



Grasim Industries Limited

Performance Review

Q4FY08 & FY08

29th April 2008

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.



Consolidated Financial Performance – Q4FY08

	<u>Rs. Crs.</u>	<u>%</u> <u>Change</u>
Total Revenue	4,715	↑ 15
PBIDT	1,315	↑ 6
Interest	60	↓ (8)
PBT	1,118	↑ 11
Total Tax Expenses	366	↑ 9
PAT (before EO gain & Minority Share)	751	↑ 12
PAT (incl. EO gain, before Minority Share)	988	↑ 47
PAT (incl. EO gain, after Minority Share)	881	↑ 58
EPS (before EO gain, after minority share) (Rs.)	70.2	↑ 15

- Consolidated revenue up by 15%
- PBIDT up by 6%
 - Cost pressure across all businesses on account of rising input and energy costs
 - Cement business PBIDT up by 10%
 - VSF business impacted by adverse macro environment
- Net profit (before EO gain but after minority share) at Rs.644 Crs., up by 15%
- Extraordinary gain / adjustment on sale of SDCC stake Rs.237 Crs.
- Net Profit (Incl. EO gain but after Minority Share) at Rs.881 Crs., up by 58%



Consolidated Financial Performance – FY08

	<u>Rs. Crs.</u>	<u>%</u> <u>Change</u>
Total Revenue	17,037	↑ 20
PBIDT	5,422	↑ 26
Interest	222	↓ (3)
PBT	4,575	↑ 33
Total Tax Expenses	1,466	↑ 34
PAT (before EO gain & Minority Share)	3,110	↑ 32
PAT (incl. EO gain, before Minority Share)	3,346	↑ 42
PAT (incl. EO gain, after Minority Share)	2,891	↑ 47
EPS (before EO gain, after Minority Share) (Rs.)	289.4	↑ 35

- Financial Year 2008 – year of new highs
- Consolidated revenue crosses \$4bn. mark, up by 20%
 - Historically highest volumes in Cement, VSF and Chemical Business
- PBIDT up by 26% with improved performance from all business segments
 - Higher profit for Cement, VSF and Chemical business
 - VSF business PBIDT up by 47%
 - Cement business PBIDT up by 18%
- Net profit (before EO gain but after minority share) at Rs.2,655 Crs., up by 35%
- Net Profit (Incl. EO gain but after Minority Share) at Rs.2,891 Crs., up by 47%



Consolidated Financial Performance

(Rs. Crores)

	Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Net Turnover & Op. Income	4,714.7	4,089.6	15	17,037.0	14,141.6	20
Other Income	117.4	78.1	50	399.2	245.6	63
PBIDT	1,314.5	1,239.7	6	5,422.0	4,290.0	26
Interest	60.3	65.8	(8)	222.1	228.6	(3)
Gross Profit	1,254.3	1,173.9	7	5,200.0	4,061.4	28
Depreciation	182.4	165.2	10	670.3	610.0	10
Non recurring items	45.7	--	--	45.7	--	--
PBT	1,117.6	1008.7	11	4,575.3	3,451.4	33
Current Tax	477.3	337.0		1472.8	1097.1	
Deferred Tax	(111.1)	(1.7)		(7.0)	(5.0)	
Total Tax	366.2	335.3	9	1,465.8	1,092.2	34
PAT (Before EO gain & Minority Share)	751.4	673.4	12	3,109.5	2,359.3	32
Extraordinary Item	236.7	--	--	236.7	--	--
PAT (incl. EO gain, before Minority Share)	988.1	673.4	47	3,346.2	2,359.3	42
Minority Share & Associate	107.3	115.0	--	454.8	391.9	--
PAT (incl. EO gain, after Minority Share)	880.8	558.4	58	2,891.4	1,967.4	47
Diluted Earning Per Share (before EO gain, after minority share) (Rs.)	70.21	60.90	15	289.44	214.57	35
Diluted Earning Per Share (incl. EO gain, after minority share) (Rs.)	96.01	60.90	58	315.25	214.57	47



Standalone Financial Performance – Q4FY08

	<u>Rs. Crs.</u>	<u>%</u> <u>Change</u>	
Total Revenue	2,742	↑ 11	<ul style="list-style-type: none"> ● Revenue up by 11%
PBIDT	781	↑ 1	<ul style="list-style-type: none"> ● PBIDT at Rs.781 Crs. <ul style="list-style-type: none"> ➢ Cost pressure across all businesses on account of rising input and energy costs ➢ Satisfactory performance from Cement and Sponge iron business
Interest Charges	27	↓ (26)	<ul style="list-style-type: none"> ➢ VSF business impacted by adverse macro environment
Depreciation	94	↑ 8	<ul style="list-style-type: none"> ➢ Subdued performance from Chemical business
PBT (Before EO gain)	705	↑ 3	<ul style="list-style-type: none"> ● Higher other income with increase in treasury and other interest income
Total Tax Expenses	218	↑ 4	<ul style="list-style-type: none"> ● Interest cost lower by Rs.9 Crs.
PAT (Before EO gain)	487	↑ 3	<ul style="list-style-type: none"> ● Net profit (before EO gain) at Rs.487 Crs., up by 3%
PAT (Incl. EO gain)	667	↑ 41	<ul style="list-style-type: none"> ● Extraordinary gain on sale of SDCC stake Rs.180 Crs.
EPS (Before EO gain) (Rs.)	53.1	↑ 3	<ul style="list-style-type: none"> ● Net profit (incl. EO gain) at Rs.667 Crs., up by 41%



Standalone Financial Performance – FY08

	<u>Rs. Crs.</u>	<u>%</u> <u>Change</u>
Total Revenue	10,278	↑ 19
PBIDT	3,424	↑ 31
Interest Charges	107	↓ (4)
Depreciation	353	↑ 11
PBT (Before EO gain)	3,010	↑ 35
Total Tax Expenses	962	↑ 39
PAT (Before EO gain)	2,048	↑ 33
PAT (Incl. EO gain)	2,233	↑ 45
EPS (Before EO gain) (Rs.)	223.2	↑ 33

- Revenue up by 19%
 - Historical high volumes in Cement, VSF and Chemical business
- PBIDT up by 31% with improved performance from all business segments
 - Higher profit for Cement, VSF and Chemical business
 - Sponge Iron business helped by higher realisation
 - Higher other income with increase in treasury and other interest income
- Net profit(before EO gain) at Rs.2,048 Crs., up by 33%
- Net profit(incl. EO gain) at Rs.2,233 Crs., up by 45%

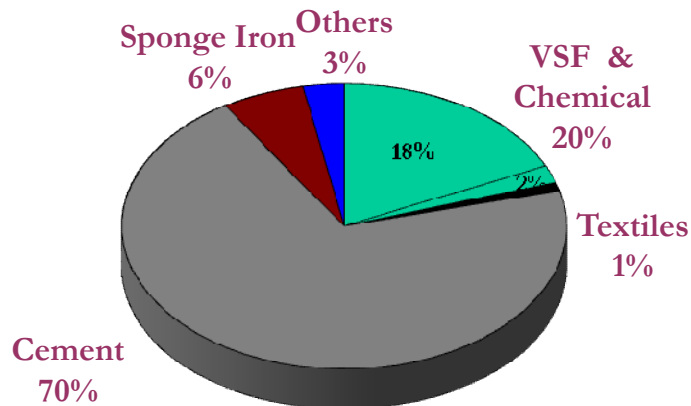
Standalone Financial Performance

(Rs. Crores)

	Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Net Turnover & Op. Income	2,742.4	2,474.6	11	10,278.1	8,643.8	19
Other Income	118.7	77.6	53	314.8	209.7	50
PBIDT	781.1	771.8	1	3,424.5	2,619.0	31
Interest	27.3	36.6	(26)	107.0	111.8	(4)
Gross Profit	753.8	735.2	3	3,317.5	2,507.2	32
Depreciation	94.2	87.6	8	353.3	317.9	11
Non Recurring Item	45.7	37.1	--	45.7	37.1	--
PBT (before EO gain)	705.3	684.7	3	3,009.9	2,226.4	35
Current Tax	287.7	215.2	--	952.7	692.4	--
Deferred Tax	(69.5)	(5.0)	--	9.6	(1.8)	--
Total Tax	218.2	210.2	4	962.3	690.6	39
PAT (before EO gain)	487.1	474.5	3	2,047.6	1,535.8	33
Extraordinary Items	180.3	--	--	185.0	--	--
PAT (incl. EO gain)	667.4	474.5	41	2,232.6	1,535.8	45
Diluted Earning Per Share (before EO gain) (Rs.)	53.09	51.75	3	223.24	167.50	33
Diluted Earning Per Share (incl. EO gain) (Rs.)	72.74	51.75	41	243.42	167.50	45

Segmental Performance – Q4FY08

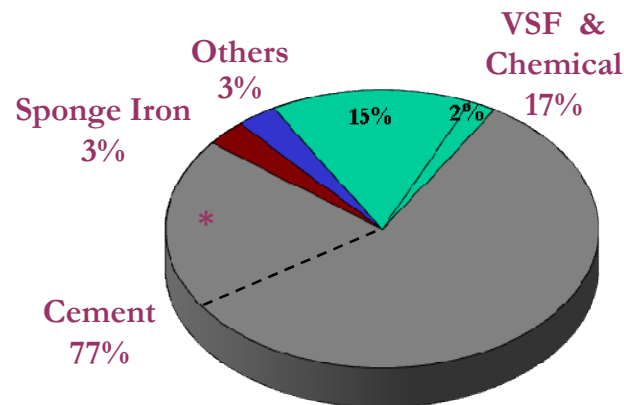
Revenue Mix



(Rs. 4,715 Crs.)

Consolidated

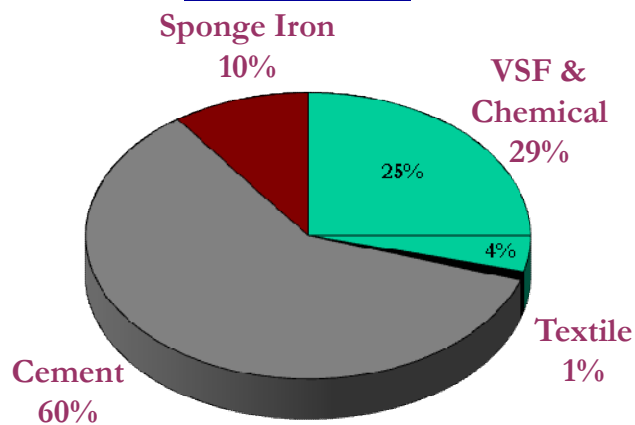
PBIDT Mix



(Rs.1,315 Crs.)

(* Minority Share 18%)

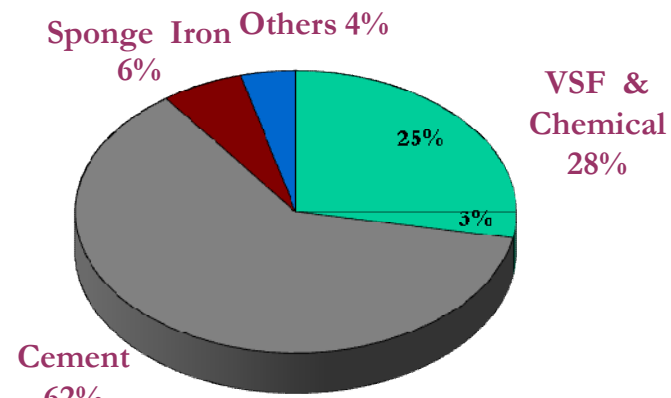
Revenue Mix



(Rs.2,742 Crs.)

Standalone

PBIDT Mix



(Rs.781 Crs.)

Financial Highlights



Grasim Consolidated Financials

(Rs. Crores)	FY05	FY06	FY07	FY08
Net Turnover	9,292	10,224	14,069	16,974
PBIDT	2,272	2,337	4,290	5,422
PAT [#] (After Minority share)	880	1,041	1,968	2,655

Net Worth	4,082	4,833	6,558	9,167
Capital Employed	9,695	10,188	13,443	17,177

PBIDT Margins(%)	24.5	22.9	30.3	31.8
EPS (Rs.) [#]	96.0	113.5	214.6	289.4
Interest Cover (x)	6.3	8.7	14.0	17.8
Debt: Equity (x)	0.86	0.69	0.66	0.53
Book Value (Rs.)	445	527	715	1,000
ROAvCE (PBIT Basis) (%) \$	18.2	17.8	31.1	31.0
RONW (%) * #	23.7	23.4	34.3	33.8

before extraordinary gains

\$ Capital Employed includes CWIP

* Excluding Minority share

- Strong Balance sheet
 - Net worth at \$2.3 Bn., Capital Employed at \$4.3 Bn.
- ROAvCE increased from 18% in FY05 to 31% in FY08
- Return on equity at 33.8%
- Debt-equity reduced from 0.86 in FY05 to 0.53 in FY08
 - Net leveraging even lower at 0.41
- Grasim's market-cap at Rs.236 Bn.* (\$5.9 Bn.)
 - 5 years' CAGR 50.8%
- Subsidiary company UltraTech's market-cap at Rs.98 Bn.* (\$2.4 Bn.)

(* 31st March 08)



Grasim Standalone Financials

(Rs. Crores)	FY05	FY06	FY07	FY08
Net Turnover	6,229	6,653	8,572	10,215
PBIDT	1,785	1,597	2,619	3,424
PAT *	886	863	1,536	2,048

Net Worth	4,324	4,978	6,226	8,164
Capital Employed	6,931	7,542	9,760	11,973
Capital Employed (Excl. subsidiary Investments)	4,569	5,190	7,284	9,436

PBIDT Margin (%)	28.7	24.0	30.3	33.3
EPS (Rs.) *	96.6	94.1	167.5	223.3
Interest Cover (x)	9.6	11.9	17.2	23.1
Debt: Equity (x)	0.46	0.40	0.47	0.39
Book Value (Rs.)	472	543	679	890
ROAvCE (excl.subsidiary investment) (PBIT Basis) (%) \$	35.1	26.7	36.4	36.7

\$ Capital Employed includes CWIP * Before extraordinary items

- Strong Balance sheet
 - Low gearing at 0.39
 - Net gearing even lower at 0.21
 - Comfortable interest cover
- ROAvCE in FY08 at 36.7%
- Strong funding capabilities to support Company's ambitious future growth plans
- Grasim's market-cap at Rs.236 Bn.* (\$5.9 Bn.)
 - 5 years' CAGR 50.8%

(* 31st March 08)

Business Review – Q4FY08

- **VSF**
- **Chemicals**
- **Cement**
- **Sponge Iron**

Viscose Staple Fibre : Q4FY08 Highlights

	Q4FY08	Q4FY07	% Chg.
Capacity (TPA)	@ 333,975	270,100	24
Production (MT)	70,828	67,772	5
Sales Volumes (MT)	61,650	68,588	(10)
Net Revenue (Rs Crs.)	714.9	652.1	10
Realisation (Rs./MT)	107,428	88,687	21
PBIDT (Rs. Crs.)	191.1	200.5	(5)
PBIDT Margin (%)	26.7%	30.7%	--
PBIT (Rs. Crs.)	168.6	179.1	(6)
ROAvCE % @	46.6%	64.8%	--

* Capacity increased during March 08

@ Capital employed includes CWTP

- Macro economic factors impacted the volume and price realisation
- Slowdown in demand
 - Slowdown of textile demand in USA
 - Anti-dumping investigation by Turkey on import of VSF based yarn
 - Substitution effect on account of high VSF prices
 - Liquidation of inventory in the value chain
- Realisation up by 21% YoY but marginally down sequentially, in line with global trend
- Operating profit declined due to
 - Lower volumes
 - All time high prices of sulphur and pulp
 - Gratuity valuation impact



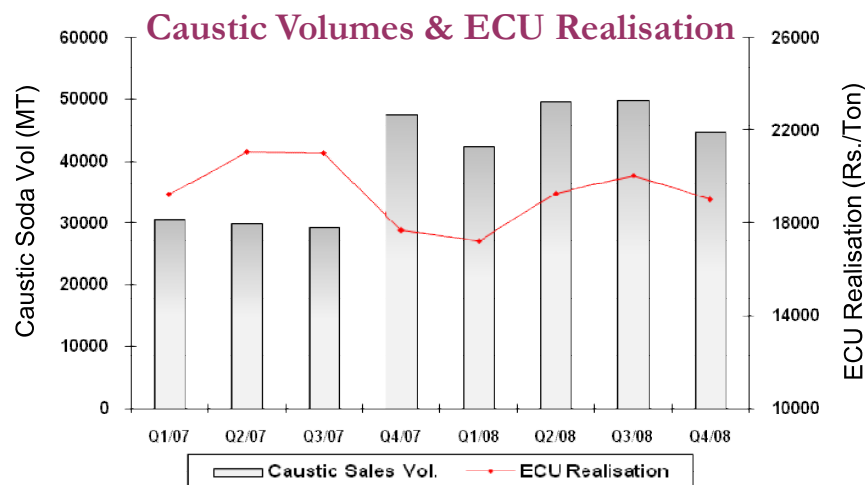
Viscose Staple Fibre : Outlook

- Demand growth and prices to remain subdued in short term till liquidation of inventory in the pipeline
- Margins to remain under stress in short to medium term
 - Impact of rising sulphur and pulp prices coupled with softening in VSF prices
- Long term volume outlook remains positive in line with overall textile outlook
- Capacity increased from 270K TPA to 334K TPA with commissioning of Kharach expansion
- Capacity expansion plans from existing 334K TPA to 453K TPA
 - 31K TPA expansion at Harihar (Karnataka) expected to be operational in Q3FY10
 - 88K TPA greenfield project being pursued at Vilayat (Gujarat)
- AV Nackawick conversion to rayon grade pulp facility expected by Q2FY09
- Stake increased in another pulp JV, AV Cell, Canada to 45%, to secure higher captive pulp supply

Chemical : Q4FY08 Highlights & Outlook

	Q4FY08	Q4FY07	% Chg.
Caustic Capacity (TPA)	258,000	258,000	--
Caustic Production (MT)	46,491	47,076	(1)
Caustic Sales Volumes (MT)	44,872	47,709	(6)
Net Revenue (Rs. Crs.)	100.4	93.6	7
ECU Realisation (Rs./MT)	19,042	17,718	7
PBIDT (Rs. Crs.)	24.5	34.2	(28)
PBIDT Margin (%)	24.4%	36.5%	--
PBIT (Rs. Crs.)	18.4	28.3	(35)
ROAvCE % @	23.1%	44.0%	--

@ Capital employed includes CWIP



- Sales volume lower by 6% due to inventory buildup for planned partial shutdown
- Operating margins lower due to
 - Increase in raw material and coal prices
 - Higher maintenance cost

Outlook

- Realisations to remain range bound
- Volumes expected to grow supported by higher demand from user industry

Cement : Q4FY08 Highlights

		Q4FY08	Q4FY07	% Chg.
<u>Grey Cement</u>				
Capacity	Mn. MT	16.75	13.12	28
Production	Mn. MT	4.20	3.88	8
Sales Volumes* \$	Mn. MT	4.27	3.92	9
Realisation	Rs./MT	3,267	2,979	10
<u>RMC</u>				
Sales Volumes	Lac Cu. Mtr.	5.9	3.6	62
Realisation	Rs./Cu Mtr.	2,824	2,589	9
<u>White Cement</u>				
Production	MT	120,433	97,116	24
Sales Volumes **	MT	114,845	102,200	12
Realisation	Rs./MT	7,160	6,518	10
Net Revenue\$	Rs. Crs.	1,675.4	1,364.7	23
PBIDT	Rs. Crs.	483.3	470.2	3
PBIDT Margin	(%)	28.8%	34.5%	--
PBIT	Rs. Crs.	427.2	423.9	1
ROAvCE @	%	40.0%	65.8%	--

- Production up by 8% aided by higher capacity utilisation
- Sales volumes up by 9%
- RMC volumes up by 62% helped by rapid expansion in RMC network
- Impressive performance from white cement division
- Operating margins declined despite better realisation
 - Sharp increase in energy cost
 - Higher employee cost (including gradually valuation impact)

* Includes captive consumption for RMC

** Includes captive consumption for value added products

\$ Excludes traded sales volumes

@ Capital employed includes CWIP



Cement : Outlook

- Demand expected to grow at about 9%
- Bunching of capacity expected in the next two years based on announced capacity
- Uncertain price environment
 - Prices may come under pressure in calendar year 09
- Operating margins under pressure due to increase in input costs
 - New captive TPP and reduced lead distance post commissioning of new capacities to help in moderating the cost increase
- Capacity increased thru' debottlenecking by 2.40 Mn. tons in Grasim and 1.20 Mn. Tons in UltraTech



Cement : Outlook (contd...)

- **Project implementation progressing satisfactorily**
 - 3.3 Mn. Tons each, Shambhupura (Raj.) and Tadpatri (A.P.) clinkerisation unit commissioned, expansions will be operational in H1FY09
 - 1.3 Mn. Tons grinding unit at Panipat (Har.) commissioned in Grasim
 - Kotputli (Rajasthan) unit expected to be commissioned by Q3FY09
 - 23 MW TPP commissioned at Jawad (M.P.)
 - 144 MW TPP at Grasim & 225 MW TPP in UltraTech expected to be commissioned in FY09
- **Consolidated capacity post expansion will stand augmented at 48.7 Mn. Tons**
- **New capacities will lead to strong volume growth going forward**

Sponge Iron : Q4FY08 Highlights and Outlook

	Q4FY08	Q4FY07	% Chg.
Capacity (TPA)	900,000	900,000	--
Production (MT)	134,490	167,680	(20)
Sales Volumes (MT)	140,317	171,942	(18)
Net Revenue (Rs. Crs.)	275.2	241.1	14
Realisation (Rs./MT)	17,869	13,518	32
PBIDT (Rs. Crs.)	45.8	37.0	24
PBIDT Margin (%)	16.7%	15.4%	----
PBIT (Rs. Crs.)	37.6	28.3	33
ROAvCE (%) @	29.8%	20.9%	--

@ Capital employed includes CWIP

- Production lower by 20% due to lower capacity utilisation
 - Lower use of high cost alternate fuels
- Resultant decrease in sales volume
- Improved realisation helped by substantial increase in global scrap prices
- Operating profit higher by 24%
 - Despite substantial increase in iron ore, naptha and propane prices

Outlook

- Business outlook expected to improve with full capacity utilisation; RLNG likely to be available by Q2FY09
- Uncertainty in Gas pricing remains a concern

Capex



Capex plans

● Capex Summary

Rs. Crores

	Total Project Cost	Net Capex *	Cash Outflow	
			FY09	FY10
Cement	5,144	2,281	1,410	668
- Kotputli (4.5 Mn. TPA) & Shambhupura (4.4 Mn. TPA) Projects, Rajasthan (incl. 96 MW TPP)	3,276	635		
- 2 Nos. Power Plants (48 MW)	279	58		
- RMC Plants (24 Nos., Capacity 4.6 mn. cu. mtrs.)	255	255		
- Modernisation, Upgradation, etc.	1,334	1,333		
VSF	768	768	531	237
- Capacity expansion, Harihar, Kar. (31,000 TPA)	335	335		
- Modernisation & Upgradation	433	433		
Other Businesses	100	100	100	--
Grasim	6,012	3,149	2,041	905
UltraTech	3,700	1,553	997	415
Cement Business (Grasim & UltraTech)	8,844	3,834	2,407	1,083
Grasim and UltraTech	9,712	4,702	3,038	1,320

* Net of capex incurred till FY08, \$ Excluding Capex for 88,000 TPA VSF Greenfield project being pursued at Vilayat, Gujarat

- **FY08 Capex spent : Grasim– Rs.2,884 Crs.; Cement Rs.2,462 Crs, VSF Rs.350 Crs, Others Rs.72 Crs. : UltraTech – Rs.1,800 Crs.**



Capex plans - UltraTech

● Capex Summary

Rs. Crores

	Total Project Cost	Net Capex *	Cash Outflow	
			FY09	FY10
- 4.9 Mn. TPA Tadpatri Project, A.P. (incl. 50 MW TPP)	1,613	153		
- 3 Nos. Power Plants (175 MW)	1,096	409		
- Grinding and Jetty Capacity Expansion at Pipavav & Bulk Terminal	370	370		
- RMC plants (17 Nos., Capacity 3.3 mn. cu. mtrs.)	142	142		
- Modernisation, Upgradation, etc.	479	479		
UltraTech	3,700	1,553	997	415

* Net of capex incurred till FY08

● FY08 Capex spent : Rs.1,800 Crs.

Subsidiary Company
Performance
■ UltraTech

UltraTech: Consolidated Financial Performance – Q4FY08

(Rs. Crores)

	Q4 FY08	Q4 FY07	% Chg.
Net Turnover *	1,625.3	1,396.5	16
Other Income	28.2	20.2	39
PBIDT	519.7	431.1	21
PBIDT Margin (%)	31.4%	30.4%	--
Interest	19.3	20.3	(5)
Depreciation	65.6	61.0	8
PBT	434.8	349.9	24
Total Tax Expenses	149.8	117.5	27
PAT after Minority share	284.5	232.1	23

* Adjusted for traded sales volumes

- Revenue higher by 16% due to improved realisation and higher RMC sales
- RMC now contributes 6% of total sales
- Operating profit higher by 21% led by higher realisation and better plant performance
- Sharp increase in variable cost
 - Higher fuel cost
 - Increase in raw material cost
- PAT at Rs.285 Crs., up by 23%



UltraTech Consolidated: Highlights

	Q4 FY08	Q4 FY07	% Chg.
Capacity (Mn. TPA)	18.2	17.0	7
Production (Mn. MT)			
Cement	4.22	4.17	1
Sales volumes (Mn. MT)			
Cement - Domestic *	4.03	3.86	4
- Exports	0.21	0.34	(37)
Clinker	0.58	0.61	(6)
	4.82	4.81	--
RMC Volumes (Lac. Cu. Mtr.)	3.06	0.60	--
Realisation (Rs./MT)			
Cement (Domestic)	3,337	3,013	11
Cement (Exports) [§]	3,688	2,897	27
Clinker (Domestic & Exports)	2,064	1,664	24

* Excludes traded sales volumes

§ Includes freight only on part quantity

- Domestic sales volume up by 4%
 - Exports curtailed to meet domestic demand
- Overall volumes maintained
- Realisations improved across all segments
- Efforts on to neutralise the impact of exports ban

Summary

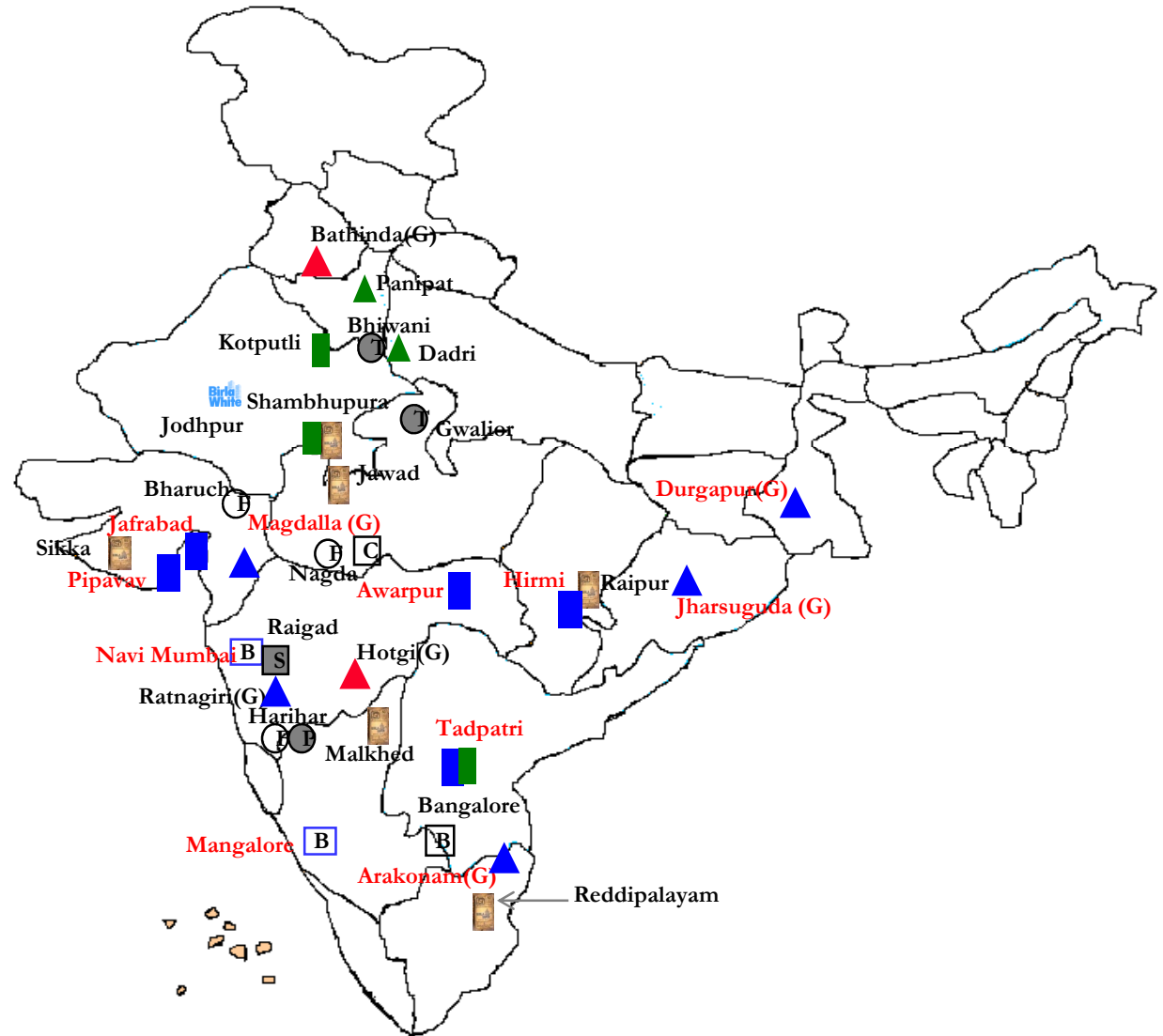


Summary

- **Grasim – A VSF and Cement major**
 - With strong competitive edge
 - Global size operations
 - Consolidating leadership position with strong organic growth pipeline
- **Domestic leadership in Cement**
 - Capex of Rs.8,850 Crs. on capacity expansions, captive power plants, RMC and modernisation
 - Focus on greater efficiency through cost control and other measures
- **Leading global player in VSF**
 - Global presence
 - Well planned strategy for growth of plantation, pulp and fibre capacities
 - Building capacity for specialty fibre

Plant Locations– Grasim & its subsidiaries

- Proposed Cement Projects
- ▲ Proposed Grinding Units
- Grey Cement plants
- ▲ Grinding Units (G)
- B Bulk Cement Terminal
- UltraTech Cement Plants
- ▲ UltraTech Grinding Units (G)
- B UltraTech Bulk Cement Terminals
- F Fibre plants
- P Pulp plant
- C Chemical plant
- T Textiles units
- S Sponge Iron plant



Not to scale



Thank You



Grasim Industries Limited

Annexures



Annexures

- Consolidated and Standalone Financial
- Consolidated and Standalone Profitability
- Segmental Performance – Q4 & FY08
- VSF Summary
- Chemical Summary
- Cement Summary
- Sponge Iron Summary
- UltraTech Performance
- Grasim Bhiwani Textile Performance



Financial Snapshot

Standalone

Consolidated

(Rs. Crores)	FY04	FY05	FY06	FY07	FY08
Gross Block [§]	5,802	6,052	6,417	7,959	10,611
Net Block [§]	3,213	3,204	3,307	4,593	7,050
Goodwill	-	-	-	-	-
Cement Subs. Investment	2,333	2,362	2,352	2,476	2,537
Investments	409	939	1,422	2,141	1,893
Net Current Assets	349	426	461	550	493
Capital Employed	6,304	6,931	7,542	9,760	11,973
Net Worth	3,606	4,324	4,978	6,226	8,164
Minority Interest	-	-	-	-	-
Debts	2,065	2,008	1,980	2,952	3,202
Deferred Tax	633	599	584	582	607

FY05	FY06	FY07	FY08
11,312	11,927	14,467	19,254
6,294	6,411	8,468	12,919
1,958	1,773	1,844	1,991
-	-	-	-
769	1,352	2,272	1,660
674	652	859	607
9,695	10,188	13,443	17,177
4,082	4,833	6,558	9,167
500	514	859	1,276
3,934	3,683	4,873	5,577
1,179	1,158	1,153	1,157

Debt: Equity (x)	0.57	0.46	0.40	0.47	0.39
Book Value (Rs.)	393	472	543	679	890

0.86	0.69	0.66	0.53
445	527	715	1,000

§ Block includes CWIP

Profitability Snapshot

Standalone

Consolidated

(Rs. Crores)	FY04	FY05	FY06	FY07	FY08
Gross Turnover	6,130	7,201	7,638	9,573	11,552
Net Turnover	5,213	6,229	6,653	8,572	10,215
PBIDT	1,504	1,785	1,597	2,619	3,424
PBIDT Margin (%)	28.9	28.7	24.0	30.3	33.3
Interest	154	139	103	112	107
PBDT	1,350	1,646	1,494	2,507	3,317
Total Tax Expenses	298	418	343	691	962
PAT # (After Minority Share)	779	886	863	1,536	2,048

FY05	FY06	FY07	FY08
10,776	11,746	15,674	19,113
9,292	10,224	14,069	16,974
2,272	2,337	4,290	5,422
24.5	22.9	30.3	31.8
285	218	229	222
1,988	2,118	4,061	5,200
442	403	1,092	1,466
880	1,041	1,967	2,655

EPS (Rs.) *	85.0	96.6	94.1	167.5	223.3
DPS (Rs.)	14.0	16.0	20.0	27.5	
ROAvCE (PBIT Basis)(%)	\$ 28.9	\$ 35.1	\$ 26.7	\$ 36.4	\$ 36.7
RONW (%)					
Interest Cover (x)	7.9	9.6	11.9	17.2	23.1

96.0	113.5	214.6	289.4
--	--	--	--
18.2	17.8	31.1	31.0
23.7	23.4	34.3	33.8
6.3	8.7	14.0	17.8

\$ Adjusted for investments in cement subsidiaries and related income

before extraordinary gain



Segmental Performance – Q4FY08

Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	Q4FY08	Q4FY07	Q4FY08	Q4FY07	Q4FY08	Q4FY07	Q4FY08	Q4FY07	Q4FY08	Q4FY07	Q4FY08	Q4FY07
VSF	715	652	191	200	26.7	30.7	169	179	1,682	1,211	46.6	64.8
Chemical	100	94	25	34	24.4	36.5	18	28	332	304	23.1	44.0
Cement	1,678	1,463	483	470	28.8	34.5	427	424	5,459	3,077	40.0	65.8
Sponge Iron	275	241	46	37	16.7	15.4	38	28	459	552	29.8	20.9
Textile	14	72	1	2	9.3	3.2	1	(1)	23	126	5.5	(5.5)
Direct Operations			746	743			653	658	7,955	5,270	39.5	57.3
Cement subsidiaries									2,537	2,476		
Company as a whole	2,742	2,475	781	772	28.5	31.2	687	684	11,973	9,760	@ 32.9	@ 42.4

Consolidated

VSF	834	783	198	209	23.8	26.7	173	185	2,108	1,428	39.0	60.2
Cement \$	3,358	2,851	1,008	920	30.0	32.3	885	811	12,463	8,914	33.1	41.3
Company as a whole\$	4,715	4,090	1,315	1,240	27.9	30.3	1,132	1,074	17,177	13,443	29.6	36.4

\$ including minority share

@ ROCE calculated after excluding investment in cement subsidiaries & related income

Capital Employed includes CWIP

Segmental Performance –FY08

Standalone

Rs. Crores

Business	Revenue		PBIDT		PBIDT Margin (%)		PBIT		Capital Employed		ROAvCE (%) (PBIT basis)	
	FY08	FY07	FY08	FY07	FY08	FY07	FY08	FY07	FY08	FY07	FY08	FY07
VSF	2,999	2,309	1,097	712	36.6	30.9	1,012	638	1,682	1,211	70.0	57.8
Chemical	415	319	138	81	33.3	25.3	114	60	332	304	35.8	23.3
Cement	5,925	5,155	1,876	1,623	31.9	33.2	1,678	1,448	5,459	3,077	39.3	56.2
Sponge Iron	950	756	160	85	16.8	11.3	126	50	459	552	24.8	9.3
Textile	173	271	6	5	3.6	1.7	(1)	(5)	23	126	(1.0)	(4.2)
Direct Operations			3,277	2,506			2,929	2,191	7,955	5,270	44.3	47.8
Cement subsidiaries									2,537	2,476		
Company as a whole	10,278	8,644	3,424	2,619	33.3	30.3	3,071	2,301	11,973	9,760	@ 36.7	@ 36.4

Consolidated

VSF	3,444	2,706	1,109	754	32.2	27.8	1,012	672	2,108	1,428	57.2	54.7
Cement \$	11,713	9,940	3,747	3,176	32.0	31.9	3,304	2,767	12,463	8,914	30.9	35.2
Company as a whole\$	17,037	14,142	5,422	4,290	31.8	30.3	4,752	3,680	17,177	13,443	31.0	31.1

\$ including minority share

@ ROCE calculated after excluding investment in cement subsidiaries & related income

Capital Employed includes CWIP



Viscose Staple Fibre : Summary

		Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Capacity	TPA	333,975	270,100	24	333,975	270,100	24
Production	MT	70,828	67,772	5	279,901	246,833	13
Sales Volumes	MT	61,650	68,588	(10)	269,781	250,725	8
Net Revenue	Rs. Crs.	714.9	652.1	10	2,998.5	2,308.9	30
Avg. Realisation	Rs./MT	107,428	88,687	21	103,316	85,729	21
PBIDT	Rs. Crs.	191.1	200.5	(5)	1,097.1	712.3	54
PBIDT Margin	%	26.7%	30.7%	--	36.6%	30.9%	--
PBIT	Rs. Crs.	168.6	179.1	(6)	1,012.0	638.4	59
Capital Employed	Rs. Crs.	1,682	1,211	39	1,682	1,211	39
ROAvCE (PBIT Basis)	%	46.6%	64.8%	--	70.0%	57.8%	--

Chemical : Summary

		Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Capacity	TPA	258,000	258,000	--	258,000	258,000	--
Production	MT	46,491	47,076	(1)	188,537	136,685	38
Sales Volumes	MT	44,872	47,709	(6)	187,356	137,677	36
Net Revenue	Rs. Crs.	100.4	93.6	7	414.7	319.0	30
Avg. Realisation	Rs./MT	19,042	17,718	7	18,963	19,444	(2)
PBIDT	Rs. Crs.	24.5	34.2	(28)	138.1	80.6	71
PBIDT Margin	%	24.4%	36.5%	--	33.3%	25.3%	--
PBIT	Rs. Crs.	18.4	28.3	(35)	114.0	60.0	90
Capital Employed	Rs. Crs.	332	304	9	332	304	9
ROAvCE (PBIT Basis)	%	23.1%	44.0%	--	35.8%	23.3%	--

Cement : Summary

		Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Grey Cement							
Capacity	Mn. TPA	16.75	13.12	28	16.75	13.12	28
Production	Mn. MT	4.20	3.88	8	15.36	14.42	7
Sales Volumes *	Mn. MT	4.27	3.92	9	15.54	14.52	7
Avg. Realisation	Rs./MT	3,267	2,979	10	3,192	2,867	11
RMC							
Sales Volumes	Lac Cu. Mtr.	5.9	3.6	62	19.5	14.3	36
Avg. Realisation	Rs./MT	2,824	2,589	9	2,731	2,465	11
White Cement							
Capacity	TPA	475,000	475,000	--	475,000	475,000	--
Production	MT	120,433	97,116	24	407,882	364,649	12
Sales Volumes	MT	114,845	102,200	12	396,295	367,167	8
Avg. Realisation	Rs./MT	7,160	6,518	10	6,902	6,458	7
Net Revenue *	Rs. Crs.	1,675.4	1,364.7	23	5,890.4	4,889.2	20
PBIDT	Rs. Crs.	483.3	470.2	3	1,876.3	1,623.0	16
PBIDT Margin	%	28.8%	34.5%	--	31.9%	33.2%	--
PBIT	Rs. Crs.	427.2	423.9	1	1,677.6	1,448.2	16
Capital Employed	Rs. Crs.	5,459	3,077	77	5,459	3,077	77
ROAvCE (PBIT basis)	%	40.0%	65.8%	--	39.3%	56.2%	--
*Adjusted for traded sales volumes	Mn. MT	0.01	0.27	--	0.08	0.77	--



Sponge Iron : Summary

		Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Capacity	TPA	900,000	900,000	--	900,000	900,000	--
Production	MT	134,490	167,680	(20)	562,000	525,183	7
Sales Volumes	MT	140,317	171,942	(18)	557,187	571,127	(2)
Net Revenue	Rs. Crs.	275.2	241.1	14	950.1	755.8	26
Avg. Realisation	Rs./MT	17,869	13,518	32	15,759	12,679	24
PBIDT	Rs. Crs.	45.8	37.0	24	159.9	85.1	88
PBIDT Margin	%	16.7%	15.4%	--	16.8%	11.3%	--
PBIT	Rs. Crs.	37.6	28.3	33	125.6	50.4	149
Capital Employed	Rs. Crs.	459	552	(17)	459	552	(17)
ROAvCE (PBIT Basis)	%	29.8%	20.9%	--	24.8%	9.3%	--



UltraTech: Consolidated Financial Performance

(Rs. Crores)

	Q4 FY08	Q4 FY07	% Chg.	FY08	FY07	% Chg.
Cement Production (Mn. MT)	4.22	4.17	1	15.07	14.63	3
Sales Volume(Mn. MT):						
Cement-Domestic*	4.03	3.86	4	14.25	13.35	7
Cement-Exports	0.21	0.33	(37)	0.90	1.27	(30)
Clinker	0.58	0.61	(6)	2.09	2.50	(16)
Total Volumes	4.82	4.81	--	17.24	17.12	1
Realisation(Rs./MT):						
Cement-Domestic	3,337	3,013	11	3,266	2,933	11
Cement-Exports	3,688	2,897	27	3,322	2,871	16
Clinker	2,064	1,664	24	1,901	1,630	17
Net Turnover *	1,625.3	1,396.5	16	5,610.7	4,780.9	17
Other Income	28.2	20.2	39	99.8	59.2	69
PBIDT	519.7	431.1	21	1,830.6	1,490.8	23
PBIDT Margin %	31.4%	30.4%	--	32.1%	30.8%	--
Interest	19.3	20.3	(5)	75.7	86.8	(13)
Depreciation	65.6	61.0	8	239.6	228.7	5
PBT	434.8	349.9	24	1,515.3	1,175.3	29
Total Tax	149.8	117.5	27	503.8	388.7	30
PAT after Minority Share	284.5	232.1	23	1,010.1	784.9	29
Earning Per Share, Diluted (Rs.)	22.85	18.64	23	81.11	63.05	29
<i>* Adjusted for traded sales volumes</i>	--	0.25	--	0.04	0.56	--



GRASIM, THE ADITYA BIRLA GROUP's FLAGSHIP COMPANY
PERFORMANCE FOR Q4FY 2008

Consolidated Net Profit (before Extraordinary gain)	Rs.644 Crs.	Up 15%
Consolidated Net Revenue	Rs.4,715 Crs.	Up 15%

Consolidated Financial Performance:

	Rs. Crores					
	Q4 FY08	Q4 FY07	% Change	FY08	FY07	% Change
Net Revenue	4,715	4,090	15%	17,037	14,142	20%
Profit before Taxes (before Extraordinary gains & Minority Share)	1,118	1,009	11%	4,575	3,451	33%
Profit after Taxes (before Extraordinary gains & Minority Share)	755	673	12%	3,111	2,359	32%
Profit after Taxes and Extraordinary gains	992	673	47%	3,348	2,359	42%
Less: Minority Share	111	115		457	392	
Net Profit	881	558	58%	2,891	1,967	47%
EPS (Rs.)						
Before Extraordinary gains	70	61	15%	290	215	35%
Including Extraordinary gains	96	61	57%	315	215	47%

Grasim Industries Limited has performed well during the quarter ended 31st March 2008. Revenues increased by 15% from Rs.4,090 crores to Rs.4,715 crores. Net Profit (before Extraordinary gain) was higher by 15% at Rs.644 crores (Rs.558 crores).

The FY 2008 results have been impressive. Revenues crossed US\$ 4 billion mark, at Rs.17,037 crores (Rs.14,142 crores), a rise of 20%. Net Profit (before Extraordinary gains) rose appreciably by 35% at Rs.2,655 crores (Rs.1,967 crores).

Dividend

The Board of Directors of Grasim has recommended a dividend of 300% (last year: 275%). The total outflow on account of dividend, including Corporate Tax on Dividend, would be Rs.316 crores, vis-à-vis Rs.287 crores for FY07, an increase of 10%.

Highlights of Grasim's operations:

		Q4FY08	Q4FY07	% Change	FY 2008	FY 2007	% Change
Production -							
Viscose Staple Fibre	M.T.	70,828	67,772	5%	279,901	246,833	13%
Cement	Mn. M.T.	4.20	3.88	8%	15.36	14.42	7%
White Cement	M.T.	120,433	97,116	24%	407,882	364,649	12%
Sponge Iron	M.T.	134,490	167,680	-20%	562,000	525,183	7%
Caustic Soda	M.T.	46,491	47,076	-1%	188,537	136,685	38%
Sales Volumes -							
Viscose Staple Fibre	M.T.	61,650	68,588	-10%	269,781	250,725	8%
Cement	Mn. M.T.	4.27	3.92	9%	15.54	14.52	7%
White Cement	M.T.	114,845	102,200	12%	396,295	367,167	8%
Sponge Iron	M.T.	140,317	171,942	-18%	557,187	571,127	-2%
Caustic Soda	M.T.	44,872	47,709	-6%	187,356	137,677	36%

Viscose Staple Fibre (VSF) Business

Macro economic factors impacted the VSF business during the quarter. The deceleration in demand was primarily due to the slowdown of textile demand in USA and liquidation of inventory in the value chain. Additionally, the anti-dumping investigation by Turkey on import of VSF based yarn and the substitution effect on account of high VSF prices contributed to the subdued performance.

The performance of VSF business for the financial year as a whole was however, impressive. Production increased by 13% at 279,901 tons. Sales volumes were higher by 8% at 269,781 tons.

During the quarter under review, the Company expanded its VSF capacity at Kharach (Gujarat) by 63,875 tons. The Company's VSF capacity thus stands increased at 333,975 tons. To meet the growing demand, the Company plans to increase its capacity at Harihar (Karnataka) by 31,000 tons at an outlay of Rs.335 crores, which is expected to be operational in Q3FY10. Also, an 88,000 TPA greenfield project is being pursued at Vilayat (Gujarat). The conversion of the AV Nackawic plant from paper grade pulp to rayon grade pulp is expected to be completed in Q2FY09.

Margins in VSF business are expected to remain depressed in the short to medium term due to rising prices of sulphur and pulp, coupled with softening of VSF prices.

Chemical Plant

The Chemical business posted a moderate performance during the quarter. Production was marginally lower at 46,491 tons. Sales volumes were lower by 6% at 44,872 tons on account of inventory buildup for planned partial shutdown.

For the year under review, the performance has improved. Production, which was affected in the corresponding year due to breakdown of a captive power plant, grew by 38% at 188,537 tons. Sales volumes too rose by 36% at 187,356 tons. Its performance would have been better but for the cost pressure on key inputs and fall in realisation.

Cement Business

The Cement business has recorded good performance during the quarter. Higher capacity utilisation resulted in production increasing by 8% at 4.20 million tons. Sales volumes were up by 9% at 4.27 million tons.

The performance for the year was equally encouraging. Both Production and Sales volumes grew by 7% at 15.36 million tons and 15.54 million tons respectively. However, the sharp increase in fuel cost led to lower operating margins. The Company continued its efforts to achieve over hundred percent capacity utilisation to meet the growing demand. Sequentially, the realisation remained flat despite increase in cost, leading to lower operating margins.

RMC (Ready Mix Concrete) volumes expanded by 62% in Q4FY08 and by 36% in FY08, buoyed by the rapid expansion in RMC network.

Cement Subsidiaries

UltraTech Cement Limited (UltraTech), a subsidiary of Grasim, performed well. Domestic Cement sales during the year were higher at 14.25 million tons, an increase of 7%. However, exports of Cement and Clinker were down by 25% from 3.48 million tons to 2.61 million tons.

During the quarter under review, Grasim sold its entire holding of 75,816,681 equity shares representing 53.63% of the capital of Shree Digvijay Cement Company Limited (SDCCL) to Cimpor Inversiones S.A., Spain at Rs.42.50 per share.

Cement Capex plan

During the quarter under review, the Company commissioned its following plants:

- 3.3 million TPA clinkerisation plant at Shambhupura (Rajasthan);
- 1.3 million TPA grinding unit at Panipat (Haryana); and
- 23 MW captive thermal power plant at Jawad (M.P.).

UltraTech too commissioned its 3.3 million TPA clinkerisation plant at Tadpatri (A.P.) during the quarter. Debottlenecking at existing locations saw both Grasim and UltraTech increasing their respective capacities by 2.40 million tons and 1.20 million tons during the year.

The expansions at Shambhupura and Tadpatri will be operational in H1FY09, while the Kotputli (Rajasthan) plant of Grasim is expected to go on stream in Q3FY09. Upon completion, the Company's aggregate cement capacity (including that of UltraTech) will stand augmented at 48.7 million tons.

The significant increase in input costs will have an adverse impact on margins. Besides, the industry will experience a surplus of supply over demand on account of additional capacity of 118 million tons during the XIth Plan period which is expected to have an impact on domestic price in CY09. However, the strong momentum in demand would help in absorbing the increased supply in the long term.

Sponge Iron Business

Inadequate supply of natural gas coupled with the high prices of alternate fuels resulted in production being curtailed by 20% during the quarter at 134,490 tons. Sales volumes, as a result, declined by 18% at 140,317 tons. The surge in global scrap prices led to improved realisation. However, the gains on this account were offset by increase in prices of iron ore, naphtha and propane.

Production of Sponge Iron during the year increased by 7% at 562,000 tons. Sales volumes were lower by 2% at 557,187 tons.

The outlook for the business is expected to improve with increased availability of natural gas by Q2FY09.

Outlook

Going forward, VSF and Cement will continue to be the growth enablers. Shoring up of its leadership position in the VSF and Cement sectors, cost optimization, maximization of asset productivity and prudent financial management will continue to be the Company's hallmarks. The prospects for the Company continue to be positive.

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Grasim Industries Limited

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**AUDITED FINANCIAL RESULTS
FOR THE YEAR ENDED 31st MARCH 2008**

I. CONSOLIDATED RESULTS :

Rs in Crores

	Three Months Ended 31st March 2008	Three Months Ended 31st March 2007	Year Ended 31st March 2008 (Audited)	Year Ended 31st March 2007 (Audited)
Net Sales / Income from Operations	4,714.66	4,089.57	17,036.96	14,141.57
Other Income	117.36	78.12	399.23	245.61
Total Income	4,832.02	4,167.69	17,436.19	14,387.18
Expenditure :				
- Decrease / (Increase) in Stock	(41.76)	29.78	(174.28)	33.25
- Raw Material Consumed	1,066.07	845.34	3,703.95	2,825.64
- Purchases of Finished Goods	18.29	26.81	74.30	74.83
- Payment to & Provision for Employees	250.34	172.50	849.32	672.17
- Power & Fuel	858.32	703.86	2,907.37	2,472.39
- Freight , Handling & Other Expenses	593.17	546.29	2,089.74	1,880.26
- Depreciation	182.36	165.21	670.31	609.97
- Other Expenditure	773.07	603.46	2,563.75	2,138.65
Total Expenditure	3,699.86	3,093.25	12,684.46	10,707.16
Interest	60.26	65.75	222.09	228.58
Profit before Exceptional Items and Tax Expenses	1,071.90	1,008.69	4,529.64	3,451.44
Write back of provision for diminution in value of Investment/Loans	45.68		45.68	
Profit before Tax Expenses from Ordinary Activities	1,117.58	1,008.69	4,575.32	3,451.44
Provision for Current Tax	(477.26)	(336.99)	(1,472.76)	(1,097.14)
Provision for Deferred Tax	111.11	1.70	6.97	4.99
Net Profit after Tax from Ordinary Activities	751.43	673.40	3,109.53	2,359.29
Extra Ordinary Items:				
Profit on Sale of Shares of a Subsidiary Company (Note 4a)	236.68		236.68	
Net Profit after Tax & after Extra Ordinary Activities	988.11	673.40	3,346.21	2,359.29
Less : Minority Share	111.37	114.58	456.53	391.50
Add : Share in Profit / (Loss) of Associates	4.03	(0.40)	1.76	(0.40)
Net Profit (After Minority Share)	880.77	558.42	2,891.44	1,967.39
Paid up Equity Share Capital (Face Value Rs. 10 per share)	91.69	91.69	91.69	91.69
Reserves excluding Revaluation Reserve			9,013.03	6,460.42
Basic EPS for the period before Extra Ordinary Items (Rupees)	70.25	60.90	289.54	214.57
Diluted EPS for the period before Extra Ordinary Items (Rupees)	70.21	60.90	289.44	214.57
Basic EPS for the period after Extra Ordinary Items (Rupees)	96.06	60.90	315.35	214.57
Diluted EPS for the period after Extra Ordinary Items (Rupees)	96.01	60.90	315.25	214.57

II. STANDALONE RESULTS :

Rs. in Crores

	Three Months ended 31st March 2008	Three Months ended 31st March 2007	Year ended 31st March 2008 (Audited)	Year ended 31st March 2007 (Audited)
Net Sales / Income from Operations	2,742.35	2,474.60	10,278.09	8,643.81
Other Income	118.74	77.58	314.80	209.66
Total Income	2,861.09	2,552.18	10,592.89	8,853.47
Expenditure :				
- Decrease / (Increase) in Stock	(72.64)	11.21	(130.22)	16.62
- Raw Material Consumed	826.34	642.47	2,828.93	2,219.14
- Purchases of Finished Goods	17.97	107.72	97.40	321.16
- Payment to & Provision for Employees	159.77	111.72	550.07	458.51
- Power & Fuel	435.03	339.68	1,476.51	1,196.14
- Freight , Handling & Other Expenses	291.38	260.71	1,049.38	919.40
- Depreciation	94.24	87.56	353.27	317.91
- Other Expenditure	422.18	306.86	1,296.33	1,103.49
Total Expenditure	2,174.27	1,867.93	7,521.67	6,552.37
Interest	27.16	36.63	107.00	111.84
Profit before Exceptional Items and Tax Expenses	659.66	647.62	2,964.22	2,189.26
Write back of provision for diminution in value of Investment/Loans	45.68	37.10	45.68	37.10
Profit before Tax Expenses from Ordinary Activities	705.34	684.72	3,009.90	2,226.36
Provision for Current Tax	(287.73)	(215.26)	(952.71)	(692.38)
Provision for Deferred Tax	69.49	5.03	(9.62)	1.83
Net Profit after Tax from Ordinary Activities	487.10	474.49	2,047.57	1,535.81
Extra Ordinary Items:				
Profit on transfer of Textile units at Bhiwani	-	-	4.76	
Profit on Sale of Shares of a Subsidiary Company (Note 4a)	180.27		180.27	
Net Profit & Loss for the period	667.37	474.49	2,232.60	1,535.81
Paid up Equity Share Capital (Face Value Rs. 10 per share)	91.69	91.69	91.69	91.69
Reserves excluding Revaluation Reserve			8,040.52	6,134.46
Basic EPS for the period before Extra Ordinary Items (Rupees)	53.12	51.75	223.31	167.50
Diluted EPS for the period before Extra Ordinary Items (Rupees)	53.09	51.75	223.24	167.50
Basic EPS for the period after Extra Ordinary Items (Rupees)	72.79	51.75	243.49	167.50
Diluted EPS for the period after Extra Ordinary Items (Rupees)	72.74	51.75	243.42	167.50
Total Public Shareholding*				
- Number of Shares (000's)			57,996	58,509
- Percentage of Shareholding			63.23%	63.82%

*Total public shareholding as defined under Clause 40 A of the listing agreement(excludes shares held by Promoters and Global Depository Receipt holders)

III. SEGMENT REPORTING - CONSOLIDATED

					Rs. in Crores			
					Three Months	Three Months	Year	Year
					Ended 31st	Ended 31st	Ended 31st	Ended 31st
					March 2008	March 2007	March 2008	March 2007
							(Audited)	(Audited)
1. SEGMENT REVENUE								
a	Fibre & Pulp				833.56	782.93	3,443.89	2,706.49
b	Cement				3,358.31	2,851.18	11,712.58	9,939.64
c	Sponge Iron				275.17	241.08	950.09	755.79
d	Chemicals				100.38	93.57	414.73	319.00
e	Textiles				69.16	71.87	287.51	270.96
f	Others				127.99	95.50	436.07	326.93
	TOTAL				4,764.57	4,136.13	17,244.87	14,318.81
	(Less) : Inter Segment Revenue				(49.91)	(46.56)	(207.91)	(177.24)
	Net Sales / Income from Operations				4,714.66	4,089.57	17,036.96	14,141.57
2. SEGMENT RESULTS								
a	Fibre & Pulp				172.55	184.61	1,011.53	671.74
b	Cement				885.22	811.47	3,304.05	2,767.03
c	Sponge Iron				37.60	28.28	125.55	50.39
d	Chemicals				18.41	28.32	114.01	60.05
e	Textiles				(0.71)	(1.50)	(2.88)	(4.63)
f	Others				30.25	24.29	103.79	62.52
	TOTAL				1,143.32	1,075.47	4,656.05	3,607.10
	Add / (Less) :							
	Interest				(60.26)	(65.75)	(222.09)	(228.58)
	Net Unallocable Income / (Expenditure)				(11.16)	(1.03)	95.68	72.92
	Write back of provision for diminution in value of Investment/Loans				45.68	-	45.68	-
	Profit before Extra Ordinary Items and Tax Expenses				1,117.58	1,008.69	4,575.32	3,451.44
3. CAPITAL EMPLOYED								
a	Fibre & Pulp						2,108.11	1,428.47
b	Cement						12,462.75	8,913.85
c	Sponge Iron						458.84	552.21
d	Chemicals						332.14	304.49
e	Textiles						172.81	126.17
f	Others						674.06	439.12
	TOTAL						16,208.71	11,764.31
g	Unallocated Corporate Capital Employed						945.71	1,682.37
	TOTAL CAPITAL EMPLOYED						17,154.42	13,446.68

IV. SEGMENT REPORTING - STANDALONE

					Rs. in Crores			
					Three Months	Three Months	Year	Year
					Ended 31st	Ended 31st	Ended 31st	Ended 31st
					March 2008	March 2007	March 2008	March 2007
							(Audited)	(Audited)
1. SEGMENT REVENUE								
a	Fibre & Pulp				714.92	652.12	2,998.54	2,308.87
b	Cement				1,678.09	1,462.52	5,924.80	5,154.89
c	Sponge Iron				275.17	241.08	950.09	755.79
d	Chemicals				100.38	93.57	414.73	319.00
e	Textiles				14.04	71.87	173.22	270.96
	TOTAL				2,782.60	2,521.16	10,461.38	8,809.51
	(Less) : Inter Segment Revenue				(40.25)	(46.56)	(183.29)	(165.70)
	Net Sales / Income from Operations				2,742.35	2,474.60	10,278.09	8,643.81
2. SEGMENT RESULTS								
a	Fibre & Pulp				168.62	179.09	1,012.02	638.42
b	Cement				427.24	423.94	1,677.64	1,448.21
c	Sponge Iron				37.60	28.28	125.55	50.39
d	Chemicals				18.41	28.32	114.01	60.05
e	Textiles				1.02	(1.50)	(0.72)	(4.63)
	TOTAL				652.89	658.13	2,928.50	2,192.44
	Add / (Less) :							
	Interest				(27.16)	(36.63)	(107.00)	(111.84)
	Net Unallocable Income / (Expenditure)				33.93	26.12	142.72	108.66
	Write back of provision for diminution in value of Investment/Loans				45.68	37.10	45.68	37.10
	Profit before Extra Ordinary Items and Tax Expenses				705.34	684.72	3,009.90	2,226.36
3. CAPITAL EMPLOYED								
a	Fibre & Pulp						1,681.93	1,210.72
b	Cement						5,459.27	3,076.68
c	Sponge Iron						458.84	552.21
d	Chemicals						332.14	304.49
e	Textiles						23.16	126.17
	TOTAL						7,955.34	5,270.27
g	Unallocated Corporate Capital Employed						3,994.11	4,493.88
	TOTAL CAPITAL EMPLOYED						11,949.45	9,764.15

V. NOTES

- 1 Consolidated Results have been prepared in accordance with Accounting Standard on Consolidated Financial Statements (AS-21), Accounting Standard on Accounting for Investments in Associates (AS-23) and Accounting Standard on Financial Reporting of Interest in Joint Ventures (AS-27) issued by the Institute of Chartered Accountants of India (ICAI).
- 2 Segments have been identified in line with the Accounting Standard on Segment Reporting (AS-17), taking into account the organisational structure as well as differential risks and return of these segments. Details of products included in each of the above segments are as under:

Fibre & Pulp	- Viscose Staple Fibre & Wood Pulp
Cement	- Grey & White Cement
Sponge Iron	- Sponge Iron
Chemicals	- Caustic Soda & Allied Chemicals
Textiles	- Fabric & Yarn
Others	- Mainly Telecom (in consolidated results)
- 3 No investor complaint was pending at the beginning of the quarter. During the quarter, two complaints were received, which have been attended by the Company and no complaints were pending at the end of the quarter.
- 4 a During the quarter the company has sold its total holding of 75816681 equity shares representing 53.63% of issued equity share capital of Shree Digvijay Cement Company Ltd.(SDCCL), a subsidiary company, at a price of Rs.42.50 per share to CIMPOR Inversiones S.A.. Accordingly, SDCCL has ceased to be a subsidiary of the Company w.e.f. 25th March, 2008. During 3 months / year ended 31st March, 2008 the company has accounted for profit on account of this transaction.
- 4 b Consolidated financial results for 3 months/ year ended 31st March, 2008 include the financial results of SDCCL for the period upto 24th March, 2008.
- 5 a The standalone financial results of the company for 3 months ended 31st March, 2008 do not include the financial results of the erstwhile Textile Units at Bhiwani, as the same have been transferred to Grasim Bhiwani Textiles Ltd. (GBTL), a subsidiary of the Company, w.e.f. 1st October, 2007. The impact of the same is not material on the Company's standalone financial results for 3 months/year ended 31st March, 2008.
- 5 b The consolidated financial results of the Company for 3 months / year ended 31st March, 2008 include financial results of GBTL for 3 months and 6 months ended 31st March 2008 respectively
- 6 The Company has implemented Accounting Standard 15 (Revised) on "Employee Benefits" issued by the Institute of Chartered Accountants of India, which became mandatory for accounting periods commencing on or after 7th December, 2006. The incremental liabilities (net of taxes) of Rs. 9.76 Crs at the beginning of the year, has been adjusted against opening balance of General Reserve as per transitional provisions of the Accounting Standard 15 (Revised).
- 7 During the quarter ESOS Compensation committee of Board of Directors of the company has approved grant of 20390 ESOS (Second Tranche) to the officers of the Company as per the Employees Stock Option Scheme (ESOS), 2006.
- 8 The Board of Directors has recommended a dividend of Rs. 30 per share aggregating to Rs. 316.44 Crs. (including dividend tax)
- 9 Previous period's figures have been regrouped / rearranged wherever necessary to conform to the current period's classification.
- 10 The above results have been reviewed by the Audit Committee of the Board and approved by the Board of Directors at the meeting held on 29th April, 2008.

For and on behalf of Board of Directors

Place : Mumbai
Date : 29th April, 2008

D. D. Rathi
Whole-time Director

GRASIM INDUSTRIES LIMITED

Regd. Office: Birlagram, Nagda 456 331 (M.P.)

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