

May 3, 2016

BSE Ltd
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers,
Dalal Street, Mumbai 400 023.

Scrip Code : 532424

Godrej Consumer Products Ltd.
Regd. Office : Godrej One,
4th Floor, Pirojshanagar,
Eastern Express Highway,
Vikhroli (E), Mumbai 400 079, India.
Tel. : +91-22-2518 8010/8020/8030
Fax : +91-22-2518 8040/8065/8069
Website : www.godrejcp.com
CIN : L24246MH2000PLC129806

The National Stock Exchange of India Ltd
Exchange Plaza, 4th Floor,
Bandra-Kurla Complex, Mumbai 400 050

Dear Sir,

Sub: Outcome of Board Meeting-May 3, 2016

At the meeting of the Board of Directors of the Company held today, the Board has:

1. Taken on record the Audited Financial Results for the year ended March 31, 2016. The said results along with Form A are enclosed herewith.
2. Declared a fourth interim dividend @ Rs. 2.75/- per share (275% on the shares of the face value of Re.1/- each) for the financial year 2015-16. As intimated earlier the Record Date for ascertaining the names of the shareholders who will be entitled to receive the said dividend is May 11, 2016. The dividend will be paid on May 25, 2016.
3. Recommended that the four interim dividends pertaining to the Financial year 2015-16 declared by the Board of Directors at its meeting held on July 29, 2015, October 24, 2015, January 27, 2016 and May 3, 2016 and aggregating to Rs. 5.75 per share (575 % on the shares of the face value of Re.1 each), be declared as final dividend for the year ended March 31, 2016.

The Exchanges are also informed that the Board meeting commenced at 11.30 a.m. and the results were approved by 12.00 noon.

Convening of AGM:

The Board has convened the Sixteenth Annual General Meeting of the members of the Company. The details of date and venue are given below:

Date : Friday, July 29, 2016
Venue : Godrej One
Pirojshanagar, Eastern Express Highway,
Vikhroli (E), Mumbai 400 079

The time of the Annual General Meeting will be informed later when the notice of the meeting is filed. We shall forward to the exchange the requisite copies of the AGM notice and the Annual Report as soon as they are issued.

This is in compliance with the Listing Regulations and other provisions as applicable.

For Godrej Consumer Products Ltd.


V Srinivasan

Chief Financial Officer & Company Secretary



cc: 1) The Vice-President, National Securities Depository Ltd., Trade World, 4th Floor Senapati Bapat Marg, Lower Parel, Mumbai 400 013 2) The Central Depository Services (India) Ltd. P J Towers, 28th Floor, Dalal Street, Mumbai 400 001



GODREJ CONSUMER PRODUCTS LIMITED

Regd. Office: Godrej One, 4th Floor, Pirojshanagar, Eastern Express Highway, Vikhroli (E), Mumbai 400 079 www.godrejcp.com, CIN : L24246MH2000PLC129806

STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

(₹ Crore)

PART-I	Consolidated					Standalone			
	Quarter ended		Year Ended		PARTICULARS	Quarter ended		Year Ended	
	31-Mar-16 (Audited)	31-Dec-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)		31-Mar-16 (Audited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
	31-Mar-16 (Audited)	31-Dec-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)		31-Mar-16 (Audited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
1									
	2266.06	2353.54	2082.61	8242.20		1207.75	1133.51	4748.19	4369.25
	3.01	2.60	9.41	34.16		17.78	14.85	63.38	60.55
	2269.07	2356.14	2092.02	8276.36		1225.53	1148.36	4811.57	4429.80
2									
	857.15	918.67	802.14	3370.75		412.13	433.69	1833.21	1814.07
	122.32	116.73	86.09	435.73		51.99	38.42	194.90	193.82
	(1.17)	(48.96)	42.93	35.04		57.92	22.20	(48.24)	5.05
	246.07	235.68	189.75	776.95		73.64	65.92	337.62	259.30
	29.05	26.36	22.93	90.78		13.49	10.63	47.38	41.67
	214.70	250.69	230.18	909.96		104.60	133.60	510.17	488.27
	386.44	425.31	351.01	1376.31		241.24	206.51	1001.00	829.62
	1854.56	1924.48	1725.03	6995.52		955.01	910.97	3876.04	3631.80
3									
	414.51	431.66	366.99	1280.84		270.52	237.39	935.53	798.00
	5.70	8.11	1.95	(3.25)		(0.33)	0.84	(0.59)	2.27
	14.28	16.71	17.46	91.51		8.79	9.59	42.81	55.24
	434.49	456.48	386.40	1369.10		278.98	247.82	977.75	855.51
	24.46	24.16	27.15	103.21		7.20	8.30	36.54	36.92
	410.03	432.32	359.25	1265.89		271.78	239.52	941.21	818.59
	(2.80)	(0.60)	0.14	(17.17)		-	-	-	8.60
	407.23	431.72	359.39	1248.72		271.78	239.52	941.21	827.19
	97.59	90.98	82.33	272.29		60.64	51.46	201.49	172.74
	309.64	340.74	277.06	976.43		211.14	188.06	739.72	654.45
	(0.03)	0.17	0.17	0.04					
	0.46	(17.96)	(11.66)	(69.35)					
	310.07	322.95	285.57	907.12					
	34.05	34.05	34.04	34.04					
			5063.63	4276.65					
			-	24.39					
	9.11	9.48	7.80	26.65		6.20	5.52	21.72	19.22
	9.10	9.48	7.80	26.64		6.20	5.52	21.72	19.22

See accompanying notes to financial results



GODREJ CONSUMER PRODUCTS LIMITED

STATEMENT OF ASSETS AND LIABILITIES

Consolidated		Standalone	
As at March 31, 2016	As at March 31, 2015	As at March 31, 2016	As at March 31, 2015
(Audited)	(Audited)	(Audited)	(Audited)
I. EQUITY AND LIABILITIES			
1. Shareholder's Funds			
34.05	34.04	34.05	34.04
5063.63	4276.65	3789.70	3349.01
5097.68	4310.69	3823.25	3383.05
84.19	162.04	-	-
2449.03	2023.03	-	-
2.42	3.13	0.13	1.11
0.05	0.10	-	-
34.71	26.34	2.72	3.99
2486.21	2052.60	2.85	5.10
4. Current Liabilities			
181.89	146.66	2.75	0.34
1037.16	1088.12	638.76	805.71
1201.50	1302.71	528.39	703.55
64.82	65.33	30.35	24.33
2485.37	2602.82	1200.25	1533.93
10153.45	9128.15	5026.35	4922.08
II. ASSETS			
1. Non-Current Assets			
1779.96	1731.51	1242.08	1239.02
4574.06	4044.05	-	-
34.42	34.31	2423.29	2148.83
43.68	34.34	-	-
174.06	194.32	144.77	175.39
0.24	0.06	0.24	0.06
6606.42	6038.59	3810.38	3563.30
2. Current Assets			
152.94	151.38	141.69	151.38
1306.98	1071.71	555.88	489.51
1118.01	804.58	276.94	142.94
745.87	894.22	149.52	495.36
211.68	160.09	83.91	72.06
11.55	7.58	8.03	7.53
3547.03	3089.56	1215.97	1358.78
10153.45	9128.15	5026.35	4922.08



GODREJ CONSUMER PRODUCTS LIMITED

Regd. Office: Godrej One, 4th Floor, Pirojshanagar, Eastern Express Highway, Vikhroli, Mumbai 400 079 www.godrejcp.com

AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2016

Notes


- 1 The above results which are published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements), 2015 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on May 3, 2016. These results have been subjected to an audit by the Statutory Auditors of the Company.
- 2 In accordance with the Scheme of Amalgamation of the erstwhile Godrej Household Products Limited with the Company which was sanctioned by the High Court of Judicature at Bombay in April 2011, an amount of ₹ 13.12 crore for the quarter and ₹ 52.75 crore for the year ended on March 31, 2016, equivalent to the amortisation of the Goodknight and HIT Brands is directly debited to the General Reserve instead of being debited to the Statement of Profit and Loss.
- 3 Pursuant to a Deed of Merger ("the Scheme"), sanctioned by a Dutch Court, vide its order effective March 31, 2016, Godrej Argentina Dutch Cooperatief UA has been merged with Godrej Consumer Products Dutch Cooperatief UA, Godrej Netherlands Argentina BV has been merged with Godrej Consumer Holdings (Netherlands) B.V. and Godrej Netherlands Argentina Holding BV has been merged with Godrej Consumer Products (Netherlands) B.V with effect from April 1, 2015.
- 4 During the quarter, the Company, through one of its wholly owned subsidiaries, has entered into an agreement to acquire 75% stake in Canon Chemicals Limited, Kenya, a home and personal care company.
- 5 In April, 2016, the Company, through one of its wholly owned subsidiaries, has completed the acquisition of 100% stake in Strength of Nature, USA a leading hair care company.
- 6 During the quarter, the Company has increased its shareholding in the Darling hair business in Kenya from 51% to 90%.
- 7 Exceptional Items include an amount of ₹ 2.80 crore for the quarter and ₹ 26.83 crores for the year ended March 31, 2016, on account of restructuring costs incurred by certain subsidiaries of the Company.
- 8 In accordance with section 52 of the Companies Act, 2013, the Company has applied ₹17.00 crore for the year ended on March 31, 2016, in providing for the premium payable on the redemption of non-convertible debentures.
- 9 During the quarter, the Company has netted off, under Other Expenses, the rental income in respect of corporate office premises amounting to ₹ 2.28 crore for the quarter and ₹ 7.99 crore for the year ended on March 31, 2016 with rental expenses amounting to ₹ 2.28 crore for the quarter and ₹ 7.99 crore for the year ended on March 31, 2016 in respect of similar premises in the same building.
- 10 During the year to date, the Company has granted 71230 new stock grants to eligible employees under the Employee Stock Grant Scheme (ESGS) and allotted 86922 equity shares upon exercise of stock grants under the ESGs.
- 11 The Board has declared a fourth interim dividend for the year 2015-16 at the rate of ₹ 2.75 per share (275% on the face value of ₹ 1 each). The record date for the same has been fixed as May 11, 2016 and the dividend shall be paid on May 25, 2016.
- 12 The Company has only one business segment in which it operates viz. Household & Personal Care.
- 13 The figures of the quarter ended March 31, are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the respective financial years.
- 14 Previous period's figures have been regrouped and reclassified wherever necessary.

Place: Mumbai

Date: May 3, 2016

By Order of the Board





For Godrej Consumer Products Limited


Adi B. Godrej
Chairman



FORM A

Audit Report with Unmodified Opinion

1.	Name of the company	Godrej Consumer Products Limited
2.	Annual financial statements for the year ended	31 st March, 2016
3.	Type of Audit observation	<p>Unmodified opinion with Emphasis of matter :</p> <p>Without qualifying our opinion, we draw attention to Note 2 to the audited standalone and consolidated financial results for the quarter and year ended on March 31, 2016, regarding the Scheme of Amalgamation of the erstwhile Godrej Household Products Limited with the Company, approved by The Hon'ble High Court of Judicature at Bombay, in April 2011, whereby an amount of Rs. 13.12 crore and Rs. 52.75 crore, for the quarter and year ended on March 31, 2016, respectively, equivalent to the amortisation of the Goodknight and Hit Brands is directly debited to the General Reserve Account instead of debiting the same to the Statement of Profit and Loss.</p>
4.	Frequency of observation	<p>Matter of Emphasis in Standalone & Consolidated Audit Report :</p> <p>Since the year ended March 31, 2011</p>
a)	To be signed by-	<p>For Godrej Consumer Products Limited</p> <p> Vivek Gambhir Managing Director</p> <hr/> <p>For Godrej Consumer Products Limited</p> <p> V Srinivasan Chief Financial Officer & Company Secretary</p> <hr/> <p>For Godrej Consumer Products Limited</p> <p> Bharat Doshi Audit Committee Chairman</p> <hr/> <p>For Kalyaniwalla & Mistry Chartered Accountants Firm Reg. No. 104607W</p> <p> Roshni R. Marfatia Partner M. No.: 106548</p>



Auditor's Report on Quarterly and Annual Consolidated Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

**TO THE BOARD OF DIRECTORS OF
GODREJ CONSUMER PRODUCTS LIMITED**

1. We have audited the accompanying statement of consolidated financial results of **GODREJ CONSUMER PRODUCTS LIMITED** (the Company) and its subsidiaries (collectively referred to as the "Godrej Group") for the quarter and year ended March 31, 2016, attached herewith, (initialed by us for identification) being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These quarterly and annual consolidated financial results have been prepared on the basis of consolidated financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such consolidated financial statements, which have been prepared in accordance with the Accounting Standards notified under Section 133 of the Companies Act, 2013 read with rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India. Attention is drawn to the fact that the figures for the quarters ended March 31, as reported in these results are the balancing figures between audited figures in respect of the financial years ended March 31, and the published year to date figures up to the end of the third quarter of the relevant financial years.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. We did not audit the financial statements of 47 subsidiaries included in the consolidated quarterly financial results and consolidated year to date results, whose consolidated financial statements reflect the Group's share of total assets of Rs. 7,037.98 crore as at March 31, 2016, as well as the Group's share of total revenue of Rs. 1,079.46 crore and Rs. 4,306.46 crore for the quarter and year ended on that date respectively as considered in the consolidated financial statements. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the quarterly and annual financial results, to the extent they have been derived from such financial statements is based solely on the report of such other auditors.



**KALYANIWALLA
& MISTRY**

4. Without qualifying our opinion, we draw attention to Note 2 to the audited consolidated financial results for the quarter and year ended on March 31, 2016, regarding the Scheme of Amalgamation of the erstwhile Godrej Household Products Limited with the Company, approved by The Hon'ble High Court of Judicature at Bombay in April 2011, whereby an amount of Rs. 13.12 crore and Rs. 52.75 crore, for the quarter and year ended on March 31, 2016, respectively, equivalent to the amortisation of the Goodknight and Hit Brands is directly debited to the General Reserve Account instead of debiting the same to the Statement of Profit and Loss.

Had this amount been charged to the Statement of Profit and Loss, the profit before tax would have been lower by Rs. 13.12 crore and Rs. 52.75 crore, for the quarter and year ended on March 31, 2016, respectively and the General Reserve would have been higher by Rs. 52.75 crore as at March 31, 2016.

5. In our opinion and to the best of our information and according to the explanations given to us these consolidated quarterly and annual financial results :

(i) include the quarterly and annual financial results of the following entities;

1. Godrej Netherlands BV and its subsidiaries.
2. Godrej South Africa Limited, South Africa.
3. Godrej Consumer Products Mauritius Ltd., Mauritius and its subsidiaries.
4. Godrej Consumer Products Holding (Mauritius) Limited, Mauritius and its subsidiaries.
5. Godrej Household Products Lanka Pvt. Ltd.
6. Godrej Household Products (Bangladesh) Pvt. Ltd.
7. Godrej Consumer Products Bangladesh Limited.
8. Godrej Mauritius Africa Holdings Limited and its subsidiaries.
9. Godrej East Africa Holdings Limited and its subsidiaries.
10. Godrej Tanzania Holdings Limited and its subsidiaries.
11. Godrej SON Holdings Inc.

(ii) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and

(iii) give a true and fair view of the net profit and other financial information for the quarter as well as the year ended March 31, 2016.

**For KALYANIWALLA & MISTRY
CHARTERED ACCOUNTANTS**

Firm Reg. No.: 104607W

Roshni R. Marfatia
PARTNER
M. No.: 106548



Mumbai: May 03, 2016.

**KALYANIWALLA
& MISTRY** (Regd.)

CHARTERED ACCOUNTANTS

Auditor's Report on Quarterly and Annual Standalone Financial Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

**TO THE BOARD OF DIRECTORS OF
GODREJ CONSUMER PRODUCTS LIMITED**

1. We have audited the accompanying statement of standalone financial results of **GODREJ CONSUMER PRODUCTS LIMITED** (the Company) for the quarter and year ended March 31, 2016, attached herewith, (initialed by us for identification) being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These quarterly and annual standalone financial results have been prepared on the basis of standalone financial statements, which are the responsibility of the Company's management. Our responsibility is to express an opinion on these standalone financial results based on our audit of such standalone financial statements, which have been prepared in accordance with the Accounting Standards notified under Section 133 of the Companies Act, 2013 read with rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India. Attention is drawn to the fact that the figures for the quarters ended March 31, as reported in these results are the balancing figures between audited figures in respect of the financial years ended March 31, and the published year to date figures up to the end of the third quarter of the relevant financial years.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. Without qualifying our opinion, we draw attention to Note 2 to the audited standalone financial results for the quarter and year ended on March 31, 2016, regarding the Scheme of Amalgamation of the erstwhile Godrej Household Products Limited with the Company, approved by The Hon'ble High Court of Judicature at Bombay in April 2011, whereby an amount of Rs. 13.12 crore and Rs. 52.75 crore, for the quarter and year ended on March 31, 2016, respectively, equivalent to the amortisation of the Goodknight and Hit Brands is directly debited to the General Reserve Account instead of debiting the same to the Statement of Profit and Loss.

Had this amount been charged to the Statement of Profit and Loss, the profit before tax would have been lower by Rs. 13.12 crore and Rs. 52.75 crore, for the quarter and year ended on March 31, 2016, respectively and the General Reserve would have been higher by Rs. 52.75 crore as at March 31, 2016.



**KALYANIWALLA
& MISTRY**

4. In our opinion and to the best of our information and according to the explanations given to us these standalone quarterly and annual financial results :
- (i) are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and
 - (ii) give a true and fair view of the net profit and other financial information for the quarter as well as the year ended March 31, 2016.

**For KALYANIWALLA & MISTRY
CHARTERED ACCOUNTANTS**
Firm Reg. No.: 104607W

Roshni R. Marfatia
PARTNER
M. No.: 106548



Mumbai: May 03, 2016.

Performance Update - 4Q FY16

May 3, 2016



PERFORMANCE UPDATE

- 1 *Executive Summary - Key Highlights*
- 2 Business Overview - India
- 3 Business Overview - International

FY2016 REPORTED PERFORMANCE SNAPSHOT

	India			Consolidated		
	FY15	FY16	Y/Y	FY15	FY16	Y/Y
Sales	4,369	4,748	9%	8,242	8,957	9%
Gross Profit	2,356	2,768	17%	4,401	5,112	16%
<i>Gross Margin (%)</i>	<i>53.9%</i>	<i>58.3%</i>	<i>440 bps</i>	<i>53.4%</i>	<i>57.1%</i>	<i>370 bps</i>
EBITDA	840	983	17%	1,372	1,624	18%
<i>EBITDA Margin (%)</i>	<i>19.2%</i>	<i>20.7%</i>	<i>150 bps</i>	<i>16.6%</i>	<i>18.1%</i>	<i>150 bps</i>
Net Profit	654	740	13%	907	1,119	23%
<i>Net Profit Margin (%)</i>	<i>15.0%</i>	<i>15.6%</i>	<i>60 bps</i>	<i>11.0%</i>	<i>12.5%</i>	<i>150 bps</i>
EPS (INR)	19.22	21.72	13%	26.65	32.87	23%

All values in INR crore

4Q FY16 FINANCIAL PERFORMANCE

Growth y-y	Consolidated Business	India Business	International Business
Net Sales	9%	7%	12%
Net Sales – Organic*	9%	7%	11%
Net Sales – Organic Constant Currency*	12%	7%	18%
EBITDA	14%	15%	14%
EBITDA – Organic*	14%	15%	15%
EBITDA – Organic Constant Currency*	18%	15%	23%
Net Profit	17%	12%	29%
Net Profit without exceptionals & one-offs	17%	12%	31%

* Excludes Africa inorganic sales of INR 3.4 crore and EBITDA of INR (0.5) crore for 4QFY16

EXCEPTIONAL AND ONE OFF ITEMS

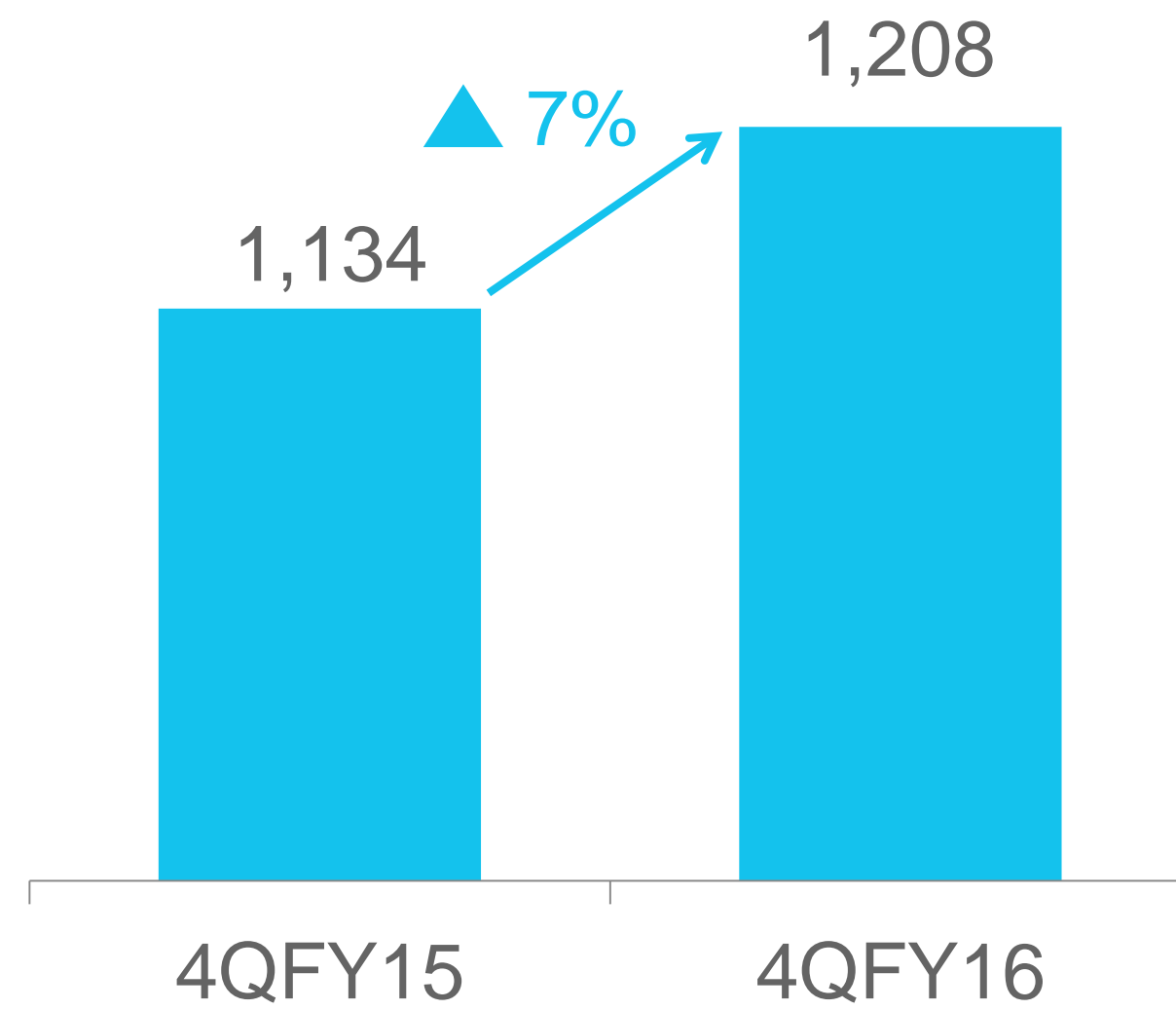
	4QFY16			4QFY15		
	Consolidated	India	International	Consolidated	India	International
Reported	310	211	101	266	188	78
<i>Exceptional (post tax)</i>						
Add: Restructuring cost in Latin America	2		2	0.1		0.1
Net Profit without exceptionals & one offs	312	211	103	266	188	78

