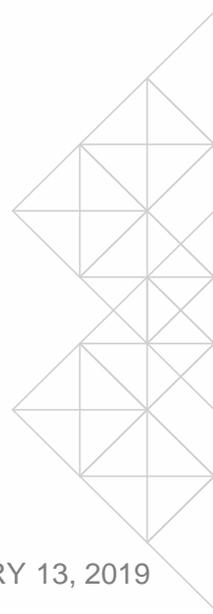


GODREJ INDUSTRIES LIMITED

Performance Update – Q3 FY 2018-19



FEBRUARY 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

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q3 FY 2018-19	Q3 FY 2017-18	% Growth	9M FY 2018-19	9M FY 2017-18	% Growth
Total Income	2,576	2,169	19%	8,442	7,339	15%
PBDIT *	304	213	43%	1,064	892	19%
Depreciation	43	41		128	122	
PBIT*	261	172	52%	937	769	22%
Interest	121	101		379	310	
Net Profit *#	77	45	73%	292	195	50%

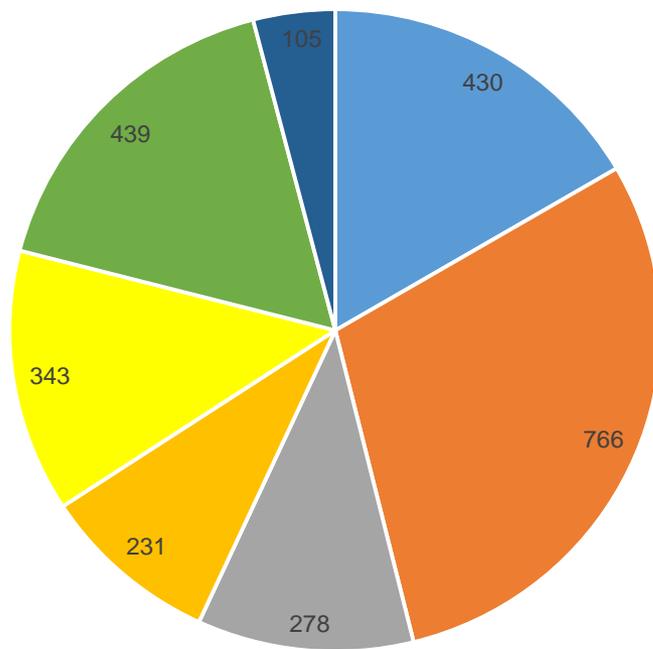
* Including share of profit in associates ;

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

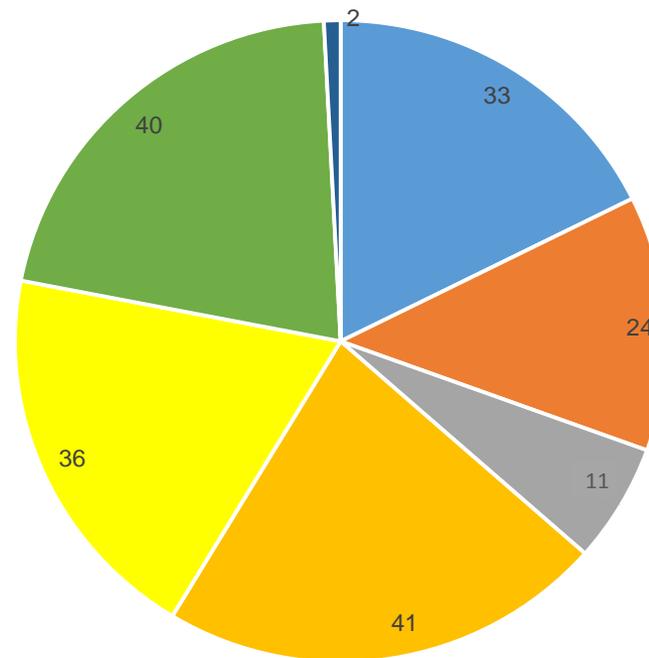
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2018-19

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

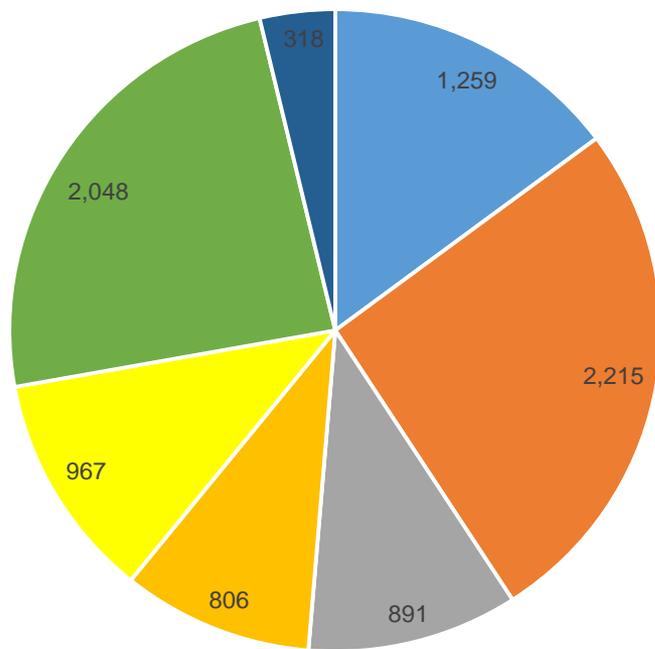
■ ANIMAL FEEDS

■ CROP PROTECTION

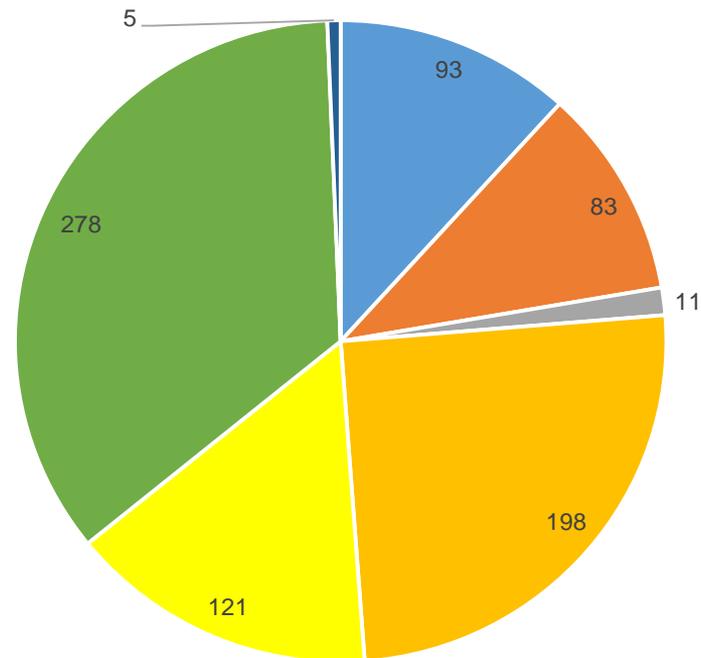
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2018-19

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 2018-19:

- Consolidated constant currency sales increased by 8%* year-on-year.
- Consolidated constant currency EBITDA grew by 2%* year-on-year.
- **Category Review**
 - **Household Insecticides** –Household Insecticides, delivered soft quarter. Sales were flat at ₹598 crore driven by unfavourable season.
 - **Soaps**– Delivered double-digit volume led sales growth of 13% on 2 year CAGR basis; albeit sales growth in this quarter was in single-digit, off a high base.
 - **Hair Colours** – Hair Colours continues to deliver double-digit sales growth of 17% on a 2 year CAGR basis; albeit sales growth in this quarter was flat, off a high base.
- Declared an interim dividend of 200% (₹ 2.00 per share).

* Adjusted for Europe business divestment (excluding October 2017 to December 2017 P&L in 3QFY18)

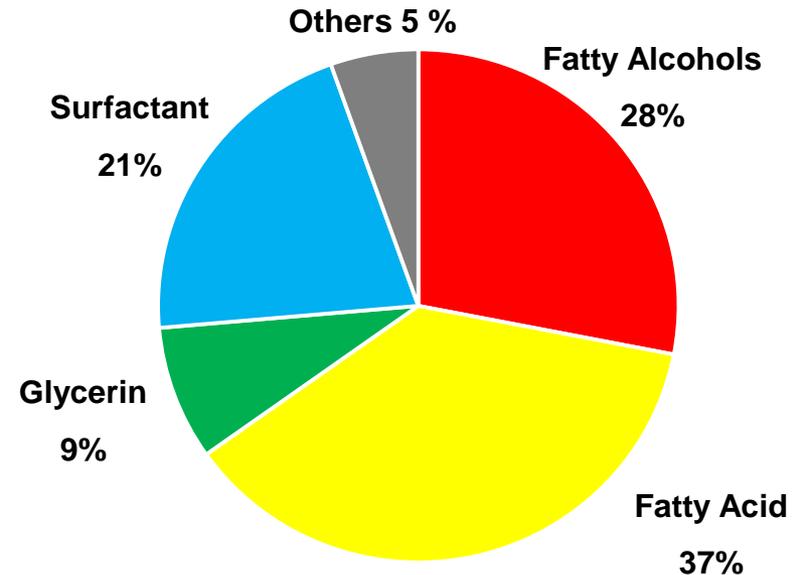


Financial Highlights for Q3 & 9M FY 2018-19:

₹ crore	Q3 FY 18-19	Q3 FY 17-18	9M FY 18-19	9M FY 17-18
Revenue	430	448	1,259	1,222
PBIT	33	34	93	64

- PBIT for 9MFY19 increased by 45% as compared to 9MFY18
- Exports for Q3FY19 stood at ₹146 crore a steady growth of 3% as compared to Q3FY18.

Product Portfolio Q3 FY 2018-19



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q3	473	299
	9M	1,966	1,535
Net Profit after tax (after minority interest)	Q3	42	(55)
	9M	96	45

Business & Sales Highlights for Q3 FY 2018-19

- Q3FY19 Best ever quarter for residential sales – residential booking value stood at ₹1,504 crore with QoQ of 89% in the value of sales bookings.
- Total booking value stood at ₹1,528 crore and total booking volume stood at 2.80 million sq.ft. as compared to total booking value of ₹1,220 crore and total booking volume of 1.43 million sq.ft. of the corresponding quarter of the previous year.
- Added 1 new projects with 1 million sq.ft. of saleable area in Q3FY19.
- Entered a joint venture agreement with Hero Cycles and Godrej Fund Management to develop a prime office development on Golf Course Road, Gurgaon.
- **Awards and Recognitions:** GPL received 10 awards in Q3 FY19.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q3	1,459	1,226
	9M	4,569	4,032
PBT	Q3	73	88
	9M	338	320

- Consolidated Total Income for Q3FY19 stood at ₹1,459, a growth of 19%.
- **Animal Feed:** Strong volume growth in layer and broiler feed. Segment had a volume growth of 12.5% in Q3FY19 as compared to the corresponding quarter of the previous year.
- **Vegetable Oil** High Fresh Fruit Bunches (FFB) volume arrived during the third quarter which supported revenue and profitability. Total revenues in Q3FY19 grew by 34% as compared to the corresponding quarter of the previous year.
- **Crop Protection Business:** During the quarter the segment reported a consolidated revenues of ₹ 231 crore as compared to ₹ 156 crore in the corresponding quarter of the previous year.
- **Dairy:** The segment revenues were flat year-on-year.



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)



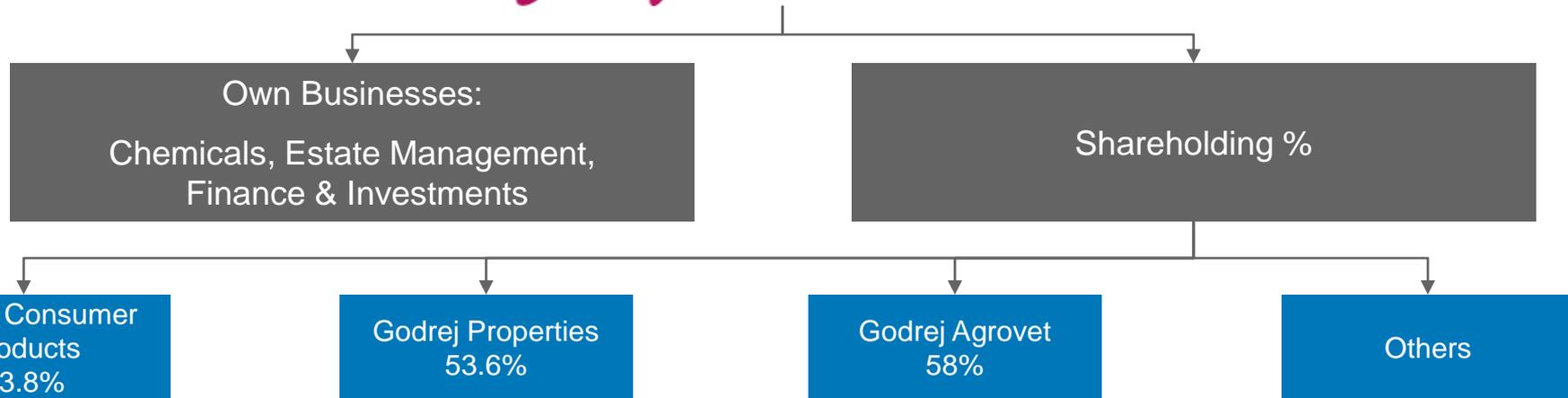
- Q3 FY 19 sales performance at ₹ 89 crore.
- Online business clocked sale of ~ ₹ 6 crore in Q3 FY19, a growth of 29% over the previous year; The Company continued to invest in Operations Excellence and store refresh initiatives in line with its strategic pillar “Our stores come first, always and every time”.
- Four New Stores were opened in Q3FY19. As at December 31,2018, the Company has 34 operating stores across 3 cities viz. Mumbai, Pune and Bangalore.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



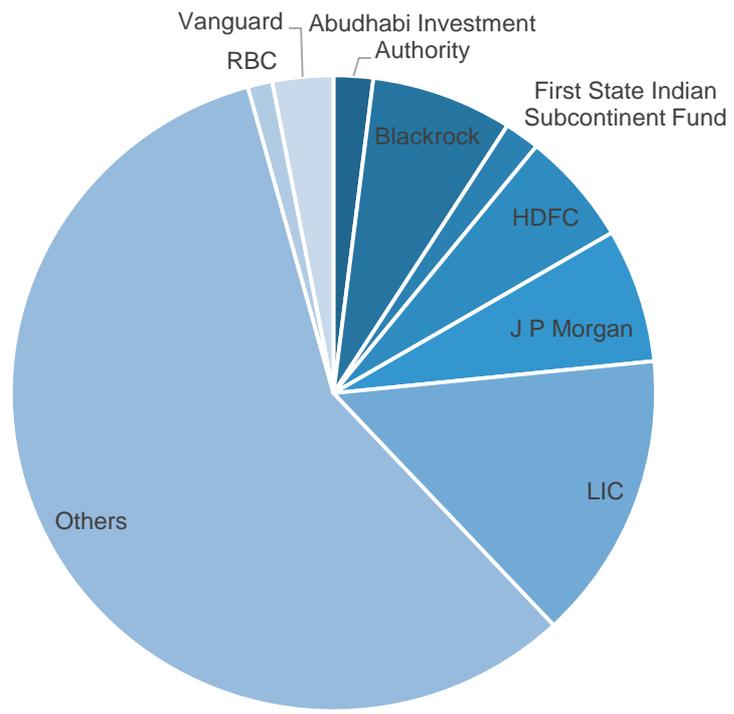
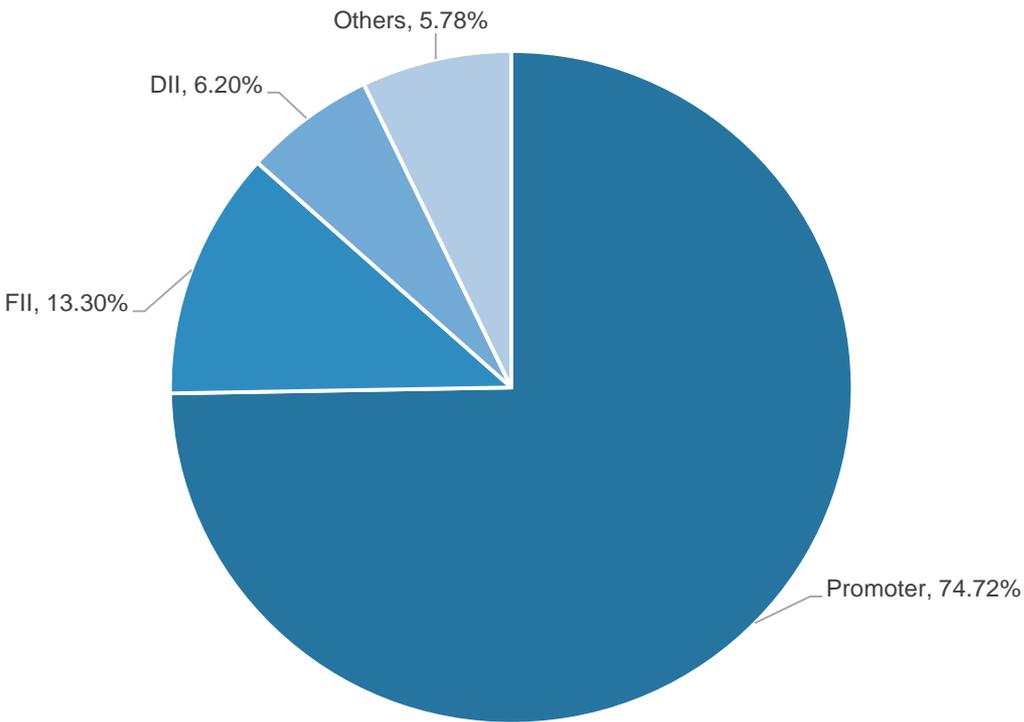
- Nature's Basket (100%)
- Other investments

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	19,756
Godrej Properties (GPL)	Real Estate and Property Development	53.6%	747	7,997
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.0%	326	5,610
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	413	
Others		--	23	
	Total		2,894	

Market Value of GIL's investment in GCPL + GPL + GAVL* increased by ~ ₹ 2,215 crore (7%) on YoY basis

SHAREHOLDING PATTERN AS ON DECEMBER 31, 2018



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION