

Nurturing **growth**,
Creating **value**

GODREJ INDUSTRIES LIMITED

Performance Update – Q4 & FY 2015-16

MAY 25, 2016

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.”

AGENDA

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

FINANCIAL HIGHLIGHTS – CONSOLIDATED

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q4 FY 2015-16	Q4 FY 2014-15	% Growth	FY 2015-16	FY 2014-15	% Growth
Total Income *	2,711	2,431	12%	11,171	9,548	17%
PBDIT *	249	241	3%	1,044	804	30%
Depreciation	39	25		130	93	
Interest	77	58		273	192	
Net Profit *#	116	139	(16%)	484	402	20%

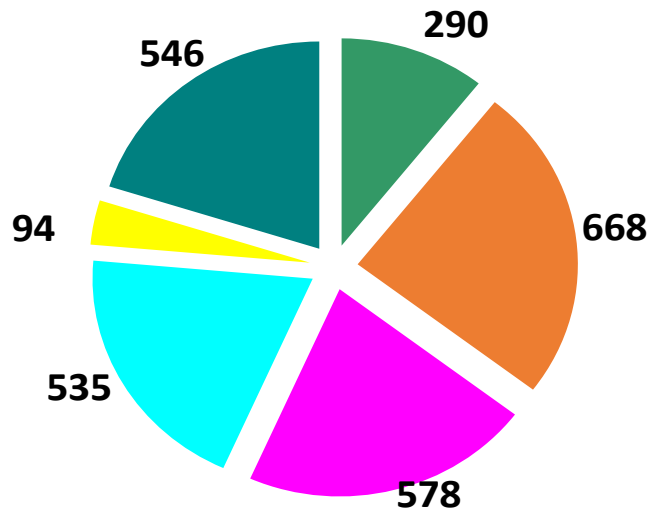
* Including other income and exceptional items ;

With share of profit in associate companies and post reduction of minority interest

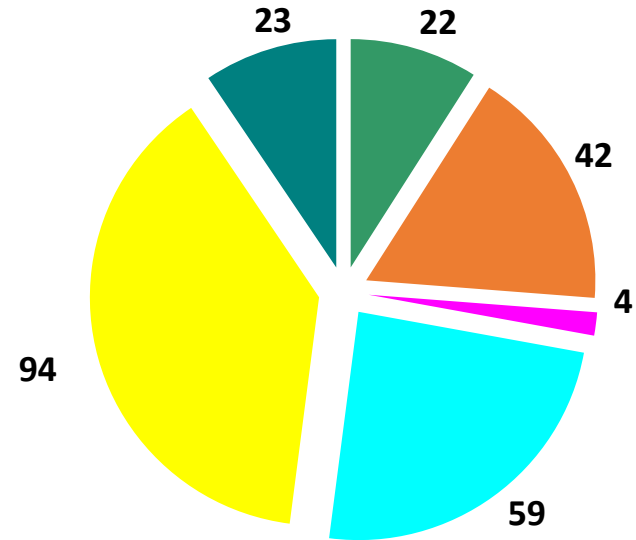
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2015-16

Revenue * (₹ crore)



PBIT * (₹ crore)



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ FINANCE & INVESTMENTS

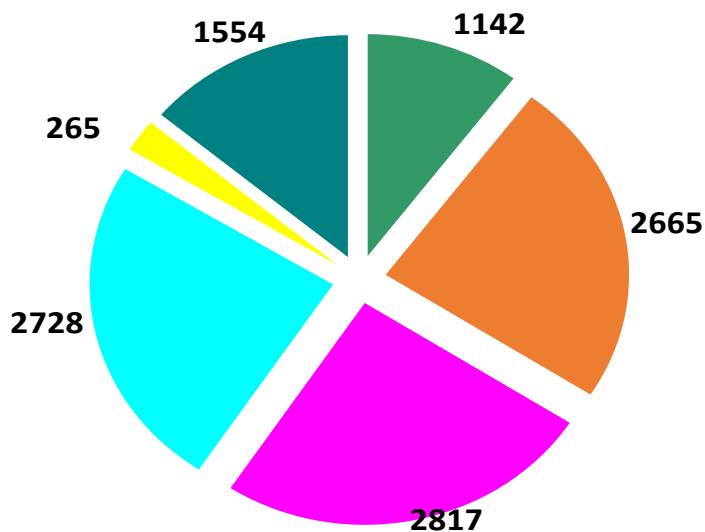
■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

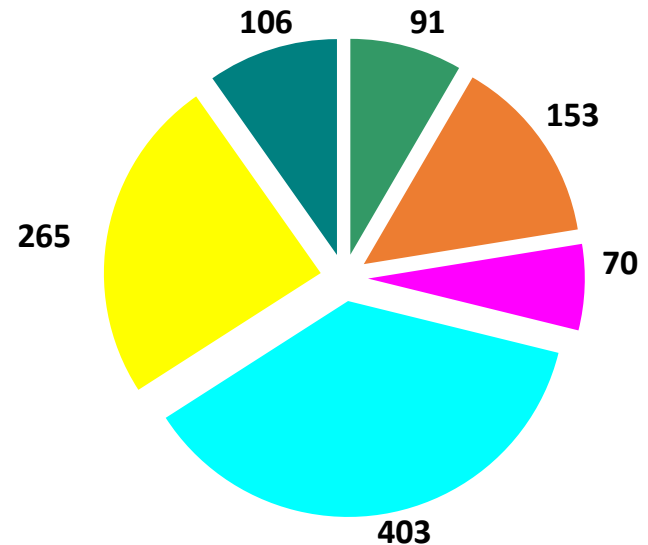
■ OTHERS

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY 2015-16

Revenue * (₹ crore)



PBIT * (₹ crore)



*net of inter-segment revenue

■ CHEMICALS

■ ANIMAL FEEDs

■ VEGOILS

■ ESTATE & PROPERTY DEVELOPMENT

■ FINANCE & INVESTMENTS

■ OTHERS

**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

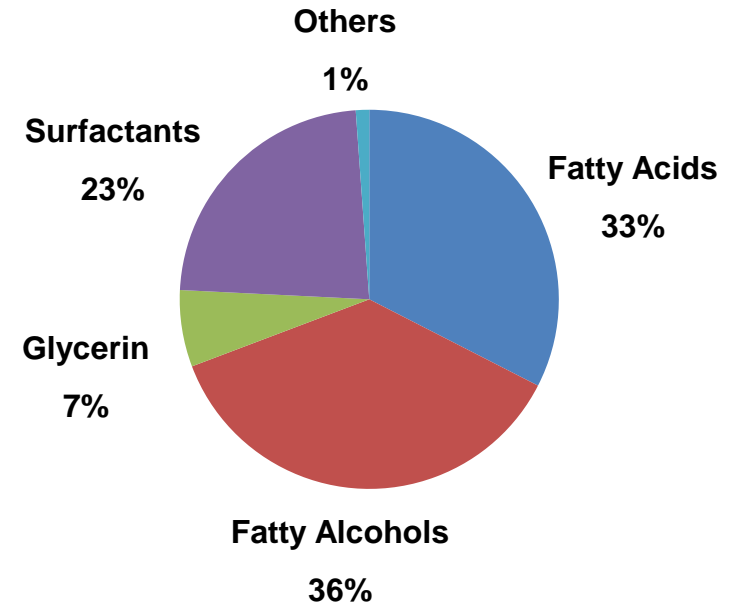
Financial Highlights for Q4 & FY 2015-16:

₹ crore		FY 2015-16	FY 2014-15
Revenue	FY	1,142	1,311
	Q4	290	294
PBIT	FY	91	43
	Q4	22	14

- PBIT for FY 2015-16 grew by 114% and by 61% for Q4 FY16
- Exports in Q4 FY 2015-16 at ₹ 100 crore.

- Nadir Godrej was awarded the lifetime Achievement award at the 15th anniversary of All India Liquid Bulk Importers and Exporters Association popularly know as AILBIEA for his contribution towards global trade and industry.

Product Portfolio Q4 FY 2015-16



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2015-16	FY 2014-15
Revenue	FY	2,728	1,927
	Q4	533	718
Net Profit after tax (after minority interest)	FY	231	191
	Q4	18	51

Business & Sales Highlights for Q4 & FY 2015-16:

- Highest ever sales in a financial year- booking value of ₹ 5,038 crore, and total booking volume of 4,318,194 sq.ft. as compared to total booking value of ₹ 2,681 crore and total booking volume of 3,88,052 sq.ft. in FY15.
- **The Trees Residential Phase 2, Vikhroli** was launched in March'16 where 105 apartments were sold in three weeks of launch. Phase 2- Average Price Realisation is 9% higher than Phase 1.
- Residential projects recorded booking value of ₹ 3,543 crore and booking volume of 3,850,315 sq.ft in FY16; Commercial projects recorded booking value of ₹ 1,495 crore and booking volume of 4,67,879 sq.ft. in FY16
- In Q4 FY16 GPL added two new projects with 5 million sq.ft. of saleable area in Thane & Noida
- **Construction Highlights:** Delivered 1.3 million sq.ft. of residential space across four cities in Q4 FY16
- **Corporate Highlights:** Godrej Fund Management (GFM) a dedicated fund management subsidiary of GPL with presence in India & Singapore. GFM raised US \$ 275 million for Godrej Residential Investment Program II with Dutch pension fund asset manager APG Asset management as lead investor

Awards and Recognitions: GPL received 20 awards in Q4 FY16, including Golden Peacock award for sustainability, Professional Excellence in Real Estate- ABP news real estate awards.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

Feed Business

- Animal feed business had a flat year due to strong headwinds in most of its categories. The business closed the year 1% lower than FY15.
- The Bangladesh feed business – ACI JV - has done well with top line growing by 30% as compared to Q4FY15, and a 35% growth in FY16 as compared to FY15

Oil Palm business

- The Oil Palm business registered a robust topline growth of 70% in the quarter as compared to Q4FY15. Strong CPO prices this year should support healthy growth in the business

Agri Inputs Business

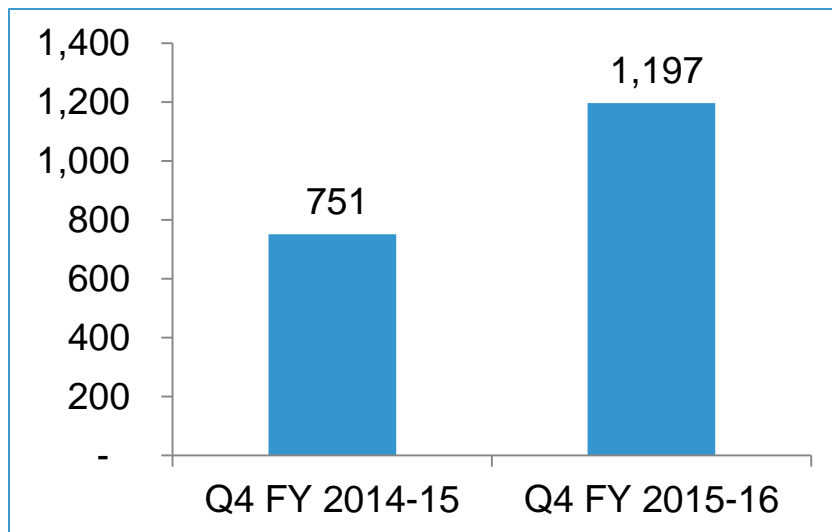
- Agri Inputs business grew by 50% in this quarter as compared to Q4FY15 despite a deficit monsoon. The business grew at an industry beating growth rate of 13% during FY16.
- Astec Life Sciences had a tough quarter with sale marginally down due to a sluggish domestic demand, impacting FY 16 revenue (lower by ~2% as compared to FY15).
- Fledgling Seeds business suffered due to poor monsoon, overshadowing the revenue growth in FY16

Food business

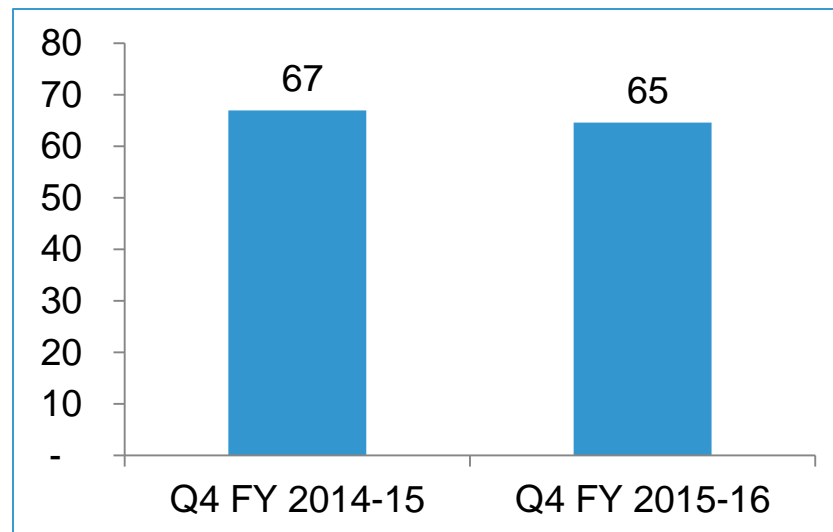
- Our processed poultry business GTFL grew by 21% & 15% during the quarter and FY16 respectively as compared to the corresponding period of the previous year.
- Creamline dairy recorded a healthy 12% sales growth in this quarter compared to corresponding period of previous year.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

Q4 Consolidated Total Income (₹ crore)



Q4 Consolidated PBT (₹ crore)

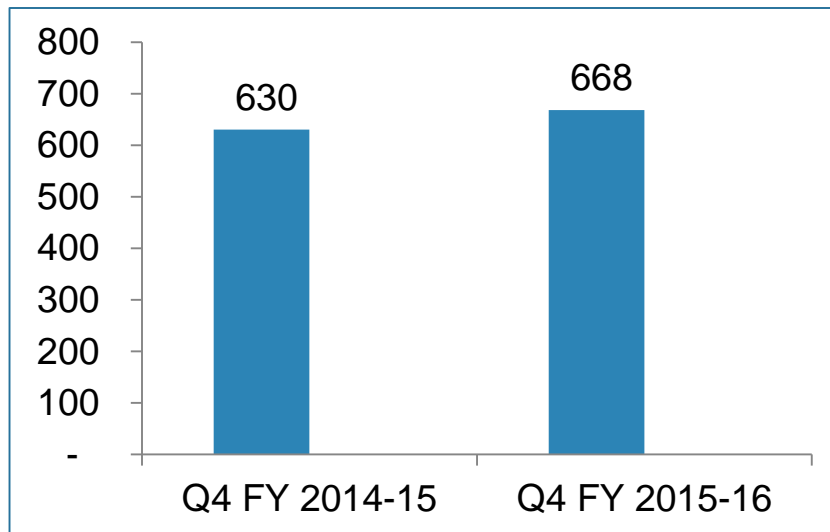


- Q4 financials include GAVL's acquisition of Creamline Dairy Products Ltd and Astec Lifesciences.
- The twin factors of poor monsoon and subdued commodity prices played out throughout FY16 and is reflected in the muted business performance for the quarter and the financial year.

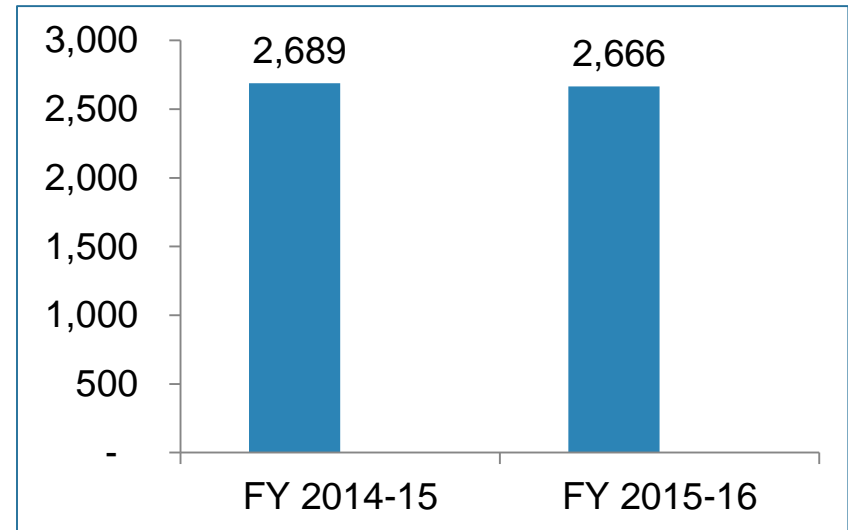


Animal Feed Business: Subdued rural demand led to a dip in yearly sales; better performance in Q4

Q4 Animal Feed Sales (₹crore)



FY16 Animal Feed Sales (₹crore)

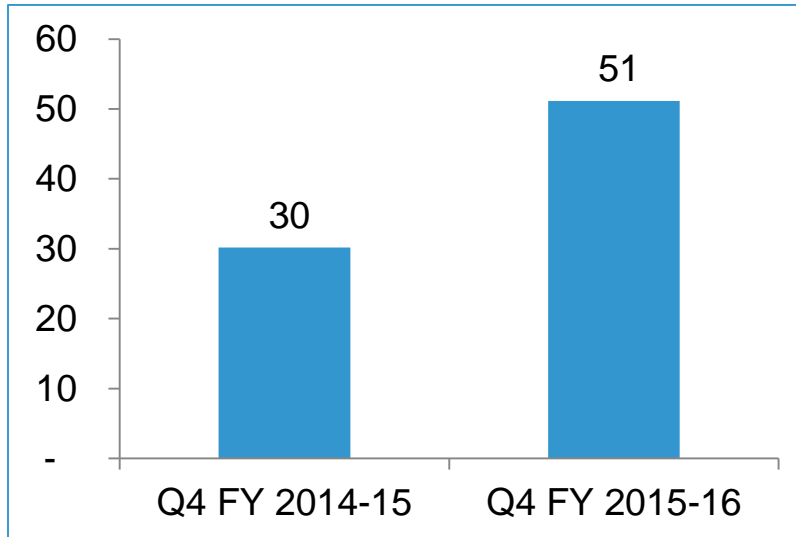


- Farm gate prices of all feed output agri commodities continue to be under pressure i.e. Poultry, Egg, Shrimp and Milk. Lower prices of these commodities impacted the compound feed consumption in the country
- Q4FY16 performance was aided by higher sales in fish feed and cattle feed
- Broiler feed sales continued to be sluggish, impacted by broiler prices remaining below cost of production for most part of the year.
- Innovation across all functions will help us improve our performance in Animal Feed business going ahead

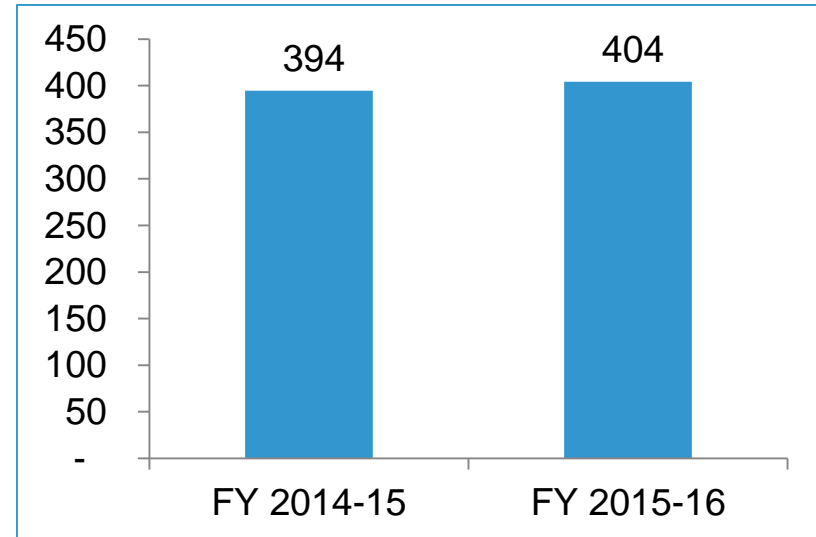


Oil Palm Business: Strong Crude Palm Oil prices helped Q4 performance

Q4 Oil Palm Sales (₹ crore)



FY16 Oil Palm Sales (₹ crore)

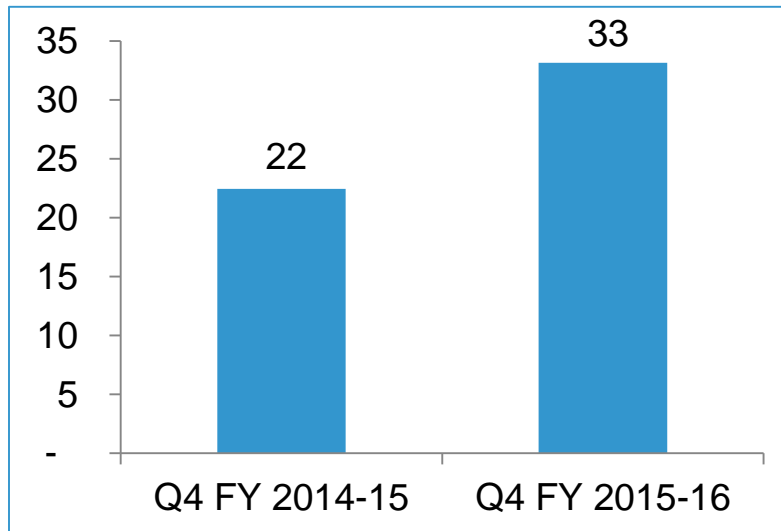


- Business clocked 70% topline growth driven by higher CPO /PKO prices and better fruit arrivals in Q4FY16
- The sales of the business was flat in FY16 as compared to FY15 ; Higher volume of arrivals ~18% helped mitigate the impact of the poor CPO/PKO prices during the year

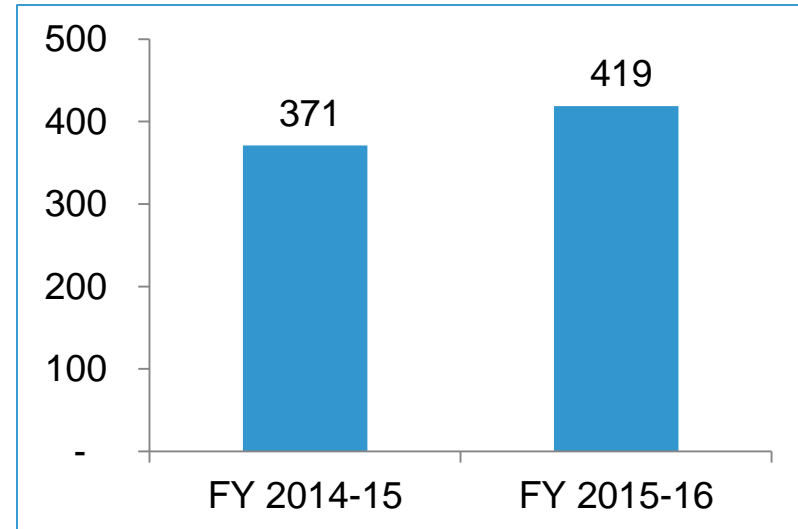


AGRI INPUTS Business: Business managed to clock steady growth inspite of deficit Monsoon

Q4 Agri Inputs Sales (₹ crore)



FY16 Agri Inputs Sales (₹ crore)

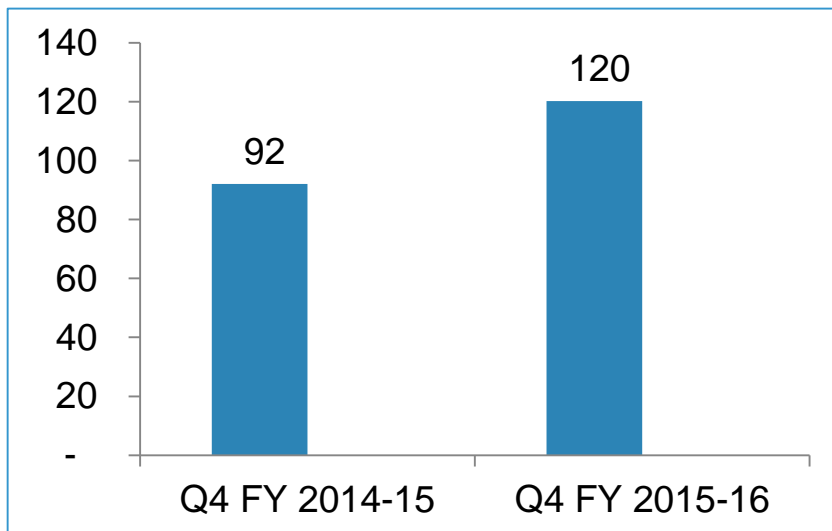


- The business grew by 50% in the quarter as compared to the corresponding quarter. Judicious sales planning across key categories helped us maintain our growth trajectory
- Outperformed the Industry in a tough season by growing at 13% when most major players had a challenging year
- The business will focus on building synergies this year with Astec integration

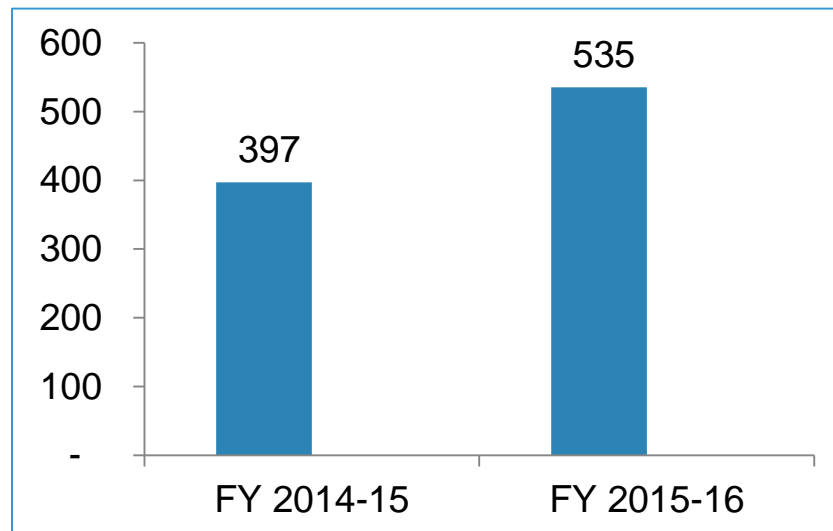
AGRI BUSINESS

ACI GODREJ (Bangladesh): Volume growth in all segments helped in registering a robust sales growth

Q4 ACI - Godrej Sales (₹ crore)



FY16 ACI - Godrej Sales (₹ crore)

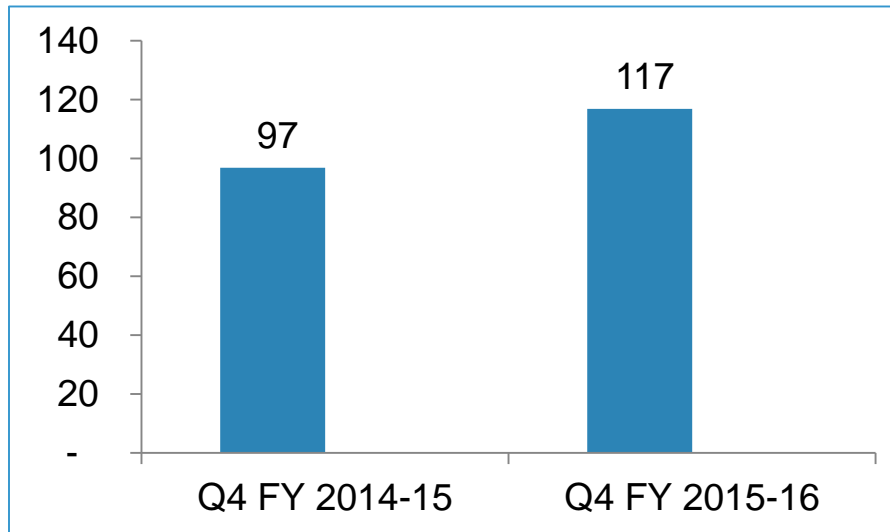


- ACI Godrej business grew by 35% driven by strong volume growth across categories of Poultry Feed, Cattle feed and Aqua Feed
- The business now is one of the largest feed business in Bangladesh (top 3)
- We continue to gain market share across all the business categories in the country

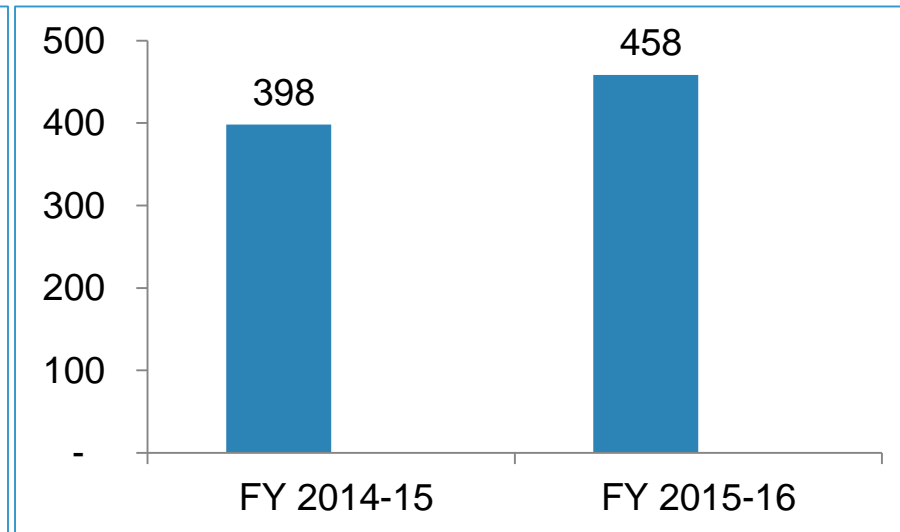


GODREJ TYSON: Focus on Brands paying off in the poultry business

Q4 Godrej Tyson Sales (₹ crore)



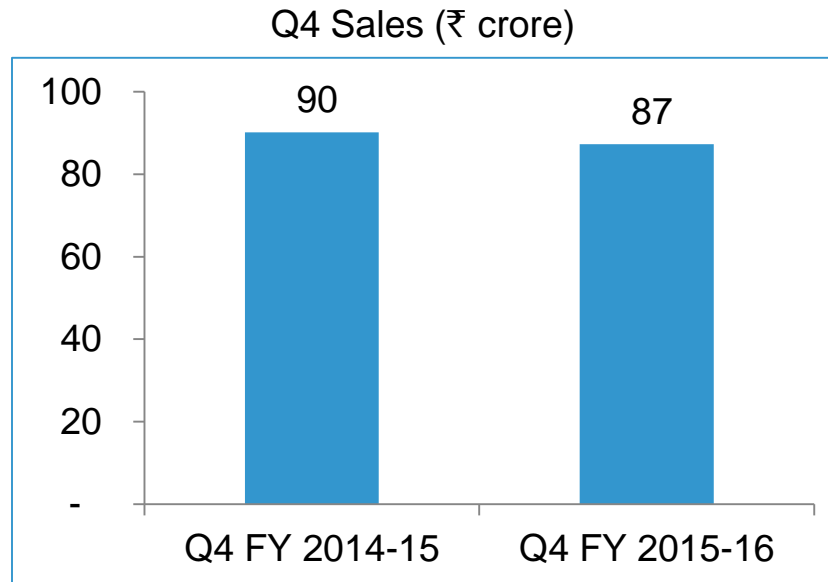
FY16 Godrej Tyson Sales (₹ crore)



- The business withstood non remunerative broiler prices during the year to deliver a 15% growth in FY16 as compared to FY15.
- We remain committed to our brand focus and will continue to invest in both veg and non-veg categories.

AGRI BUSINESS (NEW)

ASTEC LIFESCIENCES LTD: Muted demand from the Agro Chemical sector resulted in flat quarter for Astec



- Domestic demand was muted in Q4FY16 in light of poor off take from local Agro Chemical companies. Astec had a flat quarter in Q4FY16 as compared to Q4FY15
- Integration of Astec with GAVL's Agri Inputs business is underway; synergy benefits are expected to flow in from FY17 onwards

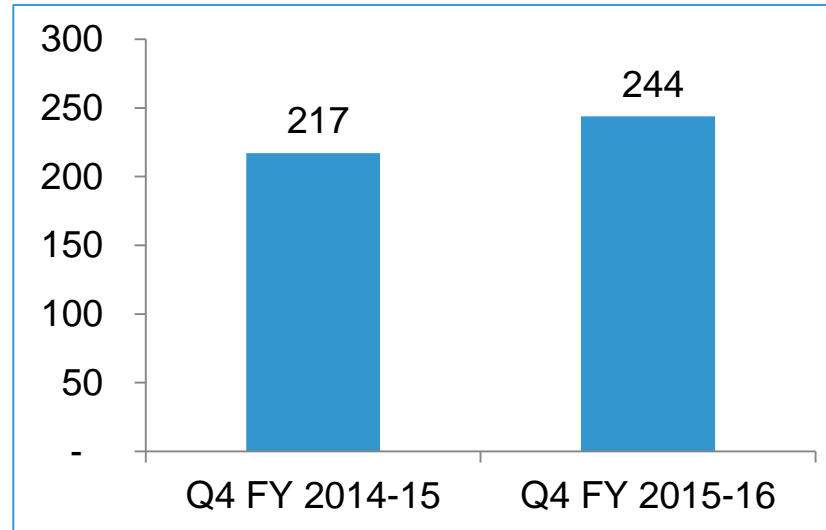
Note: Astec's financials are on a consolidated basis (includes subsidiaries of Astec)

AGRI BUSINESS (NEW)



CREAMLINE DAIRY PRODUCTS LTD: CDPL had a steady quarter with Value added product aiding margin expansion in FY16

Q4 Sales (₹ crore)

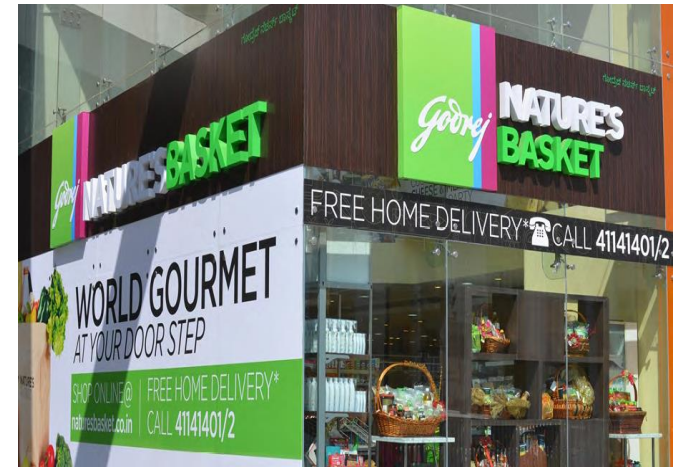


- Business grew by 12% majorly driven by value added products
- Drop in procurement prices compared to previous year aided improvement in margins
- We will continue to focus on brand building and improving the mix of value added products in overall sales

EMERGENT NATURES BASKET

(FRESH FOOD AND GOURMET STORES)

- 1 New Store Opened in Bangalore
 - Total store count now at 37
- Good response to gifting initiatives
 - Sales through gifting ₹19.6 Cr in FY16 (growth of 43.7% over LY)
- Online sales ₹ 4.2 Cr in Q4FY16 taking total sales to 12.4 crs in FY 16
- Private Label Sales ₹ 27.5 Cr in FY16, equivalent to ~9.7% of Sales



Financial Highlights

- Net Sales in Q4 FY 16 at ₹ 70 Cr; grew by 28% over the corresponding quarter of the previous year.
- Net sales for FY 2015-16 at ₹ 271 Cr , which is a growth of 32% over the corresponding period of the previous year.
- Gross margin for FY 15-16 is at 25%.



TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

GCPL

1st in FMCG category

Overall Rank in 2015: **#6**

Rank in Asia Survey 2016: **#9**
(Highest for any Indian company)

GPL

2nd in real estate industry

Overall rank in 2015: **#48**



Aon Hewitt Best Employers Survey:

GAVL
GCPL

Ranked amongst **one of the best employers** in India in 2015



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

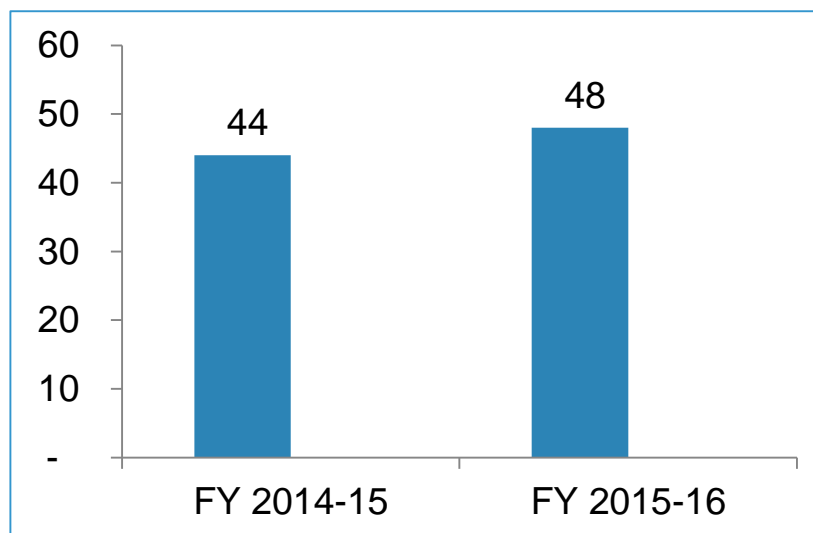
BRIGHTER GIVING

Structured Employee Volunteering



GODREJ SEEDS: Non-conducive macro factors severely effected the growth of the business

FY16 Seeds Sales (₹ crore)

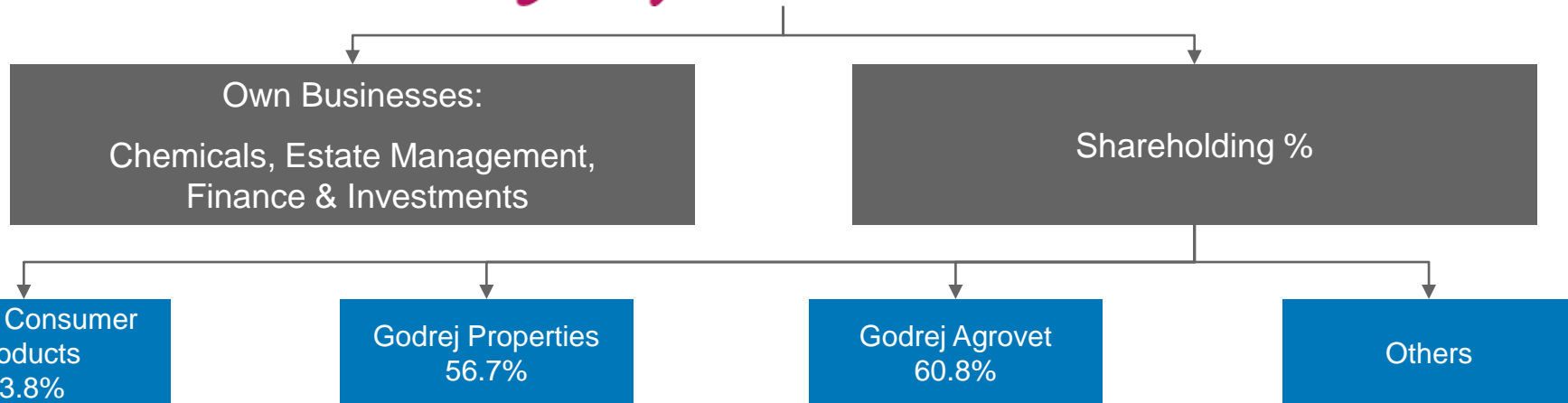


- Seeds business has been facing macro headwinds over the last 2 years. Poor rainfall in its critical markets impacted the business performance significantly.
- Seeds business witnessed a growth of 9% in sales over last year
- We plan to introduce our indigenous Corn variety in the market in the coming season in a controlled manner

OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



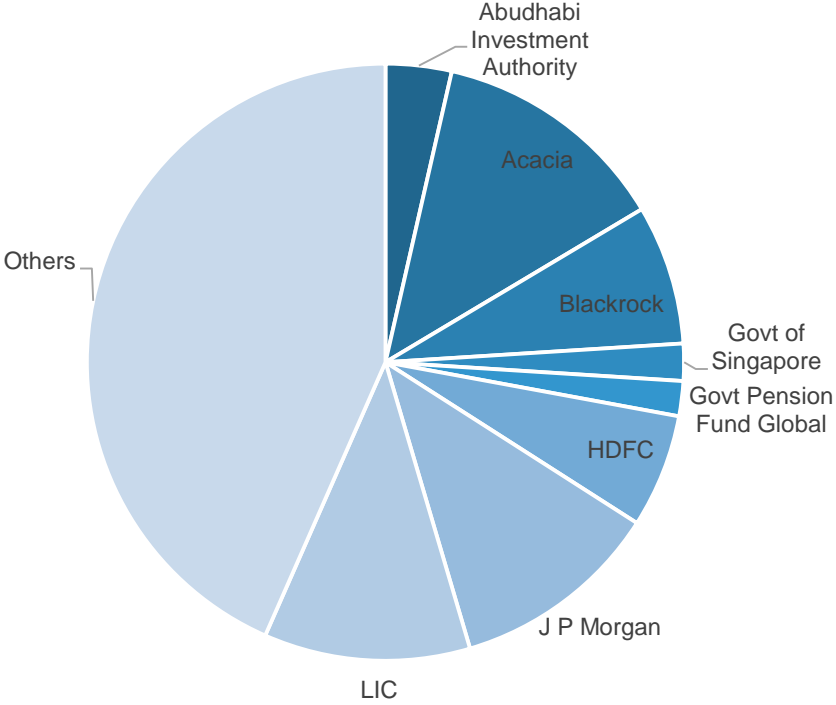
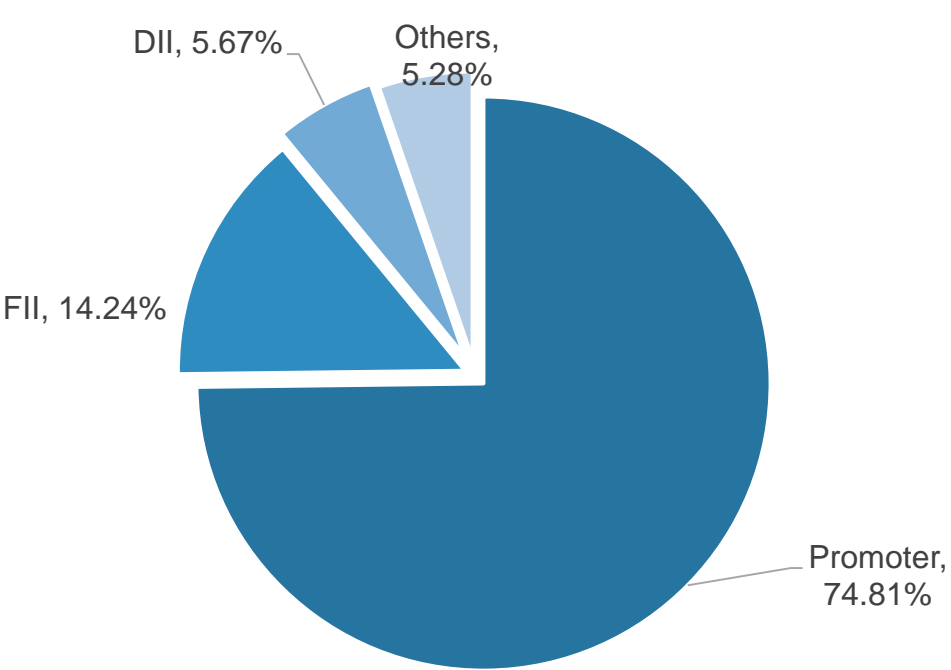
- Nature's Basket (100%)
- Other investments

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	11,164
Godrej Properties (GPL)	Real Estate and Property Development	56.7%	727	3,635
Godrej Agrovvet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	60.8%	144	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	223	
Others		--	15	
	Total		2,494	

Market Capitalization of GIL has increased by ₹ 308 Cr, (3%) on YoY basis

SHAREHOLDING PATTERN AS ON MARCH 31, 2016



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION