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Healthy 4Q; expansion on track

Healthy 4Q despite year-end drag in VSF biz

Grasim's consolidated profit for 4Q FY07 totaled ~Rs5.6bn, up 62% YoY & flat QoQ. Standalone rec. profit stood at Rs4.4bn, up 81% YoY & 6% QoQ. Headline profit was below our expectations due to lower VSF profits. At its analyst meet post results, management hinted that year-end adjustments dragged VSF margins in 4Q FY07. Our Neutral rating on the stock reflects inexpensive valuations vs other cement majors & continued strong profit outlook for the non-cement biz.

Earnings raised for FY08E; YoY decline in FY09E

We have raised our FY08E profit forecast by 14% factoring higher cement prices on full pass thru of the excise duty hike. We have also lifted our profit estimates for sponge iron & chemicals businesses due to better-than-expected price & volume trends in recent months. However, in FY09E we expect Grasim's earnings to drop 10% YoY led by likely fall in cement prices across the industry.

4Q highlights - cement dominates profit growth

In 4Q07, Grasim's consolidated EBITDA grew 71% YoY & 5% QoQ. Cement was the dominant profit driver; cement EBITDA grew 83% YoY & 10% QoQ. Sponge iron profits also improved with a turnaround on a YoY basis & 48% QoQ recovery. EBITDA in the VSF & chemicals biz grew 28% YoY but fell 3% QoQ due to yearend cost provisioning. In Apr '07 Grasim raised VSF prices again by 1%.

Co reaffirms that cement expansion program is on track

In its press release along with 4Q FY07 results Grasim reaffirmed that its large capacity expansion program is on track. The group expects to commission its 2x 4mn tpa brownfield expansions in end-FY08 & the 4mn tpa greenfield expansion in 1Q FY09. The Co will also expand its VSF capacity.

Estimates (Mar)

(Rs)	2006A	2007A	2008E	2009E	2010E
Net Income (Adjusted - mn)	10,365	19,675	22,749	20,517	22,077
EPS	113.04	214.58	248.11	223.77	240.77
EPS Change (YoY)	6.8%	89.8%	15.6%	-9.8%	7.6%
Dividend / Share	20.00	27.50	32.38	30.22	34.43
Free Cash Flow / Share	116.84	(4.14)	(109.72)	255.18	314.03
GDR EPS (US\$)	2.56	4.74	6.03	5.43	5.85
GDR Dividend / Share (US\$)	0.486	0.668	0.786	0.734	0.836

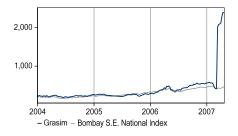
Valuation (Mar)

	2006A	2007A	2008E	2009E	2010E
P/E	21.60x	11.38x	9.84x	10.91x	10.14x
Dividend Yield	0.819%	1.13%	1.33%	1.24%	1.41%
EV / EBITDA*	13.75x	7.07x	6.10x	6.59x	6.21x
Free Cash Flow Yield*	4.79%	-0.170%	-4.49%	10.45%	12.86%

^{*} For full definitions of *iQmethod* sm measures, see page 5.

Stock Data

Price (Common / GDR)	Rs2,442 / US\$58.40
Investment Opinion	C-2-7 / C-2-7
Volatility Risk	HIGH / HIGH
52-Week Range	Rs1,462-Rs2,908
Market Value (mn)	US\$5,473
Shares Outstanding (mn)	91.7 / 91.7
Average Daily Volume	55,738
ML Symbol / Exchange	GRSJF / BSE
ML Symbol / Exchange	GRSJY / LUX
Bloomberg / Reuters	GRASIM IN / GRAS.BO
ROE (2008E)	39.9%
Net Dbt to Eqty (Mar-2007A)	51.2%
Est. 5-Yr EPS / DPS Growth	15.0% / 10.0%
Free Float	75.1%



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iQprofile[™] Grasim Industries

Key Income Statement Data (Mar)	2006A	2007A	2008E	2009E	2010E
(Rs Millions)					
Sales	101,919	141,673	154,610	163,268	188,152
Gross Profit	15,150	34,345	40,205	34,552	35,964
Sell General & Admin Expense	NA	NA	NA	NA	NA
Operating Profit	15,150	34,345	40,205	34,552	35,964
Net Interest & Other Income	401	170	623	1,133	852
Associates	0	0	0	0	0
Pretax Income	15,552	34,515	40,827	35,685	36,816
Tax (expense) / Benefit	(4,027)	(10,921)	(13,551)	(11,694)	(12,003)
Net Income (Adjusted)	10,365	19,675	22,749	20,517	22,077
Average Fully Diluted Shares Outstanding	92	92	92	92	92
Key Cash Flow Statement Data					
Net Income (Reported)	10,365	19,675	22,749	20,517	22,077
Depreciation & Amortization	5,631	6,100	6,656	8,819	10,051
Change in Working Capital	949	(5,727)	(1,884)	(296)	(740)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	842	3,752	4,392	2,780	1,672
Cash Flow from Operations	17,787	23,800	31,913	31,820	33,059
Capital Expenditure	(7,074)	(24,180)	(41,973)	(8,423)	(4,266)
(Acquisition) / Disposal of Investments	(1,868)	0	0	0	(
Other Cash Inflow / (Outflow)	538	(771)	0	0	(
Cash Flow from Investing	(8,404)	(24,951)	(41,973)	(8,423)	(4,266)
Shares Issue / (Repurchase)	0	0	0	0	(
Cost of Dividends Paid	(2,168)	(2,981)	(3,510)	(3,275)	(3,732)
Cash Flow from Financing	(4,694)	12,010	18,504	(485)	(6,350)
Free Cash Flow	10,713	(380)	(10,060)	23,398	28,794
Net Debt	24,757	28,888	42,458	22,336	(2,726)
Change in Net Debt	(7,216)	4,131	13,570	(20,122)	(25,062)
Key Balance Sheet Data					
Property, Plant & Equipment	64,156	82,236	117,553	117,157	111,372
Other Non-Current Assets	0	0	0	0	10.000
Trade Receivables	5,908	9,494	10,897	11,540	12,888
Cash & Equivalents	12,076	22,935	31,380	54,292	76,736
Other Current Assets	21,722	27,127	30,278	31,428	33,255
Total Assets	103,861	141,793	190,108	214,418	234,252
Long-Term Debt	33,309	46,750	72,041	71,358	72,212
Other Non-Current Liabilities Short-Term Debt	11,583 3,524	10,645 5,074	9,675 1,797	9,264 5,270	9,22 ⁴ 1,799
Other Current Liabilities	19,663	22,927	26,432	28,182	31,135
Total Liabilities	68,078	85,396	109,945	114,074	114,370
Total Equity	35,784	56,397	80,163	100,880	121,961
Total Equity & Liabilities	103,862	141,793	190,108	214,954	236.331
<i>iQmethod</i> [™] - Bus Performance*	100,002	111,770	170,100	211,701	200,001
	12.00/	22.10/	10.00/	12.20/	12.50/
Return On Capital Employed	13.9%	23.1%	19.0%	13.3%	12.5%
Return On Equity	39.9% 14.0%	50.5%	39.9%	27.3%	23.7% 19.1%
Operating Margin EBITDA Margin	14.9% 20.4%	24.2% 28.5%	26.0% 30.3%	21.2% 26.6%	24.5%
9	ZU.4/0	20.070	JU.J /0	20.070	24.570
iQmethod SM - Quality of Earnings*	4.7	4.0		4.7	4 -
Cash Realization Ratio	1.7x	1.2x	1.4x	1.6x	1.5
Asset Replacement Ratio	1.3x	4.0x	6.3x	1.0x	0.4
Tax Rate (Reported)	25.9%	31.6%	33.2%	32.8%	32.6%
Net Debt-to-Equity Ratio Interest Cover	69.2%	51.2%	53.0%	22.1%	-2.2%
	7.1x	15.0x	17.9x	8.4x	5.5)
Key Metrics					

^{*} For full definitions of *iQmethod* SM measures, see page 5.

Company Description

Grasim Industries is the flagship company of the AV Birla Group. Its key businesses include VSF, cement, and sponge iron. Together with its 51% subsidiary (UltraTech), Grasim is one of the top 2 cement producers in India (by size), with a total capacity of 31mn tpa.

Stock Data

Shares / GDR	1.00
Price to Book Value	3.4x

Table 1: Consolidated 4Q FY07 results

	4Q	3Q	4Q	YoY	QoQ
Yr to March (Rs mn)	FY06	FY07	FY07	chng	chng
Turnover	29262	36882	41071	40%	11%
Operating costs	22678	25732	29455	30%	14%
EBITDA	6584	11150	11616	76%	4%
EBITDA Margin	22.5%	30.2%	28.3%		
Depreciation	1481	1546	1652	12%	7%
Operating profit	5103	9604	9964	95%	4%
Recurring other income	673	647	782	16%	21%
EBIT	5776	10251	10745	86%	5%
Interest	498	516	658	32%	28%
Profit before tax	5278	9735	10087	91%	4%
Taxes	1183	3078	3352	183%	9%
Rec. net profit before minorities	4095	6657	6735	64%	1%
Minority interests & associate income	648.6	1103	1150	77%	4%
Recurring net profit	3447	5554	5585	62%	1%
Net Margin	11.8%	15.1%	13.6%		
Extra-ordinary Inc/(exp)	41	0	0		
Reported net profit	3488	5554	5585	60%	1%

Source: Company, ML

Table 2: Standalone 4Q FY07 results

Yr to March (Rs mn)	4Q FY06	3Q FY07	4Q FY07	% YoY Chng	% QoQ Chng
Turnover	18151	22794	24938	37%	9%
Operating costs	14086	16133	17995	28%	12%
EBITDA	4065	6661	6942	71%	4%
EBITDA Margin	22.4%	29.2%	27.8%		
Depreciation	759	807	876	15%	9%
Operating profit	3306	5854	6067	84%	4%
Recurring 'other' income	405	444	776	92%	75%
EBIT	3711	6298	6843	84%	9%
Interest	236	240	366	55%	53%
Profit before tax	3475	6058	6476	86%	7%
Taxes	1059	1942	2102	98%	8%
Recurring net profit	2416	4116	4374	81%	6%
Net Margin	13.3%	18.1%	17.5%		
Extra-ordinary Inc/(exp)	211	0	371		
Reported net profit	2627	4116	4745	79%	14%

Source: Company, ML

Table 3: Pro forma divisional trends in 4Q FY07

Revenues (Rs mn)	4Q FY06	3QFY07	4Q FY07	YoY chng	QoQ chng
VSF & chemicals	6,026	8,137	8,862	47%	9%
Cement	21,212	25,829	28,718	35%	11%
Sponge iron	1,110	1,952	2,398	116%	23%
Other	914	964	1,093	20%	13%
Total revenues	29,262	36,882	41,071	40%	11%
EBITDA* (Rs mn)	4Q FY06	3QFY07	4Q FY07	YoY chng	QoQ chng
VSF & chemicals	1,828	2,426	2,347	28%	-3%
Cement	4,902	8,172	8,982	83%	10%
Sponge iron	(38)	250	370	na	48%
Other	565	949	698	24%	-26%
Total EBITDA*	7,257	11,797	12,397	71%	5%

 $^{^{\}star} \ \text{Other income is included in divisional \& overall EBITDA data provided by the company; Source: Company, ML}$

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iQmethod[™] Measures Definitions

Business Performance Numerator Denominator

Return On Capital Employed NOPAT = (EBIT + Interest Income) * (1 - Tax Rate) + Goodwill Total Assets - Current Liabilities + ST Debt + Accumulated Goodwill

Amortization Amortization Shareholder

Return On Equity Net Income Shareholders' Equity
Operating Margin Operating Profit Sales

Earnings Growth Expected 5-Year CAGR From Latest Actual N/A
Free Cash Flow Cash Flow From Operations – Total Capex N/A

Quality of Earnings

 Cash Realization Ratio
 Cash Flow From Operations
 Net Income

 Asset Replacement Ratio
 Capex
 Depreciation

 Tax Rate
 Tax Charge
 Pre-Tax Income

 Net Debt-To-Equity Ratio
 Net Debt = Total Debt, Less Cash & Equivalents
 Total Equity

Interest Cover EBIT

Valuation Toolkit

Price / Earnings RatioCurrent Share PriceDiluted Earnings Per Share (Basis As Specified)Price / Book ValueCurrent Share PriceShareholders' Equity / Current Basic Shares

Dividend Yield Annualised Declared Cash Dividend Current Share Price

Free Cash Flow Yield Cash Flow From Operations – Total Capex Market Cap. = Current Share Price * Current Basic Shares

Enterprise Value / Sales EV = Current Share Price * Current Shares + Minority Equity + Net Debt + Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

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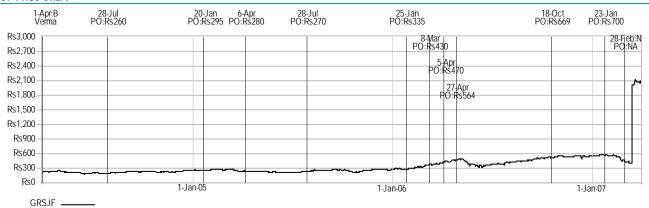
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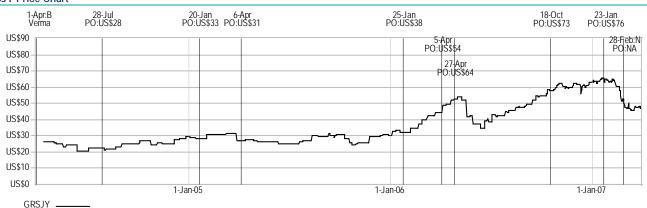
GRSJF Price Chart



B: Buy, N: Neutral, S: Sell, PO: Price objective, NA: No longer valid

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GRSJY Price Chart



B: Buy, N: Neutral, S: Sell, PO: Price objective, NA: No longer valid

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Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	46	58.97%	Buy	7	17.95%
Neutral	28	35.90%	Neutral	7	31.82%
Sell	4	5.13%	Sell	1	33.33%
Investment Rating Distribution: G	lobal Group (as of 31 I	Mar 2007)			
Coverage Universe	Count	Percent	Inv. Banking Relationships*	Count	Percent
Buy	1562	45.16%	Buy	415	30.09%
Neutral	1615	46.69%	Neutral	446	30.65%
Sell	282	8 15%	Sell	49	19 76%

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