

# GIL PERFORMANCE UPDATE

**Q3 & 9M FY 2010-11**

January 24, 2011



# 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 or materially from those expressed or implied. Important developments that could affect the Company’s operations include changes in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.”*

# CONTENTS

- Consolidated Results
  - Financial Highlights
  - Segment Performance
- Business Performance
  - Performance Highlights incl. Subsidiaries, JVs and Associates
- Other Information

## **Consolidated Results : Financial Highlights**

# FINANCIAL HIGHLIGHTS - CONSOLIDATED

(₹ Cr. )	Q3 FY 2011	Q3 FY 2010	% growth	9M FY 2011	9M FY 2010	% growth
Total Income #	1076	899	20%	3171	2607	22%
PBDIT*	94	65	45%	291	224	30%
Depreciation	15	13		41	37	
Interest	21	24		61	70	
PBT*	58	28	105%	189	117	62%
Net Profit	61	44	39%	185	127	46%

\* Incl. exceptional items but excl. prior period and extraordinary items.

# Incl. other income and exceptional items.

# BALANCE SHEET - CONSOLIDATED

₹ Cr.

Liabilities			Assets		
	31-12-10	30-9-10		31-12-10	30-9-10
Capital *	377	366	Net Fixed Assets **	1107	1070
Reserves	1922	1856	Investments	936	959
Debt	1681	1624	Net Current Assets	1860	1778
Def. Tax Liability	55	53	Cash & Bank bals.	132	92
<b>Total</b>	<b>4035</b>	<b>3899</b>	<b>Total</b>	<b>4035</b>	<b>3899</b>

\* Capital includes Minority Interest

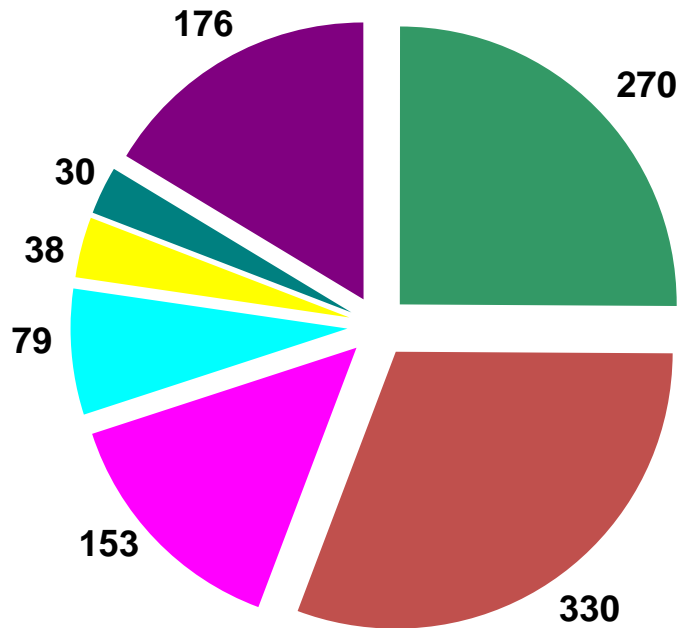
\*\* Net Fixed Assets includes Goodwill on Consolidation

## **Consolidated Results : Segment Performance**

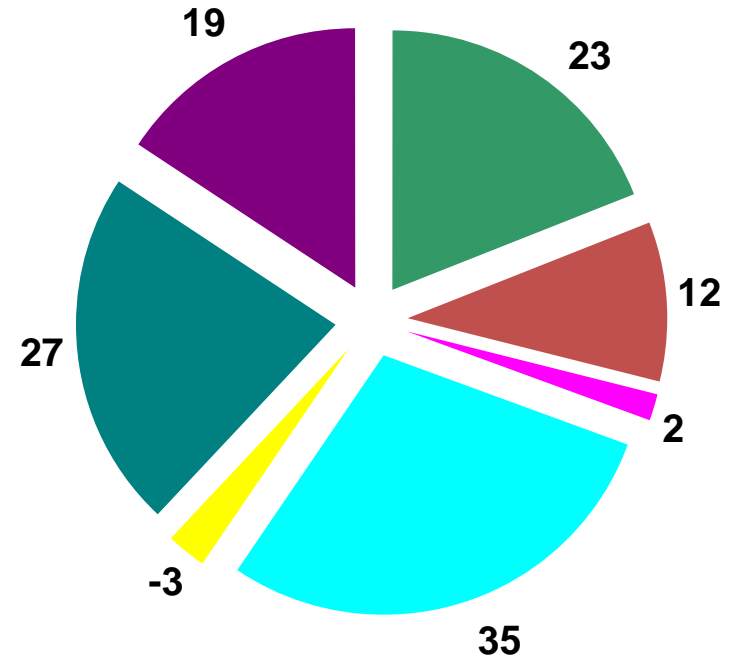
# SEGMENT-WISE CONTRIBUTION TO FINANCIALS

## Q3 FY 2010-11

Revenue\* (₹ Cr.)



PBIT (₹ Cr.)



\*net of inter-segment revenue

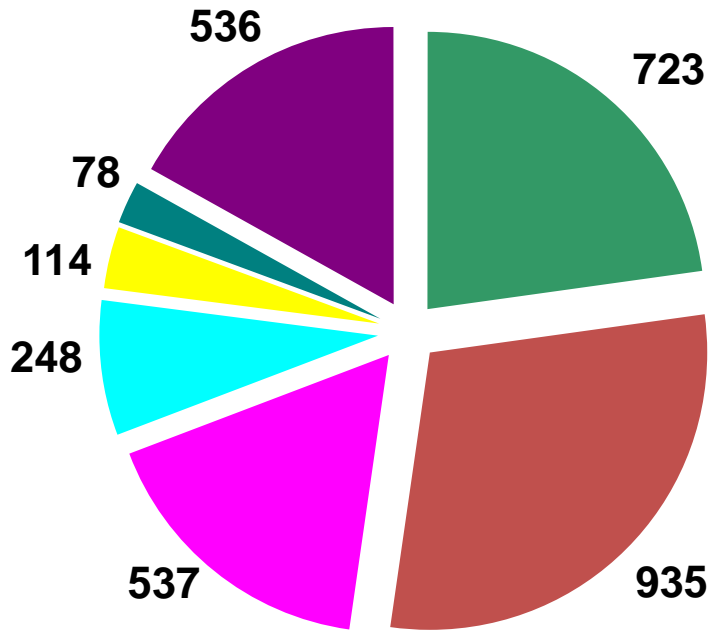
- CHEMICALS
- ANIMAL FEEDS
- VEGOILS
- ESTATE & PROPERTY DEVELOPMENT
- BEVERAGES & FOODS
- FINANCE & INVESTMENTS
- OTHERS



# SEGMENT-WISE CONTRIBUTION TO FINANCIALS

## 9M FY 2010-11

Revenue\* (₹ Cr.)



\*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ BEVERAGES & FOODS

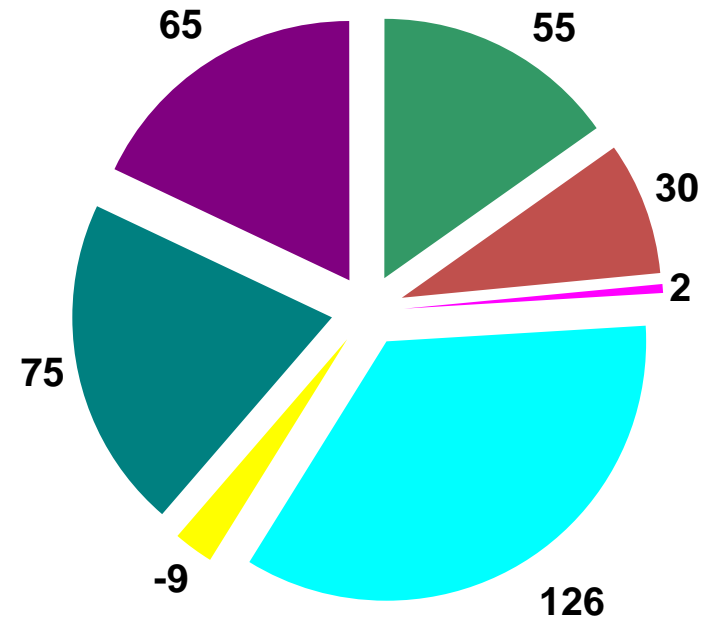
■ OTHERS

■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

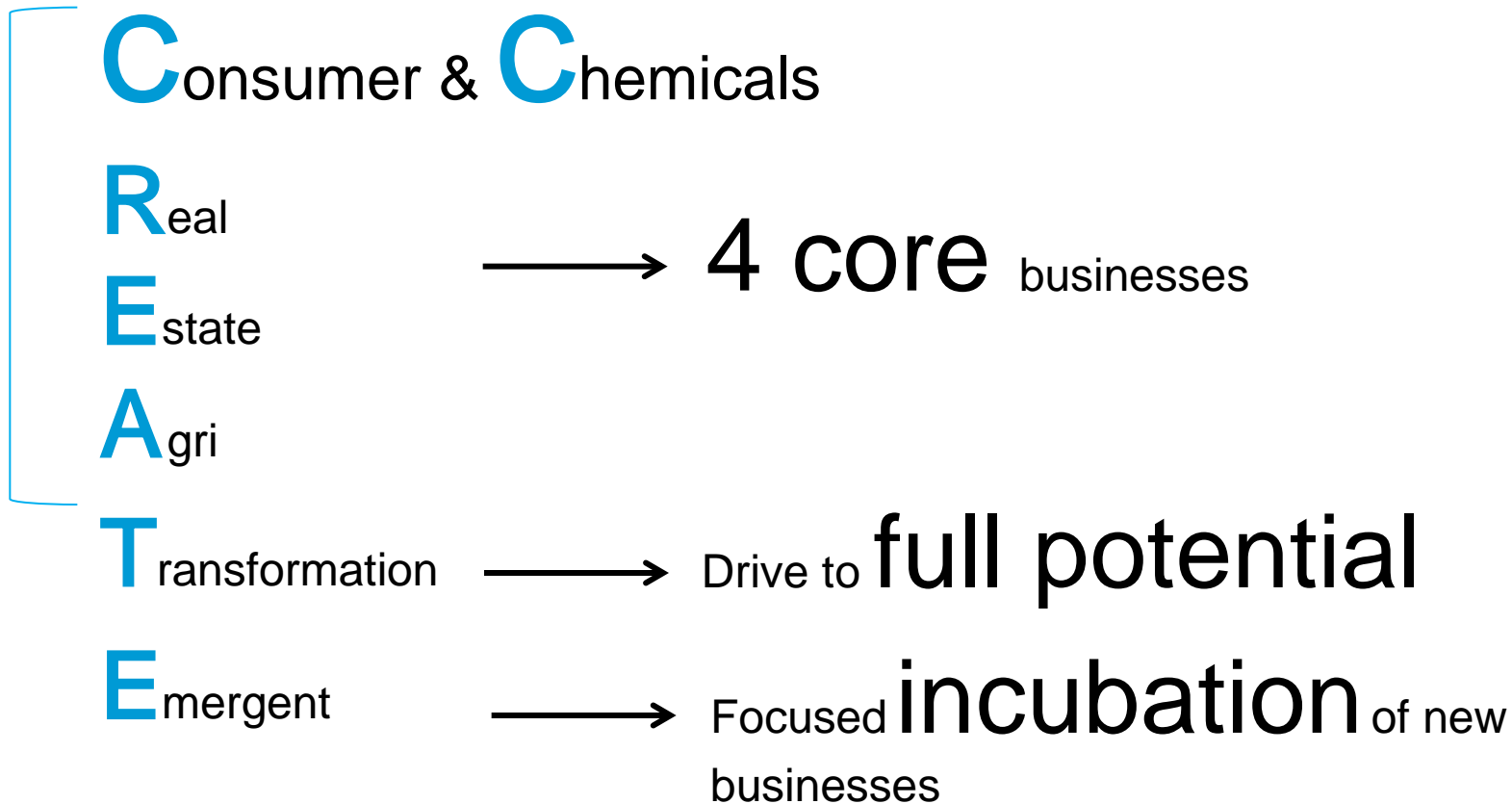
■ FINANCE & INVESTMENTS

PBIT (₹ Cr.)



**Business Performance : Performance highlights  
incl. subsidiaries, JVs and Associates**

# OUR “CREATE” STRATEGY



# C CONSUMER (GCPL)

## Financial Highlights \* : Q3 FY 2010-11

₹ Crore	Q3 FY 2010-11 Amount	Q3 FY 2010-11 growth %
Revenue	980	89%
EBITDA	173	69%
PBT	147	40%
PAT	119	40%

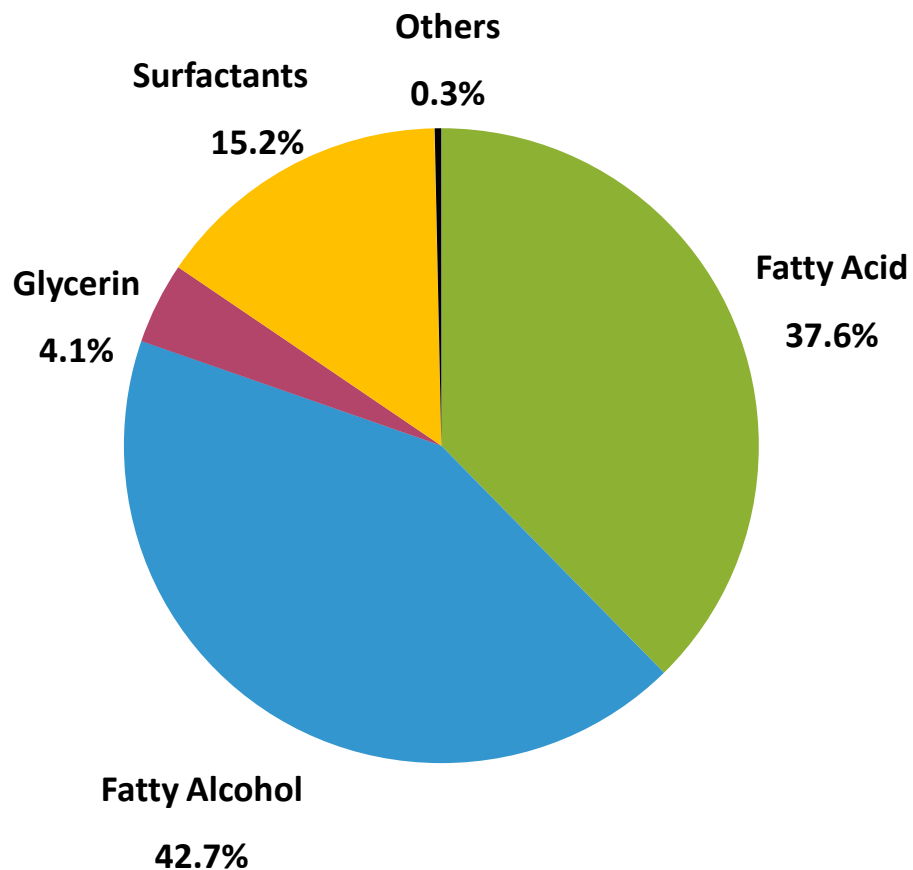
\* Growth numbers include acquisitions

## Business Highlights :

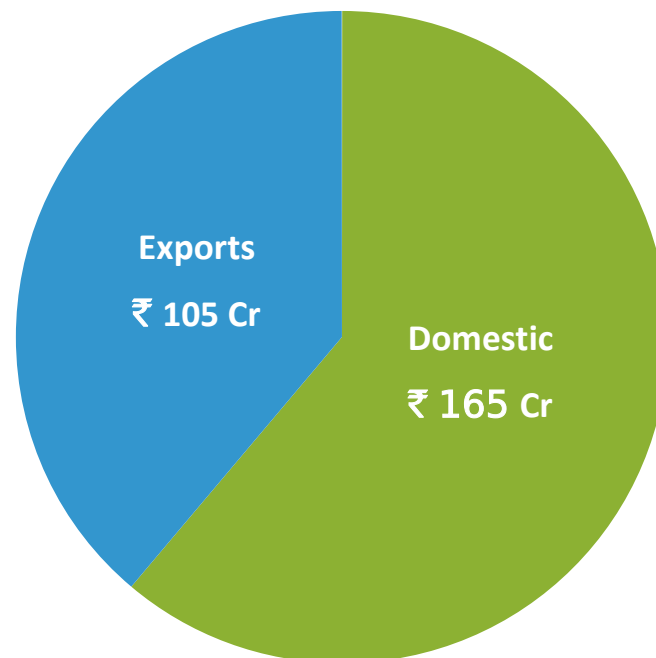
- Acquisition of Genteel extends leadership in the specialty liquid detergents category and the acquisition of Swastik will consolidate number two position in the personal wash category.
- Continues to enjoy market leadership position in hair colours and household insecticides markets in India, ethnic hair colour market in South Africa and is the second largest player in toilet soaps in India and the household insecticides markets in Indonesia.
- International business comprises of 34% of total consolidated revenues.
- Board of Directors declare an interim dividend of ₹ 1 per share.

## PRODUCT PORTFOLIO – Q3 FY 2010-11

### Revenue distribution by Category



### Revenue distribution by Geography



## Financial Highlights : Q3 & 9M FY 2010-11

- Revenue at ₹ 270 crore up 39% in Q3 FY 2010-11 over Q3 FY 2009-10 and at ₹ 723 crore higher by 26% in 9M FY 2010-11 over 9M FY 2010-11

Category	9M Revenue growth (%)	Q3 Revenue growth (%)
Fatty Acids	21%	35%
Fatty Alcohols	41%	53%
Glycerin	10%	40%
Surfactants	11%	18%

- PBIT at ₹ 23 crore up 329% in Q3 FY 2010-11 over Q3 FY 2009-10 and at ₹ 55 crore up 64% in 9M FY 2010-11 over 9M FY 2009-10.
- Speciality Chemicals Revenue up 30% in Q3 FY 2010-11 over Q3 FY 2009-10
  - Now accounts for 32% of total Chemical business revenues
- Exports at ₹ 105 crore up 31% in Q3 FY 2010-11 over Q3 FY 2009-10 and at ₹ 272 crore up 24% in 9M FY 2010-11 over 9M FY 2009-10
  - 38% of the Chemicals business revenue comes from Exports.

## Awards and recognition

- Mr. Adi Godrej (Chairman of Godrej Group) felicitated with the 37<sup>th</sup> & 38<sup>th</sup> CHEMEXCIL Lifetime Achievement Award at Mumbai for excellent Chemicals export performance during the financial year 2007-2008 and 2008-2009.
- Chemicals has been awarded the Frost & Sullivan Best Managed Company of the Year Award at Frost & Sullivan CMF Awards held in Mumbai on December 6, 2010.
- Vikhroli Factory has been awarded “Excellent QC Award” and “Distinguished QC Award” at the “24<sup>th</sup> National Convention of Quality Circle” (NCQC-2010) during December 2010.



## Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

₹ Crore	Q3 FY 2010-11 Amount	Q3 FY 2010-11 growth %	9M FY 2010-11 Amount	9M FY 2010-11 growth %
Revenue	68	44%	225	36%
EBITDA	27	12%	111	17%
PBT	25	19%	107	23%

### Business Highlights:

- National Developer : Projects in 11 cities across India.
- New Project launched:

Project Name	Place	Launched in	Area sq. ft. sold in Q3	Type
Godrej Frontier	Gurgaon	October 2010	550,904	Residential
Godrej Palm Grove	Chennai	November 2010	36,616	Residential
Godrej Prakriti – Phase II	Kolkata	November 2010	84,402	Residential
Godrej Genesis	Kolkata	December 2010	27,208	Commercial



## **Continued progress in ongoing sales**

- Total of 828,952 sq. ft. booked in Q3
- Total bookings of 1,588,556 sq. ft. upto 9M FY 11

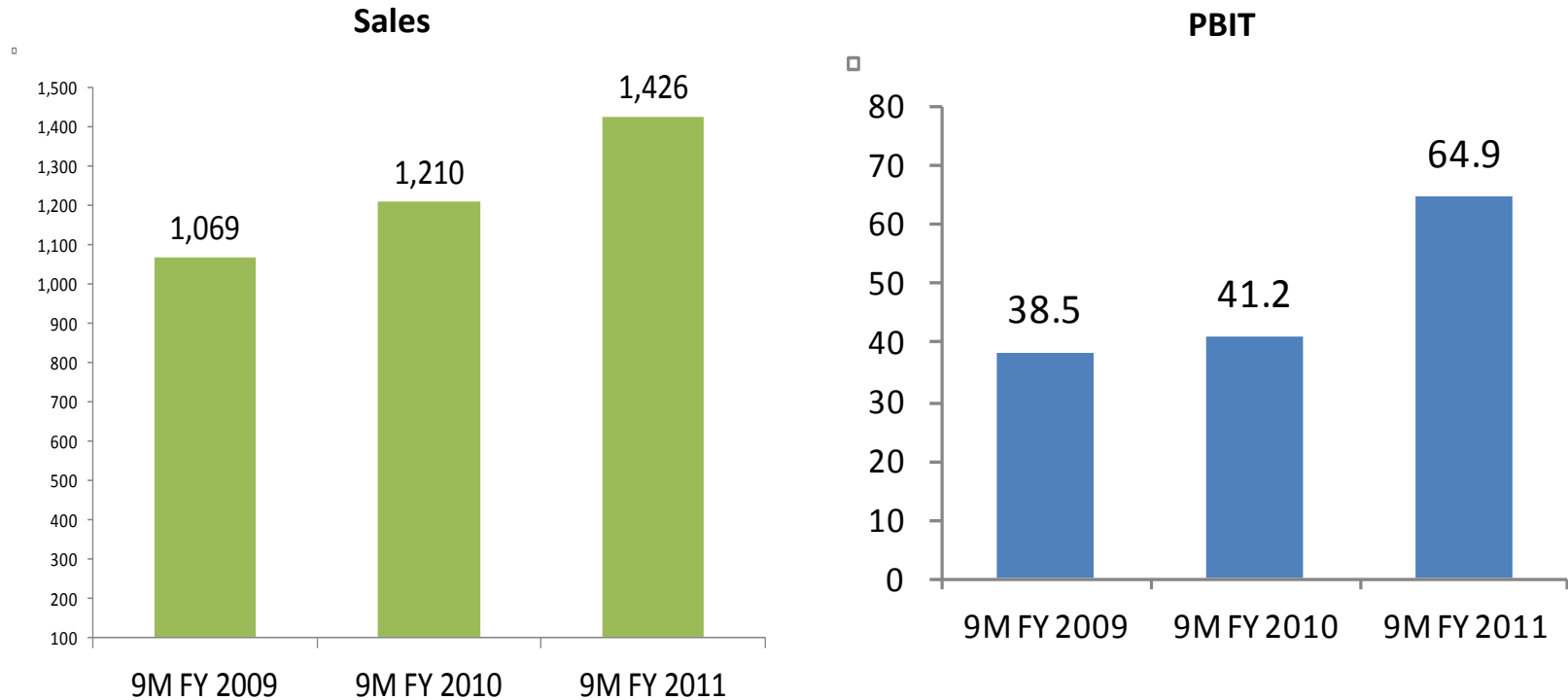
## **Focus on high growth markets – Mumbai, NCR, Chennai, Bangalore and Pune**

- Mumbai & Pune – pursuing several new business and redevelopment opportunities across the city
- NCR & Chennai – launched our first project and pursuing several new business opportunities
- Bangalore – looking to build on an established track record

# AGRI BUSINESSES

## EXCELLENT PERFORMANCE BY GODREJ AGROVET

9 month consolidated results (₹ crore)

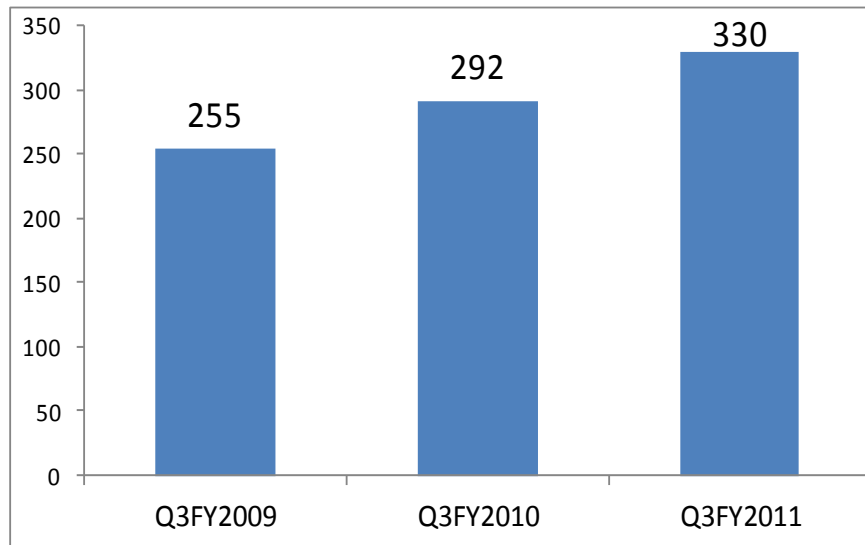


- Sales increased by 17.8% in 9M FY 2010-11 over 9M FY2009-10.
- PBIT increased by 57.5% in 9M FY 2010-11 over 9M FY2009-10.
- All businesses have seen significant increases in sales and profitability.

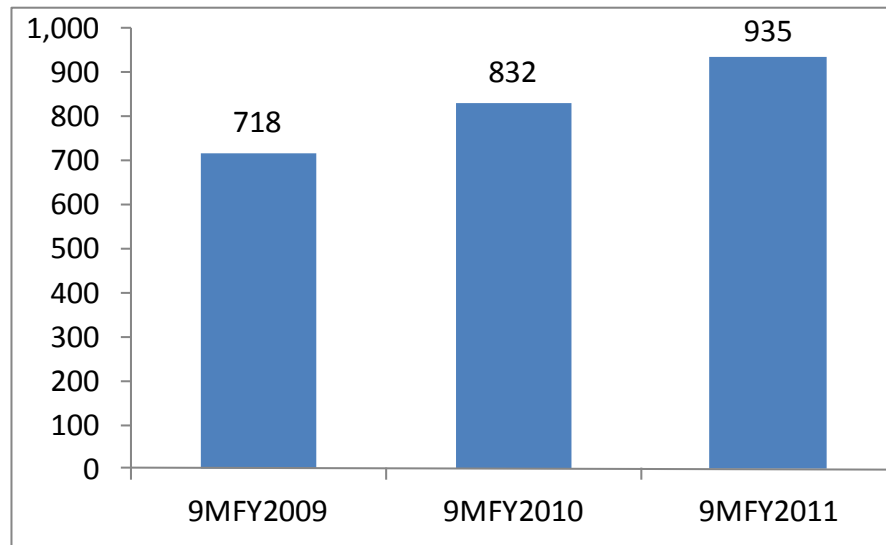
# AGRI BUSINESSES

## ANIMAL FEED BUSINESS CONTINUES TO SURGE

3<sup>rd</sup> Quarter Animal Feed Sales (₹ crore)



9 month Animal Feed Sales (₹ crore)



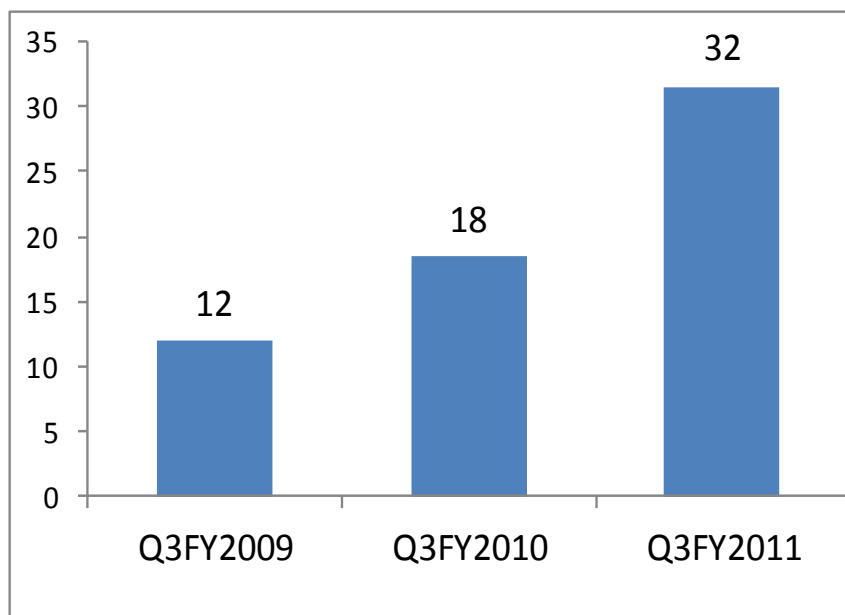
- Sales increased by 12.4% in 9M FY 2010-11 over 9M FY 2009-10
- Volumes growing across categories, with especially strong performance in shrimp feed, fish feed, and cattle feed
- New feed mill capacities coming online across India



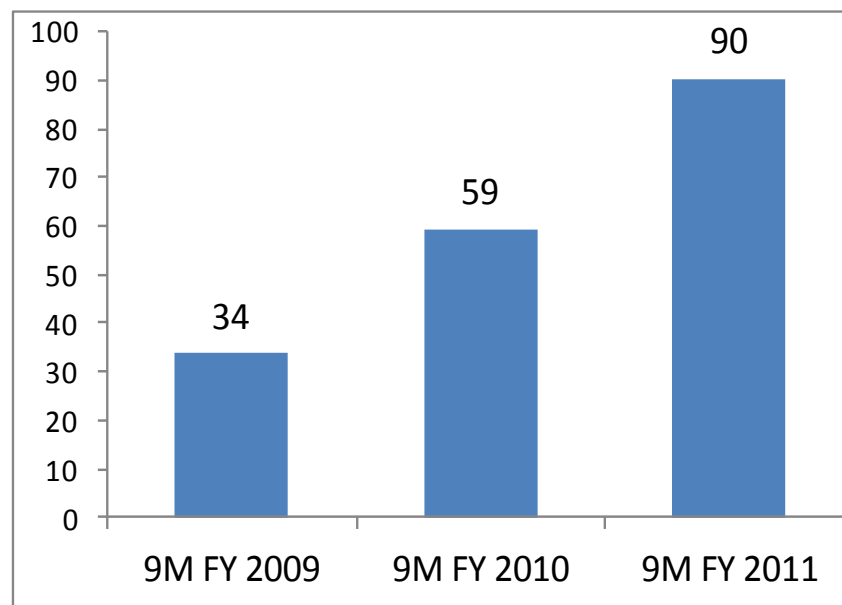
# AGRI BUSINESSES

## ACI GODREJ (BANGLADESH) HAVING RECORD YEAR

3<sup>rd</sup> Quarter ACI-Godrej Sales (₹ crore) \*



9 month ACI-Godrej Sales (₹ crore) \*



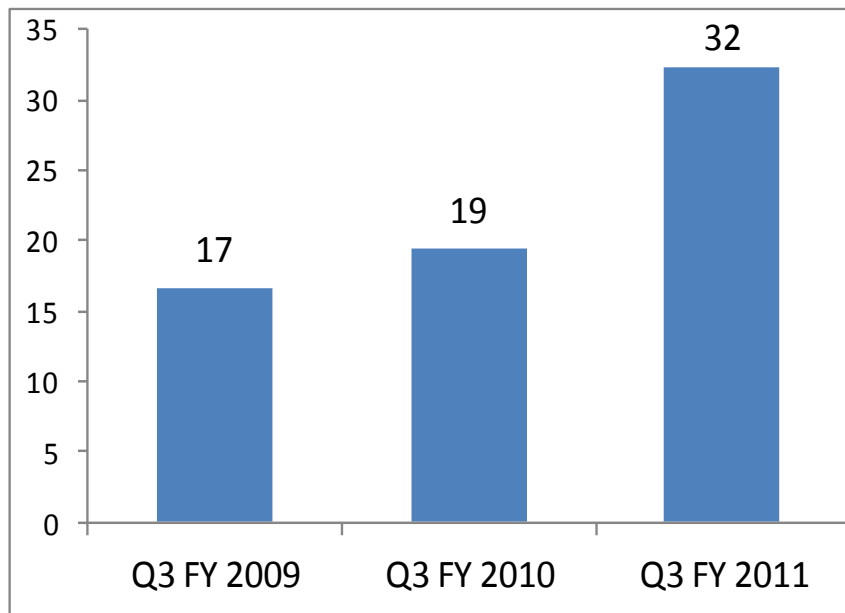
\* Note: Reflects GAVL's 50% stake in ACI Godrej JV

- Sales increased by 52.1% in 9M FY 2010-11 over 9M FY 2009-10
- Constructing 300 TPD poultry feed mill to be ready by end-February
- Expansion of breeding farm planned for next year

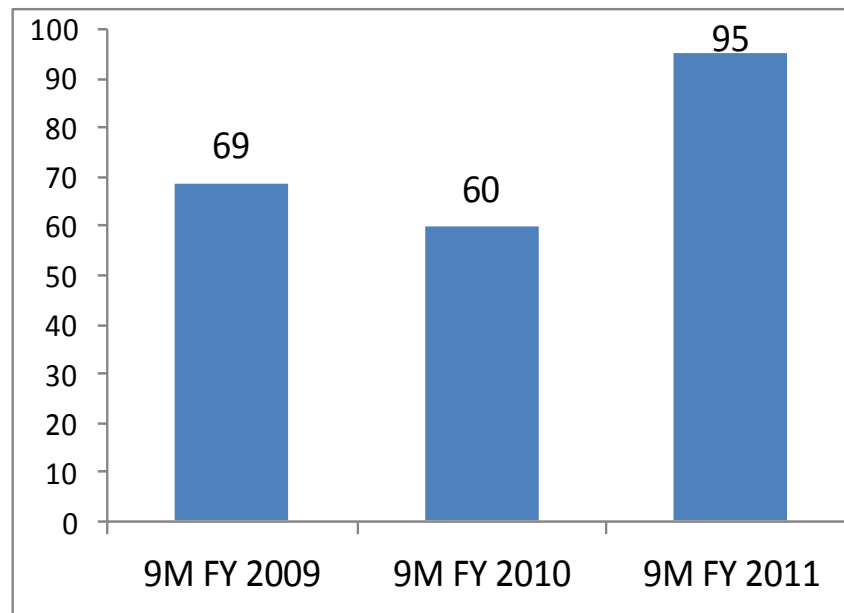
# AGRI BUSINESSES

## OIL PALM BUSINESS ENJOYING RISING CPO PRICES

3<sup>rd</sup> Quarter Oil Palm Sales (₹ crore)



9 month Oil Palm Sales (₹ crore)



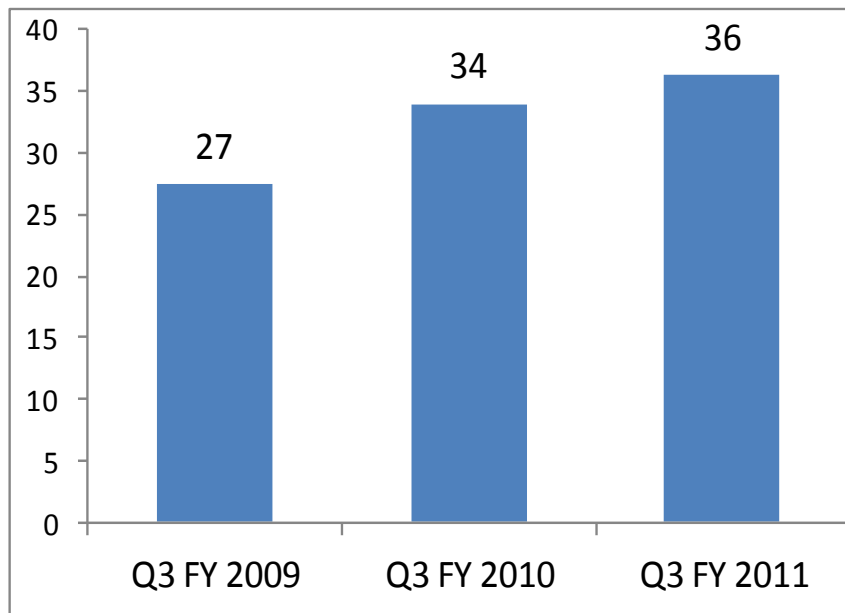
- Sales increased by 58.3% in 9M FY 2010-11 over 9M FY 2009-10
- Supported by very strong CPO prices
- Total oil palm territory allocations now about 2.5 lac hectares.



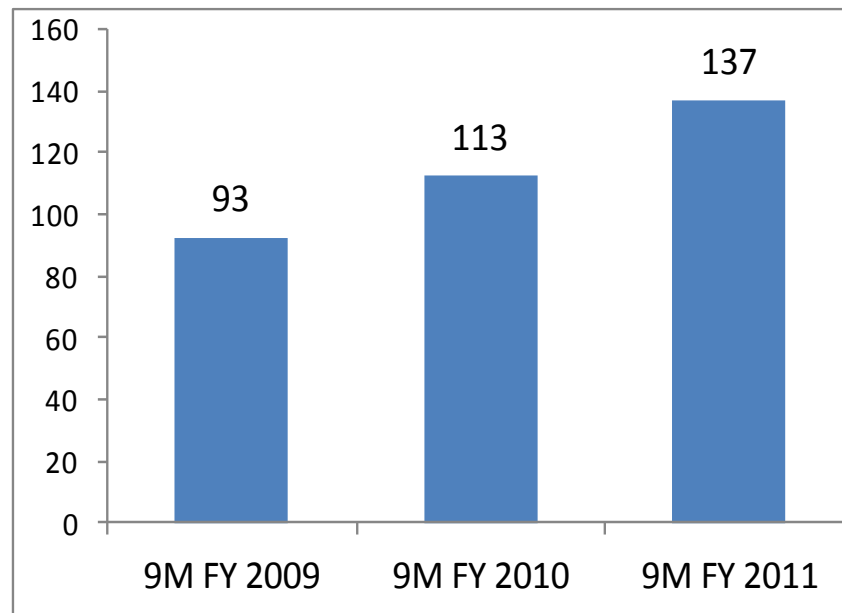
# AGRI BUSINESSES

## AGRI INPUTS SALES MODERATED BY EXTENDED RAINS, SOWING DELAYS

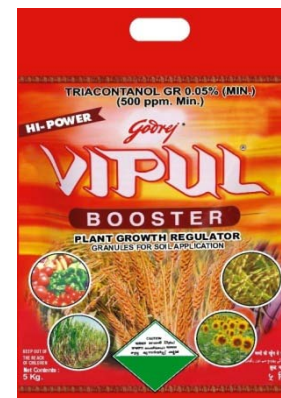
3<sup>rd</sup> Quarter Agri Inputs Sales (₹ crore)



9 month Agri Inputs Sales (₹ crore)



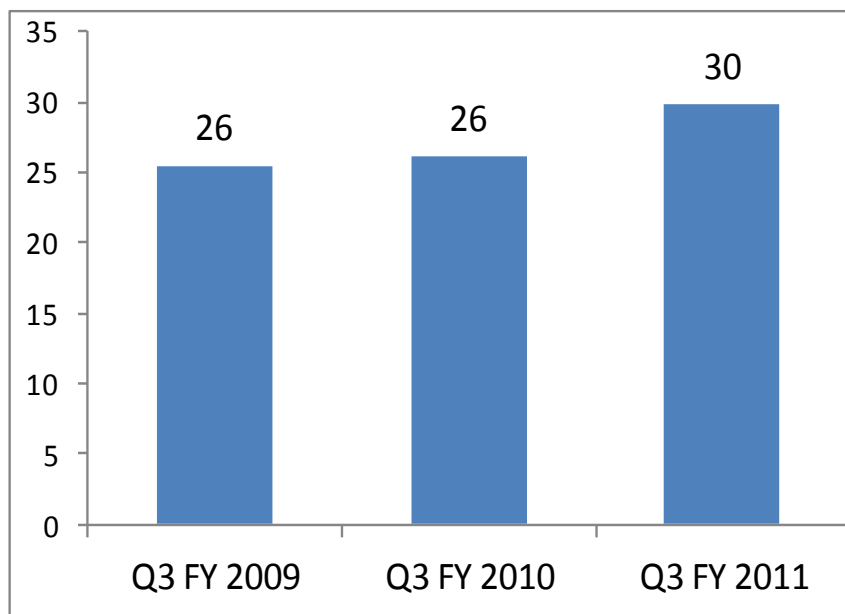
- Sales increased by 21.9% 9M FY 2010-11 over 9M FY2009-10
- Continuous rains, sowing delays hit Q3 sales
- New product pipeline on track for FY2011-12 launches



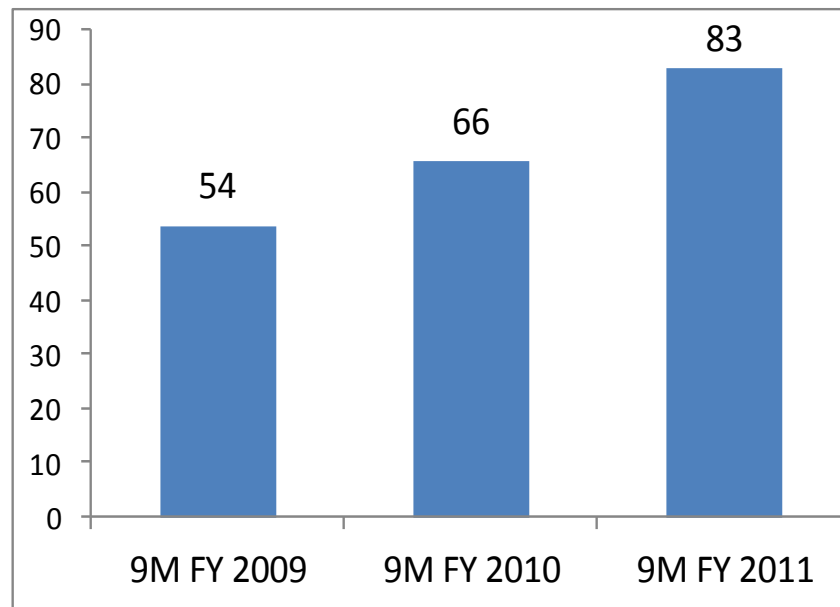
# AGRI BUSINESSES

## GODREJ TYSON FOCUSING STRONGLY ON YUMMIEZ

3<sup>rd</sup> Quarter Godrej Tyson Sales (₹ crore) \*



9 month Godrej Tyson Sales (₹ crore) \*



\* Note: Reflects GAVL's 49% stake in Godrej Tyson JV

- Sales increased by 25.8% 9M FY 2010-11 over 9M FY 2009-10
- Joint promotions for Yummiez with Disney and Silly Bandz
- Planning to expand processing capacity next year



# T RANSFORMATION

## Our Transformation is built on harnessing the power of Brand Godrej and implementing our Brighter Living vision

- Crafted a vision for playing our part in creating a more inclusive and greener India by 2020. This effort is named '**Godrej Good & Green**'
  - Create an employable workforce – Train 1 million rural and urban youth in skilled employment.
  - Create a greener India – Achieve zero waste, be carbon neutral, have positive water balance and 30% renewable energy.
  - Innovate for good and green products – Have a third of our portfolio revenues comprising Good and / or Green products and services.
- “Godrej Khelo Jeeto Jiyo” campaign submitted by JWT has been awarded:
  - Gold for “Best Campaign in Country – India”
  - Gold in “Best Brand Building Campaign” category pan Asia





## GODREJ HERSHEY LIMITED (BEVERAGES & CONFECTIONERY BUSINESSES)

### Financial & Business Highlights:

- Beverages portfolio grew by 20% for the quarter
  - **Sofit** sales increased by 36%
  - **Jumpin** sales grew by 19%
- **Hershey Syrup/Milk Mix** sales higher by 46% for Q3 FY 2010-11.
- 2 new product launches under the confectionery category during the quarter in line with the long term strategy of the company to upgrade consumer to higher price points.
  - **Nutrine 1-2-3** : 3 flavoured candies in a pillow pack.
  - **Coffee Eclairs** : Eclairs with a Coffee flavour.
- Highest Gross Rating Points (GRP's) across the kids genre in the Hard Boiled Confectionery category.
- During the quarter, Consumer activation in beverages (Modern Trade channel) has been successful.



## **NATURES BASKET**

### **(FRESH FOOD AND GOURMET STORES)**

#### **About Natures Basket:**

- Started in 2005 as a fresh food retailer. Morphed into a fine food retailer in 2008
- Now India's finest Gourmet Retail Chain and a leader in the niche space
  - 11 stores (8 in Mumbai & 3 in Delhi)
  - located in premium residential catchments
  - Caters to up-market urban consumers for authentic world food, ingredients, organic foods, health foods, delicatessen, boulangerie and the finest beverages including wines & beer
  - Consumers include industrialists, celebrities, models, senior executives and in general, the well to do
- Products are handpicked from the very best that Europe, Australia, Asia & US have to offer
- Supply arrangements in place with over 300 suppliers including consolidators, importers, distributors, etc.

# EMERGENT

## NATURES BASKET

### (FRESH FOOD AND GOURMET STORES)

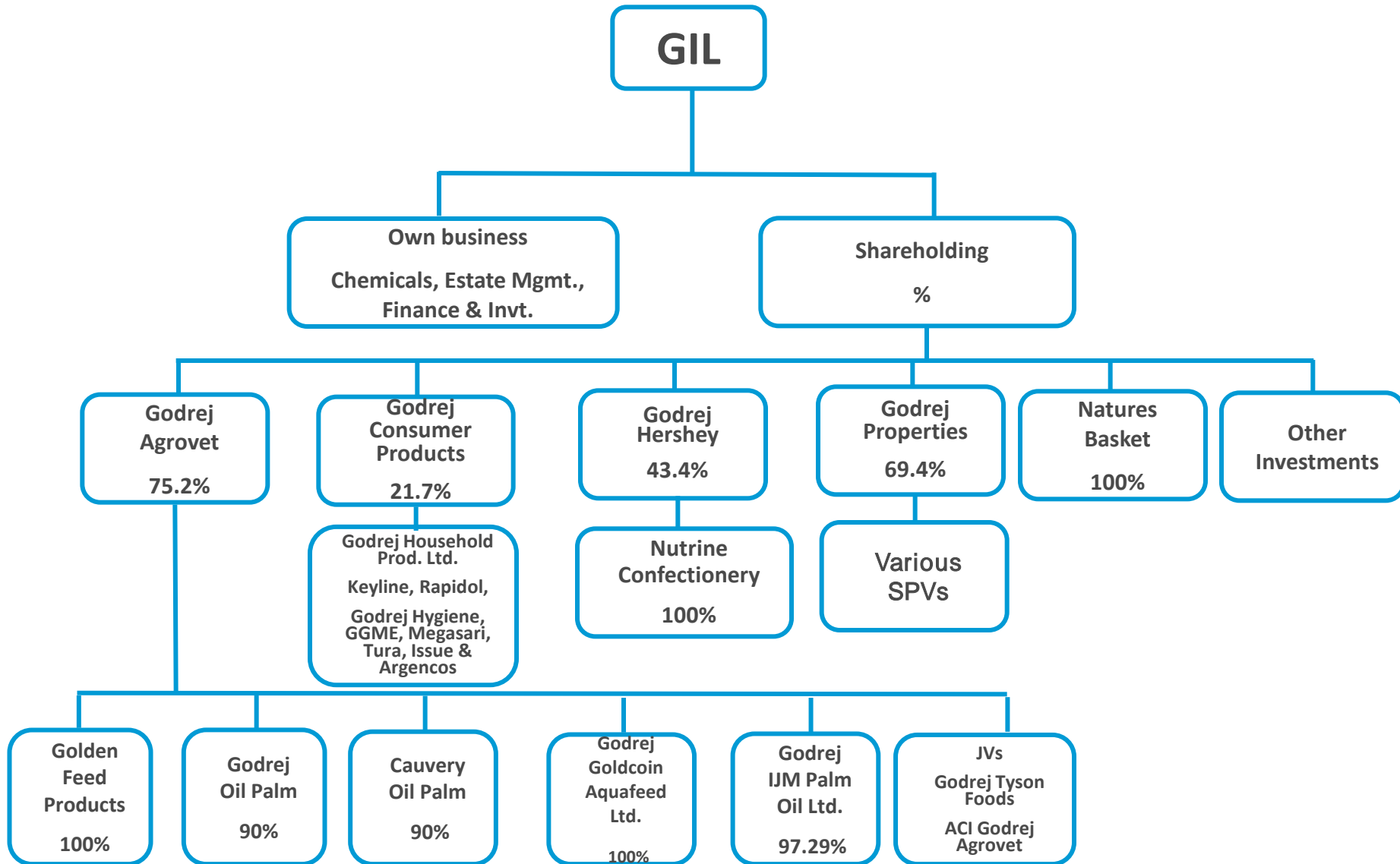
#### Financial Performance:

- Revenues at ₹ 14.6 crore for Q3 FY 2010-11 grew by 45% over Q3 FY 2009-10.
- Revenues at ₹ 40 crore for 9M FY 2010-11 increased by 66% over 9M FY 2009-10.
- Mumbai operations remained cash positive in Q3 FY 2010-11.
- Higher growth in Delhi over previous quarter.
- Gross Sales for the business crossed ₹ 5 cr. landmark in Nov 2010 and Dec 2010
- Bandra Store in Mumbai consistently clocking monthly sales of ₹ 1 crore from August 2010.

**Other Information**

# BUSINESS STRUCTURE

(as on 31<sup>st</sup> Dec, 2010)



# SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ Cr.)	Market Value* of investment (₹ Cr.)
Godrej Consumer Products	FMCG, Personal and Household Care Products	21.7	498	2703
Godrej Properties	Real Estate and Property Development	69.4	185	2980
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry & Oil Palm	75.2	163	
Godrej Hershey	Beverages and Confectionery	43.4	221	
Godrej International	International Trading	100.0	17	
Natures Basket	Fresh Food & Gourmet Stores	100.0	14	
CBay	Medical Transcription	5.2	38	78
Others (Avesthagen, Verseon, Boston Analytics, etc.)	Bio- Technology, KPO, etc.	-	50	
	Total	-	1,193	

\* as on December 31, 2010

# SHAREHOLDING PATTERN AS ON 31<sup>st</sup> DEC, 2010

Category	Shares held (nos.)	% of holding
Promoter holding	251,234,174	79.10%
Institutional investors :		
- Mutual funds & UTI	5,402,922	1.70%
- Banks, financial institutional investors & Insurance companies	6,566,107	2.06%
- Foreign Institutional Investors	10,695,226	3.37%
Others :		
- Private corporate bodies	10,834,595	3.41%
- Indian Public	31,536,002	9.93%
- NRI/OCBs	1,355,866	0.43%
<b>Total</b>	<b>317,624,892</b>	<b>100.00%</b>

# THANK YOU FOR YOUR TIME AND CONSIDERATION.

For further information, please contact:

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