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May 30, 2023

**The Manager
BSE Limited**

25th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 40001
SCRIP CODE: 500163

**The Manager Listing Department
National Stock Exchange of India Limited**

Exchange Plaza, C-1, Block- G,
Bandra-Kurla Complex Bandra (East),
Mumbai – 400051
SYMBOL- GODFRYHLP

Sub: Earnings Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sirs,

Pursuant to the provisions of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Earnings Presentation with reference to the last published financial results of the Company for the quarter and year ended on 31st March, 2023 which were already submitted to you on 27th May, 2023 in the prescribed format.

The presentation will also be placed on the website of the Company i.e., <https://www.godfreyphillips.co/company/investor-relation/financials/earnings-presentation>

Please take the above information on records.

Thanking you,

Yours faithfully,

FOR GODFREY PHILLIPS INDIA LIMITED

**SANJAY KUMAR GUPTA
COMPANY SECRETARY**

Encl.: As above



GREAT PLACE TO WORK® CERTIFIED

Regd. Office: 'Macropolo Building', Ground Floor, Dr. Babasaheb Ambedkar Road, Lalbaug, Mumbai - 400 033
CIN : L16004MH1936PLC008587

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION

Q4 & FY 2022-23



W E B U I L D U S



**GODFREY PHILLIPS
INDIA LIMITED**

Company

Rs. 9,409 Cr.
Gross Sales Value

Rs. 1,780 Cr.
Gross Profit

18.9%
Gross Profit Margin

Rs. 608 Cr.
Net Profit

Rs. 44 per share.
Dividend

Tobacco

Rs 7,852 Cr.
Domestic Cigarette Gross Sales Value

Rs. 955 Cr.
International Gross Sales Value

94%
Tobacco contribution to Gross sales
Value

Consumer & Retail

Rs. 483 Cr.
TFS Gross Sales Value

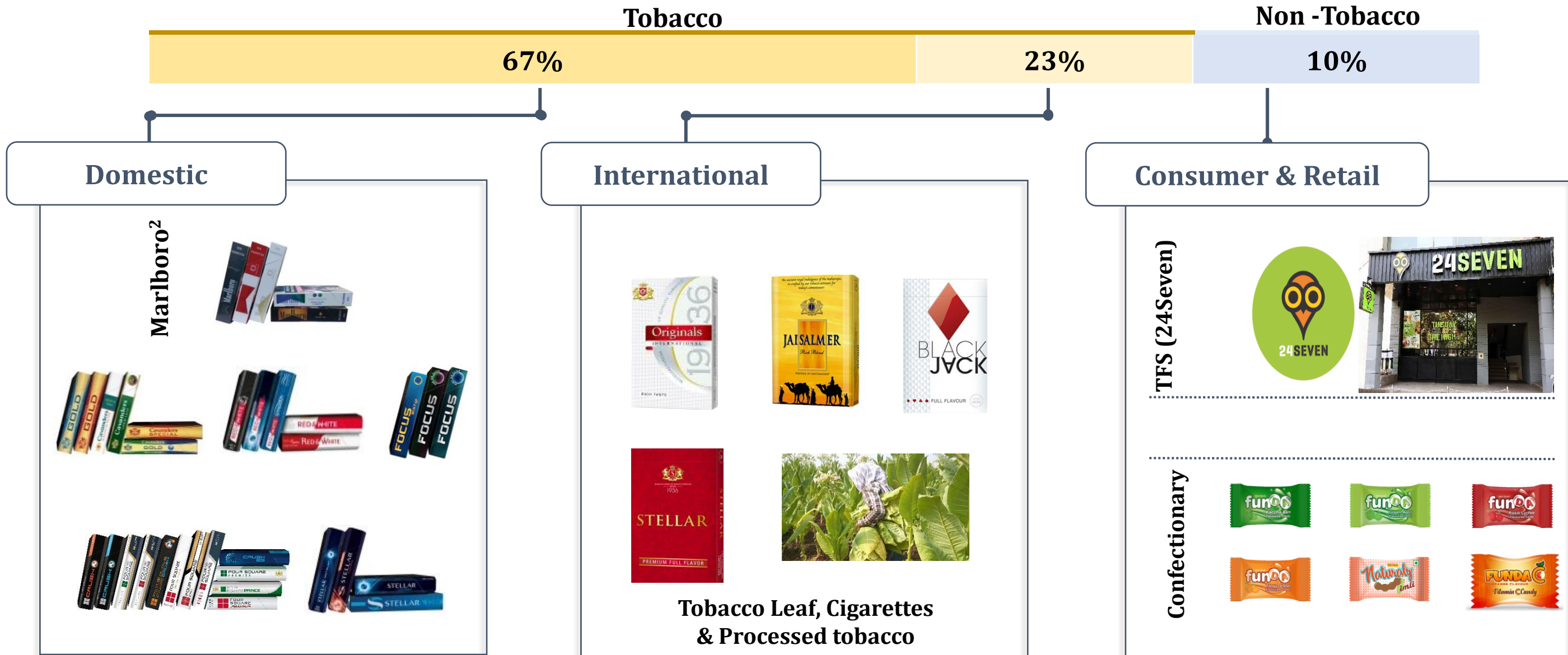
146
TFS stores/kiosks

Rs. 36 Cr.
Confectionary Gross
Sales Value

- 1 Above values are based on standalone financials
- 2 Gross Sales Value is inclusive of all applicable indirect taxes
- 3 Margins are calculated on Gross Sales Value
- 4 Chewing products have been excluded from Consumer & Retail business

Godfrey Phillips Product Portfolio - FY23

Net Sales: Rs. 4,228 Cr



1 The ratios shown above are based on Net Sales

2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International



Mr. Sharad Aggarwal
Chief Executive Officer

We are delighted to announce our FY23 financial results which reflect our continuing growth momentum from last year. The Company reported Gross Sales of Rs. 9,409 Crores and Net Profit of Rs. 608 Crores representing increases of 29% and 41% respectively compared to last year. Our EBITDA (operating) margin has been sustained at 8.5%. The focused approach of the Company and improvement in external environment has helped us to achieve these results. Moreover, closure of chewing business is helping us to focus more on cigarette business.

Godfrey Phillips has delivered strong cigarette domestic volume growth in FY23. The Company's topline is supported by increase in export of unmanufactured tobacco during FY23 at Rs 773 Crores, registering a growth of 77% over last year.

Gross Sales from 24Seven Convenience Stores (TFS) in FY23 was Rs. 483 Crores, an increase of 19% over the last year. The number of stores/kiosks stand at 146 at the end of March 2023.

In the backdrop of excellent financial results, the Board of Directors has recommended increase in equity dividend to 2200% (Rs 44 per share) from 1400% (Rs 28 per share) paid last year.

While the pandemic has eased out, the safety of our workforce continues to remain our top priority and therefore, we continue to have in place a set of safety guidelines to ensure their wellbeing. We are having holistic engagement activities for employees so that we have one synchronous team with full dedication to ensure growth in business.

It is a matter of pride that Godfrey Phillips has yet again been certified as 'Great Place To Work' for fifth consecutive year. Also, the Company has embarked on its ESG journey in right earnest.

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco, Convenience Stores & Confectionary**
- **Strong Credit Rating : CRISIL A1+ (Short Term Debt) and AA+/Stable (Long Term Loan)**
- **State-of-the-art Research & Development Facilities – ISO 17025 certification**
- **ISO 50001, ISO 14001, ISO 22000 and OSHAS 18001 certified manufacturing operations**

FY2023
Gross Sales Value
Rs. 9,409 cr

1,000+
Employees

*Amongst India's Best
Companies to Work
2023*

800+ Distributors
&
9000+ Field Force

**Corporate Social
Responsibilities**

*Farmers Community
Program Women
Welfare Program*

Growth Priorities

1 Target New
Cigarette
Markets

2 Focus on
International
Business

3 Focus on
strengthening
the core

Strategic Direction

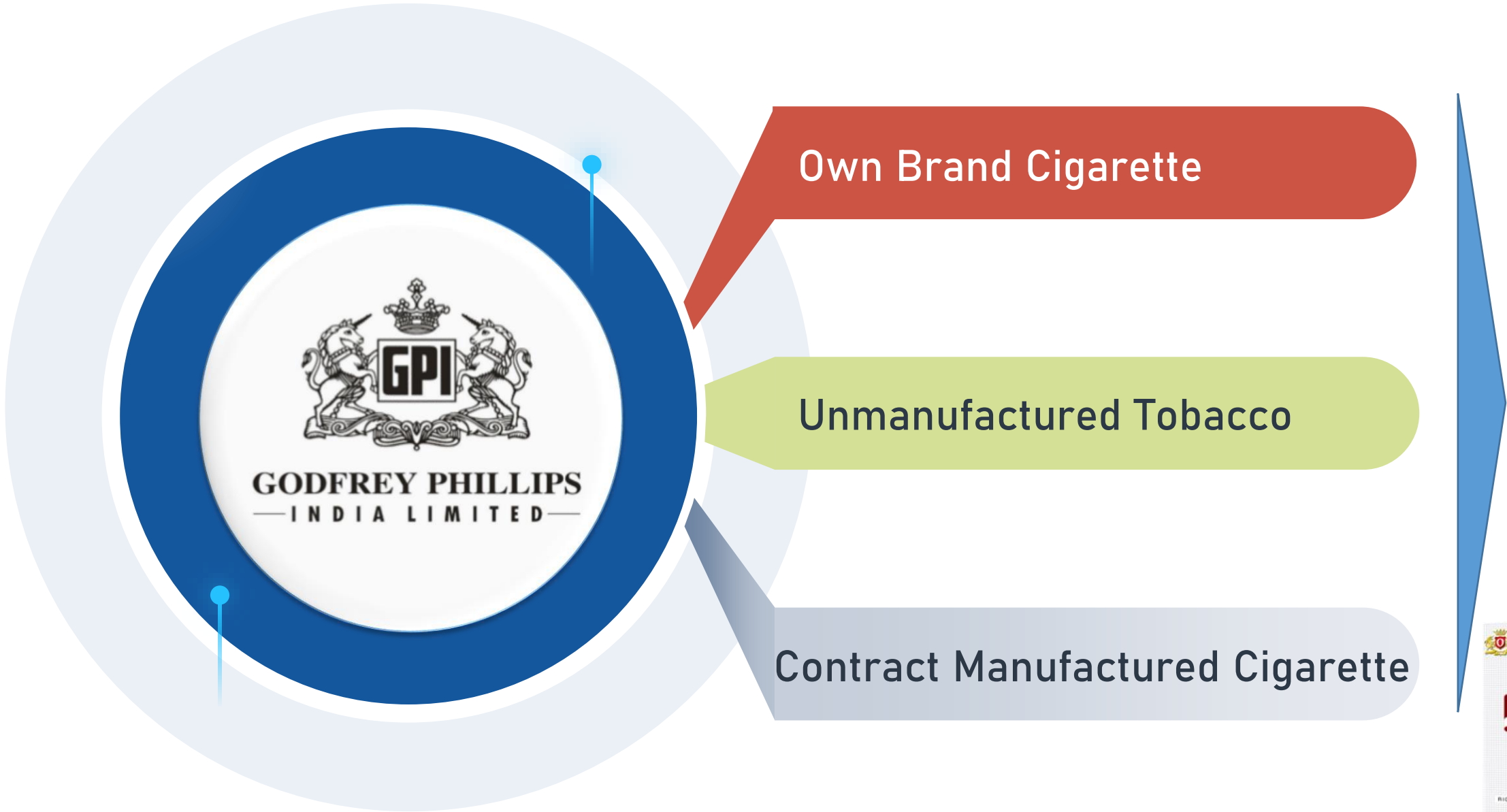
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on existing cigarettes export markets to enhance own brand sales
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Growth Priorities – International Business Division



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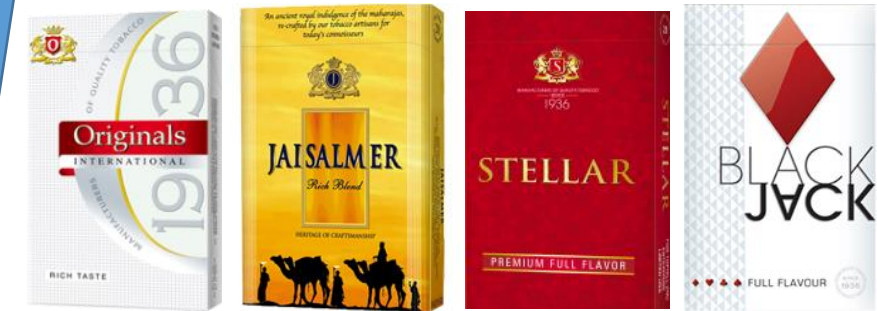
Build on existing contract manufactured cigarettes export markets and augment unmanufactured tobacco business



Rs. 955 Cr
In FY23 Gross Sales Value

23%
Contribution to FY23 Net Sales

Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe in around 40 countries



TFS

- The 24Seven chain of convenience stores offer daily needs groceries, ready-to-eat foods, beverages, cosmetics and personal care products, music and movies, magazines, domestic and international courier services, instant photo development, bill payments, mobile phone recharges, movie tickets and several other offerings
- The Company has set up a base kitchen in Faridabad (Delhi NCR) to prepare all kinds of ready to eat food items in a highly quality controlled environment.

FY23
Gross Sales
Rs. 483 crore
(19% growth)

146
**stores/
kiosks**

Confectionery

Funda Goli

- With the introduction of the Funda Goli range of candies, GPIL established a niche for itself as a unique confectionery brand
- Funda Goli's fun range includes flavours like Kachha Aam, Refreshing Green Apple, Mast Guava, Orange Mints and Slurpy Lychee

