

Mumbai, February 03, 2012

**Consolidated Total Income for Q3 FY 2011-12 at ₹ 1520 crore up by 41%**

**Consolidated PBDIT for Q3 FY 2011-12 at ₹ 126 crore up by 34%**

**Consolidated Net Profit for Q3 FY 2011-12 at ₹ 85 crore up by 39%**

Godrej Industries Limited today reported its consolidated financial performance for Q3 & 9M FY 2011-12.

#### Highlights of the consolidated financial results for Q3 & 9M FY 2011-12:

₹ Crore	Q3 FY 2011-12	Q3 FY 2010-11	% increase	9M FY 2011-12	9M FY 2010-11	% increase
Total Income	1520	1076	41%	4322	3171	36%
PBDIT	126	94	34%	370	291	27%
PBT	85	58	46%	245	189	30%
Net Profit	85	61	39%	249	185	35%
EPS (₹) (annualised)	10.65	7.66	39%	10.45	7.75	35%

#### HIGHLIGHTS OF CONSOLIDATED FINANCIAL PERFORMANCE (Q3 FY 2011-12)

- Total Income increased by 41% to ₹1520 crore.
- PBDIT higher by 34% to ₹ 126 crore.
- Profit Before Tax up by 46% to ₹ 85 crore.
- Net Profit increased by 39% to ₹ 85 crore.

#### CHAIRMAN'S COMMENTS

**Commenting on the performance for Q3 & 9M FY 2011-12, Mr. A. B. Godrej, Chairman, Godrej Industries Limited, said:**

*"Q3 FY2012 has been a period of strong performance delivered across all our businesses resulting in a healthy overall growth. Our Oleochemicals business continues to deliver steady and improved results. The agri businesses have been growing at an impressive rate with oil palm and animal feed segments contributing significantly to our results. 'Godrej Seeds & Genetics Limited', our seeds venture, is also shaping up well as we scale up operations.*

*Godrej Properties has had an eventful quarter and the Company finalized three Joint development deals including projects in Nagpur, Pune and Mumbai. Q3 FY2012 also marked the conclusion of the landmark agreement with Godrej & Boyce for all future development on the Vikhroli land parcel. The structure of the deal will prove to be highly value accretive as it*

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*ensures significant risk free cash flow for Godrej Properties. Strong deals traction and a unique business model, which provides real resilience in a down-cycle, paves the way for strong and sustained progress at GPL.*

*Godrej Consumer Products continues to demonstrate firm growth across core categories in the domestic and international markets. I believe that GCPL's strong performance is a reflection of the robustness of their business model, a great team and their ability to efficiently manage risks and challenges. I continue to be very confident of the opportunities for GCPL both in India and overseas.*

*Going forward, through our CREATE strategy, we will continue to strengthen our positions in our core businesses while fostering an inspiring place to work and creating shared value for all our stakeholders".*

### CORPORATE HIGHLIGHTS

#### Chemicals Business (Godrej Industries Limited)

- Revenues up by 23% & 32% in Q3 & 9M FY 2011-12 over Q3 & 9M FY 2010-11 respectively.
- PBIT up by 19% & 52% in Q3 & 9M FY 2011-12 over Q3 & 9M FY 2010-11 respectively.
- Specialty Chemicals revenue grew by 38% & 37% in Q3 & 9M FY 2011-12 over Q3 & 9M FY 2010-11 respectively, accounts for 35% of Chemicals business revenue in 9M FY 2011-12 respectively.
- Export revenues up by 40% & 53% in Q3 & 9M FY 2011-12 over Q3 & 9M FY 2010-11, respectively, accounts for 44% of Division's turnover in 9M FY 2011-12.
- The Board at its meeting today approved the revised capex of ₹ 296 crore plus interest during construction and other charges which need to be capitalized. The increased capex is mainly on account of increased scope of the plants, additional activities / expenses on account of creating facilities in a low-lying land area and inflation in material costs related to construction.

#### Business Highlights – Godrej Consumer Products Limited (GCPL)

- Revenues, EBITDA and PAT at ₹ 1344 crore, ₹ 272 crore and ₹ 167 crore up by 36%, 59% and 41% respectively in Q3 FY 2011-12 over Q3 FY 2010-11.
- GCPL enters into an agreement to buy majority stake in Cosmetica Nacional, further expanding its leading presence in hair colours in attractive markets in Latin America.
  - Cosmetica Nacional enjoys market leadership in Chile and Panama in the hair colourants category.
  - Exporting to 7 countries in the region, it will serve as an effective platform for further penetration of GCPL's portfolio into the LatAm Region.
  - Move is in line with GCPL's global 3x3 strategy targeting strong regional assets in the emerging world.

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## Business Highlights – Godrej Properties Limited (GPL)

- National developer – presence in 12 cities.
- GPL signed three new deals in Q3 FY 2011-12 at Bengaluru, Pune and Mumbai totalling to nine new deals upto 9M FY 2011-12.
- Entered into private equity agreement with SUN-Apollo India Real Estate Fund, LLC by diluting 49% equity stake in a subsidiary in Gurgaon.
- Signed an agreement with Godrej & Boyce to act as development manager for entire Vikhroli land.

## Business Highlights – Godrej Agrovet Limited (GAVL)

- Excellent Third Quarter performance with sales increasing by 27% in Q3 FY 2011-12 over Q3 FY 2010-11.
- PBIT increases by 48% to ₹ 32 crore in Q3 FY 2011-12.
- Animal Feed sales for Q3 FY 2011-12 increased by 37%; volumes grow 22%.
- Oil Palm sales increases by 90% in Q3 FY 2011-12; Fresh Fruit Bunches (FFB) volumes grow by 64%; 4700 new hectares brought under cultivation in 9M FY 2011-12.
- Agri inputs sales increase 23% in Q3 FY 2011-12.
- Godrej Tyson JV plans to expand processing capacity.

### About Godrej Industries Limited

Godrej Industries Ltd. is part of the Godrej group, one of the leading business groups in India and is in the businesses of Oleo-chemicals, surfactants, finance & investments and estate management. It has substantial interests in several industries including property development, oil palm plantation, animal feeds and agro-products, poultry, personal care and household care, confectionery, etc., through its subsidiaries, associate companies and joint ventures.

For more information on the Company, please log on to [www.godrejinds.com](http://www.godrejinds.com)

### 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 industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.”*

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