

# GODREJ INDUSTRIES LIMITED

Performance Update – Q1 FY 2019-20



AUG 13, 2019

# 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 2019-20	Q1 FY 2018-19	% Growth
<b>Total Income</b>	<b>2,941</b>	<b>3,029</b>	<b>(3%)</b>
<b>PBDIT *</b>	<b>471</b>	<b>386</b>	<b>22%</b>
<b>Depreciation</b>	<b>56</b>	<b>39</b>	<b>-</b>
<b>PBIT*</b>	<b>415</b>	<b>347</b>	<b>19%</b>
<b>Interest</b>	<b>124</b>	<b>124</b>	<b>-</b>
<b>Net Profit *#</b>	<b>103</b>	<b>79</b>	<b>31%</b>

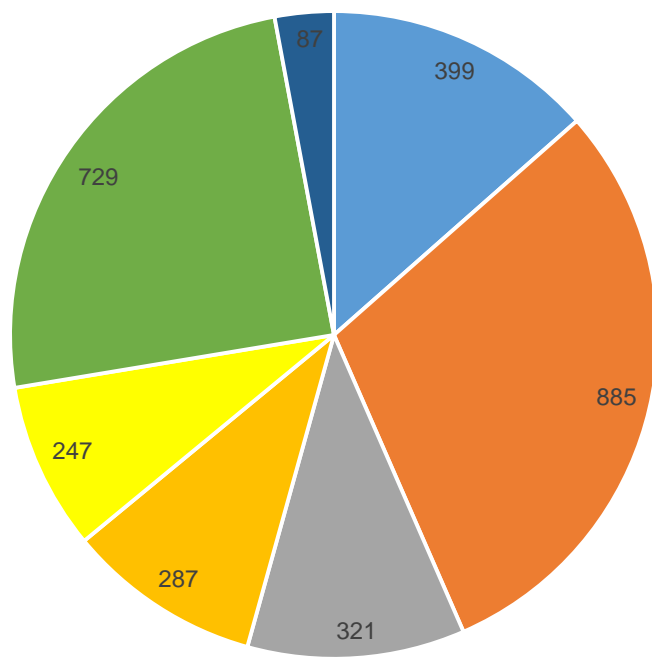
\* Including share of profit in associates ;

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

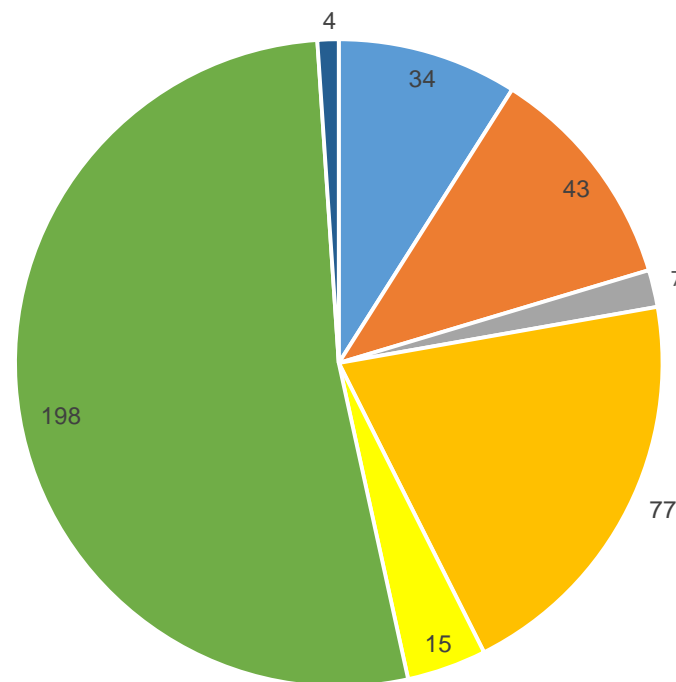
# **CONSOLIDATED RESULTS – SEGMENT PERFORMANCE**

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY 2019-20

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 FY 2019-20:

- Consolidated constant currency sales increased by 4%\* year-on-year.
- Consolidated constant currency EBITDA declined by 8%\* year-on-year.
- **Category Review**
  - **Household Insecticides** –Household Insecticides sales declined by 4% to ₹427 crore, driven by an extended summer and the impact of a high base.
  - **Soaps**– Soaps delivered strong volume led value growth of 3%. It continues to gain market share driven by effective micro-marketing initiatives and impactful consumer offers.
  - **Hair Colours** – Hair Colours was flat on the back of a high base and general slowdown. Recently launched Godrej Expert Easy 5 minute shampoo hair colour in South India is scaling up well.
  - Declared an interim dividend of 200% (₹ 2.00 per share).

\* Adjusted for Europe business divestment w.e.f. Sept'18



## Financial Highlights for Q1 FY 2019-20:

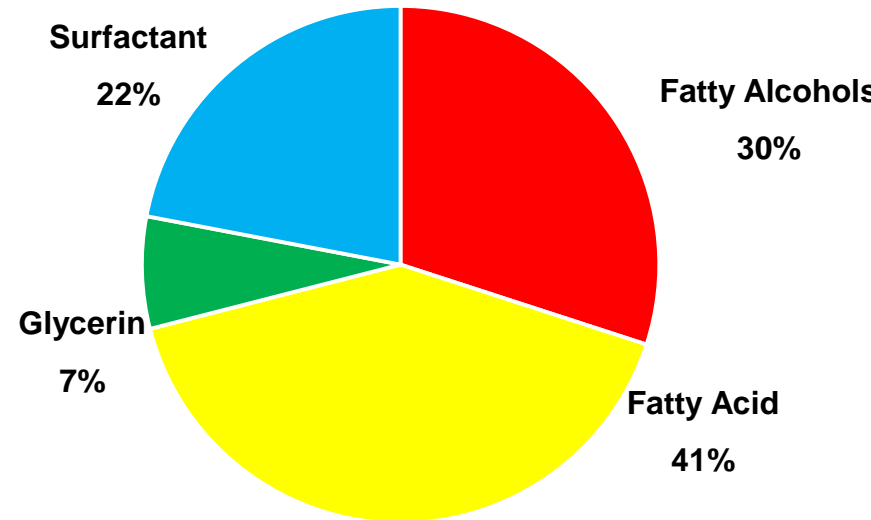
₹ crore	Q1 FY 19-20	Q1 FY 18-19
Revenue	399	383
PBIT	34	24

- PBIT for Q1FY19 increased by 43% as compared to Q1FY18
- Exports for the quarter was ₹117 crore.



GIL- Chemicals Business was awarded the Golden Peacock Award 2019 for Environment Management.

## Product Portfolio Q1 FY 2019-20



## Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q1	708	1,055
Net Profit after tax (after minority interest)	Q1	90	34

## Business & Sales Highlights for Q1 FY 2019-20

- Q1FY20 witnessed total booking value of ₹ 897 crore and total booking volume of 1.35 million sq.ft. as compared to total booking value of ₹ 820 crore and total booking volume of 1.17 million sq.ft in Q1 FY19.
- Added 1 new project (R K Studios-Chembur, Mumbai) with ~ 0.35 million sq.ft. of saleable area in Q1FY20.
- Delivered ~1.4 million sq.ft. across 2 cities in Q1FY20
- Successfully raised ₹ 2,100 crore through Qualified Institutional Placement.

## Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q1	1,713	1,488
PBT	Q1	113	120

- Consolidated Total Income for Q1FY20 stood at ₹1,713, a growth of 15%.
- **Animal Feed:** Registered a volume growth of 6.5% in Q1FY20 as compared to the corresponding quarter of the previous year, mainly driven by layer and fish feed segments.
- **Vegetable Oil:** Segment revenue declined by 13.6% as compared to the corresponding quarter of the previous year and was mainly due to decline in prices of crude palm oil and palm kernel oil and also due to delayed monsoon resulting in an extended summer.
- **Crop Protection Business:** Consolidated segment revenue for Q1FY20 grew by 11.6% as compared to the corresponding quarter of the previous year.
- **Dairy:** The segment revenues for Q1FY20 were flat at ₹320 crore.

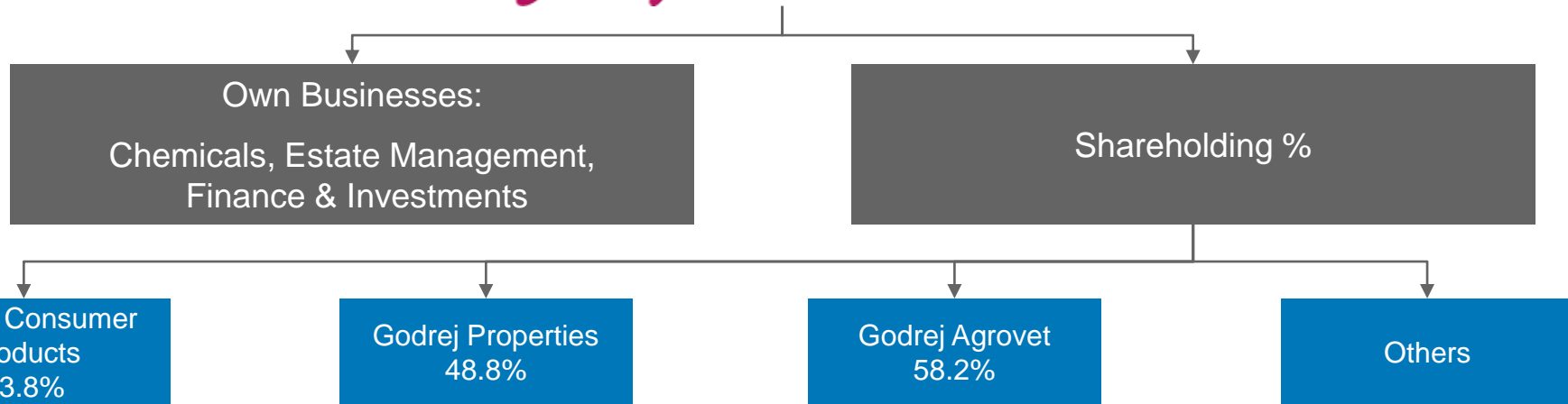
*Consolidated Q1FY20 results include financials of Godrej Tyson Foods Ltd and Godrej Maxximilk Pvt. Ltd which became subsidiaries as on 27<sup>th</sup> March,2019, thus the consolidated results for the current quarter are not comparable with previous period results .*



**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE

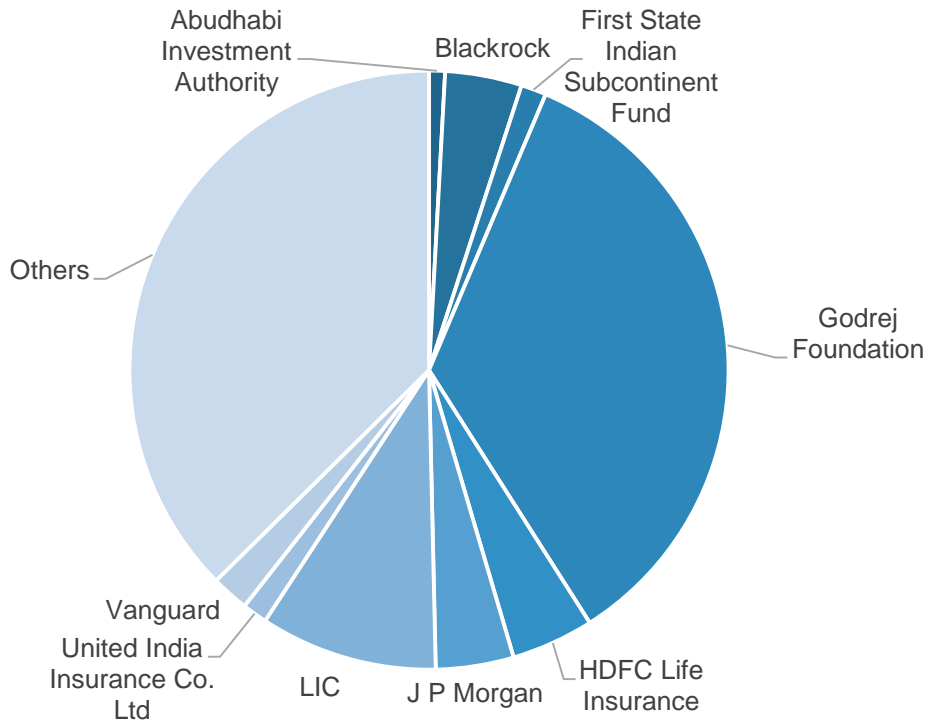
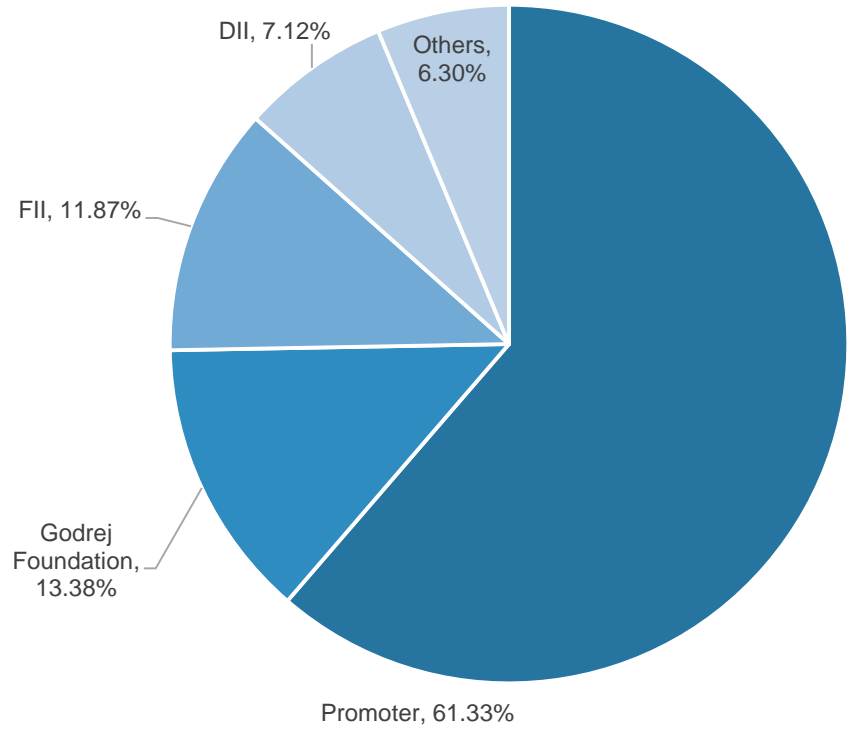


- Other investments

# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.8%	1,366	16,112
Godrej Properties (GPL)	Real Estate and Property Development	48.8%	747	12,343
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.2%	341	5,601
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	23	
	<b>Total</b>		<b>2,496</b>	

# SHAREHOLDING PATTERN AS ON JUNE 30, 2019



Major Institutional Investors





THANK YOU FOR YOUR TIME AND CONSIDERATION