

KEY HIGHLIGHTS

Resilient performance; excellent growth in Household Insecticides (27%) and Hygiene (15%)

Consolidated sales growth **-1% (0% CC)**

Consolidated EBITDA growth **3%**

India Sales growth **5%**

India EBITDA growth **23%**

1 85% of global portfolio comprises Household Insecticides, Hygiene and Value For Money products, delivering 9% growth; Household Insecticides and Hygiene combined portfolio grows 20%

3 Driving the resurgence of Household Insecticides; 27% growth

5 Responding with agility to supply chain challenges (operating at 90% production capacity in India); scaling up alternate channels

2 76% of global portfolio comprises India and Indonesia, delivering 5% growth each

4 Strong growth and innovation in Hygiene; 15% growth, 45 product launches across geographies

6 Serving our communities; ₹ 50 crore Godrej Group commitment

1 85% of our global portfolio comprises **Household Insecticides, Hygiene and Value For Money** products, delivering **9%** growth; **Household Insecticides and Hygiene** combined portfolio grows **20%**

85% contributing to 9% growth



HOUSEHOLD INSECTICIDES



27%



HYGIENE



15%



VALUE FOR MONEY



- 13%

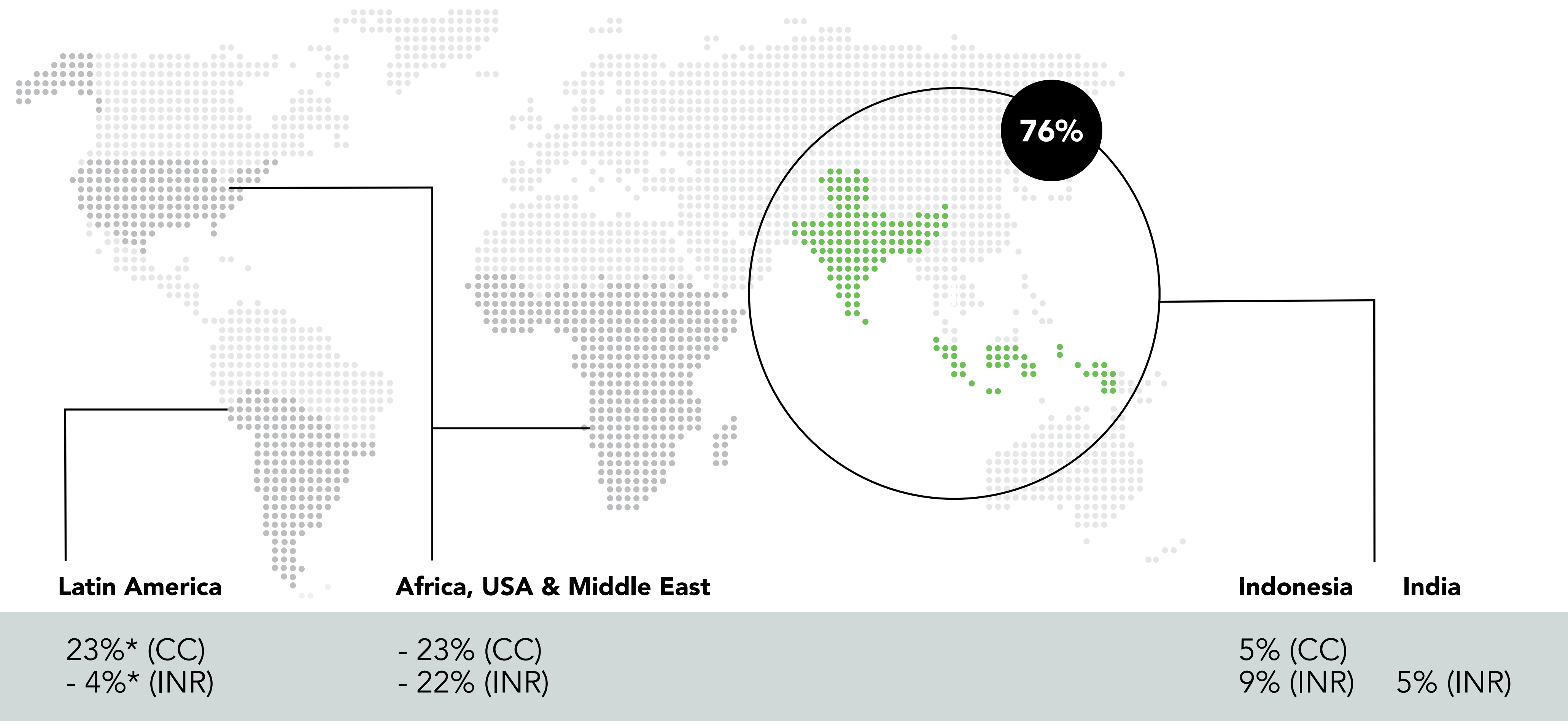


OTHERS



- 35%

2 76% of our global portfolio comprises India and Indonesia, delivering 5% growth each



Q1FY2021 Performance

Note: *Includes SAARC; CC - Constant Currency

3 Driving the resurgence of Household Insecticides; 27% growth

- Consumers do not want to take any chances with their health; vigilance against mosquitos and protecting themselves against malaria and dengue has gone up
- Full portfolios across formats and price points in India and Indonesia
- Pivoting advertising more towards disease prevention

India portfolio



Disease prevention advertising

ప్రజాహితం కోసం జారీ

Good knight

ఈ వర్షాకాలంలో డెంగ్యూ, మలేరియాల నంచి ఎలా రక్షించుకోవాలి

STEP 1 నీరు నిలవ కాకుండా చూసుకోండి

STEP 2 దోతు తెరల వాడండి

STEP 3 చేతులను ఘోలగా కడిగి ఉంచే దుస్తులను వేసుకోండి

STEP 4 ఇంటికి వెళ్లి పేరుకోకుండా పోయేయండి

STEP 5: ఏదైనా ప్రత్యేక త దోతుల నివారణ స్టాండ్ న వాడండి

जनहितार्थ जारी

Good knight

डेंग्यू, मलेरियापासून पावसाळ्यात कसा कराल बचाव?

स्टेप 1 पाण्याचा साठा टाळा

स्टेप 2 दरवाजे-खिडक्यांना जाळ्या बसवा

स्टेप 3 पूर्ण बाह्यांचे कपडे वापरा

स्टेप 4 कचराकुंड्या झाका

स्टेप 5 मच्छरांपासून बचावासाठी कोणताही नामांकित ब्रँड वापरा

जनस्वार्थे प्राचारित

Good knight

এই বর্ষায় ডেঙ্গি ও ম্যালেরিয়ার হাত থেকে কী ভাবে রক্ষা পাবেন

প্রথমত জল জমতে দেবেন না

দ্বিতীয়ত ঘরের জানালা ও পরজায় মশার নেট ব্যবহার করুন

তৃতীয়ত ফুল-হাতা জামা-কাপড় পরে যাবেন

চতুর্থত মোংরা ফেলে দিন এবং ভার্চিবিন ঢেকে রাখুন

পঞ্চমত বিশ্বস্ত কোনও ব্র্যান্ডের মশা মারার প্রোডাক্ট ব্যবহার করুন

4 Strong growth of 15% in Hygiene; hyper focus on innovation with 45 product launches across geographies



Magic, the most affordable and sustainable hand wash in the world



Saniter in Indonesia



Protekt in India

5 Responding with agility to supply chain challenges; scaling up alternate channels

India

- Factories operating at 90% capacity
- On ground sales team availability has improved; 90% now actively taking orders
- Doubling down on e-commerce and chemist channels

Africa, USA and Middle East

- Factories operating smoothly; ensuring adequate stocks on ground to meet channel and consumer demand
- Strengthening engagement with salons and stylists; leveraging technology
- Opening up new channels like e-commerce and Direct to Customer (D2C)

Indonesia

- Ensuring the back end and front end supply chain runs smoothly, while following social distancing norms

6 Serving our communities



Godrej Group: INR 50 crore fund to support relief efforts in India



#ProtektIndiaMovement
A multi-media, multi-channel campaign on hand washing and public health



Partnerships and community support across geographies

FINANCIAL PERFORMANCE UPDATE

Q1 FY2021: Financial Performance

Growth (Year-on-Year)	Consolidated Business	India Business
Net Sales (Reported)	(1%)	5%
Net Sales (Constant Currency)	0%	-
EBITDA	3%	23%
Net Profit (Reported)	(3%)	13%
Net Profit (Without exceptional and one-off items)	3%	23%

Q1 FY2021: Exceptional and One-off Items

Consolidated Business	Q1 FY2021	Q1 FY2020
Net Profit (Reported)	395	408
<i>Exceptional (post tax)</i>		
<i>Restructuring cost in Latin America and Africa, USA & Middle East</i>	4.6	3.0
<i>Reversal of contingent consideration in USA</i>	(33.2)	-
<i>Impairment of investment (BBLUNT in India)</i>	15.4	-
<i>Escrow release, forex impact on gains and reversal of excess provision relating to divestment of Europe business</i>	-	(3.3)
<i>Deferred Tax – Change in maximum marginal tax rate in India</i>	0.4	(6.6)
<i>Deferred Tax Asset in Indonesia</i>	(81.6)	(110)
Net Profit (Without exceptional and one-off items)	300	291

Note: All values in ₹ crore and rounded off

Q1 FY2021: India and Indonesia deliver resilient growth; Africa, USA & Middle East cluster performance is weak

Geography	Sales (₹ Crore)	Growth (Year-on-Year)	Constant Currency Growth (Year-on-Year)
India	1,358	5%	5%
Indonesia	405	9%	5%
Africa, USA and Middle East	437	(22%)	(23%)
Latin America and SAARC	126	(4%)	23%
Total Net Sales	2,311	(1%)	0%

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

Q1 FY2021: Bridge between Reported to Operating EBITDA

	India	Indonesia	Africa, USA & Middle East	Latin America & SAARC
Q1FY21 Reported EBITDA Margin	27.7%	23.1%	(2.7%)	11.3%
Business support charges, Royalty & Technical fees (₹ crore)	(5.8)	1.8	4.0	-
Q1FY21 Adjusted EBITDA Margin	27.3%	23.6%	(1.8%)	11.3%
Q1FY20 Adjusted EBITDA Margin	23.3%	23.7%	11.9%	2.3%
Change in EBITDA Margin (bps)	400	(10)	(1370)	900

Q1 FY2021: Key Balance Sheet data

Particulars	Units	June 30, 2020	June 30, 2019	March 31, 2020
Working Capital ex-Cash*	₹ crore	213	347	286
Working Capital*	Days	8	14	11
Cash & Equivalents	₹ crore	1,292	1,101	1,407
Debt denominated in INR	₹ crore	70	273	317
Debt denominated in USD	₹ crore	2,796 (USD 370 m)	2,696 (USD 388 m)	3,035 (USD 402 m)
Debt denominated in other currencies	₹ crore	157	243	189
Total Debt	₹ crore	3,023	3,213	3,541
Other Financial Liabilities	₹ crore	275	459	390
Shareholder's Equity	₹ crore	8,381	7,381	7,898
Capital Employed*	₹ crore	10,770	10,295	11,104
Net Debt / Equity	x	0.24	0.35	0.32
ROE*	%	16.1%	17.6%	19.7%
ROCE*	%	16.5%	16.7%	18.5%
Operating ROCE*	%	62.6%	59.1%	64.8%

Note: *Excluding MAT credit entitlement, one time deferred tax and other one time exceptions

INDIA BUSINESS UPDATE

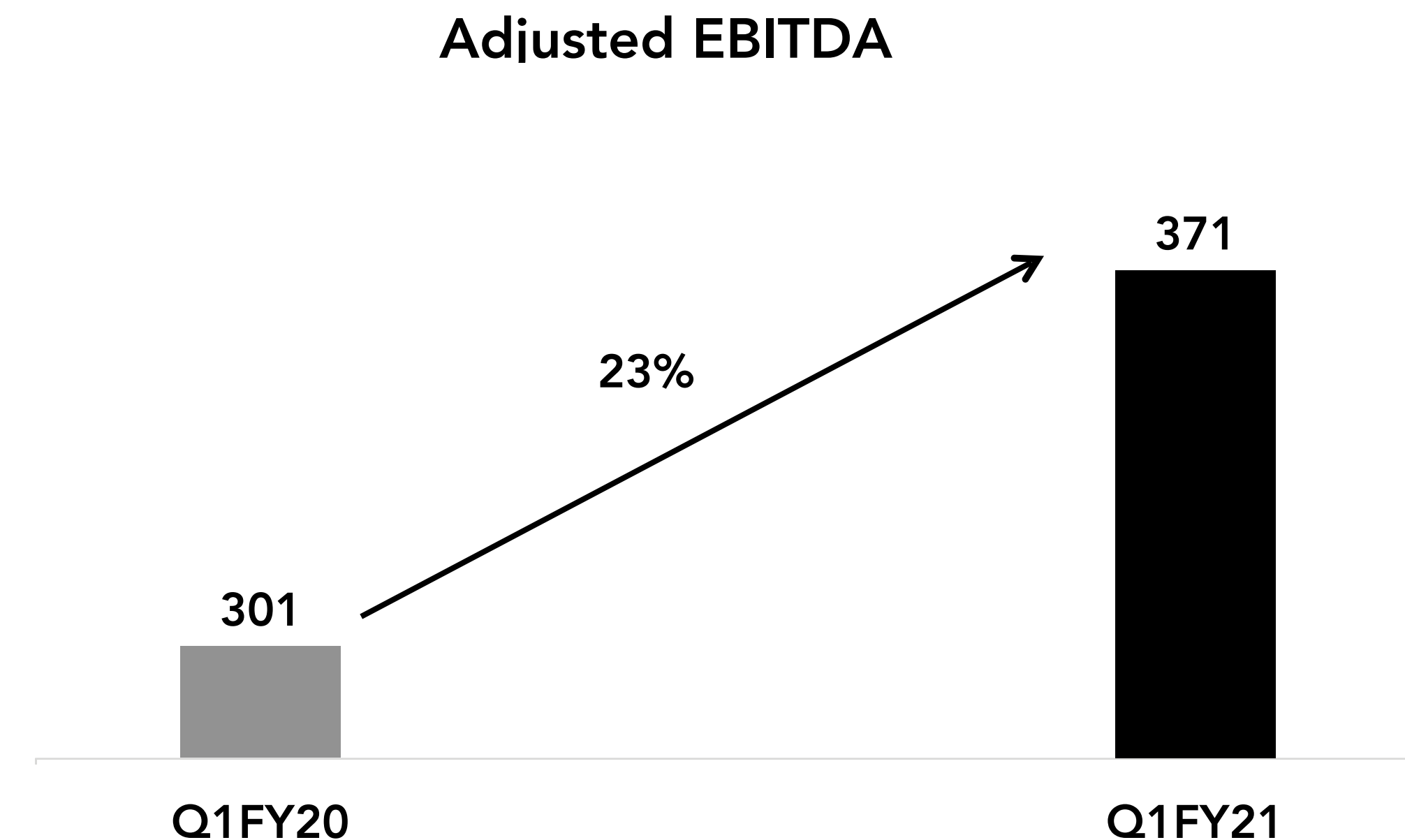
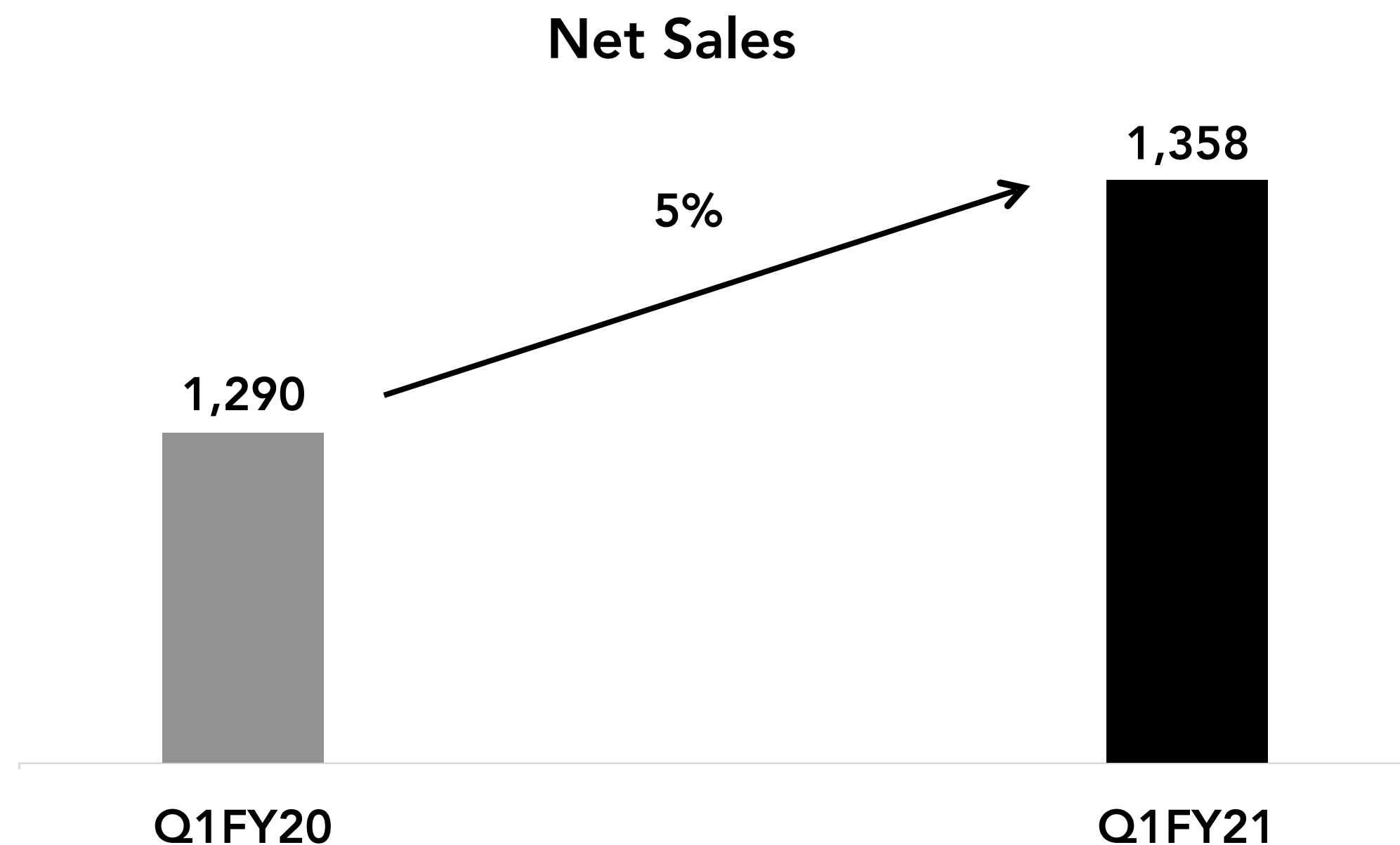
Strong performance led by resurgence in Household Insecticides and scale up of Hygiene

Financial performance

- Sales growth of 5% with underlying volume growth of 3%
- EBITDA margins at 27.3%, increase of 400 bps year-on-year

Category performance

- Resurgence of Household Insecticides continued with strong underlying consumer demand
- Muted demand in Hair Colour and Air Fresheners; temporarily impacted due to lockdown
- Strong momentum in the Hygiene; full range of Hygiene products launched under Godrej Protakt



Note: All values in ₹ crore

Strong performance led by growth in Household Insecticides and Hygiene

	Sales (₹ Crore)	Growth (Year-on-Year)
Household Insecticides	540	27%
Soaps	545	(2%)
Hair Colours	149	(18%)
Other Categories	129	(11%)
Unbranded and Exports	48	(23%)
Total	1,411	3%
Sales and trade promotion spends, etc. (To be netted off from Sales as per Ind AS)	53	(36%)
Sales	1,358	5%
Branded Volume Growth		3%

Strong resurgence in Household Insecticides

- Sales growth of 27% accelerated due to strong underlying consumer demand in electrics and burning formats
- Pivoting advertising more towards disease prevention
- Goodknight Gold Flash liquid vaporiser continues to receive an excellent response post the national scale up



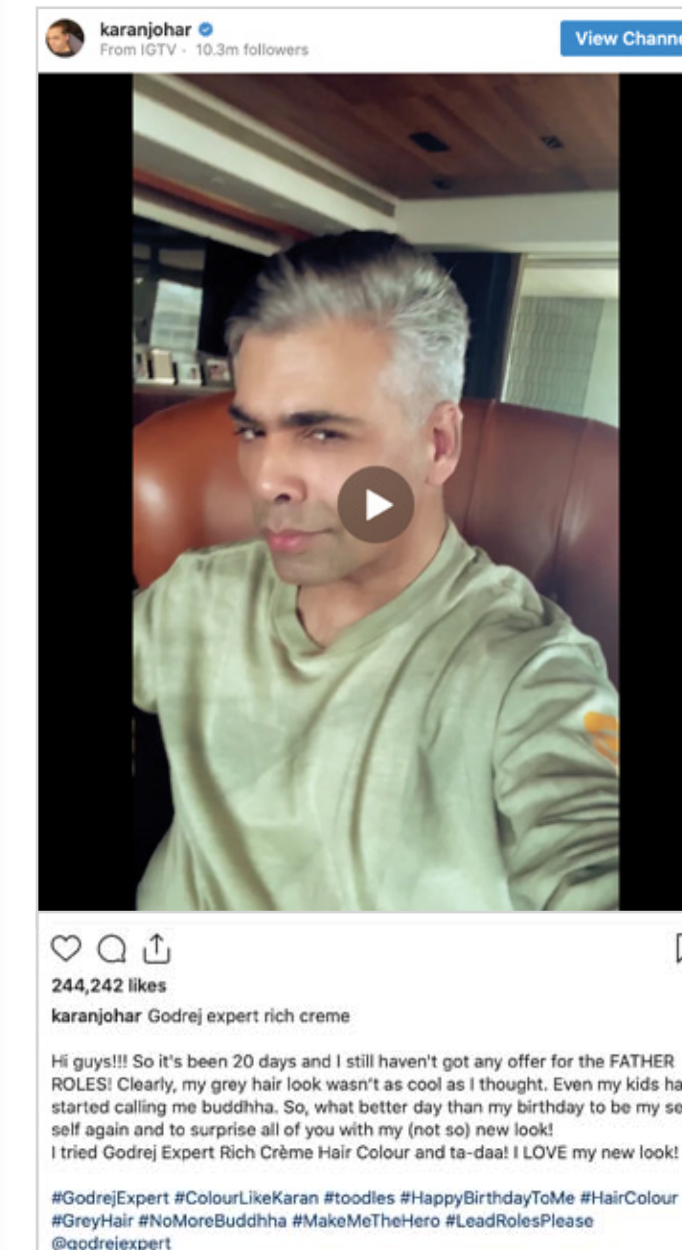
Muted performance in Soaps

- Sales decline of 2%
- Continued focus on micro marketing initiatives to drive growth
- New launches in Health scaling up well



Weak performance in Hair Colours

- Sales decline of 18% due to discretionary nature of the category and impact of lockdown in early part of the quarter
- Sequential improvement; recovery from June
- Godrej Expert Rich Crème continues to perform well by leveraging Do-It-Yourself (DIY) trends through influencers
- Godrej Expert Easy 5 Minute Shampoo Hair Colour performing well post national scale up



Godrej Protekt scaled up into full Hygiene portfolio



Kitchen Protection



Personal Protection



Home Protection

Pivoting other categories for more relevance



Travel Home Fabric

**Air Freshener
+ Sanitiser**



**Bathroom Air Freshener
+ Hygiene and Protection**



**Liquid Detergent
+ Fabric Sanitiser**



**Bathroom and
Floor Cleaners**

INDONESIA BUSINESS UPDATE

Continued momentum with 5% constant currency sales growth

Financial performance

- Sales growth of 5% (constant currency) driven by Household Insecticides
- Adjusted EBITDA margin at 23.6% contracted by 10 bps year-on-year

Category performance

- Gained market share in Household Insecticides
- Strong traction in Hygiene



Saniter, the new range of Hygiene products

**AFRICA, USA &
MIDDLE EAST
BUSINESS
UPDATE**

Weak sales performance overall; May and June show recovery

Financial performance

- Sales declined by 23% (constant currency) due to disruption across countries on the back of COVID-19
- Strong recovery from mid-May across most of our countries of operation
- Adjusted EBITDA margin decreased by 1370 bps year-on-year; mainly driven by scale deleverage

Country and Category performance

- Positive sales growth in South Africa; weak sales growth in Kenya and USA
- Continue to drive the scale up of Wet Hair Care



**LATIN AMERICA
& SAARC
BUSINESS
UPDATE**

Profitable, sustainable constant currency sales growth

Financial performance

- Sales grew by 23% (constant currency)
- Latin America business recorded highest ever EBITDA margins in the last few years, driven by our cost saving programme
- SAARC business continues to deliver steady performance



APPENDIX

Actively championing social responsibility



23% of the promoter holdings in the Godrej Group is held in trusts that invest in education, environment and health



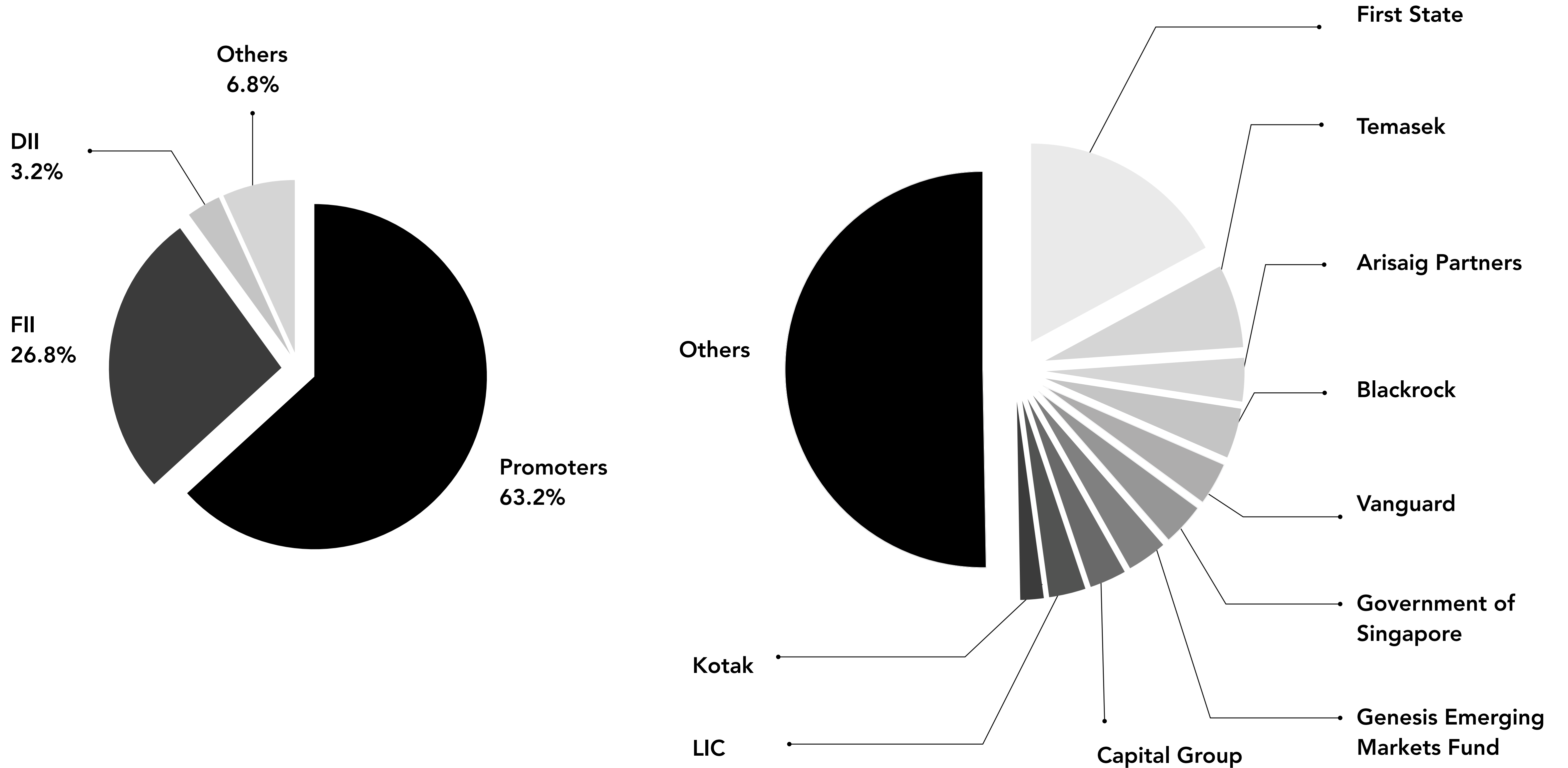
Creating a more inclusive and greener world through Godrej Good & Green



Aligned with the UN's Sustainable Development Goals, and the needs of local communities

[Read more about our commitment](#)

Shareholding Pattern



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Thank you

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