All values in INR crore

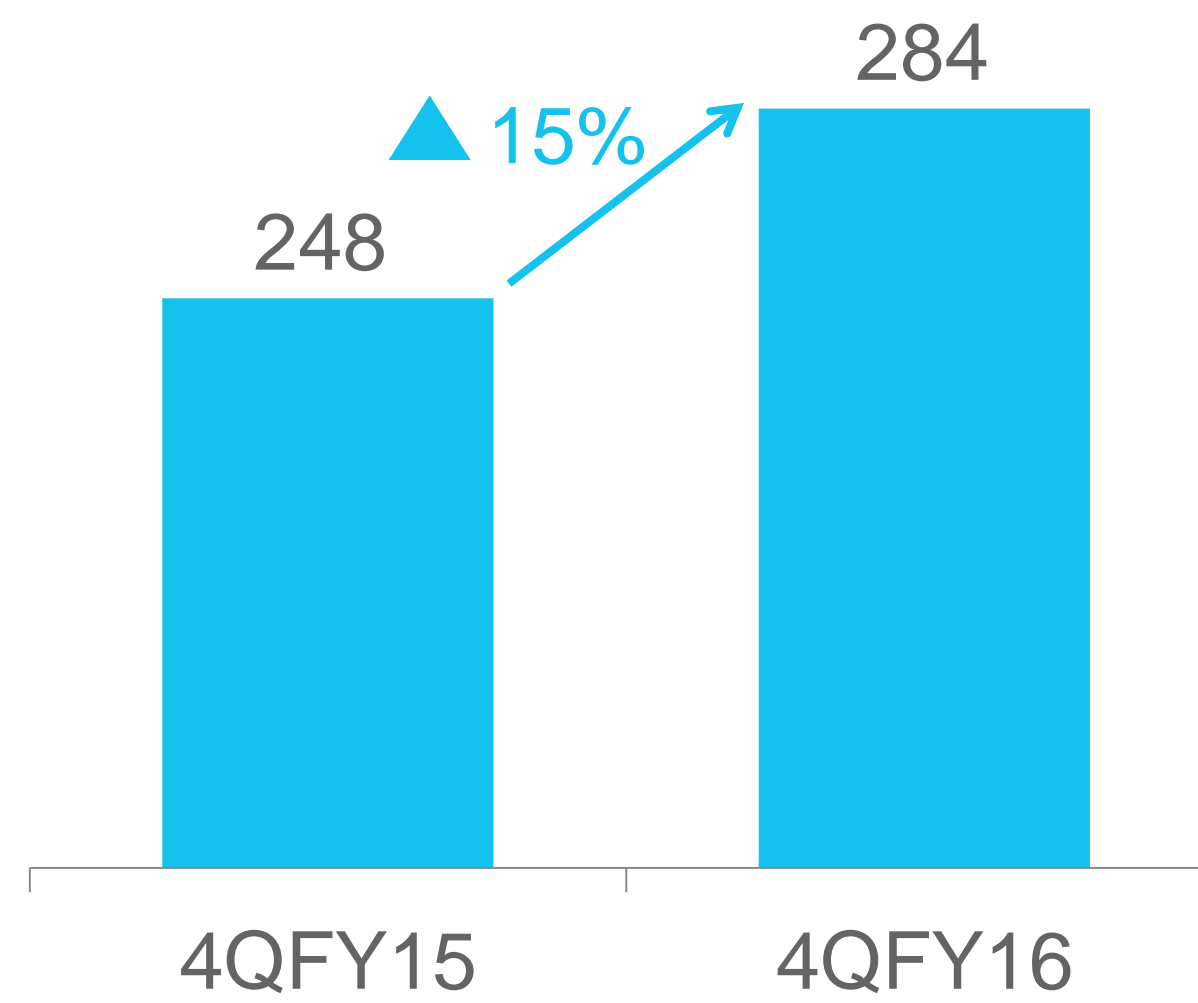
PERFORMANCE UPDATE

- 1 Executive Summary - Key Highlights
- 2 *Business Overview - India*
- 3 Business Overview - International

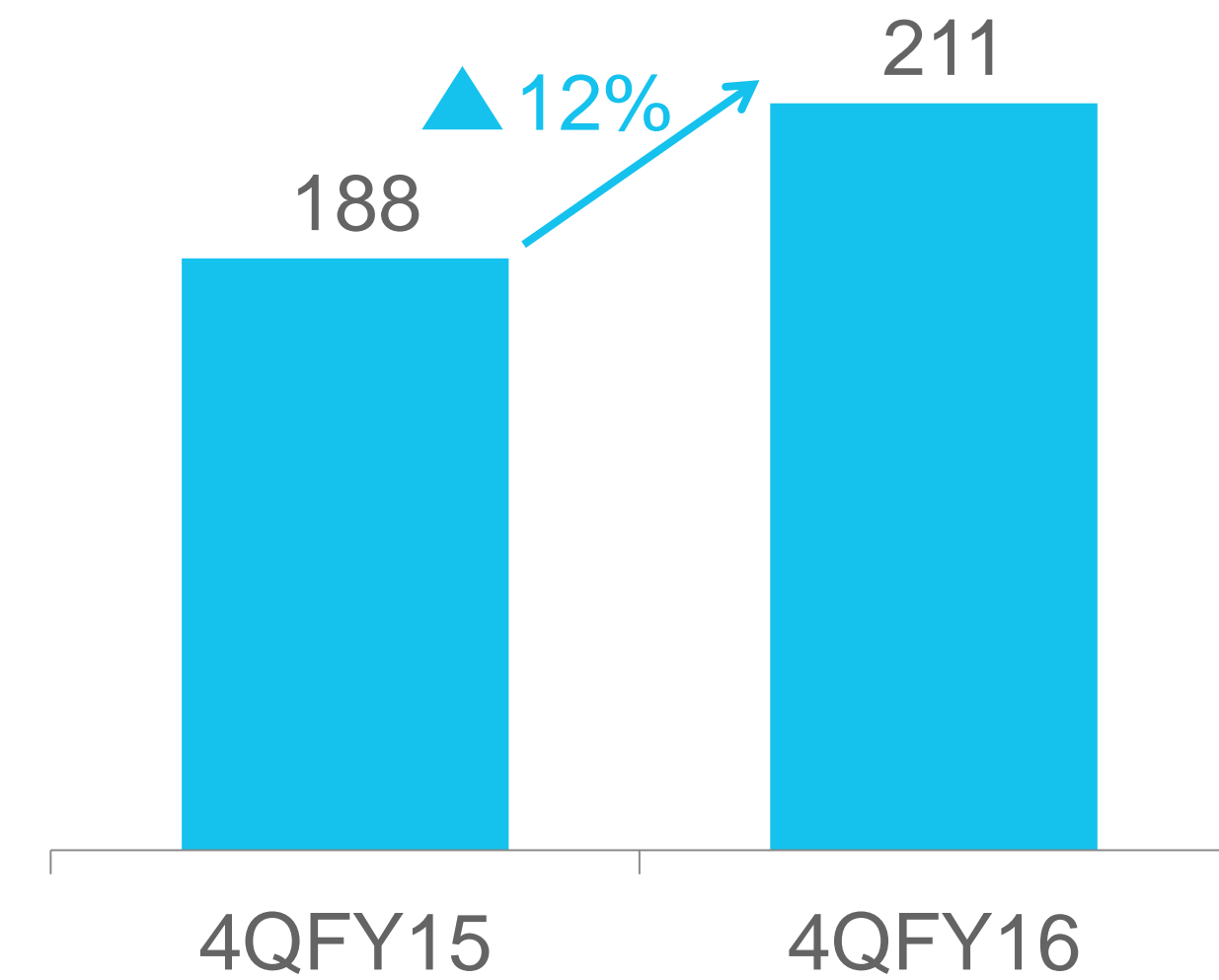
COMPETITIVE, PROFITABLE GROWTH IN INDIA



Net Sales



EBITDA



Net Profit

All values in INR crore

SALES GROWTH LED BY VOLUMES

India Business	Sales (INR crore)	Growth (year-on-year)
Household Insecticides	642	10%
Soaps	327	(6%)
Hair Colours	151	7%
Other Brands	89	28%
Total Branded Gross Sales (A)	1,209	6%
<i>Total Branded (Volume)</i>	-	6%
<i>Total Branded (Volume including offers)</i>	-	9%
<i>Excise duty on Branded Sales</i>	72	1%
Total Branded Net Sales	1,138	6%
Total Unbranded & Export Gross Sales (B)	72	18%
Total Gross Sales (C = A+B)	1,281	6%
Excise Duty (D)	73	1%
Total Net Sales (E = C-D)	1,208	7%

CONSISTENT DOUBLE DIGIT GROWTH IN HOUSEHOLD INSECTICIDES

- Sales growth of 10% led by high single-digit volume growth
- Continue to gain market share across formats. Highest ever market share on a full year basis.
- HIT delivers strong growth behind compelling awareness campaign and activations
- Good knight continues to lead category penetration and drive market development
- Lower crude oil prices continue to boost gross margins



HAIR COLOUR SALES BOUNCE BACK

- Sales bounce back with growth of 7%
- Growth led by recovery in powder hair colour sales and double-digit volume led sales growth in Godrej Expert Rich Crème
- Godrej Expert Rich Crème continues to gain market share and lead distribution reach and household penetration in the crème category



GROWTH IN SOAPS IMPACTED BY DEFLATIONARY PRESSURES

- Sales decline 6% behind deflationary pressures; volume growth without offers in low single-digit and including offers in double-digit
- Godrej No.1 Nature Soft – Glycerin & Honey variant launched in the winter soap space has received encouraging response
- Continue to remain competitive on sales promotion investments



LAUNCHED CINTHOL DEOSTICK IN CREAM FORMAT



3x long lasting fragrance

| Skin friendly

| Value for money at INR 69

AER POCKET LAUNCH RECEIVES ENCOURAGING RESPONSE



Slim gel technology

| last 30 days

| INR 49 (introductory price)

PREMIUMISING OUR PORTFOLIO

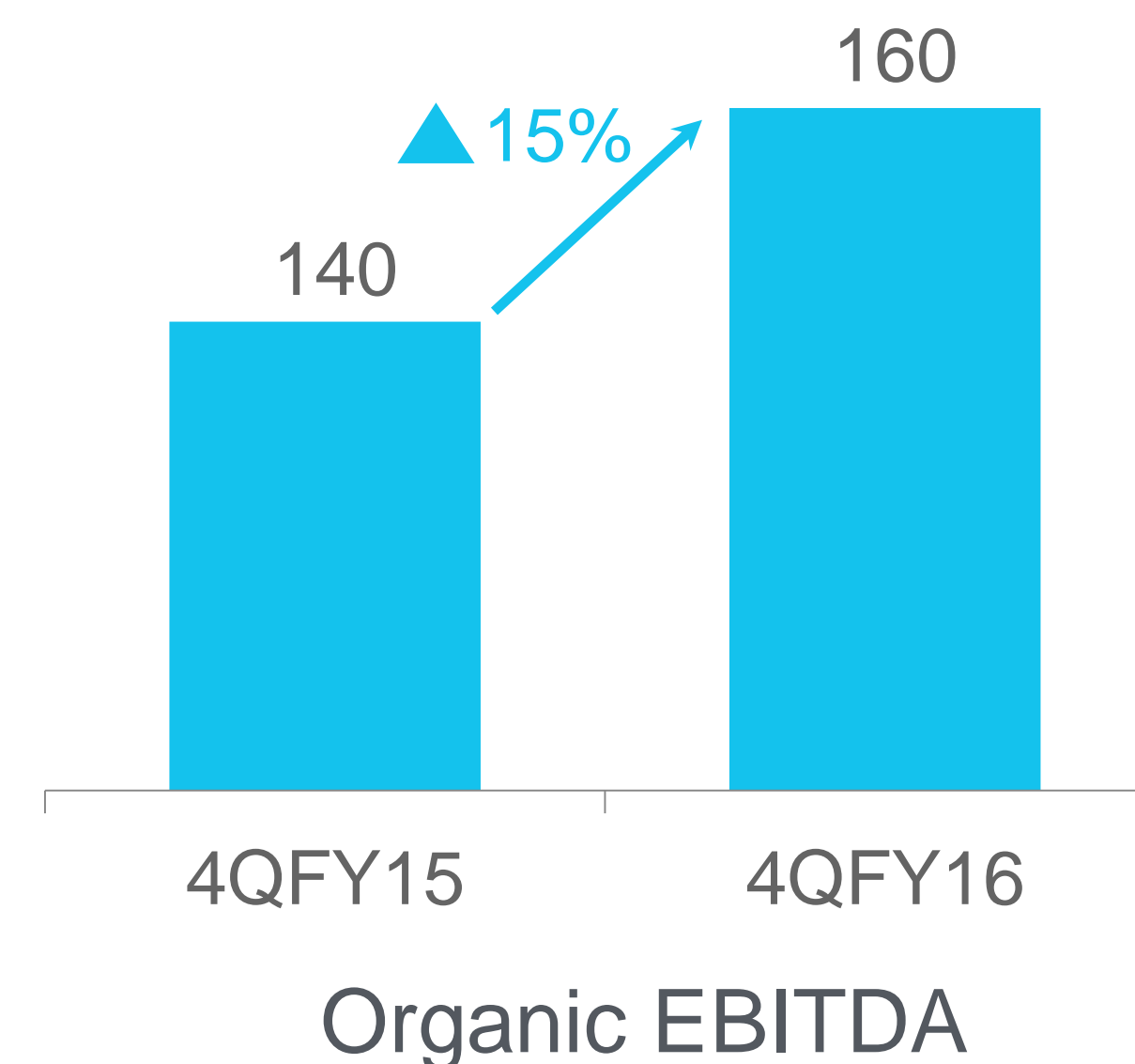
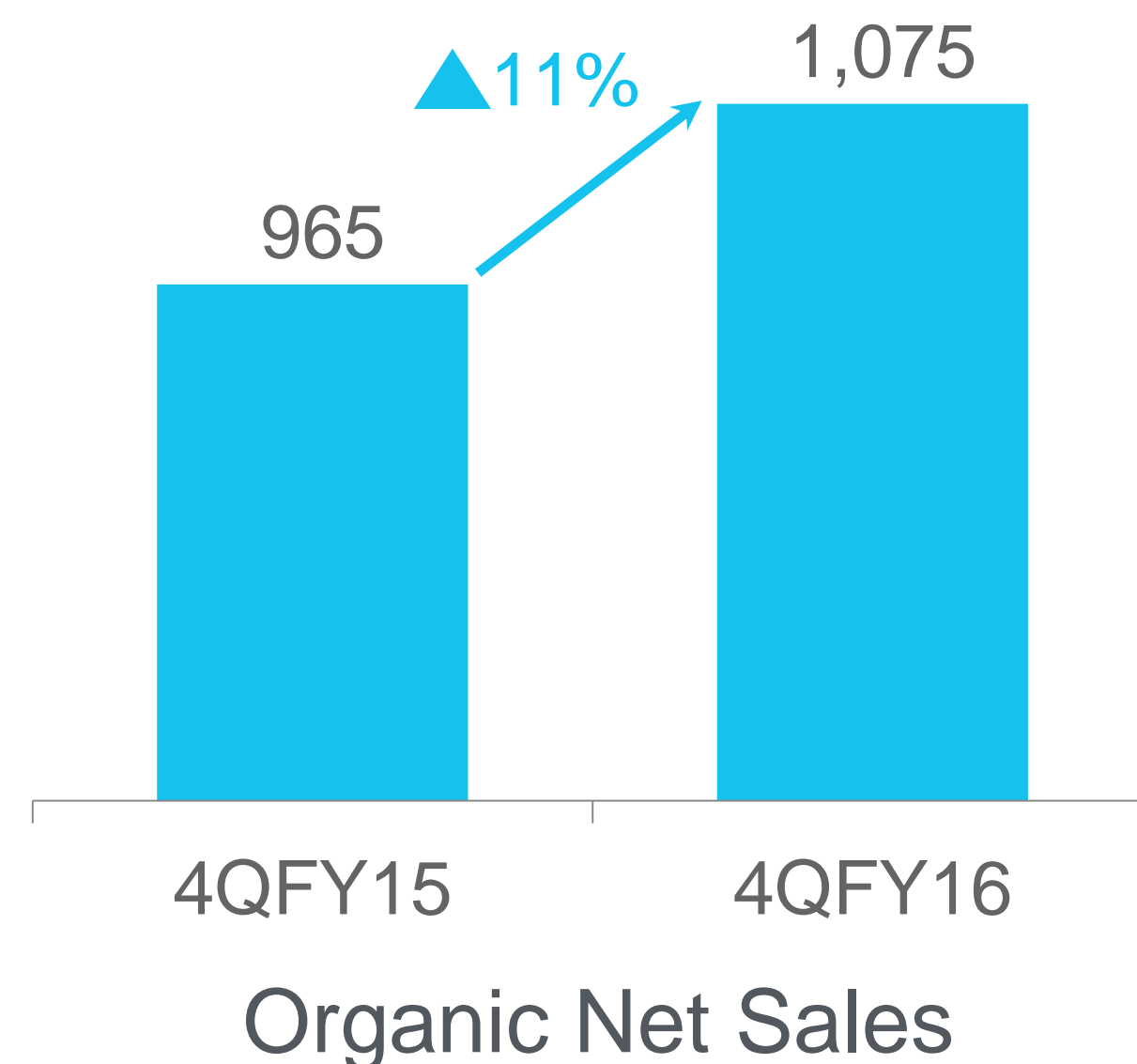


PERFORMANCE UPDATE

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18% CONSTANT CURRENCY SALES GROWTH WITH EXPANSION IN MARGINS

- International business delivers organic constant currency sales growth of 18% driven by robust performance across geographies
- Reported growth impacted by currency translation impact of 7%
- Organic EBITDA margin of 15% expands 40 bps year-on-year led by margin improvements in Indonesia and Africa



All values in INR crore

DOUBLE DIGIT, AHEAD OF MARKET GROWTH ACROSS MARKETS

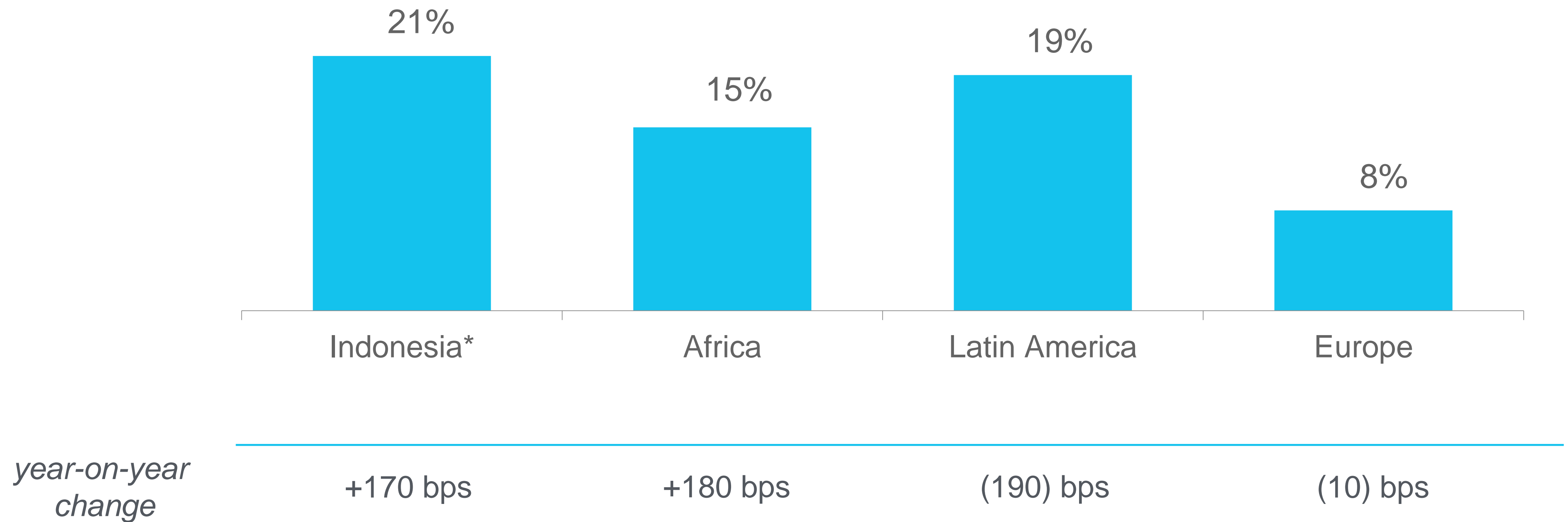
International Business	Sales (INR crore)	Growth (year-on-year)	Constant Currency Growth (year-on-year)
Indonesia	394	16%	13%
Africa*	338	20%	26%
Latin America	164	(6%)	31%
Europe	133	18%	15%
Others**	49	(12%)	(17%)
Total Net Sales	1,078	12%	18%

* Includes inorganic sales of INR 3.4 crores for 4Q FY16

** Others include Sri Lanka, Bangladesh and Middle East

MARGIN IMPROVEMENT IN INDONESIA AND AFRICA

EBITDA Margin



*Before payment of technical & business support fee

INDONESIA GROWTH RATES IMPROVE; WELL AHEAD OF MARKET GROWTH

- Recovery in growth with constant currency sales growth of 13%
- Performance continues to be well ahead of the FMCG industry growth, which remains impacted by overall macro-economic slowdown in Indonesia
- EBITDA margin expands 170 bps y-y driven by calibrated price hikes, lower commodity costs and optimisation of marketing investments
- Hit and Stella continue to deliver competitive performance and maintain their leadership positions



AFRICA SUSTAINS STRONG GROWTH MOMENTUM

- Constant currency sales growth of 26% led by robust performance in Darling
- EBITDA margin improves 180 bps driven by calibrated price increases in hair extensions and effective cost control
- Completed acquisition of 100% equity stake in Strength of Nature, LLC in April 2016. This acquisition enables us to turbo charge building our hair care platform in Africa.



STRONG GROWTH IN LATAM LED BY ARGENTINA

- Constant currency sales growth of 31% driven by strong performance in Argentina
- EBITDA margin declines 190 bps y-y behind higher sales and marketing investments in Argentina and Chile
- Issue and Illicit continue to gain market share in hair colours amidst high competitive intensity



EUROPE DELIVERS STRONG GROWTH

- Constant currency sales growth of 15% led by strong growth in own and distributed brands portfolio
- EBITDA margin remains largely unchanged
- Launched new range of Soft & Gentle 0% aluminium deodorants and feminine hygiene products

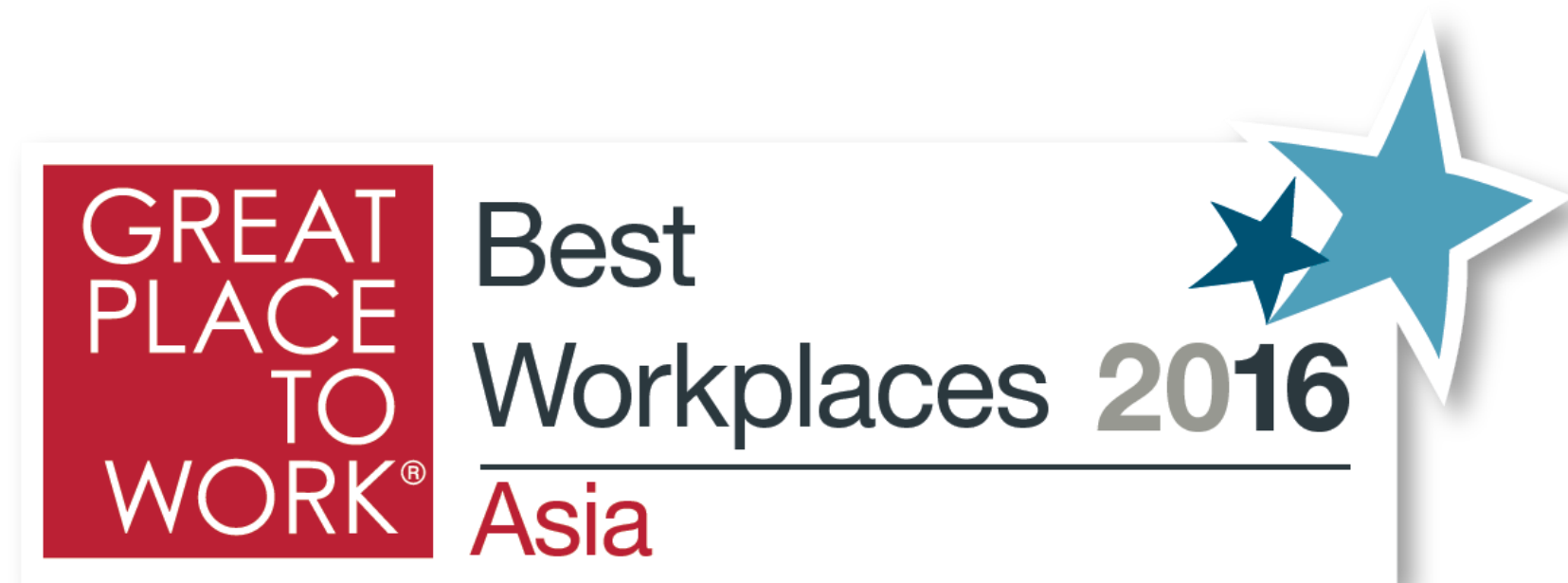


4Q FY2016 REPORTED PERFORMANCE SNAPSHOT

	India			Consolidated		
	4Q FY15	4Q FY16	Y/Y	4Q FY15	4Q FY16	Y/Y
Sales	1,134	1,208	7%	2,083	2,266	9%
Gross Profit	639	686	7%	1,151	1,288	12%
<i>Gross Margin (%)</i>	<i>56.4%</i>	<i>56.8%</i>	<i>40 bps</i>	<i>55.3%</i>	<i>56.8%</i>	<i>150 bps</i>
EBITDA	248	284	15%	390	444	14%
<i>EBITDA Margin (%)</i>	<i>21.9%</i>	<i>23.5%</i>	<i>160 bps</i>	<i>18.7%</i>	<i>19.6%</i>	<i>90 bps</i>
Net Profit	188	211	12%	266	310	17%
<i>Net Profit Margin (%)</i>	<i>16.6%</i>	<i>17.5%</i>	<i>90 bps</i>	<i>12.8%</i>	<i>13.7%</i>	<i>90 bps</i>
EPS (INR)	5.52	6.20	12%	7.80	9.11	17%

All values in INR crore

WE HAVE BEEN CONSISTENTLY RECOGNISED AS A GREAT PLACE TO WORK

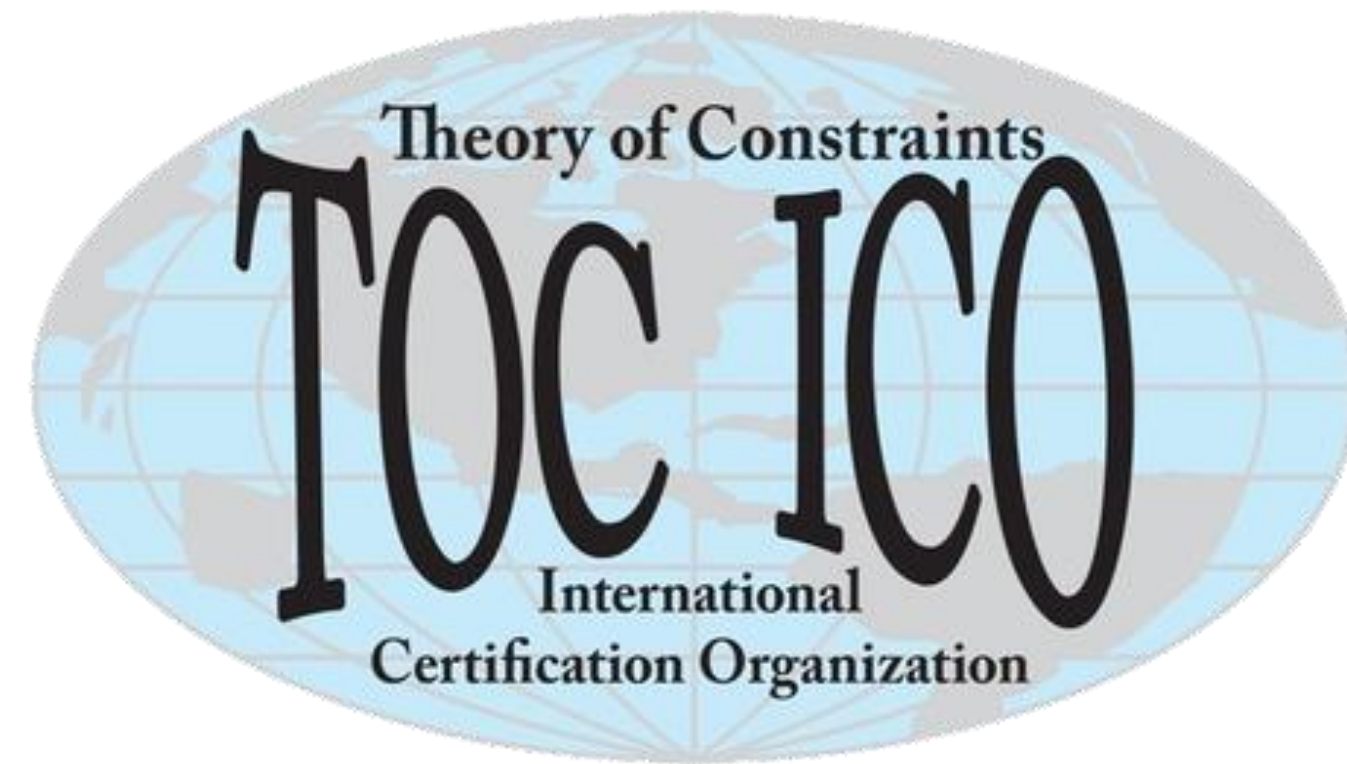


Recognised among the top 10 best large workplaces in Asia. This is highest rank for any FMCG company.



Ranked among the best employers in India in 2016

OTHER RECOGNITIONS



First company in the world to receive TOC ICO's 'Platinum Level International Achievement Award'



Received the award for 'Conscious Capitalist for the Year'

FOUR OF OUR BRANDS FEATURED IN THE MOST TRUSTED BRANDS 2015

4 of our brands ranked in 100 Most Trusted Brands 2015 by Brand Equity



No.1



CINTHOL

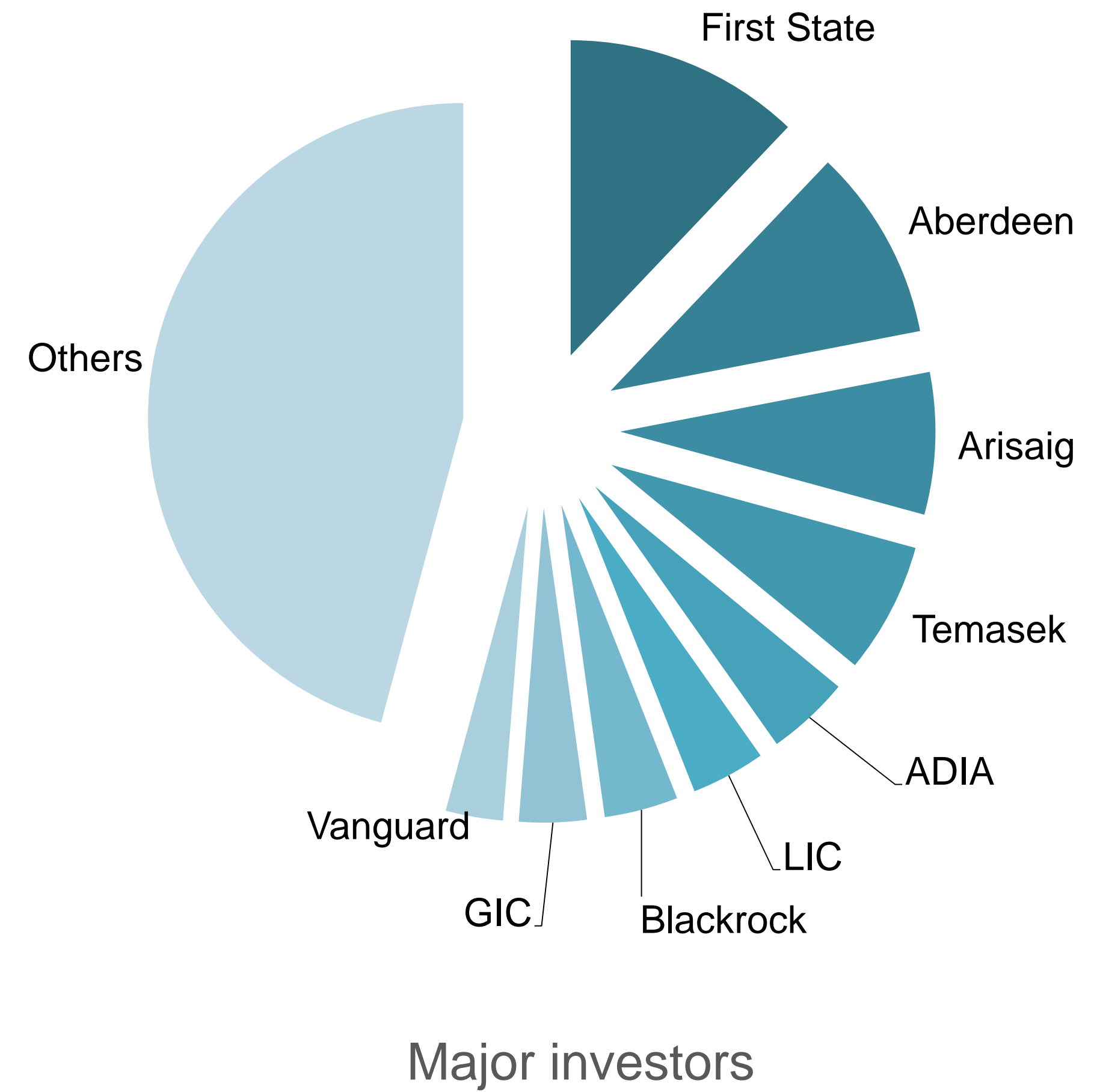
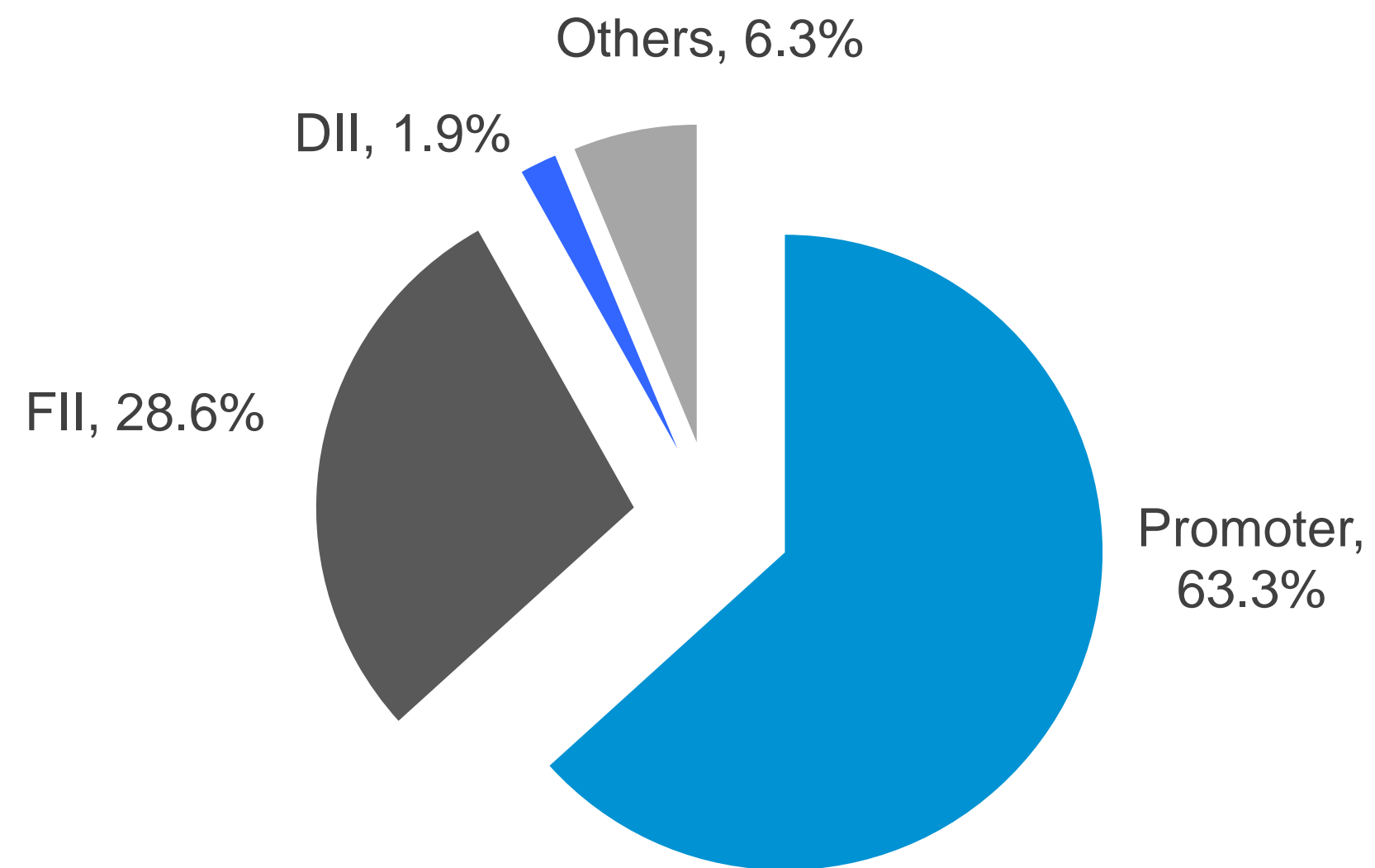
PERSONAL CARE

Godrej No. 1 Ranked 13th
Godrej Expert Powder Hair Colour Ranked 15th
Cinthol Ranked 17th

HOUSEHOLD CARE

Goodknight Ranked 2nd
HIT Ranked 7th

SHAREHOLDING PATTERN



WE REMAIN LASER FOCUSED ON EXECUTING OUR KEY PRIORITIES

- #1 Extending leadership in our core categories
- #2 Capitalising on international growth potential
- #3 Accelerating innovation and renovation
- #4 Building a future ready sales system
- #5 Making our supply chain best in class
- #6 Building an agile and high performance culture
- #7 Re-enforcing our commitment to Godrej Good & Green

CONTACT US

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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 from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.



THANK YOU FOR YOUR TIME AND CONSIDERATION

PRESS RELEASE

4Q FY 2016 results – GCPL delivers a net profit growth of 17% on an organic constant currency net sales growth of 12%.

Mumbai, May 3, 2016: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended March 31, 2016.

FINANCIAL OVERVIEW

OVERALL FY 16 FINANCIAL PERFORMANCE SUMMARY:

- FY 2016 consolidated organic constant currency net sales increased by 11%
 - India business net sales increased by 9%, driven by 11% volume growth
 - International business grew by 14% on an organic constant currency basis
- FY 2016 consolidated organic constant currency EBITDA increased by 21%, driven by 17% growth in the India business and 28% growth in the international business
- FY 2016 consolidated net profit and EPS increased by 23%

4Q FY 2016 FINANCIAL PERFORMANCE SUMMARY:

- 4Q FY 2016 consolidated organic constant currency net sales increased by 12%
 - India business net sales increased by 7%, driven by 9% volume growth
 - International business grew by 18% on an organic constant currency basis
- 4Q FY 2016 consolidated organic constant currency EBITDA increased by 18%, driven by 15% growth in the India business and 23% growth in the international business
- 4Q FY 2016 consolidated net profit and EPS increased by 17%
- GCPL continues to deliver competitive performance, outperforming the market in its core categories, across geographies
- The board has declared an interim dividend of 275% (INR 2.75 per share)

CHAIRMAN'S COMMENTS

Commenting on the financial performance of 4Q FY 2016, Mr. Adi Godrej, Chairman, Godrej Group, said:

"We have continued to deliver double-digit, ahead of the market performance in fiscal year 2016. During the year, consolidated sales of our business increased by 11% and EBTIDA by 21%, in organic constant currency terms. Volume growth in our India business was 11%. In our international business, our sales growth of 14%, in organic constant currency terms, was led by strong growth in Africa and Latin America.

We delivered another quarter of competitive performance in the fourth quarter of fiscal year 2016. This was driven by the successful scale up of new launches, penetration and distribution gains, and sound execution. Our consolidated sales performance was healthy, with a growth of 12%, in organic constant currency terms. This was led by a growth of 18% in our international business. Our India business sales grew by 7%, with a branded business volume growth of 9%. Our cost saving initiatives and lower commodity prices supported a consolidated EBITDA growth of 18%, in organic constant currency terms.

We are investing strategically in creating new growth vectors for the future, while continuing to drive our core to full potential. The response to our new launches, introduced over the last few months, has been very encouraging and we will continue to build on this momentum. We will continue to invest competitively in our brands and enhance our go-to-market infrastructure. Going forward, we remain confident of growing ahead of the market and delivering a stronger operating performance in fiscal year 2017.

The medium and long-term growth prospects in India and our other emerging markets remain robust. I am confident that with our clear strategic focus, differentiated product portfolio, superior execution and top-notch team, we will continue to deliver industry-leading results in the future."

BUSINESS REVIEW – INDIA

Performance Highlights

- 4Q FY 2016 India net sales increased by 7% to INR 1,208 crore
- 4Q FY 2016 EBITDA increased by 15% to INR 284 crore
- 4Q FY 2016 net profit increased by 12% to INR 211 crore

Category Review

Household Insecticides

Household Insecticides continues to deliver double digit growth, with a sales growth of 10%. This was driven by high single digit volume growth. We have continued to gain market share across formats and ended the year with our highest ever market share on a full year basis. Our HIT brand delivered strong growth, led by compelling awareness campaigns and effective activations. Good knight continued to lead category penetration. Gross margins continued to benefit from lower crude oil prices.

Soaps

Sales in our Soaps business declined by 6%, due to deflationary pressures. Volume growth, including offers, was in the low double-digits. The Godrej No.1 Nature Soft – Glycerin & Honey variant launched in the winter soap space has received an encouraging response. Cinthol, our premium soap brand, continues to lead volume and value growth. We continue to remain competitive in our sales promotion investments.

Hair Colours

Hair Colours sales bounced back during the quarter with a sales growth of 7%. This was led by a recovery in the sales of powder hair colour as well as a double-digit volume led sales growth in Godrej Expert Rich Crème. Godrej Expert Rich Crème continues to gain market share and lead distribution reach and household penetration in the crème category.

Air Fresheners

The recently launched aer pocket has received a very encouraging response from consumers. We have gained share in home air fresheners. aer maintains its leadership position in the home sprays air care market on an exit market share basis.

Health and Wellness

Our Health and Wellness portfolio of hand washes and hand sanitiser, under Godrej Protekt, has been successfully introduced in general trade.

Cinthol Deo stick

During the quarter, we launched Cinthol deo stick for men and women in a disruptive cream format priced at INR 69.

Premium Hair Care

BBLUNT, our range of premium hair care products, has been launched in modern trade and premium general trade outlets.

BUSINESS REVIEW – INTERNATIONAL

Indonesia

The growth rates in our Indonesia business improved, with a constant currency sales growth of 13%. This performance was well ahead of the FMCG industry growth, which remains impacted by the overall macro-economic slowdown in Indonesia. Our operating margin (EBITDA) increased by 170 bps year-on-year, driven by calibrated price hikes, lower commodity costs and the optimisation of marketing investments. HIT and Stella continue to deliver competitive performance and maintain their leadership positions.

Africa

Our Africa business delivered a strong constant currency growth of 26%, led by a robust performance in the Darling business. Our operating margin (EBITDA) improved by 180 bps year-on-year, driven by calibrated price increases in hair extensions and effective cost control. We completed the acquisition of 100% equity stake in Strength of Nature, LLC in April 2016. This acquisition enables us to turbo charge building our hair care platform in Africa.

Latin America

Our Latin America business delivered a constant currency sales growth of 31%, led by a strong performance in Argentina. Our operating margin (EBITDA) declined by 190 bps year-on-year, due to higher sales and marketing investments in Argentina and Chile. Our hair colour brands, Issue and Illicit, continue to gain market share amidst high competitive intensity.

Europe

Our European business delivered a strong constant currency sales growth of 15%, led by strong growth in own and distributed brands portfolios. Our operating margin (EBITDA) remained largely unchanged. During the quarter, we launched a new range of Soft & Gentle 0% aluminium deodorants and feminine hygiene products in UK.

Note: The figures for the current quarter may not be comparable with those of the corresponding quarter of the previous year, because of the acquisitions made since then.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products Limited is the largest home-grown home and personal care company in India. We are constantly innovating to delight our consumers with more exciting, superior quality products at affordable prices.

We have bold ambitions and are becoming more agile and future ready. We rank number 1 in hair colour, household insecticides and liquid detergents and number 2 in soaps. In India, you grow up with our brands - Good knight, Cinthol, Godrej Expert, Godrej No. 1 - and we are now on our way to becoming an emerging markets FMCG leader.

In line with our 3X3 approach to international expansion, we are building a presence in 3 emerging markets (Asia, Africa, Latin America) across 3 categories (home care, personal wash, hair care). In 2010, we acquired the Indonesia based Megasari group, a leader in household insecticides, air fresheners and baby care. With the acquisition of Rapidol, Kinky and Frika in South Africa; the Darling Group, a leading pan-Africa hair care company; and Strength of Nature LLC, a leading company of hair care products for women of African descent, we have a strong presence in the fast growing African hair care market. We acquired the Issue and Argencos groups in Argentina, leaders in hair colour, in 2010, and expanded our footprint to Chile through the acquisition in Cosmetica Nacional. Our UK business acquired in 2005 has a play in hair and personal care. We also operate in the Middle East and have a strong presence across SAARC countries.

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