ADITYA BIRLA

GRASIM

31st January, 2015

BSE Limited
Department of Corporate Services
1st Floor, New Trading Ring,
Rotunda Building,
P J Towers, Dalal Street,
Fort, Mumbai - 400 001
Fax: 022-22723121/ 3719/ 2037/ 2039/
2041/ 2061

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza
Bandra-Kurla Complex, Bandra (East)
Mumbai - 400 051
Fax: 022-26598237/8238

Dear Sir,

Sub: Revised Presentation and Press Release on Unaudited Q3FY15 Results of Grasim

This is further to our letter and email of date.

We are attaching herewith a copy of the Revised Presentation and Press Release on the Unaudited Results of Grasim for the Quarter ended 31st December, 2014. Kindly consider the same.

Thanking you,

Yours faithfully,

Ashok Malu
Company Secretary

encl: as above

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Regd. Office : P.O. Birlagram, Nagda - 456331 (M.P.)

Performance Review
Quarter 3 : 2014-15

Grasim Industries Limited

A VSF and Cement Major

Cautionary Statement

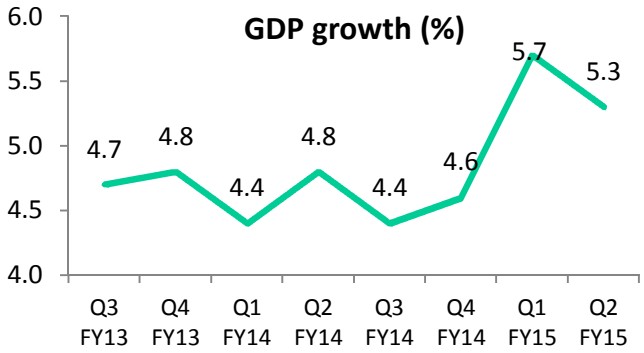
Statements in this "Presentation" describing the Company's objectives, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include global and Indian demand supply conditions, finished goods prices, feedstock 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 assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Contents

- Highlights
- Business Review
- Financial Performance
- Capex Plan
- Summary

Highlights – Quarter 3

Business Environment :



- Global business environment is mixed
  - While USA is improving, Euro problems have intensified
  - Growth in Chinese economy has slowed down
- Cotton policy changes creating pressure on textiles; major VSF players are further consolidating their position by acquiring weak players
- Sharp decline in Oil Markets
  - Fall in global PSF prices to impact Indian VSF industry
  - To benefit Cement Industry
- Early signs of recovery in Indian economy
  - GDP grew by 5.3% in Q2 FY2014-15 (4.4% in Q2 FY2013-14)
  - Industrial Production (IIP) grew by 2.2% in current year against nil growth in corresponding period
  - Inflation and current account deficit is under control
  - Reforms initiated by Government to help revive Investments, going forward
  - However cement industry growth has moderated to ~ 3-4% against growth of 8% in first half

Highlights – Quarter 3

Operating Performance:

- VSF Business performance affected by lower realisation
  - While production was higher by 15%, sales volumes were impacted due to slowdown in supply chain
- Cement Business reported higher profitability on 9% volume growth
  - Benign cost environment also helped

Strategic Action / Projects :

- VSF Greenfield project at Vilayat
  - Commissioned line 3 (22K TPA) in January' 15
  - Trial run is on for the remaining fourth line of speciality fibre (22K TPA)
- UltraTech Cement to acquire cement units of Jaiprakash Associates in Madhya Pradesh
  - Clinker capacity 5.3 Mn. TPA, Cement capacity 4.9 Mn. TPA, 180 MW TPP
  - Transaction expected to be completed in next 6-9 months after obtaining all required regulatory approvals

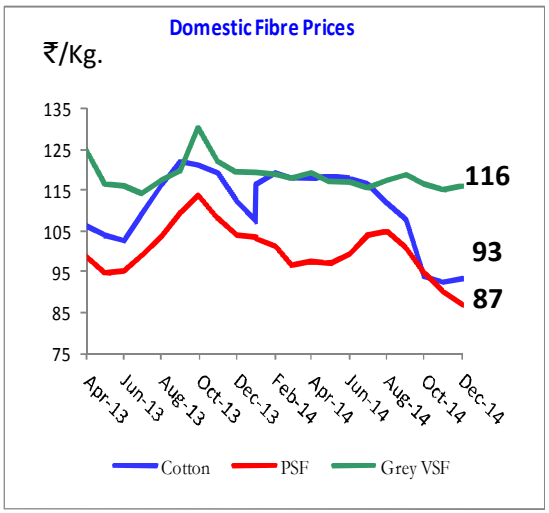
Business Review

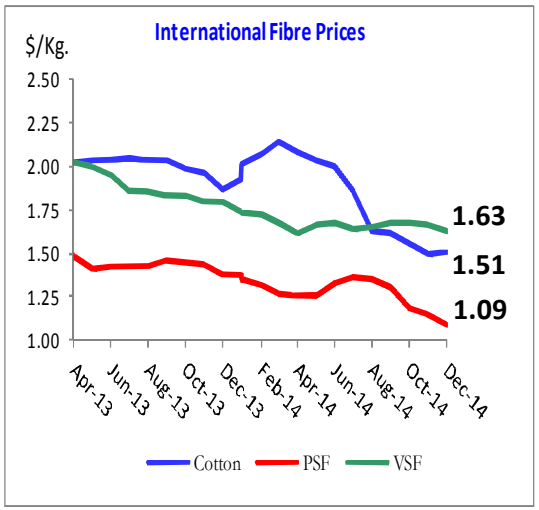
- VSF
- Chemical
- Cement Subsidiary

Viscose Staple Fibre : Highlights

Quarter 2 2014-15		Quarter 3		% Change (YoY)
		2014-15	2013-14	
454,425	Capacity - Annual (MT)	**454,425**	377,775	20
107,220*	Capacity - Quarter (MT)	**113,605**	94,445	20
100,950	Production (MT)	**105,834**	91,818	15
100,927$	Sales Volumes (MT)	**97,001**$	97,049	--
1,271	Net Revenue (₹ Cr.)	**1,203**	1,250	(4)

* Operational capacity during the quarter
$ Excluding sales of 2,796 MT at Vilayat (4,151MT in Q2) during trial run





Global Industry Scenario

- No respite from over supply; pricing pressure intensified with falling prices of competing fibres
  - Decline in cotton prices due to record inventory globally and change in Chinese cotton policy
  - Sharp decline in PSF prices led by steep fall in crude prices

Business performance

- Production increased by 15% over last year
  - Additional volumes from Vilayat plant with commissioning of 2 lines (77K TPA) in Q2
  - Remaining two lines should become operational in Q4
- Sales Volumes maintained, despite destocking by value chain due to price weakness
- Average realisation were down 4% with decline in international VSF prices

Viscose Staple Fibre : Highlights

Quarter 2 2014-15		Quarter 3 2014-15	Quarter 3 2013-14	% Change (YoY)
Standalone Business:				
151	PBIDT (₹ Cr.)	**136**	169	(20)
11.8%	PBIDT Margin (%)	**11.2%**	13.4%	
113	PBIT (₹ Cr.)	**98**	131	(25)
12.5%	ROAvCE % (Excl. CWIP)	**9.4%**	18.4%	
Pulp & Fibre Joint Ventures – Grasim's Share (₹ Cr.):				
561	Revenue	**462**	468	--
24	Operational PBIDT	**0.2**	(37)	--
(23)	Domsjo MTM gain / (loss)	**(28)**	(4)	--
1	PBIDT	**(28)**	(41)	--
Consolidated Business (Pulp and Fibre):				
153	PBIDT (₹ Cr.)	**112**	129	(13)

- Lower pulp prices helped in reduction of variable cost YoY, despite sharp increase in Sulphur
  - Has helped in partially negating the impact of falling realisation
- PBIDT lower at ₹ 136 crore

- Pulp JVs
  - Financial performance improved YoY despite lower realisation led by
    - Higher DG pulp volumes
    - Cost optimisation leading to lower fixed cost
  - Further reduction of captive prices in Q3, benefit of which will accrue to Fibre business in Q4
  - Sequentially, PBIDT lower due to planned maintenance shutdown
  - In Domsjo, forex rate fluctuations impacted profitability (borrowings kept unhedged due to long term natural hedge)

Viscose Staple Fibre : Outlook

- New capacity at Vilayat, with higher share of premium specialty fibre, to drive volumes gradually
- Concerted market and product development activities leading to market expansion in domestic segment
  - Co branding with leading apparel retail chains
  - Focus on improving quality and increase in share of specialty products
- The present pressure on realisation expected to continue in near term
  - Weakness in Cotton and PSF prices may further impact the VSF growth rate
- Amidst difficult conditions, new capacity additions have slowed down, which should gradually improve industry utilisation
  - Consolidation of capacities has started in China with acquisition by stronger players
  - Few non-viable capacities are on the verge of closure

Chemical : Highlights

Quarter 2 2014-15		Quarter 3		% Change (YoY)
		2014-15	2013-14	
452,500	Capacity - Annual (MT)	**452,500**	440,500	3
113,125	Capacity - Quarter (MT)	**113,125**	83,500*	35
101,639	Production (MT)	**106,332**	76,049	40
100,052	Sales Volumes (MT)	**106,516**	77,634	37
416	Net Revenue (₹ Cr.)	**442**	260	70
79	PBIDT (₹ Cr.)	**67**	58	16
23.2%	PBIDT Margin (%) (Excl. Epoxy)	**19.2%**	22.6%	--
55	PBIT (₹ Cr.)	**44**	42	5
12.2%	ROAvCE % (Excl. CWIP)	**9.7%**	13.8%	

* Operational capacity during the quarter

Industry Scenario

- ECU realisation further softened in line with international prices

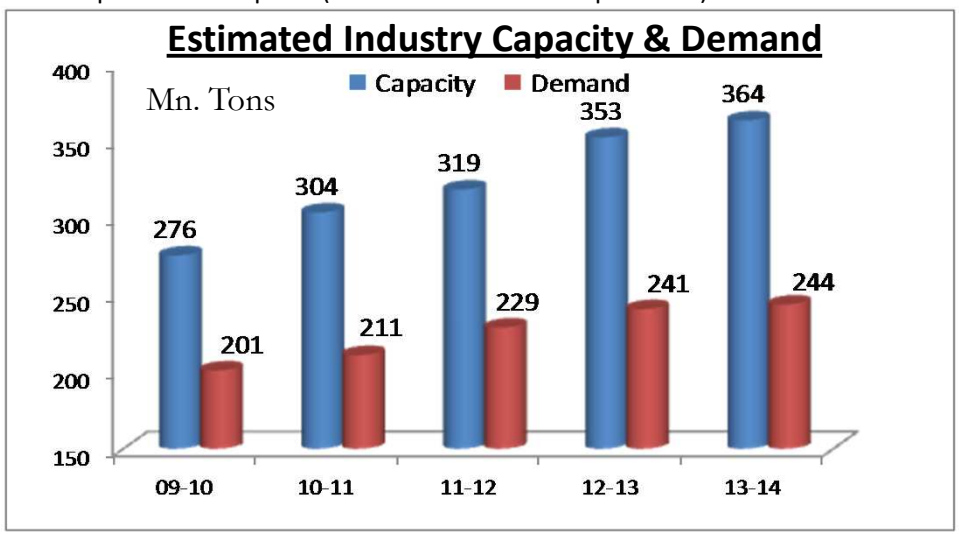
Business Performance

- Vilayat plant has reached ~ 90% capacity utilisation, resulting in 40% growth in production
- Caustic Soda sales volume up by 37%
- Epoxy plant utilisation ramping up gradually, increased to 57% (Q2 : 50%, Q1 : 36%)
- Revenue increased by 70%, with additional volumes from Vilayat, both for Caustic Soda and Epoxy
- PBIDT up by 16% supported by higher volumes

Cement : Highlights

Quarter 2 2014-15		Quarter 3 2014-15	Quarter 3 2013-14	% Change (YoY)
	Grey Cement (Mn. MT)			
49.70	Clinker capacity - Annual	**49.70**	45.10	10
61.75	Cement Capacity – Annual	**63.15**	55.50	14
15.44	Cement Capacity - Qtr.	**15.79**	13.74	14
10.91	Production	**11.31**	10.41	9
	Sales Volume			
10.92	- Cement $	**11.48**	10.56	9
0.25	- Clinker	**0.32**	0.20	60
	White Cement & Putty (LMT)			
3.02	Sales Volumes $	**3.17**	2.88	10

$ includes captive consumption (RMC and Value added products)



Industry Scenario

- Moderate Cement demand growth for the quarter at 3-4% v/s 8% growth in the first half
  - Demand from Infrastructure and capex yet to pick up
  - Low urban housing demand
- Total cement capacity increased from 364 Mn. Ton in March'14 to 379 Mn. Ton
- Industry utilisation is ~65%

Business Performance

- Capacity grew by 7.7 Mn. TPA YoY
  - 2.9 Mn. from Rajashree plant expansion
  - 4.8 Mn. from Gujarat units acquisition
- Capacity utilisation of Indian operations at 70% (72% excluding new acquisition)
- Cement sales volume improved by 9% YoY
  - Share of acquired Gujarat plants in growth : 6%
- Double digit growth continued in White Cement and Putty sales volume

Cement : Financials

Quarter 2 2014-15		Quarter 3		% Change (YoY)
		2014-15	2013-14	
5,772	Net Revenue (₹ Cr.)	**5,947**	5,170	15
987	PBIDT (₹ Cr.)	**1,058**	928	14
17.0%	PBIDT Margin (%)	**18.0%**	17.8%	
668	PBIT (₹ Cr.)	**762**	642	19
9.2%	ROAvCE (%) (Excl. CWIP)	**10.3%**	11.0%	

- Cement prices improved 6% YoY , declined from Q2 due to weak demand and festivals
- Revenue increased by 15% backed by higher volumes
- Variable Cost increased by 3% over last year
  - Higher input material prices and royalty on limestone
  - Continuous softening in energy prices and optimisation of fuel mix helped in containing cost increase
- Increase in railway freight by 6.5% in last railway budget led to increase in logistic cost
- PBIDT increased by 14%
- Acquired Gujarat Units at PBIDT break even
  - As envisaged, additional depreciation and Interest cost impacted profitability
  - Efforts are on to ramp up operations and achieve targeted efficiency, to be profitable at Net level

Cement : Outlook

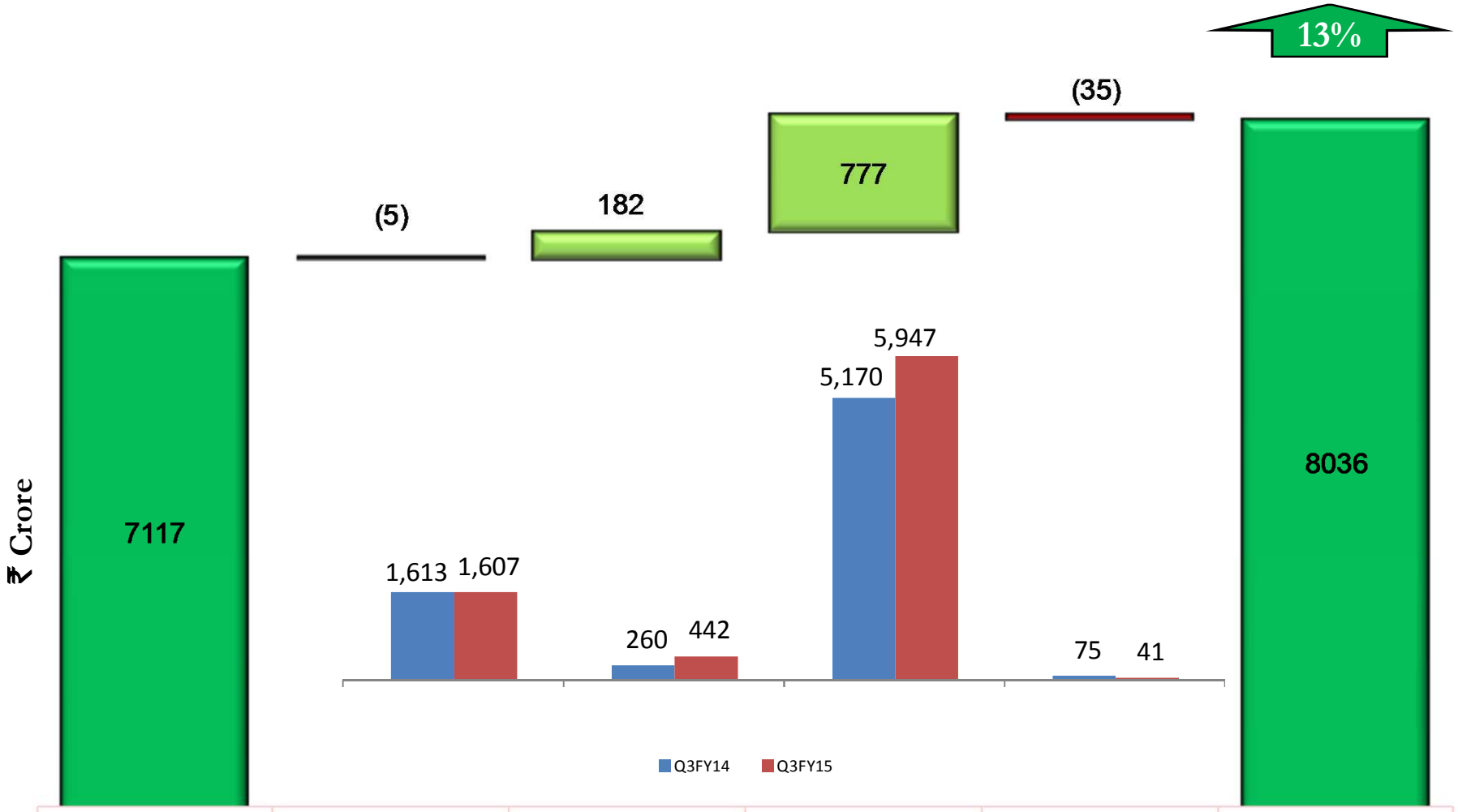
- Cement demand growth should accelerate going forward, likely to be over 8% in long term
  - Demand revival from infrastructure projects supported by regulatory reforms
  - Housing demand to improve with higher Government focus and softening in interest rates
- Prices continue to remain under pressure linked to the current surplus supply regime
- Capacity utilisation to improve gradually with expected improvement in growth and slowdown in capacity creation
  - Capacity additions are constrained by current profitability and long gestation period
- Softening of energy prices in global markets augur well for the Cement sector

(Mn. TPA)

	India	Overseas	Total	Expected by
Present capacity	60.2	3.0	63.2	
Projects under Implementation:				
• Grinding units in West Bengal and Bihar to support Clinker capacity already commissioned at Raipur	3.1		3.1	End FY16
• Bahrain Grinding unit		0.6	0.6	Mid FY17
• Brown field expansion at Sambhupura (Rajasthan), with Greenfield GU (Haryana)	2.9		2.9	Clinkerisation : End FY15 Grinding unit : Mid FY16
	6.0	0.6	6.6	
• JAL's Bela and Sidhi plants (MP) under acquisition	4.9		4.9	Cement capacity to be further augmented by 1.8 – 2.5 Mn. TPA based on surplus clinker
Total	**71.1**	**3.6**	**74.7**	

Financial Performance

Consolidated Revenue



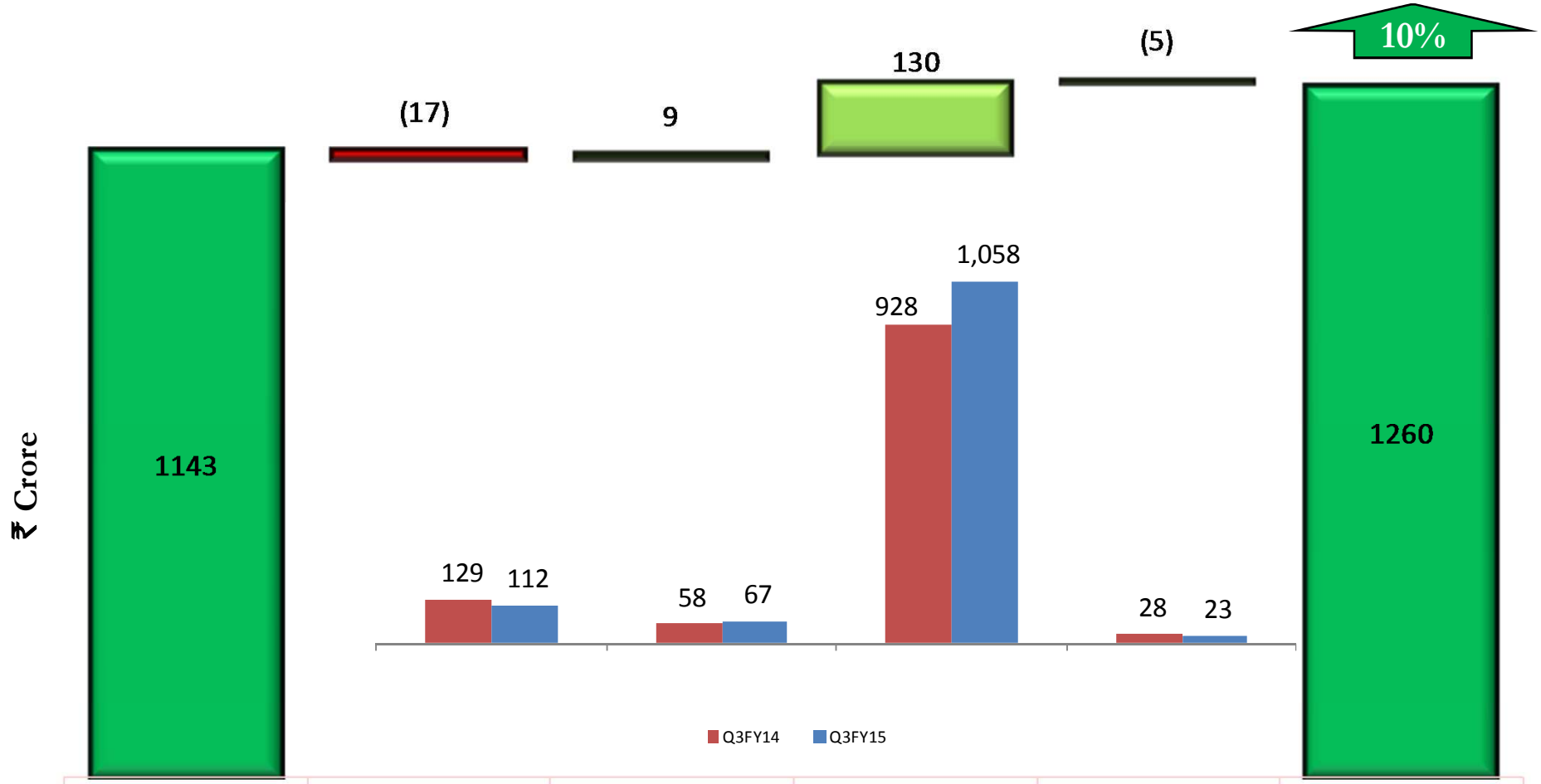
Q3 FY2013-14	VSF & JVs	Chemical	Cement	Inter Co. Eliminations & Others	Q3 FY 2014-15
7,117	(5)	182	777	(35)	8,036

Financial Performance – Consolidated

(₹ Crore)

Nine Months		% Change		Quarter 3		% Change	Quarter 2
2014-15	2013-14	YoY		2014-15	2013-14	YoY	2014-15
24,026	20,905	15	Revenue	**8,036**	7,117	13	7,945
20,431	17,518	17	Operating Costs	**6,834**	6,080	12	6,770
4,025	3,836	5	PBIDT	**1,260**	1,143	10	1,277
485	339	43	Finance cost	**186**	125	49	173
1,146	1,068	7	Depreciation	**383**	367	5	405
2,394	2,428	(1)	PBT	**691**	652	6	700
690	566	22	Tax Expenses	**232**	184	26	153
577	542		Minority Share	**160**	161		166
1,237	1,392	(11)	PAT	**334**	332	-	416
134.6	151.6	(11)	EPS (₹)	**36.3**	36.1	-	45.3

Consolidated PBIDT



Qtr. 3 2013-14	VSF & JVs	Chemical	Cement	Others incl. Inter Co. Eliminations	Qtr. 3 2014-15
1,143	(17)	9	130	(5)	1,260

Net Profit

(₹ Crore)

Nine Months				% Change	Quarter 2		Quarter 3				% Change
2014-15		2013-14			2014-15		2014-15		2013-14		
Total Co.	Grasim's share	Total Co.	Grasim's share		Grasim's share		Total Co.	Grasim's share	Total Co.	Grasim's share	
	499		766	(35)	299	Standalone PAT		**94**		126	(26)
1,441	**864**	1,341	809	7	250	UltraTech Cement	400	**240**	395	234	2
10	**10**	11	11		4	Grasim Bhiwani Textiles	3	**3**	4	4	
(337)	**(126)**	(273)	(104)		(24)	Fibre and Pulp JVs	(130)	**(48)**	(172)	(63)	
2,251	**106**	1,378	71	49	36	Idea Cellular	767	**33**	468	24	38
	(116)		(160)		(149)	Inter Company Eliminations / Others		**13**		7	
	738		627	18	117	Grasim's Share in Subsidiaries / JVs		**240**		206	17
	1,237		1,392	(11)	416	Grasim Consolidated PAT		**334**		332	-

Balance Sheet : Grasim

(₹ Crore)

Standalone			Consolidated	
As on 31st Dec'14	As on 31st Mar'14	EQUITY & LIABILITIES	As on 31st Dec'14	As on 31st Mar'14
		Shareholders' Funds		
11,325	10,828	Net Worth	**22,943**	21,614
-	-	Minority Interest	**7,440**	6,936
		Non Current Liabilities		
929	1,004	Long Term Borrowings	**6,769**	7,612
590	462	Deferred Tax Liability (Net)	**3,098**	2,803
60	57	Long Term Liabilities & Provisions	**268**	211
		Current Liabilities		
251	298	ST Borrowings/Current Maturities of LT	**5,990**	2,069
1,095	1,229	Current Liabilities & Provisions	**7,419**	6,489
14,250	13,878	SOURCES OF FUNDS	**53,926**	47,735
		ASSETS		
		Non-Current Assets		
4,297	3,548	Net Fixed Assets	**26,518**	21,935
1,344	1,947	Capital WIP & Advances	**5,202**	5,008
-	-	Goodwill on Consolidation	**3,328**	3,277
		Non- Current Investments		
2,636	2,636	Cement Subsidiary	**-**	-
1,812	1,784	Other Investments	**2,164**	2,673
441	339	Long Term Loans and Advances	**1,422**	868
		Current Assets		
839	1,184	Current Investments (MF/Bonds)	**5,072**	4,938
2,880	2,440	Other Current Assets	**10,220**	9,036
14,250	13,878	APPLICATION OF FUNDS	**53,926**	47,735
1,180	1,302	Total Borrowings	**12,758**	9,681
1,033	1,359	Total Liquid Funds	**5,843**	6,239
147	(57)	Net Debt	**6,915**	3,442

Strong Financials

(₹ Crore)	Standalone		Consolidated	
	9M 2014-15	Full Year 2013-14	9M 2014-15	Full Year 2013-14
Net Worth	**11,325**	10,828	**22,943**	21,614
Debt	**1,180**	1,302	**12,758**	9,681
Net Debt (+) over liquid funds (-)	**147**	(57)	**6,915**	3,442
Capital Employed	**13,095**	12,592	**46,239**	41,035
Debt:Equity (x)	**0.10**	0.12	**0.42**	0.34
Net Debt: Equity (x)	**0.01**	-	**0.23**	0.12
Net Debt / PBIDT	**0.13**	-	**1.29**	0.63
Interest Cover	**14.9**	13.2	**6.4**	9.0
Book Value (₹)	**1,233**	1,179	**2,498**	2,353
ROAvCE (%) (Excluding CWIP)			**10.0**	12.1
RONW (%)			**7.4**	10.0

Strong Balance Sheet to support growth plans

Capex

Capex plan

(₹ Crore)

	Capex under Implemen-tation $	Work in Progress as on 01-04-14	Net Capex	Cash Outflow		Capex spent during 9M
				FY15	FY16 onward	
Standalone						
VSF Expansion : Vilayat (120K TPA)	2,132					
Chemical : Vilayat	100					
Nagda Revamp	272					
Normal Capex : VSF	358					
: Chemical & Others	248					
Standalone Capex (A)	**3,110**	**1,936**	**1,174**	**602**	**572**	**346**
Cement Subsidiary						
Capacity expansion : Raipur (4.8 Mn. TPA)	1,609					
(With GU and Bulk Terminal) : Malkhed (4.4 Mn. TPA)	1,119					
: Shambhupura (2.9 Mn. TPA)	1,634					
Material Evacuation, Logistic Infrastructure	760					
Thermal Power (25 MW) & Waste Heat Recovery	408					
RMC Business	242					
Modernisation, Upgradation and others (Incl. Land)	4,128					
Cement Business Capex (B)	**9,900**	**2,835**	**7,065**	**3,013**	**4,052**	**2,023**
Capex (A + B)	**13,010**	**4,771**	**8,239**	**3,615**	**4,624**	**2,369**

$ Excludes capex already capitalised on commissioning till 31st March 2014

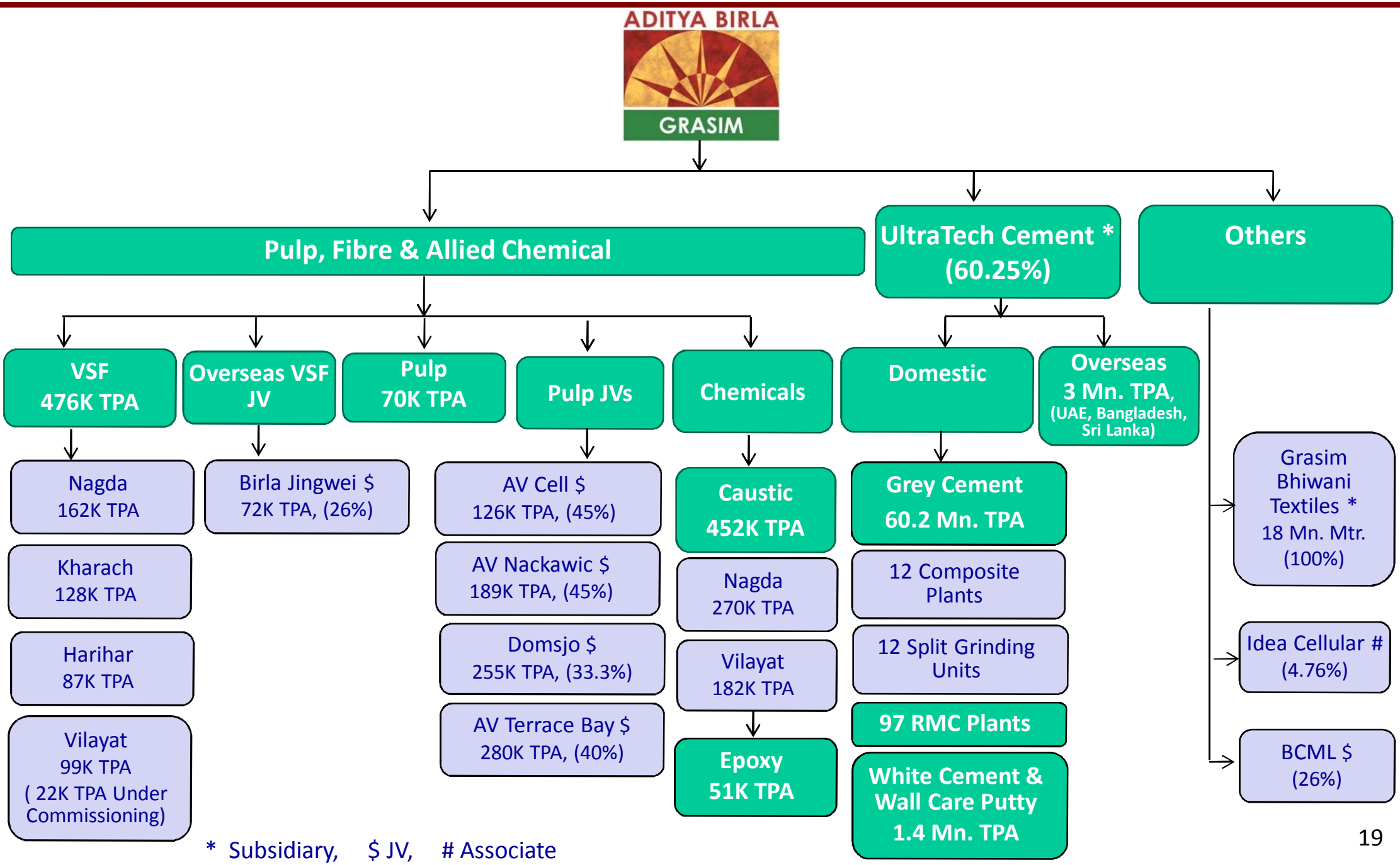
Above Capex does not include investments made for cement acquisitions

Summary

Summary

- VSF business performance remain impacted with global slowdown and decline in competing fibre prices
  - Ramping up of production at Vilayat to drive volumes, better product mix and profitability
- Cement business achieved improved performance though profitability impacted due to higher interest and depreciation cost
  - Ramping up of the existing units, recently acquired units in Gujarat & Brownfield expansion under implementation to drive growth
- Both Businesses to consolidate leadership with commissioning of capacities and acquisitions in Cement business
- Positive sentiments coupled with expected policy initiatives by Government should provide impetus

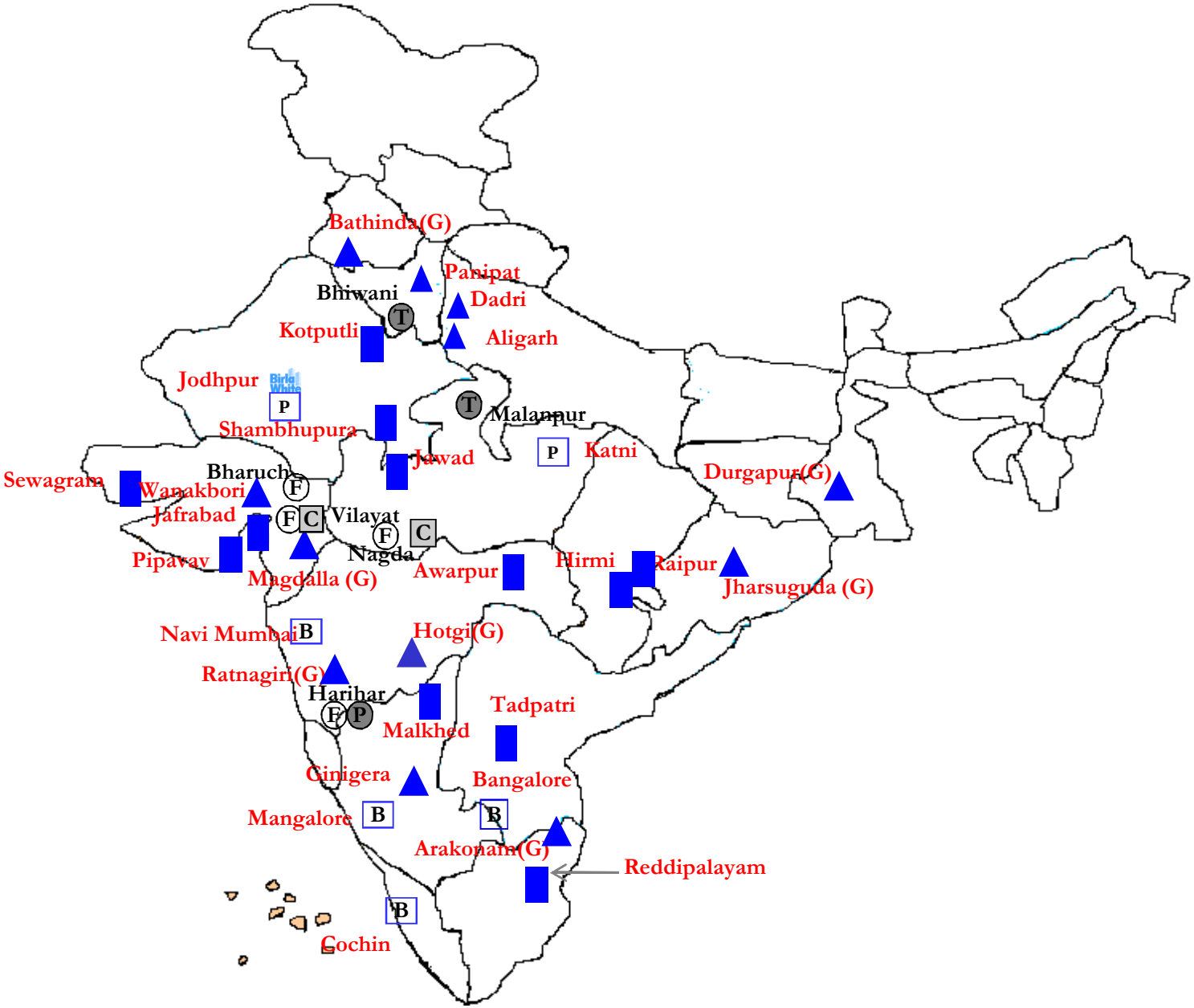
Organizational Structure



* Subsidiary, $ JV, # Associate

Plant Locations– Grasim & its subsidiaries

- UltraTech Cement Plants
- UltraTech Grinding Units (G)
- UltraTech White Cement Plant
- B UltraTech Bulk Cement Terminals
- P UltraTech Putty Plant
- (F) Fibre plants
- (P) Pulp plant
- C Chemical plant
- (T) Textiles units



Not to scale



Thank You



Grasim Industries Limited

Annexure

Annexure

- Consolidated Financial Performance
- Standalone Financial Performance
- Consolidated and Standalone Profitability
- Revenue & PBIDT Chart
- VSF Summary
- Chemical Summary
- Cement Summary

Consolidated Financial Performance

(₹ Crore)

	Quarter - 3		%	Nine Months		%	Full Year
	2014-15	2013-14	Change	2014-15	2013-14	Change	2013-14
Net Sales & Op. Income	**8,036.5**	7,117.3	13	**24,026.2**	20,905.3	15	29,324.0
Other Income	**57.1**	105.7	(46)	**429.3**	448.3	(4)	576.6
PBIDT	**1,259.6**	1,143.2	10	**4,024.9**	3,835.7	5	5,491.0
PBIDT Margin (%)	**15.6%**	15.8%		**16.5%**	18.0%		18.4%
Finance Cost	**185.7**	124.9	49	**484.8**	339.1	43	447.3
Depreciation	**383.2**	366.7	5	**1,145.7**	1,068.3	7	1,457.5
PBT	**690.7**	651.6	6	**2,394.4**	2,428.3	(1)	3,586.2
Total Tax	**232.2**	183.6	26	**689.7**	566.4	22	734.8
PAT (Before Minority Share)	**458.5**	468.1	(2)	**1,704.7**	1,861.9	(8)	2,851.4
Add: Share in Profit of Associates	**35.4**	24.7	43	**109.3**	72.6	50	102.9
Less: Minority Share	**160.3**	160.9	-	**576.9**	542.3	6	882.8
PAT (After Minority Share)	**333.6**	331.9	-	**1,237.1**	1,392.3	(11)	2,071.5
Cash Profit (Before Minority Share)	**1,111.4**	1,011.7	10	**3,640.7**	3,359.2	8	4,912.5

Standalone Financial Performance

(₹ Crore)

	Quarter 3		% Change	Nine Months		% Change	Full Year
	2014-15	2013-14		2014-15	2013-14		2013-14
Net Sales & Op. Income	**1,559.3**	1,470.1	6	**4,597.9**	4,054.7	13	5,603.5
Other Income	**30.8**	34.8	(12)	**297.3**	321.8	(8)	384.8
PBIDT	**211.8**	243.7	(13)	**833.2**	1,024.5	(19)	1,246.1
PBIDT Margin (%)	**13.3%**	16.2%		**17.0%**	23.4%		20.8%
Finance Cost	**11.6**	13.4	(13)	**26.2**	30.6	(14)	41.5
Depreciation	**62.9**	54.7	15	**178.2**	156.1	14	219.6
PBT	**137.4**	175.7	(22)	**628.7**	837.8	(25)	985.0
Tax Expense	**43.7**	49.6	(12)	**129.8**	72.1	80	89.0
PAT	**93.7**	126.1	(26)	**498.9**	765.7	(35)	896.0
EPS	**10.2**	13.7	(26)	**54.3**	83.4	(35)	97.5
Cash Profit	**202.4**	233.0		**809.3**	1,015.7		1,233.7

Profitability Snapshot

(₹ Crore)

	Standalone				Consolidated			
	FY 2011-12	FY 2012-13	FY 2013-14	9M 2014-15	FY 2011-12	FY 2012-13	FY 2013-14	9M 2014-15
Net Turnover & Op. Income	4,974	5,255	5,604	**4,598**	25,244	27,909	29,324	**24,026**
PBIDT	1,722	1,523	1,246	**833**	6,321	6,543	5,491	**4,025**
PBIDT Margin (%)	31.7	26.8	20.8	**17.0**	24.3	22.9	18.4	**16.5**
Finance Cost	36	39	42	**26**	314	324	447	**485**
PBDT	1,686	1,484	1,205	**807**	6,007	6,219	5,044	**3,540**
Tax Expenses	365	303	89	**130**	1,321	1,467	735	**690**
PAT # (After Minority Share)	1,177	1,022	896	**499**	2,647	2,500	2,072	**1,237**
EPS (₹) #	128.2	111.3	97.5	**54.3**	288.4	272.3	225.5	**134.6**
DPS (₹)	22.5	22.5	21.0	**--**	--	--	--	**--**
ROAvCE (PBIT Basis - Excl. CWIP)(%)					18.6	17.1	12.1	**10.0**
RONW (%) #					16.7	13.6	10.0	**7.4**
Interest Cover (x)	36.8	21.3	13.2	**14.9**	13.4	10.6	9.0	**6.4**

before exceptional / extraordinary gain

Revenue Chart

(₹ Crore)

Nine Months 2014-15	Nine Months 2013-14	% Change	`	Quarter 3 2014-15	Quarter 3 2013-14	% Change	Quarter 2 2014-15
3,568	3,441	4	Viscose Staple Fibre	**1,203**	1,250	(4)	1,271
1,271	738	72	Chemical	**442**	260	70	416
67	73		Others	**19**	25		22
(308)	(197)		Eliminations (Inter Segment)	**(105)**	(64)		(109)
4,598	4,055	13	Standalone Net Revenue	**1,559**	1,470	6	1,600
			Subsidiaries				
17,751	15,337	16	Cement	**5,947**	5,170	15	5,772
343	343		Textiles	**115**	115		124
1,571	1,459	8	Pulp JVs and Fibre JV (Pro Rata)	**462**	468	(1)	561
(238)	(289)		Eliminations (Inter Company)/Others	**(47)**	(104)		(112)
19,428	16,851	15	Total for Subsidiaries & JVs	**6,477**	5,648	15	6,345
24,026	20,905	15	Consolidated Net Revenue	**8,036**	7,117	**13**	7,945

PBIDT – Chart

(₹ Crore)

Nine Months 2014-15	Nine Months 2013-14	% Change	PBIDT	Quarter 3 2014-15	Quarter 3 2013-14	% Change	Quarter 2 2013-14
368	596	(38)	Viscose Staple Fibre	**136**	169	(20)	151
237	170	40	Chemical	**67**	58	16	79
228	258	(12)	Others	**8**	17	(49)	196
833	1,025	(19)	Standalone PBIDT	**212**	244	(13)	425
			Subsidiaries				
3,341	2,969	13	Cement	**1,058**	928	14	987
23	25		Textiles	**6**	8		10
(55)	(25)		Pulp JVs and Fibre JVs (Pro Rata)	**(28)**	(41)		1
(118)	(158)		Eliminations (Inter Company)/Others	**12**	3		(146)
3,191	2,811	14	Total for Subsidiaries & JVs	**1,048**	899	16	852
4,025	3,836	5	Consolidated PBIDT	**1,260**	1,143	10	1,277

Viscose Staple Fibre : Summary

		Quarter 3		%	Nine Months		%	Full Year
		2014-15	2013-14	Change	2014-15	2013-14	Change	2013-14
Capacity	TPA	**1,13,605**	94,445	20	**3,15,270** *	2,81,075	12	3,57,517
Production	MT	**1,05,834**	91,818	15	**2,96,611**	2,71,505	9	3,61,012
Sales Volumes	MT	**97,001**	97,049	-	**2,84,317**	2,67,593	6	3,66,978
Net Revenue	₹ Cr.	**1,203**	1,250	(4)	**3,568**	3,441	4	4,714
PBIDT	₹ Cr.	**136**	169	(20)	**368**	596	(38)	724
PBIDT Margin	%	**11.2%**	13.4%	--	**10.2%**	17.2%	--	15.2%
PBIT	₹ Cr.	**98**	131	(25)	**266**	485	(45)	574
Capital Employed (Incl. CWIP)	₹ Cr.	**5,443**	4,919	11	**5,443**	4,919	11	5,043
ROAvCE (Excl. CWIP)	%	**9.4%**	18.4%	--	**9.5%**	24.4%	--	20.0%

* Operational capacity during the period

Chemical : Summary

		Quarter 3		%	Nine Months		%	Full Year
		2014-15	2013-14	Change	2014-15	2013-14	Change	2013-14
Capacity	TPA	**1,13,125**	83,500*	35	**3,39,375**	2,38,750*	42	3,51,790
Production	MT	**1,06,332**	76,049	40	**3,08,134**	2,27,041	36	3,13,479
Sales Volumes	MT	**1,06,516**	77,634	37	**3,02,661**	2,28,018	33	3,14,488
Net Revenue	₹ Cr.	**442**	260	70	**1,271**	738	72	1,075
PBIDT	₹ Cr.	**67**	58	16	**237**	170	40	225
PBIDT Margin	%	**19.2%**	22.6%	--	**23.1%**	23.1%	--	22.5%
PBIT	₹ Cr.	**44**	42	5	**166**	129	29	161
Capital Employed (Incl. CWIP)	₹ Cr.	**1,938**	1,830	6	**1,938**	1,830	6	1,888
ROAvCE (Excl. CWIP)	%	**9.7%**	13.8%	--	**12.2%**	18.1%	--	14.0%

