

Godrej Consumer Products Ltd.  
Regd. Office : Godrej One,  
4th Floor, Pirojshanagar,  
Eastern Express Highway,  
Vikhroli (E), Mumbai 400 079, India.  
Tel. : +91-22-2518 8010/8020/8030  
Fax: +91-22-2518 8040  
Website : www.godrejcp.com  
CIN : L24246MH2000PLC129806

November 6, 2019

**BSE Ltd**  
Corporate Relations Department  
1st Floor, Rotunda Bldg., P.J. Towers,  
Dalal Street, Mumbai 400 023.  
Scrip Code : 532424

**The National Stock Exchange of India Ltd**  
Exchange Plaza, 4<sup>th</sup> Floor,  
Bandra-Kurla Complex,  
Mumbai 400 050  
Symbol: GODREJCP

Dear Sir,

**Outcome of Board Meeting-November 6, 2019**

At the meeting of the Board of Directors of the Company held today, the Board has:

1. Taken on record the unaudited financial results for the quarter ended September 30, 2019. The said results are enclosed herewith. The said results have been subjected to limited review by the statutory auditors. The limited review report which has been taken on record is enclosed herewith.
2. Declared interim dividend @ ₹2/- per share (200% on shares of face value of ₹1/- each) for the financial year 2019-20. As intimated earlier the Record Date for ascertaining the names of the shareholders who will be entitled to receive the said dividend is November 15, 2019. The dividend will be paid on November 28, 2019.

The Exchanges are also informed that the Board meeting commenced at 12.00 pm and the above items were approved by 12.30 pm.

This communication is in compliance with the Listing Regulations and other provisions as applicable.

Yours faithfully,  
For Godrej Consumer Products Ltd.



V Srinivasan  
Chief Financial Officer & Company Secretary



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**GODREJ CONSUMER PRODUCTS LIMITED**

Regd. Office: Godrej One, 4th Floor, Pirojshanagar, Eastern Express Highway, Vikhrol ( E ), Mumbai-400 079, www.godrejcp.com, CIN : L24246MHZ000PLC129806

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2019

( ₹ Crore )

CONSOLIDATED						Sr. No.	PARTICULARS	STANDALONE					
Quarter ended		Half year ended		Year ended				Quarter ended		Half year ended		Year ended	
30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)			30-Sep-19 (Unaudited)	30-Jun-19 (Unaudited)	30-Sep-18 (Unaudited)	30-Sep-19 (Unaudited)	30-Sep-18 (Unaudited)	31-Mar-19 (Audited)
2,608.15	2,330.59	2,643.26	4,938.74	5,092.89	10,221.07	1	Revenue from Operations	1,490.45	1,289.81	1,480.70	2,780.26	2,759.24	5,556.79
22.05	18.16	17.39	40.21	44.89	93.27		a) Sale of Products	30.83	25.55	26.91	56.38	58.34	122.52
2,630.20	2,348.75	2,660.65	4,978.95	5,137.78	10,314.34		b) Other Operating Revenue	1,521.28	1,315.36	1,507.61	2,836.64	2,817.58	5,679.31
26.56	21.39	26.31	47.95	56.95	108.76		Total Revenue from Operations	24.71	19.64	24.82	44.35	49.41	94.45
2,656.76	2,370.14	2,686.96	5,026.90	5,194.73	10,423.10	2	Other Income	1,545.99	1,335.00	1,532.43	2,880.99	2,866.99	5,773.76
						3	Total Income (1+2)						
1,092.73	989.93	1,127.07	2,082.66	2,101.67	4,062.43	4	Expenses	567.14	513.25	573.47	1,080.39	1,071.30	2,030.82
87.84	63.96	65.18	151.80	211.00	337.36		a) Cost of Raw Materials including Packing Material Consumed	79.94	56.03	75.21	135.97	137.65	254.70
(38.74)	(46.86)	63.51	(85.60)	37.69	154.54		b) Purchase of Stock-in-Trade	(12.06)	(25.04)	(35.42)	(37.10)	(49.58)	27.75
266.50	259.89	246.01	526.39	527.18	1,090.90		c) Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade	96.94	93.51	76.63	190.45	190.41	351.50
53.11	55.07	61.22	108.18	108.95	224.25		d) Employee Benefits Expense	14.16	10.58	17.48	24.74	31.13	64.86
47.73	47.34	42.57	95.07	84.70	169.98		e) Finance Costs	20.28	19.03	17.40	39.31	34.25	69.07
213.31	192.91	255.86	406.22	464.83	839.28		f) Depreciation and Amortization Expense	161.09	146.47	206.70	307.56	356.64	641.33
4.62	3.30	-	7.92	4.59	13.77		g) Other Expenses	3.58	1.84	0.68	5.42	2.68	9.41
432.04	430.02	416.50	862.06	859.83	1,698.45		(i) Advertisement and Publicity	227.51	222.60	220.00	450.11	432.09	851.24
2,159.14	1,995.56	2,277.92	4,154.70	4,400.44	8,590.96		(ii) Foreign Exchange Loss (net)						
497.62	374.58	409.04	872.20	794.29	1,832.14		(iii) Others	1,158.58	1,038.27	1,152.15	2,196.85	2,206.57	4,300.68
(3.54)	0.28	259.72	(3.26)	253.30	252.56	5	Total Expenses	387.41	296.73	380.28	684.14	660.42	1,473.08
0.28	0.17	0.11	0.45	0.34	0.63		Profit before Exceptional Items, Share of Profit of Equity Accounted Investees and Tax (3-4)	-	-	-	-	-	-
494.36	375.03	668.87	869.39	1,047.93	2,085.33	6	Exceptional Items (net) (refer note no. 2)	-	-	-	-	-	-
							Share of Profit of Equity Accounted Investee (net of Income tax)	-	-	-	-	-	-
86.29	85.29	105.82	171.58	193.79	417.90	7	Profit before Tax (5+6+7)	387.41	296.73	380.28	684.14	660.42	1,473.08
(5.81)	(117.86)	(14.68)	(123.67)	(128.63)	(674.10)		Tax Expense	57.21	64.09	83.17	121.30	145.47	320.66
413.88	407.60	577.73	821.48	982.77	2,341.53	8	a) Current Tax	(4.37)	(7.42)	1.33	(11.79)	(1.28)	(602.56)
							b) Deferred Tax (refer note no. 6 and note no. 7)	334.57	240.06	295.78	574.63	516.23	1,754.98
(1.44)	(1.62)	3.84	(3.06)	5.04	5.13	9	Profit after Tax (8-9)						
0.14	1.14	(0.60)	1.28	(0.36)	0.21		Other Comprehensive Income	(0.27)	(0.88)	0.45	(1.15)	0.27	(0.17)
98.53	(36.53)	230.52	62.00	367.79	146.75	11	a) (i) Items that will not be reclassified to profit or loss	0.40	(2.03)	1.05	(2.43)	0.63	(0.38)
(1.12)	(8.21)	(0.52)	(9.33)	(2.59)	(13.58)		Remeasurements of defined benefit plans	0.13	1.15	(0.60)	1.28	(0.36)	0.21
-	-	-	-	-	-		(ii) Income tax relating to items that will not be reclassified to profit or loss	-	-	-	-	-	-
96.11	(45.22)	233.24	50.89	369.88	138.51		b) (i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
509.99	362.38	810.97	872.37	1,352.65	2,480.04		Exchange differences in translating the financial statements of foreign operations	-	-	-	-	-	-
413.88	407.60	577.73	821.48	982.77	2,341.53		Effective portion of gains and loss on hedging instruments in a cash flow hedge	-	-	-	-	-	-
-	-	-	-	-	-		(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
96.11	(45.22)	233.24	50.89	369.88	138.51	12	Other Comprehensive Income	(0.27)	(0.88)	0.45	(1.15)	0.27	(0.17)
509.99	362.38	810.97	872.37	1,352.65	2,480.04		Total Comprehensive Income (10+11)	334.30	239.18	296.23	573.48	516.50	1,754.81
102.23	102.22	102.22	102.23	102.22	102.22	13	Net Profit attributable to :	102.23	102.22	102.22	102.23	102.22	102.22
4.049	3.988	5.653	8.036	9.616	22.909		a) Owners of the Company	334.57	240.06	295.78	574.63	516.23	1,754.98
4.048	3.987	5.652	8.035	9.615	22.904		b) Non-Controlling interests	-	-	-	-	-	-
						14	Other comprehensive Income attributable to :	(0.27)	(0.88)	0.45	(1.15)	0.27	(0.17)
							a) Owners of the Company	-	-	-	-	-	-
							b) Non-Controlling interests	-	-	-	-	-	-
						15	Total comprehensive Income attributable to :	334.30	239.18	296.23	573.48	516.50	1,754.81
							a) Owners of the Company	-	-	-	-	-	-
							b) Non-Controlling interests	-	-	-	-	-	-
						16	Paid-up Equity Share Capital (Face value per share: ₹ 1)	102.23	102.22	102.22	102.23	102.22	102.22
						17	Reserves	-	-	-	-	-	4,823.94
						18	Earnings per share (of ₹ 1 each) (Not Annualised)	3.273	2.349	2.894	5.621	5.051	17.170
							a) Basic (₹)	3.272	2.348	2.894	5.621	5.051	17.167
							b) Diluted (₹)						



**GODREJ CONSUMER PRODUCTS LIMITED**  
STATEMENT OF ASSETS AND LIABILITIES

₹ Crore

Consolidated		Particulars	Standalone	
As at September 30, 2019	As at March 31, 2019		As at September 30, 2019	As at March 31, 2019
(Unaudited)	(Audited)		(Unaudited)	(Audited)
		<b>A ASSETS</b>		
		<b>1 Non-current assets</b>		
1,198.41	1,192.29	(a) Property, Plant and Equipment	536.97	526.20
53.93	50.90	(b) Capital work-in-progress	26.43	30.84
5,023.15	4,918.03	(c) Goodwill	2.48	2.48
2,581.90	2,559.94	(d) Other Intangible assets	811.83	814.83
1.14	1.16	(e) Intangible assets under development	1.14	1.16
52.59	-	(f) Right of use assets	11.64	-
		(g) Financial Assets		
35.12	34.67	(i) Investments in subsidiaries and associate	2,957.78	2,947.46
21.57	18.77	(ii) Loans	17.92	16.99
31.40	5.77	(iii) Others	16.77	31.07
678.36	549.32	(h) Deferred tax assets (net)	387.55	374.23
70.78	53.39	(i) Other non-current assets	70.48	52.10
67.82	97.43	(j) Non-Current Tax Assets (net)	24.78	22.84
<b>9,816.17</b>	<b>9,481.67</b>	<b>Total Non Current Assets</b>	<b>4,865.77</b>	<b>4,820.20</b>
		<b>2 Current assets</b>		
1,530.44	1,558.59	(a) Inventories	581.25	615.12
		(b) Financial Assets		
846.52	481.31	(i) Investments	846.52	477.34
1,304.99	1,292.90	(ii) Trade receivables	354.07	353.18
438.38	862.21	(iii) Cash and cash equivalents	15.97	79.69
45.56	32.51	(iv) Bank balances other than (iii) above	35.91	17.55
3.49	3.73	(v) Loans	0.33	0.14
137.16	154.86	(vi) Others	141.16	138.83
330.38	302.30	(c) Other Current Assets	145.27	162.50
<b>4,636.92</b>	<b>4,688.41</b>	<b>Total Current Assets</b>	<b>2,120.48</b>	<b>1,844.35</b>
<b>14,453.09</b>	<b>14,170.08</b>	<b>TOTAL ASSETS</b>	<b>6,986.25</b>	<b>6,664.55</b>
		<b>B EQUITY AND LIABILITIES</b>		
		<b>1 Equity</b>		
102.23	102.22	(a) Equity Share capital	102.23	102.22
7,480.64	7,164.70	(b) Other Equity	4,908.04	4,823.94
<b>7,582.87</b>	<b>7,266.92</b>	<b>Total Equity</b>	<b>5,010.27</b>	<b>4,926.16</b>
		<b>2 LIABILITIES</b>		
		<b>Non-current liabilities</b>		
		(a) Financial Liabilities		
1,862.86	2,604.78	(i) Borrowings	-	-
35.49	-	(ii) Lease liabilities	6.45	-
225.37	217.55	(iii) Other financial liabilities	-	-
116.06	108.25	(b) Provisions	60.87	56.32
78.86	76.53	(c) Deferred tax liabilities (Net)	-	-
5.19	4.27	(d) Other non-current liabilities	22.64	28.09
<b>2,323.83</b>	<b>3,011.38</b>	<b>Total Non Current Liabilities</b>	<b>89.96</b>	<b>84.41</b>
		<b>3 Current liabilities</b>		
		(a) Financial Liabilities		
683.00	270.94	(i) Borrowings	422.63	-
		(ii) Trade payables		
29.72	53.49	(a) Total outstanding dues of Micro Enterprises and Small Enterprises	29.72	53.49
2,362.12	2,486.39	(b) Total outstanding dues of Creditors other than Micro and Small Enterprises	1,251.82	1,404.12
1,249.40	827.85	(iii) Other financial liabilities	42.21	48.82
150.58	166.87	(b) Other current liabilities	97.12	107.67
48.48	50.85	(c) Provisions	41.56	38.92
23.09	35.39	(d) Current Tax Liabilities (Net)	0.96	0.96
<b>4,546.39</b>	<b>3,891.78</b>	<b>Total Current Liabilities</b>	<b>1,886.02</b>	<b>1,653.98</b>
<b>14,453.09</b>	<b>14,170.08</b>	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>6,986.25</b>	<b>6,664.55</b>



**GODREJ CONSUMER PRODUCTS LIMITED**

CIN No.: L24246MH2000PLC129806

**STANDALONE STATEMENT OF CASH FLOWS**

₹ Crore

	For the period ended September 30, 2019	For the period ended September 30, 2018
	(Unaudited)	(Unaudited)
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>		
Profit before tax	684.14	660.42
Adjustments for:		
Depreciation and amortisation	39.31	34.25
Unrealised foreign exchange (gain) / loss	(2.67)	4.58
Bad debts written off	-	0.95
(Write-back)/ provision for doubtful debts / advances	(1.01)	0.03
Provision for non moving inventory	5.53	6.58
Write back of old balances	0.22	-
Expenses on Employee Stock Grant Scheme (ESGS)	4.79	4.95
Finance costs	24.74	31.13
Loss on property, plant & equipment sold / discarded (net)	6.44	1.76
(Profit) on sale of investments (net)	(3.29)	(3.77)
Fair value Gain on financial assets measured at FVTPL	-	(0.19)
Corporate guarantee commission Income	(5.19)	(7.93)
Interest Income	(25.72)	(31.79)
Operating profit before working capital changes	727.29	700.97
Adjustments for:		
Decrease/ (increase) in inventories	28.34	(18.72)
Decrease/ (increase) in trade receivables	1.94	(108.86)
(Increase) in loans and advances	(1.12)	(0.69)
Decrease in other financial assets	11.97	9.19
Decrease/ (Increase) in other non-financial assets	3.19	(25.66)
(Decrease) in trade payable and other financial liabilities	(175.30)	(50.70)
(Decrease)/ increase non - financial liabilities and provisions	(6.26)	12.02
	(137.24)	(183.42)
Cash generated from operating activities	590.05	517.56
Adjustment for:		
Income taxes paid (net)	(126.06)	(124.94)
Net cash flows generated from operating activities ( A )	463.99	392.62
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>		
Purchase of property, plant & equipment and intangible assets	(55.64)	(43.67)
Sale of property, plant & equipment and intangibles	2.21	3.63
Proceeds from sale of mutual funds (net)	16.30	15.30
Investments in deposits with NBFCs (net)	(529.05)	(73.10)
Proceeds from sale of non convertible debentures with NBFCs (net)	157.25	55.24
Proceeds from sale of commercial papers	-	50.23
Investments in fixed deposits having maturities greater than 3 months (net)	(16.51)	(0.13)
Investment in subsidiary	(10.32)	-
Interest received	15.23	22.50
Net cash flows (used in) / from investing activities ( B )	(420.53)	30.00
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>		
Proceeds from allotment of equity shares under Employee Stock Grant Scheme	0.01	0.01
Expense on issue of bonus shares	-	(0.49)
Proceeds from packing credit	25.00	50.00
Proceeds from commercial paper	397.63	247.94
Finance costs paid	(29.75)	(35.64)
Dividend paid	(410.64)	(615.46)
Dividend distribution tax paid	(84.05)	(126.05)
Payment of lease liabilities	(5.37)	-
Net cash flows (used in) financing activities ( C )	(107.17)	(479.69)
<b>NET (DECREASE) IN CASH AND CASH EQUIVALENTS (A+B+C)</b>	<b>(63.72)</b>	<b>(57.08)</b>
<b>CASH AND CASH EQUIVALENTS:</b>		
As at the beginning of the period	79.69	86.11
Unrealised foreign exchange restatement in Cash and Cash Equivalents	-	(0.01)
As at the end of the period	15.97	29.02
<b>NET (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(63.72)</b>	<b>(57.08)</b>

Movement of loans and borrowings:	For the period ended September 30, 2019	For the period ended September 30, 2018
Opening Balance	-	-
Cash Flows (net)	422.63	297.94
Add/(Less): Exchange difference	-	-
Closing Balance	422.63	297.94

**Note:**

The above statement of cash flows has been prepared under the 'Indirect Method' as set out in Ind AS 7, 'Statement of Cash Flows.'



*Handwritten signature/initials*



**GODREJ CONSUMER PRODUCTS LIMITED**  
CIN No.: L24246MH2000PLC129806  
**CONSOLIDATED STATEMENT OF CASH FLOWS**

₹ Crore

	For the period ended September 30, 2019 (Unaudited)	For the period ended September 30, 2018 (Unaudited)
<b>A. CASH FLOW FROM OPERATING ACTIVITIES</b>		
Profit before exceptional items and tax	872.65	794.63
Adjustments for :		
Depreciation and amortization	95.07	84.70
Bad debts written off	1.99	2.05
(write-back)/ Provision for doubtful debts / advances	(0.47)	20.60
Write back of old balances	0.22	-
Expenses on Employee Stock Grant Scheme (ESGS)	4.79	4.95
Profit on sale of property, plant & equipment and Intangible assets (net)	5.61	0.64
Finance costs	108.18	108.95
Interest income	(31.70)	(47.09)
Share of profit of equity accounted investee	(0.45)	(0.34)
Fair value loss on financial assets measured at FVTPL (net)	-	(0.19)
Profit on sale of investments (net)	(3.29)	(3.77)
Adjustment due to hyperinflation	9.56	(2.37)
Restructuring cost	(5.26)	(5.45)
Unrealised foreign exchange loss (net)	7.92	5.14
	<b>192.17</b>	<b>167.82</b>
Operating profit before working capital changes	<b>1,064.82</b>	<b>962.45</b>
Adjustments for :		
Decrease in inventories	28.71	44.75
(Increase) in trade receivables	(16.41)	(235.44)
(Increase) / decrease in loans and advances	(2.56)	2.11
(Increase) / decrease in other financial assets	(7.72)	4.44
(Increase) / decrease in other non-current assets	(13.06)	0.49
(Increase) in other current assets	(31.05)	(146.87)
(Decrease) / increase in trade and other payables	(153.17)	162.31
(Decrease) / increase in other financial liabilities	(11.05)	8.08
(Decrease) in other liabilities and provisions	(20.16)	(33.75)
	<b>(226.47)</b>	<b>(193.88)</b>
Cash generated from operating activities	<b>838.35</b>	<b>768.57</b>
Adjustment for:		
Income taxes paid (net)	(154.53)	(199.45)
Net cash flows generated from operating activities ( A )	<b>683.82</b>	<b>569.12</b>
<b>B. CASH FLOW FROM INVESTING ACTIVITIES</b>		
Purchase of property, plant & equipment and intangible assets (net)	(114.45)	(93.81)
Proceeds from sale of mutual funds (net)	20.27	19.02
Investments in deposits with NBFCs (net)	(529.05)	(73.10)
Proceeds from sale of non convertible debentures with NBFCs (net)	157.25	55.24
Proceeds from sale of commercial papers	-	50.23
Payment for business acquisitions	(147.51)	-
Divestment of business unit (net)	9.57	271.41
(Investment) / proceeds in fixed deposits having maturities greater than 3 months (net)	(11.19)	11.73
Interest received	21.20	37.80
Net cash flows (used in) / from investing activities ( B )	<b>(593.91)</b>	<b>278.52</b>
<b>C. CASH FLOW FROM FINANCING ACTIVITIES</b>		
Proceeds from allotment of equity shares under Employee Stock Grant Scheme	0.01	0.01
Proceeds / (repayments) of loans and borrowings (net)	68.87	(288.60)
Expenses on issue of bonus shares	-	(0.49)
Finance Costs paid	(95.68)	(107.45)
Dividend paid	(410.64)	(615.46)
Dividend distribution tax paid	(84.05)	(126.05)
Payment of lease liabilities	(11.22)	-
Net cash flows (used in) financing activities ( C )	<b>(532.71)</b>	<b>(1,138.04)</b>
<b>NET (DECREASE) IN CASH AND CASH EQUIVALENTS (A+B+C)</b>	<b>(442.80)</b>	<b>(290.40)</b>
<b>CASH AND CASH EQUIVALENTS:</b>		
As at the beginning of the period*	862.21	898.02
Less: Cash credit	(5.75)	(3.42)
Effect of exchange difference on translation of cash and cash equivalents on consolidation	13.59	25.34
As at the end of the period *	438.38	642.02
Less: Cash credit	(11.13)	(12.48)
<b>NET (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(442.80)</b>	<b>(290.40)</b>

\* Cash and Cash equivalents includes cash credits, that are repayable on demand and form an Integral part of Group's cash management.

Movement of loans and borrowings:	For the period ended September 30, 2019	For the period ended September 30, 2018
Opening Balance	3,376.30	3,490.33
Cash Flows (net)	68.87	(288.60)
Add/(Less): Exchange difference	67.76	289.33
Closing Balance	<b>3,512.93</b>	<b>3,491.06</b>

**Note:**

The above statement of cash flows has been prepared under the 'Indirect Method' as set out in Ind AS 7, 'Statement of Cash Flows'.

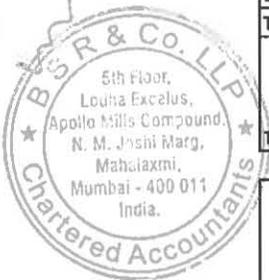


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Annexure-I							
Reporting of Consolidated Segment wise Revenue, Results, Assets and Liabilities along with the quarterly results							
Particulars	Quarter ended			Half Year Ended		Year ended	
	30-Sep-19	30-June-19	30-Sep-18	30-Sep-19	30-Sep-18	31-Mar-19	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
<b>1. Segment Revenue</b>							
a) India	1,521.28	1,315.36	1,507.61	2,836.64	2,817.58	5,679.31	
b) Indonesia	426.21	372.07	363.93	798.28	716.96	1,524.94	
c) Africa (including Strength of Nature)	591.18	562.30	631.09	1,153.48	1,196.80	2,456.04	
d) Others	127.72	130.84	190.59	258.56	468.75	770.17	
Less: Intersegment eliminations	(36.19)	(31.82)	(32.57)	(68.01)	(62.31)	(116.12)	
<b>Revenue from Operations</b>	<b>2,630.20</b>	<b>2,348.75</b>	<b>2,660.65</b>	<b>4,978.95</b>	<b>5,137.78</b>	<b>10,314.34</b>	
<b>2. Segment results (Profit)(+)/ Loss (-) before tax, interest &amp; exceptional items</b>							
a) India	401.57	307.31	397.76	708.88	691.55	1,537.94	
b) Indonesia	105.68	87.68	88.16	193.36	171.99	396.07	
c) Africa (including Strength of Nature)	50.43	46.59	(14.99)	97.02	38.78	155.63	
d) Others	3.72	(1.68)	5.50	2.04	12.97	2.06	
Less: Intersegment eliminations	(10.67)	(10.25)	(6.17)	(20.92)	(12.05)	(35.31)	
<b>Total</b>	<b>550.73</b>	<b>429.65</b>	<b>470.26</b>	<b>980.38</b>	<b>903.24</b>	<b>2,056.39</b>	
Less: 1) Finance Cost	(53.11)	(55.07)	(61.22)	(108.18)	(108.95)	(224.25)	
2) Exceptional Items (net)	(3.54)	0.28	259.72	(3.26)	253.30	252.56	
3) Share of Profit of Equity Accounted Investees (net of income tax)	0.28	0.17	0.11	0.45	0.34	0.63	
<b>Total Profit Before Tax</b>	<b>494.36</b>	<b>375.03</b>	<b>668.87</b>	<b>869.39</b>	<b>1,047.93</b>	<b>2,085.33</b>	
<b>3. Segment Assets</b>				As at September 30, 2019	As at June 30, 2019	As at September 30, 2018	As at March 31, 2019
a) India				4,060.51	3,908.92	3,759.90	3,738.81
b) Indonesia				2,588.14	2,463.73	2,608.54	2,696.78
c) Africa (Including Strength of Nature)				6,940.58	6,722.09	7,159.79	6,748.12
d) Others				974.26	1,004.15	1,072.72	1,099.50
Less: Intersegment Eliminations				(110.40)	(102.12)	(94.72)	(113.13)
				<b>14,453.09</b>	<b>13,996.77</b>	<b>14,506.23</b>	<b>14,170.08</b>
<b>4. Segment Liabilities</b>							
a) India				1,538.69	1,626.60	1,954.10	1,738.39
b) Indonesia				457.98	450.36	387.52	415.95
c) Africa (including Strength of Nature)				886.46	854.62	840.62	897.42
d) Others				139.19	143.38	166.26	138.18
Less: Intersegment Eliminations				(123.22)	(130.77)	(81.22)	(128.87)
				<b>2,899.10</b>	<b>2,944.19</b>	<b>3,267.28</b>	<b>3,061.07</b>



## GODREJ CONSUMER PRODUCTS LIMITED

Regd. Office: Godrej One, 4<sup>th</sup> Floor, Pirojshanagar, Eastern Express Highway, Vikhroli, Mumbai 400 079, www.godrejcp.com

### UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED SEPTEMBER 30, 2019

#### Notes

- 1 The above results which are published in accordance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 as amended have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on November 6, 2019. The financial results are in accordance with the Indian Accounting Standards (Ind-AS) as prescribed under Section 133 of the Companies Act, 2013, read with the relevant Rules thereunder. These results have been reviewed by the statutory auditors of the Company who have issued unmodified review reports thereon.
- 2 For the year ended March 31 2019, exceptional items included an amount of ₹ 194.15 crore being gain on account of change in earnout liability of a subsidiary and gain on account of divestment of UK business of ₹ 76.44 crore. These have been offset by certain restructuring costs incurred of ₹ 18.03 crore. During the period ended September 30, 2019 exceptional item includes restructuring costs incurred of ₹ 3.26 crore (net).
- 3 During the period ended September 30, 2019, the Company has granted 1,62,917 new stock grants to eligible employees under the Employee Stock Grant Scheme (ESGS) and has allotted 1,44,287 equity shares of face value ₹ 1 each upon exercise of stock grants under ESGS.
- 4 The Board has declared an interim dividend for the year 2019-20 at the rate of ₹ 2 per share (200% on the face value of ₹ 1 each). The record date for the same has been fixed as November 15, 2019 and the dividend shall be paid on November 28, 2019.
- 5 Segment information as per Ind-AS 108, 'Operating Segments' is disclosed in Annexure-I
- 6 During the period ended September 30 2019, there has been sale of certain brands within the Group's entities that shall derive benefits of future tax deductions for the Group. Consequently, a deferred tax asset amounting to ₹ 111.05 crore has been recognised in the Consolidated Financial Results.
- 7 The Company has evaluated the option of lower tax rates allowed under Section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, considering the MAT credit available, there is no impact on the provision for income tax for the quarter and six months ended 30 September 2019. The Company expects to utilise the deferred tax balances over subsequent periods which have accordingly been re-measured using the tax rate expected to be prevalent in the period in which the deferred tax balances are expected to reverse. Consequently, the Company has reversed deferred tax liabilities amounting to Rs. 33.26 crores in the current period financial results at the estimated annual effective tax rate.
- 8 Ind AS 29 "Financial Reporting in Hyperinflationary Economies" has been applied to the Group's entities with a functional currency of Argentina Peso for the quarter and period ended September 30, 2019. Ind AS 21 "The Effects of Changes in Foreign Exchange Rates" has been applied to translate the financial statements of such entities for consolidation. Application of these standards resulted into decrease in revenue from operations by ₹ 13.31 crore and decrease in profit by ₹ 6.74 crore for the period ended September 30, 2019 and increase in net non-monetary assets by ₹ 37.30 crore with corresponding increase in Total Equity as of September 30, 2019.
- 9 The Group / Company has adopted Ind AS 116 effective 1 April 2019 using the modified retrospective approach. The Group / Company has applied the standard to its leases with the cumulative impact recognised on the date of initial application i.e. 1 April 2019. Accordingly, previous period information has not been restated. This has resulted in recognising a right-of-use asset of ₹ 63.27 crore (₹ 17.53 crore for Standalone), reversal of prepaid rent of ₹ 3.20 crore (₹ Nil for Standalone) and a corresponding lease liability of ₹ 66.27 crore (₹ 19.41 crore for Standalone). The difference of 4.60 crore (₹ 1.20 crore for Standalone) (net of deferred tax asset created ₹ 1.60 crore (₹ 0.68 crore for Standalone)) has been adjusted to retained earnings as at 1 April 2019. In the statement of financial results for the six months ended September 30, 2019, operating lease expenses which were recognized as other expenses in previous periods are now recognized as depreciation expense for the right-of-use asset and finance cost for interest on lease liability. The adoption of this standard does not have any significant impact on Profit after tax for the period ended September 30, 2019.
- 10 Previous periods / year figures have been regrouped and reclassified wherever necessary.

Place: Mumbai  
Date: November 6, 2019



By Order of the Board  
For Godrej Consumer Products Limited

  
Nisaba Godrej  
Executive Chairperson



# B S R & Co. LLP

Chartered Accountants

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Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
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India

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## **Limited Review Report on unaudited standalone quarterly financial results and standalone year-to-date results of Godrej Consumer Products Limited under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

To  
The Board of Directors of  
Godrej Consumer Products Limited

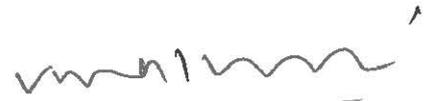
1. We have reviewed the accompanying Statement of unaudited standalone financial results of Godrej Consumer Products Limited ("the Company") for the quarter ended 30 September 2019 and year to date results for the period from 1 April 2019 to 30 September 2019 ("the Statement").
2. This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the SEBI Listing Regulations. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.



**Limited Review Report on unaudited standalone quarterly financial results and standalone year-to-date results of Godrej Consumer Products Limited under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations') (Continued)**

4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Co. LLP  
Chartered Accountants  
Firm's Registration No. 101248W/W-100022



**Vijay Mathur**  
Partner  
Membership No. 046476  
ICAI UDIN: 19046476AAAADR1849

Mumbai  
6 November 2019

# B S R & Co. LLP

Chartered Accountants

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## **Limited review report on unaudited consolidated quarterly financial results and consolidated year-to-date financial results of Godrej Consumer Products Limited under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

To  
The Board of Directors of  
Godrej Consumer Products Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Godrej Consumer Products Limited ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), and its share of the net profit after tax and total comprehensive income of its associate for the quarter ended 30 September 2019 and year to date results for the period from 1 April 2019 to 30 September 2019 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').
2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "*Interim Financial Reporting*" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the entities as listed in Annexure 1.



**Limited review report on unaudited consolidated quarterly financial results and consolidated year-to-date financial results of Godrej Consumer Products Limited under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations') (Continued)**

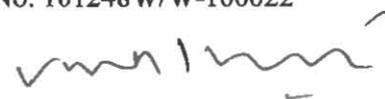
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial information/financial results of 33 subsidiaries included in the Statement, whose interim financial information / financial results reflect total assets of Rs.8,956.52 crore as at 30 September 2019 and total revenues of Rs.1,888.29 crore and Rs.3,541.22 crore , total net profit after tax of Rs.93.67 crore and Rs.164.58 crore and total comprehensive income of Rs 92.64 crore and Rs.163.95 crore, for the quarter ended 30 September 2019 and for the period from 1 April 2019 to 30 September 2019, respectively, and cash flows (net) of Rs. (422.26) crore for the period from 1 April 2019 to 30 September 2019, as considered in the consolidated unaudited financial results. These interim financial information / financial results have been reviewed by other auditors whose reports have been furnished to us by the management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of the above matter.

7. The Statement includes the interim financial information / financial results of 1 subsidiary which has not been reviewed, whose interim financial results/financial information reflects total assets of Rs.0.06 crore as at 30 September 2019 and total revenues of Nil and Nil, total net (loss) after tax of Rs.0.01 crore and Rs. 0.03 crore and total comprehensive loss of Rs. 0.01 crore and Rs.0.03 crore for the quarter ended 30 September 2019 and for the period from 1 April 2019 to 30 September 2019, respectively, and cash flows (net) of Nil for the period from 1 April 2019 to 30 September 2019, as considered in the Statement. The Statement also includes the Group's share of net profit after tax of Rs.0.28 crore and Rs.0.45 crore and total comprehensive income of Rs. 0.28 crore and Rs.0.45 crore for the quarter ended 30 September 2019 and for the period from 1 April 2019 to 30 September 2019, respectively, as considered in the consolidated unaudited financial results, in respect of an associate, based on its interim financial information/ financial results which have not been reviewed. According to the information and explanations given to us by the management, these interim financial information / financial results are not material to the Group.

Our conclusion on the Statement is not modified in respect of the above matter.

For **B S R & Co. LLP**  
Chartered Accountants  
Firm's Registration No. 101248W/W-100022



**Vijay Mathur**  
Partner

Place: Mumbai  
Date: 6 November 2019

Membership No: 046476  
ICAI UDIN: 19046476AAAADS2485

Annexure 1

- 1 **Godrej Consumer Products Limited**
- 2 **Godrej Netherland B.V. ("GNBV") (Netherlands) [100% by GCPL]**
  - 2.1 Godrej (UK) Ltd ("GUUKL") (UK) [100% by GNBV]
  - 2.2 Godrej Consumer Investments (Chile) Spa ("GCIC Spa") (Chile) [71.70% by GNBV & 28.30% by GUUKL]
    - 2.2 A Godrej Holdings (Chile) Limitada ("GHCL") (Chile) [99.92% held by GCIC Spa and 0.08% held by GUUKL]
      - 2.2 A(i) Cosmetica Nacional (Chile) [100% held by GHCL]
- 3 **Godrej South Africa Proprietary Limited (erstwhile Rapidol (Proprietary) Limited) (South Africa) [100% by GCPL]**
- 4 **Godrej SON Holdings Inc. ("GSONHI") (USA) [100% by GCPL]**
  - 4.1 Strength of Nature LLC ("SON") (USA) [100% by GSONHI]
    - 4.1.1 Strength of Nature South Africa Proprietary Limited (South Africa) [100% by SON]
    - 4.1.2 Old Pro International, Inc. ("OPI") (USA) [100% by SON]
- 5 **Godrej Consumer Products Holding (Mauritius) Limited ("GCPHML") (Mauritius) [100% by GCPL]**
  - 5.1 Indovest Capital ("IC") (Labuan) [100% by GCPHML]
  - 5.2 Godrej Global Mideast FZE ("GGME") (Sharjah) [100% by GCPHML]
  - 5.3 Godrej IIP Holdings Ltd ("GIIPHL") (Mauritius) [100% by GCPHML]
    - 5.3(i) Godrej Mid East Holding Limited ("GMEHL") (Dubai) [100% by GIIPHL]
    - 5.3(ii) Godrej Consumers Products Malaysia Limited ("GCPMAL") (Labuan) [100% by GIIPHL]
    - 5.3(iii) GODREJ CP MALAYSIA SDN. BHD. ("GCPMSB") (Malaysia) [100% by GIIPHL]
  - 5.4 Godrej Consumer Products Dutch Cooperatief UA (Netherlands) ("GCPDC UA") [99.9999% by GCPHML, 0.0001% by GIIPHL]
    - 5.4(i) Godrej Consumer Products (Netherlands) B.V. ("GCPN BV") (Netherlands) [100% by GCPDC UA]
    - 5.4(ii) Godrej Consumer Holdings (Netherlands) B.V. ("GCHN BV") (Netherlands) [100% by GCPDC UA]
      - 5.4(ii) (a) PT Indomas Susemi Jaya (Indonesia) [96.93 % by GCHN BV, 3.07 % by GCPN BV]
      - 5.4(ii) (b) PT Intrasari Raya (Indonesia) [99% by GCHN BV, 1% by GCPN BV]
      - 5.4(ii) (c) PT Megasari Makmur (Indonesia) [99.95 % by GCHN BV, 0.05% by GCPN BV]
      - 5.4(ii) (d) PT Ekamas Sarijaya (Indonesia) [96% by GCHN BV, 4% by GCPN BV]
      - 5.4(ii) (e) PT Sarico Indah (Indonesia) [98.51 % by GCHN BV, 1.49 % by GCPN BV]
      - 5.4(ii) (f) Laboratoria Cuenca ("LC") (Argentina) [93.19% by GCHN BV, 6.81% by GCPN BV]
        - 5.4(ii) (f)(1) Consell S.A. (Argentina) [97.31% by LC, 2.42 % by GCHN BV, 0.27% by GCPN BV]
        - 5.4(ii) (f)(2) Declral S.A. (Uruguay) [100% by LC]
        - 5.4(ii) (f)(3) Godrej Peru SAC (Peru) [99.95% by LC, 0.05% by Declral]
      - 5.4(ii) (g) Issue Group Brazil Limited (Brazil) [80.28 % by GCHN BV, 19.72 % by LC]
      - 5.4(ii) (h) Panamar Producciones SA ("PP") (Argentina) [90% by GCHN BV, 10% by GCPN BV]
    - 5.5 Godrej Household Products (Bangladesh) Pvt. Ltd. ("GHPBPL") (Bangladesh) [100% by GCPHML]
  - 6 **Godrej Household Products (Lanka) Pvt. Ltd. ("GHPLPL") (Sri Lanka) [100% by GCPL]**
  - 7 **Godrej Consumer Products Bangladesh Limited ("GCPBL") (Bangladesh) [100% by GCPL]**
  - 8 **Godrej Mauritius Africa Holdings Limited ("GMAHL") (Mauritius) [100% by GCPL]**
    - 8.1 Darling Trading Company Mauritius Limited (Mauritius) [90% by GMAHL]
      - 8.1 (i) Godrej Consumer Products International (FZCO) ("GCPI") (Dubai) [100% held by DTICML]
    - 8.2 Godrej Africa Holdings Limited ("GAHL") [100% by GMAHL]
      - 8.2 (i) Frika Weave (Pty) Ltd (South Africa) [100% by GAHL]
      - 8.2 (ii) Kinky Group (Pty) Limited [100% by GAHL]
      - 8.2 (iii) Lorna Nigeria Limited (Nigeria) [99.99% by GAHL, 0.01% by GMAHL]
      - 8.2 (iv) Weave Ghana (Ghana) [100% by GAHL]
      - 8.2 (v) Weave Trading Mauritius Pvt. Ltd. ("WTMPL") (Mauritius) [51% by GAHL]
        - 8.2 (v) (a) Hair Trading (Offshore) S.A.L. (Lebanon) [99.8 % by WTMPL]
        - 8.2 (v) (b) Godrej International Trading Company ("GITC") (Sharjah) [100% by WTMPL]
      - 8.2 (vi) Godrej West Africa Holdings Limited ("GWAHL") (Mauritius) [90% by GAHL]
        - 8.2 (vi) (a) Subinite (Pty) Ltd (South Africa) [100% by GWAHL]
        - 8.2 (vi) (b) Weave IP Holdings Mauritius Pvt. Ltd. ("WIPHML") (Mauritius) [100% by GWAHL]
        - 8.2 (vi) (c) Weave Mozambique Limitada (Mozambique) [99.9996% by GWAHL, 0.0004% by GAHL]
      - 8.2 (vii) Godrej Nigeria Limited (Nigeria) [99.99 % held by GAHL, 0.01% by GMAHL]

**Annexure 1 (Continued)**

- 9 Godrej East Africa Holdings Limited ("GEAHL") (Mauritius) [100% by GCPL]**
  - 9.1 DGH Phase Two Mauritius ("DGH 2") (Mauritius) [90% by GEAHL]
    - 9.1 (i) Style Industries Limited (Kenya) [99.99% by DGH 2 & 0.01% by GEAHL]
  - 9.2 Charm Industries Limited (Kenya) [ 100% by GEAHL]
  - 9.3 Canon Chemicals Limited (Kenya) [ 75% by GEAHL]
- 10 Godrej Tanzania Holdings Limited ("GTHL") (Mauritius) [100% by GCPL]**
  - 10.1 DGH Tanzania Limited ("DGH-T") (Mauritius) [100% held by GTHL]
    - 10.1 (a) Sigma Hair Industries Ltd. (Tanzania) [99.95% by DGH-T & 0.05% by GTHL]
  - 10.2 Hair Credentials Zambia Limited (Zambia) [99.99% by GTHL, 0.01% DGH-T]
  - 10.3 Belaza Mozambique LDA (Mozambique) [99% by GTHL & 1% by DGH-T]
  - 10.4 DGH Uganda ("DGH-U") [51 % by GTHL]
    - 10.4 (a) Style Industries Uganda Limited (Uganda) [99.9% by DGH-U & 0.1% by GTHL]
  - 10.5 Weave Senegal Ltd (Senegal) [100% by GTHL]

**11 Bhabani Blunt Hair Dressing Privated Limited (\*)**

\* associate company



# Performance Update - 2Q FY20

November 6, 2019



# PERFORMANCE UPDATE

- 1 *Executive Summary - Key Highlights*
- 2 Business Overview – India
- 3 Business Overview – International
- 4 Appendix

## 2QFY20 FINANCIAL PERFORMANCE

Growth y-y	Consolidated Business	India Business	International Business
Net Sales – Reported	(1%)	1%	(4%)
Volume		7%	
Net Sales – Comparable*	2%	1%	4%
<b>Net Sales – Constant Currency – Comparable*</b>	3%	1%	7%
EBITDA – Comparable*	9%	2%	30%
<b>EBITDA – Constant Currency – Comparable*</b>	9%	2%	30%
Net Profit – Reported	(28%)	13%	(72%)
Net Profit without exceptional and Comparable*	11%	2%	70%

## EXCEPTIONAL AND ONE-OFF ITEMS

	2QFY20			2QFY19		
	Consolidated	India	International	Consolidated	India	International
<b>Reported net profit</b>	<b>414</b>	<b>335</b>	<b>78</b>	<b>578</b>	<b>296</b>	<b>280</b>
<b><i>Exceptional (post tax):</i></b>						
Restructuring cost in LAT AM and GAUM	9	-	9	(1)		(1)
Release of escrow and forex impact on gains from divestment of Europe business	(6)	-	(6)			
Gain on divestment of Europe business				(70)		(70)
Deferred tax - change in maximum marginal tax rate on intangibles in India	(33)	(33)				
Revaluation of Payout Liability	-	-	-	(189)		(189)
Inventory provision (Africa)	-	-	-	38		38
Receivables provision (LAT AM)	-	-	-	2		2
<b>Net Profit without exceptional and one-off items</b>	<b>384</b>	<b>301</b>	<b>82</b>	<b>358</b>	<b>296</b>	<b>61</b>

## BRIDGE BETWEEN REPORTED TO OPERATING EBITDA

	India	International	Indonesia	GAUM	Others
2QFY20 Reported EBITDA Margin	26.9%	15.3%	24.0%	11.4%	4.3%
Business support charges, Royalty & Technical fees (₹ crore)	(8.7)	8.7	2.0	5.4	1.2
<b>2QFY20 Adjusted EBITDA Margin</b>	<b>26.3%</b>	<b>16.1%</b>	<b>24.5%</b>	<b>12.3%</b>	<b>5.3%</b>
2QFY19 Adjusted EBITDA Margin*	25.9%	12.9%	24.0%	8.5%	0.6%
Change in EBITDA Margin (bps)	40	320	50	380	470

\*Adjusted for Europe business divestment w.e.f Sept'18

## KEY BALANCE SHEET DATA

Particulars	Units	September 30, 2019	September 30, 2018	June 30, 2019
Working Capital ex-Cash*	₹ crore	457	477	347
Working Capital*	Days	17	18	14
Cash & Equivalents	₹ crore	1,330	1,618	1,101
Debt denominated in INR	₹ crore	423	298	273
Debt denominated in USD	₹ crore	2,903 (USD 409 m)	3,001 (USD 414 m)	2,696 (USD 388 m)
Debt denominated in other currencies	₹ crore	220	205	243
Total Debt	₹ crore	3,546	3,504	3,213
Other Financial Liabilities	₹ crore	390	864	459
Shareholder's Equity	₹ crore	7,583	6,871	7,381
Capital Employed*	₹ crore	10,772	10,788	10,295
Net Debt / Equity	x	0.34	0.40	0.35
ROE*	%	19.4%	19.3%	17.6%
ROCE*	%	18.2%	16.7%	16.7%
Operating ROCE*	%	60.8%	59.0%	59.1%

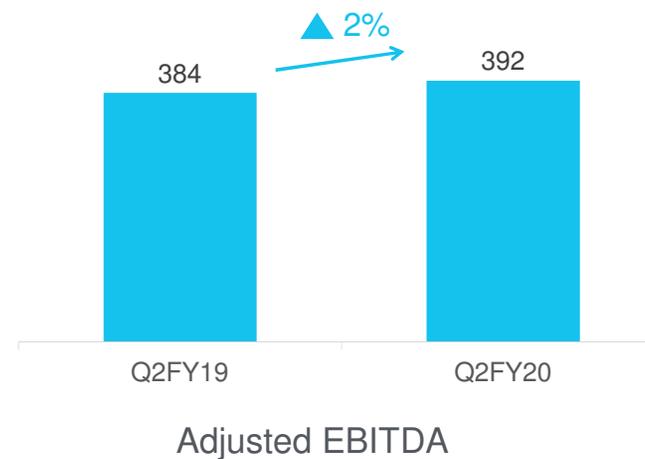
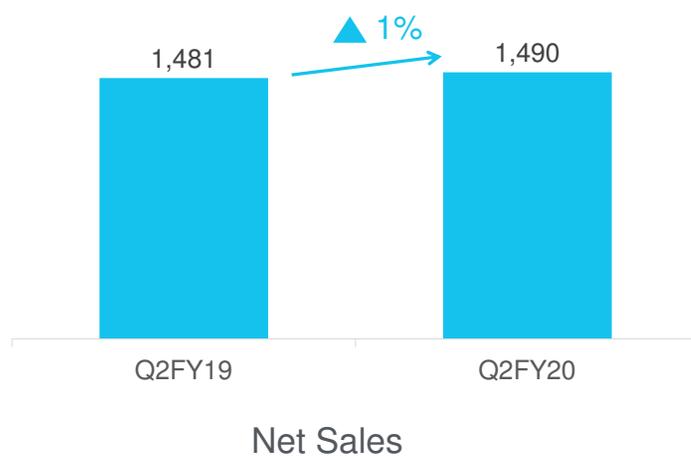
\* Excluding MAT credit entitlement and one time deferred tax

# PERFORMANCE UPDATE

- 1 Executive Summary - Key Highlights
- 2 *Business Overview – India*
- 3 Business Overview – International
- 4 Appendix

## VOLUME LED PROFITABLE SALES GROWTH

- India delivers 7% volume growth; sequential pick in volume (Q1FY20 volume growth of 5%)
- Volume growth led by new product launches, effective marketing campaigns and consumer offers
- EBIDTA growth of 2% (margin expansion of 40 bps y-y)



## ROBUST VOLUME GROWTH

India Business	Sales ₹ crore	Growth year-on-year
Household Insecticides	683	4%
Soaps	491	(4)%
Hair Colours	160	2%
Other Categories	179	8%
Unbranded and Exports	62	4%
<b>Total</b>	1,575	1%
Sales and trade promotion spends, etc. to be netted off from Sales as per Ind AS	(85)	18%
<b>Sales</b>	<b>1,490</b>	<b>1%</b>
<b>Volume Growth</b>		<b>7%</b>

## STRONG VOLUME GROWTH IN SOAPS

- Higher than mid single digit volume growth; price offs and consumer offers resulting in sales decline of 4%
- Continue to gain market shares (MAT Sep19 gain of 60 bps)
- Focus on micro marketing initiatives with regional launches

*Godrej No 1 Chandan Abhyang Snaan in Maharashtra*

*Godrej No.1 Extra Strong Lime in Punjab*

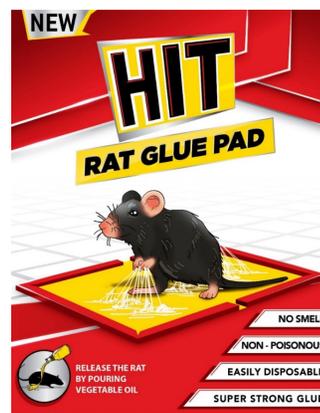
*Godrej No 1 pack of 5 (57gm) in Gujarat*

*Godrej No 1 125gm box pack in Kerala*



# GRADUAL RECOVERY IN HOUSEHOLD INSECTICIDES

- Higher than mid single digit volume growth resulting in 4% value growth
- Price off in Liquid Vapourizer driving growth and market share gains
- Illegal incense sticks salience plateauing at 11-12% over last 8 months; Home Insect Control Association (HICA) issued advertisement on illegal incense sticks to safeguard consumer interest ([https://www.youtube.com/watch?v= u58PXmAUuA](https://www.youtube.com/watch?v=u58PXmAUuA))
- Recently launched Good Knight Gold Flash in South, HIT Anti Mosquito Racquet in e-commerce and HIT Rat Glue pad in select markets



## SOFT PERFORMANCE IN HAIR COLOUR

- Growths impacted by general slowdown in hair colour category; high base and soft performance in Godrej Expert Rich Crème
- Relaunching Expert Crème hair colour
- Godrej Expert Easy 5 minute shampoo hair colour in Southern states scaling up well; launched nationally at the fag end of Q2FY20
- Relunched Godrej Anoop Ayurvedic anti hairfall Oil on e-commerce



# LAUNCHED DIRECT TO CONSUMER WEBSITE

[www.godrejaer.com](http://www.godrejaer.com)



[www.awesomemen.cinthol.com](http://www.awesomemen.cinthol.com)

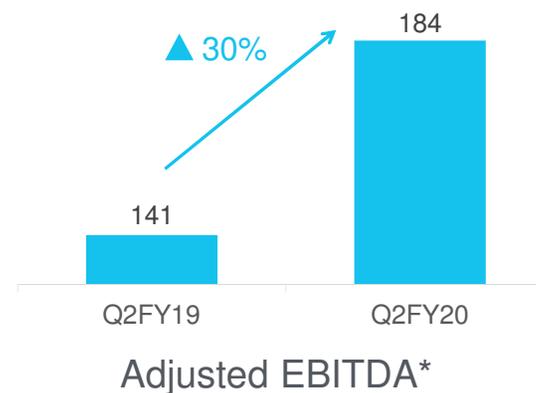


# PERFORMANCE UPDATE

- 1 Executive Summary - Key Highlights
- 2 Business Overview – India
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## MIXED PERFORMANCE IN INTERNATIONAL BUSINESS

- International business delivers constant currency sales growth\* of 7%
- Adjusted EBITDA\* margin of 16.1% increases by 320 bps year-on-year



\*Q2FY19 base quarter adjusted for Europe divestment w.e.f Sept 18; SLOB provision of ₹ 51.7 cr in GAUM, receivables provision of ₹ 3.4 cr in Argentina

## MIXED PERFORMANCE IN INTERNATIONAL BUSINESS

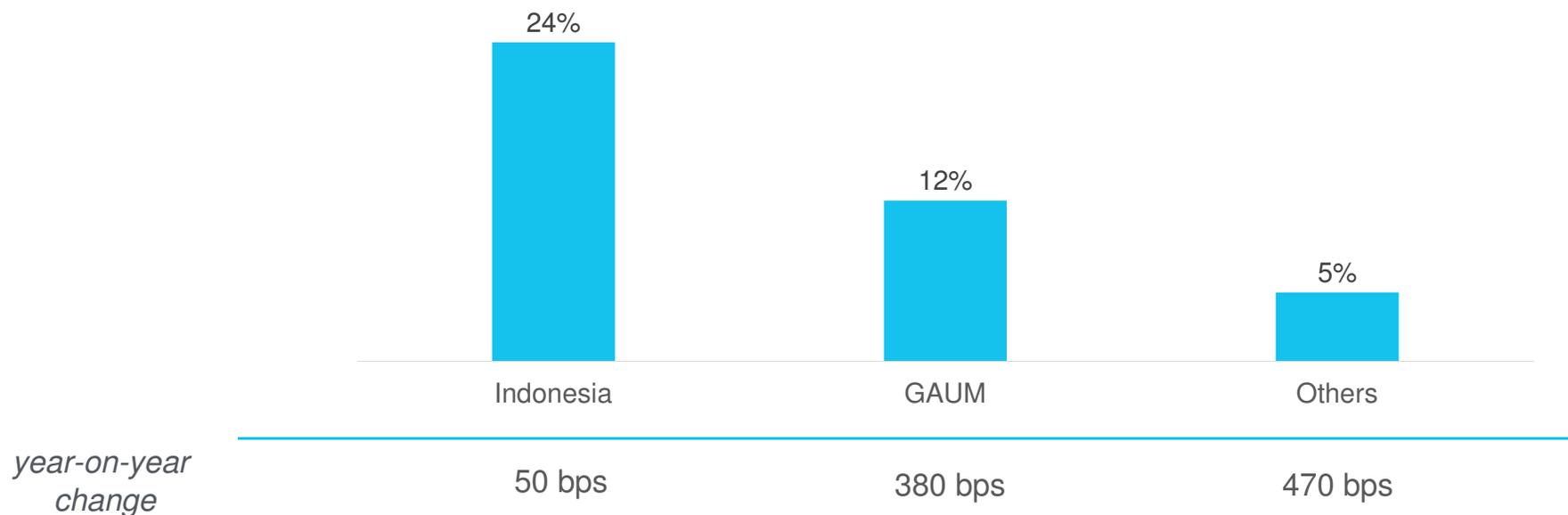
International Business	Sales ₹ crore	Growth year-on-year	Constant Currency Growth year-on-year
Indonesia	425	17%	13%
GAUM	591	(6%)	(2%)
Others*	128	24%	38%
<b>Total Net Sales</b>	<b>1,144</b>	<b>4%</b>	<b>7%</b>

GAUM includes Africa, USA and Middle East  
Others include Latin America and SAARC

\*Q2FY19 base quarter adjusted for Europe divestment w.e.f Sept 18

# MARGIN EXPANSION ACROSS CLUSTERS

Adjusted EBITDA Margin\*



GAUM includes Africa, USA and Middle East  
Others include Latin America and SAARC  
\*Q2FY19 base quarter adjusted for Europe divestment w.e.f Sept 18; SLOB provision of ₹ 51.7 cr in GAUM, receivables provision of ₹ 3.4 cr in Argentina

# DELIVERED DOUBLE DIGIT PROFITABLE SALES GROWTH IN INDONESIA

- Sales growth of 13% in constant currency terms; broad based across Household insecticides, Air fresheners and Baby wipes
- Continue to gain market share in Household insecticide
- Focus on stepping up innovation momentum across categories and gradual expansion of General trade distribution (Project RISE)
- Adjusted EBITDA margin expanded by 50 bps led by strong gross margin expansion partially offset by increase in advertisement and promotion expense



## MIXED PERFORMANCE IN GAUM CLUSTER

- Sales decline of 2% in constant currency terms
- South Africa and Rest of Africa & Middle East (ROAME) cluster performed well on the back of new product developments
- West Africa cluster reported a slowdown in sales
- In Dry hair (57% of the overall sales), gained market share in Nigeria and Kenya
- Continue to drive the scale up of wet hair care and the relaunch of the Darling brand in the dry hair category
- Adjusted EBITDA margin increases 380 bps y-y mainly driven by expansion in gross margin



# PERFORMANCE UPDATE

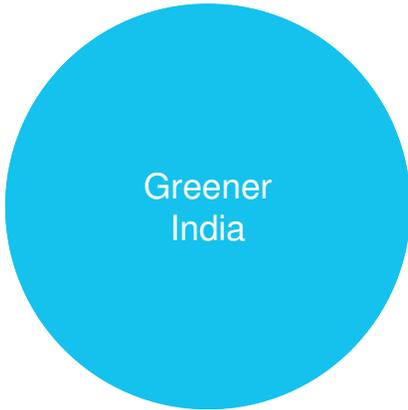
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# OUR GOOD & GREEN COMMITMENT



Ensuring  
Employability

Train 1 million youth in skills  
that will enhance their  
earning potential



Greener  
India

Achieve zero waste to landfill,  
carbon neutrality and a positive  
water balance, while reducing  
specific energy consumption  
and optimising the use of  
renewable energy



Product  
Innovation

Generate a third of our portfolio  
revenues from 'good' and/or  
'green' products

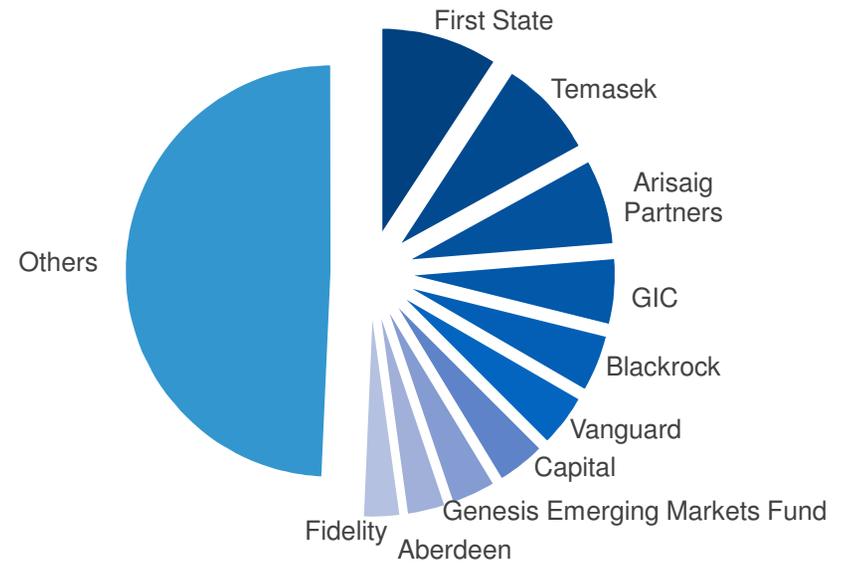
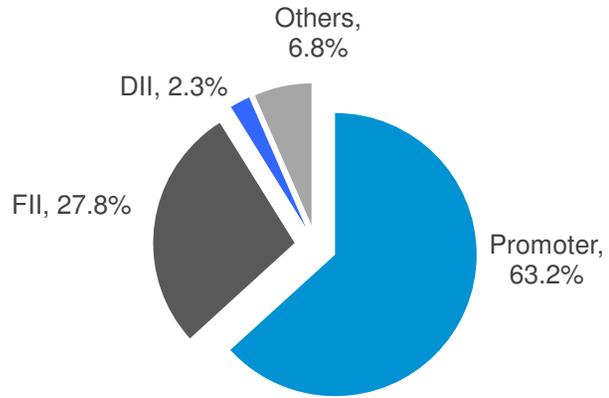
# GCPL SELECTED AS AN INDEX COMPONENT OF THE DOW JONES SUSTAINABILITY INDICES (DJSI)

We are one of the twelve Indian companies to be selected as a member of DJSI in Sep'19



Over 800 companies from emerging markets were assessed out of which 98 companies including 12 from India made it to the DJSI Emerging markets 2019 index

# SHAREHOLDING PATTERN



# WE REMAIN LASER FOCUSED ON EXECUTING OUR KEY PRIORITIES

- #1 Extending leadership in our core categories and geographies
- #2 Accelerating innovation and building purposeful brands
- #3 Leveraging digital
- #4 Enhancing go-to-market
- #5 Making our supply chain best-in-class
- #6 Fostering an inclusive, agile and high-performance culture
- #7 Building a more inclusive and greener world

# CONTACT US FOR ANY QUERIES

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## DISCLAIMER

*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.*



THANK YOU FOR YOUR TIME AND CONSIDERATION

## PRESS RELEASE

### 2Q FY 2020 results – GCPL delivers strong volume growth of 7% in India business

**Mumbai, November 6, 2019:** Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ending September 30, 2019.

#### FINANCIAL OVERVIEW

##### 2Q FY 2020 FINANCIAL PERFORMANCE SUMMARY:

- 2Q FY 2020 consolidated constant currency sales increased by 3%\* year-on-year
  - India business sales grew 1% year-on-year; 7% year-on-year in volume terms
  - International business sales grew 7%\* year-on-year, on a constant currency basis
- 2Q FY 2020 consolidated constant currency EBITDA increased by 9%\* year-on-year
- 2Q FY 2020 consolidated net profit and EPS (without exceptional items and one-offs) INR 384 crore and INR 3.8 respectively
- The board has declared an interim dividend of 200% (INR 2 per share)

*\*2Q FY2019 base quarter adjusted for Europe business divestment w.e.f September 18; SLOB provision of INR 51.7 crore in GAUM, receivables provision of INR 3.4 crore in Argentina.*

## CHAIRPERSON'S COMMENTS

Commenting on the financial performance of 2Q FY 2020, Nisaba Godrej, Executive Chairperson, GCPL, said:

*"We delivered a steady performance in the second quarter of fiscal year 2020. Our India business delivered a robust volume growth of 7%, broad based across categories, amidst a general slowdown in staples consumption. We expect a gradual recovery in the coming quarters for the FMCG industry and also for our business.*

*In our international businesses, Indonesia continued its strong performance with double digit profitable sales growth driven by a consistent performance across categories and several go-to-market initiatives. Africa had a mixed performance with weak sales growth and strong operating profits expansion. Growth was impacted by adverse macro economic conditions in West Africa. We continue to drive the scale up of the wet hair care business and the relaunch of the Darling brand in the dry hair category, along with expansion in distribution, to deliver profitable sales growth for the full year in Africa.*

*In fiscal year 2020 we expect steady volume growth in India, supported by our continued focus on innovations and enhancements to our go-to-market model. We will continue to drive profitable sales growth in Indonesia, while focusing on profitability in Africa, and ensuring a meaningful turnaround in our Latin American business."*

## BUSINESS REVIEW – INDIA

### Performance Highlights

- 2Q FY 2020 India sales increased by 1% at INR 1,490 crore; 2 year sales CAGR of 6%
- 2Q FY 2020 India volumes increased by 7%; sequential pick up in volumes (1Q FY2020 was 5%)
- 2Q FY 2020 Adjusted EBITDA increased by 2% to INR 392 crore
- 2Q FY 2020 net profit without exceptions and one off items increased by 2% to INR 301 crore

### Category Review

#### Household Insecticides

Household Insecticides showed a gradual recovery with a sales growth of 4% to INR 683 crore. Illegal incense sticks salience is plateauing at 11-12% over the last 8 months. Home Insect Control Association (HICA) has issued an advertisement on illegal incense sticks to safeguard consumer interest. We have recently launched Goodknight Gold Flash in South India, HIT Anti Mosquito Racquet in e-commerce and HIT Rat Glue pad in select markets. We will continue to have a strong new product development pipeline to help strengthen the portfolio going forward and drive growth in the near future.

#### Soaps

Soaps delivered a higher than mid single digit volume growth; however price offs and consumer offers resulted in a sales decline of 4%. We continue to gain market shares driven by effective micro-marketing initiatives and impactful consumer offers.

#### Hair Colours

Hair Colours delivered a soft performance on the back of a high base, general slowdown and a weaker performance of Godrej Expert Rich Crème. We continue to focus on activations and effective media campaigns to recruit new consumers to the category. Our recently launched Godrej Expert Easy 5 minute shampoo hair colour is scaling up well in South India and has been launched all across India by the end of Q2FY 2020.

## BUSINESS REVIEW – INTERNATIONAL

### Indonesia

Our Indonesia business delivered a 13% constant currency profitable sales growth. The adjusted EBITDA margin expanded by 50 bps, led by cost saving programmes (Project CERMAT). We are stepping up innovation momentum across categories, along with the gradual expansion of our general trade distribution (Project RISE), to drive steady growth going ahead.

### GAUM (Africa, USA and Middle East)

Our GAUM cluster had a mixed performance with a constant currency sales decline of 2%. The Southern cluster continued its strong performance on the back of new product developments. However, we witnessed a slowdown in West Africa. Adjusted EBITDA margins expanded 380 bps year-on-year driven by gross margin expansion and cost savings. We continue to drive the scale up

of the wet hair care business and the relaunch of the Darling brand in the dry hair category. We are also expanding our distribution network to deliver profitable sales growth for the full year in Africa.

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 122-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 1.15 billion consumers globally, across different businesses. In line with our 3 by 3 approach to international expansion at Godrej Consumer Products, we are building a presence in 3 emerging markets (Asia, Africa, Latin America) across 3 categories (home care, personal wash, hair care). 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.

### For further information, please contact:

Institutional investors:	Retail investors:	
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*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.*