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GODREJ INDUSTRIES LIMITED

Performance Update – Q1 FY 2020-21

AUG 13, 2020

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

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Particulars (₹crore)	Q1 FY 2020-21	Q1 FY 2019-20	% Growth
Total Income	2,119	2,941	(28%)
PBDIT *	317	471	(33%)
Depreciation	57	56	
PBIT*	260	415	(37%)
Interest	114	124	
Net Profit *#	68	103	(34%)

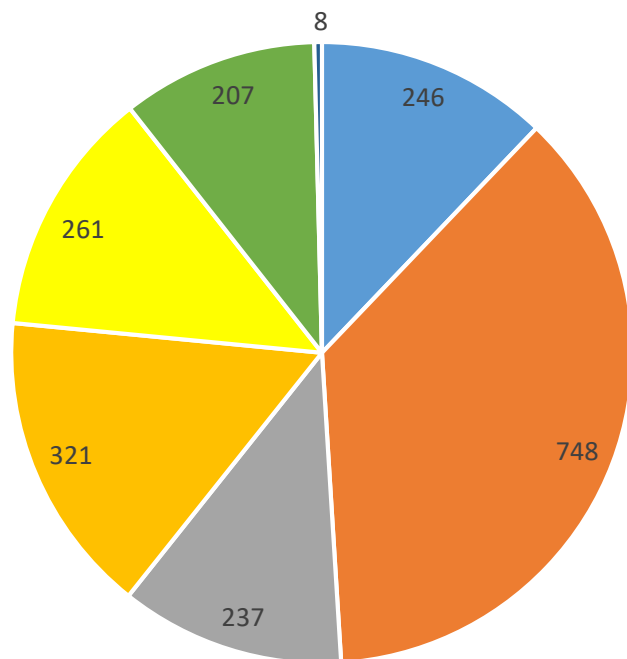
* Including share of profit in associates ;

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

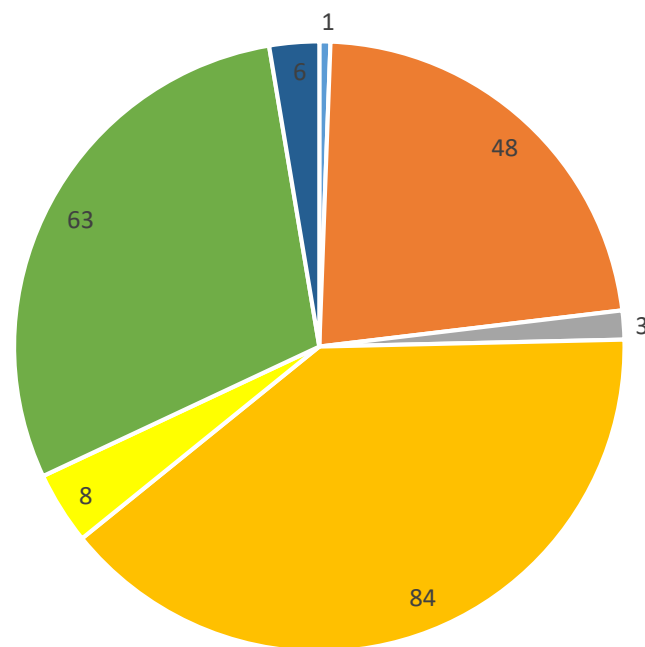
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY 2020-21

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**

CONSUMER (GCPL)

Business and Financial Highlights for Q1 FY2020-21:

- Consolidated sales declined by 1% year-on-year.
- Consolidated EBITDA grew by 3% year-on-year.
- Consolidated net profit (without exceptional items and one-offs) ₹ 300 crore.
- **Category Review**
 - **Household Insecticides** – Household Insecticides grew by 27%. Goodnight Gold Flash Liquid Vapouriser received an excellent response post the national scale up.
 - **Soaps**– Soaps declined by 2%. New launches in Health are scaling up well.
 - **Hair Colours** – Hair Colours delivered a weak performance due to the impact of the lockdown in the early part of the quarter and the discretionary nature of the category. Godrej Expert Rich Crème continues to perform well by leveraging Do-It-Yourself (DIY) trends through influencers.

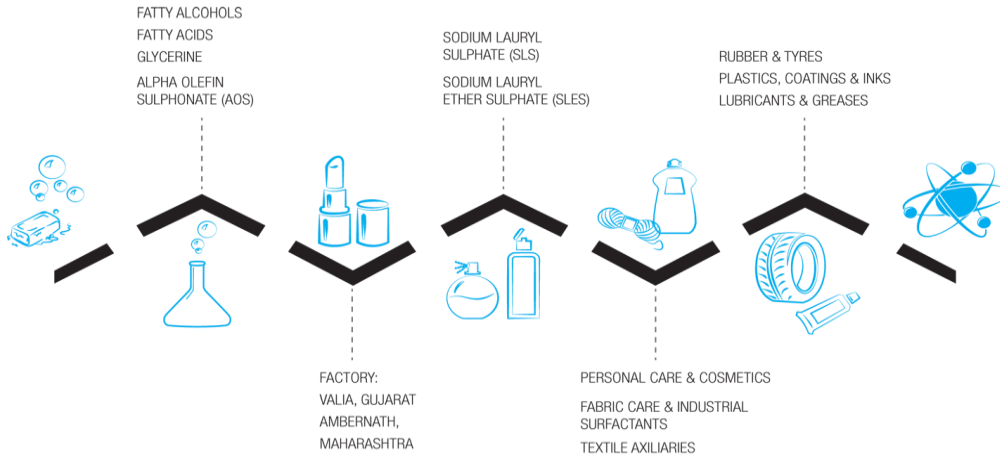
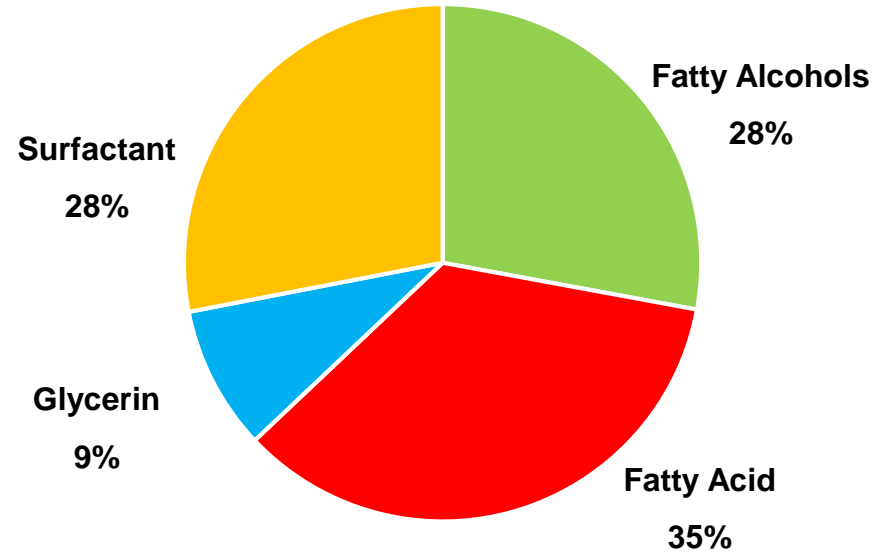


Financial Highlights for Q1 2020-21

₹ crore	Q1 FY 20-21	Q1FY 19-20
Revenue	246	399
PBIT	1	34

- Exports for the Q1FY21 was ₹ 72 crore.

Product Portfolio Q1 FY 2020-21



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2020-21	FY 2019-20
Total Income	Q1	165	708
Net Profit after tax	Q1	(20)	90

Business & Sales Highlights for Q1 FY 2020-21

- Due to the lockdown, there was very limited construction during the quarter and as a result no new projects achieved revenue recognition
- Q1 FY21 witnessed total booking value of ₹1,531 crore and total booking volume of 2.51 million sq. ft. as compared to total booking value of ₹ 897 crore and total booking volume of 1.35 million sq. ft. in Q1 FY20
- Leased ~ 2 lakh sq. ft. of office space to A.P. Moller – Maersk’s business units at Godrej Two
- Construction activity has resumed on almost all the sites post the lockdown and the labor strength at the end of July was at approximately 60% of pre-COVID levels
- COVID Relief: GPL supported 13,885 migrant workers and other vulnerable families through ration support during the current quarter. The company provided ration support during the lockdown period to close to 9,000 contract workers on GPL sites across India

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2020-21	FY 2019-20
Total Income	Q1	1,562	1,712
Net Profit after tax	Q1	89	76

- **Animal Feed:** For Q1 FY21, segment revenue declined by 15.5% however segment result have posted growth of 13.5% supported by favorable input prices.
- **Vegetable Oil:** In Q1FY21, segment revenue grew by 8.2% as compared to the corresponding quarter of the previous year. This is mainly due to increase in prices of crude palm oil and palm kernel oil in the current quarter
- **Crop Protection Business:** In Q1FY21, Consolidated revenues and segment profits grew by 12% and 10% respectively, over the corresponding quarter of the previous year.
- **Dairy:** Extended lockdown has adversely impacted the milk demand from the institutional segment and out-of-home consumption of milk products.



OTHER INFORMATION

Godrej Group stands in solidarity with efforts to overcome COVID-19

GODREJ GROUP EARMARKS INR 50 CRORE



- Godrej Group earmarks an initial INR 50 crore fund to support relief efforts in India
- Will extend support to communities across other countries of operation



Ensuring Safety

- We continue to adopt strict safety measures on site such as regularly check temperature of workers and keep rooms in case people need to be quarantined.

Strengthening public healthcare

- We have set up a 75 bed isolation facility at Seven Hills hospital in Mumbai, and contributed 115 hospital beds to Govt. of Maharashtra. Provided 10,000 PPE kits in Mumbai and Delhi.

Supply of Essentials

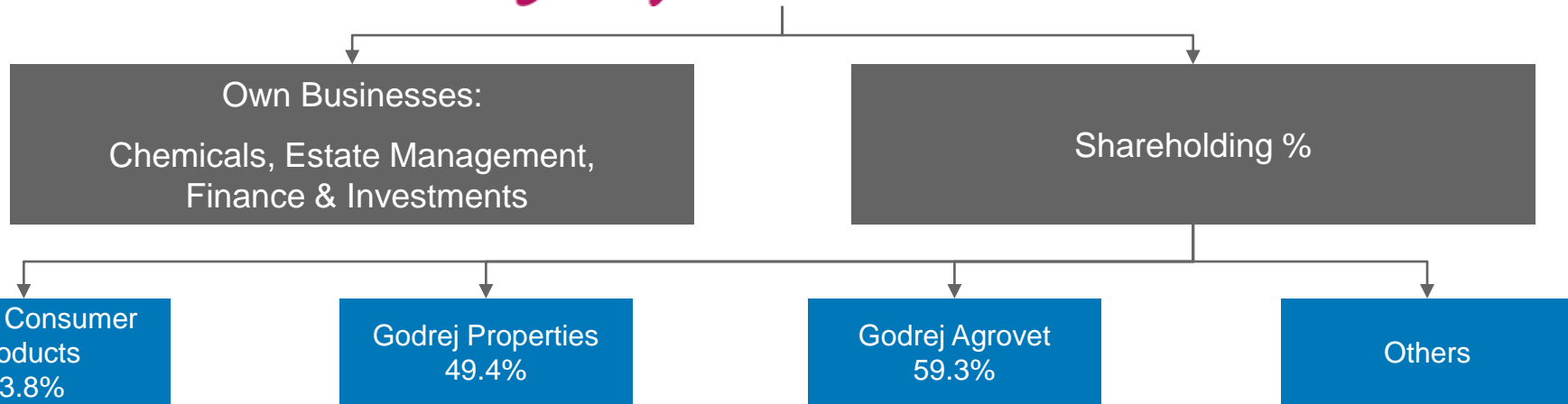
- We provided food supplies to contract workers and also initiated supporting food kits for communities around our plant.

Relief to worst effected populations

- Provided food relief and/or hygiene kits to over 43,800 families across India. Supplied 96,000 meals from Godrej One and supported 25,000 cooked meals in Mumbai.

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

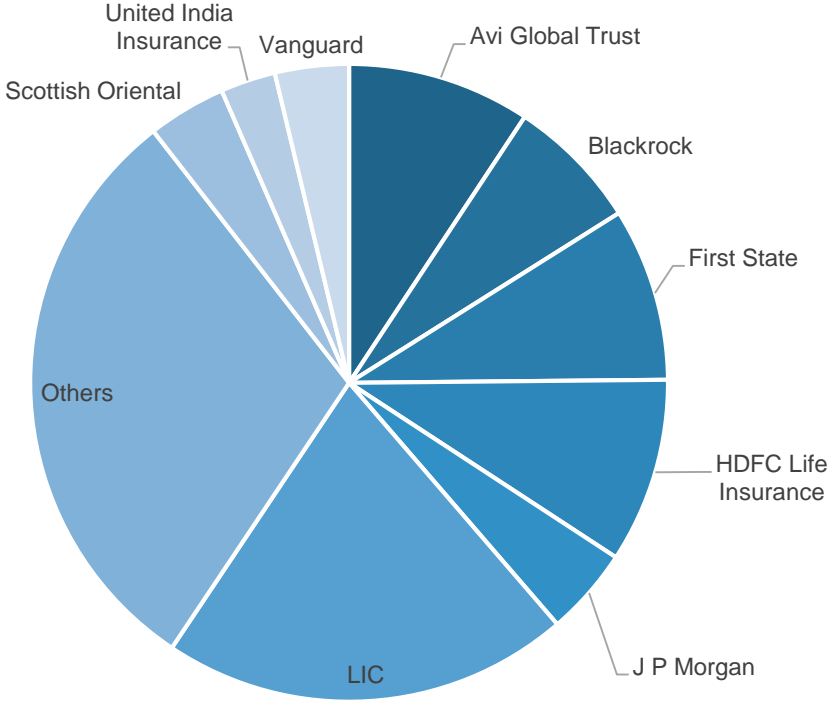
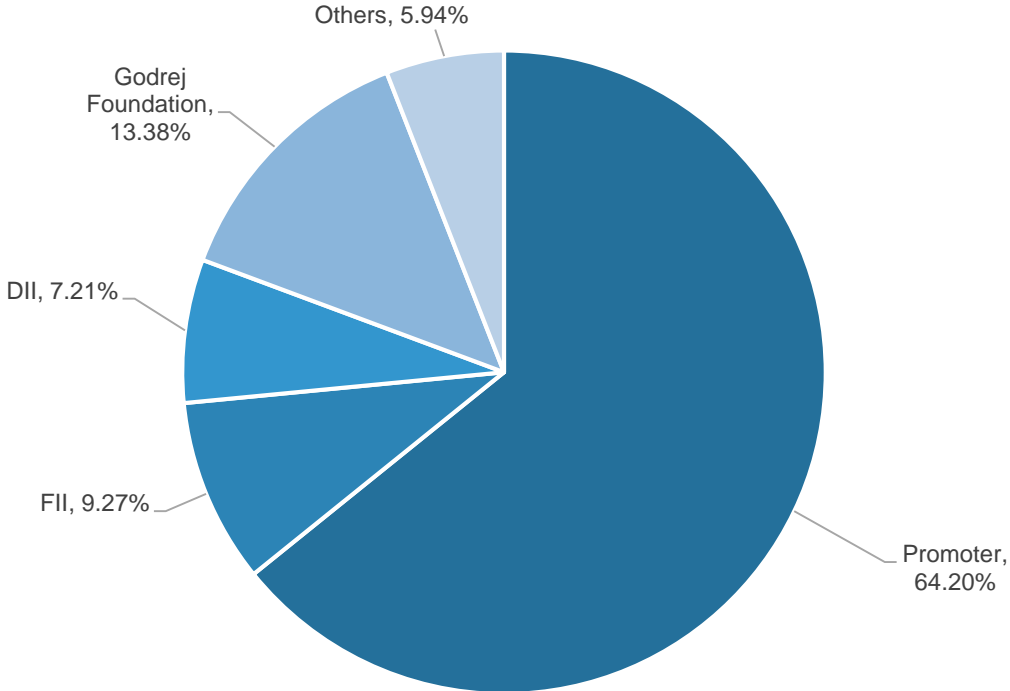


- Other investments

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	16,771
Godrej Properties (GPL)	Real Estate and Property Development	49.4%	763	10,813
Godrej Agrovvet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	59.3%	452	4,906
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	15	
	Total		2,615	

SHAREHOLDING PATTERN AS ON JUN 30, 2020



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION