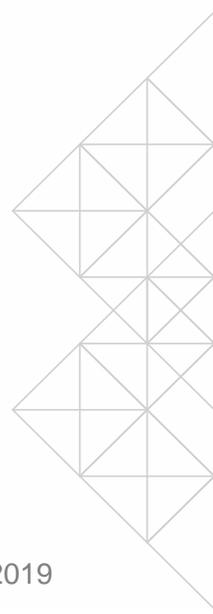


GODREJ INDUSTRIES LIMITED

Performance Update – Q4 FY 2018-19



MAY 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)	Q4 FY 2018-19	Q4 FY 2017-18	% Growth	FY 2018-19	FY 2017-18	% Growth
Total Income	3,230	2,343	38%	11,712	9,697	21%
PBDIT *	711	293	142%	1,775	1,185	50%
Depreciation	45	53	-	173	175	-
PBIT*	666	241	177%	1,602	1,010	59%
Interest	137	103	-	516	413	-
Net Profit *#	297	143	108%	590	338	75%

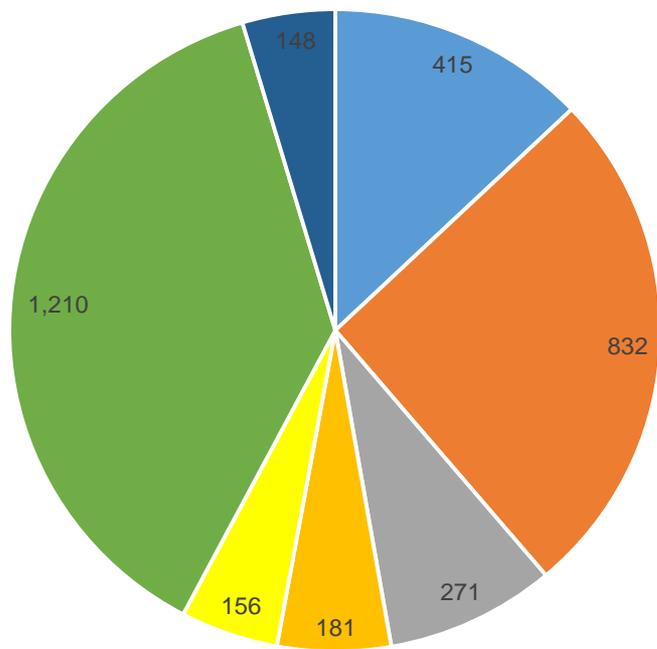
* Including share of profit in associates ;

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

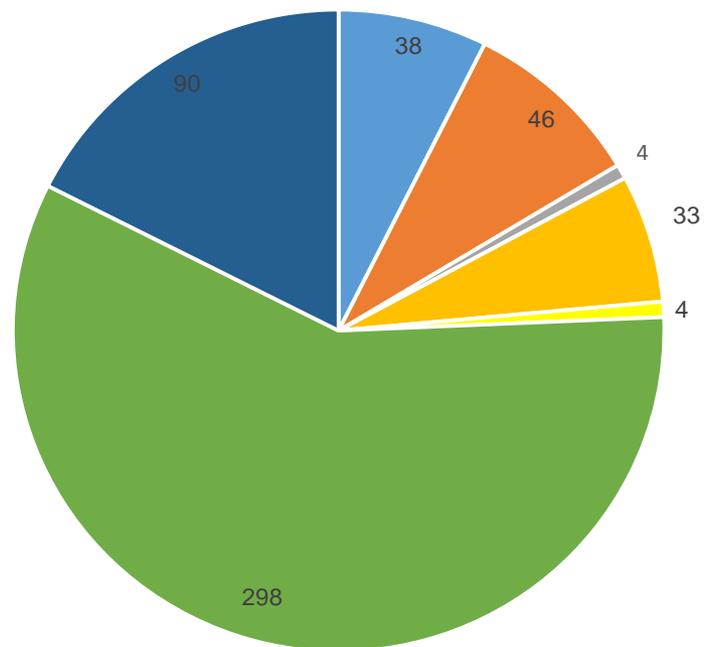
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2018-19

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

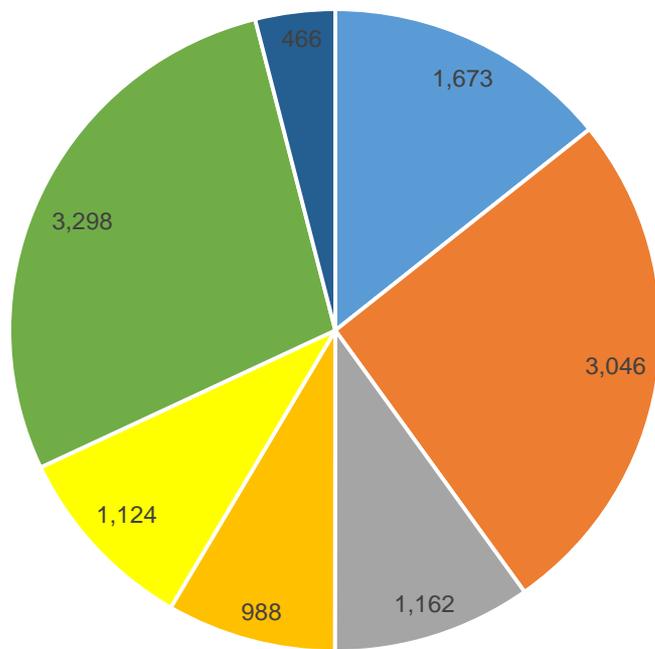
■ ANIMAL FEEDS

■ CROP PROTECTION

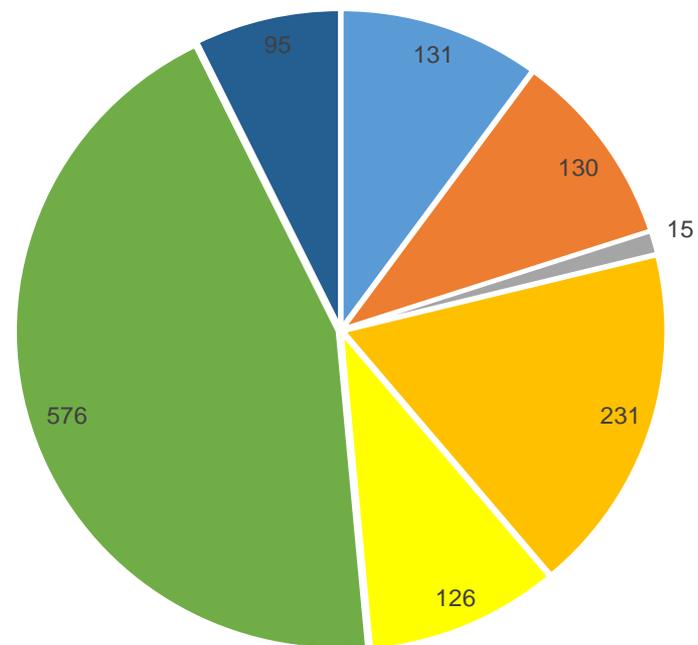
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 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 Q4 FY 2018-19:

- Consolidated constant currency sales increased by 4%* year-on-year.
- Consolidated constant currency EBITDA declined by 3%* year-on-year.
- **Category Review**
 - **Household Insecticides** –Household Insecticides, delivered soft quarter. Sales declined by 6% to ₹553 crore driven by extended winter.
 - **Soaps**– Soaps sustained a high single digit sales growth of 9% on a 2 year CAGR basis. Sales growth this quarter was adversely impacted by a delayed summer.
 - **Hair Colours** – Hair Colours delivered a high single digit sales growth of 7% and continued to gain market share this quarter. Godrej Expert Rich Crème continues to consistently deliver robust growth and has achieved its highest ever market share (on an exit basis).
 - Declared an interim dividend of 200% (₹ 2.00 per share).

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



Financial Highlights for Q4 & FY 2018-19:

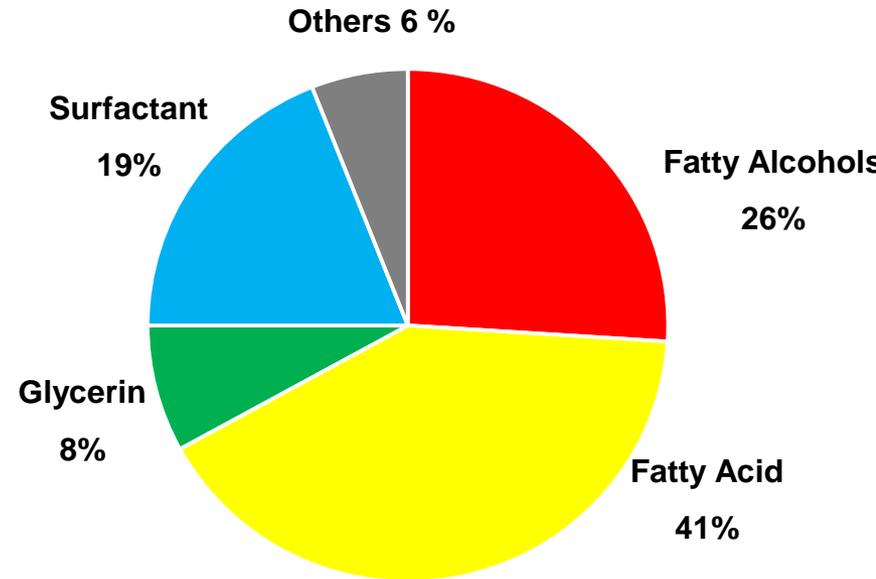
₹ crore	Q4 FY 18-19	Q4 FY 17-18
Revenue	415	444
PBIT	38	27

- PBIT for Q4FY19 increased by 42% as compared to Q4FY18

₹ crore	FY 18-19	FY 17-18
Revenue	1673	1666
PBIT	131	91

- PBIT for FY19 increased by 44% as compared to FY18
- Exports for FY 2018-19 stood at ₹ 534 crore

Product Portfolio Q4 FY 2018-19



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q4	1200	516
	FY	3,236	2,066
Net Profit after tax (after minority interest)	Q4	157	42
	FY	253	87

Business & Sales Highlights for Q4 & FY 2018-19

- Highest ever sales in a financial year by GPL
- Q4 FY19 witnessed total booking value of ₹2161 crore and total booking volume of 3.72 million sq.ft. as compared to total booking value of ₹1054 crore and total booking volume of 1.47 million sq.ft. of the corresponding quarter of the previous year.
- Added 8 new projects with ~ 27 million sq.ft. of saleable area in Q4FY19.
- Achieved revenue recognition at The Trees – Phase 1 within 32 months, one year ahead of schedule.
- **Awards and Recognitions:** GPL received total 69 awards in FY19.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q4	1,355	1206
	FY	5,924	5,238
PBT	Q4	140	51
	FY	477	372

- Consolidated Total Income for Q4FY19 stood at ₹1,355, a growth of 12%.
- **Animal Feed:** Strong volume growth in layer and broiler feed. Segment had a volume growth of 10.4% in Q4FY19 as compared to the corresponding quarter of the previous year.
- **Vegetable Oil** For FY19-20 segment revenue grew by 16% as compared to the previous year; supported by higher crude palm oil prices.
- **Crop Protection Business:** Consolidated segment revenue for FY18-19 grew by 12% as compared to 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)

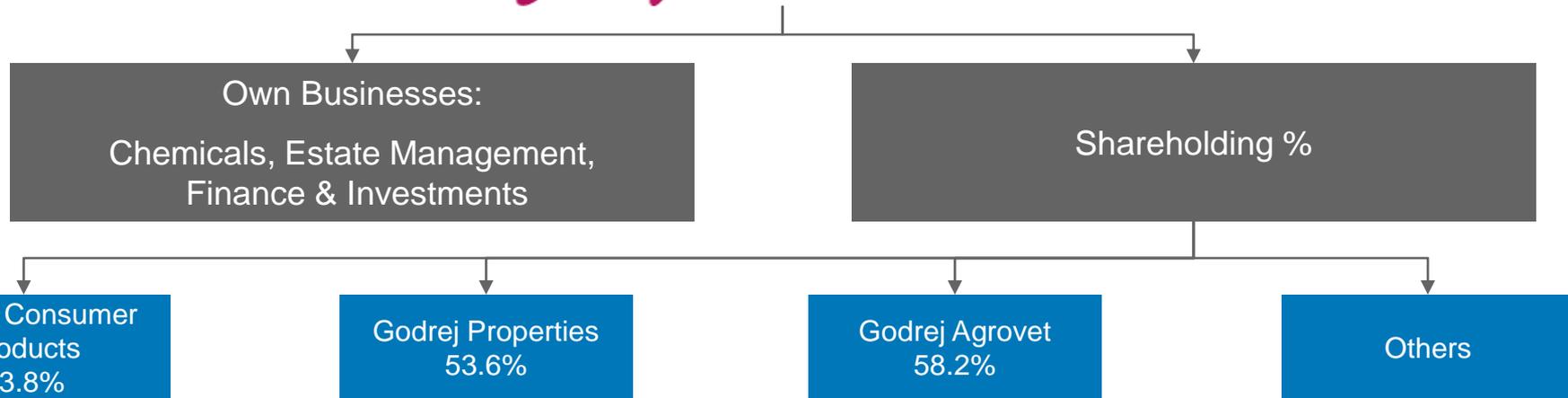
- Q4 FY 19 sales performance at ₹ 85 crore.
- Online business clocked sale of ~ ₹ 7 crore in Q4 FY19, a growth of 43% over the previous year; The Company continued to invest in Operations Excellence and store refresh initiatives in line with its strategic pillar “Our stores come first, always and every time”.
- As at March 31,2019, the Company has 35 operating stores across 3 cities viz. Mumbai, Pune and Bangalore.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

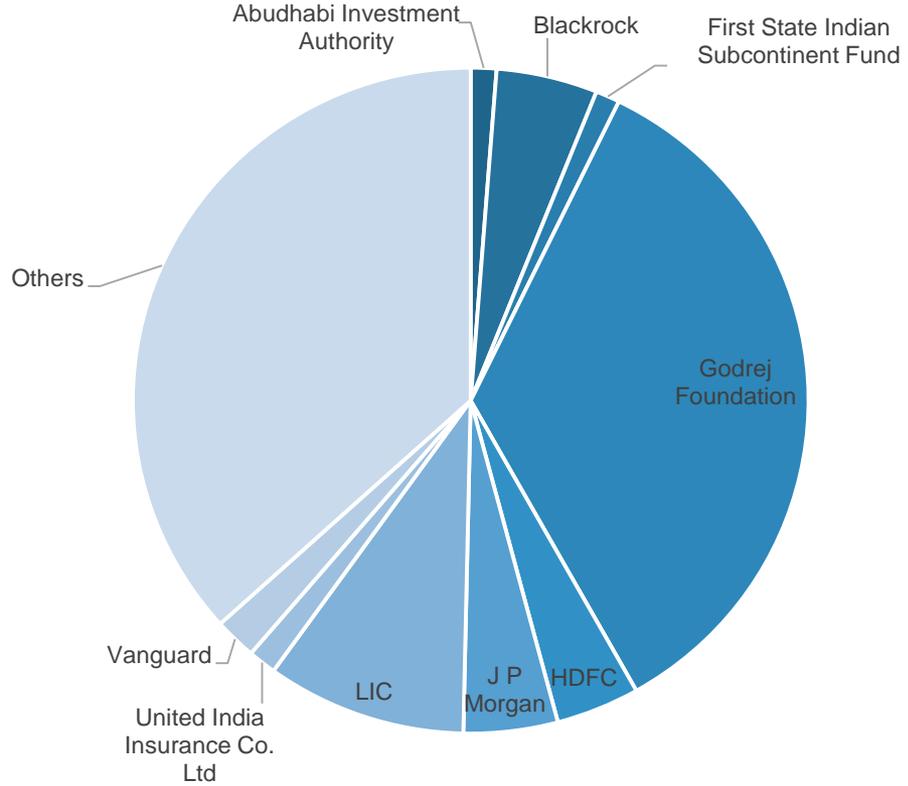
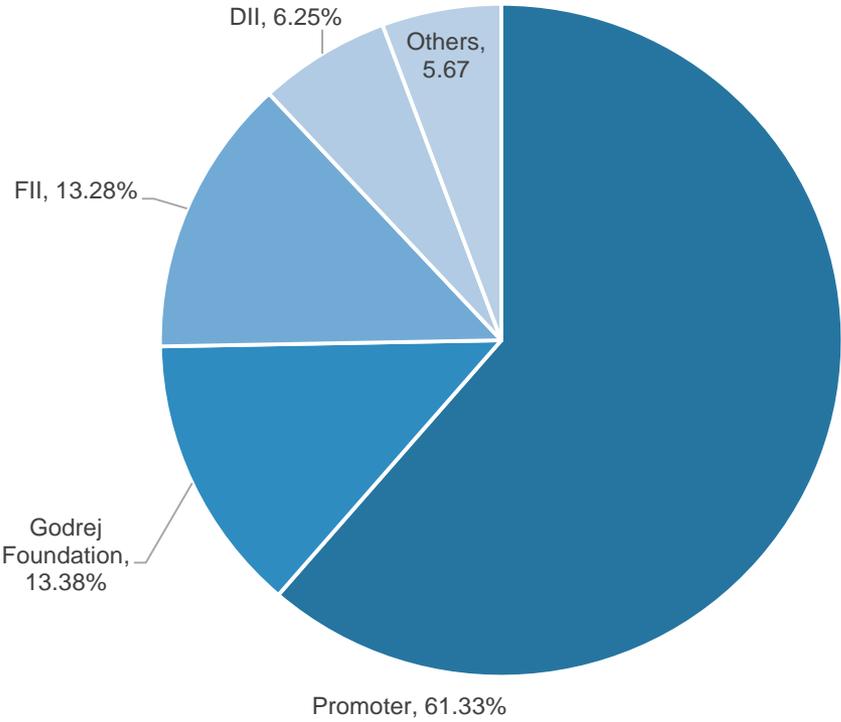


- Nature's Basket (100%)
- Other investments

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	16,685
Godrej Properties (GPL)	Real Estate and Property Development	53.6%	747	10,019
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.2%	341	5,686
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	200	
Others		--	23	
	Total		2,696	

SHAREHOLDING PATTERN AS ON MARCH 31, 2019



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION