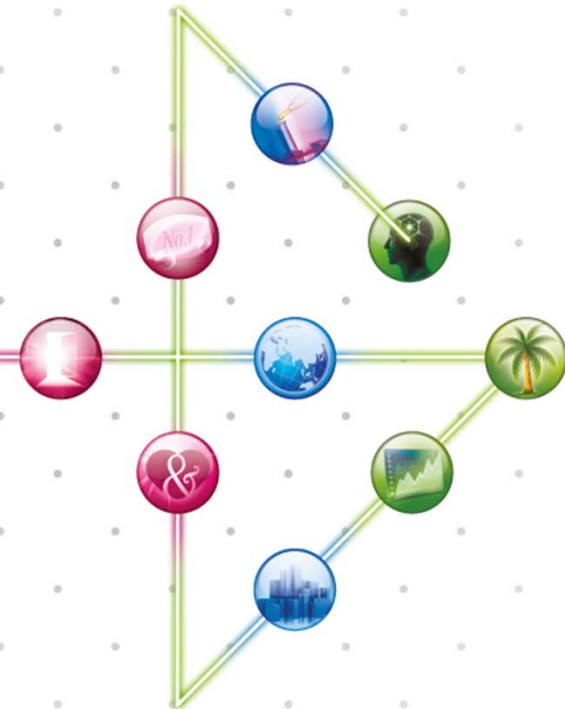


BREAKING
NEW
FRONTIERS



Q4 & FY 2012-13 - PERFORMANCE UPDATE

May 28, 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

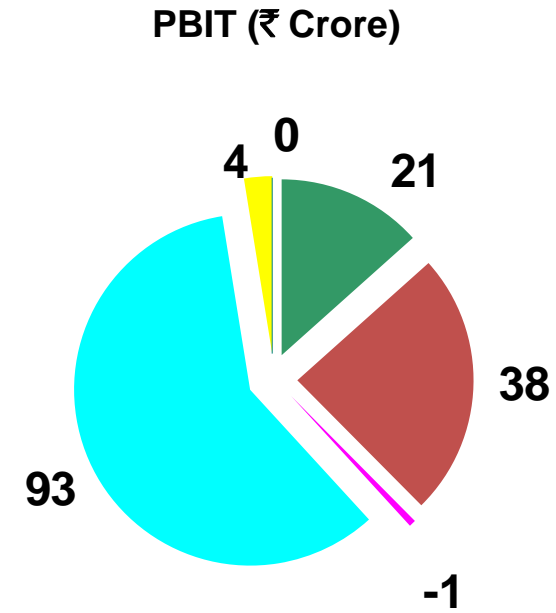
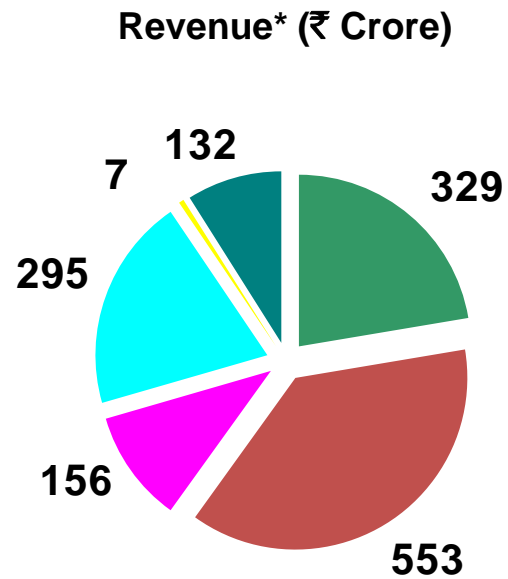
FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q4 FY 2012 -13	Q4 FY 2011-12	% Growth	FY 2012 -13	FY 2011-12	% Growth
Total Income *	1472	1479	--	7198	5804	24%
PBDIT *	118	87	35%	596	457	30%
Depreciation	16	13		60	56	
Interest	24	29		110	111	
PBT *	78	45	73%	426	290	47%
Net Profit	94	43	119%	391	292	34%

** Including other income and exceptional items*

CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY2012-13



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

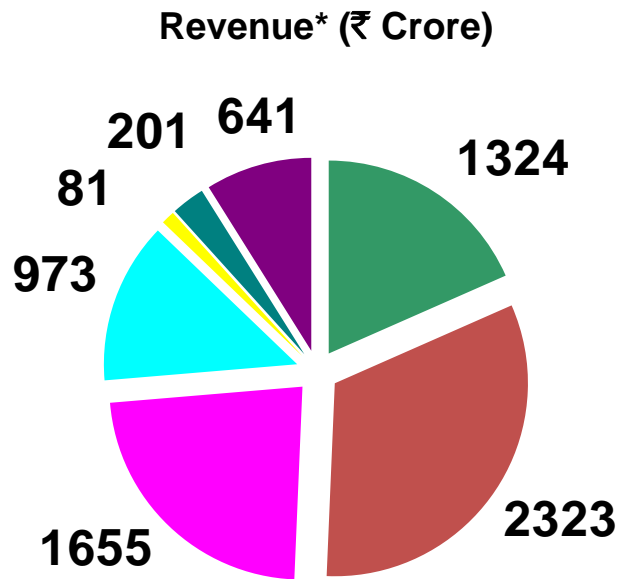
■ FINANCE & INVESTMENTS

■ ANIMAL FEEDs

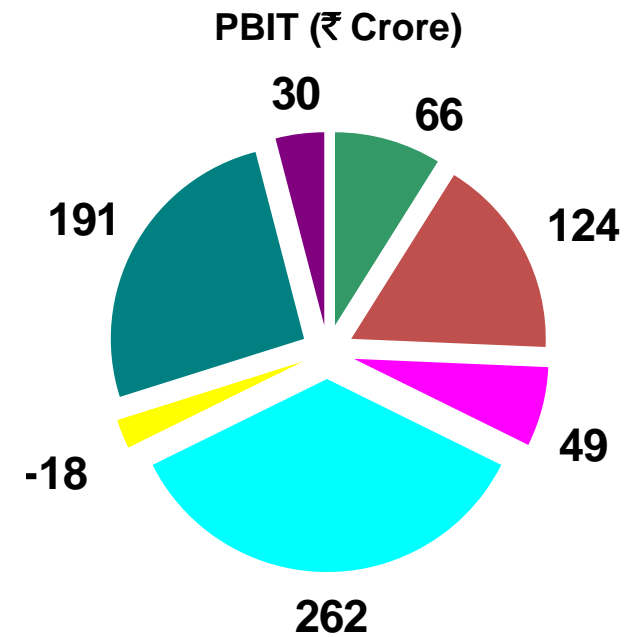
■ ESTATE & PROPERTY DEVELOPMENT

■ OTHERS

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY2012-13



*net of inter-segment revenue

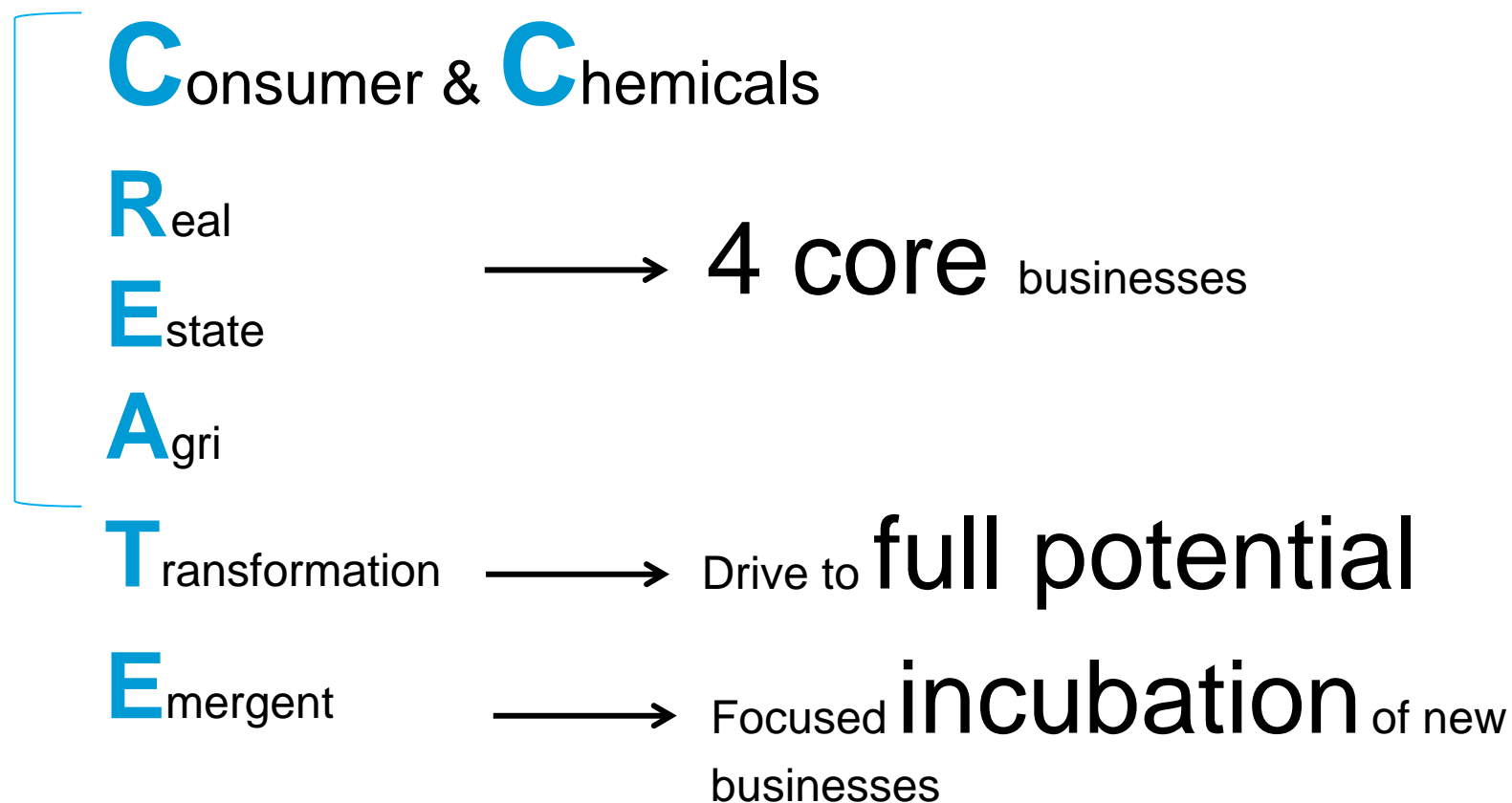


■ CHEMICALS
■ VEGOILS
■ BEVERAGES & FOODS
■ OTHERS

■ ANIMAL FEEDs
■ ESTATE & PROPERTY DEVELOPMENT
■ FINANCE & INVESTMENTS

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

OUR “CREATE” GROUP PORTFOLIO STRATEGY



CONSUMER (GCPL)

Consolidated Financial Highlights:

Particulars	Q4 FY 2012-13 ₹ crore	Q4 FY 2012-13 growth %	FY 2012-13 ₹ crore	FY 2012-13 growth %
Net Sales	1716	30%	6391	32%
EBITDA	279	12%	1015	16%
Net Profit (after minority interest)	334	73%	796	10%

Business Highlights:

- Indian Sub-continent business grew 18% in Q4 FY 2012-13, with strong growth across the categories.
 - Home care - Household insecticides sales value grew +26%, 2.1x of the category growth.
 - Personal wash - Soaps sales value grew +17%, 1.3x of the category growth.
 - Hair Care - Hair colours sales growth at +27%, 2x of the category growth.
- International business, organic grew 23% in Q4 FY 2012-13.
 - Indonesia and UK businesses continue to do well.
 - Scale up of Africa business continues and new product launches driving strong growth in Argentina.
- Positive response to recently launched Hit Anti Roach Gel in India.
- Declared fourth interim dividend of ₹ 2/- per share in FY 2012-13.

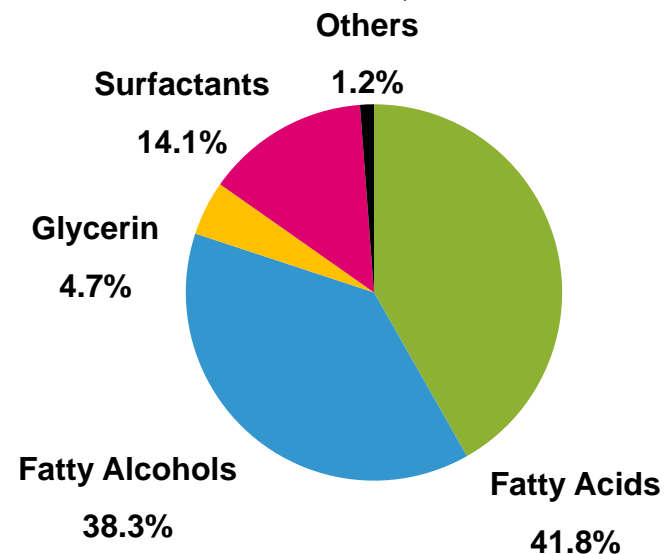
CHEMICALS

Highlights:

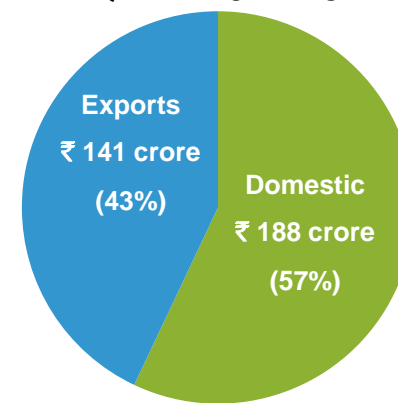
₹ Crore	Q4 FY 2012-13 Amount	Q4 FY 2011-12 Amount	FY 2012-13 Amount	FY 2011-12 Amount
Revenue	329	334	1324	1284
PBIT	21	37	66	120

- The performance of the Chemicals business was impacted due to difficult global economic environment and also on account of raw material price fluctuation.
- Exports at ₹ 141 crore in Q4 FY 2012-13.
 - Now exporting to 80 countries
 - Exports for FY 2012-13 stood at ₹ 515 crore
- The new manufacturing facility at Ambernath is progressing well and is on schedule
 - Expected to be operational in Q3 FY 2013-14

Product Portfolio Q4 FY 2012-13



Revenue distribution by Category Q4 FY 2012-13



REAL ESTATE

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

Particulars	Q4 FY 2012-13 ₹ crore	Q4 FY 2012-13 growth %	FY 2012-13 ₹ crore	FY 2012-13 growth %
Total Income	314	(16)%	1048	28%
Profit Before Tax	98	(2)%	289	45%
Net Profit (after minority interest)	53	34%	138	41%

Business Highlights:

- Sustained new deal momentum with 3 new projects with 2.3 mn. sq.ft. of saleable area in Q4 FY 2012-13.
 - Added a second redevelopment project at Sahakar Nagar, Chembur with 0.75 mn. sq. ft. saleable area.
 - Entered a joint venture agreement for 1.5 million sq. ft. saleable area at Undri, Pune.
 - A redevelopment project with approx. 95,000 sq. ft. saleable area in Malad, Mumbai.
- Launched flagship commercial project at Godrej BKC, Bandra-Kurla Complex, Mumbai

Awards and Recognitions

Received eight awards in Q4 FY 2012-13 viz.: Popular Choice Developer of the year; Brand Leadership Award; Innovative Real Estate Marketing Campaign; Integrated Township of the year – Godrej Garden City; Best Upcoming Township Award – Godrej Anandam; Best Developer Award (Rest of Maharashtra) – Godrej Anandam; Safety Award – Godrej Garden City; and Safety Award – Godrej One.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights:

₹ Crore	Q4 FY 2012-13	Q4 FY 2012-13 growth %	FY 2012-13	FY 2012-13 Growth (%)
Total Income	672	15%	3101	26%
Operating Profit	21	25%	155	22%

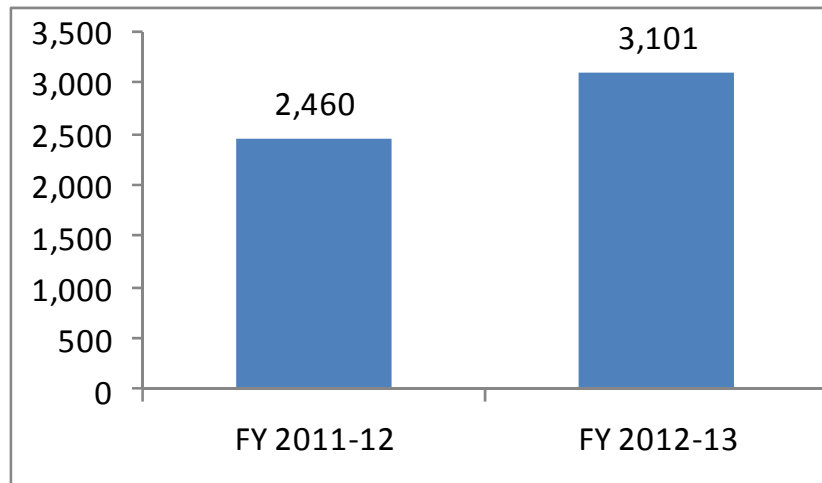
Key Highlights

Animal Feed	Oil Palm	Agri Inputs	Poultry (Godrej Tyson)	Seeds
<ul style="list-style-type: none"> India's largest commercial feed miller Market leader in cattle, poultry and aqua feed Bangladesh JV with ACI 	<ul style="list-style-type: none"> Largest oil palm cultivator in India, with more than 50,000 hectares Operating in AP, TN, Goa, Orissa, Gujarat, Mizoram, Maharashtra, and Karnataka 	<ul style="list-style-type: none"> Market leader in plant growth regulators, soil conditioners, cotton herbicides Strong pipeline of innovative products 	<ul style="list-style-type: none"> Market leader in processed poultry, frozen snacks Partnered with Tyson Foods 	<ul style="list-style-type: none"> Currently focused on maize, bajra, mustard and paddy Strong beginning to new business in FY13

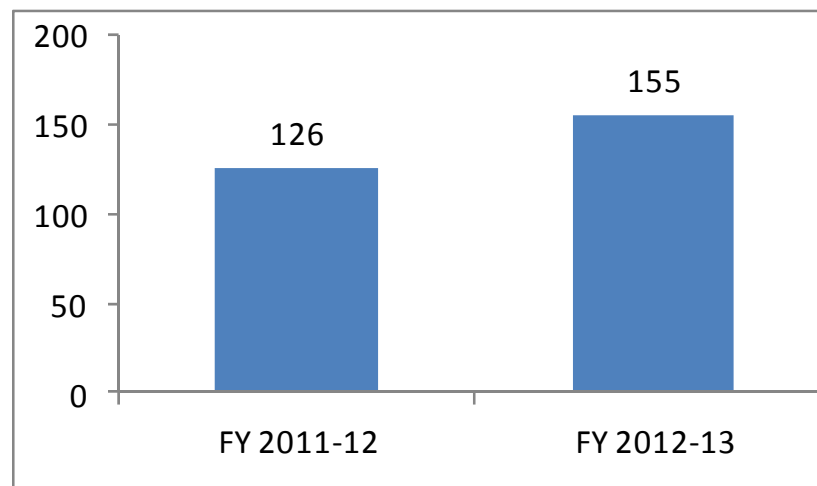
AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights:

FY 2012-13 Consolidated Total Income (₹ crore)



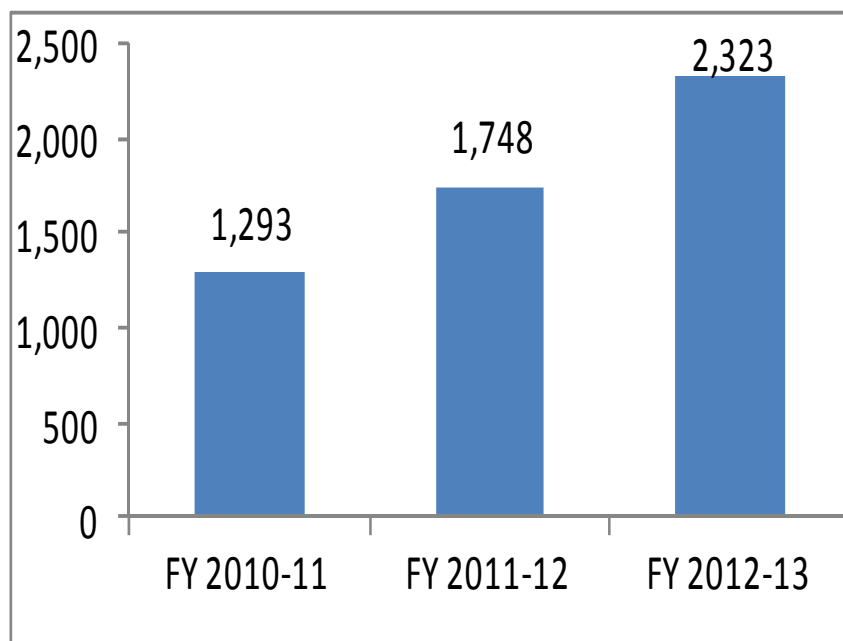
FY 2012-13 Consolidated Operating Profit (₹ crore)



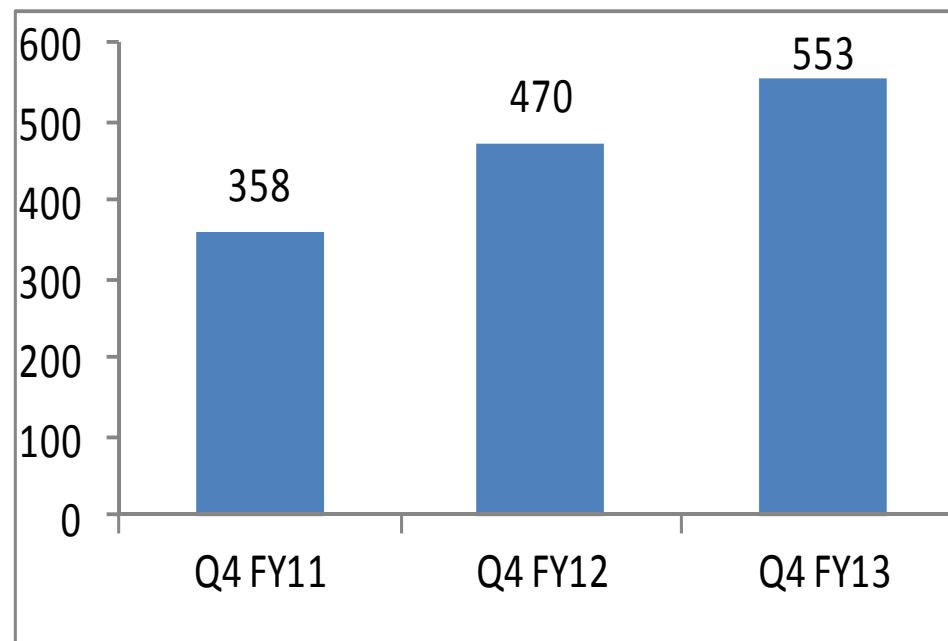
- Total Income increased by 26% in FY 2012-13 over FY 2011-12.
- Operating Profit increased by 22% in FY 2012-13 over FY 2011-12 despite tough market conditions and weak monsoon.
- New capacity addition for Animal Feeds and Oil Palm.
- External environment continues to impact Godrej Tyson and ACI Godrej performance.

ANIMAL FEED CONTINUES TO GROW DESPITE TOUGH MARKET CONDITION

FY 2012-13 Animal Feed Sales (₹ crore)



Quarterly Animal Feed Sales (₹ crore)

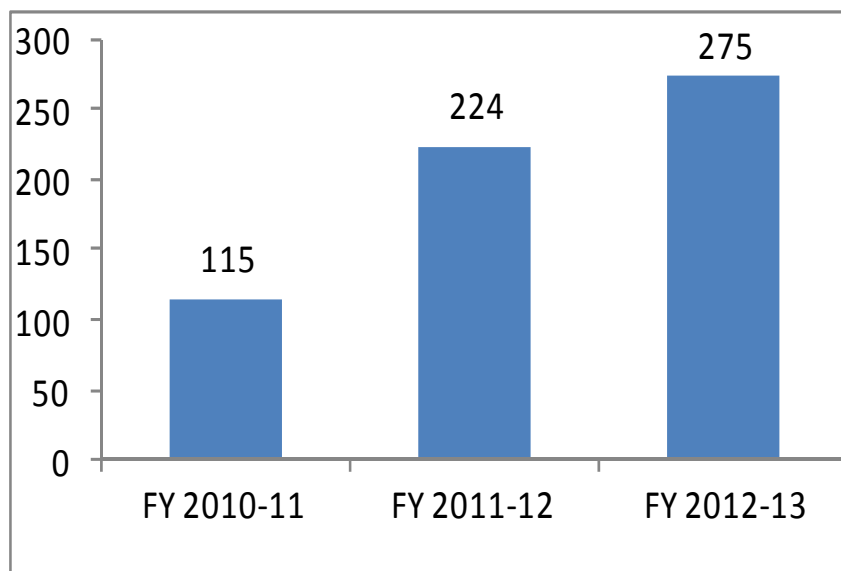


- Sales increased by 33% in FY 2012-13 over FY 2011-12 primarily due to 31% growth in aqua feed volume and 10% growth in cattle feed volume.
- Produced ~1.05 million MT of animal feed in FY2012-13
- Feed volumes increased by 3% in FY 2012-13 over FY 2011-12 despite drop in milk prices and lower broiler placements.
- New feed mill capacities commenced operations across India.

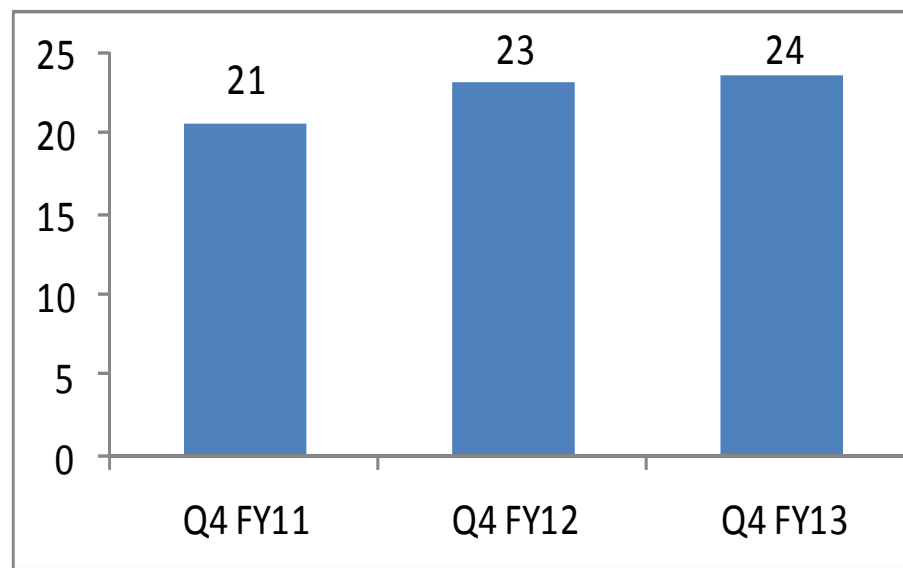


DECLINE IN OIL PALM SALES DUE TO LOWER OIL PRICES

FY 2012-13 Oil Palm Sales (₹ crore)



Quarterly Oil Palm Sales (₹ crore)



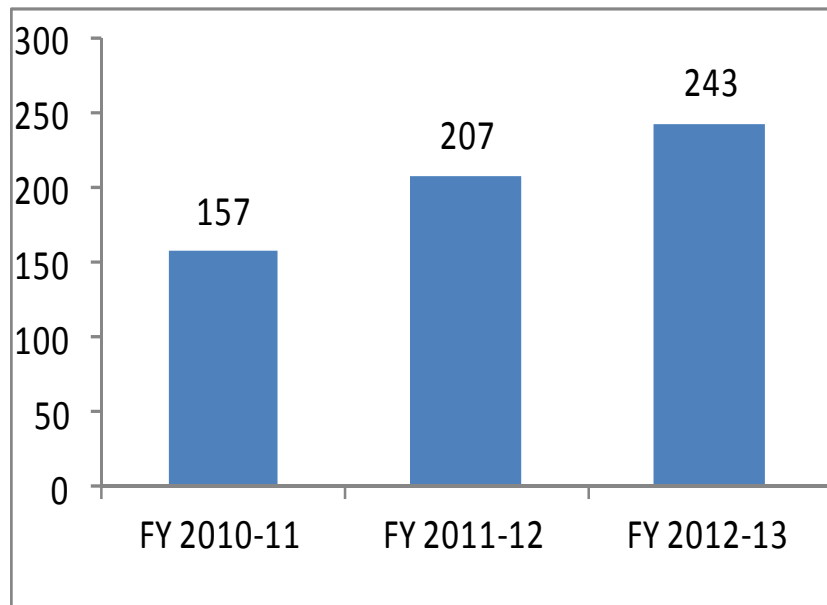
- Sales increased by 23% in FY 2012-13 over FY 2011-12 despite lower oil prices due to 19% increase in Fresh Fruit Bunches (FFB) tonnage.
- New oil mill at Chintampalli, Andhra Pradesh commenced operations and further expansion in progress.
- Over 6,800 new hectares of oil palm plantations cultivated in FY2012-13. Total area coverage is ~ 45,000 hectares.
- Allotted new command area in Chhattisgarh.



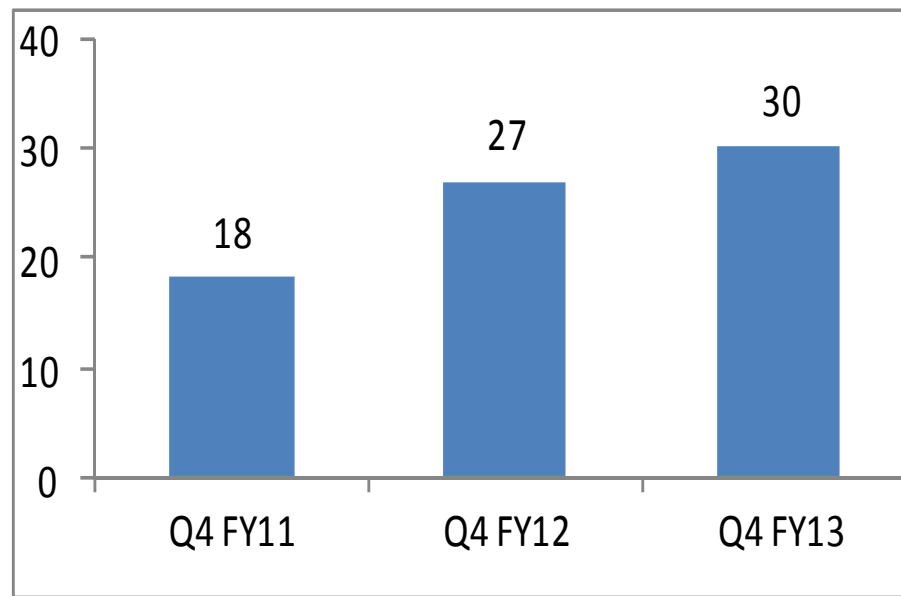
AGRI BUSINESS

AGRI INPUTS DELIVERS STRONG GROWTH IN FY13 DESPITE WEAK MONSOON

FY 2012-13 Agri Inputs Sales (₹ crore)



Quarterly Agri Inputs Sales (₹ crore)

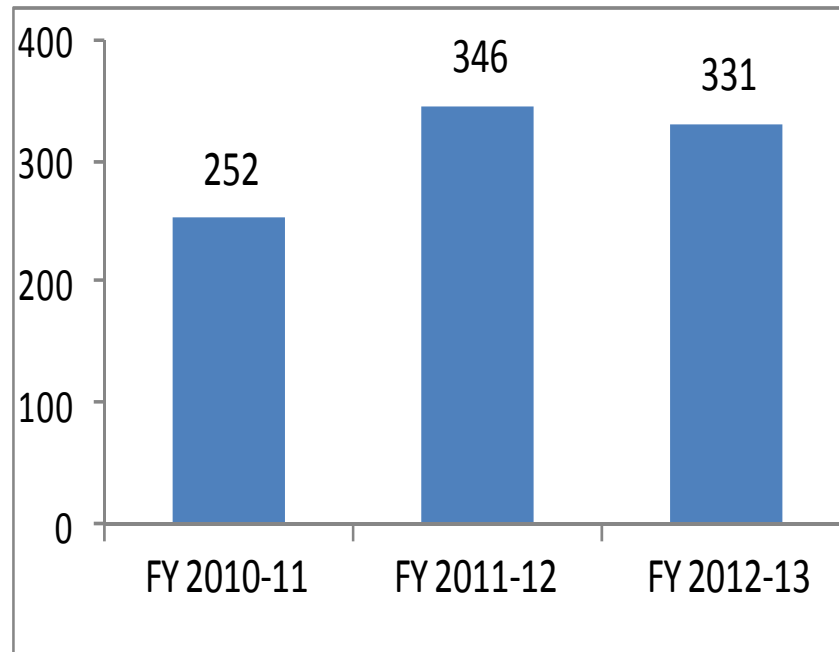


- Sales increased by 17% in FY 2012-13 over FY 2011-12 despite a weak monsoon impacting the overall agrochemicals industry.
- HBR sales volumes increased by 49% in FY 2012-13 over FY 2011-12.
- Zymegold granules volumes have grown by 104% in FY 2012-13 over FY 2011-12.
- New product pipeline on track for FY2013-14 launches.

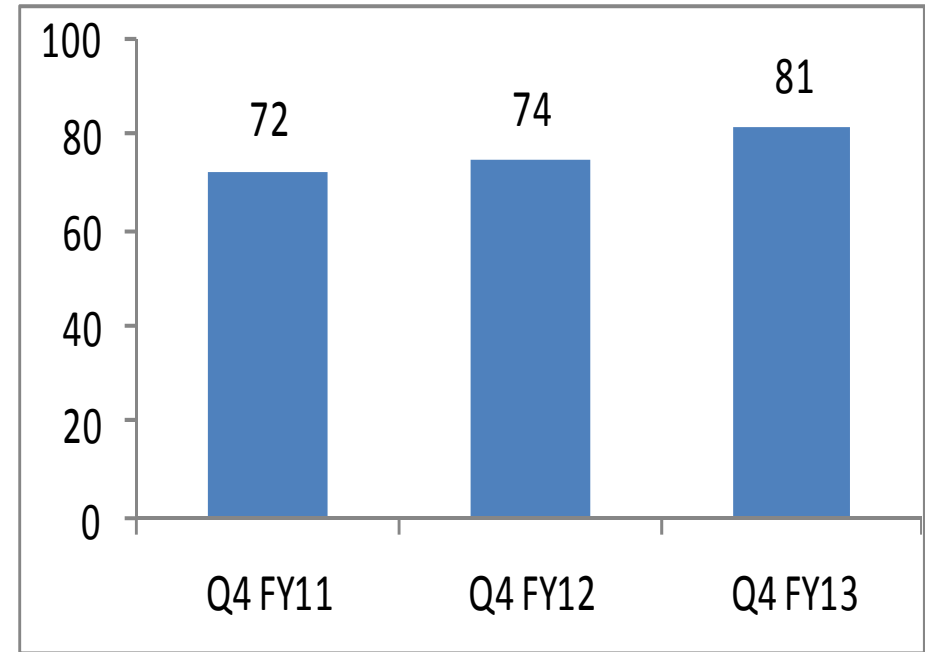


ACI GODREJ (BANGLADESH) IMPACTED DUE TO EXTERNAL ENVIRONMENT

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



Quarterly ACI-Godrej Sales (₹ crore)

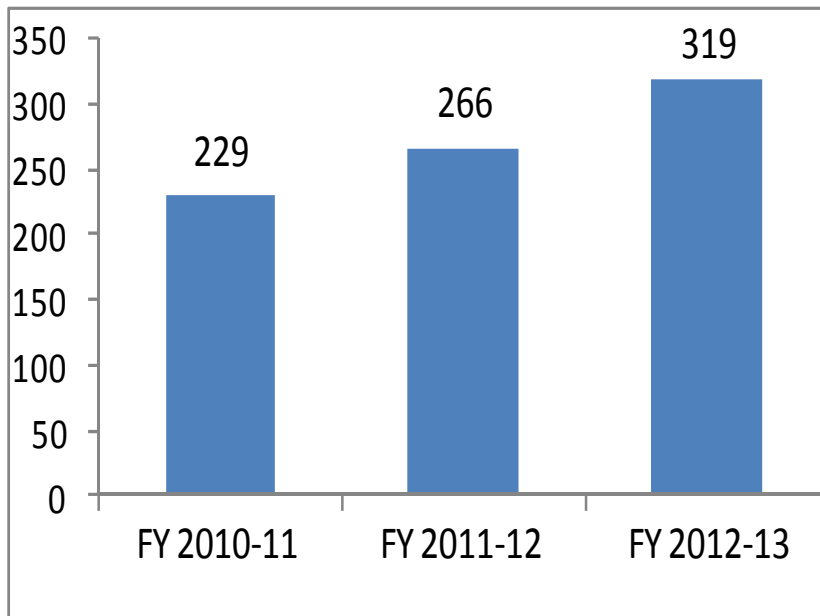


- Sales in FY 2012-13 were lower by 4% over FY 2011-12 primarily due to bird flu in Bangladesh.
- Bird flu situation has improved in Q4 FY2012-13. However, external environment continues to be volatile.
- Strong growth in aqua feed volumes in FY2012-13.

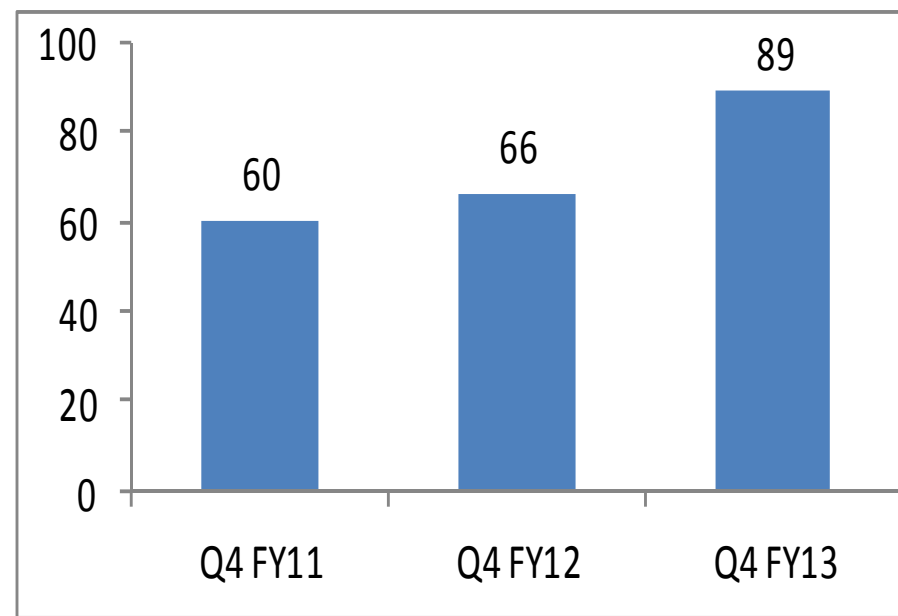
AGRI BUSINESS

GODREJ TYSON CONTINUES TO FOCUS ON YUMMIEZ AND INSTITUTIONAL SALES

FY 2012-13 Godrej Tyson Sales (₹ crore)



Quarterly Godrej Tyson Sales (₹ crore)



- Sales increased by 20% in FY 2012-13 over FY 2011-12.
- “Yummiez” sales volume grew by 12% in FY 2012-13 over FY 2011-12
- Sales volumes to Quick Service Restaurants increased by 18% in FY 2012-13 over FY 2011-12.
- Business impacted by higher feed costs due to rise in price of corn and soya.
- Capacity expansion at processing plants completed in FY2012-13



TRANSFORMATION



– ONE OF THE MOST TRUSTED BRANDS IN INDIA

In the recently published Brand Trust Report, 2013 Godrej has been ranked the 6th most trusted Brand in India, up five places from last year.

- The Brand Trust Report, India Study, 2013 is the result of a research based on 61 component Trust Matrix.
- This year's research was conducted among 2505 'influencer' respondents across 16 cities.
- The study covered nearly 3 million data points and 19000 brands.
- Indian Statistical Institute helped create a statistically robust Brand Trust Index which has been used to hierarchically rank India's brands on the basis of Trust.



Power of Trust

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



Aon Hewitt Best Employer Study 2012

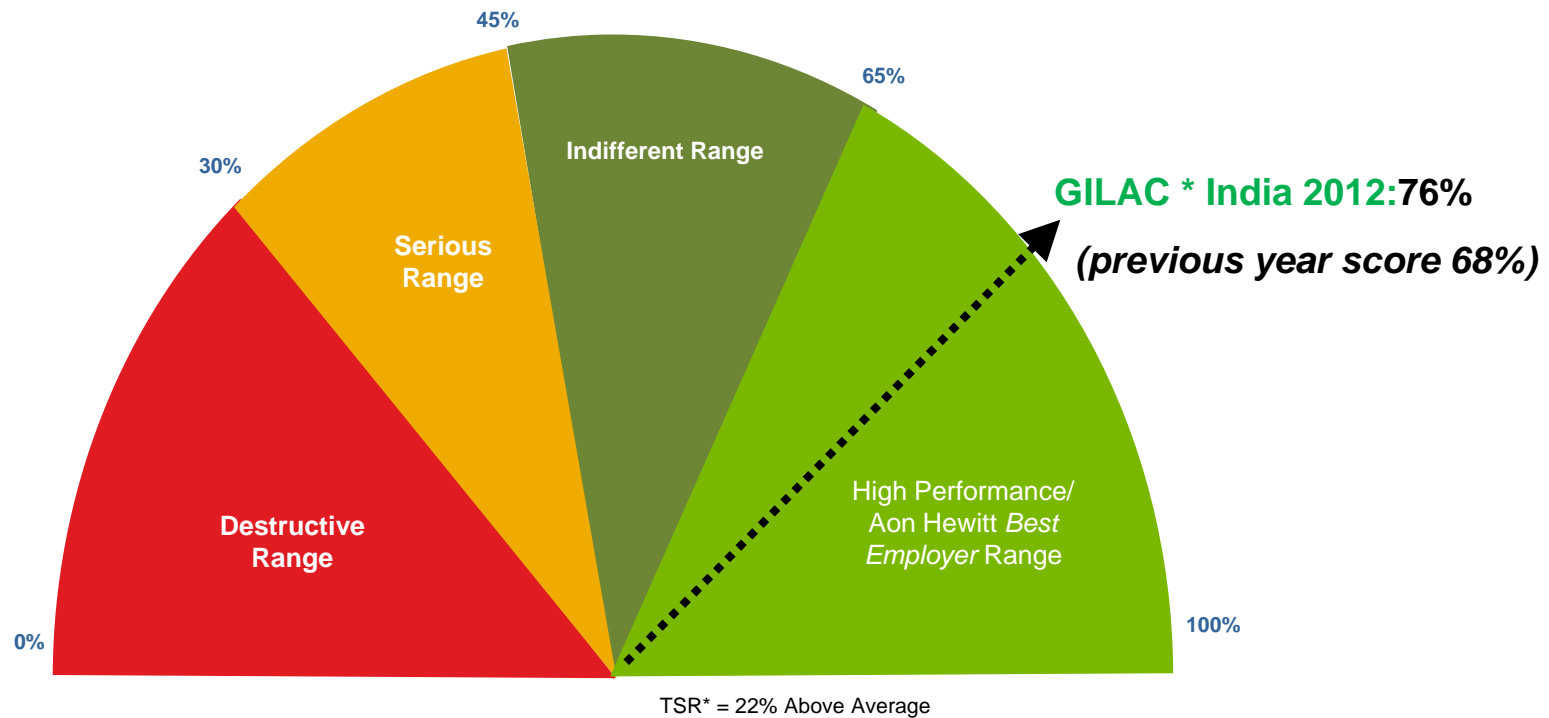
GCPL

4th overall



TRANSFORMATION : INCREASED ENGAGEMENT SCORES

GODREJ IN TUNE RESULTS



* GILAC – Godrej Industries and associate companies

TRANSFORMATION : TRACTION ON 'GOOD & GREEN'



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 neutrality, 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**



NATURES BASKET

(FRESH FOOD AND GOURMET STORES)

- 27 stores across 6 key metros (Mumbai, Delhi, NCR, Pune, Hyderabad, and Bengaluru).
 - 2 new stores added in Q4, one each in Mumbai and in New Delhi.
 - New flagship property inaugurated at Bandra in Mumbai.
- Overall 2500 new products introduced during FY 2012-13, taking up contribution from new products to 9% of sales.

Financial Highlights:

- Net Sales at ₹ 35 crore in Q4 FY 2012-13 and ₹ 128 crore in FY 2012-13 .
 - Growth in Q4 FY 2012-13 over Q4 FY 2011-12 : 49%.
 - Growth in FY 2012-13 over FY 2011-12 : 56%.

Awards and Recognitions:

- Won two prestigious Industry Awards at the prestigious Asia Retail Congress in Q 4.
- Award for Retail Excellence – Retailer of the year (food & grocery)



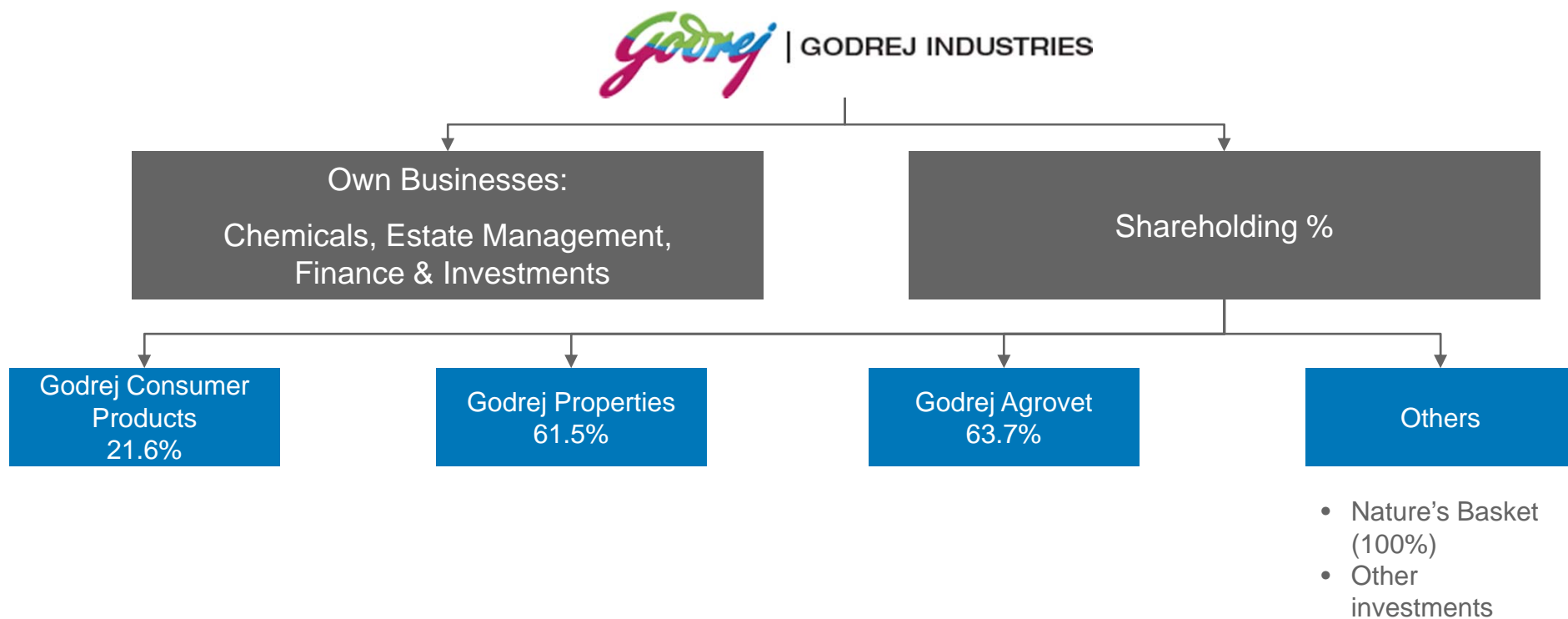
GODREJ SEEDS HAD AN EXCELLENT FIRST YEAR IN FY 2012-13

- FY2012-13 sales of ₹ 19 crore.
- Current sales volume mix is 71% maize, 14% SSG, 9% paddy and 6% others.
- Strengthened sales channel through appointment of additional distributors.
- Continuing to strengthen management team.
- Looking to enter new geographies in next Kharif season.
- Launching R&D programs for bajra, pigeon pea and specialty maize.

OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value ^ of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	21.6%	693	5,740
Godrej Properties (GPL)	Real Estate and Property Development	61.5%	230	2,539
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%	79	
Natures Basket	Fresh Food & Gourmet Stores	100%	71	
Others		--	39	
	Total		1,282	

^ as on March 31, 2013

Market Value of GIL's investment in GCPL + GPL increased by ₹ 1,860 crore (29%) in FY 2012-13

SHAREHOLDING PATTERN AS ON MARCH 31, 2013

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	74.96
Institutional investors :		
- Mutual funds & UTI	60,87,512	1.82
- Banks, financial institutional investors & Insurance companies	53,67,214	1.60
- Foreign Institutional Investors	3,56,04,385	10.62
Others :		
- Private corporate bodies	1,31,35,910	3.92
- Indian Public	2,28,74,970	6.82
- NRI/OCBs	8,61,752	0.26
Total	33,51,65,917	100.00



THANK YOU FOR YOUR TIME AND CONSIDERATION