Godrej Consumer Products Ltd.
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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 24, 2016

Business snapshot

Emerging markets
FMCG leader

Leading market share
in home care, hair care and personal care

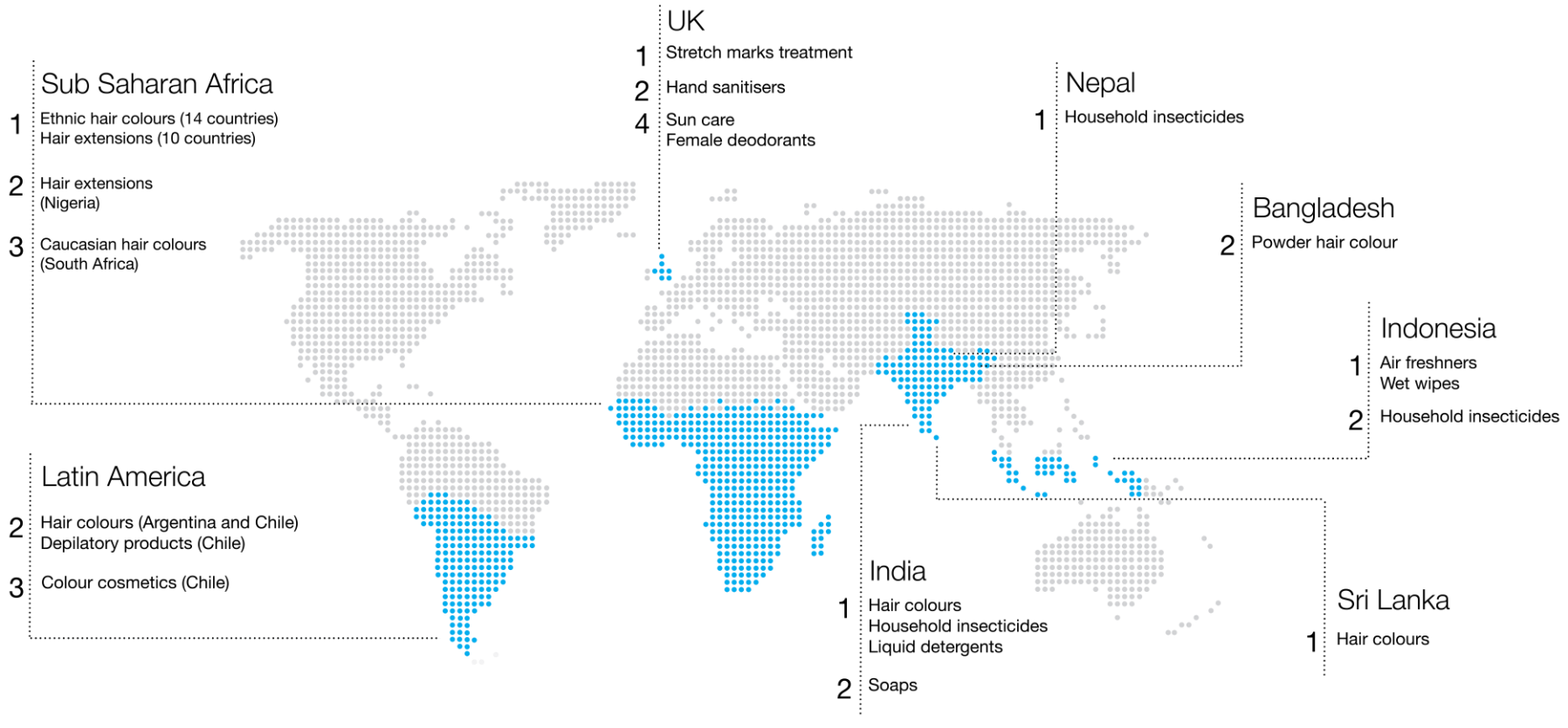
Excellent track record of value creation among FMCG companies in India

$1.4 billion
sales in FY16

Growing presence in Asia, Africa and Latin America

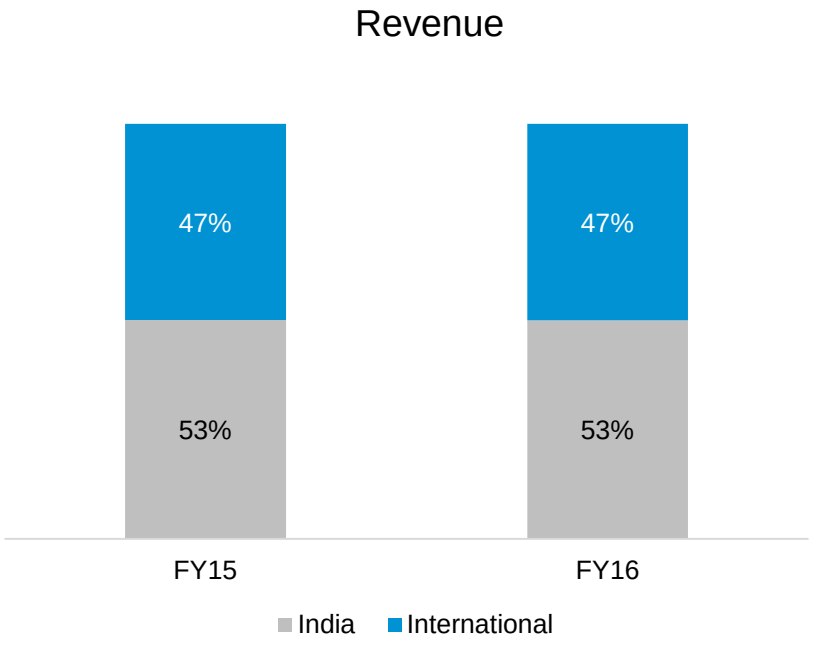
~50% of revenues
comes from international businesses

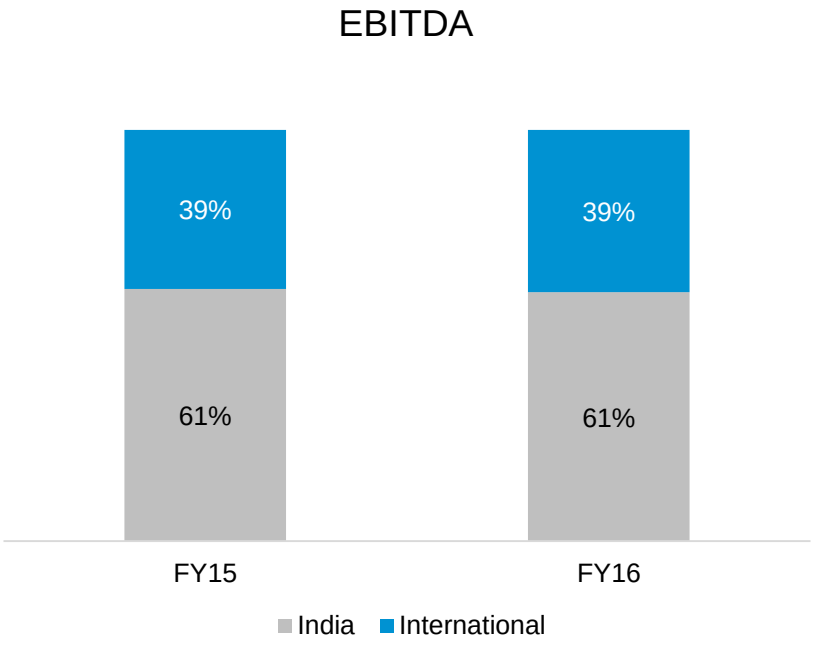
Leading market positions



Our business performance

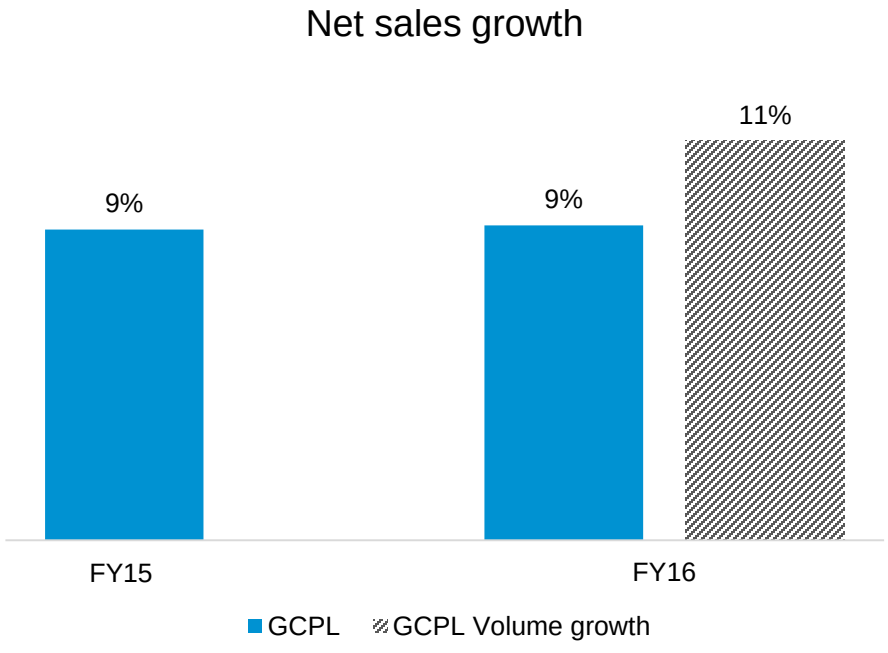
International business now contributes to nearly half of our consolidated revenues

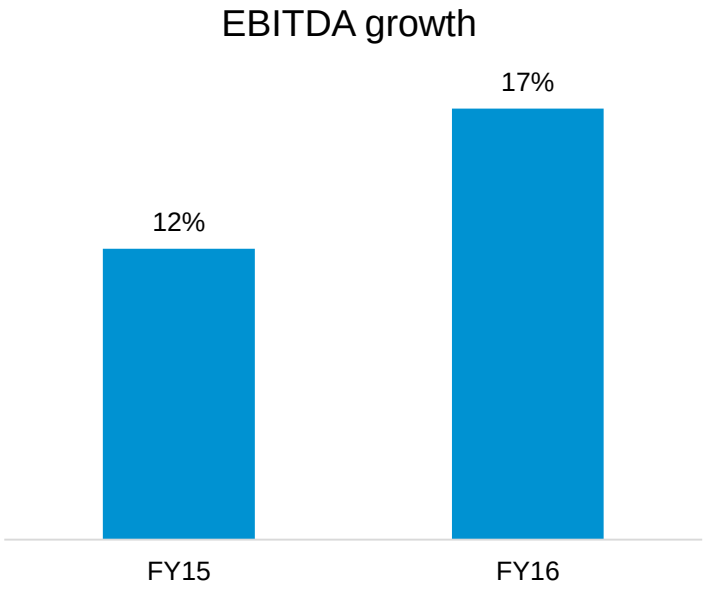




India business performance

We have delivered consistent, healthy volume led ahead of the category sales growth





Growth opportunities

There is significant headroom for growth in hair colours and household insecticides

38% of households use hair colour/henna/dye

48% of households use household insecticides

100% of households use toilet soap

Source: Nielsen

Growth opportunities

There is a lot of potential to increase the penetration of hair colours and household insecticides especially in rural India

1 in 3

Rural households use hair colours

2 in 4

Urban households use hair colours

v/s

1 in 3

Rural households use household insecticides

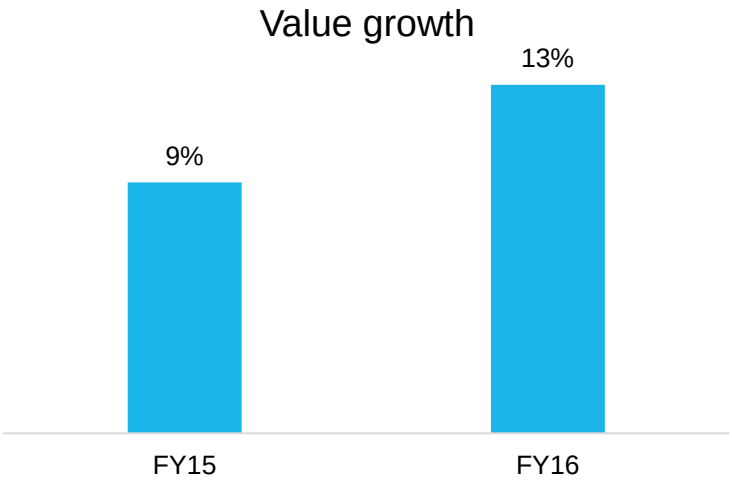
3 in 4

Urban households use household insecticides

Source: Nielsen

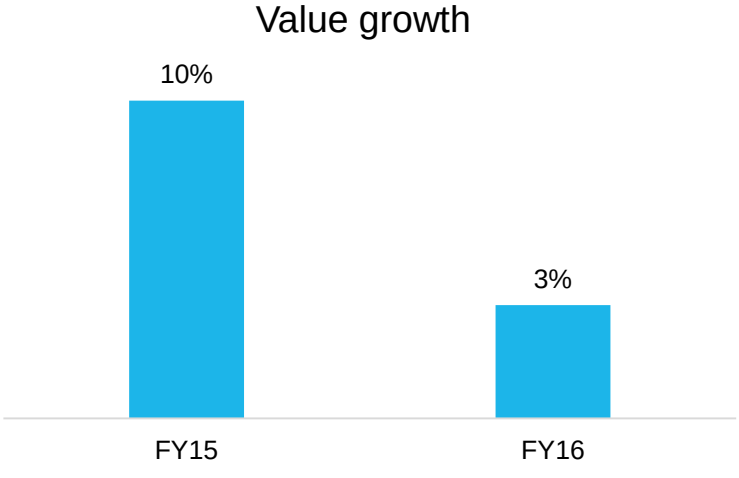
Household Insecticides

Continues to deliver strong growth; leveraging opportunities to increase penetration



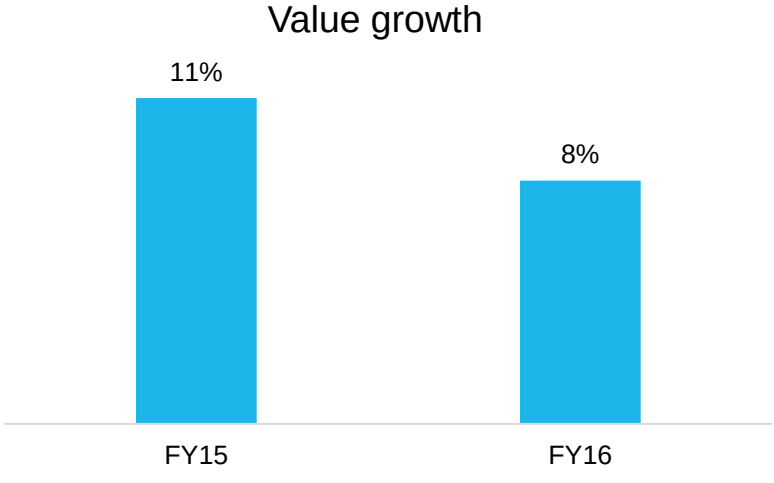
Soaps

Strong double-digit volume growth, value growth impacted by deflationary pressures



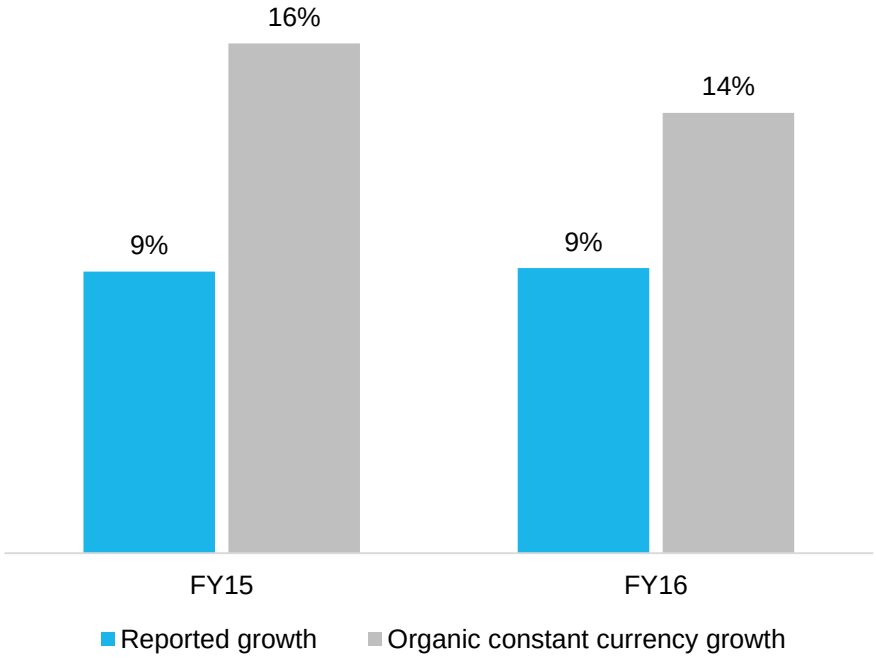
Hair Colours

New innovations are driving robust volume-led sales growth

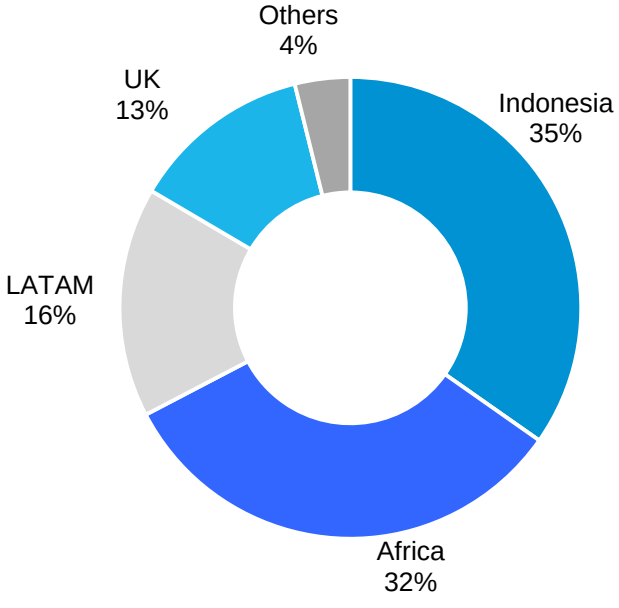


International business is scaling up well

International sales growth



International sales breakup*



* FY16

Accelerating leadership in African hair care market

Completed the acquisition of 100% equity stake in Strength of Nature, LLC

Strategic Rationale

- *Turbo charges the Wet Hair Care platform for Africa*
- *Provides a compelling portfolio of Wet Hair Care brands with strong positions and heritage*
- *Presence in the US helps us accelerate innovation with cutting edge products and R&D*
- *Seasoned management with over 100 years of combined experience in the Wet Hair Care category*
- *Provide a platform for a future play in global hair care for women of African descent*

GCPL Value Add

- *Deep knowledge of African consumers, along with an understanding of the local business environment*
- *Localised manufacturing in Africa*
- *Track record of establishing scale business operations and successfully running them in Africa*
- *Design and R&D support for innovation*
- *Stronger processes in functions like Finance, Sourcing, HR and IT*

We are actively cross pollinating our portfolio

Indonesia ⇢ India

Argentina ⇢ India

India ⇢ South Africa

India ⇢ Nigeria

Among the world's most innovative companies

Ranked in Forbes' list of 'The world's 100 most Innovative Growth Companies 2015'

2015: Ranked #24, with an innovation premium of 65%

2014: Ranked #31

In both years, we have been the highest ranked Indian company on the list

Robust innovation track record

Hair care

Godrej Expert Crème

Godrej Expert Rich Crème hair colour becomes the highest selling crème colour (by units) within 20 months of launch

BBLUNT

Our foray into premium hair care in India – a range to prep, style and transform

Robust innovation track record

Personal care

Cinthol

Cinthol soaps - our strategy of focusing on functional benefits in the premium segment, supported by 360 degree activations, delivers encouraging results

Cinthol deostick for men and women in a disruptive cream format that has 3x long lasting fragrance at an affordable price point

Godrej No.1

Godrej No.1 enters winter soap space with the launch of ‘Nature Soft - Glycerin & Honey’ variant

Robust innovation track record

Household insecticides

Good knight

Good knight Fast Card, our revolutionary paper-based mosquito repellent becomes INR 100 crore brand in less than a year

Good knight Xpress, our advanced liquid vapouriser based mosquito repellent with faster action and greater potency

Hit

Hit anti-roach gel, our innovative gel formulation that attracts and kills the cockroaches

Robust innovation track record

Air fresheners and Health & Wellness

Godrej aer

Godrej aer spray, twist and click – our range of home and car air fresheners with intuitive designs, innovation gel format and delightful fragrances

Godrej aer pocket, our foray in bathroom air fresheners in India

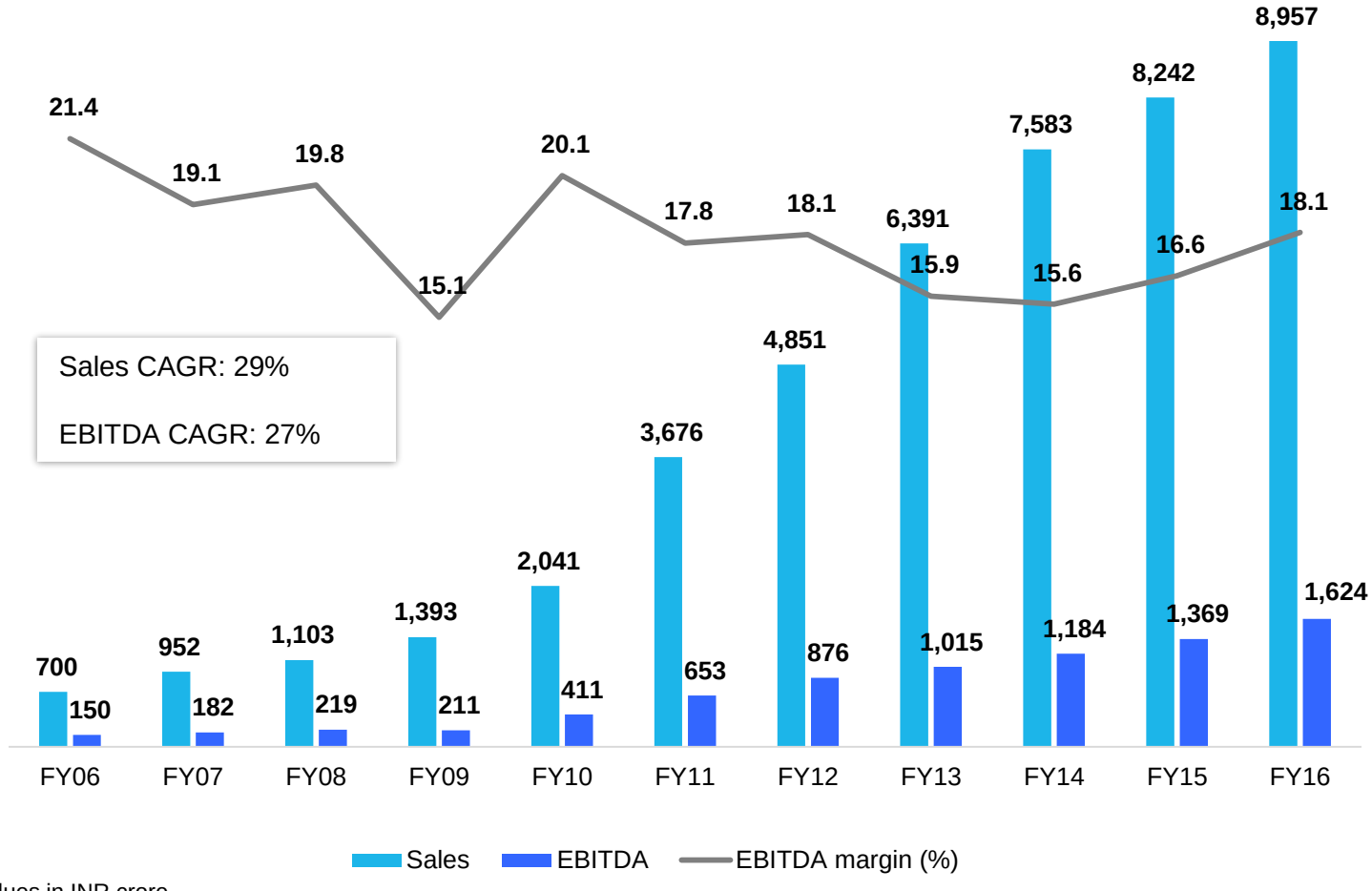
Protekt

Our foray into the health and wellness sector in India

Our key business priorities

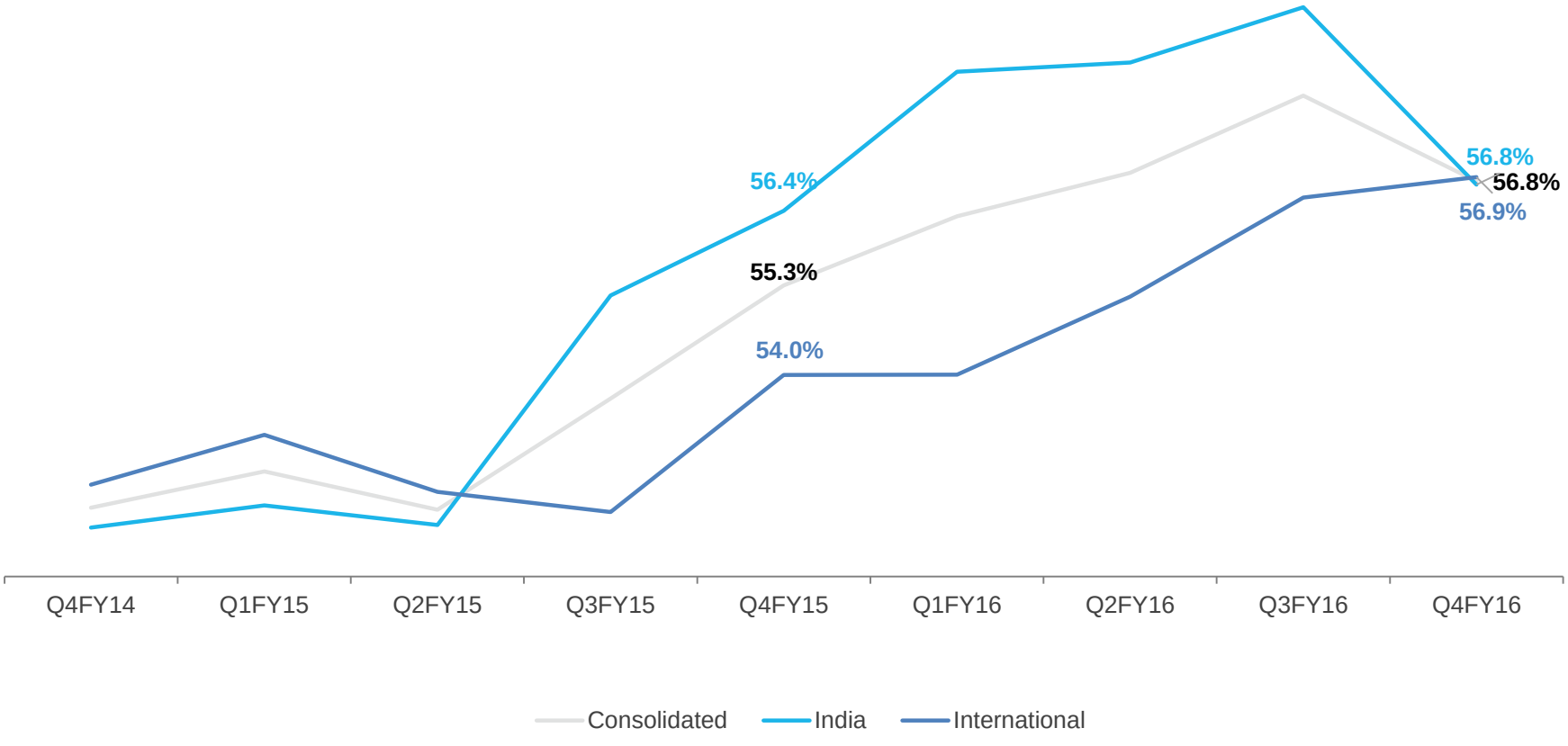
1. Extending leadership in our core categories in India
2. Capitalising on international growth potential
3. Accelerating innovation and renovation
4. Building a future ready sales system in India
5. Making our global supply chain best in class
6. Building an agile and high performance culture
7. Reinforcing our commitment to Good & Green

We have consistently delivered strong performance

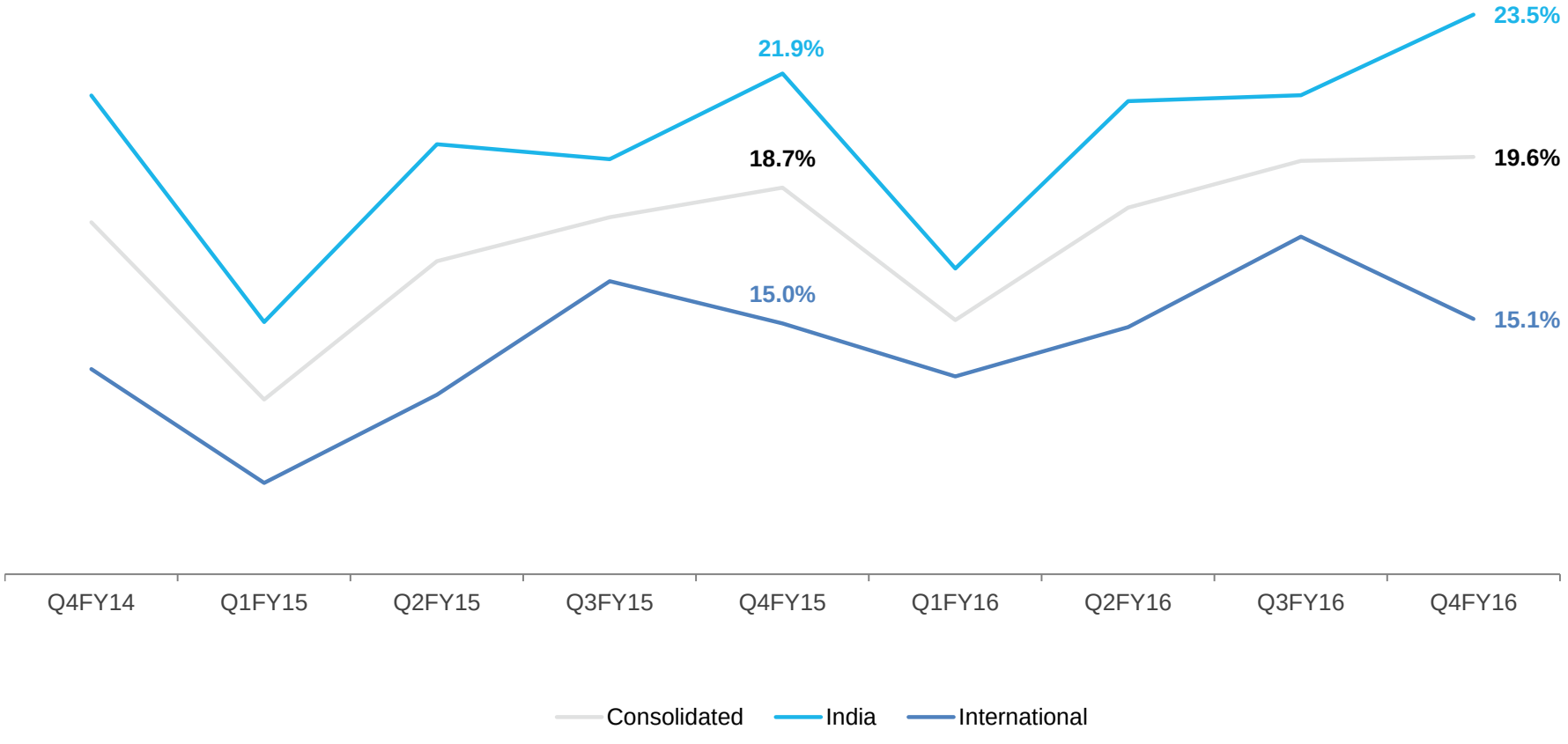


Note: Values in INR crore

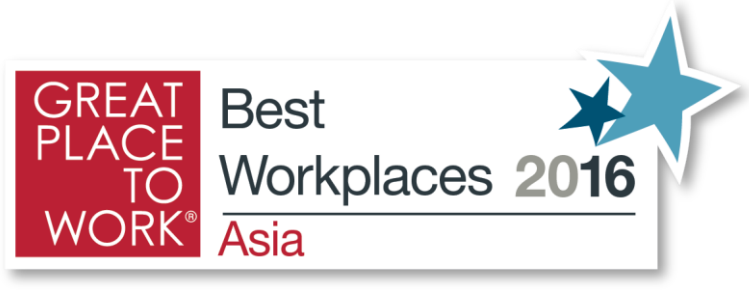
Significant improvement in gross margins



Strong expansion in EBITDA margins



Consistently recognised as a great place to work



Recognised among the top 10 best large workplaces in Asia. This is highest rank for any FMCG company.

Ranked among the best employers in India in 2016

Other recognitions

First company in the world to receive TOC ICO's 'Platinum Level International Achievement Award'

Received the award for 'Conscious Capitalist for the Year'

Our Good & Green commitment

Awarded the Conscious Capitalist for the year at the 'Forbes India Leadership Awards 2015'

Train 1 million youth in skills that will enhance their earning potential

Achieve zero waste to landfill, carbon neutrality and a positive water balance, while reducing specific energy consumption and optimising the use of renewable energy

Generate a third of our portfolio revenues from 'good' and/or 'green' products

4Q FY2016

SNAPSHOT

4Q FY16 performance overview

Growth	Consolidated	India	International
Net Sales	9%	7%	12%
Net Sales – Organic*	9%	7%	11%
Net sales - Organic constant currency*	12%	7%	18%
Volume growth (including offers)		9%	
EBITDA	14%	15%	14%
EBITDA – Organic*	14%	15%	15%
EBITDA – Organic constant currency*	18%	15%	23%
Net profit	17%	12%	29%
Net profit w/o exceptionals & one-offs	17%	12%	31%

* Excludes Africa's inorganic sales of INR 3.4 crore and EBITDA of INR (0.5) crore for 4QFY16

Strong, ahead of market, volume-led profitable growth in India

- Ahead of market performance led by volume growth of 9%
- Performance was led by double-digit growth in Household Insecticides and recovery in Hair Colours while growth in Soaps was impacted due to deflationary pressures
- Continue to drive our premiumisation strategy and cost efficiencies
- New launches are well received; driving penetration in relatively underpenetrated categories

International business performance remains strong

Consistent and robust constant currency sales growth of 18% with expansion in margins

- **Indonesia** continues its competitive growth and outperforms the FMCG industry in a challenging operating environment

- **Africa** hair extensions business continues to deliver volume led sales growth

- Robust constant currency sales growth in **LATAM** driven by strong performance in Argentina; hair colours market share continues to increase

- **UK** delivers healthy growth led by competitive performance in own and distributed brands portfolio

4Q FY16 reported performance snapshot

	India			Consolidated		
	4Q FY15	4Q FY16	Y/Y	4Q FY15	4Q FY16	Y/Y
Sales	1,134	1,208	7%	2,083	2,266	9%
Gross Profit	639	686	7%	1,151	1,288	12%
Gross Margin (%)	56.4%	56.8%	40 bps	55.3%	56.8%	150 bps
EBITDA	248	284	15%	390	444	14%
EBITDA Margin (%)	21.9%	23.5%	160 bps	18.7%	19.6%	90 bps
Net Profit	188	211	12%	266	310	17%
Net Profit Margin (%)	16.6%	17.5%	90 bps	12.8%	13.7%	90 bps
EPS (INR)	5.52	6.20	12%	7.80	9.11	17%

All values in INR crore

FY16 reported performance snapshot

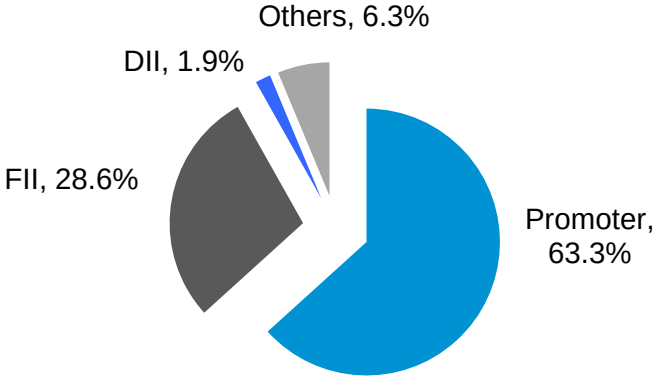
	India			Consolidated		
	FY15	FY16	Y/Y	FY15	FY16	Y/Y
Sales	4,369	4,748	9%	8,242	8,957	9%
Gross Profit	2,356	2,768	17%	4,401	5,112	16%
Gross Margin (%)	53.9%	58.3%	440 bps	53.4%	57.1%	370 bps
EBITDA	840	983	17%	1,372	1,624	18%
EBITDA Margin (%)	19.2%	20.7%	150 bps	16.6%	18.1%	150 bps
Net Profit	654	740	13%	907	1,119	23%
Net Profit Margin (%)	15.0%	15.6%	60 bps	11.0%	12.5%	150 bps
EPS (INR)	19.22	21.72	13%	26.65	32.87	23%

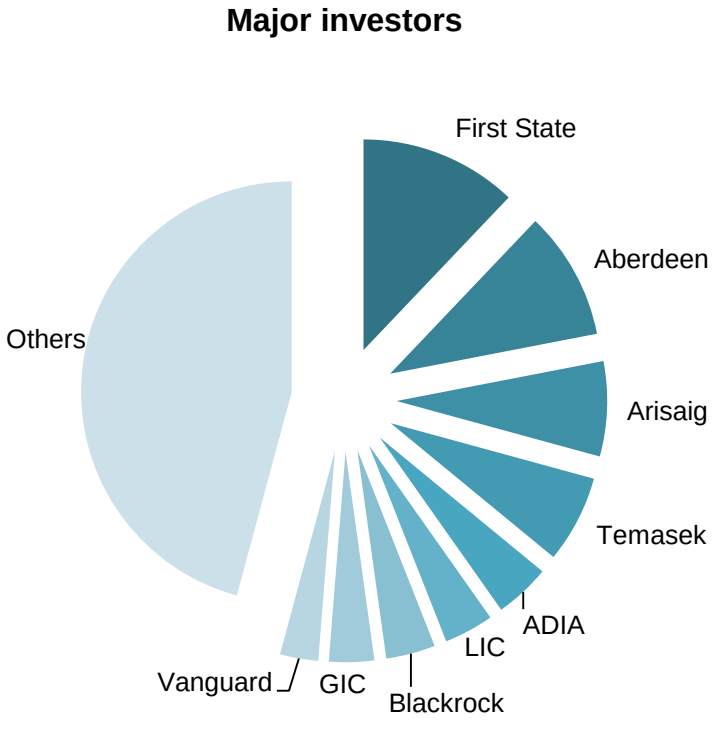
All values in INR crore

Way ahead

- Expect ahead of category growth
- Drive profitable growth behind cost saving initiatives and tighter control over fixed costs
- Currency volatility and macro economic headwinds in some of the countries we operate in

Shareholding pattern





As on March 31, 2016

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THANK YOU FOR YOUR TIME AND CONSIDERATION