



# Performance Update

Q3 & 9M- 2023-24

Feb 9, 2024

# 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 2023-24	Q3 FY 2022-23	% Growth	9M FY 2023-24	9M FY 2022-23	% Growth
<b>Total Income</b>	<b>3,844</b>	<b>4,159</b>	<b>(8%)</b>	<b>12,994</b>	<b>12,677</b>	<b>2%</b>
<b>PBDIT *</b>	<b>659</b>	<b>786</b>	<b>(16%)</b>	<b>2,096</b>	<b>1,886</b>	<b>11%</b>
<b>Depreciation</b>	<b>96</b>	<b>78</b>	<b>-</b>	<b>270</b>	<b>225</b>	<b>-</b>
<b>PBIT*</b>	<b>563</b>	<b>708</b>	<b>(20%)</b>	<b>1,826</b>	<b>1,661</b>	<b>10%</b>
<b>Interest</b>	<b>348</b>	<b>248</b>	<b>-</b>	<b>983</b>	<b>659</b>	<b>-</b>
<b>Net Profit *#</b>	<b>106</b>	<b>315</b>	<b>(66%)</b>	<b>372</b>	<b>675</b>	<b>(45%)</b>

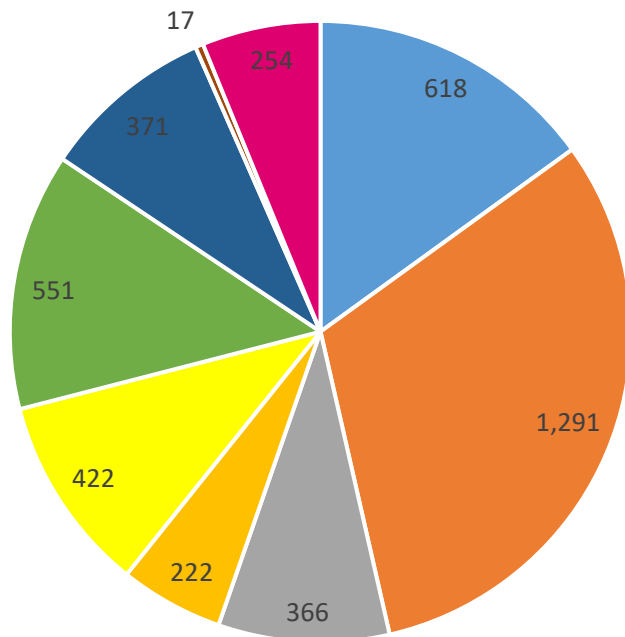
\* Including share of profit in associates & exceptional.

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

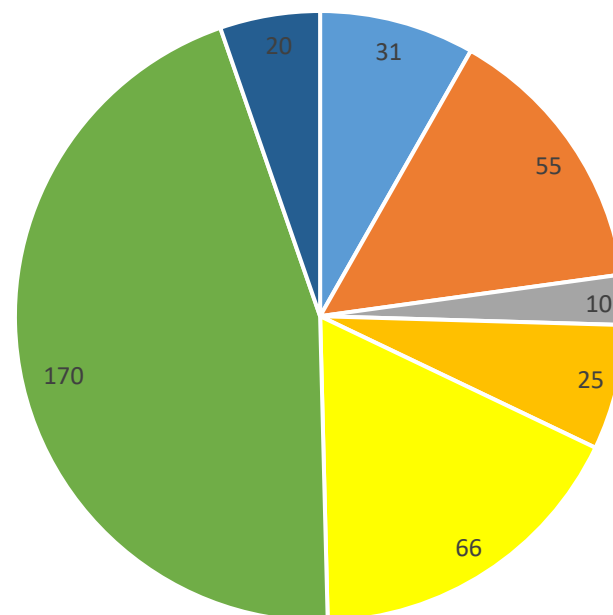
# **CONSOLIDATED RESULTS – SEGMENT PERFORMANCE**

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2023-24

Revenue (₹ crore)



PBIT (₹ crore)

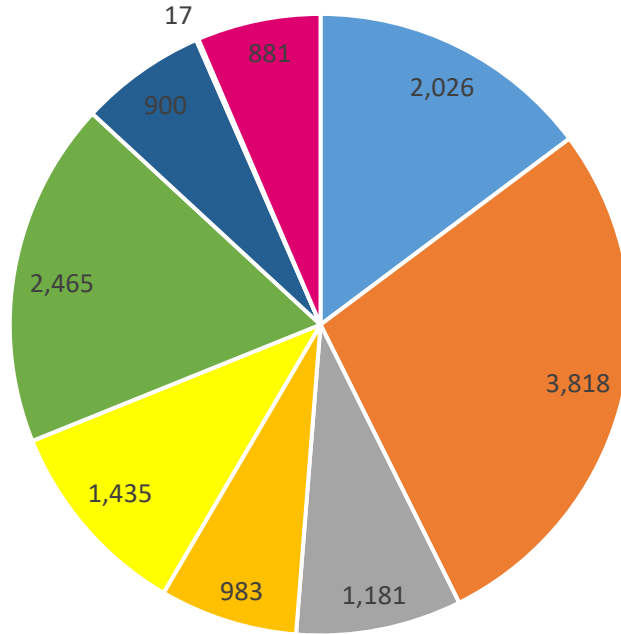


- Chemicals
- Dairy
- Veg Oils
- Finance & Investments
- Others

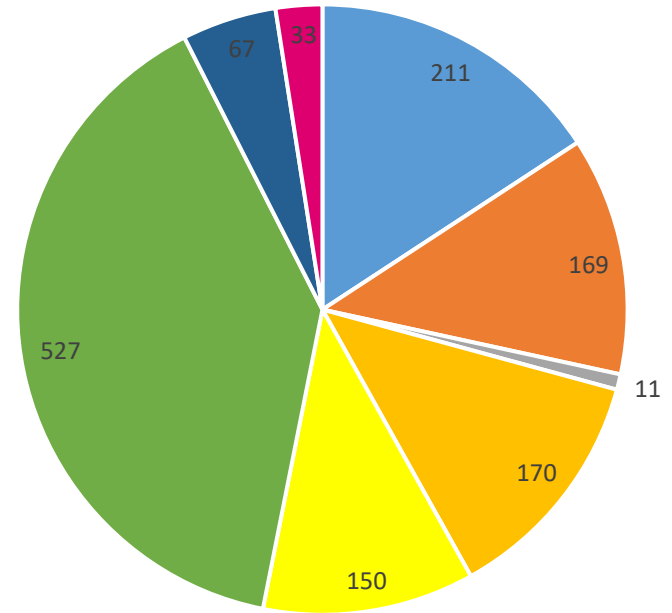
- Animal Feed
- Crop Protection
- Estate & Property Development
- Hospitality

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2023-24

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 2023-24:

- Consolidated Volume grew by 8% and sales grew by 2%
- Consolidated EBITDA grew by 16% year-on-year.
- **Category Review**
  - **Home Care:** Home Care grew by 5%. Household Insecticides volume growth was stable at low-single digit. The non-mosquito portfolio continued to consistently perform significantly well. Air Fresheners continued to consistently deliver double-digit volume growth. Fabric Care also delivered strong double-digit volume growth.
  - **Personal Care:** Personal Care grew by 2%. Personal Wash delivers mid-single digit volume growth. GCPL's market share increased, led by effective media campaigns and micro-marketing initiatives. Hair Colour volumes grew in double-digit led by both Godrej Expert Rich Creme and Godrej Selfie Shampoo Hair Colour.
  - **Park Avenue and KamaSutra:** Park Avenue and KamaSutra clocked sales of ₹ 139 crore.



# CHEMICALS

## Financial Highlights

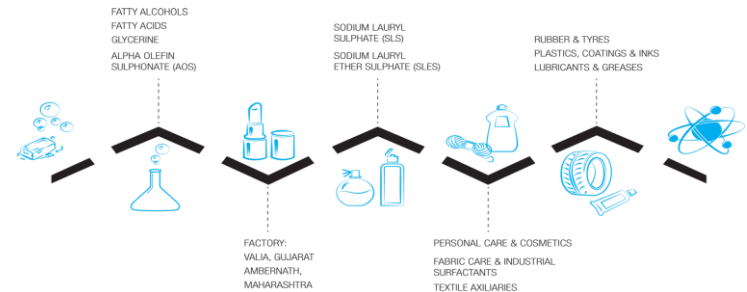
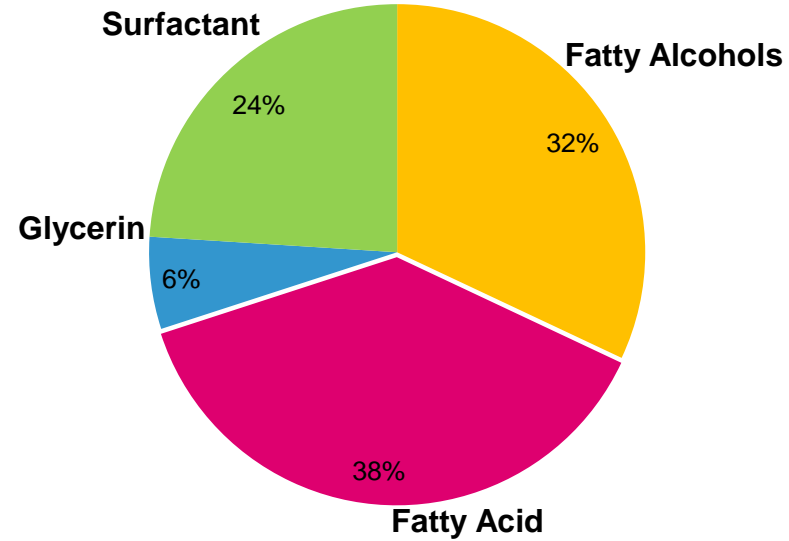
₹ crore	Q3 FY-24	Q3 FY-23	9M FY-24	9M FY-23
Revenue	618	1098	2026	3316
PBIT	31	224	211	562

- Chemical Industry as a whole is facing strong headwinds
  - Revenue & Profit Impacted
- Exports for Q3 FY24 stood at ₹165 crore



Our Ambarnath Factory is Certified Green Co Gold by CII

## Product Portfolio Q3 FY 2023-24



## Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q3 FY24	Q3 FY23	9M FY24	9M FY23
Total Income	524	366	2,410	1,068
Net Profit after tax	62	59	254	159

## Business & Sales Highlights for Q3 FY 2023-24

- Q3 FY24 was GPL's highest ever quarterly sales for second quarter in a row witnessing total booking value of ₹ 5,720 crore with 4.34 million sq. ft. of area sold.
- Added 1 group housing project in Bengaluru with estimated booking value of ₹ 1,250 crores.
- Collections and Net Operating Cash flow grew by 43% to ₹ 2,411 crore and 45% to ₹ 798 crore respectively in Q3 FY24.

# AGRI BUSINESS

## Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q3 FY24	Q3 FY23	9M FY24	9M FY23
Total Income	2,354	2,402	7,457	7,374
Net Profit after tax	92	116	303	271

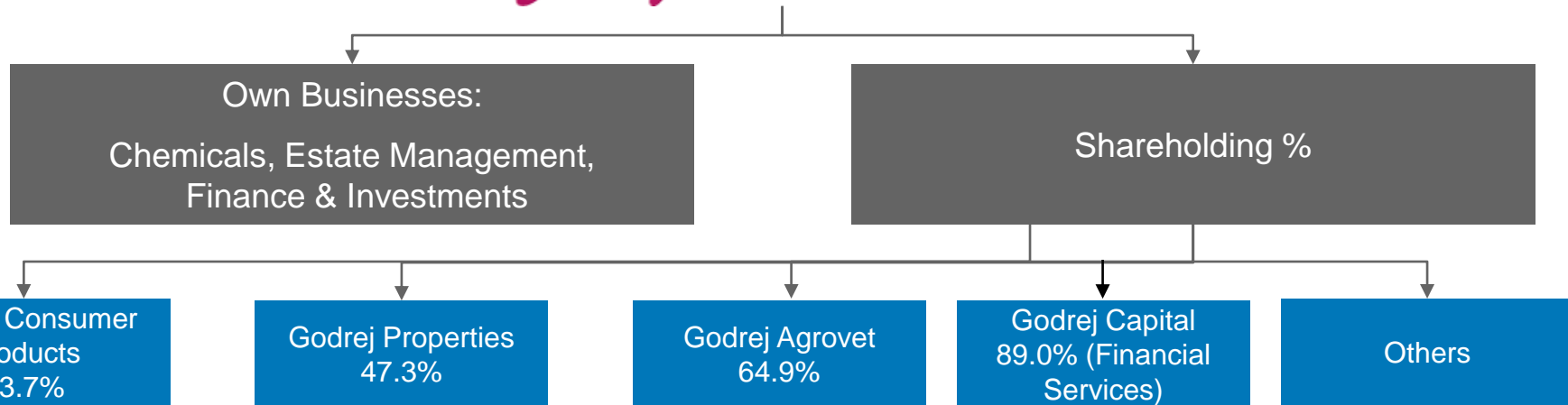
- **Animal Feed:** Segment margin in Q3 was adversely impacted due to unfavorable commodity movements in poultry & cattle feed categories. 9M FY24, Animal feed segment recorded modest volume growth led by cattle feed and aqua feed categories. Segment margin for 9MFY24 improved considerably as compared to the same period last year
- **Vegetable Oil:** 9M FY24, segment had healthy volume growth of 8% which was offset by lower Crude Palm Oil & Palm Kernel oil prices.
- **Crop Protection Business:** In Q3FY24, Revenues stood at ₹222 crore as compared to ₹216 crore in the corresponding quarter of the previous year.
- **Dairy:** In Q3FY24, Dairy business achieved robust improvement in segment margin led by significant operational efficiencies and lower raw material costs.



**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE



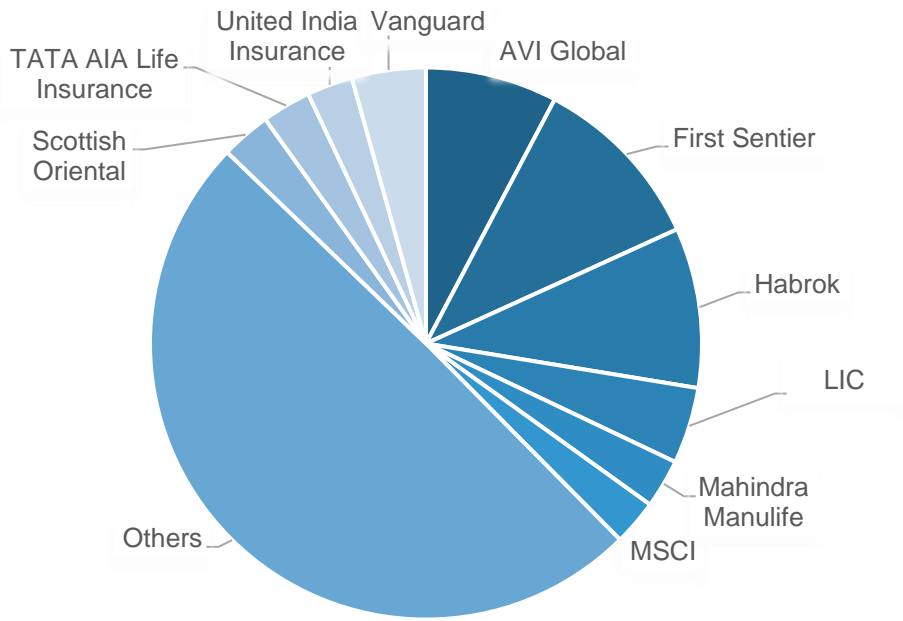
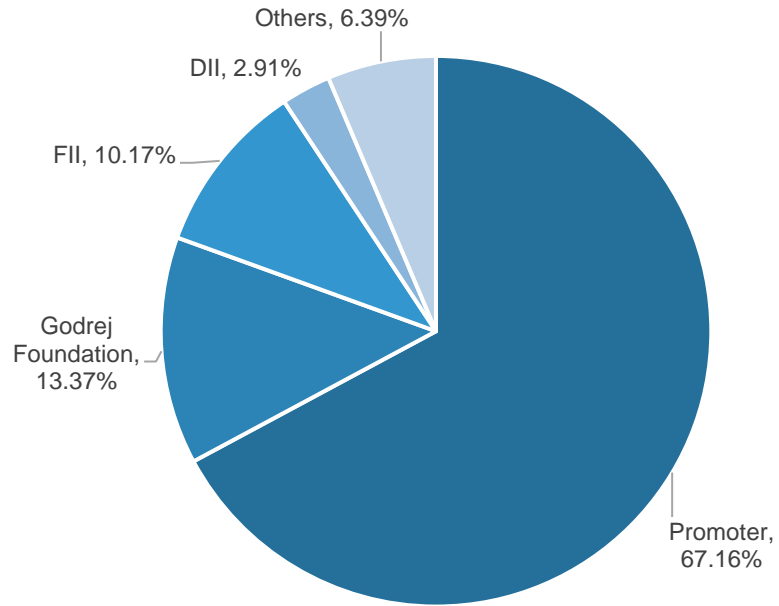
- Other investments

# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.7%	1,366	27,460
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1780	26,493
Godrej Agrovvet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	6,952
Godrej Capital Ltd	Financial Services	89.0%	2112	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	19	
	<b>Total</b>		<b>6,339</b>	<b>60,905</b>



# SHAREHOLDING PATTERN AS ON DEC 31, 2023



Major Institutional Investors



**THANK YOU FOR YOUR TIME AND CONSIDERATION**