



Performance Update

Q4 & FY- 2023-24

May 17, 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)	Q4 FY 2023-24	Q4 FY 2022-23	% Growth	FY 2023-24	FY 2022-23	% Growth
Total Income	5,103	5,085	-	18,097	17,762	2%
PBDIT *	592	1,042	(43%)	2,688	2,928	(8%)
Depreciation	100	79	-	371	305	-
PBIT*	492	962	(49%)	2,317	2,623	(12%)
Interest	369	284	-	1352	943	-
Net Profit *#	(312)	300	-	60	975	(94%)

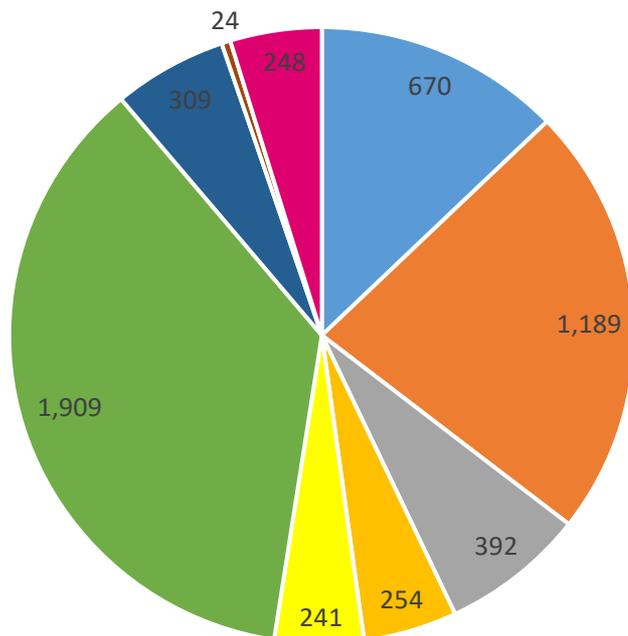
* Including share of profit in associates & exceptional.

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

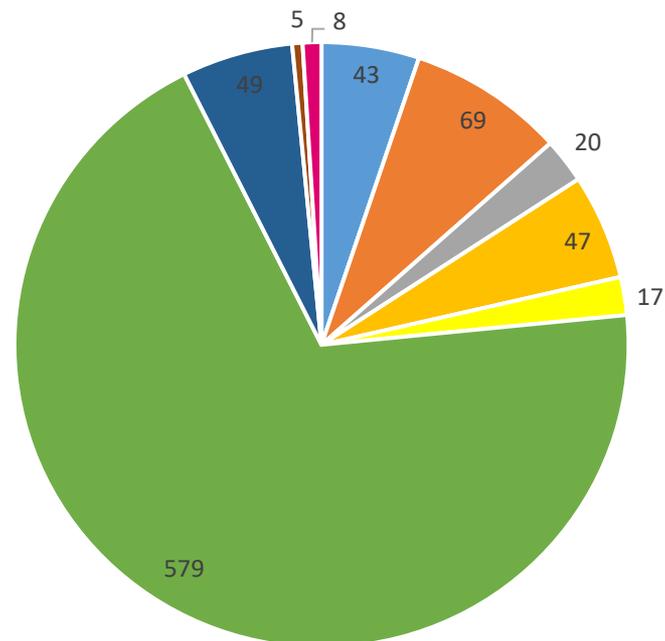
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2023-24

Revenue (₹ crore)



PBIT (₹ crore)

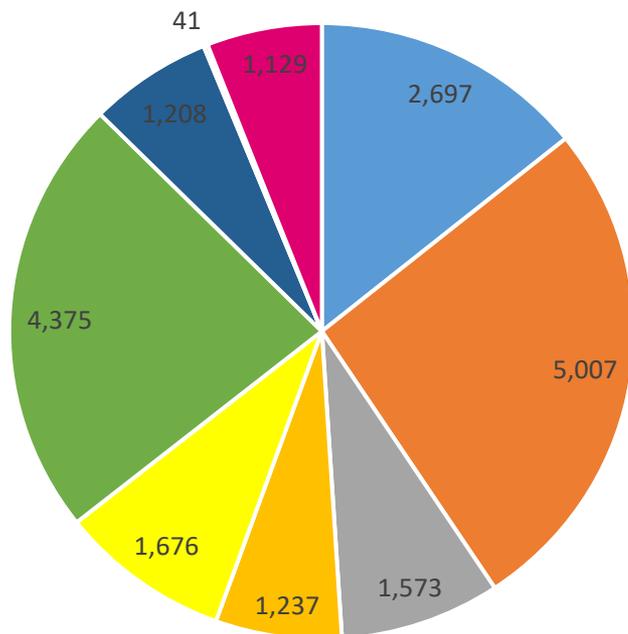


- Chemicals
- Dairy
- Veg Oils
- Finance & Investments
- Others

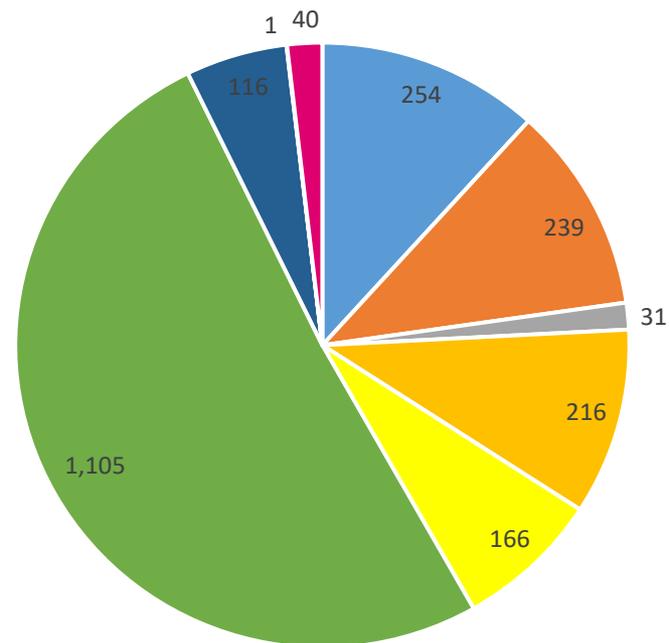
- Animal Feed
- Crop Protection
- Estate & Property Development
- Hospitality

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY 2023-24

Revenue (₹ crore)



PBIT (₹ crore)



- Chemicals
- Dairy
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- Others

- Animal Feed
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- Hospitality

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

CONSUMER (GCPL)

Business and Financial Highlights for Q4 & FY 2023-24:

- Consolidated Volume for Q4 FY 23-24 grew by 12% and sales grew by 6%
- Consolidated EBITDA for Q4 FY 23-24 grew by 18% year-on-year.
- Consolidated Loss for FY 23-24: ₹ 561 crore
 - Loss on account of one offs for FY 23-24 : ₹ 2,477 crore (refer next slide)
- **Category Review**
 - **Home Care:** Home Care grew by 6%. Household Insecticides had a subdued quarter on account of an extended winter in the North and parts of East. The non-mosquito portfolio continued to consistently perform significantly well. Fabric care delivered strong double digit growth. Air freshers continued to deliver double digit volume growth.
 - **Personal Care:** Personal Care grew by 4%. Personal Wash delivers high-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 continued their healthy sales run-rate and clocked sales of ₹ 137 crore.



CONSUMER (GCPL)

Impact on Godrej Industries Ltd.- on account of one offs of GCPL

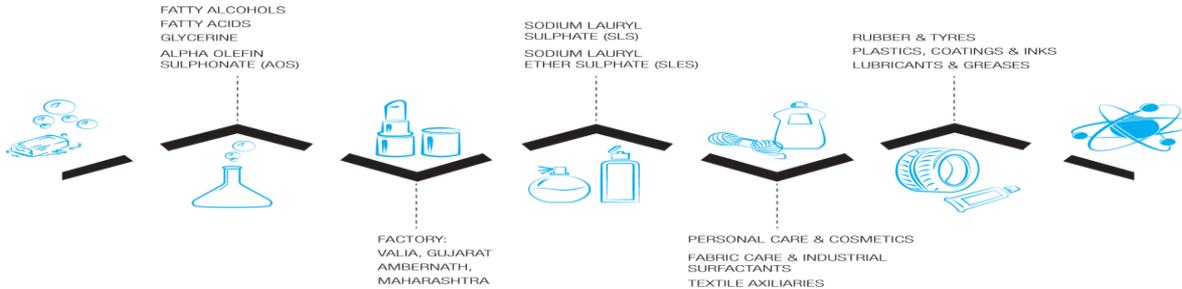
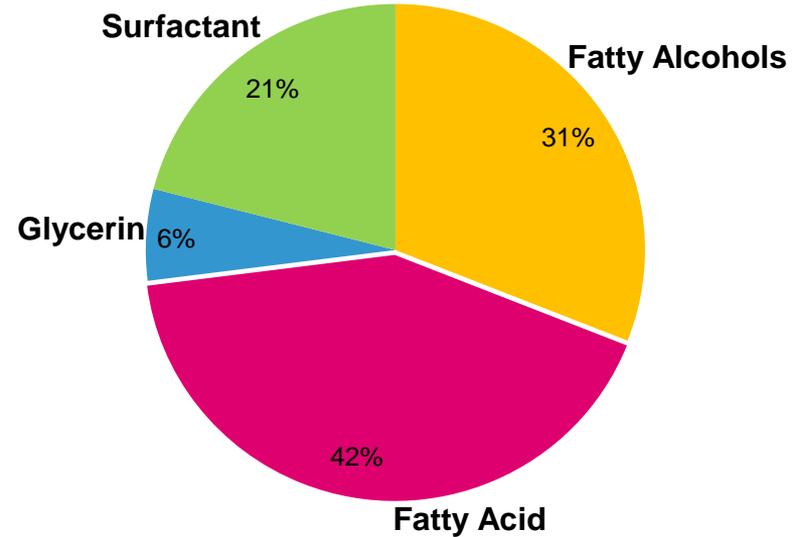
Description	Amount Rs. crore
Impairment Loss on goodwill and brands within GCPL's entities in Africa (including Strength of Nature)	(1,391)
Loss on Sale of Godrej East Africa Holdings Limited and its subsidiaries & on sale of dry hair business in Kenya	(927)
Other restructuring costs	(71)
Stamp duty and other Acquisition costs	(88)
Total one offs of GCPL FY 23-24	(2,477)
Impact on Godrej Industries Ltd. - Consolidated Financials FY23-24	(588)

Financial Highlights

₹ crore	Q4 FY-24	Q4 FY-23	FY-24	FY-23
Revenue	670	857	2,697	4,173
PBIT	43	135	254	697

- Chemical Industry as a whole is facing strong headwinds
 - Revenue & Profit Impacted
- Exports for Q4 FY24 stood at ₹206 crore

Product Portfolio Q4 FY 2023-24



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q4 FY24	Q4 FY23	FY24	FY23
Total Income	1,952	1,930	4,362	2,998
Net Profit after tax	471	412	725	571

Business & Sales Highlights for Q4 FY 2023-24

- Q4 FY24 was GPL's highest ever quarterly sales for the third quarter in a row witnessing total booking value of 9,519 crore.
- Added 4 new projects with a total estimated saleable area of 11.2 million sq. ft. and total estimated booking value of ~ ₹ 12,800 Crore in Q4 FY23.
- GPL received 38 awards in Q4 FY24 and a total of 96 awards in FY24.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q4 FY24	Q4 FY23	FY24	FY23
Total Income	2,144	2,108	9,602	9,481
Net Profit after tax	57	31	360	302

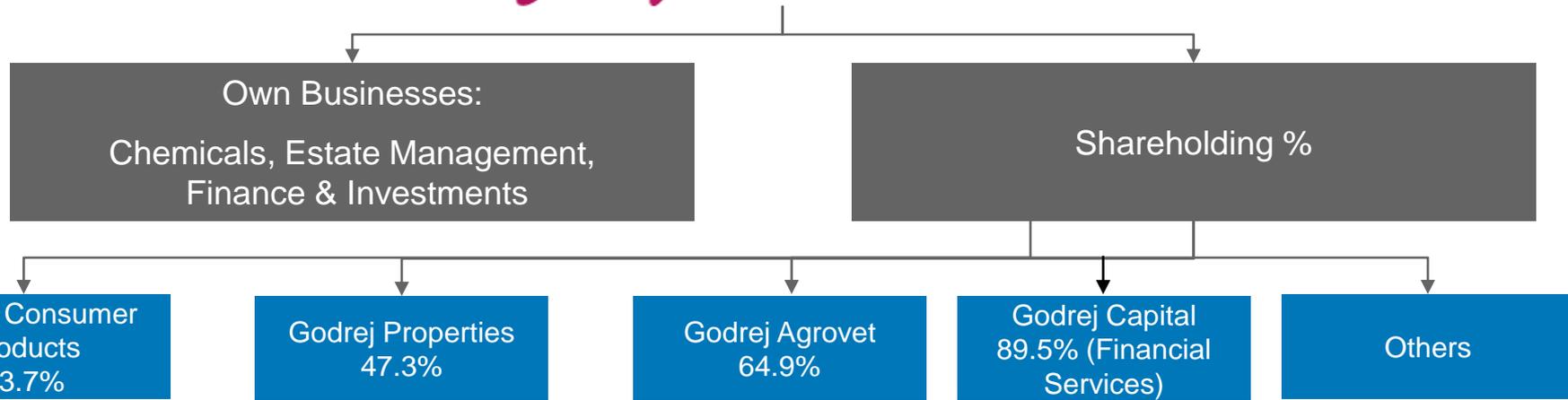
- **Animal Feed:** In Q4 FY 24, segment margin improved considerably as compared to Q4 FY23 due to favorable commodity position & higher realisation in cattle feed category.
- **Vegetable Oil:** In FY24, FFB volume growth of 6% was more than offset by lower Crude Palm Oil & Palm Kernel Oil prices.
- **Crop Protection Business:** In Q4FY24, Revenues stood at ₹254 crore as compared to ₹242 crore in Q4 FY23.
- **Dairy:** In Q4FY24, Dairy business witnessed a robust improvement in segment margin led by operational efficiencies and lower procurement costs as compared to Q4FY23.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

