

Quarterly Update: 4Q FY23

This update provides an overall summary of the operating performance and demand trends during the quarter ended March 31, 2023. This will be followed by a detailed performance update, post the approval of the 4Q FY23 financial results by the Board of Directors.

In India, consumer demand trends remained steady through the quarter, with FMCG sector expected to witness gradual recovery in growth rates. The performance of our India business has exceeded expectations especially on the volume front. We expect to deliver double-digit volume and value growth. Our domestic branded business growth was very strong registering volume and value growth in teens. This is in line with our strategy of volume driven category development. Overall, the growth was broad based and led by double-digit volume and value growth in both Home Care and Personal Care.

Our Indonesia business has started to see gradual recovery in performance with mid-single digit constant currency sales growth. The growth ex-Hygiene is close to double digits. We believe building blocks in Indonesia are in place to drive steady-to-strong performance in the next fiscal year.

Godrej Africa, USA, and Middle East (GAUM) witnessed a temporary pause in its strong double-digit sales growth momentum, clocking higher than mid-single digit sales growth in constant currency terms. This was due to elections and the impact of demonetisation in Nigeria. However, we have seen a strong sales recovery in March.

At a consolidated level, we expect to deliver double-digit growth in INR terms led by mid-single digit volume growth. The growth trends continue to improve sequentially.

The quality of our profits should see improvement, led by Gross Margin recovery and continued marketing investments translating to strong double-digit EBITDA growth.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 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. GCPL ranks among the largest Household Insecticides, Air Care and Hair Care players in emerging markets of India, Indonesia, and Africa. In Household Insecticides, we are the leader in India, the second largest player in Indonesia, and are expanding our footprint in Africa. We are at the forefront of 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.

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Disclaimer:

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