



Godrej | CONSUMER PRODUCTS

INVESTOR MEET 2024

May 7, 2024



Disclaimer

Some of the statements in this communication may be forward looking within the meaning of applicable laws and regulations. Actual results might differ substantially from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation, and labour relations.



**Nisaba
Godrej**
Executive
Chairperson



**Sudhir
Sitapati**
MD & CEO



**Rajesh
Sethuraman**
Business Head,
ASEAN



**Aasif
Malbari**
CFO



**Venkateswara
Yadlapalli**
R&D Head

Welcome note

Nisaba Godrej

11:11



Harsh Goenka

@hvgoenka



The Godrej family settlement was 'locked' today with the elegance and dignity that the family is known for. No controversies, just all **clean like their soaps.** Good Knight!

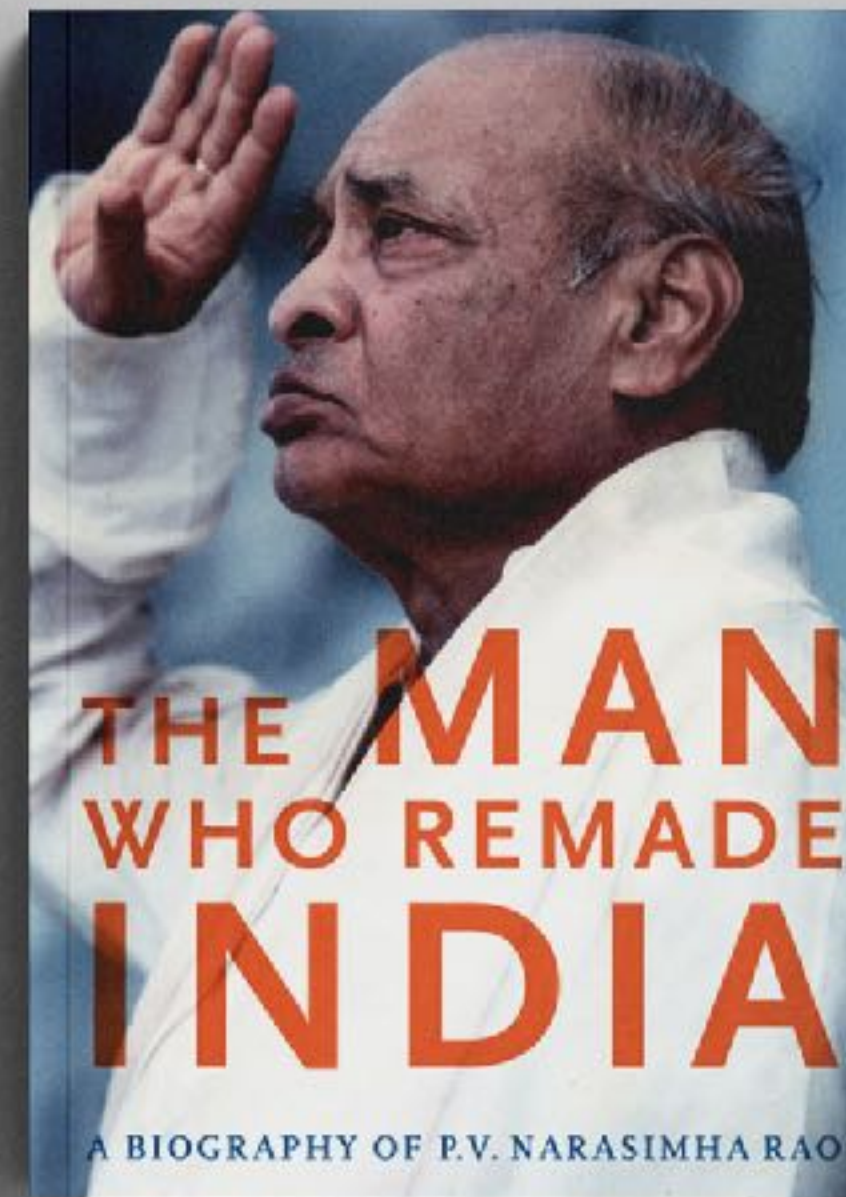
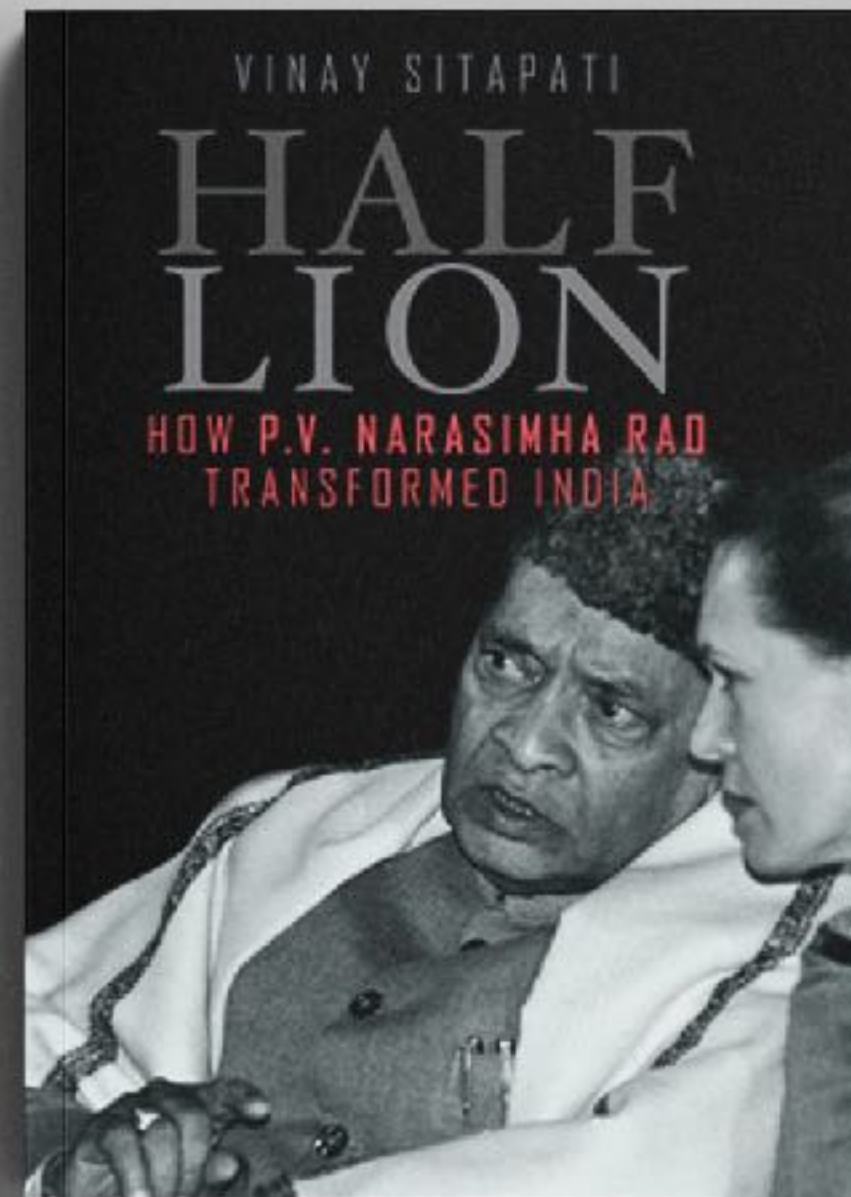
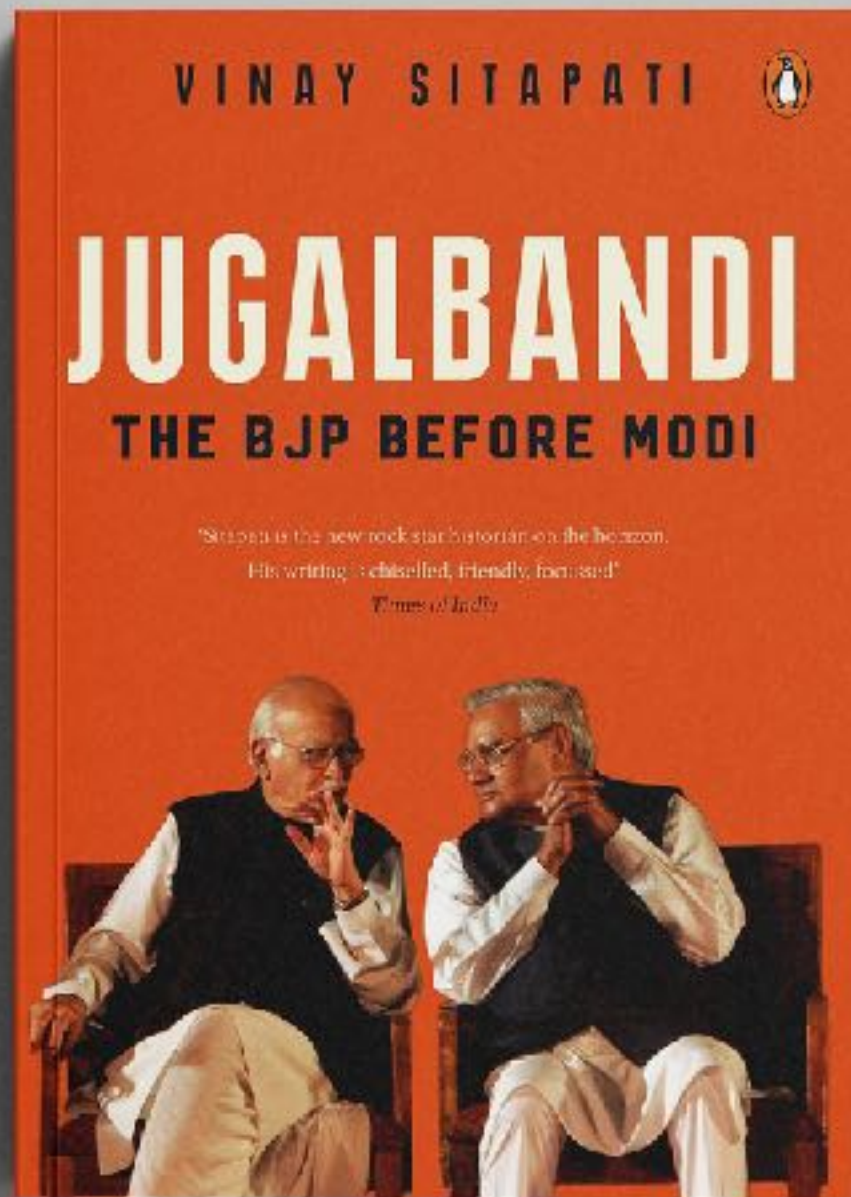
9:21 pm · 30 Apr 2024 · **135K** Views

119 Reposts **12** Quotes **1,923** Likes

50 Bookmarks

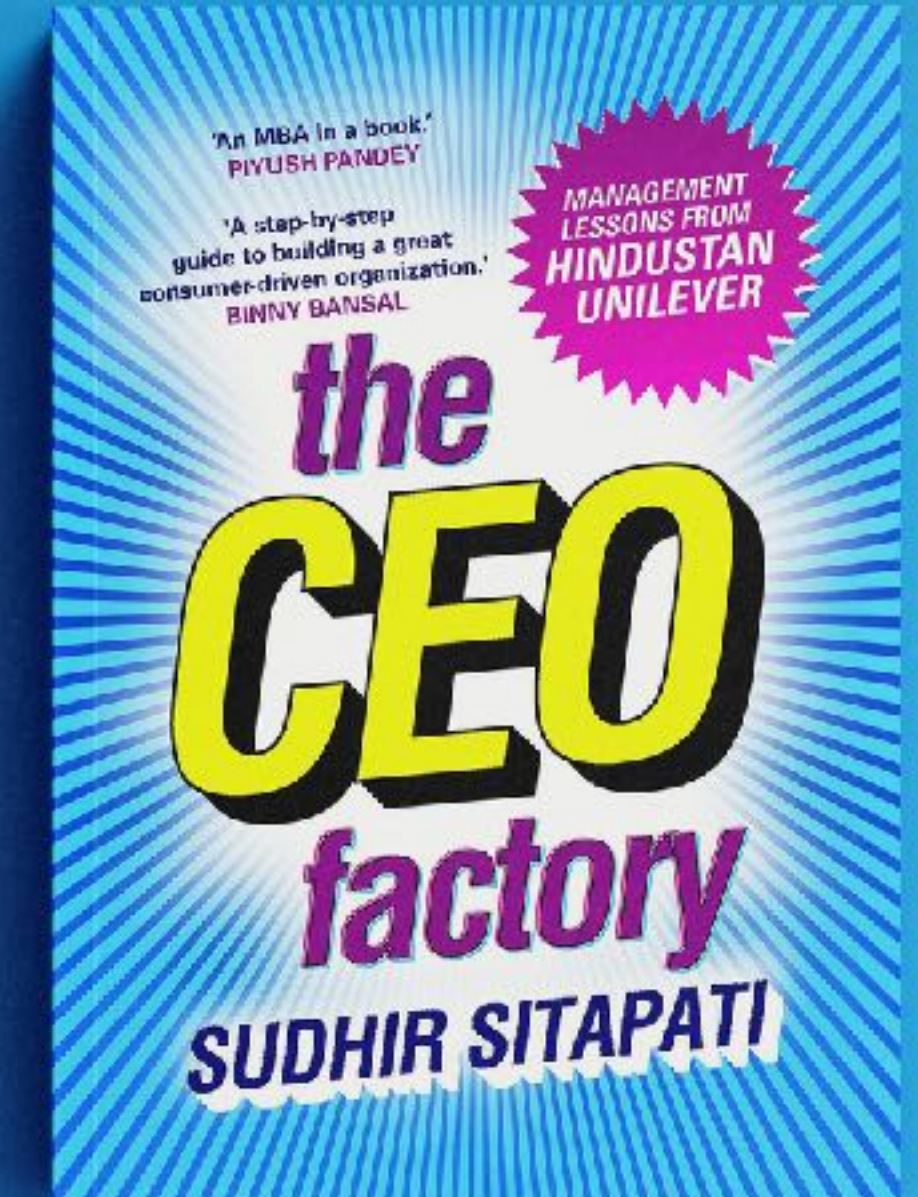
Vinay Sitapati

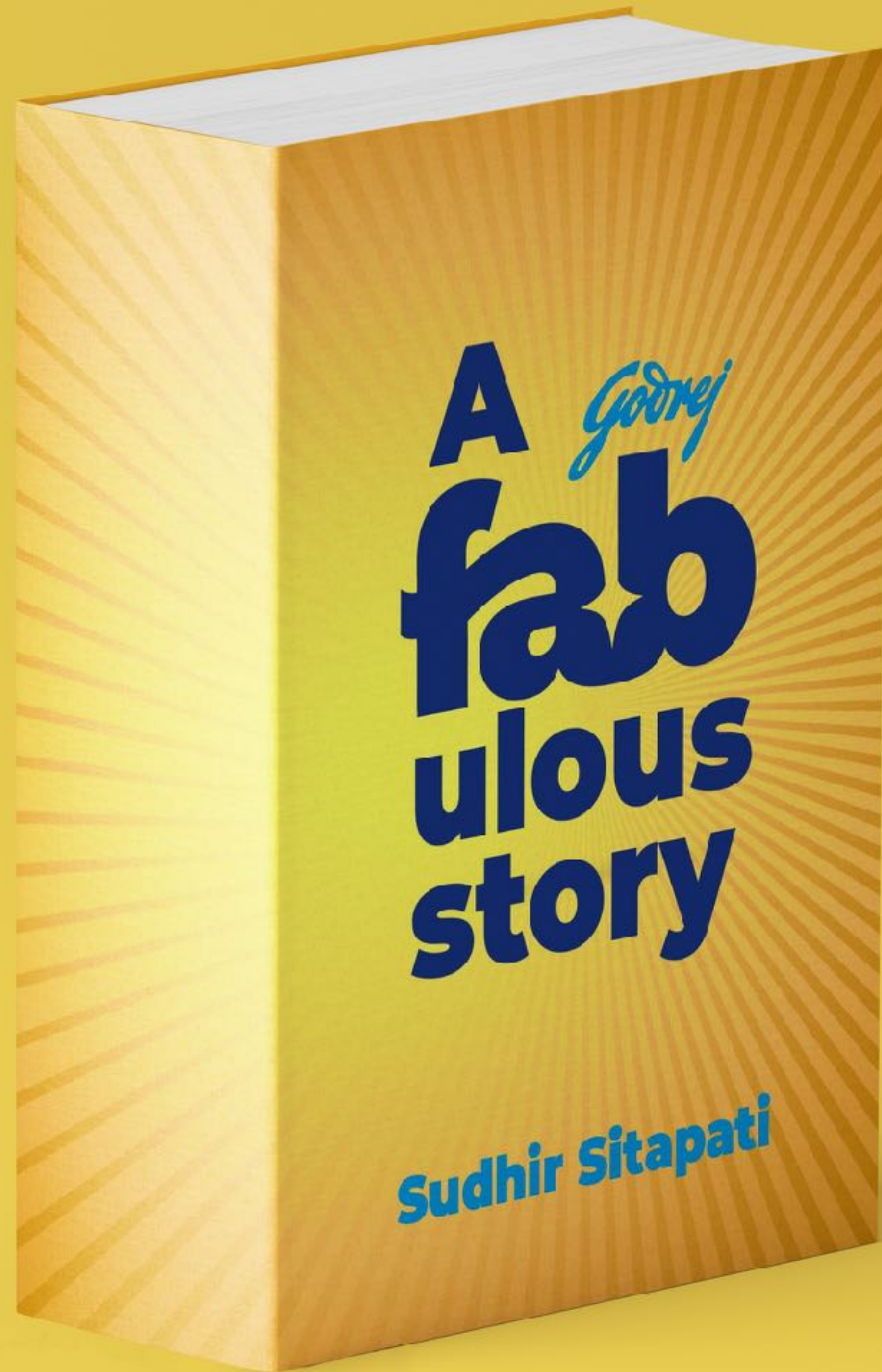
1,215 Pages



Sudhir Sitapati

272 Pages



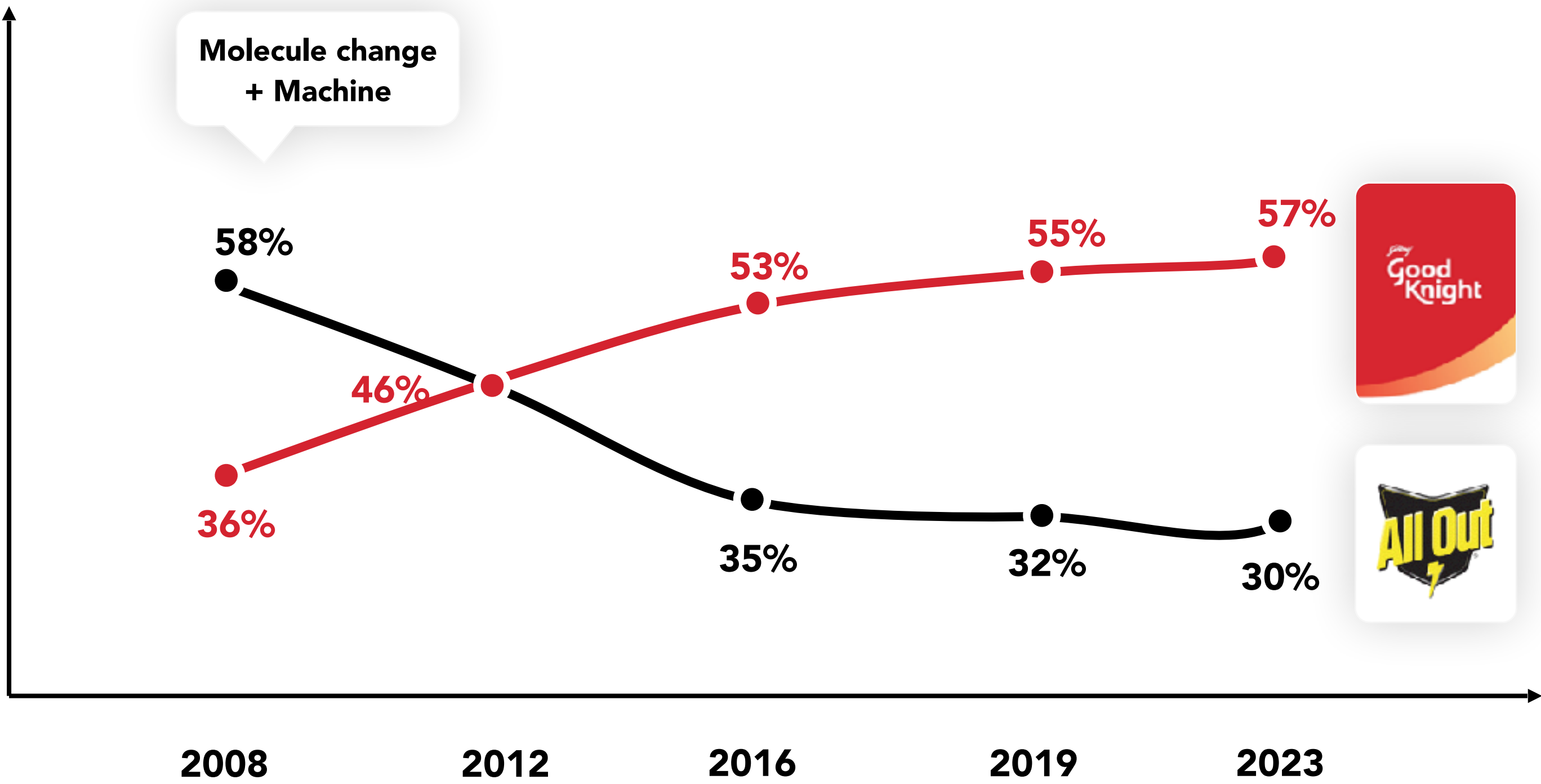


Drop dead: Combating the world's most dangerous animal

RNF



Market Share



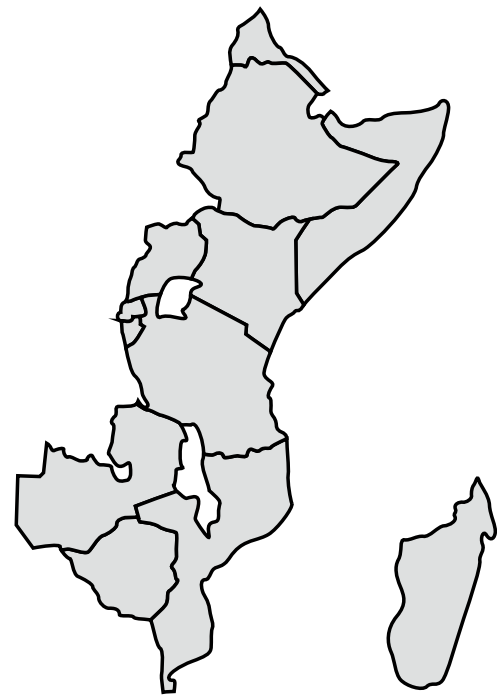
Show me the money! (Getting west of India right)

FY 24

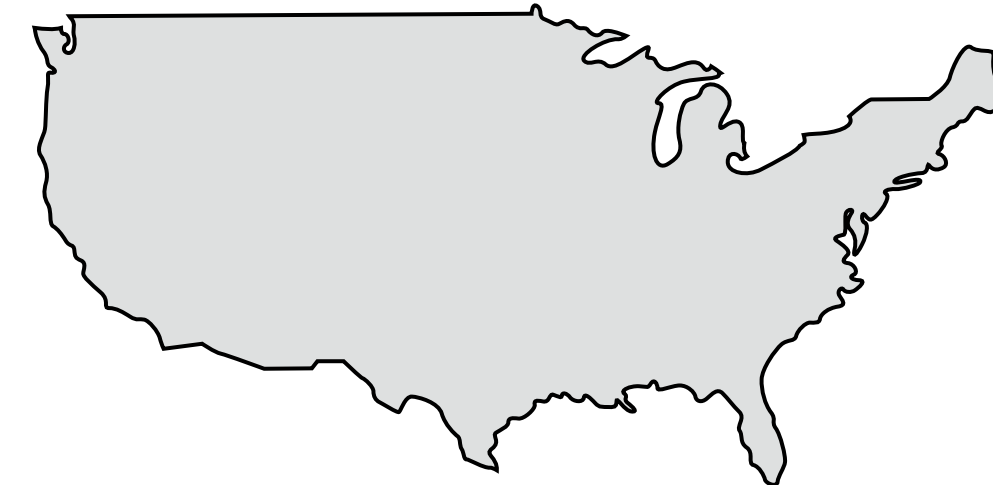
≈ 10% EBITDA

FY 26

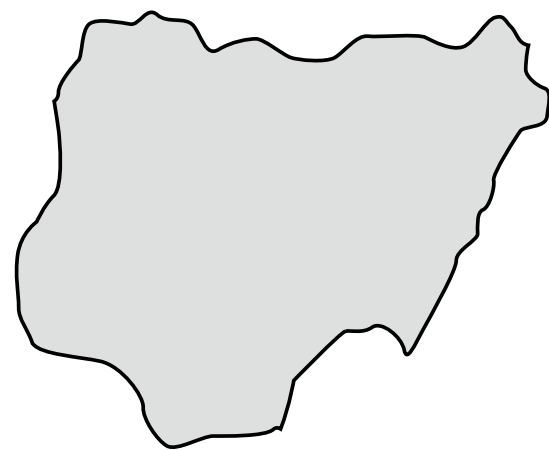
>15% EBITDA



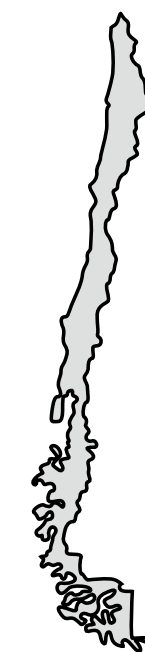
East Africa



USA



Nigeria



Chile

2040: The Power of Backcasting



The Creative Company



The Codebooks of Growth: Category Development

AER

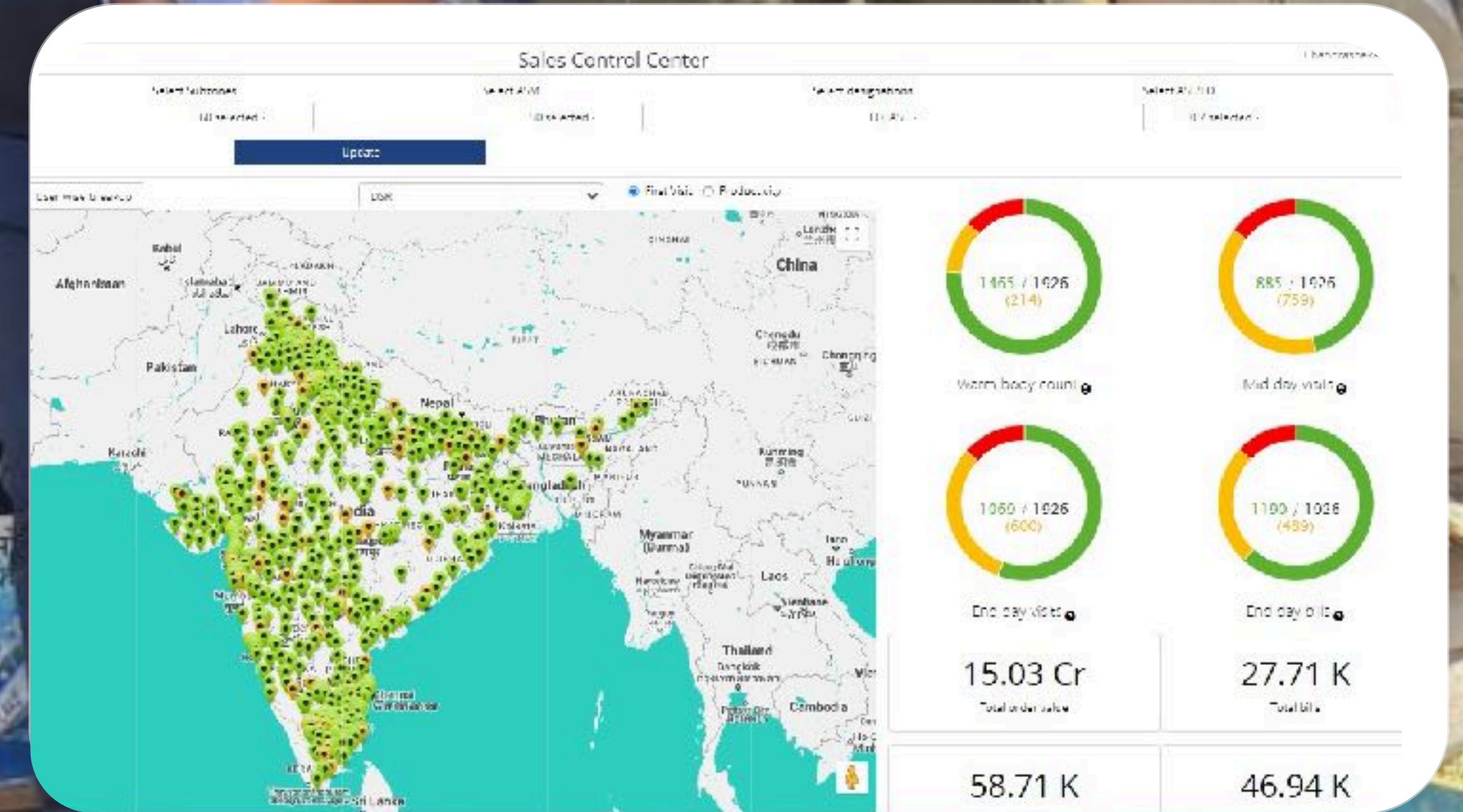
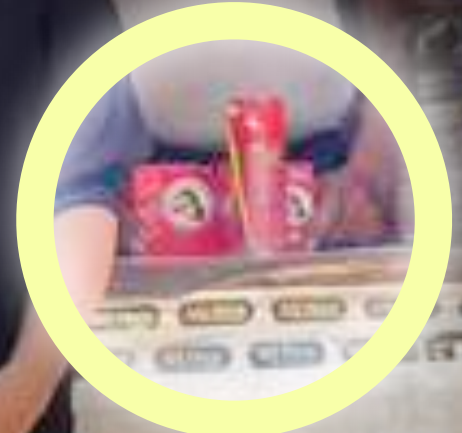


The Codebooks of Growth: Van Distribution

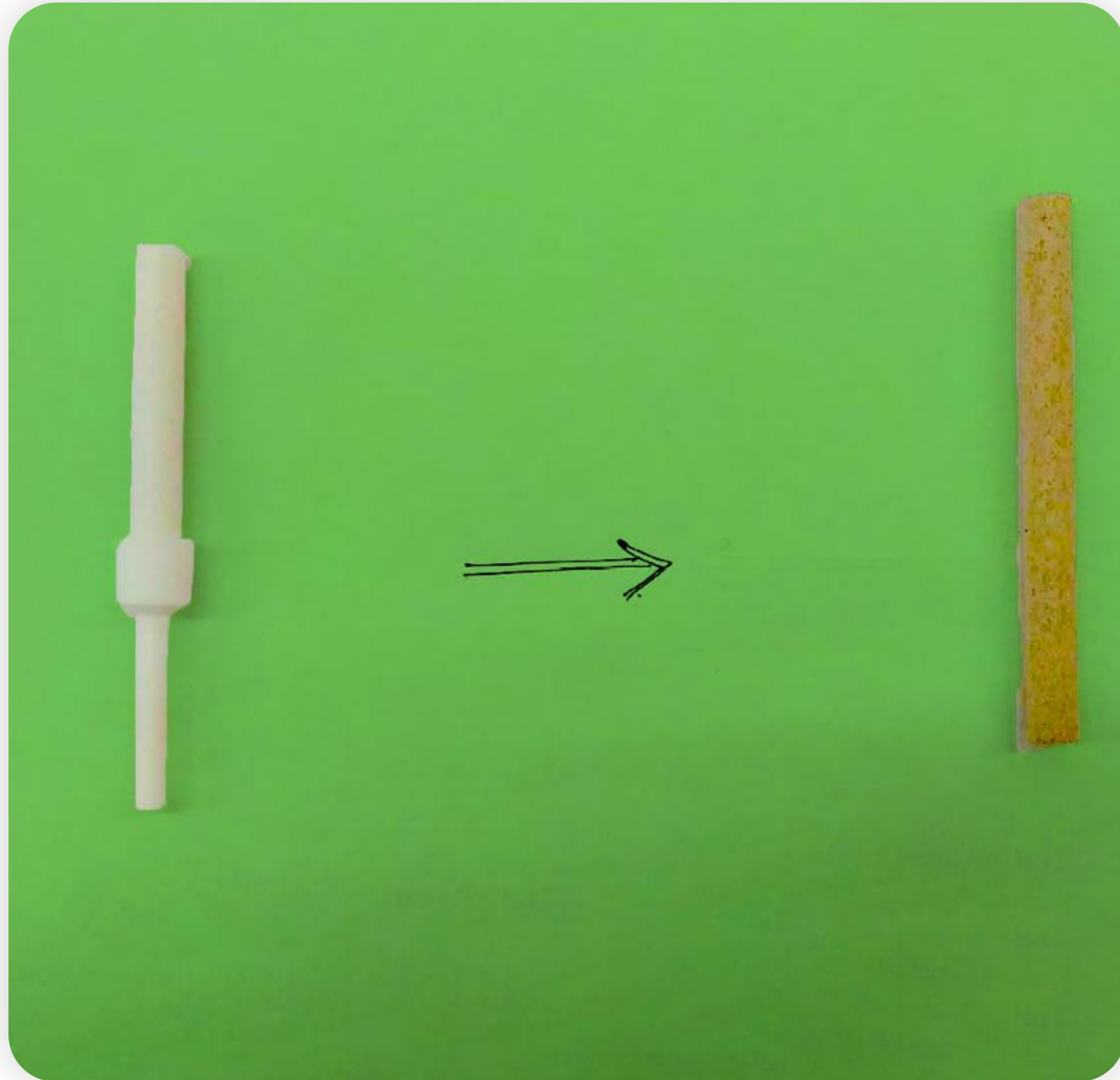


COOL UNCLE
ICE CREAM

फ्रेश
ड्रिंक्स



The Green Discount

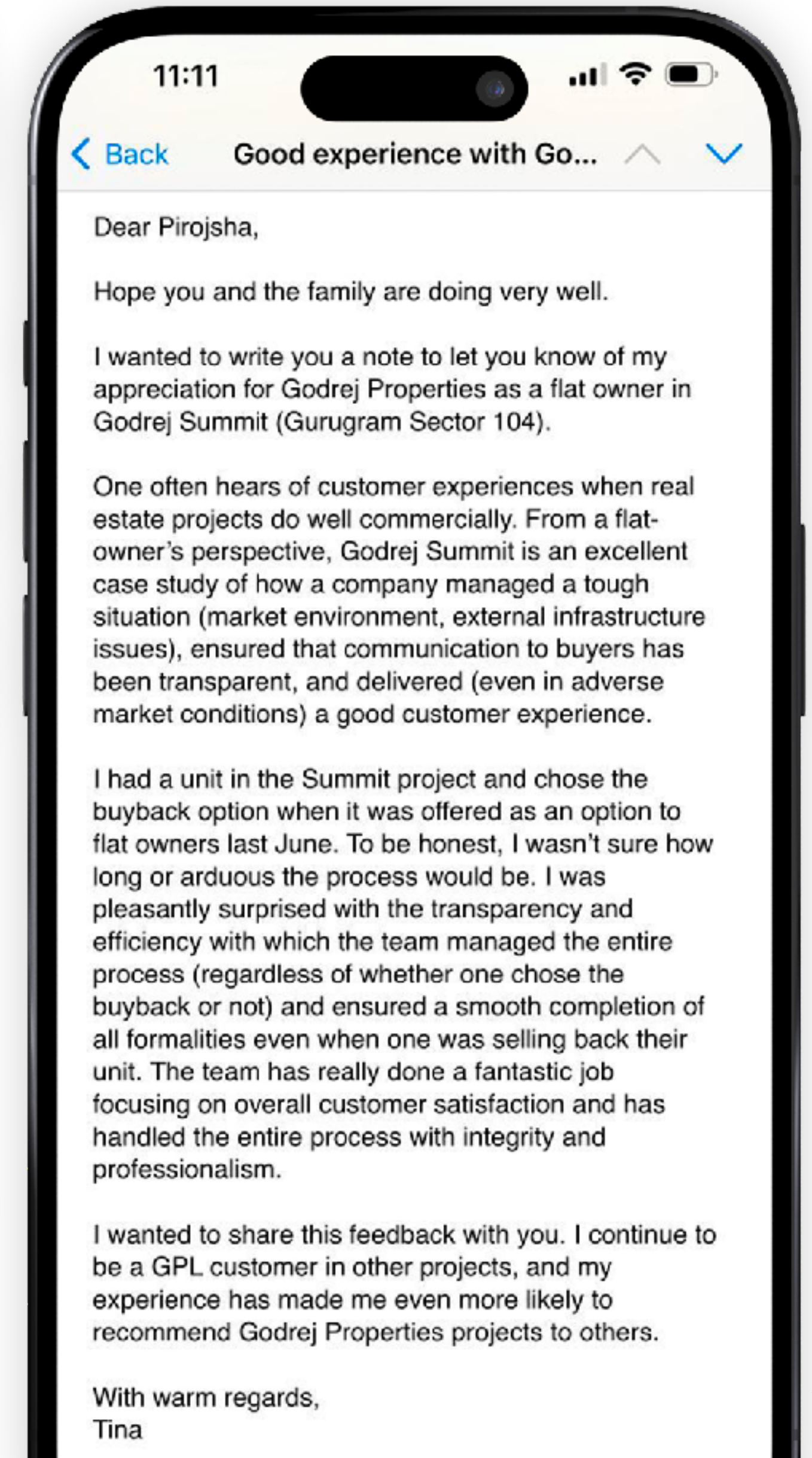


The Godrej Way

**True Self vs
Best Self**

50% Board representation;
50% Direct employment.

Values



What a fun ride it's been having a ring side view to Sudhir, Aasif and the incredible GCPL team being wildly successful.

There are lots of lessons on entrepreneurship and execution in this book. But the reason I love this team (and why you should read this book) is for their deep values and integrity which have left Godrej stronger for the next 100 years.

Nisaba Godrej

Turbocharging Volume Growth

Sudhir Sitapati

First a quick look at Q4 FY24

Consolidated volume grew 12% (9% organic), sales grew 6%, EBITDA grew 18% and PAT (after exceptional and one-off items) 22%

India business continues its strong trend despite poor Household Insecticide season with 15% volume growth (7% organic)

Incense stick launch shows promising signs

RCCL business reported sales growth of 22% to ₹140 crore

East Africa exit consummated

Exceptional accounting charge of ~₹2,378 crore in P&L statement

Indonesia business continues to do well with 12% volume growth

GCPL FY23 and FY24

I have promises to keep...
from Investor Meet to Investor Meet

GCPL circa' 2021

Share Price



Flattish share price...

	FY11-16	FY17-21
Volume Growth	~15%	~5%
Sales Growth	20%	3%
EBITDA Growth	22%	6%
Operating cashflow growth	NA	1.5%

...driven by slowdown across key metrics

Promises made – December 2021

A simple strategy for the next 3-5 years

Double-digit Volume Growth

Led through category development

Funded by radical simplification



But what does it mean in the short term?

25

GODREJ'S BOX LOCKS.

An Operating Philosophy

1. Less is more; Much less is much more
2. Consumer first, Business second
3. Think local, Act global
4. Tomorrow before Today
5. Better from within, Different from outside

2 1/2 3 3 1/2 4 Inches.

To summarise: From Good to Great

All we need are few key changes to an already robust base

We already have

Top of the line ESG - deeply rooted in purpose, values, sustainability

A top-class geographic and product portfolio

Very strong R&D and innovations capability

A frugal cost structure

Robust processes required to take our game to the next level

We just need to

Focus on a few transformative consumer tailwinds

Work more collaboratively across the globe

Invest more in automation and media

Develop better category development capability

Promises made – May 2023

Organic business

Aim to deliver sustainable volume-led profitable growth

Quality of profits

-  Gross margins
-  Media investments
-  Controllable cost



High single-digit UVG*

High teens EBITDA growth*

*Organic business 38

RCCL business

Business case

	FY23	FY24	FY25 onwards
Revenue	INR 622 cr	Expect revenue and EBITDA margin to be similar to FY23*	Low double digits to Mid-teens growth
EBITDA margin	High single digit		Mid twenties
EPS		Dilutive	Neutral

*Driven by category development and simplification initiatives (SKU rationalisation, discontinuation of non-core categories) and one-time costs

Promises made

What

High single digit UVG in FY24*

High teens EBITDA growth in FY24*

Revenue and EBITDA of RCCL business in FY24 to be similar to FY23

Double digit UVG in medium term

How

Lead through Category Development

Funded through Simplification

Underpinned by the Operating Philosophy

Promises delivered on – What

High single digit UVG in FY24*



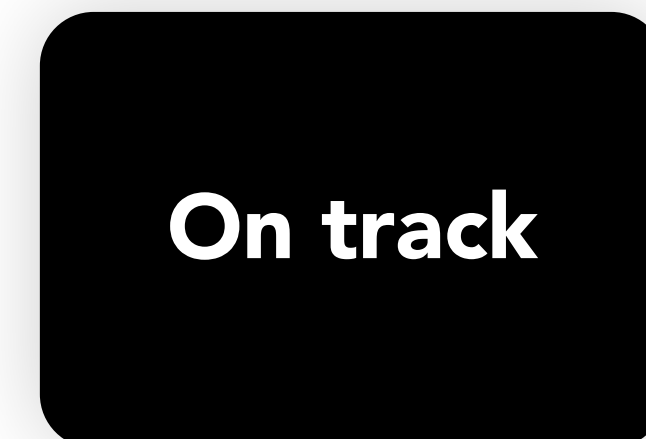
High teens EBITDA growth in FY24*



Revenue and EBITDA of RCCL business in FY24 to be similar to FY23



Double digit UVG in medium term



*Organic business

Promises delivered on – How | Our Goodness Manifesto

OUR PURPOSE

Bringing the goodness of health and beauty to consumers in emerging markets

OUR VALUES



OUR STRATEGY

Lead through category development



Funded by simplification



OUR OPERATING PHILOSOPHY

- 1** Less is more; Much less is much more
- 2** Consumer first, Business second
- 3** Think local, Act global
- 4** Tomorrow before today
- 5** People and planet, alongside profit

OUR MEASURES

- 1** Industry beating UVG
- 2** More spends on brands, Less on cost to serve
- 3** More automation, Less working capital
- 4** More diversity, Less environmental impact

Our Goodness Manifesto shows us the path

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Goodness of health and beauty

New innovations



Increasing our TAM*



Global reach

Serving consumers
in more than

80

countries

*TAM - Total Addressable Market



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Lead through category development

Category Development

Our 4-fold model



Relevance



Access



Availability



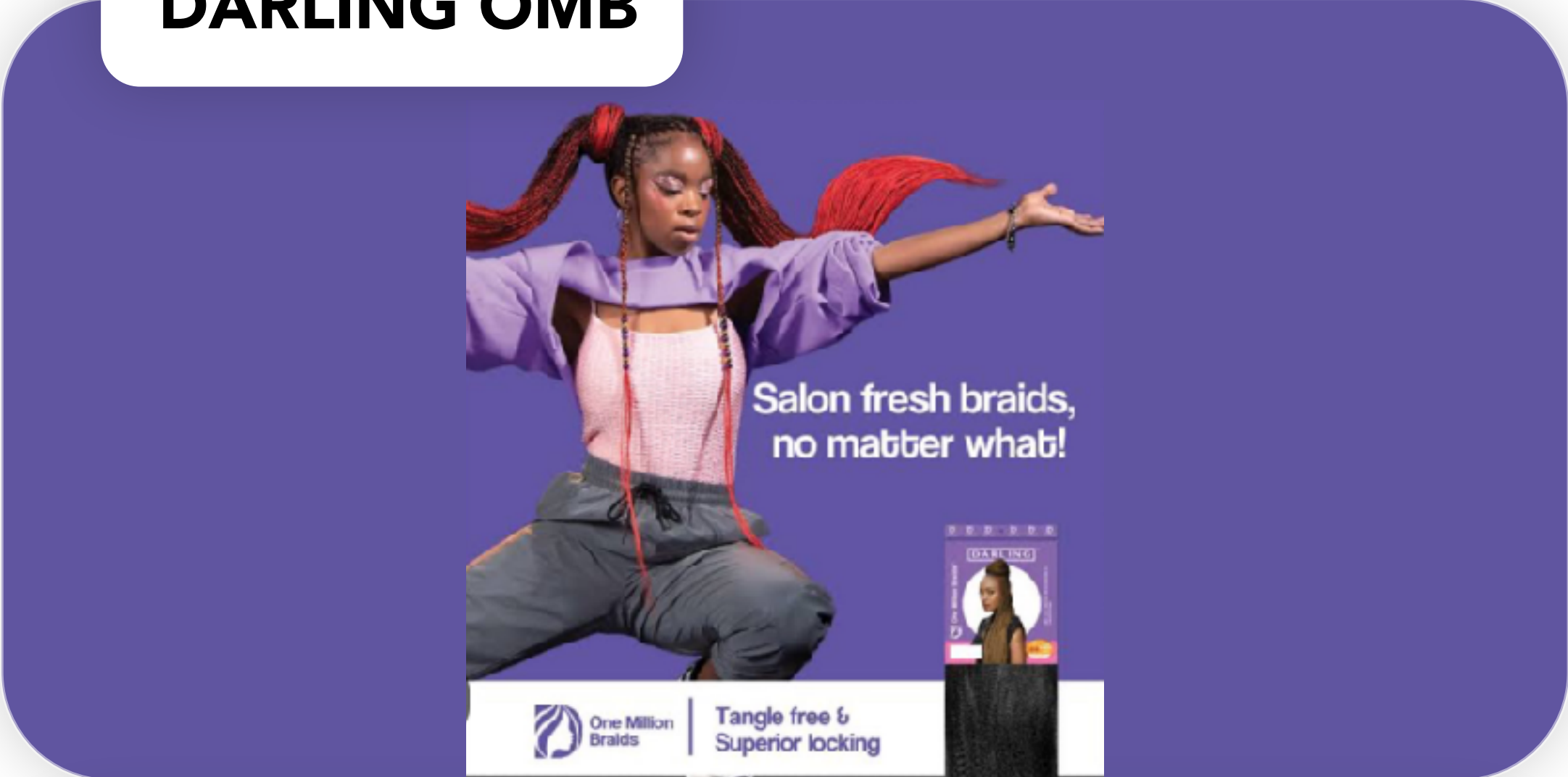
Trials

Relevance: Consistent multi-year growth and category development

AER



DARLING OMB



	2 YR UVG CAGR	Penetration Delta
Aer	~130	~240 bps

	2 YR UVG CAGR	Penetration Delta
Darling in RSA	~110	~220 bps

Access: Success stories in Indonesia and India

HIT - Indonesia



150 ML | IDR 12,000

HIT Aerosol revenue growth



Crème Hair Colour - India



Penetration gains

~ 500
bps

Availability: VISTAAR 2.0, one of the largest outreach programmes in India



Trial: Significant expansion in door to door sampling

India



~10 million households reached

Indonesia



~1 million households reached



**Funded by
simplification**

Simplification

Our 4 key levers



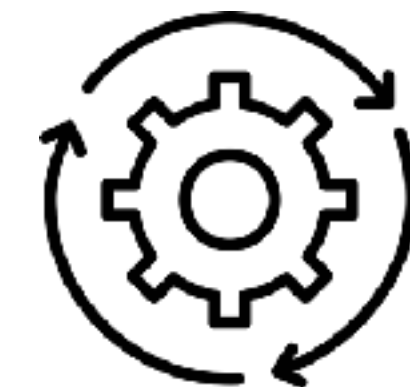
Fewer SKUs



Fewer People



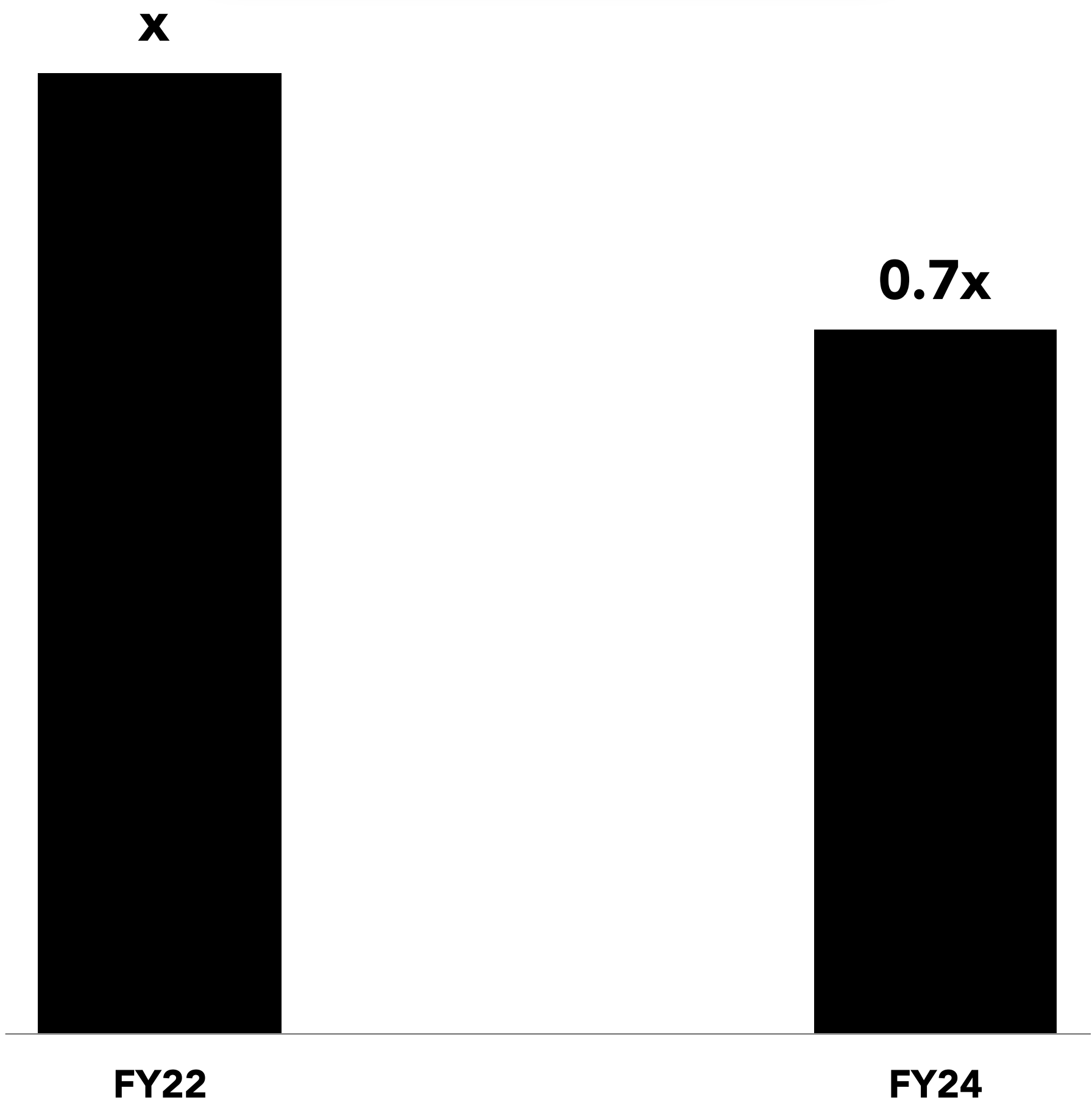
Fewer
Operations



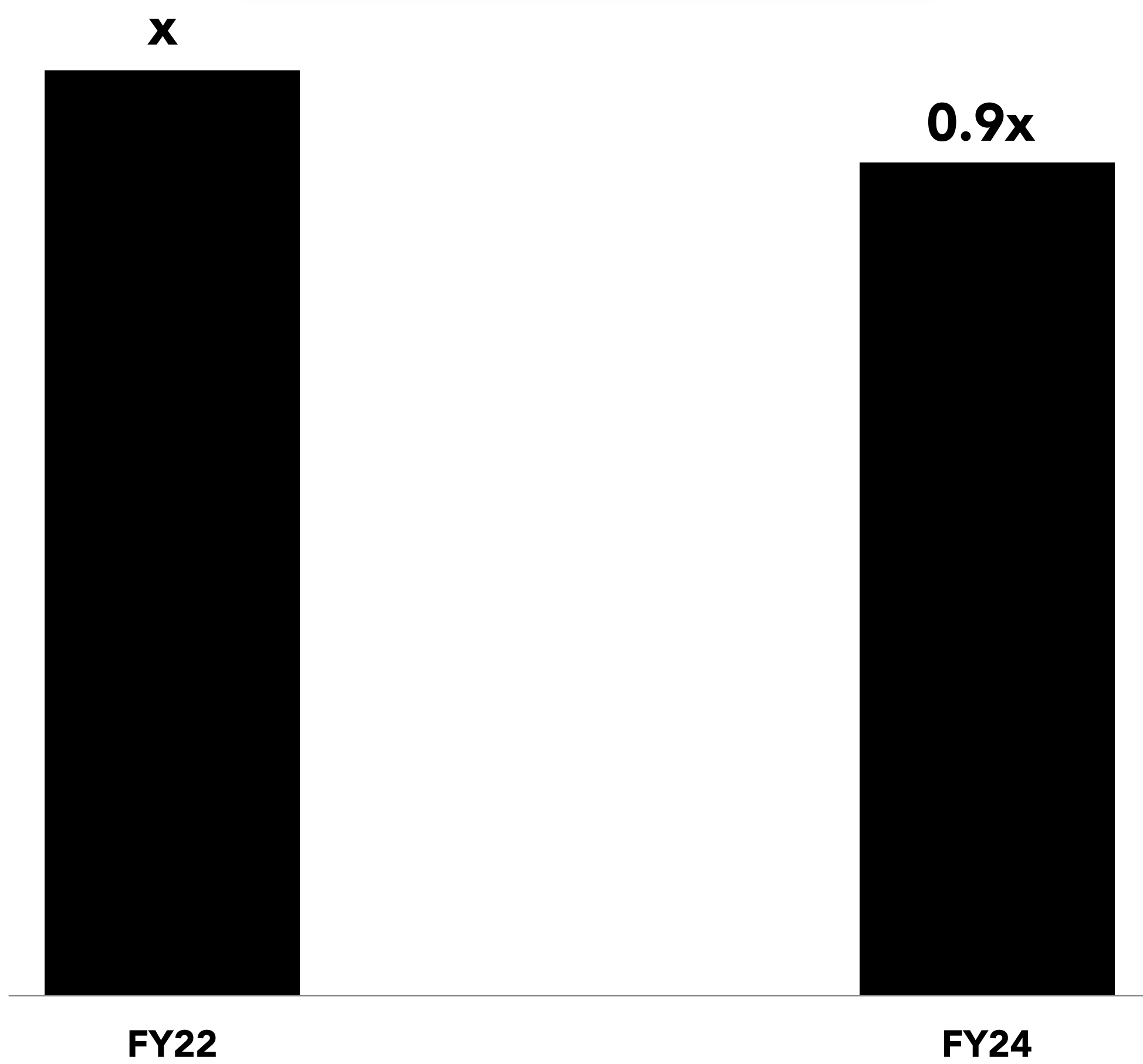
Simpler
Processes

Fewer SKUs and fewer people

Reduced SKUs*



Reduced managers*



*Organic

Fewer operations: GAUM reorganisation

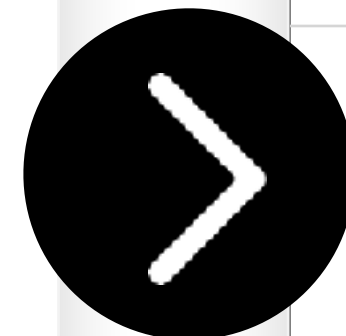
Actions

East Africa exit

West Africa simplification

Manufacturing footprint
reassessment

GAUM impairment



GAUM (INR Cr.)	FY21	FY22	FY23	FY24*
Net Sales	2,499	3,050	3,415	3,181
EBIT	107	106	137	243
ROCE	2%	2%	2%	6%

Plan to reach double digit ROCE in the next 2-3 years

Simpler processes: In-housing of Creative and Design

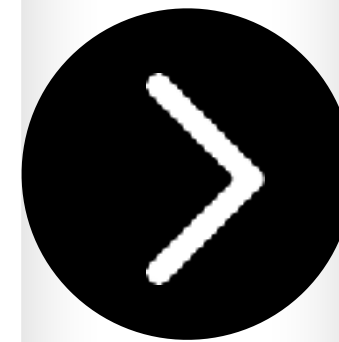
Before

Multiple categories

Multiple briefs

Multiple agencies

Multiple executions



After

Global categories

Single brief

Single agency

Single advertisement with
multiple executions

Savings on media of ~40 bps

LIGHT

BOX

GCPL
CREATIVE
STUDIO

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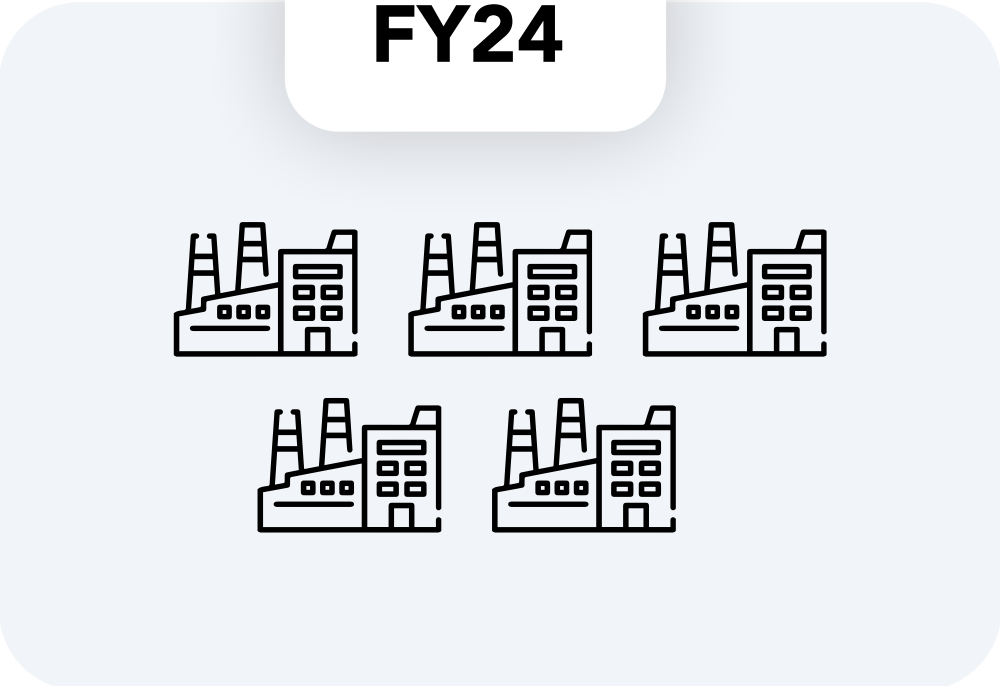
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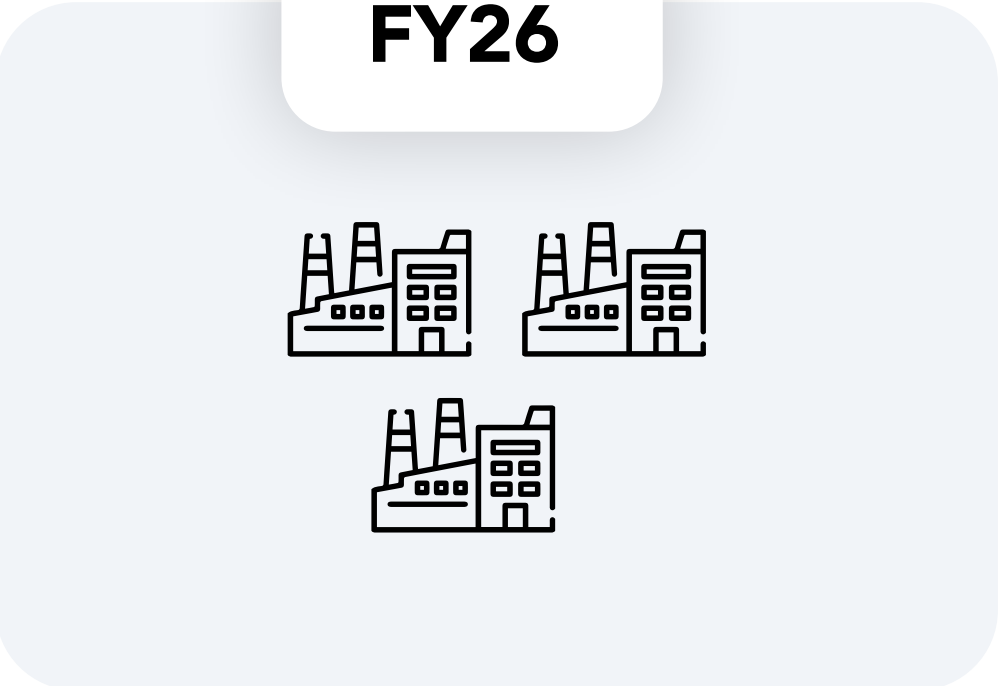
Our operating philosophy

Less is more, Much less in much more

FY24



FY26



Reduce manufacturing footprint by ~40%

Consumer First, Business Second



Higher efficacy at same price

Tomorrow before today

FY22

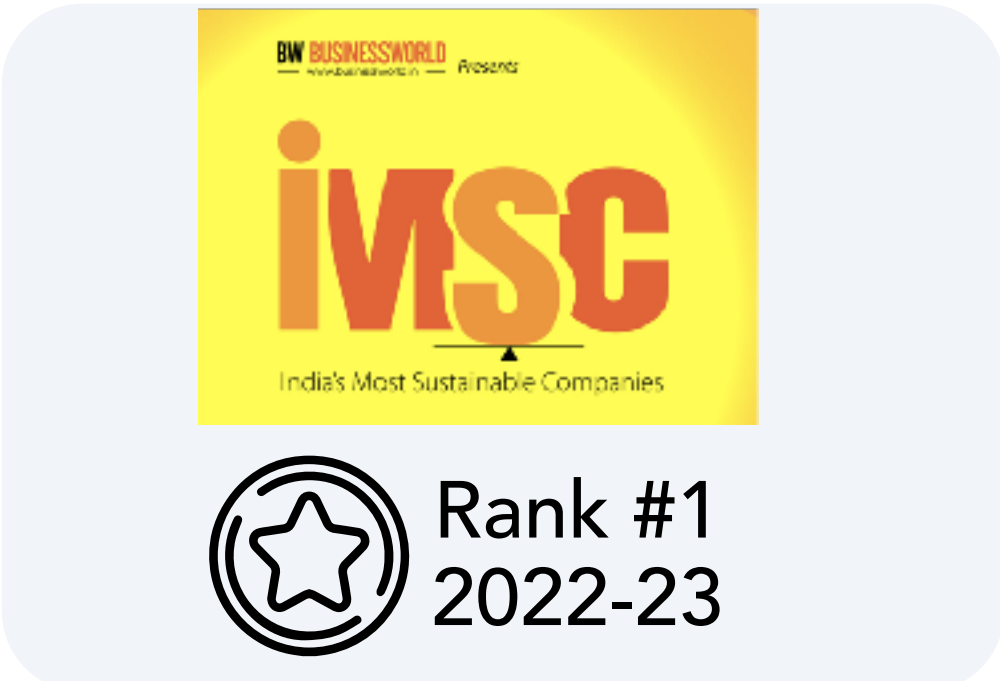
6%

FY24

10%

Investing in advertisement and publicity

People and planet, alongside profit

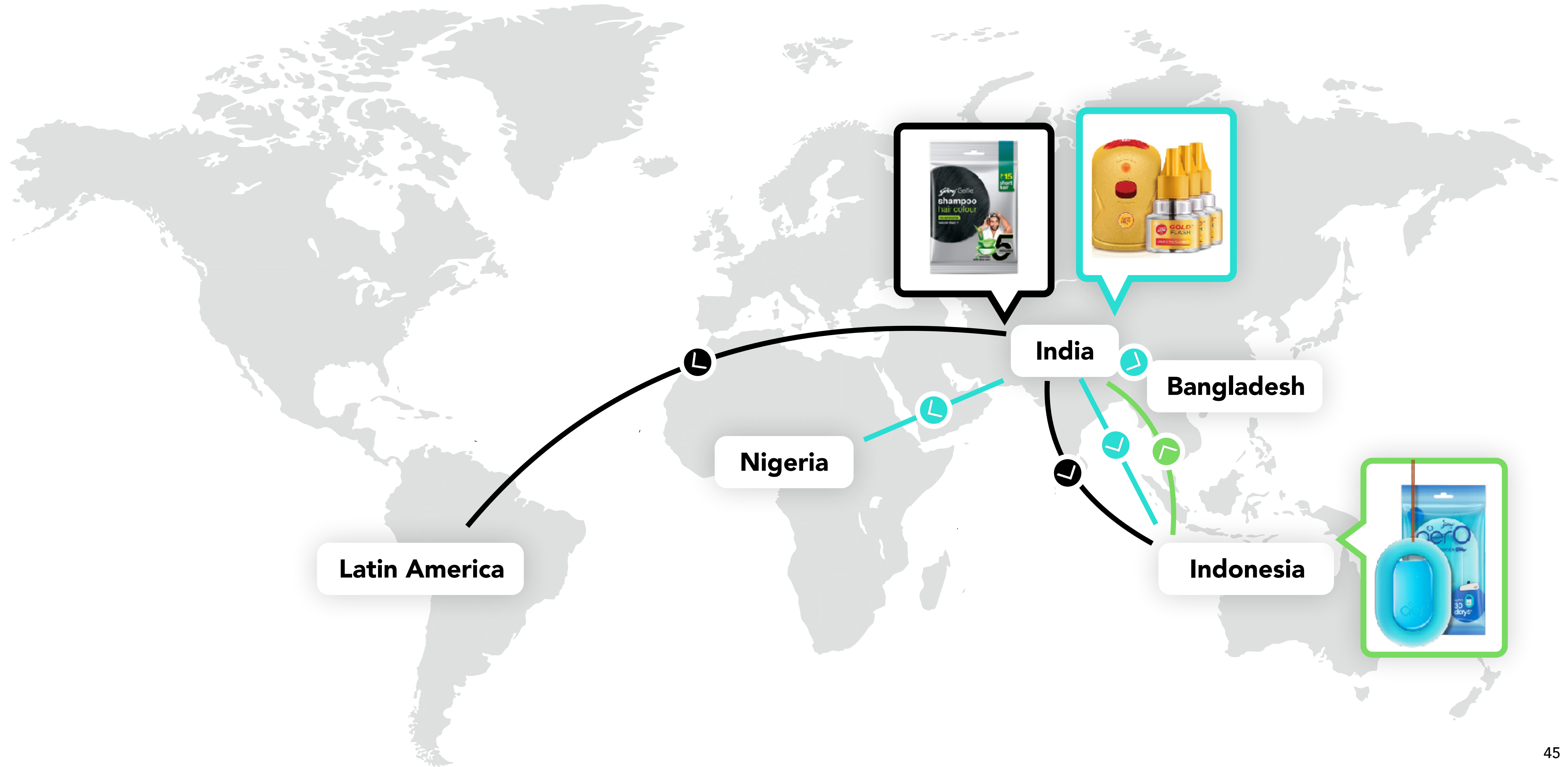


Top Indian company....



...but not quite Global

Think local, act global



ISSUE

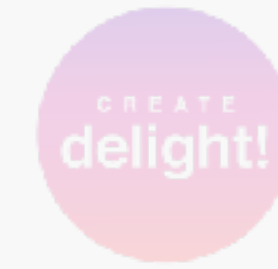


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Market share gains

Soaps



Hair Colours



Air Fresheners



HI Electrics India



HIT Indonesia

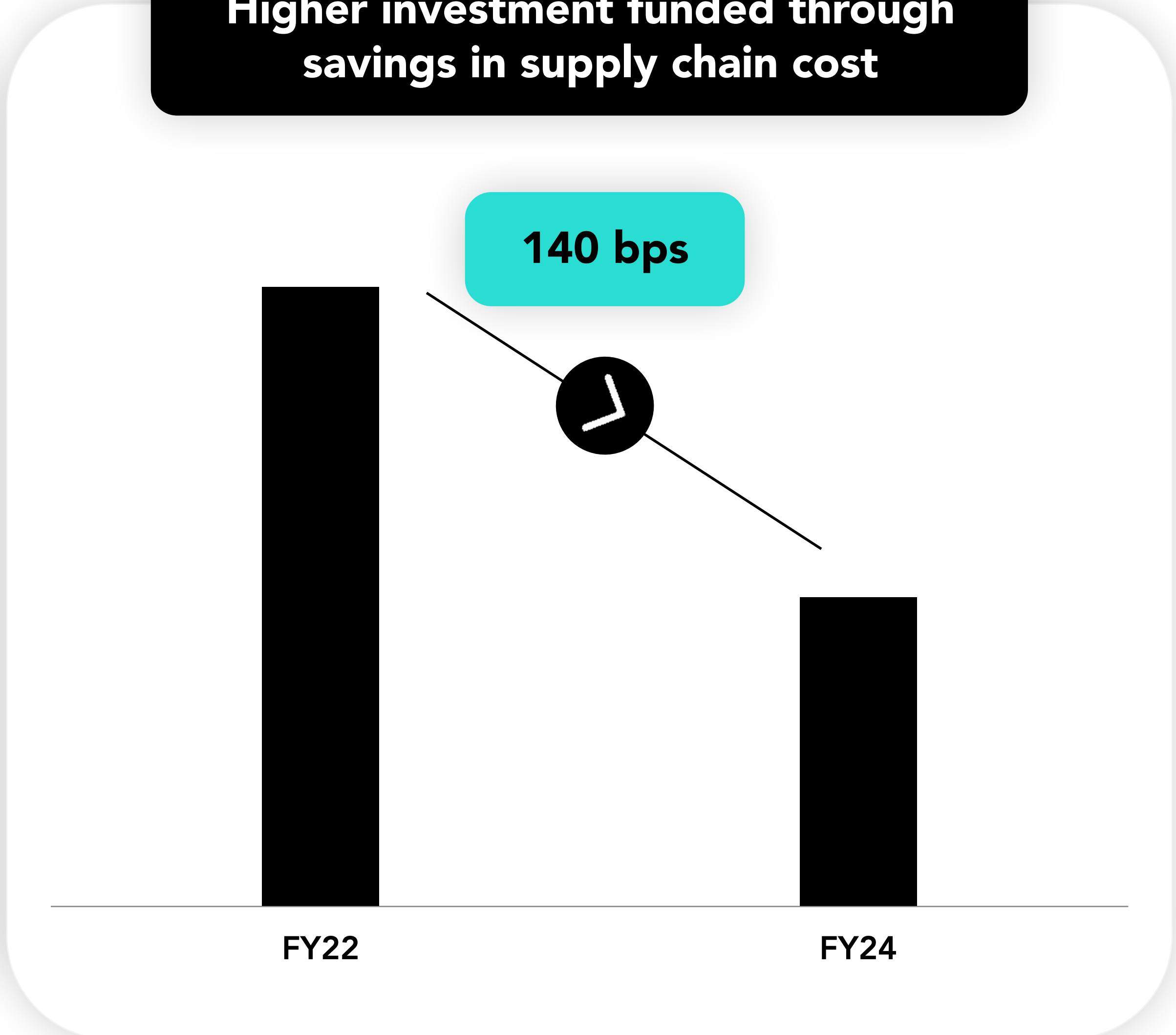


More spends on brands, less on costs to serve

GCPL is now the 5th largest advertiser in the country

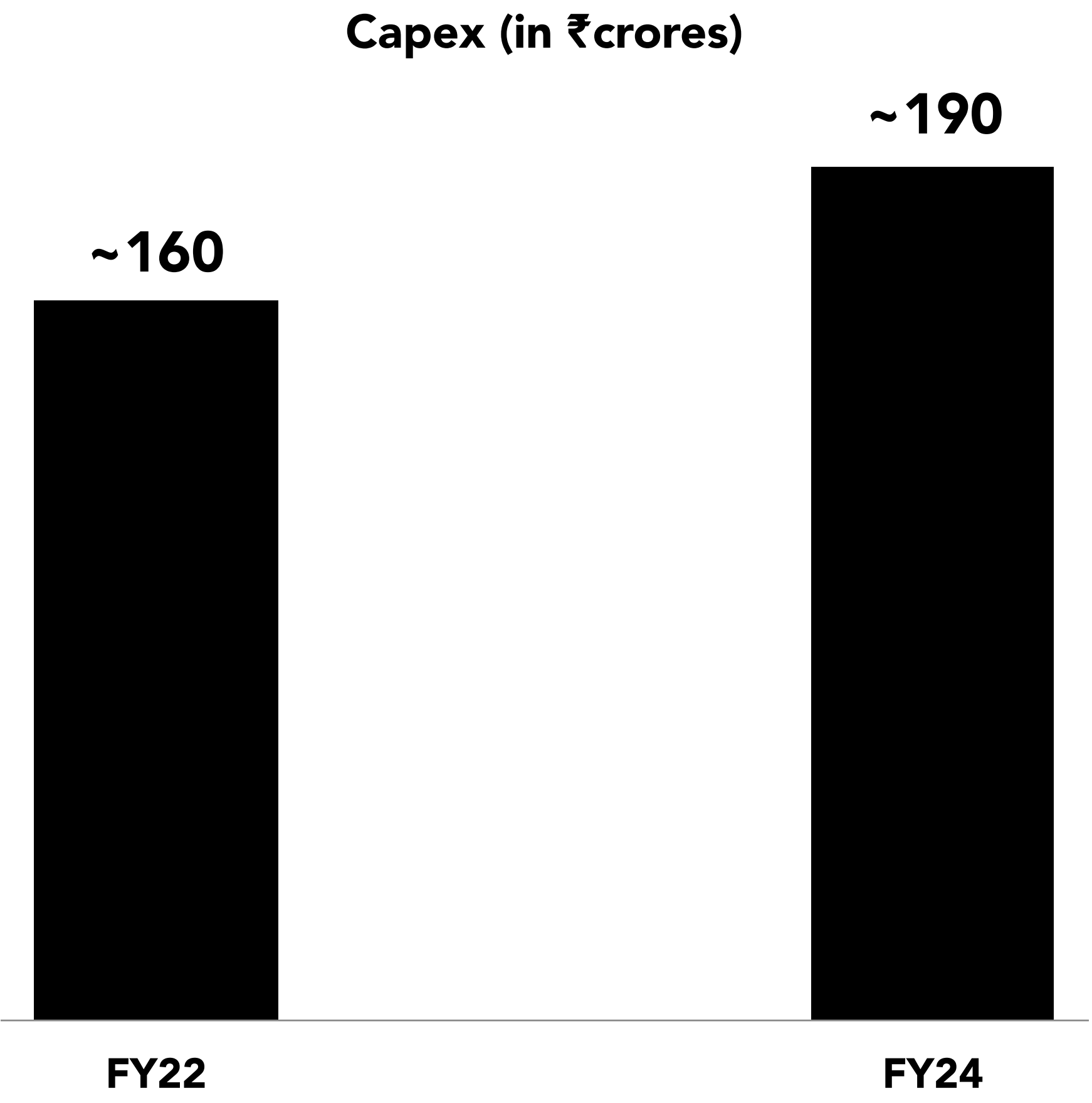


Higher investment funded through savings in supply chain cost

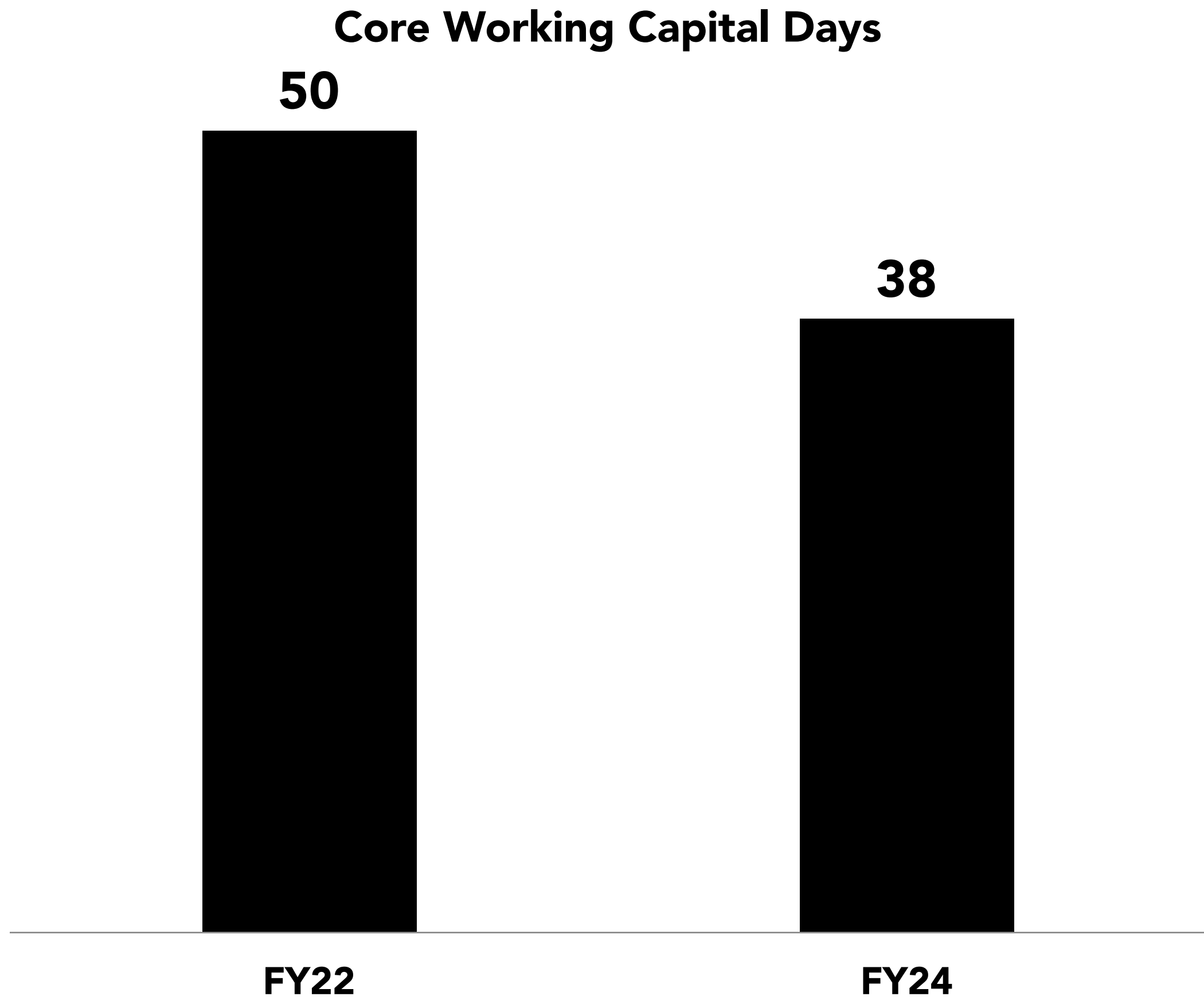


More automation, less working capital

Increased investments



Reduction in working capital



The next milestone: FY25

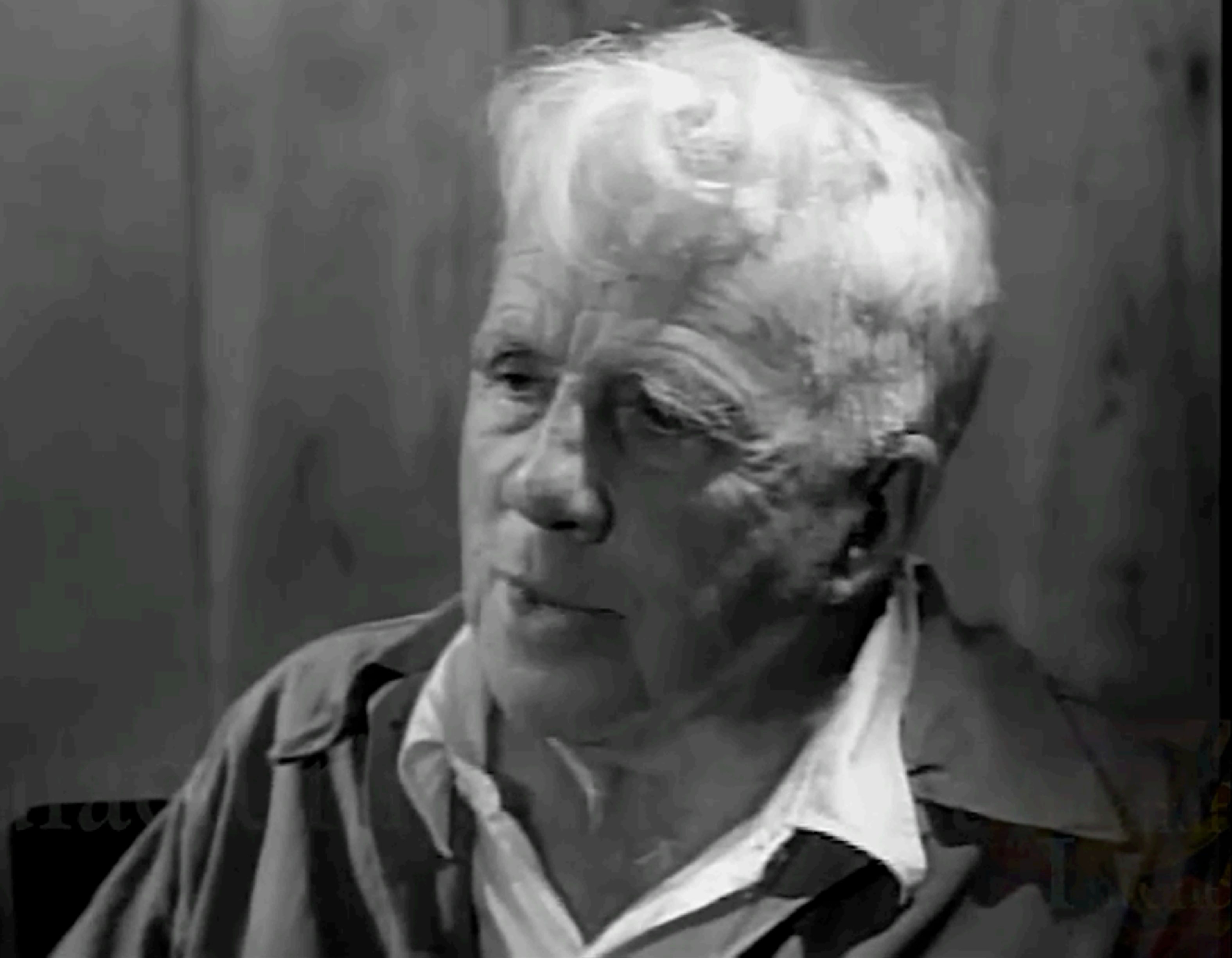
India and Indonesia

**High single
digit volume
growth**

Rest of the World

**Step-up
profitability**

Μεταίχμη



GCPL FY25 & FY26

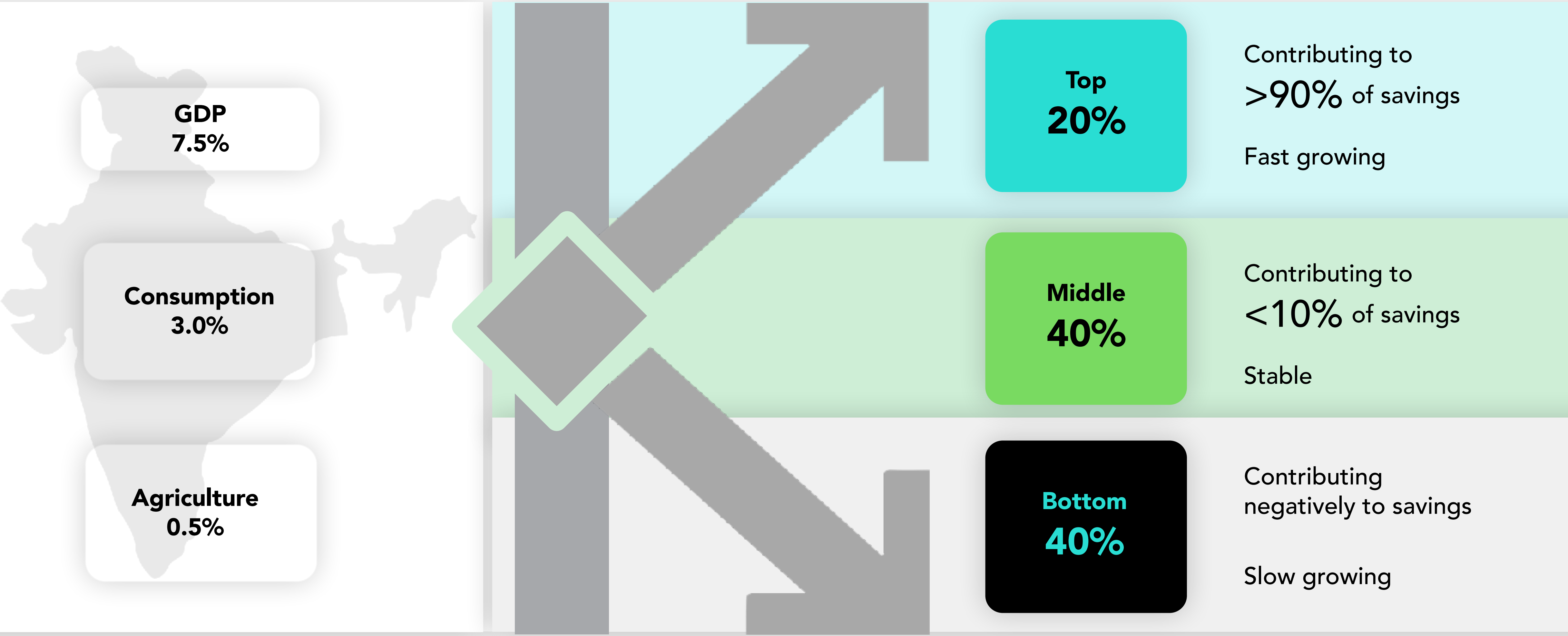
I have promises to keep,
but miles to go before I sleep

India

Sudhir Sitapati



India's K-shaped recovery poses a challenge



Our 3-pronged strategy for FY25

Premiumisation

Premium innovations

Premium categories

Premium channels

Efficiency

Manufacturing footprint

Media

Affordability

GT rural

Access

Premiumisation: Launching premium innovations

Body Wash



CINTHOL
FOAM
BODY
WASH

Luxurious
Bathing

Air Fresheners



Liquid Vaporiser



Premiumisation: Entering into premium categories

Sexual Wellness



Liquid Detergents



Fine Fragrances



Premiumisation: Scaling up across premium channels

Growing faster

Setting up



Modern trade



E-commerce



OTC channels



Cosmetics channels

High double-digit growth

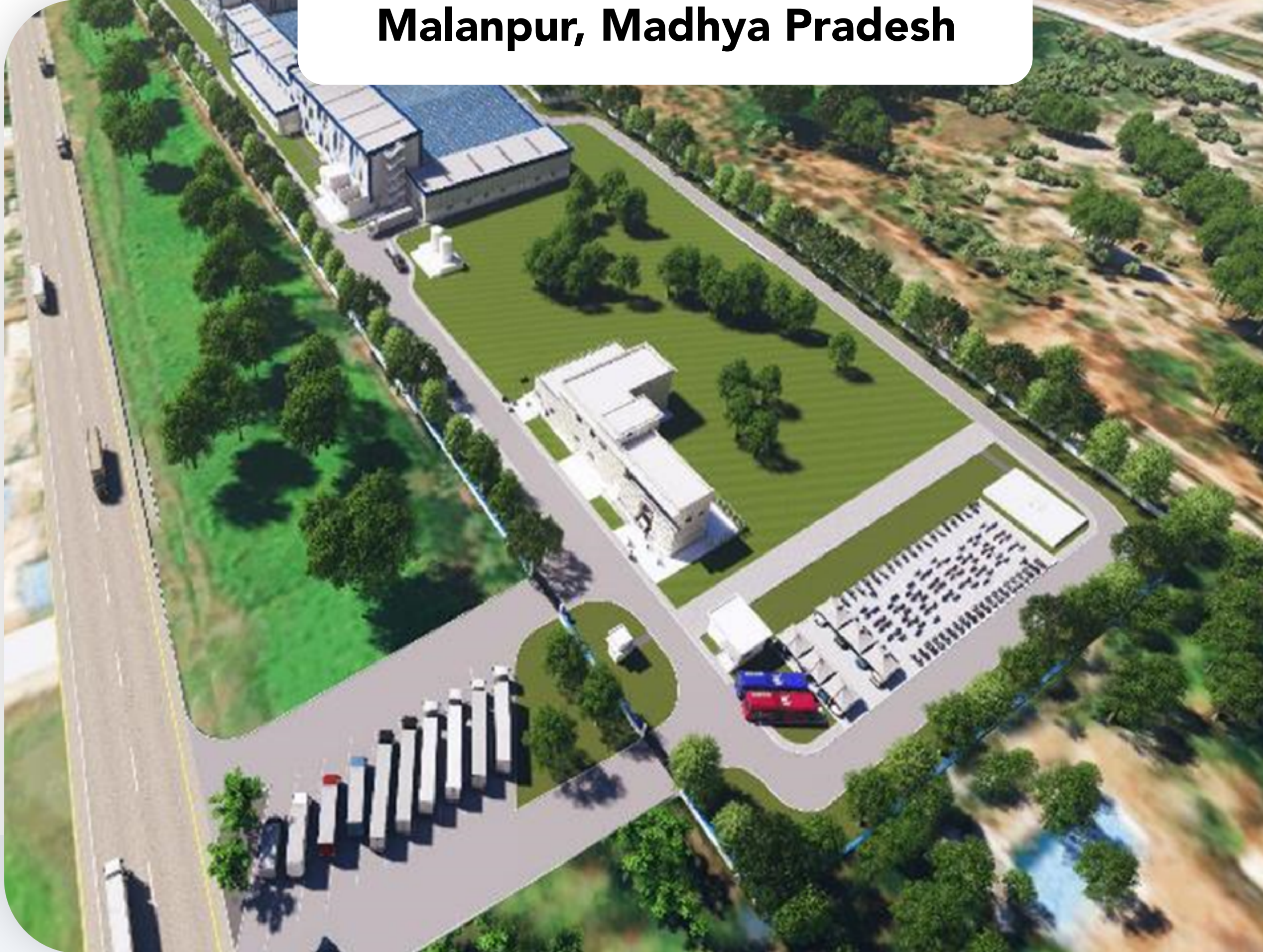
Increase outlets by more than 50% in FY25

Efficiency: Investing in state-of-the-art facilities

Chengalpattu, Chennai



Malanpur, Madhya Pradesh



₹900 crore capex signed off, ~100 bps cost saving in 2 years

Efficiency: Effectively investing in media

Media investments

X

(in FY23)



1.4x

(in FY24)

CPRP*

Reduced by

Mid single digits

v/s low single digit increase for the industry

(FY23 v/s FY24)

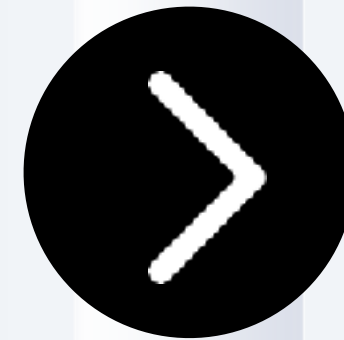
*Cost per rating point

Affordability: Van program to increase rural reach

Pre-VISTAAR 2.0

X

Villages covered



Post-VISTAAR 2.0

3x

Villages covered

Affordability: Democratising categories by launching access packs

2022



2023



2024




Park Avenue and KamaSutra: On track with expectations

FY24 Scorecard

Integration completed  In record time

FOH reduction  Synergies delivered

SKU reduction  From >500
To <150

Green shoots  Condoms
Perfumes

Going ahead

High
double-digit volume growth

EPS
Neutral
by end of FY25

Our medium term aspirations

Volume growth

**High
Single
Digit**

Double digit
in the long term

EBITDA margin

**Mid-high
20s**

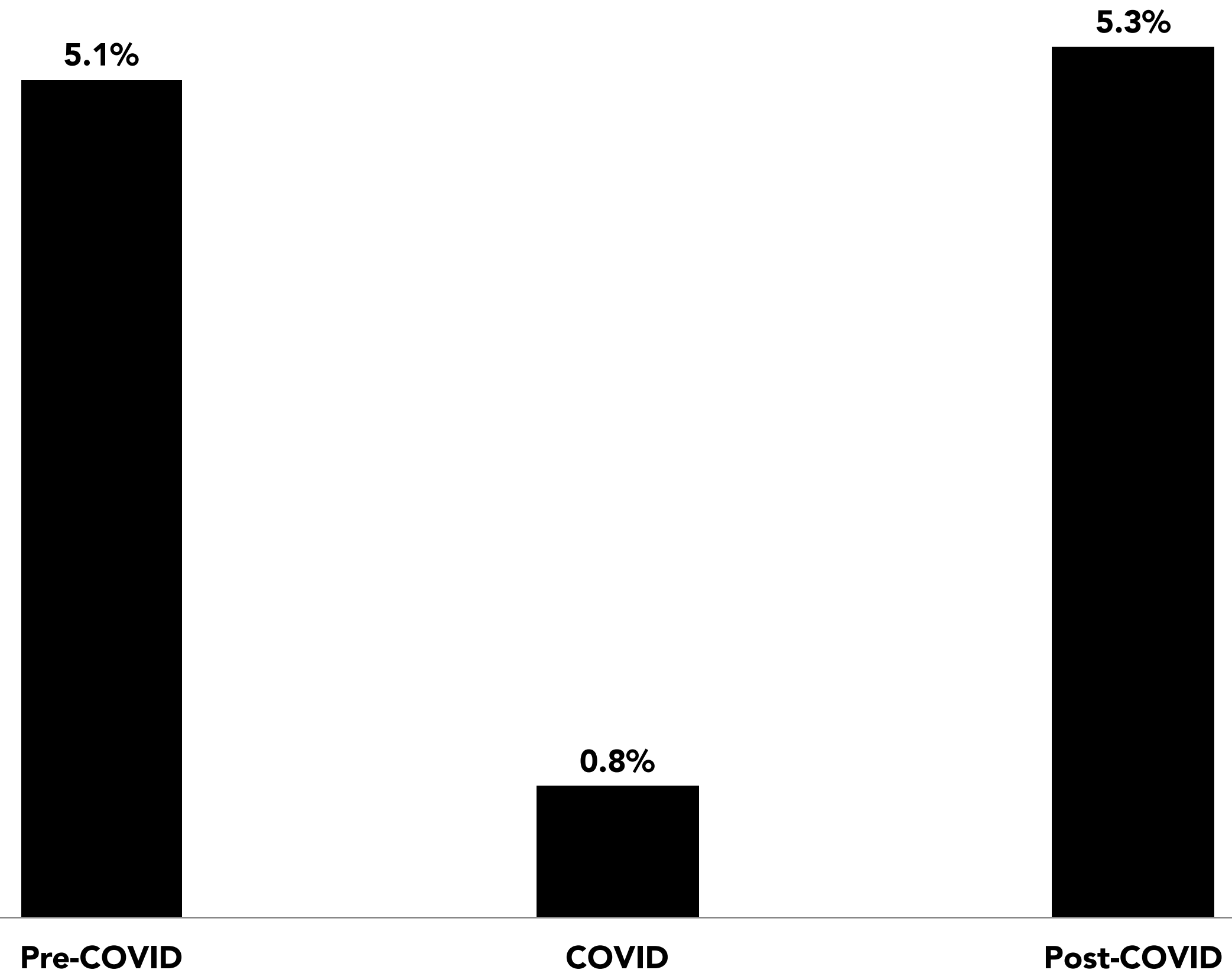
Indonesia

Rajesh Sethuraman

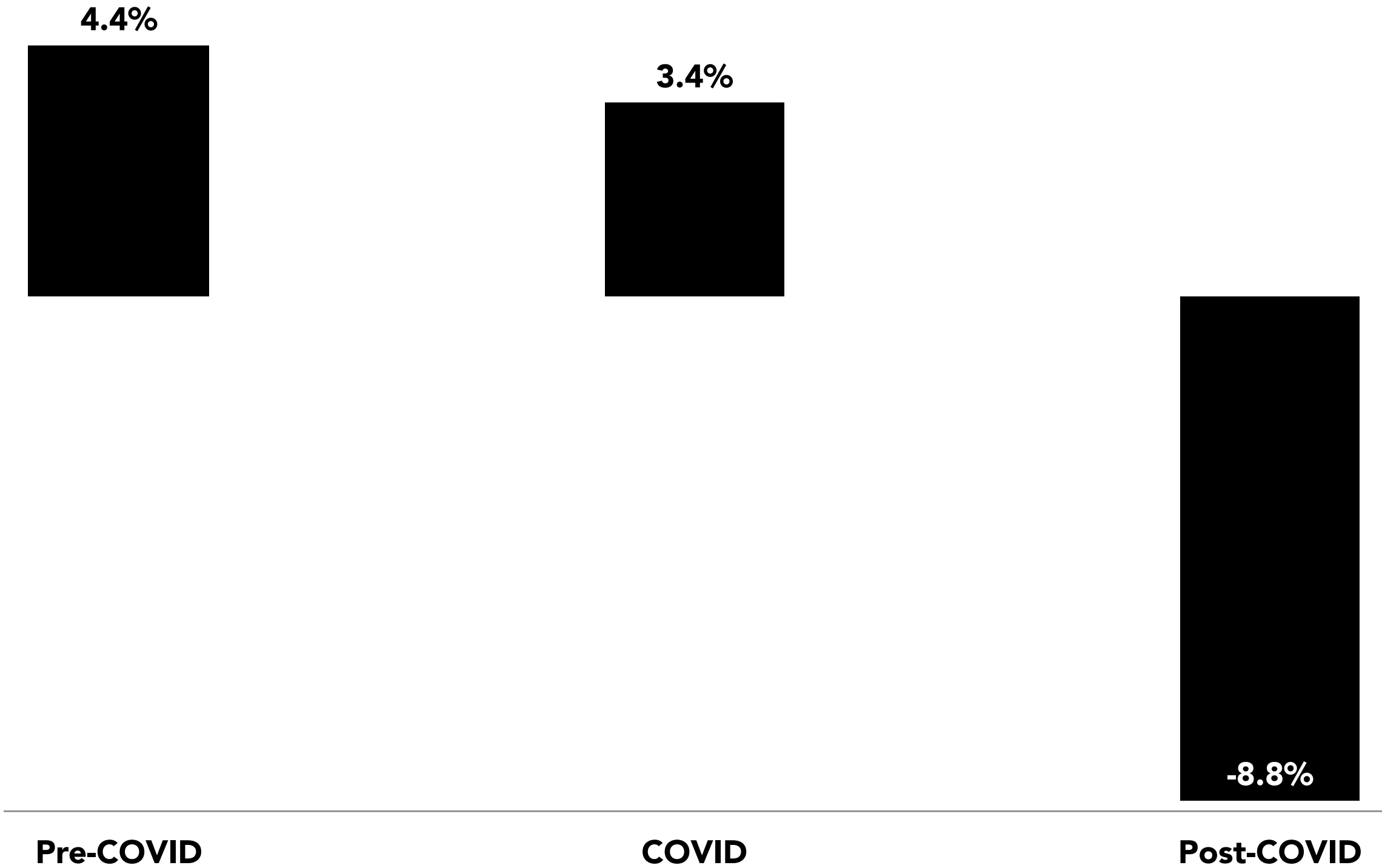


Indonesia macros fairly stable while our revenue growth inconsistent

Indonesia GDP growth



Indonesia revenue growth



GDP data from World Bank in CY; Pre Covid: 2016-2019, Covid: 2020-2021, Post Covid: 2022

Inherent strengths of business

Portfolio



Large headroom for growth

Market leadership



Categories we operate in

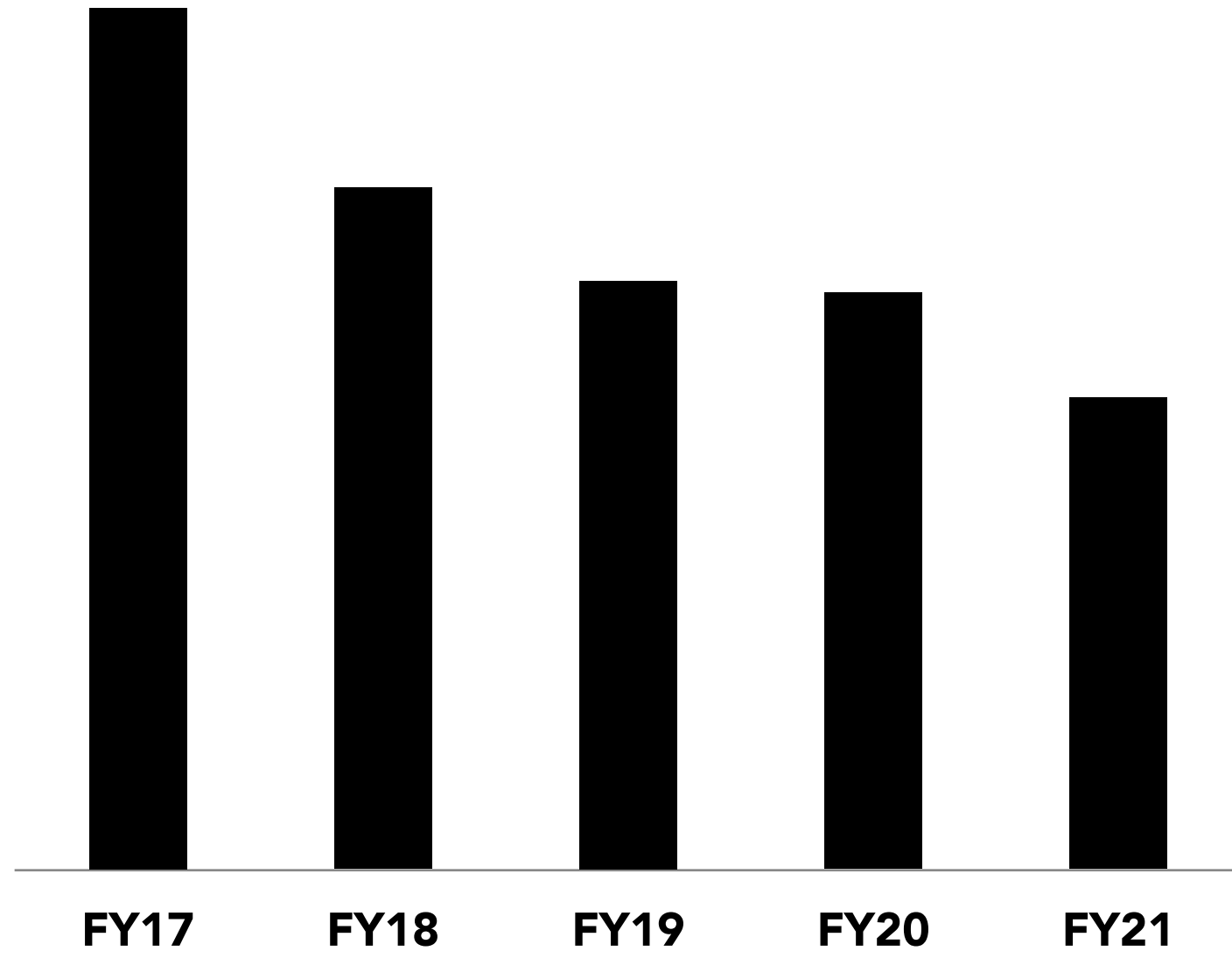
Inherent weakness of business pre transformation

Erratic pricing across channels



Under invested business

Media spends (% of net sales)




~4% of net sales

Weak go-to-market

 **GCPL**



 **Branch**



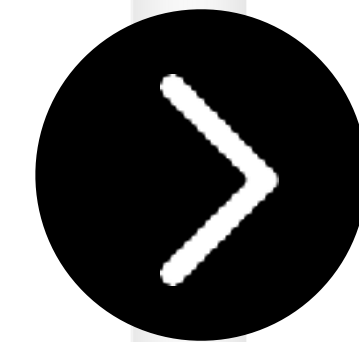
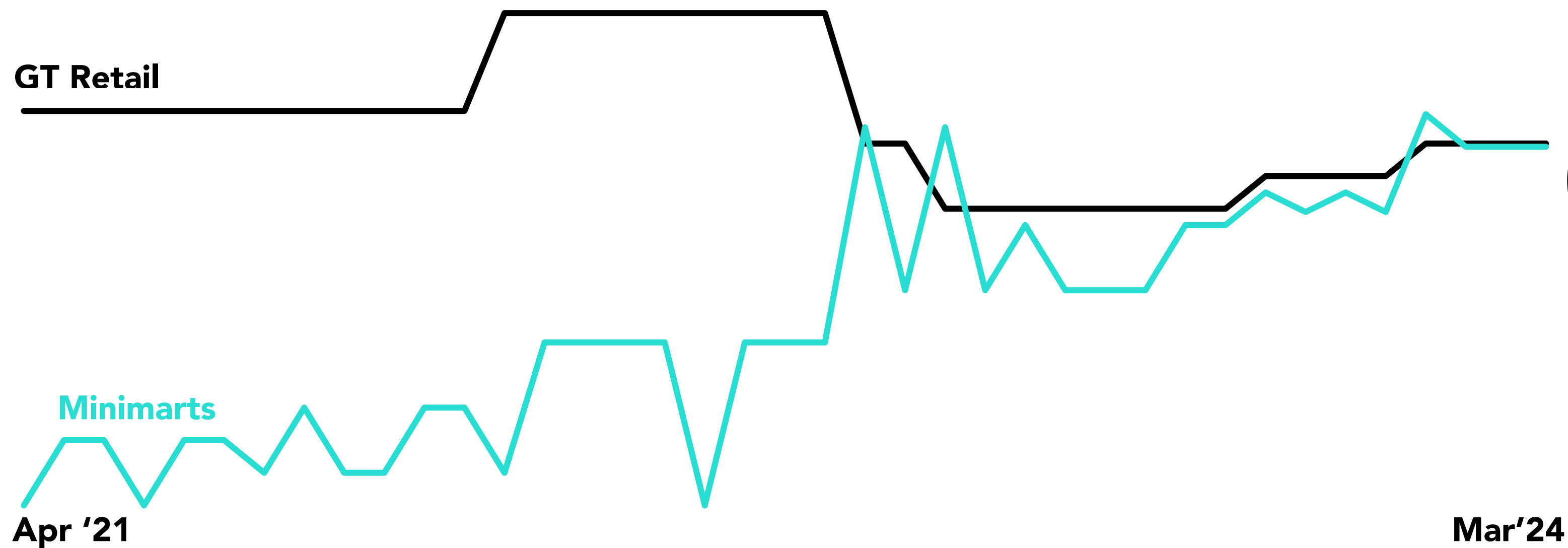
 **Distributor, Retailers, Modern trade, E-commerce**

Shifted from deep discounting to Every Day Low Promotion (EDLP)

Price variations month on month led to leakages in other channels

EDLP has led to throughput improvement

HIT Aerosol large pack price across channels

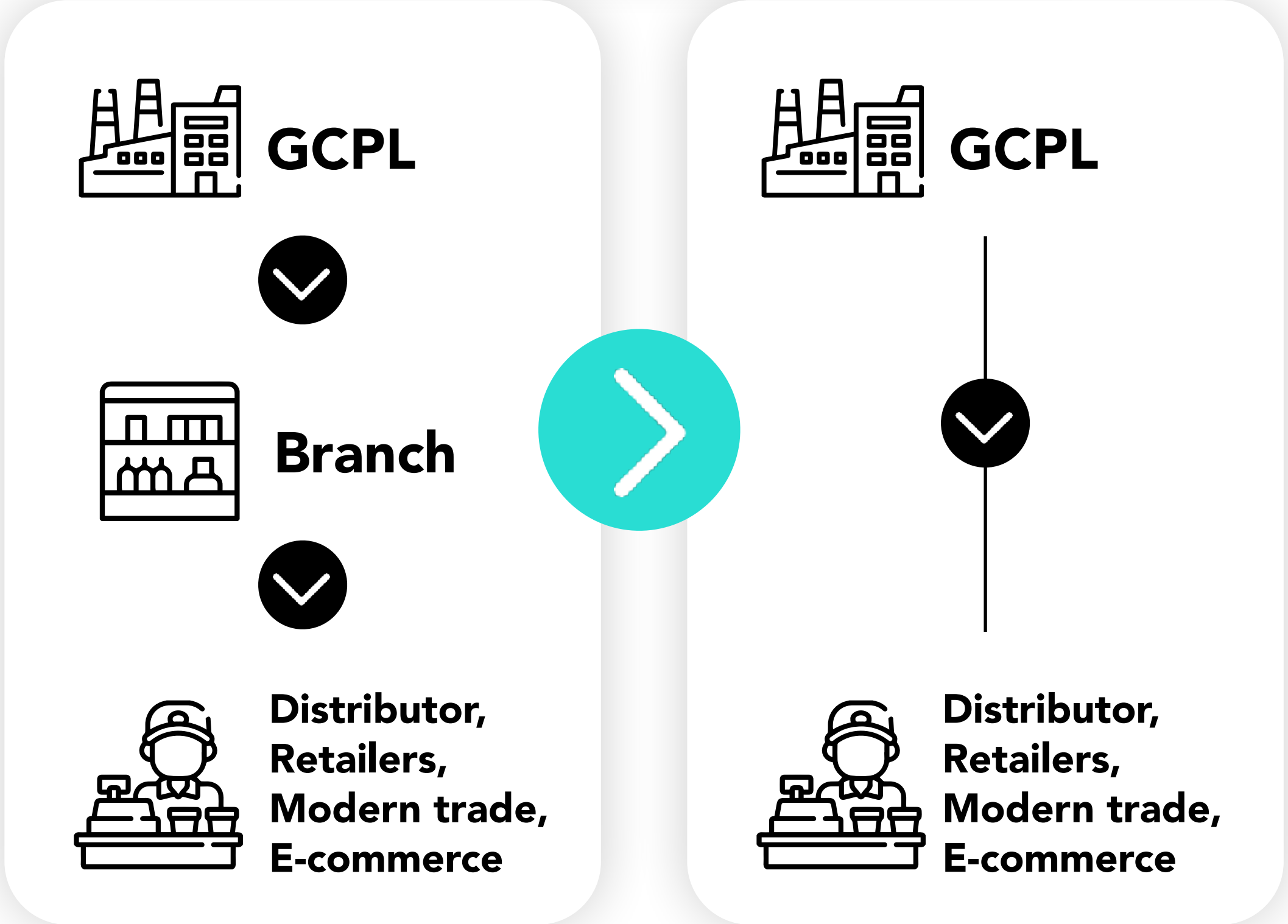


~ **800** bps

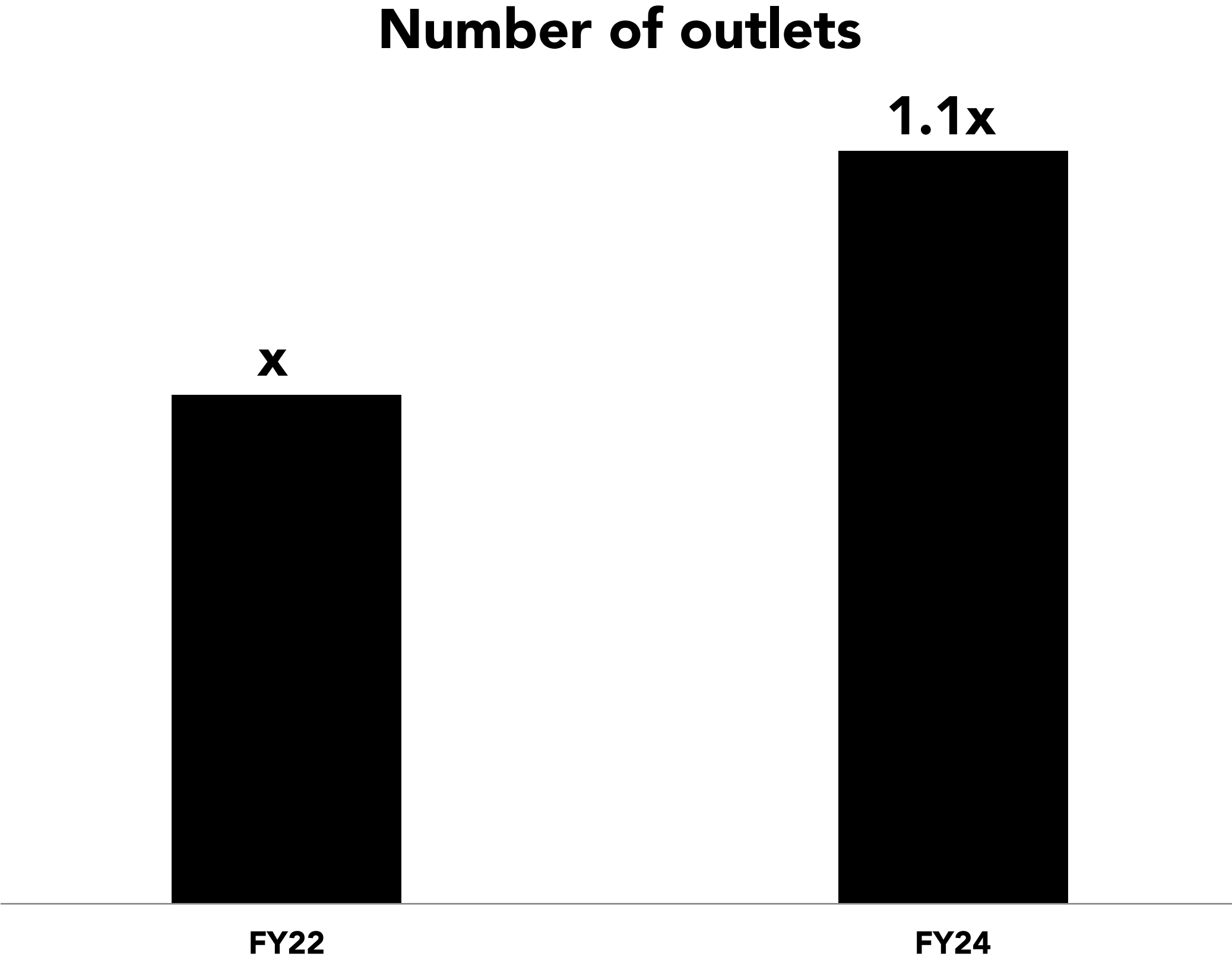
FY24 over
FY22 and FY23 average

Shifted to distributor led model in GT to increase reach

Moved operations from branch to distributor model



Improved the distribution reach

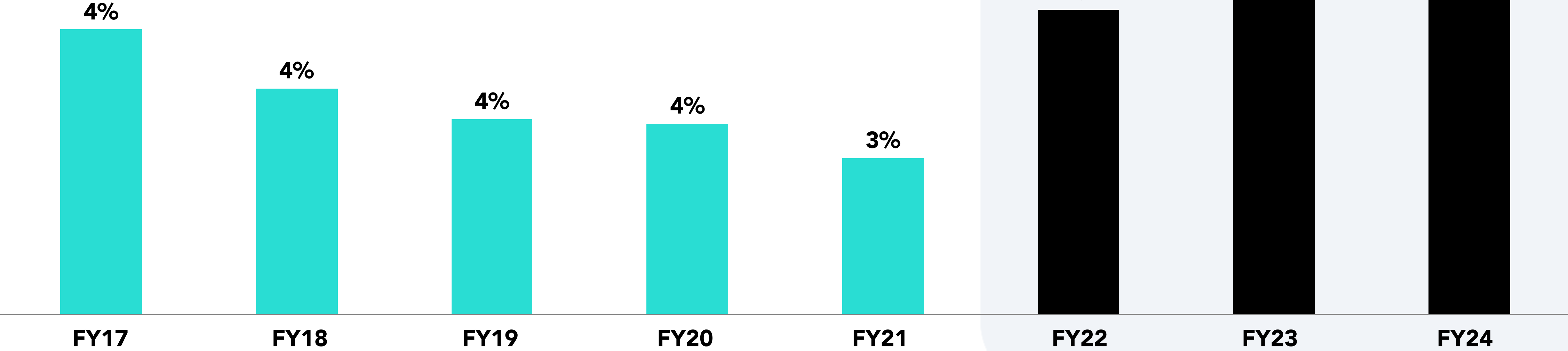


Increased our media investments to optimum levels

Then

Now

**Media spends
(% of net sales)**



Significantly reduced complexity in business

Reduced FOH

~ **120** bps

in two years

Reduced SKUs

~ **25%**

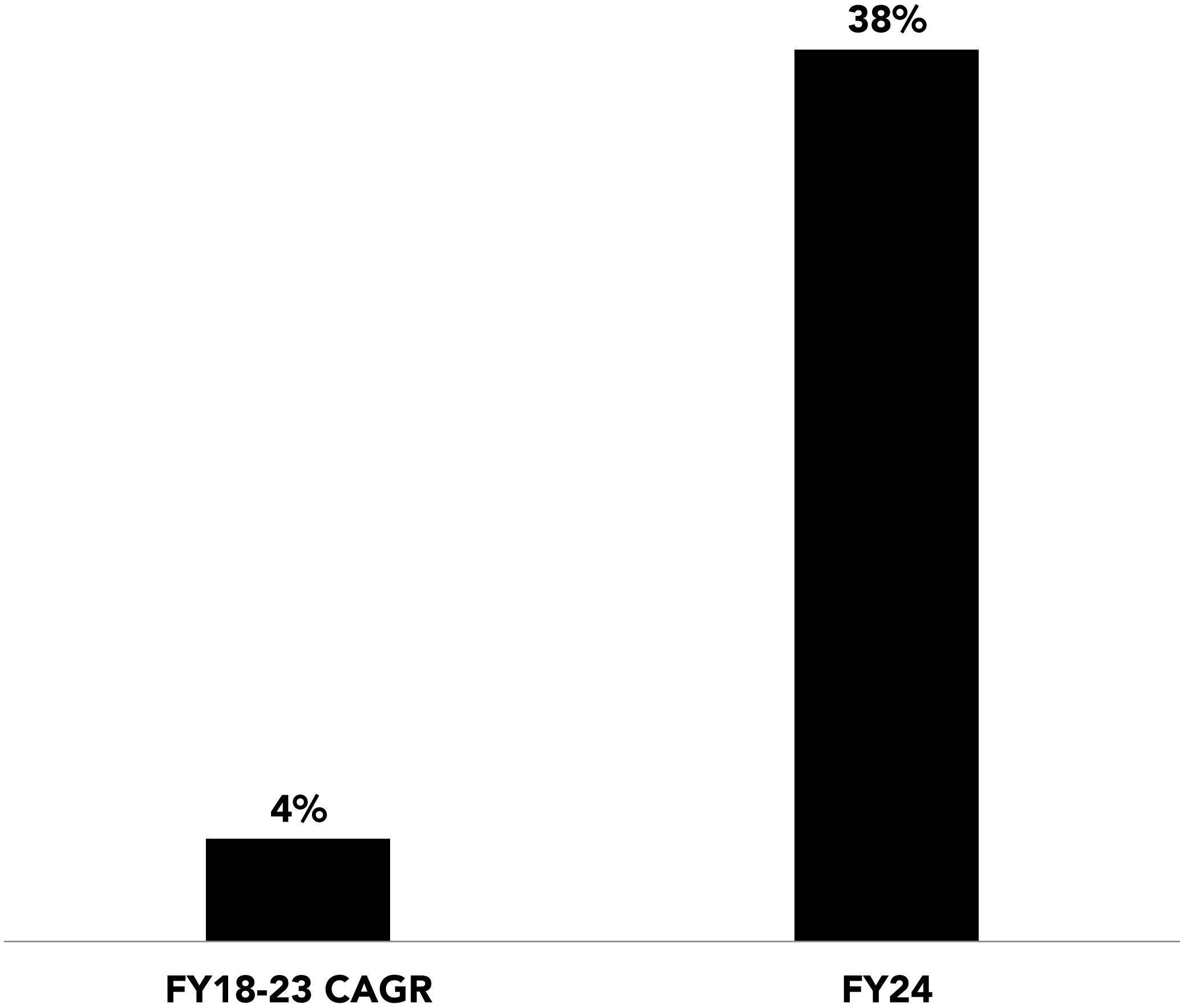
in two years

Post transformation, delivered stellar performance in FY24...

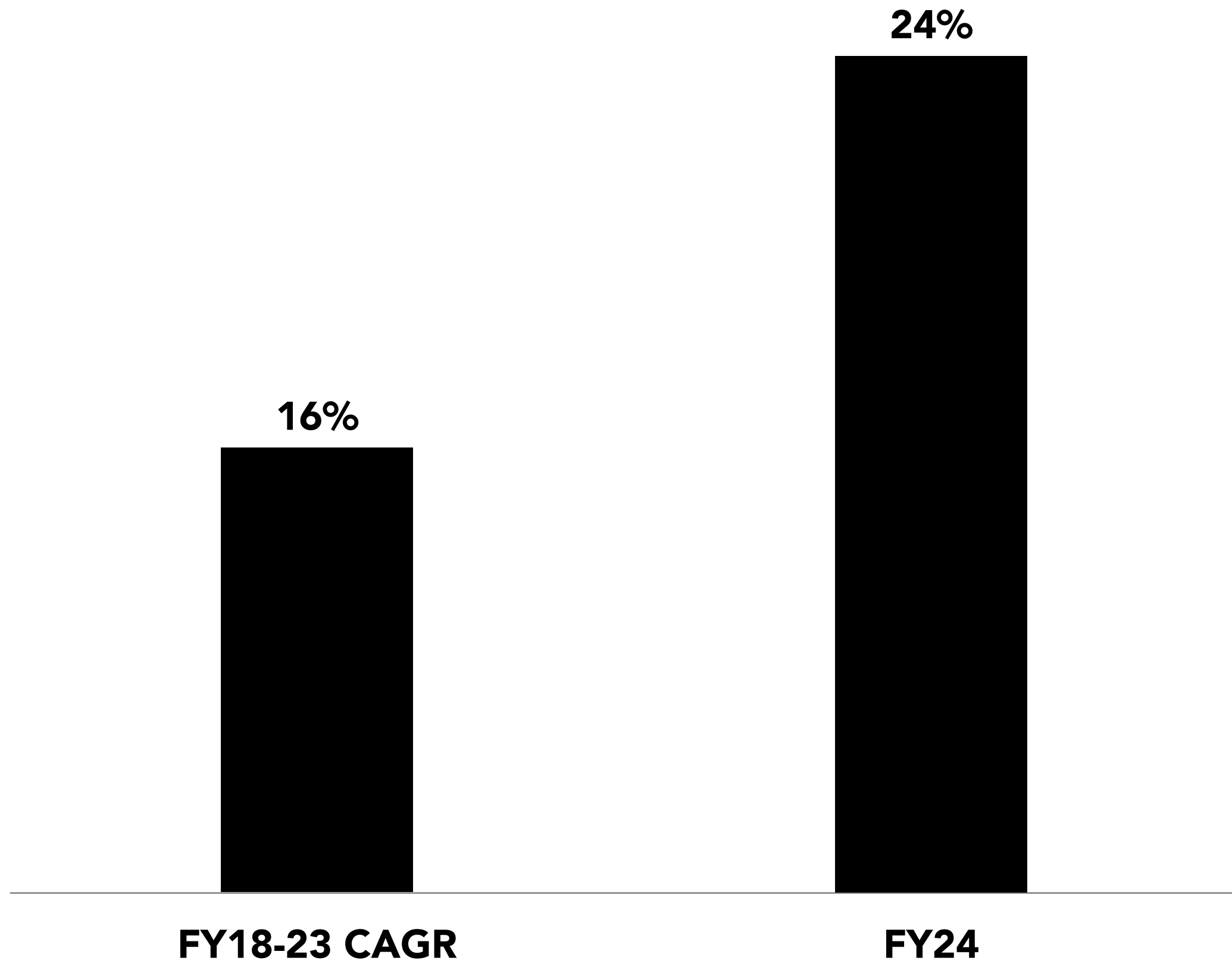
Particulars	FY18-23 CAGR	FY24
UVG	1%	11%
Revenue growth	4%	14%
EBITDA growth	-1%	28%

...with strong performance in Household Insecticides and Hair Colour...

HI revenue growth

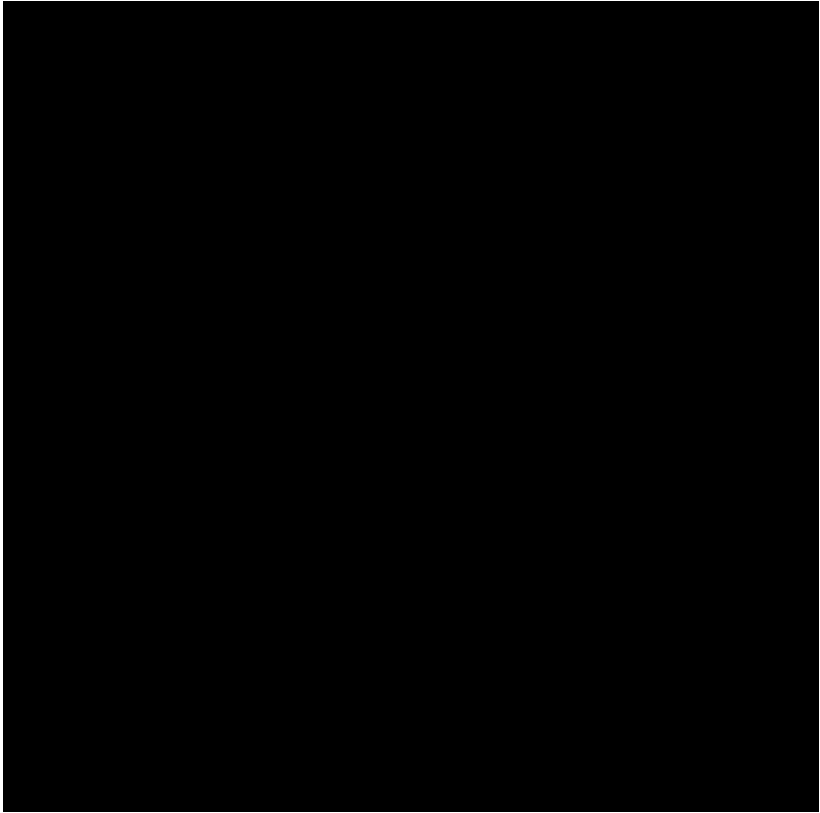
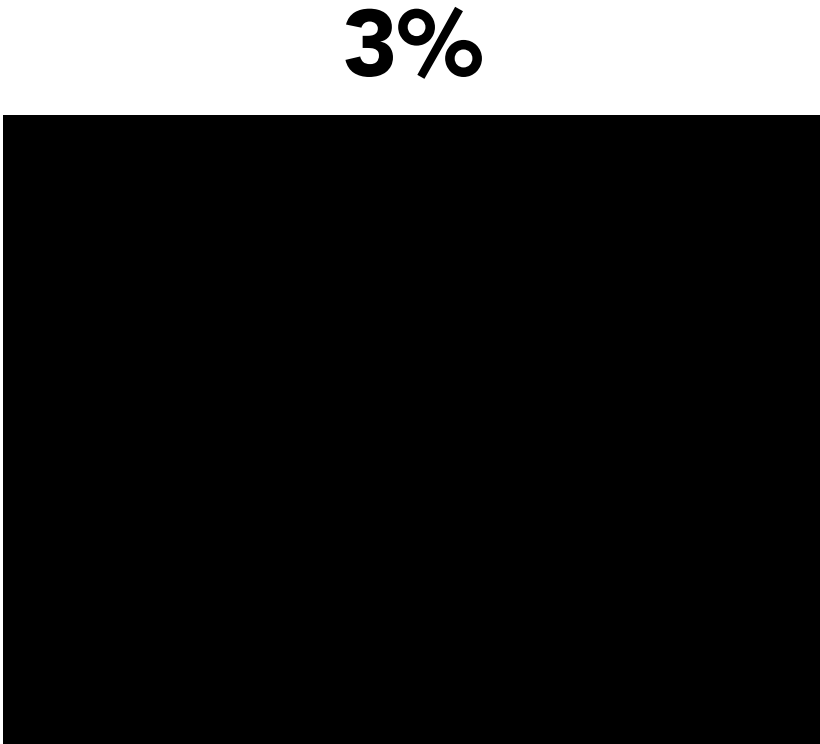


Hair Colour revenue growth



...while Air Care lagged...

Air Care



FY18-23 CAGR

FY24

...and successfully turned around HIT (1/2)

Innovation

Changed formulation

~4x more efficacious

LV scale up



Packaging refresh



Relevance

Continue investing in media

~1.5x

From FY23 to FY24

Access

Launched access packs



Trials

~1 million households reached



...and successfully turned around HIT (2/2)

FY25 growth to be driven by targeted initiatives in each category

Sustain HI



Rejuvenate Air Care



Scale Hair Colour



Rejuvenate Stella through innovations

Innovation



Launching Stella LV

Relevance



Advertising Stella Aerosols

Access



Revamping Stella Pocket

Scaling up Hair Colours through media and distribution investments

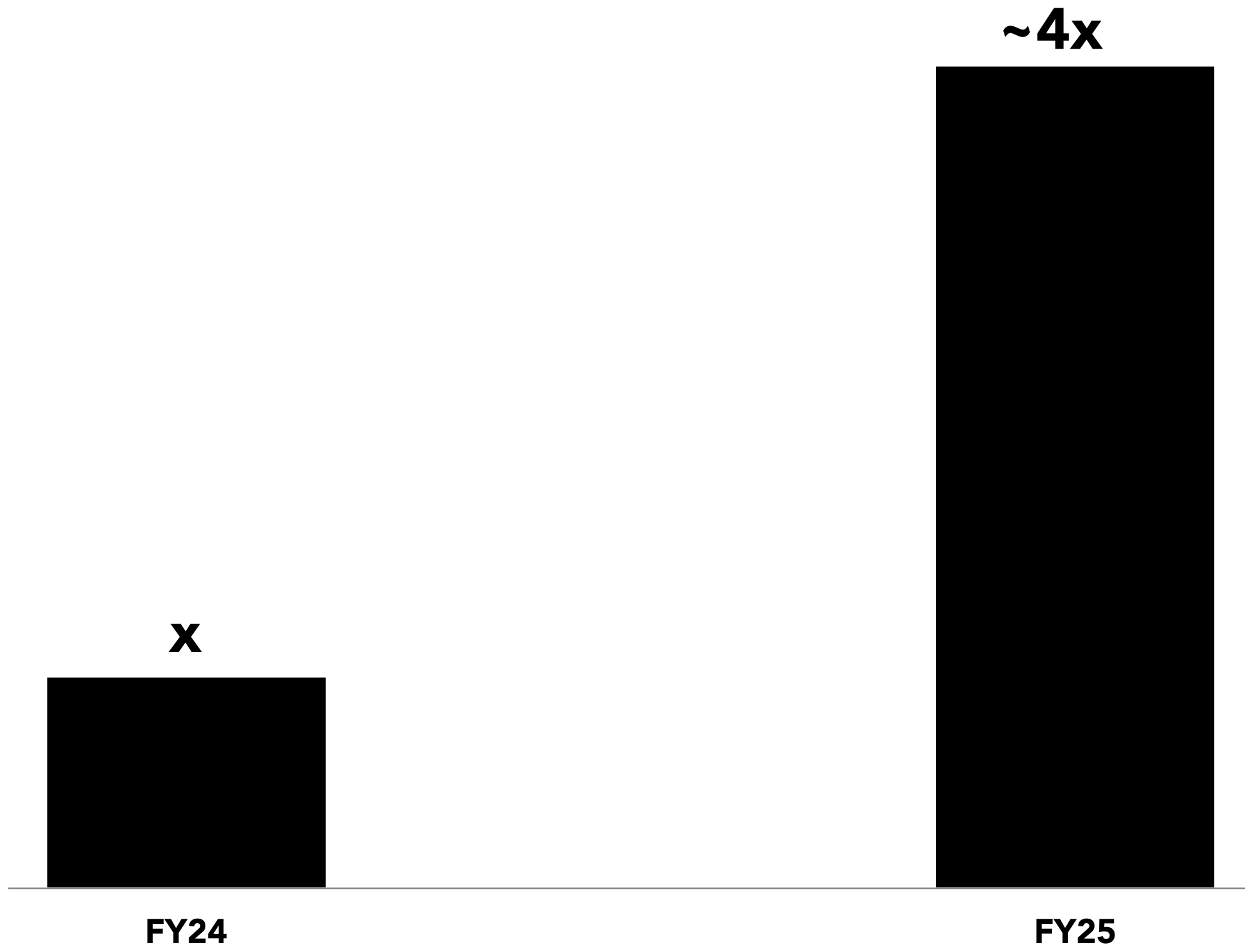
Relevance



Advertising Shampoo Hair Colour

Access

Active outlets



Scaling up Shampoo Hair Colour

Our medium term aspirations

Volume growth

**High
single
digits**

EBITDA margin

**Mid
20s**

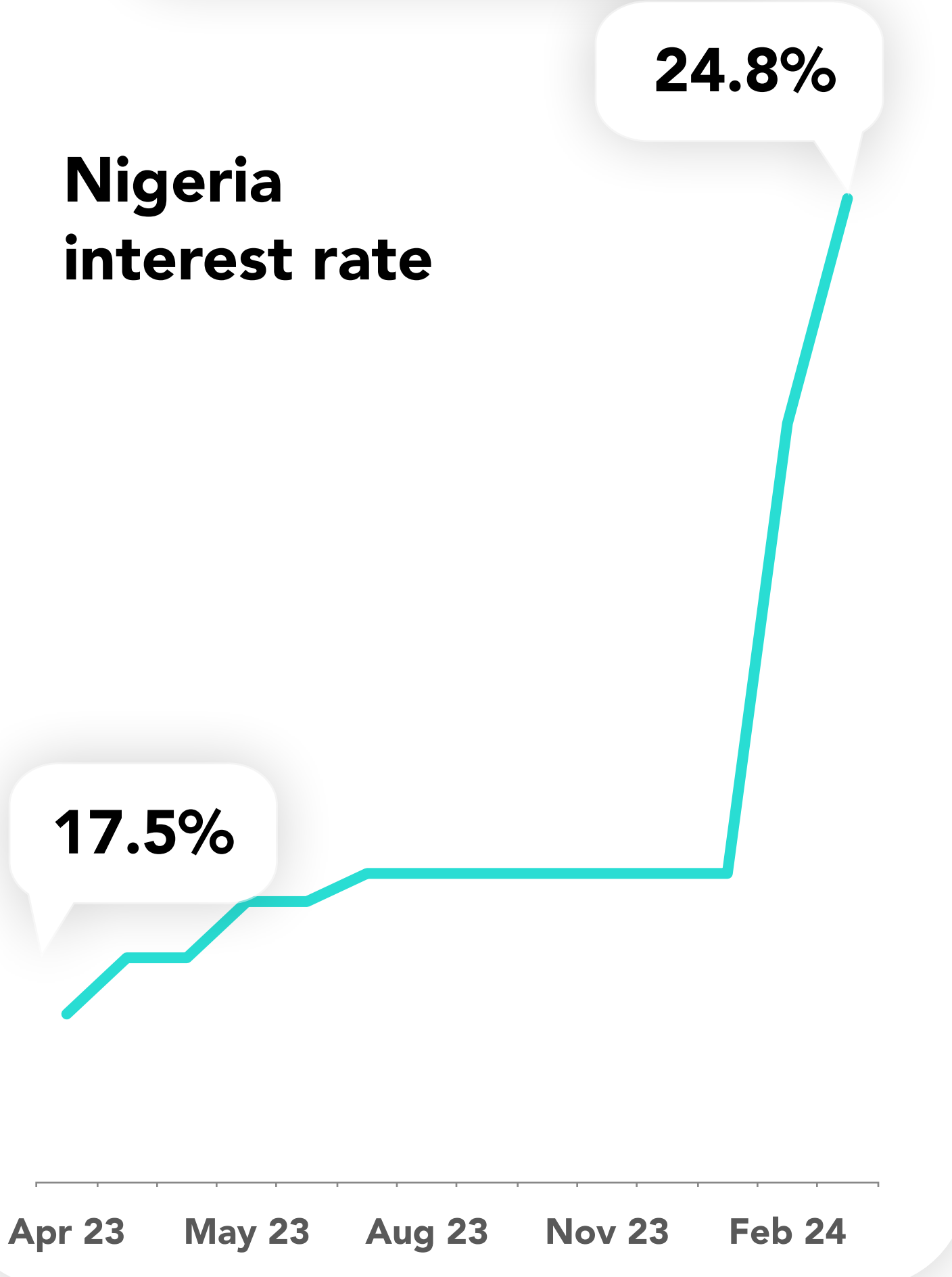


Rest of the World

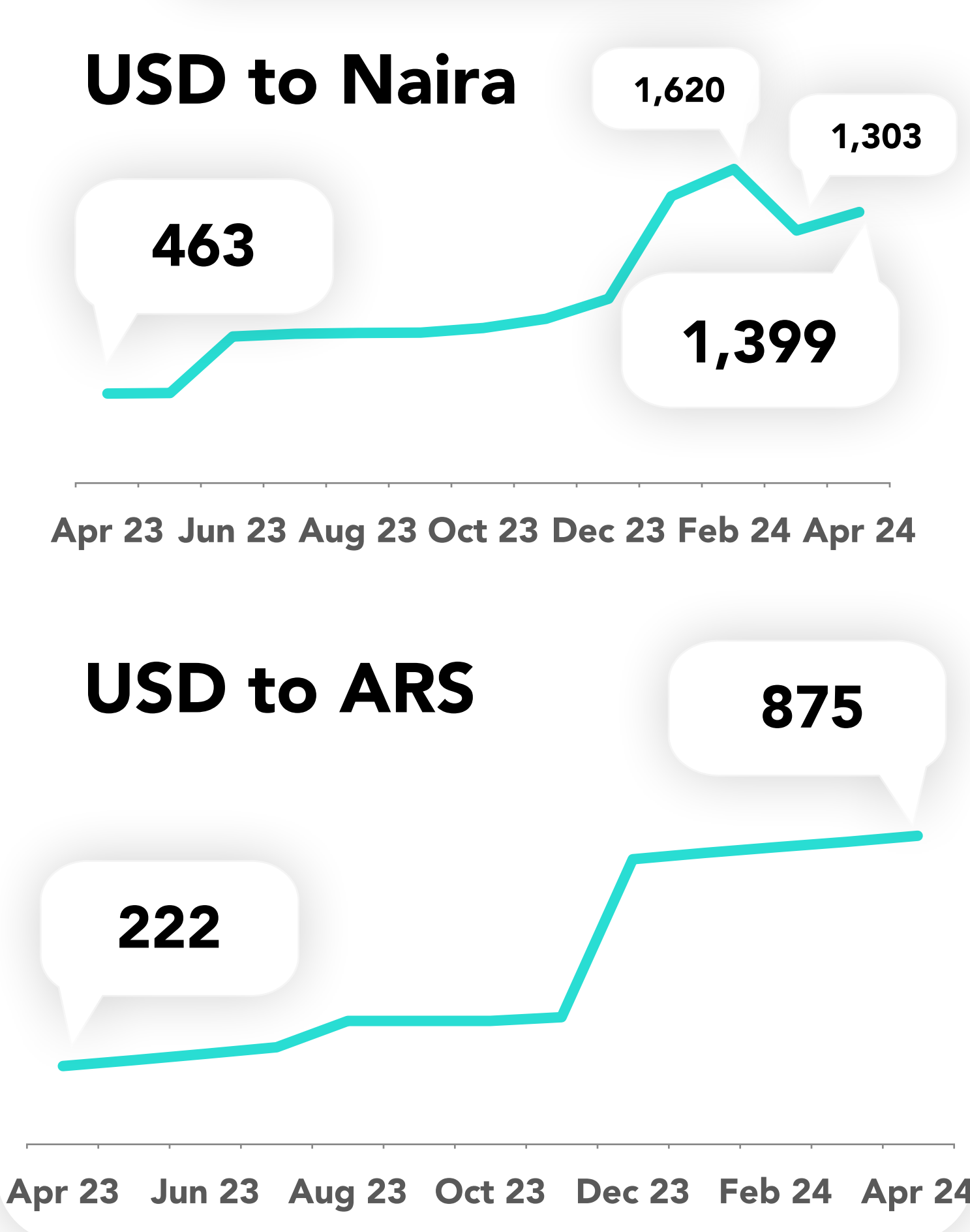
Aasif Malbari

External volatility is given...

High interest rates



Currency volatility



Geopolitical volatility

Opposition Parties in Nigeria Call for Election Rerun, Citing Vote Rigging

Two parties say the presidential vote in Africa's biggest democracy was marred by fraud and violence, and they called for the head of the election commission to step down.

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MONETARY TIGHTENING

Ghana: Foreign exchange trading suspension prompts cedi devaluation concerns

Posted on March 11, 2024 08:43

...and we need to accept it

Historical internal complexity was high...

High fixed overheads

> 15%

High SKUs

> 5,000

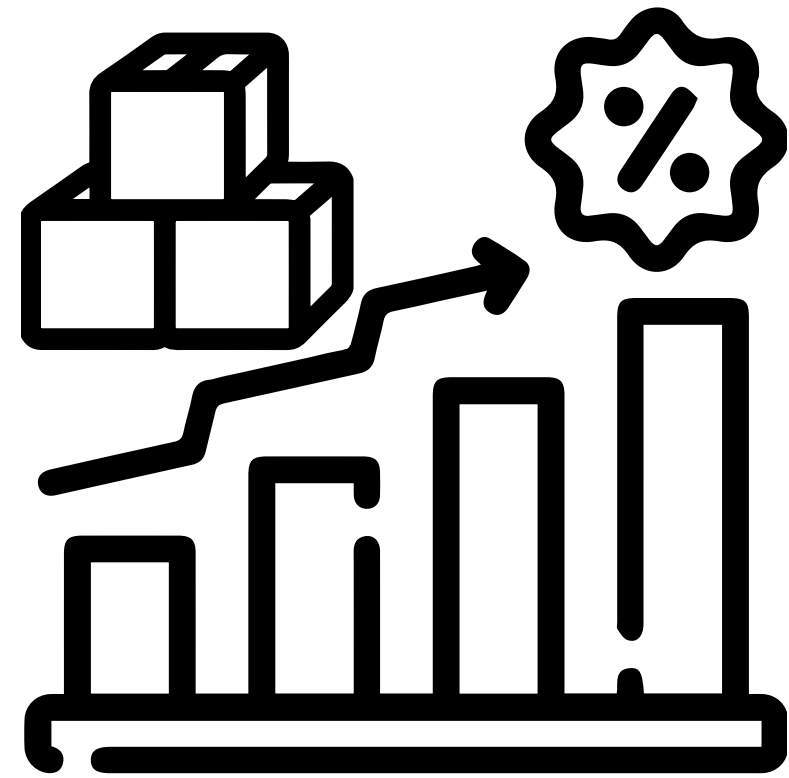
High number of factories

26*

*in FY22, including P2P and 3P factories

...simplification is the solution

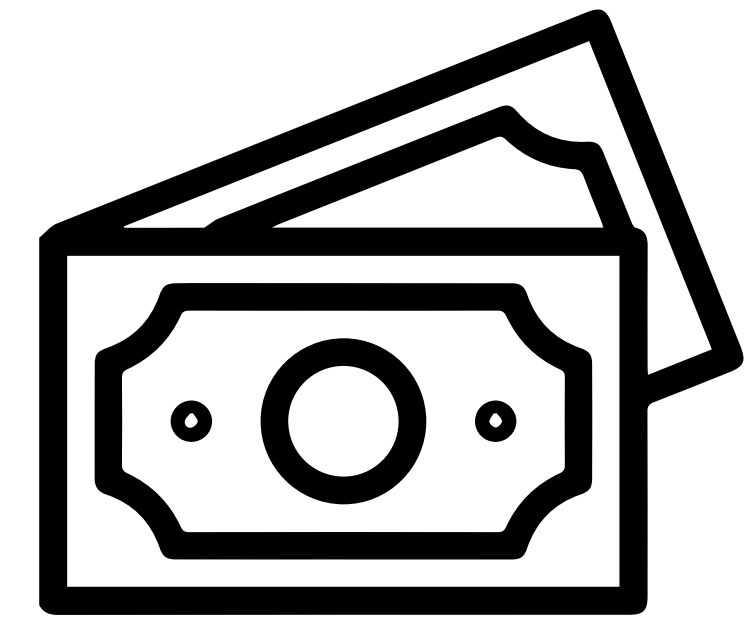
Clear emphasis on improving business fundamentals on an annualised basis



Volume growth



INR profit growth



INR cash growth

Our strategic approach

Code books to manage volatility

Pricing code book

Optimising supply chain

FOH reduction

Strengthen long term business fundamentals

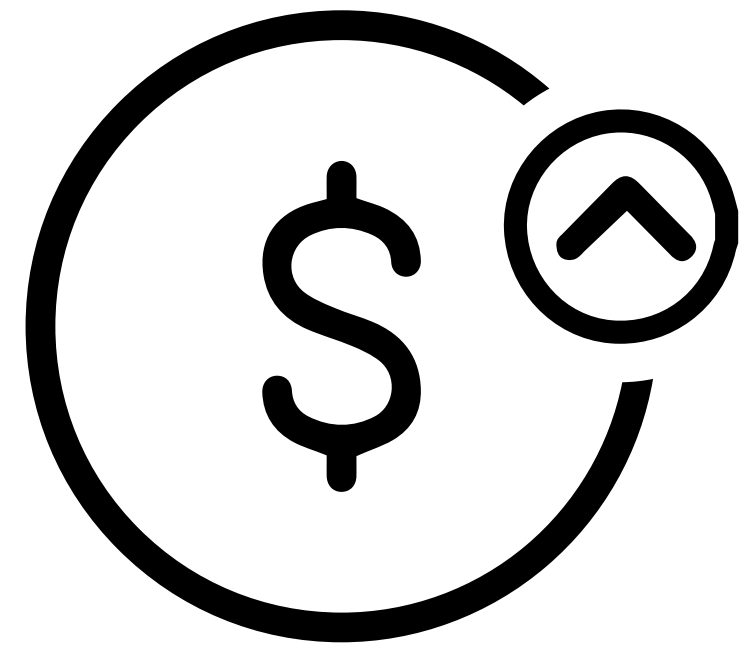
Higher FMCG portfolio

Improving go-to-market

Unique approach for each country

Creating and implementing code books to manage volatility

Pricing code book



Taking agile pricing actions

Optimising supply chain

Number of factories*

26 > 19

FY22

FY24

Reducing FOH

~300 bps

FY20 v/s FY24

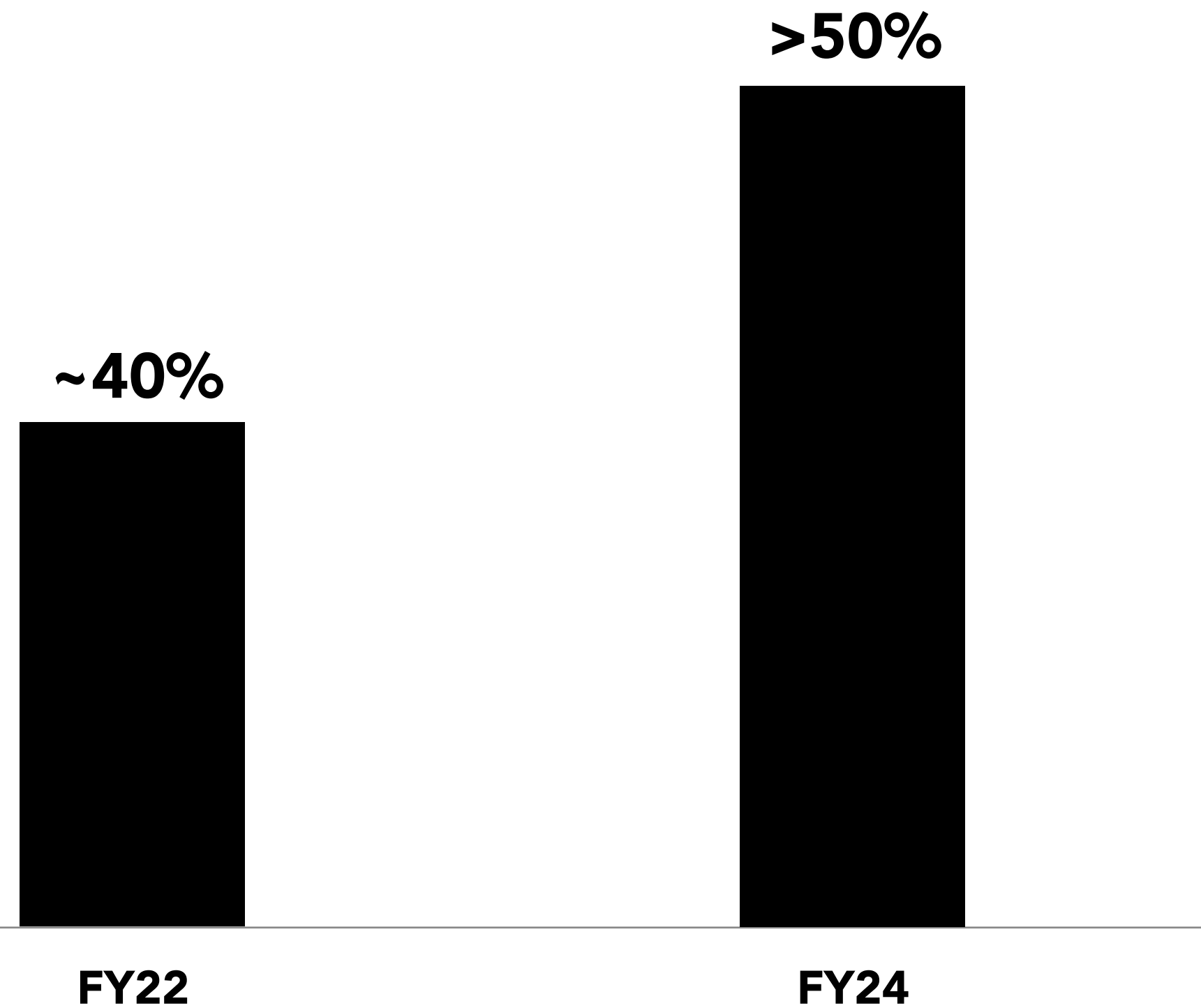
EBITDA margin improvement of ~300 bps over the past 4 years

*Including P2P and 3P factories

Strengthen long term business fundamentals

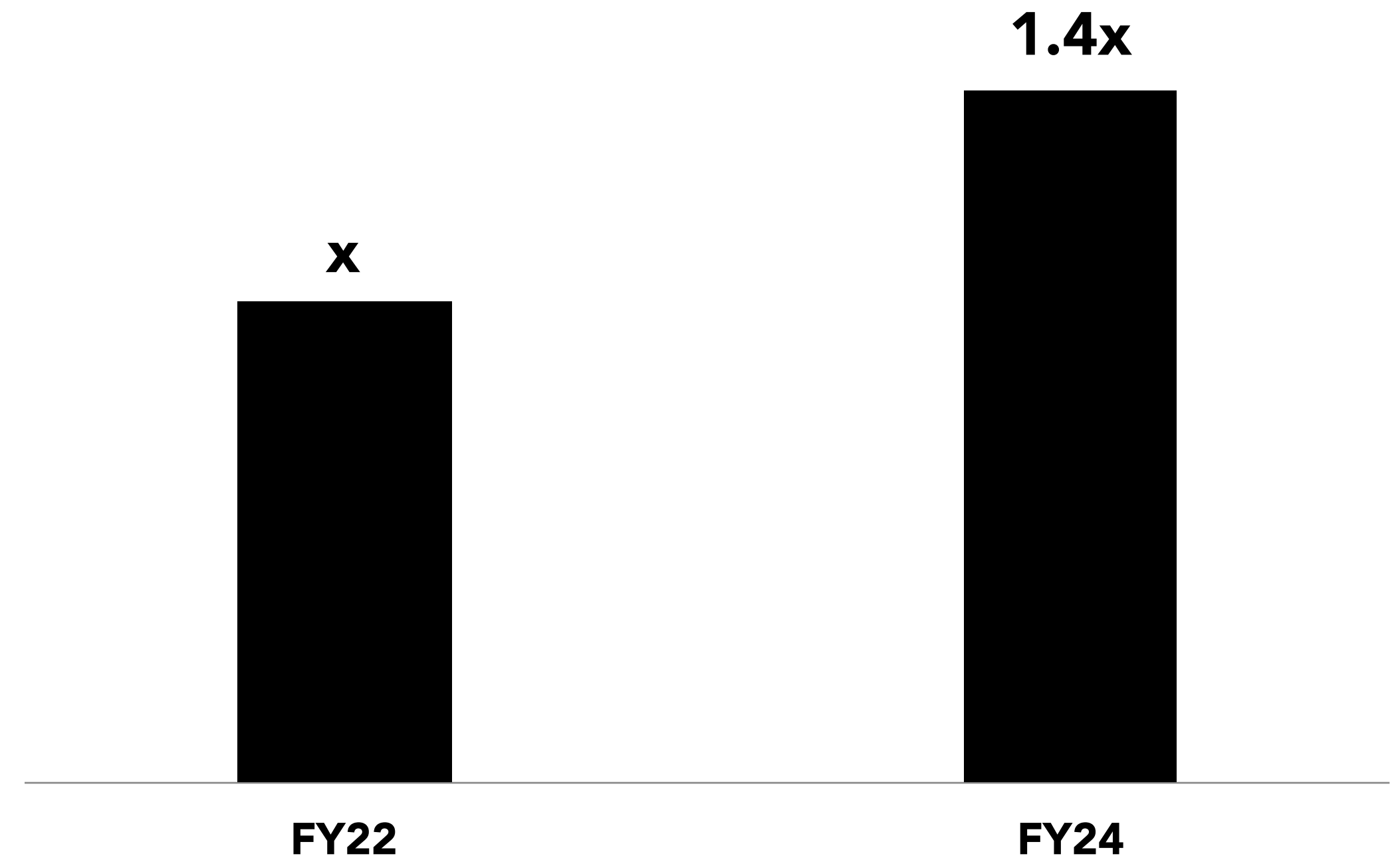
Larger FMCG portfolio

FMCG portfolio salience



Growth of FMCG portfolio to be ahead of overall business

Increasing distribution strength across countries



Direct reach outlets in Southern Africa

Unique approach for each country

Segment	Business	Growth	Profitability	Volatility
Structurally strong businesses (Top tier)	Southern Africa	~ Double Digit	High Margin (~20% EBITDA)	Mild
	Godrej International/ Export Geographies			
Businesses with potential for improvement (Middle tier)	USA	Low single digit	Medium Margin	Stable
	Chile			
	Western Africa	Double digit (CC) Volatile forex	Low to Medium Margin	Severe
	Argentina			
Subscale businesses (Bottom tier)	Eastern Africa	Negative	Flat to Negative Margin	Mild

Top tier (1/2): Sustain strong performance in Southern Africa

Re-launched Inecto Naturals



DARLING OMB



	2 YR UVG CAGR	Penetration Delta
Darling in RSA	~110	~220 bps



Top tier (1/2): Sustain strong performance in Southern Africa

Re-launched Inecto Naturals



DARLING OMB

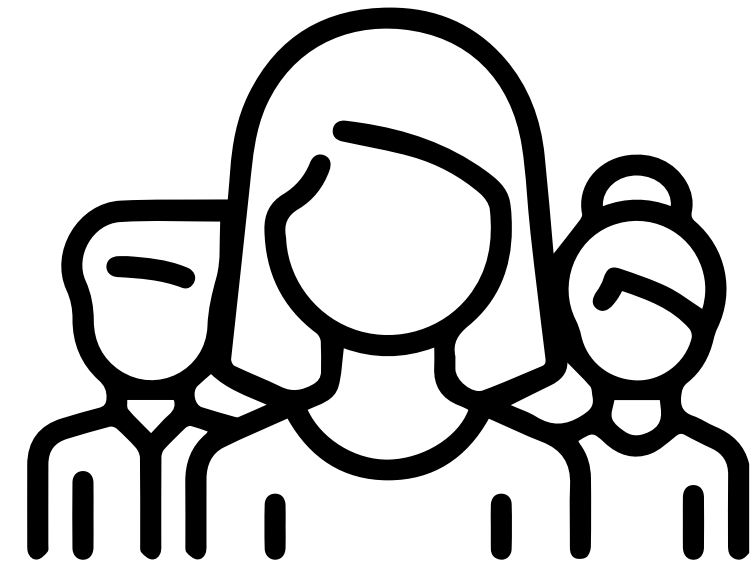


	2 YR UVG CAGR	Penetration Delta
Darling in RSA	~110	~220 bps



DARLING

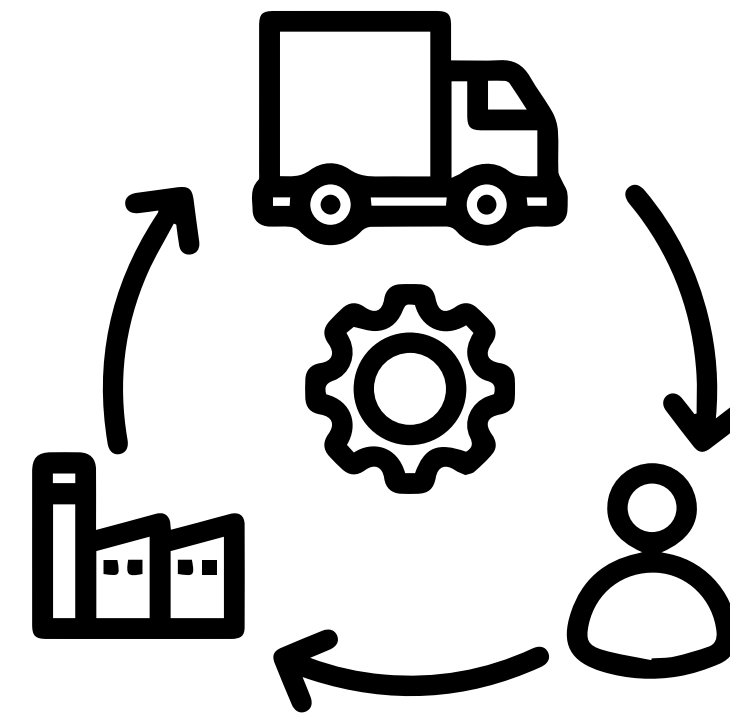
Top tier (2/2): Godrej International, consolidating in one global organisation



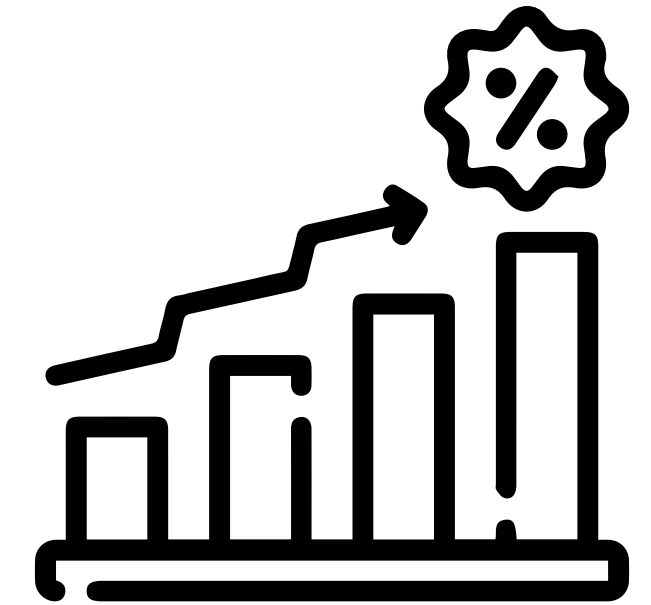
Serves Indian and African diaspora consumers across the globe



FMCG Categories



Distributor led model



Low overheads, High EBITDA margin

Delivered strong performance in FY24

Huge headroom for future growth

Middle tier: Implementing structural changes to improve profitability

Reducing costs...

Reduced SKUs by
~40%
From FY22 to FY24

...while strengthening our brands



MegaGrowth
Africa



VN
Latin America



Middle tier: Implementing structural changes to improve profitability

Reducing costs...

Reduced SKUs by
~40%
From FY22 to FY24

...while strengthening our brands



MegaGrowth
Africa

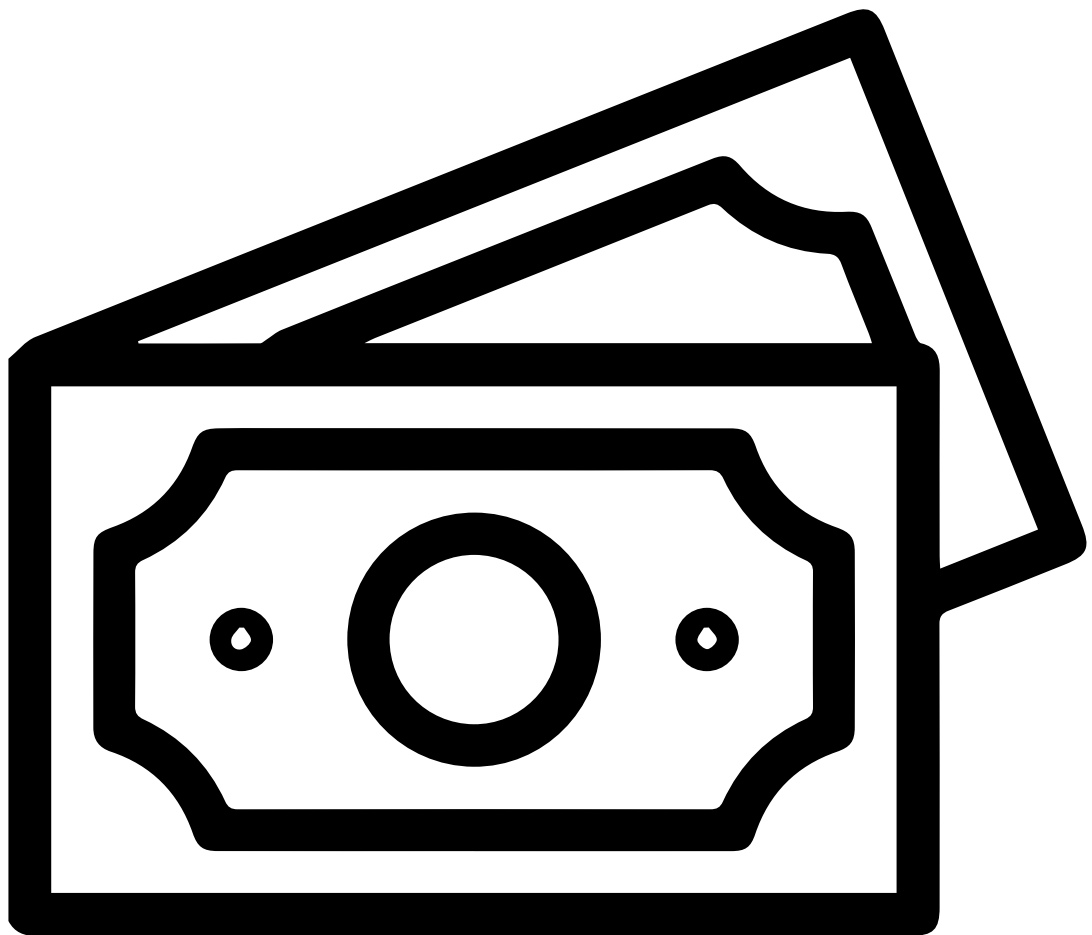


VN
Latin America



Bottom tier: East Africa reorganisation completed

Impact on cash flow



Positive cash flow impact

Historical revenue of reorganised business

Period	Revenue (in ₹ crore)
Q4FY23	132*
Q1FY24	132
Q2FY24	113
Q3FY24	93
Total	470

*Q4FY24 revenue ₹45 crore on account of reorgansation of business during the quarter | Likely impact on UVG in FY25 of ~200 bps annualised

Rationalising GAUM business

Total exceptional accounting charge

₹2,378

Crore

Non-cash charge

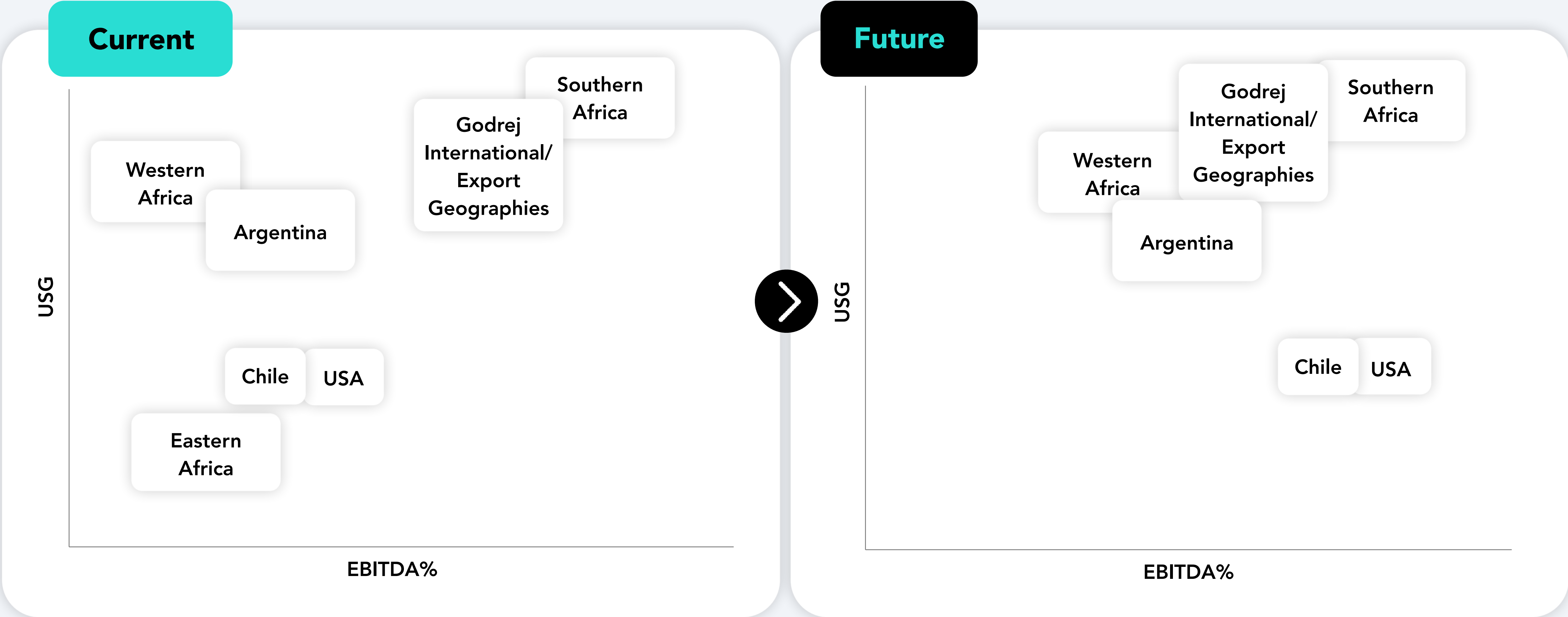
Assumptions

USD revenue growth **0% -7%**

EBITDA margin **13% -19%**

Terminal value growth **6% -7%**

Aspirational EBITDA shape



Target to move from ~8% - 10% EBITDA margin to >15% EBITDA margin

Our medium term aspirations

Volume growth

**Mid
single
digit**

EBITDA margin

> 15%

In 2 years

Financials

Aasif Malbari

FY24 – All round performance

Growth (year-on-year)	Consolidated Business	
	Reported	Organic
Underlying Volume Growth	10%	7%
Net Sales	6%	3%
Net Sales (Constant Currency)	21%	18%
EBITDA*	21%	-
EBITDA* + Working Media	27%	-
Net Profit (Reported)	-133%	-
Net Profit (without exceptional, one-off items)	13%	-

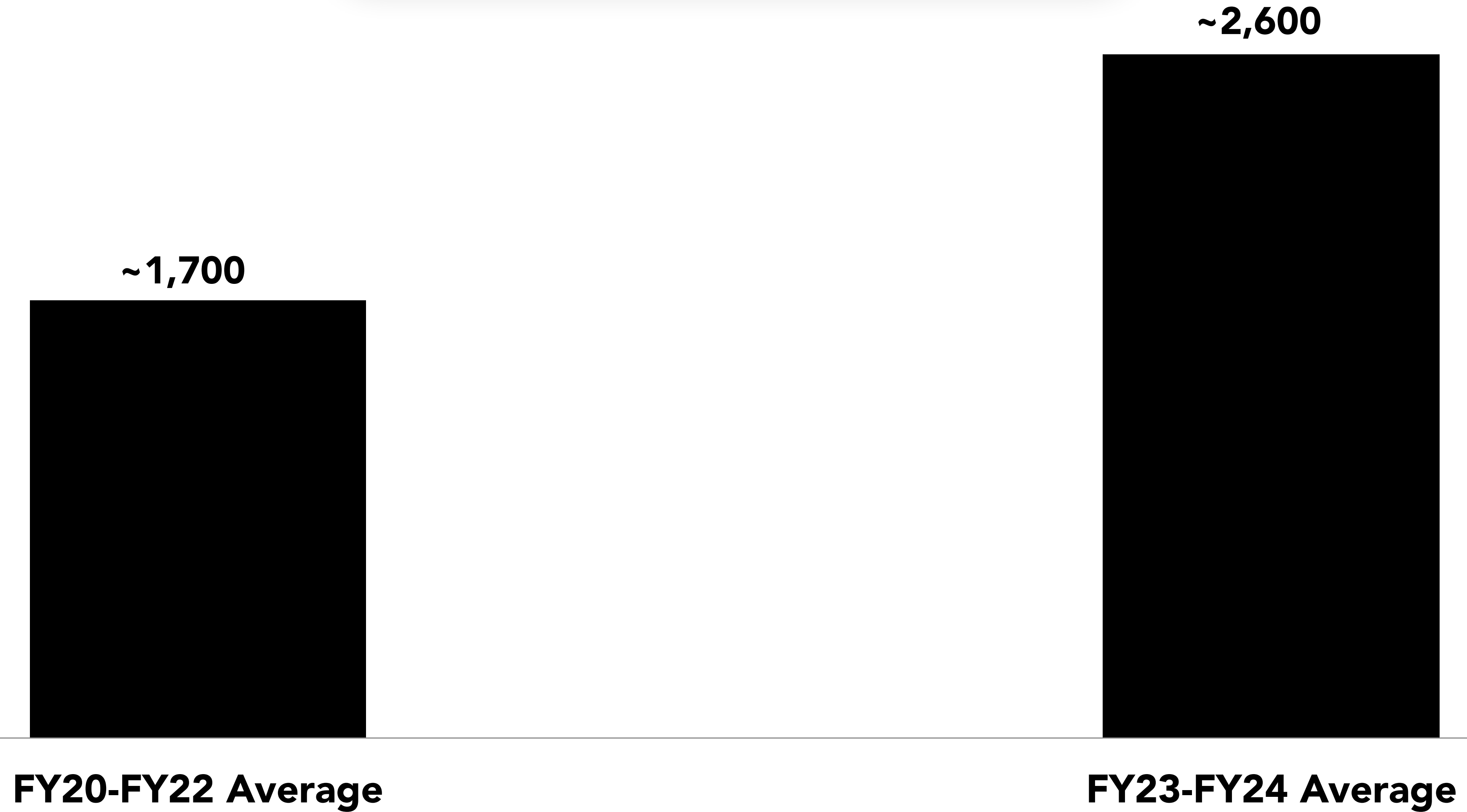
Broad-based UVG and margin expansion

		Consolidated	India	Indonesia	Africa, USA & Middle East	Latin America & SAARC
UVG	Reported	10%	13%	11%	2%	21%
	Organic	7%	6%		3%	
FY24 Operating EBITDA* Margin		21.1%	26.8%	20.9%	10.2%	0.8%
Change in EBITDA* Margin (bps) (y-y)		+260	+230	+220	+320	(330)

*EBITDA (incl. Forex)

Significantly improved cash from operations...

Underlying Cash from Operations
(In ₹ crore)



...with clear capital allocation strategy in place

Dividend policy

Expect the dividend payout ratio to average

~50%
(range +/- 20%)

of the annual Profit After Tax of the Company.

Capex

We plan to invest

~₹900 crore

in organic manufacturing capex over next 18-24 months

Capex to normalise post this

Consolidated business to deliver in FY25

Volume growth

**High
single
digit**

EBITDA growth

Mid-teens



Q&A



Appendix

FY24 Financial Performance

Growth (year-on-year)	Consolidated Business	India Business
Underlying Volume Growth	10% (7%#)	13% (6%#)
Net Sales	6% (3%#)	10% (4%#)
Net Sales (Constant Currency)	21% (18%#)	-
EBITDA*	21%	20%
EBITDA* + Working Media	27%	29%
Net Profit (Reported)	-133%	-57%
Net Profit (without exceptional and one-off items)	13%	6%

Double-digit constant currency revenue growth

Geography		Sales (₹ crore)	Growth (Year-on-year)	Constant Currency Growth (Year-on-year)
India	Reported	8,268	10%	-
	Organic	7,802	4%	
Indonesia		1,887	14%	13%
Africa, USA and Middle East	Reported	3,179	-7%	16%
	Organic	3,179	-5%	18%
Latin America and SAARC		745	5%	184%
Total Net Sales	Reported	13,974	6%	21%
	Organic	13,508	2%	18%

Note: Total Net Sales includes the impact of contra and inter company eliminations

EBITDA margin expansion across key geographies

	Consolidated	India	Indonesia	Africa, USA & Middle East	Latin America & SAARC
FY24 Reported EBITDA* Margin	21.1%	27.1%	20.5%	9.7%	0.8%
Business support charges, royalty and technical fees (₹ crore)	-	(23.7)	7.5	16.0	0.2
FY24 Operating EBITDA* Margin	21.1%	26.8%	20.9%	10.2%	0.8%
Change in EBITDA* Margin (bps) (y-y)	+260	+230	+220	+320	(330)
Change in EBITDA* + Working Media Margin (bps) (y-y)	+480	+550	+310	+310	(200)

Net profit reconciliation statement

Consolidated Business	FY2024	FY2023
(A) Net Profit (Reported)	-561	1703
(B) Exceptionals (Post tax):		
GAUM-Q4 FY24	2,389	-
Others	145	44
(C) Net Profit (Without exceptional and one-off items) (A+B)	1,974	1,746

Note: All values are in ₹ crore and rounded off

Our ESG targets for FY2025-26 and Q3 FY2024 performance



Environment*

Vision	Goals for FY2025-26	Performance update
<p>Influence sustainable consumption</p>	<p>Ensure efficient waste management systems for 7 municipalities in India diverting over 8,000 MT of waste from landfills</p> <hr/> <p>20% reduction in packaging intensity. 80% of plastic used to be recyclable. Rigid plastics to be replaced by 30% recycled plastic by the fiscal year 2025-26. Flexible plastics to be replaced by 10% recycled plastic by the fiscal year 2026-27 and multi-layer plastics to be replaced by 5% recycled plastic by the fiscal year 2026-27.</p> <hr/> <p>Ensure one-third of all products are greener than in 2020 by carrying out lifecycle assessments (LCA) for major products (80% coverage by revenue)</p> <hr/> <ul style="list-style-type: none"> • Cover 75% of GCPL suppliers in India (by procurement spends), and 50% for our other geographies, under our sustainable supply chain policy. • Source 100% of paper packaging from sustainable sources. 	<p>Ongoing community waste management projects in 6 municipalities. Source segregation achieved since inception to till date: 73.5%</p> <p>6,402 MT waste diverted since inception; of which 704 MT is plastics</p> <hr/> <p>Plastic recyclability is at 40%</p> <p>Total amount of reduction in plastics (since from Q1FY24) – 3500 MT</p> <hr/> <p>Completed LCAs coverage of products covering 60% of our revenues</p> <hr/> <p>76% of India suppliers (by spend volume) covered under our Sustainable Supply Chain Policy and are being assessed for FY24</p>

Note: *India targets reported. We have similar targets for international locations.

Our ESG targets for FY2025-26 and Q3 FY2024 performance



Environment*

Vision	Goals for FY2025	Performance update
<p>Lead in sustainability action</p>	<p>45% reduction in GHG emission intensity and carbon neutrality for Scope-1&2 from FY11 baseline</p> <hr/> <p>40% reduction in specific energy consumption from FY11 baseline</p> <hr/> <p>Achieve 35% renewables in energy mix</p> <hr/> <p>Maintain 40% reduction in water intensity while maintaining water positivity</p> <hr/> <p>Achieve zero liquid discharge and maintain zero waste to landfill</p> <hr/> <p>Announce our commitment towards the global Science Based Targets initiative (SBTi) and publish our roadmap and targets for emissions reduction</p> <hr/> <p>Achieve 100% EPR compliance</p>	<p>48% reduction in GHG emission intensity</p> <hr/> <p>37% reduction in specific energy consumption</p> <hr/> <p>33% of energy is from renewables</p> <hr/> <p>34% reduction in water intensity and continuing to be water positive</p> <hr/> <p>Continue to be zero waste to landfill and maintain liquid discharge at 91%</p> <hr/> <p>Re-evaluating scope III emissions and resubmitting for SBTi validation. We've also committed to internal Scope 1 and 2 Net-zero by 2035, inline with SBTi.</p> <hr/> <p>Plastic neutral and 100% EPR compliant</p>

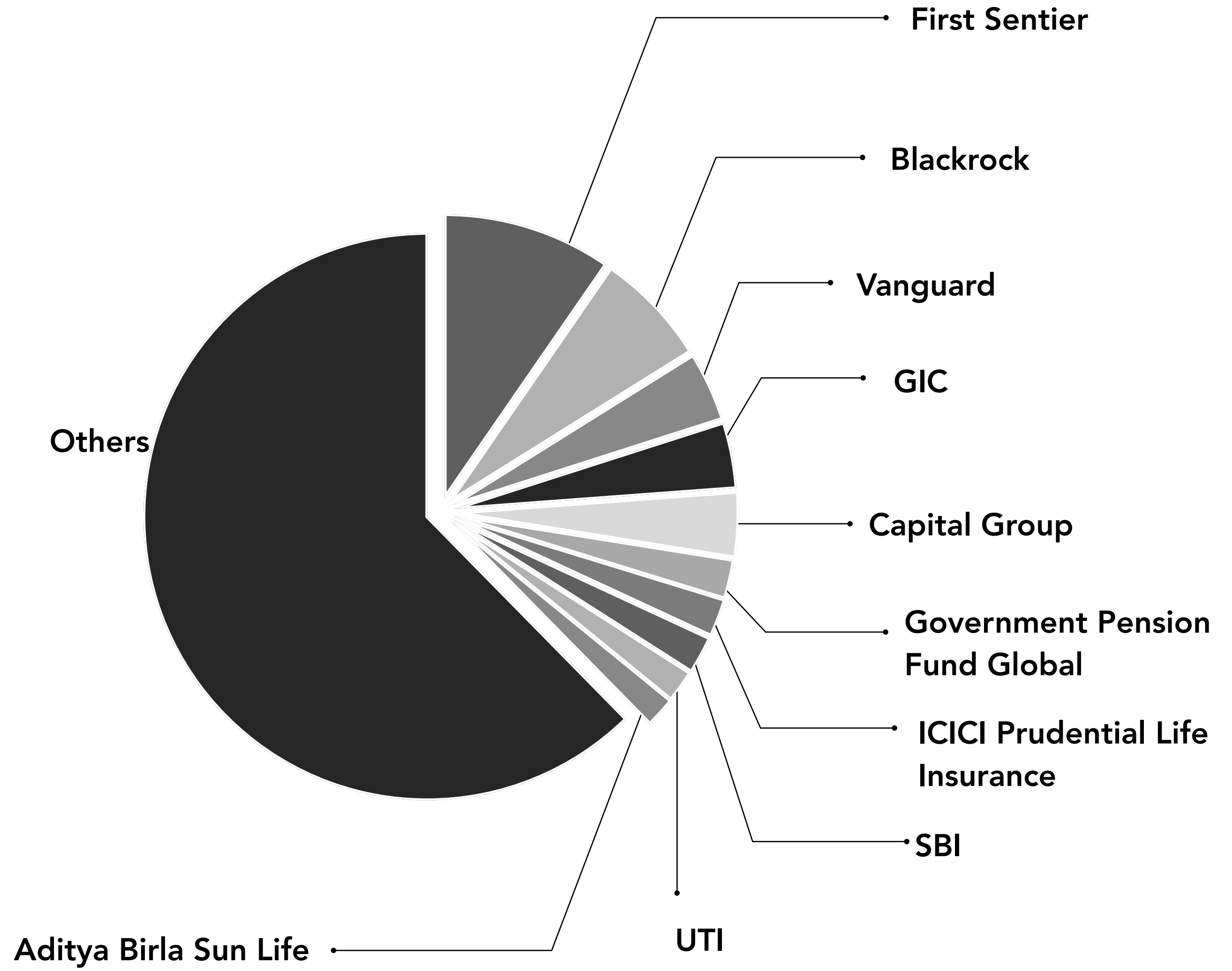
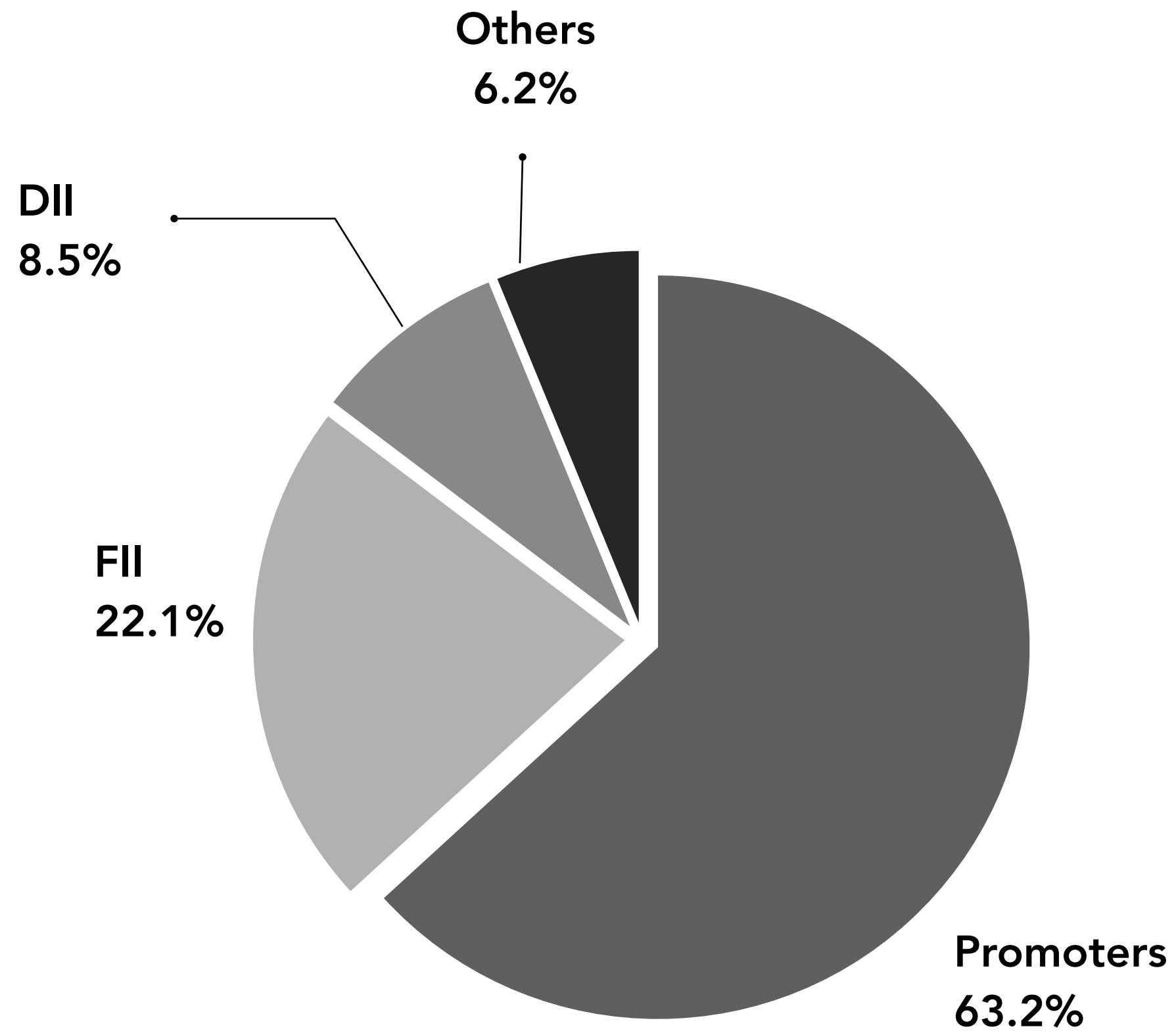
Note: *India targets reported. We have similar targets for international locations.

Our ESG targets for FY2025-26 and Q3 FY2024 performance



Social*

Vision	Goals for FY2025	Performance update
<p>Equip communities with skills that empower</p>	<p>Empower 60,000 women in beauty skills, across emerging markets globally</p>	<p>Trained, upskilled and reached out to 24,565 women beauty entrepreneurs, young girls, and men in India and Africa in beauty and hair styling skills and enterprise development</p>
<p>Improve health and well-being</p>	<p>Strengthen public healthcare systems in three states in India</p> <hr/> <p>Protect 30 million people against vector-borne diseases</p>	<p>Scaled EMBED in Maharashtra and commenced a state-level Technical Support Unit for vector-borne disease surveillance and on-ground community support to raise awareness and testing</p> <hr/> <p>Reached out to over 11 million people directly since FY16</p> <p>Total villages made malaria free till date: 2,622 Slums reported zero dengue cases till date: 1,775</p>



Thank you

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