

May 10, 2023

BSE Limited

Corporate Relations Department
Phiroze Jeejeebhoy Towers, 25th Floor, Dalal Street,
Fort, Mumbai - 400 001
Scrip Code: 532424

The National Stock Exchange of India Ltd

Exchange Plaza, 4th Floor, Bandra-Kurla Complex,
Mumbai 400 050
Symbol: GODREJCP

Dear Sirs,

Subject: Investor and Analyst Presentation

We attach herewith a copy of the Investor Presentation on Audited Financial Results of the Company for the quarter and financial year ended 31st March, 2023.

We are also enclosing copy of Press Release separately.

Please take the above information on record.

Thank you.

Yours faithfully,
For Godrej Consumer Products Limited

Rahul Botadara
Company Secretary & Compliance Officer



Godrej | CONSUMER PRODUCTS

Q4FY2023 Investor and Analyst Performance Update

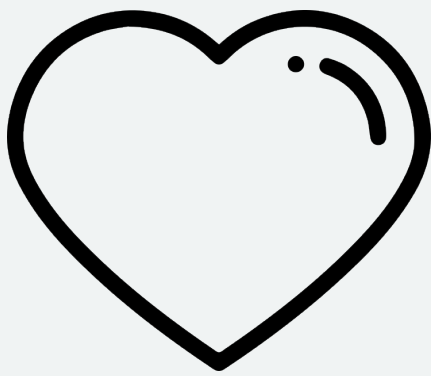
May 10, 2023



Disclaimer

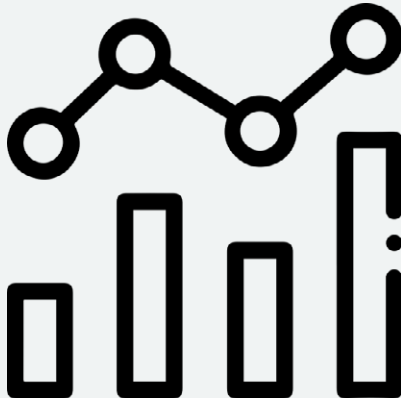
Some of the statements in this communication may be forward looking within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation, and labour relations.

Our purpose and strategy



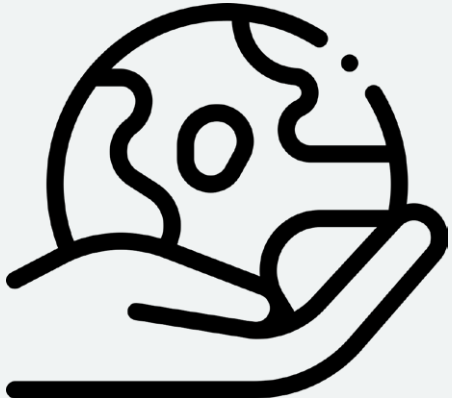
Purpose

Bring the goodness of health and beauty to consumers in emerging markets



Business aspiration

Drive penetration-led volume growth through category development



Environmental, social, and governance (ESG)

Become sustainability leaders, influence sustainable consumption, and drive social impact

KEY HIGHLIGHTS

Volume led double-digit sales growth with robust margin expansion

Consolidated Sales Growth **10% (14% CC)**

India Sales Growth **12%**

Consolidated Volume Growth **6%**

India Volume Growth **11%**

Consolidated EBITDA Growth **32%**

India EBITDA Growth **26%**

1

Sharp sequential uplift in Underlying Volume Growth:
Consolidated 6% year-on-year
Standalone 11% year-on-year
India Branded 13% year-on-year

2

Broad-based growth:
India 12%
Africa, USA & Middle East 8% CC
Indonesia 5% CC; ex-Hygiene 11% CC
Latin America & SAARC 64% CC

3

Meaningful recovery in Consolidated EBITDA Margins at **21% (32% growth)**; 360 bps increase year-on year.
EBITDA + Working Media Margins increase 400 bps (30% growth)

Quality of profits healthy with **Gross Margin expansion of 180 bps quarter-on-quarter, 340 bps year-on-year** and increase in **Working Media investment by 20% year-on-year**

**FINANCIAL
PERFORMANCE
UPDATE**

Financial performance

Growth (year-on-year)	Consolidated Business	India Business
Underlying Volume Growth	6%	11%
Net Sales (Reported)	10%	12%
Net Sales (CC)	14%	-
EBITDA	32%	26%
EBITDA + Working Media	30%	31%
Net Profit (Reported)	24%	(2)%
Net Profit (Without exceptional and one-off items)	29%	17%

