



Performance Update

Q2 FY 2022-23

November, 14, 2022

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 2022-23	Q2 FY 2021-22	% Growth	H1 FY 2022-23	H1 FY 2021-22	% Growth
Total Income	4276	3502	22%	8518	6603	29%
PBDIT *	522	475	10%	1100	910	21%
Depreciation	76	67	-	147	130	-
PBIT*	447	409	9%	953	779	22%
Interest	223	147	-	411	281	-
Net Profit *#	156	144	9%	360	282	28%

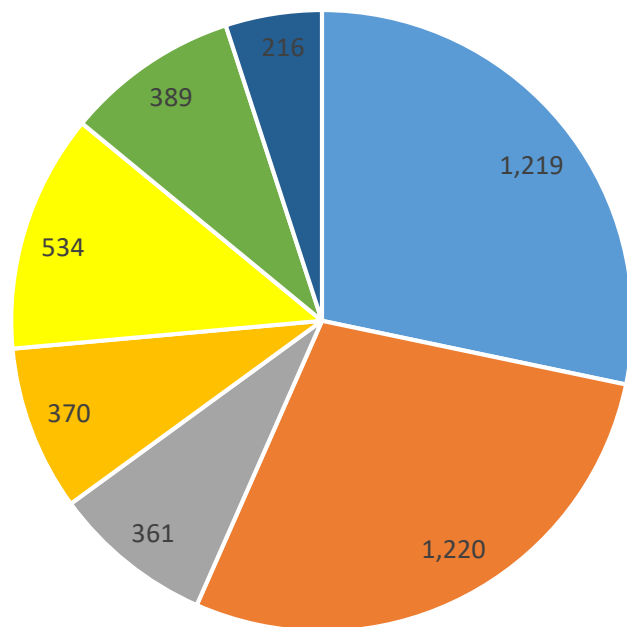
* Including share of profit in associates & exceptional.

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

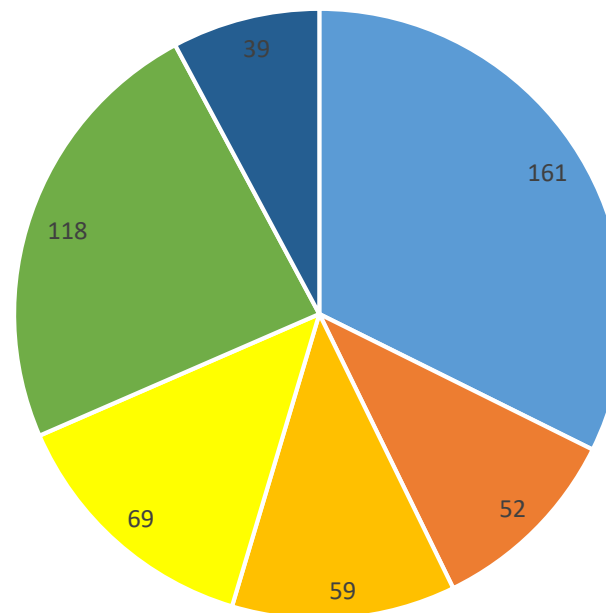
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q2 FY 2022-23

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

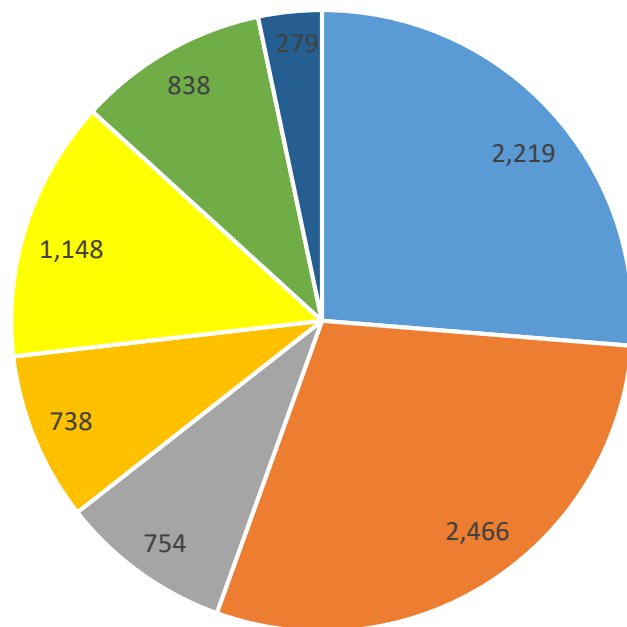
■ ANIMAL FEEDS

■ CROP PROTECTION

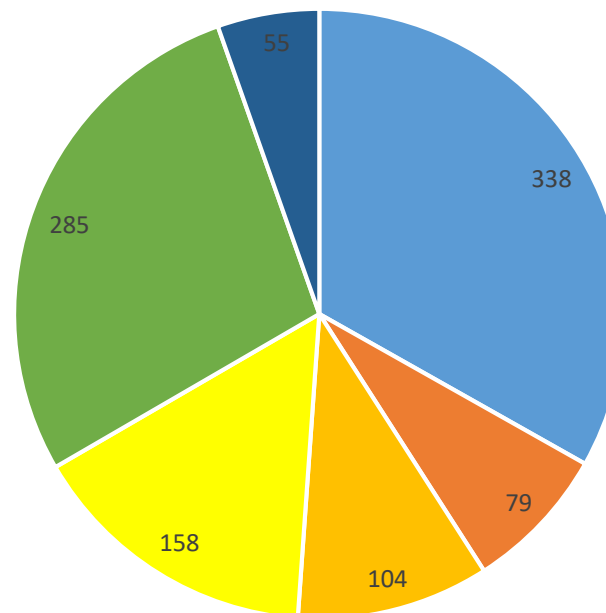
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: H1 FY 2022-23

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 FY2022-23:

- Consolidated sales grew by 7% year-on-year.
- Consolidated EBITDA declined by 15% year-on-year. (without one offs)
- Consolidated net profit declined by 21% year-on-year (without exceptional items and one offs).
- **Category Review**
 - **Home Care:** Home Care grew by 2%. Household Insecticides performance was impacted by the delayed monsoon in the Eastern and Northern parts of India. Non-mosquito portfolio continues to deliver strong growth momentum and premium aerosol portfolio continues to grow in double-digits
 - **Personal Care:** Personal Care grew by 18%. Personal Wash & Hygiene maintained its growth momentum, delivering double-digit sales growth. Hair Colour witnessed close to double-digit growth. Godrej Expert Rich Crème continues to perform well, backed by strong marketing campaigns.



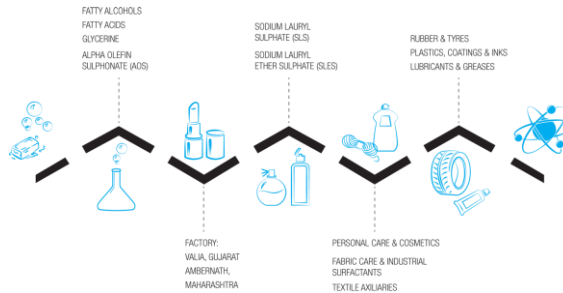
Financial Highlights

₹ crore	Q2 FY-23	Q2 FY-22	H1 FY-23	H1 FY-22
Revenue	1219	747	2219	1368
PBIT	161	62	338	114

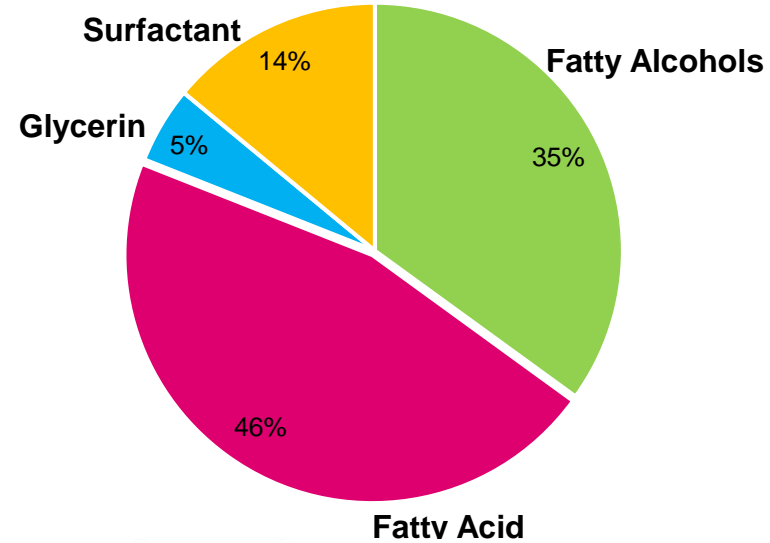
- Revenues for Q2FY23 increased by 63% & H1FY23 increased by 62%
- PBIT for Q2FY23 increased by 160% & H1FY23 increased by 197%
- Exports for Q2FY23 stood at ₹398 crore



GIL Chemicals have won the FICCI award under the category of "Environment Friendly Company of the Year"



Product Portfolio Q2 FY 2022-23



This is to certify that Godrej Industries Limited (Chemicals Division) has successfully completed the assessment conducted by Great Place to Work® Institute, India, and is certified as a great workplace. Category: Mid-Size Organizations

This certificate is valid from Nov 2022 to Nov 2023.

GIL Chemicals has been Great Place to Work-Certified™.

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q2 FY23	Q2 FY22	H1 FY23	H1 FY22
Total Income	327	290	702	522
Net Profit after tax	55	36	101	53

Business & Sales Highlights for Q2 FY 2022-23

- Recoded highest ever 1st half sales - booking value stood at ₹ 4,929 crore
- Q2 FY23 witnessed total booking value of ₹ 2,409 crore and total booking volume of 2.71 million sq. ft
- Added 2 new projects in MMR and Bangalore with an expected booking value of ₹ 1,950 crore
- Ranked #1 amongst listed global residential developers for the third consecutive year by the Global Real Estate Sustainability benchmark (GRESB).
- Received 38 awards in Q2 FY23.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q2 FY23	Q2 FY22	H1 FY23	H1 FY22
Total Income	2454	2160	4972	4163
Net Profit after tax	72	109	154	215

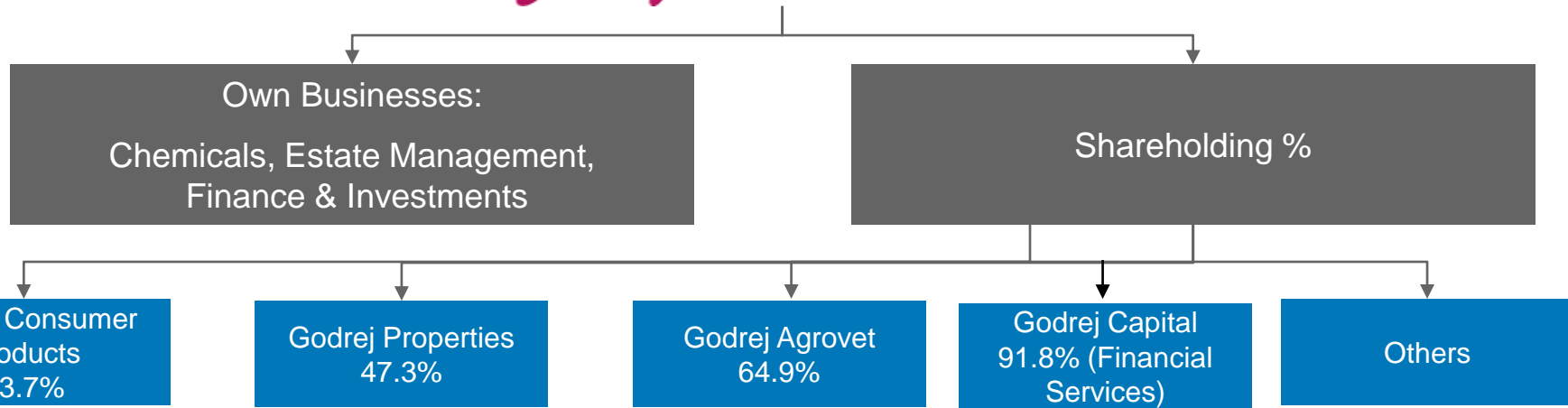
- **Animal Feed:** Animal Feed segment recorded sustained year-on-year volume growth in Q2 and H1, mainly led by Cattle-feed category (+15% in Q2 and +14% in H1) on account of market share gains .
- **Vegetable Oil:** Strong y-o-y volume growth was offset by lower crude palm oil prices resulting in flat topline in Q2 FY23. However, Q2 witnessed strong recovery in FFB volumes, which grew by 15% y-o-y; more than offsetting lower volumes recorded in the previous quarter
- **Crop Protection Business:** In Q2FY23, Consolidated revenues stood at ₹ 370 crore a growth of 44% as compared to the corresponding quarter of the previous year.
- **Dairy:** In Q2FY23 revenues stood at ₹361 crore a growth of 27% as compared to the corresponding quarter of the previous year.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

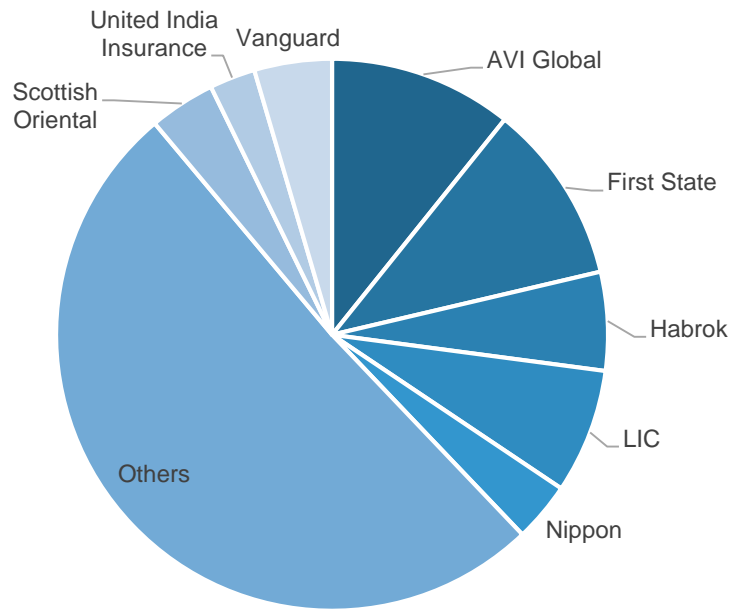
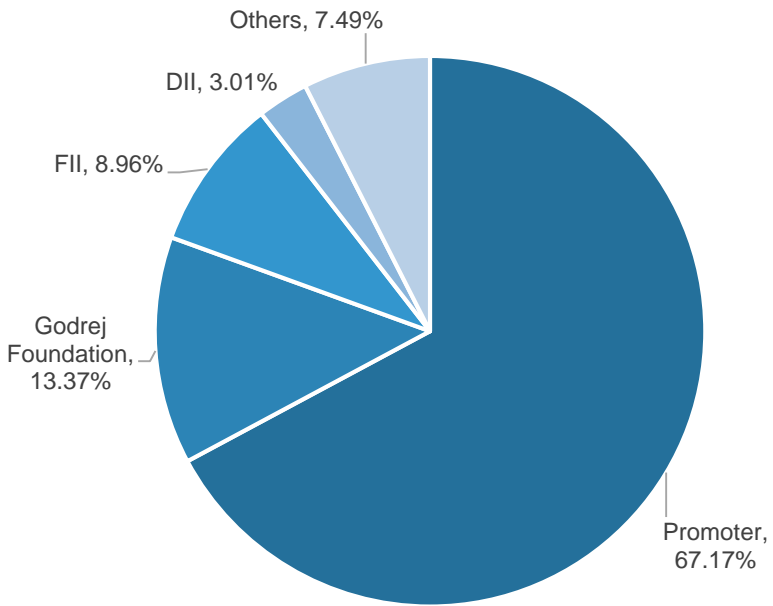


- Other investments

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	23.7%	1,366	22,112
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1780	15,708
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	6,409
Godrej Capital Ltd	Financial Services	91.8%	1494	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	19	
	Total		5,721	

SHAREHOLDING PATTERN AS ON SEPT 30, 2022



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION