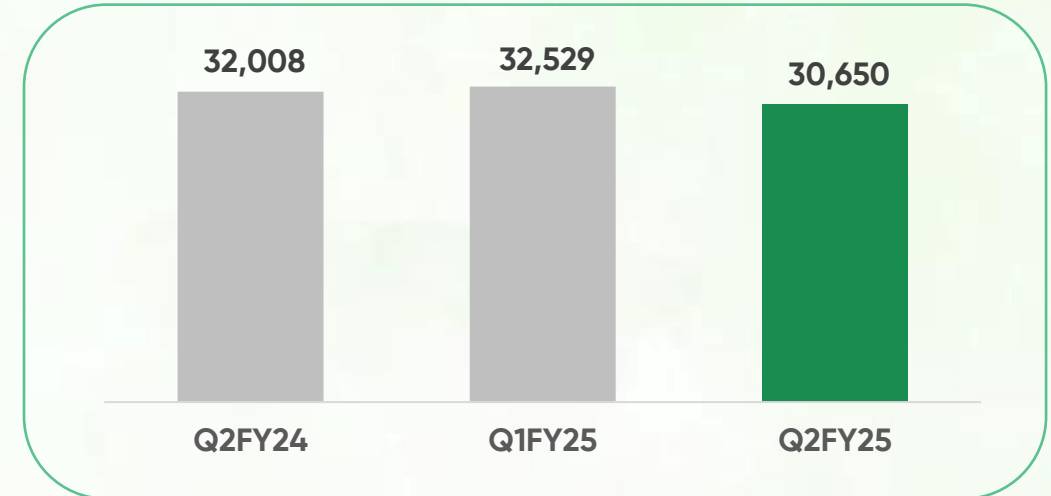
Expanded Product portfolio of
100+
Epoxy products

CHLOR-ALKALI : KEY OPERATIONAL METRICS

CAUSTIC SODA SALES (KT)



GRASIM – ECU (₹/TON)



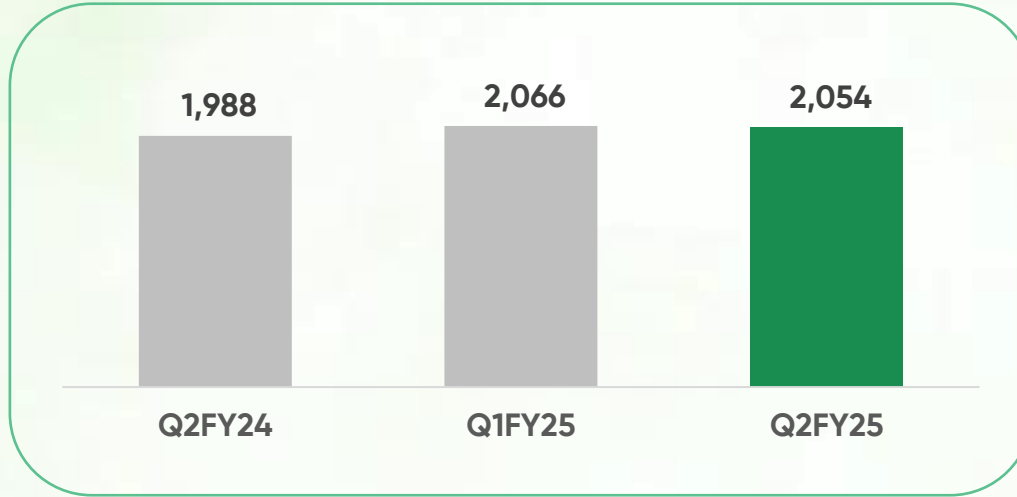
Caustic Soda sales volume was down by 4% YoY, impacted by lower production at Vilayat due to captive power plant maintenance shutdown

International average Caustic soda prices (CFR-SEA) improved by 13% YoY to \$471/MT in Q2FY25. However, domestic market prices remained flat due to oversupply

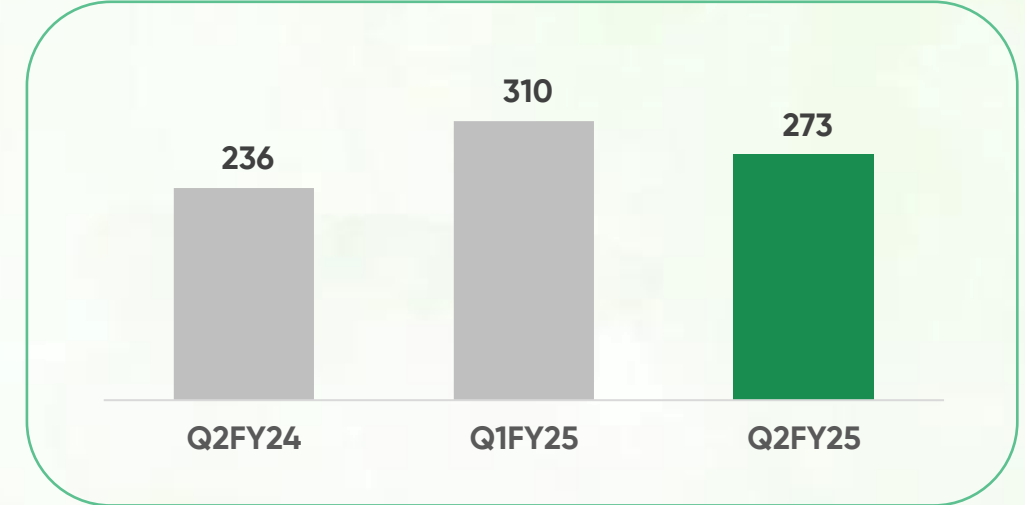
Caustic realisation remained stable, but ECU declined by 4% YoY due to increased negative realisation of Chlorine

CHEMICALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Chemicals business revenue stood flattish due to lower volume and ECU realisations

10% volume growth in Chlorine Derivatives coupled with better pricing led to improved profitability YoY

Chemicals business EBITDA up by 16% YoY driven by higher profitability in Chlorine derivatives and Specialty Chemicals



BUILDING MATERIALS BUSINESS





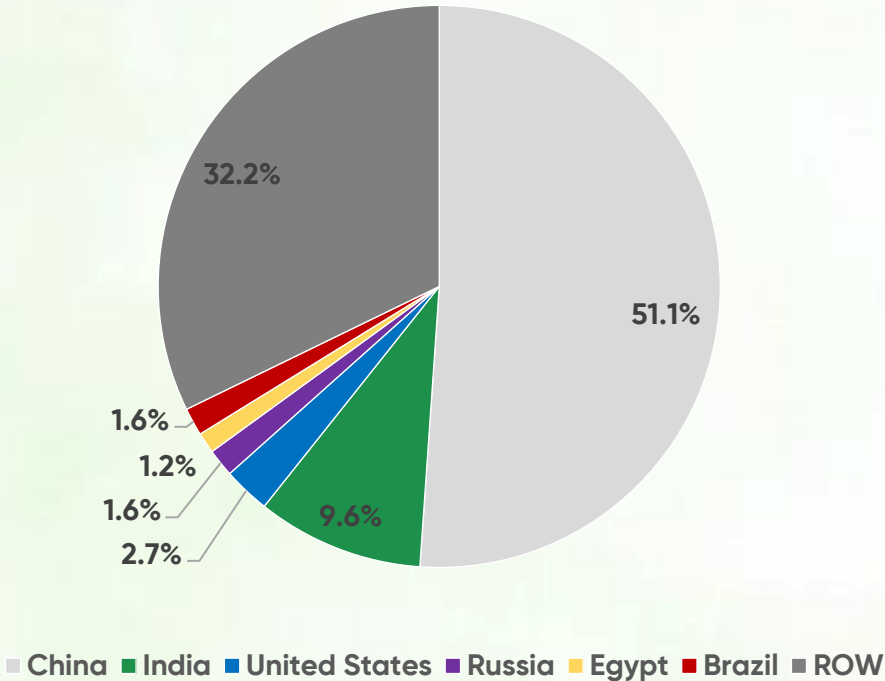
CEMENT BUSINESS

INDIA CEMENT INDUSTRY GROWTH DRIVERS

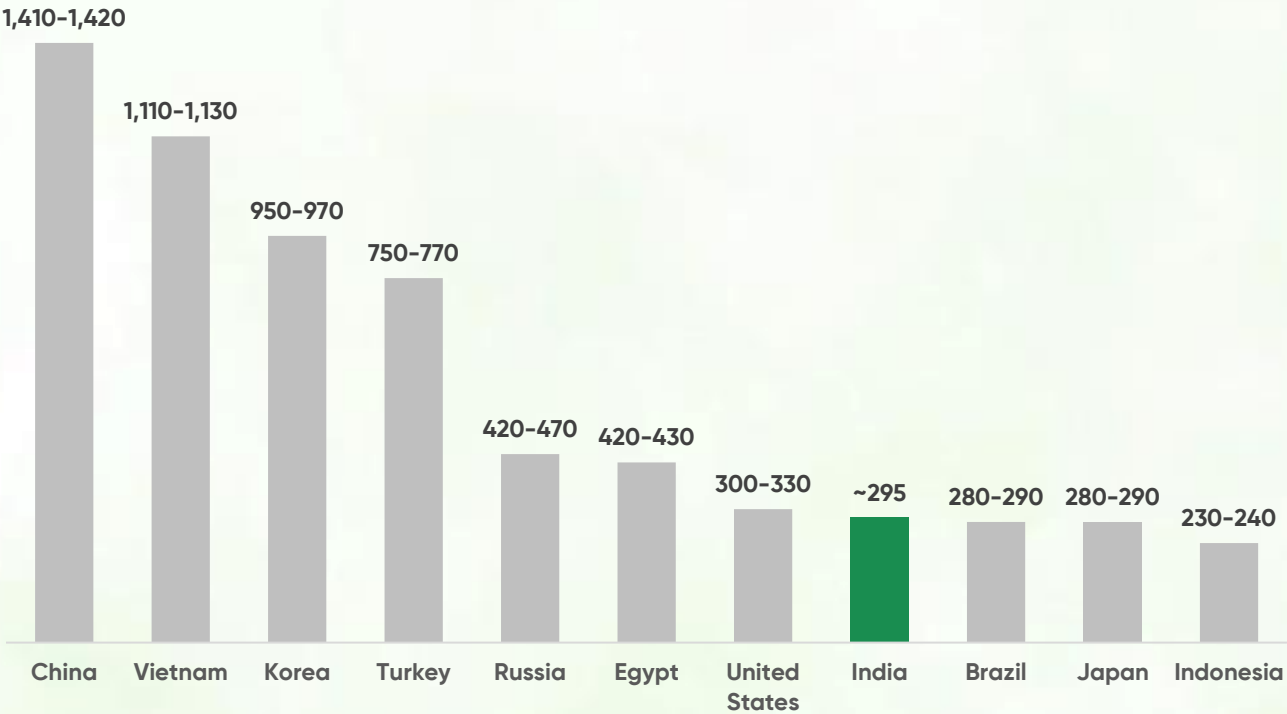
India is the second largest cement producer in the world,

but remains a highly underpenetrated market

Global Cement Production

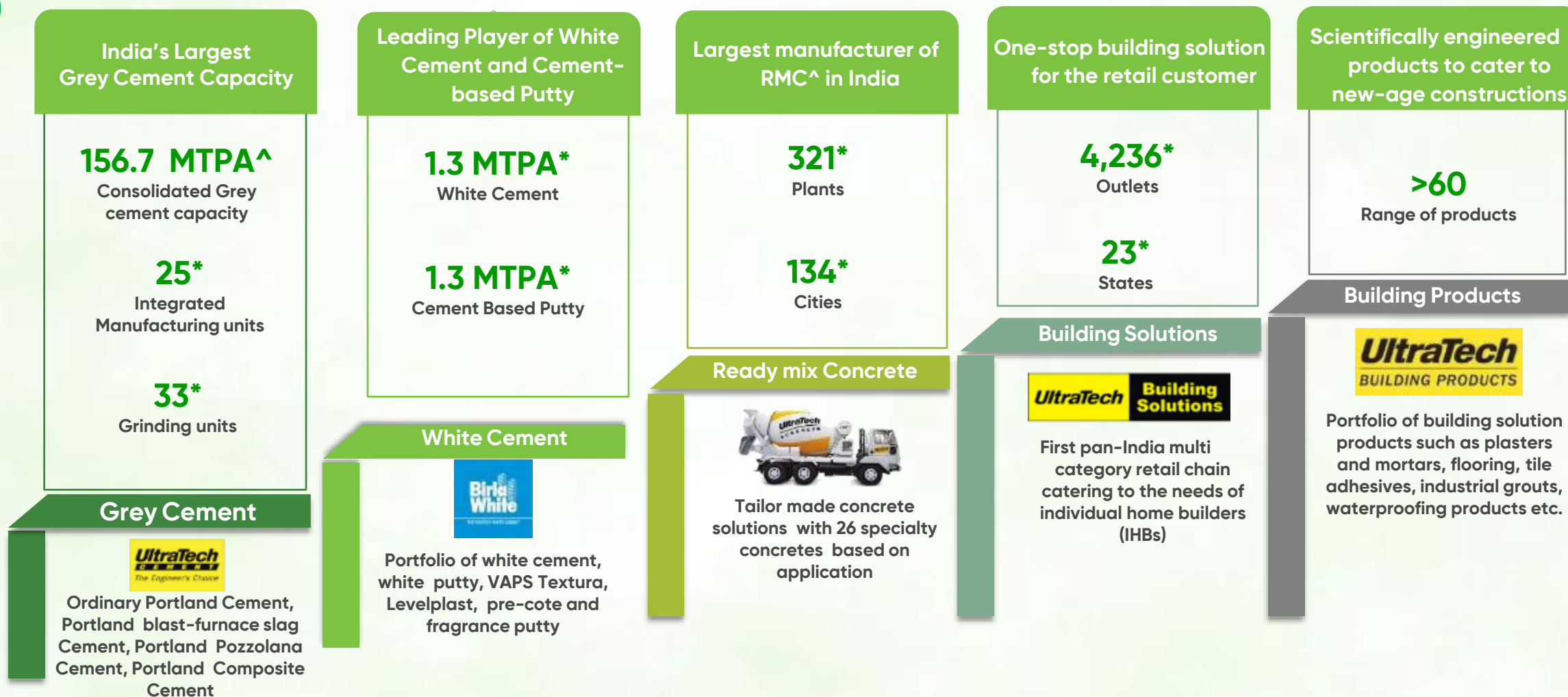


Per capita Consumption (kg/annum)



CEMENT : OUR STRENGTHS

ULTRATECH : INDIA'S LARGEST SELLING CEMENT BRAND



CEMENT: PERFORMANCE UPDATE

During the year, Grey cement capacity expanded by 10.5 MT till Nov'24. Total grey cement capacity (India and Overseas) to reach 162.4* Mn TPA by FY25

Green Power Mix improved to 32% (22% in Q2FY24) including WHRS power mix of 18.4% and RE Power Mix of 13.5%

UltraTech Building Solutions (UBS) outlets increased to 4,236; contributing 19.4% of domestic grey sales volume

Q2FY25 EBITDA degrew by 18% YoY at ₹2,239 Cr. mainly impacted by lower realisations



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

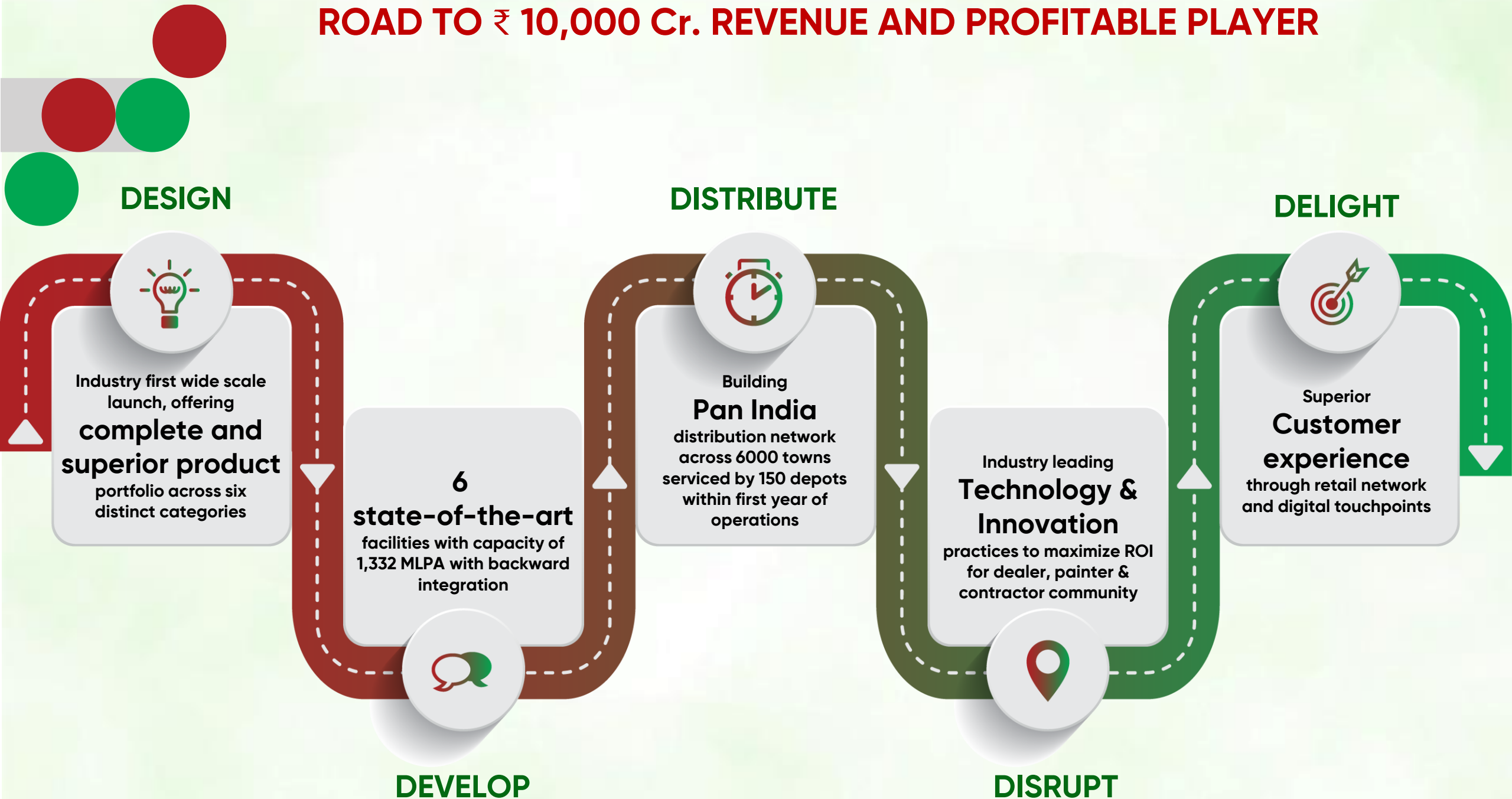


MARKET
DIFFERENTIATORS



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

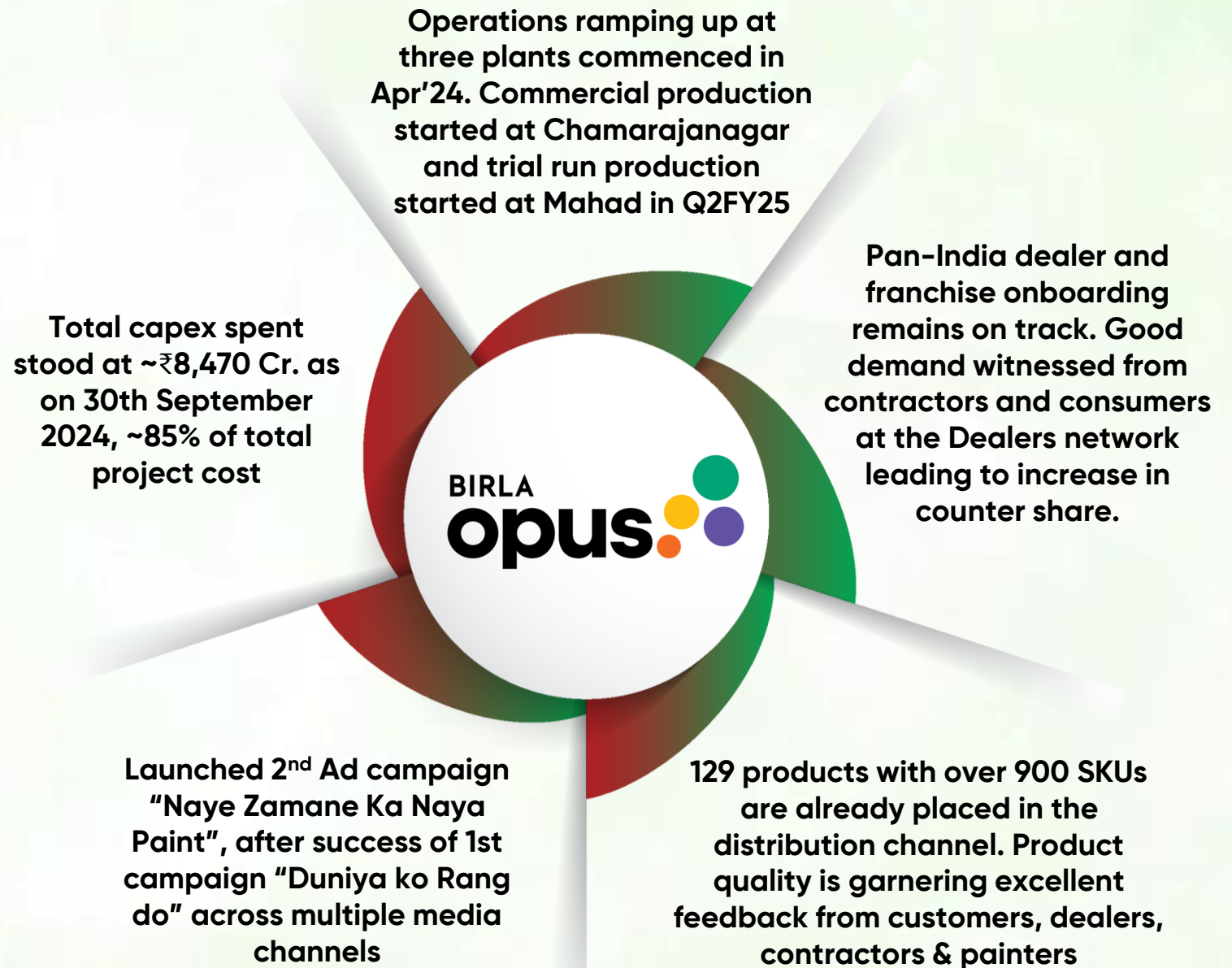
And seamless customer experience at the core of our strategy



NEW GROWTH BUSINESS



PERFORMANCE UPDATE





BIRLA
PIVOT

B2B E-COMMERCE BUSINESS

B2B E-COMMERCE FOR CONSTRUCTION MATERIALS

INDUSTRY OPPORTUNITY

Market
Opportunity

\$100 bn

Market Size of
Construction Materials
Industry

<2%

Digital
Penetration

>10%

3-YR CAGR across
building material
categories

MSME

enabling efficient
procurement and
wide reach

Demand
Drivers

VALUE PROPOSITION

COMPETITIVE PRICING

ASSURED QUALITY

GUARANTEED DELIVERY

FINANCING SOLUTIONS

SEAMLESS EXPERIENCE

**BIRLA
PIVOT**

One-stop Digital solution

40,000+
SKUs

300+
Brands

PRODUCT CATEGORIES

CEMENT STEEL SANITARYWARE

PIPES & FITTINGS PAINTS TILES

DOORS PLYWOOD METALS

CHEMICALS & POLYMERS WINDOWS

KITCHEN ACCESSORIES



BIRLA PIVOT: STRATEGY FOR SCALE UP

ASPIRATION OF \$1 BILLION REVENUE IN THREE YEARS

BUILD SUPPLY

Deep expertise
and partnerships,
leveraging the
existing ecosystem
for growth

FRONTLINE SALES

Focus on good
customer experience
and building strong
relationships

PRIVATE LABELS

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

FINANCIAL CREDIT

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

UNASSISTED JOURNEYS

Increase ease of
access and digital
adoption

BIRLA PIVOT : PERFORMANCE UPDATE



Healthy revenue scale up across categories, geographies and new customers. The business is on track to achieve revenue target of \$1 billion by FY27

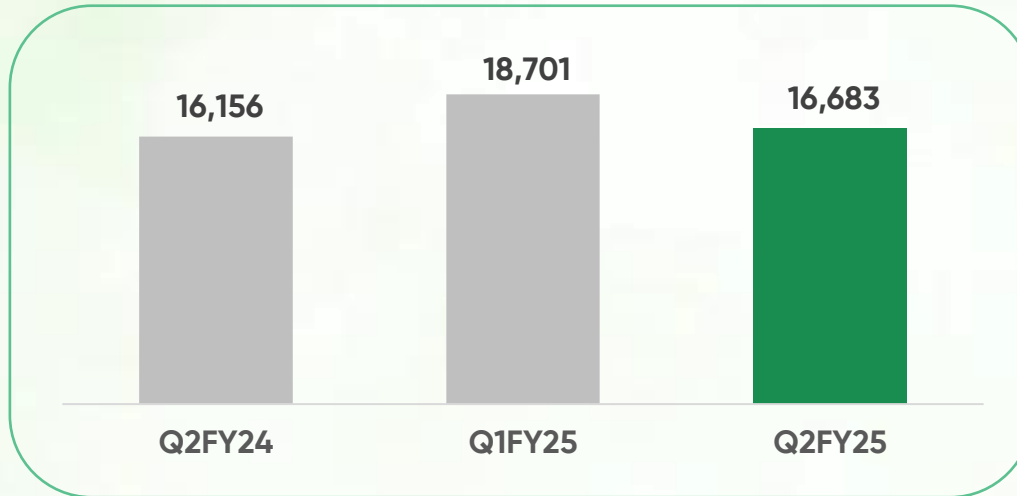
Continuous upgradation of the platform for seamless user experience and building new features for a completely digitised B2B ecosystem

Building a retail dealers network for Private labels "Birla Pivot Tiles and Plywood" along with sales support for better penetration

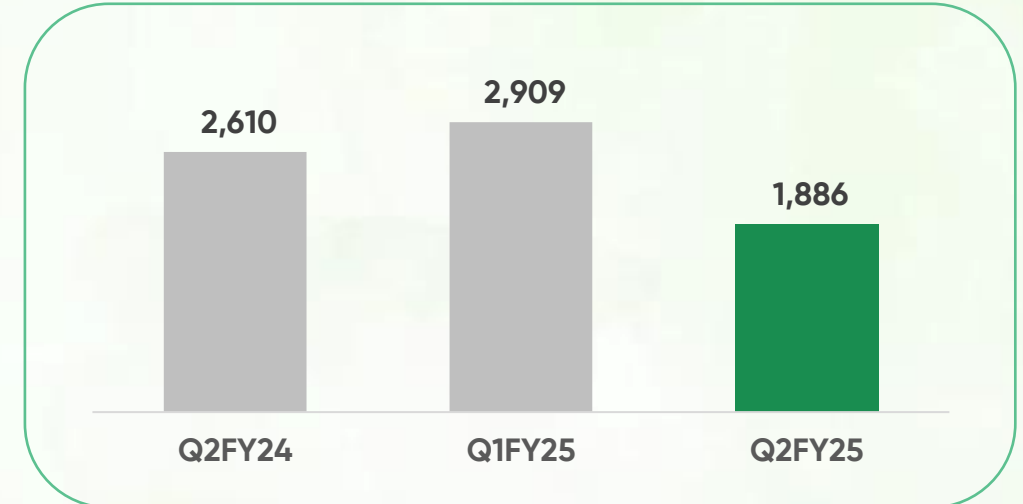
Scaling up credit programs with multiple lending partners to meet funding requirements of customers for payments against our supplies

BUILDING MATERIALS : FINANCIAL PERFORMANCE

REVENUE (₹ Cr.)



EBITDA (₹ Cr.)



Revenue grew by 3% YoY to ₹16,683 Cr. aided by new growth businesses at standalone level

Cement business revenue stood at ₹15,635 Cr., down by 2% YoY due to lower realisations

EBITDA declined due to lower profitability in Cement business and initial investments in consumer-facing decorative paints business under brand 'Birla Opus'

FINANCIAL SERVICES BUSINESS



FINANCIAL SERVICES : OUR STRENGTHS

ADITYA BIRLA CAPITAL : DIVERSIFIED FINANCIAL SERVICES PLATFORM

NBFC

Housing

₹ 1,37,946 Cr.

Total Lending Portfolio¹

₹ 74,911 Cr.

Retail SME & HNI Loans (65% of NBFC AUM)

6.28%

NBFC NIM⁵

Asset Management

₹ 5,01,152 Cr.

Total AUM²

₹ 3,83,309 Cr.

Total Mutual Fund AAUM⁴

₹ 30,125 Cr.

Passive AUM⁹

Life
Insurance

Health
Insurance

₹ 10,828 Cr.

Half Yearly Gross Premium³

4.4%/9.8%

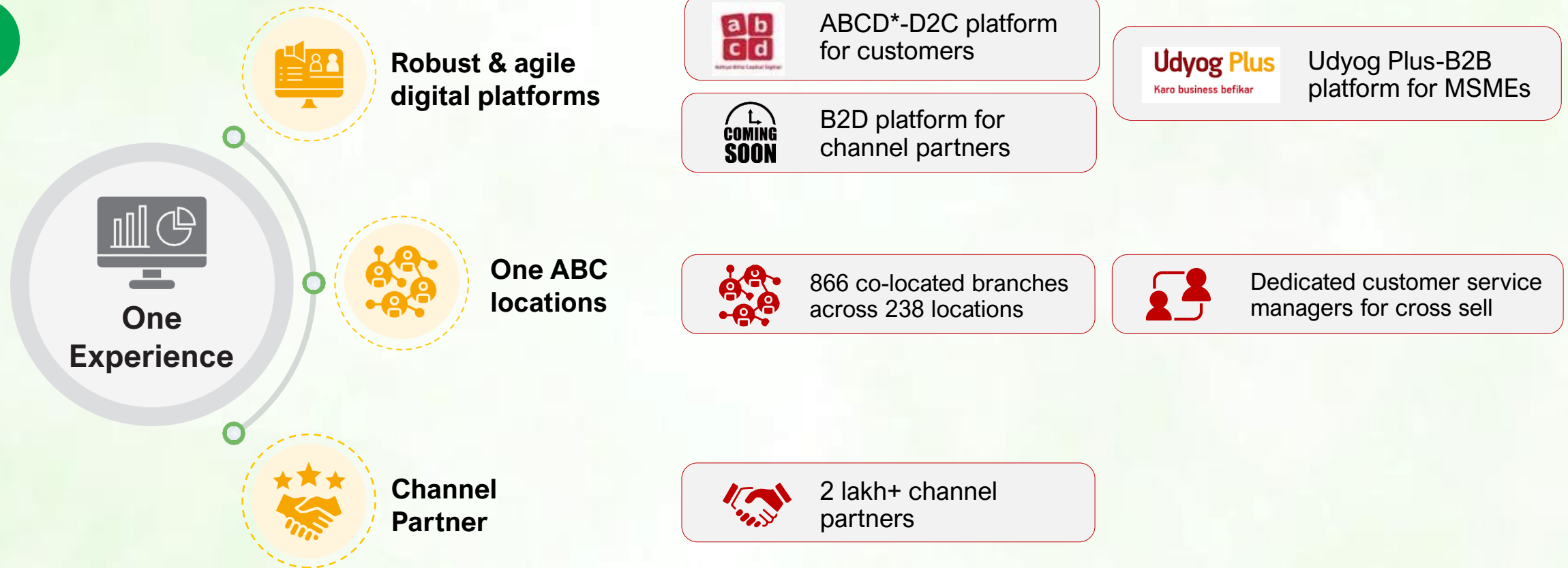
Market Share⁶
Individual FYP⁷ / Group New Business Premium

81%

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 Q2FY25 Market share among private player, Source IRDAI; 7. First Year Premium (FYP); 8. Individual Renewal Premium; 9. Closing AUM for ETFs/FoFs/Index Funds.

ADITYA BIRLA CAPITAL : OMNI CHANNEL ARCHITECTURE



1,470 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

2.5Mn+
App
customers³

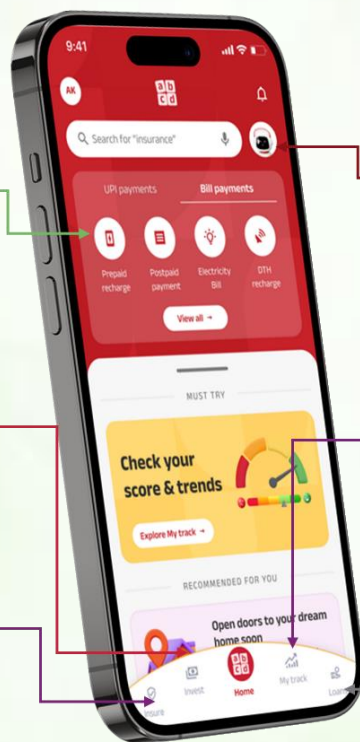
1.2Mn+
VPAs³

22+
Product
categories

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

Invest
Stocks
Mutual Funds
Gold
Deposits

Insure
Life Insurance
Health Insurance



Support
Omnichannel from Day1
Gen AI enabled chatbot
Intelligent Search

My Track¹
Credit Track
Portfolio Track
Health Track
Spend Track
Rewards

Loans
Home Loan
Personal Loan
Credit Cards
Business Loan

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

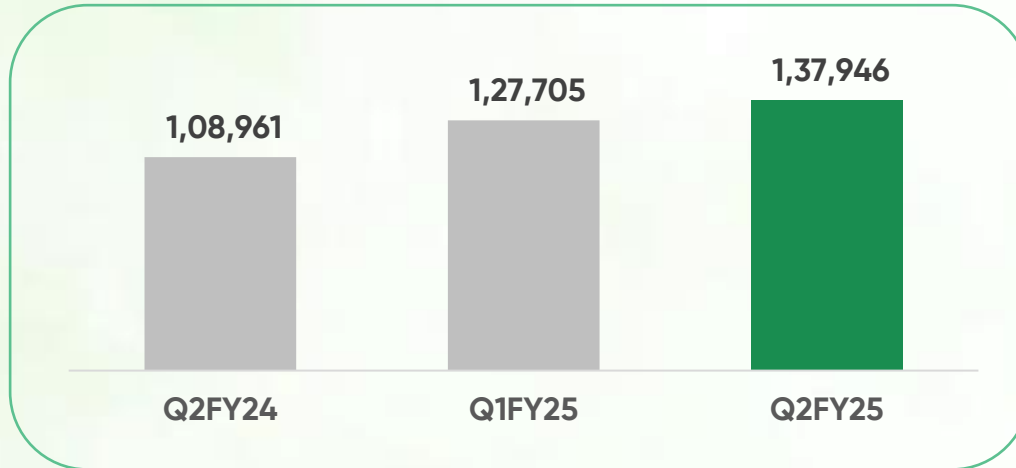
- Pay from multi-account
- Pre-verified bank transfers
- UPI International and RuPay on UPI

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

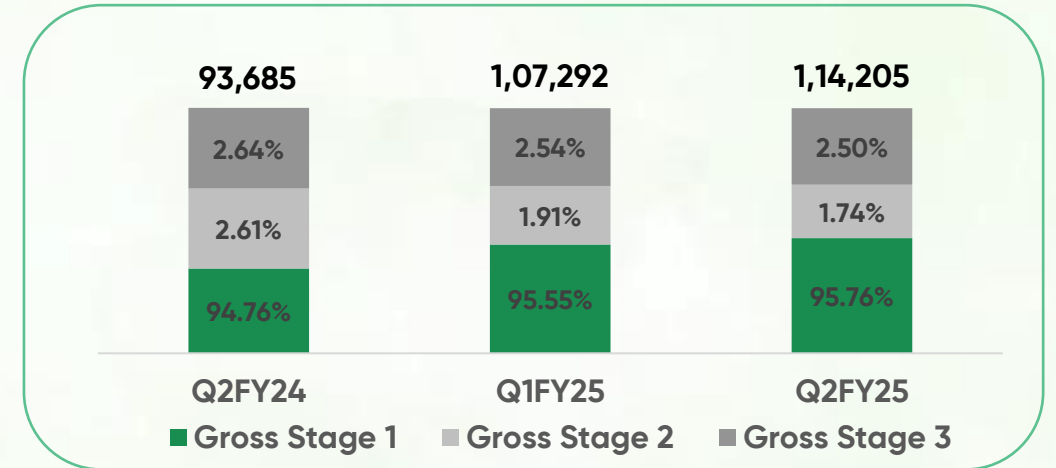
2 – Branch and Virtual engagement channels already live; 3 – As on Oct 21, 2024;

ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE

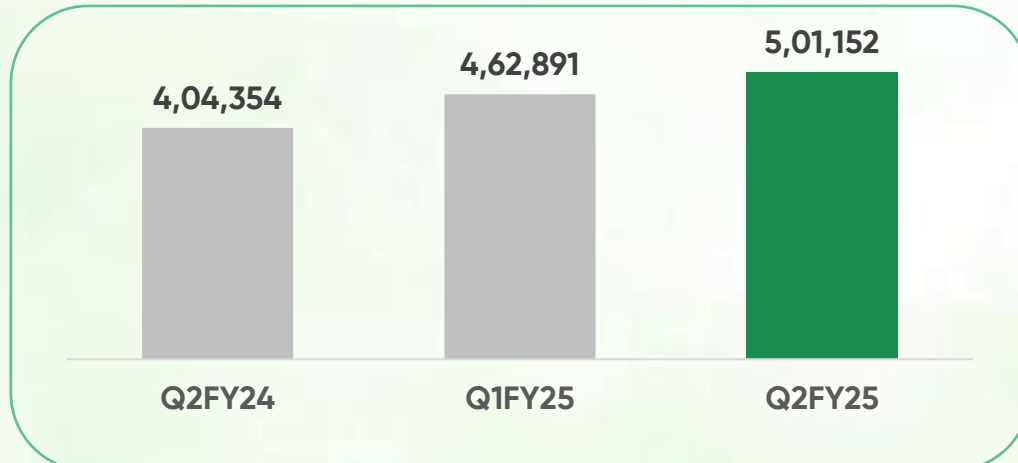
TOTAL LENDING BOOK* (₹ Cr.)



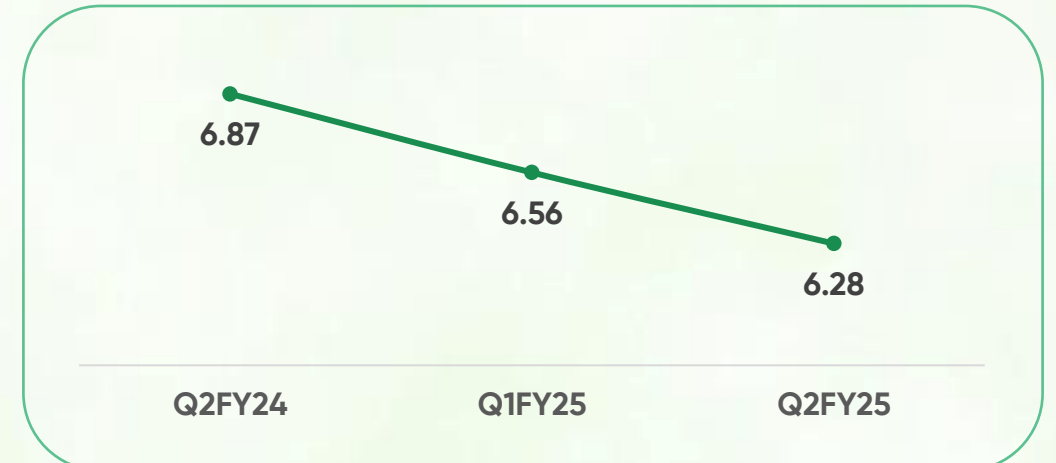
ASSET QUALITY TREND# (₹ Cr.)



TOTAL ASSET UNDER MANAGEMENT^ (₹ Cr.)

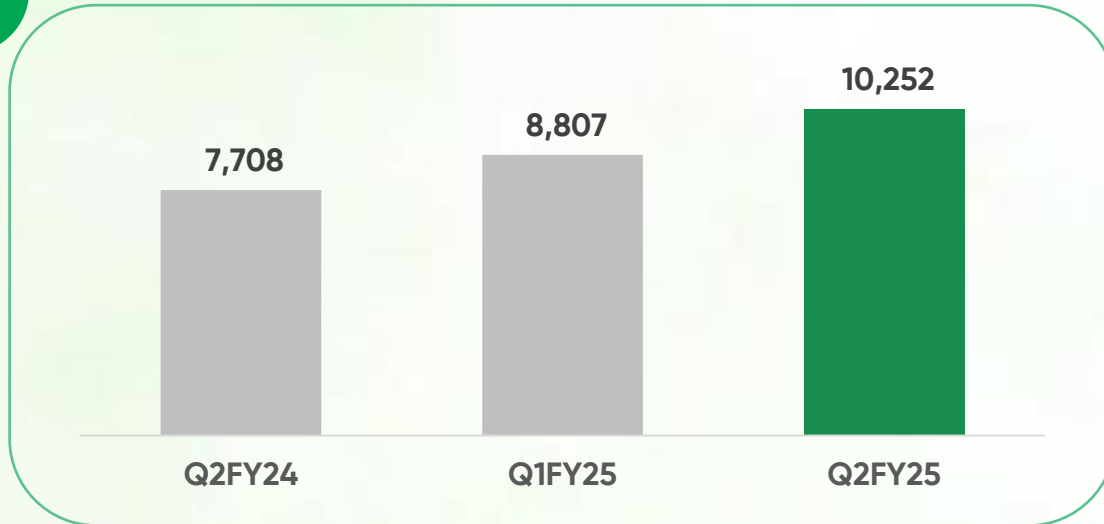


ADITYA BIRLA FINANCE LIMITED - NIM (%)


