

EMERGING STRONGER THROUGH RESILIENCE

Performance Update – Q3 & 9M FY 2021-22

February 11, 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) | Q3 FY 2021-22 | Q3 FY 2020-21 | % Growth | 9M FY 2021-22 | 9M FY 2020-21 | % Growth |
|-------------------------|---------------------|---------------------|-------------|---------------------|---------------------|-------------|
| Total Income | 3,735 | 2,522 | 48% | 10,337 | 7,210 | 43% |
| PBDIT * | 468 | 384 | 22% | 1,377 | 1,134 | 21% |
| Depreciation | 71 | 62 | - | 201 | 180 | - |
| PBIT* | 396 | 322 | 23% | 1,176 | 954 | 23% |
| Interest | 167 | 113 | - | 448 | 345 | - |
| Net Profit *# | 144 | 132 | 9% | 427 | 350 | 22% |

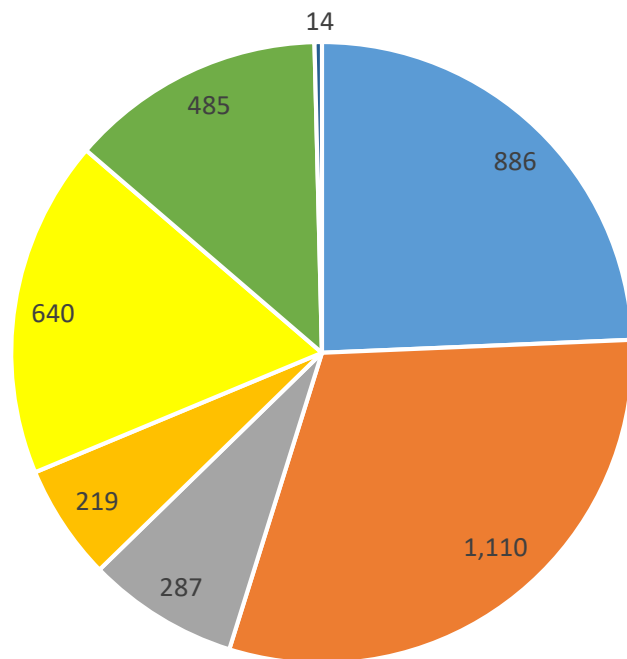
* Including share of profit in associates & exceptional.

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

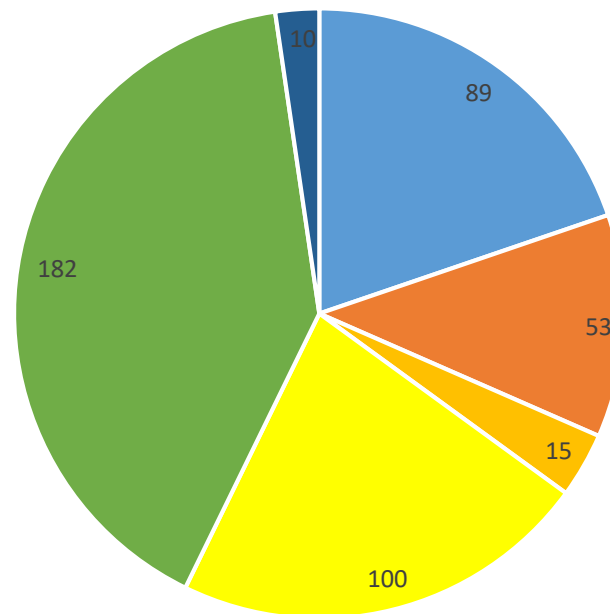
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2021-22

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

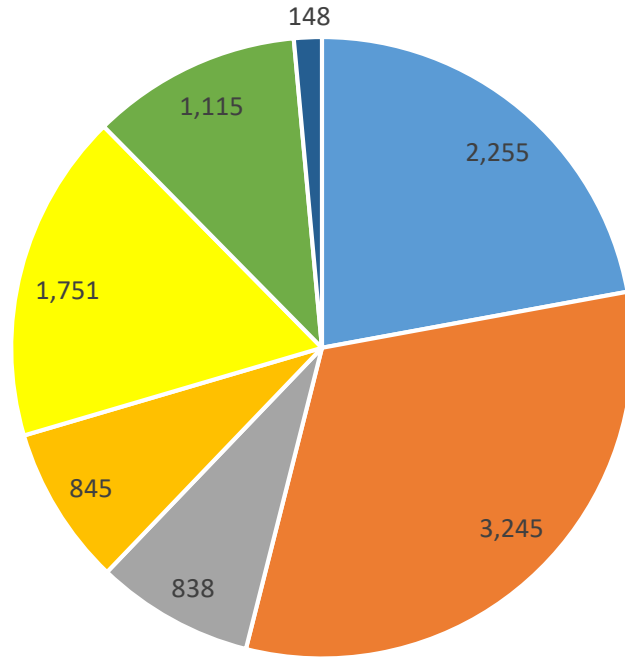
■ ANIMAL FEEDS

■ CROP PROTECTION

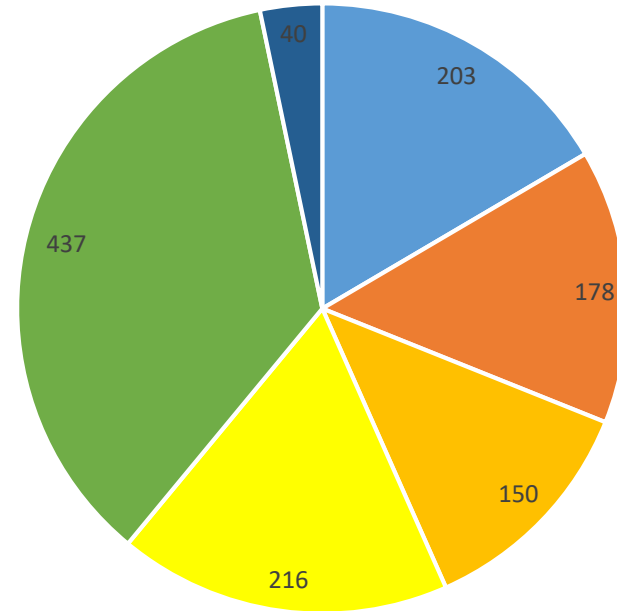
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2021-22

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 FY2021-22:

- Consolidated sales grew by 8% year-on-year.
- Consolidated EBITDA declined by 2% year-on-year.
- Consolidated net profit declined by 1% year-on-year (without exceptional items and one offs).
- **Category Review**
 - **Home Care:** Home Care saw a steady growth of 4%. Soft performance in Household Insecticides, however it continues to deepen penetration and gain market share. Goodnight Jumbo Fast Card is scaling up well and driving growth in burning formats.
 - **Personal Care**– Personal Care grew by 12%. Personal Wash & Hygiene maintained its growth momentum, delivering double-digit sales growth. Hair Colours growth was relatively soft, while it continued to gain market share.



Financial Highlights for Q3 2021-22

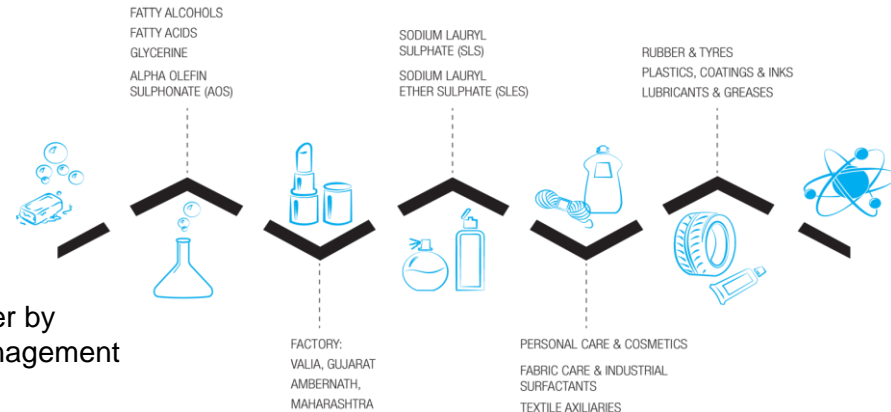
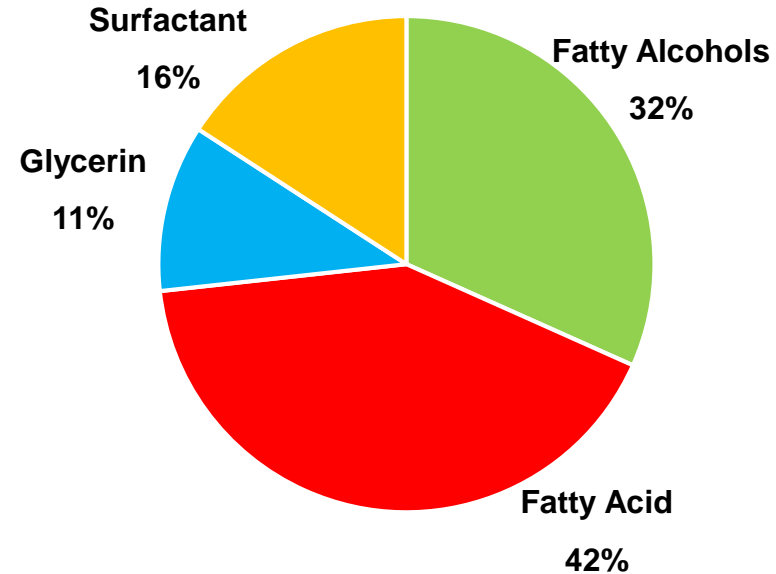
| ₹ crore | Q3 FY 21-22 | Q3 FY 20-21 | 9M 21-22 | 9M 20-21 |
|---------|-------------|-------------|----------|----------|
| Revenue | 886 | 468 | 2,255 | 1,163 |
| PBIT | 89 | 40 | 203 | 80 |

- Revenues for Q3 FY22 increased by 90% as compared to Q3 FY21
- Q3 FY22 PBIT increased by 124% as compared to Q3 FY21 & for 9M FY22 , PBIT increased by 153% as compared to 9M FY21.



Godrej Industries Limited- Chemical Division has been selected as winner by FICCI under the category of Excellence in Energy Conservation and Management in Chemicals at India@75 Chemical and Petrochemical Industry Awards.

Product Portfolio Q3 FY 2021-22



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

| ₹ crore | Q3 FY22 | Q3 FY21 | 9M FY22 | 9M FY21 |
|----------------------|---------|---------|---------|---------|
| Total Income | 399 | 306 | 921 | 709 |
| Net Profit after tax | 39 | 14 | 92 | 2 |

Business & Sales Highlights for Q3 FY 2021-22

- Q3 FY22 witnessed a total booking value of ₹ 1,541 crore and total booking volume of 2.22 million sq. ft. as compared to total booking value of ₹ 1,488 and total booking volume of 2.40 million sq. ft. in Q3 FY21.
- Added 3 new projects with saleable area of ~2.4 million sq. ft. in Q3 FY22
- Workforce strength stood strong at 143% of our pre-COVID strength as of December end
- Received 26 awards in Q3 FY22.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

| ₹ crore | Q3 FY22 | Q3 FY21 | 9M FY22 | 9M FY21 |
|----------------------|---------|---------|---------|---------|
| Total Income | 2,089 | 1,539 | 6,252 | 4,834 |
| Net Profit after tax | 65 | 62 | 280 | 257 |

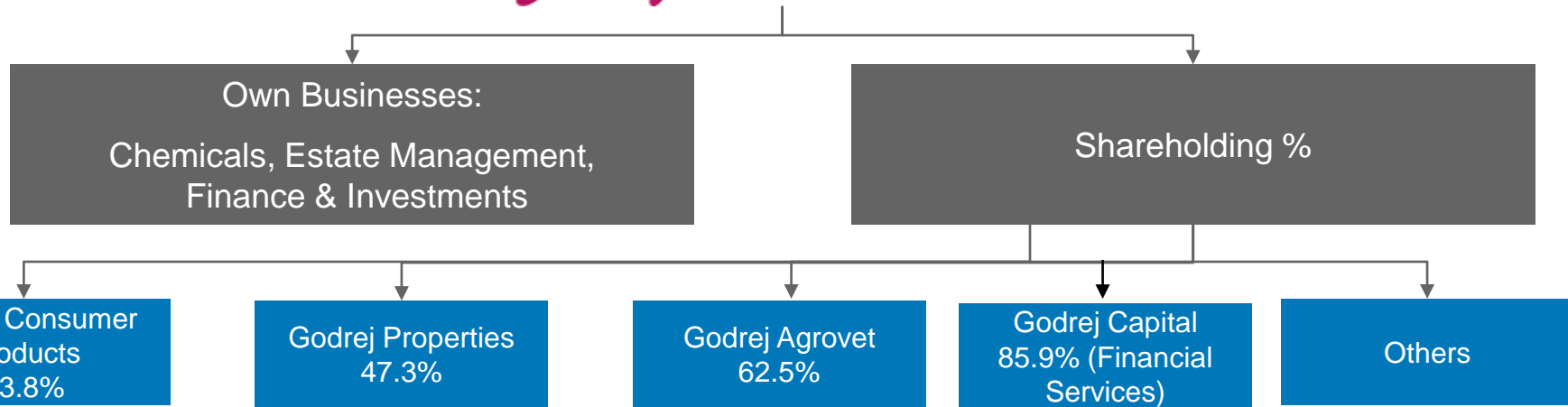
- **Animal Feed:** Segment results grew by 35% in Q3FY22,
- **Vegetable Oil:** Segment revenues and segment results recorded significant growth on account of robust volume growth, higher palm oil prices and operational efficiency levels, Segment results increased by 218% in Q3FY22 as compared to the corresponding quarter of the previous year.
- **Crop Protection Business:** In Q3FY22, Consolidated revenues stood at ₹ 218 crore as compared to ₹ 221 crore of the corresponding quarter of the previous year.
- **Dairy:** In Q3FY22 revenues stood at ₹288 crore a growth of 12.1% as compared to the corresponding quarter of the previous year.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

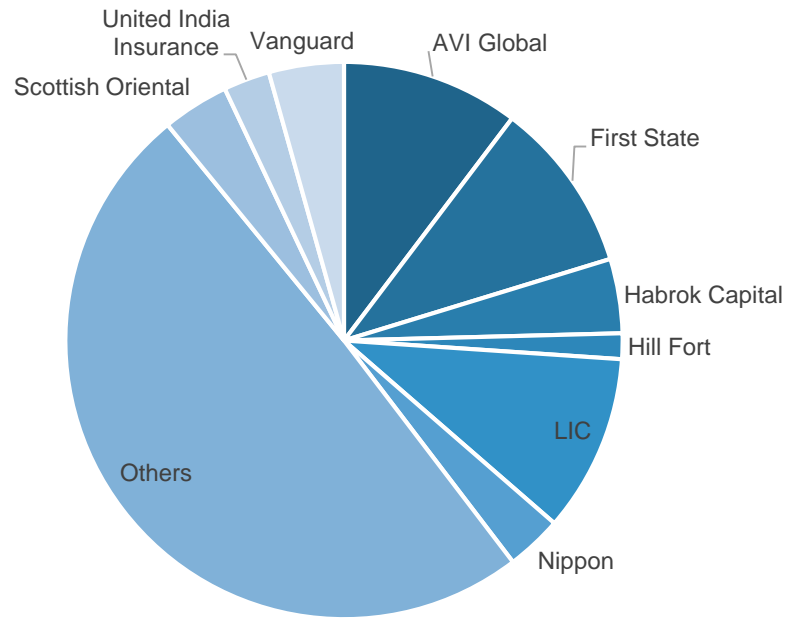
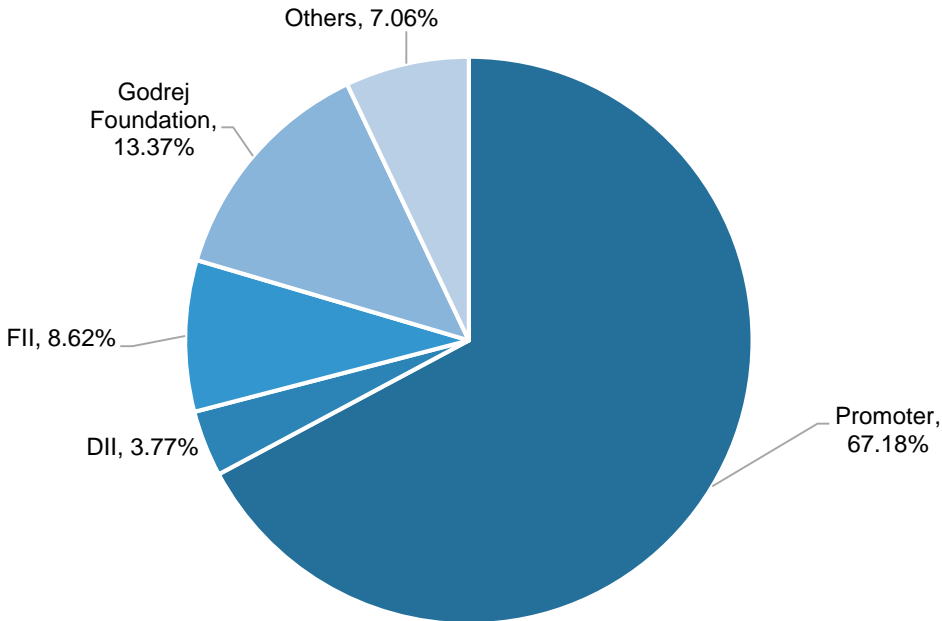


- Other investments

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 | 23.8% | 1,366 | 23,515 |
| Godrej Properties (GPL) | Real Estate and Property Development | 47.3% | 1761 | 24,619 |
| Godrej Agrovet | Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm | 62.5% | 810 | 6,224 |
| Godrej Capital Ltd | Financial Services | 85.9% | 709 | |
| Godrej International | International Trading | 100% | 15 | |
| Godrej International & Trading | International Trading & Investments | 100% | 4 | |
| Others | | -- | 20 | |
| | Total | | 4,685 | |

SHAREHOLDING PATTERN AS ON DEC 31, 2021



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION