

GODREJ INDUSTRIES LIMITED

Performance Update – Q4 & FY 2019-20



MAY 22, 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)	Q4 FY 2019-20	Q4 FY 2018-19	% Growth	FY 2019-20	FY 2018-19	% Growth
Total Income	3,268	3,277	--	12,141	11,759	3%
PBDIT *	389	705	(45%)	1,808	1,757	3%
Depreciation	61	42		234	163	
PBIT*	328	663	(51%)	1,575	1,594	(1%)
Interest	119	134		493	508	
Net Profit *#	26	297	(91%)	552	590	(6%)

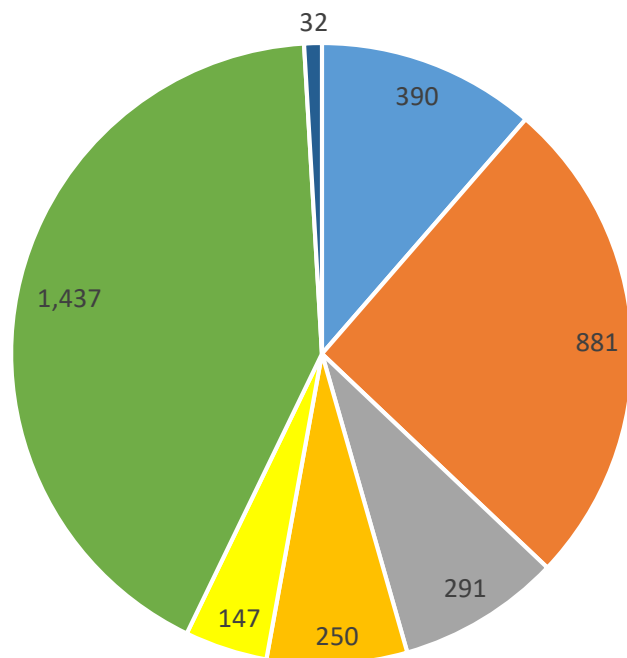
* Including share of profit in associates ;

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

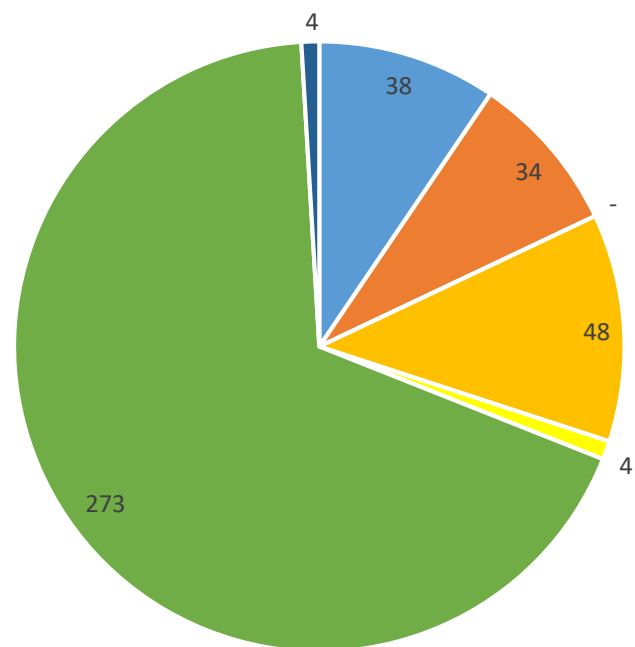
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2019-20

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

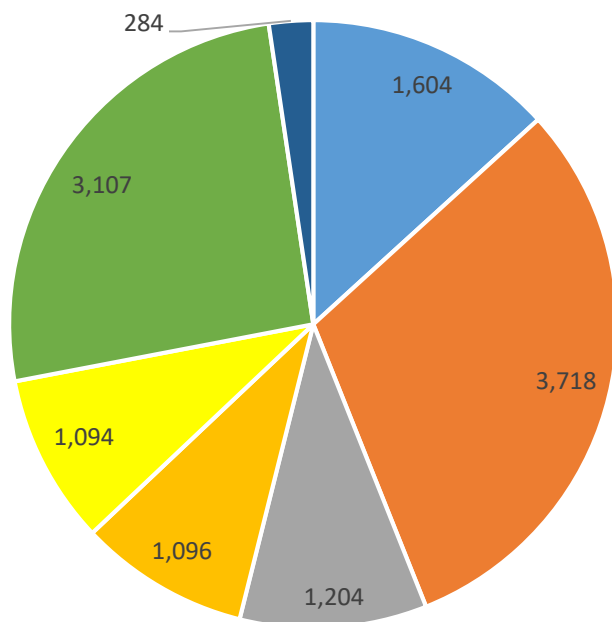
■ ANIMAL FEEDS

■ CROP PROTECTION

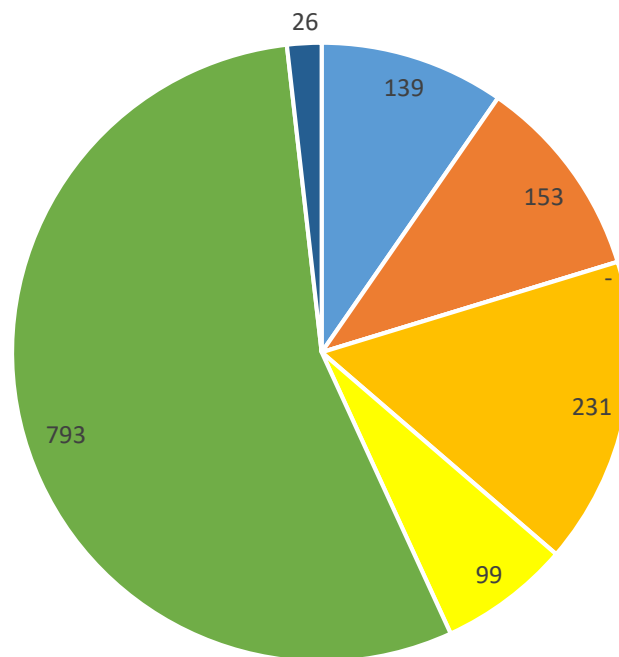
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY 2019-20

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

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■ DAIRY

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■ ANIMAL FEEDS

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■ ESTATE & PROPERTY DEVELOPMENT

**BUSINESS PERFORMANCE: Performance Highlights
incl. subsidiaries, JVs and Associates**

CONSUMER (GCPL)

Business and Financial Highlights for Q4 FY2019-20:

- Consolidated constant currency sales declined by 11% year-on-year.
- Consolidated constant currency EBITDA declined by 15% year-on-year.
- Consolidated net profit (without exceptional items and one-offs) ₹ 316 crore.
- **Category Review**
 - **Household Insecticides** –Household Insecticides declined by 16% due to loss of sales in the latter part of March 2020.
 - **Soaps**– Soaps declined by 23% due to loss of sales in the last fortnight of March 2020 owing to the impact of the COVID-19 outbreak.. Launched Protekt Health Soap.
 - **Hair Colours** – Hair Colours delivered a weak performance on the back of general slowdown in the Hair Colour category due its discretionary nature of spends and consumers stretching their consumption. Godrej Expert Rich Crème clocked its highest ever value market share. Godrej Expert Easy 5 minute shampoo Hair Colour is performing well in South India and has been scaled up nationally.



Financial Highlights for Q4 & FY 2019-20:

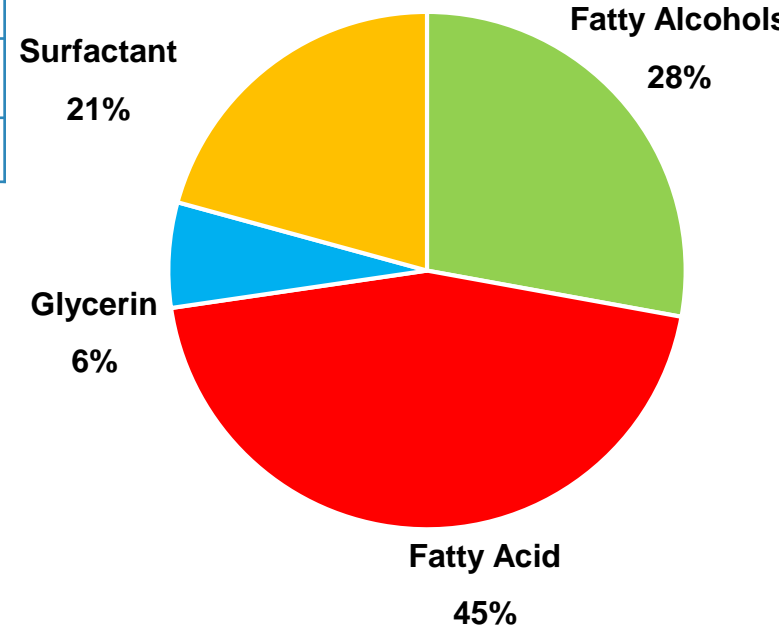
₹ crore	Q4 FY 19-20	Q4 FY 18-19	FY 19-20	FY 18-19
Revenue	390	415	1,604	1,673
PBIT	38	38	140	131

- PBIT for FY20 increased by 6% as compared to FY19
- Exports for the FY20 was ₹ 472 crore.



The Chemicals Business bagged the prestigious “Golden Peacock HR Excellence Award” in the Chemicals & Fertilizer Industry for the year 2019.

Product Portfolio Q4 FY 2019-20



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q4	1,261	1,200
	FY	2,829	3,236
Net Profit after tax	Q4	101	157
	FY	267	253

Business & Sales Highlights for Q4 & FY 2019-20

- Highest ever sales in a financial year by GPL
- GPL had best ever quarter for sales – Booking value stood at ₹ 2,383 crore in Q4FY20
- Strong year for business development. Added 10 new projects with saleable area of ~19 million sq. ft. in FY20
- Received 57 awards in FY20 including ‘Builder of the Year’ at CNBC -AWAAZ. Real Estate Awards, Real Estate Company of the year- Construction Week Awards.
- COVID Impact: Due to the nationwide lockdown, existing construction activity has come to a halt which will extend construction timelines. GPL has around 10,000 construction workers at its sites across India and is in good position to resume construction at most projects once the lockdown is lifted

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q4	1644	1402
	FY	7011	5971

- **Animal Feed:** For FY2019-20, segment revenue and segment result have posted strong growth of 20.1% and 19.6%, respectively.
- **Vegetable Oil:** In Q4FY20, the segment reported a revenue grew by 4.9% to ₹ 66.5 crore and segment results improved to ₹4.3 crore as compared to the corresponding quarter of the previous year.
- **Crop Protection Business:** In Q4FY20, Consolidated revenues and segment profits grew by 38% and 46% respectively, over the corresponding quarter of the previous year.
- **Dairy:** Revenue growth remain modest at 5% in Q4FY20 as compared to the corresponding quarter of the previous year.
- **COVID Impact:** GAVL is well-positioned to emerge stronger in current unprecedented situation. All factories are operational after obtaining necessary approvals. Demand for end products remain firm as they are part of essential commodities.



OTHER INFORMATION

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

GODREJ GROUP EARMARKS INR 50 CRORE



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.

Supply of Essentials

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

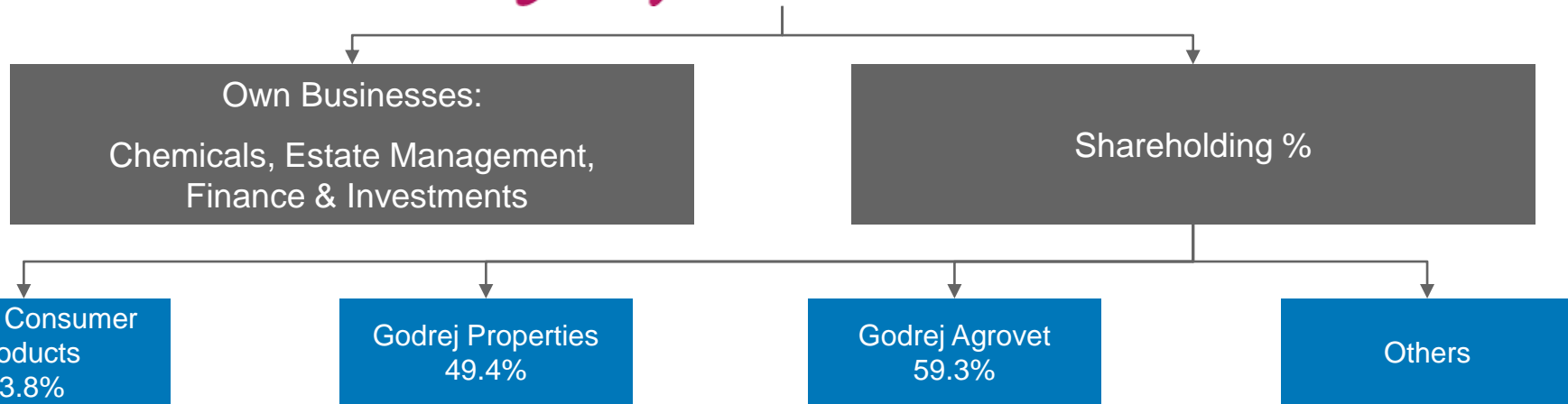
Relief to worst effected populations

- We provided one-month food supplies for migrant workers in partnership with Delhi Government and to sanitization workers in Hyderabad

- 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

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

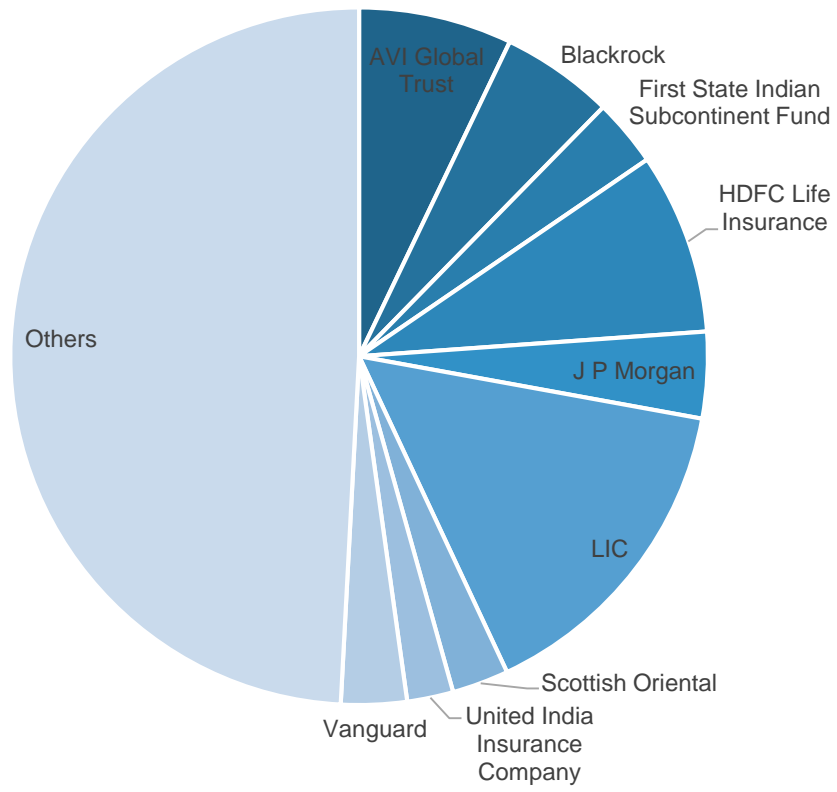
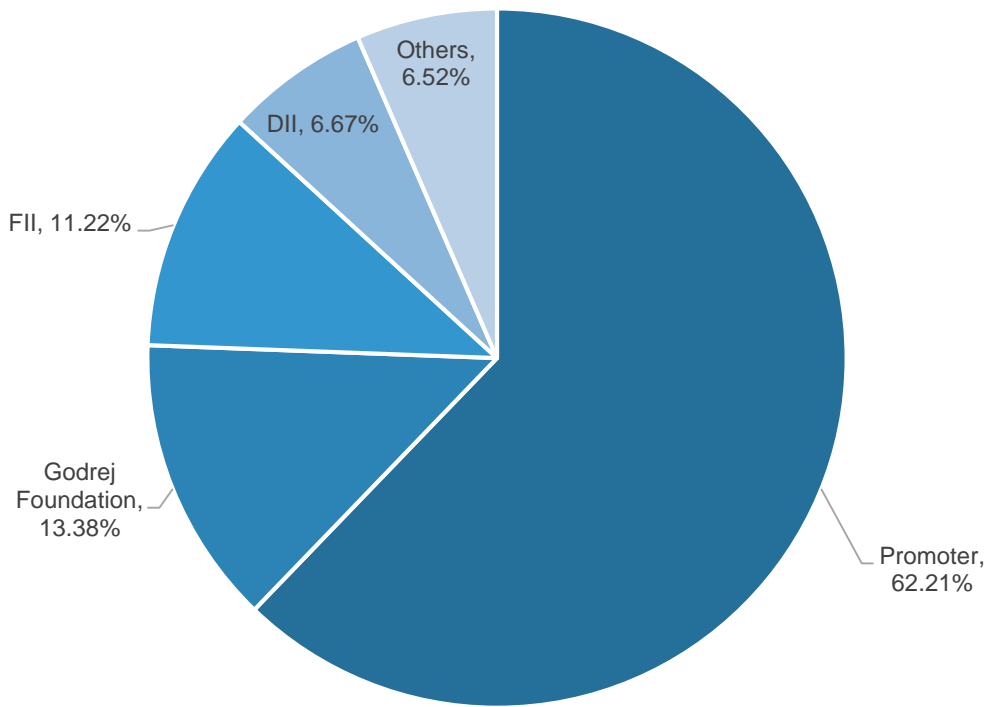


- Other investments

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	12,642
Godrej Properties (GPL)	Real Estate and Property Development	49.4%	762	7,499
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	59.3%	452	4,194
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	15	
	Total		2,614	

SHAREHOLDING PATTERN AS ON MAR 31, 2020



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION