# PRESS RELEASE

## Double Digit Revenue and Profit Growth

**Mumbai, October 29, 2026:** Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended September 30, 2026.

**FINANCIAL OVERVIEW**

**Q2 FY 2027 FINANCIAL PERFORMANCE SUMMARY:**

- Q2 FY 2027 consolidated sales grew by 19% year-on-year on the back of underlying volume growth of 8%:
  - Standalone business sales grew by 13% on the back of underlying volume growth of 7%, year-on-year
  - Indonesia sales grew by 20% year-on-year
  - Africa, USA, and Middle East sales grew 40% year-on-year
- Q2 FY 2027 consolidated EBITDA* grew by 12% year-on-year.
- Q2 FY 2027 consolidated net profit grew by 14% year-on-year

*EBITDA incl. forex

**MANAGING DIRECTOR AND CEO'S COMMENTS**

**Commenting on the business performance, Aasif Malbari, Managing Director, and CEO, GCPL, said:**

Q2 FY27 has been a quarter of strong, broad-based performance for Godrej Consumer Products Limited, fully aligned with our expectations and strategic priorities. We delivered strong broad-based underlying volume growth across India, Indonesia and Africa, despite subdued monsoon conditions in India while supported by tailwinds in Indonesia.

At a consolidated level, revenues grew 19% year-on-year (15% in CC terms), with underlying volume growth of 8%. EBITDA grew 12%, Net profit grew 14% to ₹523 crore. This marks our second consecutive quarter of high teens revenue growth with high-single-digit underlying volume growth and double-digit profit growth.

Our Standalone business delivered strong 13% sales growth performance driven by 7% underlying volume growth. This is despite an estimated ~150 basis points impact from trade inventory correction in the quarter. While there has been a modest near-term impact on growth, we believe that maintaining healthy channel stock levels is important for operational excellence and sales team to remain focused purely on offtakes.

In Home Care, we delivered 19% value growth led by strong performance in Air Fresheners and Home care liquids, alongside we gained market share in Household insecticides. This is encouraging and indicates that the actions we have taken across brands are beginning to deliver. Our electrics portfolio delivered sequentially improving performance, supported by the new "6-minute" campaign, while incense sticks continued to scale strongly. Godrej Fab maintained its strong double-digit growth trajectory and continued to strengthen its market position. Godrej Spic, which was scaled nationally during Q1, continues to witness healthy consumer repeats and sequential growth, with significant distribution headroom still available. During the quarter, we launched Godrej Rizz in select markets across West and South India. We also launched Godrej Zap, our entry into stain removers online. Both these new launches have been well received.

Personal Care delivered value growth of 8%. Soaps remained stable despite significant price increases and grammage reductions, although with a favorable comparator. Our premium liquid formats continue to do well. Cinthol Bodywash continues to scale sequentially, while Muuchstac face wash progressed in line with our business plan. Hair Colours maintained its growth momentum and continued to gain market share across our key bets. Perfumes and Deodorants delivered double-digit growth, supported by healthy underlying volume growth in deodorants and continued momentum in perfumes and EDPs.

Our international portfolio delivered strong growth. In Indonesia, sales grew 20%, with underlying volume growth of 8%. EBITDA grew 12%, even with LPG prices doubling. However, we have benefited from the EL-Nino tailwind leading to an increased mosquito infestation. With our future portfolio of LV, Pocket etc. we have seen continued tremendous success with strong double-digit underlying volume growth.

GAUM delivered another outstanding quarter. Sales grew 40% in INR terms and 23% in constant-currency terms, supported by underlying volume growth of 16%. EBITDA grew 43%. This performance was broad-based across categories and geographies. More importantly, GAUM has now delivered seven consecutive quarters of double-digit top-line growth and eleven consecutive quarters of double-digit bottom-line growth. This reinforces our confidence that the improvement in the business is structural. We continue to be focused on the larger opportunity that the continent offers. The launch of HI incense stick has received good early traction.

The input cost environment remained significantly challenging during the quarter. Inflation intensified across crude-linked derivatives, palm oils and other commodity inputs. This has led to one of the highest inflationary

impacts in the last many years. Due to the nature of our portfolio in India and Indonesia, the impact of such inflation has been approximately high-single-digit. Despite a significant portion of our portfolio being price point packs, we have taken stringent pricing actions combined with a large cost saving program and media & trade investment optimization, while keeping our share of voice range bound. We have also increased the salience of our digital investments which have a much higher ROI. We will continue to take calibrated pricing actions specifically in soaps and liquid detergents where the cost impact is large and the margins are below normative levels. With continued cost saving and further pricing, we will ensure that we invest further behind our growth drivers, while managing to deliver on stated profit growth guidance.

We continue to hold our FY27 guidance: high-single-digit underlying volume growth in Standalone, and double-digit revenue and EBITDA growth at the consolidated level. With revenue running ahead of plan through the first half, we remain on track to deliver, with the confidence to exceed it in select areas.

We remain confident in the resilience of our portfolio, the strength of our brands, and our ability to deliver sustained, profitable growth going forward. Our measure of outperformance remains double digit UVG and Profit growth.

.

## BUSINESS UPDATE – Standalone

**Performance Highlights**

- Q2 FY 2027 sales grew by 13% to ₹2,631 crore; UVG of 7%
- Q2 FY 2027 EBITDA grew by 8% to ₹553 crore

**Category Review**

**Home Care**

Home Care grew by 19%

- Household Insecticides gains market share. Strong market share gain across formats; despite weak monsoon led by an intensifying El-Nino. Electrics delivered a sequentially improving performance; new "GK 6-min" campaign gaining popularity. Incense sticks continue to scale up strongly and is the largest branded stick in the category. Non-mosquito continues to witness momentum; new TVC on air
- Air Freshener sustained strong double-digit growth and category leadership. Continue to gain market share and enjoy market leadership. Aer Spray 99 continues to reset the category landscape and grow significantly ahead of peers and gain share. Aer O continues to scale and strengthen its presence in the category with strong growth momentum
- Godrej Fab continues double-digit growth trajectory and strengthens market position. Fabric Care maintains robust growth momentum. Continue to gain market share driven by extremely strong double-digit UVG* on Godrej Fab. Significant impact from commodity inflation; steep pricing taken already; further sequential pricing underway. Launched Godrej Zap, expanding Fabric Care portfolio into stain removers
- Godrej Spic early consumer traction remains encouraging. Scaled up to pan-India in Q1 post the robust results in Tamil Nadu; positive consumer feedback and healthy repeats. Continues to witness strong sequential growth; despite large pockets of distribution yet to be tapped.
- Godrej Rizz launched in select markets. Liquid dishwash is a ~₹3k crore category, growing at a double-digit rate. The category offers significant headroom given mid-teens household penetration. Launched in select markets of West and South India

**Personal Care**

Personal Care grew by 8%

- Skin cleansing continues to upgrade to premium formats. Stable performance in Soaps, despite significant price increase and grammage reduction albeit on a favourable comparator. Cinthol Bodywash continues to scale sequentially driven by both media and on-platform investments. Muuchstac performance and scale up in line with the business plan. Magic Handwash continues to scale and enjoy market leadership in the handwash segment.
- Hair Colours sustain growth momentum. Market share gains continue to be positive across our key bets. Godrej Rich Crème continues to deliver as per plan. Launching Hair Lab, marking our entry into the premium hair colour segment.
- Perfumes & Deodorants delivered double-digit growth. Perfumes & Deodorants delivered double-digit growth. Strong double-digit growth performance on deodorants driven by

healthy underlying volume growth. Perfume and EDPs continue to witness extremely strong growths ahead of category.

**BUSINESS UPDATE – INDONESIA**

- Recovery continues as per plan; broad based performance across categories supported by El-Niño. Delivered strong 8% UVG and 20% sales growth led by broad based growth across categories. EBITDA growth at 12% despite LPG prices increasing by >2X. Stella LV relaunch has witnessed robust consumer traction and sell-outs.

**BUSINESS UPDATE - AFRICA, USA AND MIDDLE EAST**

- 7 consecutive quarters of top-line growth and 11 consecutive quarters of bottom-line growth. Strong performance across all metrics : USG* 40% (23% in CC terms) ; UVG* at 16%; EBITDA grew by 43%. Growth remained broad-based across categories and geographies. Wet hair and Aer continues to scale across markets; Goodknight Incense Sticks piloted in Nigeria, strong early consumer feedback

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company, driven by the purpose of bringing the goodness of health and beauty to consumers in emerging markets. As part of the Godrej Industries Group, we are fortunate to have a proud legacy of over 125 years, built on the strong values of trust, integrity, and respect for others. At the same time, we are growing fast and have exciting, ambitious aspirations.

Today, we enjoy the patronage of 1.4 billion consumers globally. We rank among the largest Household Insecticide and Hair Care players in emerging markets. In Household Insecticides, we are the leader in India, the second largest player in Indonesia and are expanding our footprint in Africa. We are the leader in serving the Hair Care needs of women of African descent, the number one player in Hair Colour in India and Sub-Saharan Africa, and among the leading players in Latin America. We rank number two in Soaps in India and are the number one player in Air Fresheners and Wet Tissues in Indonesia.

We believe that we are only as good as what we do next. So, we strive to continuously improve how we do business, and how we live in the world, shaping a more sustainable and responsible future by placing our planet and people alongside profit. Through Godrej Good & Green, we are helping create a more inclusive and greener planet, in line with the United Nation's Sustainable Development Goals, and the needs of local communities. At the Godrej DEI (Diversity, Equity, Inclusion) Lab, we work on empowering inclusion, help build DEI ecosystems across corporate India and aim to bring ideas and innovation related to DEI to the mainstream.

**Disclaimer:**
*This communication is provided for information purposes only and does not constitute (and should not be construed as) an offer, invitation or solicitation to buy or sell any securities or other financial instruments, or any investment advice. Recipients should make their own independent assessment and consult appropriate professional advisers. The information and opinions contained herein are stated as of the date of this communication and are subject to change without notice; while reasonable care has been taken in its preparation, the Company makes no representation or warranty, express or implied, as to the accuracy, completeness or fairness of such information (including any third-party/industry data) and, to the fullest extent permitted by law, disclaims any liability for any loss arising from the use of this communication or its contents. Certain statements herein may constitute "forward-looking statements" under applicable laws and regulations, based on current expectations, assumptions and information available to the Company, and involve risks and uncertainties that could cause actual results to differ materially, including changes in economic and market conditions, competitive dynamics, laws, regulations, taxes and their interpretation, foreign exchange and interest rate movements, demand and supply conditions, operational or supply-chain disruptions, labour matters, litigation or regulatory proceedings, and the timing or impact of corporate actions. Forward-looking statements speak only as of the date hereof and undue reliance should not be placed on them; except as required by law, the Company undertakes no obligation to update or revise them. This communication should be read together with the Company's disclosures and filings made from time to time in accordance with applicable legal and regulatory requirements; where alternative performance measures are included, they are presented for supplemental purposes, may not be comparable across companies, and should not be viewed as a substitute for financial information prepared in accordance with applicable accounting standards.*