



# **Performance Update**

Q3 & 9M FY 2022-23

February, 13, 2023

# 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)	Q3 FY 2022-23	Q3 FY 2021-22	% Growth	9M FY 2022-23	9M FY 2021-22	% Growth
<b>Total Income</b>	<b>4,159</b>	<b>3,735</b>	<b>11%</b>	<b>12,677</b>	<b>10,337</b>	<b>23%</b>
<b>PBDIT *</b>	<b>786</b>	<b>468</b>	<b>68%</b>	<b>1,886</b>	<b>1,377</b>	<b>37%</b>
<b>Depreciation</b>	<b>78</b>	<b>71</b>	<b>-</b>	<b>225</b>	<b>201</b>	<b>-</b>
<b>PBIT*</b>	<b>708</b>	<b>396</b>	<b>79%</b>	<b>1,661</b>	<b>1,176</b>	<b>41%</b>
<b>Interest</b>	<b>248</b>	<b>167</b>	<b>-</b>	<b>659</b>	<b>448</b>	<b>-</b>
<b>Net Profit **</b>	<b>315</b>	<b>144</b>	<b>118%</b>	<b>675</b>	<b>427</b>	<b>58%</b>

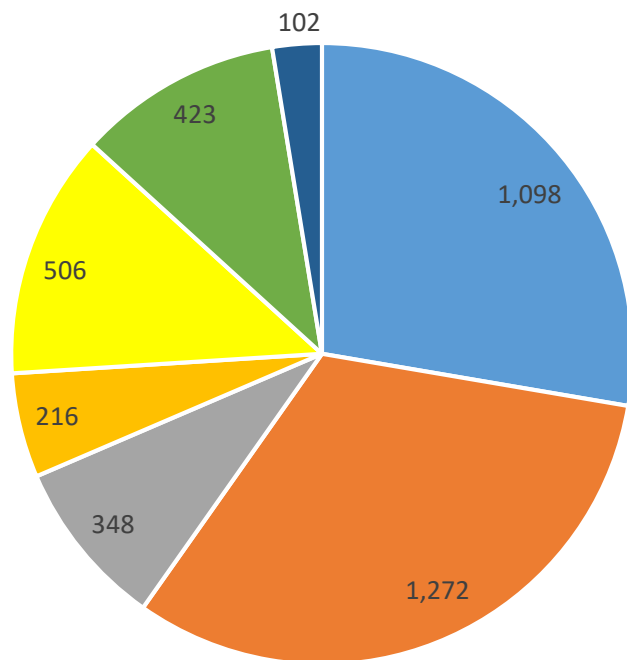
\* Including share of profit in associates & exceptional.

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

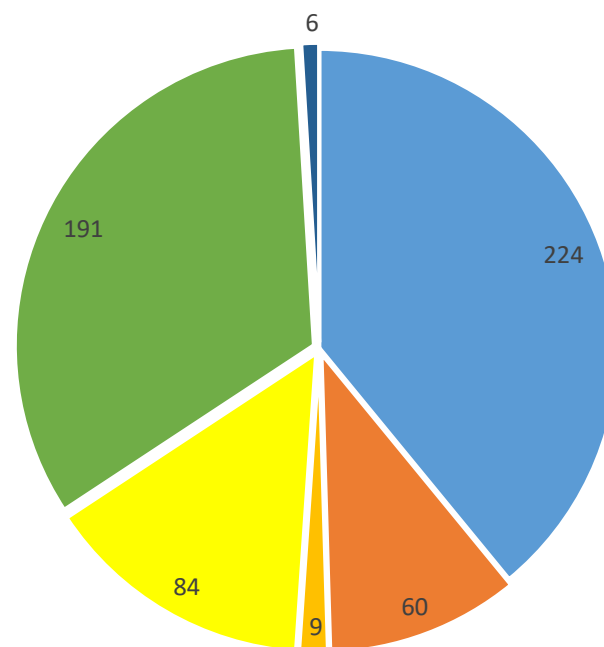
# **CONSOLIDATED RESULTS – SEGMENT PERFORMANCE**

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2022-23

Revenue \* (₹ crore)



PBIT \* (₹ crore)



\*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

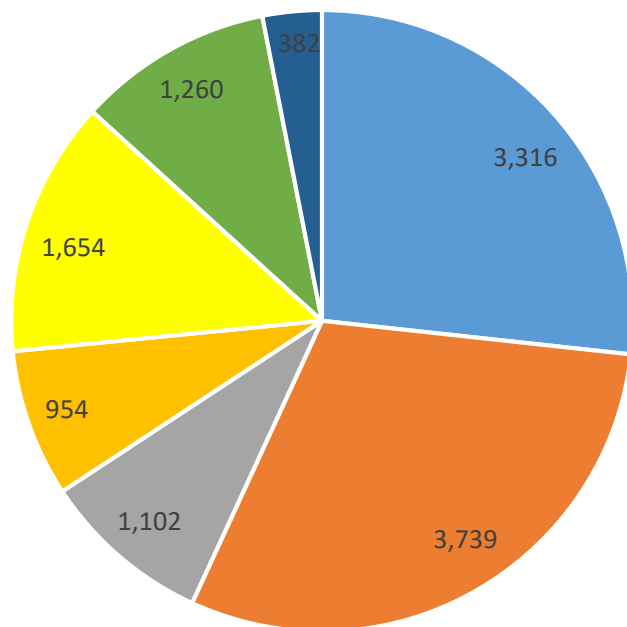
■ ANIMAL FEEDS

■ CROP PROTECTION

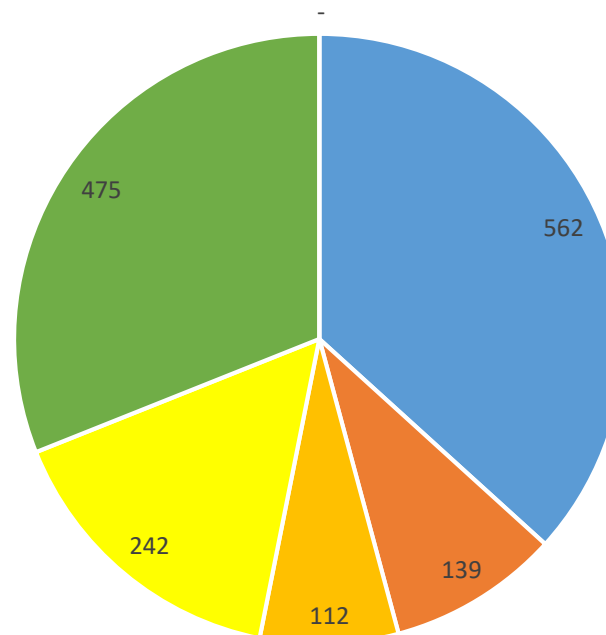
■ ESTATE & PROPERTY DEVELOPMENT

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M 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 Q3 FY2022-23:

- Consolidated sales grew by 9% INR and 15% constant currency year-on-year.
- Consolidated EBITDA grew by 10% year-on-year.
- Consolidated net profit grew by 13% year-on-year (without exceptional items and one offs).
- **Category Review**
  - **Home Care:** Home Care grew by 10%. Performance in Household Insecticides was steady. Growth during the quarter was led by premium formats of electrics and aerosols. Air Fresheners continue to deliver strong double-digit growth momentum.
  - **Personal Care:** Personal Care grew by 14% Personal Wash & Hygiene maintained its growth momentum, delivering double-digit sales growth. Hair Colour witnessed growth in teens. Godrej Expert Rich Crème continues to perform well, backed by strong marketing campaigns.



## Financial Highlights

₹ crore	Q3 FY-23	Q3 FY-22	9M FY-23	9M FY-22
Revenue	1098	886	3316	2255
PBIT	224	138	562	252

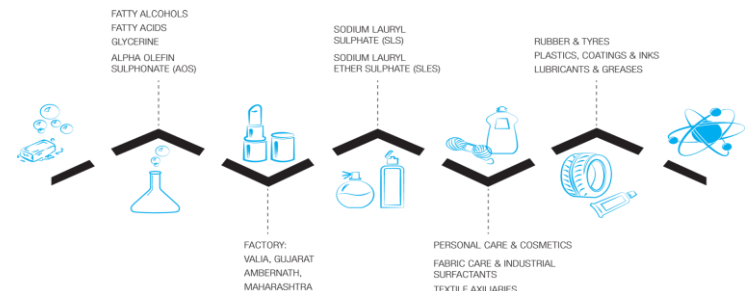
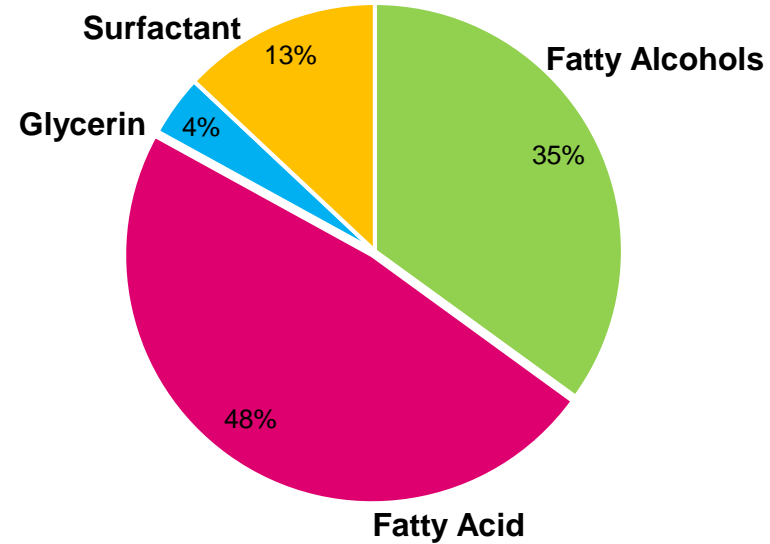
- Revenues for Q3FY23 increased by 24% & 9MFY23 increased by 47%
- PBIT for Q3FY23 increased by 62% & 9MFY23 increased by 123%
- Exports for 9MFY23 stood at ₹1,102 crore



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## Product Portfolio Q3 FY 2022-23



## Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q3 FY23	Q3 FY22	9M FY23	9M FY22
Total Income	366	399	1,068	921
Net Profit after tax	59	39	159	92

## Business & Sales Highlights for Q3 FY 2022-23

- GPL's highest ever quarterly sales— Q3 booking value grew by 111% YoY to ₹ 3,252 crore and 9M FY23 bookings grew by 77% YoY to ₹ 8,181 crore
- Added 9 new projects with an estimated future booking value of ₹ 23,050 crore added during the quarter.
- Received 27 awards in Q3 FY23.

# AGRI BUSINESS

## Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q3 FY23	Q3 FY22	9M FY23	9M FY22
Total Income	2,324	2,079	7,279	6,225
Net Profit after tax	116	65	271	280

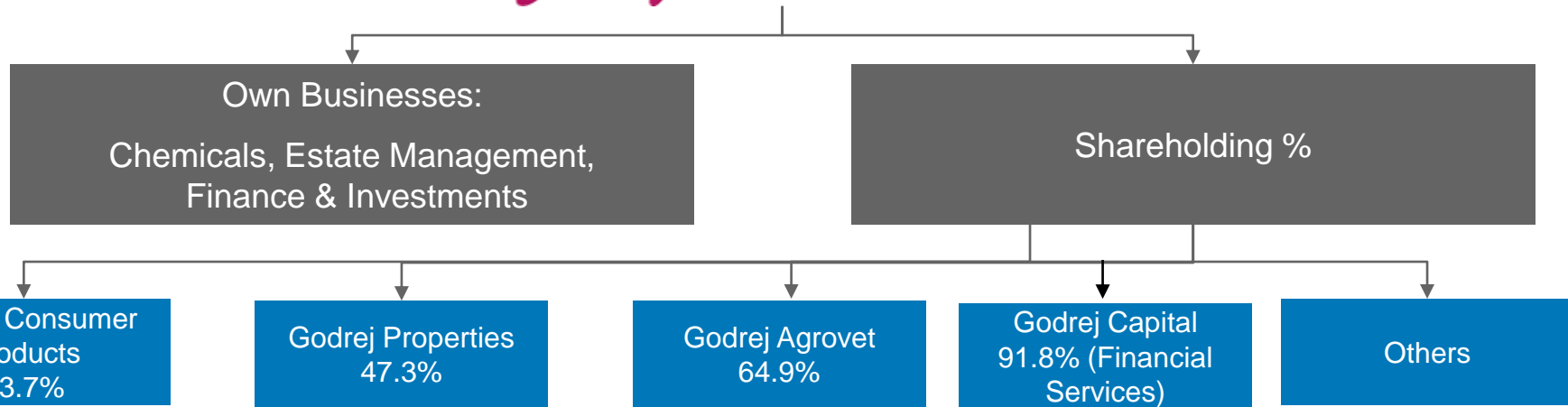
- **Animal Feed:** Animal Feed segment achieved highest-ever quarterly volume in Q3 FY23, mainly led by Cattle feed category (+15% in Q3 and +14% in 9M) on account of market share gains.
- **Vegetable Oil:** Volume growth remained robust y-o-y, sharp decline in crude palm oil prices impacted topline as well as profitability.
- **Crop Protection Business:** In Q3FY23, Consolidated revenues stood at ₹216 crore as compared to ₹219 crore in the corresponding quarter of the previous year.
- **Dairy:** In Q3FY23, revenues stood at ₹348 crore a growth of 21% as compared to the corresponding quarter of the previous year.



**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE



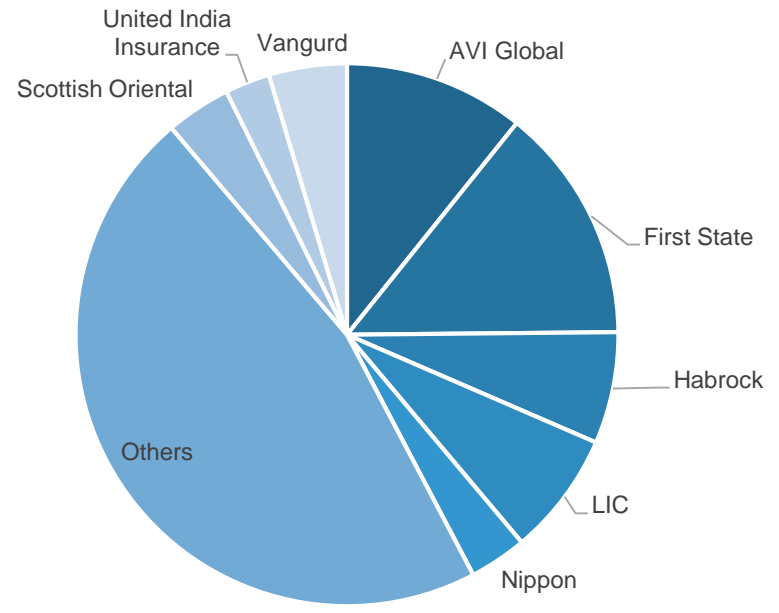
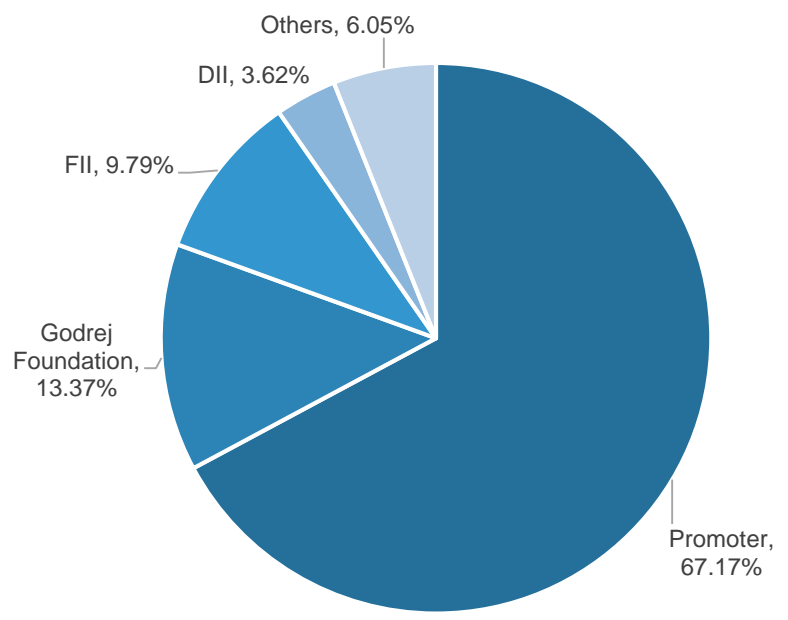
- Other investments

# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.7%	1,366	21,224
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1780	16,099
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	5,857
Godrej Capital Ltd	Financial Services	91.8%	1494	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	19	
	<b>Total</b>		<b>5,721</b>	



# SHAREHOLDING PATTERN AS ON DEC 31, 2022



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION