



LEVERAGING
GROWTH
CREATING
VALUE 

Q4 FY 2013-14 - PERFORMANCE UPDATE

May 28, 2014

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 2013-14	Q4 FY 2012-13	% Growth	FY 2013-14	FY 2012-13	% Growth
Total Income *	2082	1472	41%	8143	7197	13%
PBDIT *	196	118	66%	683	595	15%
Depreciation	21	16		70	59	
Interest	42	24		146	110	
PBT *	133	78	71%	467	426	10%
Net Profit ^ #	114	94	22%	326	391	Note 1

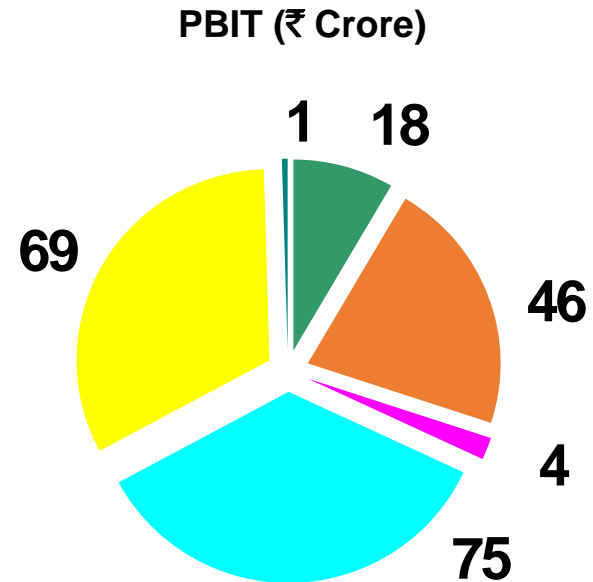
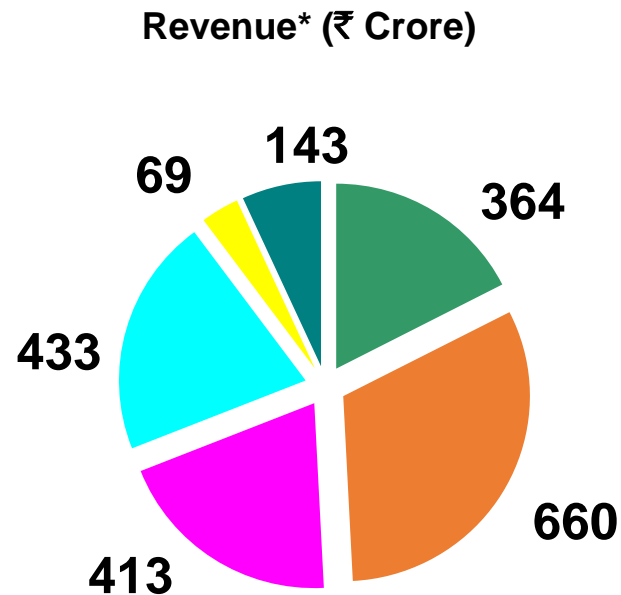
Note 1 : The Net Profit (excluding exceptional items) growth for the year is 26%

* Including other income and exceptional items ;

Post share of profit in associate companies and minority interest

CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q4 FY2013-14



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ FINANCE & INVESTMENTS

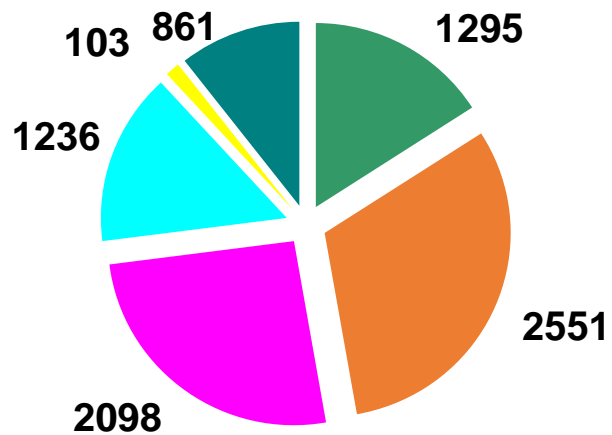
■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

■ OTHERS

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: FY2013-14

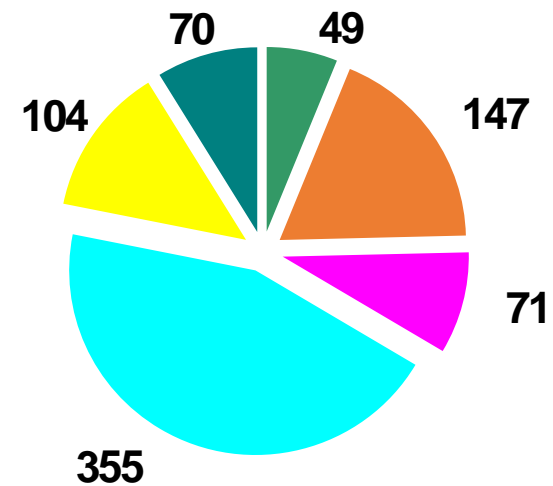
Revenue* (₹ Crore)



*net of inter-segment revenue

■ CHEMICALS
■ VEGOILS
■ FINANCE & INVESTMENTS

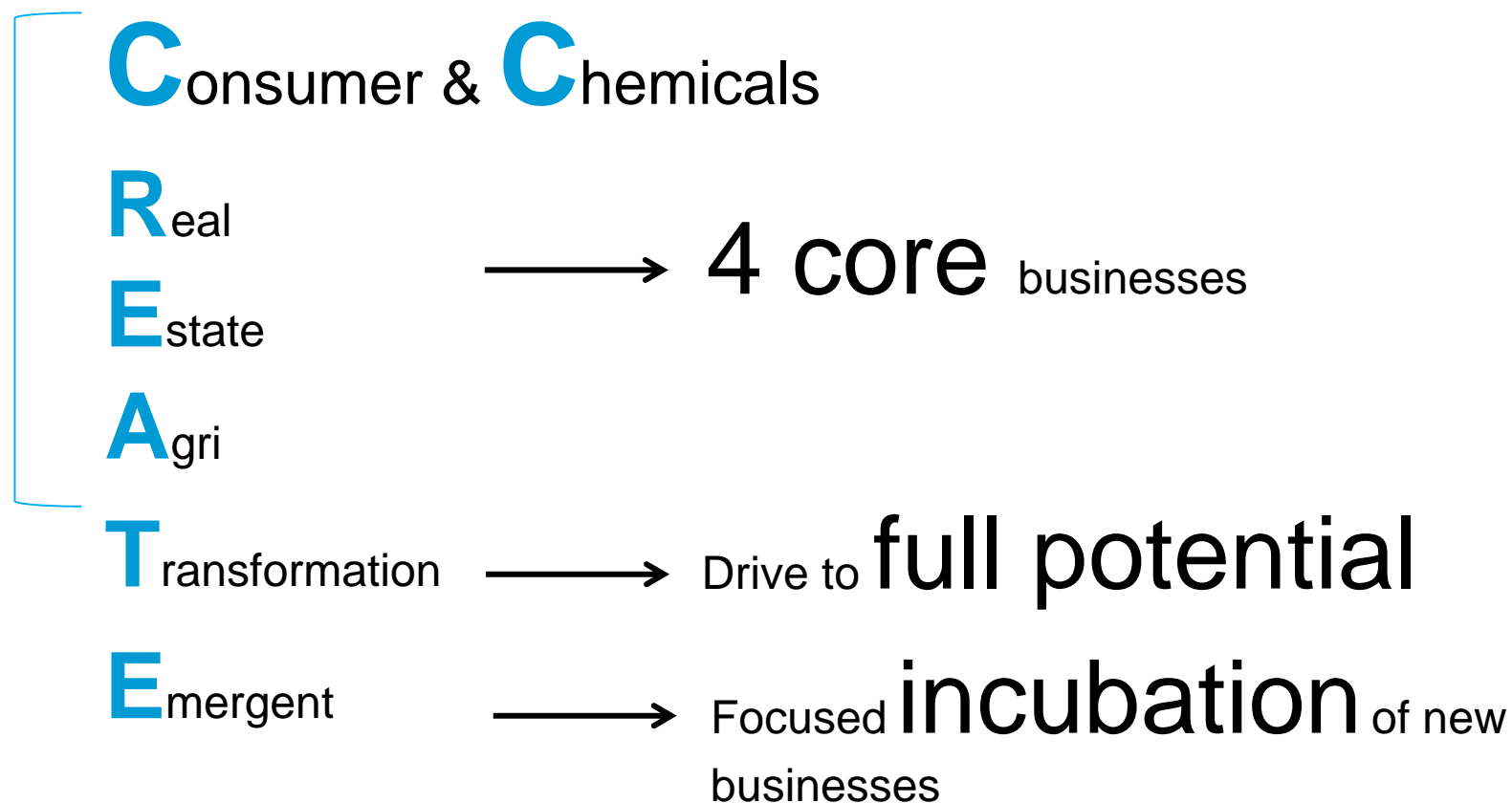
PBIT (₹ Crore)



■ ANIMAL FEEDS
■ ESTATE & PROPERTY DEVELOPMENT
■ OTHERS

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

OUR “CREATE” GROUP PORTFOLIO STRATEGY



CONSUMER (GCPL)

Business and Financial Highlights for Q4 FY 2013-14:

- GCPL continues to deliver well amidst tough market environment
 - Household insecticides sales growth at +17%
 - Hair Colours sales growth at +16%
- Consolidated Net Sales increased by 13%*
 - India business grows 12% with ahead of the market growth across core categories
 - International business grows 17%* on a constant currency basis
- Consolidated EBITDA increased by 24%*
 - India business EBITDA grows 19%
 - International business EBITDA grows 36%*
- Consolidated Net Profit After Minority Interest increased by 14%*
- Declared final dividend of ₹ 2.25/- per share (225%) totaling to ₹ 5.25/- per share (525%) in FY 2013-14

** Excluding the sale of foods business in Indonesia, wherein GCPL does only the distribution and not marketing etc. Sales are accordingly recorded in the overall consolidated sales with GCPL receiving only cost of distribution thus not earning any profits on it.*

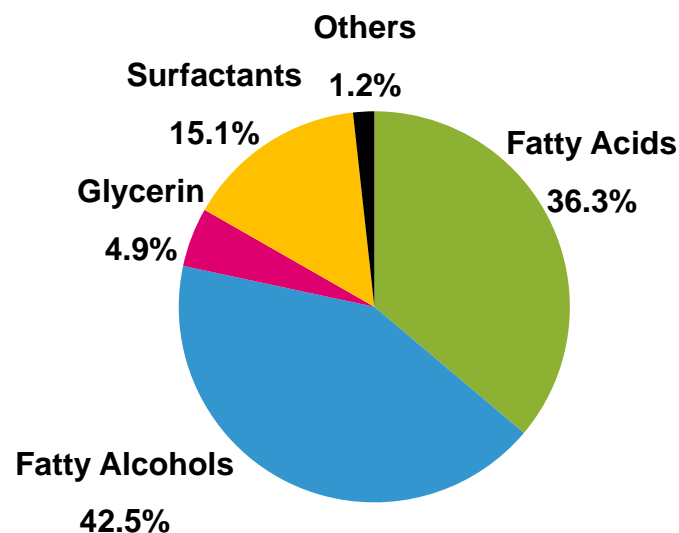
CHEMICALS

Financial Highlights:

₹ Crore	Q4 FY 2013-14	Q4 FY 2012-13
Revenue	364	329
PBIT	18	21

- Revenue for Q4 FY 2013-14 grew by 11% over Q4 FY 2012-13
 - Exports at ₹ 152 crore grew by 8%
 - Exporting to 70+ countries.

Product Portfolio Q4 FY 2013-14



Business Highlights:

New facility at Ambernath:

- Commenced operations in Q4 FY 2013-14.
- State of the art technology.
- Facility to manufacture Surfactants, Fatty Acids (including specialty grades) and refined glycerin.



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

Particulars	Q4 FY 2013-14 ₹ crore	Q4 FY 2013-14 growth %
Total Income	436	39%
Area Sold (mn. sq. ft)	1.34	111%
Booking value (Rs. Crore)	1,066	77%

Business & Sales Highlights:

- Added 4 projects in 4 separate cities with 9.6 million sq. ft. of saleable area in Q4 FY 2013-14.
 - Seventeenth project in Mumbai with 0.8 million sq. ft. saleable area
 - Fourth residential project in Pune with 2.8 million sq. ft. saleable area
 - Second project in Chennai with 1 million sq. ft. saleable area
 - Seventh project in Bangalore with 5 million sq. ft. saleable area
- Highest ever sales in a single quarter – Surpassed ₹ 1,000 crore in quarterly sales bookings for the first time in GPL's history in Q4 FY 2013-14
- Dividend recommended Rs. 2 per equity share as final dividend on face value of Rs. 5 per share.

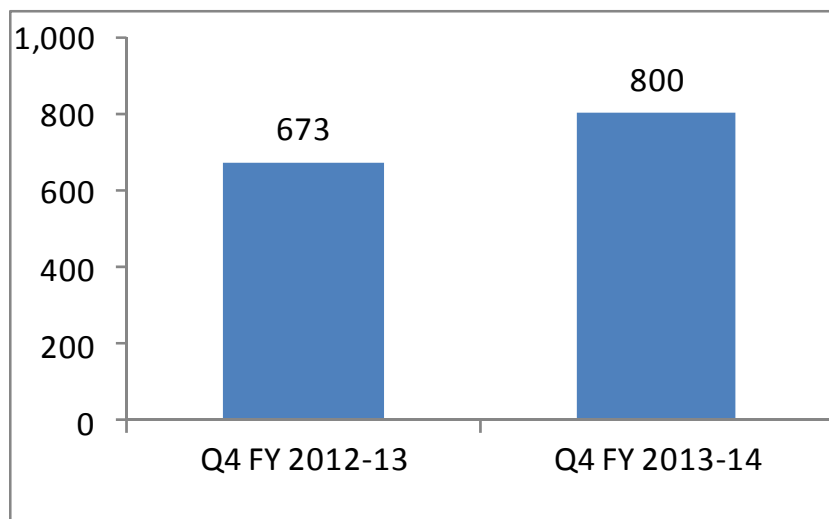
Awards and Recognitions (Q4 FY 2013-14):

GPL received 9 awards in Q4 FY 2013-14 and 28 awards in FY 2013-14, some of Q4 awards are:

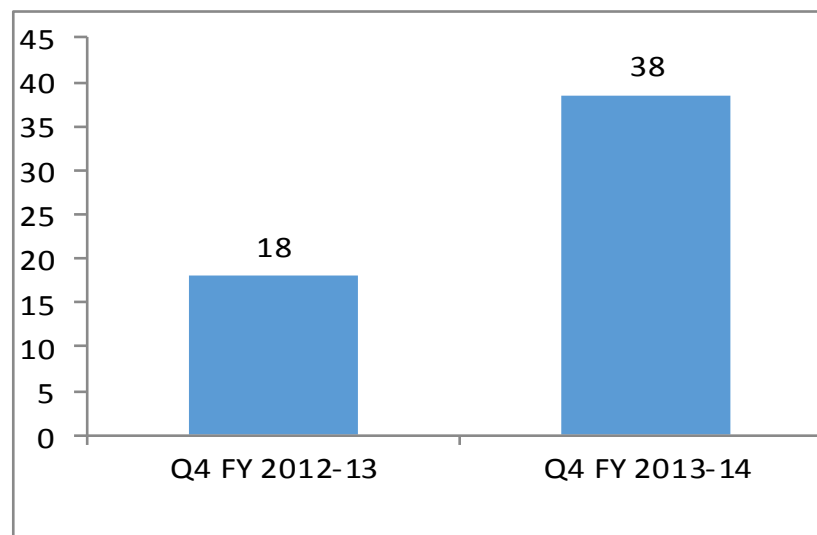
- **'The Trees' – Honour Award** – The Boston Society of Landscape Architects
- **'Ethical Brand For Real Estate'** – CMO Asia

Godrej Agrovvet Limited (GAVL) - Consolidated Financial Highlights:

Q4 Consolidated Total Income (₹ crore)



Q4 Consolidated PBT (₹ crore)

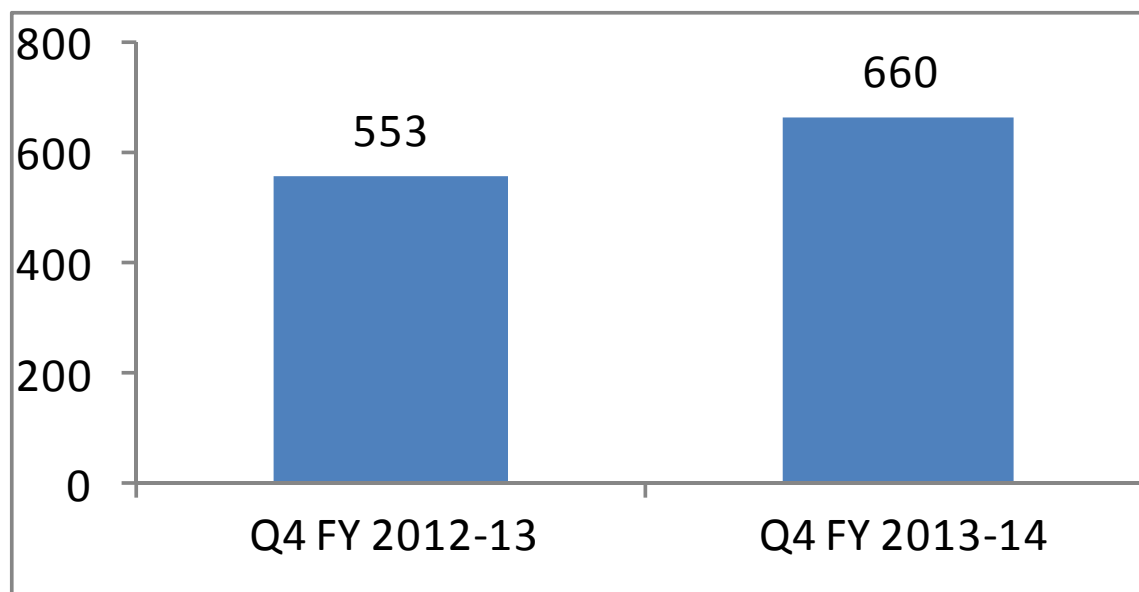


- Revenue growth of 19% in Q4 FY 2013-14 over Q4 FY 2012-13.
- PBT growth of 113% in Q4 FY 2013-14 over Q4 FY 2012-13 primarily on back of excellent performance across all the businesses
- Animal feed business crossed a million tonne milestone and two other business i.e. Oil Palm and Agri Inputs crossed ₹ 300 crore in top line

AGRI BUSINESS

ANIMAL FEED BUSINESS SHOWED STRONG PERFORMANCE DUE TO INCREASE IN SALES OF LAYER FEED AND AQUA FEED

Q4 Animal Feed Sales (₹ crore)



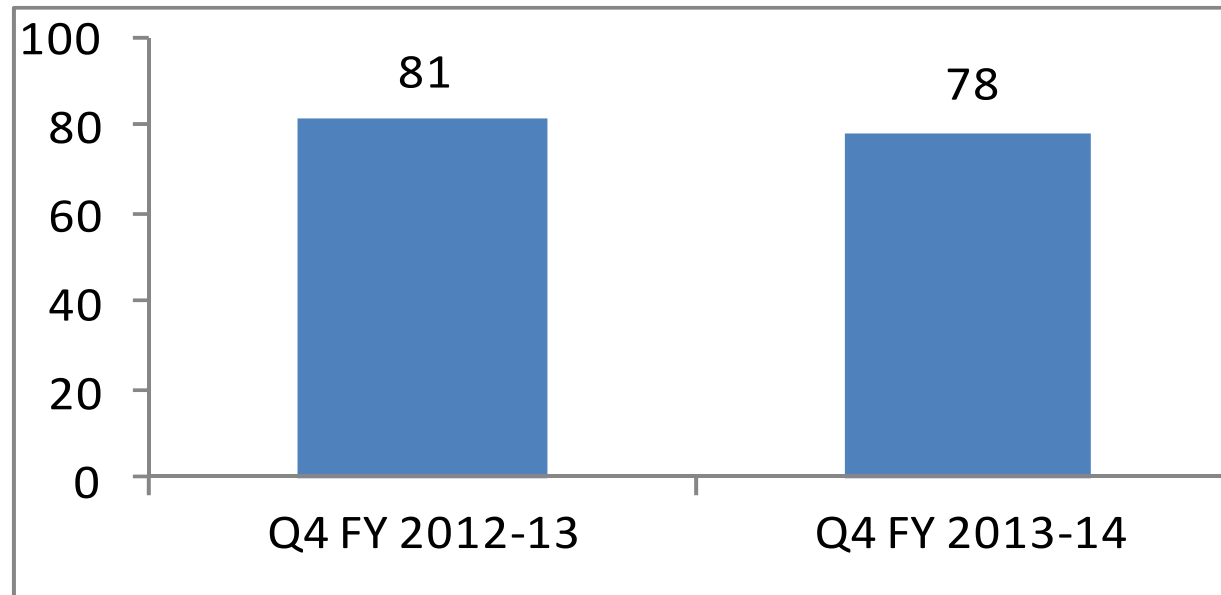
- Sales growth of 19% in Q4 FY 2013-14 over Q4 FY 2012-13
- Layer feed and Aqua feed sales saw a significant jump compared to last year in the same period. Layer feed grew by 38% and Aqua feed grew by 35% respectively
- Continued R&D focus has propelled growth in profits.



AGRI BUSINESS

ACI GODREJ (BANGLADESH): EXTERNAL VOLATILE ENVIRONMENT IMPACTED PERFORMANCE

Q4 ACI - Godrej Sales (₹ crore)

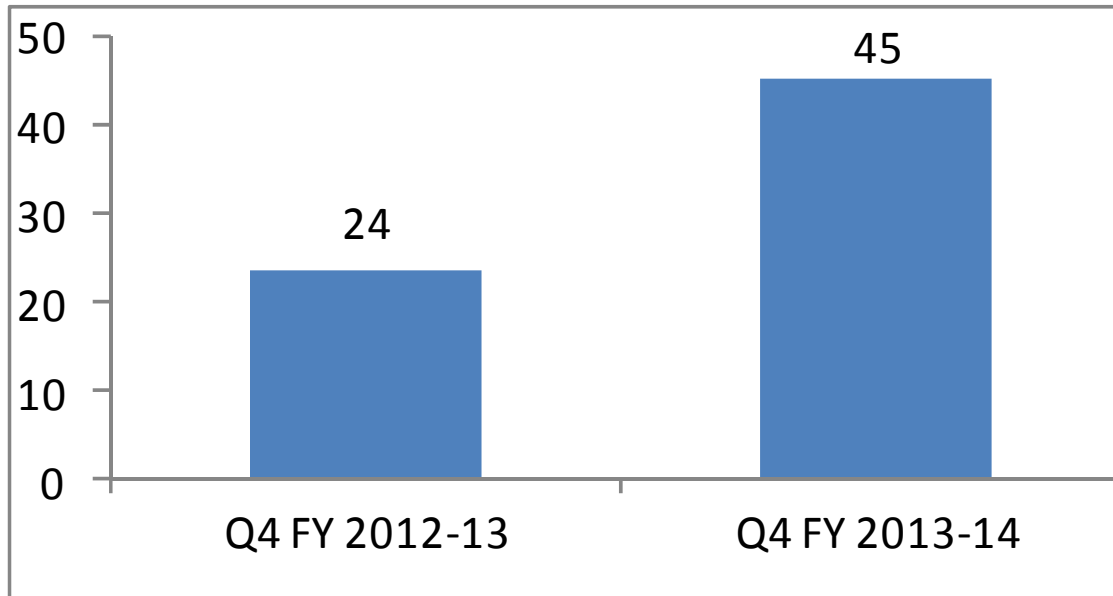


- Sales de-growth of 4% in Q4 FY 2013-14 over Q4 FY 2012-13 primarily driven by extremely volatile political environment of the country
- Strong focus on driving aqua feed and cattle feed volumes as key to growth in FY 2013-14 yielding results through premium position in both segments.

AGRI BUSINESS

OIL PALM CONTINUES STRONG PERFORMANCE DRIVEN BY STRONG GROWTH IN VOLUMES AND IMPROVED OIL PRICES

Q4 Oil Palm Sales (₹ crore)



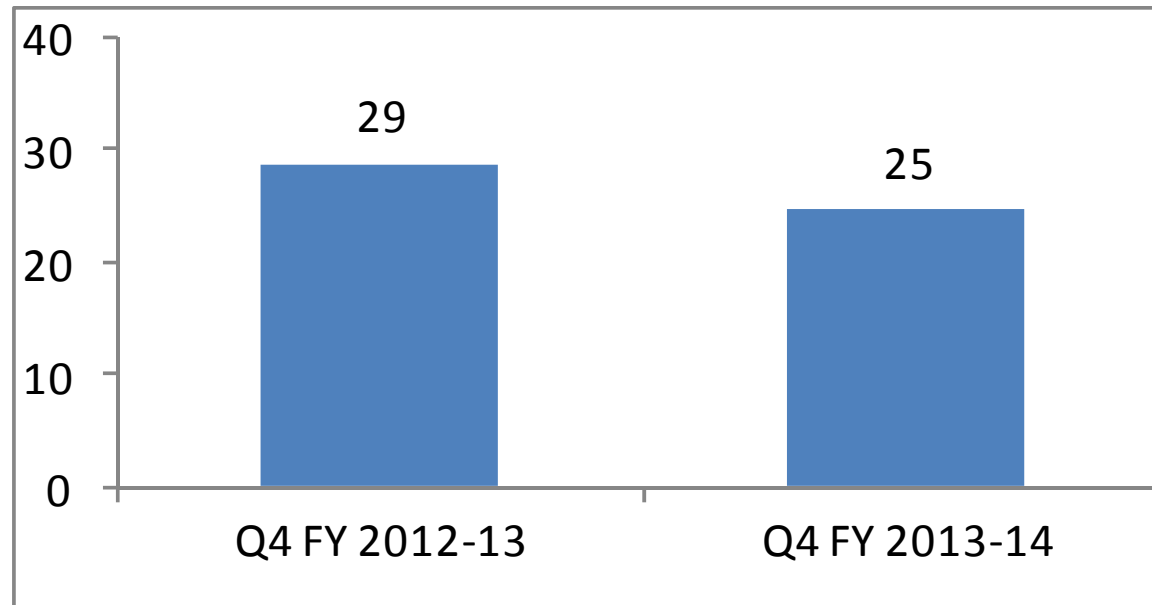
- Sales grew 91% in Q4 FY 2013-14 over Q4 FY 2012-13, driven by strong increase in volume and robust oil prices.
- Area coverage expansion continued to be strong in Q4 FY 2013-14 including in new areas allotted in some parts of the country
- Construction of Oil mil completed in Mizoram. Commercial production started in April 2014



AGRI BUSINESS

AGRI INPUTS SALES WERE LOW DUE TO LEAN PERIOD

Q4 Agri Inputs Sales (₹ crore)



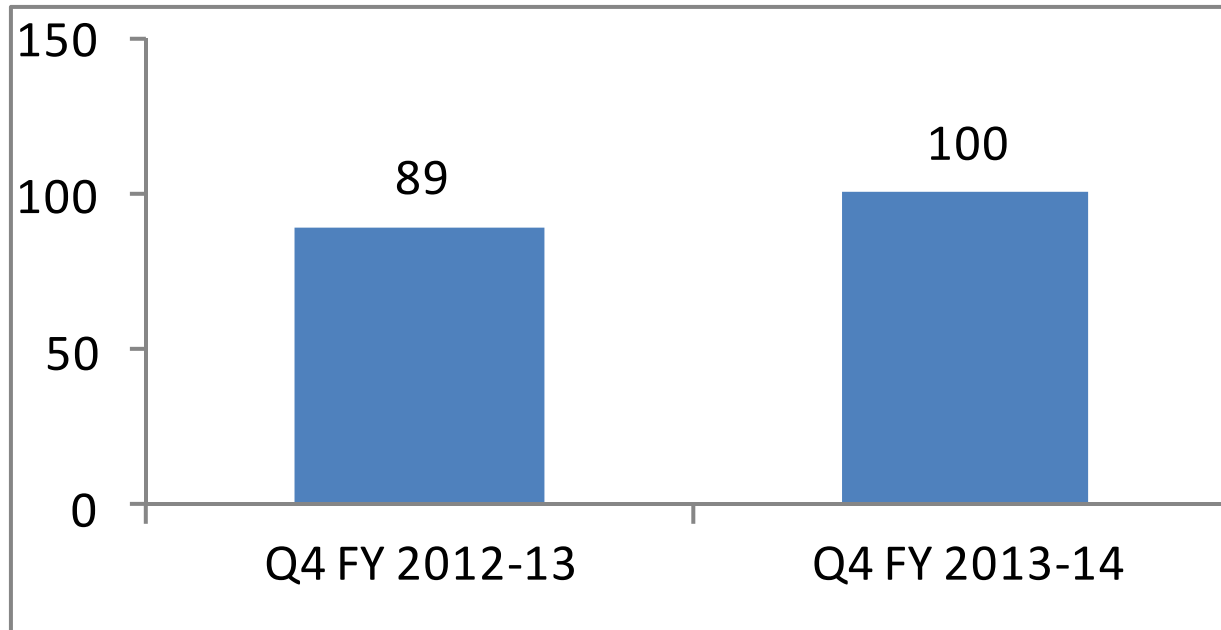
- Seasonal Agri inputs business has lean Q4 performance. Sales de-growth of 14% in Q4 FY 2013-14 over Q4 FY 2012-13 primarily because of lower sales of Plant Growth Regulators (PGR), which is the largest selling product category of the business



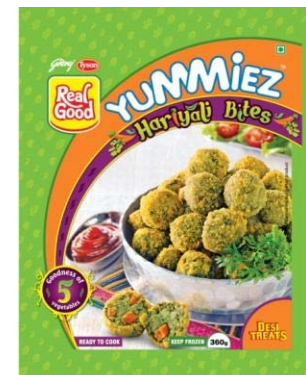
AGRI BUSINESS

GODREJ TYSON CONTINUES STRONG MOMENTUM WITH NEW PRODUCT LAUNCHES AND DISTRIBUTION NETWORK GROWTH

Q4 Godrej Tyson Sales (₹ crore)



- Sales growth of 12% in Q4 FY 2013-14 over Q4 FY 2012-13.
- Several new product launches under the Real Good Chicken and Yummiez brand (veg and non-veg) and significant expansion in distribution network helped us tide over a tough Q4 for Godrej Tyson



TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

2013 Economic Times “Great Place to Work” survey:

GCPL

1st in FMCG category
Overall rank **#11**

GPL

1st in real estate industry
Overall rank **#25**

GIL
Chemicals

4th in manufacturing and production
Overall rank **#57**

GAVL

Debut on list
Overall rank **#97**



TRANSFORMATION : CONTINUED COMMITMENT ON OUR 'GOOD & GREEN' VISION



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 to
landfill, carbon neutrality,
positive water balance,
reduction of specific energy
consumption by 30% and
increased usage of
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)

- 3 new stores opened in Q4 FY 2013-14, 1 each in Delhi (Paschim Vihar) ; Bengaluru (Jayanagar) and Mumbai (Prabhadevi).
 - Total store count increased to 33 Pan-India across 6 key metros (Mumbai, Delhi, NCR, Pune, Hyderabad, and Bengaluru).
- For the first time there was a pan India promotional offer under the banner of “Fab Foodie Fest”.
- Special Focus on Gifting Sales.
- Launch of new products in Indian health snacks, confectionery and grocery ranges.

Financial Highlights:

- Net Sales in Q4 FY 2013-14 grew by 32% to ₹ 46 crore.
- Net Sales for FY 2013-14 grew by 36% to ₹ 174 crore.

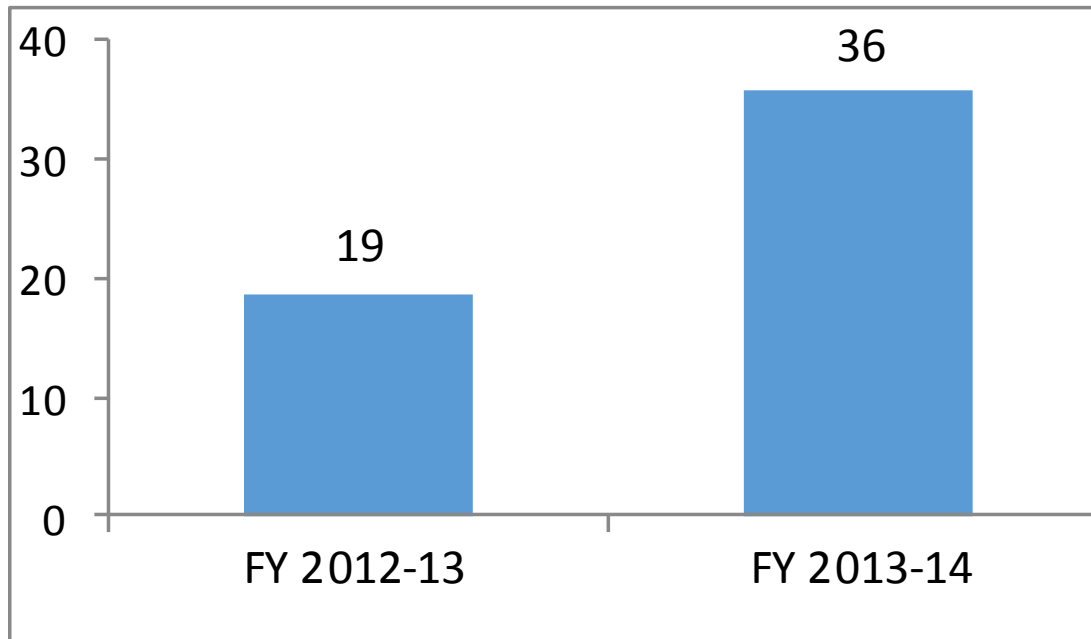
Awards:

- Awarded ‘Retailer of the Year – Food and Grocery’ and ‘Best Customer Loyalty program’ at the 10th Asia Retail Congress.
- Awarded ‘Best in Customer Service – Food and Grocery’ at India Retail Awards 2014, one of the most prestigious Food & Grocery Retail honours.

EMERGENT

GODREJ SEEDS STILL IN INVESTMENT PHASE

FY 2013-14 Godrej Seeds (₹ crore)



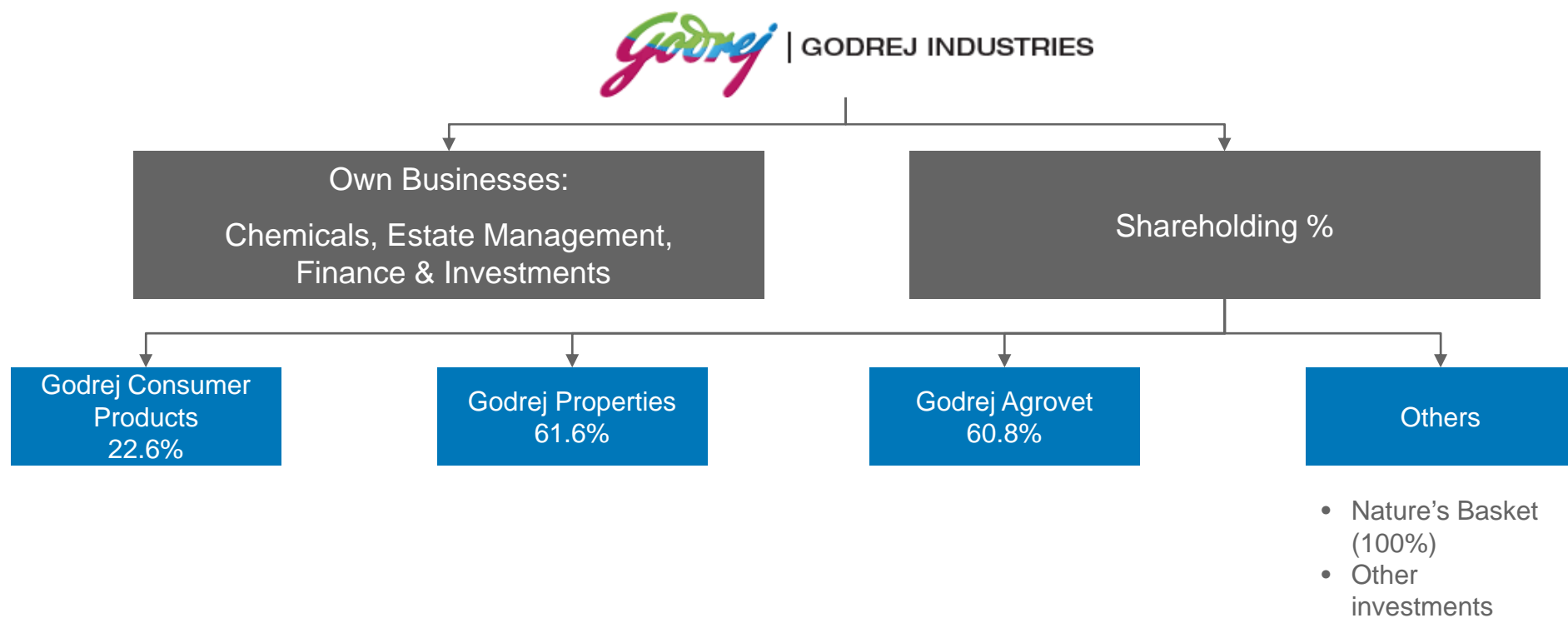
- Sales in FY 2013-14 grew by 92% over FY 2012-13 with focus on core crops of maize and paddy
- Looking to expand in additional geographies in the coming Kharif season.
- Invested in R&D projects with Maize and Paddy being the focus crops.



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	22.6%	970	6,561
Godrej Properties (GPL)	Real Estate and Property Development	61.6%	666	2,620
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry & Oil Palm	60.8%	144	
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Godrej Vikhroli LLP	Real Estate and Property Development	40%	132	
Natures Basket	Fresh Food & Gourmet Stores	100%	104	
Others		--	13	
	Total		2,048	

[^] as on March 31, 2014

SHAREHOLDING PATTERN AS ON MARCH 31, 2014

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	74.89
Institutional investors :		
- Mutual funds & UTI	14,28,013	0.43
- Banks, financial institutional investors & Insurance companies	1,06,55,687	3.17
- Foreign Institutional Investors	3,75,74,223	11.20
Others :		
- Private corporate bodies	1,38,18,917	4.12
- Indian Public	2,00,49,336	5.98
- NRI/OCBs	6,94,910	0.21
Total	33,54,55,260	100.00



THANK YOU FOR YOUR TIME AND CONSIDERATION