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GODREJ INDUSTRIES LIMITED

Performance Update – Q2 & H1 FY 2020-21

NOV 11, 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)	Q2 FY 2020-21	Q2 FY 2019-20	% Growth	H1 FY 2020-21	H1 FY 2019-20	% Growth
Total Income	2,569	2,790	(8%)	4,688	5,730	(18%)
PBDIT *	432	378	15%	749	849	(12%)
Depreciation	61	58	-	118	114	-
PBIT*	372	320	16%	631	735	(14%)
Interest	117	129	-	232	253	-
Net Profit ** (Continuing Operations)	148	109	36%	217	240	(9%)

* Including share of profit in associates ;

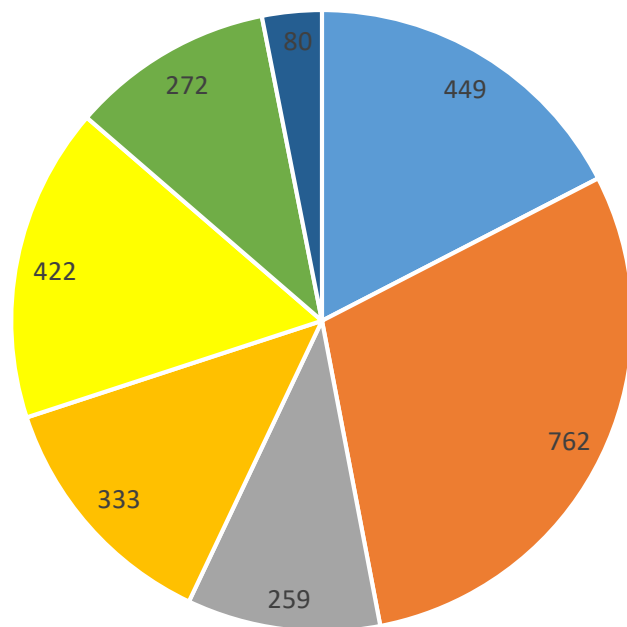
With share of profit in associate companies, post reduction of non-controlling interest.

Net Profit (Discontinuing operations)	1	202		1	174	
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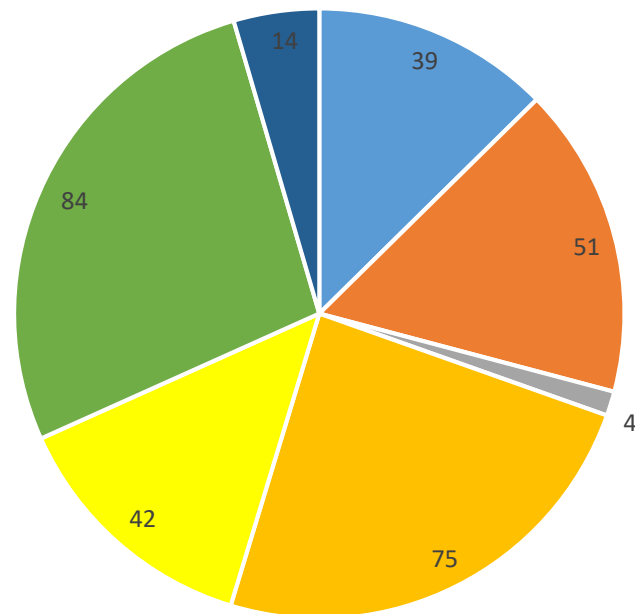
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q2 FY 2020-21

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

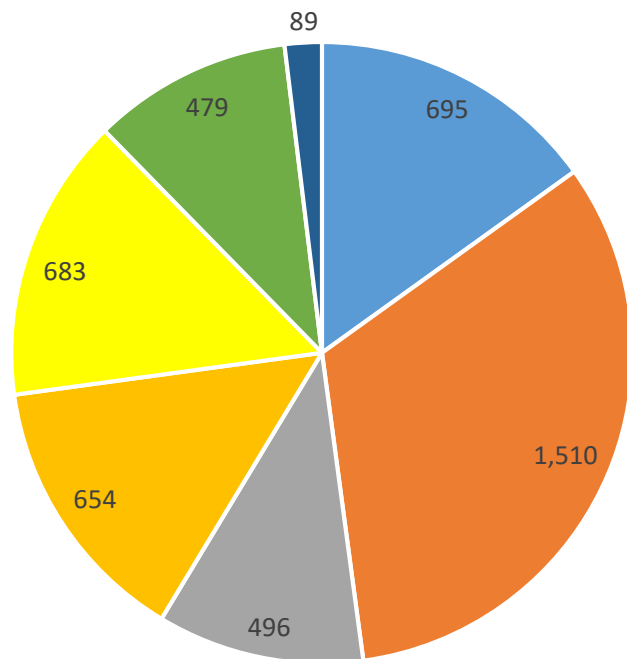
■ ANIMAL FEEDS

■ CROP PROTECTION

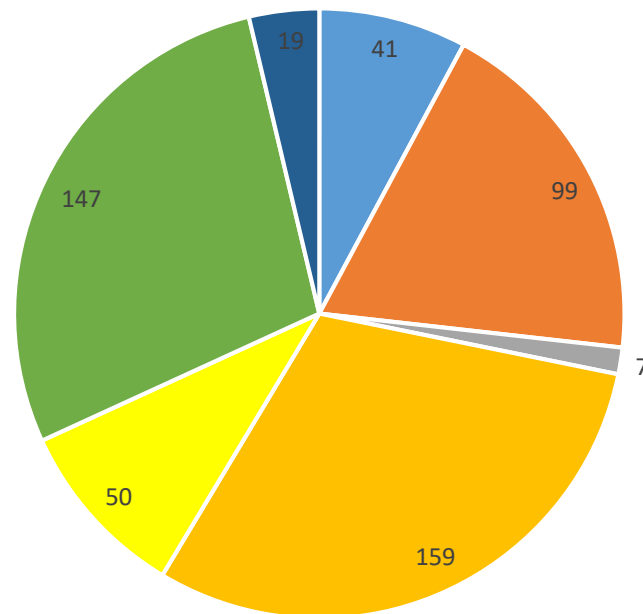
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: H1 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 Q2 FY2020-21:

- Consolidated sales grew by 11% year-on-year.
- Consolidated EBITDA grew by 19% year-on-year.
- Consolidated net profit grew by 19% year-on-year.
- **Category Review**
 - **Household Insecticides** – Household Insecticides grew by 4%, partially impacted by supply issues due to regional lockdowns.
 - **Soaps**– Soaps delivered a strong performance and grew by 18%, driven by market share gains. New launches in Health are scaling up well
 - **Hair Colours** – Hair Colours witnessed a gradual recovery. Godrej Expert Rich Crème continues to perform well by leveraging Do-It-Yourself (DIY) trends through influencers, resulting in strong market share gains.

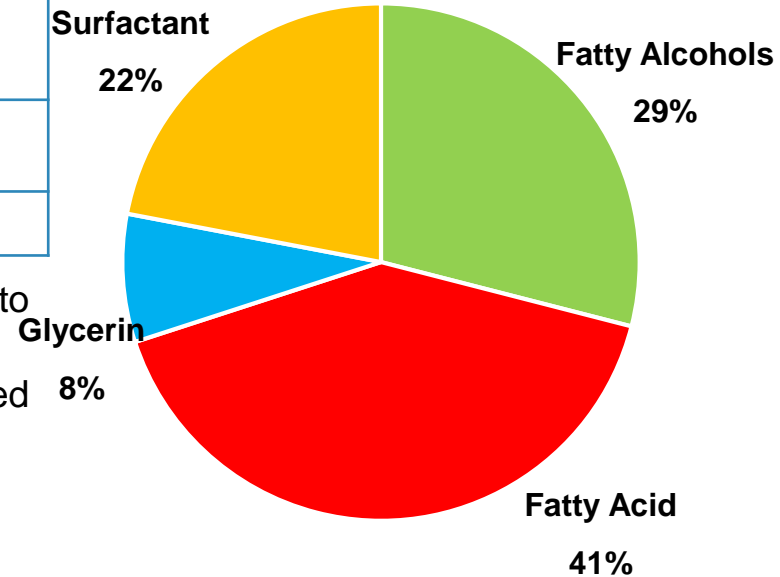


Financial Highlights for Q2 & H1 2020-21

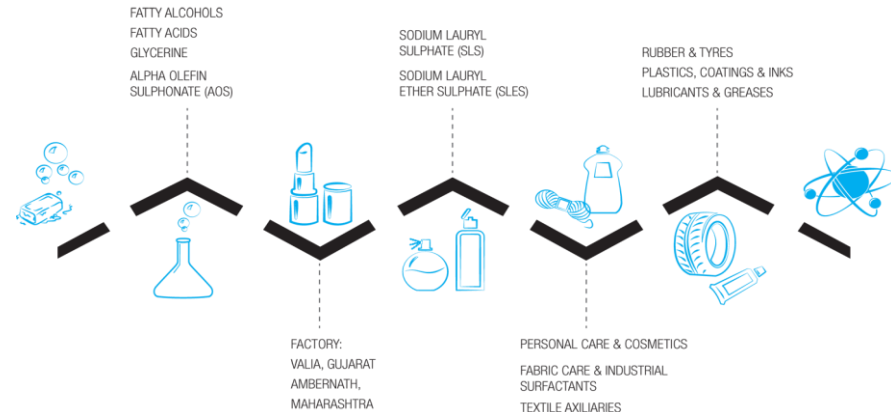
₹ crore	Q2 FY 20-21	Q2FY 19-20	H1 FY 20-21	H1 FY 19-20
Revenue	449	411	695	810
PBIT	39	33	41	67

- PBIT for Q2 FY21 increased by 21% as compared to Q2 FY20
- Revenues for Q2 FY21 increased by 9% as compared to Q2 FY20
- Exports for the Q2FY21 was ₹ 117 crore.

Product Portfolio Q2 FY 2020-21



Valia Factory has been awarded “GreenCo Star Performer Award, 2020” by Confederation of Indian Industry in the annual CII Green Co Summit 2020



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q2 FY21	Q2 FY20	H1 FY21	H1 FY20
Total Income	238	370	403	1,078
Net Profit after tax	7	32	(12)	121

Business & Sales Highlights for Q2 FY 2020-21

- Q2 FY21 witnessed total booking value of ₹1,074 crore and total booking volume of 1.73 million sq. ft. as compared to total booking value of ₹ 1,446 crore and total booking volume of 2.26 million sq. ft. in Q2 FY20
- Added a new project in Mumbai with saleable area of ~1.5 million sq. ft. in Q2 FY21 and a new project in Bangalore with a saleable area of ~1.6 million sq. ft. in October 2020.
- Construction activity has resumed across the sites, worker strength doubled during the quarter and increased to 130% of Pre-Covid levels
- Received 8 awards in Q2 FY21 including 'National Brand Leader of India' by Track2Realty BrandXReport 2019-2020

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q2 FY21	Q2 FY20	H1 FY21	H1 FY20
Total Income	1,732	1,863	3,295	3,575
Net Profit after tax	107	104	197	180

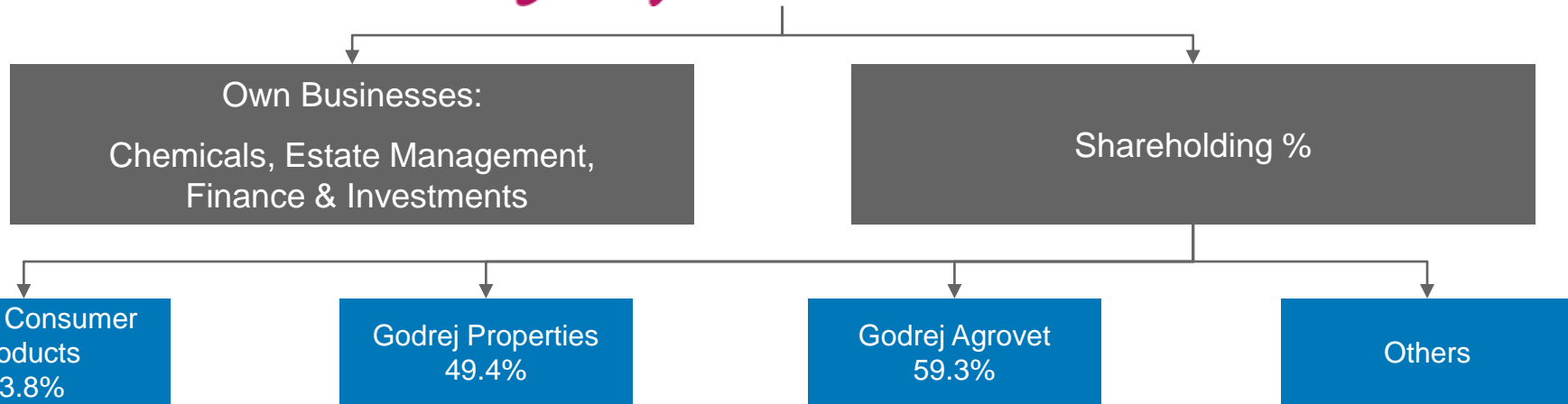
- **Animal Feed:** For Q2 FY21, segment revenue declined by 18.8% however segment result have posted growth of 10.6% supported by favorable input prices.
- **Vegetable Oil:** In Q2FY21, segment revenue grew by 23.9% and segment results grew by 44% as compared to the corresponding quarter of the previous year. Segment revenues and segment results are supported by higher yields and higher end product prices
- **Crop Protection Business:** In Q2FY21, Consolidated segment profits grew by 10% 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 INDUSTRIES LIMITED

CORPORATE STRUCTURE

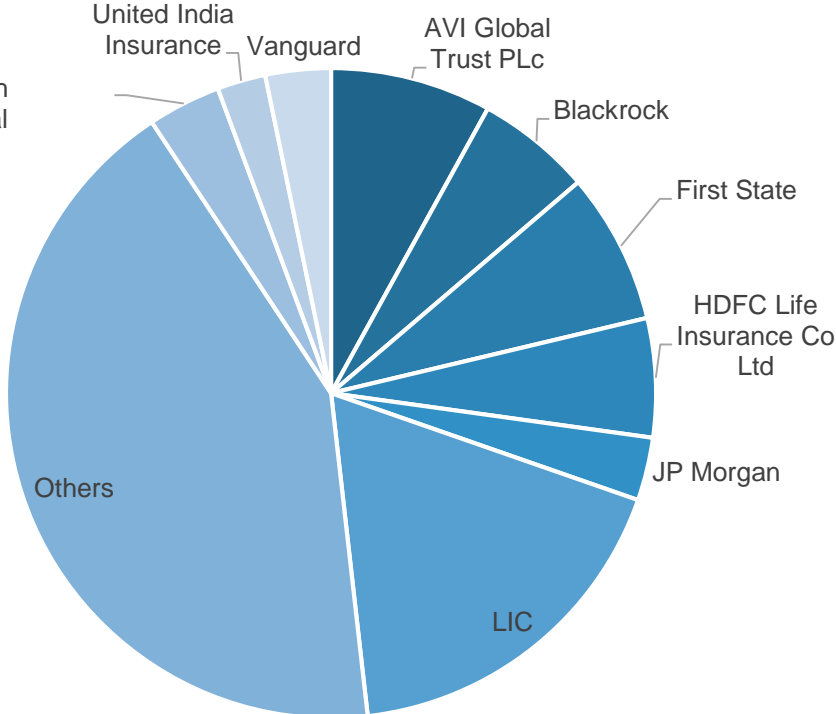
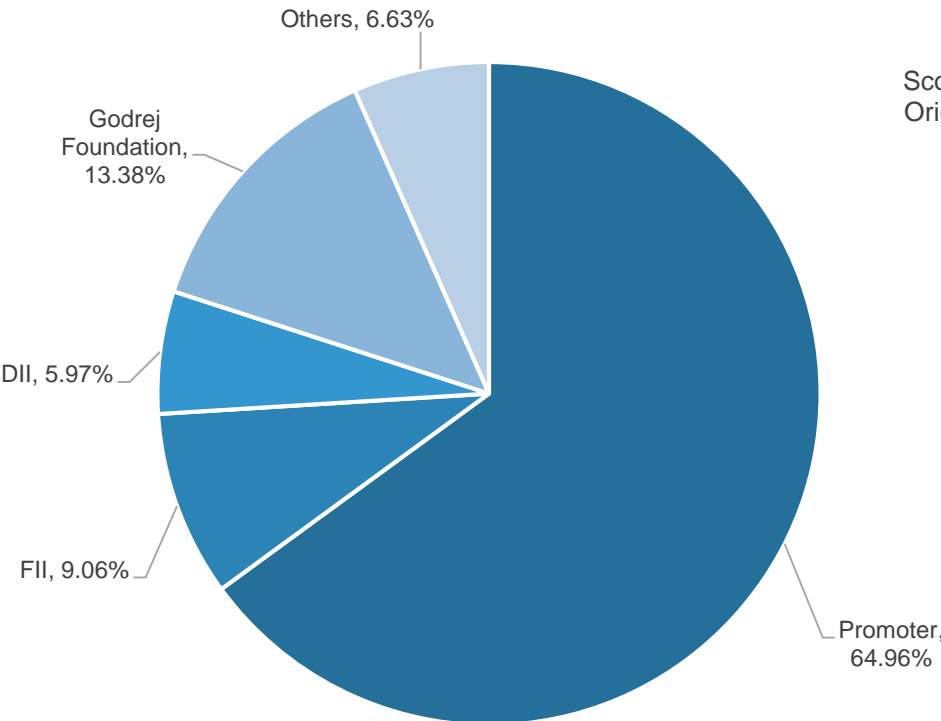


- Other investments

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	17,611
Godrej Properties (GPL)	Real Estate and Property Development	49.4%	763	10,700
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	59.3%	452	5,785
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	20	
	Total		2,620	

SHAREHOLDING PATTERN AS ON SEP 30, 2020



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION