

PRESS RELEASE

Q3 FY 2024 results – GCPL sustains double-digit EBITDA growth on the back of high single-digit volume growth

Mumbai, January 31, 2024: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ending December 31, 2023.

FINANCIAL OVERVIEW

Q3 FY 2024 FINANCIAL PERFORMANCE SUMMARY:

- Q3 FY 2024 Consolidated volume grew at 8%, sales grew by 2% in INR terms impacted by devaluation, constant currency growth of 19% year-on-year
 - India business volume grew by 12%, sales grew by 9% year-on-year
 - Indonesia volume grew by 9%, sales grew by 8% in INR terms and 7% in constant currency terms, year-on-year
 - Africa, USA, and Middle East sales declined by 8% in INR terms and grew by 14% in constant currency terms, year-on-year
 - Latin America and SAARC sales declined by 45% in INR terms and grew by 181% in constant currency terms, year-on-year
- Q3 FY 2024 Consolidated EBITDA* grew by 16% year-on-year

*EBITDA incl. forex

MANAGING DIRECTOR AND CEO'S COMMENTS

Commenting on the business performance of Q3 FY 2024, Sudhir Sitapati, Managing Director, and CEO, GCPL, said:

We continue to deliver steady performance in Q3FY24 despite challenging market conditions. Our Consolidated volumes grew by 8%, led by the India business growing volumes at 12% and Indonesia growing volumes at 9%. Our Consolidated revenue growth was significantly impacted by the devaluation of the Naira and the Argentine Peso with sales growing at 2% in INR terms and 19% in constant currency terms.

Our quality of profit continues to improve consistently on the back of superior growth in higher margin countries and categories. Our reported Consolidated gross margin improved sharply by 470 bps year-on-year and 100 bps quarter-on-quarter. Our EBITDA margin, too, improved by 280 bps year-on-year despite continued media investments, which increased by 32% year-on-year.*

We continue to remain focused on driving volume-led growth along with healthy investments in our brands and improvement in profitability. We have launched two new products in the Indian market. (1) Godrej Fab Liquid Detergent, at a category-defining price of ₹99 per litre. (2) We have entered the ~₹1,200 crore market of Anti-Mosquito Incense Sticks segment that is dominated by illegal players. Goodknight Agarbatti is India's only government registered active based anti-mosquito Agarbatti with our new and exclusive molecule RNF[^] (~2x more effective than other molecules used in India).

We continue to have a strong balance sheet. 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 | [^]Renofluthrin

BUSINESS UPDATE – INDIA

Performance Highlights

- Q3 FY 2024 sales grew by 9% to ₹2,160 crore; volume grew by 12%
- Q3 FY 2024 EBITDA* grew by 18% to ₹641 crore

Category Review

Home Care

Home Care grew by 5%

- Household Insecticides volume growth stable at low-single digit. The non-mosquito portfolio continues to consistently perform significantly well. We are also on track to turnaround HI – Launched Goodnight Agarbatti in January, additional actions in the pipeline.
 - **New Launch:** Entered the ~₹1,200 crore market of Anti-mosquito Incense Sticks that is dominated by illegal players. **Goodnight Agarbatti** is India's only government registered active based anti-mosquito Agarbatti. Goodnight Agarbatti uses a new molecule, RNF[^], which is close to 2x more effective than most other molecules used in India. GCPL enjoys exclusivity to use this molecule in the medium term.
- Air Fresheners continues to consistently deliver double-digit volume growth. Aer continues to gain share and enjoy market leadership. Air Fresheners has close to doubled its salience over last 2 years.
- Fabric Care delivered strong double-digit volume growth. Genteel and Ezee continue to deliver steady performance.
 - **New Launch:** Launched Godrej Fab Liquid Detergent in select markets of South India at a category-defining price of ₹99 per litre.

Personal Care

Personal Care grew by 2%

- Personal Wash delivers mid-single digit volume growth. Our market share increased, led by effective media campaigns and micro-marketing initiatives. Magic Handwash continues to deliver strong double-digit volume growth.
- Hair Colour volumes grew in double-digit led by both Godrej Expert Rich Crème and Godrej Selfie Shampoo Hair Colour. Access packs have significantly outperformed in both Godrej Expert Rich Crème and Shampoo Hair Colour. We continue to gain market share.

Park Avenue and KamaSutra

- Park Avenue and KamaSutra continue their healthy sales run-rate delivered in Q2 and clocked sales of ₹139 crore. The integration has been completed and synergies have started to flow from Q3. On track to achieve full-year ambition.

*EBITDA incl. forex | [^]Renofluthrin

BUSINESS UPDATE – INDONESIA

Strong volume growth at 9%, sales growth of 7% (constant currency) and 8% in INR terms. EBITDA* margin is at 20.9%, up by 70 bps year-on-year.

Household Insecticide volumes grew in strong double digits led by aerosol and LV. Household Insecticide continues to gain market share, penetration and enjoy market leadership. Hair Colour recorded strong double-digit volume growth driven by Shampoo Hair Colour.

BUSINESS UPDATE – AFRICA, USA, AND MIDDLE EAST

Our Africa, USA and Middle East business delivered a sales growth of 14% in constant currency terms while performance in INR terms was impacted by the devaluation of Naira. FMCG categories continue to grow in double digits. EBITDA* margin at 11.4%, up 250 bps year-on-year led by gross margin expansion and mix improvement.

BUSINESS UPDATE – Latin America and SAARC

Our LATAM business has been severely impacted on account of the sharp devaluation of the Argentinian Peso, which has impacted nine months of revenue (due to hyper-inflation accounting). However, the impact on operating profit remains minimal. The upcoming quarter should see normative performance.

*EBITDA incl. forex

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the over 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. 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.

Disclaimer:

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.