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04th November 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001
SCRIP CODE: 500163

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400051
SYMBOL: GODFRYPHLP

Subject: Earnings Presentation.

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sirs,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Earnings Presentation with reference to the last published Unaudited Financial Results of the Company for the Quarter and Half Year ended 30th September 2025 submitted on 3rd November 2025.

The presentation is also placed on the website of the Company i.e. <https://www.godfreyphillips.co.in/sustainability/earnings-presentations>

This is for your kind information and record please.

Thanking you,
Yours faithfully,

For Godfrey Phillips India Limited

Punit Kumar Chellaramani
Company Secretary & Compliance Officer

Encl: As above



GREAT PLACE TO WORK® CERTIFIED

Regd. Office: 'Macropolo Building', Ground Floor, Dr. Babasaheb Ambedkar Road, Lalbaug, Mumbai - 400 033
CIN : L16004MH1936PLC008587

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION H1 FY26 (CONSOLIDATED)



GODFREY PHILLIPS
INDIA LIMITED

H1 FY26 Highlights



GODFREY PHILLIPS
INDIA LIMITED

Company

Rs. 8,068 Cr.
Gross Sales Value

Rs. 1,227 Cr.
Gross Profit

15.2%
Gross Profit Margin

Rs. 661 Cr.
Net Profit

Tobacco

Rs 7,316 Cr.
Domestic Gross Sales Value

Rs. 691 Cr.
International Gross Sales Value

99%
Tobacco contribution to Gross sales
Value

Others

Rs. 61 Cr.
Gross Sales Value

1. Above values are based on consolidated financials
3. Margins are calculated on Gross Sales Value

2. Gross Sales Value is inclusive of all applicable indirect taxes

Godfrey Phillips Product Portfolio – H1 FY26

Net Sales: Rs. 3,425 Cr



1 The ratios shown above are based on Net Sales
2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International



Mr. Sharad Aggarwal
Chief Executive Officer

We are pleased to report our H1 FY26 financial results which reflect our sustained growth momentum over last year to this first half. The Company has recorded consolidated Gross Sales Value of Rs. 8,068 Crores and Net Profit (from continuing operations) of Rs. 661 Crores, representing increase of 23% and 22% respectively when compared to the corresponding period in last year. This performance underscores our focus on enhancing operational efficiency to drive profitability. Our initiatives to expand into new markets with differentiated offerings are progressing well, and we remain committed to delivering long-term value to our stakeholders.

The Company has delivered robust domestic cigarette sales volume growth of 25% in H1 FY26 over the corresponding period of last year.

Our unmanufactured tobacco exports in H1 FY26 are lower by 15% over H1 FY25, which shortfall we are quite hopeful of making up in H2, based on our various initiatives in crop development and strong customer relationships built over the years.

The Company's improved financial performance has led the Board to reward the shareholders by declaring an interim dividend of Rs 17 per share for FY26, on enhanced capital base after issuance of bonus equity shares in the ratio of 2:1.

On the people front, we remain committed to strengthening our leadership pipeline by integrating young talent into key roles. This is aimed at fostering a dynamic blend of fresh perspectives and seasoned experience, enabling us to drive innovation while maintaining operational excellence.

It is a matter of pride that Godfrey Phillips, a Fortune 500 organization, has yet again been certified as 'Great Place To Work' for seventh consecutive year. The Company continues to focus on sustainability in all facets of its operations.

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco & Confectionary**
- **Strong Credit Rating : CRISIL A1+ (Short Term Debt) and AA+/Stable (Long Term Loan)**
- **State-of-the-art Research & Development Facilities – ISO 17025 certification**
- **ISO 50001, ISO 14001, ISO 26000, ISO 22000 and OSHAS 18001 certified manufacturing operations**

**FY 2025
Gross Sales Value
Rs. 14,480 cr**

**1,000+
Employees**

**950+ Distributors
&
9000+ Field Force**

**Corporate Social
Responsibilities**

*Farmers Community
Program; Women
Welfare Program*

Growth Priorities

1 Target New
Cigarette
Markets

2 Focus on
International
Business

3 Focus on
strengthening
the core

Strategic Direction

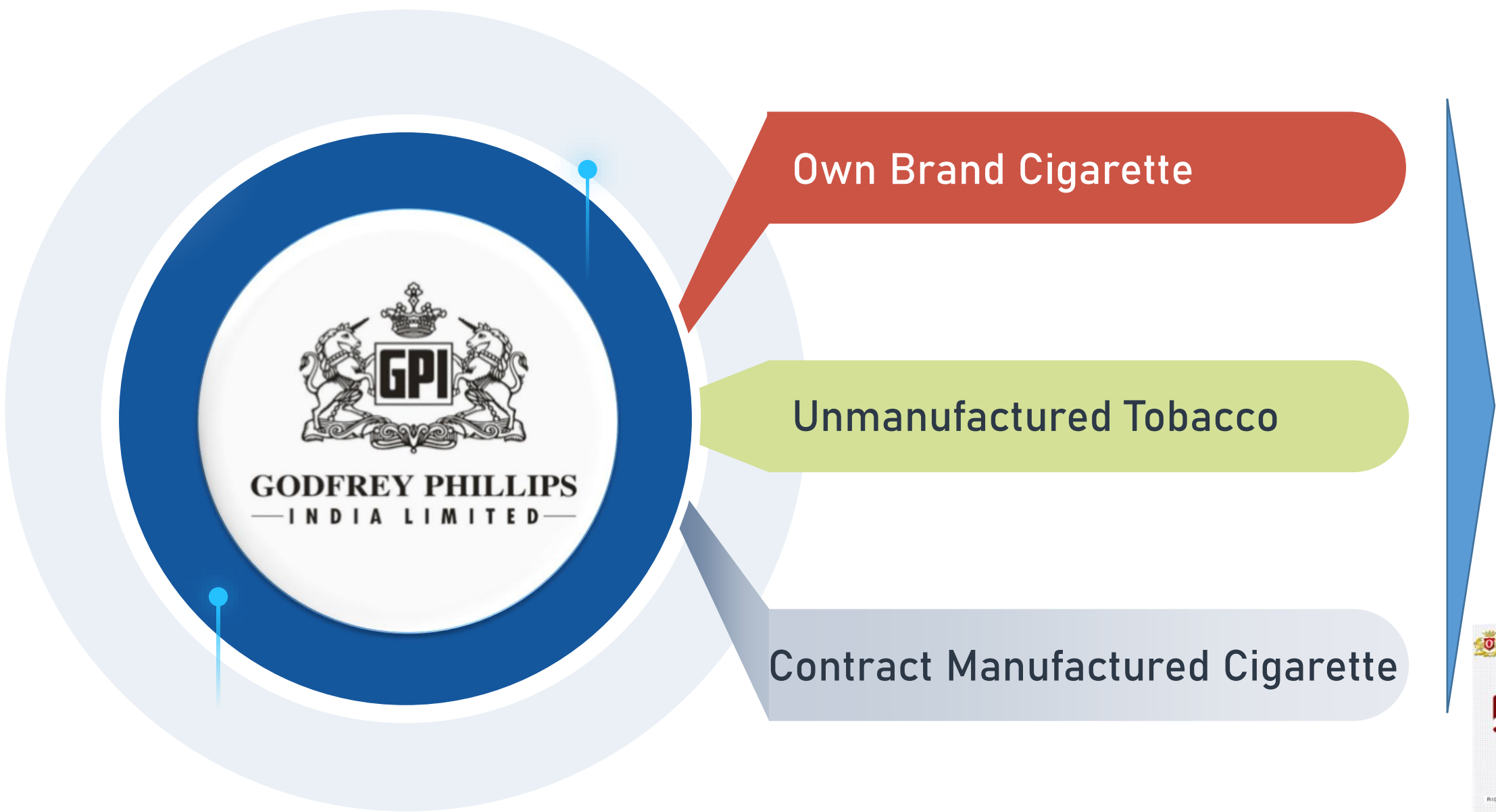
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on export markets to enhance sale of unmanufactured tobacco
- ✓ Leverage and monetize distribution infrastructure; we have in place a product supply agreement with Ferrero India for distribution/re-sale of the sweet-packaged food products manufactured by them
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Growth Priorities – International Business Division



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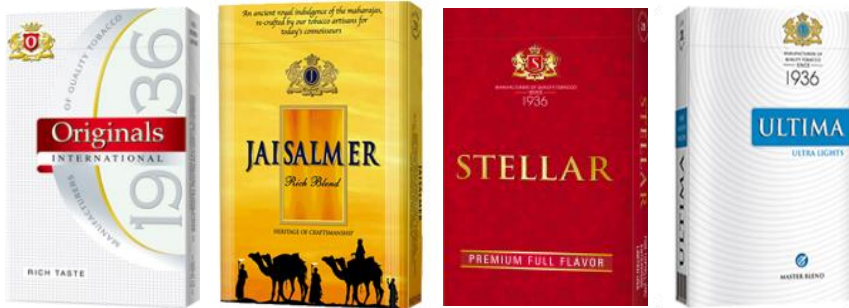
Build on existing contract manufactured cigarettes export markets and augment unmanufactured tobacco business



Rs. 691 Cr
H1 FY26 Net Sales Value

20%
Contribution in H1 FY26 Net Sales

Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe in around 35 countries



GPI's other growth priorities – Confectionery Items and Ferrero Food Products



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Confectionery

Funda Goli

- Funda Goli is a range of candies from GPIL, to establish a niche as a unique confectionery brand
- Funda Goli's fun range includes flavours like Kachha Aam and Funda Paan

Imli Naturalz

- First of its kind candy with natural ingredients and distinguished taste

Funda C

- First of its kind candy proposition with Vitamin C

Funda Gum Shums

- Cool mint gum introduced

Funda Lemon Chaskaa

- New lemon candy with a masala twist

Gross Sales:
Rs. 36 crore



Ferrero Food Products

- The Company through a product supply agreement with Ferrero India Private Limited, engages in distribution/re-sale of the sweet-packaged food products manufactured by them
- Two dedicated SKUs (Orange and Mint refill packs) for the distribution channel were launched

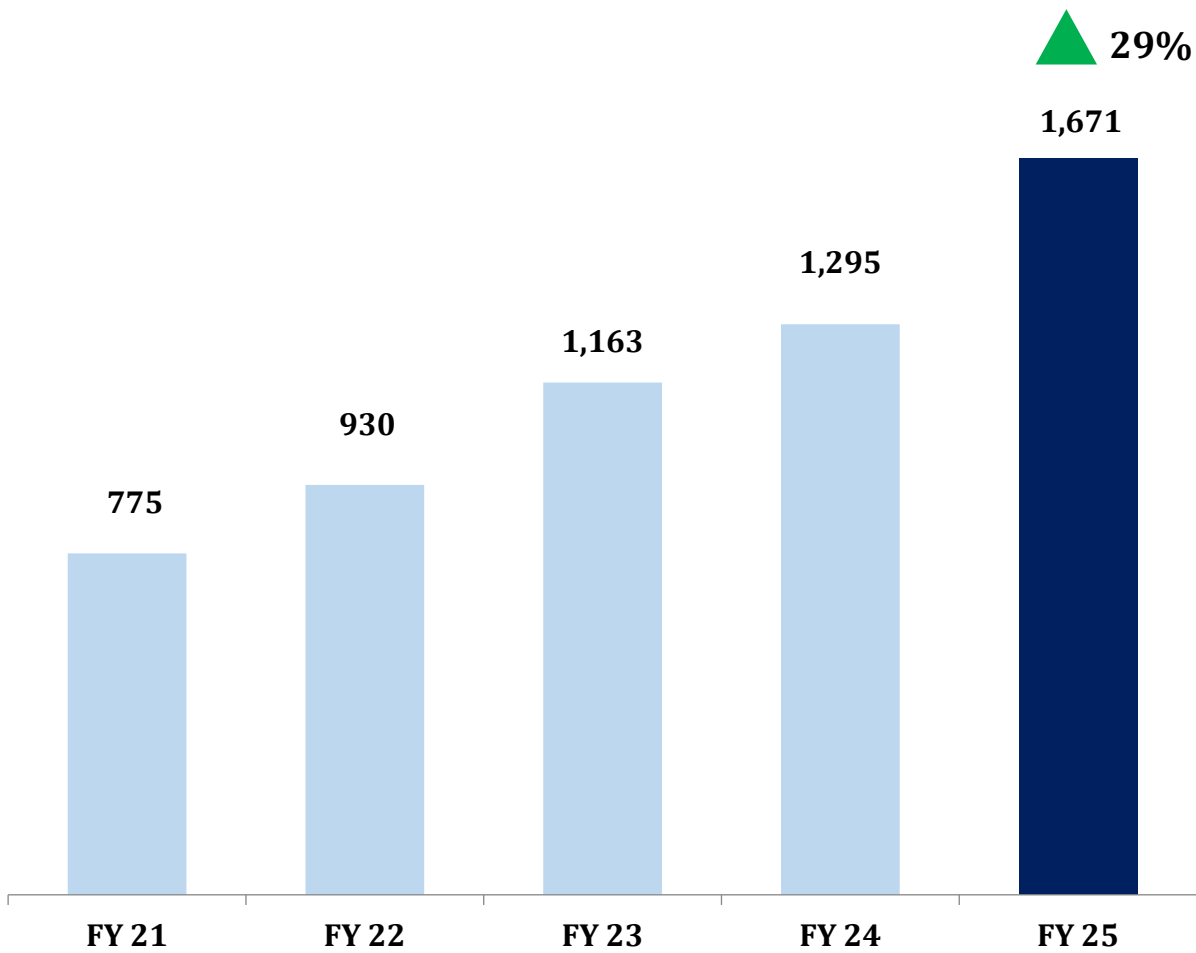


Gross Sales:
Rs. 23 crore

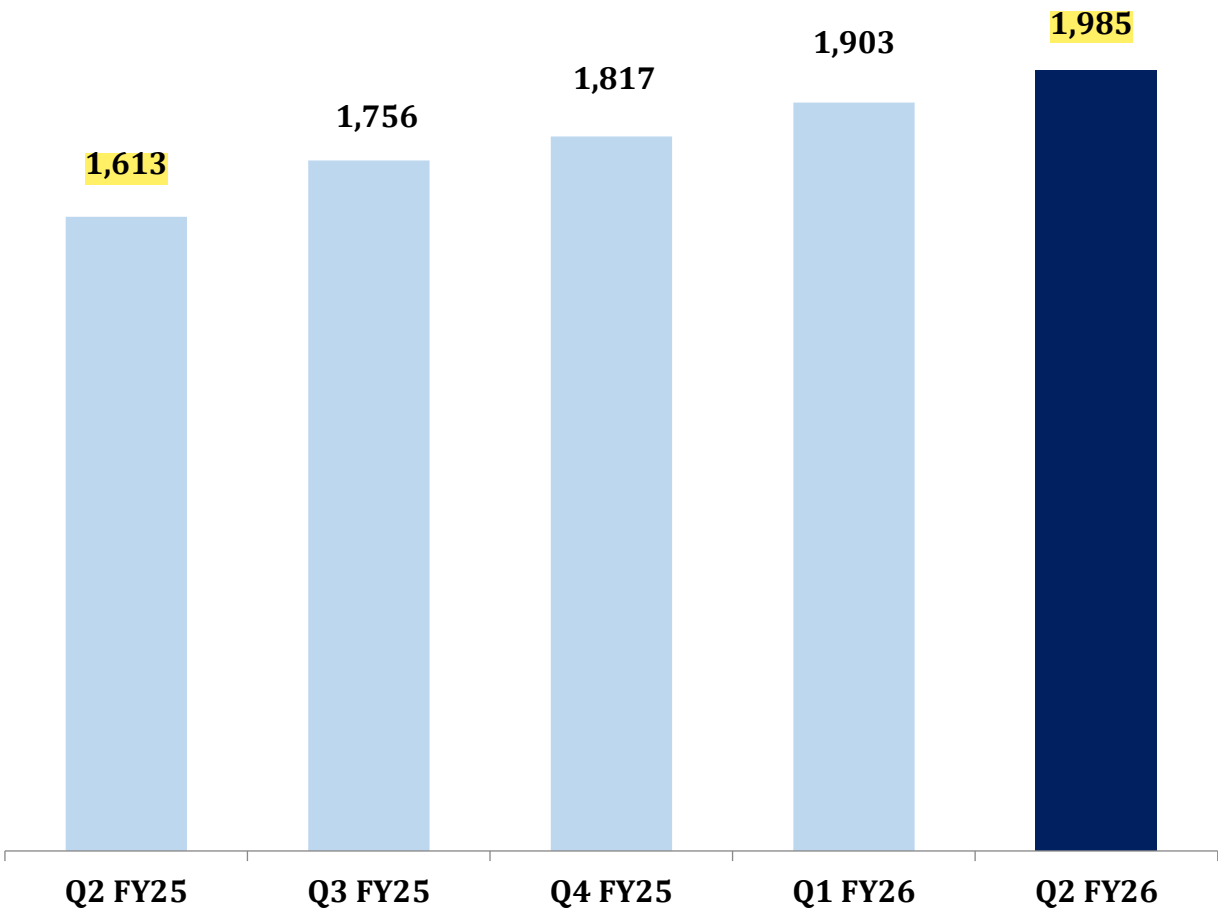


Cigarette Domestic Volume

Annual Volumes (million per month)



Quarterly Volumes (million per month)





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INDIA LIMITED

H1 FY26 Financial Summary- Consolidated

Rs Crore		Q2 FY26	Y-o-Y%	Q2 FY25	Q1 FY26	Q-o-Q%	H1 FY26	Y-o-Y%	H1 FY25	FY25	FY24
1	Gross Sales Value	3974	15.1%	3454	4094	(2.9)%	8068	23.3%	6541	14480	10789
2	Gross Revenue	1632	0.2%	1628	1813	(10.0)%	3445	15.3%	2987	6767	4903
	Less- Excise duty	343		267	327		670		538	1156	885
	Net Revenue	1289	(5.3)%	1361	1486	(13.3)%	2775	13.3%	2449	5611	4018
3	COGS	690	(11.8)%	782	858	(19.6)%	1548	13.7%	1362	3253	2171
4	Gross Profit	599	3.5%	579	628	(4.6)%	1227	12.9%	1087	2358	1847
	% to Sales	15.1%		16.8%	15.3%		15.2%		16.6%	16.3%	17.1%
5	Employee Benefits	110	4.8%	105	114	(3.5)%	224	12.6%	199	410	310
	% to Sales	2.8%		3.0%	2.8%		2.8%		3.0%	2.8%	2.9%
6	Other expenses (Net)	175	(10.7)%	196	176	(0.6)%	352	3.2%	341	771	634
	% to Sales	4.4%		5.7%	4.3%		4.4%		5.2%	5.3%	5.9%
7	EBITDA (Operating)	314	12.9%	278	338	(7.1)%	651	19.0%	547	1177	903
	% to Sales	7.9%		8.0%	8.3%		8.1%		8.4%	8.1%	8.4%
8	Net Profit after tax- Continuing Operations	305	18.7%	257	356	(14.4)%	661	22.1%	542	1153	926
	% to Sales	7.7%		7.4%	8.7%		8.2%		8.3%	8.0%	8.6%
9	Loss after tax from discontinued operation	-		(9)	-		-		(65)	(81)	(42)
10	Net Profit after tax for the period	305	22.8%	248	356	(14.4)%	661	38.7%	477	1072	884

Notes: 1) Gross Sales Value is inclusive of all applicable indirect taxes. 2) Margins are calculated based on Gross Sales Value.

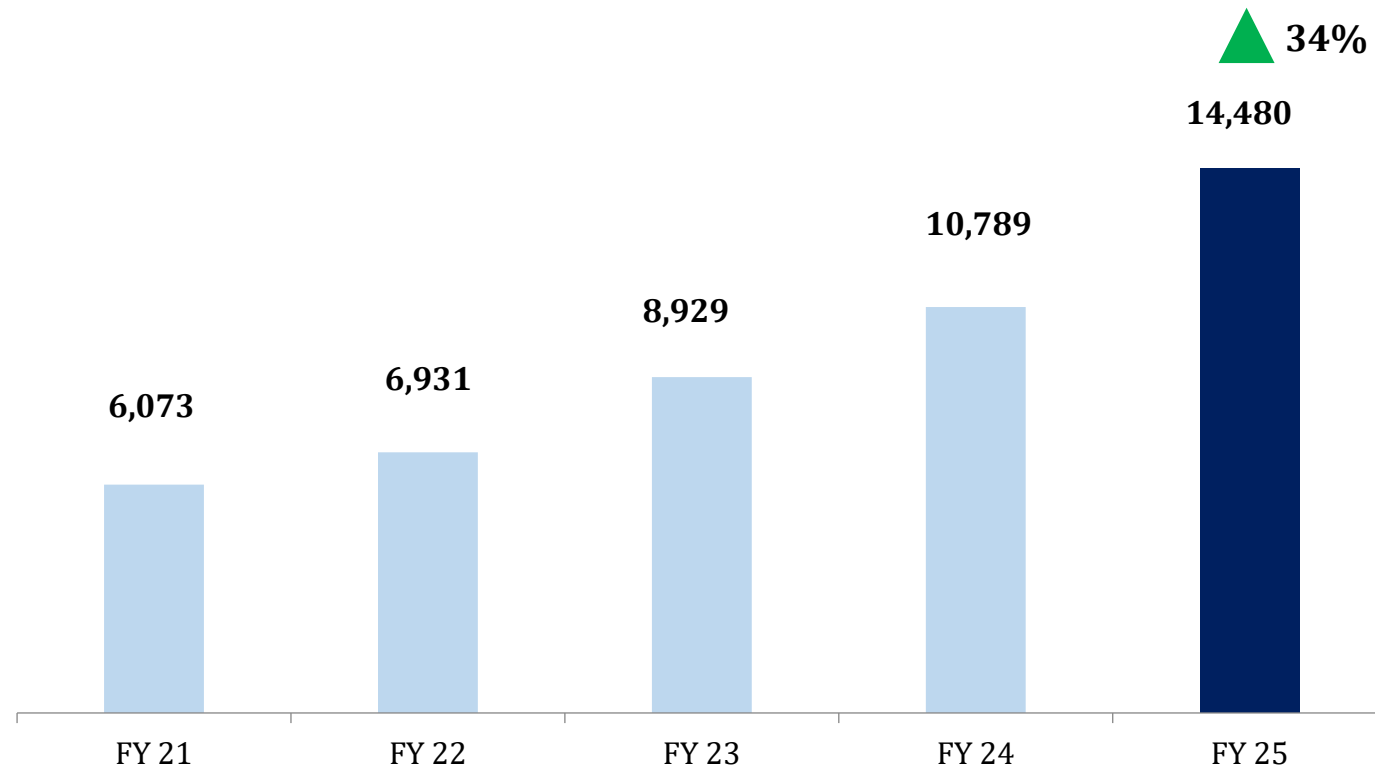
3) Unmanufactured tobacco exports were relatively subdued in Q2 FY26 and H1 FY26, primarily due to shipment postponements by key customers.

Revenue Analysis

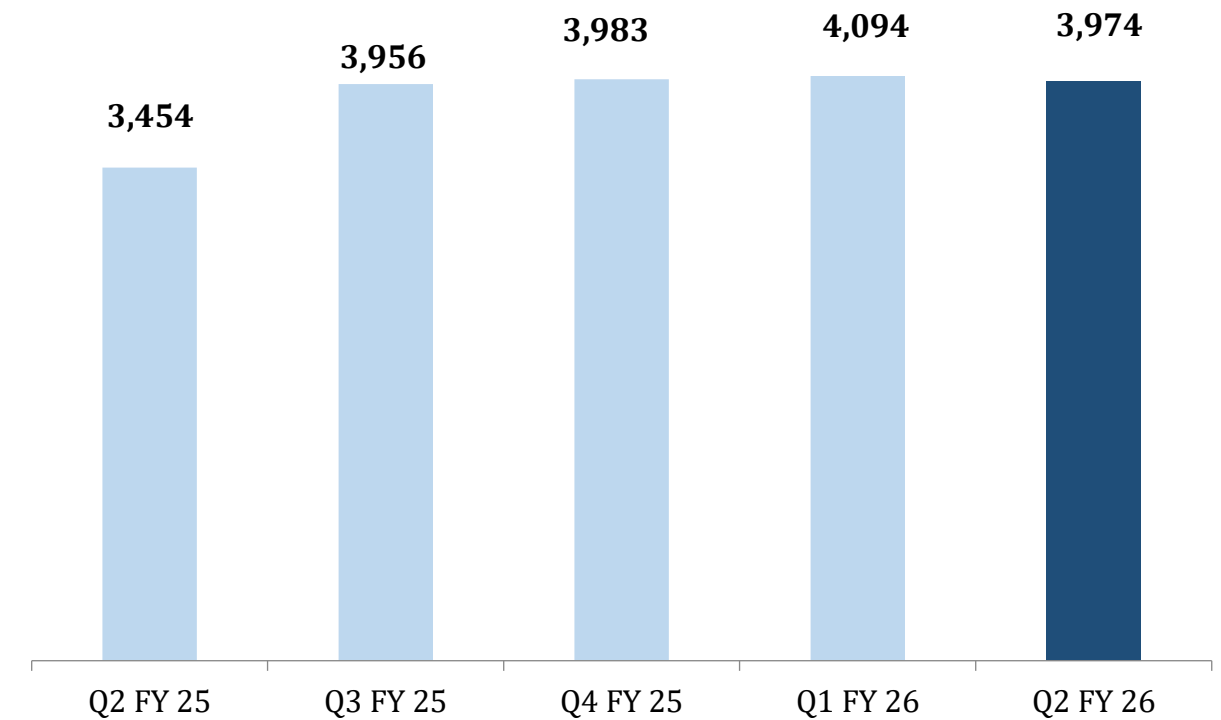


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Gross Sales Value –Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)



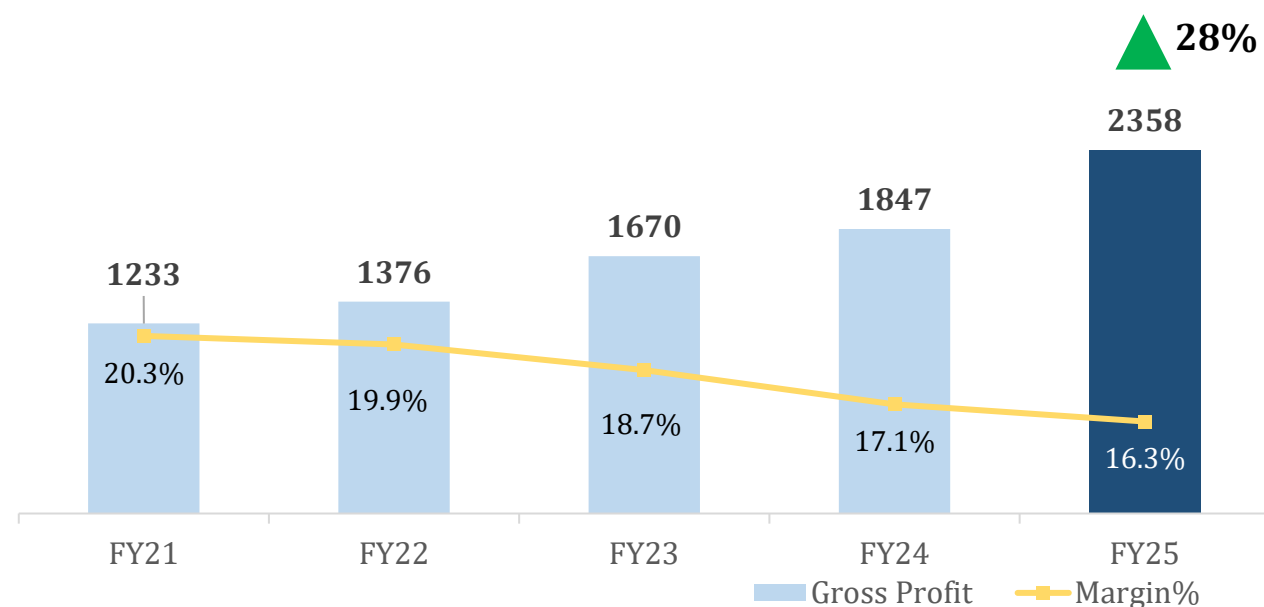
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period
- Gross sales figures represent our continuing operations. All prior years and quarters have been re-casted to reflect the same
- Unmanufactured tobacco exports were relatively subdued in Q2 FY26, primarily due to shipment postponements by key customers.

Gross Profit and Net Profit

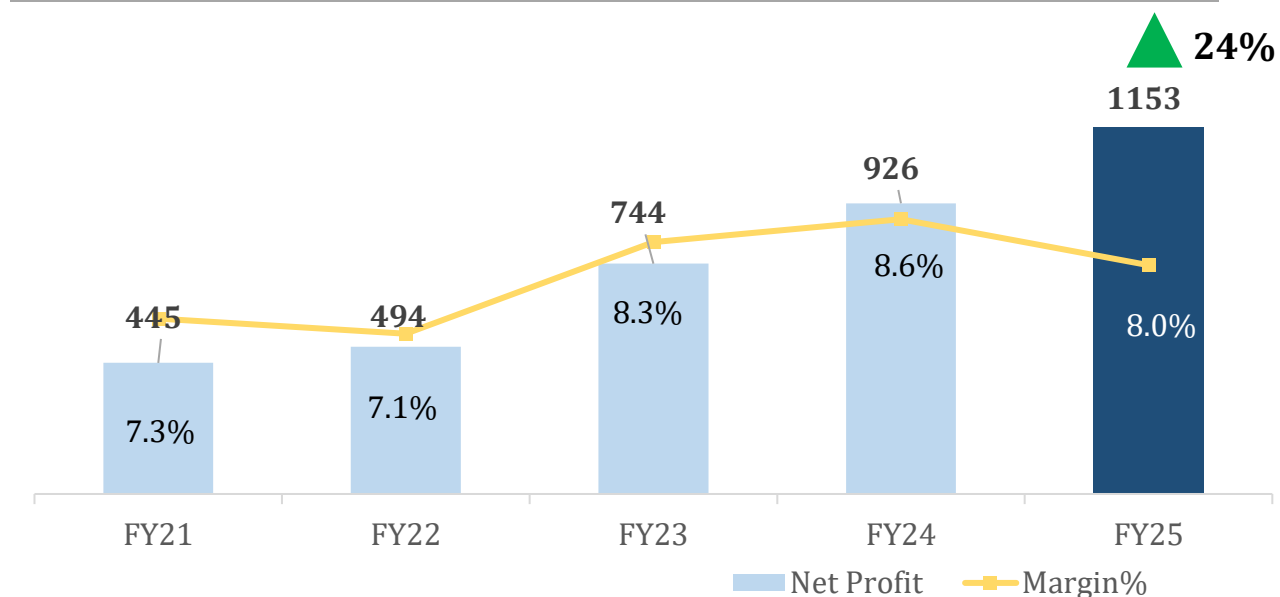


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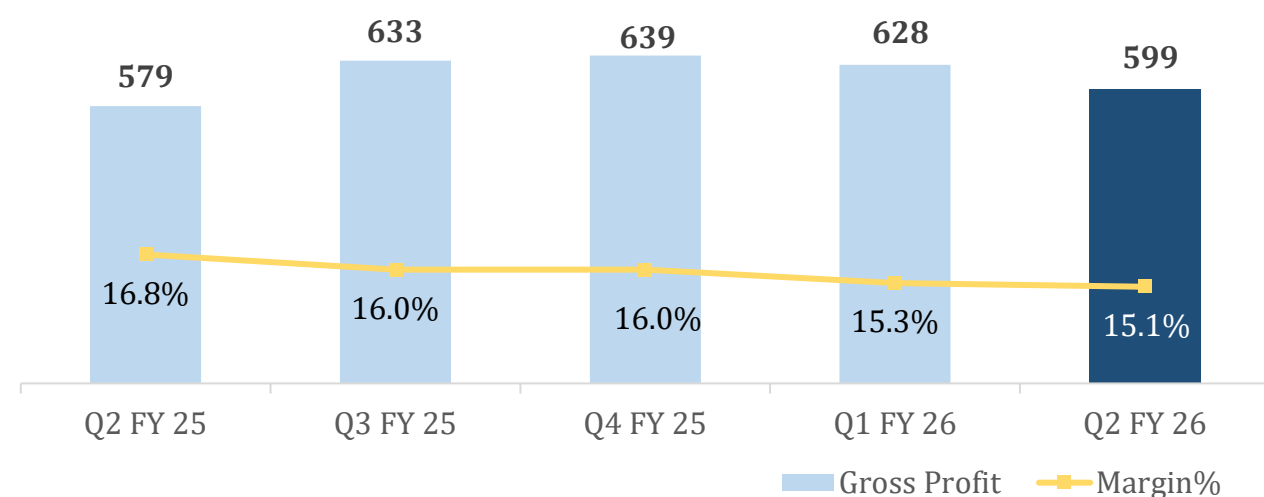
Gross Profit (Rs. Crore) & Margin (%) from continuing operations