Exceptional and One-off Items

Consolidated Business		Q4 FY2023	Q4 FY2022
Net Profit (Reported)		452	363
<i>Exceptionals (Post tax)</i>			
Restructuring costs		13.2	0.1
Brand and Goodwill Impairment		4.5	47
Others		(0.8)	0.3
Profit from divestment of BBLUNT in India			(29.4)
Previous year tax reversals in India			(37.2)
Inventory pilferage in South Africa			20.4
Net Profit (Without exceptional and one-off items)		469	364

Note: All values are in ₹ crore and rounded off

Double-digit sales growth driven by healthy performance across clusters

Geography	Sales (₹ crore)	Growth (Year-on-year)	Constant Currency Growth (Year-on-year)
India	1,789	12%	-
Indonesia	434	8%	5%
Indonesia ex-Hygiene	-	14%	11%
Africa, USA and Middle East	770	6%	8%
Latin America and SAARC	203	(3%)	64%
Total Net Sales	3,172	10%	14%

Note: Total Net Sales includes the impact of contra and inter company eliminations

Healthy quality of profits

	India	Indonesia	Africa, USA & Middle East	Latin America & SAARC
Q4FY23 Reported EBITDA Margin	26.9%	21.2%	9.8%	8.5%
Business support charges, Royalty & Technical fees (₹ crore)	(6.4)	1.5	5.0	(0.2)
Q4FY23 Operating EBITDA Margin	26.6%	21.5%	10.4%	8.4%
Q4FY22 Operating EBITDA Margin	23.6%	21.6%	1.8%	11.1%
Change in EBITDA Margin (bps)	300	(4)	860	(260)
Change in EBITDA + Working Media Margin (bps)	500	(40)	640	(360)

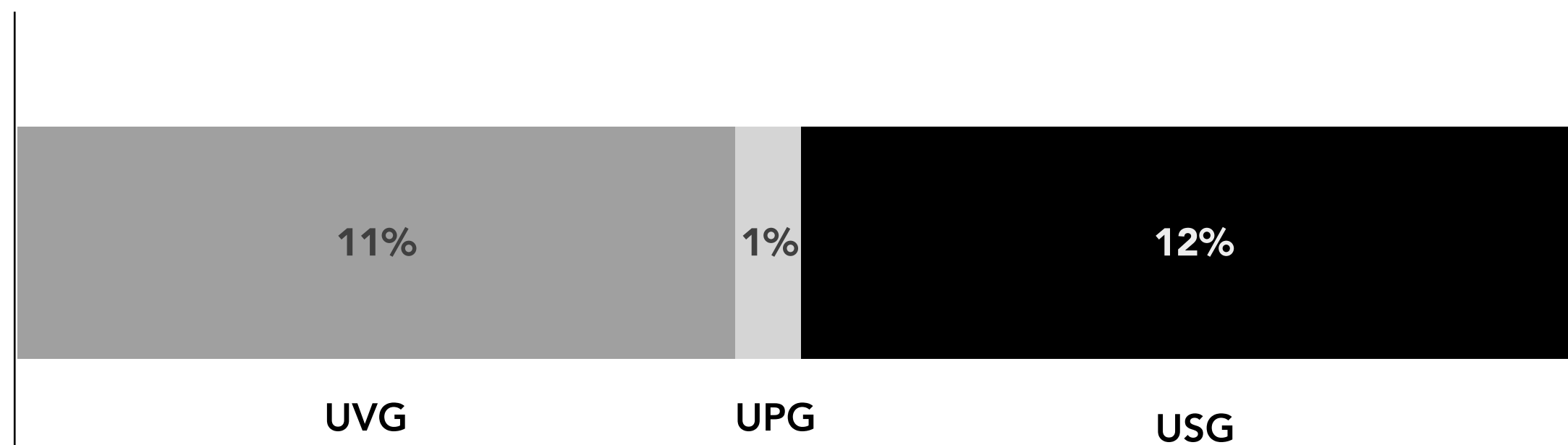
INDIA BUSINESS UPDATE

Double-digit volume and value growth with robust margin expansion

Financial performance

- **Double-digit UVG of 11% and USG of 12%**
- **India Branded UVG of 13% and USG of 16%**
- **Double-digit volume-led growth in both Home Care and Personal Care**
- **Robust margin recovery continues; EBITDA margins in India at 26.6%;** expanded by **300 bps** year-on-year. Quality of profits continue to improve with significant Gross Margin expansion of 550 bps year-on-year and 290 bps quarter-on-quarter. Increase in Working Media investment by 51% year-on-year.

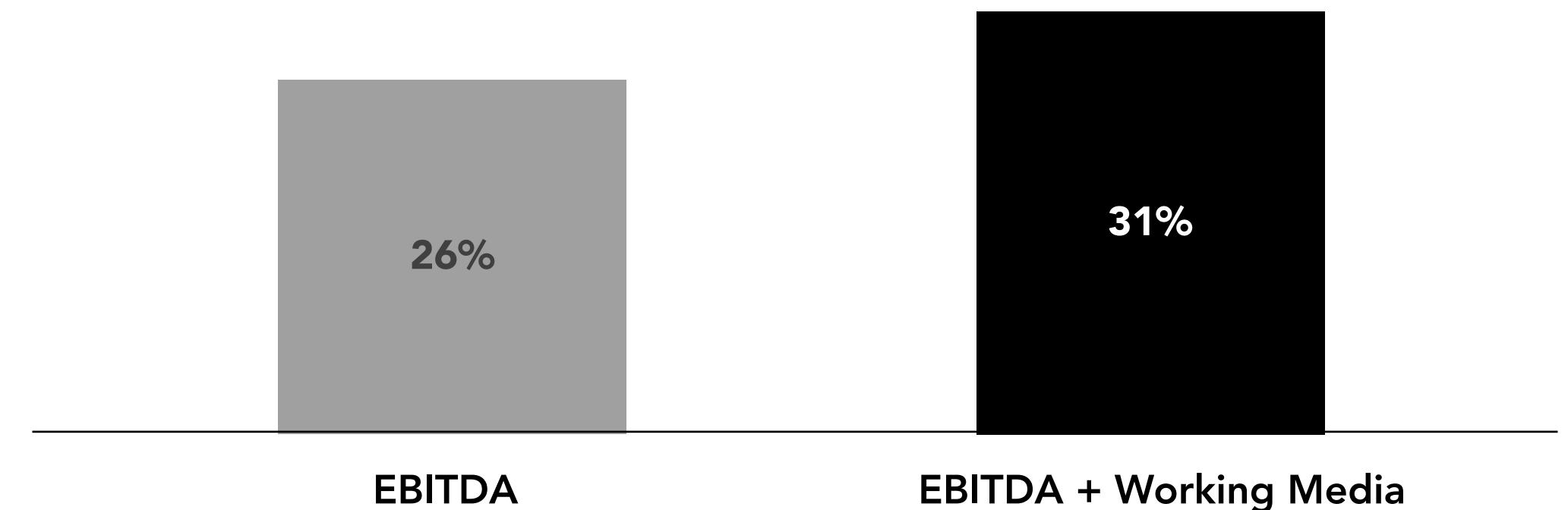
Sales growth



Operating performance

- We expect to build on current momentum and deliver volume-led growth driven by upfront marketing investments and improvement in profitability.

Growth



Mid teens growth in both Home Care and Personal Care

Category	Sales (₹ crore)	Q4 Growth (Year-on-year)
Home Care	826	14%
Personal Care	872	17%
Total Branded	1,698	16%
Unbranded and Exports	91	(33)%
Total Net Sales	1,789	12%
Volume Growth	–	11%

Home Care (1/2): Household Insecticides growth in upward trajectory

- **Household Insecticides** continues to improve growth trajectory with growth in teens
- Scaling up distribution of access packs of **Goodnight Liquid Vaporizer** and **HIT No-gas Spray**
- Performance broad based with both mosquito and non-mosquito portfolio growing in double digits
- Continue to drive category adoption and penetration for long-term sustainable growth



Home Care (2/2): Robust double-digit growth in Air Fresheners

- **Air Fresheners** continue to consistently deliver strong double-digit growth
- Aer continues to gain share and enjoy market leadership position
- Performance led by robust growth in both Aer Pocket and Aer Matic
- Continuing category development and relevance-building initiatives

Glory
aer
power
pocket

10X more
powerful
bathroom fragrance



Glory
aer
matic

Automatic spray for
fragrant rooms.



Personal Care (1/2): Double-digit growth in Personal Wash & Hygiene continues

- Personal Wash delivers double-digit growth led by healthy volume growth
- Continue to gain market share in Personal Wash
- Magic Handwash grew double digits in volume terms



Personal Care (2/2): Consistent double-digit growth in Hair Colour

- **Hair Colour** continues to consistently deliver strong double-digit growth
- Growth led by strong performance across formats
- Launched access pack of Godrej Selfie Shampoo Hair Colour at INR 15 predominantly in South market



**INTERNATIONAL
BUSINESS
UPDATE**

Core business performance improves in Indonesia

- Sales growth of 5% (CC); growth ex-Hygiene (Saniter) was 11% (CC)
- EBITDA margins at 21.5%, flat year-on-year
- Completed transition to distributor model



10 TAHUN
LEBIH MUDA
DALAM 10 MENIT

Sheila Monita
34 Tahun



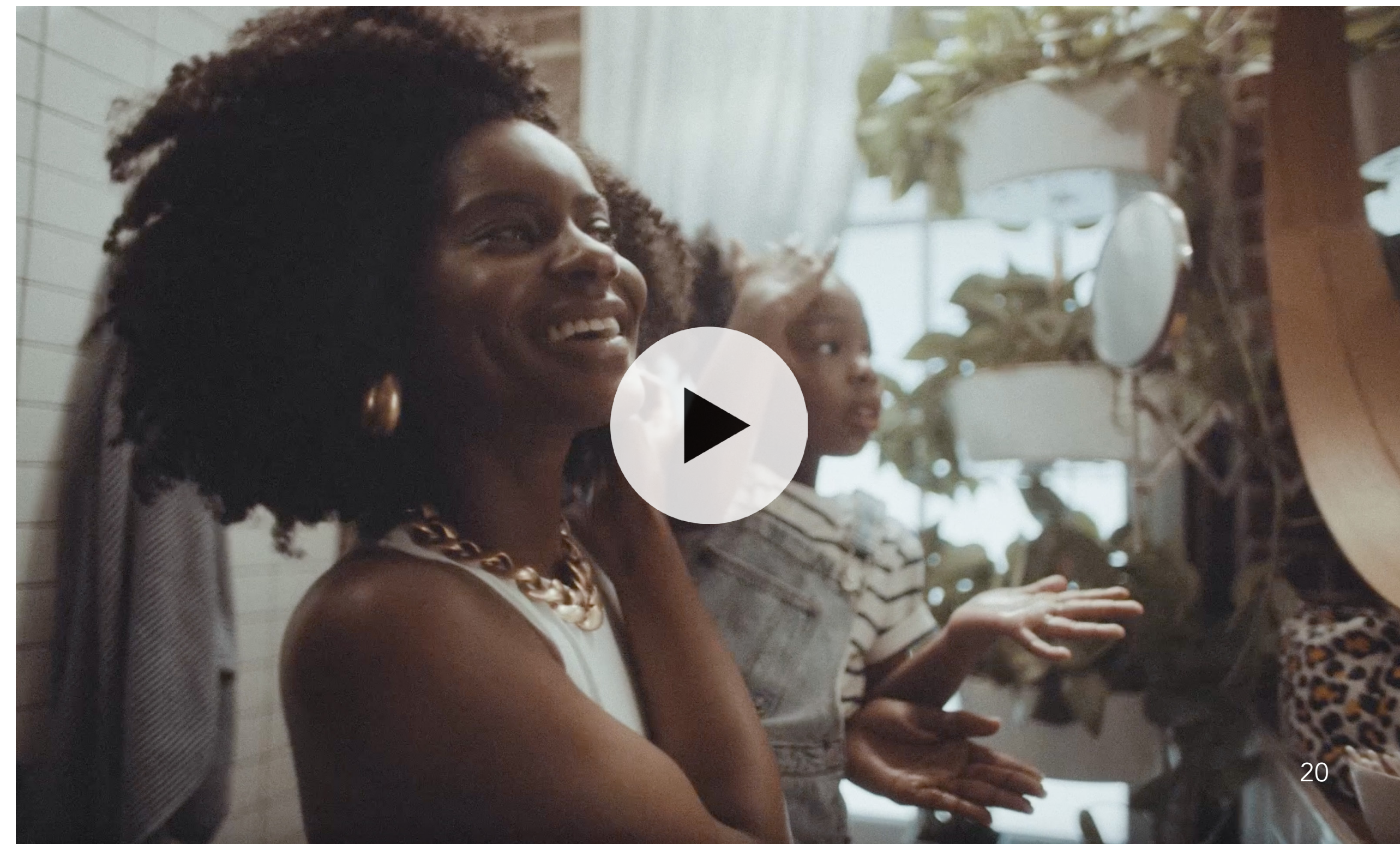
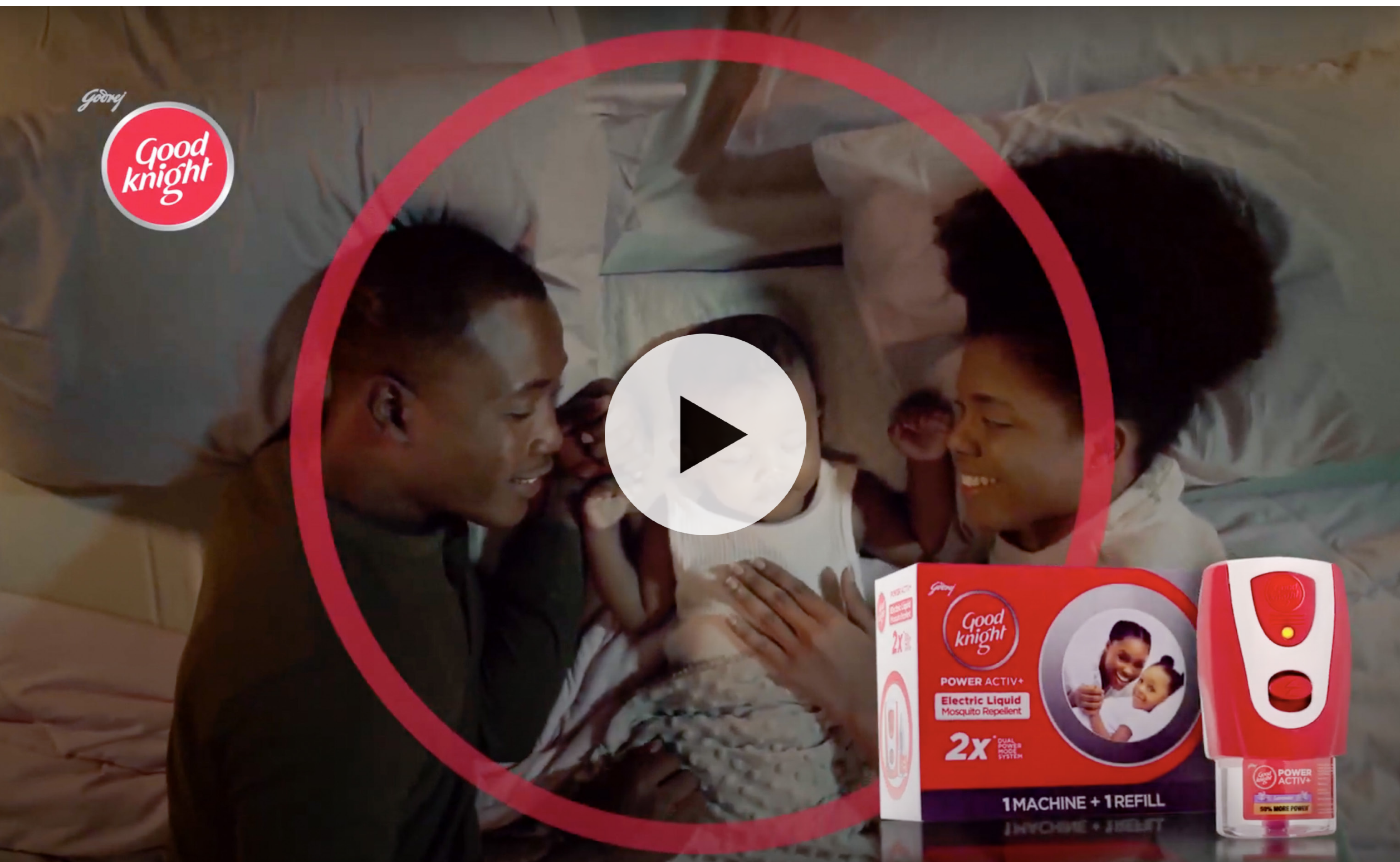
HIT Goodknight Elektrik.
Untuk kenyamanan tidur lelapmu.



Paket Alat+Refill hanya
Rp. 20.000

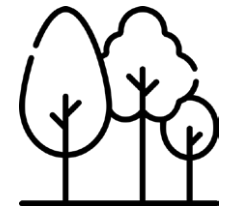
Double-digit sales growth momentum in Africa, USA & Middle East impacted due to Nigeria

- High single-digit sales growth of 8% in CC terms
- Performance impacted by election and demonetisation in Nigeria; however, business saw recovery in March 2023
- Continue to drive double-digit growth in FMCG categories
- EBITDA margins at 10%, an expansion of 860 bps year-on-year



**ENVIRONMENTAL,
SOCIAL, AND
GOVERNANCE
UPDATE**

Our ESG targets for FY2025 and Q3 FY2023 performance

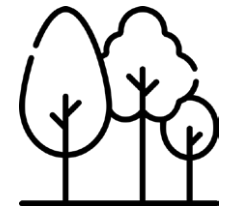


Environment*

Vision	Goals for FY2025	Performance update
<p>Influence sustainable consumption</p>	<p>Ensure efficient waste management systems for 3 municipalities in India impacting 3 million people</p> <hr/> <p>Achieve Sustainable Packaging targets - 20% intensity reduction; 10% post consumer recycled plastic (this target will be revised based on the new, more stringent plastic use guidelines); 100% reusable, recyclable and compostable packaging</p> <hr/> <p>Ensure one-third of all products are greener than in 2020 by carrying out lifecycle assessments (LCA) for major products (80% coverage by revenue)</p> <hr/> <ul style="list-style-type: none"> • Cover 75% of GCPL suppliers in India (by procurement spends), and 50% for our other geographies, under our sustainable supply chain policy. • Source 100% of paper packaging from sustainable sources. <hr/> <p>Partner with consumers and customers to promote sustainable consumption of our green products</p>	<p>6.34 lakh people reached out with our community waste management projects in 5 municipalities</p> <p>827 MT municipal waste diverted from landfill. 192.5 MT of plastics recycled, and 168 MT of wet waste processed</p> <hr/> <p>3.5% virgin plastic replaced with PCR</p> <p>6% reduction in plastic intensity</p> <p>Revised targets in line with new PWM rules</p> <hr/> <p>Completed LCAs of 7 products that cover over 50% of our revenues</p> <hr/> <p>72% of India suppliers (by spend volume) covered under our sustainable supply chain policy and are being assessed.</p> <hr/> <p>—</p>

Note: *India targets reported. We have similar targets for international locations.

Our ESG targets for FY2025 and Q3 FY2023 performance



Environment*

Vision	Goals for FY2025	Performance update
<p>Lead in sustainability action</p>	<p>45% reduction in GHG emission intensity and carbon neutrality for Scope 1 and 2 from FY11 baseline</p> <hr/> <p>40% reduction in specific energy consumption from FY11 baseline</p> <hr/> <p>Achieve 35% renewables in energy mix</p> <hr/> <p>Maintain 40% reduction in water intensity while maintaining water positivity</p> <hr/> <p>Achieve zero liquid discharge and maintain zero waste to landfill</p> <hr/> <p>Announce our commitment towards the global Science Based Targets initiative (SBTi) and publish our roadmap and targets for emissions reduction</p> <hr/> <p>Achieve 100% EPR compliance</p>	<p>48% reduction in GHG emission intensity</p> <hr/> <p>39% reduction in specific energy consumption</p> <hr/> <p>30% of energy is from renewables</p> <hr/> <p>31% reduction in water intensity and continuing to be water positive</p> <hr/> <p>Continue to be zero waste to landfill</p> <hr/> <p>SBT emissions reduction targets and roadmap have been created and submitted to SBTi, they are under validation. We're also committed to internal Scope 1 and 2 net zero by 2035, inline with SBTi.</p> <hr/> <p>On track</p>

Note: *India targets reported. We have similar targets for international locations.

Our ESG targets for FY2025 and Q3 FY2023 performance



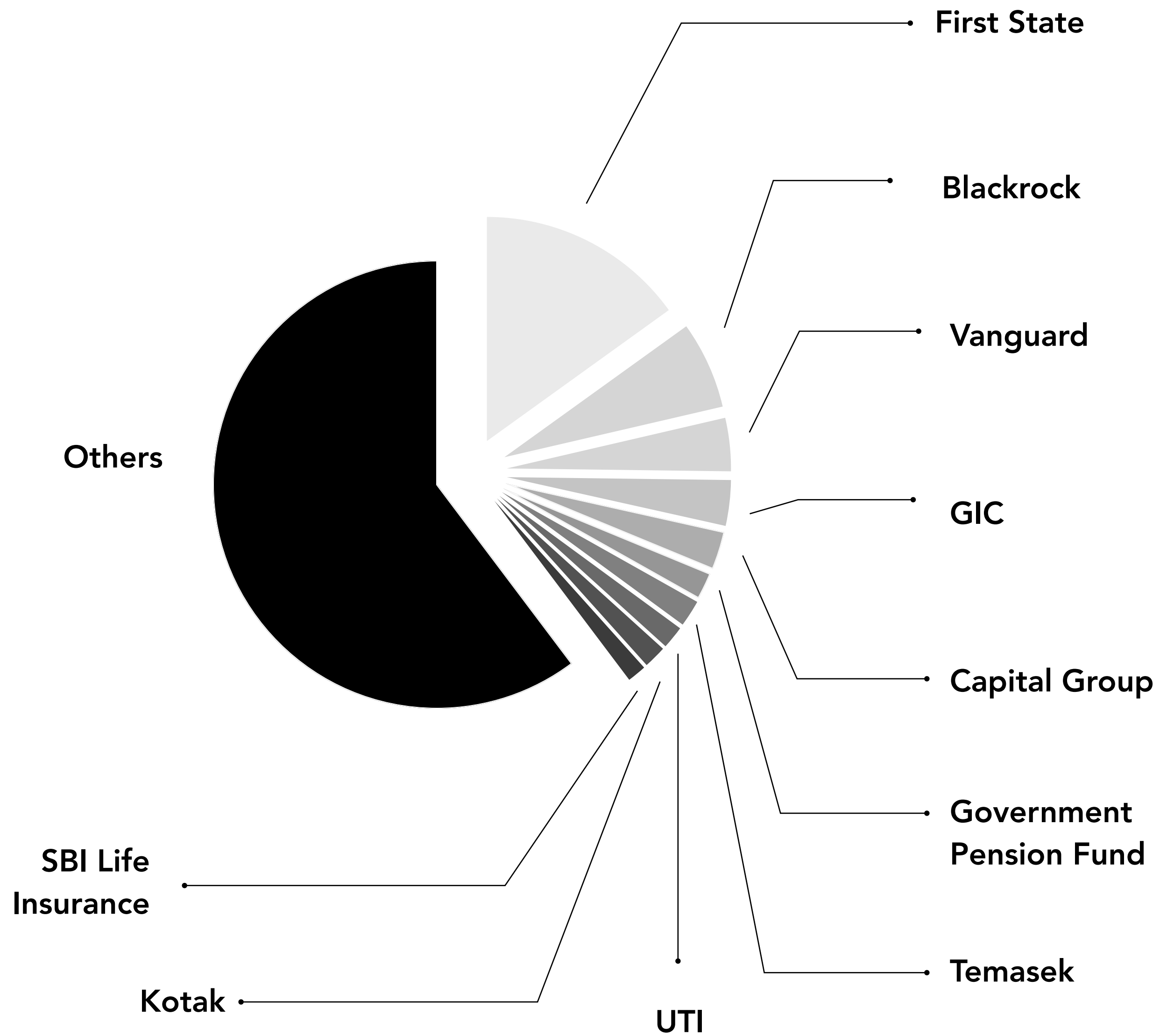
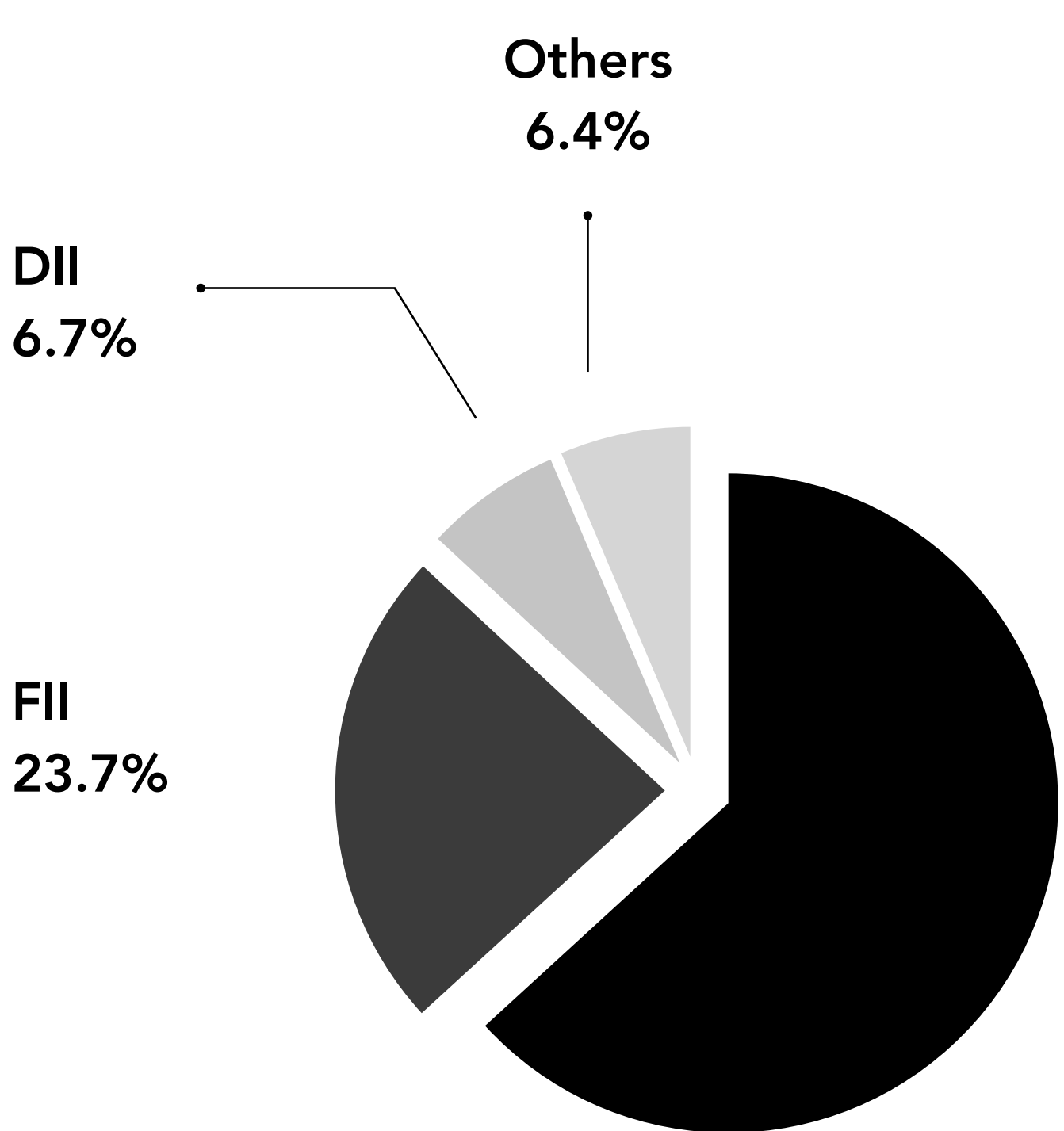
Social*

Vision	Goals for FY2025	Performance update
<p>Equip communities with skills that empower</p>	<p>Empower 200,000 women in beauty skills, across emerging markets globally</p>	<p>Trained and upskilled 12,698 women beauty entrepreneurs, young girls, and men in India and Africa in beauty and hair styling skills and enterprise development. For our Salon-i programme with young girls, the average salary reported is INR 4,500 pm.</p> <p>240 barbers trained, expected increase in net income by ~35%</p>
<p>Improve health and well-being</p>	<p>Strengthen public healthcare systems in three states in India</p> <hr/> <p>Protect 30 million people against vector-borne diseases</p>	<p>Technical Support Unit for Integrated Vector Management (IVM): 50% of high endemic states using toolkit; 50% of outbreaks managed successfully; all training participants reported increase in knowledge by 20% or more</p> <hr/> <p>On track.</p> <p>Rural malaria: 63% reduction in cases from same period last year</p> <p>Urban dengue: 464% increase in testing; 39% reduction in cases, 1.3% reduction in larva breeding sites</p>

Note: *India targets reported. We have similar targets for international locations.

APPENDIX

Shareholding pattern



Contact Us

Institutional investors

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Thank you

