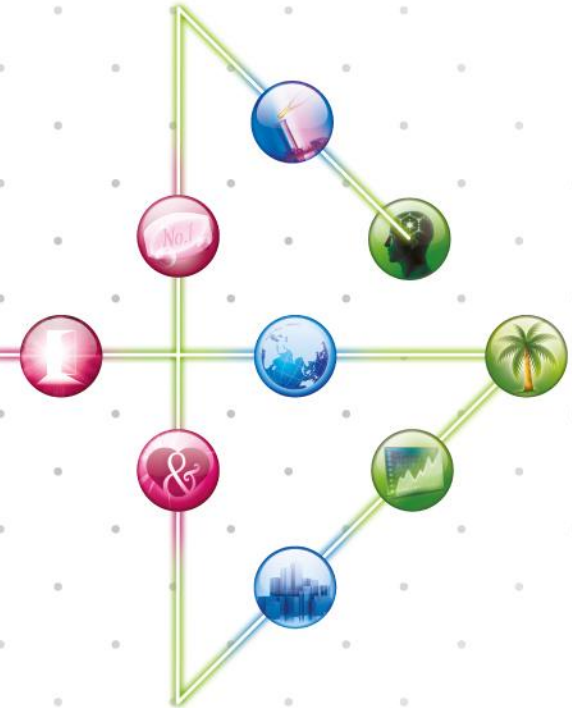


BREAKING
NEW
FRONTIERS



Q1 FY 2012-13 - PERFORMANCE UPDATE

August 11, 2012

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 incl. Subsidiaries, JVs and Associates
- Other information

FINANCIAL HIGHLIGHTS – CONSOLIDATED

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ Crore)	Q1 FY 2012 -13	Q1 FY 2011 -12	% Growth
Total Income *	1,833	1,321	39%
PBDIT *	97	82	19%
Depreciation & Interest	46	43	-
PBT *	51	39	31%
Profit of Associate Company *	28	21	31%
Exceptional Item #	1	42	-
Net Profit *	40	29	38%

** Excluding exceptional items*

Includes profit on sale of long term investments and also a one time exit compensation (Kiwi Brands) received by our Associate Company, Godrej Consumer Products Limited last year

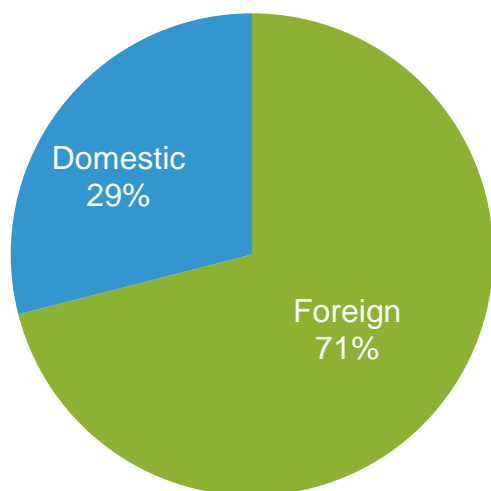
CAPITAL RAISING HIGHLIGHTS: Q1 FY 2012-13

**Godrej Industries Limited Institutional Placement Program (IPP)
oversubscribed 1.67 times**

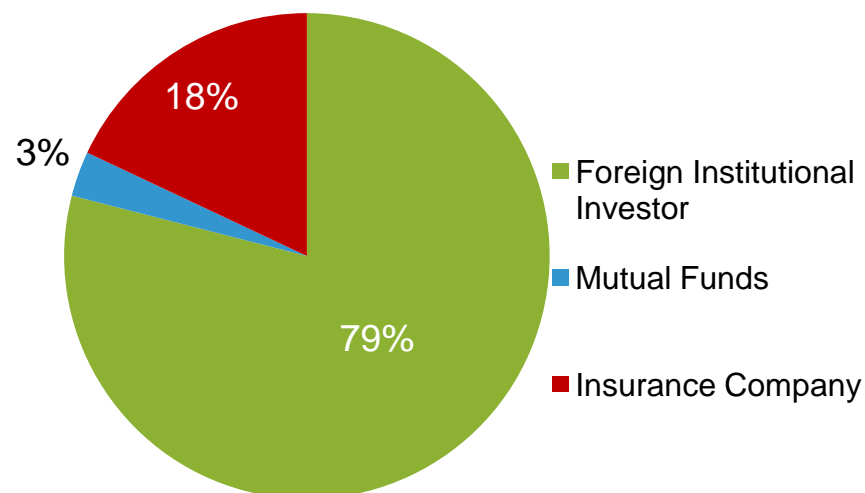
Transaction Summary

Issue Launch Date	July 24, 2012
Allotment Price	₹ 215/- per equity share
Equity Shares Allotted	1,72,33,407
Capital Raised	₹ 370.5 crore

Domestic / Foreign distribution



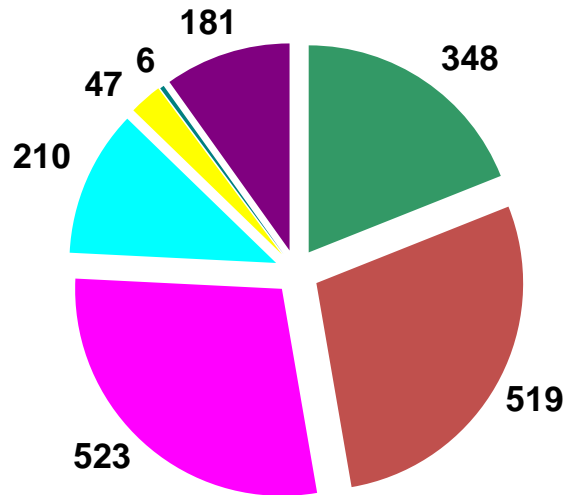
Category wise distribution



CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

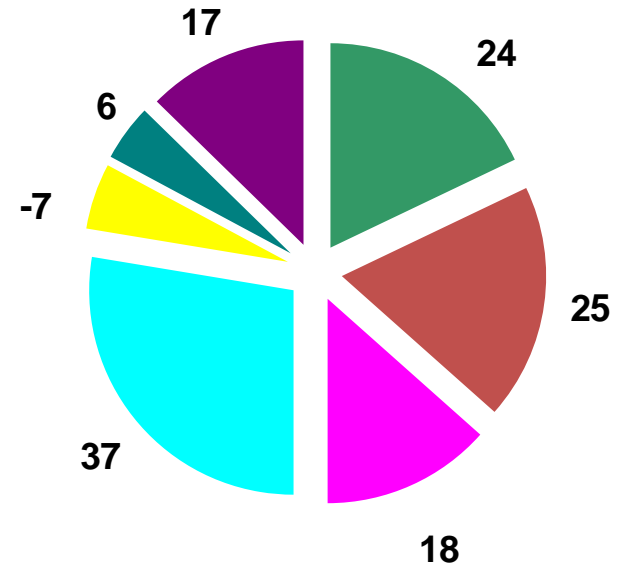
SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY2012-13

Revenue* (₹ Crore)



*net of inter-segment revenue

PBIT (₹ Crore)



■ CHEMICALS

■ VEGOILS

■ BEVERAGES & FOODS

■ OTHERS

■ ANIMAL FEEDS

■ ESTATE & PROPERTY DEVELOPMENT

■ FINANCE & INVESTMENTS

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

OUR “CREATE” GROUP PORTFOLIO STRATEGY

Consumer & **C**hemicals

Real

Estate

Agri

Transformation

Emergent

→ 4 core businesses

→ Drive to full potential

→ Focused incubation of new businesses

CONSUMER (GCPL)

Consolidated Financial Highlights : Q1 FY 2012-13

₹ Crore	Q1 FY 2012-13 Amount	Q1 FY 2012-13 growth %
Net Sales	1,389	39%
EBITDA *	208	42%
Net Profit ^	130	31%

* Without one time exceptional cost in Latin America.

^ Without exceptional items in previous year..

Business Highlights:

- Indian sub-continent sales grew by 23% with market share gains in most categories

Category	Sales Growth	Category Growth
Household Insecticides	27%	8%
Soaps	42%	21%

CONSUMER (GCPL)

Business Highlights (contd...) :

- International operations grew by 68%

Country	Sales Growth	EBITDA growth
Indonesia	40%	18% *
Africa	236%	19%
Latam	94%	3% ^
Europe	17%	13%

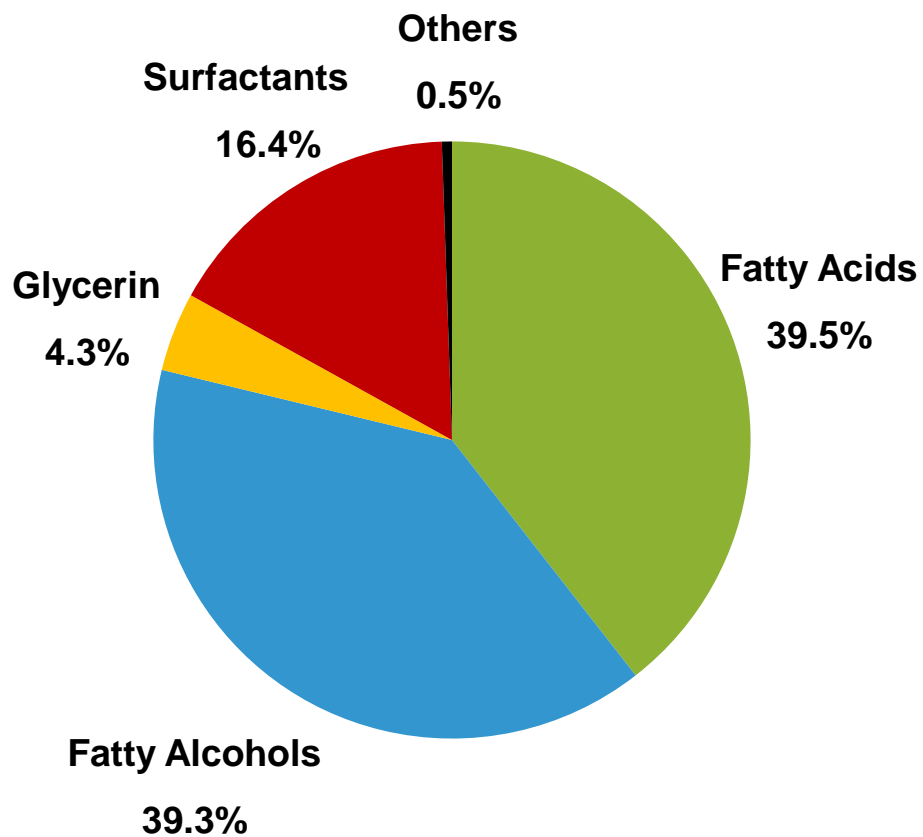
* Before payment of technical and business support fee

^ Without one time exceptional cost in Latin America.

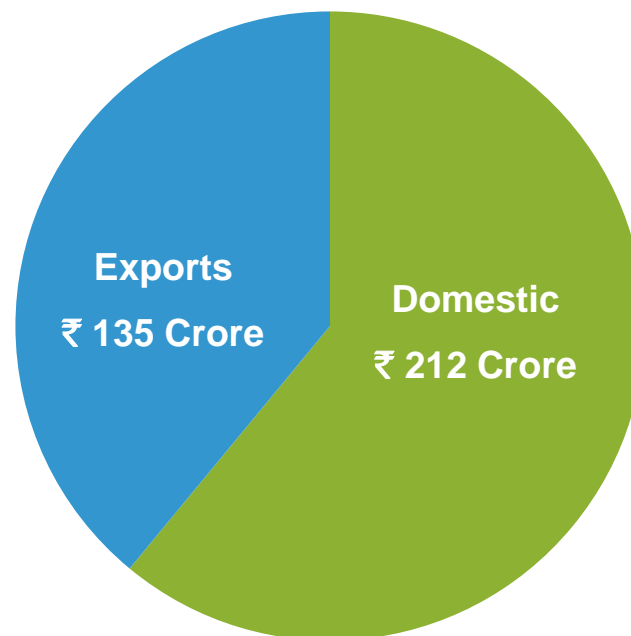
- Continued focus on marketing and innovation
 - Launch of **Aer** air fresheners in India; cross-pollination from Indonesia
 - Launch of **Godrej No.1** Rosewater and Almonds soap
 - Launch of **Mitu Kids** range of products in Indonesia and several hair colour products in Argentina
- Declared first interim dividend of ₹ 1 per share in FY 2012-13.

PRODUCT PORTFOLIO – Q1 FY 2012-13

Revenue distribution by Category



Revenue distribution by Geography



Financial Highlights : Q1 FY 2012-13

₹ Crore	Q1 FY 2012-13 Amount	Q1 FY 2012-13 growth %
Revenue	347	25%
PBIT	24	21%

- Specialty Chemicals Revenue up 36% in Q1 FY 2012-13 over Q1 FY 2011-12.
 - Specialty Chemicals account for 37% of total Chemicals business revenue in Q1 FY 2012-13.
- Exports at ₹ 135 crore up 13% in Q1 FY 2012-13 over Q1 FY 2011-12.
 - 39% of the Q1 FY 2012-13 Chemicals business revenue comes from Exports.
- Now eligible for the second highest status category – **Star Trading House**
 - Export sales in FY 2011- 12 crossed Rs.500 crore.
 - Has qualified based on export performance in the last four years.

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ Crore	Q1 FY 2012-13	Q1 FY 2012-13 growth %
Total Income From Operations	226.1	73%
EBITDA	47.0	94%
Net Profit (after minority interest)	17.2	71%

* before other income , finance costs and exceptional items

Business Highlights:

Sales Highlights

- Strong sales momentum despite tough macro-economic environment
 - Total booking area is 0.83 million sq. ft. in Q1 FY 2012-13 over 0.59 million sq. ft. in Q1 FY 2011-12
 - Total booking value of Rs.525.2 crore in Q1 FY 2012-13 over Rs.240.8 crore in Q1 FY 2011-12
- Positive response for launches in Q1 FY 2012-13
 - Godrej Serenity, a premium residential project at Chembur, Mumbai
 - Phase 1 of Godrej Horizon, a premium residential project at Undri, Pune

New deal flow momentum remains strong

Strong deal traction continued with three deals of ~4.0 million sq. ft.

- Entered into a joint development agreement to develop luxury housing at Alipore, Kolkata in April, 2012
- Executed development management agreement for a redevelopment project at Byculla in April, 2012
- Finalized a joint venture agreement for a residential township at Panvel, Mumbai in July, 2012

Residential Co-Investment Platform

GPL created Rs. 770 crore residential development platform with APG led global investor consortium; GPL continues to demonstrate its ability to raise high quality capital in tough market conditions

Structure and Strategy

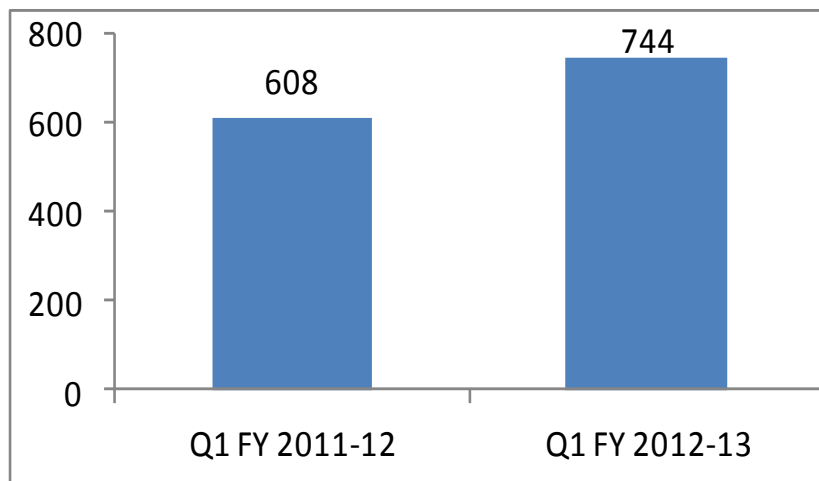
- Initial commitments will be in the ratio of 29:71 by GPL and the investor group respectively
- Primary focus is on residential projects in Mumbai, NCR and Bengaluru. It will also pursue opportunistic investments in Pune and Chennai

Benefits to GPL

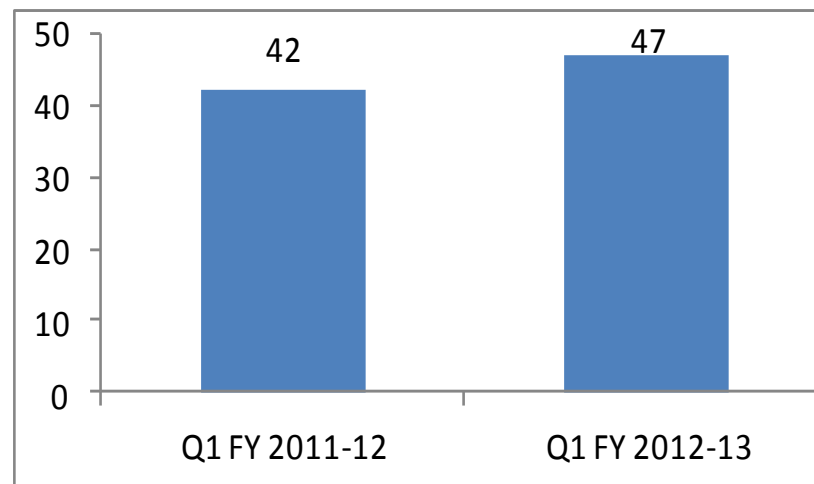
- GPL will receive substantial development management fees and brand fees in addition to its share of profits
- The platform will target land acquisition deals and capture opportunities at attractive market valuations

Godrej Agrovvet Limited (GAVL) - Consolidated Financial Highlights:

Q1 Consolidated Total Income (₹ crore)



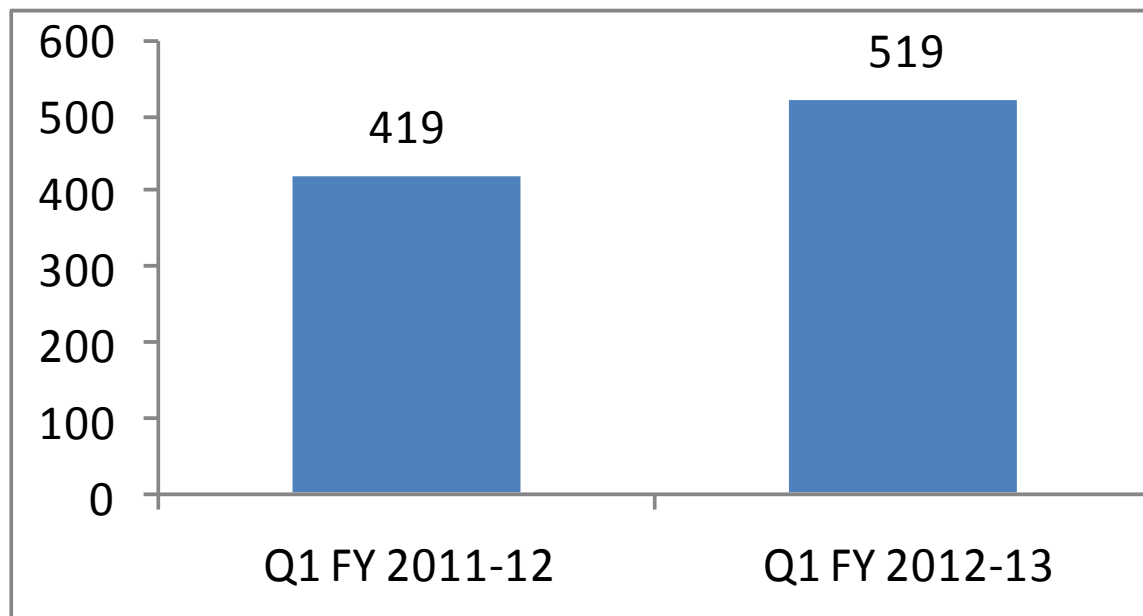
Q1 Consolidated PBIT (₹ crore)



- Total Income increased by 22% in Q1 FY 2012-13 over Q1 FY 2011-12.
- PBIT increased by 11% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Delayed monsoon has pushed back all crop seasons by one month.

STRONG ANIMAL FEED GROWTH ACROSS REGIONS

Q1 Animal Feed Sales (₹ crore)

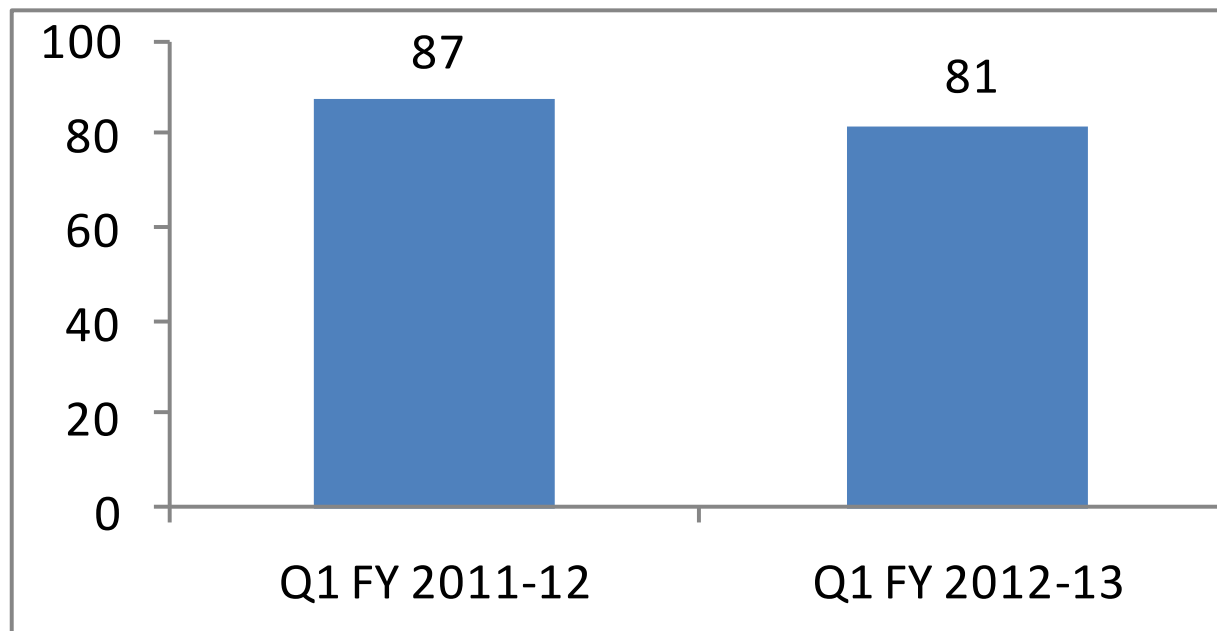


- Sales increased by 24% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Feed sales volume grown by an aggressive 13% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Additional feed mill capacities coming online across India.
- Two innovative cattle feed products to be launched in Q2 FY 2012-13.



ACI GODREJ (BANGLADESH) HAD BIRD FLU DEGROWTH

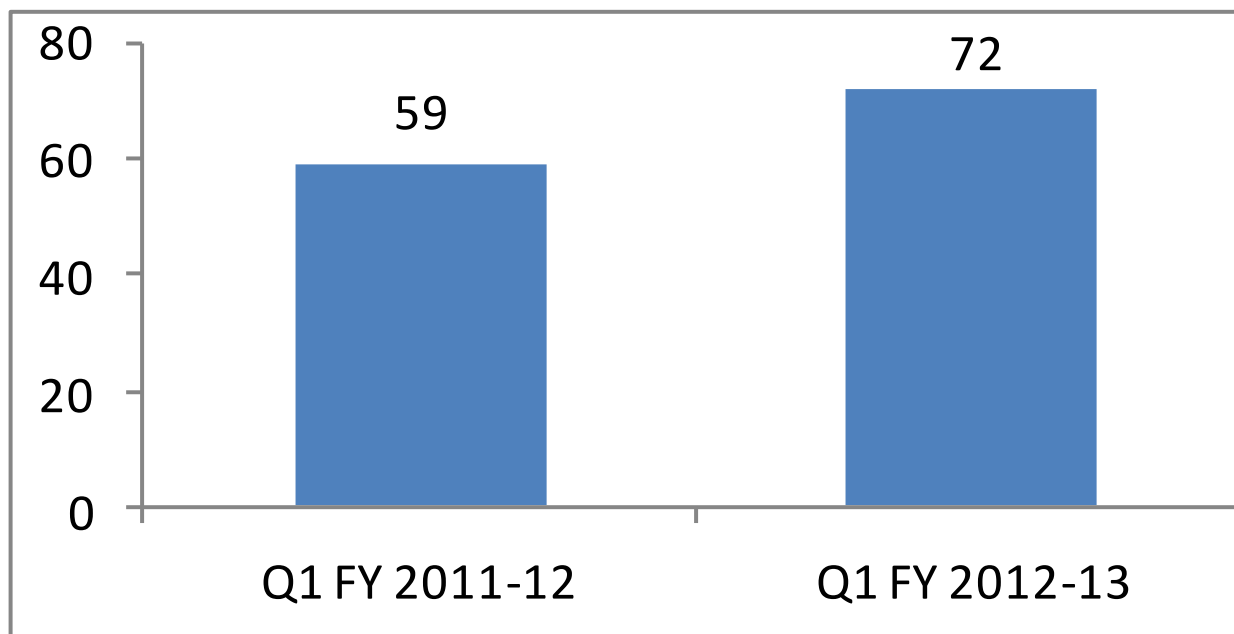
Q1 FY 2012-13 ACI - Godrej Sales (₹ crore)



- Sales reduced by 7% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Bird flu situation exacerbated by Government, likely to improve beginning in Q3 FY 2012-13.
- Strong focus on driving aqua feed volumes as key to growth in FY 2012-13.
- Aqua feed volumes have grown by 19% in Q1 FY 2012-13 over Q1 FY 2011-12.

OIL PALM CONTINUES TO SURPASS EXPECTATIONS

Quarterly Oil Palm Sales (₹ crore)

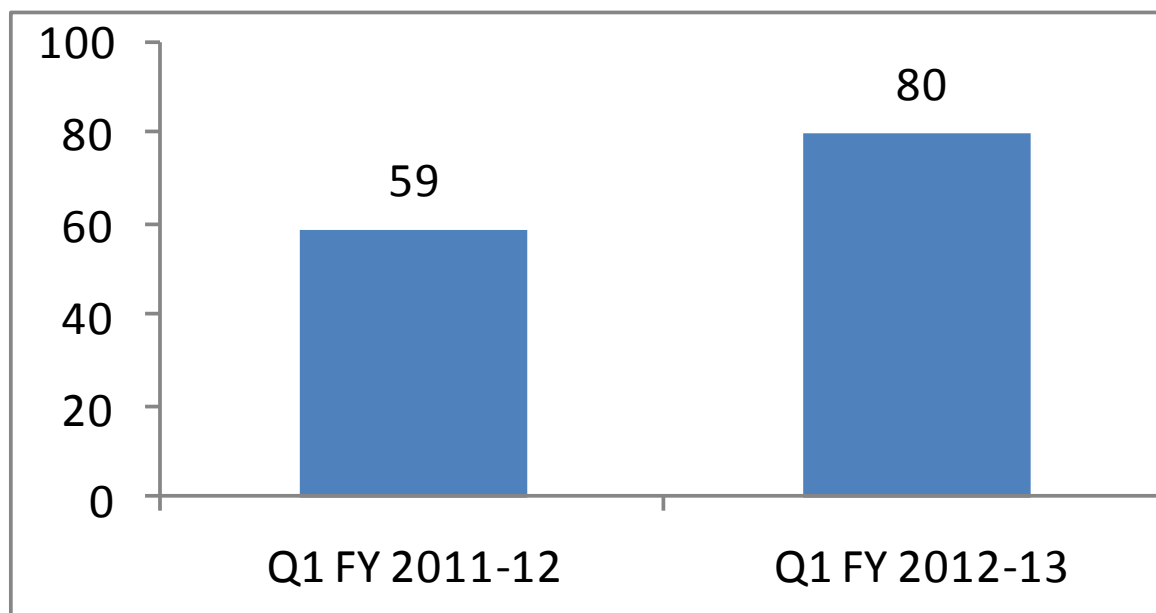


- Sales increased by 20% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Late onset of monsoon has delayed season by one month.
- Expecting strong Fresh Fruit Bunches (FFB) production increase, particularly in AP.
- GAVL allocated new territories in Chhattisgarh and Gujarat



AGRI INPUTS DELIVERS SUPERB PERFORMANCE

Quarterly Agri Inputs Sales (₹ crore)

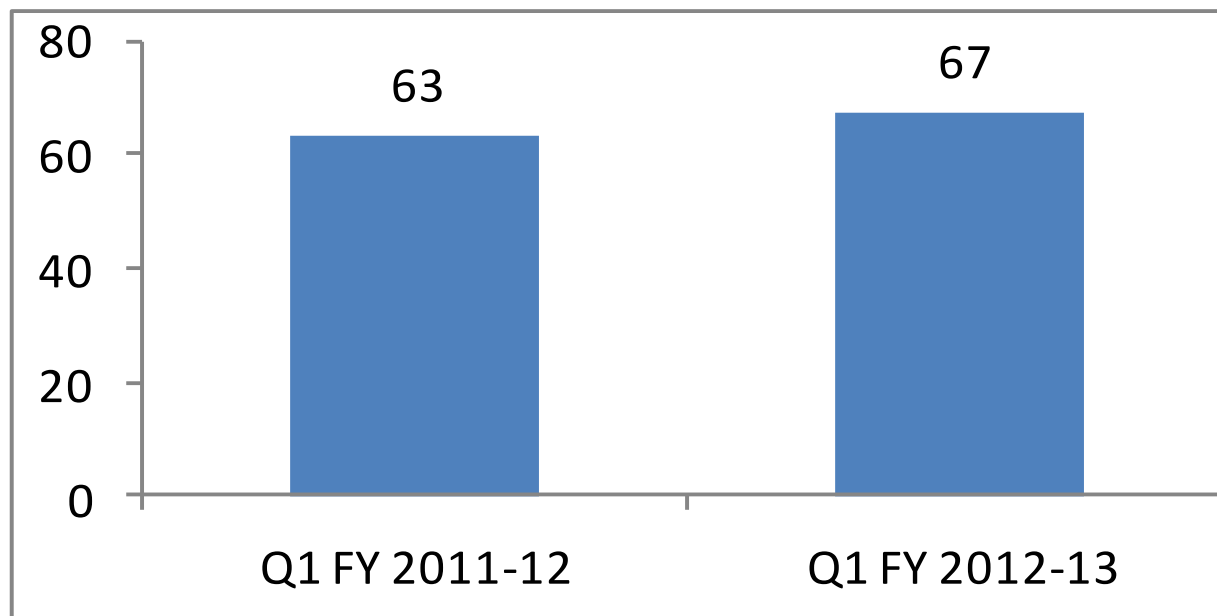


- Sales increased by 34% in Q1 FY 2012-13 over Q1 FY 2011-12.
- **Hitweed** sales volume increased by 55% in Q1 FY 2012-13 over Q1 FY 2011-12.
- New product pipeline on track for FY 2012-13 launches.



GODREJ TYSON GRAPPLING WITH HIGH BIRD COSTS

Q1 Godrej Tyson Sales (₹ crore)



- Sales increased by 5% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Business impacted by 16% increase in feed costs from rising global prices of corn and soya.
- **Yummiez** sales volume grew by 27% in Q1 FY 2012-13 over Q1 FY 2011-12.
- **Yummiez** now 14% of total sales in FY 2012-13 vs. 11% in Q1 FY 2011-12 .



TRANSFORMATION

FOSTERING AN INSPIRING PLACE TO WORK

2012 Economic Times “Great Place to Work” survey:

GCPL

1st in FMCG category

Overall rank **#25**

GPL

1st in real estate industry

Overall rank **#14**

**GIL
Chemicals**

Ranked in the **top 50** companies
with less than 1000 employees



GODREJ HERSHEY LIMITED (BEVERAGES & CONFECTIONERY BUSINESSES)

Financial & Business Highlights:

- Sales grew by 5% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Beverages portfolio grew by 10% in Q1 FY 2012-13 over Q1 FY 2011-12.
 - **Jumpin** sales increased by 16% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Oil portfolio grew by 8% in Q1 FY 2012-13 over Q1 FY 2011-12.
- **Hershey Syrup** sales higher by 35% in Q1 FY 2012-13 over Q1 FY 2011-12.
- Price transition in Confectionery started for **Nutrine Maha Lacto** at ₹ 1 and Éclair ₹ 1.

NATURES BASKET (FRESH FOOD AND GOURMET STORES)

- 20 stores across 6 key metros (Mumbai, Delhi / NCR, Pune, Hyderabad, and Bengaluru).
 - 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.
- 4 new stores finalised in Bangalore, Mumbai and Delhi, to be operational in Q2 FY 2012-13.

Financial Highlights:

- Net Sales at ₹ 26 crore in Q1 FY 2012-13
 - Growth in Q1 FY 2012-13 over Q1 FY 2011-12 : 55%

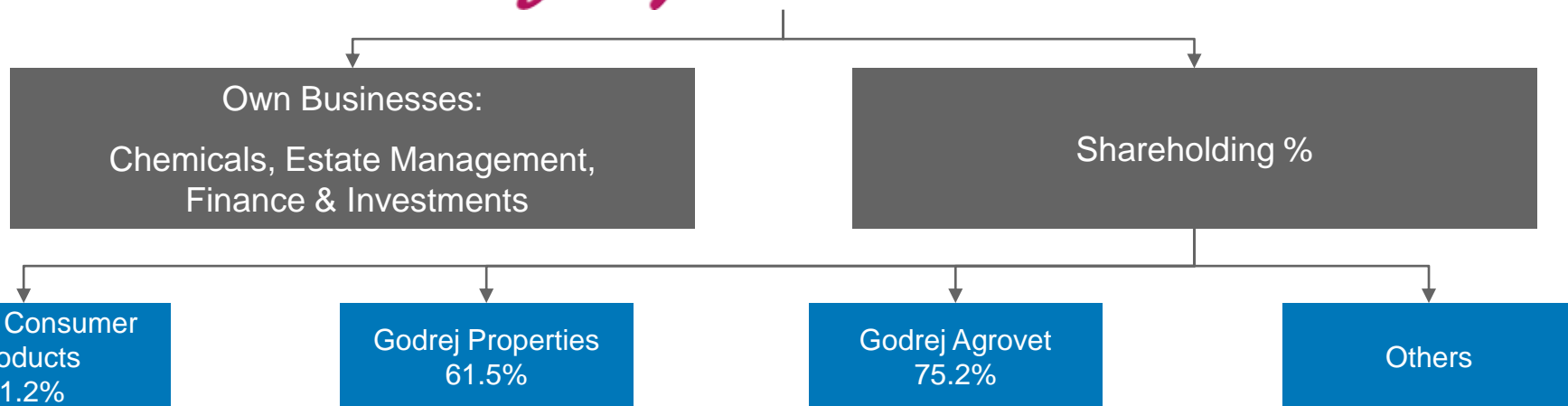
GODREJ SEEDS DELIVERED STRONG 1ST QUARTER

- Total sales of ₹ 12 crore; based on ~800 MT of hybrid seed sold
- Current sales volume mix is 70% maize, 22% paddy, and 8% bajra
- **Janahit** perceived as best challenge to MNC maize hybrids
- Completed recruitment of regional sales teams
- Hired world-class bajra breeder, joined ICRISAT germplasm consortium
- Key actions in Q2-Q4 FY 2012-13:
 - entering new geographies (coastal AP, Tamil Nadu, Orissa)
 - building Product Management (Marketing) team
 - launching R&D programs for pigeon pea, specialty maize

OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



- Nature's Basket (100%)
- Godrej Hershey (43.4%)
- Other investments

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	21.2	583	4,122
Godrej Properties	Real Estate and Property Development	61.5	230	2,531
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	41	
M* Modal (formerly MedQuist)	Integrated clinical documentation solutions	2.6	31	105
Others	Bio- Technology, KPO, etc.	-	82	
	Total	-	1,366	

^ as on June 29, 2012

SHAREHOLDING PATTERN AS ON JUNE 30, 2012

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	79.10%
Institutional investors :		
- Mutual funds & UTI	59,03,494	1.86%
- Banks, financial institutional investors & Insurance companies	48,05,694	1.51%
- Foreign Institutional Investors	1,94,18,212	6.11%
Others :		
- Private corporate bodies	86,65,922	2.73%
- Indian Public	2,67,36,127	8.42%
- NRI/OCBs	8,61,269	0.27%
Total	31,76,24,892	100.00%



THANK YOU FOR YOUR TIME AND CONSIDERATION