



Ref No. GIL/CFD/SEC/23/084/SE

12th August 2022

BSE Limited

Dalal Street,
Phiroze Jeejeebhoy Towers, Fort
Mumbai - 400 001
Scrip Code: 500300

The National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra - Kurla Complex,
Bandra (East), Mumbai - 400 051
Symbol: GRASIM

Dear Sirs,

Sub: Presentation on Unaudited Financial Results (Standalone and Consolidated)of the Company for the quarter ended 30th June 2022

This is with reference to our letter dated 9th August 2022 regarding intimation of schedule of Analysts / Institutional Investor Meeting to be held on 12th August 2022.

Please find enclosed a copy of the Presentation on the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 30th June 2022, which will be presented to the investors and also posted on our websites, www.grasim.com and www.adityabirla.com.

The above is for your information and records, please.

Thanking you,

Yours sincerely,
For Grasim Industries Limited

Sailesh Daga
Company Secretary
FCS - 4164

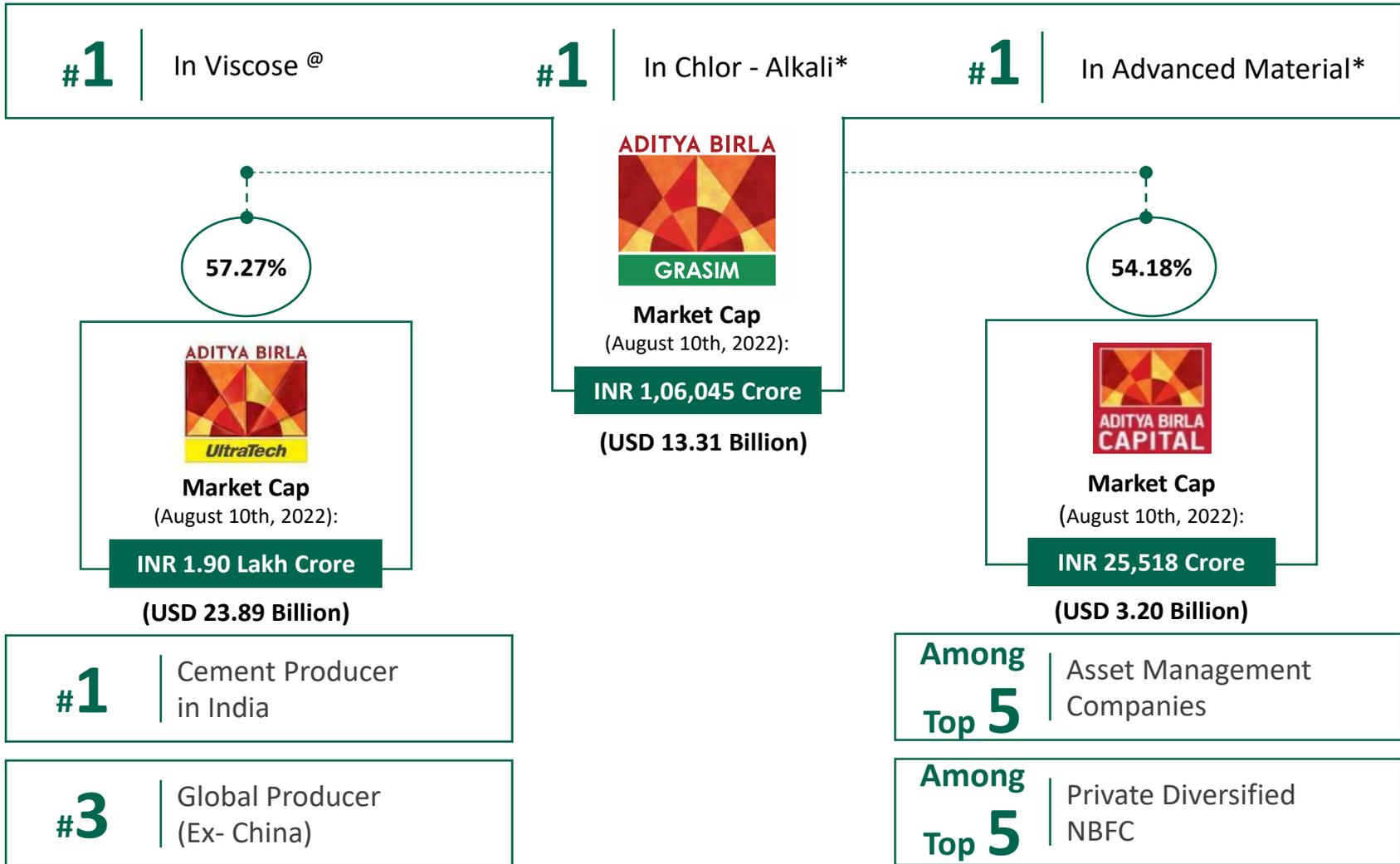
Encl: as above

Cc:
Luxembourg Stock Exchange
Market & Surveillance Dept., P.O.
Box 165, L-2011 Luxembourg,
Grand Duchy of Luxembourg,
Europe

Citibank N.A.
Depositary Receipt
Services
388 Greenwich Street,
6th Floor, New York,
NY 10013

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FIFC, 11th Floor, C-54 & 55,
G Block Bandra Kurla
Complex, Bandra (East),
Mumbai - 400098

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);

PERFORMANCE HIGHLIGHTS

PERFORMANCE HIGHLIGHTS Q1FY23

Highest ever quarterly EBITDA at Consolidated & Standalone level

- Consolidated Revenue up 41% YoY to ₹28,042 Cr. and EBITDA up 10% YoY to ₹5,233 Cr.
- Standalone Revenue up 93% YoY to ₹7,253 Cr. (Highest Ever) and EBITDA* up 69% YoY to ₹1,364 Cr.

VSF sales volume up 76% YoY to 197KT on back of strong domestic demand

- India sales up 139% YoY; share of India sales at 94%

Capacity utilisation for the recently commissioned 600 TPD VSF plant at Vilayat stood at 89%

Chlor- Alkali business reported best quarterly EBITDA, driven by highest ever ECU of ₹53,560 per ton

New 8MW solar power plant commissioned for Chemical Business leading to continuous increase of renewable power mix

Paints business - project execution is on track with commencement of civil work at 4 of its 6 sites

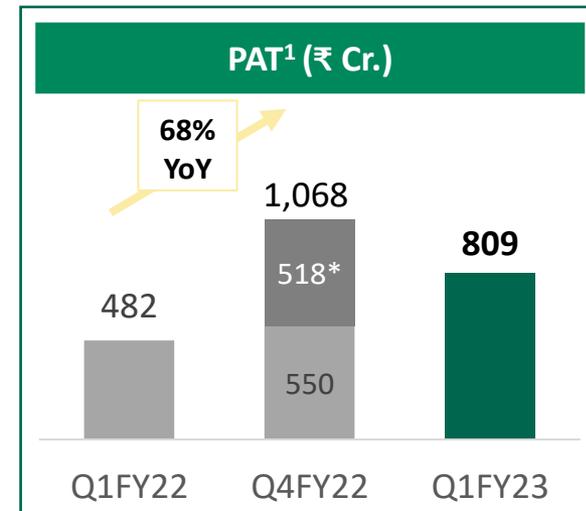
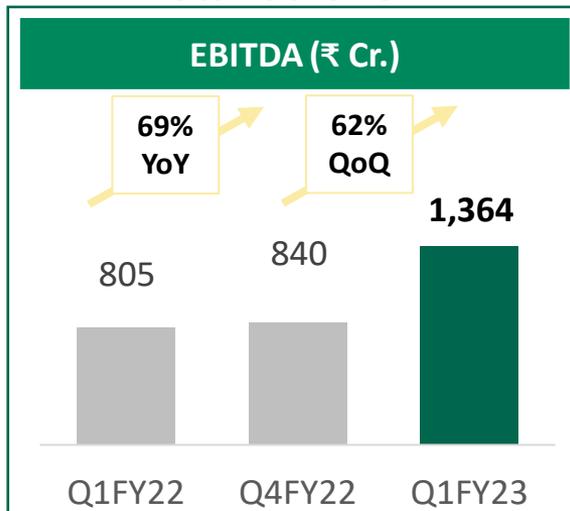
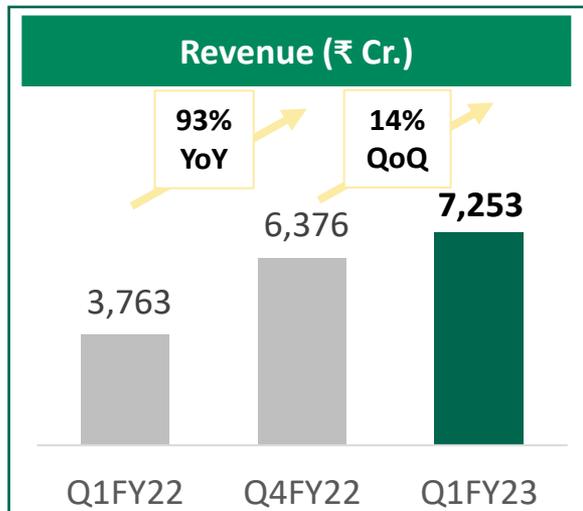
Grasim announced foray into B2B e-commerce platform for Building Materials

Grasim has been included in the Global FTSE4Good Index. The FTSE4Good Index series is designed to identify companies that demonstrate strong environmental, social and governance practices measures against globally recognised standard

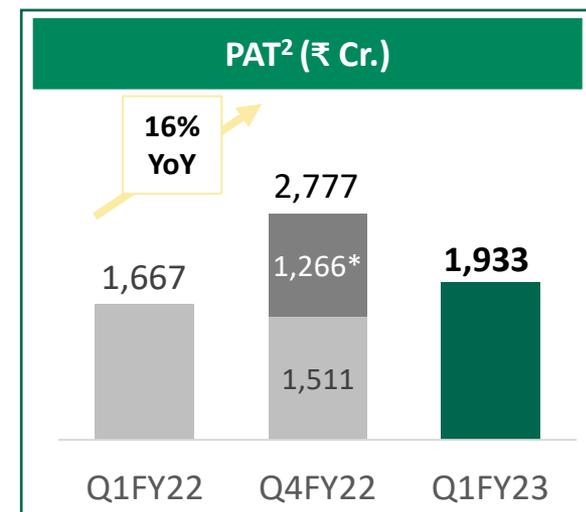
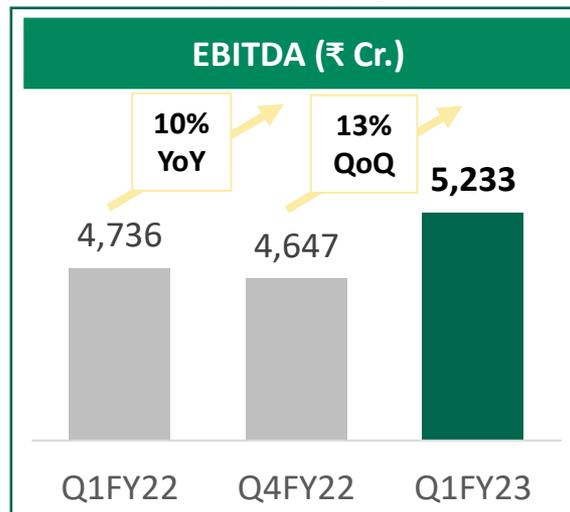
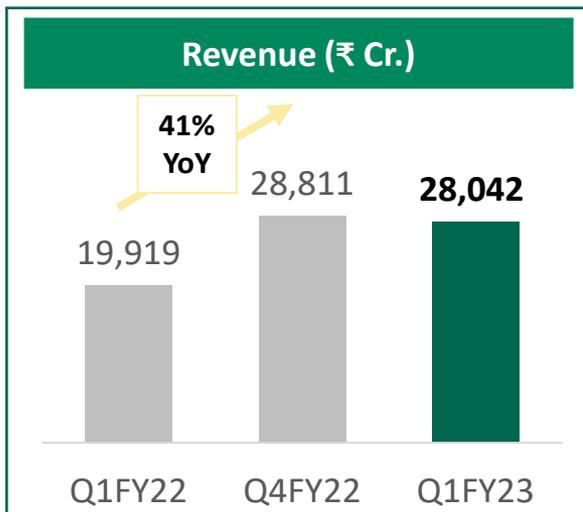
*Excluding corporate dividend income, generally received and accounted in Q2 every year.

PERFORMANCE HIGHLIGHTS Q1FY23

Standalone



Consolidated

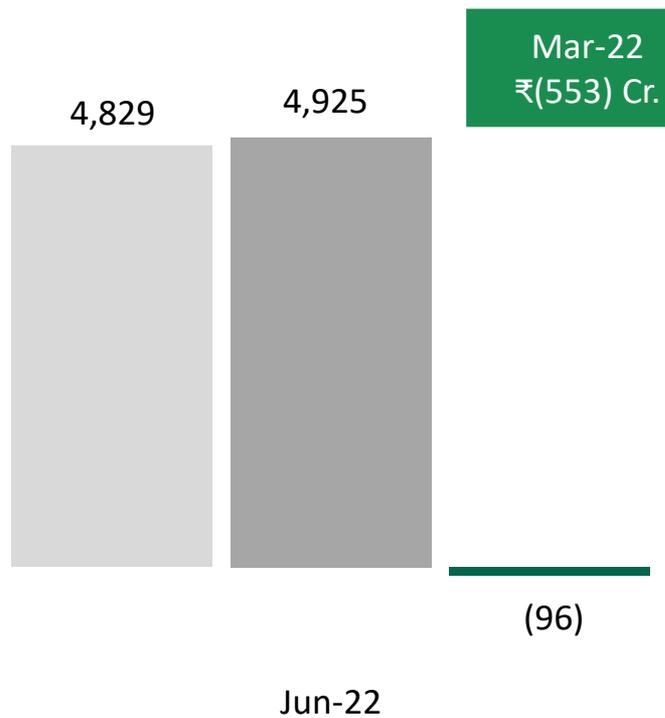


¹ PAT (After Exceptional Item) ² Owner's Share of PAT (After Exceptional Item)

*Reversal of tax provisions of earlier years in Q4FY22.

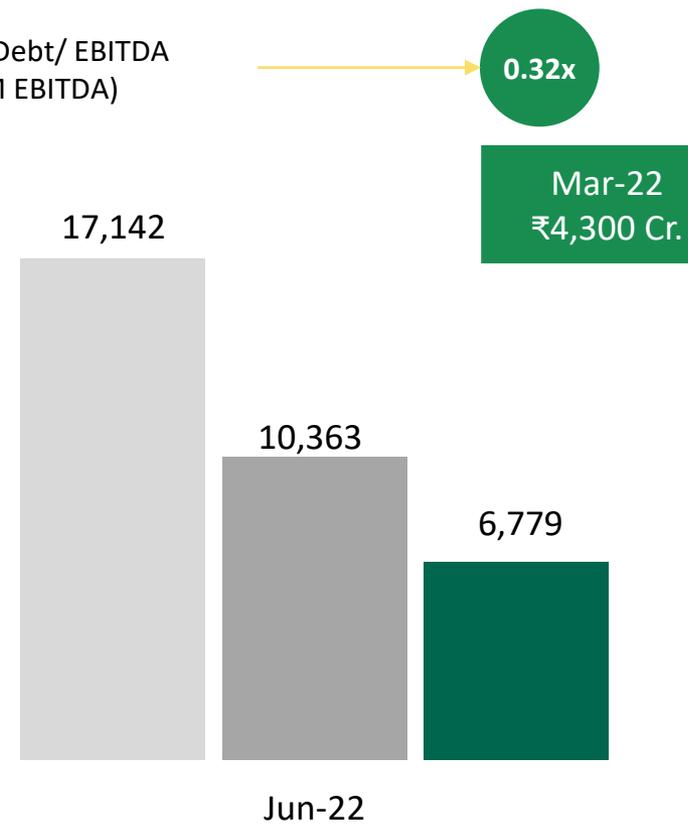
STRONG BALANCE SHEET

Standalone (₹ Cr.)



Consolidated (₹ Cr.)

Net Debt/ EBITDA
(12M EBITDA)



■ Gross Debt

■ Liquid investments

■ Net Debt

Note: Gross Debt includes suppliers' credit of ₹220.19 Cr. as on 30th Jun'22 and ₹183.40 Cr. as on 31st March'22.

CAPEX PLAN

Particulars (₹ Cr.)	Budgeted Capex for FY23	Capex Spent for Q1FY23
Viscose Staple Fibre		
<i>Capacity Expansion (including debottlenecking)</i>	587	66
<i>Modernisation and Maintenance Capex</i>	844	91
Chemicals		
<i>Capacity Expansion - Chlor-Alkali & VAPs</i>	312	38
<i>Caustic Soda: (1,311 KTPA -->1,530 KTPA)</i>		
<i>Capacity Expansion - Epoxy & ECH</i>	407	28
<i>Epoxy: (123 KTPA --> 246 KTPA)</i>		
<i>Modernisation and Maintenance Capex</i>	544	62
Other Businesses		
<i>VFY, Textiles and Insulator</i>	423	69
Total	3,117	354

- New Businesses' (Paints and B2B E-Com) capex is in addition to the above budgeted capex
- Total capex for Paints business stood at ₹825 Crore till 30th June-22 (₹212 Crore in Q1FY23)

BUSINESS PERFORMANCE

INDUSTRY PERFORMANCE - VISCOSE

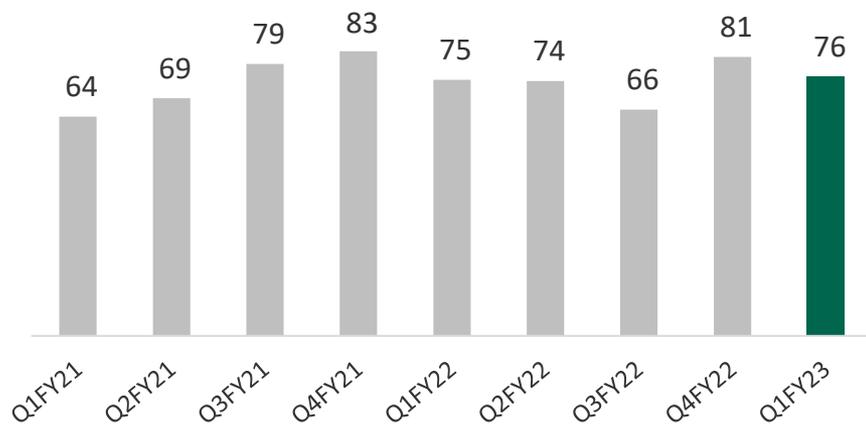


The global textile sector is feeling the pinch of COVID related lockdown imposed in major cities in China coupled with reduced ordering by the US and European retailers in anticipation of demand slowdown

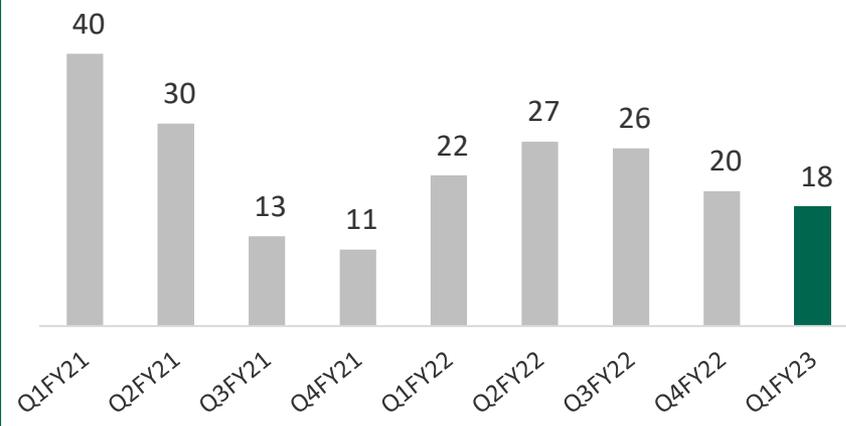


Average VSF plant operating rates in China during Q1FY23 reduced to 76% from 81% in Q4FY22. The average inventory days stood lower at 18 days for fibre in Q1FY23

China VSF Plant Operating Rate (in Percentage)



China VSF Plant Inventory (in Days)



Source: Company estimates, Industry data, USDA, CCF Group and redbook

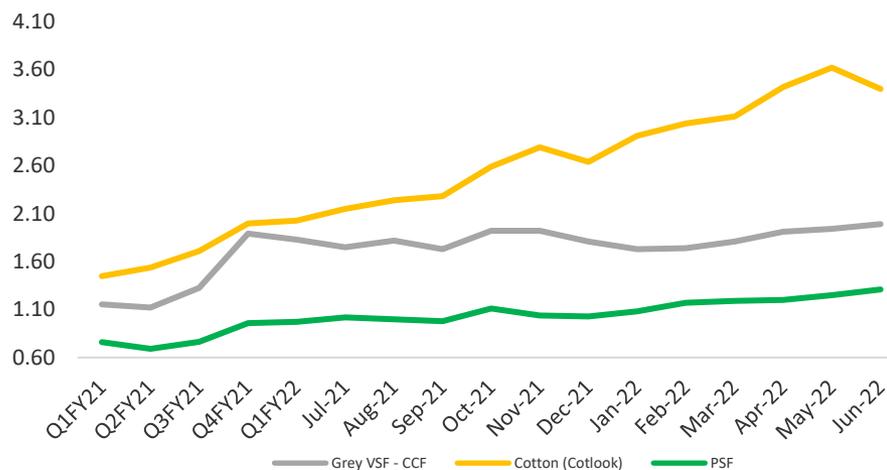
INDUSTRY PERFORMANCE - VISCOSE

China VSF prices averaged higher at RMB ~14,685 in Q1FY23 compared to ~ 12,903 in Q4FY22

Global Cotton prices witnessed an unabated run for 25 months from May-20 to May-22. The cotton prices went up from \$1.45/kg in May-20 to \$3.62/kg in May-22, up 2.5x

The prices of cotton have been trending down since Jun-22, this weakness in the prices of cotton and polyester is likely to reflect in global prices of VSF

Global Prices Trend (\$/Kg)

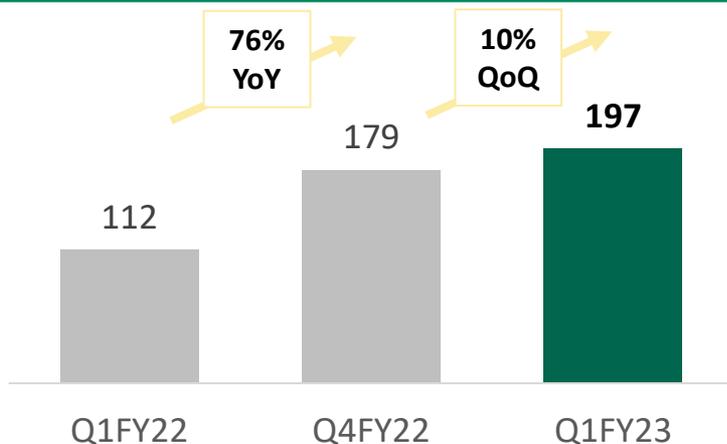


Price Movement	YoY (%)	QoQ (%)	Jun Exit Price (Δ over Q1FY23)
Grey VSF - CCF	6%	11%	1.99 \$/Kg (2%)
Cotton	23%	15%	3.40 \$/Kg (-2%)
PSF	7%	9%	1.31 \$/Kg (4%)

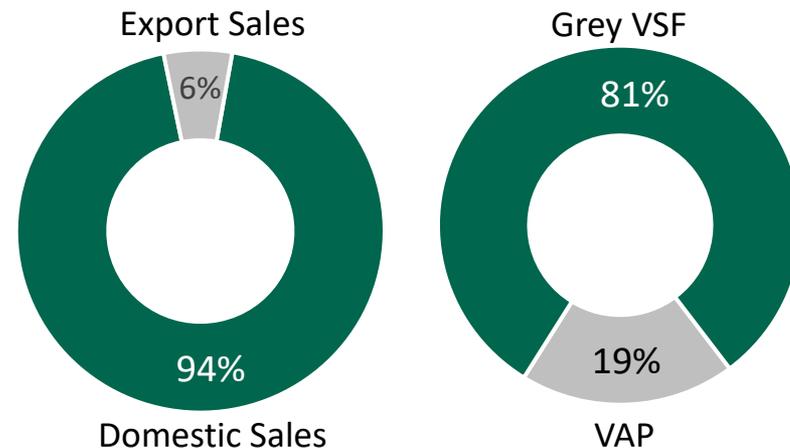
Source: Company estimates, Industry data, USDA, CCF Group and redbook

OPERATING PERFORMANCE - VISCOSE

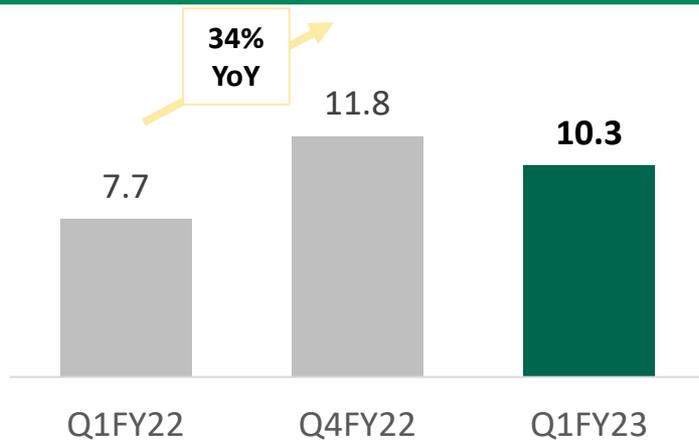
VSF Sales (KT)



Sales Volume Mix



VFY Sales (KT)



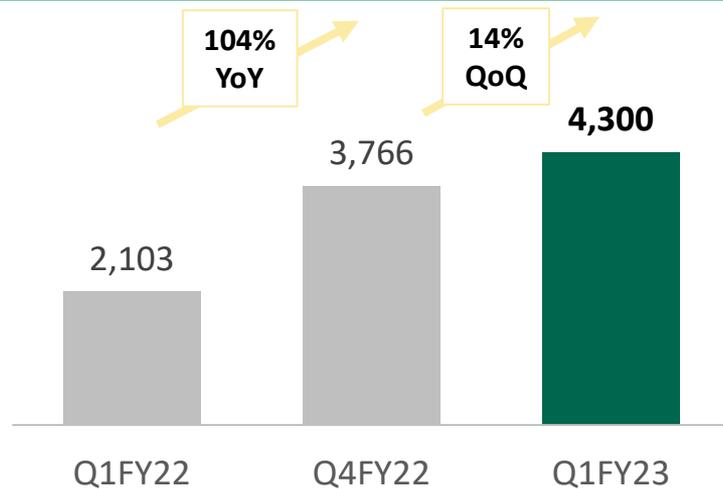
🎯 Vilayat brownfield expansion contributed to ~51KT in VSF sales in Q1FY23

🎯 VSF value added product sales volume were up 39% YoY in Q1FY23

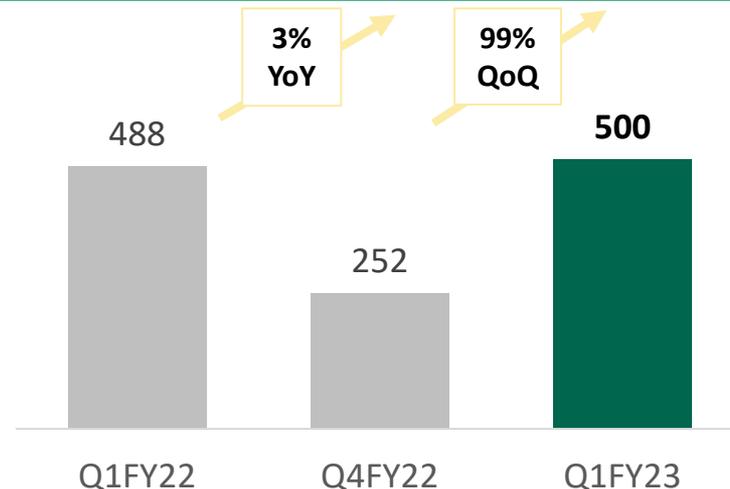
🎯 VFY sales for Q1FY23 were up 34% YoY, lower sequentially due to seasonal factors

FINANCIAL PERFORMANCE - VISCOSE

Revenue¹ (₹ Cr.)



EBITDA¹ (₹ Cr.)



Viscose segment financial performance improved on YoY and QoQ basis driven by higher sales volumes and better realisation



The sequential improvement in the EBITDA for VSF business was on account of improved realisation and sales volumes, which offset the increase in input cost (Sulphur, Caustic soda, Coal, and others)

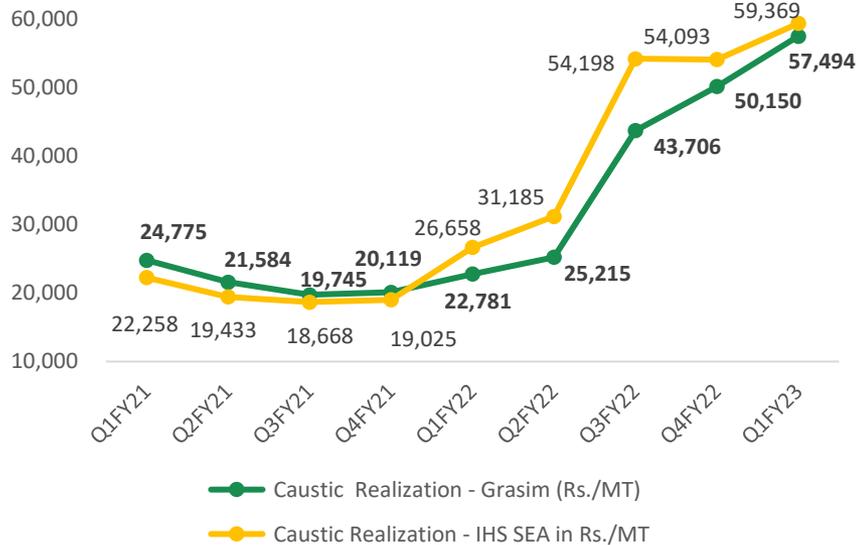


The VFY realisation witnessed a sharp rise offsetting the increase in the input cost

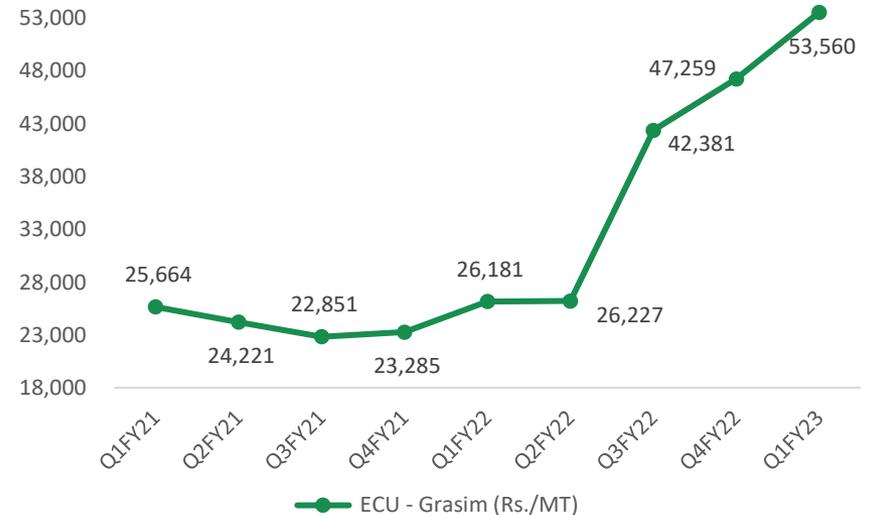
¹Including VFY

FINANCIAL PERFORMANCE - CHEMICALS

Caustic Realisation



Grasim – ECU



The average global caustic soda prices peaked at \$769/MT in Q1FY23 against \$719/MT in Q4FY22 driven by mainly supply chain disruption and higher energy prices



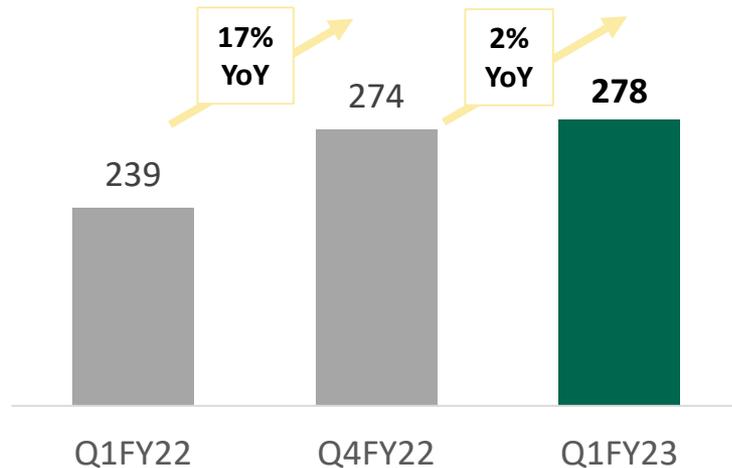
The domestic caustic soda prices continued their northbound movement driven by higher global caustic soda prices, weak INR and stable demand environment



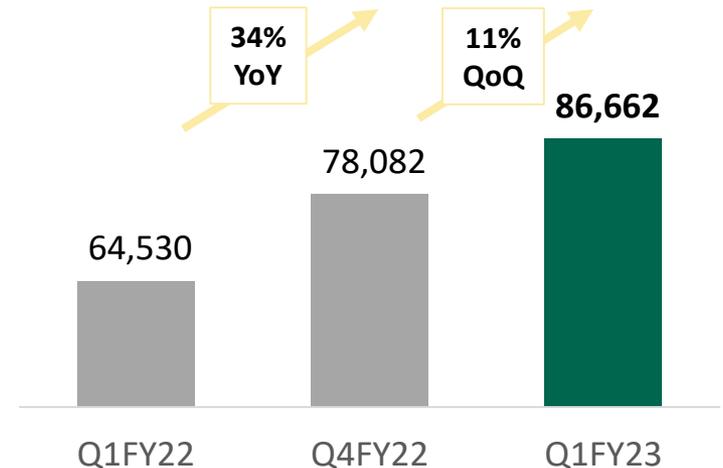
The weak demand environment prevailed in Chlorine user industry in segments like dyes and pigments, chlorine realisation continued to stay negative

CAUSTIC – KEY OPERATIONAL METRICS

Caustic Soda Sales (KT)



Chlorine & HCl Consumption in VAP (KT)



The business reported strong caustic soda sales at 278KT in Q1FY23 up from 239KT in Q1FY22 and a utilization rate of 89% during the current quarter



The Chlorine consumption in VAPs increased to 32% in Q1FY23 from 28% (Q1FY22) on back of higher sales of Chloromethane and Water Treatment & Sanitation products



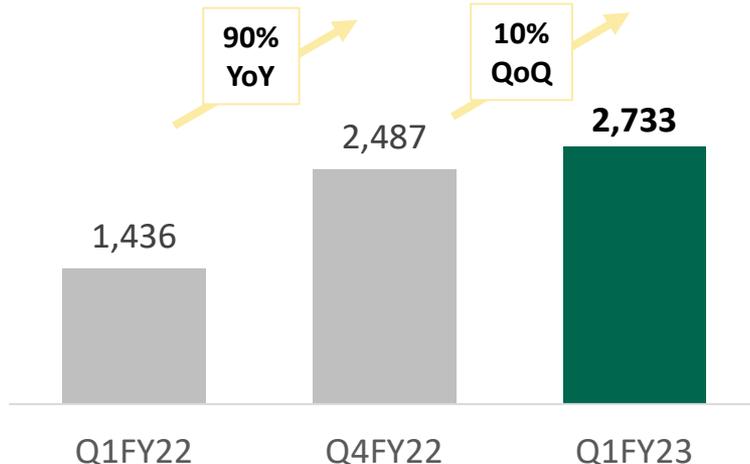
The Chlorine Integration is 60%, including chlorine consumption for HCL and pipeline sales for dedicated customer



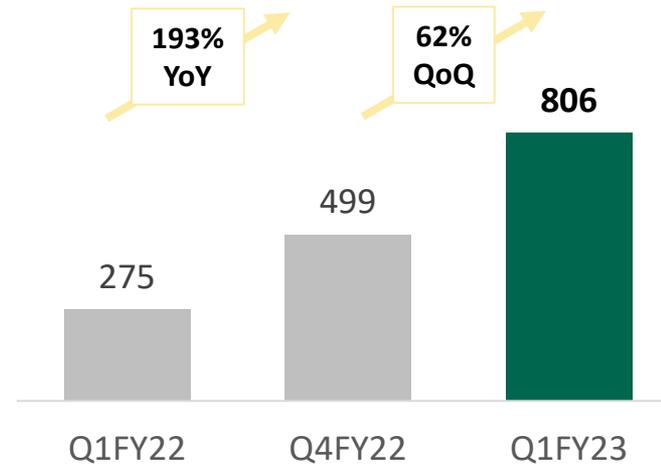
The newly commissioned Chloromethane plant (in Q4FY22) ramped up production reaching capacity utilization at 80%

FINANCIAL PERFORMANCE - CHEMICALS

Revenue (₹ Cr.)



EBITDA (₹ Cr.)

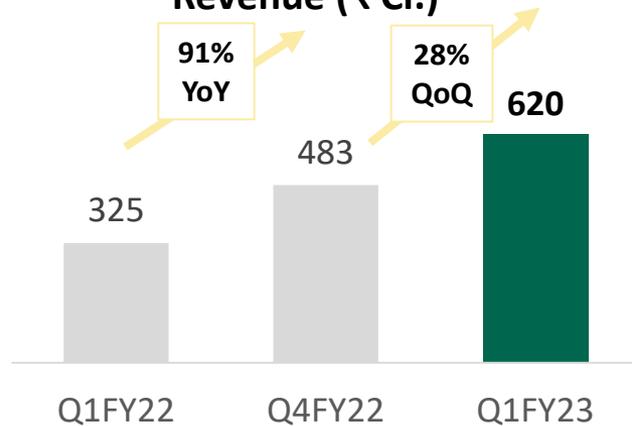


- Chlor-Alkali business reported best ever quarterly performance since its inception driven by sequential improvement in ECU and higher sales volume
- Chemical Business is on execution mode to increase the share of renewable energy in electricity consumption from 7.9% in Q1FY23 to ~14% by Q1FY24
- Advanced Material business reported a sequential improvement in financial performance with an improvement in realisation and some easing of the cost pressure

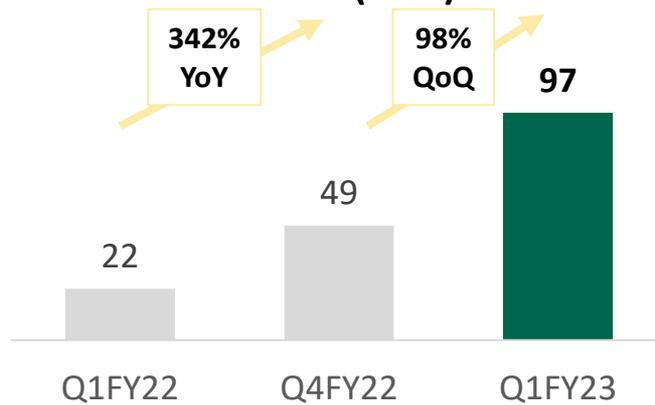
FINANCIAL PERFORMANCE – OTHER BUSINESSES

Textile

Revenue (₹ Cr.)

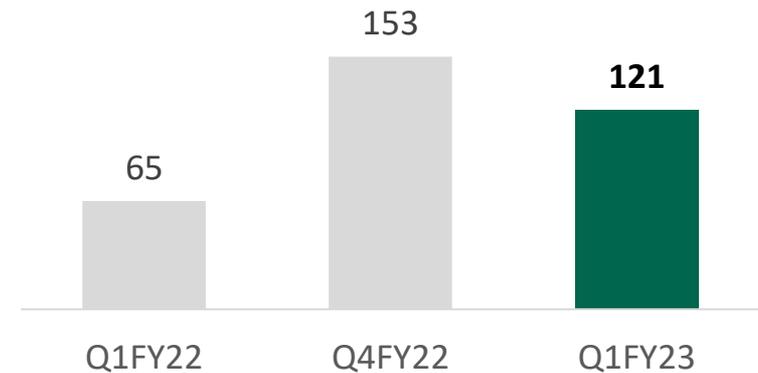


EBITDA (₹ Cr.)

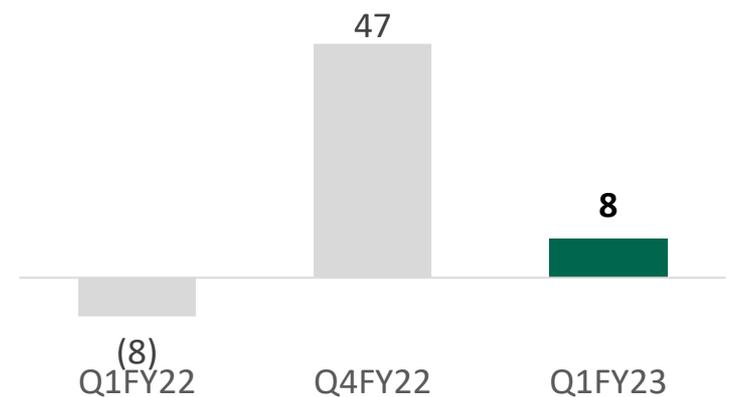


Insulators

Revenue (₹ Cr.)

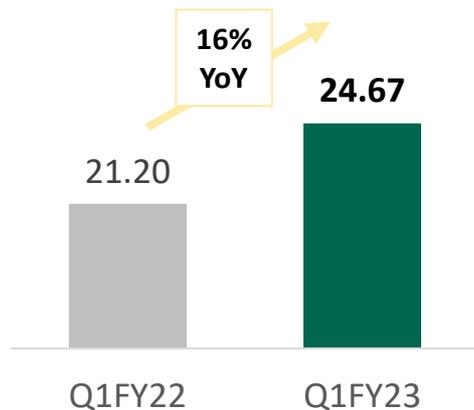


EBITDA (₹ Cr.)

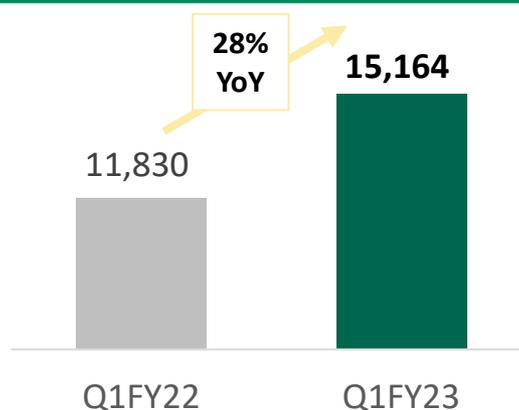


FINANCIAL PERFORMANCE – UltraTech

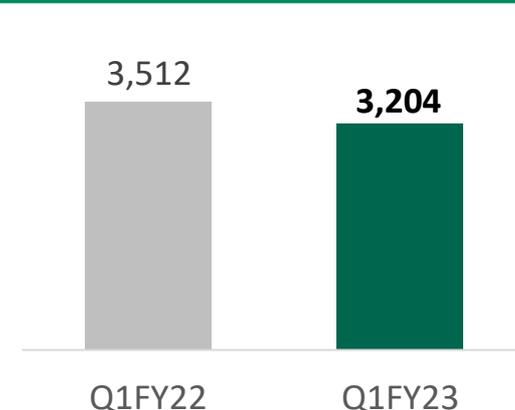
Sales volume (Million Ton)



Revenue (₹ Cr.)



EBITDA (₹ Cr.)



Consolidated sales volume grew by 16% YoY to ~25 MTPA in Q1FY23. Revenue grew by 28% YoY to ₹15,164 Cr. and EBITDA stood at ₹3,204 Cr.



Input Cost Increase in Q1FY23:

- Energy cost was up 54% YoY with prices of blended pet coke/coal up 82%;
- Logistics cost was up 6% YoY diesel prices higher by 12%;
- Raw Material cost was up 13% YoY



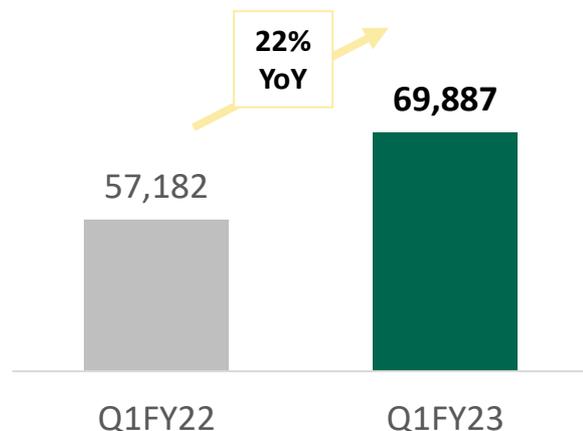
UltraTech's capacity expansion program is on track. Upon completion of the ongoing expansion, total grey cement capacity in India will be 131.25MTPA (FY23) and in the subsequent phase of expansion the capacity will increase to 153.85MTPA (FY25)



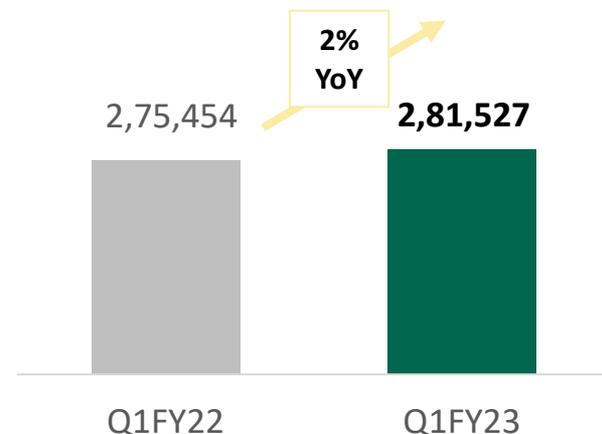
UltraTech expects the cement demand to grow at 8% CAGR in next 5 years driven by infrastructure and housing segment

FINANCIAL PERFORMANCE – ABCL

Lending Book (₹ Cr.)*



AMC Domestic AAUM (₹ Cr.)



- Consolidated Revenue and Net Profit after minority interest for Q1FY23 are up 30% YoY and 42% YoY to ₹5,590 Cr. and ₹429 Cr. respectively.
- The NBFC loan book grew 26% YoY to ₹57,839 Cr. in Q1FY23. The size of retail book increased 80% YoY to ₹20,249 Cr. The Net Interest Margin (incl. fee income) for NBFC business is up 34 bps YoY to 6.47% in Q1FY23
- In Asset Management, the Domestic AAUM increased to ₹2,81,527 Cr. (Q1FY23), up 2% YoY. The PBT/AAUM stood at 24 bps during the quarter
- In Life Insurance, Individual First Year Premium (FYP)** grew 26% YoY to ₹409 Cr. (Q1FY23), Total Premium grew 49% YoY to ₹2,620 Cr. in Q1FY23

* Includes NBFC and Housing Finance; ** Individual FYP adjusted for 10% of single premium

FINANCIAL PERFORMANCE – Aditya Birla Renewables

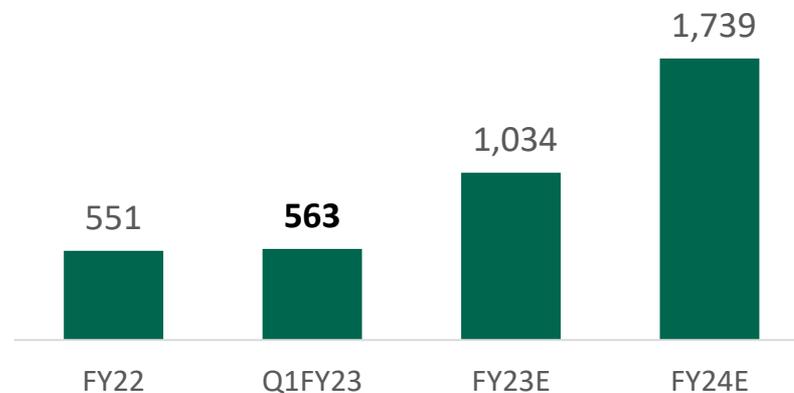
Aditya Birla Renewables (Solar Power)

Particulars	₹ Cr.		
	Q1FY22	Q4FY22	Q1FY23
Revenue	59	69	69
EBITDA	49	54	53
EBIT	36	38	37
Capital Employed (Incl. CWIP)	1,846	2,020	2,204

Parameters Jun-22

Total Cumulative installed capacity (MW)	563
No. of Projects	34
- Capacity with Group Companies (MW)	222
- No. of Projects with Group Companies	22

Solar Power Capacity (MWp)



12 MWp solar capacity added in Q1FY23

471 MWp of new capacities expected to be commissioned in FY23

Added pipeline capacity by winning GUVNL projects and others, taking total planned capacity to 1,739 MWp by FY24

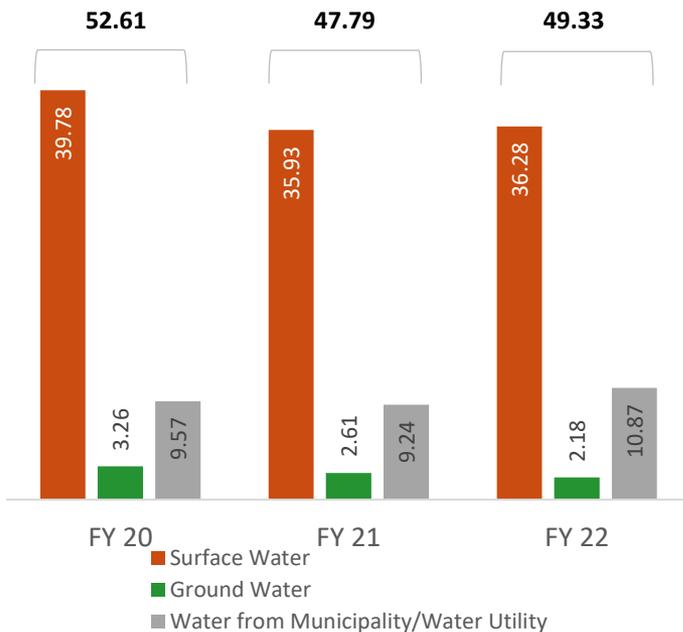
Sustainability Performance

SUSTAINABILITY HIGHLIGHTS FY22

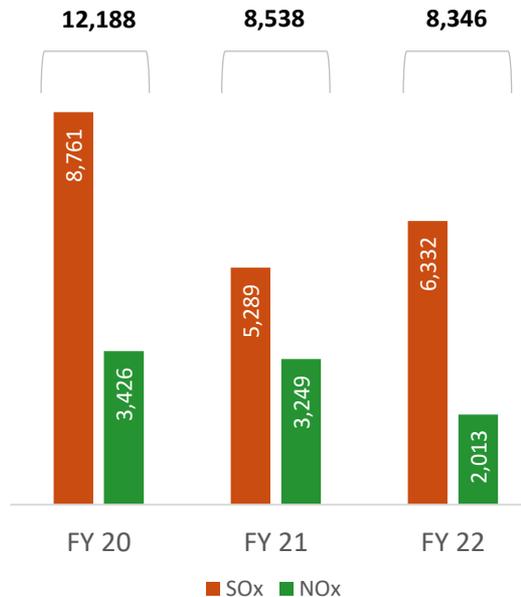


To reinforce our commitment and improve our approach to becoming a more sustainable, greener, and climate-resilient business, we adopted Task Force on Climate-related Financial Disclosures (TCFD) framework. Plans under formulation for reduction of GHG emissions

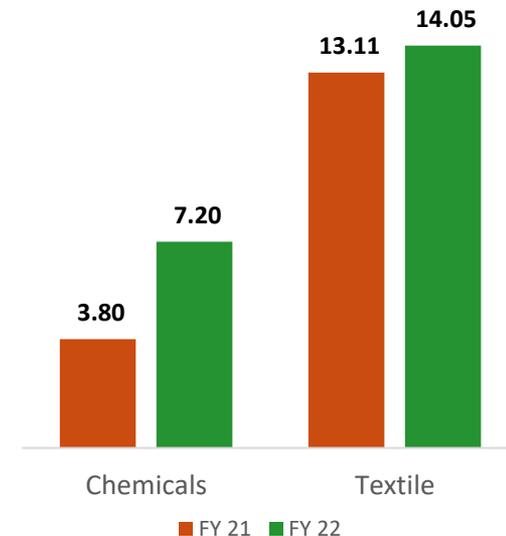
TOTAL WATER WITHDRAWAL (million m³)



AIR EMISSIONS (MT)



SHARE OF RENEWABLE ENERGY (%)



Grasim has been included in the Global FTSE4Good Index. The FTSE4Good Index series is designed to identify companies that demonstrate strong environmental, social and governance practices measures against globally recognised standard

APPENDIX

INCOME STATEMENT

Particulars (₹ Cr.)	Standalone		Consolidated	
	Q1FY23	Q1FY22	Q1FY23	Q1FY22
Revenue from Operations	7,253	3,763	28,042	19,919
Other Income	44	65	168	270
EBITDA	1,364	805	5,233	4,736
<i>EBITDA Margin (%)</i>	<i>19%</i>	<i>21%</i>	<i>19%</i>	<i>23%</i>
Finance Cost	87	58	329	410
Depreciation	255	202	1,089	991
Share in Profit of JVs, Associates & Others	-	-	53	137
PBT	1,022	545	3,869	3,473
Tax Expense	214	99	1,110	1,060
(Net Profit)/Loss from discontinued operations	-	(36)	-	(36)
PAT attributable to Minority Shareholders	-	-	825	781
PAT (After Exceptional Items)	809	482	1,933	1,667

Note: Q4FY22 includes reversal of provision of tax amounting ₹320.61 Cr. and ₹624.53 Cr. in standalone and consolidated basis, respectively.

BALANCE SHEET

Standalone (₹ Cr.)		EQUITY & LIABILITIES	Consolidated (₹ Cr.)	
30th Jun'22	31st March'22		30th Jun'22	31st March'22
(UnAudited)	(Audited)		(UnAudited)	(Audited)
46,655	48,616	Net Worth	74,804	75,698
-	-	Non Controlling Interest	41,308	40,476
-	-	Borrowings related to financial services	60,912	57,276
4,829	4,304	Other Borrowings	17,142	15,727
81	80	Lease Liability	1,664	1,558
1,510	1,841	Deferred Tax Liability (Net)	8,271	8,527
-	-	Policy Holders Liabilities	60,348	60,873
7,634	7,795	Other Liabilities & Provisions	28,505	29,259
60,710	62,636	SOURCES OF FUNDS	2,92,955	2,89,395
30th Jun'22	31st March'22	ASSETS	30th Jun'22	31st March'22
14,503	14,541	Net Fixed Assets	67,467	67,059
2,173	1,856	Capital WIP & Advances	9,812	9,200
355	314	Right of Use - Lease (including Leasehold Land)	2,006	1,879
3	3	Goodwill	20,097	20,059
		Investments:		
2,636	2,636	- UltraTech Cement (Subsidiary)	-	-
17,847	17,847	- AB Capital (Subsidiary)	-	-
508	452	- Solar Subsidiaries	-	-
-	-	- AMC (JV)	5,661	5,607
804	800	- Other equity accounted investees	2,230	1,444
4,925	4,857	- Liquid Investments	10,363	11,427
2,787	3,201	- Vodafone Idea	2,787	3,201
5,748	8,897	- Other Investments	7,948	11,635
-	-	- Investment of Insurance Business	34,764	33,292
-	-	Assets held to cover linked liabilities	28,488	30,160
-	-	Loans and advances of financing activities	68,899	66,199
-	-	Assets held for Sale	10	10
8,420	7,232	Other Assets, Loans & Advances	32,424	28,224
60,710	62,636	APPLICATION OF FUNDS	2,92,955	2,89,395
(96)	(553)	Net Debt / (Surplus)	6,779	4,300

Note: Other Borrowings includes suppliers' credit of ₹220.19 Cr. as on 30th Jun'22 and ₹183.40 Cr. as on 31st March'22.

VISCOSE BUSINESS SUMMARY

Particulars		Quarterly		% Change	Q4FY22	% Change
		Q1FY23	Q1FY22			
Capacity						
VSF	KTPA	824	591	39	591	39
VFY	KTPA	48	48	-	48	-
Production						
VSF	KT	193	133	45	177	9
VFY	KT	10	10	-0.1	11	-8
Sales Volume						
VSF	KT	197	112	76	179	10
VFY	KT	10	8	34	12	-12
Revenue	₹ Cr.	4,300	2,103	104	3,766	14
EBITDA	₹ Cr.	500	488	3	252	99
EBIT	₹ Cr.	362	383	-6	109	232
Capital Employed (Incl. CWIP)	₹ Cr.	9,251	8,861	4	8,703	6

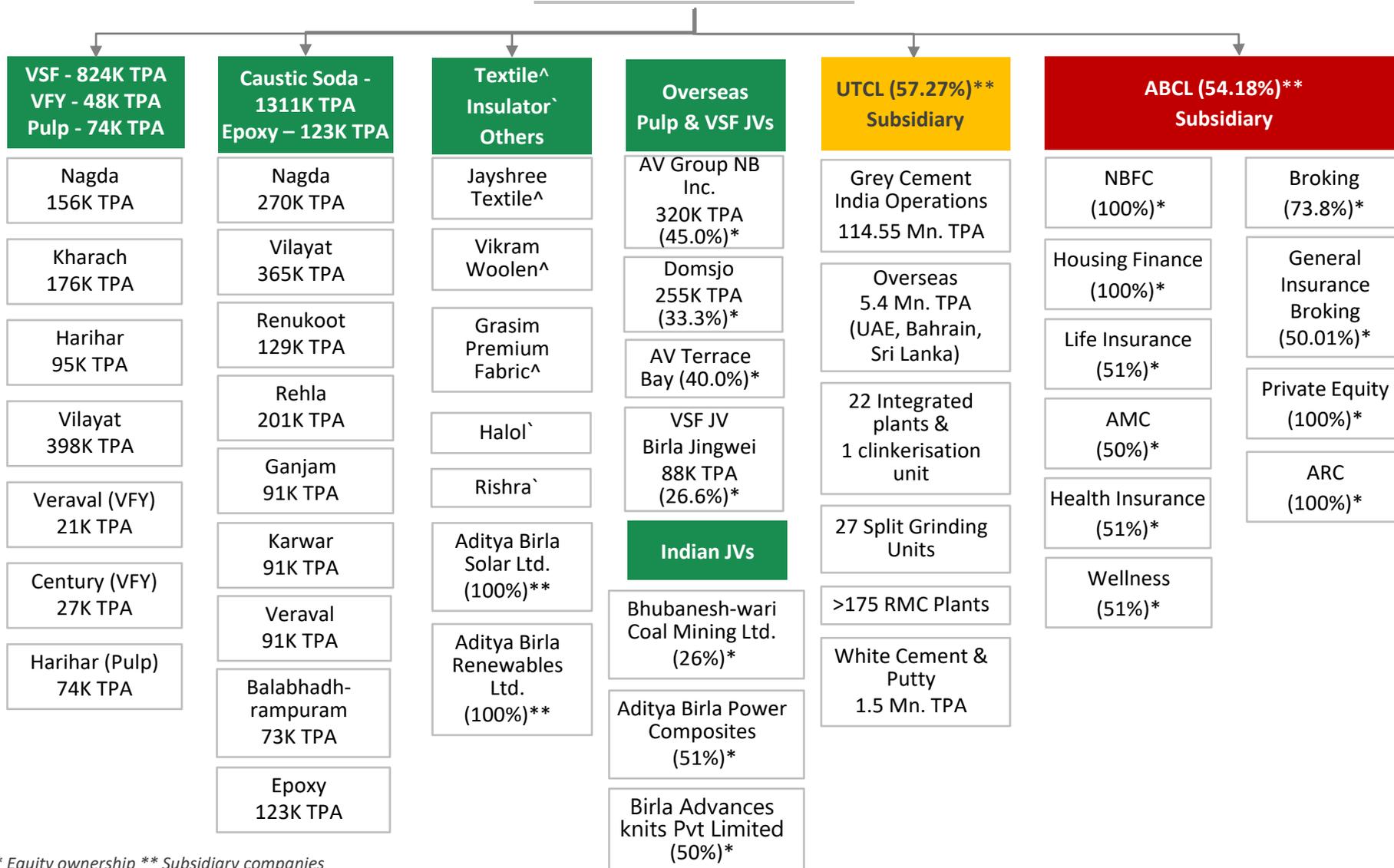
CHEMICAL BUSINESS SUMMARY

Particulars		Quarterly		% Change	Q4FY22	% Change
		Q1FY23	Q1FY22			
Capacity*	KTPA	1,290	1,147	12	1,147	12
Production*	KT	290	242	20	274	6
Sales Volume*	KT	282	239	18	274	3
Revenue	₹ Cr.	2,733	1,436	90	2,487	10
EBITDA	₹ Cr.	806	275	193	499	62
EBIT	₹ Cr.	718	203	254	389	84
Capital Employed (Incl. CWIP)	₹ Cr.	6,256	5,531	13	5,815	8

* Volume data is for Caustic Soda only. Revenue and EBITDA are for all products in the chemical segment

GRASIM GROUP STRUCTURE

Grasim Industries Limited



* Equity ownership ** Subsidiary companies

FORWARD LOOKING AND CAUTIONARY STATEMENT

Certain statements in this report may be “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company’s operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company’s principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations. The company assume no responsibility to publicly amend, modify or revise any forward-looking statement, on the basis of any subsequent development, information or events, or otherwise.

Country and Year of Incorporation: **India, 1947**

Listing: **India (BSE/NSE) , GDR (Luxembourg)**

Bloomberg Ticker: **GRASIM IB EQUITY , GRASIM IS EQUITY, GRAS LX (GDR)**

Business Description: **Viscose, Chemicals, Cement and Financial Services**

Market Cap (10th August 2022) : **₹1,06,045 Crore**

NOTES

GLOSSARY

Abbreviation	Particulars
AAUM	Average Asset Under Management
ECU	Electro Chemical Unit
Epoxy	Name of Chemical
FY	Financial Year
KTPA	Thousand Ton per annum
MTPA	Million Ton per annum
NBFC	Non Banking Financial Company
PMT	Per Metric Ton
ROAvCE	Return on Average Capital Employed
TPD	Ton per day
VAP	Value Added Product
VFY	Viscose Filament Yarn
ESG	Environment, Social, and Governance



Thank you

Grasim Industries Ltd.

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