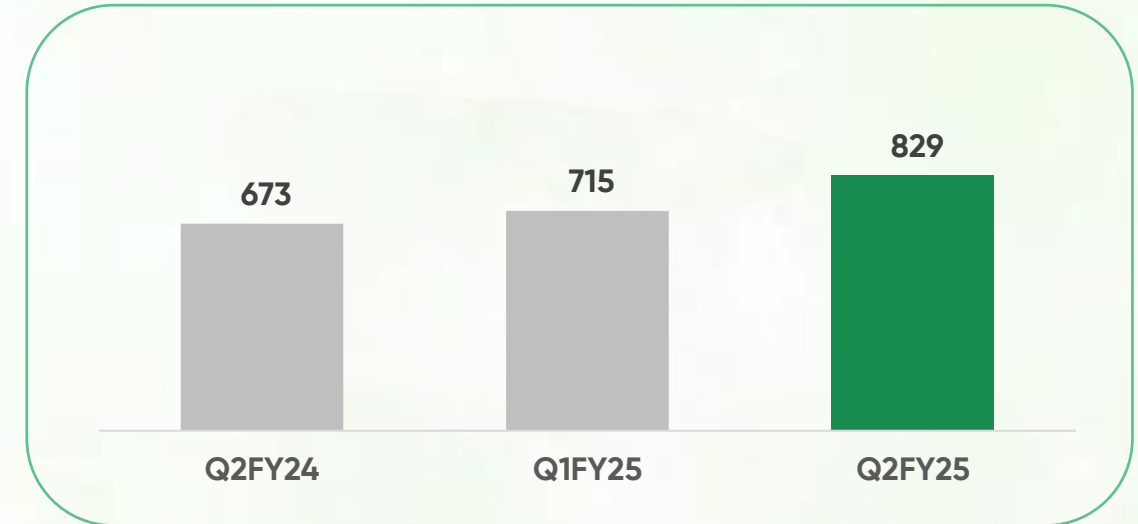


ADITYA BIRLA CAPITAL : FINANCIAL PERFORMANCE


REVENUE# (₹ Cr.)



PAT^ (₹ Cr.)



Consolidated Revenue grew by 33% YoY driven by robust growth reported by all business segments. NBFC grew by 19%, Housing Finance and Life Insurance grew by 42% each



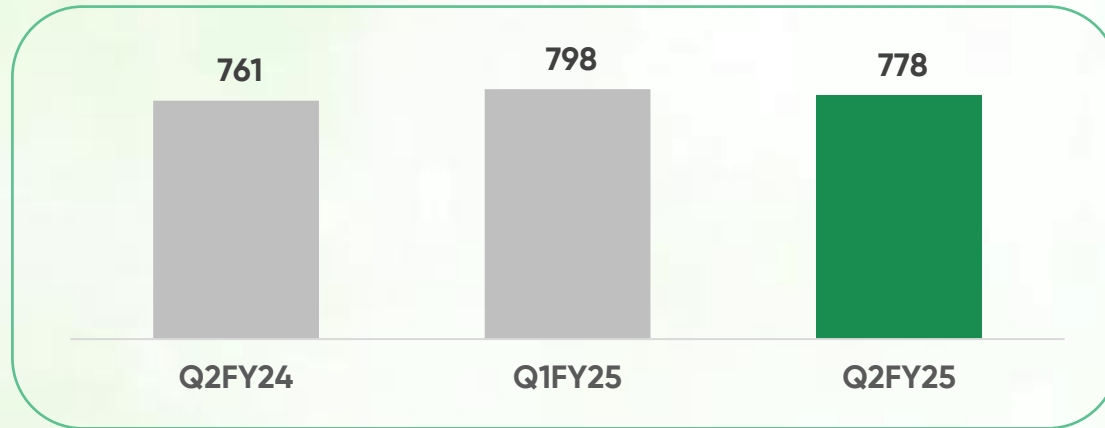
PAT^ grew by 23% YoY driven by all round performance across all business segments

OTHERS

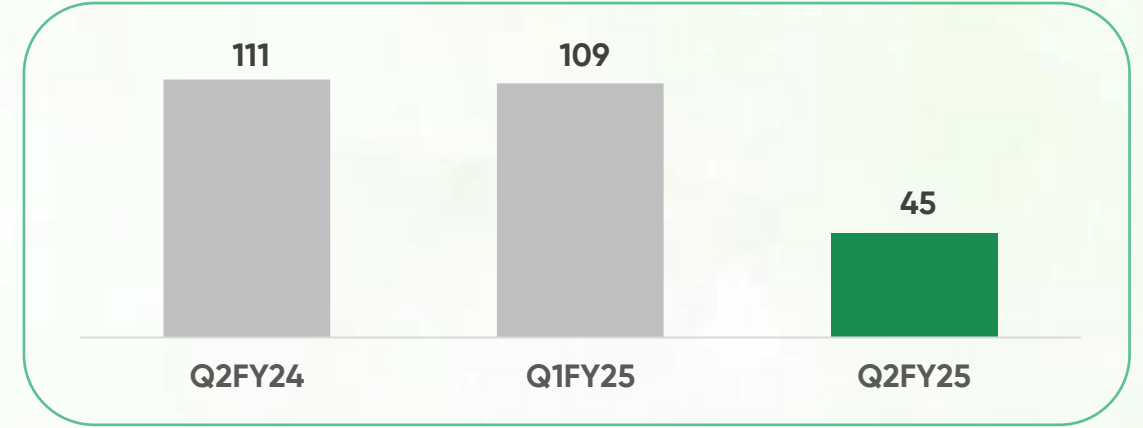


OTHER BUSINESSES* : FINANCIAL PERFORMANCE

REVENUE* (₹ Cr.)



EBITDA* (₹ Cr.)



TEXTILES

Revenue de-grew by 1% YoY to ₹552 Cr. with EBITDA loss of ₹17 Cr. mainly due to exceptionally high input prices in linen segment



INSULATORS

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



RENEWABLES

The cumulative installed capacity increased to 1 GW, of which 42% is with Group companies



APPENDIX

CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr.)	Q2FY25	Q2FY24	% Change	Q1FY25	% Change
Revenue from Operations	33,563	30,221	11	33,861	(1)
Other Income	395	285	39	300	32
EBITDA*	4,042	4,509	(10)	4,760	(15)
<i>EBITDA Margin (%)</i>	<i>12%</i>	<i>15%</i>		<i>14%</i>	
Finance Cost	581	398	46	481	21
Depreciation	1,496	1,245	20	1,368	9
Share in Profit of JVs & Associates	86	(5)	-	32	-
PBT	2,051	2,862	(28)	2,944	(30)
Add/(Less): Tax Expense	(867)	(838)	4	(708)	22
Add/(Less): Exceptional items	(83)	-	-	33	-
PAT attributable to Minority Shareholders	710	860	(17)	1,060	(33)
Reported PAT (Owners' share)	390	1,164	(66)	1,208	(68)
Adjusted PAT^	473	1,164	(59)	1,189	(60)

*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.)	Q2FY25	Q2FY24	% Change	Q1FY25	% Change
Revenue from Operations	7,623	6,442	18	6,894	11
Other Income	1,294	760	70	93	-
EBITDA	1,619	1,354	20	418	-
<i>EBITDA Margin (%)</i>	<i>18%</i>	<i>19%</i>		<i>6%</i>	
Finance Cost	161	107	51	140	15
Depreciation	406	292	39	349	16
PBT	1,052	955	10	(70)	-
Add/(Less): Tax Expense	(281)	(160)	-	18	-
Add/(Less): Exceptional items	(50)	-		-	
Reported PAT	721	795	(9)	(52)	-
Adjusted PAT^	771	795	(3)	(52)	-

