Godrej Industries Ltd.
Regd. Office : Godrej One,
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Eastern Express Highway,
Vikhroli (E), Mumbai - 400 079. India
Tel. : +91-22-2518 8010/8020/8030
Fax: +91-22-2518 8068/8063/8074
Website : www.godrejindustries.com
CIN : L24241MH1988PLC097781

August 13, 2018

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 023.

The National Stock Exchange of India Ltd.
Plot No.C-1, G-Block, Exchange Plaza,
4th Floor, Bandra-Kurla Complex,
Mumbai 400 051

Dear Sirs,

Performance update

At its meeting held today, the Board of Directors approved the Unaudited Financial Results of the Company (Both standalone and consolidated) for the quarter ended June 30, 2018. We enclose the performance update of the Results.

Thank you.

Yours faithfully,
For Godrej Industries Limited

Nilufer Shekhawat
Company Secretary

GODREJ INDUSTRIES LIMITED

Performance Update – Q1 FY 2018-19

AUGUST 13, 2018

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 or materially from those expressed or implied. Important developments that could affect the Company's operations include changes in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations."

PRESENTATION FLOW

- Results
  - Financial Highlights – Consolidated
  - Segment Performance
- Business Performance
  - Performance highlights including Subsidiaries and Associates
- Other information

FINANCIAL HIGHLIGHTS – CONSOLIDATED

FINANCIAL HIGHLIGHTS - CONSOLIDATED

Particulars (₹ crore)	Q1 FY 2018-19	Q1 FY 2017-18	% Growth
Total Income	3,109	2,826	10%
PBDIT *	366	384	(5%)
Depreciation	41	41	
PBIT*	325	344	(5%)
Interest	126	100	
Net Profit *#	79	81	(2%)

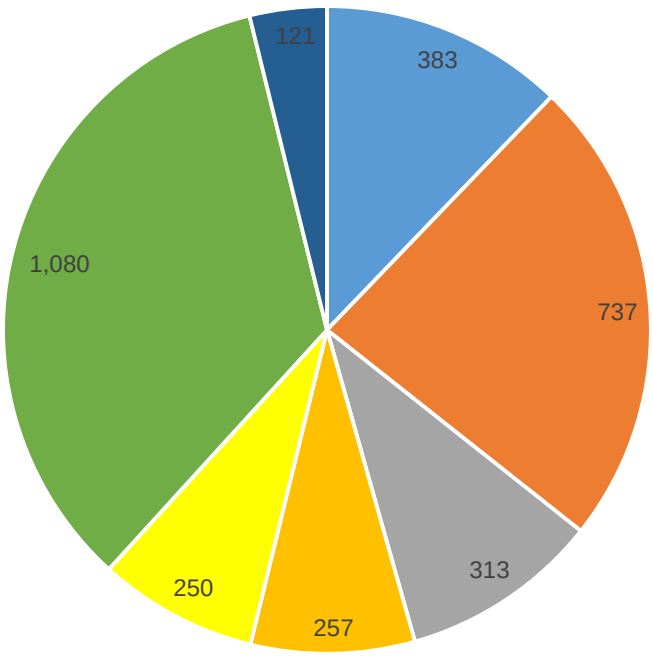
** Including share of profit in associates ;*

 # With share of profit in associate companies, post reduction of non-controlling interest.

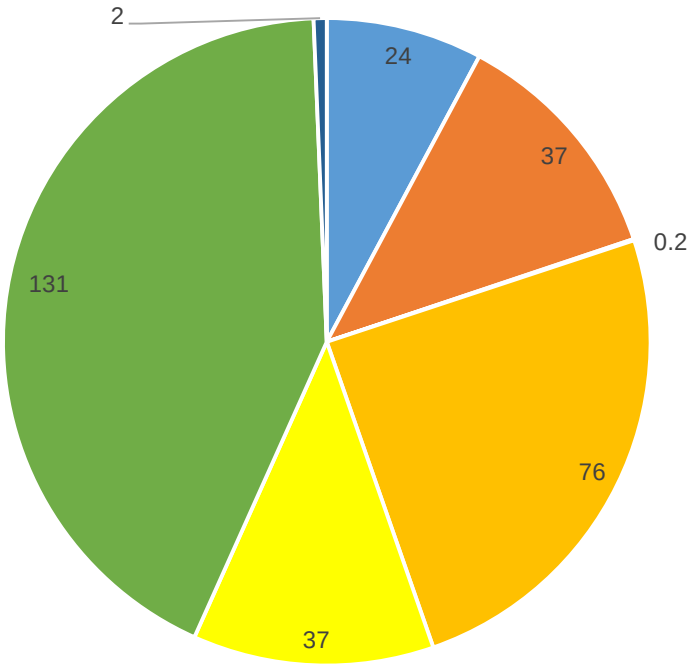
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q1 FY 2018-19

Revenue * (₹ crore)



PBIT * (₹ crore)



***excluding others segment.**

- CHEMIICALS
- ANIMAL FEEDS
- DAIRY
- CROP PROTECTION
- VEG OILS
- ESTATE & PROPERTY DEVELOPMENT
- FINANCE & INVESTMENTS

BUSINESS PERFORMANCE: Performance Highlights incl. subsidiaries, JVs and Associates

OUR "CREATE" GROUP PORTFOLIO STRATEGY

Consumer & **C**hemicals

Real
Estate
Agri

→ 4 core businesses

Transformation → Drive to full potential

Emergent → Focused incubation of new businesses

CONSUMER (GCPL)

Business and Financial Highlights for Q1 FY 2018-19:

- Consolidated constant currency sales increased by 10%* year-on-year.
- Consolidated constant currency EBITDA increased by 26%
- Consolidated net profit without exceptional items increased by 36%.
- **Category Review**
  - **Household Insecticides** –Household Insecticides, delivered robust performance with double-digit volume led sales growth of 17%, highest in last seven quarters.
  - **Soaps**– Sustained double-digit volume growth led sales growth of 10%, driven by healthy growth in Godrej No. 1 and Cinthol.
  - **Hair Colours** – Delivered double-digit volume led sales growth of 12%.
- Declared an interim dividend of 200% (₹ 2.00 per share) and an issue of bonus shares in ratio of one equity share for every two equity shares held, subject to requisite approvals.

* Comparable growth assuming GST in the base quarter sales

CHEMICALS

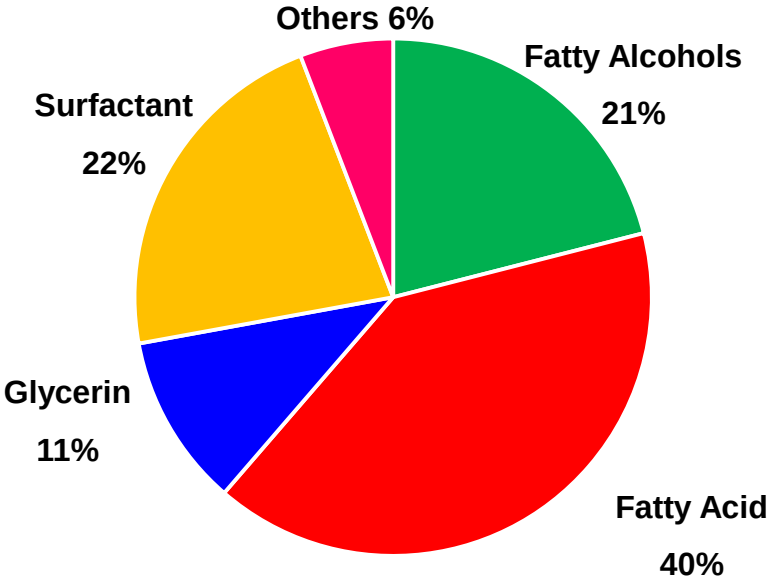
Financial Highlights for Q1 FY 2018-19:

₹ crore		FY 2018-19	FY 2017-18
Revenue	Q1	383	397
PBIT	Q1	24	15

- PBIT for Q1FY19 increased by 63% as compared to Q1FY18
- Q1FY19 Revenues stood at ₹383 crore compared to ₹397 crore in Q1FY18.
- Exports for Q1FY19 stood at ₹115 crore.

Valia (Gujarat Factory) awarded Gold rating in Green Company Rating assessment- CII.

Product Portfolio Q1 FY 2018-19



Real Estate

Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q1	1,055	888
Net Profit after tax (after minority interest)	Q1	34	99

Business & Sales Highlights for Q1 FY 2018-19

- Total booking value stood at ₹820 crore and total booking volume stood at 1.17 million sq.ft.
- Launched 4 new projects/phases in 3 cities.
- GPL has set up its first precast plant to reduce its construction timelines .
- Raised ₹1000 crore through preferential issue.
- **Awards and Recognitions:** GPL received 8 awards in Q1 FY19.

AGRI BUSINESS

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights

₹ crore		FY 2018-19	FY 2017-18
Total Income	Q1	1,488	1,371
PBT	Q1	120	110

- Consolidated Total Income for Q1FY19 stood at ₹1,488, a growth of 9%.
- **Animal Feed**: Strong volume and revenue growth in broiler feed, layer feed and cattle feed segments. Segment revenue increased by 16% in Q1FY19 as compared to the corresponding quarter of the previous year.
- **Vegetable Oil :** Sharp increase in palm oil prices benefitted revenue growth and profitability.Segment revenue increased by 28.5% in Q1FY19 as compared to the corresponding quarter of the previous year.
- **Crop Protection Business:** Fast growth in the plant growth regulators and insecticides categories. PBIT for the quarter registered a growth of 7% as compared to the corresponding quarter of the previous year.
- **Dairy:**Segment revenue has registered a marginal growth of 1.5% in Q1FY19 over the corresponding quarter of the previous year; profitability was impacted by higher provisioning costs as butter prices are lower than the previous year.

TRANSFORMATION – FOSTERING AN INSPIRING PLACE TO WORK

Great Place To Work. Best Workplaces™ ASIA 2018

- GCPL in Asia's Best Places to Work; Featured for 4th consecutive year. Moved from 12th rank to 20th

India's Best Companies To Work For 2018 A STUDY BY THE ECONOMIC TIMES Great Place To Work.

India

- GCPL ranked No.1 in the FMCG sector & No. 7 in overall list. Moved up from rank 18 of 2017

GREAT PLACE TO WORK® Best Workplaces 2016 Asia

- GCPL ranked No.1 in the FMCG sector & No. 5 in overall list. Next FMCG company ranked at 64
- GPL ranked No. 2 in the Real Estate sector

AON® BESTEMPLOYERS INDIA | 2017

AON® BESTEMPLOYER INDIA | 2018

- GCPL consistently ranked among Aon India Best Employers in 2018 & 2017

TRANSFORMATION – CONTINUED COMMITMENT ON OUR 'GOOD & GREEN' VISION

1

ENSURING EMPLOYABILITY

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

2

GREENER INDIA

Achieve zero waste to landfill, carbon neutrality, a positive water balance, 30% reduction in specific energy consumption & increase renewable energy utilization

3

INNOVATING FOR GOOD & GREEN

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

4

BRIGHTER GIVING

Structured Employee Volunteering

EMERGENT

NATURES BASKET (NBL)

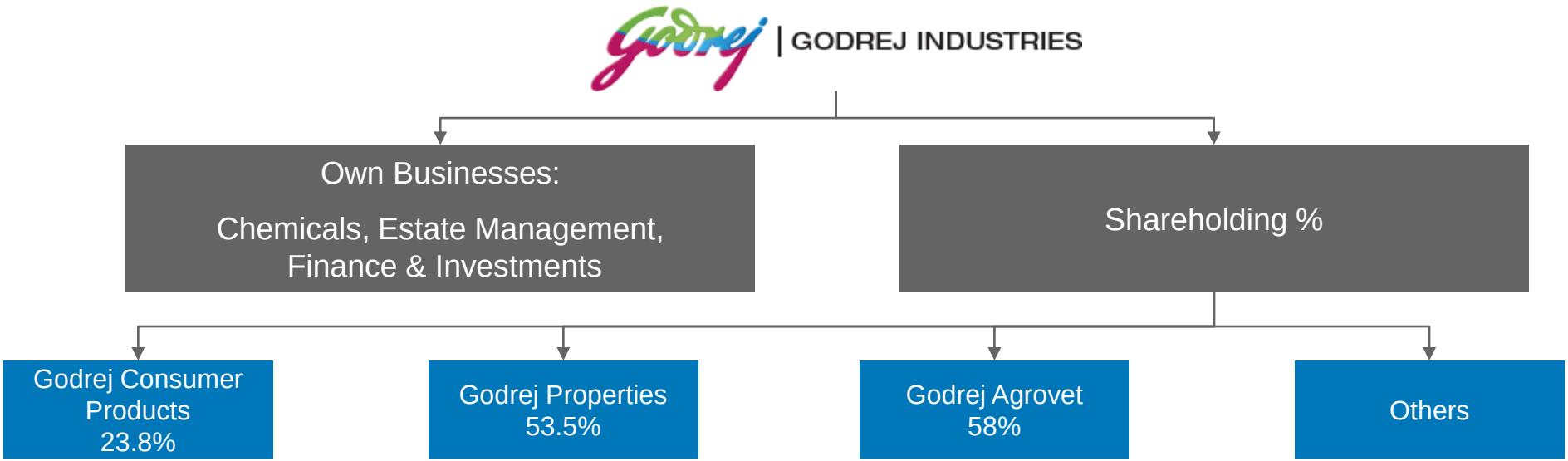
(FRESH FOOD AND GOURMET STORES)

- Q1 FY 19 sales performance at ₹ 80 crore, a like to like growth of 11.5% over the previous year.
- Online business clocked sale of ~ ₹ 5.7 crore in Q1 FY19, a growth of 24% over the previous year; contributes 7.6% to the overall sales.
- The Company continued to undertake extensive external and internal communication and store revamp exercises in line with its strategic pillar “our stores come first, always and every time”.
- One New Store was opened in Q1 FY19. As at June 30, 2018, the Company has 29 operating stores across 3 cities viz. Mumbai, Pune and Bangalore.

OTHER INFORMATION

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



- Nature's Basket (100%)
- Other investments

SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

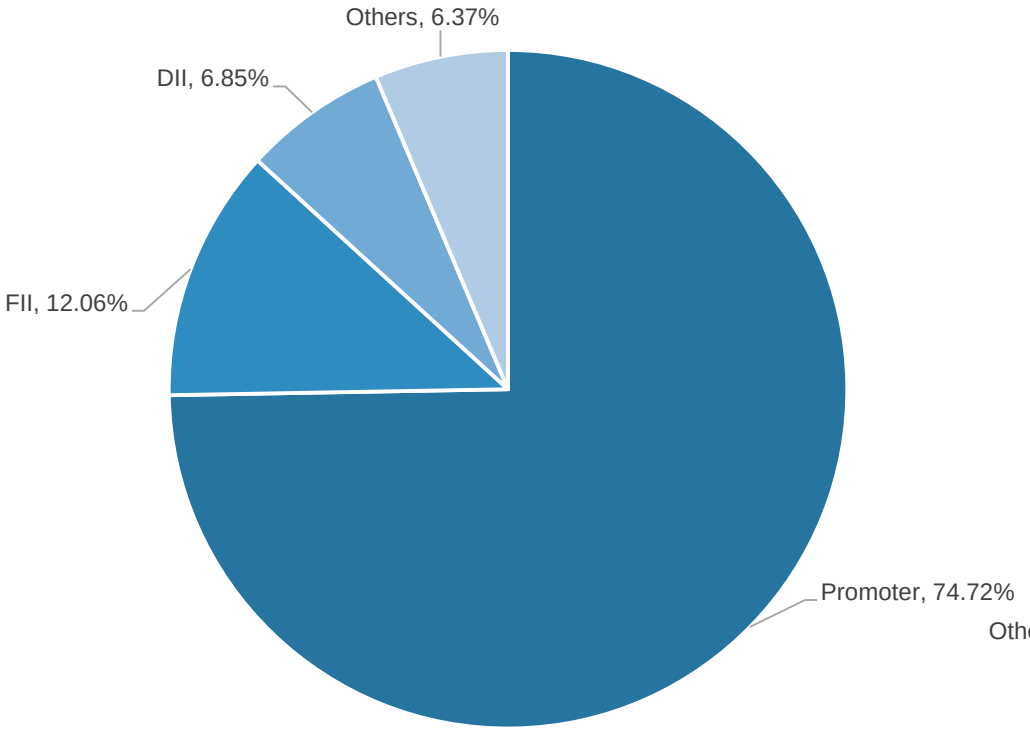
Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value ^ of investment (₹ crore)
Godrej Consumer Products (GCPL)	FMCG, Personal and Household Care products	23.8%	1,366	19,828
Godrej Properties (GPL)	Real Estate and Property Development	53.5%	727	8,807
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry, Dairy & Oil Palm	58.0%	326	6,875*
Godrej International	International Trading	100%	15	
Godrej International & Trading	International Trading & Investments	100%	4	
Natures Basket	Fresh Food & Gourmet Stores	100%	384	
Others		--	23	
	Total		**2,845**	

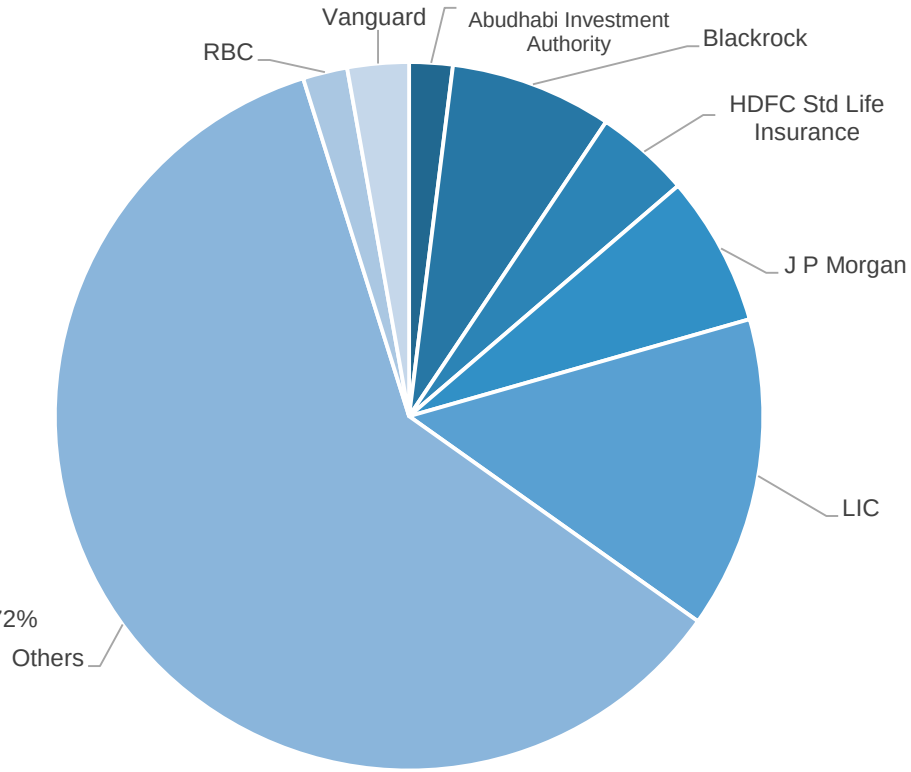
Market Value of GIL's investment in GCPL + GPL + GAVL* increased by ~ ₹ 6,696 crore (23%) on YoY basis

**For GAVL 16th Oct,2017, GAVL listing date is taken for comparison.*

^ *as on Jun 30, 2018*

SHAREHOLDING PATTERN AS ON JUNE 30, 2018





Major Institutional Investors

THANK YOU FOR YOUR TIME AND CONSIDERATION