

PRESS RELEASE

Q1 FY 2026 results - Double-digit topline growth led by strong volume performance across countries

Mumbai, August 7, 2025: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended June 30, 2025.

FINANCIAL OVERVIEW

Q1 FY 2026 FINANCIAL PERFORMANCE SUMMARY:

- Q1 FY 2026 consolidated sales grew by 10% in INR and 11% in constant currency terms year-on-year on the back of underlying volume growth of 8%,
 - Standalone business underlying volume grew by 5%, sales grew by 8% year-on-year
 - Indonesia underlying volume growth remained flat, sales de-grew by 4% in constant currency and INR terms, year-on-year
 - Africa, USA, and Middle East organic sales grew 30% in INR and 29% in constant currency terms, year-on-year
 - Latin America and Others grew sales by 18% in INR and 29% in constant currency terms, year-on-year
- Q1 FY 2026 consolidated EBITDA* margins stood at 19.2%
- Q1 FY 2026 consolidated net profit remained flat year-on-year (without exceptional items and one-offs) due to temporary headwinds

*EBITDA incl. forex

MANAGING DIRECTOR AND CEO'S COMMENTS

Commenting on the business performance, Sudhir Sitapati, Managing Director, and CEO, GCPL, said:

Q1FY26 has been a good quarter for GCPL. In particular, our Standalone, excluding soaps, business has had an excellent performance, delivering an underlying volume growth around teens, led by robust broad-based performance. Our international business has been impacted due to macro headwinds and competitive pricing pressures in Indonesia which was compensated by strong performance in Africa. On a consolidated basis, our Revenues grew 10% in INR terms, with 8% underlying volume growth and -3% on EBITDA.

India has had a good quarter, delivering revenue growth of 8%. Our volume growth was 5% and EBITDA growth was -6%. However, excluding soaps, we grew underlying volumes by teens with soaps volume growth impacted by volume-price rebalancing. We had a robust performance in Household Insecticides which grew volumes in high single digit, led by Electrics growing in double digits. We have gained market share in Electrics on the back of product relaunches and are very happy with the outcome of our actions. Air Fresheners, Laundry Liquids, etc. have continued to deliver strong underlying volume growth. Furthermore, as guided during our annual Investor Meet 2025, we are on track to deliver ~200 bps of savings in Media investments, without compromising on our reach. These savings are a result of better planning, automation and negotiations with a new agency.

Our Indonesia business has been impacted by macro headwinds and competitive pricing pressures. However, we expect this to be transitory in nature with the situation likely to improve in a few months. Our Africa business continued its solid performance with sales growing at 30% and EBITDA growing at 15%. We successfully launched Aer Pocket across all markets in Africa and are seeing an incredibly positive consumer response. Latin America continues to do extremely well with high single-digit underlying volume growth and EBITDA margins now in double digit.

As guided during our Investor Meet, we expect performance to improve sequentially in FY26 with the second half performance expected to be better than the first half. Standalone EBITDA margin in H1FY26 is likely to be below our normative range but is expected to improve in the second half. While palm oil prices started moderating towards the end of June, benefits of this moderation will only be realized in H2FY26. We believe that we are on track to deliver mid-high-single digit UVG for our Standalone business, high-single digit Consolidated INR revenue growth and double-digit Consolidated EBITDA growth for the full year.

We are on track in our journey to reduce wasted cost and are deploying this to drive profitable and sustainable volume growth across our portfolio through category development. We remain committed to our purpose of bringing the goodness of health and beauty to consumers in emerging markets.

BUSINESS UPDATE - INDIA

Performance Highlights

- Q1 FY 2026 sales grew by 8% to ₹2,307 crore; UVG grew by 5%
- Q1 FY 2026 EBITDA declined by 6% to ₹499 crore

Category Review

Home Care

Home Care grew by 16%

- Solid performance in Household Insecticides with strong high single-digit UVG. Electrics delivered double-digit growth and incense sticks grew ~2.5X. Strong market share gains across all key parts of the portfolio. Non-mosquito portfolio grew strong double-digit UVG post the launch of Mini ARG.
- Air Fresheners continues to deliver consistent and strong double-digit growth with broad-based growth across formats. Aer-O continues to scale, growing ~2x. Aer Spray delivered excellent growth due to the shift in value from trade to consumer. New launch of Aer Plug in the market. We continue to be market leaders in the category gaining market share.
- Fabric Care delivered strong double-digit UVG for the sixth consecutive quarter. We continue to gain market share on the back of strong gains in Godrej Fab.

Personal Care

Personal Care grew by 1%

- Personal Wash is witnessing price-volume rebalancing driven by commodity volatility. It saw subdued performance with flattish revenue due to competitive pricing, trade margins and grammage reduction. Market share continues to be positive. Expect similar margin pressure in Q2; however, H2FY26 is likely to see return to normalized margins led by moderation in palm.
- Hair Colour delivered a strong double-digit performance. UVG grew double digits led by an impressive performance in Godrej Expert Rich Crème and Godrej Selfie Shampoo Hair Colour. Market share continues to be positive across our key products - Crème and Shampoo Hair Colour.
- Deodorants portfolio grew at mid-teens. New launch of Amazon Woods 4X has witnessed good repeat rates. Bloq Anti-perspirant, launched in Tamil Nadu, has seen a positive traction and strong repeats.

Cost Initiative

- Cost initiatives have yielded 150-200 bps of savings in A&P as planned

BUSINESS UPDATE - INDONESIA

- Indonesia faced a difficult quarter. Macro headwinds and increased competitive intensity led to Flat UVG. Sales de-grew by 4% in constant currency and INR terms and EBITDA declined by 13% due to competitive pricing.
- Hair Colours continued its strong run of performance and delivered double-digit growth led by Shampoo Hair Colour. Baby Care continued to grow and gain market share.

BUSINESS UPDATE - AFRICA, USA AND MIDDLE EAST

- New products in Hair Fashion have started delivering positive performance across key markets.
- Strong launch of Aer Pocket in Nigeria, South Africa, Mozambique and Zambia; good traction and repeat sales. Hair Care range continues to deliver strong double-digit growth across Africa.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company, driven by the purpose of bringing the goodness of health and beauty to consumers in emerging markets. As part of the Godrej Industries Group, we are fortunate to have a proud legacy of over 125 years, 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, we enjoy the patronage of 1.4 billion consumers globally. 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.

We believe that we are only as good as what we do next. So, we strive to continuously improve how we do business, and how we live in the world, shaping a more sustainable and responsible future by placing our planet and people alongside profit. Through Godrej Good & Green, we are helping create a more inclusive and greener planet, in line with the United Nation's Sustainable Development Goals, and the needs of local communities. At the Godrej DEI (Diversity, Equity, Inclusion) Lab, we work on empowering inclusion, help build DEI ecosystems across corporate India and aim to bring ideas and innovation related to DEI to the mainstream.

Disclaimer:

Some of the statements in this communication may be "forward looking statements" within the meaning of applicable laws and regulations. These forward-looking statements are based on currently available information, current assumptions and expectations and projections about future trends, which are inherently subject to risks and uncertainties that may cause actual results to differ substantially from those expressed or implied in those statements. Such risks and uncertainties include, but are not limited to, general industry and market conditions, changes in industry structure, changes in Indian and international political and economic environment, domestic and global demand and supply conditions, changes in tax regimes, government regulations, import duties, exchange rate fluctuations, corporate actions including acquisitions, litigation or regulatory proceedings and labour relations. Investors are advised to exercise caution and not place undue reliance on any forward-looking statements. The Company does not undertake to update, amend or revise any forward-looking statement, whether as a result of any new information, subsequent development, future events or otherwise.