



# **Performance Update**

Q4 & FY 2022-23

May, 19, 2023

# 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 2022-23	Q4 FY 2021-22	% Growth	FY 2022-23	FY 2021-22	% Growth
<b>Total Income</b>	<b>5,085</b>	<b>4,727</b>	<b>8%</b>	<b>17,762</b>	<b>15,065</b>	<b>18%</b>
<b>PBDIT *</b>	<b>1,042</b>	<b>802</b>	<b>30%</b>	<b>2,928</b>	<b>2,179</b>	<b>34%</b>
<b>Depreciation</b>	<b>79</b>	<b>72</b>	<b>-</b>	<b>305</b>	<b>274</b>	<b>-</b>
<b>PBIT*</b>	<b>962</b>	<b>730</b>	<b>32%</b>	<b>2,623</b>	<b>1,906</b>	<b>38%</b>
<b>Interest</b>	<b>284</b>	<b>175</b>	<b>-</b>	<b>943</b>	<b>623</b>	<b>-</b>
<b>Net Profit *#</b>	<b>300</b>	<b>227</b>	<b>32%</b>	<b>975</b>	<b>654</b>	<b>49%</b>

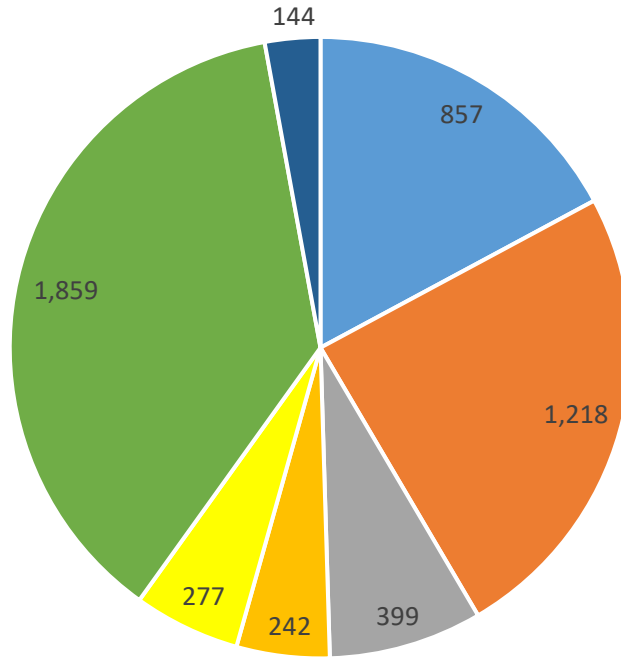
\* Including share of profit in associates & exceptional.

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

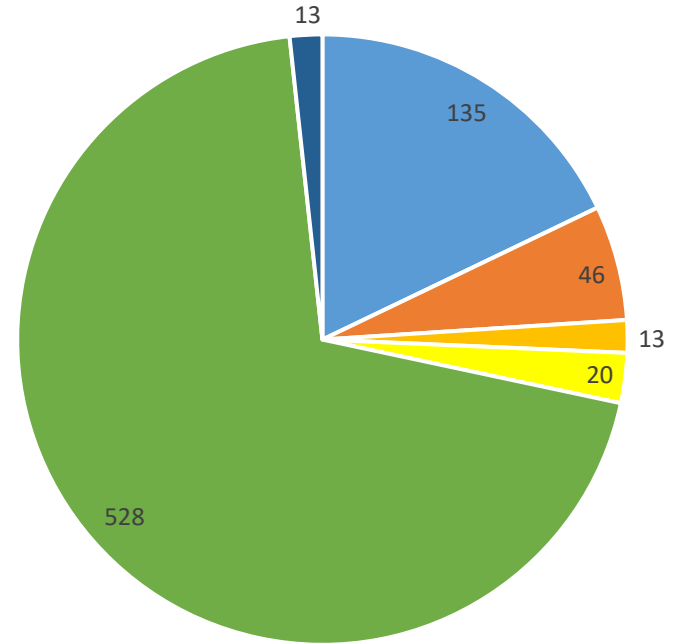
# **CONSOLIDATED RESULTS – SEGMENT PERFORMANCE**

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY 2022-23

Revenue \* (₹ crore)



PBIT \* (₹ crore)



■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

■ ANIMAL FEEDS

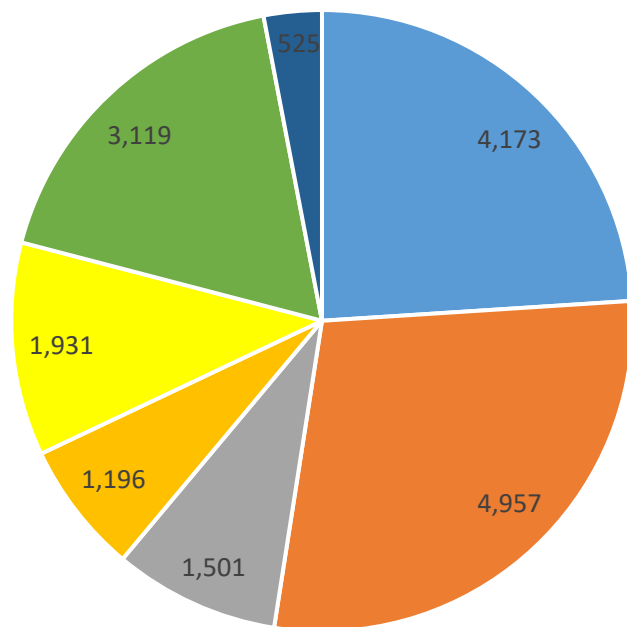
■ CROP PROTECTION

■ ESTATE & PROPERTY DEVELOPMENT

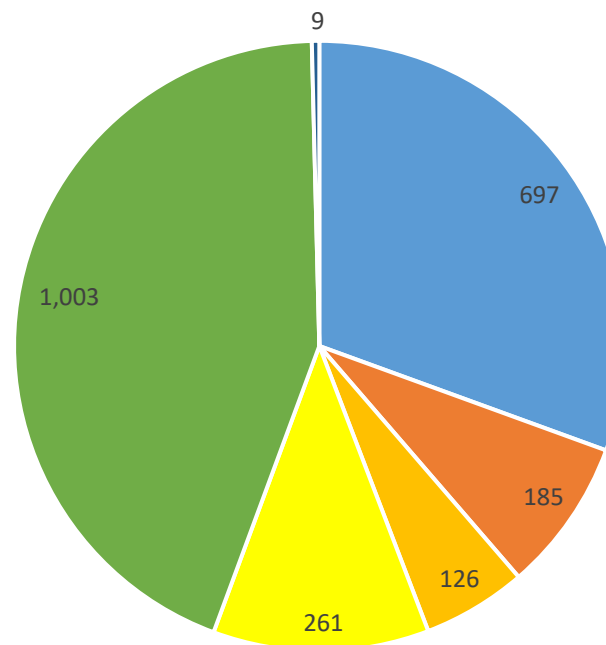
\*excluding others segment.

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY 2022-23

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 FY2022-23:

- Consolidated sales grew by 10% INR and 14% constant currency year-on-year.
- Consolidated EBITDA grew by 32% year-on-year.
- Consolidated net profit grew by 29% year-on-year (without exceptional items and one offs).

### Category Review

- **Home Care:** Home Care grew by 14%. Household Insecticides continued to improve its growth trajectory, with growth in teens. Performance was broad based with both the mosquito and non-mosquito portfolio growing in double digits. Air Fresheners continue to consistently deliver strong double-digit growth.
- **Personal Care:** Personal Care grew by 17%, Personal Wash delivered double-digit growth led by healthy volume growth. Magic Handwash grew double digits in volume terms. Hair Colour continued to consistently deliver strong double-digit growth.



## Financial Highlights

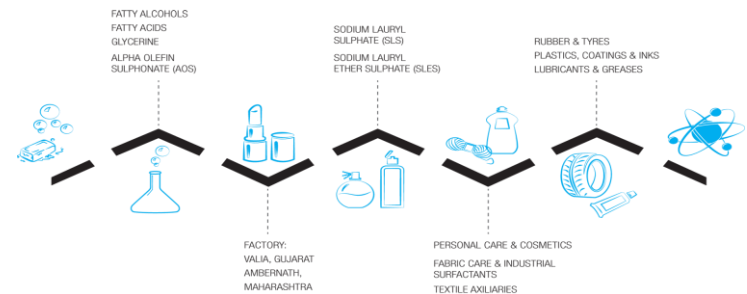
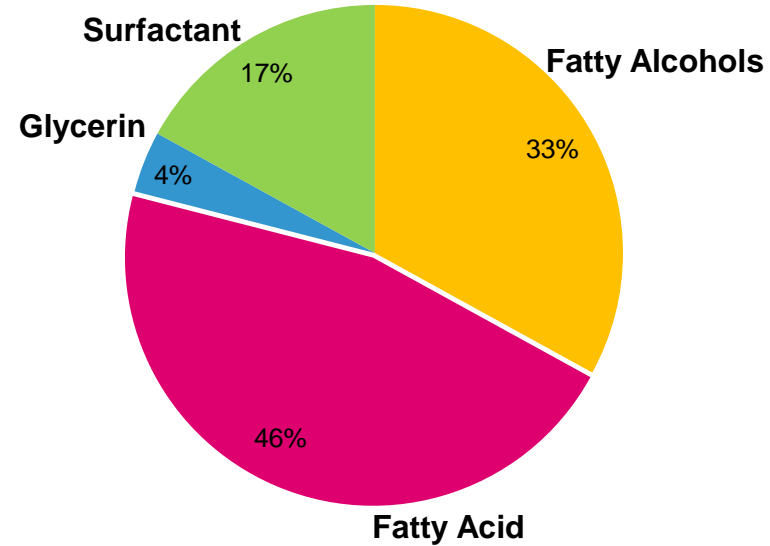
₹ crore	Q4 FY-23	Q4 FY-22	FY-23	FY-22
Revenue	857	802	4173	3057
PBIT	135	83	697	334

- Revenues for Q4FY23 increased by 7% & FY23 increased by 37%
- PBIT for Q4FY23 increased by 63% & FY23 increased by 108%
- Exports for FY23 stood at ₹1,383 crore



**Godrej Industries Ltd (Chemicals) has received the prestigious Export Excellence Award**

## Product Portfolio Q4 FY 2022-23



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

₹ crore	Q4 FY23	Q4 FY22	FY23	FY22
Total Income	1,930	1,476	2,998	2,397
Net Profit after tax	412	260	571	352

## Business & Sales Highlights for Q4 & FY 2022-23

- GPL's best ever quarterly sales- booking value stood at ₹ 4,051 crore in Q4 FY23, up 25%
- GPL's best ever annual sales- booking value stood at ₹ 12,232 crore in FY23, up 56%
- Added 5 new projects with a total estimated saleable area of nearly 9 million sq. ft. and total estimated booking value of ~₹ 5,750 Crore in Q4 FY23.
- Received 17 awards in Q4 FY23 and a total of 91 awards in FY23

# AGRI BUSINESS

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

₹ crore	Q4 FY23	Q4 FY22	FY23	FY22
Total Income	2,108	2,134	9,481	8,386
Net Profit after tax	31	122	302	403

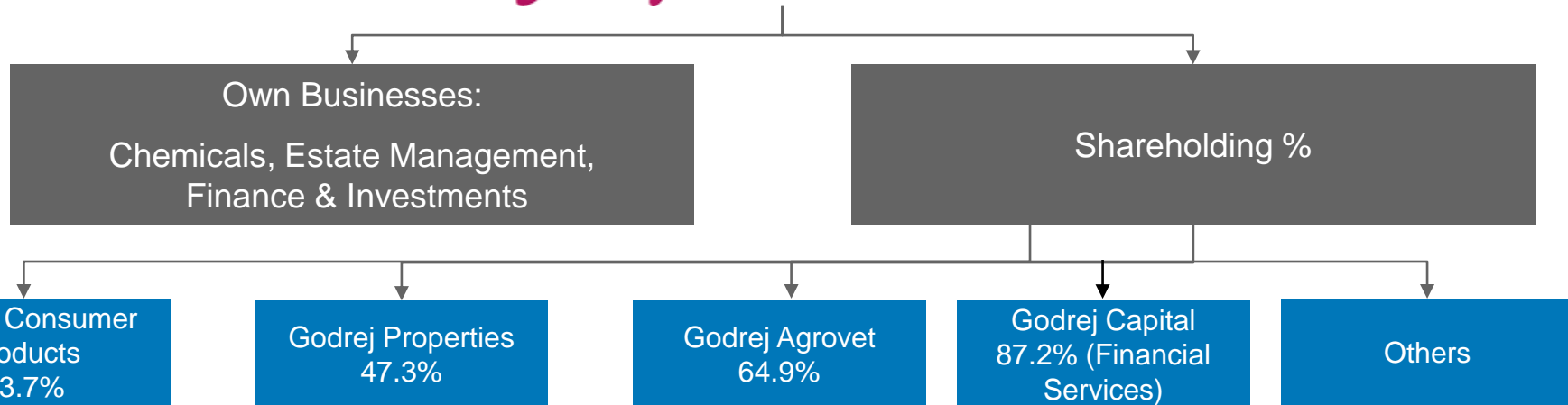
- **Animal Feed:** Animal Feed segment revenue for the quarter grew by 10% however the margin for the quarter was impacted by volatile commodity price movements and limited transmission due to pricing pressure, mainly in poultry feed.
- **Vegetable Oil:** Strong volume growth in Q4 FY23; however, performance was impacted by lower crude palm oil prices as compared to previous year.
- **Crop Protection Business:** In Q4FY23, Consolidated revenues stood at ₹242 crore as compared to ₹353 crore in the corresponding quarter of the previous year.
- **Dairy:** In Q4FY23, revenues stood at ₹399 crore a growth of 19% as compared to the corresponding quarter of the previous year.



**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE



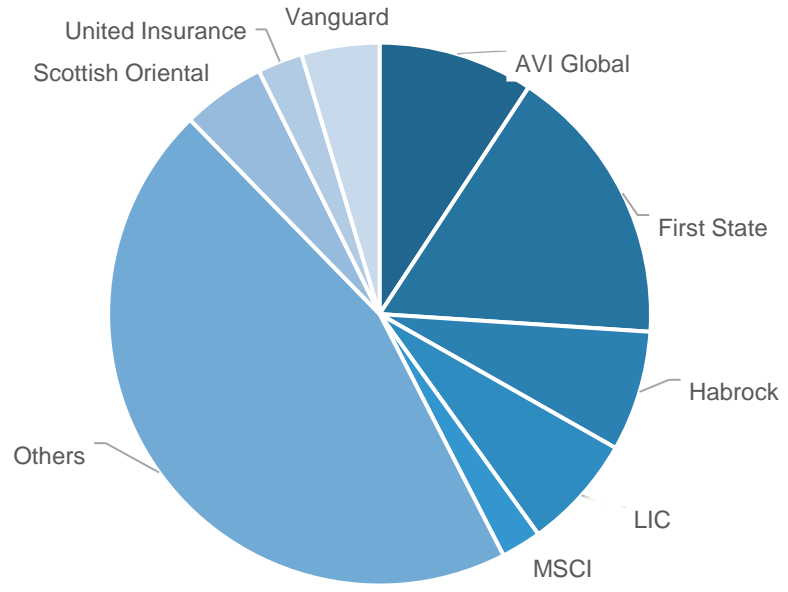
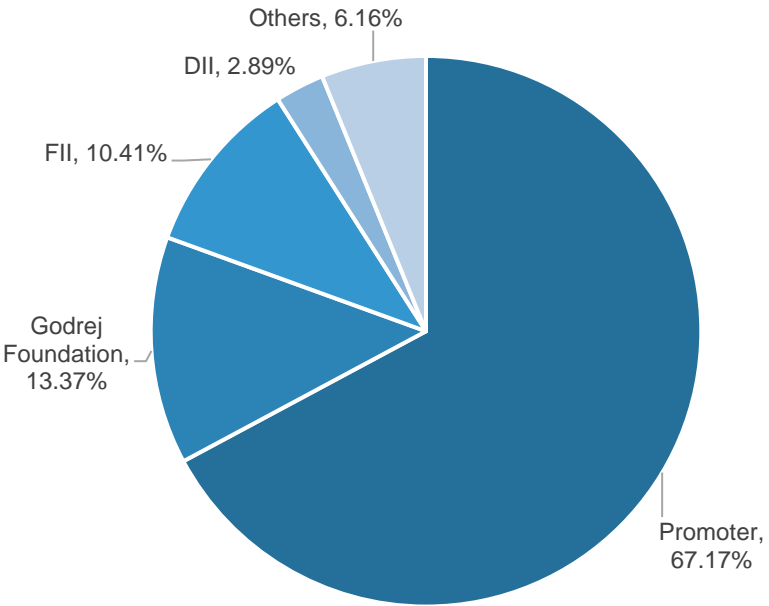
- Other investments

# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.7%	1,366	23,513
Godrej Properties (GPL)	Real Estate and Property Development	47.3%	1780	13,564
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	64.9%	1043	5,148
Godrej Capital Ltd	Financial Services	87.2%	1494	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	23	
	<b>Total</b>		<b>5,725</b>	



# SHAREHOLDING PATTERN AS ON MAR 31, 2023



Major Institutional Investors



**THANK YOU FOR YOUR TIME AND CONSIDERATION**