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CIN : L24246MH2000PLC129806

August 25, 2016

The Bombay Stock Exchange Limited
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,
Mumbai 400 023.

Scrip Code : 532424

**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 on our website.

Yours Faithfully,
For Godrej Consumer Products Ltd



V Srinivasan
Chief Financial Officer & Company Secretary

Encl: As above





August 25, 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



United States of America

Leading player in
Wet Hair Care

Latin America

Second largest player in
Hair Colours
(Argentina, Chile)
Depilatory products
(Chile)

Third largest player in
Colour cosmetics
(Chile)

United Kingdom

Second largest player in
Hand sanitisers

Fourth largest player in
Female deodorants

Sub Saharan Africa

Leader in
Ethnic hair colours
Hair extensions

India

Leader in
Hair colours
Household insecticides
Liquid detergents

Second largest player in
Soap

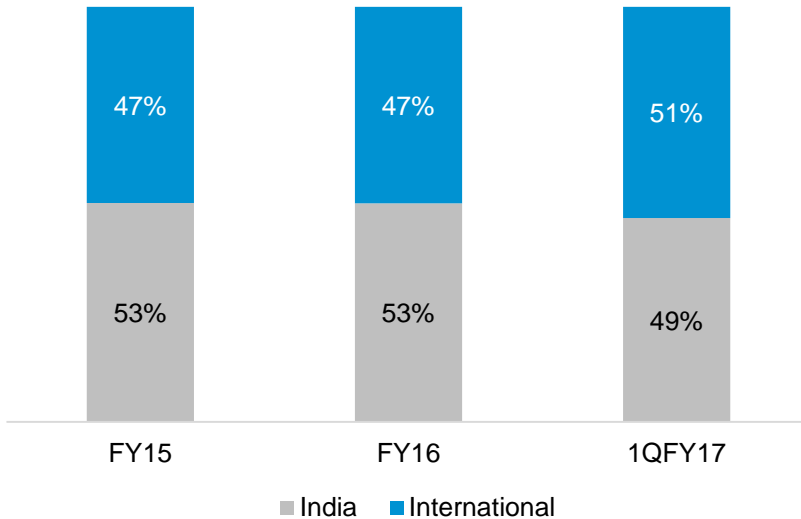
Indonesia

Leader in
Household insecticides
Air fresheners
Wet wipes

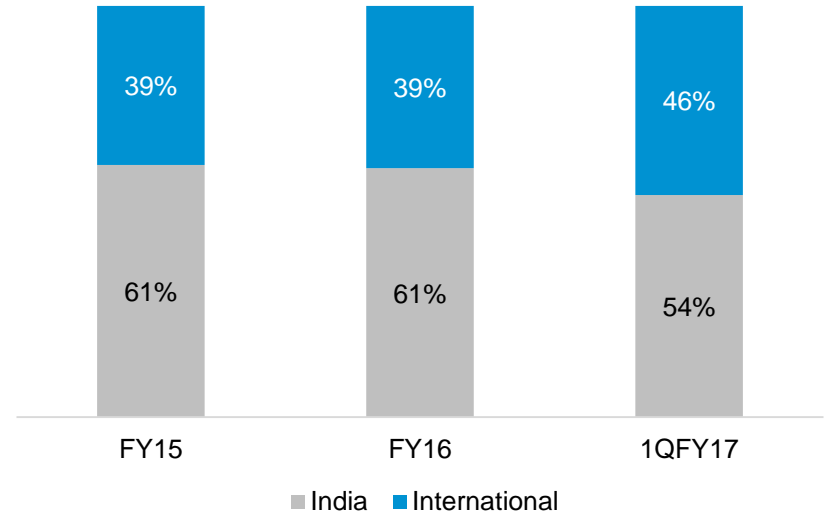
Our business performance

International business now contributes to nearly half of our consolidated revenues

Revenue

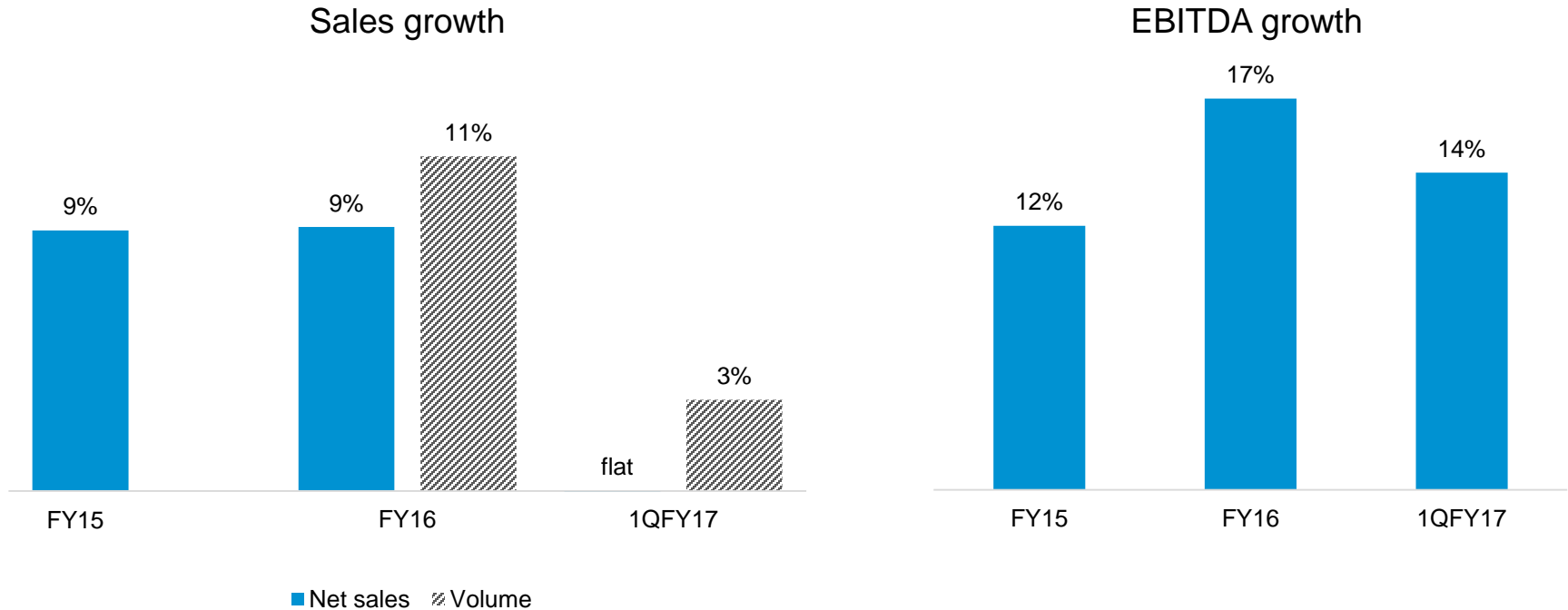


EBITDA



India business performance

We have delivered consistent, healthy volume led ahead of the category sales growth; faced seasonal challenges in Household Insecticides in 1QFY17



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

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

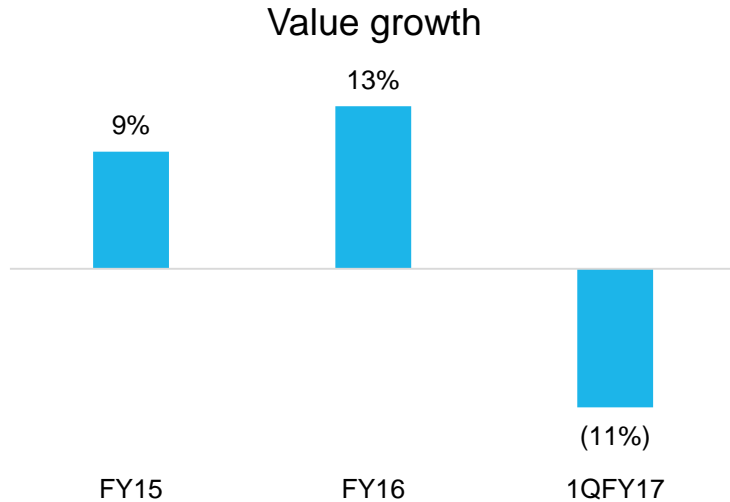


1 in 3 
Rural households use household insecticides

3 in 4 
Urban households use household insecticides

Household Insecticides

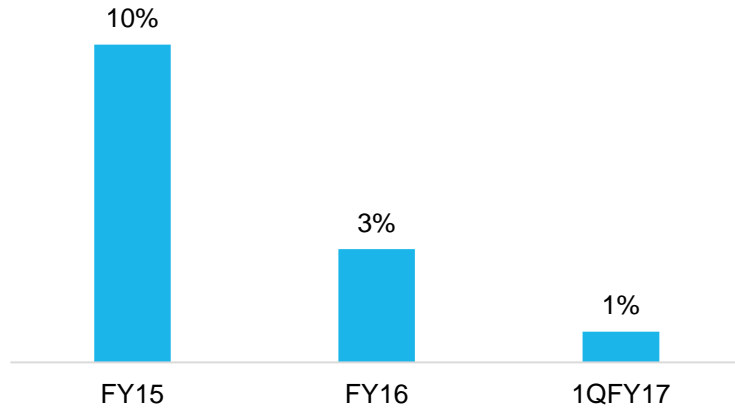
Continues to deliver strong growth; leveraging opportunities to increase penetration
Faced seasonal challenges in 1QFY17



Soaps

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

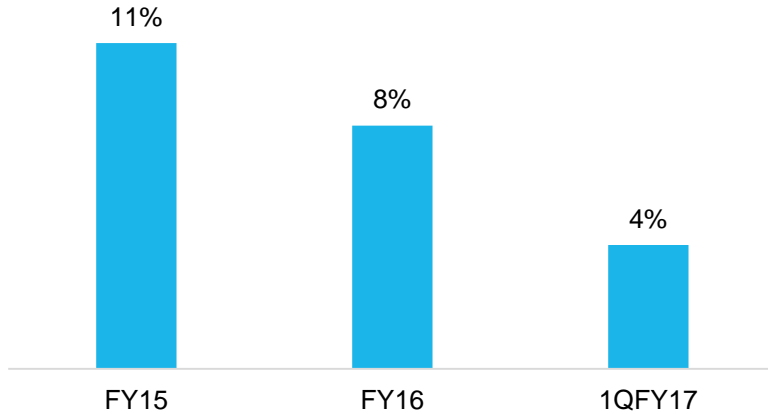
Value growth



Hair Colours

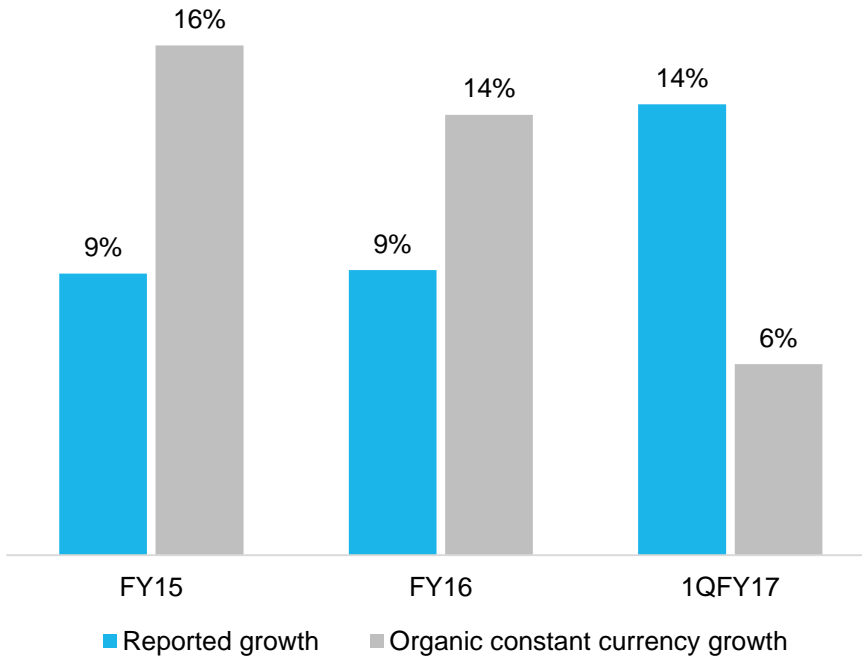
New innovations are driving robust volume-led sales growth

Value growth

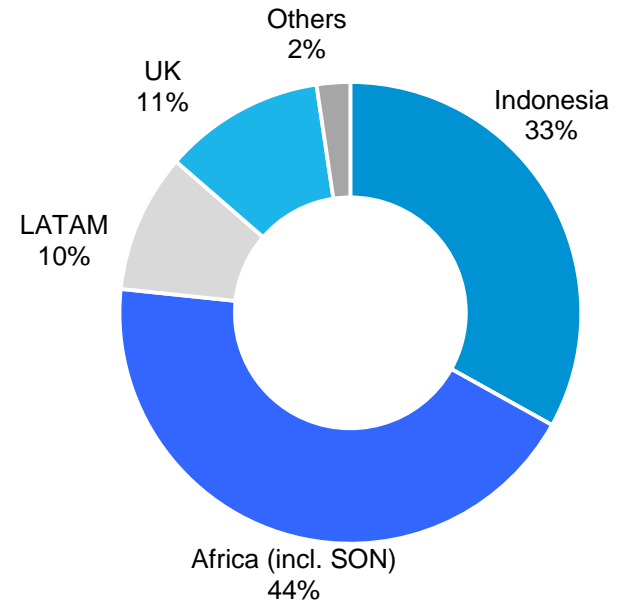


International business is scaling up well

International sales growth



International sales breakup*



*As of 1QFY17
Adjusted for SON's April 2016 sales

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



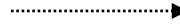
Argentina



India



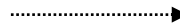
India



Indonesia



USA



Africa



Robust innovation track record

Hair care



Godrej Expert Crème

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



BBLUNT

BBLUNT 'Salon Secret' High Shine Crème hair colour is a 3-part system, for the first time in India, with shine tonic that gives better shine and hair feel that a regular 2-part home hair colour has never been able to deliver



NYU

Cross pollinated hair colours in Indonesia with the launch of 'NYU' crème hair colour

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 strengthens position in value added soaps portfolio with the launch of *Godrej No. 1 Germ Protection* and *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



Good knight Neem Activ+

Building the naturals platform with *Good knight Neem Activ+*



Hit

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

Robust innovation track record

Household insecticides



Good knight Personal Repellents

Expanding the household insecticides category to provide Personal & Out of Home protection from mosquitoes in innovative formats

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

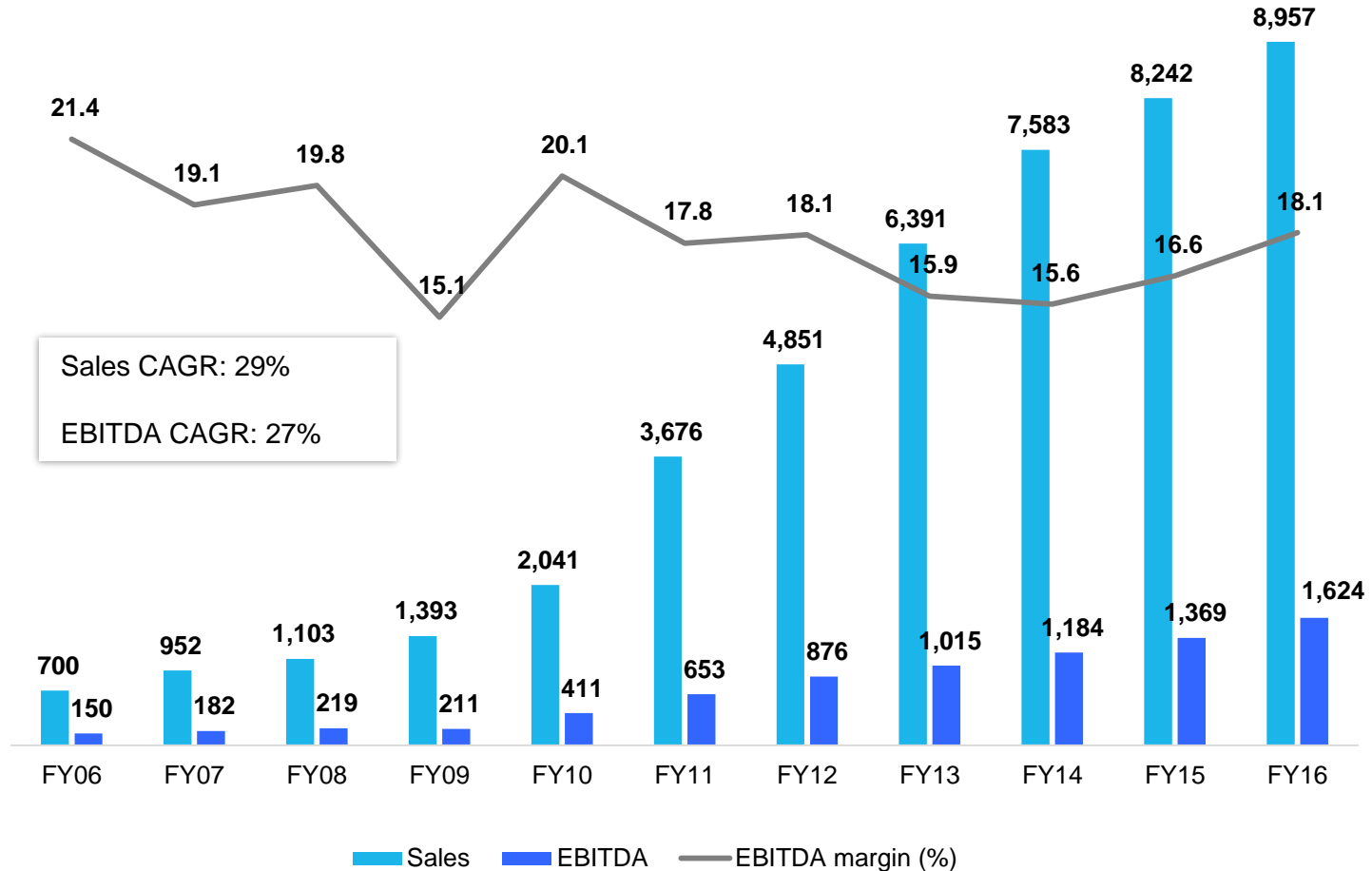
6

Building an agile and high performance culture

7

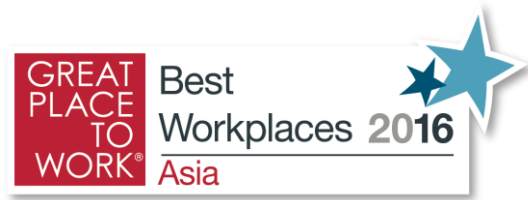
Reinforcing our commitment to Good & Green

We have consistently delivered strong performance



Note: Values in INR crore

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.

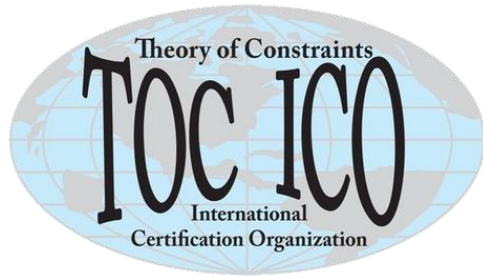


#1 in India FMCG
#5 in India Overall



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'

Our Good & Green commitment

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



**Ensuring
Employability**

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



**Greener
India**

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



**Product
Innovation**

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

1Q FY2017

SNAPSHOT

1Q FY17 performance overview

Growth	Consolidated	India	International
Net Sales	7%	flat	14%
Net Sales – Organic*	1%	flat	2%
Net sales - Organic constant currency*	3%	flat	6%
Volume growth		3%	
EBITDA	20%	14%	30%
EBITDA – Constant currency	20%	14%	29%
Net profit	109%	12%	-
Net profit w/o exceptionals	18%	12%	15%

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

Volume-led 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.
- Volume growth of 3%
- Innovation momentum stepped up with multiple new product launches
- 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

Healthy profit growth despite macro economic headwinds

- **Indonesia** continues its competitive, profitable growth in a tough operating environment
- **Africa (incl. SON)** sustains double-digit organic growth and improves profitability
- Macro led moderation in **LATAM** growth; hair colours market share continues to increase
- **Europe** growth impacted by unfavourable weather



1Q FY17 reported performance snapshot

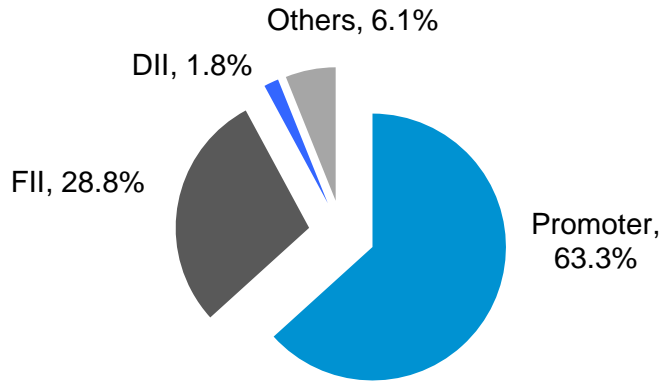
	India			Consolidated		
	1Q FY16	1Q FY17	Y/Y	1Q FY16	1Q FY17	Y/Y
Sales	1,048	1,048	flat	1,985	2,120	7%
Gross Profit	590	571	(3%)	1,064	1,138	7%
<i>Gross Margin (%)</i>	<i>56.3%</i>	<i>54.5%</i>	<i>(180) bps</i>	<i>53.6%</i>	<i>53.7%</i>	<i>10 bps</i>
EBITDA	180	205	14%	316	380	20%
<i>EBITDA Margin (%)</i>	<i>17.2%</i>	<i>19.6%</i>	<i>240 bps</i>	<i>15.9%</i>	<i>17.9%</i>	<i>200 bps</i>
Net Profit	135	152	12%	117	244	109%
<i>Net Profit Margin (%)</i>	<i>12.9%</i>	<i>14.5%</i>	<i>160 bps</i>	<i>5.9%</i>	<i>11.5%</i>	<i>560 bps</i>
EPS (INR)	3.98	4.45	12%	3.43	7.17	109%

All values in INR crore

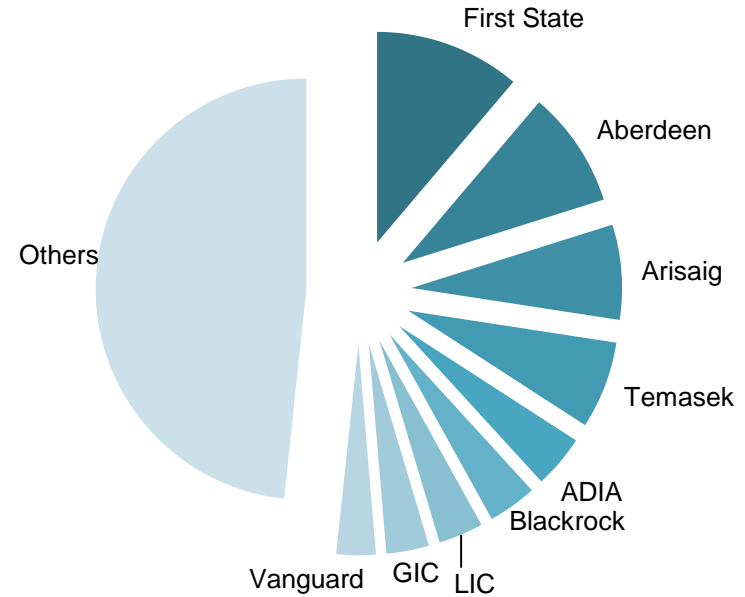
Way ahead

- Growth rates looking up post onset of monsoons in India
- 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



Major investors



Contact us

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THANK YOU FOR YOUR TIME AND CONSIDERATION