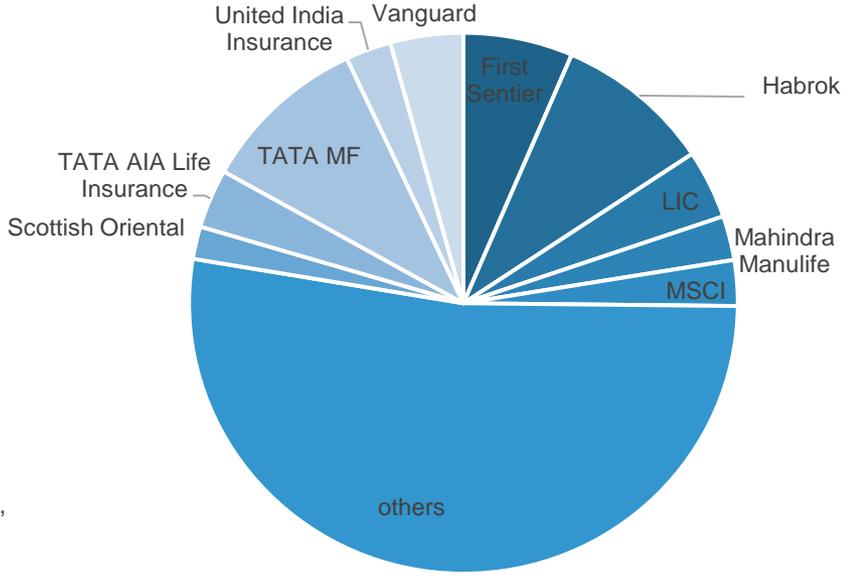
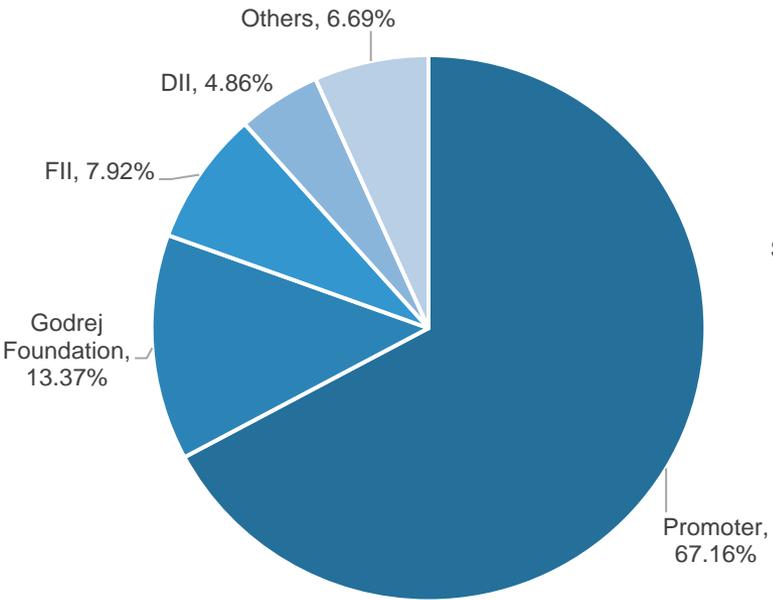


- Other investments

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	30,393
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1780	30,260
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	6,069
Godrej Capital Ltd	Financial Services	89.5%	2396	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	18	
	Total		6,622	66,722

SHAREHOLDING PATTERN AS ON MAR 31, 2024



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION