

GODREJ INDUSTRIES LIMITED

Performance Update – Q3 & 9MFY 2019-20



FEB13, 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)	Q3 FY 2019-20	Q3 FY 2018-19	% Growth	9M FY 2019-20	9M FY 2018-19	% Growth
Total Income	2,855	2,609	9%	8,873	8,482	5%
PBDIT *	396	300	32%	1,419	1,051	35%
Depreciation	59	41	-	173	121	-
PBIT*	337	259	30%	1,246	931	34%
Interest	120	119	-	374	373	-
Net Profit *#	113	77	45%	526	292	80%

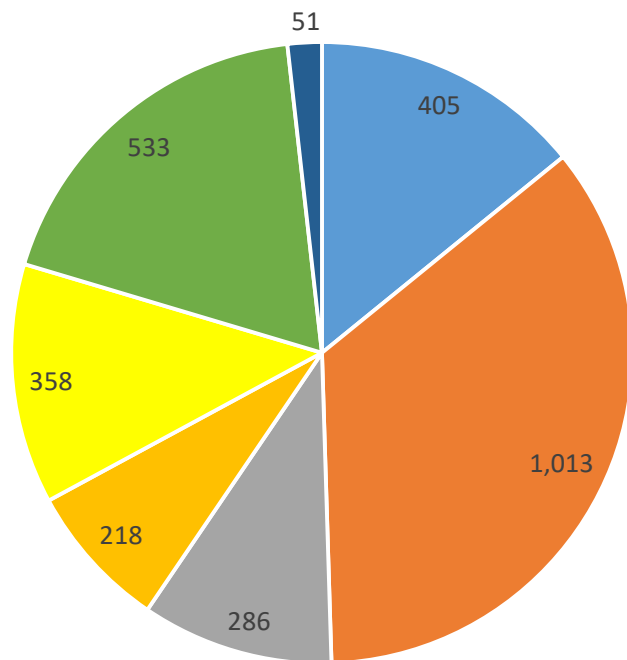
* Including share of profit in associates ;

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

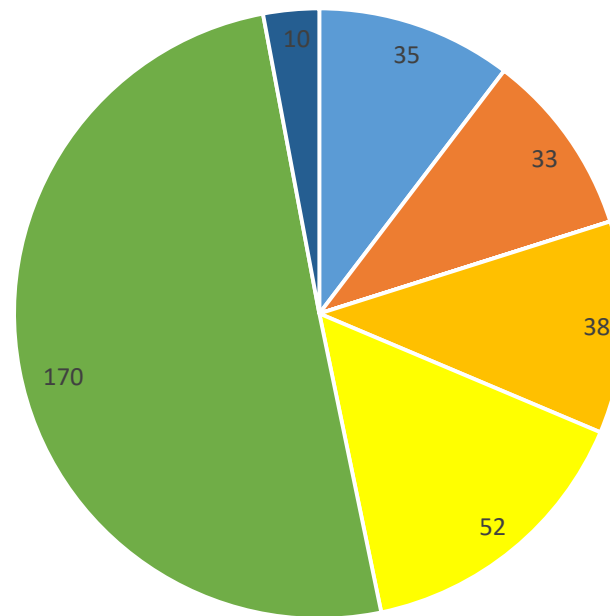
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2019-20

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

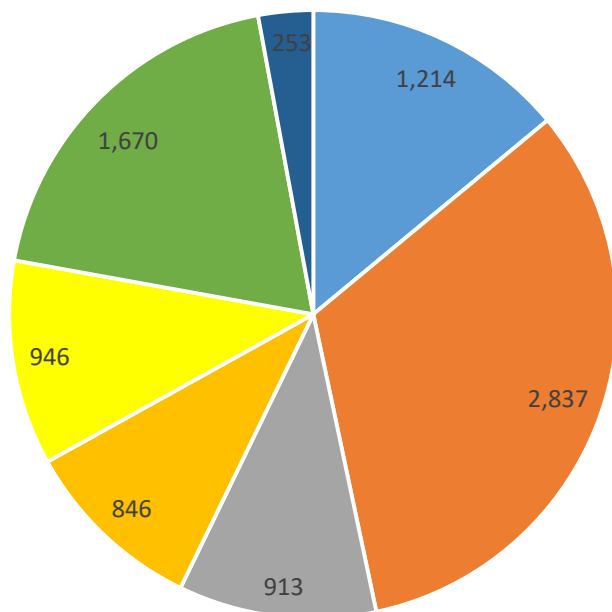
■ ANIMAL FEEDS

■ CROP PROTECTION

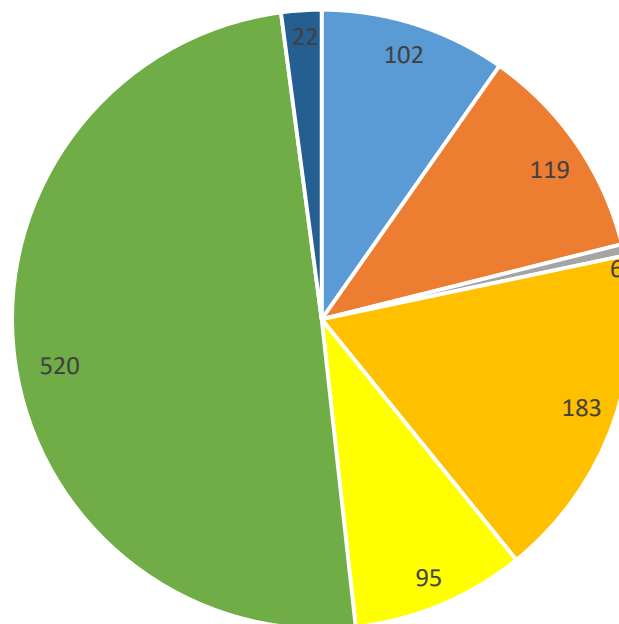
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2019-20

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 FY2019-20:

- Consolidated constant currency sales increased by 6% year-on-year.
- Consolidated constant currency EBITDA declined by 2% year-on-year.
- Consolidated net profit (without exceptional items and one-offs) ₹423 crore.
- **Category Review**
 - **Household Insecticides** –Household Insecticides continued its recovery, with higher than mid single digit volume growth resulting in 3% value growth.
 - **Soaps**– Soaps delivered mid single digit volume growth; however price offs and consumer offers resulted in a sales decline of 4%.
 - **Hair Colours** – Hair Colours delivered a soft performance on the back of general slowdown in the Hair Colour category due to its discretionary nature of spends and consumers stretching their consumption. Recently launched Godrej Expert Easy 5 minute shampoo hair colour which is performing well in South India and has scaled up nationally.
 - Declared an interim dividend of 200% (₹ 2.00 per share).



Financial Highlights for Q3 & 9M FY 2019-20:

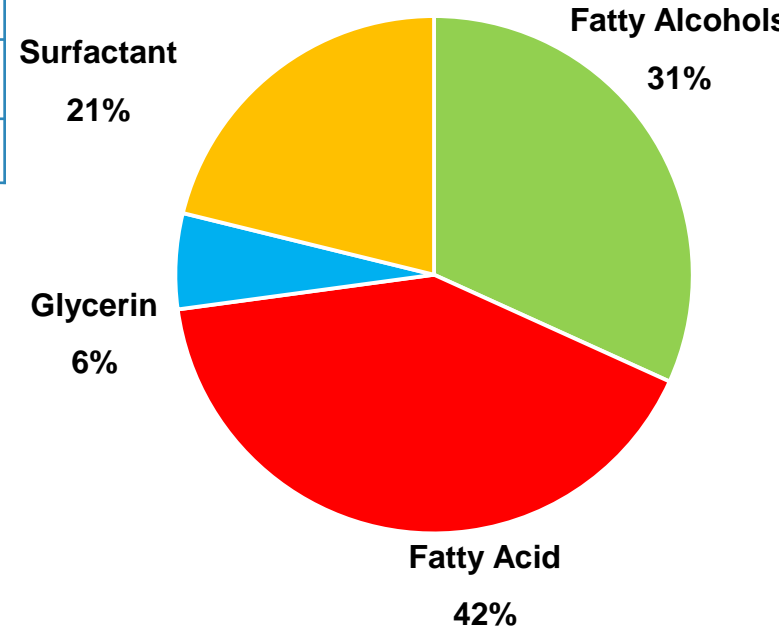
₹ crore	Q3 FY 19-20	Q3 FY 18-19	9M 19-20	9M 18-19
Revenue	405	430	1,214	1,259
PBIT	35	33	102	93

- PBIT for 9MFY20 increased by 10% as compared to 9MFY19
- Exports for the quarter was ₹120 crore.



- Valia Factory received the “Par-Excellence” Award at the National Convention of Quality Concepts (NCQC).
- Chemicals Business has been accredited with one of the world’s most recognized energy management standard – ISO 50001:2018.

Product Portfolio Q3 FY 2019-20



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q3	491	473
	9M	1,569	1,996
Net Profit after tax	Q3	45	42
	9M	166	96

Business & Sales Highlights for Q3 FY 2019-20

- Q3FY20 witnessed total booking value of ₹ 1,189 crore and total booking volume of 1.58 million sq.ft. as compared to total booking value of ₹ 1,528 crore and total booking volume of 2.80 million sq.ft in Q3 FY19.
- Added 4 new projects with saleable area of ~12.7 million sq.ft. in Q3FY20
- Received 14 awards in Q3FY20 including 'Builder of the Year' at CNBC -AWAAZ. Real Estate Awards.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2019-20	FY 2018-19
Total Income	Q3	1,792	1,459
	9M	5,367	4,569
PAT	Q3	51.6	40.9
	9M	231.6	215.4

- Consolidated Total Income for Q3FY20 stood at ₹1,459, a growth of 23%.
- Animal Feed:** Registered a volume growth of 8% both in Q3FY20 and 9MFY20 driven by growth in layer and fish feed segments.
- Vegetable Oil:** In Q3FY20, the segment reported a revenue and profit growth of 24.2% and 36.6%, respectively over the corresponding quarter of the previous year.
- Crop Protection Business:** In Q3FY20, Consolidated revenues and segment profits declined by 5.4% and 7.5% respectively, over the corresponding quarter of the previous year. The decline was mainly due to extended monsoon which resulted in delayed sowing and thus impacted sales and profitability.
- Dairy:** Revenue growth remain modest at 2.7% in Q3FY20 as compared to the corresponding quarter of the previous year.

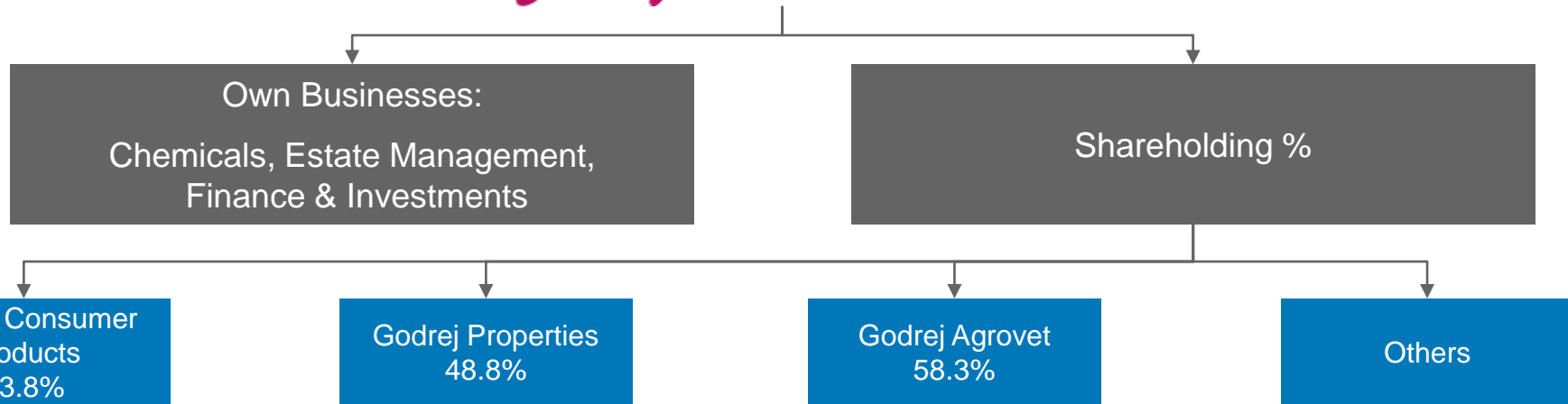
Consolidated Q3 & 9M FY20 results include financials of Godrej Tyson Foods Ltd and Godrej Maxximilk Pvt. Ltd which became subsidiaries as on 27th March, 2019, thus the consolidated results for the current quarter are not comparable with previous period results .



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



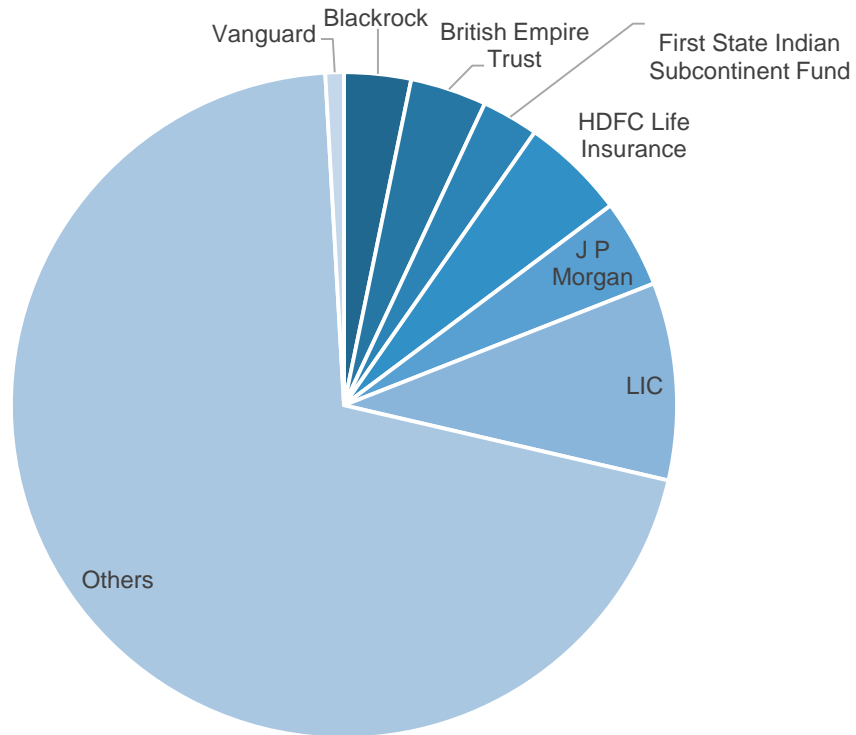
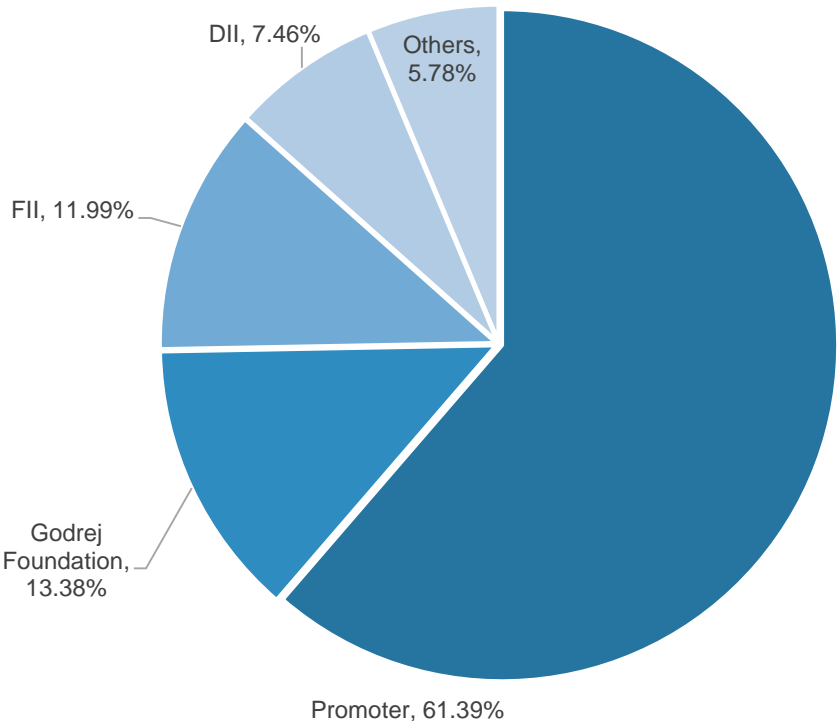
- Other investments

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	23.8%	1,366	16,628
Godrej Properties (GPL)	Real Estate and Property Development	48.8%	747	12,159
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.3%	357	5,668
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	23	
	Total		2,512	

Market Value of GIL's investment in GCPL + GPL + GAVL increased by ~ ₹ 1,092 crore (3%) on YoY basis

SHAREHOLDING PATTERN AS ON DEC 31, 2019



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION