



CREATING VALUE THROUGH
INNOVATION & TRANSFORMATION

GODREJ INDUSTRIES LIMITED
Performance Update – Q3& 9M FY 2017-18

FEBRUARY 14, 2018

DISCLAIMER

“Some of the statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company’s operations include changes in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.”

PRESENTATION FLOW

- Results
 - Financial Highlights – Consolidated
 - Segment Performance
- Business Performance
 - Performance highlights including Subsidiaries and Associates
- Other information

FINANCIAL HIGHLIGHTS – CONSOLIDATED

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q3 FY 2017-18	Q3 FY 2016-17	% Growth	9M FY 2017-18	9M FY 2016-17	% Growth
Total Income	2,541	2,235	14%	7,337	6,632	11%
PBDIT *	331	363	-9%	963	934	3%
Depreciation	41	38		122	109	
PBIT*	289	324	-11%	841	825	2%
Interest	101	109		310	315	
Net Profit *#	91	90	1%	222	211	5%

Net Profit does not include ₹267 crore realised on sale of GAVL stake (Ref Slide 6)

* Including share of profit in associates ;

With share of profit in associate companies, post reduction of non-controlling interest.

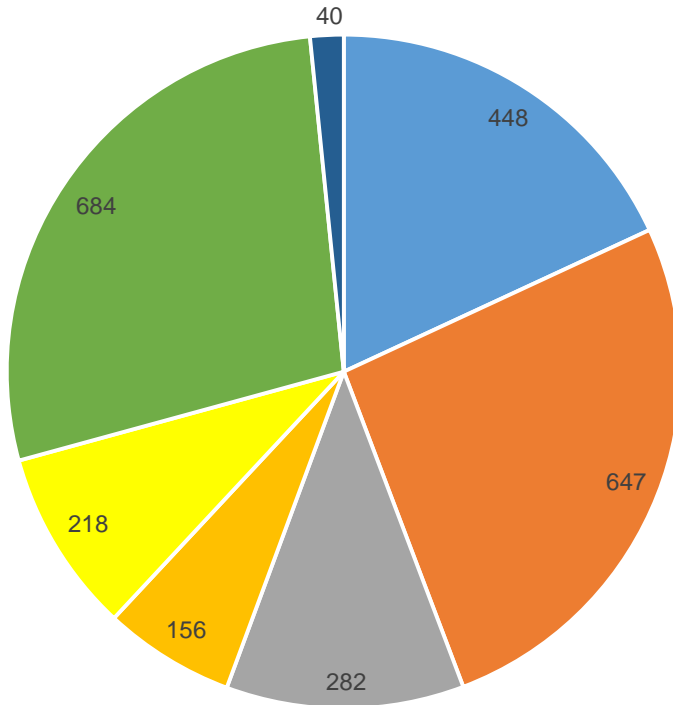
PROFIT ON SALE OF INVESTMENTS- GAVL: Accounted in Standalone Financial Statements & not considered in the Consolidated P&L Financials (*Ind AS 110*)

- *Godrej Agrovet Ltd. (GAVL) had a successful IPO and got listed on the Stock Exchanges (NSE / BSE) on 16th October, 2017.*
- *The IPO was over subscribed by 95 times.*
- *Godrej Industries Ltd.(GIL) participated in the IPO as a promoter shareholder and sold part of its stake. GIL realised a profit of ₹267 crore in the Standalone financials on sale of shares in GAVL.*
- *However, the profit of ₹267 crore realised on sale of GAVL stake is not considered as a part of Total Consolidated Profits of Godrej Industries Ltd. The accounting treatment is as per Ind AS 110 (Consolidated Financial Statements) as GIL continues to hold controlling stake in GAVL.*

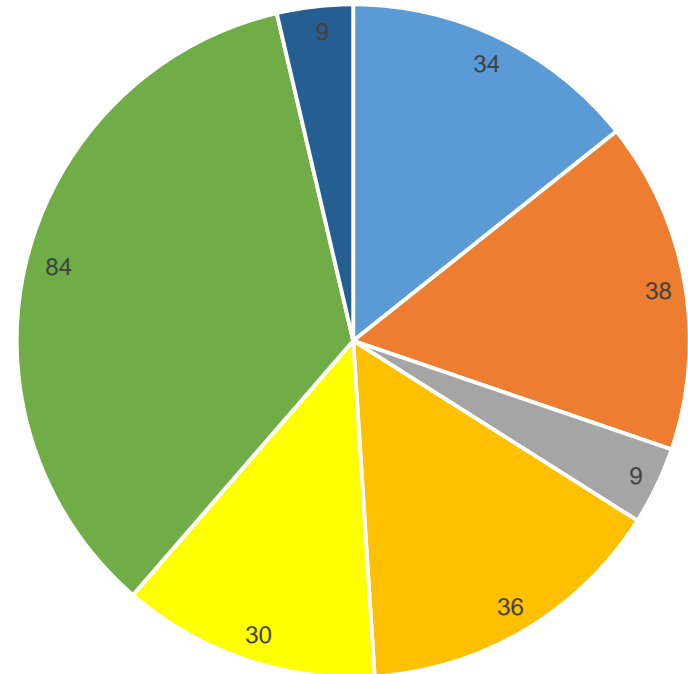
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2017-18

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

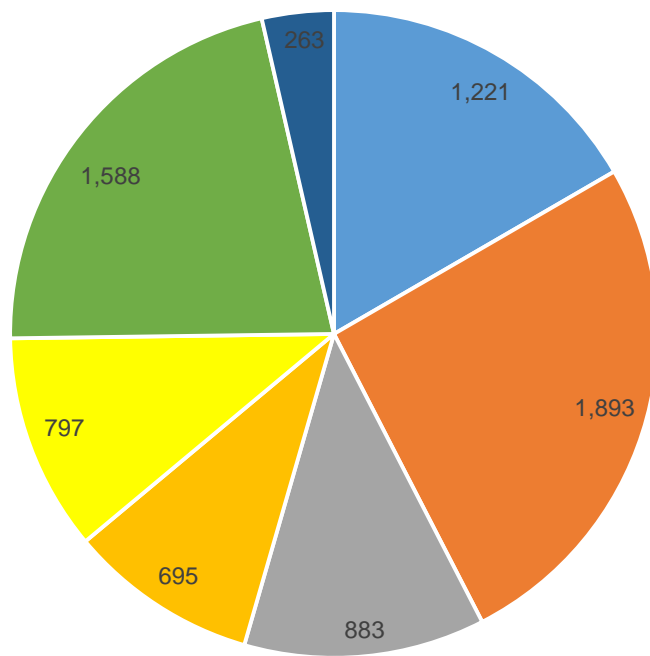
■ ANIMAL FEEDS

■ CROP PROTECTION

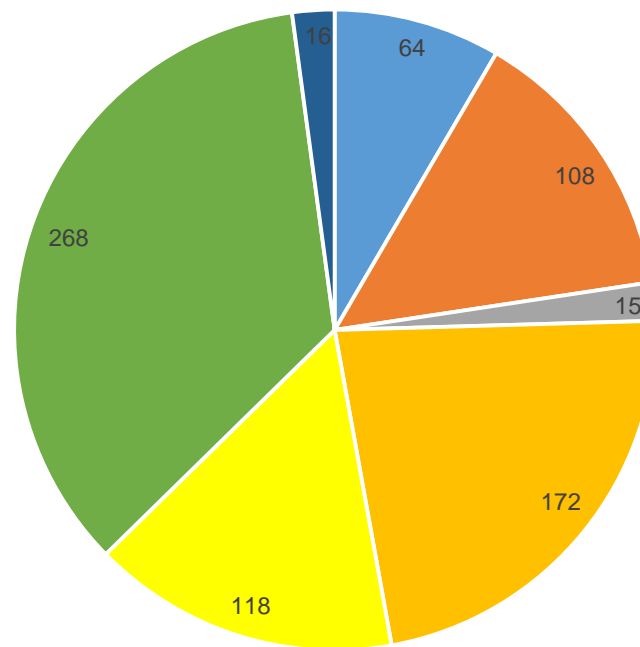
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2017-18

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

■ ANIMAL FEEDS

■ CROP PROTECTION

■ ESTATE & PROPERTY DEVELOPMENT

**BUSINESS PERFORMANCE: Performance Highlights
incl. subsidiaries, JVs and Associates**

OUR “CREATE” GROUP PORTFOLIO STRATEGY

Consumer & **C**hemicals

Real

Estate

Agri

Transformation

Emergent

→ 4 core businesses

→ Drive to full potential

→ Focused incubation of new businesses

CONSUMER (GCPL)

Business and Financial Highlights for Q3 FY 2017-18:

- Consolidated constant currency sales increased by 11%* year-on-year.
- Consolidated constant currency EBITDA increased by 18%
- Consolidated net profit without exceptional items increased by 21%.
- **Category Review**
 - **Household Insecticides** –Household Insecticides, had a relatively muted quarter with a sales growth of 5%*.
 - **Soaps**– Continued its strong momentum and delivered robust growth of 24%*. This was led by strong double-digit volume growth.
 - **Hair Colours** – Hair Colours delivered a strong double-digit growth in the crème and powder hair colour formats. Sales growth of 33%* was driven by volume growth.
 - **Liquid Detergents** – Liquid detergents portfolio saw a strong growth of 21%*, led by Ezee. The growth was due to double digit volume growth.
 - **Air Fresheners** – Godrej aer continues to maintain its leadership position in the overall Air care market and gain share, aided by innovations and strong execution.
- Declared an interim dividend of 100% (₹ 1.00 per share).

* Comparable growth assuming GST in the base quarter sales



CHEMICALS

Financial Highlights for Q3 & 9M 2017-18:

₹ crore		FY 2017-18	FY 2016-17
Revenue	Q3	448	369
	9M	1221	1011
PBIT	Q3	35	23
	9M	65	58

- Q3FY18 Revenues increased by 21% compared to Q3FY17.
- PBIT for the quarter increased by 46% as compared to Q3FY17
- Exports for the quarter increased by 28% to ₹ 142 crore.



GIL Valia plant awarded the Most Environment-Friendly Company at the FICCI Chemicals & Petrochemicals Awards 2017



GIL Ambarnath plant awarded Excellence in Energy Conservation and Management at ICC's National Awards.

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2017-18	FY 2016-17
Total Income	Q3	670	554
	9M	1,547	1,258
Net Profit after tax (after minority interest)	Q3	26	77
	9M	93	144

Business & Sales Highlights for Q3 & 9M FY 2017-18

- 76% YoY growth in value of sales bookings – total booking value stood ₹1220 crore
- Sales of more than ₹ 1200 crore for the third consecutive quarter
- Added three new projects with saleable area of ~5.25 million sq.ft. in January 2018
- Residential sales in 9M FY18 higher than in any period.
- 9M FY18 sales at Godrej BKC stood at ₹697 crore leading to remaining inventory of only ~51,000 sq.ft.
- **Awards and Recognitions:** GPL received 8 awards in Q3 FY18, including Developer of the year 17-18 QuikrHomes Realty Awards 2018, Leader in Sustainable Real Estate Developments 2017 Grohe Hurun Report.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2017-18	FY 2016-17
Operating Revenue	Q3	1,221	1,139
	9M	4,011	3,892
Net Profit after tax (after Non Controlling interest)*	Q3	45	42
	9M	200	177

- Consolidated Revenue from Operations for Q3FY18 stood at ₹1,221, a growth of 7%.
- Revenue from operations for the Quarter and Nine Months period ended December 31, 2017 was also subdued due to lower commodity prices
- PAT* growth at 7% for the Q3FY18 over Q3FY17

** Net Profit of Q3 FY2018 and YTD Dec 2017 does not include PAT on Exceptional Income of ₹ 4.5 Cr. Similarly, Net Profit of Q3 FY2017 and YTD DEC 2016 does not include PAT on sale of investment in Polchem Hygiene Laboratories P. Ltd. of ₹ 17.7 Cr.*

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) – Business update

Animal Feed

- Strong volume growth by 10% in Q3FY18 as compared to corresponding quarter of previous year.
- Segment revenue increased by 3% over corresponding quarter of previous year. This growth is despite the adverse impact of lower commodity prices.

Vegetable Oil

- Segment revenue increased by 22% over corresponding quarter of previous year.
- Strong fresh fruit bunch volume growth by 24% in 9MFY18 over corresponding period of the previous year.

Crop Protection Business

- Segment revenue has registered a growth of 4% in Q3FY18 over corresponding quarter of the previous year, despite the adverse impact in revenue on account of GST. The segment result showed a robust growth of 33% over corresponding quarter of the previous year.

Dairy

- Segment revenue has registered a growth of 16% in Q3FY18 over corresponding quarter of the previous year, despite the adverse impact in revenue on account of GST. The segment result shows a robust growth of 44% over previous year quarter.

ACI Godrej Agrovet Private Limited, Bangladesh

- Animal Feed Volume has registered a growth of 20% in Q3FY18 corresponding quarter of previous year.

Godrej Tyson Foods Limited

- Revenue increased by 5% over corresponding quarter of previous year.

TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

Manufacturing



- GCPL ranked among the top 10 places to work in Manufacturing Sector
- GPL ranked No. 2 in the Real Estate sector (India 2016)



Best Workplaces™

2017

ASIA



- GCPL ranked No. 12 in Asia's Best Places to Work; Featured for 3rd consecutive year



- GCPL ranked among Best Employers in India in 2017- Aon Hewitt

TRANSFORMATION – CONTINUED COMMITMENT ON OUR ‘GOOD & GREEN’ VISION

1

ENSURING EMPLOYABILITY

Train 1 million youth in skills that will enhance their earning potential

2

GREENER INDIA

Achieve zero waste to landfill, carbon neutrality, a positive water balance, 30% reduction in specific energy consumption & increase renewable energy utilization

3

INNOVATING FOR GOOD & GREEN

Generate a third of our portfolio revenues from ‘good’ &/or ‘green’ products

4

BRIGHTER GIVING

Structured Employee Volunteering

EMERGENT

NATURES BASKET (NBL)

(FRESH FOOD AND GOURMET STORES)



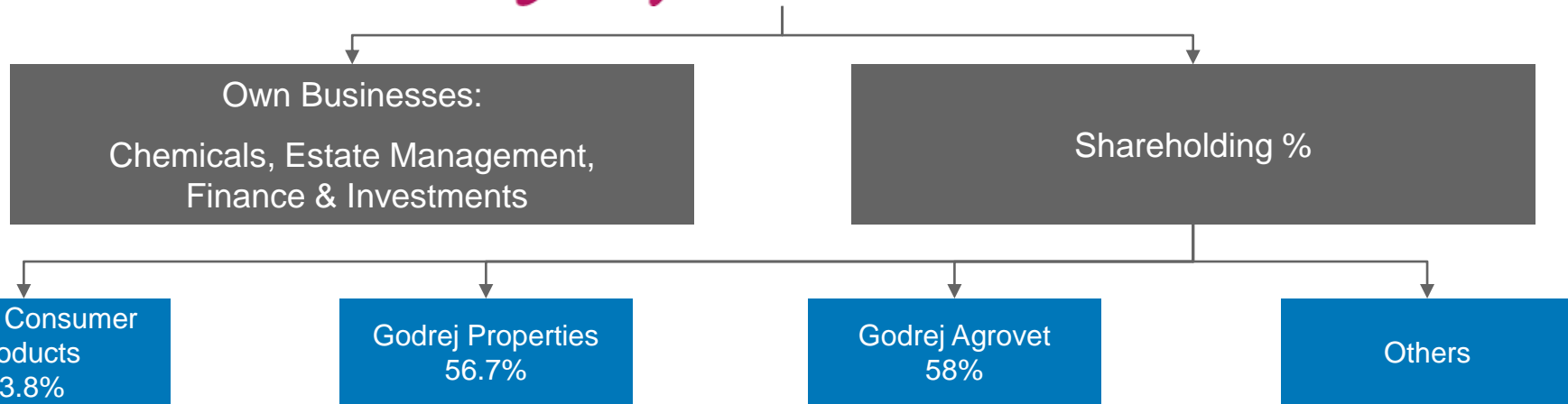
- Q3 FY18 sales performance at ₹81.7 crore, a like to like growth of 8.5% over the corresponding period of the previous year.
- Online business clocked sale of ₹4.1 crore in Q3FY18, a growth of 17% over the corresponding period of the previous year; contributes 5% to the overall sales.
- The Company continued to undertake extensive external and internal communication and store revamp exercises in line with its strategic pillar “our stores come first, always and every time”.
- Gifting sales saw a boost with a Like-to-Like growth of 30% in Q3FY18 as compared to the corresponding quarter of the previous year.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



- Nature's Basket (100%)
- Other investments

SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

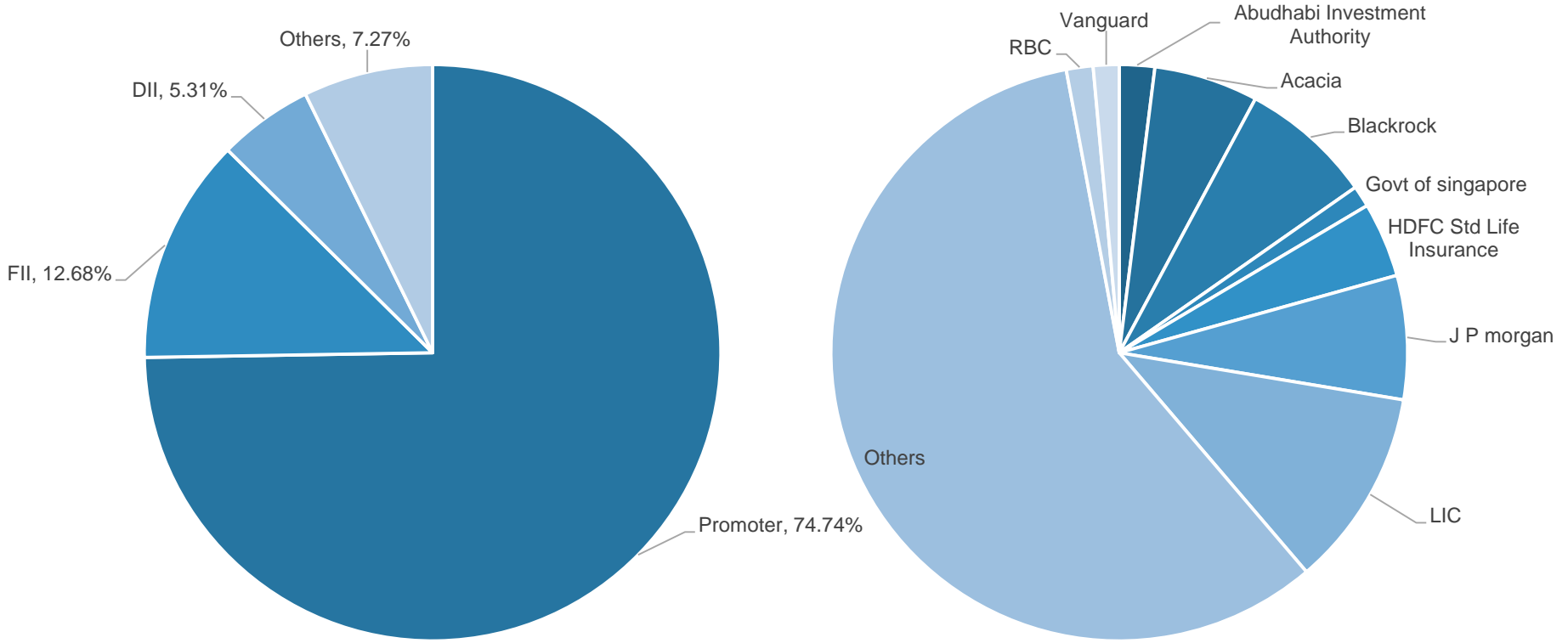
Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value [^] of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.8%	1,366	16,175
Godrej Properties (GPL)	Real Estate and Property Development	56.7%	727	8,521
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.0%	326	6,451
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	352	
Others		--	23	
	Total		2,813	

Market Value of GIL's investment in GCPL + GPL + GAVL* increased by ~ ₹ 8,567 crore (38%) on YoY basis

Market Capitalization of GIL has increased by ₹ 5,894 Cr, (41%) on YoY basis

*For GAVL 16th Oct,2017, GAVL listing date is taken for comparison.

SHAREHOLDING PATTERN AS ON DECEMBER 31, 2017



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION