



GODREJ INDUSTRIES LIMITED

Performance Update – Q2 & H1 FY 2014-15

NOVEMBER 10, 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

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Particulars (₹ crore)	Q2 FY 2014-15	Q2 FY 2013-14	% Growth	H1 FY 2014-15	H1 FY 2013-14	% Growth
Total Income *	2360	2083	13%	4755	4028	18%
PBDIT *	196	191	2%	389	337	15%
Depreciation	22	17		44	33	
Interest	50	35		94	65	
PBT *	124	139	(10)%	251	239	5%
Net Profit #	95	94	2%	173	147	18%

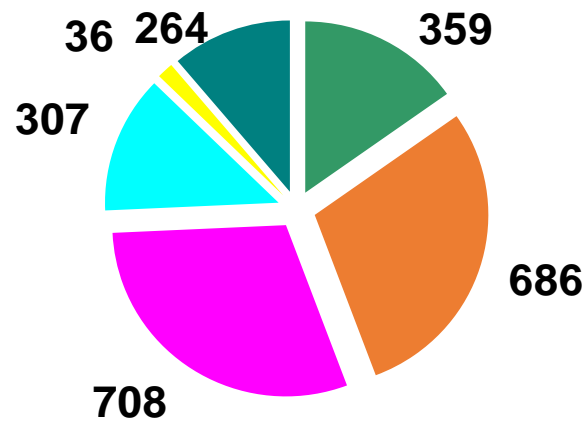
** Including other income and exceptional items ;*

Post share of profit in associate companies and minority interest

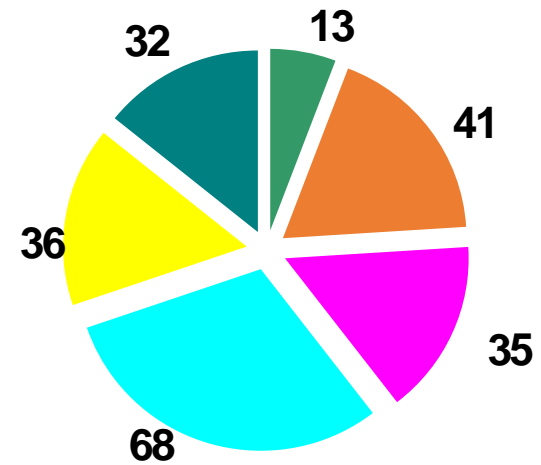
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q2 FY 2014-15

Revenue* (₹ crore)



PBIT (₹ crore)



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ FINANCE & INVESTMENTS

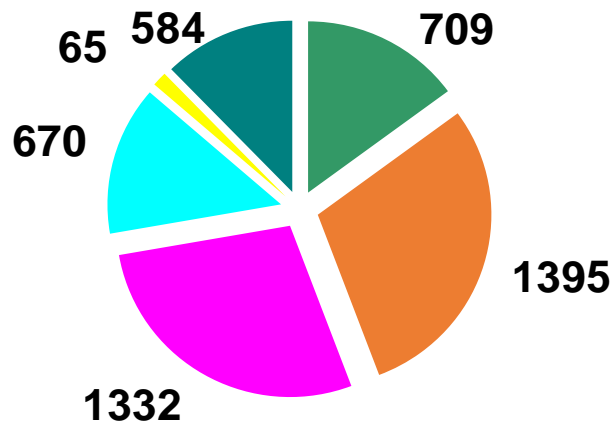
■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

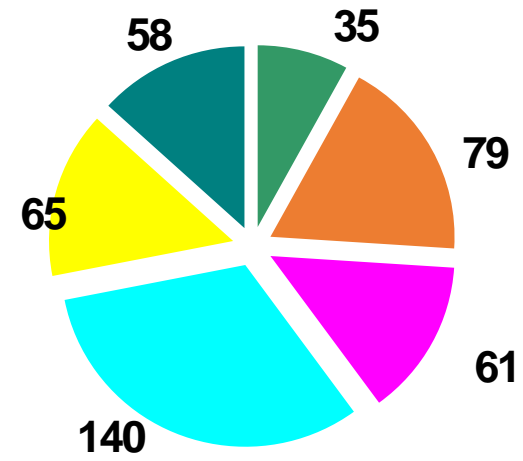
■ OTHERS

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: H1 FY 2014-15

Revenue* (₹ crore)



PBIT (₹ crore)



*net of inter-segment revenue

■ 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 & **C**hemicals

Real

Estate

Agri

Transformation

Emergent

→ 4 core businesses

→ Drive to full potential

→ Focused incubation of new businesses

CONSUMER (GCPL)

Business and Financial Highlights for Q2 FY 2014-15:

- GCPL delivers net profit growth of 20%.
 - India business grew by 7%; nearly 1.5x of the overall household and personal care sector growth.
 - International business grew by 12% on a constant currency basis.
- GCPL continues to gain market share across core categories
 - Soaps category grew 13% against continued category de-growth this quarter.
 - Household insecticides sales increased by 2%, ahead of category growth.
 - Strong momentum in hair colours and delivered a volume led sales growth of 9%.
- The company was ranked as the number 1 FMCG company to work for in India by the Great Place to Work Institute.
- Recently launched a new portfolio of hand washes, a hand sanitizer and anti mosquito spray, under Godrej Protekt, which is being well received in modern trade.
- Declared an interim dividend of 100% (₹ 1 per share).

Financial Highlights for H1 & Q2 FY 2014-15:

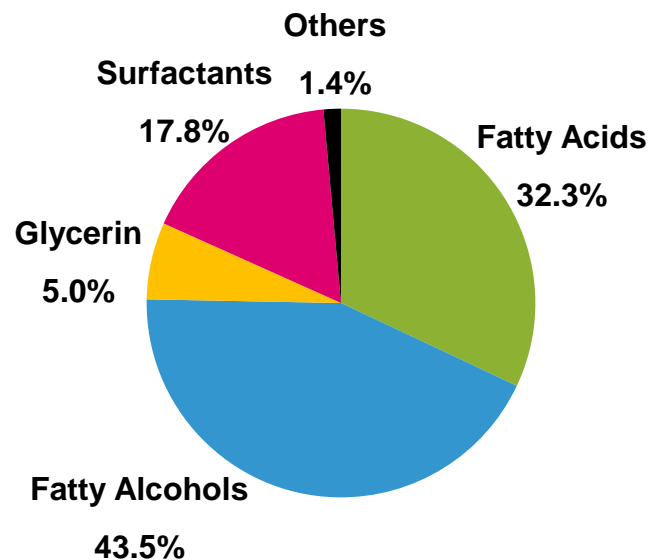
₹ crore		FY 2014-15	FY 2013-14
Revenue	H1	709	595
	Q2	359	307
PBIT	H1	35	22
	Q2	13	12

- Revenue for H1 & Q2 FY 2014-15 grew 19% and 17% over H1 & Q2 FY 2013-14 respectively.
- PBIT for H1 & Q2 FY 2014-15 grew 62% and 10% over H1 & Q2 FY 2013-14 respectively.
- Exports in Q2 FY 2014-15 at ₹ 143 crore grew 16%.
 - Our 'Export Benefit Management System' won the 'Silver Edge' Award by Information Week.

This award recognises sustainability initiatives in Industry and recognises companies with commendable achievements in the field of Chemicals & Petrochemicals.

- Valia plant has been successful in efficient usage and reduction of specific energy through various initiatives that results in energy efficiency.

Product Portfolio Q2 FY 2014-15



GIL Valia factory receiving the FICCI award for Efficiency in Energy usage



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2014-15	FY 2013-14
Revenue	H1	670	565
	Q2	307	320
Net Profit after tax (after minority interest)	H1	92	74
	Q2	47	34

Business & Sales Highlights for Q2 FY 2014-15:

- Net Profit in Q2 FY 2014-15 & H1 FY 2014-15 increased by 36% & 25% respectively over Q2 FY 2013-14 & H1 FY 2013-14.
- Q2 FY 2014-15 booking value increased by 164% to ₹ 880 crore and booking volume increased by 177% to 1.40 million sq. ft.
- Launched 4 new projects/phases across Mumbai, Gurgaon and Bangalore
 - Added 1 new project with 1.3 million sq.ft. of saleable area in Q2 FY 2014-15 in Badlapur, Mumbai *
- Crossed 1 million sq.ft. in sales for the third consecutive quarter.

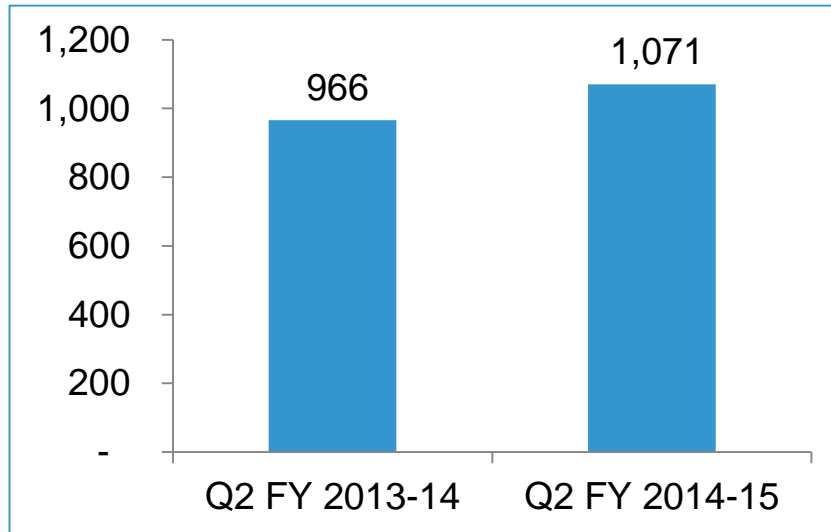
Awards and Recognitions in Q2 FY 2014-15:

- GPL received 19 awards in Q2 FY 2014-15 and 22 awards in H1 FY 2014-15.

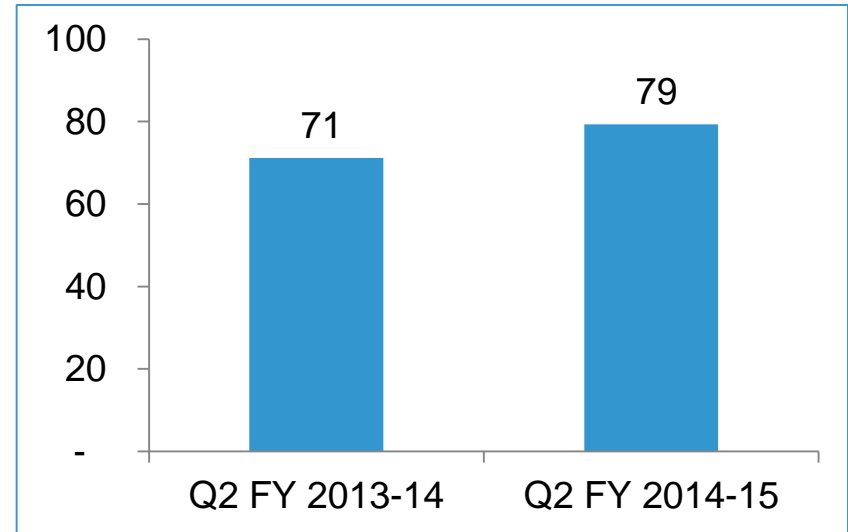
* The partnership agreement was signed in September 2014 but registration and announcement happened in the first week of October 2014

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

Q2 Consolidated Total Income (₹ crore)



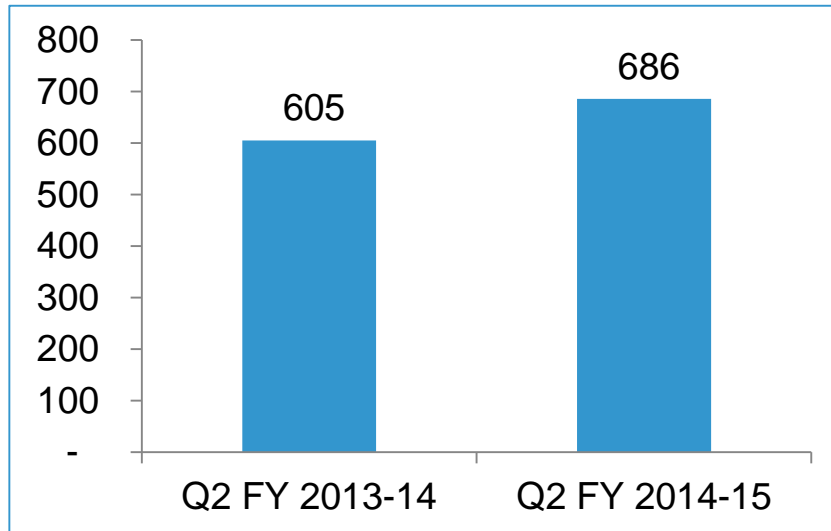
Q2 Consolidated PBT (₹ crore)



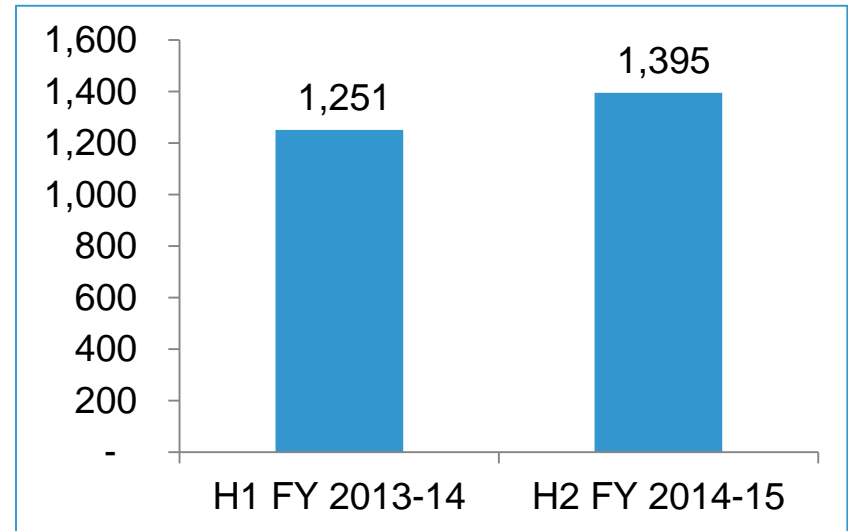
- Q2 FY 2014-15 Revenue and PBT growth of 11% each over Q2 FY2013-14
- Animal feed, Oil Palm and Agri Input businesses have shown significant growth over the same period last year
- These businesses navigated the volatile commodity prices and erratic weather conditions quite well in Q2 FY 2014-15
- Seeds business impacted significantly by poor rains at critical time in its key markets

Animal Feed Business: Strategy of focussing on Cattle and Layer feed paying off

Q2 Animal Feed Sales (₹ crore)



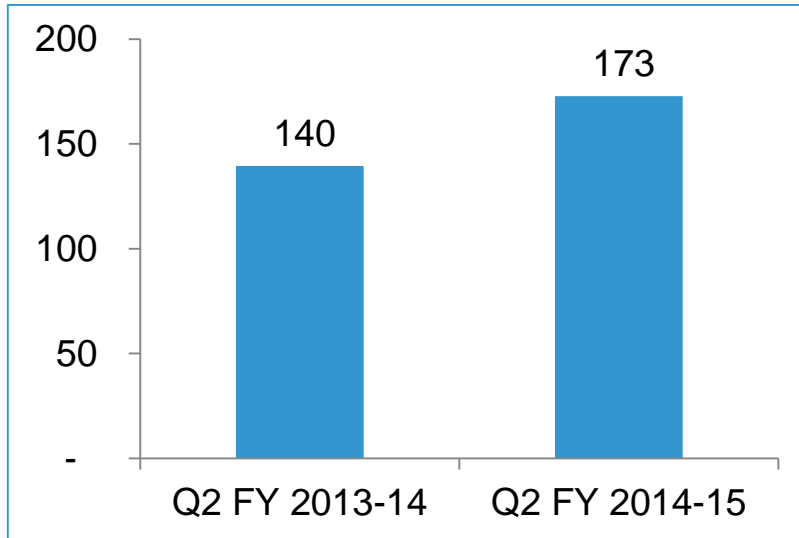
H1 Animal Feed Sales (₹ crore)



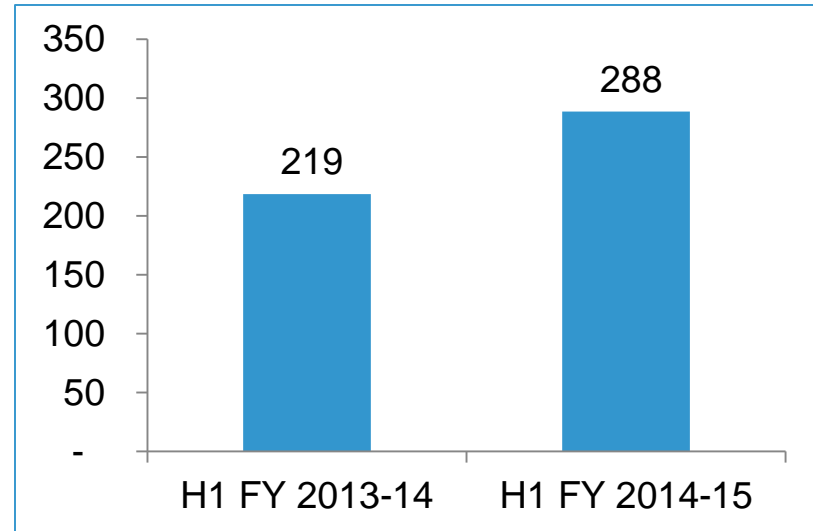
- Sales growth of 13% in Q2 FY 2014-15 over Q2 FY 2013-14.
- Our focus on strengthening our presence in Cattle feed and Layer feed paying off. Salience of the volatile broiler feed sales reducing quarter on quarter
- Our Hanuman junction (Andhra Pradesh) facility for shrimp and fish feed started commercial production – which will strengthen our presence in Aqua feed space
- Broiler feed sales continues to face adverse conditions due to unfavorable economics and over capacity

Oil Palm Business: Exhibited strong performance driven by robust growth in volumes and operational efficiency

Q2 Oil Palm Sales (₹ crore)



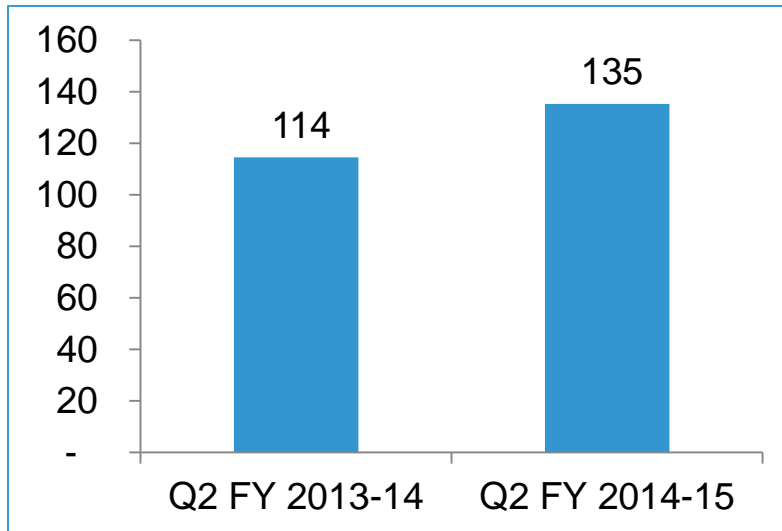
H1 Oil Palm Sales (₹ crore)



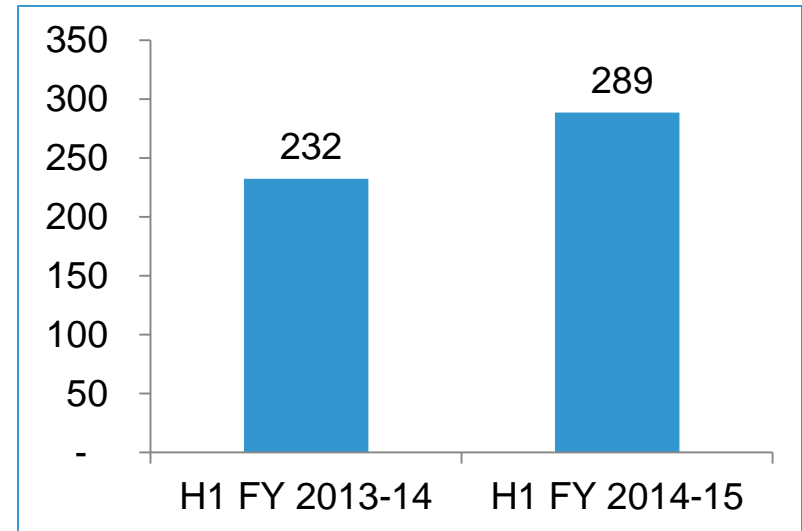
- The Oil Palm business grew by 24% over Q2 FY 2013-14
- Significant volatility experienced in the price of CPO (Crude Palm Oil) and PKO (Palm Kernel Oil) in the second quarter
- The average sales price for CPO have fallen by ~ 10%

Agri Inputs Business: Agile supply chain helped the business manage the erratic weather in the second quarter

Q2 Agri Inputs Sales (₹ crore)



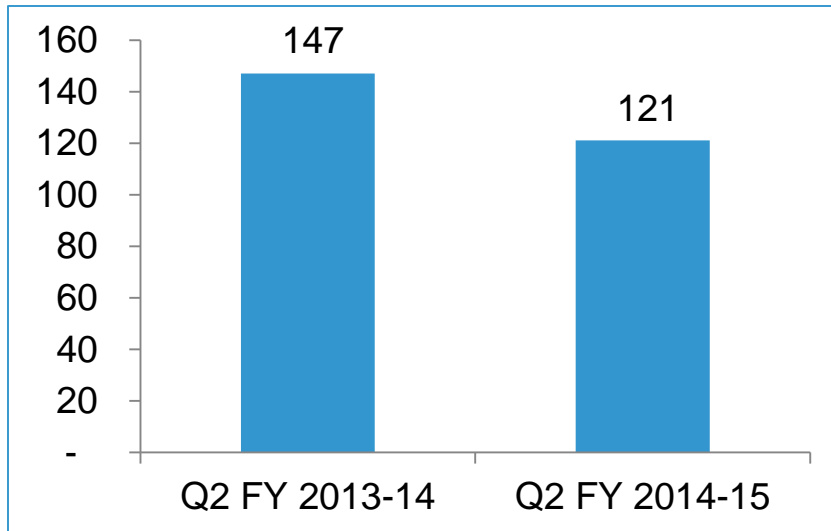
H1 Agri Inputs Sales (₹ crore)



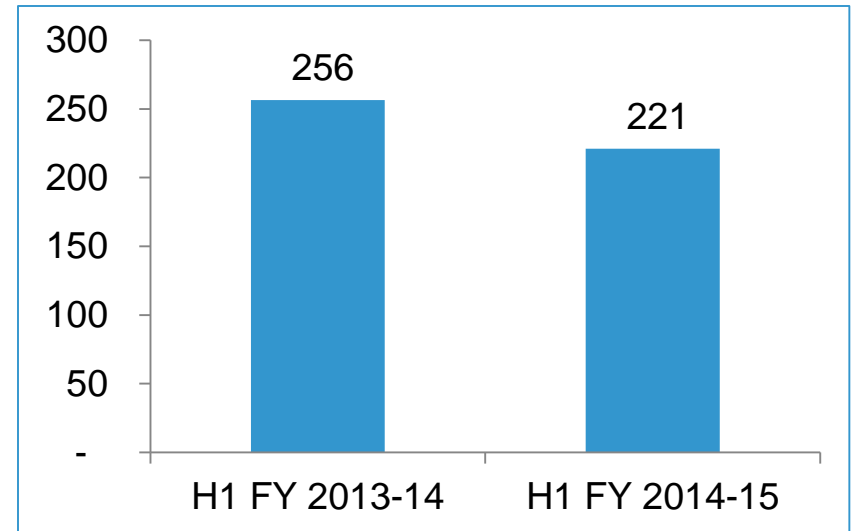
- Agri Inputs business grew by 18% in Q2 FY 2014-15 over Q2 FY 2013-14
- Focus on liquidation of stocks across the country helped managed the business get through erratic rains in the country

ACI GODREJ (Bangladesh): Delayed Monsoon combined with non remunerative output prices for customers impacted the sales performance

Q2 ACI - Godrej Sales (₹ crore)



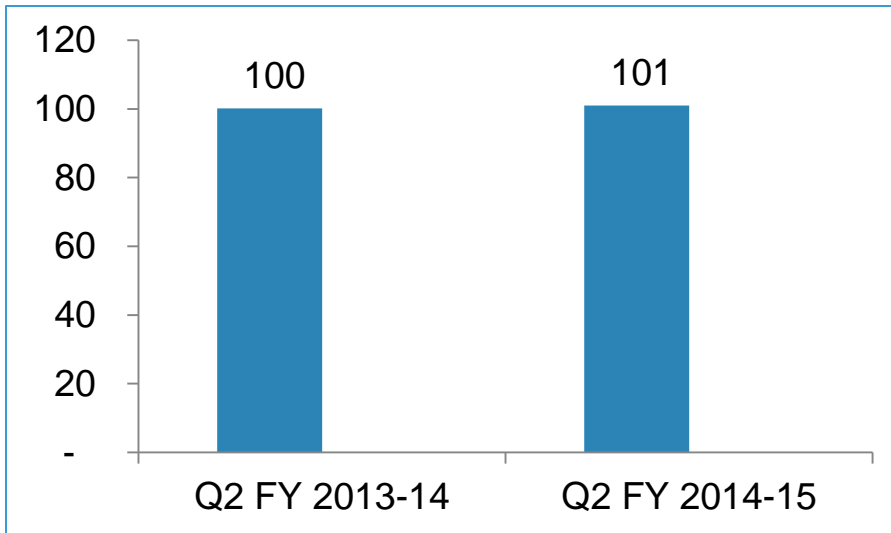
H1 ACI - Godrej Sales (₹ crore)



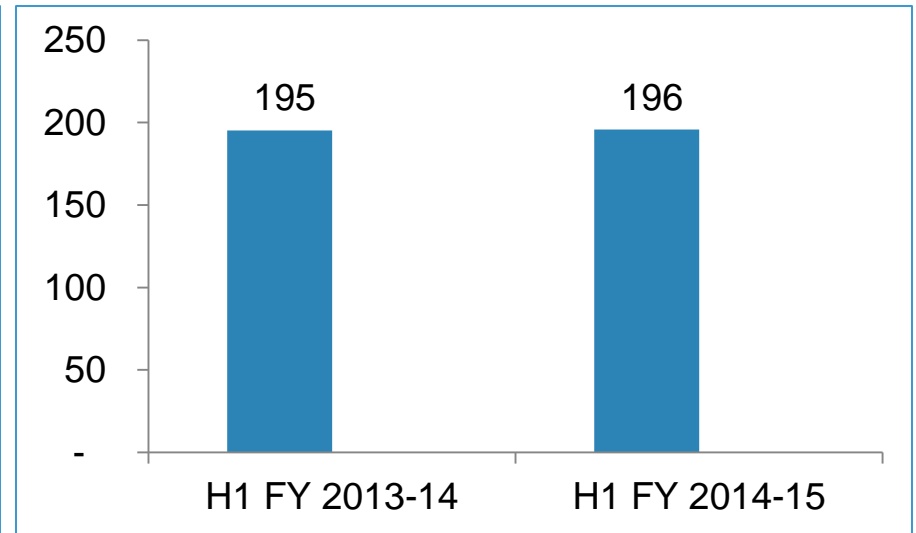
- The top line of the business shrank by 18% in Q2 FY15 Over Q2 FY14
- Delayed Monsoon combined with lower fish prices resulted in lower placement by farmers impacting the sales
- Non-remunerative egg and broiler prices led to over all shrinkage in the market for the second quarter of FY2014-15

GODREJ TYSON: Continuing focus on building brand based business

Q2 Godrej Tyson Sales (₹ crore)



H1 Godrej Tyson Sales (₹ crore)



- Sales remained flat in Q2 FY 2014-15 over Q2 FY 2013-14 mainly due to a sharp decline in live sales – part of our strategy to focus on building brand based business
- Several new products have been launched under the Real Good Chicken and Yummiez brands (veg and non-veg)

TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

2014 Economic Times “Great Place to Work” survey:

GCPL

1st in FMCG category
Overall rank **#7**

GPL

1st in real estate industry
Overall rank **#45**

GIL
Chemicals

Overall rank **#64**

GAVL

Overall rank **#97**



TRANSFORMATION – CONTINUED COMMITMENT ON OUR ‘GOOD & GREEN’ VISION



Four Broad Pillars fuelled by Local Employee Volunteering. Progress towards our 2020 Goals:

1 ENSURING EMPLOYABILITY

Train 1 million youth in skills that will enhance their earning potential

83,700 youth trained as of 30 Sep 2014
(23,700 youth trained in H1 2014):

- 9 Training Programs
- 24 Unique Partners
- 362 Training Locations (145 Schools)

3 INNOVATING FOR GOOD & GREEN

Generate a third of our portfolio revenues from ‘good’ &/or ‘green’ products



2 GREENER INDIA

Achieve zero waste to landfill, carbon neutrality, a positive water balance, 30% reduction in specific energy consumption & increase renewable energy utilization

Progress of our factories compared to 2011 baseline:

- Specific Energy -27%
- Specific Water -16%
- Specific GHG -34%
- Specific Waste to Landfill -65%
- % Renewable Energy 34%

4 BRIGHTER GIVING

Structured Employee Volunteering in Mumbai, Bangalore & Kolkata

TRANSFORMATION – GOOD & GREEN NEWS AND AWARDS



Godrej Industries Limited participated in Mission Energy Challenge and with 9 innovative energy saving projects saved 5,00,000 KwH/year



Godrej Industries Limited (Chemicals) received an FICCI award for Efficiency in Energy usage



Godrej hosted the 2014 conclave on Green Energy and addressed trends on future of clean energy initiatives



Godrej Industries & Associated Companies contributed Rs. 83.68 lakhs to PMNRF for Kashmir Flood Relief

NATURES BASKET

(FRESH FOOD AND GOURMET STORES)

- Total store count at 32 Pan-India
 - across 6 key metros (Mumbai, Delhi, NCR, Pune, Hyderabad, and Bengaluru).
- Growth of 400% on Online sales in Q2 FY 2014-15.
- Private label portfolio strengthened with new additions.
- Fresh Food theatre – a consumer engagement initiative with inhouse experts conducted over 600 demo sessions across stores.
- Over 200% growth in gifting in H1 FY 2014-15 over H1 FY 2013-14.

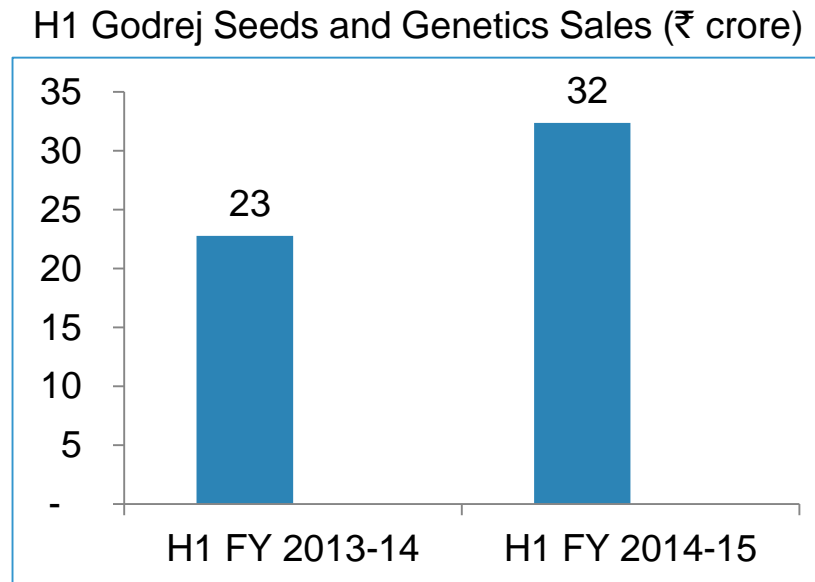
Financial Highlights:

- Net Sales in Q2 FY 2014-15 grew by 18% to ₹ 50 crore.
- Net Sales in H1 FY 2014-15 grew by 20% to ₹ 96 crore.

Awards in Q2 FY 2014-15:

- Awarded 'Best Food N Grocery retail website of the year', 'Best Food n Grocery retailer of the year' and 'Best use of social media in marketing' – CMO Asia brand and marketing excellence awards.
- Awarded 'Most admired retailer of the year - Customer Relations' – India Retail Forum.
- Awarded 'Star retailer award for Best Food & grocery Retailer of the year' – Franchise India Awards.

GODREJ SEEDS: Poor Monsoon in key markets impacted the performance of the business

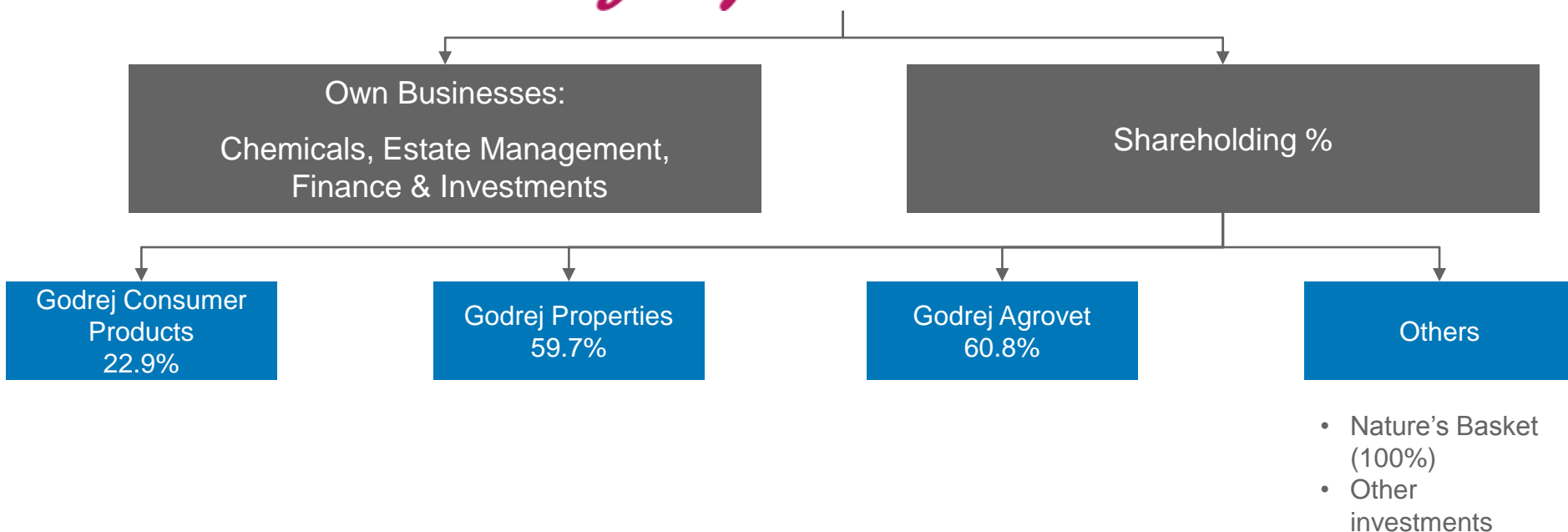


- On a half yearly basis, the business has grown by 42 % in FY 2014-15 over FY 2013-14
- The Seeds business impacted significantly because of poor monsoons in key markets of the business

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	22.9%	1,061	7,686
Godrej Properties (GPL)	Real Estate and Property Development	59.7%	645	2,808
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%	139	
Natures Basket	Fresh Food & Gourmet Stores	100%	133	
Others		--	13	
	Total		2,154	

^ as on September 30, 2014

SHAREHOLDING PATTERN AS ON SEPTEMBER 30, 2014

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	74.89
Institutional investors :		
- Mutual funds & UTI	27,24,537	0.81
- Banks, financial institutional investors & Insurance companies	1,03,72,971	3.09
- Foreign Institutional Investors	3,78,30,307	11.28
Others :		
- Private corporate bodies	1,28,91,874	3.84
- Indian Public	1,96,61,251	5.86
- NRI/OCBs	7,40,146	0.23
Total	33,54,55,260	100.00



THANK YOU FOR YOUR TIME AND CONSIDERATION