

**Godrej Industries Ltd.**  
Regd. Office : Godrej One,  
Pirojshanagar,  
Eastern Express Highway,  
Vikhroli (E), Mumbai - 400 079. India  
Tel. : +91-22-2518 8010/8020/8030  
Fax: +91-22-2518 8068/8063/8074  
Website : www.godrejindustries.com  
CIN : L24241MH1988PLC097781

August 11, 2017

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai 400 023.

**The National Stock Exchange of India Ltd.**  
Plot No.C-1, G-Block, Exchange Plaza,  
4<sup>th</sup> Floor, Bandra-Kurla Complex,  
Mumbai 400 051


Dear Sirs,

#### **Presentation to Analysts**

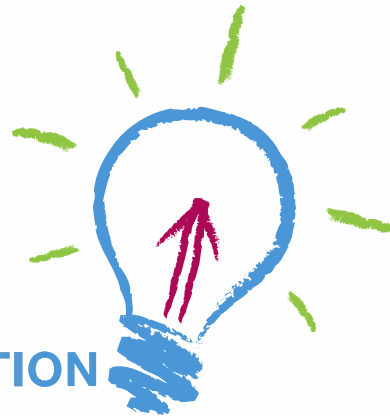
At its meeting held today, the Board of Directors approved the unaudited Financial Results of the Company (Both standalone and consolidated) for the quarter ended June 30, 2017. We enclose a copy of the presentation that will be made to the Analysts on Monday, August 14, 2017.

Thank you.

Yours faithfully,  
For Godrej Industries Limited

  
Nilufer Shekhawat  
Company Secretary





CREATING VALUE THROUGH  
**INNOVATION & TRANSFORMATION**

**GODREJ INDUSTRIES LIMITED**

Performance Update – Q1 FY 2017-18

AUGUST 11, 2017

# 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.”*

# AGENDA

- Results
  - Financial Highlights – Consolidated
  - Segment Performance
- Business Performance
  - Performance highlights including Subsidiaries and Associates
- Other information

# FINANCIAL HIGHLIGHTS – CONSOLIDATED

# FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q1 FY 2017-18	Q1 FY 2016-17	% Growth
<b>Total Income</b>	<b>2,273</b>	<b>2,126</b>	<b>7%</b>
<b>PBDIT *</b>	<b>271</b>	<b>285</b>	<b>-5%</b>
<b>Depreciation</b>	<b>41</b>	<b>35</b>	
<b>PBIT*</b>	<b>230</b>	<b>250</b>	<b>-8%</b>
<b>Interest</b>	<b>99</b>	<b>100</b>	
<b>Net Profit *#</b>	<b>37</b>	<b>64</b>	<b>-42%</b>

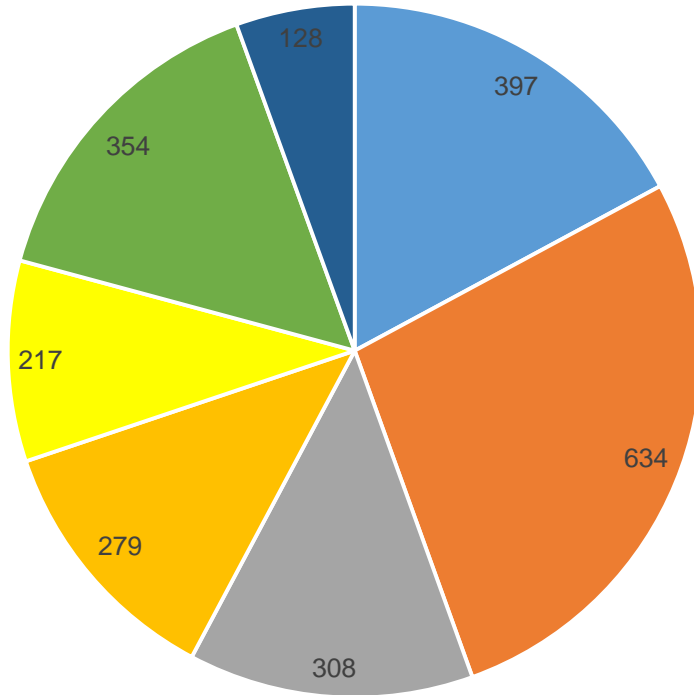
\* Including share of profit in associates ;

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

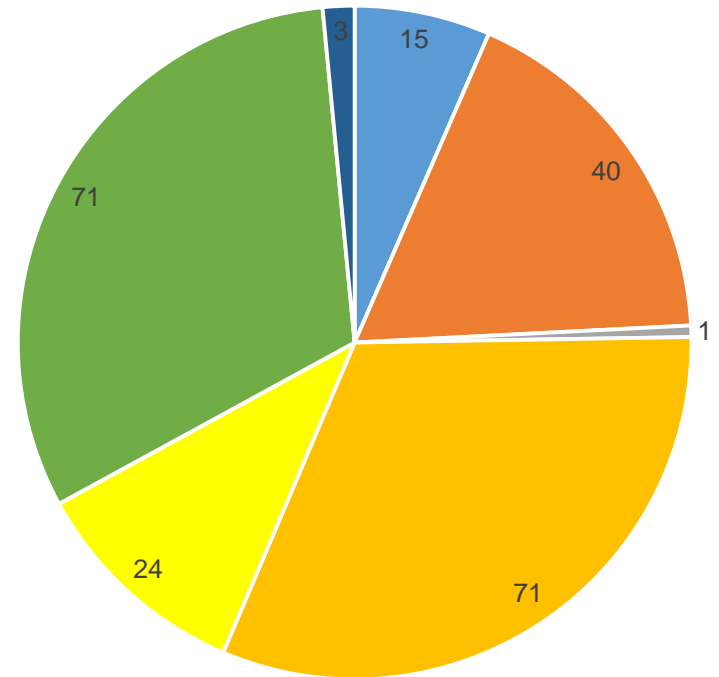
# CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY 2017-18

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**

# OUR “CREATE” GROUP PORTFOLIO STRATEGY

**C**onsumer & **C**hemicals

**R**eal

**E**state

**A**gri

**T**ransformation

**E**mergent

→ 4 **core** businesses

→ Drive to **full potential**

→ Focused **incubation** of new  
businesses

# CONSUMER (GCPL)

## Business and Financial Highlights for Q1 FY 2017-18:

- Consolidated constant currency sales increased by 8% year-on-year.
- Consolidated constant currency EBITDA + A&P declined by 2%.
- Consolidated net profit without exceptional items, stood at ₹ 230 crore
- India Business had strong, ahead of market top line growth despite GST driven down stocking.
- **Category Review**
  - **Household Insecticides** –Household Insecticides had a relatively soft quarter, with primary sales growth of 4%. Recently launched HIT Gel Stick is scaling up well in the market
  - **Soaps**– Delivered a strong growth, with a primary sales growth of 7%. Secondary sales were stronger, with a growth of 10%.
  - **Hair Colours** – Hair Colours delivered a strong competitive performance with primary sales growth of 5% and secondary sales growth of 9%.Godrej Expert Rich Crème continues to consistently deliver double digit growth, gain market share and increase penetration levels.
  - **Air Fresheners** – Godrej aer continues to maintain its leadership position in the overall Air care market and gain share, aided by innovations and strong execution.
- Declared 1<sup>st</sup> interim dividend of 100% (₹ 1.00 per share).

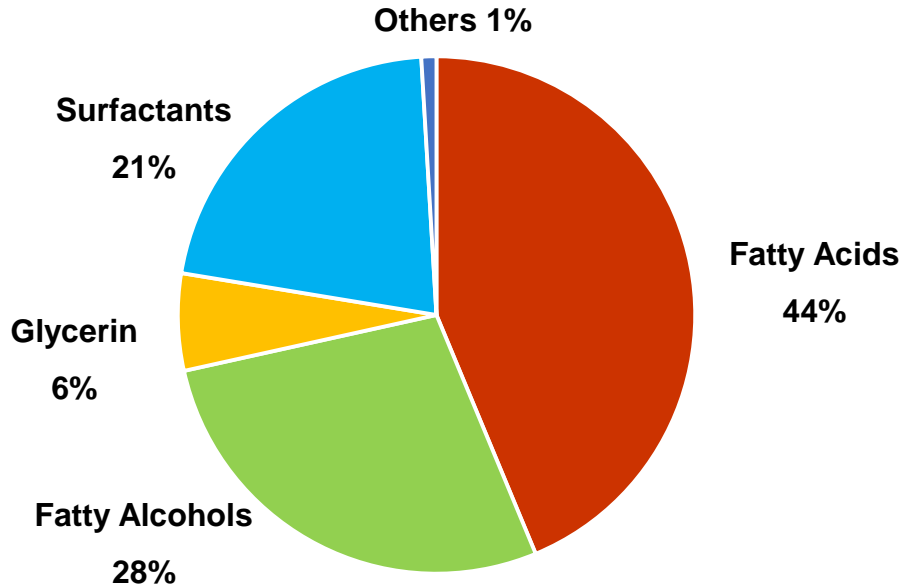


## Financial Highlights for Q1 2017-18:

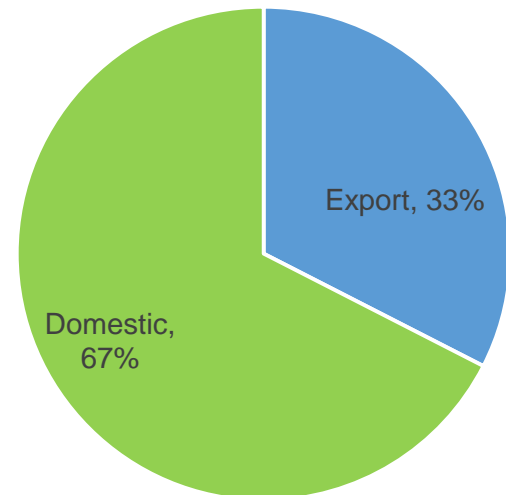
₹ crore		FY 2017-18	FY 2016-17
Revenue	Q1	397	305
PBIT	Q1	15	16

- Q1 FY18 Revenues increased by 30% compared to Q1 FY17.
- PBIT for the quarter was impacted due to high raw material prices & subdued demand.
- Exports for the quarter increased by 83% to ₹ 129 crore.

### Product Portfolio Q1 FY 2017-18



### Revenue Distribution by Category



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

₹ crore		FY 2017-18	FY 2016-17
Total Income	Q1	345	335
Net Profit after tax (after minority interest)	Q1	23	43

## Business & Sales Highlights for Q1 FY 2017-18

- Best ever quarter for residential sales with a residential booking value of ₹ 1,472 crore.
- Added four new projects with saleable area of ~4.9 million sq.ft.
- Four successful new project/phase launches in Mumbai, Pune & NCR;
  - Godrej Origins, Vikhroli ; launched in April,2017, sold 130 apartments in 1<sup>st</sup> week of launch
- Construction Highlights: Delivered 1,101 apartments measuring 2 million sq.ft. across 2 cities.
- Partnered with Taj Hotels to develop a world class Taj brand hotel at The Trees, Vikhroli.
- Godrej Garden City becomes the largest township in India to receive Platinum Certification under the India Green Building Council (IGBC) Green Residential Society Rating System.

**Awards and Recognitions:** GPL received 10 awards in Q1 FY17, including Best Developer of the year 2017, Golden Peacock National Quality Award.

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

### GAVL

- Revenues and PBT grew by 2.2% and 13% respectively as compared to Q1 FY17.
- GAVL filed DRHP with SEBI in July 2017 in relation to their proposed IPO.
- All businesses managed successful GST transition with minimal disruption

### Crop Protection Business

- Crop Protection business' revenues grew by 19% in this quarter as compared to Q1 FY17
- Astec Life Sciences ended the quarter slightly above Q1 FY17, with revenue growth of 3%

### Feed Business

- Animal feed business' volumes were flat in the current quarter as compared to the corresponding quarter of previous year
- Bangladesh feed business revenues grew by 13% as compared to Q1 FY17

### Oil Palm business

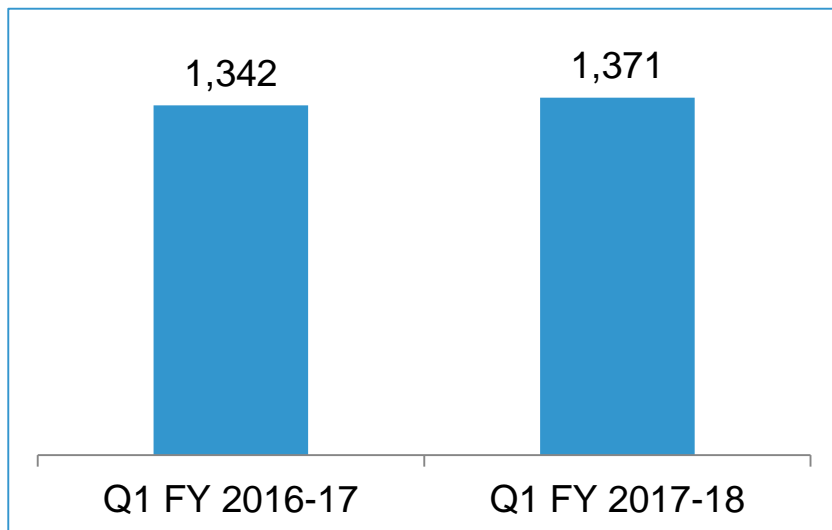
- The Oil Palm business revenues increased by 9% in the current quarter as compared to Q1 FY17

### Food business

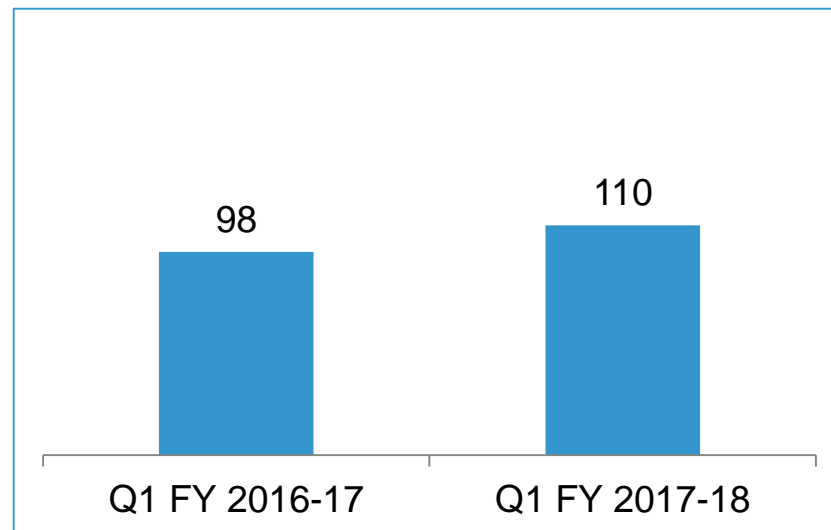
- Creamline Dairy recorded a healthy revenue growth of 23% in this quarter aided by strong performance of value added products and consolidation of RBS dairy acquisition
- GTFL's Q1FY18 business sales were down by 12%

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

Q1 Consolidated Total Income (₹ crore)



Q1 Consolidated PBT(₹ crore)



- GAVL filed with SEBI in July 2017 in relation to their proposed IPO.
- Successful GST transition across all the businesses; minimum impact on portfolio business post GST rollout
- Strong volume growth in Crop Protection business, Dairy Business , Animal feed business in Bangladesh

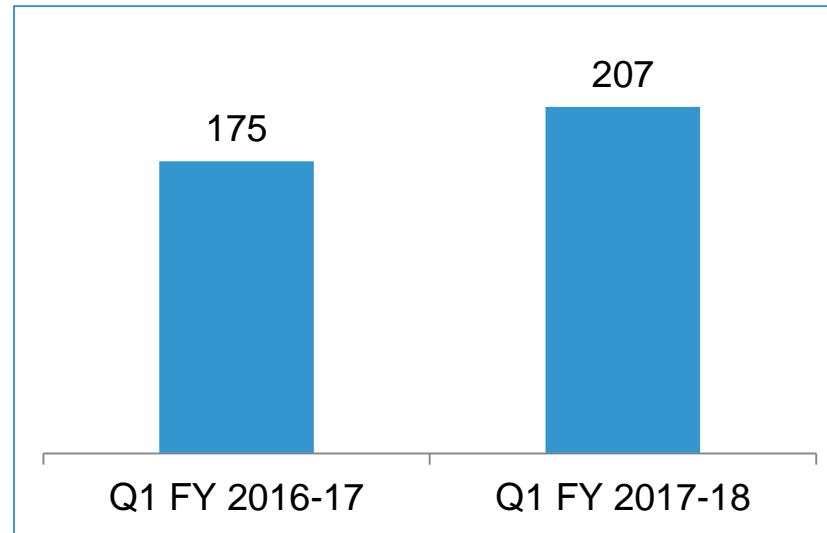
**Note:**

Consolidated financials shown above do not include contribution from JV's (GTFL and ACI)



## Crop Protection Business: New product launches and good SW monsoon helped in clocking a strong Q1 FY18 performance

Q1 Agri Inputs Sales (₹ crore)



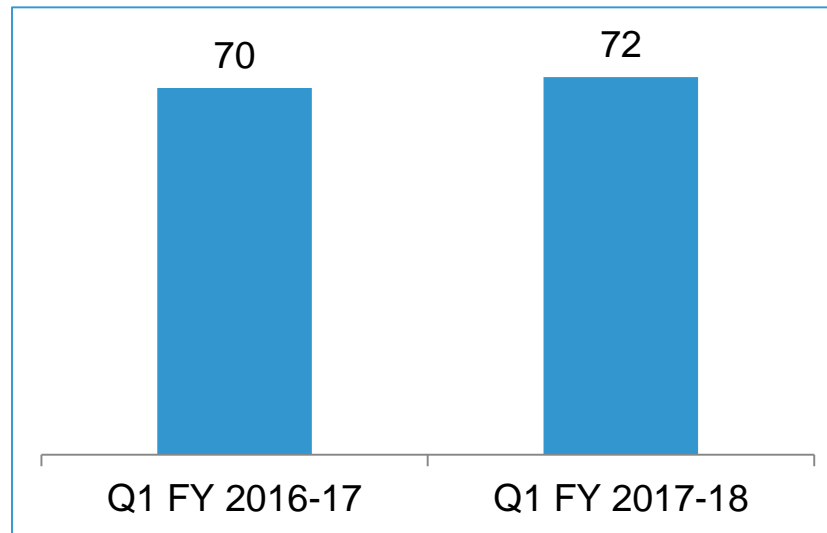
- The business grew by 19% in the Q1 FY 18 over Q1 FY 17
- Y-o-Y Sales growth driven by volume growth in Hitweed, launch of Oryzostar (paddy herbicide) and jump in co-marketing sales
- Marginal trade impact due to GST transition





## ASTECC Life Sciences: Steady performance in the current quarter

Q1 Astec Revenues (₹ crore)

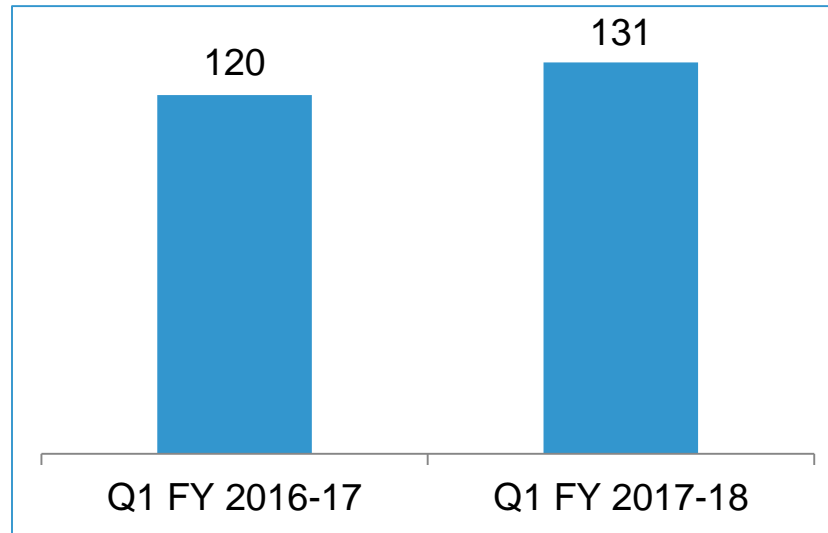


- Astec Life Sciences ended the quarter at a 3% growth as compared to Q1 FY17
- Quarterly performance impacted by malware attack on JNPT which resulted in postponement of exports



## Oil Palm Business: Revenue growth spurred by increased volumes

Q1 Oil Palm Sales (₹ crore)

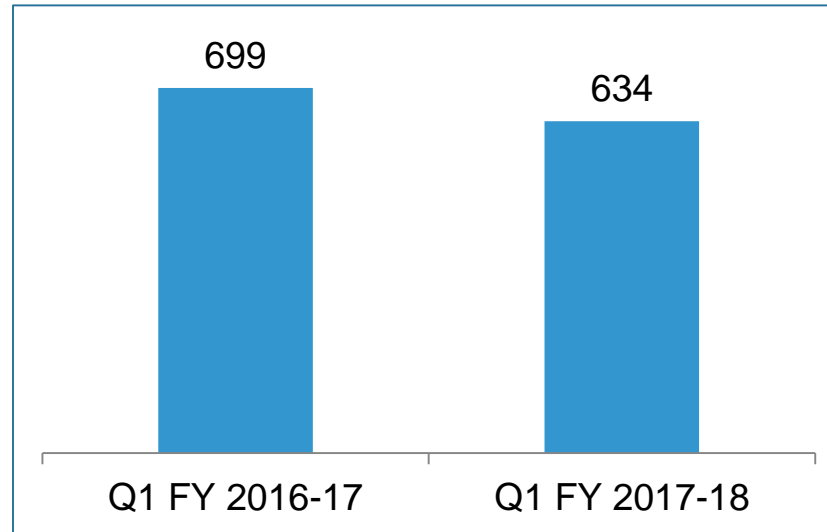


- Strong growth in Crude Palm Oil and Palm Kernel oil production
- Revenues up by 9% over corresponding quarter last year



## Animal Feed Business: Slowdown due to headwinds in broiler feed

Q1 Animal Feed Sales (₹crore)

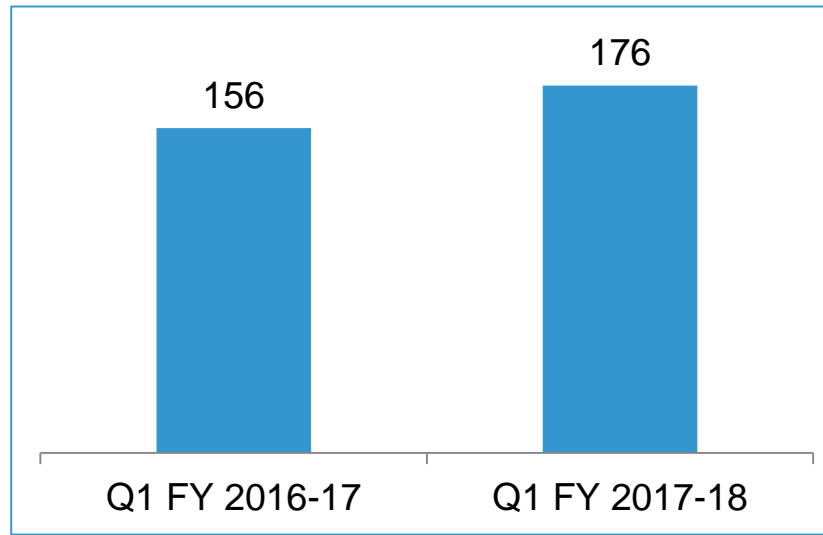


- Strong volume growth of 38% in fish feed category
- Headwinds in poultry feed impacted overall growth of the business
- GAVL working on multiple initiatives to improve competitiveness of the poultry offering



## ACI GODREJ (Bangladesh): Cattle feed growth spurs overall growth

Q1 ACI - Godrej Sales (₹ crore)

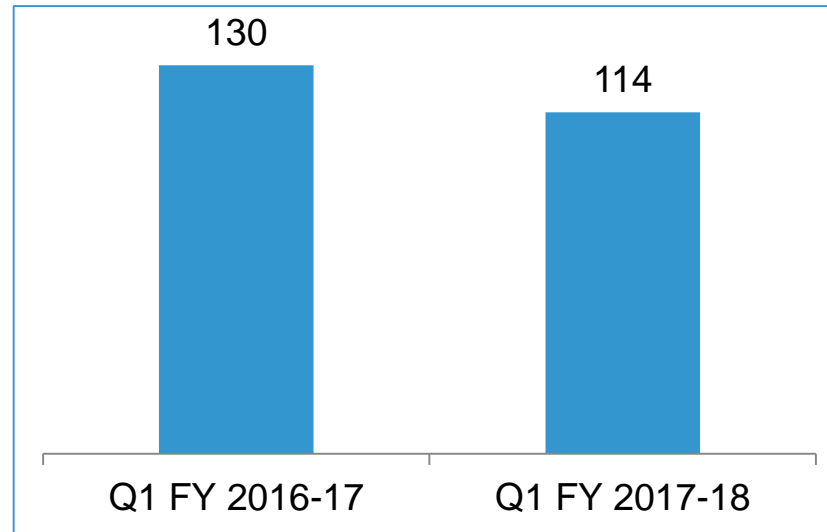


- Robust volume growth of 21% in Q1' FY18 as compared to Q1' FY17
- Rajshahi FFF plant - commercial production started from April'17 (1st line) & 2nd line commissioned in June'17

## GODREJ TYSON: Slowdown in branded business



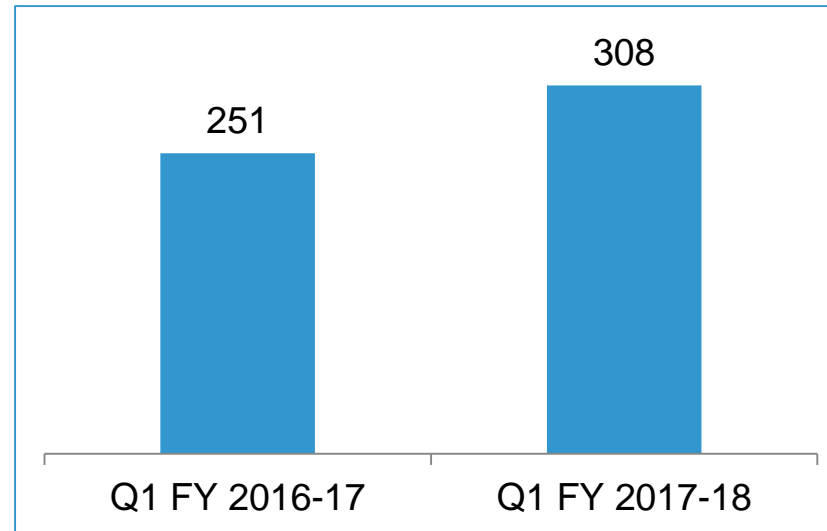
Q1 Godrej Tyson Sales (₹ crore)



- Q1 FY 18 sales for GTFL remained subdued compared to sales in Q1 FY 17, headwind experienced in RGC and Yummiez volumes due to high bird prices in the quarter

## Creamline Dairy Products Ltd: Value added products drive growth

Q1 Creamline Dairy Total Income (₹ crore)

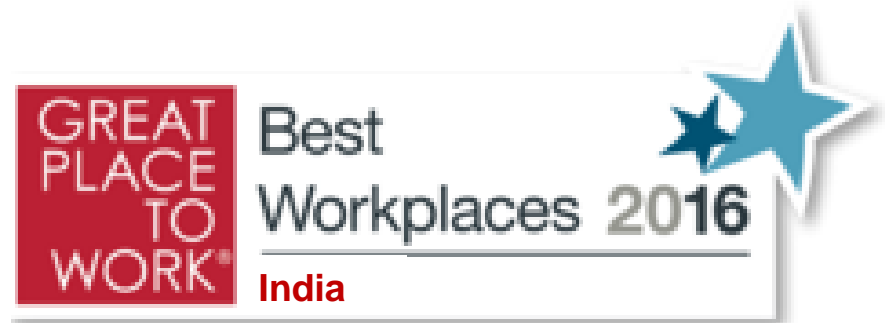


- Sales grew by 23% in in Q1' FY18 as compared to Q1' FY17
- Sales of value added product up by 35% as compared to the corresponding quarter of the previous year.
- Growth primarily due to increase in sales of value added products and integration of RBS dairy ( a small dairy acquisition done in South Tamil Nadu)
- Jersey curd TVC + Outdoors campaign launched

# TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK



- GCPL ranked No. 12 in Asia's Best Places to Work; Featured for 3<sup>rd</sup> consecutive year



- GCPL ranked No.1 in the FMCG sector & No. 5 in overall list. Next FMCG company ranked at 64
- GPL ranked No. 2 in the Real Estate sector



- GCPL ranked among Best Employers in India in 2017- Aon Hewitt

# TRANSFORMATION – CONTINUED COMMITMENT ON OUR ‘GOOD & GREEN’ VISION

1

## ENSURING EMPLOYABILITY

Train 1 million youth in skills that will enhance their earning potential

2

## GREENER INDIA

Achieve zero waste to landfill, carbon neutrality, a positive water balance, 30% reduction in specific energy consumption & increase renewable energy utilization

3

## INNOVATING FOR GOOD & GREEN

Generate a third of our portfolio revenues from ‘good’ &/or ‘green’ products

4

## BRIGHTER GIVING

Structured Employee Volunteering



# EMERGENT

## NATURES BASKET (NBL)

### (FRESH FOOD AND GOURMET STORES)



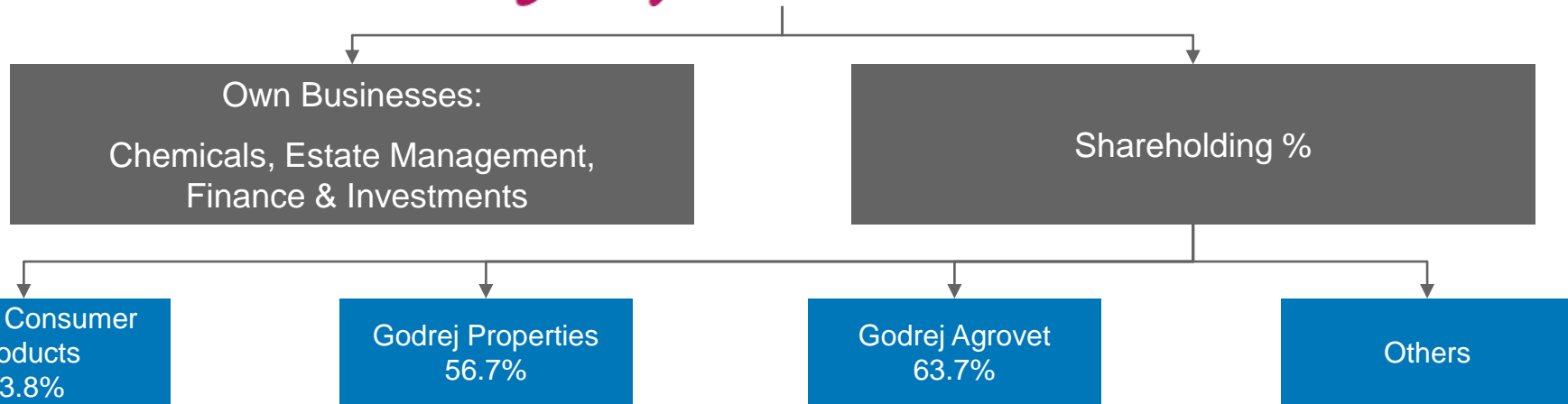
- Q1 FY 18 sales performance at ₹ 65 crore, a like to like growth of 6% over the previous year.
- Online business clocked sale of ₹ 4.3 crore in Q1 FY18, a growth of 13% over the previous year; contributes 7% to the overall sales.
- The Company continued to engage strongly with the consumers through events, catchment activations and promotions in the Bakery, Fruits & Vegetables and Meats section which resulted in a strong growth and upward trend in the topline in these categories.
- As at June 30, 2017, the Company has 26 operating stores across 3 cities viz. Mumbai, Pune and Bangalore.



**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE



- Nature's Basket (100%)
- Other investments

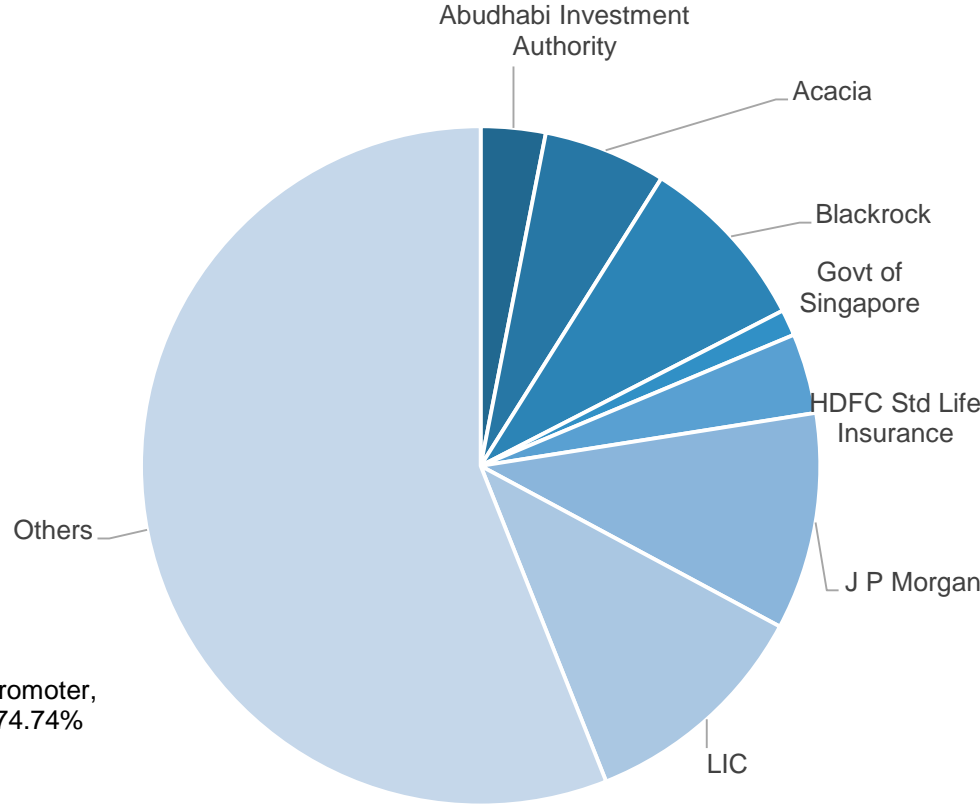
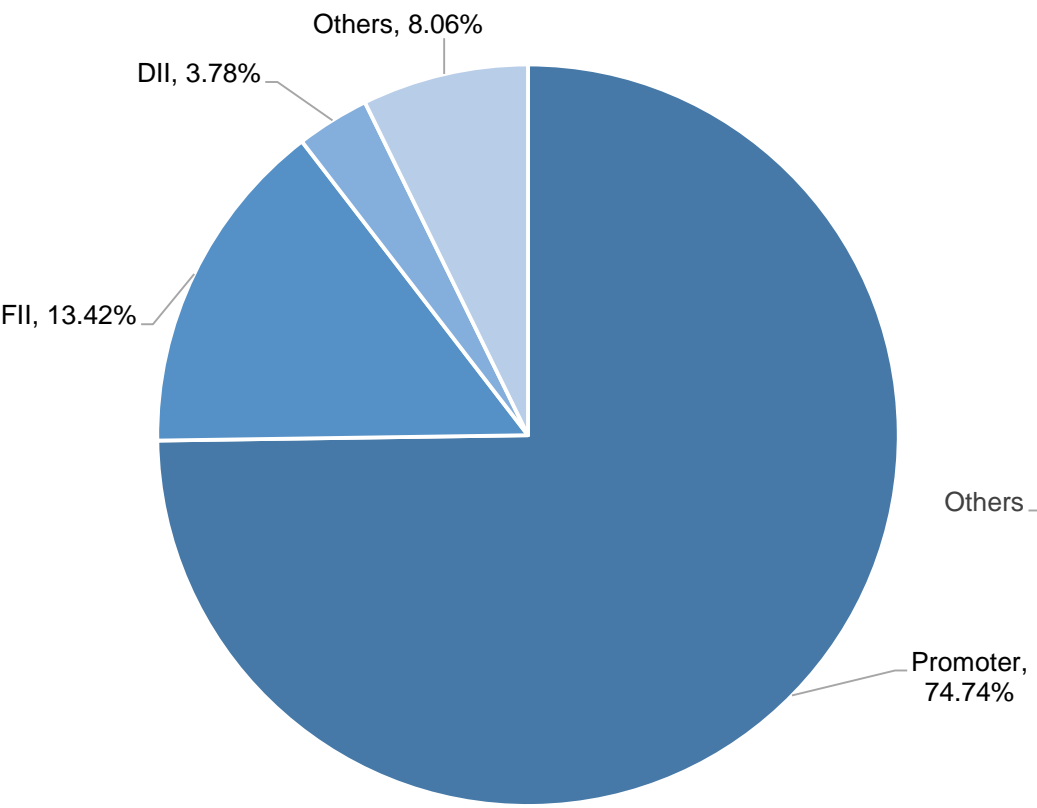
# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.8%	1,366	15,624
Godrej Properties (GPL)	Real Estate and Property Development	56.7%	727	6,373
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	63.7%	345	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	322	
Others		--	21	
	<b>Total</b>		<b>2,800</b>	

**Market Value of GIL's investment in GCPL + GPL increased by ~ ₹ 4,541 crore (26%) on YoY basis**

**Market Capitalization of GIL has increased by ₹ 8,069 Cr, (60%) on YoY basis**

# SHAREHOLDING PATTERN AS ON JUNE 30, 2017



Major Institutional Investors



THANK YOU FOR YOUR TIME AND CONSIDERATION