Godrej Consumer Products Ltd.
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4th Floor, Pirojshanagar,
Eastern Express Highway,
Vikhroli (E), Mumbai 400 079, India.
Tel. : +91-22-2518 8010/8020/8030
Fax: +91-22-2518 8040/8065/8069
Website : www.godrejcp.com
CIN : L24246MH2000PLC129806

May 24, 2016

Scrip Code : 532424

The Bombay Stock Exchange Limited
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,
Mumbai 400 023.

Fax Nos : 22723121/ 22722037 /
22722041/ 22722061/
22722039 /2272 3719

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

Fax No 26598237/38

Dear Sirs,

We enclose herewith an investor presentation and summarized information on the Company broadly detailing 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 Ltd

V Srinivasan
Chief Financial Officer & Company Secretary

Encl: As above

May 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 insecticide 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 over 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 8,957 Crores*
turnover

$ 7.1 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**

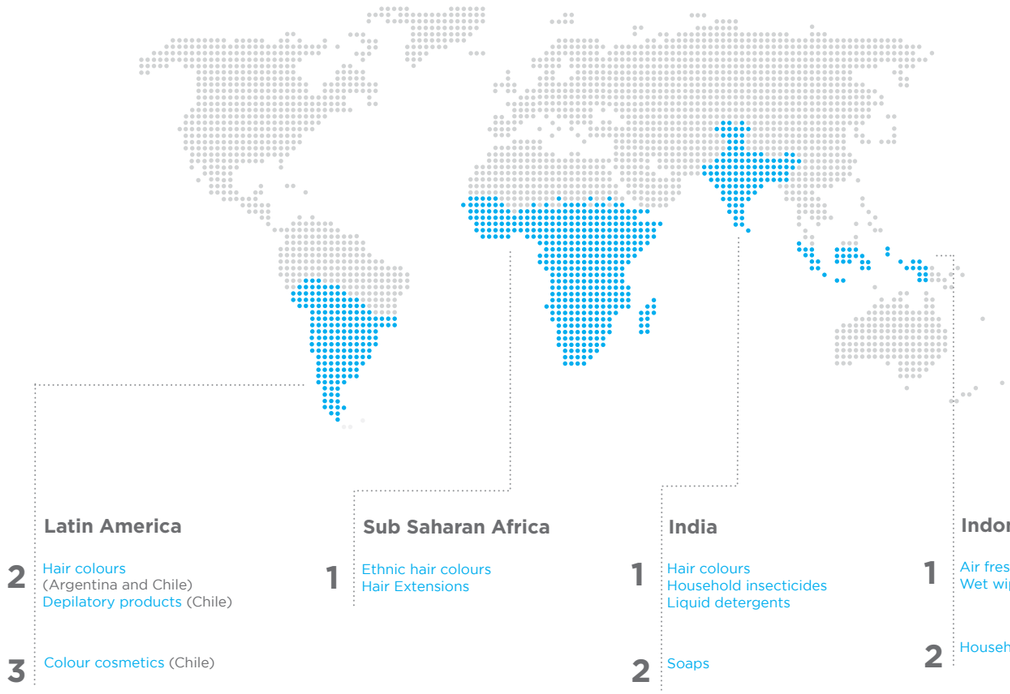
"Overall, our focus will be on sustaining and extending leadership in our core categories. We are investing for the longer term and accelerating the pace of new product launches, to capitalise on the uptick in consumer strategic focus, differentiated product portfolio, superior execution and top-notch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

Adi Godrej
Chairman, Godrej Group

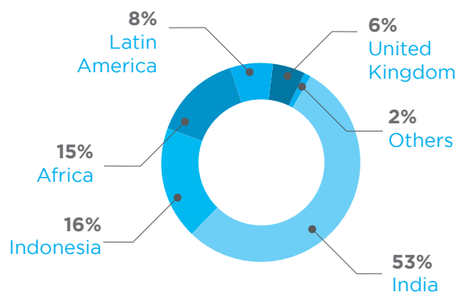
* FY 2016
** as on 31 March 2016

We have a growing international presence

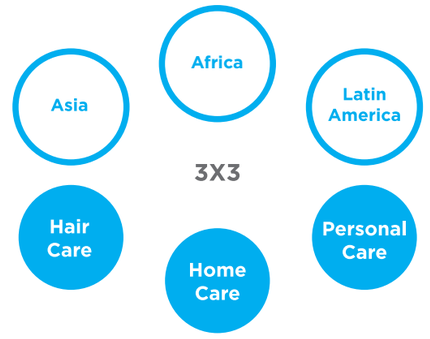
Our leading market positions



Sales Breakup FY 2016



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



Key Acquisitions

2005	2010	2010	2010	2011	2012	2016
United Kingdom	India	Indonesia	Argentina	Sub Saharan Africa	Chile	United States of America

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 Deostick

A unique cream based deodorant

Godrej No.1 Nature Soft Glycerin & Honey

A grade 1 quality value added soap

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 Vittal
Independent Director

Narendra Ambwani
Independent Director

Omkar Goswami
Independent Director

Key Financial Indicators

	FY16		FY13-FY16
	(INR crore)	Growth y-y (%)	CAGR (%)
Net Sales	8,957	9	12
Organic constant currency sales growth (%)	—	11	12
EBITDA	1,624	18	17
EBITDA margin (%)	18.1	—	—
Net profit	1,119	23	12

	FY12	FY13	FY14	FY15	FY16
EPS (INR)	22.34	23.39	22.32	26.65	32.87
DPS (INR)	4.75	5.00	5.25	5.50	5.75
Net Debt/Equity (x)	0.44	0.48	0.41	0.39	0.39
ROE (%)	26	24	20	21	22
ROCE (%)	17	16	17	18	19
Operating ROCE* (%)	56	48	60	59	59

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

Website www.godrejcp.com

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