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

STANDALONE CAPEX PLAN

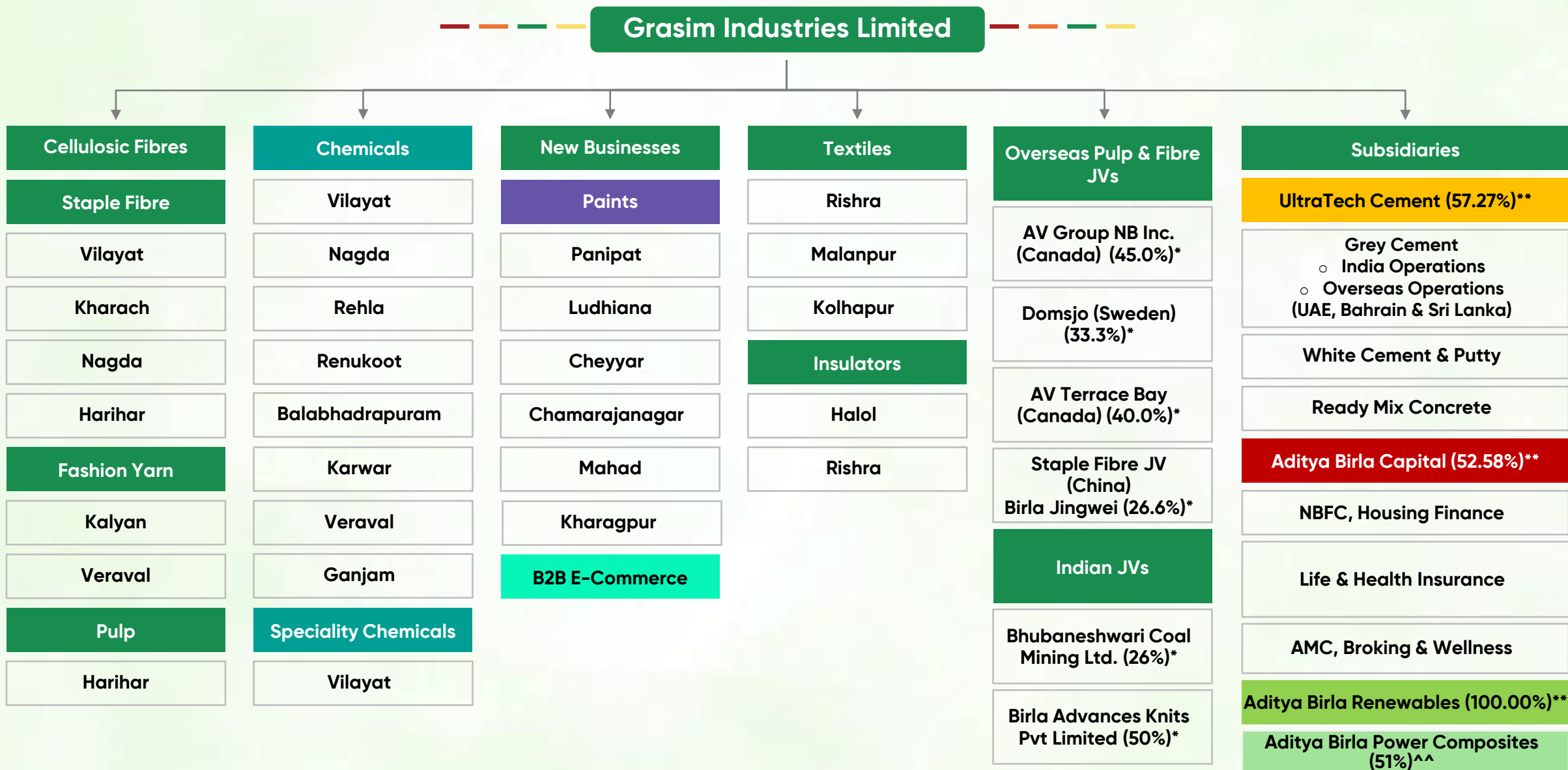
Particulars (₹ Cr.)	Planned Capex FY25	Capex Spent H1FY25
Cellulosic Fibres Business	826	204
<i>Capacity Expansion (including debottlenecking)</i>	218	39
<i>Modernisation and Maintenance Capex</i>	608	165
Chemicals Business (A+B+C)	800	240
<i>(A) Capacity Expansion - Chlor-Alkali & Chlorine Derivatives</i>	267	100
Caustic Soda: (1,359 KTPA --> 1,530 KTPA)	36	10
Chlorine Derivatives: (1,029 KTPA --> 1,168 KTPA)	231	90
<i>(B) Capacity Expansion - Speciality Chemicals</i>	36	12
Epoxy Polymers & Curing Agents: (123 KTPA --> 246 KTPA)		
<i>(C) Modernisation and Maintenance Capex</i>	497	127
New High Growth Businesses	2,997	1,417
<i>Birla Opus (Decorative Paints)^</i>	2,976	1,407
<i>Birla Pivot (B2B E-commerce)</i>	21	11
Other Businesses	68	23
<i>Textiles, Insulators & Others</i>		
Total	4,691	1,884

The Board has approved an investment of ₹287 Cr. (FY25 spend at ₹118 Cr.) for additional pulp capacity at Harihar and ₹20 Cr. for Textiles business

BALANCE SHEET

Standalone (₹ Cr.)			Consolidated (₹ Cr.)	
30th Sep'24	31st Mar'24	EQUITY & LIABILITIES	30th Sep'24	31st Mar'24
(Unaudited)	(Audited)		(Unaudited)	(Audited)
55,003	52,115	Net Worth	92,918	88,652
-	-	Non Controlling Interest	52,804	50,286
-	-	Borrowings related to Financial Services	1,19,566	1,08,322
10,179	9,453	Other Borrowings	36,337	26,780
443	276	Lease Liability	2,256	2,053
2,810	2,297	Deferred Tax Liability (Net)	10,338	9,417
-	-	Policy Holders Liabilities	94,319	85,388
10,829	9,997	Other Liabilities & Provisions	39,916	41,641
79,264	74,138	SOURCES OF FUNDS	4,48,454	4,12,539
30th Sep'24	31st Mar'24	ASSETS	30th Sep'24	31st Mar'24
19,329	16,193	Net Fixed Assets	86,100	77,821
5,496	7,579	Capital WIP & Advances	19,792	21,675
1,070	910	Right of Use - Lease (including Leasehold Land)	2,721	2,519
3	3	Goodwill	20,634	20,154
		Investments:		
2,636	2,636	- UltraTech Cement (Subsidiary)	-	-
18,847	18,847	- AB Capital (Subsidiary)	-	-
920	898	- Solar Subsidiaries	-	-
-	-	- ABSLAMC, ABHI and ABW	8,581	8,423
638	672	- Other equity accounted investees	1,171	2,060
3,427	3,472	- Liquid Investments	12,799	11,344
3,437	4,396	- Vodafone Idea	3,437	4,396
11,992	8,795	- Other Investments	20,155	16,667
-	-	- Investment of Insurance Business	57,031	50,810
-	-	Assets held to cover Linked Liabilities	39,463	36,005
-	-	Loans and Advances of Financing Activities	1,36,394	1,23,135
-	-	Assets held for Sale	58	23
11,468	9,738	Other Assets, Loans & Advances	40,119	37,507
79,264	74,138	APPLICATION OF FUNDS	4,48,454	4,12,539
6,752	5,981	Net Debt / (Surplus)	23,539	15,436

GRASIM GROUP STRUCTURE



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

THANK YOU

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