* Operational capacity during the period

Cement : Summary

`		Quarter 3		% Change	Nine Month		% Change	Full Year
		2014-15	2013-14		2014-15	2013-14		2013-14
Grey Cement								
Capacity	Mn. TPA	**15.79**	13.74	14	**46.67**	40.70	15	54.76
Production	Mn. MT	**11.31**	10.41	9	**34.26**	30.79	11	43.60
Cement Sales Volumes $^{\$}$	Mn. MT	**11.48**	10.56	9	**34.57**	31.23	11	44.06
Clinker Sales Volumes	Mn. MT	**0.32**	0.20	60	**0.82**	0.45	82	0.60
White Cement & Putty								
Sales Volumes $^{\$\$}$	Lac MT	**3.17**	2.88	10	**8.76**	8.13	8	11.41
Net Revenue	₹ Cr.	**5,947**	5,170	15	**17,751**	15,337	16	21,652
PBIDT	₹ Cr.	**1,058**	928	14	**3,341**	2,969	13	4,358
PBIDT Margin	%	**18.0%**	17.8%	--	**18.5%**	19.0%	--	19.8%
PBIT	₹ Cr.	**762**	642	19	**2,444**	2,131	15	3,219
Capital Employed (Incl. CWIP)	₹ Cr.	**33,634**	28,015	--	**33,634**	28,015	--	28,977
ROAvCE (Excl. CWIP)	%	**10.3%**	11.0%	--	**11.6%**	11.7%	--	12.8%

$ Includes captive consumption for RMC

$$ Includes captive consumption for value added products

Press Release **Mumbai, 31st January, 2015**

Grasim Reports Financial Results for Quarter 3 FY 2014-15

Improved Profitability on Robust Volume Growth across Businesses

Grasim Industries Limited, an Aditya Birla Group Company today announced its results for the third quarter of FY2014-15.

Consolidated Financial Performance:

The implementation of Growth plans has led to a significant capacity increase in both the VSF and Cement businesses. At the Greenfield VSF project at Vilayat, 99K TPA capacity has been commissioned during the year. With acquisition of Jaypee cement units in Gujarat, the Cement capacity increased by 4.8 Mn. TPA. Cement grinding capacity of 1.4 Mn. TPA went on-stream in Karnataka. 182,500 TPA Caustic soda plant and 51,500 TPA Epoxy plant commissioned last year are also being ramped up.

Consequently, Company's financial performance has been encouraging.

₹ Crore

	Quarter ended		% Change
	31.12. 2014	31.12. 2013	
Net Revenue	8,036	7,117	13
PBIDT	1,260	1,143	10
PAT	334	332	--

Net Revenue and PBIDT grew by 13% and 10% respectively. PAT was maintained even after providing for additional interest and depreciation cost on the acquired Cement units. The Company is on track to ramp up the operations and achieve targeted efficiencies at these units as anticipated, to deliver planned profitability.

Viscose Staple Fibre (VSF)

Production of VSF at 105,834 tons has gone up by 15%, with commissioning of plant at Vilayat. Steep fall in the price of cotton and PSF led to further pricing pressure on VSF. This has resulted in lower PBIDT, partially offset by higher share of value added products and lower pulp cost.

VSF Business capex

In January 2015, the Company commissioned Line 3 (22K TPA) at the Greenfield VSF project at Vilayat. The trial run is on for 4th line (22K TPA). Post this expansion, the total VSF capacity will rise to 498K TPA.

Chemical Business

In the Chemical business, Caustic production grew by 40% to 106,332 tons with the Vilayat Plant reaching 90% utilisation. The new Epoxy plant has achieved 57% utilisation. The ECU realisation softened in line with international prices creating pressure on operating margins. With higher volumes, PBIDT was up by 16% at ₹ 67 crore.

Cement Subsidiary (UltraTech Cement)

The Company's Cement production at 11.31 Mn. tons is higher by 9% (including volumes from the acquired Gujarat Units) as against Industry growth of 3-4%. Net revenue increased to ₹ 5,947 crore as compared to ₹ 5,170 crore in the corresponding quarter of the previous year. On-going cost optimization measures helped contain costs. PBDIT was higher at ₹ 1,058 crore and Profit after tax was ₹ 400 crore vis-à-vis ₹ 928 crore and ₹ 395 crore respectively.

Acquisition of Cement Units of Jaiprakash Associates

UltraTech Cement Ltd. has entered into a Definitive Agreement to acquire 2 units of Jaiprakash Associates Limited in Satna cluster having a capacity of 4.9 Mn. TPA with 180 MW power plants. This will propel the cement business capacity in India from ~60 Mn. TPA to ~ 65 Mn. TPA. On completion of brownfield expansion under implementation, the domestic capacity will increase to ~71 Mn. TPA in 2016. The units proposed to be acquired have surplus clinker capacity to augment cement capacity by a further 1.8 – 2.5 Mn. TPA with investments in grinding units.

In exchange of the above business, UltraTech shall issue non-convertible debentures worth ₹ 4,538 crore and non-convertible preference shares worth ₹ 10 lac and shall take over ₹ 626.5 crore of debt and negative working capital of ₹ 160.5 crore.

The transaction is subject to the approval of shareholders and creditors, sanction of the Scheme of Arrangement by the High Courts, approval of the Competition Commission of India and other statutory approvals.

Outlook

The VSF sector will continue to face head winds for some more time due to the over capacity and sharp reduction in price of cotton and polyester. The slowdown in new capacity additions in China should lead to an improvement in industry utilization which augurs well for the Company. The focus on cost optimisation will continue relentlessly. The new plant at Vilayat with higher share of speciality product should help in facing the challenge.

In Cement, demand growth in the long term is likely to be over 8%. The key drivers will be revival of infrastructure projects supplemented by regulatory reforms and improvement in housing demand with the interest rate cut. The Company with its existing and proposed capacity is well placed to benefit from the accelerated growth in the sector.

With additional capacity coming on stream in both the businesses, the Company will further consolidate its leadership position. Grasim is well-poised to benefit from the expected upturn in the economy.

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Cautionary Statement

Statements in this "Press Release" describing the Company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities law and regulations. Actual results could differ materially from those express or implied. Important factors that could make a difference to the Company's operations include global and Indian demand supply conditions, finished goods prices, feedstock 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 assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.