

EMERGING STRONGER THROUGH RESILIENCE

Performance Update – Q4 & FY 2021-22

May 27, 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

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹crore)	Q4 FY 2021-22	Q4 FY 2020-21	% Growth	FY 2021-22	FY 2020-21	% Growth
Total Income	4,727	2,785	70%	15,065	9,995	51%
PBDIT *	802	193	315%	2,179	1,327	64%
Depreciation	72	63	-	274	242	-
PBIT*	730	130	459%	1,905	1,085	76%
Interest	175	124	-	623	469	-
Net Profit *#	227	(16)	-	654	335	96%

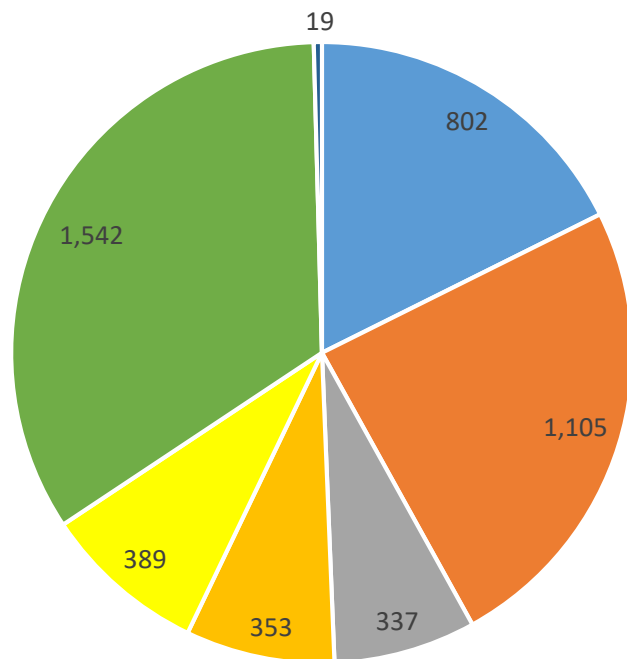
* Including share of profit in associates & exceptional.

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

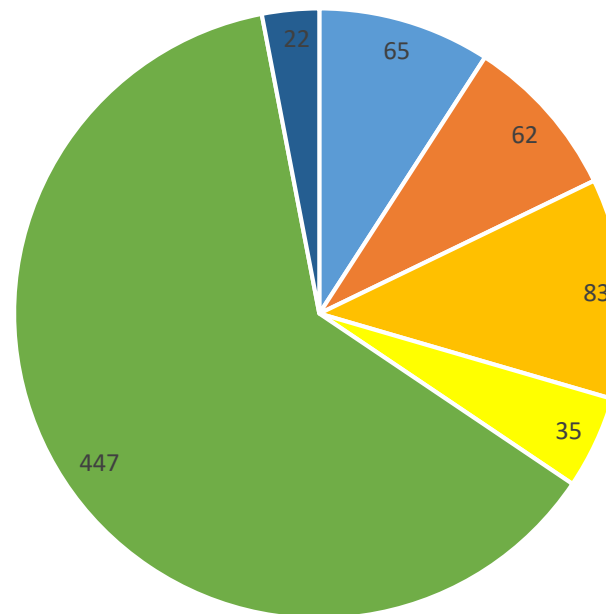
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2021-22

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

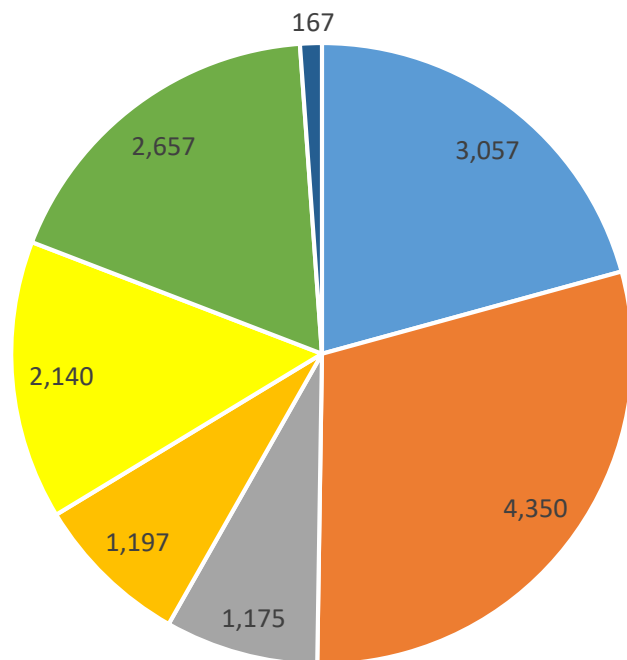
■ ANIMAL FEEDS

■ CROP PROTECTION

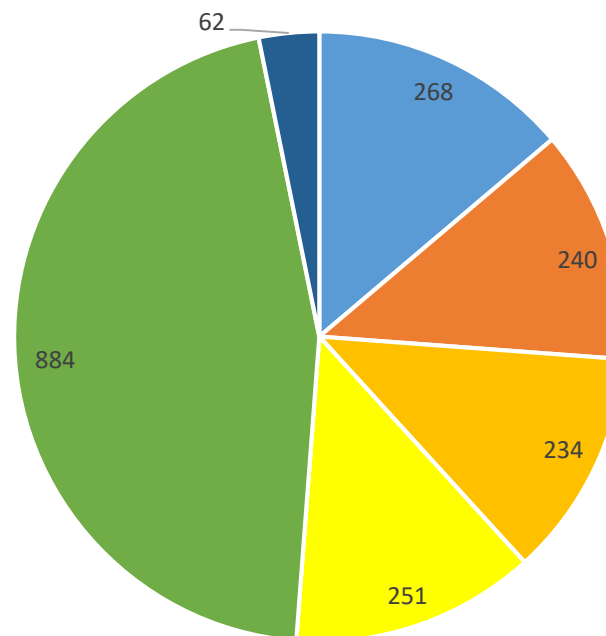
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 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 Q4 FY2021-22:

- Consolidated sales grew by 7% year-on-year.
- Consolidated EBITDA declined by 9% year-on-year. (without one offs)
- Consolidated net profit declined by 4% year-on-year (without exceptional items and one offs).

• Category Review

- **Home Care:** Home Care declined by 7%. Weaker performance in Household Insecticides Indonesia and relatively muted season in India, Air Fresheners continued to witness steady performance.
- **Personal Care:** Personal Care grew by 18%. Personal Wash & Hygiene maintained its growth momentum, driven by strong performance in India & Nigeria. Hair Colours had strong performance led by gradual recovery. Hair Care continued robust growth in Africa, USA & Middle East.



Financial Highlights

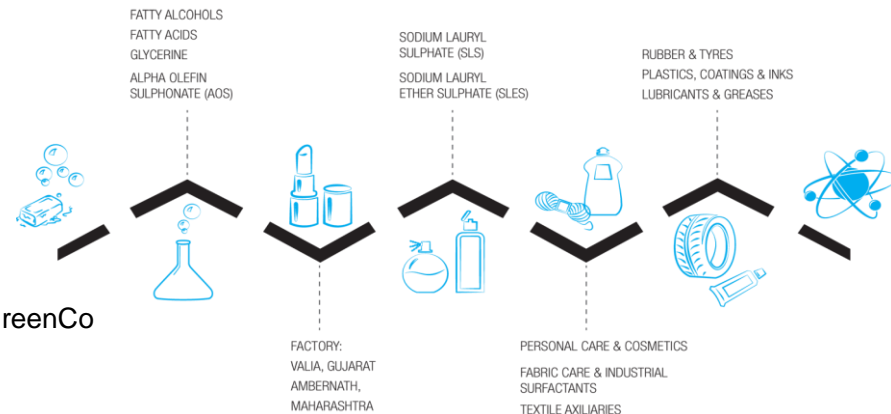
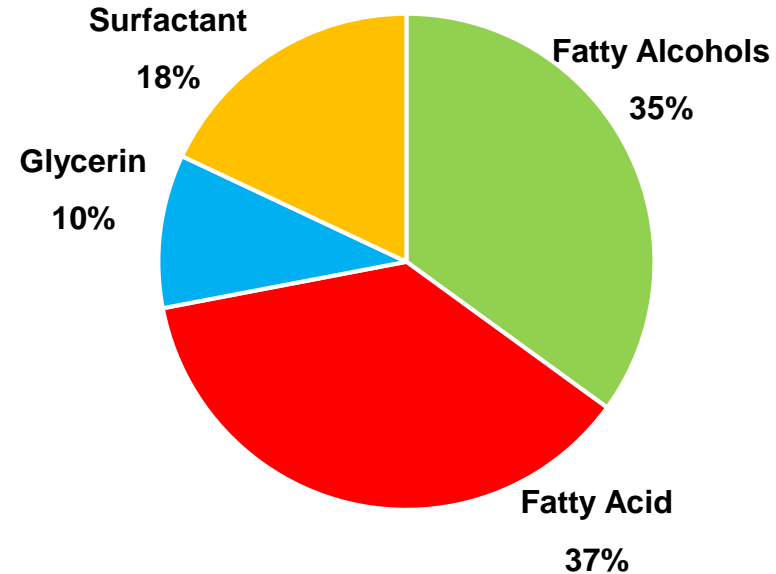
₹ crore	Q4 FY 21-22	Q4 FY 20-21	FY 21-22	FY 20-21
Revenue	802	504	3057	1666
PBIT	65	39	268	119

- Revenues for Q4FY22 increased by 59% & for FY22 increased by 83% as compared to FY21;
- PBIT for Q4FY22 increased by 67% & for FY22 increased by 125% as compared to FY21



Valia factory is the 1st Chemical Manufacturing factory in India to achieve "GreenCo Platinum" certification by CII

Product Portfolio Q4 FY 2021-22



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q4 FY22	Q4 FY21	FY22	FY21
Total Income	1476	508	2,397	1,217
Net Profit after tax	260	(192)	352	(189)

Business & Sales Highlights for Q4 FY 2021-22

- GPL's best ever quarter sales- Booking Value , Q4 FY22 witnessed total booking value growth of 23% YoY and 111% QoQ to INR 3,248 crore with 4.24 million sq. ft. of area sold during the quarter.
- Highest ever quarterly collection of ₹ 2,678 crore leading to net operating cash flow of ₹ 1,045 crore in Q4 FY22
- Delivered ~5.8 million sq. ft. across 5 cities in Q4 FY22
- Received 39 awards in Q4 FY22.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q4 FY22	Q4FY21	FY22	FY21
Total Income	2,081	1,463	8,306	6,267
Net Profit after tax	123	57	403	314

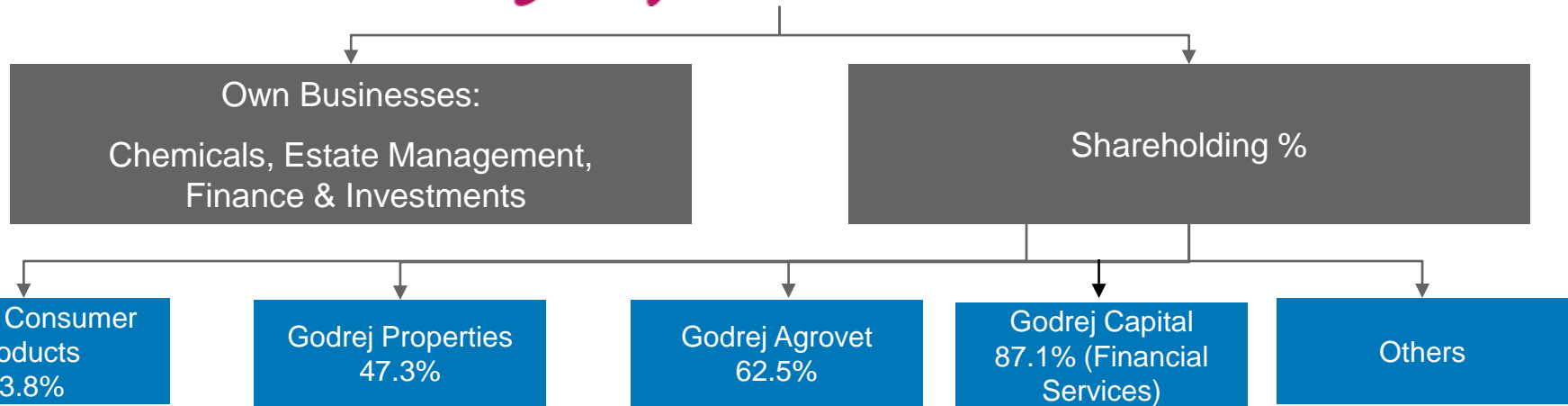
- **Animal Feed:** Strong year-on-year volume growth in Q4 and FY22 driven by market share gains and new product development. In FY22, segment results grew by 22.2% year-on-year on account of timely price hikes, R&D benefits and strategic stocking initiatives.
- **Vegetable Oil:** Segment revenues and segment results recorded significant growth driven by improvement in oil extraction ratio (OER), higher oil prices and healthy volume growth , Segment results increased by 522% in Q4FY22 as compared to the corresponding quarter of the previous year.
- **Crop Protection Business:** In Q4FY22, Consolidated revenues stood at ₹ 353 crore a growth of 33% as compared to the corresponding quarter of the previous year.
- **Dairy:** In Q4FY22 revenues stood at ₹337 crore a growth of 20.2% as compared to the corresponding quarter of the previous year.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

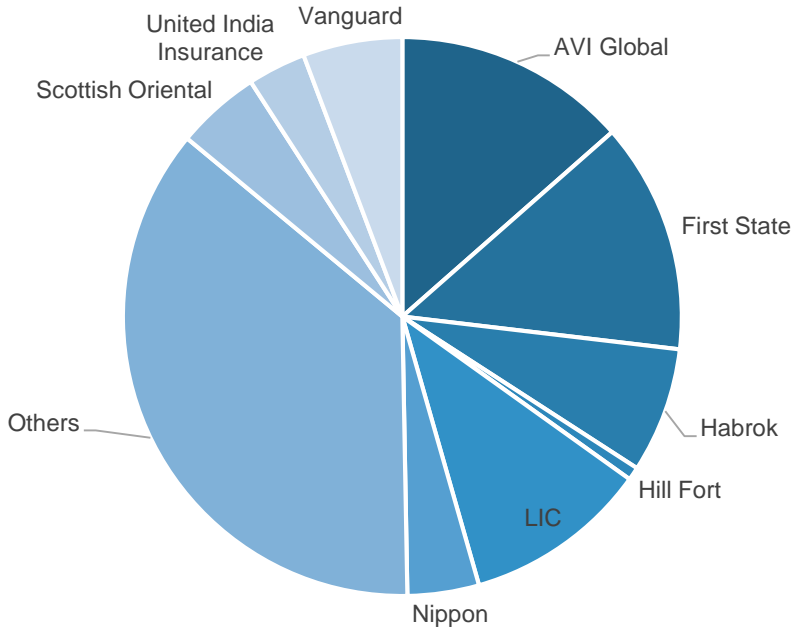
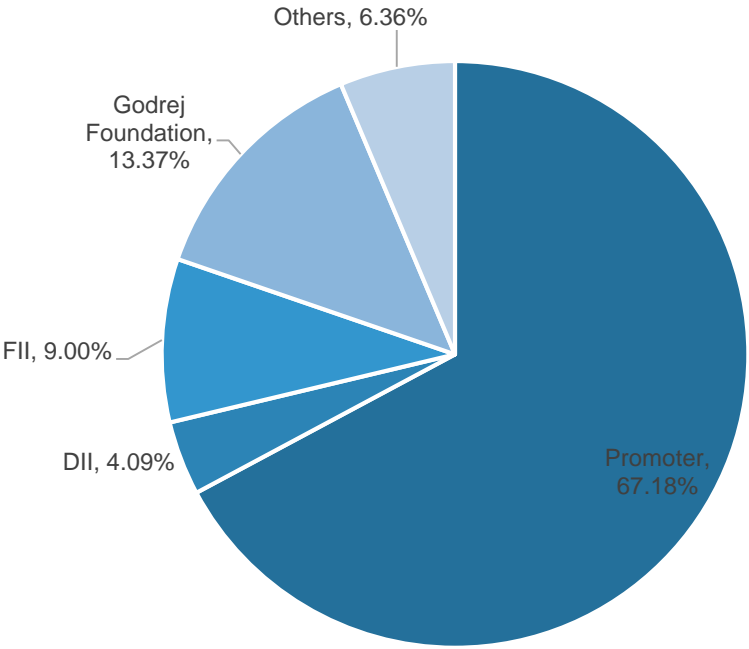


- Other investments

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	18,142
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1761	21,980
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	62.5%	810	5,308
Godrej Capital Ltd	Financial Services	85.9%	809	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	20	
	Total		4,785	

SHAREHOLDING PATTERN AS ON MAR 31, 2022



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION