Grasim Industries Ltd: Paints CEO Exit not a Cause for Worry

Choice

Sector View: Positive

November 07, 2025 | CMP: INR 2,730 | Target Price: INR 3,420

Expected Share Price Return: 25.3% I Dividend Yield: 0.4% I Expected Total Return: 25.7%

Change in Estimates	~
Target Price Change	×
Recommendation	×
Company Info	
BB Code	GRASIM IN EQUITY
Face Value (INR)	2.0
52 W High/Low (INR)	2,978/2,276
Mkt Cap (Bn)	INR 1,828.2/ \$20.6
Shares o/s (Mn)	680.6
3M Avg. Daily Volume	5,72,439
Change in Estimates	

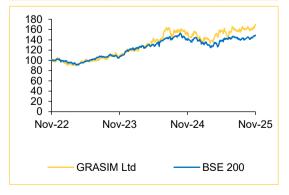
Change in Estimates								
		FY26E			FY27E			
INR Bn	New	Old	Dev. (%)	New	Old	Dev. (%)		
Revenue	381.3	377.6	1.0	419.9	417.7	0.5		
EBITDA	16.9	17.3	(2.1)	36.1	35.4	2.0		
EBITDAM %	4.4	4.6	(14) bps	8.6	8.5	12 bps		
PAT	8.0	8.2	(1.7)	23.7	23.9	(0.7)		
EPS	11.4	11.6	(1.7)	34.9	35.2	(0.7)		

Actual vs CIE Estimate						
Q2FY26A	CIE Est.	Dev.%				
96.1	94.5	1.6				
3.7	3.5	5.0				
3.8	3.7	12 bps				
8.0	7.9	0.8				
	Q2FY26A 96.1 3.7	Q2FY26A CIE Est. 96.1 94.5 3.7 3.5 3.8 3.7				

Key Financials					
INR Bn	FY24	FY25	FY26E	FY27E	FY28E
Revenue	258.5	315.6	381.3	419.9	460.9
YoY (%)	(3.7)	22.1	20.8	10.1	9.7
EBITDA	23.2	11.4	17.0	36.1	41.8
EBITDAM %	9.0	3.6	4.4	8.6	9.1
R PAT	9.5	2.1	8.0	23.7	29.6
EPS	14.4	3.2	11.4	34.9	35.9
ROE %	1.8	0.4	1.5	4.1	4.9
ROCE %	1.8	(0.8)	(0.4)	2.0	2.3
OCF/IC(x)	2.9	(0.0)	6.3	2.8	4.6
OCF/EBITDA	0.8	0.0	2.5	0.6	0.8

ittern (%)		
Sep-25	Jun-25	Mar-25
43.11	43.11	43.11
14.37	13.79	13.45
17.27	17.91	18.24
25.25	25.19	25.20
	Sep-25 43.11 14.37 17.27	Sep-25 Jun-25 43.11 43.11 14.37 13.79 17.27 17.91

Relative Performance (%)						
YTD	3Y	2Y	1Y			
BSE 200	49.2	39.7	6.9			
GRASIM Ltd.	68.3	56.7	14.1			



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Positive Outlook across the Businesses, Stock Price Correction due to Paints Business CEO Resignation is an Opportunity to Buy

We maintain our **BUY** rating on Grasim Industries (GRASIM) with a TP of INR 3.420 as:

1) Our valuation framework for GRASIM is as follows:

- a) **Businesses ex-Paints** under the parent entity (standalone), we value them on EV/EBITDA basis, that is Cellulosic Fibre (7x on FY27E EBITDA), Chemicals (7x on FY27E EBITDA), Others clusters Textiles, Insulators & Renewables (7x on FY27E EBITDA) and B2B E-Commerce (8x on FY27E EBITDA).
- b) Paints Business: As we get increasing evidence of the success of the Paints business (high single digit market share, 24% capacity share, on track to achieve INR 100 Bn in revenue in the first 3 years from full capacity coming onstream and strong positive feedback from channel checks). We value the Paints business on 2.5x FY27E EV/Sales, which translates to ~1.5x investment outlay of ~INR 120 Bn.
- c) Subsidiaries/Investments: We refresh the valuation of the subsidiary under our coverage, that is UTCEM, to reflect our post-Q2 changes, where we increased our fair value estimate to INR 3.8 Trn. We also mark the latest market valuation of other key investments Aditya Birla Capital (Subsidiary), Vodafone Idea, ABFRL and Hindalco. We employ a holdco. discount of 25%, which is reasonable, yet conservative.
- 2) We expect EBITDA for the standalone entity to grow by ~54.1% over FY25–FY28E to reflect increasing success in the paints business, higher volumes and spreads in the commodity businesses, and increasing adoption of the B2B E-Commerce platform.

We arrive at a 1-year forward **target price of INR 3,420** per share based on the framework discussed above. **Risks** to the stock price include: 1) A potential dent to the appetite in the equity capital markets due to factors external to GRASIM & group companies, 2) A potential slowdown in the domestic economy impacting demand across the board for Building Materials, Financial Services, Chemicals, and Textiles sectors.

Q2FY26 Results: Results in line with CIE estimate

GRASIM reported Q2FY26 **revenue and EBITDA** of INR 96,103 Mn (+26.1% YoY, +4.2% QoQ) and INR 3,662 Mn (+12.6% YoY, -4.8% QoQ) vs Choice Institutional Equities (CIE) estimate of INR 94,580Mn and INR 3,487 Mn, respectively. The company reported a PAT of INR 8,045 Mn in Q2 (vs CIE est. INR 7,983 Mn). EPS for Q2FY26 is INR 11.8.

Cellulosic Fibre revenue for the quarter came at INR 41,490 Mn, up 0.6% YoY and 2.6% QoQ. Total CSF sales volume (domestic + exports) declined 5% YoY, primarily due to **temporary logistics disruption** at Vilayat, which has since been resolved. EBITDA for the business came in at INR 3,500 Mn, down 29.1% YoY and up 8.7% QoQ. The YoY decline in EBITDA was due to higher key input price, which was partially passed on.

Chemicals Business revenue for the quarter came at INR 23,990 Mn, up 16.8% YoY and 0.3% QoQ, led by higher volume and improved realisation. EBITDA for the business came in at INR 3,650 Mn, up 33.7% YoY but down 13.5% QoQ, driven by higher profitability in the Caustic & Chlorine Derivates segment.

Building Materials consolidated revenue for the quarter came in at INR 222.5 Bn, up 28.1% YoY, with a major share from the Cement business. EBITDA for the business came in at INR 29.5 Bn, up 55.2% YoY.

Choice

Management Call - Highlights

Cellulosic Fibre

- Lyocell Fibre project (Harihar, Karnataka) first phase (55 KTPA) under progress; total planned capacity: 110 KTPA by mid-2027.
- High input prices of key raw materials led to a 29% decline in EBITDA for the Cellulosic Fibre segment to INR 3,500 Mn.
- China CSF inventory: higher YoY but improved sequentially to 15 days in Q2FY26.
- Logistics-related issues (Reliance) earlier impacted fibre sales, which is now resolved.

Chemicals

- Caustic soda sales volume grew 8% YoY; CFR SEA prices were stable YoY at USD 468/t.
- ECU realisation at INR 35,911/ton is up 10% YoY but flat QoQ due to negative chlorine prices amid oversupply.
- Specialty Chemicals margins was affected by high raw material costs and lower-priced imports.
- Management targets 40% renewable energy usage in the next 3 years (current: 24–25%).
- Management continues to focus on expanding renewable energy capacity and increasing recycled water usage.

FY28E revenue target of INR 100 Bn maintained; aims to be 2 in market share and profitability within 3 years of full-scale ops.

Management targets 40% renewable energy

usage in the next 3 years (current: 24–25%)

Birla Opus (Paints)

- FY28E revenue target of INR 100 Bn maintained; aims to be no.2 in market share and profitability within 3 years of full-scale ops.
- Became No.3 decorative paint brands with double-digit market share;
 24% industry capacity share (second largest).
- Organised paint industry grew in low single digits YoY in Q2FY26; excluding Birla Opus, the industry declined slightly.
- New **Kharagpur plant** to enhance logistics efficiency in East & Central India.
- 13 new products launched in Q2FY26 → total 190+ SKUs; 65% of revenue from premium & luxury categories.
- Products include Made-in-India wallpapers, aerosol, clear varnish, soft shine finishes and the "Artist" tools sub-brand.
- PaintCraft service expanded transparent pricing, EMI options and franchise rollout across 100+ towns.
- Network of 600,000+ painters and contractors established nationwide.
- CEO Rakshit Hargave resigned (effective Dec 6, 2025); Himanshu Kapania to oversee in the interim.

Birla Pivot (B2B E-Commerce)

- Maintains guidance to reach USD 1 Bn (INR 85 Bn) revenue by FY27E (may achieve earlier).
- · Strong growth momentum via new customer additions and repeat orders.
- 35 product categories, 40,000+ SKUs, sourced from 300+ leading brands.
- · Private label products are gaining traction among retailers.
- Website revamped improved UX, scalability and customer engagement.
- Retailers benefit from a low-inventory model owing to an efficient supply chain.

Exhibit 1: Results in line with CIE estimate

Result Snapshot (INR Mn)	Q2FY26	Q2FY25	YoY (%)	Q1FY26	QoQ (%)	CIE Est.	Dev. (%)
Revenues (INR Mn)	96,103	76,233	26.1	92,231	4.2	94,580	1.6
Material consumed	60,581	42,299	43.2	56,856	6.6		
Power & Fuel Cost	9,716	10,175	(4.5)	9,999	(2.8)		
Op. & Manufacturing Exp.	14,487	13,980	3.6	14,528	(0.3)		
Employee Cost	7,658	6,527	17.3	7,002	9.4		
EBITDA (INR Mn)	3,662	3,252	12.6	3,846	(4.8)	3,487	5.0
EBITDA Margin (%)	3.8	4.3	(46)bps	4.2	(36)bps	3.7	12 bps
Depreciation	5,017	4058	23.6	4,785	4.8		
EBIT (INR Mn)	(1,354)	-805	68.1	(939)	NA		
EBIT Margins (%)	(1.4)	-1.1	(35)bps	(1.0)	NA		
Interest Cost	2,031	1,615	25.8	2,061	(1.5)		
Other Income	14,194	12,936	9.7	1,437	887.8		
PBT	10,809	10,016	7.9	(1,563)	NA		
Tax	2,763	2,807	(1.6)	(382)	NA		
PAT (INR Mn)	8,045	7,209	11.6	(1,182)	NA	7,983	0.8
EPS	11.8	10.8	9.8	(1.7)	NA	11.9	(0.8)

Source: GRASIM, Choice Institutional Equities

Exhibit 2: Cellulosic Fibre and Chemicals Business Metrics:

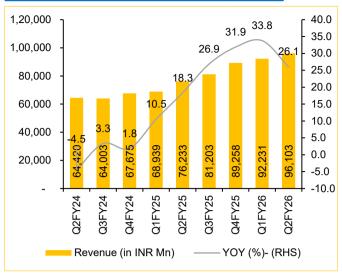
Particulars	FY23	FY24	FY25	FY26E	FY27E	FY28E
CSF & CFY Segment						
Sales Volume (KT)	756	851	886	877	842	837
Revenue (INR Mn)	1,51,490	1,49,496	1,58,972	1,63,566	1,60,080	1,54,636
Realisation (INR/KT)	200	176	179	186	190	185
Cost (INR Mn)	1,41,180	1,32,273	1,43,742	1,50,722	1,40,061	1,34,899
Cost (INR/KT)	187	155	162	172	166	161
EBITDA (INR Mn)	10,310	17,223	15,230	12,845	20,019	19,737
EBITDA (INR/KT)	14	20	17	15	24	24
Chemical Segment						
Sales Volume (KT)	1,228	1,291	1,261	1,282	1,277	1,277
Revenue (INR Mn)	1,04,200	82,134	86,476	96,486	1,03,797	1,04,104
Realisation (INR/KT)	85	64	69	75	81	82
Cost (INR Mn)	81,490	71,599	74,396	82,063	89,663	89,646
Cost (INR/KT)	66	55	59	64	70	70
EBITDA (INR Mn)	22,710	10,535	12,080	14,423	14,134	14,458
EBITDA (INR/KT)	19	8	10	11	11	11

Exhibit 3: SOTP Valuation Framework

Valuation of Standalone Entity	EV/EBITDA (x)	FY27E EBITDA (INR Mn)	Enterprise Value (INR Mn)	Net Debt (INR Mn)	Market Cap (INR Mn)
Viscose	7	13,650	95,547	-	-
Chemicals	7	9,754	68,279	-	-
Paints (valuation @ 2.5x FY27E EV/Sales)		-2,068	1,72,350		
E-commerce	8	7,506	60,049		
Others (Textile, Insultors, Renewable)	7	7,803	54,622	-	-
Value of Standalone Entity			4,50,848	1,17,498	3,33,350
No. of Shares Outstanding (mn)					658
Standalone Entity Value per Share (INR/sh)					507

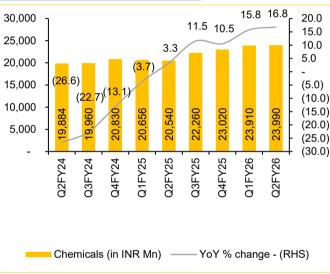
Valuation of Subsidiaries & Investments	Basis	Market Cap (INR Mn)	Ownership (%)	Holding Company Discount (%)	Value
UltraTech Cement	CEBPL Target	35,69,980	57.3	25.0	15,34,199
Aditya Birla Capital	Market Cap	7,10,328	54.2	25.0	2,88,748
Vodafone Idea	Market Cap	7,18,314	11.6	25.0	62,493
ABFRL	Market Cap	91,191	10.4	25.0	7,113
Hindalco	Market Cap	15,21,485	3.9	25.0	44,503
Total					19,37,057
No. of Shares (Mn)					658
Subsidiaries (INR/sh)					2,943
SOTP (INR/sh)					3,420
CMP (INR/sh)					2,730
Upside/Downside					25.3%

Q2FY26 revenue better than market expectations



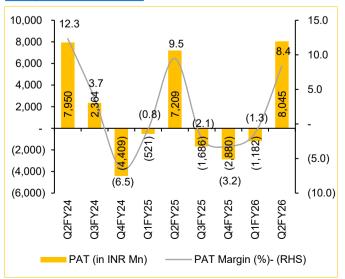
Source: GRASIM, Choice Institutional Equities

Chemicals revenue rose 16.8% YoY



Source: GRASIM, Choice Institutional Equities

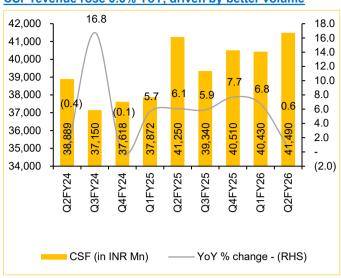
PAT growth at 8.4% YoY



Source: GRASIM, Choice Institutional Equities

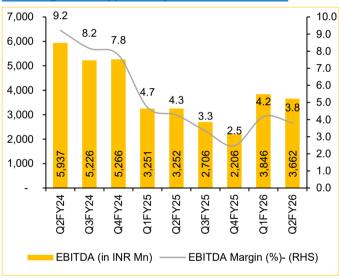
*All figures are in INR Million

CSF revenue rose 0.6% YoY, driven by better volume



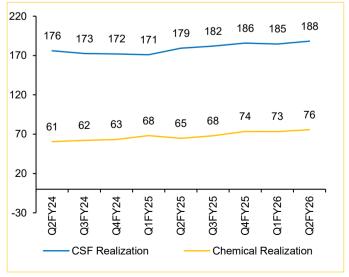
Source: GRASIM, Choice Institutional Equities

EBITDA growth supported by Chemicals business

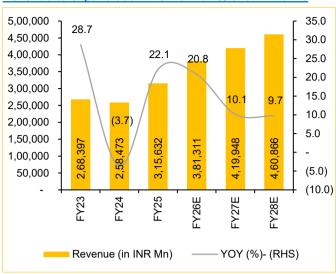


Source: GRASIM, Choice Institutional Equities

Green shoots in realisation recovery

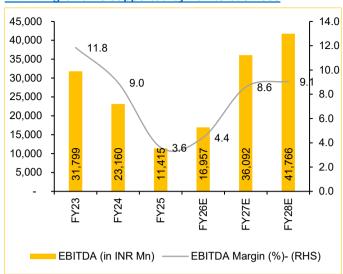


Revenue to expand at a CAGR of 13.2% over FY25-28



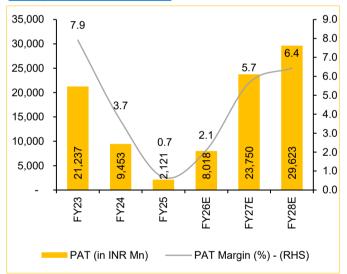
Source: GRASIM, Choice Institutional Equities

EBITDA growth is supported by Paints business



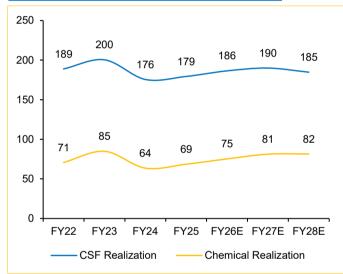
Source: GRASIM, Choice Institutional Equities

Steady improvement in PAT



Source: GRASIM, Choice Institutional Equities

Consistent improvement in realisation expected



Income Statement (Standalone in INR Mn)

Particulars FY24 FY25 FY26E FY27E FY28								
Particulars 			FY26E	FY27E	FY28E			
Revenue	2,58,473	3,15,632	3,81,311	4,19,948	4,60,866			
Gross Profit	1,23,200	1,33,822	1,54,228	1,92,250	2,16,582			
EBITDA	23,160	11,415	16,957	36,092	41,766			
Depreciation	12,151	16,762	19,526	21,776	23,825			
EBIT	11,009	(5,347)	(2,569)	14,317	17,941			
Other Income	12,565	17,151	20,939	24,321	28,984			
Interest Expense	4,404	6,837	7,746	6,886	7,322			
PBT	12,014	3,327	10,623	31,751	39,604			
Reported PAT	9,453	2,121	8,018	23,750	29,623			
EPS (INR)	14.4	3.2	11.4	34.9	35.9			
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Ratio Analysis	FY24	FY25	FY26E	FY27E	FY28E			
Growth Ratios								
Revenues	(3.7)	22.1	20.8	10.1	9.7			
EBITDA	(27.2)	(50.7)	48.6	112.8	15.7			
PAT	(55.5)	(77.6)	278.0	196.2	24.7			
Margins								
Gross Profit Margin	47.7	42.4	40.4	45.8	47.0			
EBITDA Margin	9.0	3.6	4.4	8.6	9.1			
PAT Margin	3.7	0.7	2.1	5.7	6.4			
Profitability								
Return On Equity (ROE)	1.8	0.4	1.5	4.1	4.9			
Return On Invested Capital (ROIC)	1.4	(0.5)	(0.3)	1.5	1.8			
Return On Capital	1.8	(0.8)	(0.4)	2.0	2.3			
Employed (ROCE)	1.0	(0.0)	(0.4)	2.0	2.5			
Financial leverage	0.0	0.0	0.5					
OCF/EBITDA (x)	0.8	0.0	2.5	0.6	0.8			
OCF / IC (%)	2.9	(0.0)	6.3	2.8	4.6			
EV/EBITDA (x)	52.0	128.7	109.2	54.2	49.7			
Earnings								
EPS	14.4	3.2	11.4	34.9	35.9			
Shares Outstanding	680	680	680	680	680			
Working Capital								
Inventory Days (x)	75	76	76	76	76			
Receivable Days (x)	25	26	26	26	26			
Creditor Days (x)	79	62	62	64	68			
Working Capital Days	21	41	40	38	34			

Balance Sheet (Standalone in INR Mn)

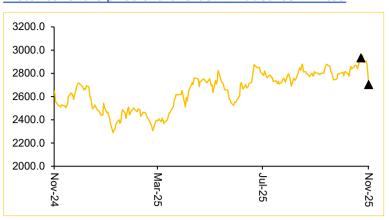
Particulars	FY24	FY25	FY26E	FY27E	FY28E
Net Worth	5,21,146	5,43,976	5,51,994	5,75,744	6,05,367
Borrowings	94,529	1,11,214	1,21,897	1,37,970	1,54,908
Deferred Tax	22,971	22,992	22,992	22,992	22,992
Other Liabilities & Provisions	47,905	53,312	85,693	92,282	1,00,029
Total Net Worth & Liabilities	6,86,551	7,31,494	7,82,576	8,28,987	8,83,296
Net Block	1,71,052	2,37,302	2,67,776	2,96,000	3,22,175
Capital WIP	71,156	27,764	27,764	27,764	27,764
Goodwill & Intangible Assets					
Investments	3,92,122	3,96,353	4,16,375	4,25,803	4,49,444
Cash & Cash Equivalents	3,096	1,937	4,399	4,182	8,255
Loans & Other Assets	32,058	30,398	33,599	36,110	38,770
Net Working Capital	17,067	37,740	32,663	39,128	36,888
Total Assets	6,86,551	7,31,494	7,82,576	8,28,987	8,83,296

Cash Flows (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Cash Flows from Operations	17,776	(254)	42,224	20,001	34,285
Cash Flows from Investing	(55,863)	(28,834)	(42,699)	(29,404)	(39,828)
Cash Flows from Financing	38,404	28,959	2,937	9,186	9,616

DuPont Analysis	FY24	FY25	FY26E	FY27E	FY28E
Tax Burden (%)	78.7	63.8	75.5	74.8	74.8
Interest Burden (%)	109.1	-62.2	-413.4	221.8	220.7
EBIT Margin (%)	4.3	-1.7	-0.7	3.4	3.9
Asset Turnover (x)	0.4	0.4	0.5	0.5	0.5
Equity Multiplier (x)	1.3	1.3	1.4	1.4	1.5
ROE (%)	1.8	0.4	1.5	4.1	4.9

Institutional Equities

Historical share price chart: Grasim Industries Limited



Date	Rating	Target Price
May 23, 2024	BUY	2,600
August 12, 2024	BUY	2,780
November 15, 2024	HOLD	2,777
February 12, 2025	BUY	2,910
May 26, 2025	BUY	3,330
August 11, 2025	BUY	3,420
November 07, 2025	BUY	3,420

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CHOICE RATING DISTRIBUTION & METHODOLOGY			
Large Cap*			
BUY	The security is expected to generate upside of 15% or more over the next 12 months		
ADD	The security is expected to show upside returns from 5% to less than 15% over the next 12 months		
REDUCE	The security is expected to show upside or downside returns by 5% to -5% over the next 12 months		
SELL	The security is expected to show downside of 5% or more over the next 12 months		
Mid & Small Cap*			
BUY	The security is expected to generate upside of 20% or more over the next 12 months		
ADD	The security is expected to show upside returns from 5% to less than 20% over the next 12 months		
REDUCE	The security is expected to show upside or downside returns by 5% to -10% over the next 12 months		
SELL	The security is expected to show downside of 10% or more over the next 12 months		
Other Ratings			
NOT RATED (NR)	The stock has no recommendation from the Analyst		
UNDER REVIEW (UR)	The stock is under review by the Analyst and rating may change		
Sector View			
POSITIVE (P)	Fundamentals of the sector look attractive over the next 12 months		
NEUTRAL (N)	Fundamentals of the sector are expected to be in statis over the next 12 months		
CAUTIOUS (C)	Fundamentals of the sector are expected to be challenging over the next 12 months		
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^{*}Large Cap: More Than INR 20,000Cr Market Cap
*Mid & Small Cap: Less Than INR 20,000Cr Market Cap

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