

Performance Update

Q3 & 9M- 2024-25

Feb,12, 2025

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 2024-25	Q3 FY 2023-24	% Growth	9M FY 2024-25	9M FY 2023-24	% Growth
Total Income	5,147	3,844	34%	15,525	12,994	19%
PBDIT *	1,033	659	57%	3,452	2,096	65%
Depreciation	111	96	-	320	270	-
PBIT*	922	563	64%	3,132	1,825	72%
Interest	505	348	-	1,415	983	
Net Profit *#	188	106	77%	798	372	115%

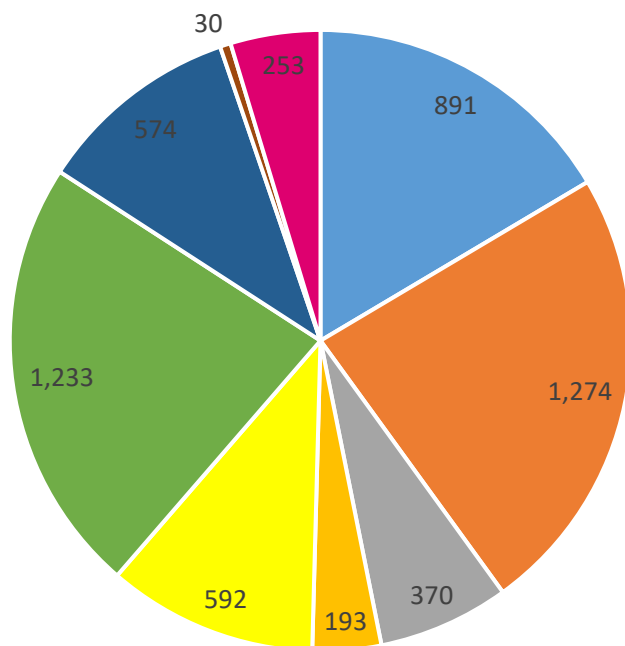
* Including share of profit in associates & exceptional.

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

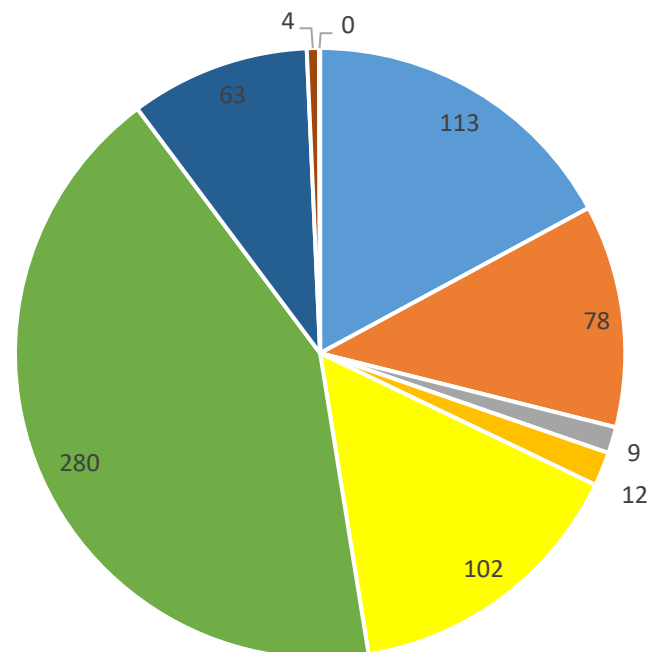
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2024-25

Revenue (₹ crore)



PBIT (₹ crore)

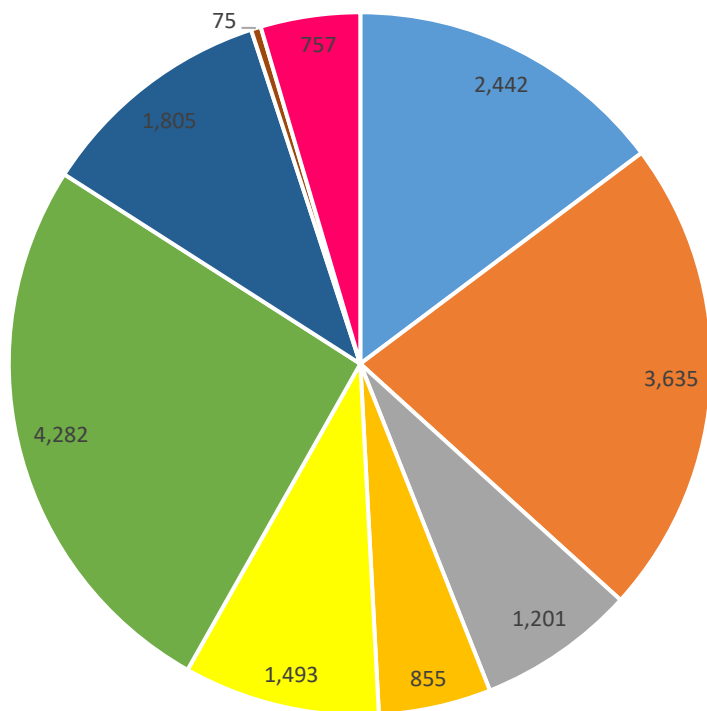


- Chemicals
- Dairy
- Veg Oils
- Finance & Investments
- Others

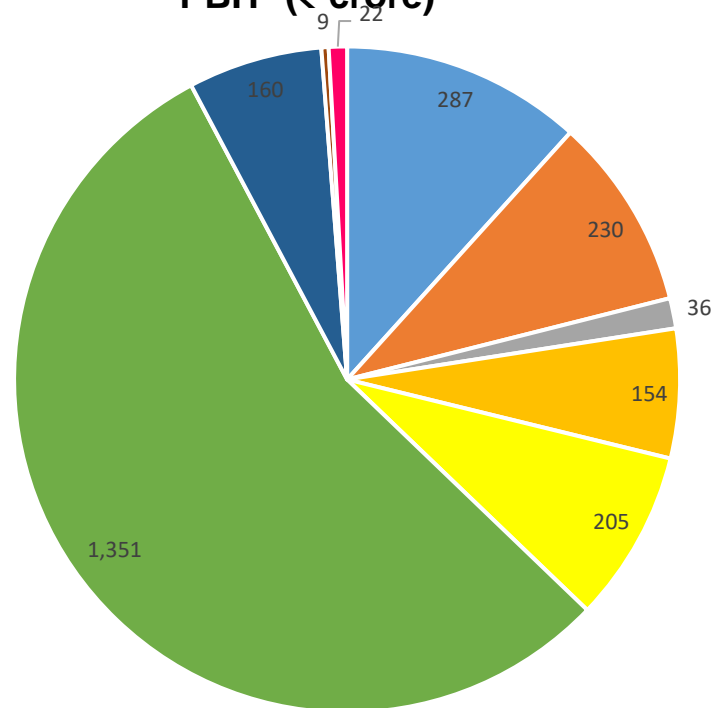
- Animal Feed
- Crop Protection
- Estate & Property Development
- Hospitality

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2024-25

Revenue (₹ crore)



PBIT (₹ crore)



- Chemicals
- Dairy
- Veg Oils
- Finance & Investments
- Others

- Animal Feed
- Crop Protection
- Estate & Property Development
- Hospitality

**BUSINESS PERFORMANCE: Performance Highlights
incl. subsidiaries, JVs and Associates**

CONSUMER (GCPL)

Business and Financial Highlights for Q3 FY 2024-25:

- Consolidated sales for Q3 FY2025 grew by 6% year-on-year.
- Q3 FY 2025 consolidated net profit declined by 14% year-on-year (without exceptional items and one-offs) due to temporary headwinds
- **Category Review**
 - **Home Care:** Home Care grew by 4%. Household Insecticides was impacted by a relatively poor season. Air Fresheners continues to perform well, delivering double-digit volume growth. Fabric Care delivered strong double-digit volume growth. Godrej Fab has been scaled up nationally and continues to gain market share.
 - **Personal Care:** Personal Care grew by 2%. Personal Wash volumes declined by mid-high single digit during the quarter; almost compensated by commensurate pricing growth. Hair Colour volumes grew in mid-single digit. Godrej Expert Rich Crème access packs continue to perform well and grow in double-digit. Sexual Wellness grew value in double-digit and continues to gain market share.

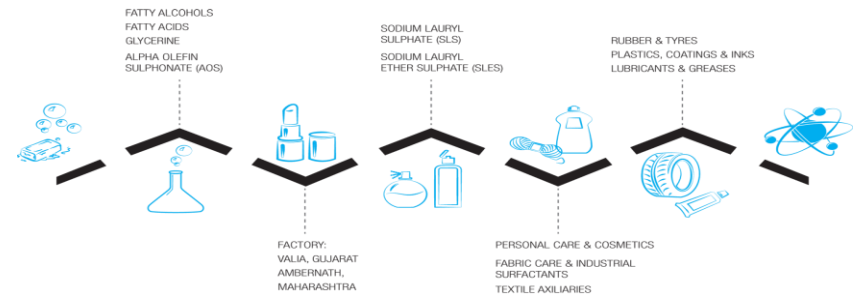
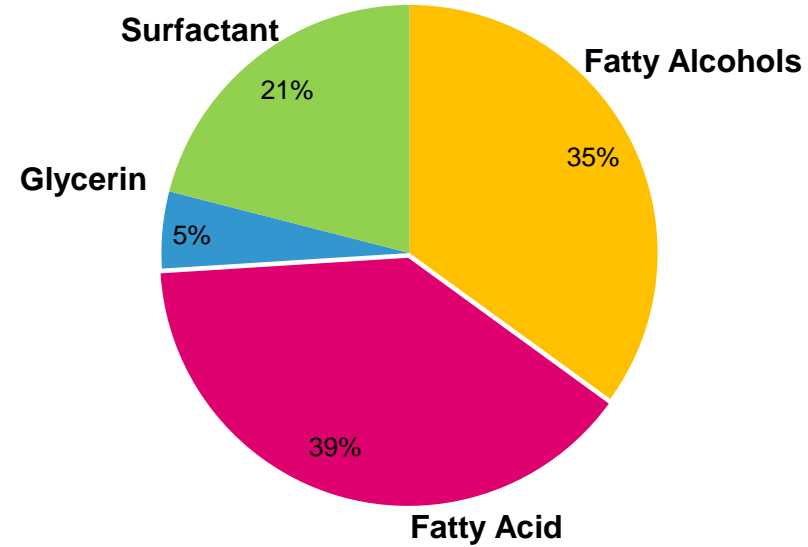


Financial Highlights

₹ crore	Q3 FY-25	Q3 FY-24	9M FY 25	9M FY 24
Revenue	891	618	2442	2027
PBIT	113	31	286	211

- Revenue for Q3 FY25 increased by 44 %
- PBIT for Q3 FY25 increased by 266 %
- Revenue for 9M FY25 increased by 21%
- PBIT for 9M FY25 increased by 36%
- Exports account for ~30% of Revenue
 - Exports for Q3 FY25 increased by 58%
 - Exports for 9M FY25 increased by 23%

Product Portfolio Q3 FY 2024-25



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q3 FY25	Q3 FY24	9M FY 25	9M FY 24
Total Income	1,222	524	4,203	2,410
Net Profit after tax	163	62	1,018	254

Business & Sales Highlights for Q3 & 9M FY 2024-25

- GPL Booking value in Q3FY25 was ₹ 5,446 crore from the sale of 4.07 million sq. ft. of area. This is the 6 th consecutive quarter in which GPL has delivered more than ₹ 5,000 crore of booking value
- GPL has added 4 new projects with an estimated saleable area of 5.9 million sq. ft. and expected booking value of ₹ 10,800 crore
- Delivered projects aggregating ~2.6 million sq. ft. across 2 cities in Q3FY25 taking the year-to-date total to ~11.9 million sq. ft.
- Raised ₹ 6,000 crore of equity for growth capital through largest ever QIP by a real estate company in India in Q3FY25.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q3 FY25	Q3 FY24	9M FY25	9M FY24
Total Income	2,458	2,354	7,280	7,457
Net Profit after tax	111	92	359	303

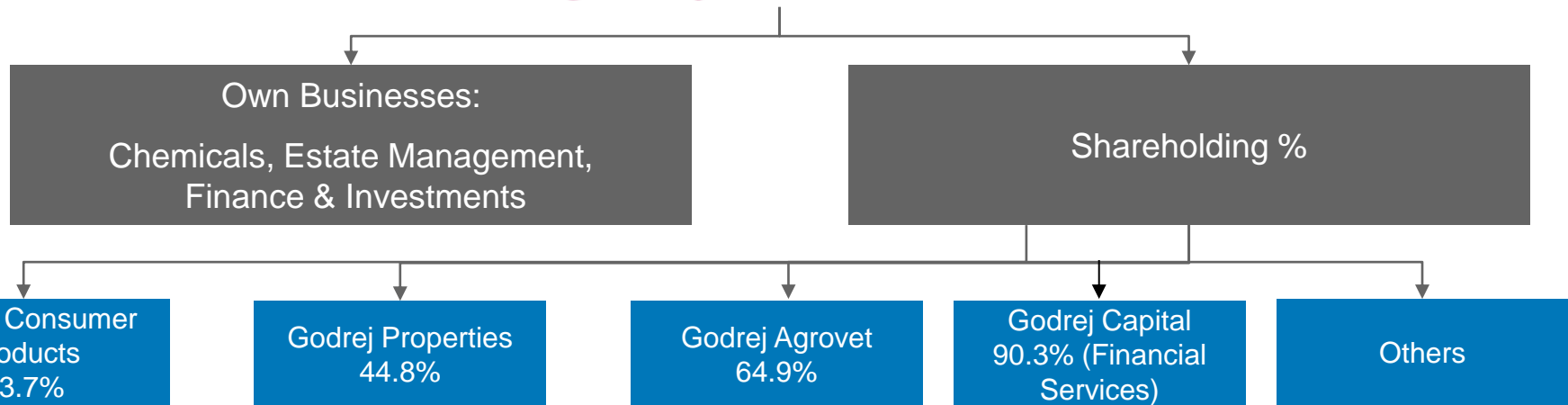
- **Animal Feed:** Segment margin improved significantly from 4.0% in Q3 FY24 to 6.0% in Q3 FY25 due to favourable commodity positions. EBIT/MT improved significantly by 45% from ₹ 1,338 in Q3 FY24 to ₹ 1,935 in Q3 FY25.
- **Vegetable Oil:** Segment results increased by 72% as compared to corresponding quarter of the previous year mainly due to higher realizations in both Crude Palm Oil & Palm Kernel Oil & improved Oil Extraction Ratio.
- **Crop Protection Business:** In Q3FY25, Consolidated revenues stood at ₹193 crore as compared to ₹222 crore in the corresponding quarter of the previous year.
- **Dairy:** Q3 FY25, segment revenue & margin remained flat y-o-y due to volumes remaining at similar levels on account of voluntary controls



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

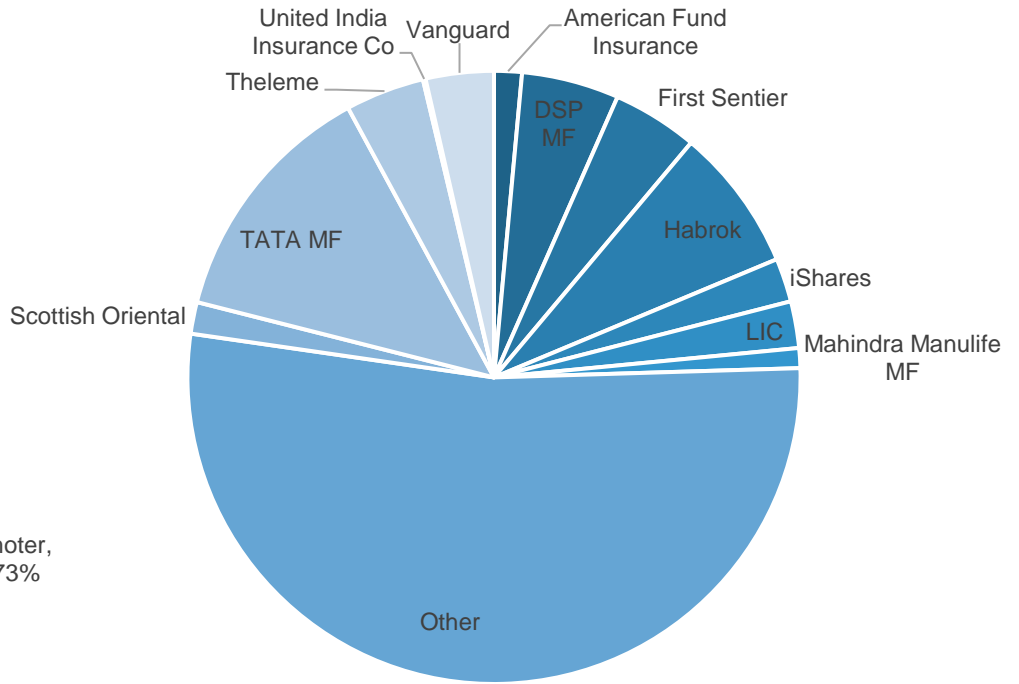
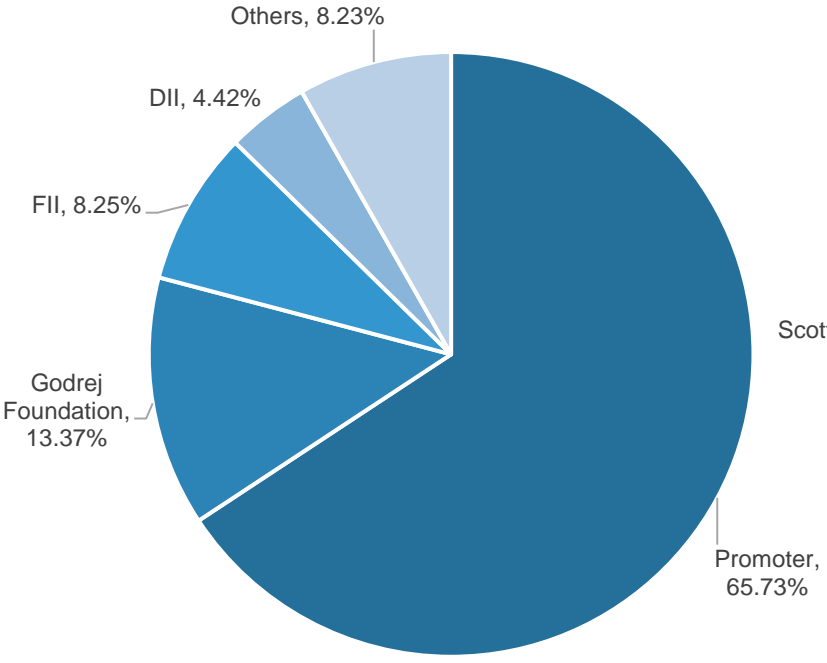


- Other investments

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	23.7%	1,366	26,283
Godrej Properties (GPL)	Real Estate and Property Development	44.8%	2732	37,575
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	9,273
Godrej Capital Ltd	Financial Services	90.3%	3158	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	20	
	Total		8,338	

SHAREHOLDING PATTERN AS ON DEC 31, 2024



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION