

## PRESS RELEASE

### 2Q FY 2024 results – GCPL delivers double-digit volume growth

**Mumbai, November 1, 2023:** Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ending September 30, 2023.

#### FINANCIAL OVERVIEW

##### 2Q FY 2024 FINANCIAL PERFORMANCE SUMMARY:

- 2Q FY 2024 Consolidated sales grew by 6% in INR terms, led by volume growth of 10%; constant currency growth of 16% year-on-year
  - India business sales grew by 9% year-on-year, led by volume growth of 11%
  - Indonesia sales grew by 16% in INR terms and 14% in constant currency terms, year-on-year
  - Africa, USA and Middle East sales declined by 5% in INR terms and grew by 17% in constant currency terms, year-on-year
  - Latin America and SAARC sales grew by 5% in INR terms and 99% in constant currency terms, year-on-year
- 2Q FY 2024 Consolidated EBITDA\* grew by 30% year-on-year
- 2Q FY 2024 Consolidated net profit grew by 17% year-on-year (without exceptional items and one-offs)
- The Board of Directors have declared an interim dividend of 500% (₹5 per share). This would result in a payout of ₹511 crore.

\*EBITDA incl. forex

## MANAGING DIRECTOR AND CEO'S COMMENTS

Commenting on the business performance of 2Q FY 2024, Sudhir Sitapati, Managing Director and CEO, GCPL, said:

*We delivered a steady performance in 2Q FY2024, despite the tough operating environment. Our Consolidated volumes grew in double-digits at 10% while sales grew by 6%. Sales in constant currency terms grew by 16%. In India, we delivered 11% volume growth. In Indonesia, our performance continues to improve with double-digit constant currency growth of 14%. Africa, USA and Middle East continue to grow in double-digits in constant currency terms, while performance in INR terms was impacted due to the Naira devaluation.*

*Our quality of profits continues to improve consistently over the last few quarters with reported Consolidated Gross Margin improving sharply by 700 bps year-on-year and 110 bps quarter-on-quarter. Our EBITDA\* Margin, too, improved by 360 bps year-on-year despite continued media investments, which increased 33% year-on-year.*

*We continue to remain focused on driving volume-led growth along with healthy investments in our brands and improvement in profitability. We continue to have a strong balance sheet. 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.*

\*EBITDA incl. forex

## BUSINESS UPDATE – INDIA

### Performance Highlights

- 2Q FY 2024 sales grew by 9% to ₹2,129 crore; volume grew by 11%
- 2Q FY 2024 EBITDA\* grew by 30% to ₹552 crore
- 2Q FY 2024 net profit without exceptions and one-offs grew by 10% to ₹379 crore

### Category Review

#### Home Care

Home Care grew by 5%

- Performance in Household Insecticides was flattish due to poor monsoons. The non-mosquito portfolio continues to consistently perform well. Our volume market share increased during the quarter, supported by category development activities.
- Air Fresheners continue to consistently deliver strong double-digit volume and value growth. Aer continues to gain share and enjoy market leadership. Aer O is performing well and receiving an encouraging response.

#### Personal Care

Personal Care declined by 1%

- Personal Wash delivers low-single digit volume growth. Our market share increased, led by effective media campaigns and micro-marketing initiatives. Magic handwash continues to deliver strong double-digit volume growth.
- Hair Colour volumes grew in low single digit; growth was impacted due to one additional month of 'Shravan' (auspicious month according to the Hindu calendar) during the quarter. INR 15 Godrej Expert Rich Crème continues to perform well and drive format penetration. We continue to gain market share.

#### Park Avenue and KamaSutra

- Our newly acquired brands witnessed a sharp improvement in their sequential sales run-rate, clocking a sales value of ₹142 crore. The integration of the brands has largely been completed, with cost synergies expected to flow from 2HFY24. Estimate EBITDA to be positive, despite the scaling up of media investments. The brands are on track to achieve full-year ambition.

## BUSINESS UPDATE – INDONESIA

Sales grew by 14% (constant currency) and 16% in INR terms, aided by media investments. EBITDA\* margins are at 17.9%, up by 80 bps year-on-year, led by gross margin expansion. The business continues to scale up its GT distribution, drive renovation in the portfolio and seed access packs.

\*EBITDA incl. forex

## BUSINESS UPDATE – AFRICA, USA AND MIDDLE EAST

Our Africa, USA and Middle East cluster delivered a sales growth of 17% in constant currency terms. Performance in INR terms was impacted by the devaluation of Naira. FMCG categories continue to outperform. EBITDA\* margins at 8.5%, up 310 bps year-on-year led by gross margin expansion.

\*EBITDA incl. forex

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the over 125-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 1.2 billion consumers globally, across different businesses. 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.

### **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.*