**Godrej Consumer Products Ltd.**
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CIN : L24246MH2000PLC129806

October 4, 2019

**BSE Limited**
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,
Mumbai 400 023.
Scrip Code : 532424

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

Dear Sirs,

**Quarterly Update 2Q FY20**

We enclose herewith a communication which is self-explanatory.

Thank you.

Yours faithfully,
**For Godrej Consumer Products Ltd**

**V Srinivasan**
**Chief Financial Officer & Company Secretary**

# Quarterly Update: 2QFY20

This update seeks to provide an overall summary of the operating performance and demand trends witnessed during the quarter ended 30th Sep 2019. This will be followed by a detailed performance update, post the approval of 2QFY20 financial results by the Board of Directors.

During the quarter, we witnessed relatively mixed demand across our geographies of operations.

In India, demand continued to be challenging, impacted by a general consumption slowdown. Despite sluggish demand conditions, we recorded higher than mid single digit volume growth. The uplift in volume growth was led by recovery in household insecticides, new product launches, effective marketing campaigns and tactical consumer offers. The sales value growth will be very close to the last quarter's sales value growth. We look forward to a gradual improvement in consumer demand in the quarters ahead, aided by a good monsoon and government efforts to stimulate the economy.

In Indonesia, we recorded low double digit constant currency sales growth, driven by new product launches and several go-to-market initiatives.

In GAUM (Godrej Africa, USA, Middle East), we recorded a low single digit decline in constant currency sales growth. The performance was impacted by downtrading in hair extensions and adverse macros in few countries, thus resulting in mixed performance across the sub clusters. We continue to drive scale up of wet hair care and the relaunch of Darling brand in dry hair category along with expansion in distribution to deliver profitable sales growth for the full year.

Within the "others" geographies, in Latin America, despite currency depreciation in Argentina, volume and value growth have been robust. In INR terms also, we expect Latam to have robust value growth.

2QFY20 will be the last quarter with the UK business in the base quarter for close to two months of the operations.

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 122-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. In line with our 3 by 3 approach to international expansion at Godrej Consumer Products, we are building a presence in 3 emerging markets (Asia, Africa, Latin America) across 3 categories (home care, personal wash, hair care). 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 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: | Retail investors: |
|---|---|
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**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.*