Godrej Consumer Products Ltd.
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Fax: +91-22-2518 8040/8065/8069
Website : www.godrejcp.com
CIN : L24246MH2000PLC129806

February 17, 2016

BSE Limited
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,
Mumbai 400 023.

The National Stock Exchange of India Ltd
Exchange Plaza, 4th Floor,
Bandra-Kurla Complex, Mumbai 400 050

Dear Sirs,

We enclose herewith summarized information on the Company broadly detailing our geographical presence, products, strategies, key financial indicators etc. for your information.

This is also being simultaneously uploaded in our website.

Yours Faithfully
For Godrej Consumer Products Limited

V Srinivasan
Chief Financial Officer & Company Secretary

Encl: as above

February 2016

www.godrejcp.com

Godrej | CONSUMER PRODUCTS

About Us

Godrej Consumer Products is an emerging markets FMCG leader with a presence in three categories (home care, hair care and personal care) across three emerging markets (Asia, Africa and Latin America). Our aim is to delight our consumers with superior quality, world-class products at affordable prices.

We rank among the largest household insecticides and hair care players in emerging markets. In household insecticides, we are the leader in India, the second largest player in Indonesia and are now expanding our footprint in Africa. We are the leader in hair extensions in Africa, the number one player in hair colour in India 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.

As part of the 118-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 have exciting and ambitious growth plans and are becoming more agile.

INR 8,242 crores*
turnover

$ 6.8 billion**
Market Capitilisation

47% revenues*
from international business

7 Pillars of our strategy

- Extending **leadership** in our core categories in India
- Capitalising on **international growth potential**
- Accelerating **innovation** and **renovation**
- Building a **future ready sales system** in India
- Making our **global supply chain** best in class
- Building an **agile** and **high performance culture**
- Reinforcing our commitment to **Good & Green**

"Overall, our focus will be on sustaining and extending leadership in our core categories. We are investing for the longer term and accelerating the pace of new product launches, to capitalise on the uptick in demand. I am confident that with our clear strategic focus, differentiated product portfolio, superior execution and top-notch team, we will continue to deliver industry-leading results in the future."

Adi Godrej
Chairman, Godrej Group

* FY 2015
** as on 31 December 2015

We have a growing international presence

Our leading market positions



Latin America

2 Hair colours (Argentina and Chile)
Depilatory products (Chile)
3 Colour cosmetics (Chile)

Sub Saharan Africa

1 Ethnic hair colours and hair extensions

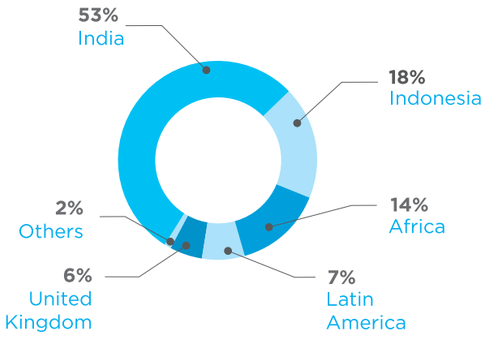
India

1 Hair colours
Household insecticides
Liquid detergents
2 Soaps

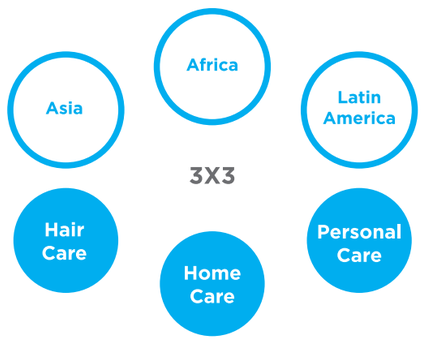
Indonesia

1 Air fresheners
Wet wipes
2 Household insecticides

Sales Breakup FY 2015



We follow a 3x3 strategy for international expansion;
a presence across 3 emerging geographies in 3 categories



Key Acquisitions

2005	2010	2010	2010	2010	2011	2012
United Kingdom	India	Indonesia	Argentina	Argentina	Sub Saharan Africa	Chile

Innovation is a key driver of our strategy

We are doing a lot of experimentation and prototyping and using design-driven thinking to come up with bigger, better and faster innovations. We are also actively cross-pollinating ideas and technology across our geographies.

We are ranked on **Forbes'** list of The World's Most Innovative Growth Companies 2015, for the second time in a row.

India



Good knight Fast Card

A disruptive, one rupee, paper-based mosquito solution



Godrej Expert Rich Hair Crème

The first ever hair crème in a sachet



Cinthol

Refreshed range and proposition around 'Alive is awesome'



Godrej aer

A delightful new range of air fresheners



Godrej protekt

A new health and wellness platform with hand sanitisers, handwash and anti-mosquito spray



BBLUNT

A new premium hair care range to prep, style and transform

Africa



Darling

New styles in our leading range of dry hair products



Aliyana

A new range of wet hair products

Indonesia



Hit One Push

A special concentrate aerosol; just one push for protection for an entire room



Stella Daily Freshness

A unique air freshener membrane format for the car and home

Board of Directors



Adi Godrej
Chairman, Godrej Group



Vivek Gambhir
Managing Director



Nisaba Godrej
Executive Director



Nadir Godrej
Non-Executive Director



Jamshyd Godrej
Non-Executive Director



Tanya Dubash
Non-Executive Director



Aman Mehta
Independent Director



Bharat Doshi
Independent Director



D. Shivakumar
Independent Director



Ireena Vitthal
Independent Director



Narendra Ambwani
Independent Director



Omkar Goswami
Independent Director

Key Financial Indicators

	FY15		FY12-FY15	9MFY16	
	(INR crores)	Growth y-y (%)	CAGR (%)	(INR crores)	Growth y-y (%)
Net Sales	8,242	9	19	6,691	9
Organic constant currency sales growth	—	12	16	—	11
EBITDA	1,369	16	16	1,181	20
EBITDA margin (%)	16.6	—	—	17.6	—
Net profit	907	19	8	809	26

	FY12	FY13	FY14	FY15	1HFY16
EPS (INR)	22.34	23.39	22.32	26.65	14.28
DPS (INR)	4.75	5.00	5.25	5.50	2.00
Net Debt/Equity (x)	0.44	0.48	0.41	0.39	0.41
ROE (%)	25.9	24.0	20.1	21.0	24.2
ROCE (%)	17.4	16.0	17.2	18.4	20.9
Operating ROCE* (%)	56.1	47.6	60.4	59.3	73.8

*** adjusted for Goodwill, Trademarks and Brands**

Website www.godrejcp.com

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