



CREATING VALUE THROUGH
INNOVATION & TRANSFORMATION

GODREJ INDUSTRIES LIMITED

Performance Update – Q4 & FY 2017-18

MAY 23, 2018

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 2017-18	Q4 FY 2016-17	% Growth	FY 2017-18	FY 2016-17	% Growth
Total Income	2,657	2,047	30%	9,981	8,674	15%
PBDIT *	440	240	83%	1,403	1,176	19%
Depreciation	53	39	-	175	148	-
PBIT*	387	201	93%	1,228	1,028	19%
Interest	103	84	-	413	402	-
Net Profit *#	199	46	337%	421	256	64%

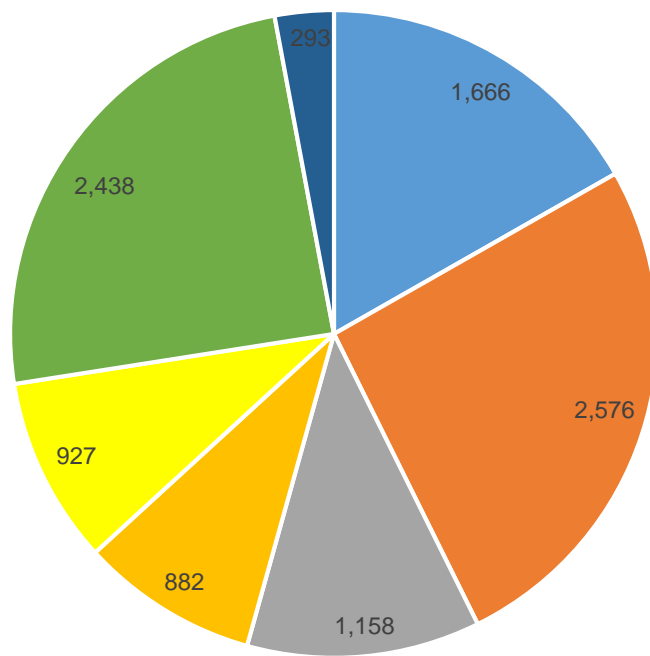
* Including share of profit in associates ;

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

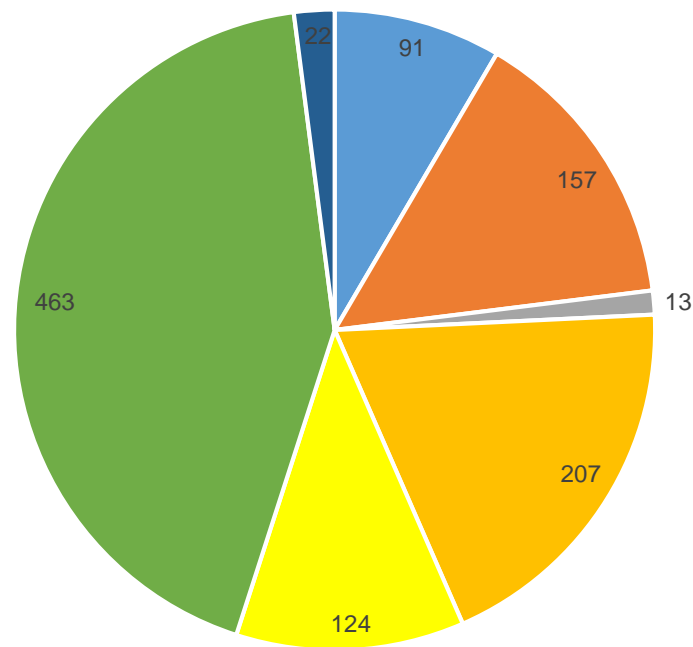
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY 2017-18

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**

OUR “CREATE” GROUP PORTFOLIO STRATEGY

Consumer & **C**hemicals

Real

Estate

Agri

Transformation

Emergent

→ 4 **core** businesses

→ Drive to **full potential**

→ Focused **incubation** of new
businesses

CONSUMER (GCPL)

Business and Financial Highlights for Q4 FY 2017-18:

- Consolidated constant currency sales increased by 6%* year-on-year.
- Consolidated constant currency EBITDA increased by 14%
- Consolidated net profit without exceptional items increased by 12%.
- **Category Review**
 - **Household Insecticides** –Household Insecticides, had a subdued quarter with a sales decline of 5%* due o adverse season in Jan-Feb'18, however average growth rates are back to double digits for Mar-Apr'18.
 - **Soaps**– Continued its strong, double-digit growth momentum and delivered a growth of 19%*. This was led strong double-digit volume growth.
 - **Hair Colours** – Hair Colours business grew by 3%, following 33% growth in Q3FY18, driven by channel up-stocking post GST let MRP cuts.
 - **Air Fresheners** – Godrej aer continues to maintain its leadership position in the overall Air care market and gain share, aided by innovations and strong execution.
- Declared an interim dividend of 700% (₹ 7.00 per share).

* Comparable growth assuming GST in the base quarter sales



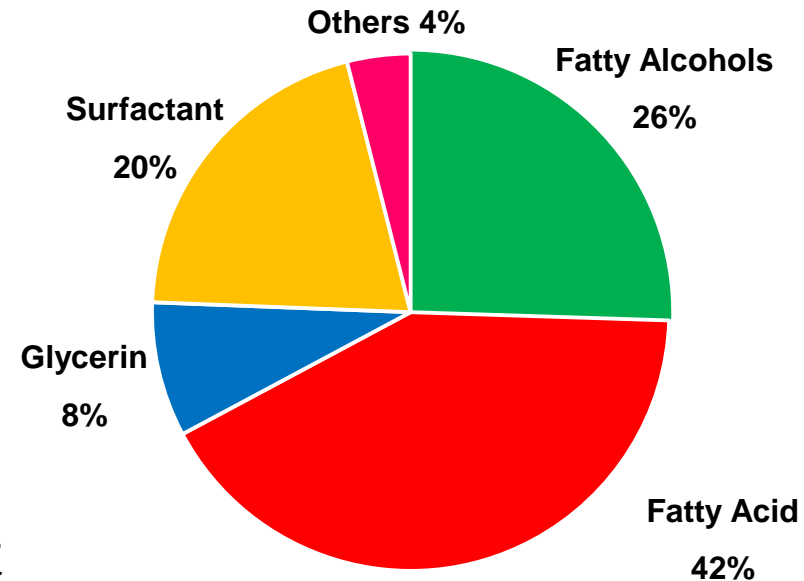
Financial Highlights for Q4 & FY 2017-18:

₹ crore		FY 2017-18	FY 2016-17
Revenue	Q4	444	426
	FY	1,666	1,437
PBIT	Q4	27	20
	FY	91	77

- FY18 Revenues increased by 16% compared to FY17.
- PBIT for FY18 increased by 18% as compared to FY17
- Exports for FY18 increased by 35% to ₹ 539 crore.



Mr Nitin Nabar receiving the prestigious 'Trishul Award' for GIL's outstanding Export Performance in year 2016-17 from Hon'ble Minister Mr.Suresh Prabhu.



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2017-18	FY 2016-17
Total Income	Q4	849	475
	FY	2,397	1,733
Net Profit after tax (after minority interest)	Q4	142	63
	FY	235	207

Business & Sales Highlights for Q4 & FY 2017-18

- Highest ever sales in a financial year by GPL- booking value of ₹5,083.
- Sales of more than ₹ 1000 crore for the fourth consecutive quarter
- Added four new projects with saleable area of ~6 million sq.ft. in Q4 FY18.
- Delivered ~3 million sq.ft. across four cities in FY18.
- Entered into a deal with Godrej Fund Management(GFM) to sell 50% stake in Godrej Two.
- **Awards and Recognitions:** GPL received 21 awards in Q4 FY18, including Most Trust Real Estate Brand- IBB Awards 2018, Excellence in Real Estate India- Corporate Insider.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2017-18	FY 2016-17
Operating Revenue	Q4	1,195	1,034
	FY	5,206	4,926
Net Profit after tax (after Non Controlling interest)*	Q4	32	32
	FY	243	231

- Consolidated Revenue from Operations for Q4FY18 stood at ₹1,195, a growth of 16%.
- Revenue from operations for the FY 2018 was also subdued due to lower commodity prices
- Animal Feed:** Strong volume growth by 18.9% in Q4FY18 and 7.4% in FY2017-18 as compared to corresponding periods of previous year, highest in last five year
- Vegetable Oil :** Segment revenue increased by 15.5% in FY18 as compared to the corresponding previous year.
- Crop Protection Business:** Segment revenue has registered a growth of 15.3% year-on-year during the current fiscal, despite adverse impact on revenue on account of GST.
- Dairy:** Segment revenue has registered a growth of 14.6% in FY18 over the corresponding previous year

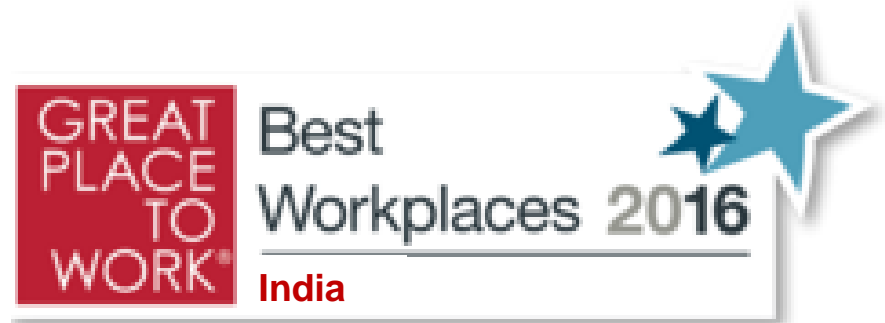
* Net Profit after tax is excluding non-recurring and exceptional items.



TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK



- GCPL ranked No. 12 in Asia's Best Places to Work; Featured for 3rd consecutive year



- GCPL ranked No.1 in the FMCG sector & No. 5 in overall list. Next FMCG company ranked at 64
- GPL ranked No. 2 in the Real Estate sector



- GCPL ranked among Best Employers in India in 2017- Aon Hewitt

TRANSFORMATION – CONTINUED COMMITMENT ON OUR ‘GOOD & GREEN’ VISION

1

ENSURING EMPLOYABILITY

Train 1 million youth in skills that will enhance their earning potential

2

GREENER INDIA

Achieve zero waste to landfill, carbon neutrality, a positive water balance, 30% reduction in specific energy consumption & increase renewable energy utilization

3

INNOVATING FOR GOOD & GREEN

Generate a third of our portfolio revenues from ‘good’ &/or ‘green’ products

4

BRIGHTER GIVING

Structured Employee Volunteering

EMERGENT

NATURES BASKET (NBL)

(FRESH FOOD AND GOURMET STORES)



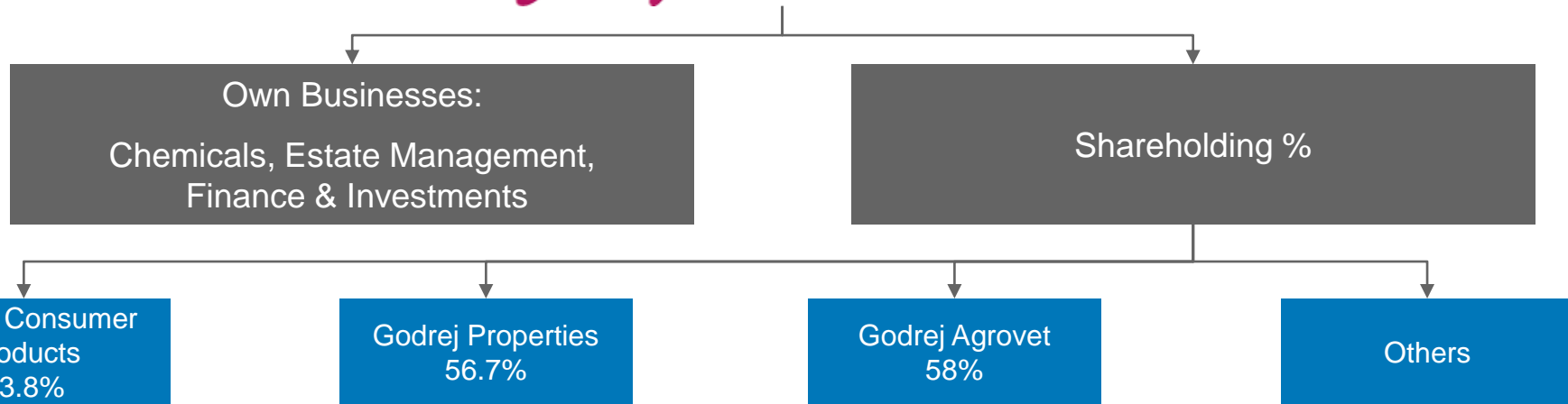
- Q4 FY 18 sales performance at ₹ 77 crore, a like to like growth of 15% over the previous year.
- Online business clocked sale of ~ ₹ 5 crore in Q4 FY18, a growth of 10% over the previous year; contributes 6% to the overall sales.
- The Company continued to undertake extensive external and internal communication and store revamp exercises in line with its strategic pillar “our stores come first, always and every time”.
- 2 New stores were opened in Q4 FY 18 including a flagship store at Juhu.
- As at March 31, 2018, the Company has 29 operating stores across 3 cities viz. Mumbai, Pune and Bangalore.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



- Nature's Basket (100%)
- Other investments

SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

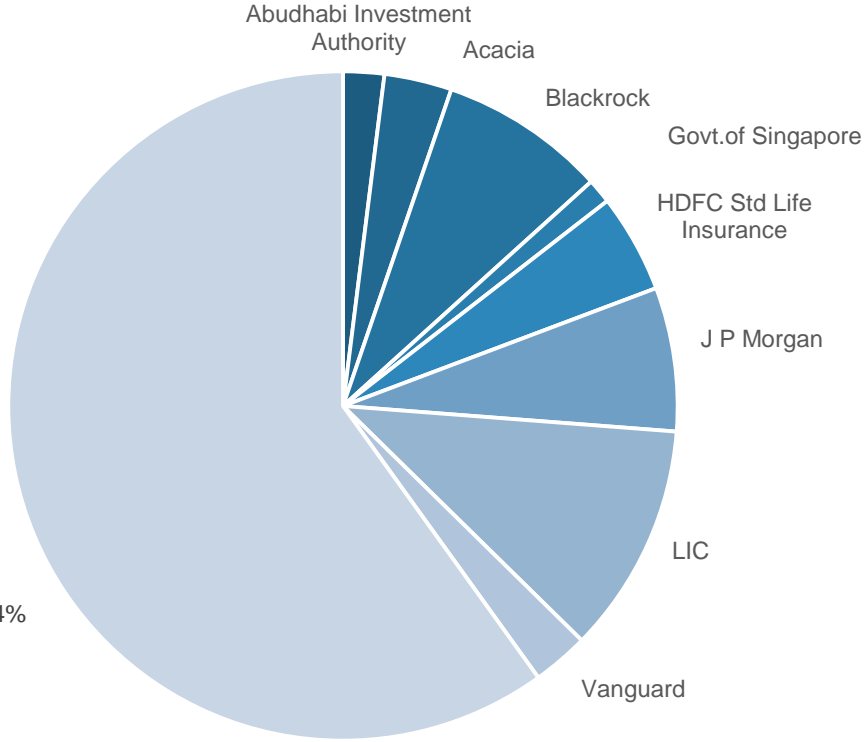
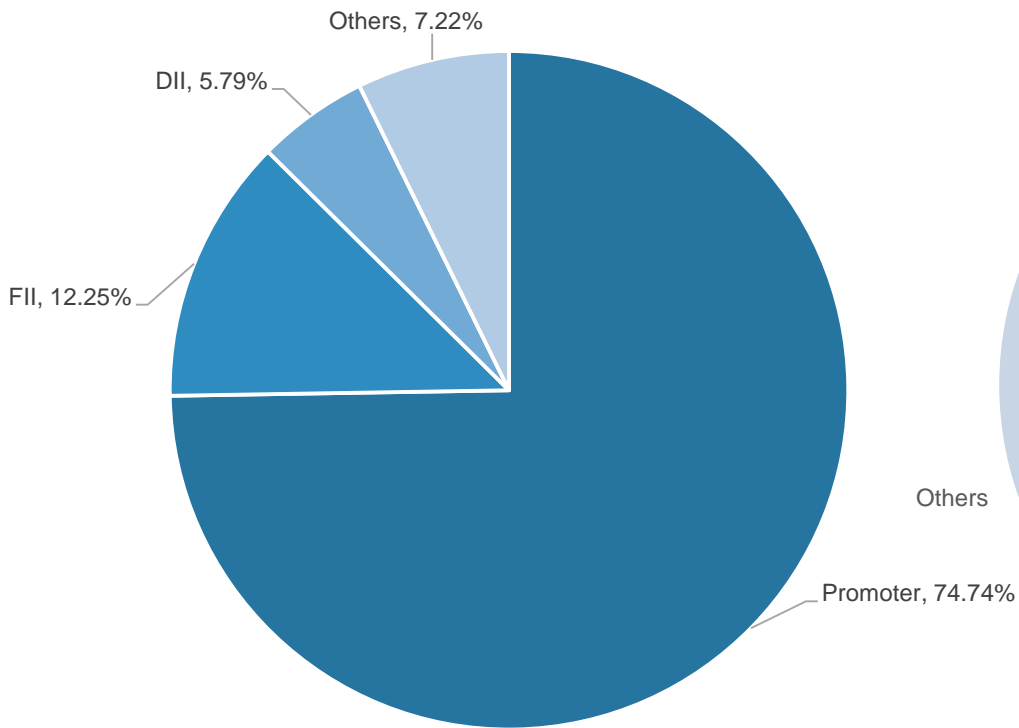
Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value [^] of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.8%	1,366	17,686
Godrej Properties (GPL)	Real Estate and Property Development	56.7%	727	8,905
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.0%	326	7,095
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	367	
Others		--	23	
	Total		2,828	

Market Value of GIL's investment in GCPL + GPL + GAVL* increased by ~ ₹ 8,625 crore (34%) on YoY basis

Market Capitalization of GIL has increased by ₹ 1,459 Cr, (9%) on YoY basis

*For GAVL 16th Oct,2017, GAVL listing date is taken for comparison.

SHAREHOLDING PATTERN AS ON MARCH 31, 2018



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION