



CREATING VALUE FOR A
BRIGHTER FUTURE



Q1 FY 2011-12 - PERFORMANCE UPDATE

July 30, 2011

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

- Consolidated results
 - Financial Highlights
 - Segment Performance
- Business Performance
 - Performance highlights incl. Subsidiaries, JVs and Associates
- Other information

CONSOLIDATED RESULTS – FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHTS (CONSOLIDATED)

Particulars (₹ Crore)	Q1 2011-12	Q1 2010-11	% Growth
Total Income #	1333	1011	32%
PBDIT *	94	77	23%
Depreciation	14	13	
Interest	29	20	
PBT *	51	44	16%
PAT	71	49	46%

* Incl. exceptional items but excl. prior period and extraordinary items.

Incl. other income and exceptional items.

BALANCE SHEET (CONSOLIDATED)

₹ Crore

Liabilities			Assets		
	30-06-11	31-03-11		30-06-11	31-03-11
Capital* + Reserves	2369	2327	Net Fixed Assets**	1173	1166
Debt	1852	1772	Investments	867	789
Def. Tax Liability	50	51	Net Current Assets	2231	2195
Total	4271	4150	Total	4271	4150

* Capital includes Minority Interest

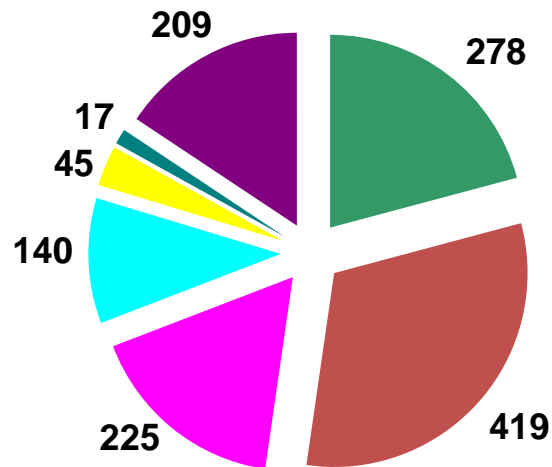
** Net Fixed Assets includes Goodwill on Consolidation

CONSOLIDATED RESULTS : Segment Performance

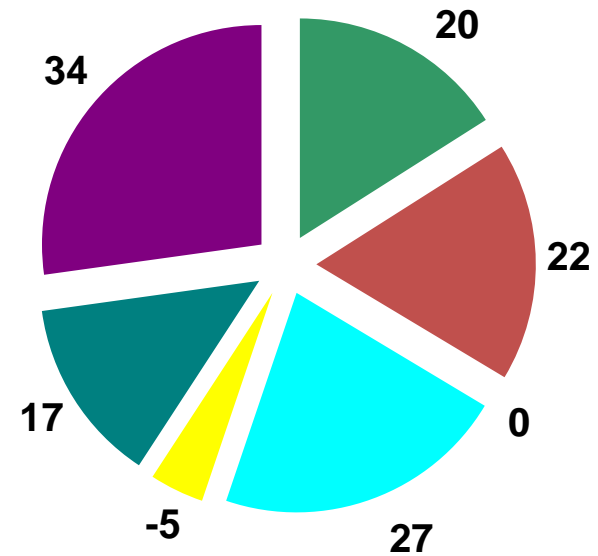
SEGMENT-WISE CONTRIBUTION TO FINANCIALS

Q1 FY 2011-12

Revenue* (₹ Crore)



PBIT (₹ Crore)



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ BEVERAGES & FOODS

■ OTHERS (includes Agri, Oil Palm etc.)

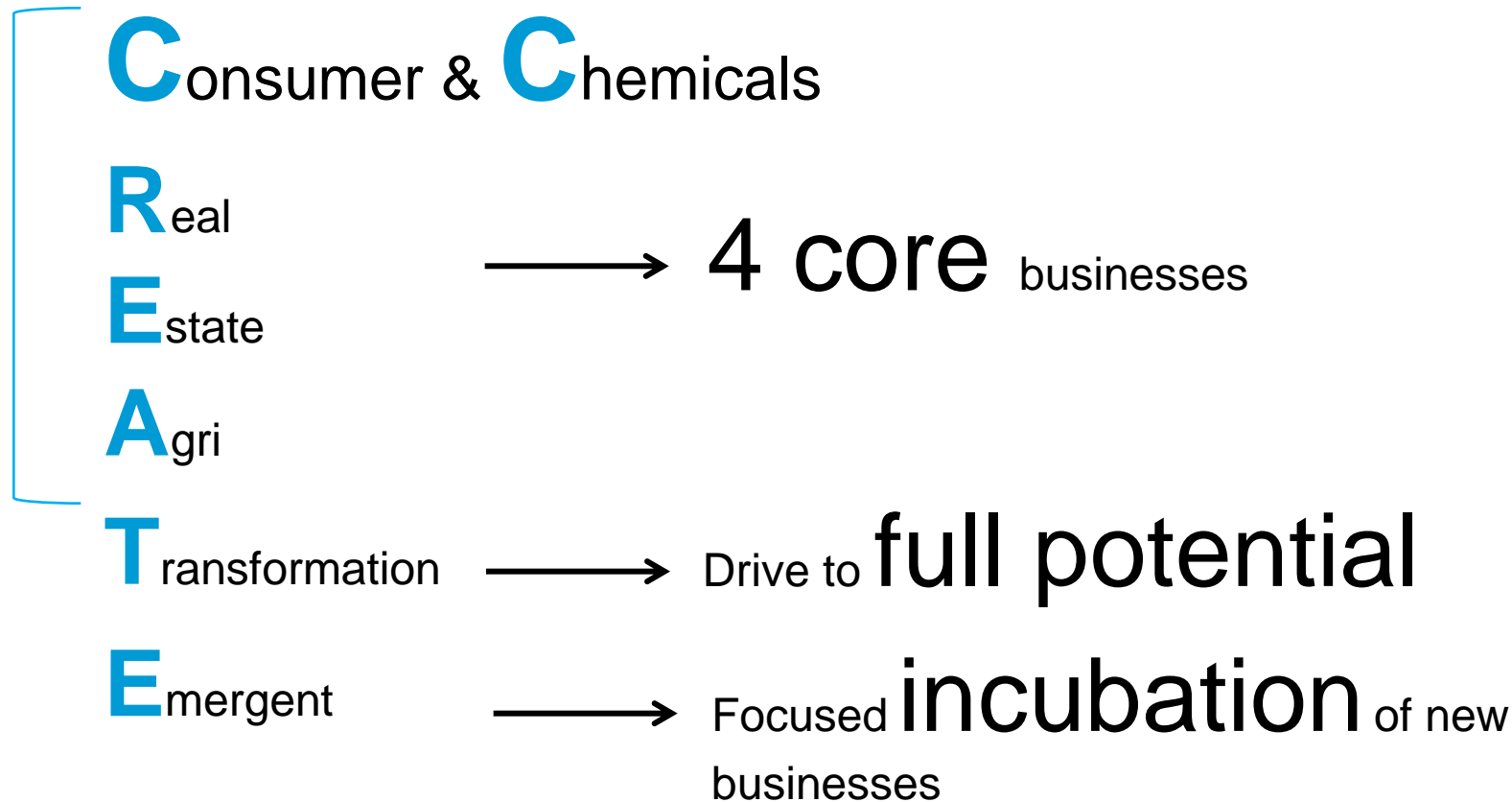
■ ANIMAL FEEDS

■ ESTATE & PROPERTY DEVELOPMENT

■ FINANCE & INVESTMENTS

**BUSINESS PERFORAMCE: Performance Highlights incl.
subsidiaries, JVs and Associates**

OUR “CREATE” GROUP PORTFOLIO STRATEGY



CONSUMER (GCPL)

Consolidated Financial Highlights * : Q1 FY 2011-12

₹ Crore	Q1 FY 2011-12 Amount	Q1 FY 2011-12 growth %
Revenue	998	40%
PBT	307	92%
PAT	239	94%

* Growth numbers include acquisitions during Q1 FY 2011-12

Business Highlights : Acquisition in Q1 FY 2011-12

- Acquired rights for a 51% stake in pan – African leading hair care company, Darling Group Holdings.
 - Darling Group Holdings, through its operating companies in 14 countries of Africa, is the market leader in hair extension products and a pioneer of the category in the region.
 - Darling Group acquisition, to synergize with Kinky business on higher value creation and backward integration benefits.
- International business revenue grew by 93% at ₹ 360 crore, accounts for 36% of GCPL consolidated revenue.
- GCPL declared first interim dividend of ₹ 1 per share (100%).

CONSUMER (GCPL)

Awards and Accolades :

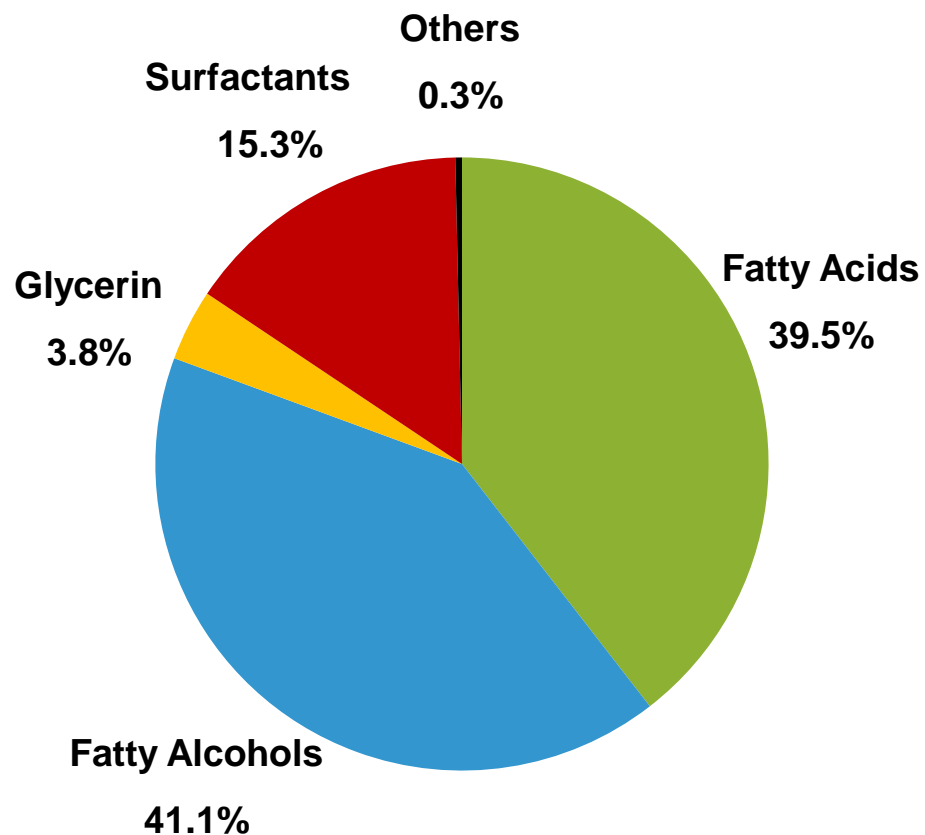
- Ranked No.1 amongst FMCG Sector – India's Best Companies To Work for survey conducted by ET & Great Place to Work Study 2011.
- Ranked amongst top 25 best Employer in Asia Pacific 2011 survey done by Aon Hewitt Study.
- **Good Knight Naturals** was awarded Product of the Year Award 2011.
- Ranked 4th overall by Outlook Business – Aon Hewitt Best Employers 2011.

New launches / Category Highlights :

- Launched “HIT magic paper”, disruptive innovative paper format repellent in Indonesia.
 - Hit magic paper burns for 3 minutes and has residual efficacy up to 8 hrs
- Expert care (herbal based formulation) and Expert advanced (progel formulation) launched successfully.
- Innovative marketing campaigns :
 - “ **Goodknight** ” - “Dhoond ke Dikhao” Challenge
 - “**HIT**” – World Malaria Day 360° activation
- Strong media investments on “**Goodknight**” Advanced Active+ system on “Push Karo Khush Raho” during IPL-4

PRODUCT PORTFOLIO – Q1 FY 2011-12

Revenue distribution by Category



Revenue distribution by Geography



Financial Highlights : Q1 FY 2011-12

- Revenue at ₹ 278 crore up 28% in Q1 FY 2011-12 over Q1 FY 2010-11.

Category	Q1 Revenue growth (%)
Fatty Acids	27%
Fatty Alcohols	40%
Glycerin	18%
Surfactants	9%

- PBIT at ₹ 20 crore up 6% in Q1 FY 2011-12 over Q1 FY 2010-11
 - despite impact of shut down expenses of ₹ 6 crore in Q1 FY 2011-12
- Specialty Chemicals Revenue up 22% in Q1 FY 2011-12 over Q1 FY 2010-11.
 - Specialty Chemicals account for 34% total Chemicals business revenue in Q1 FY 2011-12.
- Exports at ₹ 120 crore up 49% in Q1 FY 2011-12 over Q1 FY 2010-11.
 - 43% of the Chemicals business revenue comes from Exports.

Business Highlights:

- Our new R&D Centre was recognized by the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology, Government of India.

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

	Q1 2011-12	Units
Total Income	135	₹ Crore
PBT	20	₹ Crore
Area sold	0.56	Mn. Sq. ft
Booking value	233	₹ Crore

Business Highlights:

National Developer : Projects in 11 cities across India (residential, commercial, townships).

GPL witnessed considerable momentum in sales in Q1 FY 2011 -12.

- Total Income grew by 83% in Q1 FY 2011-12 to ₹ 135 crore.
- Booking value increased by 70% to ₹ 233 crore in Q1 FY 2011-12 from ₹ 137 crore in Q1 FY 2010-11.
- **“Godrej Garden City”**, township project in Ahmedabad continued to have strong sales with bookings of 0.24 mn sq. ft. during the quarter and 3.3 mn sq. ft. till date.
- **“Godrej Prakriti”**, Kolkata registered a growth of 16% with bookings of 0.12 mn. sq. ft. in Q1 FY 2011-12 from 0.10 mn sq. ft. in Q1 FY 2010-11.
- Joint venture with Group company, Godrej & Boyce for developing residential projects in Hyderabad and Thane.

Business Highlights (contd...):

Commitment to sustainability

- “**Godrej One**”, in Vikhroli, Mumbai received LEED Platinum pre-certification
- Second building in 2011 (after “**Godrej Eternia**” in Chandigarh) to receive a LEED Platinum pre-certification, which is the highest certification available for green buildings.

Demonstrated success in signing new deals via the joint development (JD) model.

- Entered into a JDA with Capsulation Services in Q1 FY 2011-12 to develop 0.10 mn. sq. ft of residential space in Chembur, Mumbai
- GPL to share 47.5% of the area

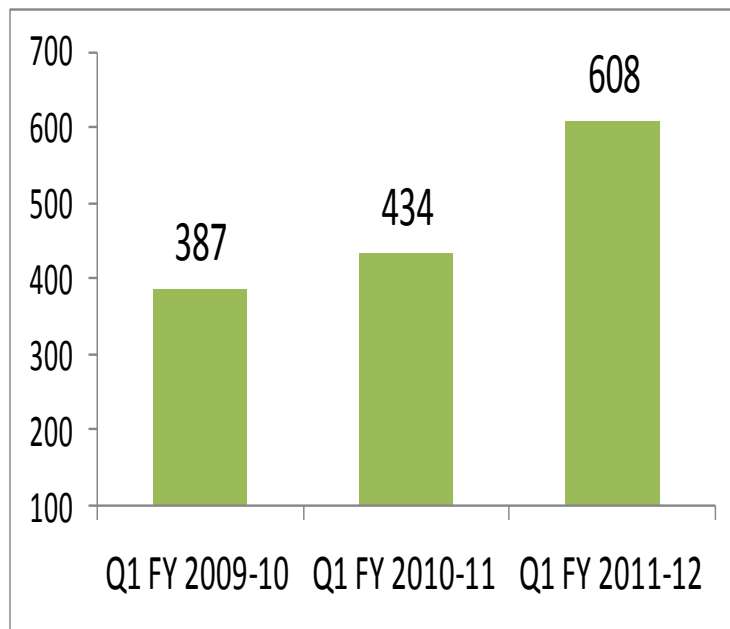
Awards & Recognition

- GPL was named among the “Most Trusted Names” in the Real Estate industry and “India’s Best Marketed Real Estate Company” 2011 by 4Ps Business and Marketing (4Ps B&M) in association with India Council for Market Research (ICMR).
- Ranked 1st in Real Estate Industry and featured in the overall list of Top 100 companies in “India’s Best Companies to Work For” by The Great Place to Work Institute, India, in partnership with the Economic Times for the 3rd consecutive year.

BEST EVER FIRST QUARTER PERFORMANCE BY GODREJ AGROVET

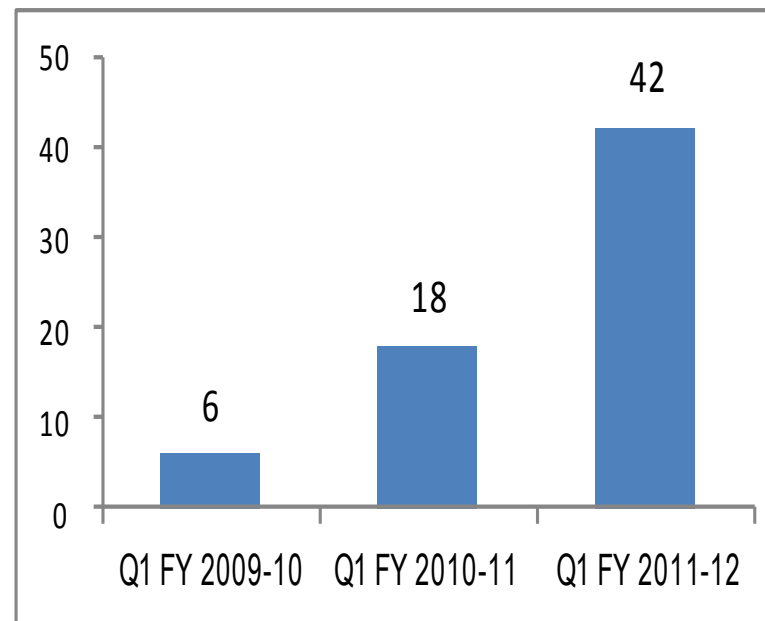
Consolidated results (₹ crore)

Sales



PBIT excl. extraordinary (₹ crore)

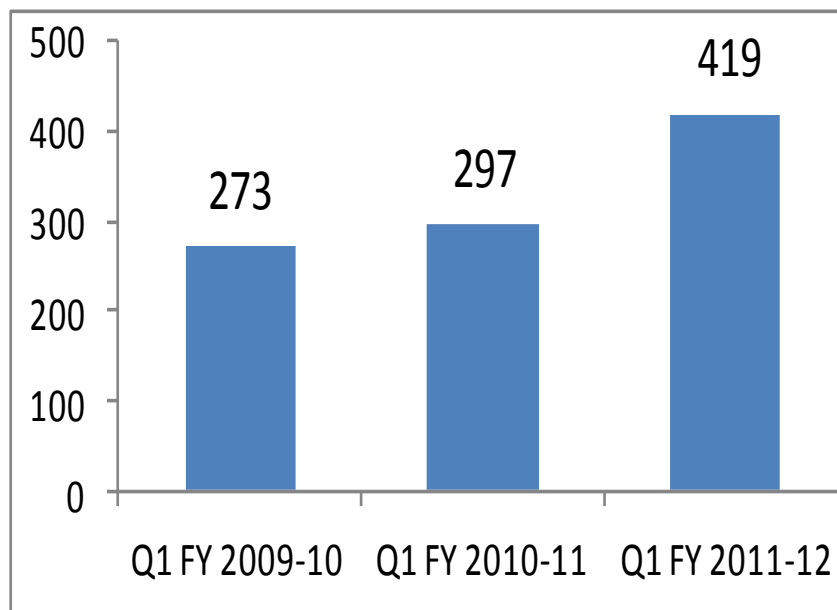
PBIT



- Sales increased by 40% in Q1 FY 2011-12 over Q1 FY 2010-11.
- PBIT increased by 133% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Drip irrigation and seeds business on track for 2nd Quarter launch

ANIMAL FEED SALES VOLUMES HAVE TAKEN OFF

Animal Feed Sales (₹ crore)

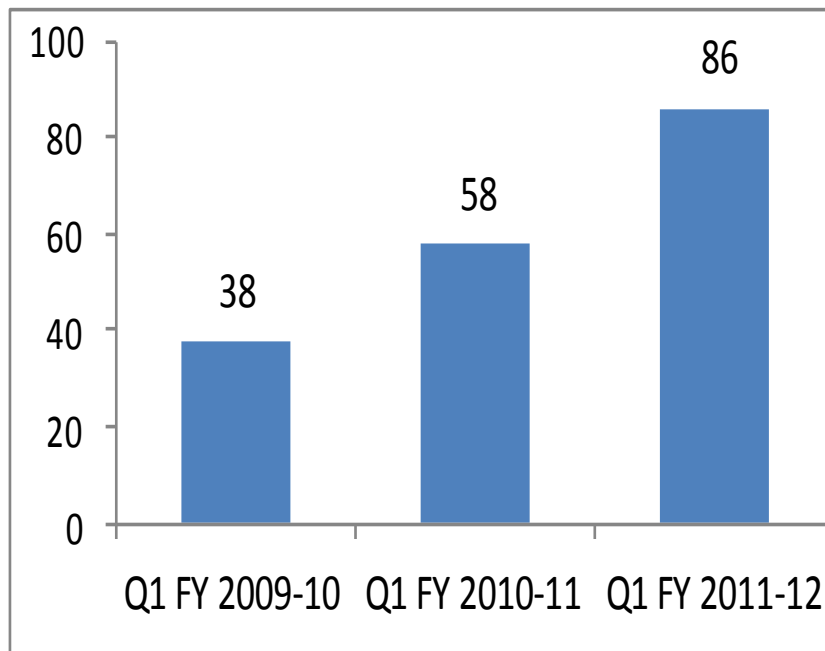


- Sales increased by 41% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Feeds volumes have grown by an aggressive 16%
- Excellent new product performance (Super Star, Summer Kool)
- Additional feed mill capacities coming online across India.



ACI GODREJ (BANGLADESH) IS RAPIDLY GROWING

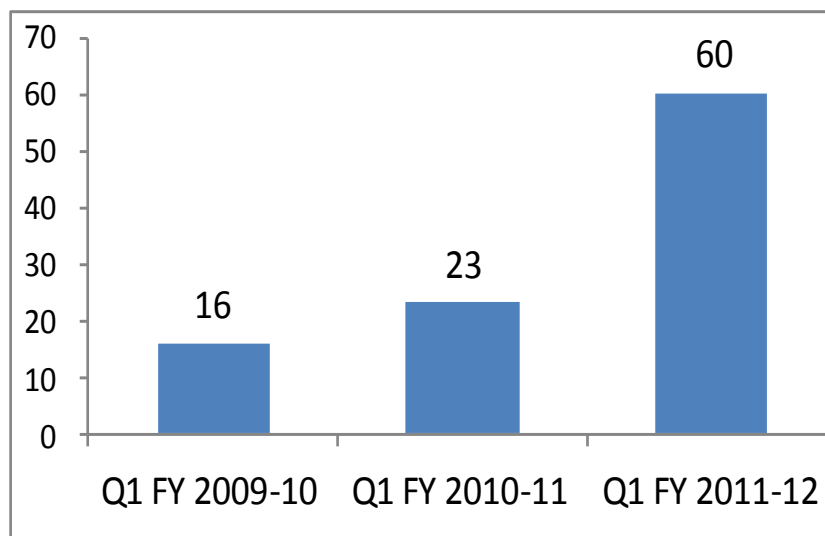
ACI - Godrej Sales (₹ crore)



- Sales increased by 50% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Impact of lower day-old-chick (DOC) prices offset by growth in feed volumes
- Expanding production capacity of breeding farm, feed mills (aqua, poultry)

OIL PALM - SUPERB QUARTER

Oil Palm Sales (₹ crore)

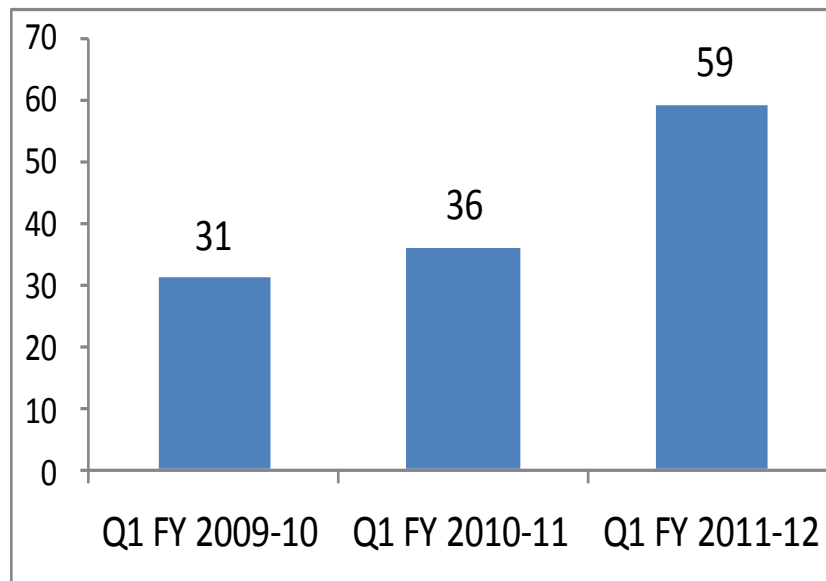


- Sales increased by 159% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Despite softening CPO prices, FFB volumes from maturing plantations have kept Oil Palm growth targets on track.
- Maharashtra Govt. has invited GAVL to introduce oil palm cultivation, allocating Sangli, Kolhapur & Sindhudurg for development.



AGRI INPUTS DRIVING GROWTH FROM NEW PRODUCTS

Agri Inputs Sales (₹ crore)

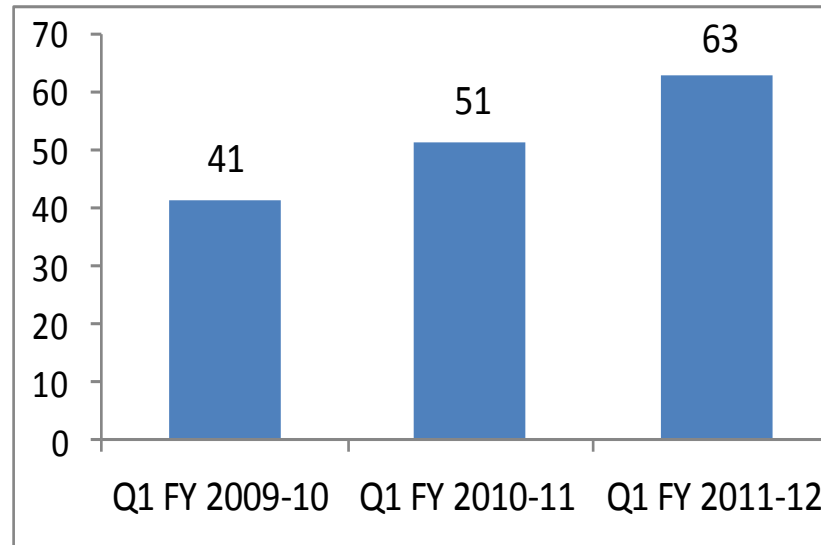


- Sales increased by 63% in Q1 FY 2011-12 over Q1 FY 2010-11.
- **“Hitweed”** sales volumes of 85.4 KL vs. 29.4 KL in FY 2010-11
- HBR sales volumes of 68.6 KL vs. 47.5 KL in FY 2010-11
- New products pipeline on track for FY 2011-12 launches



GODREJ TYSON FOCUSING STRONGLY ON YUMMIEZ

Godrej Tyson Foods Sales (₹ crore)

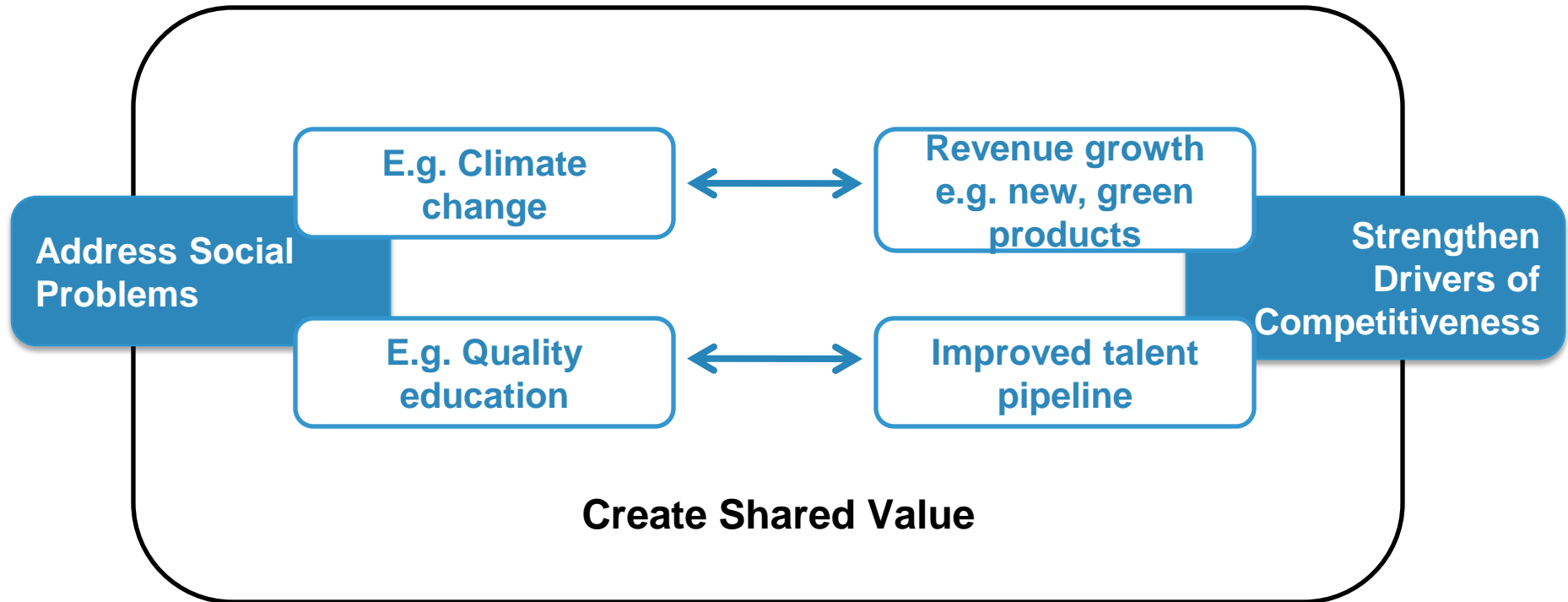


- Sales increased by 24% in Q1 FY 2011-12 over Q1 FY 2010-11.
- “Yummiez” sales volumes of 324 MT vs. 260 MT in Q1 FY2010-11
- Planning to expand processing capacity this year.



TRANSFORMATION

EMBRACING SHARED VALUE ACROSS THE GROUP



The concept of **shared value** can be defined as policies and operating practices that enhance the competitiveness of a company while simultaneously advancing the economic and social conditions in the communities in which it operates.

GROUP WIDE INITIATIVE CALLED 'GOOD & GREEN' HAS BEEN LAUNCHED



Beyond Business: Building a More Inclusive and Greener India

by 2020...

**ensuring
employability**

train 1 million rural
and urban youth in
skilled employment

**creating a
greener India**

achieve zero waste,
carbon neutral, positive
water balance and 30%
renewable energy

**innovating for
good & green**

have a third of our
portfolio revenues
comprising good and/
or green products and
services

GODREJ HERSHEY LIMITED (BEVERAGES & CONFECTIONERY BUSINESSES)

Financial Highlights:

- Sales increased by 11% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Beverages portfolio grew by 15% in Q1 FY 2011-12 over Q1 FY 2010-11.
 - Successful consumer promo on 500 ml pet bottle; 55% growth on Pet bottle portfolio.
 - **Jumpin** sales increased by 14%.
 - **Sofit** and **Xs** sales grew by 8% and 44% respectively.
- **Hershey Syrup / Milk Mix** sales higher by 42% in Q1 FY 2011-12 over Q1 FY 2010-11.
- Oil business up by 37% in Q1 FY 2011-12 over Q1 FY 2010-11.

Business Highlights:

- During Q1 FY 2011-12, Key wholesale outlets activation program run in the south; helped gain in confectionery portfolio, mainly “**Maha Lacto**”
- Two new marketing initiatives launched – **Nutrine Gold Éclairs** and Ben 10 consumer / trade activation for **Maha Lacto**.
 - **Éclair** portfolio grew by 47%; a good run on **Maha Coffee Éclairs**. “**Coffee Éclairs**” stands out as a top brand in Kids genre.
- In Store visibility campaign run for New “**Maha Lacto**” named “**Maha Khoj**”.

NATURES BASKET (FRESH FOOD AND GOURMET STORES)

- Started in 2005 as a fresh food retailer; Morphed into a fine food retailer in 2008.
- Now India's finest Gourmet Retail Chain and a leader in the niche space
 - 14 stores (9 in Mumbai, 3 in Delhi, 1 in Pune & 1 in Gurgaon)
 - Located in premium residential catchments.
 - Caters to up-market urban consumers for authentic world food, ingredients, organic foods, health foods, delicatessen, boulangerie and the finest beverages including wines & beer.
 - Consumers include industrialists, celebrities, models, senior executives & in general, the well to do.
- Products are handpicked from the very best that Europe, Australia, Asia & US have to offer.
- Supply arrangements in place with over 300 suppliers including consolidators, importers, distributors, etc.

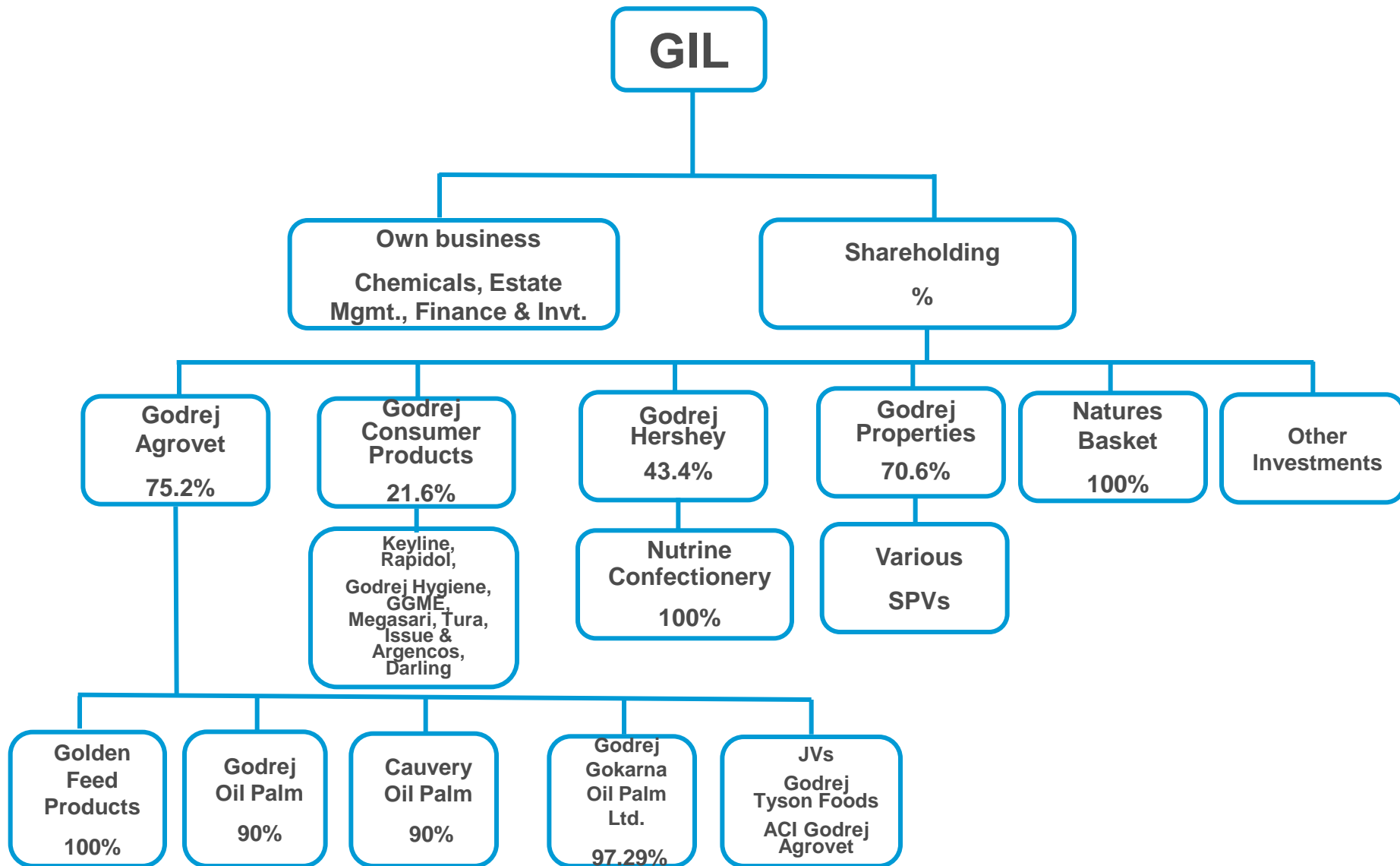
Financial Performance:

- Revenues at ₹ 17 crore in Q1 FY 2011-12 grew by 43% over Q1 FY 2010-11.

OTHER INFORMATION

BUSINESS STRUCTURE

(as on 30th June, 2011)



SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value* of investment (₹ crore)
Godrej Consumer Products	FMCG, Personal and Household Care Products	21.6	495	3,003
Godrej Properties	Real Estate and Property Development	70.6	236	3,646
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry & Oil Palm	75.2	163	
Godrej Hershey	Beverages and Confectionery	43.4	221	
Godrej International	International Trading	100.0	15	
Natures Basket	Fresh Food & Gourmet Stores	100.0	21	
MedQuist (formerly CBay)	Medical Transcription	3.0	31	85
Others	Bio- Technology, KPO, etc.	-	43	
	Total	-	1225	

* as on June 30, 2011

SHAREHOLDING PATTERN AS ON 30th JUNE, 2011

Category	Shares held (nos.)	% of holding
Promoter holding	251,234,174	79.10%
Institutional investors :		
- Mutual funds & UTI	6,546,806	2.06%
- Banks, financial institutional investors & Insurance companies	6,532,481	2.06%
- Foreign Institutional Investors	11,541,723	3.63%
Others :		
- Private corporate bodies	10,756,577	3.39%
- Indian Public	29,802,064	9.38%
- NRI/OCBs	1,211,067	0.38%
Total	317,624,892	100.00%



THANK YOU FOR YOUR TIME AND CONSIDERATION