Imli Naturalz

- First of its kind candy with natural ingredients and distinguished taste

Funda C

- First of its kind candy proposition with Vitamin C

Funda Gum Shums

- Cool new mint gum test launched recently



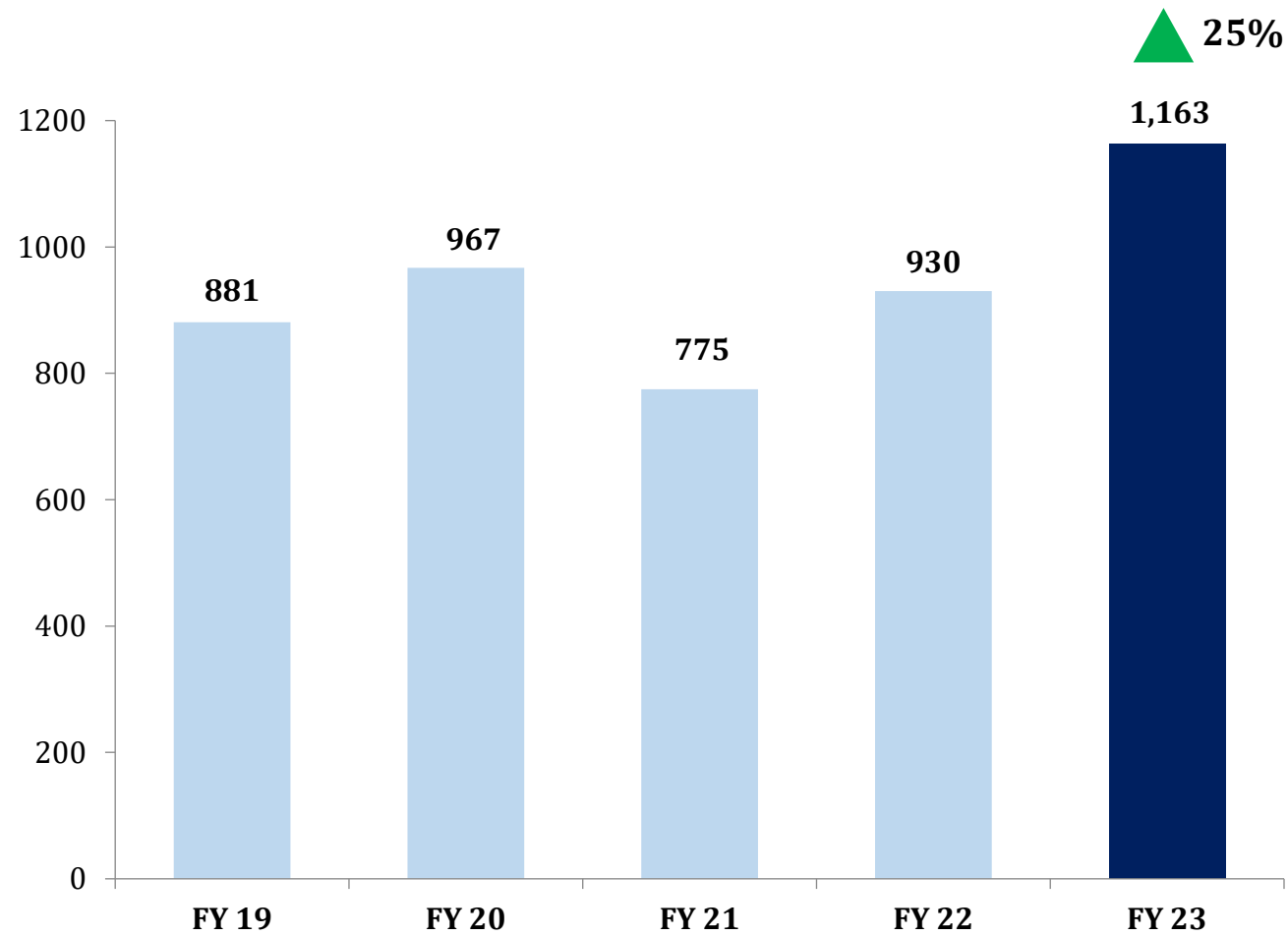
Gross Sales:
Rs. 36 crore

Cigarette Domestic Volume

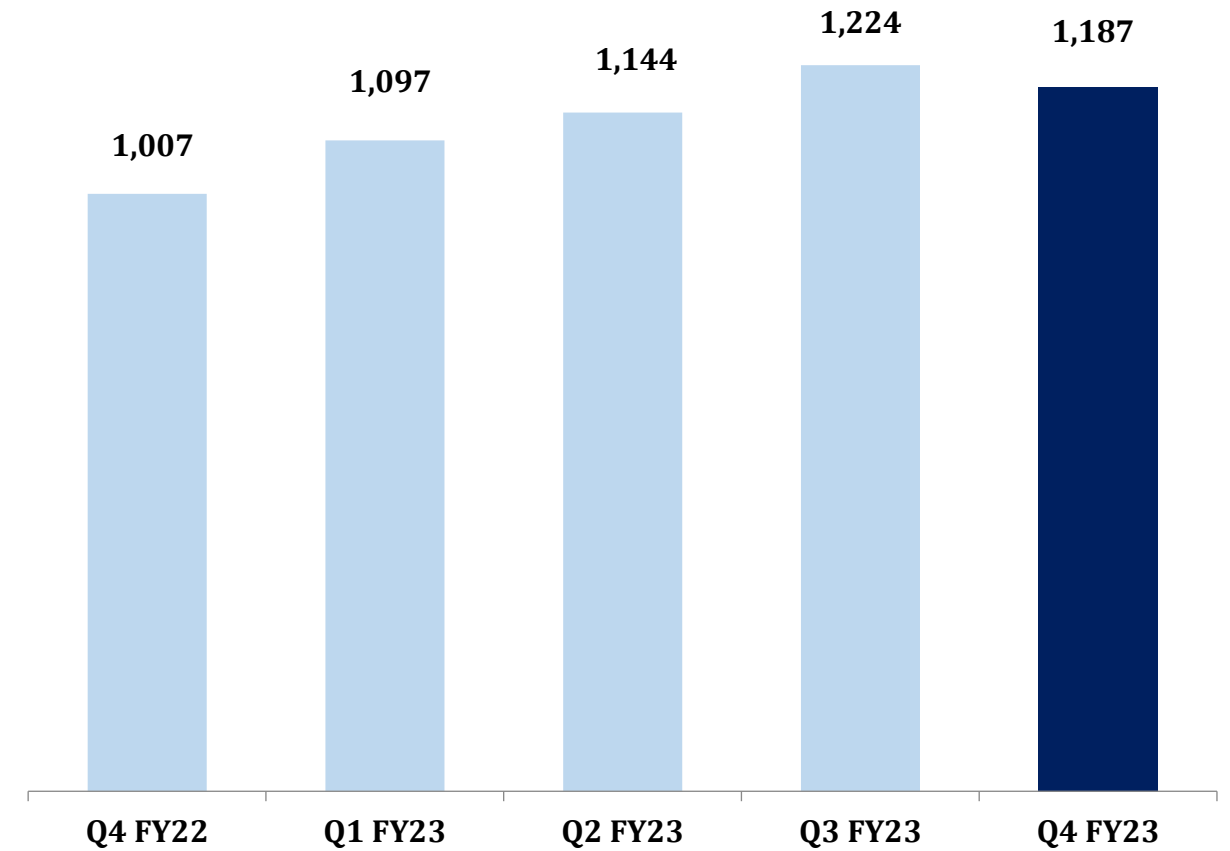


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Annual Volumes (million per month)



Quarterly Volumes (million per month)



FY23 Financial Summary

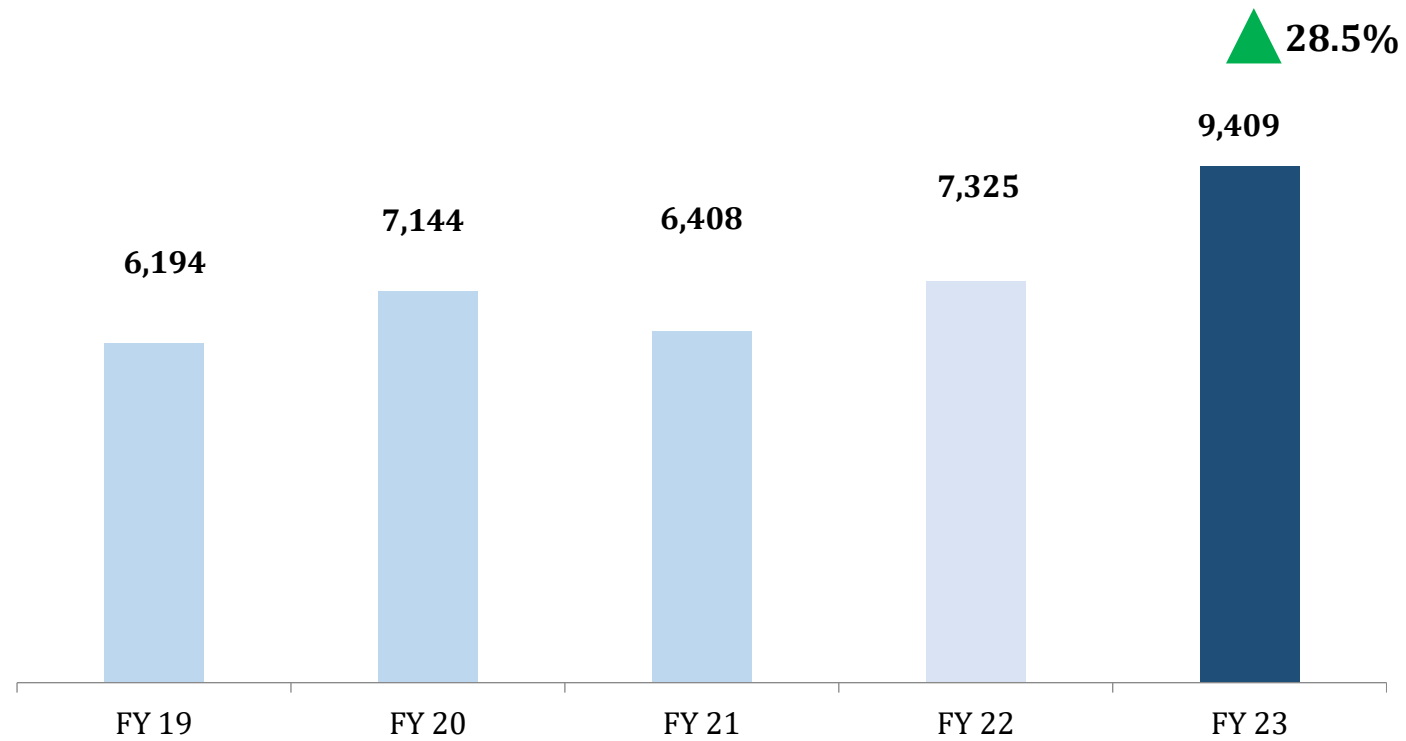


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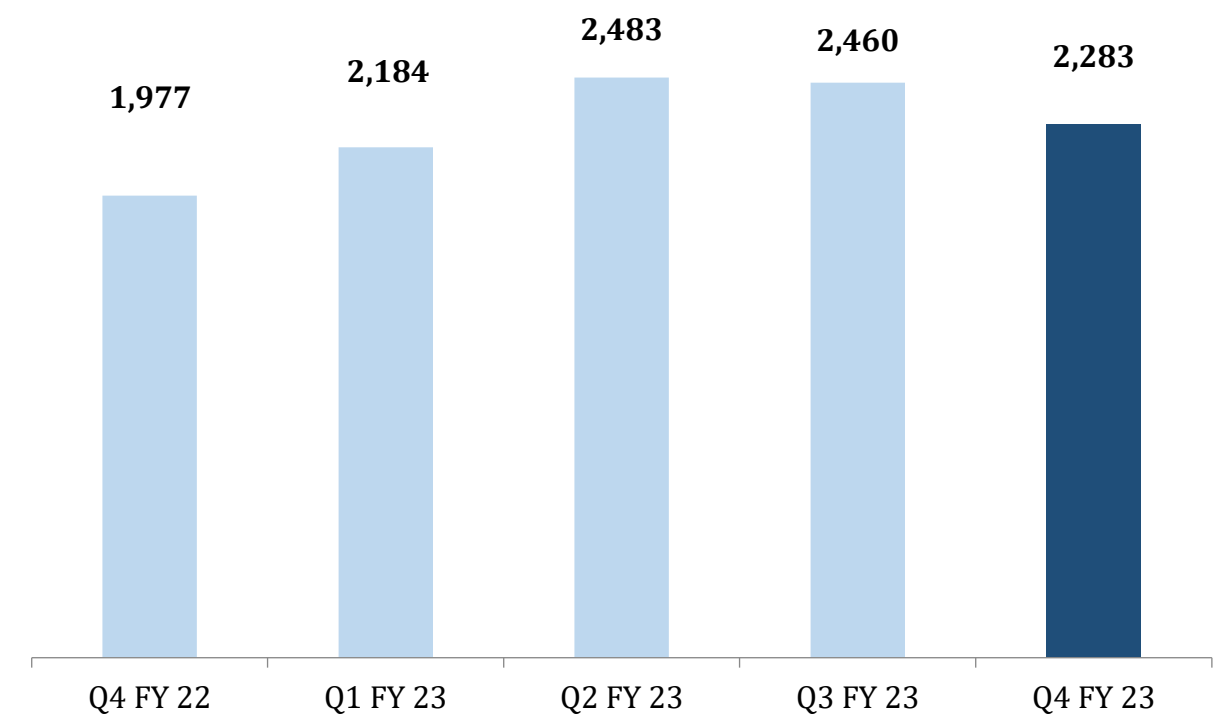
Rs. Crore		Standalone							Consolidated			
		Q4 FY23	Y-o-Y%	Q4 FY22	Q3 FY23	Q-o-Q%	FY23	Y-o-Y%	FY22	FY23	Y-o-Y%	FY22
1	Gross Sales income	2283	15.5%	1977	2460	(7.2)%	9409	28.5%	7325	9411	28.2%	7339
2	Gross Revenue	975		851	1110		4258		3215	4260		3229
	Less- Excise duty	178		129	193		697		541	697		541
	Net Revenue	797	10.4%	722	917	(13.1)%	3561	33.2%	2674	3563	32.6%	2688
3	COGS	387	13.5%	341	452	(14.4)%	1781	45.4%	1225	1781	45.3%	1226
4	Gross Profit	410	7.6%	381	465	(11.8)%	1780	22.8%	1449	1782	21.9%	1462
	% to Sales	18.0%		19.3%	18.9%		18.9%		19.8%	18.9%		19.9%
5	Employee Benefits	69	38.0%	50	78	(11.5)%	284	13.1%	251	308	10.8%	278
	% to Sales	3.0%		2.5%	3.2%		3.0%		3.4%	3.3%		3.8%
6	Other expenses (Net)	184	10.2%	167	184	0.0%	694	21.5%	571	670	21.6%	551
	% to Sales	8.1%		8.4%	7.5%		7.4%		7.8%	7.1%		7.5%
7	EBITDA (Operating)	157	(4.3)%	164	203	(22.7)%	802	27.9%	627	804	27.0%	633
	% to Sales	6.9%		8.3%	8.3%		8.5%		8.6%	8.5%		8.6%
8	Net Profit/(Loss)	115	10.6%	104	182	(36.8)%	608	40.7%	432	607	38.6%	438
	% to Sales	5.0%		5.3%	7.4%		6.5%		5.9%	6.4%		6.0%

1 Margins are calculated based on Gross Sales Value

Gross Sales Value – Annual (Rs. Crore)



Gross Sales Value – Quarterly Standalone (Rs. Crore)



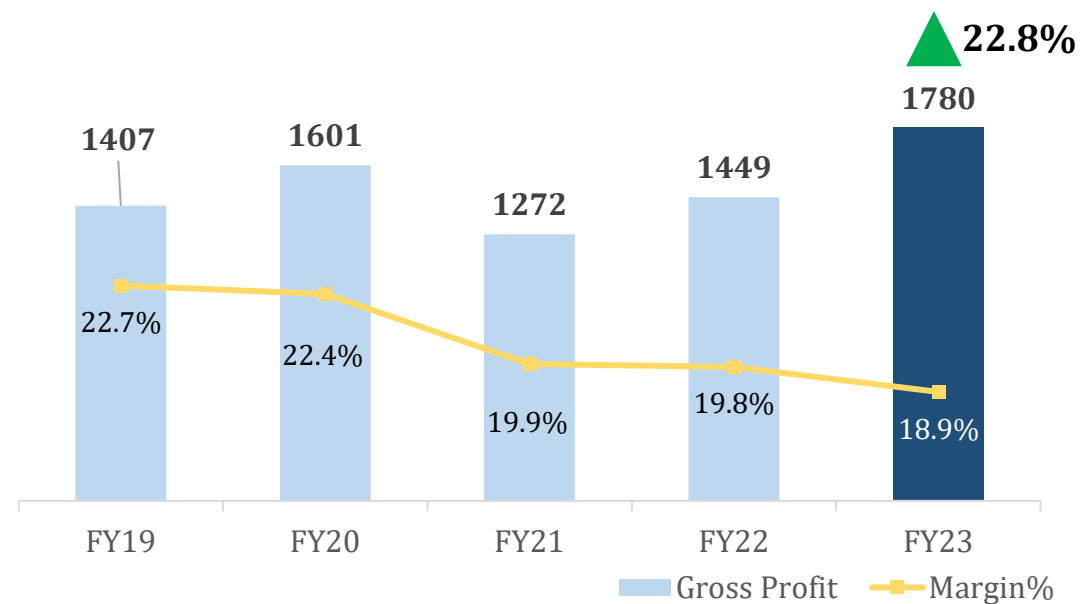
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess and VAT as applicable in the corresponding reporting period

Gross Profit and Net Profit Contribution

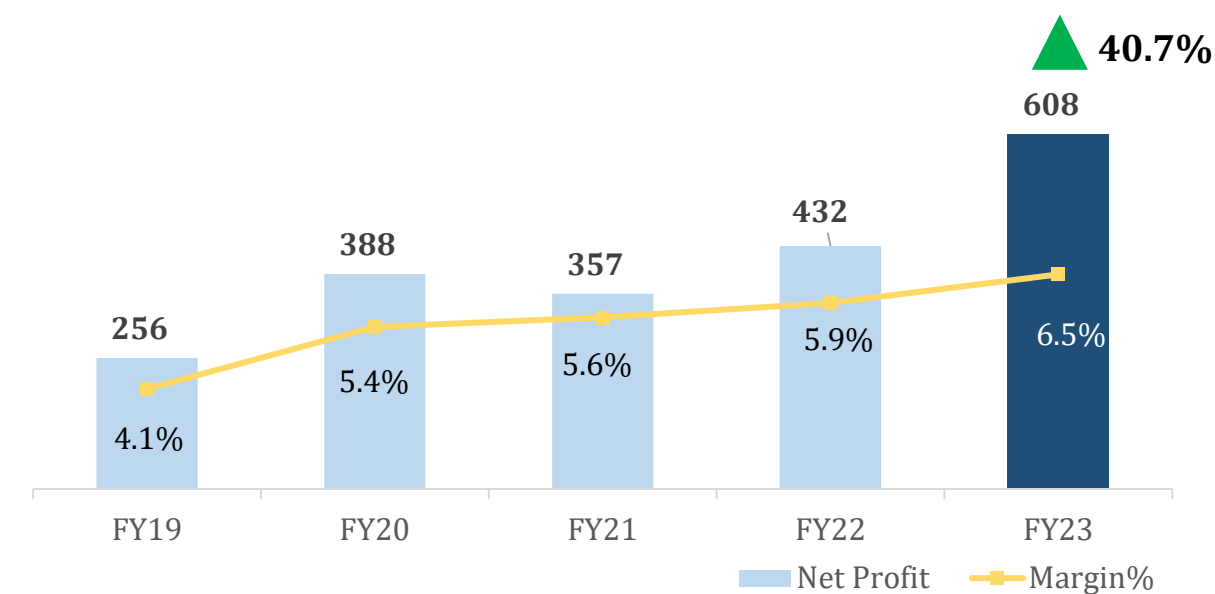


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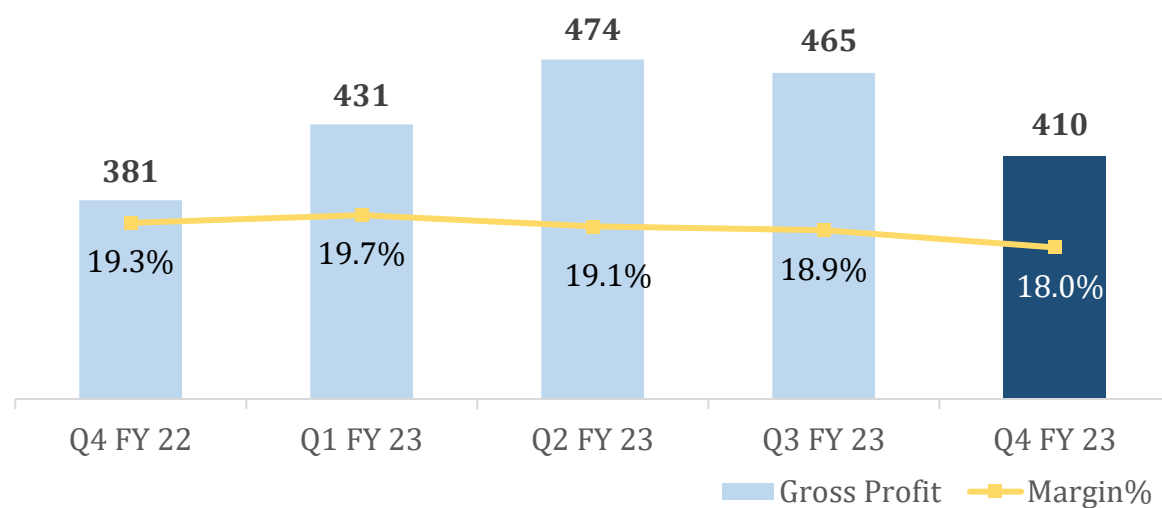
Gross Profit (Rs. Crore) and Margin (%)



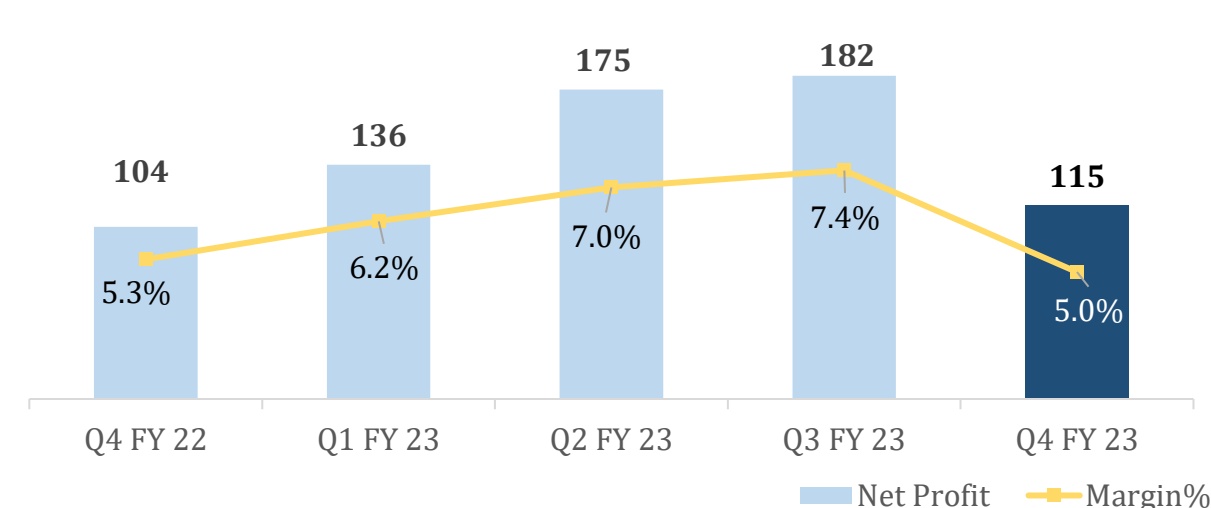
Net Profit (Rs. Crore) and Margin (%)



Gross Profit (Rs. Crore) and Margin (%)



Net Profit (Rs. Crore) and Margin (%)



Focus on People as single largest priority



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1

Building Culture of Performance

Recognizing high performance and augmenting talent quotient with productivity building measures

2

Capability Building

Skilling and reskilling initiatives on an accelerated path to drive up the organization skill pool

3

Holistic Wellbeing

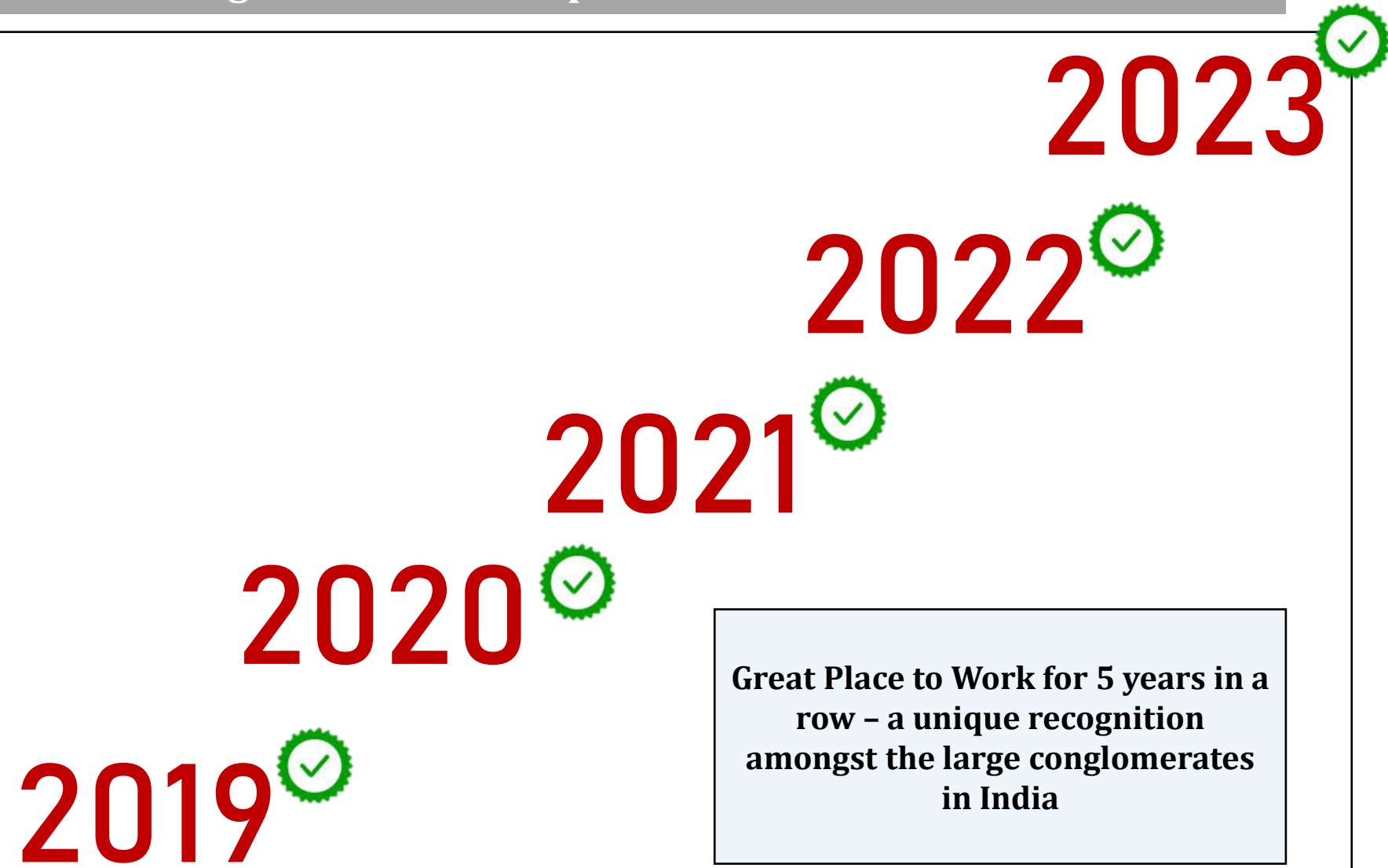
Workshops and interactions with employees to ensure physical and mental wellbeing

GPI as Great Place to Work – consistently for 5 years in a row



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Godfrey Phillips India was again recognized as a Great Place to Work for in March 2023; the journey started in May 2019 and continues till date – reinforcing our belief of ‘People First’



Great Place to Work for 5 years in a row – a unique recognition amongst the large conglomerates in India

ESG is not new to GPI; In FY'23, all initiatives were consolidated within the ESG framework



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- GPI has a rich ESG legacy with significant work done in past
- In FY'23, the ESG journey commenced in a structured manner

- 'People First' and strong principles of corporate governance are core elements of GPI's philosophy

- Environment is a key pivot in GPI operations and many resource conservation projects were delivered in past; going forward, ESG is being integrated into all workstreams

Community Development Program for Burley Tobacco Farmers

Program Objective : Tobacco is the core component of Company's product.

The marginalized farmers community need to be protected to ensure

- Sustainable livelihood for community Company operates in
- Tobacco farming for business sustainability
- Business growth as crop quality and output
- Stakeholder management as programs in partnership with Govt. bodies and Tobacco Board

Context: Area falls under drought prone area and the poor farmers/labourers are caught in the trap of seasonal employment, low income leading to lower bargaining power, increased debts and downward trend in labour prices. These issues drive larger community issues such as low access to safe potable water as the region has high fluoride content, lack of community sanitation and hygiene, limited access to education and skills beyond farming, and with non-availability of social protection, the children of farmers & labourers' get pushed into child labour. GPI program addresses these elements.

Program Goals

- Short term goals are to ensure farming efficiencies so that we can provide sustainable livelihood from tobacco farming.
- Long term plans, a necessity for sustainable business, look at water and environment conservation to manage climate change that impact agriculture.

290 villages have now been identified in total (an increase from 156) for outreach in the districts Leaf Division operates out of.

The social initiatives of Godfrey Phillips are in line with the UN SDG's for livelihood, education, water & sanitation, environment and climate change.



Initiatives under Community Development Program for Burley Tobacco Farmers



Elimination of Child Labour

- 70 Child Labour Awareness programs on benefits of education, rewards for attendance



Augmented Earning

- 56 Farmers Development Society for loans, trainings on Good Agricultural Practices for better earnings



Water & Soil Conservation

- Over 35 check dams built
- De-siltations to increase tank capacity and extract fertile top soil
- Pond Developments to increase water table
- 23 acres of biodiverse plantation



Safe Water & Health

- Over 50 Community RO Water Plants
- 45 Health camps annually
- Borewell recharges for RO plants
- Waste water usage of RO plants





GODFREY PHILLIPS
—INDIA LIMITED—

Godfrey Phillips India Limited

CIN: L16004MH1936PLC008587

Registered Office:

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Disclaimer: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Godfrey Phillips India Limited’s (“GPIL” or the Company) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. GPIL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



GODFREY PHILLIPS
INDIA LIMITED

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