

Q3FY2021 Investor and Analyst Performance Update

8 February, 2021



KEY HIGHLIGHTS

Second consecutive quarter of double-digit profitable sales growth; 81% of portfolio grows at 14%

Consolidated Sales growth

10% (11% CC)

India Sales growth

11%

Consolidated EBITDA growth

13%

1 81% of global portfolio comprises Household Insecticides, Hygiene and Value For Money products, delivering 14% growth

3 Household Insecticides delivers 7% growth in India; 5% globally

5 Strong Value For Money products growth of 22%

2 Second consecutive quarter of double digit growth; India 11%, Africa, USA & Middle East 17% (CC), Latin America & SAARC 35% (CC); Indonesia declined 2% (CC)

4 Strong growth momentum continues in Hygiene (including Soaps) of 19%

1 81% of our global portfolio comprises Household Insecticides, Hygiene and Value For Money products, delivering 14% growth

81% contributing to 14% growth



HOUSEHOLD INSECTICIDES



5%



HYGIENE



19%



VALUE FOR MONEY



22%



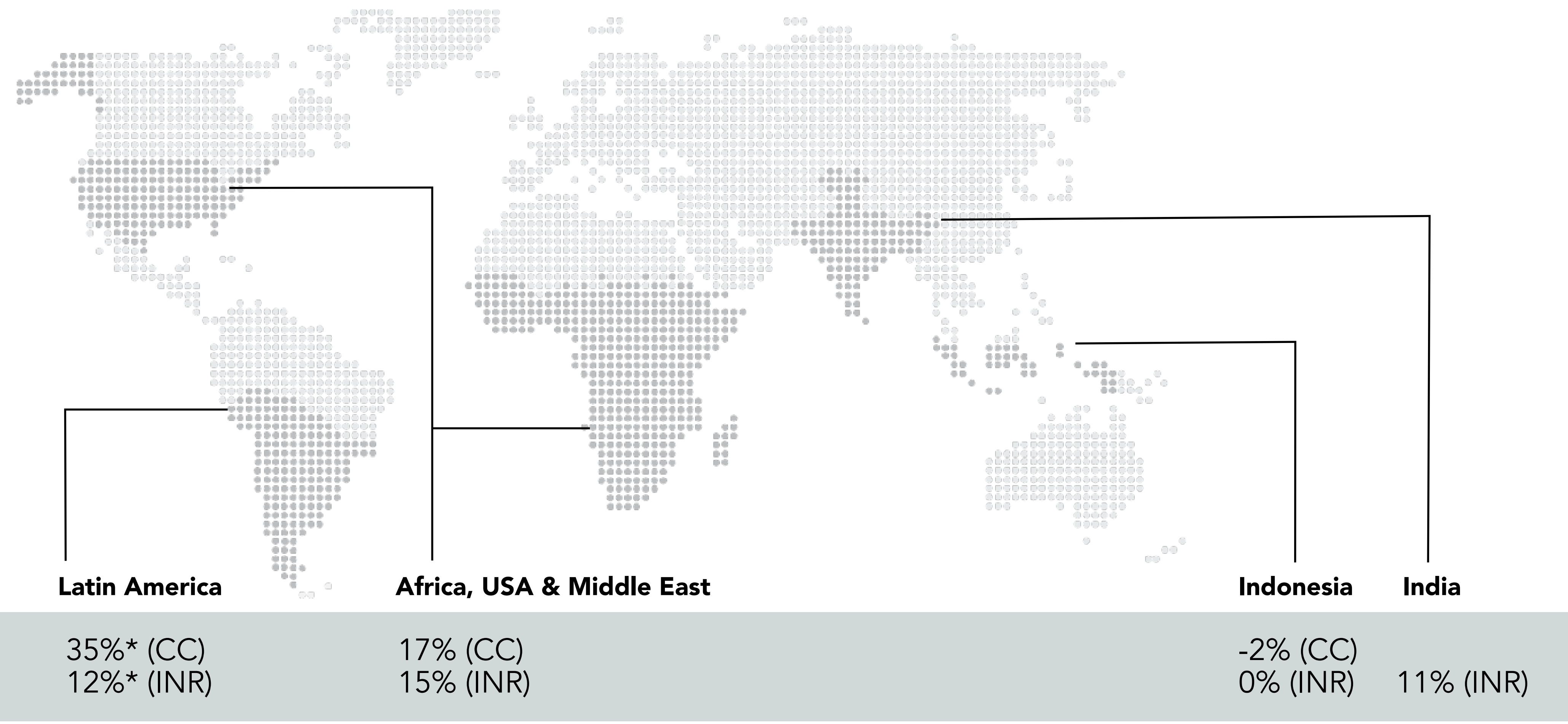
OTHERS



- 3%

2

Second consecutive quarter of double-digit sales growth; India 11%, Africa, USA & Middle East 17% (CC), Latin America & SAARC 35% (CC); Indonesia declined 2% (CC)



Q3FY2021
Performance

Note: *Includes SAARC; CC - Constant Currency

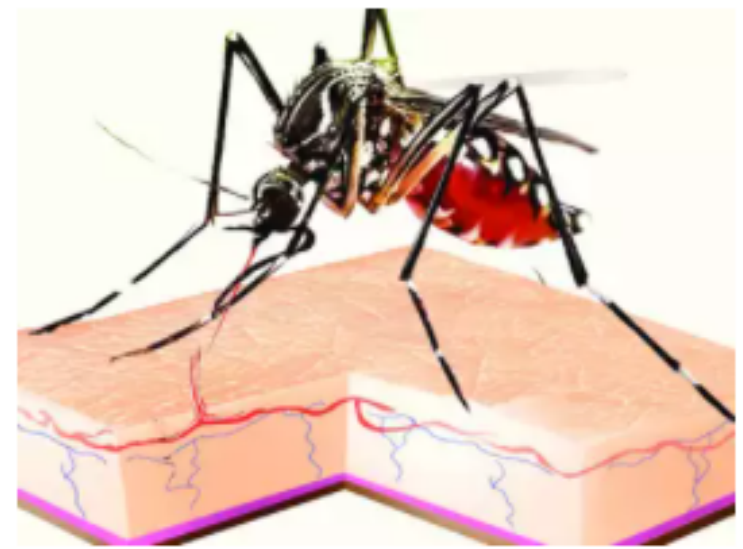
3 Household Insecticides delivers 7% growth in India; 5% globally

- Consumers do not want to take any chances with their health; vigilance against mosquitos and protecting themselves against malaria and dengue has gone up
- Full portfolios across formats and price points in India and Indonesia
- Continue to pivot advertising more towards disease prevention
- Multiple growth opportunities in the category: penetration, innovation in burning formats, scaling up non-mosquito portfolio and upgrades, premiumisation

Consumers continue to be vigilant

Dengue & malaria keep health department on its toes

TNN | Updated: Dec 17, 2020, 12:18 IST



GURUGRAM: Amid the pandemic, rising cases of dengue in the city is posing a major challenge to the health department. This year, 51 cases have been reported so far compared to 22 cases last year. There have, however, been no fatalities yet.

The health department has carried out extensive inspections throughout the city and has found that most of the cases are being reported from DLF pockets, Sushant Lok, and sectors 51, 46 and 14. In December, a total of 1,84,895 houses have been inspected so far and 63 notices have been served where mosquito larvae were found.

"There are also more than 800 suspected cases of dengue and about 50 confirmed malaria cases," said a senior official.

"Larvae were found in 1,535 houses. Coolers, water tanks, containers and other water collection points were checked. Realising the seriousness of the situation, the health department is fumigating every 50 houses in neighbourhoods that have a suspected dengue case to avoid any outbreak," Dr Ram Prakash, district epidemiologist, said.

Disease prevention advertising



खतरा दिखते ही उसे तुरंत मारिए

आसपास मच्छर होने से मलेरिया और डेंगू जैसी बीमारियों का खतरा रहता है। काला विट लाइम मच्छरों को तुरंत मार कर यह खतरा मिटा देता है।

मच्छरों का अंत, तुरंत

₹99



प्रजापिताम कोसम जारि

Good knight

ఈ వర్షాకాలంలో డంగూ, మలేరియాల నంచి ఎలా రక్షించుకోవాలి

STEP 1 వీరు నిలవ ఇంకా చూసుకోండి

STEP 2 దోమ తెరలవ వాడండి

STEP 3 చేతుల పూరిలో కప్ప ఉంచే దునులి న వేసుకోండి

STEP 4 ఇంట్లో చెతి వేసుకోకండా పారేయండి

STEP 5: ఏదైనా ప్రఖ్యా క దోమల నివారణ ప్రంద్ న వాడండి



The power of pest* control, now in your hands.

HIT

Anti Roach GEL

NOW AT ₹249 ONLY

ONLY ₹249

45 DAYS | **Odourless Gel**



4 Strong growth momentum continues in Hygiene (including Soaps) of 19%



Saniter in Indonesia



Protekt in India

5 Strong Value For Money products growth of 22%



Darling Empress range in Nigeria



Godrej Expert Rich Crème in India

FINANCIAL PERFORMANCE UPDATE

Q3 FY2021: Financial Performance

Growth (year-on-year)	Consolidated Business	India Business
Net Sales (Reported)	10%	11%
Net Sales (Constant Currency)	11%	-
EBITDA	13%	8%
Net Profit (Reported)	13%	(4%)
Net Profit (Without exceptional and one-off items)	17%	4%

Q3 FY2021: Exceptional and One-off Items

Consolidated Business	Q3 FY2021	Q3 FY2020
Net Profit (Reported)	502	445
<i>Exceptional (Post tax)</i>		
Restructuring cost in Latin America	2.9	4.6
Reversal of contingent consideration in USA	(9.4)	-
Deferred Tax – Change in maximum marginal tax rate in India	(0.03)	(26.5)
Net Profit (Without exceptional and one-off items)	496	423

Q3 FY2021: Second consecutive quarter of double-digit growth in India, USA & Middle East; Indonesia delivers soft performance

Geography	Sales (₹ crore)	Growth (Year-on-Year)	Constant Currency Growth (Year-on-Year)
India	1,658	11%	-
Indonesia	447	0%	(2%)
Africa, USA and Middle East	779	15%	17%
Latin America and SAARC	179	12%	35%
Total Net Sales	3,025	10%	11%

Note: Total Net Sales includes the impact of contra and inter company eliminations

Q3 FY2021: Driving profitable growth

	India	Indonesia	Africa, USA & Middle East	Latin America & SAARC
Q3FY21 Reported EBITDA Margin	28.5%	25.0%	13.6%	11.8%
Business support charges, Royalty & Technical fees (₹ crore)	(6.5)	1.5	3.7	1.3
Q3FY21 Operating EBITDA Margin	28.1%	25.3%	14.1%	12.5%
Q3FY20 Operating EBITDA Margin	28.9%	24.6%	12.2%	3.5%
Change in EBITDA Margin (bps)	(80)	70	190	900

Q3 FY2021: Key Balance Sheet data

Particulars	Units	Dec 31, 2020	Dec 31, 2019	Sep 30, 2020
Working Capital ex-Cash*	₹ crore	499	435	130
Working Capital*	Days	17	16	5
Cash & Equivalents	₹ crore	972	1,535	913
Total Debt	₹ crore	1,997	3,526	2,036
Debt denominated in INR	₹ crore	100	422	125
Debt denominated in USD	₹ crore	1,706 (USD 232 m)	2,893 (USD 406 m)	1,744 (USD 236 m)
Debt denominated in other currencies	₹ crore	191	211	167
Other Financial Liabilities	₹ crore	251	435	344
Shareholder's Equity	₹ crore	9,168	7,877	8,653
Capital Employed*	₹ crore	10,572	11,014	10,179
Net Debt / Equity	x	0.14	0.31	0.17
ROE*	%	20.1%	20.8%	19.5%
ROCE*	%	21.9%	19.2%	21.2%
Operating ROCE*	%	81.4%	62.2%	89.1%

Note: *Excluding MAT credit entitlement, one time deferred tax and other one time exceptions

INDIA BUSINESS UPDATE

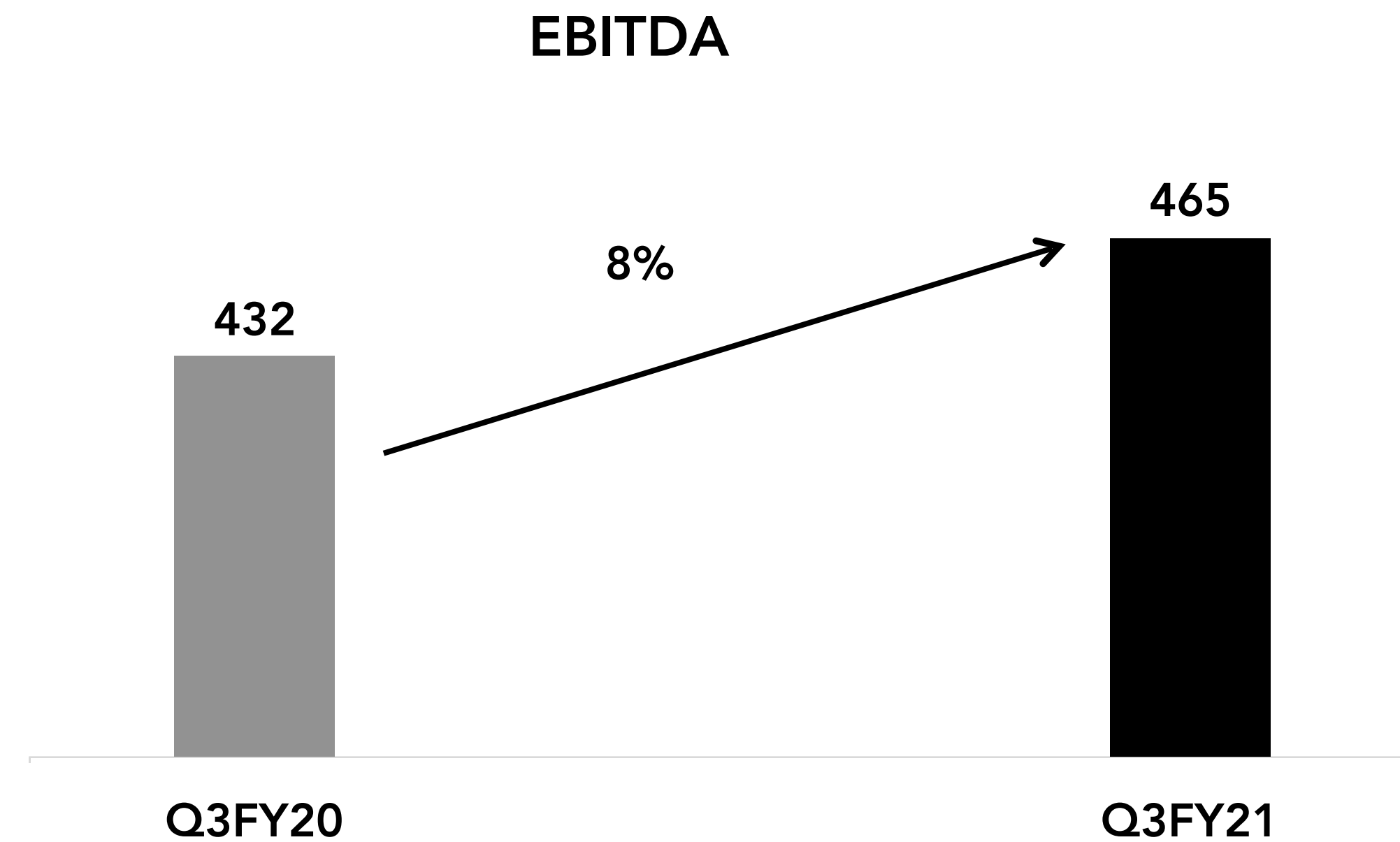
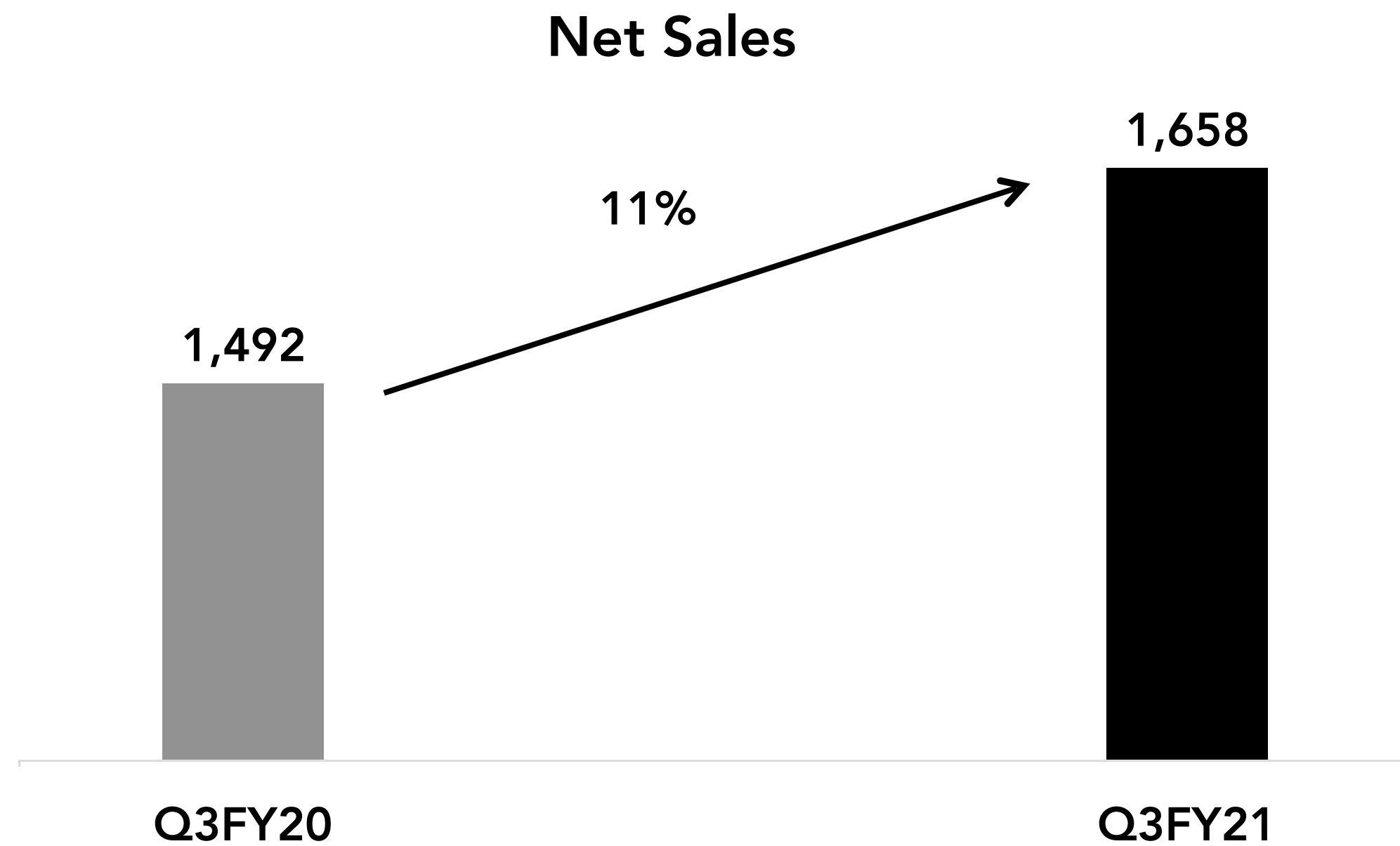
Second consecutive quarter of double-digit sales growth

Financial performance

- Sales growth of 11%
- EBITDA margins at 28.1%, decrease of 80 bps year-on-year driven by upfront marketing investment and calibrated end consumer price increases
- Year-to-date EBITDA margins at 27.8%, increase of 140 bps year-on-year

Operating performance

- Strong growth led by Soaps and sharp recovery in Hair Colour
- Steady performance in Household Insecticides
- Doubling down on chemists and e-commerce; ramping up rural distribution
- Continue to scale up Hygiene



Double-digit sales growth led by Soaps, Hair Colour; steady performance in Household Insecticides

	Sales (₹ crore)	Growth (Year-on-Year)
Household Insecticides	662	7%
Soaps	478	15%
Hair Colours	177	14%
Other Categories	325	10%
Unbranded and Exports	94	12%
Total	1,736	11%
Sales and trade promotion spends, etc. (To be netted off from Sales as per Ind AS)	78	2%
Sales	1,658	11%
Branded Volume Growth		7%

Steady performance in Household Insecticides

- Sales growth of 7%; steady sales growth of 11% over the last 9 months
- Strong growth in aerosols, electric formats and non-mosquito portfolio; soft performance in burning formats and personal repellents
- Driving premiumisation and innovation-led growth with the launch of Good knight Gold Flash, Good knight Smart Spray and Good knight Natural Neem products; new launches planned for the medium term
- Continue to build on strategic pivots: taking the category beyond mosquitoes, scaling up personal repellents portfolio



Strong performance in Soaps

- Second consecutive quarter of double-digit sales growth of 15%
- Continue to gain market share
- Continued focus on micro marketing initiatives to drive growth
- New launches in Health are scaling up well

CINTHOL

DOES YOUR GERM PROTECTION SOAP SMELL LIKE A HOSPITAL?

NEW CINTHOL HEALTH+



99.9% GERM PROTECTION*


Intense Doo Fragrance

BUY NOW


*As per lab test on select organisms.

Goorej

protekt




99.9% germ protection*



health soap

99.9% germ protection*



99.9% germ protection*

Goorej

No.1

सबसे बड़ा साबुन.*

63 ग्राम हल्दी और चंदन सोप ₹10 में



sandal turmeric

Sharp recovery in Hair Colours

- Sales growth of 14% driven by uptick in overall category growth
- Continue to gain market share
- Godrej Expert Rich Crème continues to perform well by leveraging Do-It-Yourself (DIY) trends through influencers
- Godrej Expert Easy 5 Minute Shampoo Hair Colour performing well post national scale up





**This Diwali
give your hair a stylish
brown look.**

Godrej Expert Rich Crème enriched
with 10X aloe vera* colours grey hair and
keeps your hair soft and shiny



₹30**

20g+20ml



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**This Festive Season,
give your hair a stylish new look with**
New Godrej Expert Rich Crème Fashion Hair Colour.

₹40*

*30g + 30ml



Available on
NYKAA

NO AMMONIA | ENRICHED WITH ALOE VERA

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#HairColouringSoEasy

Godrej Protekt scaled up into full Hygiene portfolio

Godrej protekt

We'll protect the joy of your favourite festival, every time you step out.

Presenting, Godrej protekt on the go range.

The festive season is here and we know that your family's protection is on your mind. That's why, we bring you products that ensure that all of you stay protected, wherever you go. So, be it wearing a mask, sanitizing hands or disinfecting surfaces, Godrej protekt goes all the way to make your festivities safer and happier.

germ protection

- + 99.9% germ kill*
- + Alcohol-based
- + 99.9% germ kill*
- + Anti-bacterial
- + 95% Bacteria filtration
- + 95% Particle filtration
- + 95% Dust filtration
- + 99% Splash & droplet resistance

*Based on selected microorganisms.

Godrej protekt

इस ग्लोबल हैंडवॉशिंग डे,

आइए नियमित रूप से अपने हाथ धोने का संकल्प लें।
और कीटाणुओं और वायरस के खिलाफ इस जंग को जीतें।

भारत के सबसे किफायती हैंडवॉश के साथ।*

refill ₹15

magic powder to liquid HANDWASH

magic liquid HANDWASH

Godrej protekt India movement

*हर लीटर का दाम 9g.

*मुद्रा के आधार पर भारत के लिए 89.9% किरीं वाले सेलिब्रिटी हैंडवॉश की तुलना में।

Godrej protekt

এবারের পুজোয়, বাইরে যান সঙ্গে নিয়ে Godrej protekt.

সুরক্ষা করুন আপনার পরিবারের উৎসব উদ্‌যাপনের আনন্দ।

ঠিক আপনারই মতন, আপনার পরিবারের সুরক্ষার কথাও আমাদের মাথায় আছে। আপনি বাইরে গেলে, সামাজিক দূরত্ব বজায় রাখুন, ঘনঘন স্যানিটাইজ করুন, প্রয়োজন মতো পরিভল ডিসইনফেক্ট করুন আর সব সময় আপনার মাস্ক পরে থাকুন। আপনার উৎসব উদ্‌যাপন নিরাপদ ও আনন্দময় হওয়া নিশ্চিত করতে, আমরা আপনার পরিবারকে জীবনু এবং ভাইরাস থেকে সুরক্ষা দেবো।

Godrej protekt instant HAND SANITIZER

Godrej protekt on the go DISINFECTANT SPRAY

99.9% জীবাণু ধারে*

- + 99.9% জীবাণু ধারে*
- + অ্যানকোফল-ভিত্তিক
- + 99.9% জীবাণু ধারে*
- + অ্যান্টি-ব্যাক্টেরিয়াল
- + 99% ব্যাক্টেরিয়া ফিল্ট্রেশন
- + 95% পার্টিকেল ফিল্ট্রেশন
- + 99% ড্রপ ফিল্ট্রেশন
- + 99% স্প্লাশ এবং ড্রপলেট প্রতিরোধক

*নির্দিষ্ট অণুজীবের উপর পরীক্ষিত।

Godrej protekt

কিভাবে আপনার বাড়ী আর পরিবারকে সুরক্ষিত রাখবেন চিন্তা করছেন? হ্যাঁ, আমরা আছি আপনাকে সাহায্য করতে। এলো নতুন. Godrej protekt হোম প্রোটেকশন রেঞ্জ।

আমরা আছি আপনার ও আপনার প্রিয়জনদের জন্যে আপনার বাড়ীকে সবসময় সুরক্ষিত রাখতে। আর আমাদের ডিসইনফেক্ট্যান্টস আপনার বাড়ীর সবকিছু সুরক্ষা করতে আপনাকে সাহায্য করবে - কার্পিসের, জোরনবস, অ্যাপ্রোপ্রেসেস এবং এমনকি বাতাসও। কারণ আপনার পরিবারের সুরক্ষার ক্ষেত্রে, কোনোবাকসের অবহেলা চলবে না।

99.9% জীবাণু ধারে*

- + বোকা অ্যান্ড হু ভাইরাস ধারে
- + অ্যান্টি-ব্যাক্টেরিয়াল
- + স্ট্রেং অ্যান্ড পার্সোনাল বইজিগ
- + অ্যান্টি-ব্যাক্টেরিয়াল

Pivoting other categories for more relevance



Travel Home Fabric

**Air Freshener
+ Sanitiser**



**Bathroom Air Freshener
+ Hygiene and Protection**



**Liquid Detergent
+ Fabric Sanitiser**



**Bathroom and
Floor Cleaners**

INDONESIA BUSINESS UPDATE

Indonesia delivers soft performance with flat INR sales growth (2% constant currency decline)

Financial performance

- Performance impacted by adverse macroeconomic factors; gradual recovery in Air Fresheners (discretionary category) and higher competitive intensity in Wet Wipes
- EBITDA margin at 25.3% increased by 70 bps year-on-year

Category performance

- Market share gains in Household Insecticides continues
- Targeting bottom end of the pyramid with the launch of HIT Expert Piramida 4 hour revolutionary paper based mosquito repellent (4x less smoke and up to 10 hours of overnight protection)
- Gradual recovery in Air Fresheners
- Higher competitive intensity in Wipes
- Strong traction in Hygiene continues
- Launched Saniter Health Soap that provides 99.9% protection from germs and viruses



**AFRICA, USA &
MIDDLE EAST
BUSINESS
UPDATE**

Africa, USA & Middle East delivers profitable sales growth in the high teens

Financial performance

- Second consecutive quarter of double-digit sales growth; 17% (constant currency)
- EBITDA margin increased by 190 bps year-on-year driven by scale leverage and cost saving programme

Country and Category performance

- Strong sales growth in South and West Africa
- Strong performance in Dry Hair
- Seeding new go-to-market initiatives
- Test piloting Good knight Power Shots in Lagos, Nigeria
- Launching the Darling range of hair extensions in the USA with Walmart



**LATIN AMERICA
& SAARC
BUSINESS
UPDATE**

Profitable and sustainable sales growth

Financial performance

- Sales grew by 35% (constant currency)
- SAARC business continues to deliver healthy financial performance



APPENDIX

Actively championing social responsibility



23% of the promoter holdings in the Godrej Group is held in trusts that invest in education, environment and health



Creating a more inclusive and greener world through Godrej Good & Green



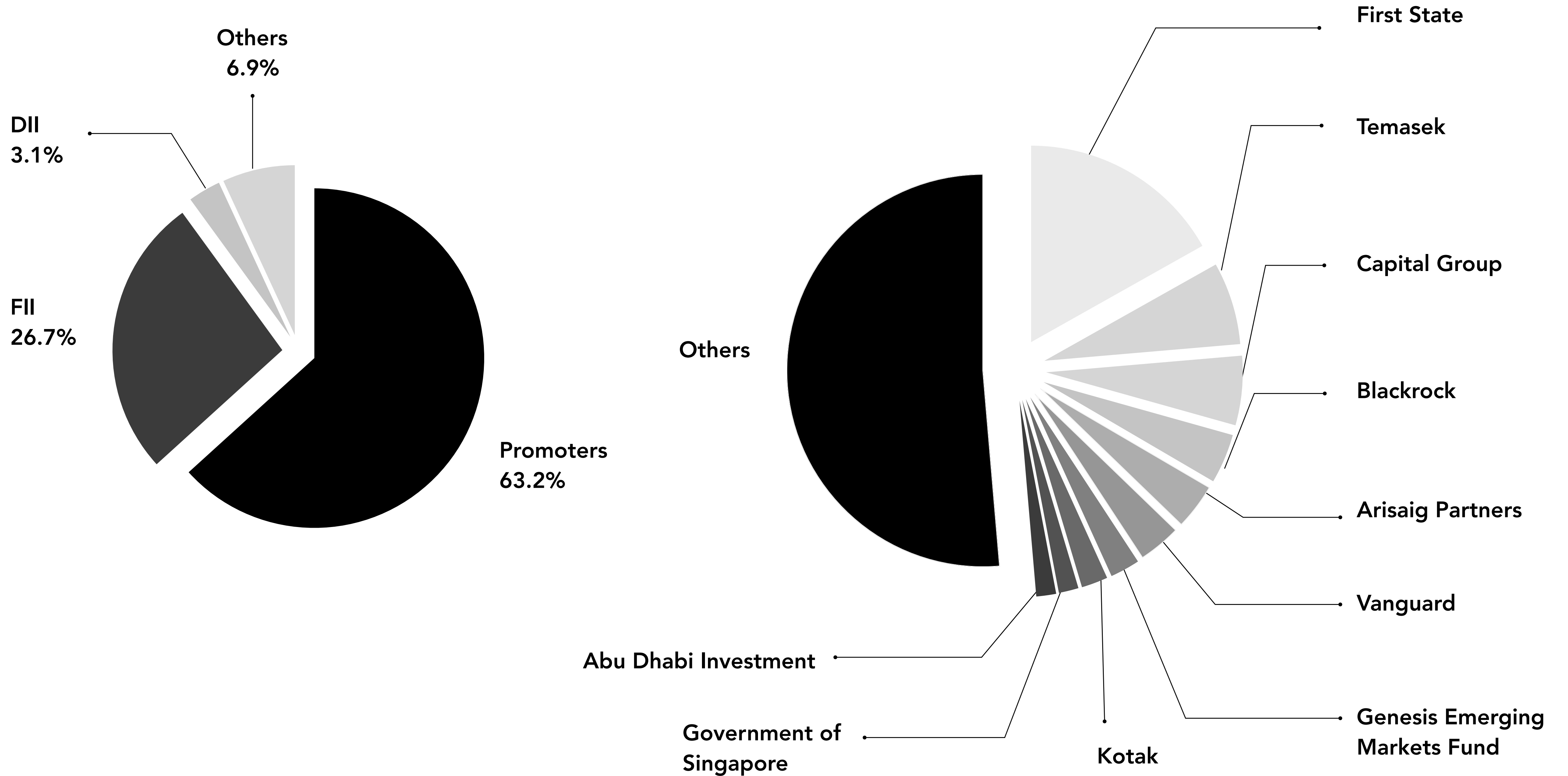
Aligned with the UN's Sustainable Development Goals, and the needs of local communities



Our efforts to mitigate climate change have been recognised by CDP; GCPL ranks A- on CDP India's A list 2020

[Read more about our commitment](#)

Shareholding Pattern



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Thank you

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