

### Quarterly Update: Q1 FY25

*This update provides an overall summary of the operating performance and demand trends during the quarter ended June 30, 2024. This will be followed by a detailed performance update, post the approval of the Q1 FY25 financial results by the Board of Directors.*

Despite the operating conditions in India continuing to remain soft in the quarter our India business performed well with high-single digit organic volume and mid-single digit value growth. Reported growth will be double-digit in volume and high-single digit in value terms. The growth was broad-based across both Home Care and Personal Care. Demand in Household Insecticides had been soft for earlier parts of the quarter due to extreme heatwaves across the country. Park Avenue and KamaSutra brands are performing well post portfolio simplification actions and are in-line with our full year growth ambition.

Indonesia business continues to consistently deliver strong performance with high-single digit volume growth and double-digit constant currency sales growth. However, the Indonesian currency has seen high depreciation leading to lower growth in INR terms.

The GAUM (Godrej Africa, USA, and Middle East) organic business is expected to see double-digit volume decline largely led by West Africa due to a high base in Q1 FY24 on account of appointment of a National Distributor giving a one-time sell-in benefit and some tough pricing decisions in Nigeria. There has been an additional impact driven by supply disruption in South Africa led by the shipping crisis. As shared earlier, the currency in Nigeria continues to negatively impact our INR sales performance. Despite this, we have grown EBITDA (reported) in INR terms in strong double-digit.

At a Consolidated level (organic), we expect flattish INR sales, double-digit constant currency sales growth and double-digit EBITDA (reported) growth.

## 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. 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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