

Mumbai, February 6, 2013

**Consolidated Total Income for Q3 FY 2012-13 at ₹ 1854 crore up by 22%**

**Consolidated PBDIT for Q3 FY 2012-13 at ₹ 233 crore up by 85%**

**Consolidated PBT for Q3 FY 2012-13 at ₹ 196 crore up by 130%**

**Consolidated Net Profit for Q3 FY 2012-13 at ₹ 179 crore up by 112%**

Godrej Industries Limited today reported its consolidated financial performance for Q3 & 9M FY 2012-13.

#### HIGHLIGHTS OF CONSOLIDATED FINANCIAL PERFORMANCE (Q3 & 9M FY 2012-13)

₹ Crore	Q3 FY 2012-13	Q3 FY 2011-12	% increase	9M FY 2012-13	9M FY 2011-12	% increase
Total Income	1854	1520	22%	5725	4322	32%
PBDIT	233	126	85%	478	370	29%
PBT	196	85	130%	348	245	42%
Net Profit	179	85	112%	298	249	20%

#### CHAIRMAN'S COMMENTS

**Commenting on the performance for Q3 & 9M FY 2012-13, Mr. A. B. Godrej, Chairman, Godrej Industries Limited, said:**

*"It gives me pleasure to share that we have performed well at the consolidated level despite a challenging macro-economic environment.*

*Our Agri businesses continue to report healthy numbers with animal feed segment supporting strong growth during the quarter. Our seeds venture, 'Godrej Seeds and Genetics Limited', has witnessed encouraging response and through focused efforts we are confident of building this business significantly. A strategic development at GAVL, in Q3 FY13, was introducing Temasek as an investor and a partner. We believe that this will prove to be highly beneficial given their global credentials, knowledge of agribusiness and excellent track record.*

*Godrej Properties, our real estate subsidiary, has been strategically developing presence in crucial markets and adding value accretive transactions to its portfolio which has translated into firm growth witnessed during the period under review. Well-defined growth plans, differentiated*

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*business model and strong execution capabilities form the solid base that give us the confidence for realizing future potential of the sector.*

*At Godrej Consumer Products, focus on core categories in the domestic and international markets helped register robust numbers for the quarter. As we channelize resources to optimum utilization for fulfilling the 3 x 3 strategy, we foresee this business as poised to demonstrate persistent growth going forward.*

*The performance of the Chemicals business continued to be impacted due to difficult global economic environment and also on account of raw material price fluctuation and scheduled maintenance shut down expenditure. We believe that these challenges are transitory.*

*I am pleased to inform you that in the recently published Brand Trust Report, 2013 Godrej has been ranked the 6<sup>th</sup> most trusted brand in India, up five places from last year. This ranking is a strong endorsement for brand Godrej and the trust consumers have espoused in us.*

*In a tough operating environment, our endeavor will be to focus on our 'CREATE' approach that allows us to represent the Indian growth story and harness opportunities in a diverse array of businesses. The growth-centric strategy has enabled us to create value over the long-term and we are confident of continuing to deliver value for all our stakeholders going forward."*

### CORPORATE HIGHLIGHTS

#### **Chemicals Business (Godrej Industries Limited)**

- Revenue for Q3 FY 2012-13 at ₹ 302 crore and 9M FY 2012-13 at ₹ 996 crore.
- PBIT for Q3 FY 2012-13 at ₹ (4) crore and 9M FY 2012-13 at ₹ 45 crore.
- The performance of the Chemicals business continued to be impacted due to difficult global economic environment and also on account of raw material price fluctuation and scheduled maintenance shut down expenditure.
- Exports at ₹ 105 crore in Q3 FY 2012-13.
  - 35% of Q3 FY 2012-13 Chemicals business revenue comes from Exports.

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

- Indian Sub-continent business grew 20% with strong growth across the categories.
- International business grew 34% with strong growth across geographies.
- Four brands featured in the top 100 Most Trusted Brands 2012 by Brand Equity.
  - Goodknight, Cinthol, Godrej No.1, Godrej Expert Powder Hair Colour.
- Declared third interim dividend of ₹ 1 per share in FY 2012-13.

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## Business Highlights – Godrej Properties Limited (GPL)

- Demonstrated strong momentum in ongoing sales.
- Total booking area is 1.04 million sq. ft. in Q3 FY 2012-13 over 0.57 million sq. ft. in Q3 FY 2011-12.
- Total booking value of ₹ 672 crore in Q3 FY 2012-13 over ₹ 364 crore in Q3 FY 2011-12.
- 5 new projects with 4.3 mn sq. ft. saleable area added to the portfolio in FY 2013 YTD.
- **Awards and Recognitions**
  - Platinum Award for Excellence from Construction World.
  - Brand Excellence Award in real estate category at the Zee Business Awards.
  - 3 awards at CNBC Awaaz Real Estate Awards, 2012 - Godrej Garden City, Best Residential Project in Ahmedabad; Godrej Prakriti, Best Residential Project in Kolkata; Godrej Waterside, Best Commercial Project in Kolkata.
  - Best Upcoming Township – Godrej Anandam, Nagpur from My FM, Dainik Bhaskar and CREDAI Nagpur.

## Business Highlights – Godrej Agrovet Limited (GAVL)

- Total Income and PBIT at ₹ 786 crore and ₹ 30 crore; up by 25% and lower by 4% respectively in Q3 FY 2012-13 over Q3 FY 2011-12.
- Animal Feed sales for Q3 FY 2012-13 increased by 37%.
- Oil Palm sales decreased by 15% in Q3 FY 2012-13. Sales declined due to lower oil prices and lower volumes on account of weak rainfall in key areas.
- Agri inputs sales were flat in Q3 FY 2012-13 due to weak monsoon impacting cropped areas in Rabi.

**- ENDS -**

### 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 Oleochemicals, 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, etc., through its subsidiaries and associate companies.

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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