

Quarterly Update: 4QFY21

This update provides an overall summary of the operating performance and demand trends during the quarter ended 31 March, 2021. This will be followed by a detailed performance update, post the approval of the 4QFY21 financial results by the Board of Directors.

During the quarter, demand trends in our categories across the key countries we operate in, remained stable.

In India, we expect to deliver sales growth around the thirties, driven by strong volume growth and calibrated price increases. Sales growth was quite broad based across key categories of Soaps, Household Insecticides and Hair Colours. We also witnessed strong sales growth momentum in each of the months within the quarter.

In Indonesia, we expect gradual recovery with mid-single digits constant currency sales growth. While macroeconomic variables and a stretched COVID-19 environment continued to pose challenges, we are witnessing gradual recovery in the Air Fresheners category and are strategically addressing the high competitive intensity in the Wet Wipes category.

In Godrej Africa, USA and Middle East, growth momentum continued across most of our key countries of operations. We expect to deliver constant currency sales growth close to the thirties. We continue to put in place building blocks for the future, and are focused on driving sustainable and profitable sales growth.

We expect sales growth in our Latin America business to remain strong in constant currency terms. Our SAARC business also continues to deliver healthy sales growth.

At a consolidated level, we continue to leverage our category and geographic portfolio well, and expect to deliver constant currency sales growth in the mid-twenties.

Expanding our Total Addressable Market by scaling presence in larger Home and Personal Care categories in India

Over the past few years, Godrej Consumer Products Limited has evolved from its traditional category playbook:

- Bar Soaps to Personal Wash with addition of Personal Hygiene categories like Hand Washes, Body washes and Hand Sanitiser
- Hair Colours to Hair Care with addition of Hair Oil, Premium Hair Care, Professional Hair Care and multifunctional formats like Shampoo Hair Colours
- From dominant presence of Household Insecticide in Home Care to a larger Home Care play with significant scale up of categories like Air Fresheners, Fabric Care and Home Hygiene

Covid 19 has also changed consumer behaviour with regards to demand for personal and home hygiene and we see this as a strong focus area for us going forward. This has resulted in a broader Home and Personal Care play ambition; a journey we expect to accelerate, going ahead.

In line with the above objective, we will be consolidating our current and future categories into Home and Personal Care in India. Accordingly, starting with the results for the quarter ending June 30, 2021, we would be sharing quantitative details on Home Care and Personal Care growth alongside directional growths and qualitative details of the key sub-categories within the Home and Personal Care play. The idea is to share more highlights on our categories, sub-categories and formats, to get a deeper sense of our strategy and actions. The primary segments at consolidated level for reporting purposes will continue to remain the clusters and/or geographies.

Category	Sub-categories
Home Care	Household Insecticides Air Fresheners Fabric Care Home Hygiene
Personal Care	Personal Wash & Hygiene (Soap, handwash, bodywash) Hair Colours Premium Beauty & Professional products

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 124 year young Godrej Group, we are fortunate to have a proud legacy built on the strong values of trust, integrity and respect for others. At the same time, we are growing fast and have exciting, ambitious aspirations.

Today, our Group enjoys the patronage of 1.15 billion consumers globally, across different businesses. GCPL ranks among the largest household insecticide, air care and hair care players in emerging markets of India, Indonesia and Africa. In household insecticides, we are the leader in India, the second largest player in Indonesia and are expanding our footprint in Africa. We are the leader in serving the hair care needs of women of African descent, the number one player in hair colour in India and Sub-Saharan Africa, and among the leading players in Latin America. We rank number two in soaps in India and are the number one player in air fresheners and wet tissues in Indonesia.

But for us, it is very important that besides our strong financial performance and innovative, much-loved products, we remain a good company. Approximately 23 per cent of the promoter holding in our Group is held in trusts that invest in the environment, health and education. We are also bringing together our passion and purpose to make a difference through our 'Good & Green' approach to create a more inclusive and greener India.

At the heart of all of this, is our talented team. We take much pride in fostering an inspiring workplace, with an agile and high-performance culture. We are also deeply committed to recognising and valuing diversity across our teams.

For further information, please contact:

Institutional investors:

Sameer Shah

Email: sa.shah@godrejcp.com

Tel: +91 22 2519 4467

Retail investors:

R Shivshankar

Email: r.shivshankar@godrejcp.com

Tel: +91 22 2519 4359

Disclaimer:

The financials disclosed above may differ from the reported financials to reflect the real business financial performance. 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 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.