



LEVERAGING  
**GROWTH**  
CREATING  
**VALUE** 

## Q1 FY 2013-14 - PERFORMANCE UPDATE

August 10, 2013

## 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 including Subsidiaries and Associates
- Other information

## **FINANCIAL HIGHLIGHTS – CONSOLIDATED**

## FINANCIAL HIGHLIGHTS - CONSOLIDATED

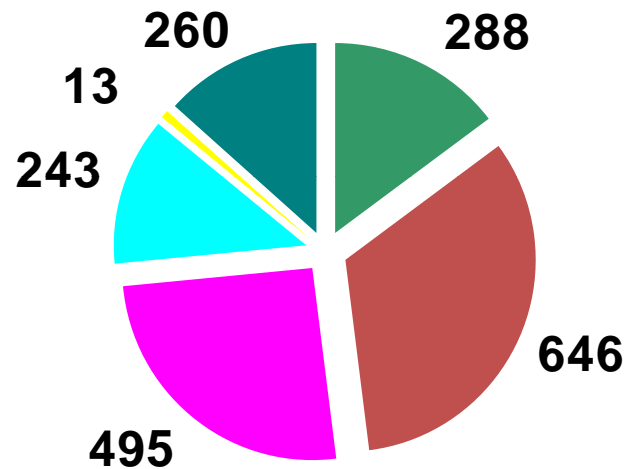
Particulars (₹ crore)	Q1 FY 2013-14	Q1 FY 2012-13	% Growth
<b>Total Income *</b>	<b>1945</b>	<b>1834</b>	<b>6%</b>
<b>PBDIT *</b>	<b>146</b>	<b>98</b>	<b>48%</b>
<b>Depreciation</b>	<b>16</b>	<b>13</b>	
<b>Interest</b>	<b>30</b>	<b>33</b>	
<b>PBT *</b>	<b>100</b>	<b>52</b>	<b>92%</b>
<b>Net Profit</b>	<b>53</b>	<b>41</b>	<b>28%</b>

*\* Including other income and exceptional items*

## **CONSOLIDATED RESULTS – SEGMENT PERFORMANCE**

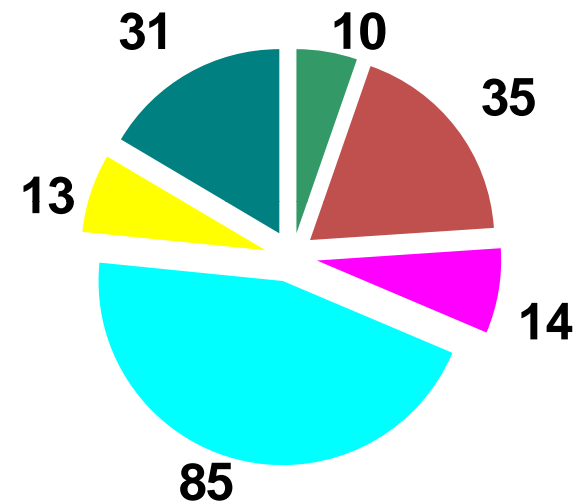
# SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY2013-14

Revenue\* (₹ Crore)



\*net of inter-segment revenue

PBIT (₹ Crore)



■ CHEMICALS

■ VEGOILS

■ FINANCE & INVESTMENTS

■ ANIMAL FEEDs

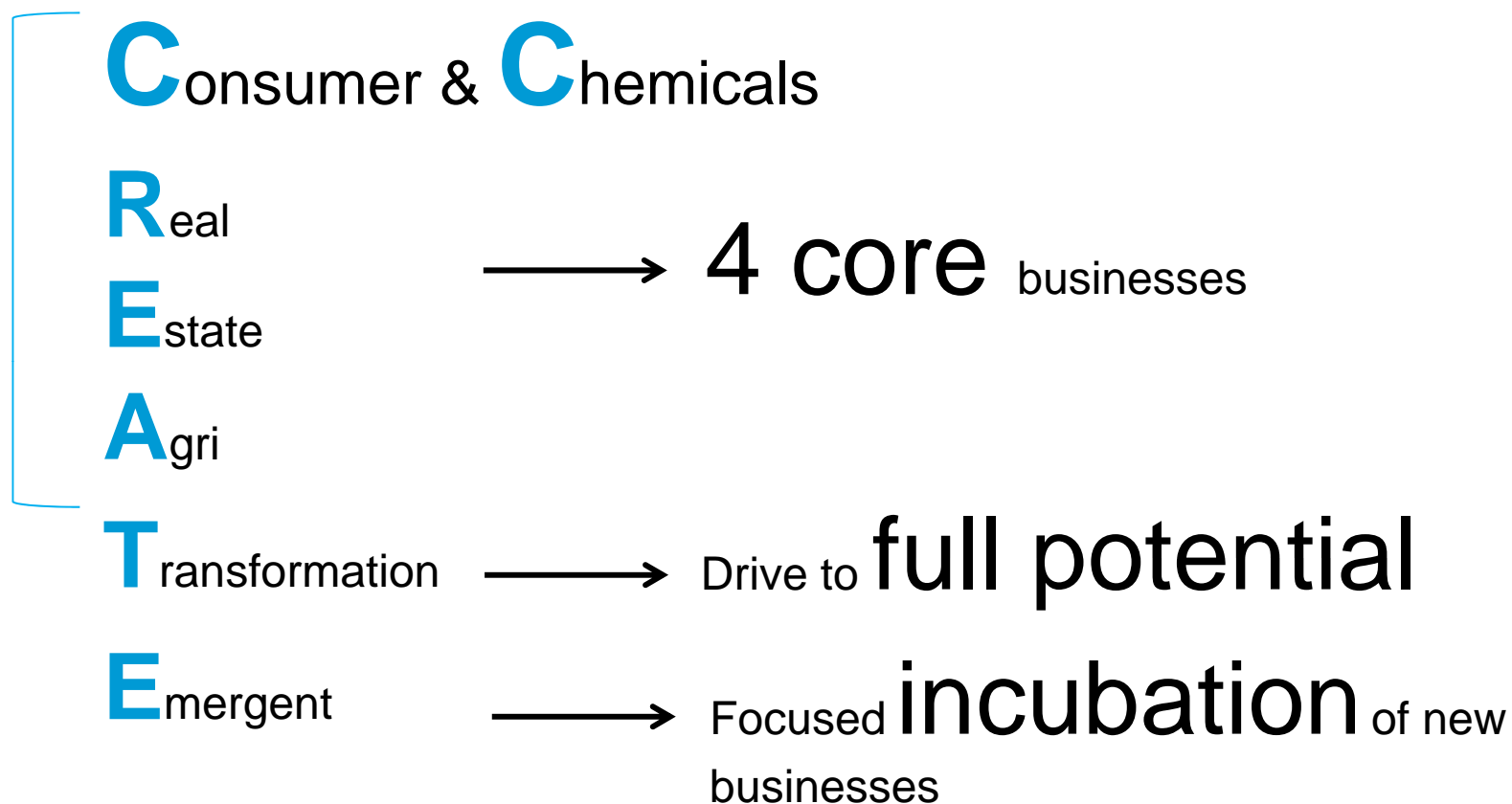
■ ESTATE & PROPERTY DEVELOPMENT

■ OTHERS

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



# OUR “CREATE” GROUP PORTFOLIO STRATEGY



# CONSUMER (GCPL)

## Consolidated Financial Highlights:

Particulars	Q1 FY 2013-14 ₹ crore	Q1 FY 2013-14 growth %
Net Sales	1,720	24%
EBITDA + Advertisement & Publicity	464	30%

## Business Highlights:

- Continuing marketing investments driving robust sales growth
  - Consolidated EBITDA *plus* Advertisement and Publicity grows 30%
  - Advertisement and Publicity expenses up by 54%
- India business net sales increased by 19% in Q1 FY 2013-14, continues to outperform category growth.
  - Household insecticides value growth at 24%, again significantly outperforms the category.
  - Soaps value growth at 13%; Volume growth at 7%. Both outperform the category.
  - Hair Colours value growth at 32%, much ahead of the category growth.
  - HIT voted as the most trusted brand for consecutively third year in a row by Reader's Digest.
- International business net sales growth continued its strong trend registering more than 30%.
  - Indonesian business continues on a strong trajectory
  - Scale up of Africa business continues; Africa margins recovering to normative levels
  - Latam business holding up despite aggressive competition
  - UK continues to outperform
- Declared first interim dividend of ₹ 1/- per share in FY 2013-14.

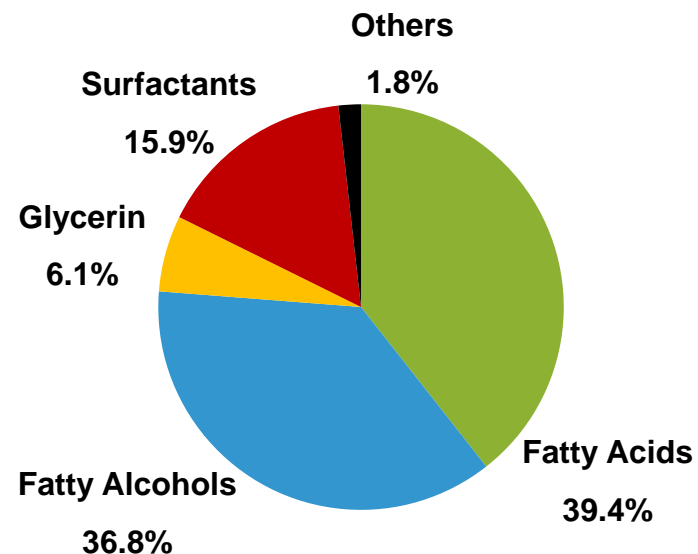
# CHEMICALS

## Highlights:

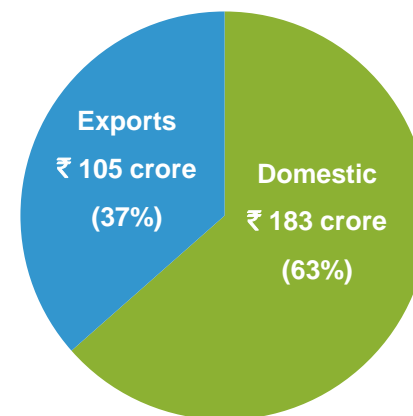
₹ Crore	Q1 FY 2013-14 Amount	Q1 FY 2012-13 Amount
Revenue	288	347
PBIT	10	24

- The performance of the Chemicals business continues to be impacted due to difficult global economic environment, increase in price of Natural gas.
- Exports at ₹ 105 crore in Q1 FY 2013-14.
  - accounts for 37% of Division's turnover.

## Product Portfolio Q1 FY 2013-14



## Revenue distribution by Category Q1 FY 2013-14



# REAL ESTATE

## Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

Particulars	Q1 FY 2013-14 ₹ crore	Q1 FY 2013-14 growth %
Total Income	244	5%
Profit Before Tax	81	79%
Net Profit	39	130%

## Business Highlights:

- Added two new projects with 1.85 million sq. ft. of saleable area in Q1 FY 2013-14
  - Okhla, New Delhi: Added GPLs first project in New Delhi with 0.85 million sq. ft. saleable area
  - Whitefield, Bengaluru: Bengaluru portfolio expanded with addition of a new project with 1 million sq. ft. of saleable area
- First two projects added under the Residential co-investment platform – Okhla, New Delhi & Sahakar Nagar 2, Mumbai

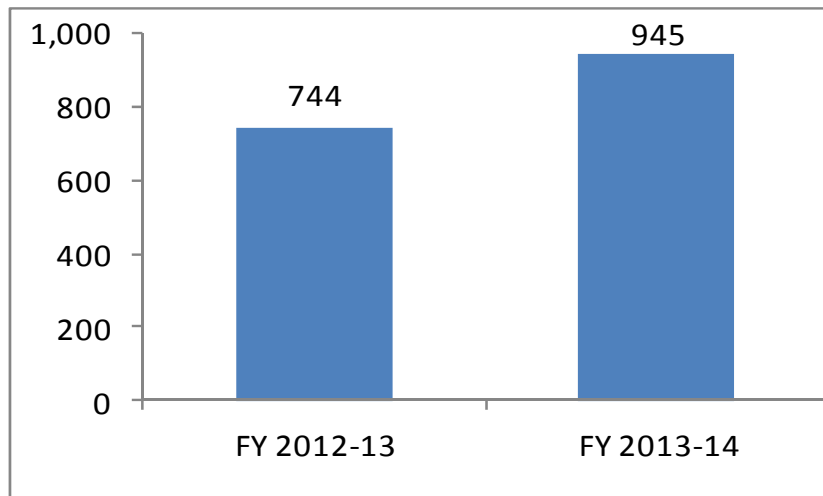
## Awards and Recognitions (Q1 FY 2013-14):

- ‘Best Emerging Developer’ : NDTV Property Awards, 2013
- ‘Best Business Practice in Real Estate’ : National Real Estate Award for Excellence in Real Estate for the year 2012 by Accommodation Times

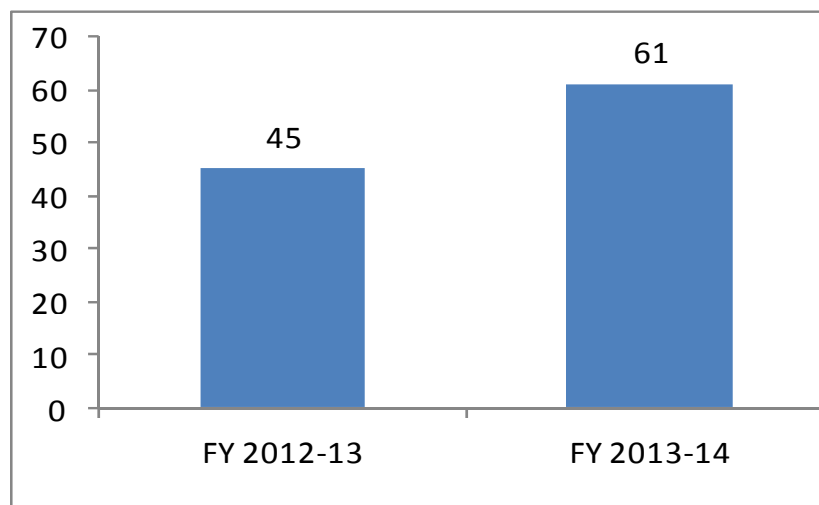
# AGRI BUSINESS

## Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights:

Q1 FY 2013-14 Consolidated Total Income (₹ crore)



Q1 FY 2013-14 Consolidated Operating Profit (₹ crore)

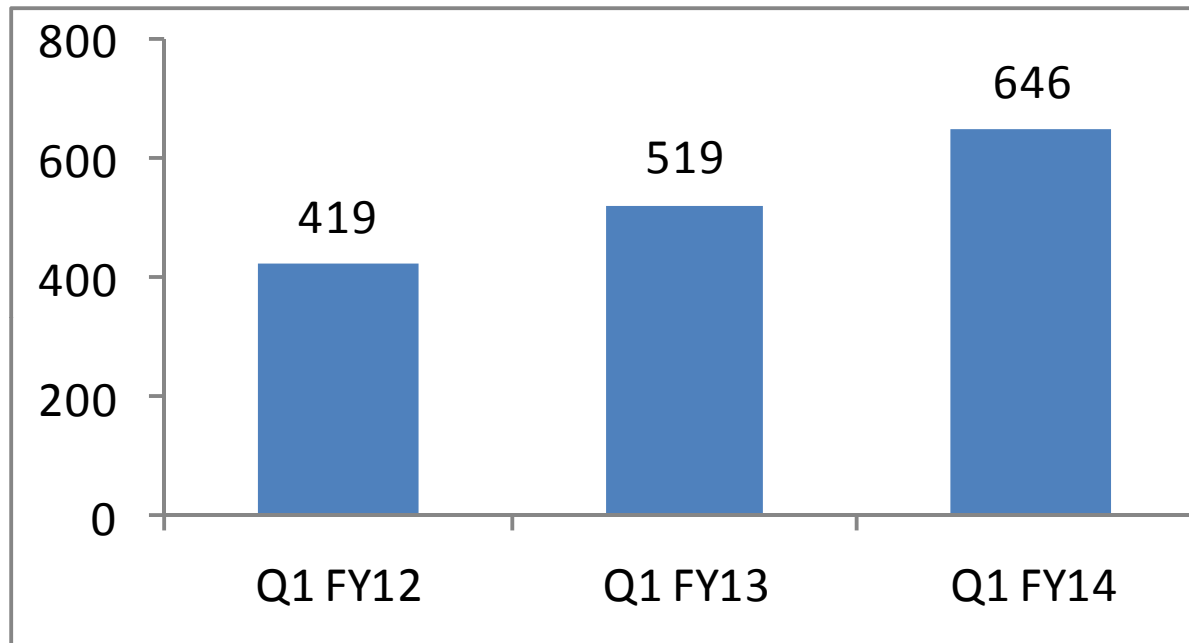


- Consolidated Total Income growth of 27% in Q1 FY 2013-14 over Q1 FY2012-13, with strong sales growth across business units
- Consolidated Operating Profit growth of 37% in Q1 FY 2013-14 over Q1 FY2012-13, primarily from excellent performance in Agri Inputs and improvement in performance of Joint Ventures
- Successful new product launch by Godrej Tyson

# AGRI BUSINESS

## STRONG GROWTH IN ANIMAL FEED DUE TO GROWTH IN AQUA FEED AND LAYER FEED

Quarterly Animal Feed Sales (₹ crore)



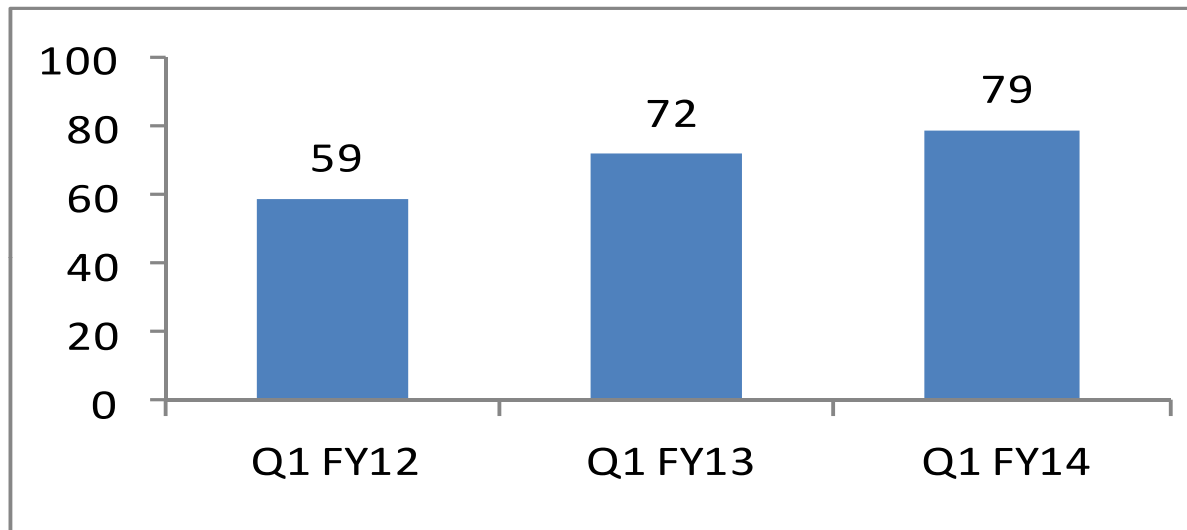
- Sales growth of 24% in Q1 FY 2013-14 over Q1 FY2012-13
- Strong volume growth in aqua feed continued in Q1 FY2013-14
- Continued R&D focus has propelled growth in layer feed volume
- Lower broiler placements and volatile chicken prices continue to impact broiler feed volumes



# AGRI BUSINESS

## OIL PALM SALES GROWTH DESPITE LOWER OIL PRICES

Quarterly Oil Palm Sales (₹ crore)



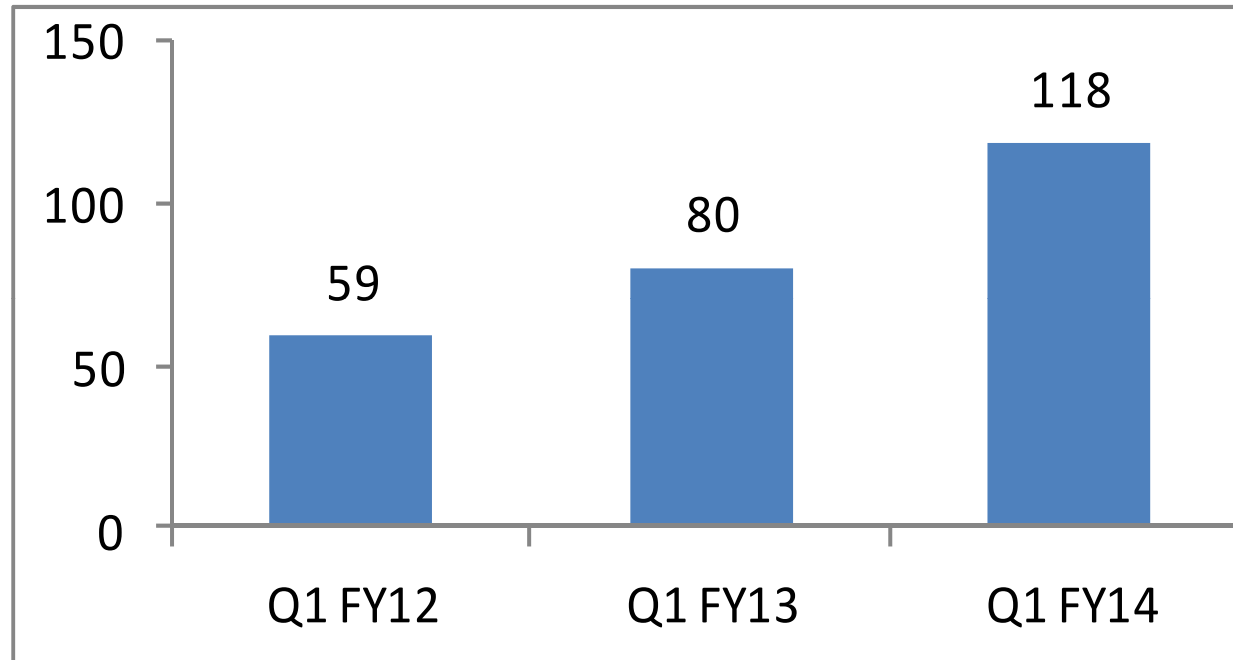
- Strong growth in sales in Q1 FY2013-14 over Q1 FY2012-13 despite significantly lower oil prices
- Area coverage expansion continued to be strong in Q1 FY 2013-14
- Oil mill construction in Mizoram in progress, expected to commence operations in Q3 FY 2013-14



# AGRI BUSINESS

## STELLAR PERFORMANCE BY AGRI INPUTS IN Q1 FY14

Quarterly Agri Inputs Sales (₹ crore)



- Sales growth of 47% in Q1 FY 2013-14 over Q1 FY 2012-13, backed by very strong growth in all key products
- Hitweed sales volumes have grown by 70% and Zymegold liquid volumes have grown by 173%
- New product pipeline on track for FY 2013-14 launches

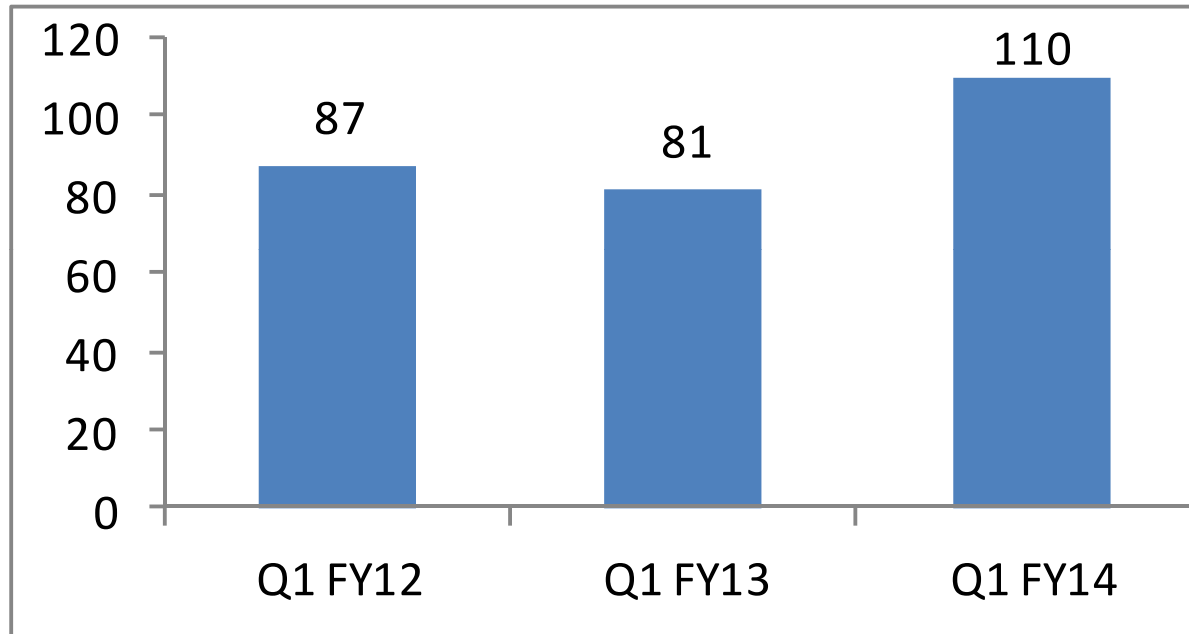




# AGRI BUSINESS

## STRONG RECOVERY BY ACI GODREJ DESPITE VOLATILE EXTERNAL ENVIRONMENT

Quarterly ACI-Godrej Sales (₹ crore)

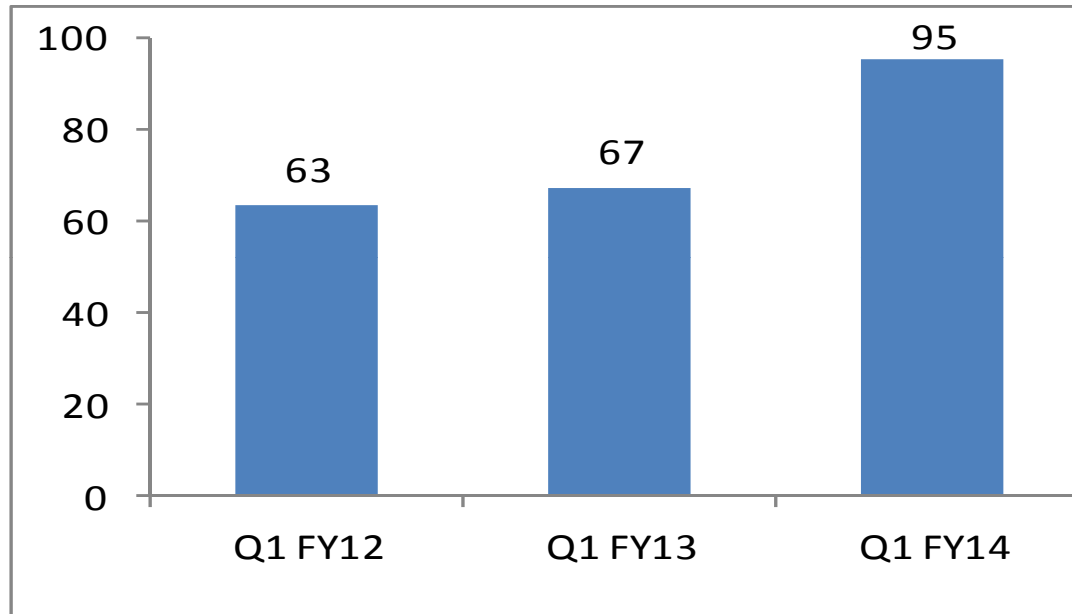


- Sales growth of 36% in Q1 FY 2013-14 over Q1 FY2012-13
- Recovery from bird flu is almost complete in Q1. However, external environment continues to be volatile
- Strong focus on driving aqua feed volumes as key to growth in FY 2013-14

# AGRI BUSINESS

## RELATIVELY STABLE FEED COSTS HELPED GODREJ TYSON RECOVERY IN Q1 FY14

Quarterly Godrej Tyson Sales (₹ crore)



- Sales growth of 42% in Q1 FY 2013-14 over Q1 FY 2012-13
- Sales volumes to Quick Service Restaurants increased by 27% in Q1 FY 2013-14 over Q1 FY2012-13
- New chicken kheema paratha launched successfully in June 2013; additional launches planned for FY 2013-14



# TRANSFORMATION – MASTERBRAND CAMPAIGN

- Journey on Master Brand Strategy with the promise of ***Brighter Living*** was started in 2008
- Second phase of the strategy begun earlier this year with an integrated campaign
- Centered on “***Ideas that make life brighter***”, the campaign showcases innovative Godrej products and through them, the ethos of the Group



# TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

2013 Economic Times “Great Place to Work” survey:

**GCPL**

**1<sup>st</sup>** in FMCG category  
Overall rank **#11**

**GPL**

**1<sup>st</sup>** in real estate industry  
Overall rank **#25**

**GIL**  
**Chemicals**

**4<sup>th</sup>** in manufacturing and production  
Overall rank **#57**

**GAVL**

**Debut** on list  
Overall rank **#97**





## **NATURES BASKET**

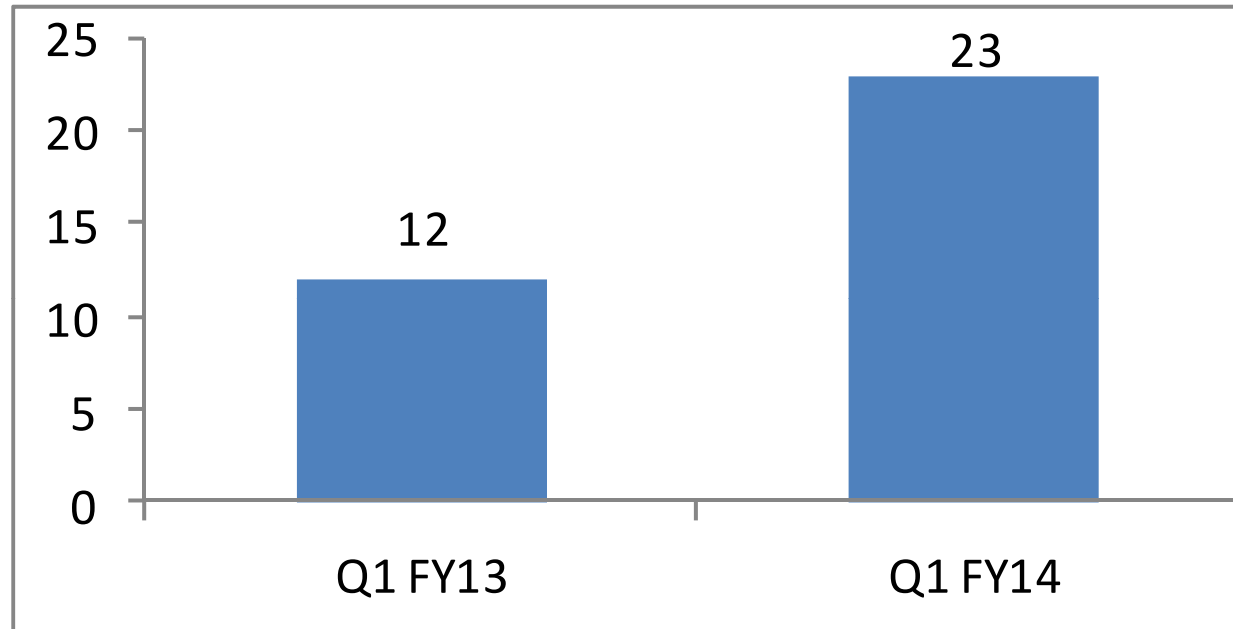
### **(FRESH FOOD AND GOURMET STORES)**

- 27 stores across 6 key metros (Mumbai, Delhi, NCR, Pune, Hyderabad, and Bengaluru).
  - 2 key stores in Mumbai : Warden Road and Worli, refurbished and upgraded to offer superior experience
  - 3 New stores identified and being readied for launch in Q2 including new flagship stores in Delhi & Pune
  - Online Sales initiative strengthened with range enhancement and up gradation of website to offer seamless and faster experience
  - Efforts to stabilize new stores added in previous quarter through operational and marketing initiatives
  - Launch of branded cooking initiative for kids – “Little Chefs”
  - Process Initiated to develop line of Private label products

### **Financial Highlights:**

- Net Sales at ₹ 38 crore in Q1 FY 2013-14
- Growth in Q1 FY 2013-14 over Q1 FY 2012-13 : 44%.

## GODREJ SEEDS CONTINUES STRONG PERFORMANCE

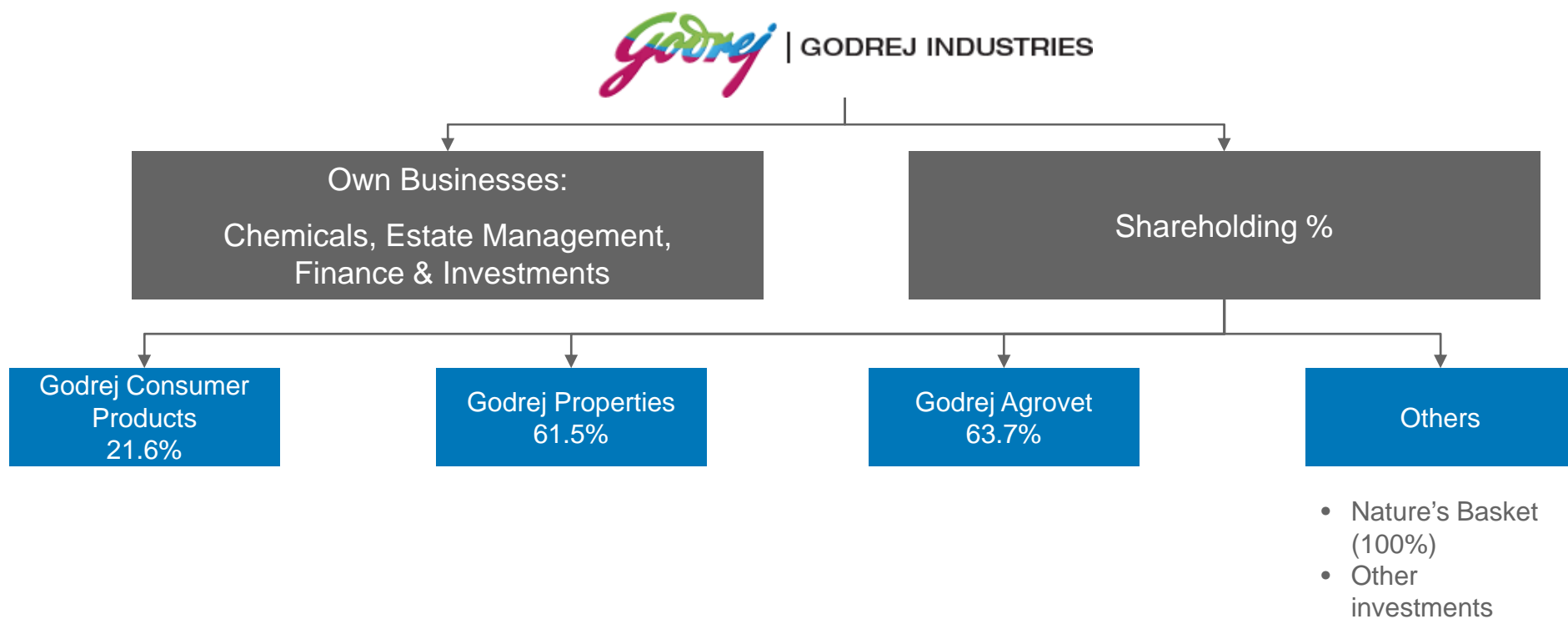


- Q1 FY 2013-14 sales growth of 100%; hybrid seed volume growth of 52%
- Current sales volume mix is 64% maize, 19% paddy, 13% Bajra and 4% Sorghum Sudan Grass
- Entered new geographies in Kharif season
- R&D programs underway for bajra, pigeon pea, specialty maize

**OTHER INFORMATION**

# GODREJ INDUSTRIES LIMITED

## CORPORATE STRUCTURE





## SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value <sup>^</sup> of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	21.6%	693	6,010
Godrej Properties (GPL)	Real Estate and Property Development	61.5%	230	2,548
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry & Oil Palm	63.7%	151	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Godrej Vikhroli LLP	Real Estate and Property Development	40%	89	
Natures Basket	Fresh Food & Gourmet Stores	100%	77	
Others		--	39	
	<b>Total</b>		<b>1,298</b>	

<sup>^</sup> as on June 30, 2013

## SHAREHOLDING PATTERN AS ON JUNE 30, 2013

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	74.96
Institutional investors :		
- Mutual funds & UTI	44,80,133	1.34
- Banks, financial institutional investors & Insurance companies	1,04,32,378	3.11
- Foreign Institutional Investors	3,38,63,511	10.10
Others :		
- Private corporate bodies	1,28,29,234	3.83
- Indian Public	2,14,87,251	6.41
- NRI/OCBs	8,39,236	0.25
<b>Total</b>	<b>33,51,65,917</b>	<b>100.00</b>



THANK YOU FOR YOUR TIME AND CONSIDERATION