

Godrej Industries Limited
Regd. Office: Godrej One,
Pirojshanagar,
Eastern Express Highway,
Vikhroli (E), Mumbai 400079. India.
Tel.: 91-22-2518 8010/8020/8030
Fax: 91-22-2518 8068/8063/8074
Website: www.godrejindustries.com

CIN: L24241MH1988PLC097781

Dated: February 12, 2021

To,
BSE Limited
P. J. Towers, Dalal Street, Fort
Mumbai – 400 001

Ref.: BSE Scrip Code No. “500164”

To,
National Stock Exchange of India Limited
Exchange Plaza, Bandra - Kurla Complex,
Bandra (East), Mumbai-400 051

Ref.: “GODREJIND”
Debt Segment NSE:
NCD- GIL23 –ISIN: INE233A08022
NCD-GIL24- ISIN: INE233A08030

Sub.: Performance Update

The Board of Directors at its Meeting held today, i.e. on February 12, 2021 have approved the Unaudited Financial Results (Standalone and Consolidated) for the Quarter and Nine Months ended December 31, 2020. We enclose herewith the performance update of the Financial Results.

Kindly take the same on your record.

Thanking you,

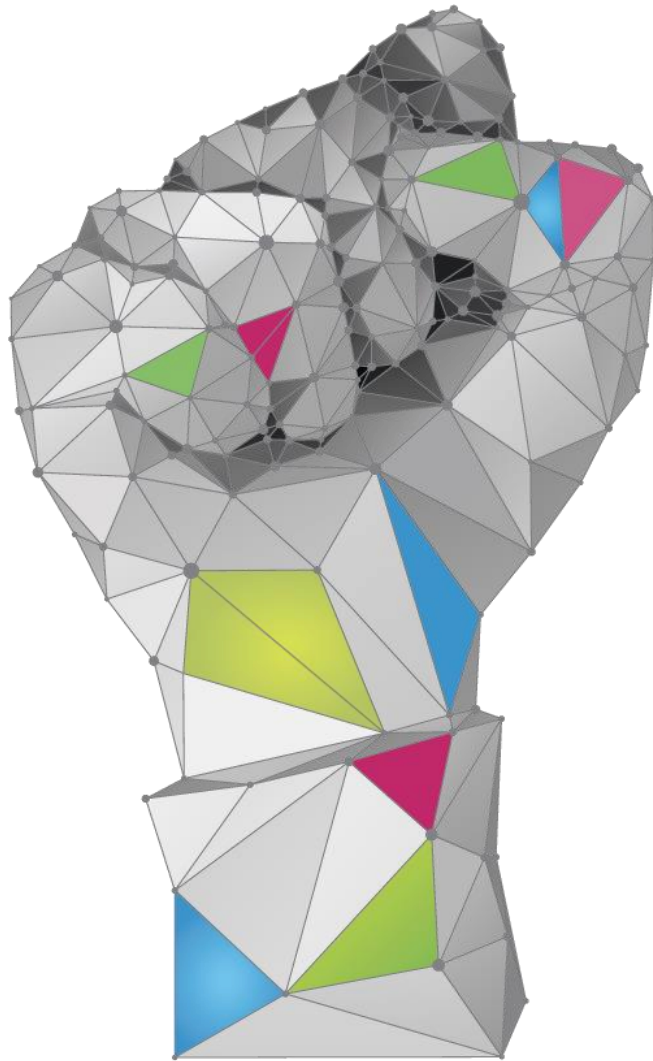
Yours sincerely,

For Godrej Industries Limited

Tejal Jariwala
Company Secretary & Compliance Officer
(FCS 9817)

Encl.: A/a





EMERGING
STRONGER



GODREJ INDUSTRIES LIMITED

Performance Update – Q3 & 9M FY 2020-21

FEB 12, 2021

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)	Q3 FY 2020-21	Q3 FY 2019-20	% Growth	9M FY 2020-21	9M FY 2019-20	% Growth
Total Income	2,522	2,855	(12%)	7,210	8,584	(16%)
PBDIT *	384	396	(3%)	1,134	1,245	(9%)
Depreciation	62	59		180	173	
PBIT*	323	337	(4%)	954	1,072	(11%)
Interest	113	120		345	374	
Net Profit *# (Continuing Operations)	132	113	17%	349	353	(1%)

* Including share of profit in associates ;

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

**Net Profit
(Discontinuing operations)**

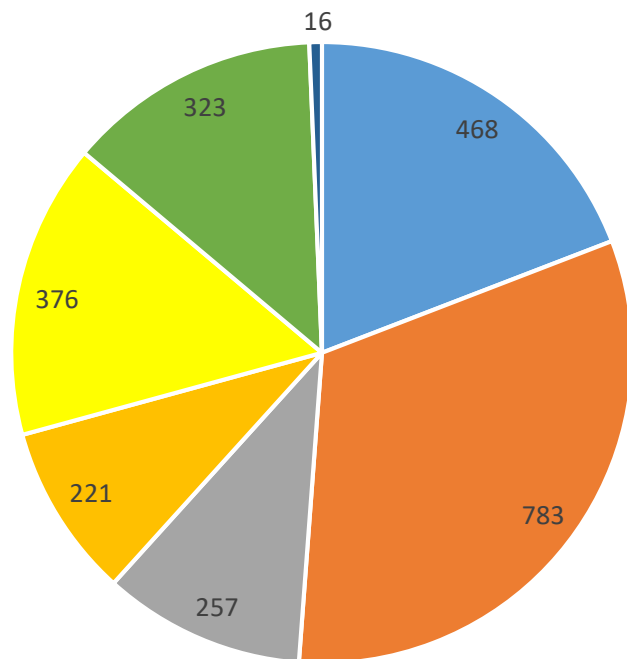
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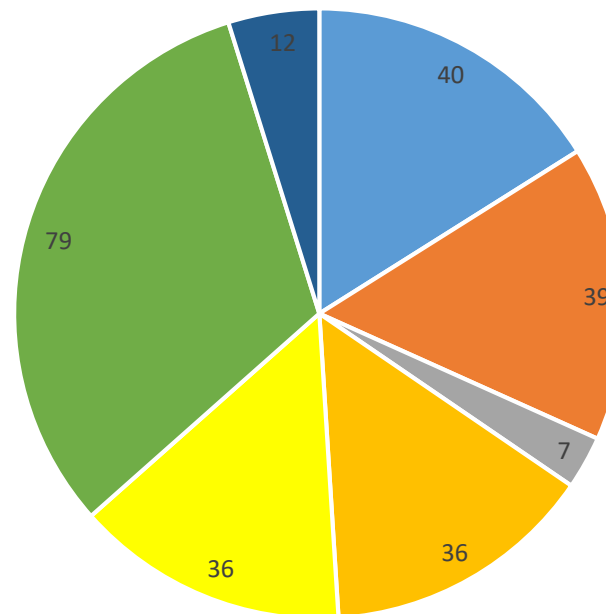
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY 2020-21

Revenue * (₹ crore)



PBIT * (₹ crore)



*excluding others segment.

■ CHEMICALS

■ DAIRY

■ VEG OILS

■ FINANCE & INVESTMENTS

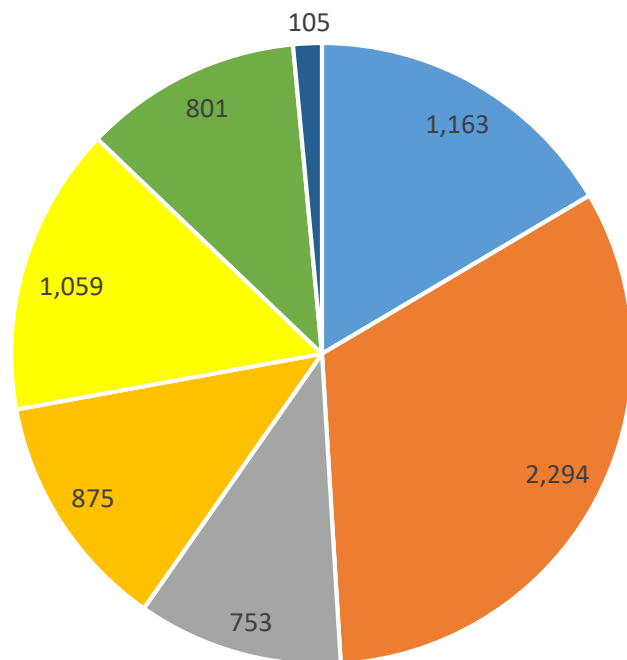
■ ANIMAL FEEDS

■ CROP PROTECTION

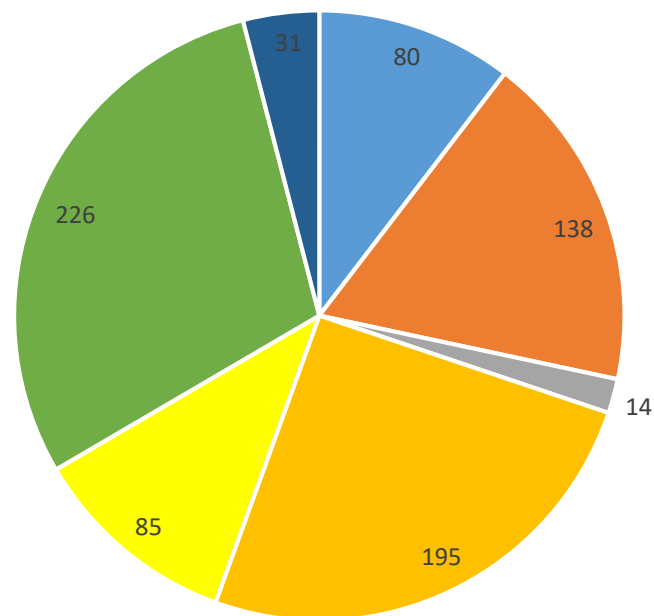
■ ESTATE & PROPERTY DEVELOPMENT

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY 2020-21

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 Q3 FY2020-21:

- Consolidated sales grew by 10% year-on-year.
- Consolidated EBITDA grew by 13% year-on-year.
- Consolidated net profit grew by 17% year-on-year.
- **Category Review**
 - **Household Insecticides** –Household Insecticides grew by 7%, delivered strong growth in aerosols, electric formats and non-mosquito portfolio, but a soft performance in burning formats and personal repellents
 - **Soaps**– Soaps delivered a second consecutive quarter of double-digit sales growth of 15%. New launches in Health are scaling up well
 - **Hair Colours** – Hair Colours recorded a sharp recovery with growth of 14%, driven by an uptick in overall category growth. Godrej Expert Rich Crème continues to perform well by leveraging Do-It-Yourself (DIY) trends and key influencer partnerships.

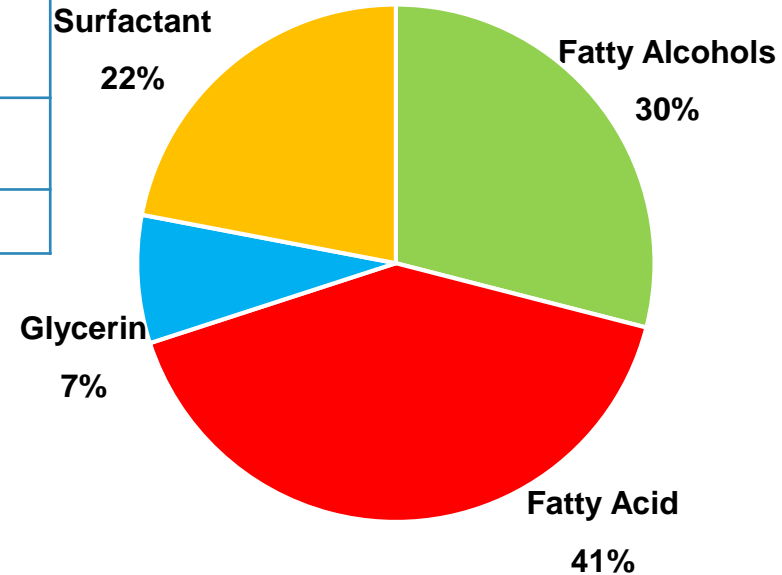


Financial Highlights for Q3 & 9M 2020-21

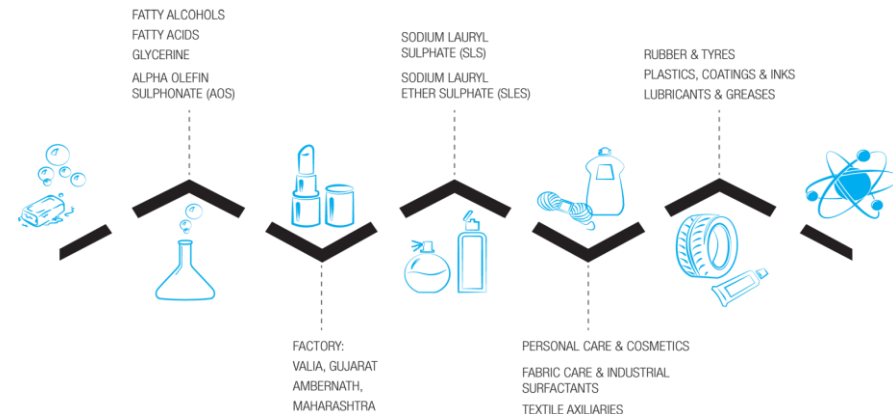
₹ crore	Q3 FY 20-21	Q3FY 19-20	9M FY 20-21	9M FY 19-20
Revenue	468	405	1,163	1,214
PBIT	40	35	80	102

- PBIT for Q3 FY21 increased by 14% as compared to Q3 FY20
- Revenues for Q3 FY21 increased by 16% as compared to Q3 FY20

Product Portfolio Q3 FY 2020-21



Our Valia(Gujarat) Factory won the FGI Award “Excellence in Pollution Management & sustainable Practices”.



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore	Q3 FY21	Q3 FY20	9M FY21	9M FY20
Total Income	306	491	709	1,569
Net Profit after tax	14	47	2	168

Business & Sales Highlights for Q3 FY 2020-21

- Q3 FY21 witnessed total booking value growth of 25% to ₹ 1,488 crore and total booking volume growth of 51% to 2.40 million sq. ft.
- Added 2 new projects with saleable area of ~4.1 million sq. ft. in Q3 FY21
- Delivered ~1.3 million sq. ft. across 2 cities in Q3 FY21
- Ranked #1 amongst listed global residential developers by the Global Real Estate Sustainability Benchmark (GRESB) in the 2020 GRESB Real Estate Assessment report
- Received 19 awards in Q3 FY21

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore	Q3 FY21	Q3 FY20	9M FY21	9M FY20
Total Income	1,539	1,792	4,834	5,367
Net Profit after tax	62	52	257	232

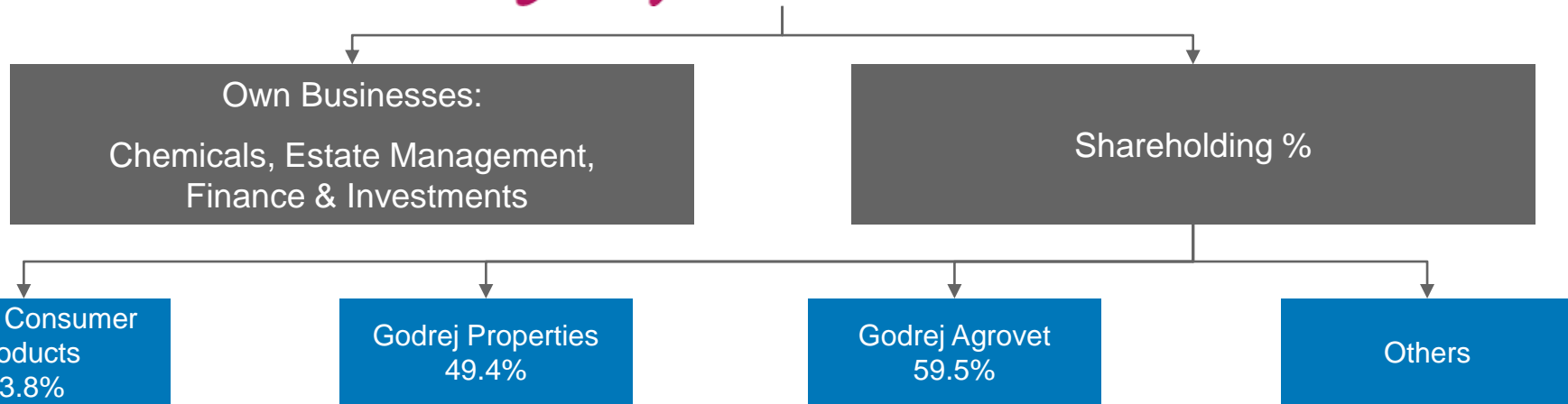
- **Animal Feed:** For Q3 FY21, segment result have posted growth of 9.1% supported by favorable input prices.
- **Vegetable Oil** White-fly attack has impacted the palm oil plantation in the current quarter. As a result, segment revenues and segment results declined by 16.6% and 30.0%, respectively in Q3FY21 as compared to corresponding quarter of the previous year.
- **Crop Protection Business:** In Q3FY21, Consolidated segment revenue remained flat however segment results for the quarter declined by 6% over the corresponding quarter of the previous year.
- **Dairy:** In Q3FY21 sales declined by 10.1% due to low institutional demand and low out-of-home consumption.



OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE

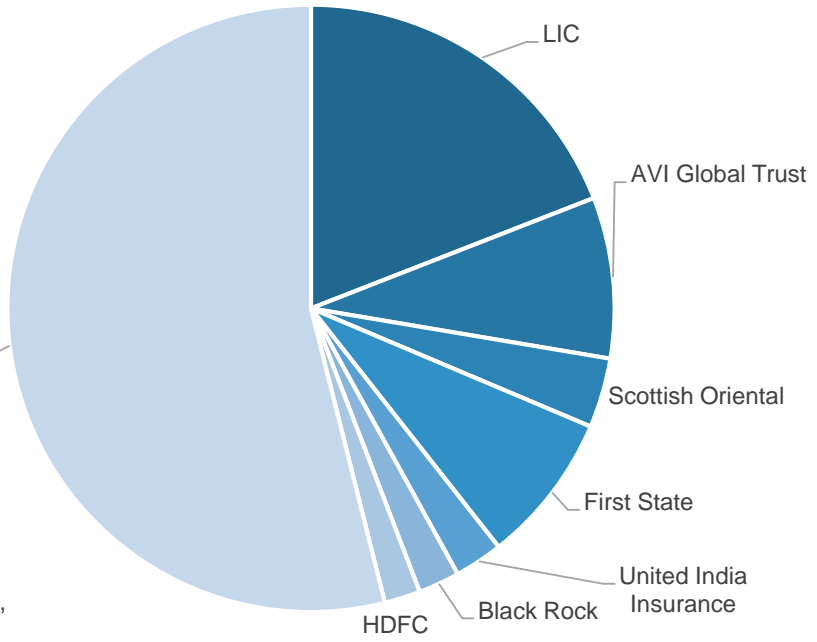
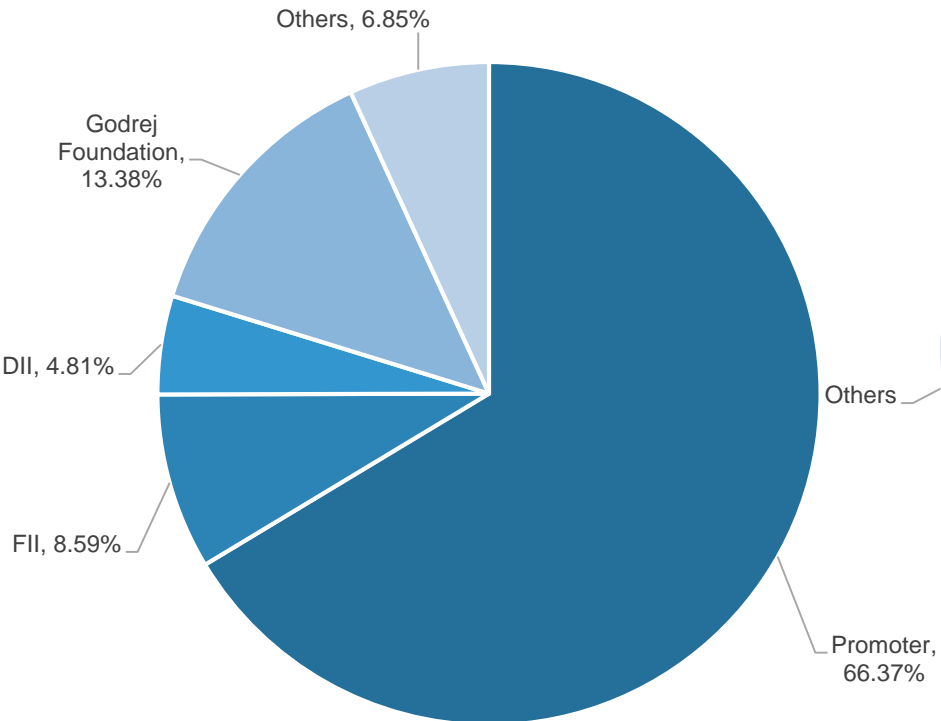


- Other investments

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	17,972
Godrej Properties (GPL)	Real Estate and Property Development	49.4%	763	17,810
Godrej Agrovvet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	59.5%	470	6,111
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Others		--	21	
	Total		2,639	

SHAREHOLDING PATTERN AS ON DEC 31, 2020



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION