Godrej Consumer Products Ltd.
Regd. Office : Godrej One,
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

July 29, 2016

BSE Ltd
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

Dear Sir,

Sub: Outcome of Board Meeting-July 29, 2016

At the meeting of the Board of Directors of the Company held today, the Board has:

1. Taken on record the unaudited financial results for the quarter ended June 30, 2016. The said results are enclosed herewith. The said results have been subjected to limited review by the statutory auditors. The limited review report which has been taken on record is enclosed herewith.

2. Declared a first interim dividend @ Re. 1/- per share (100% on the shares of the face value of Re.1/- each) for the financial year 2016-17.

As intimated earlier the Record Date for ascertaining the names of the shareholders who will be entitled to receive the said dividend is Monday, August 8, 2016;

The said interim dividend, if declared, will be paid on August 22, 2016.

The Exchanges are also informed that the Board meeting commenced at 11.30 a.m. and the results were approved by 12.00 noon.

This is in compliance with the Listing Regulations and other provisions as applicable.

For Godrej Consumer Products Ltd.

V Srinivasan
Chief Financial Officer & Company Secretary

CC: 1) The Vice-President, National Securities Depository Ltd., Trade World, 4th Floor
Senapati Bapat Marg, Lower Parel, Mumbai 400 013
2) The Central Depository Services (India) Ltd. P J Towers, 28th Floor, Dalal Street, Mumbai 400 001

KALYANIWALLA
& MISTRY (Regd.)
CHARTERED ACCOUNTANTS

INDEPENDENT AUDITOR'S REVIEW REPORT

TO THE BOARD OF DIRECTORS OF
GODREJ CONSUMER PRODUCTS LIMITED

1. We have reviewed the accompanying statement of Unaudited Standalone Financial Results of ***GODREJ CONSUMER PRODUCTS LIMITED*** (the Company) for the quarter ended June 30, 2016, prepared by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, (initialled by us for identification). The Ind AS compliant figures of the corresponding quarter of the previous year have not been subjected to a limited review or an audit and are based on the previously published financial results as adjusted for differences arising on the transition to Indian Accounting Standards (Ind AS). This statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on July 29, 2016. Our responsibility is to issue a report on these financial statements based on our review.

2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review of interim financial standalone statements is limited primarily to inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, we do not express an audit opinion.

3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of Unaudited Standalone Financial Results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

*For **KALYANIWALLA & MISTRY***
CHARTERED ACCOUNTANTS
Firm Reg. No.: 104607W

Roshni R. Marfatia
PARTNER
M. No.: 106548
Mumbai: Dated: July 29, 2016.

KALPATARU HERITAGE, 127 MAHATMA GANDHI ROAD, MUMBAI 400 001
TEL.: (91) (22) 6158 7200 FAX: (91) (22) 2267 3964
ARMY & NAVY BUILDING, 148 MAHATMA GANDHI ROAD, MUMBAI 400 001
TEL.: (91) (22) 6158 6200 FAX: (91) (22) 6158 6275

INDEPENDENT AUDITOR'S REVIEW REPORT

TO THE BOARD OF DIRECTORS OF GODREJ CONSUMER PRODUCTS LIMITED

1. We have reviewed the accompanying statement of Unaudited Consolidated Financial Results of ***GODREJ CONSUMER PRODUCTS LIMITED*** (the Company) and its subsidiaries (collectively referred to as the "Godrej Group") for the quarter ended on June 30, 2016, prepared by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 05, 2016, (initialled by us for identification). The Ind AS compliant figures of the corresponding quarter of the previous year have not been subjected to a limited review or an audit and are based on the previously published financial results as adjusted for differences arising on the transition to Indian Accounting Standards (Ind AS). This statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on July 29, 2016. Our responsibility is to issue a report on these financial statements based on our review.

2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accounts of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review of interim financial consolidated statements is limited primarily to inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, we do not express an audit opinion.

3. We did not review the financial statements of certain subsidiaries, whose financial statements reflect the Group's share of total assets of Rs. 7,891.12 crore as at June 30, 2016, and the Group's share of total revenue of Rs. 1,090.50 crore, for the three months ended on that date as considered in the consolidated financial statements. These financial statements have been reviewed by other auditors whose reports have been furnished to us and our opinion, in so far as it relates to the amounts included in respect of such subsidiaries is based solely on the report of the other auditors.

KALYANIWALLA & MISTRY MUMBAI

KALYANIWALLA
& MISTRY

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of Unaudited Consolidated Financial Results prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

*For **KALYANIWALLA & MISTRY***
CHARTERED ACCOUNTANTS
Firm Reg. No.: 104607W

Roshni R. Marfatia
PARTNER
M. No.: 106548
Mumbai: Dated: July 29, 2016.

GODREJ CONSUMER PRODUCTS LIMITED

Regd. Office: Godrej One, 4th Floor, Pirojshanagar, Eastern Express Highway, Vikhroli (E), Mumbai 400 079 www.godrejcp.com, CIN : L24246MH2000PLC129806

PART-I STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2016 *(₹ Crore)*

Consolidated		Sr. No.	PARTICULARS	Standalone	
Quarter ended				Quarter ended	
30-Jun-16 (Unaudited)	30-Jun-15 (Unaudited)			30-Jun-16 (Unaudited)	30-Jun-15 (Unaudited)
		1	**Income from Operations**		
2120.22	**1985.43**		a) Net Sales (Net of Excise Duty)	**1048.24**	**1048.45**
2.55	2.51		b) Other Operating Income	15.73	14.94
2122.77	**1987.94**		**Total Income from Operations (Net)**	**1063.97**	**1063.39**
		2	**Expenses**		
1033.11	854.08		a) Cost of Raw Materials including Packing Material Consumed	424.40	450.08
120.45	144.57		b) Purchase of Stock-in-Trade	35.70	40.15
(170.93)	(77.50)		c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	16.99	(31.69)
248.82	239.47		d) Employee Benefits Expenses	75.19	97.88
32.65	22.98		e) Depreciation and Amortization Expenses	13.71	10.18
167.94	176.33		f) Advertisement and Publicity	123.96	128.60
343.38	335.33		g) Other Expenses	182.28	197.89
1775.42	**1695.26**		**Total Expenses**	**872.23**	**893.09**
347.35	**292.68**	3	**Profit from Operations before Other Income, Finance Cost and Exceptional Items (1-2)**	**191.74**	**170.30**
0.93	1.57	4	Foreign Exchange Gain / (Loss)	0.76	0.01
14.06	19.26	5	Other Income	12.08	22.11
362.34	**313.51**	6	**Profit before Finance Cost and Exceptional Items (3+4+5)**	**204.58**	**192.42**
32.58	32.88	7	Finance Cost	7.07	16.45
329.76	**280.63**	8	**Profit after Finance Cost but before Exceptional Items (6-7)**	**197.51**	**175.97**
(9.49)	(99.83)	9	Exceptional Items	-	-
320.27	**180.80**	10	**Profit Before Tax (8+9)**	**197.51**	**175.97**
75.38	63.60	11	Tax Expense	45.92	40.58
244.89	**117.20**	12	**Net Profit after Tax but before Minority Interest (10-11)**	**151.59**	**135.39**
0.20	0.02	13	Share of Profit in Associate Company	-	-
(0.82)	(0.50)	14	Non-Controlling Interest	-	-
244.27	**116.72**	15	**Net Profit for the period (12+13-14)**	**151.59**	**135.39**
(3.03)	-	16	Other Comprehensive Income (OCI) (Net of tax)	-	-
241.24	**116.72**	17	**Total Comprehensive Income (15-16)**	**151.59**	**135.39**
34.05	34.05	18	Paid-up Equity Share Capital *(Face value per share: ₹ 1)*	34.05	34.05
		19	**Earnings per share (of ₹ 1 each) *(Not Annualised)***		
7.17	3.43		a) Basic (₹)	4.45	3.98
7.17	3.43		b) Diluted (₹)	4.45	3.98

See accompanying notes to financial results

Annexure I

Reporting of Segment wise Revenue, Results, Assets and Liabilities along with the quarterly results

(₹ Crore)

Particulars	Quarter ended 30-Jun-16 (Unaudited)	Quarter ended 30-Jun-15 (Unaudited)
1. Segment Revenue		
a) India	1,063.97	1,063.39
b) Indonesia	376.20	349.90
c) Africa (including Strength of Nature)	442.98	303.35
d) Others	266.36	296.87
Less: Intersegment eliminations	(26.74)	(25.57)
Net Sales/Income from Operations	**2,122.77**	**1,987.94**
2. Segment results (Profit)(+)/ Loss (-) before tax, interest & exceptional items		
a) India	204.58	192.42
b) Indonesia	77.67	63.39
c) Africa (including Strength of Nature)	66.21	40.18
d) Others	18.88	25.55
Less: Intersegment eliminations	(5.00)	(8.03)
Total	**362.34**	**313.51**
Less: 1) Interest	(32.58)	(32.88)
2) Exceptional Items	(9.49)	(99.83)
Total Profit Before Tax	320.27	180.80
3. Segment Assets		
a) India	2,742.02	2,818.31
b) Indonesia	2,548.88	2,345.44
c) Africa (including Strength of Nature)	6,072.79	3,339.39
d) Others	1,244.52	1,169.06
Less: Intersegment Eliminations	(216.96)	(204.76)
	12,391.25	**9,467.44**
4. Segment Liabilities		
a) India	1,393.63	1,379.67
b) Indonesia	333.52	357.15
c) Africa (including Strength of Nature)	447.34	121.70
d) Others	386.29	314.51
Less: Intersegment Eliminations	(174.76)	(54.31)
	2,386.02	**2,118.72**

Annexure-II

Reconciliation of Standalone and Consolidated Statement of Profit and Loss as previously reported under IGAAP and Ind-AS

(₹ Crore)

Particulars	Quarter ended 30 June 2015 Standalone (Unaudited)	Quarter ended 30 June 2015 Consolidated (Unaudited)
Profit After Tax as per Indian GAAP	135.78	199.23
Adjustments:		
Change in fair value of call/ put options for Darling & Chile businesses*	-	(75.00)
Dividend paid to Non-controlling shareholders*	-	(6.63)
Acquisition related costs *	-	(3.35)
Fair value gains on financial instruments	2.03	2.19
Redemption Premium on Debentures	(6.20)	(6.20)
Notional Income from Corporate Guarantees in favour of subsidiaries	8.74	-
Share of profits of Non controlling shareholders	-	12.58
Other Ind AS adjustments	0.59	1.23
Deferred tax on Ind AS Adjustments	(5.55)	(7.33)
Total adjustments	**(0.39)**	**(82.51)**
Total Comprehensive Income as per Ind AS	**135.39**	**116.72**

* Part of exceptional items

KALYANIWALLA & MISTRY MUMBAI

GODREJ CONSUMER PRODUCTS LTD. MUMBAI 400 079

GODREJ CONSUMER PRODUCTS LIMITED

Regd. Office: Godrej One, 4th Floor, Pirojshanagar, Eastern Express Highway, Vikhroli, Mumbai 400 079 www.godrejcp.com

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED JUNE 30, 2016

Notes

1 The above results which are published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements), 2015 have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on July 29, 2016. The consolidated financial results are in accordance with the Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 and Companies (Indian Accounting Standards) Amendment Rules, 2016. The current quarter results have been subjected to a limited review by the Statutory Auditors of the Company.

2 The statement does not include Ind-AS compliant results for the preceding quarter and previous year ended 31 March 2016 as the same are not mandatory as per SEBI's circular dated 5 July 2016.

3 The Ind-AS compliant corresponding figures of the corresponding quarter of the previous year have not been subjected to a limited review or an audit. However, the Management has exercised necessary due diligence to ensure that such financial results provide a true and fair view.

4 Exceptional Items include an amount of ₹ 9.49 crore for the quarter ended June 30, 2016, comprise of restructuring costs incurred by a subsidiary of the Company.

5 During the quarter, the Company has netted off, under Other Expenses, the rental income in respect of corporate office premises amounting to ₹ 2.28 crore with rental expenses amounting to ₹ 2.28 crore for the quarter in respect of similar premises in the same building.

6 During the quarter, the Company has granted 58376 new stock grants to eligible employees under the Employee Stock Grant Scheme (ESGS).

7 The Board of Directors of the Company as its meeting held on July 29, 2016 approved a scheme of amalgamation of Godrej Consumer Products US Holding Limited and Godrej Consumer Products Mauritius Limited, subsidiaries of the Company, with Godrej Consumer Products Limited. The amalgamation, subject to necessary regulatory approvals, is proposed to be effective from October 1, 2016.

8 The Board has declared a first interim dividend for the year 2016-17 at the rate of ₹1 per share (100% on the face value of ₹ 1 each). The record date for the same has been fixed as August 8, 2016 and the dividend shall be paid on August 22, 2016.

9 Segment information as per Ind-AS 108, 'Operating Segments' is disclosed in Annexure-I

10 The reconciliation of net profit for the quarter ended June 30, 2015 reported as per Indian GAAP to total comprehensive income as per Ind-AS is disclosed in Annexure-II

11 In view of acquisitions and changes in the Company's shareholding in some of the subsidiaries, the consolidated results for the current period are not strictly comparable with those of the previous period.

12 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai

Date: July 29, 2016

By Order of the Board

For Godrej Consumer Products Limited

Adi B. Godrej
Chairman

GODREJ CONSUMER PRODUCTS LTD. MUMBAI 400 079

KALYANIWALLA & MISTRY MUMBAI

PRESS RELEASE

1Q FY2017 results – GCPL delivers net profit (without exceptional items) growth of 18%

Mumbai, July 29, 2016: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended June 30, 2016.

FINANCIAL OVERVIEW

1Q FY 2017 FINANCIAL PERFOMANCE SUMMARY:

- 1Q FY 2017 consolidated constant currency net sales increased by 9%
  - India business sales was flat, impacted by a stretched summer and the late onset of monsoon, resulting in a weak performance in Household Insecticides
  - International business sales grew by 18%, on a constant currency basis
- 1Q FY 2017 consolidated constant currency EBITDA increased by 20%, driven by 14% growth in the India business and 29% growth in the international business
- 1Q FY 2017 consolidated net profit and EPS, without exceptional items, increased by 18%
- The board has declared an interim dividend of 100% (INR 1.00 per share)

CHAIRMAN'S COMMENTS

Commenting on the financial performance of 1Q FY 2017, Mr. Adi Godrej, Chairman, Godrej Group, said:

"During the first quarter of fiscal year 2017, the consolidated sales of our business increased by 9%, and EBITDA by 20%, in constant currency terms. We delivered this performance despite the sluggish business environment across many geographies that we are present in. Additionally, sales was also impacted by the unfavourable weather conditions in some of our key geographies. We delivered healthy profits driven by judicious cost control and commodity tailwinds.

Our India business performance was impacted by a stretched summer and the late onset of monsoon, which resulted in a weak performance in Household Insecticides. Our India business gross sales, excluding Household Insecticides, increased by 7%. Our international business delivered a competitive sales growth of 18% and EBITDA growth of 29%, in constant currency terms.

We are hopeful that the good monsoons in India should lead to a pick up in rural demand later this year. We should also see a boost to consumption in India, following the implementation of the Seventh Pay Commission and the passing of the Goods & Services Tax.

We are relentlessly focusing on our strategy and investing strategically in creating new growth vectors for the future. At the same time, we are driving our core to full potential, ensuring execution excellence and building on our agile and high performance culture."

BUSINESS REVIEW – INDIA

Performance Highlights

- 1Q FY 2017 India net sales remained flat at INR 1,048 crore
- 1Q FY 2017 EBITDA increased by 14% to INR 205 crore
- 1Q FY 2017 net profit increased by 12% to INR 152 crore

Category Review

Household Insecticides

The performance of our Household Insecticides business was temporarily impacted by a stretched summer and the delayed onset of monsoon, as compared to the previous year. This resulted in sales declining by 11%. Growth rates are however improving, post the monsoon picking up. We continue to maintain our leadership position across formats in the category. We also remain focused on driving our innovation momentum. In July 2016, we launched the Good knight Neem Activ+ Liquid Vapouriser, Good knight Neem Fast Card and Good knight Neem Activ+ Coil LUP pack (4 coils in a flowrap at INR 12).

Soaps

We delivered an early double digit volume growth in our Soaps business. Our sales growth of 1% was impacted by deflationary pressures. We strengthened our value added soaps portfolio with the launch of the Godrej No. 1 Germ Protection soap in the health and wellness space. We are backing our new launches with competitive media investments. Our margins continue to benefit from lower palm oil prices. We continue to remain competitive on sales promotion investments and consumer offers.

Hair Colours

Hair Colours sales increased by 4%, led by high double-digit volume growth in Godrej Expert Rich Crème. The new communication on Godrej Expert Rich Crème has helped further improve sales momentum and penetration levels. Godrej Expert Rich Crème has now become the first crème hair colour to reach one crore households. We have also launched a new media campaign in powders, to improve sales going ahead.

Air Fresheners

Godrej aer now ranks number 2 in the overall air care market. The recently launched aer pocket has received a very encouraging response from consumers and we are seeing strong offtake. We continue to gain share in the overall air freshener market due to innovation and strong execution.

Health and Wellness

Our Health and Wellness portfolio of hand washes and hand sanitiser, under Godrej protekt, has been successfully introduced in general trade.

Cinthol Deo stick

The recently launched Cinthol deo stick for men and women has been very well received by consumers. We are supporting this launch with innovative consumer engagement initiatives and communication.

BUSINESS REVIEW – INTERNATIONAL

Indonesia

Our Indonesia business delivered a competitive and profitable growth during the quarter. Our constant currency sales growth of 3% was impacted by sluggishness in the FMCG industry growth, which remains impacted by the overall macroeconomic slowdown in Indonesia. Our operating margin (EBITDA) increased by 230 bps year-on-year, driven by a favourable mix and lower commodity costs. HIT is now no. 1 player in overall Household Insecticides category in Indonesia. In July 2016, we cross pollinated hair colours in Indonesia with the launch of 'NYU' crème hair colour in a sachet format.

Africa (including Strength of Nature)

Our Africa business (including Strength of Nature) delivered a strong constant currency growth of 52%. This was led by inorganic sales of INR 114 crore from Strength of Nature and Canon Chemicals, and an organic constant currency sales growth of 14% in our Africa business. Our operating margin (EBITDA) increased by 330 bps year-on-year, driven by calibrated price increases in hair extensions, effective cost controls and a favourable mix. We will leverage the acquisition of Strength of Nature in the USA to turbo charge building our wet hair care platform in Africa.

Latin America

Our Latin America business delivered a constant currency sales growth of 10% in a challenging operating environment. Our operating margin (EBITDA) declined by 340 bps year-on-year, owing to a lag between price hikes and the increase in input costs due to currency depreciation. Our hair colour brands, Issue and Ilicit, continue to gain market share in hair colours. Ilicit clocked its highest ever volume and value share this quarter.

Europe

Constant currency sales in our European business declined by 3%. This was due to the impact of unfavourable weather conditions on the sales of Soft & Gentle and Riemann, and counterfeit issues in Bio-Oil. Our operating margin (EBITDA) increased by 180 bps

year-on-year due to a favourable mix and relatively lower contractual Advertisement & Promotion spends.

Note: The figures for the current quarter may not be comparable with those of the corresponding quarter of the previous year, because of the acquisitions made since then.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 119-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 1.1 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. 24 per cent of the holding company of our Group is held in a trust that invests 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:

V Srinivasan	Sameer Shah	Tapan Joshi
Email: v.srinivasan@godrejcp.com	Email: sa.shah@godrejcp.com	Email: tapan.joshi@godrejcp.com
Tel: +91 22 2519 4316	Tel: +91 22 2519 4467	Tel: +91 22 2519 5433

Disclaimer:

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.

Performance Update - 1Q FY17

July 29, 2016

Godrej | CONSUMER PRODUCTS

PERFORMANCE UPDATE

1 *Executive Summary - Key Highlights*

2 Business Overview - India

3 Business Overview - International

1Q FY17 FINANCIAL PERFORMANCE

Growth y-y	Consolidated Business	India Business	International Business
Net Sales	7%	flat	14%
Net Sales – Organic*	1%	flat	2%
Net Sales – Organic Constant Currency*	3%	flat	6%
EBITDA	20%	14%	30%
EBITDA – Constant Currency	20%	14%	29%
Net Profit	109%	12%	-
Net Profit without exceptional items	18%	12%	15%

* Excludes Strength of Nature (USA) and Canon Chemicals (Kenya) inorganic sales of INR 114 crore

EXCEPTIONAL ITEMS

	1QFY17			1QFY16		
	Consolidated	India	International	Consolidated	India	International
Reported net profit	**244**	**152**	**92**	**117**	**135**	**(11)**
Exceptional (post tax)						
Add: Restructuring cost in Latin America	6		6	10		10
Add: Call / Put option liability, dividend paid to non-controlling shareholders and acquisition related expenses				85		85
Net Profit without exceptional items	**250**	**152**	**98**	**212**	**135**	**85**

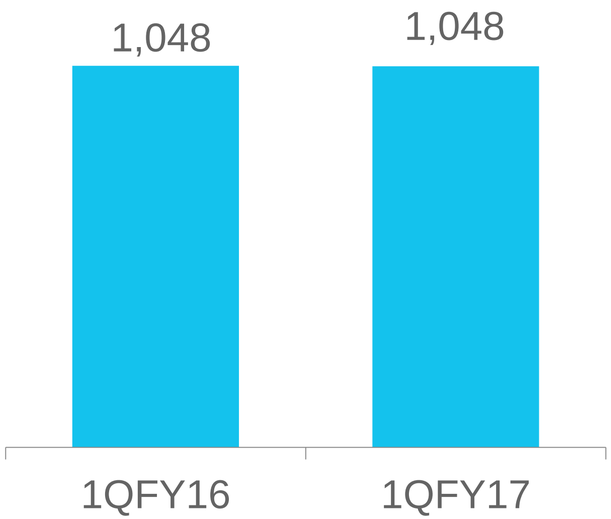
All values in INR crore

PERFORMANCE UPDATE

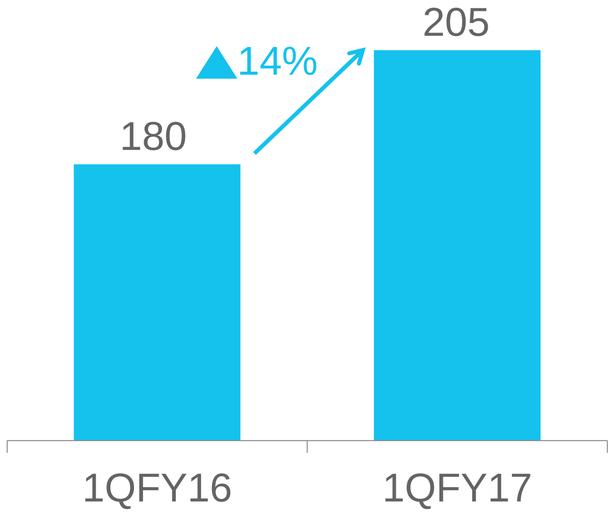
1. Executive Summary - Key Highlights
2. *Business Overview - India*
3. Business Overview - International

ROBUST PROFIT GROWTH IN INDIA

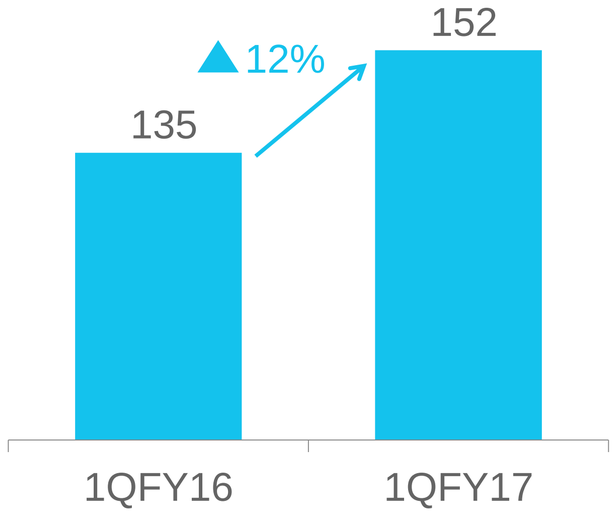
Sales impacted by weak Household Insecticides performance behind stretched summer and late onset of monsoon. Gross sales growth excluding Household Insecticides in high single digit.



Net Sales



EBITDA



Net Profit

All values in INR crore

SALES GROWTH IMPACTED BY SLUGGISHNESS IN HOUSEHOLD AND PERSONAL CARE (HPC) CATEGORY AND UNFAVOURABLE WEATHER

India Business	Sales (INR crore)	Growth (year-on-year)
Household Insecticides	393	(11%)
Soaps	473	1%
Hair Colours	163	4%
Other Brands	92	65%
Unbranded and Exports	50	5%
Total Gross Sales	1,170	flat
Sales and trade promotion spends, etc to be netted off from Sales as per Ind AS and Excise Duty	(122)	1%
Net Sales	**1,048**	**flat**
Total Branded Volume	**-**	**3%**

HOUSEHOLD INSECTICIDES PEFORMANCE IMPACTED BY UNFAVOURABLE WEATHER

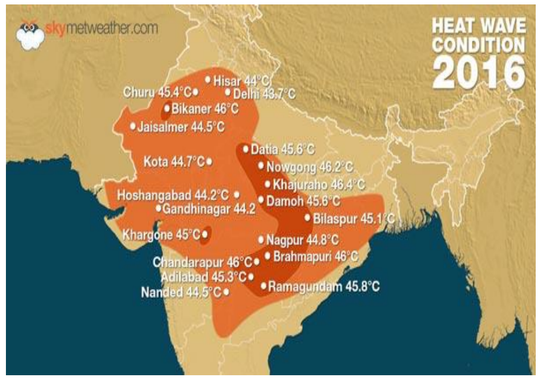
- Delay in onset of monsoon and stretched summer temporarily impacts Household Insecticides performance resulting in sales decline of 11%

- Growth rates looking up post onset of monsoon

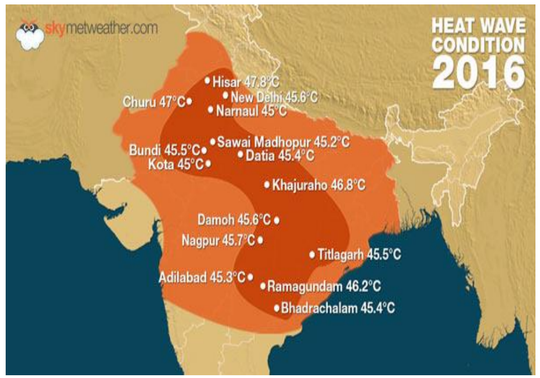
- Continue to maintain innovation momentum with below launches in July 2016:
  - Good knight Neem Activ+ Liquid Vaporiser
  - Good knight Neem Activ+ Fast Card
  - Good knight Neem Activ+ Coil LUP pack (4 coils in a flowrap at INR 12)

- Continue to maintain leadership positions across formats

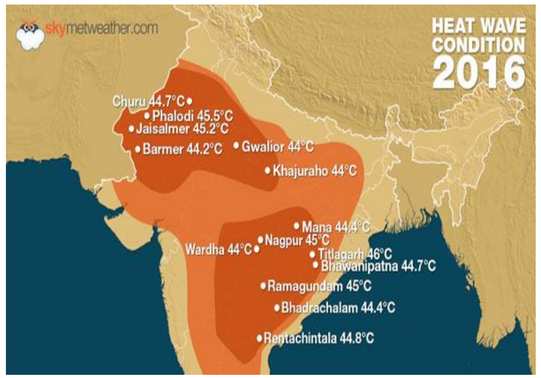
DELAY IN ONSET OF MONSOON AND STRETCHED SUMMER IMPACTS HOUSEHOLD INSECTICIDES GROWTH



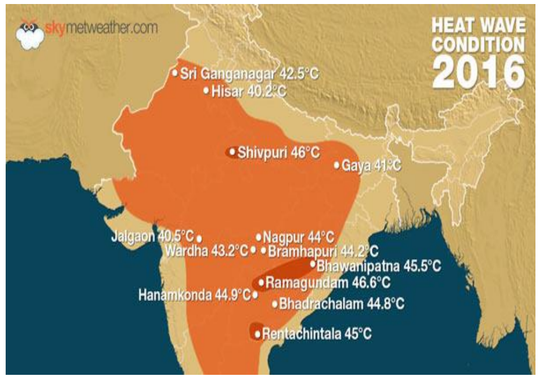
May 15, 2016



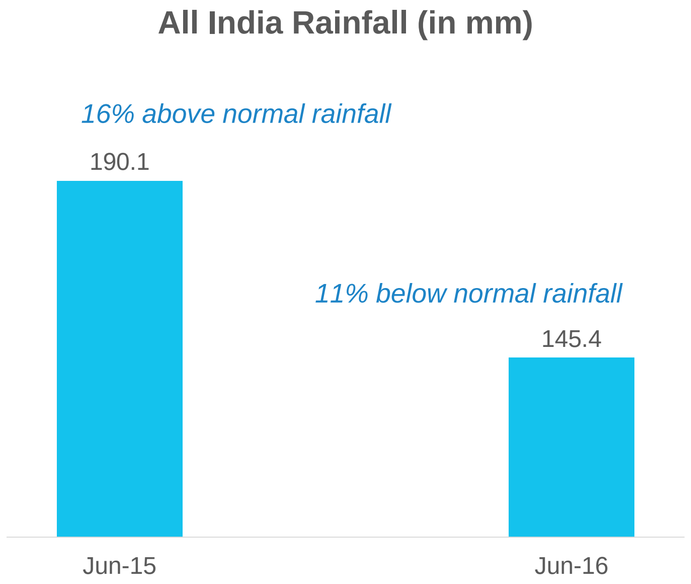
May 23, 2016



May 24, 2016



May 27, 2016



HAIR COLOURS DELIVER STEADY GROWTH

- Sales growth of 4% led by high double-digit volume growth in Godrej Expert Rich Crème
- New communication for Godrej Expert Rich Crème has helped further improve sales momentum and penetration levels
- Godrej Expert Rich Crème becomes first crème hair colour to reach one crore households
- New media campaign launched in powders to improve its sales going ahead

STRONG VOLUME LED GROWTH IN SOAPS

- Sales growth of 1% behind deflationary pressures, volume growth in early double digit

- Value added soaps portfolio strengthened further with the launch of Godrej No. 1 Germ Protection soap in the health and wellness space

- New launches are being backed by competitive media investments

- Continue to remain competitive on sales promotion investments and consumer offers

- Margins continue to benefit from lower palm oil prices

ENCOURAGING RESPONSE TO NEW LAUNCHES

PREMIUMISING OUR PORTFOLIO

BBLUNT
Salons + Products + Expertise

LAUNCHED BBLUNT ‘SALON SECRET’ HIGH SHINE CRÈME HAIR COLOUR

- Launched for the first time in India, a 3-part system with shine tonic that gives better shine and hair feel that a regular 2-part home hair colour has never been able to deliver
- It is a no ammonia hair colour that gives 100% grey coverage
- Targeting the brand conscious home hair colour user and attracting the salon goers
- Available in 7 shades
- Available at an extremely competitive price of INR 199

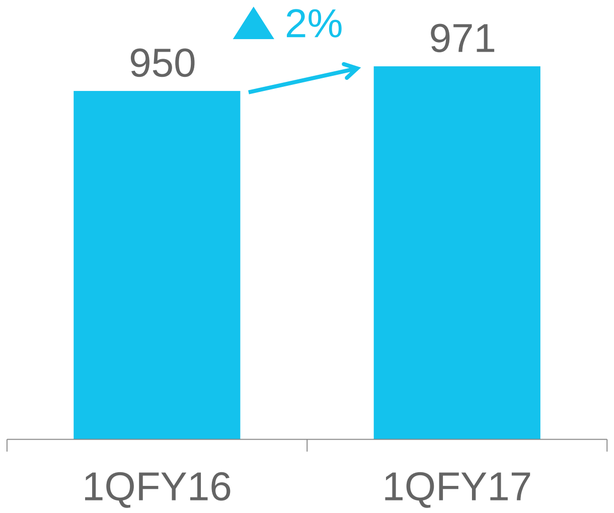
PERFORMANCE UPDATE

1. Executive Summary - Key Highlights
2. Business Overview - India
3. *Business Overview - International*

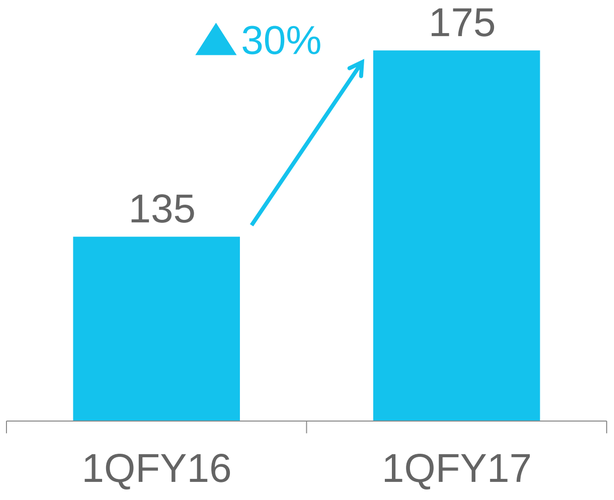
HEALTHY PROFIT GROWTH DESPITE MACRO ECONOMIC HEADWINDS

- International business delivers organic constant currency sales growth of 6% driven by Africa and Latin America

- EBITDA margin of 16% expands 190 bps year-on-year led by margin improvements in Indonesia, Africa (incl. SON) and Europe



Organic Sales



EBITDA

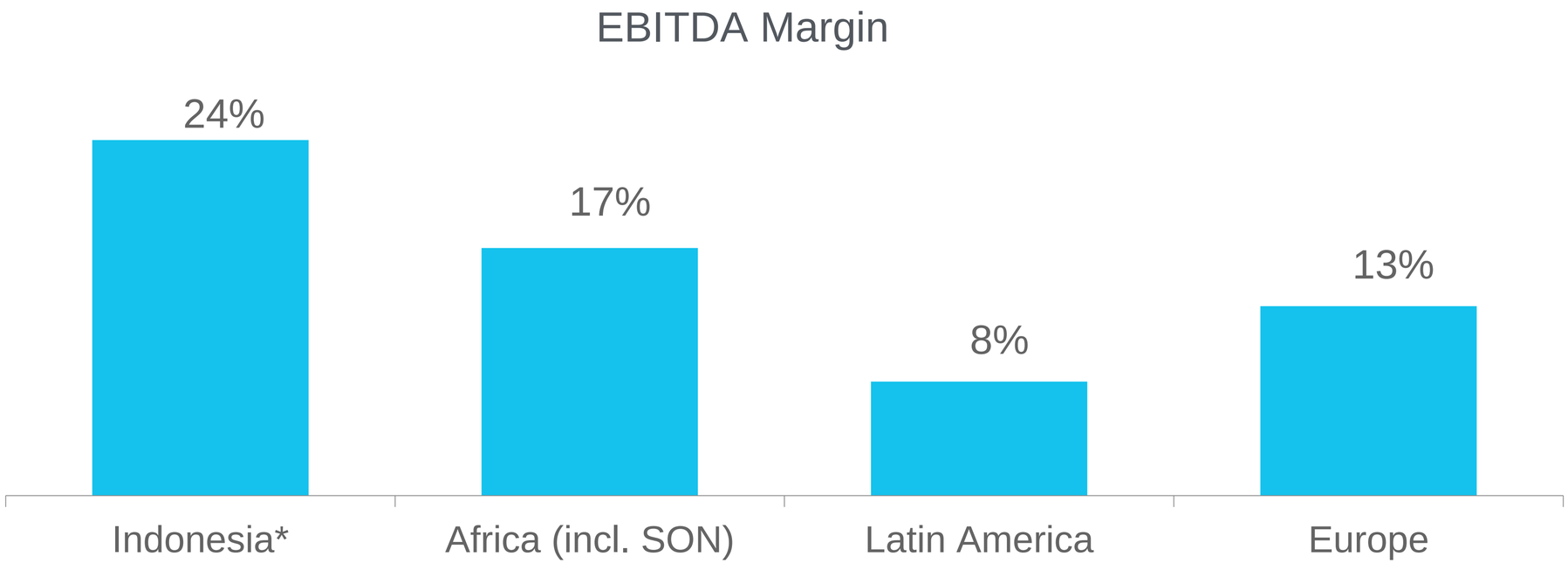
All values in INR crore

GROWTH AHEAD OF MARKET ACROSS CORE GEOGRAPHIES

International Business	Sales (INR crore)	Growth (year-on-year)	Constant Currency Growth (year-on-year)
Indonesia	376	8%	3%
Africa (incl. SON)*	444	46%	52%
Latin America	111	(16%)	10%
Europe	128	(5%)	(3%)
Others**	27	(14%)	(15%)
Total Net Sales	**1,085**	**14%**	**18%**

* Includes Strength of Nature (USA) and Canon Chemicals (Kenya) inorganic sales of INR 114 crores
** Others include Sri Lanka, Bangladesh and Middle East

MARGIN IMPROVEMENT IN INDONESIA, AFRICA AND EUROPE



	Indonesia*	Africa (incl. SON)	Latin America	Europe
year-on-year change	+230 bps	+330 bps	(340) bps	+180 bps

*Before payment of technical & business support fee

INDONESIA DELIVERS COMPETITIVE, PROFITABLE GROWTH

- Constant currency sales growth of 3%

- Performance impacted by the sluggishness in FMCG industry growth, which remains impacted by overall macro-economic slowdown in Indonesia

- EBITDA margin expands 230 bps y-y driven by favourable mix and lower commodity costs

- HIT becomes no. 1 player in overall Household Insecticides category

CROSS POLLINATED HAIR COLOURS IN INDONESIA WITH THE LAUNCH OF ‘NYU’ CRÈME HAIR COLOUR

- A cream hair color in sachet format with fruits extract and vitamin oil that protects against damage and nourishes hair post-coloring
- It is a no ammonia hair colour that gives 100% grey coverage
- Available in 5 shades
- Targeting current crème users, upgrading powder users and recruiting new users
- Available at a competitive price of IDR 18,000

AFRICA (INCL. SON) SUSTAINS CONSISTENT DOUBLE-DIGIT GROWTH

- Constant currency revenue growth of 52% in Africa (incl. SON) business led by:
  - i) inorganic sales of INR 114 crore from Strength of Nature (SON) and Canon Chemicals
  - ii) organic constant currency sales growth of 14% in Africa business

- EBITDA margin improves 330 bps driven by calibrated price increases in hair extensions, effective cost control and favourable mix

- Focus on leveraging acquisition of Strength of Nature to turbo charge building our wet hair care platform in Africa

MACRO LED MODERATION IN LATIN AMERICA GROWTH

- Constant currency sales growth of 10% moderates in a challenging operating environment

- EBITDA margin declines 340 bps y-y due to lag between price hikes and increase in input costs behind currency depreciation

- Issue and Ilicit continue to gain market share in hair colours with Ilicit achieving highest ever volume and value share

EUROPE GROWTH WEAKENS DUE TO UNFAVOURABLE WEATHER

- Constant currency sales declines 3% as extended winter impacts sales of Soft & Gentle and Riemann and counterfeit issues in Bio-Oil

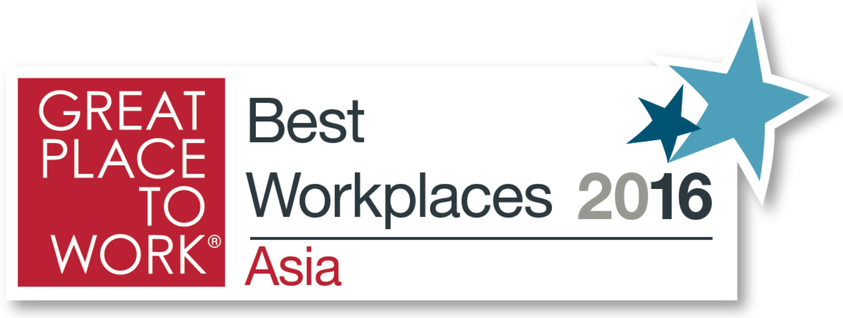
- EBITDA margin expands 180 bps y-y behind favourable mix and relatively lower contractual A&P spends

1Q FY2017 REPORTED PERFORMANCE SNAPSHOT

	India			Consolidated		
	1QFY16	1QFY17	Y/Y	1QFY16	1QFY17	Y/Y
Sales	1,048	1,048	flat	1,985	2,120	7%
Gross Profit	590	571	(3%)	1,064	1,138	7%
Gross Margin (%)	*56.3%*	*54.5%*	*(180) bps*	*53.6%*	*53.7%*	*10 bps*
EBITDA	180	205	14%	316	380	20%
EBITDA Margin (%)	*17.2%*	*19.6%*	*240 bps*	*15.9%*	*17.9%*	*200 bps*
Net Profit	135	152	12%	117	244	109%
Net Profit Margin (%)	*12.9%*	*14.5%*	*160 bps*	*5.9%*	*11.5%*	*560 bps*
EPS (INR)	3.98	4.45	12%	3.43	7.17	109%

All values in INR crore

WE HAVE BEEN 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.

#1 in India FMCG
#5 in India Overall

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'

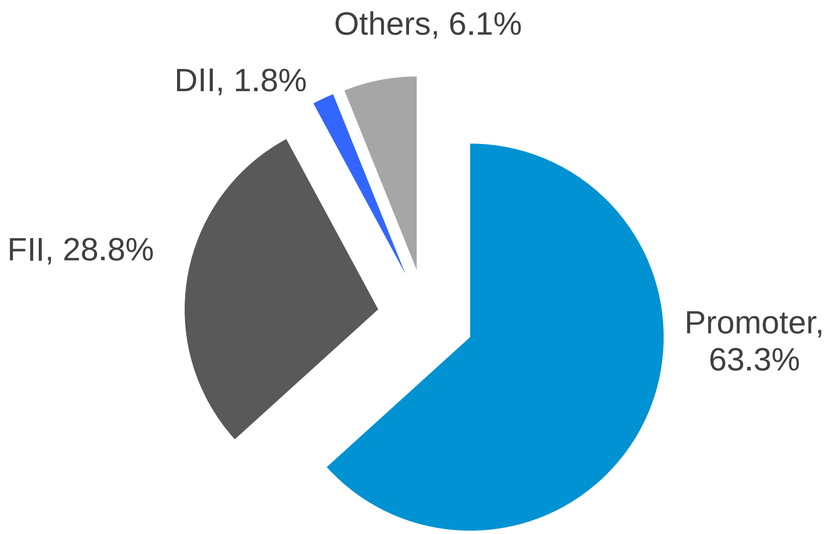
Ranked #26 in Forbes' list of 'The world's 100 most Innovative Growth Companies 2016'

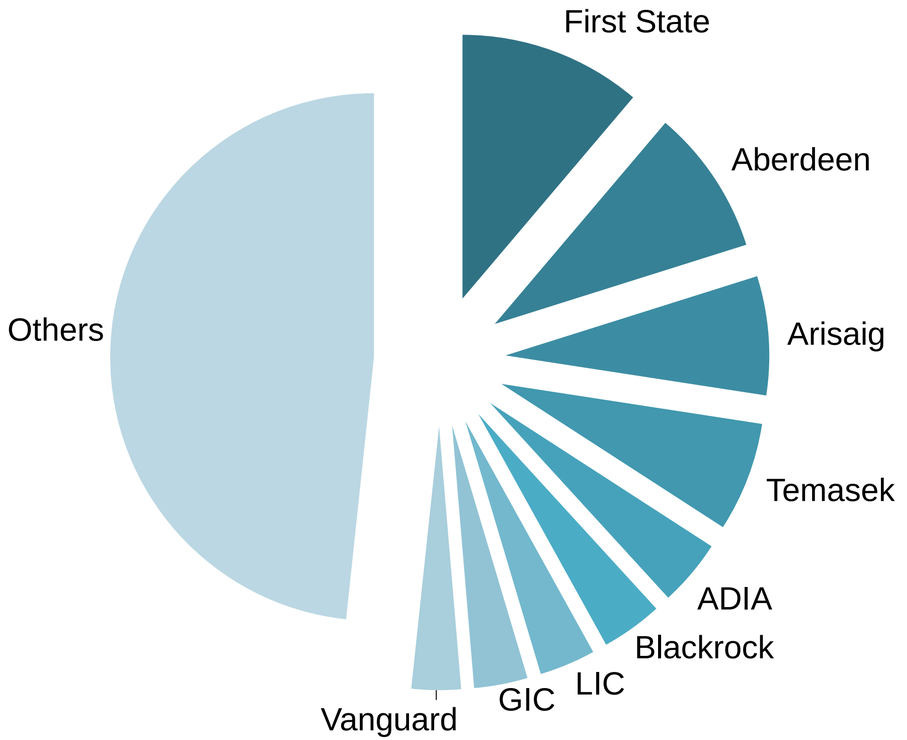
FOUR OF OUR BRANDS FEATURED IN THE MOST TRUSTED BRANDS 2015

4 of our brands ranked in 100 Most Trusted Brands 2015 by Brand Equity

PERSONAL CARE	**Godrej No. 1** Ranked 13th **Godrej Expert Powder Hair Colour** Ranked 15th **Cinthol** Ranked 17th
HOUSEHOLD CARE	**Goodknight** Ranked 2nd **HIT** Ranked 7th

SHAREHOLDING PATTERN





Major investors

As on June 30, 2016

WE REMAIN LASER FOCUSED ON EXECUTING OUR KEY PRIORITIES

#1 Extending leadership in our core categories

#2 Capitalising on international growth potential

#3 Accelerating innovation and renovation

#4 Building a future ready sales system

#5 Making our supply chain best in class

#6 Building an agile and high performance culture

#7 Re-enforcing our commitment to Godrej Good & Green

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THANK YOU FOR YOUR TIME AND CONSIDERATION