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CIN : L24246MH2000PLC129806

May 6, 2025

BSE Limited

Corporate Relations Department
Phiroze Jeejeebhoy Towers, Dalal Street,
Fort, Mumbai - 400 001
Scrip Code: 532424

The National Stock Exchange of India Limited

Exchange Plaza,
Bandra-Kurla Complex,
Mumbai 400 051
Symbol: GODREJCP

Dear Sirs,

Subject: Press Release

In continuation of our letter of today's date on Consolidated and Standalone Audited Financial Results for the Quarter and Financial Year ended March 31, 2025, we enclose herewith a copy of Press Release.

Please take the same on your record.

Thanking you,
Yours faithfully,

For Godrej Consumer Products Limited

Tejal Jariwala
Company Secretary & Compliance Officer
(F9817)



PRESS RELEASE

Q4 FY 2025 results – Robust growth in India led by strong performance in Household Insecticides

Mumbai, May 6, 2025: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ending March 31, 2025.

FINANCIAL OVERVIEW

Q4 FY 2025 FINANCIAL PERFORMANCE SUMMARY:

- Q4 FY 2025 Consolidated organic sales grew by 7% in INR terms year-on-year on the back of underlying volume growth of 6%,
 - Standalone business underlying volume grew by 4%, sales grew by 8% year-on-year
 - Indonesia underlying volume grew by 5%, sales grew by 1% in INR terms and 1% in constant currency terms, year-on-year
 - Africa, USA, and Middle East organic sales grew 12% in constant currency terms and 23% in INR terms, year-on-year
 - Latin America and Others sales grew in constant currency terms, by 2%, but declined by 11% in INR terms, year-on-year
- Q4 FY 2025 Consolidated EBITDA* grew by 1% year-on-year

FY 2025 FINANCIAL PERFORMANCE SUMMARY:

- FY 2025 Consolidated organic underlying volume grew at 4%, sales grew by 4% in INR terms impacted by devaluation, constant currency growth of 8% year-on-year
 - Standalone business underlying volume grew by 5%, sales grew by 7% year-on-year
 - Indonesia underlying volume grew by 6%, sales grew by 5% in INR terms and 8% in constant currency terms, year-on-year
 - Africa, USA, and Middle East organic sales grew by 1% in constant currency terms but declined by 7% in INR terms, year-on-year on the back of planned trade down stocking actions
 - Latin America and Others sales grew in constant currency terms, by 46%, and by 28% in INR terms, year-on-year
- FY 2025 Consolidated EBITDA* grew by 2% year-on-year

*EBITDA incl. forex

MANAGING DIRECTOR AND CEO'S COMMENTS

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

We delivered a sequentially improving performance in Q4 FY 2025, despite market conditions remaining the same. Our Consolidated organic volumes for Q4FY25 grew by 6%, led by the India business growing volumes at 4% and Indonesia growing volumes at 5%. This led to full-year organic volume growth delivery at 4% for our consolidated business, 5% for India and 6% for Indonesia. Our Consolidated organic revenue growth for Q4 and FY 2025 stood at 7% and 4% respectively.

Demand conditions in India have continued to be impacted by headwinds in urban consumption. Surge in palm oil prices by more than 50% is negatively impacting our EBITDA margin. Our reported Standalone EBITDA margin at 22.6% is lower than our normative margin. However, buoyed by a good season, we had a blockbuster performance in Household Insecticides which grew volumes in strong double digit. Our categories of Air Fresheners, Laundry Liquids, etc. have continued to deliver strong underlying volume growth. This helped deliver 4% volume growth on top of a 4% pricing growth led largely by soaps. The volume growth on the non-soaps' portfolio was high single digit with soaps volume growth impacted by volume-price rebalancing.

In Indonesia, we continue to consistently deliver healthy performance with 5% volume growth and EBITDA margin expansion. In organic terms, Africa, USA and the Middle East sales grew by a strong 23% in INR terms and delivered 17% EBITDA margin resulting in the fifth consecutive quarter of profit and margin expansion.

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

- Q4 FY 2024 sales grew by 8% to ₹2,160 crore; volume grew by 4%
- Q4 FY 2024 EBITDA* declined by 9% to ₹488 crore

Category Review

Home Care

Home Care grew by 14%

- Household Insecticides delivered a double-digit growth buoyed by a good season and strong market share gains across all formats. Goodknight Agarbatti has seen strong outperformance and has become the clear market leader in this category. Premium formats have grown strong double digits, with RNF LV being received well by the consumers. We have gained significant share amongst premium formats.
- Air Fresheners continues to perform well, delivering high-single-digit volume growth and continuing to enjoy market leadership. Launched Mini Aer Pocket in a few states in South India at INR 30.
- Fabric Care delivered strong double-digit volume growth. Godrej Fab has been scaled up nationally and continues to gain market share.

Personal Care

Personal Care grew by 4%

- Personal Wash volumes declined by mid-high single digit during the quarter as a result of volume- price rebalancing; This was compensated by high single digit pricing growth. Continue to witness significant cost pressures due to inflation in palm derivatives; significant price hikes taken across the portfolio. As communicated earlier, this will result in reduced UVG and increased UPG; margin pressure to remain for the next few months. Magic Handwash continues to deliver strong double-digit volume growth.
- Hair Colour volumes grew in mid-single digit. Godrej Expert Rich Crème access packs continue to perform well and grow in double-digit. Shampoo Hair Colour volumes continue to grow in strong double-digit.

BUSINESS UPDATE - INDONESIA

- Sales grew by 1% in constant currency terms and 1% in INR terms. Volumes grew by 5%.
- We continue to improve EBITDA margins led by gross margin expansion, up ~210 bps year-on-year.

- Hair Colour recorded strong double-digit volume growth led by Shampoo Hair Colour. Household Insecticides delivered teens volume growth on a 2-year CAGR.

BUSINESS UPDATE - AFRICA, USA AND MIDDLE EAST

- Africa, USA and Middle East (organic) sales grew by 23% in INR terms. EBITDA margin at 16.9%, up ~250 bps year-on-year led by gross margin expansion, mix improvement and reduction in controllable costs. Absolute EBITDA at INR 116 crore, grew 37% year-on-year.

*EBITDA incl. forex

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.