GODREJ CONSUMER PRODUCTS LIMITED
PERFORMANCE UPDATE

Q4 FY2011-12

April 30, 2012

AGENDA

- Executive Summary : Major Highlights
- Performance Highlights : Consolidated
- Business Overview : Indian Sub-continent
- Business Overview : International

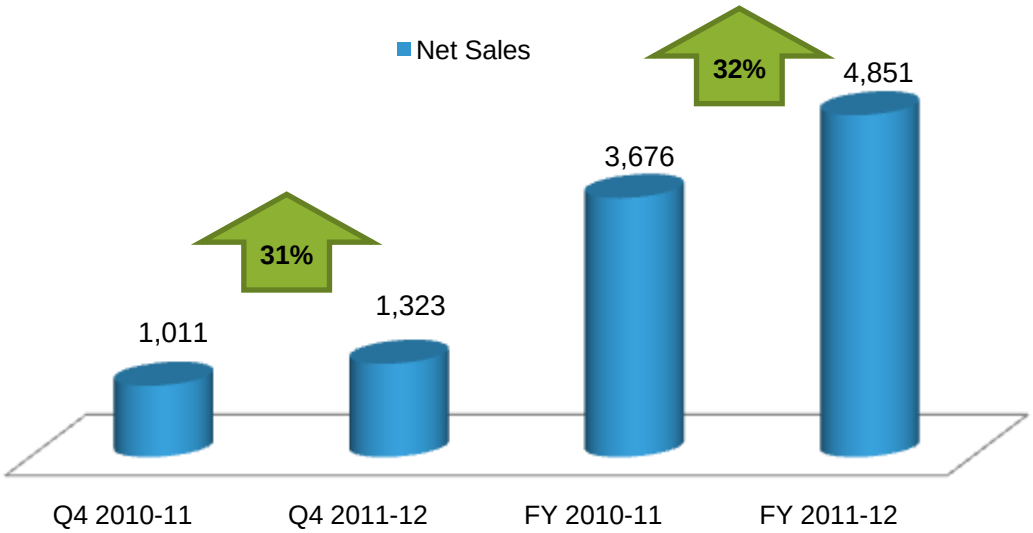
Executive Summary : Major Highlights

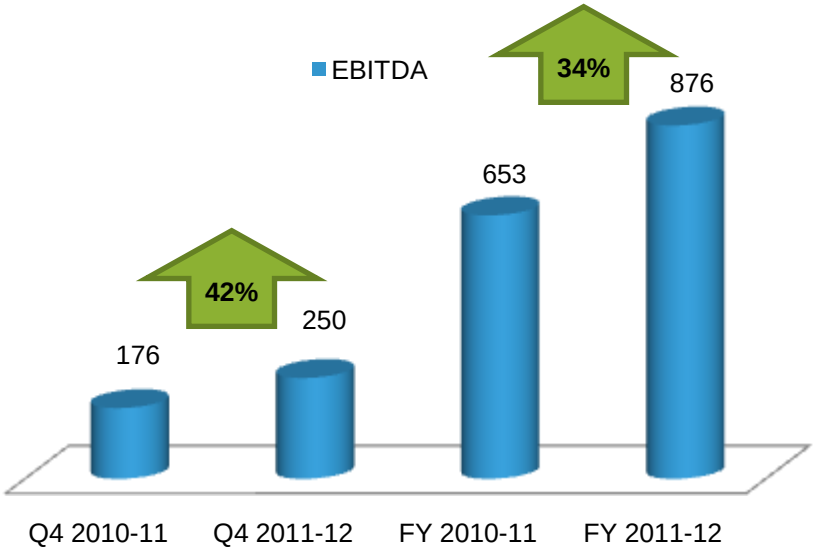
MAJOR HIGHLIGHTS - Q4 FY11-12

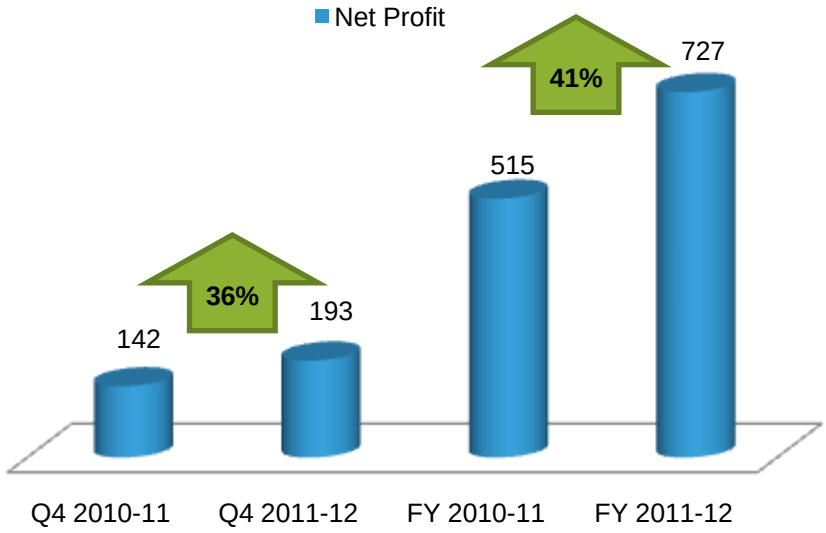
- Continue to grow strongly, with growth accelerating to 31%
  - Indian subcontinent business, clocked yet another strong quarterly growth of 21%, led by high growths across core categories
  - International business also grew strongly with 27% organic sales growth
- Crossed milestone of US $1 billion revenue for FY11-12
- One of the strongest EBITDA margin quarters of the year, at 18.9%, an expansion of 150 bps on yoy basis, on the back of
  - Favorable category sales mix
  - Integration led cost savings initiatives
  - Efficient commodities sourcing
  - Competitive and efficient advertising spends
- Fourth interim dividend of ₹ 1.75 per share

Performance Highlights : Consolidated

PERFORMANCE HIGHLIGHTS - FINANCIALS (CONSOLIDATED)





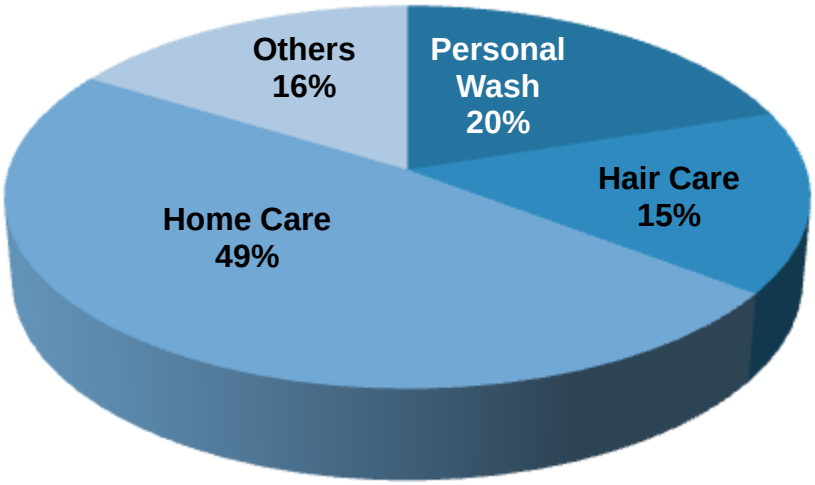


Net profit after minority interest

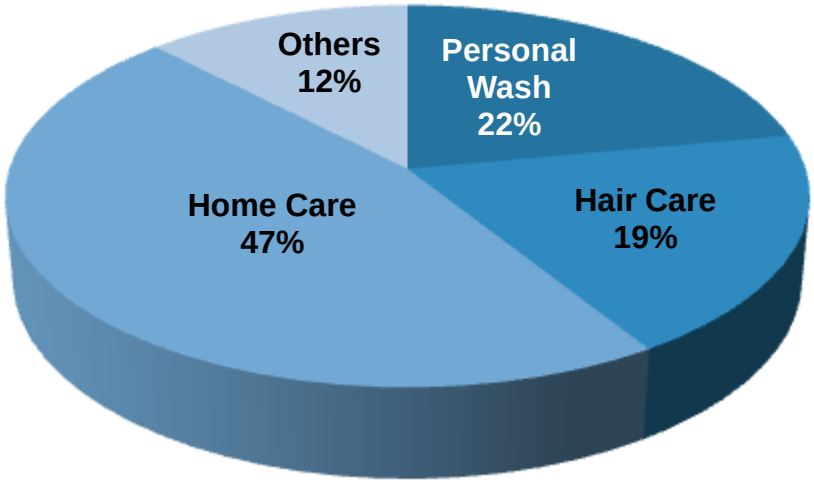
All values ₹ Cr

PERFORMANCE HIGHLIGHTS - CATEGORY SALIENCE
(CONSOLIDATED)

Q4 FY2011-12



FY2011-12



FOREX IMPACT

Standalone

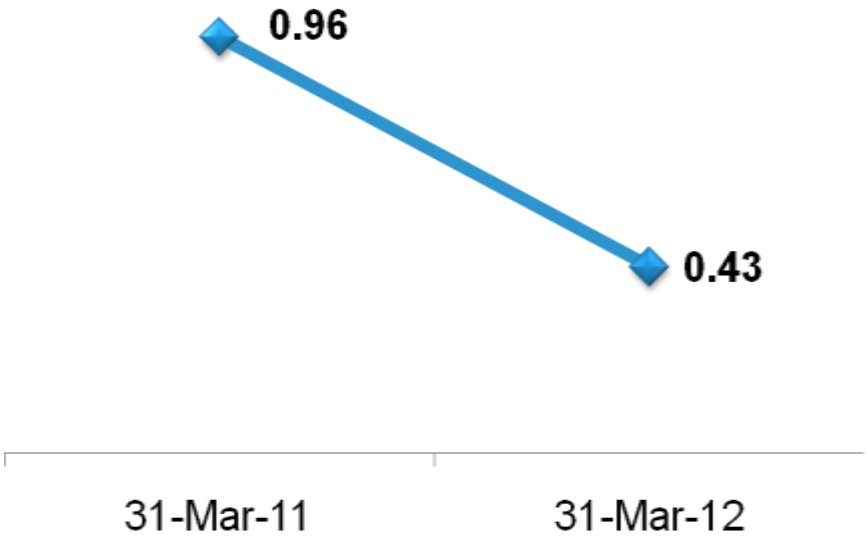
- As on March 31, 2012 GCPL had an import payables of US$ 15.9 million. The net payable netting off receivables was US$ 6.5 million. The net forex gain for the quarter is ₹ 1.7 crore

Consolidated

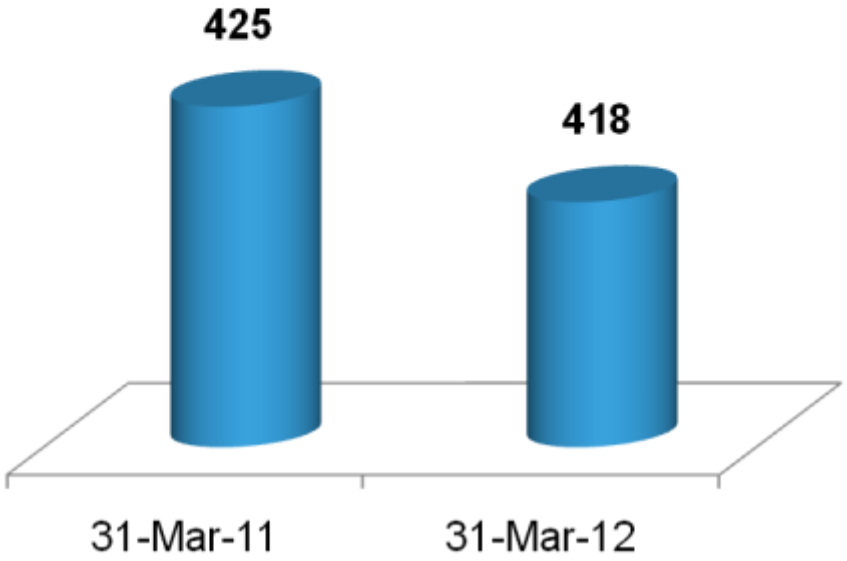
- GCPL has adopted the notification issued by The ministry of corporate affairs on 29th December 2011, on amortization of forex impacts
- The total forex loss for the quarter, including mark to market impact at consolidated level aggregates to ₹ 0.8 crore
- GCPL has a forex committee that monitors all the exposures and takes calls on hedging the exposures

PERFORMANCE HIGHLIGHTS - BALANCE SHEET

D/E Ratio



Net Working Capital *



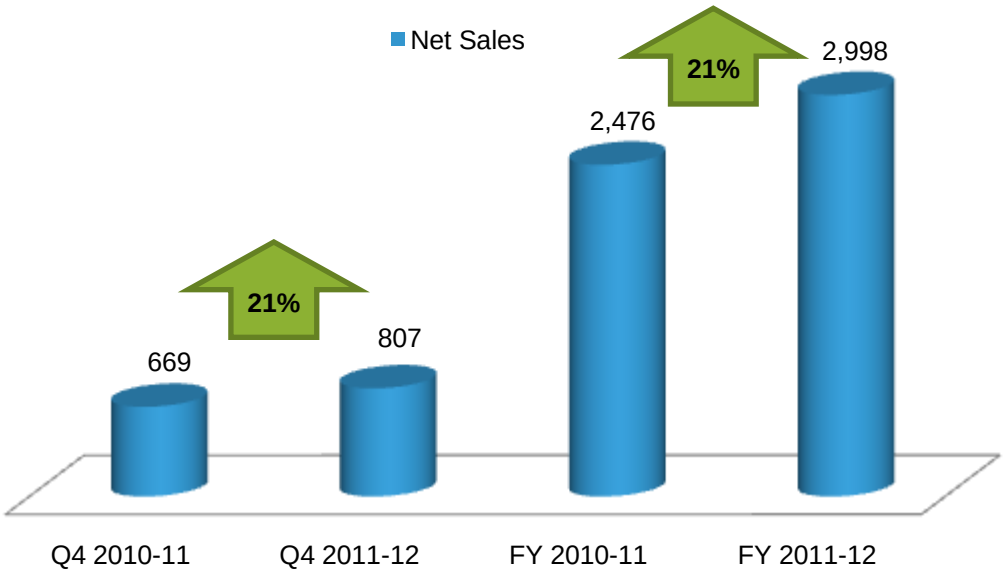
Working capital (ex-Darling) reduction of over ₹100 crore during the year

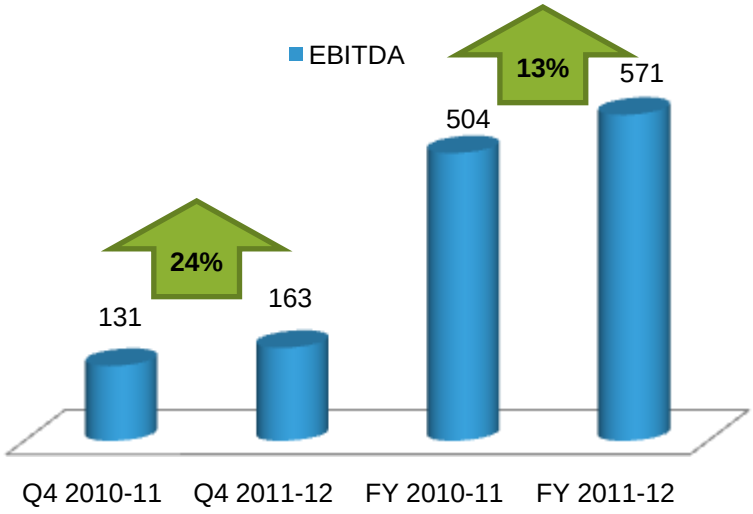
* NWC w/o Cash & Bank balance *All values ₹ Cr*

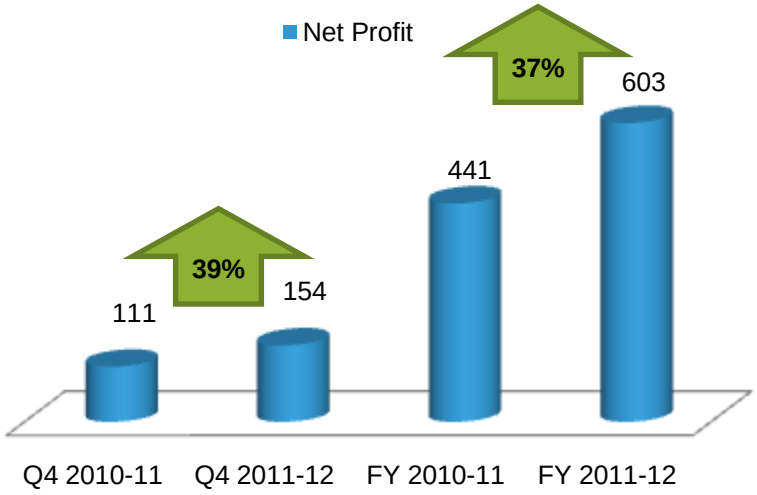
Business Overview : Indian Sub-continent

PERFORMANCE HIGHLIGHTS - FINANCIALS

Indian Sub-continent business

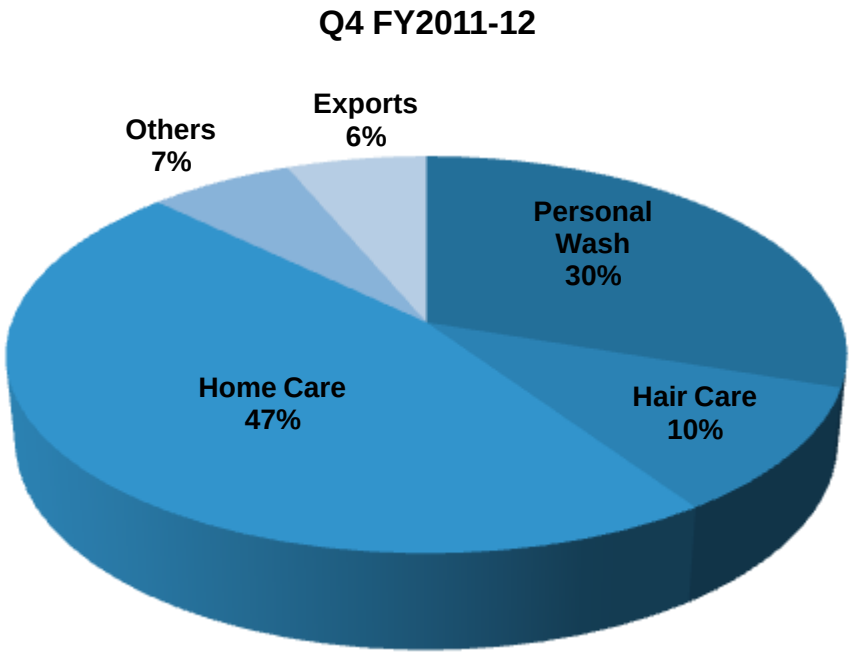


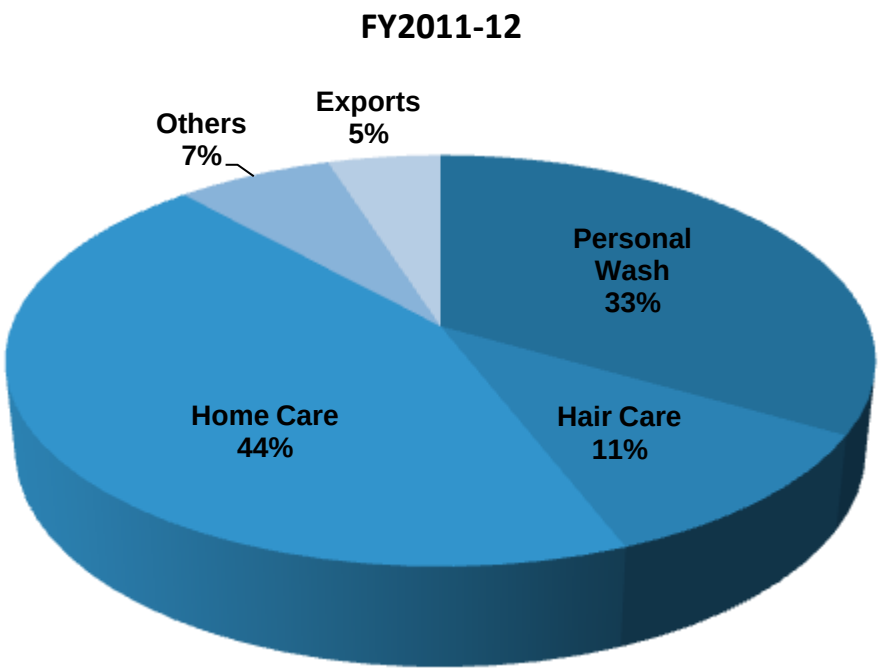




All values ₹ Cr

PERFORMANCE HIGHLIGHTS -
CATEGORY SALIENCE - INDIAN SUB-CONTINENT





CATEGORY HIGHLIGHTS - HOMECARE
HOUSEHOLD INSECTICIDES

- Strong sales growth of **28%** during the quarter, more then 3x of the category growth of 9%, led by strong marketing investments and distribution synergies benefits
- Innovative marketing campaigns and new media on air for Goodknight
- HIT brand continues to spread awareness on Malaria, by way of conducting social events across the country





CATEGORY HIGHLIGHTS - PERSONAL WASH
SOAPS

- Sales growth of **30%** during the quarter, nearly 1.5x of the 20% value category growth. Volume growth of **17%** against category volume growth of 4%

- Launched new variant ‘Rosewater & Almonds’ under Godrej No. 1

- Gross margins maintained at previous quarters level and expanded on yoy basis, led by efficient commodity buying and cost saving initiatives





CATEGORY HIGHLIGHTS - HAIR CARE

HAIR COLOURS

- Sales growth of **13%,** led by Godrej Expert powder hair colours and Nupur natural mehendi

- New media campaign launched for Godrej Expert powder hair colours range of products, beautifully capturing a montage of “Godrej Expert” movements

- Godrej Expert powder hair colour - Care voted Product of the year 2012 in powder hair colour category





CATEGORY HIGHLIGHTS - HAIR CARE

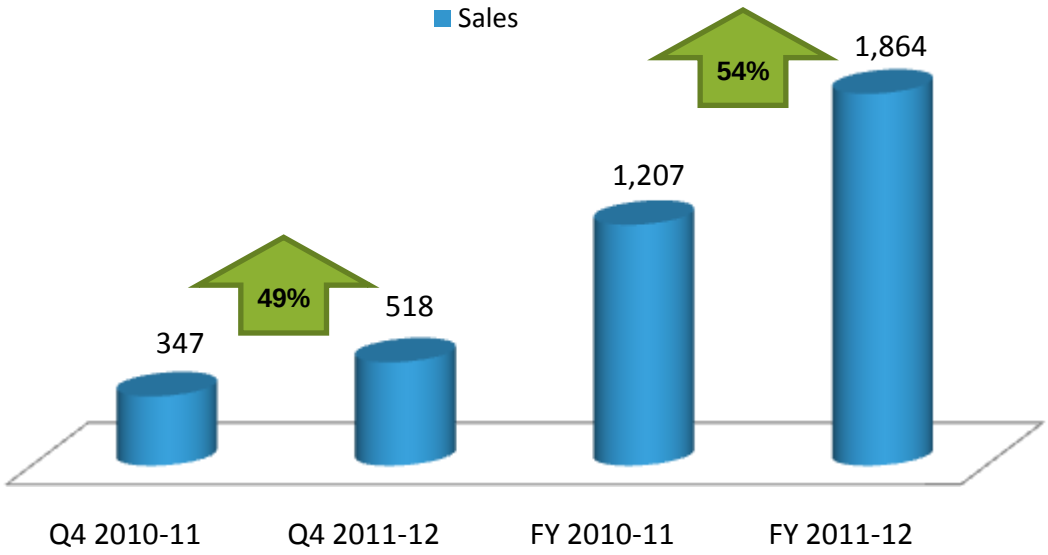
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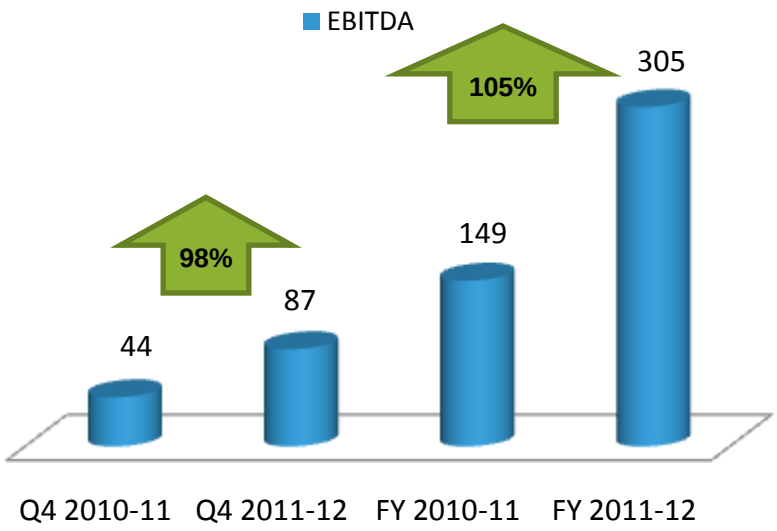


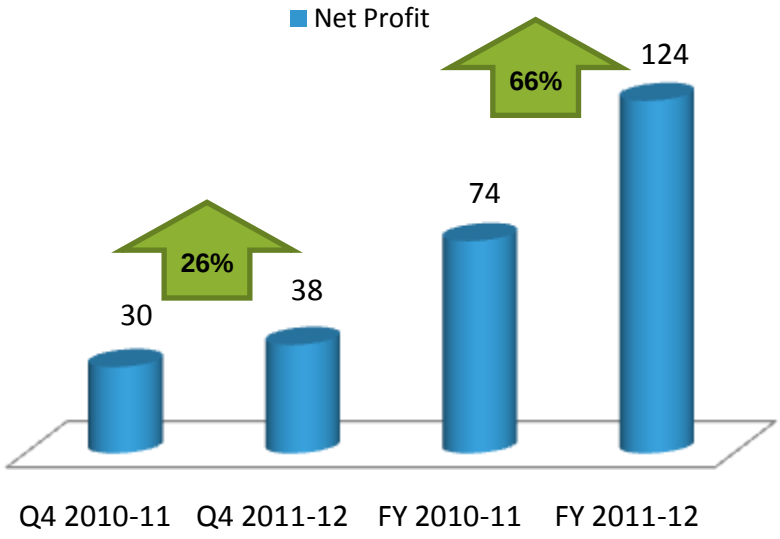


Business Overview : International

FINANCIAL HIGHLIGHTS







Net profit after minority interest *All values ₹ Cr*

PERFORMANCE HIGHLIGHTS (Q4 FY11-12)
Asia (ex Indian subcontinent)

- 50% of International business revenue
- Megasari registered strong sales growth of 30%, with sales at ₹ 255 crore, on the back of strong marketing investments, distribution expansion and healthy performance of new products launched
- EBITDA margin expands to 20.7% (before payment of technical & business support fee)
- New product launches viz. HIT magic paper, HIT extra power electric and MITU range of baby products continue to outperform
- Middle east business registered sales of ₹ 6 crore





PERFORMANCE HIGHLIGHTS (Q4 FY11-12) - AFRICA

- Business comprises of Rapidol, Kinky, Tura and the newly acquired Darling group - contributing 25% to International business revenue

- Sales stood at ₹ 128 crore and EBITDA margin at 19.3%

- Rapidol continues to grow strongly led by growth in ‘Renew’ hair colours in caucasian hair colour market - product cross pollinated from India

- Integration of Darling group of companies on track





PERFORMANCE HIGHLIGHTS (Q4 FY11-12) - LATIN AMERICA

- 16% of International business revenue
- Strong sales growth of 29%, with sales at ₹ 82 crore, led by distribution expansion and new product launches
- The strongest EBITDA margin quarter - 16.3%, expands around 740 bps sequentially and 300 bps on yoy basis, led by strong sales growth and prudent cost management
- Initial response to the recently launched new products have been very positive. This along with developing business in neighboring countries continues to be backed by strong marketing investments





PERFORMANCE HIGHLIGHTS (Q4 FY11-12) - EUROPE

- 9% of International business revenue
- Strong sales growth of 21%, with sales at ₹ 48 crore, led by strong performance of own brands
- One of the strongest EBITDA margin quarter - 10.5%, expands around 470 bps sequentially, led by strong sales growth and prudent cost management





DIVIDEND - Q4 FY11-12

Dividend per Share	₹ 1.75
Dividend %	175%
Total Dividend (including Dividend Distribution Tax)	₹ 69.4 crore
Dividend % for 2011-12	475%

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Thank You