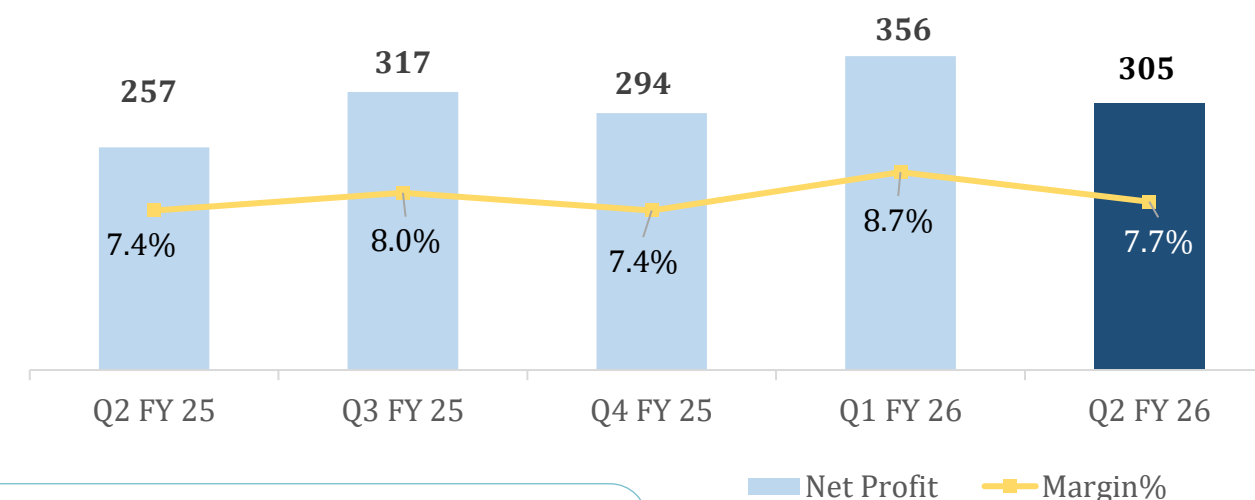
Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit (Rs. Crore) & Margin (%) from continuing operations



Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit & Net Profit figures reflect our continuing operations . All prior years and quarters have been re-casted to reflect the same

Focus on People as single largest priority; GPI as Great Place to Work – consistently for 7 years in a row



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1

Building Culture of Performance

Recognizing high performance and augmenting talent quotient with productivity building measures

2

Capability Building

Skilling and reskilling initiatives on an accelerated path to drive up the organization skill pool

3

Holistic Wellbeing

Workshops and interactions with employees to ensure physical and mental wellbeing

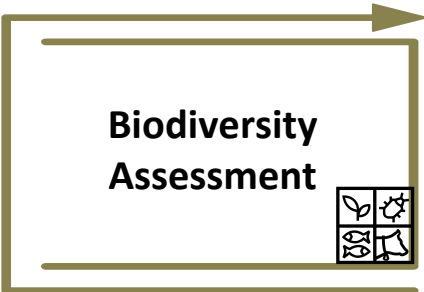


ESG is a critical component of the business model; external ratings in the second year jumped from 43 to 64

P
H
A
S
E
2



- Assurance-ready GHG accounting to derive end to end carbon footprint (Scope 1, 2 & 3)



- Biodiversity assessment report on 3 manufacturing units



- Human rights risks assessment across offices, manufacturing units



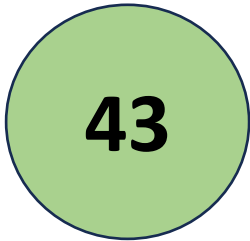
- Climate risks assessment and adaptation plan for complete value chain



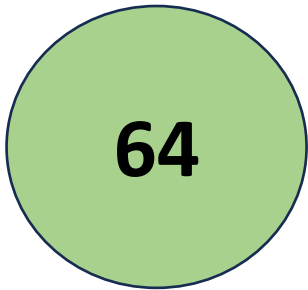
- Assessment framework to assess ESG risks for major supplier base



- BRSR
- Integrated Report (Assured)
- Dow Jones Sustainability Ratings



DJSI Rating
FY24

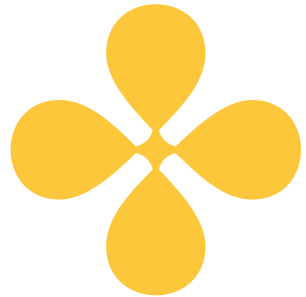


DJSI Rating
FY25

Corporate Social Responsibility (CSR): Committed to Responsible Growth



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INDIA LIMITED



At Godfrey Phillips India Ltd., we recognize that business sustainability goes hand in hand with social and environmental responsibility. As a company deeply connected to agriculture and trade, our focus remains on empowering communities, ensuring sustainable livelihoods, and contributing meaningfully to ecological balance.

This year, we strengthened our water conservation efforts, building new check-dams, repairing existing ones, and actively measuring water storage to assess impact. We also explored innovative ways to replenish groundwater near our manufacturing unit in Guldhar, Uttar Pradesh.

In tobacco-growing regions, we took steps to improve access to safe drinking water, mapping existing RO potable water plants in Andhra Pradesh to guide future installations. Simultaneously, we supported farmers with community sheds for storage and livestock, while driving large-scale awareness on sustainable agricultural practices.

Beyond agriculture, we extended our commitment to daily wage hawkers and traders, launching Swasth Pehal, a health screening initiative across four key cities. Our environmental stewardship continued with biodiversity parks and plantation sites, nurturing native species and preparing these green spaces for community ownership.

Every initiative we undertake is a step towards a more sustainable and responsible future. As we grow, we remain committed to making a tangible impact—for our people, our environment, and our shared tomorrow.



Biodiversity and Plantation

- Maintaining **3 biodiversity parks** and **green cover of 70,000 plants** spread over 300+ acres.

Water Conservation

- **11 new check-dams** taking our total to 47.
- Assessment of water conservation structures through **volumetric analysis of 33 check dams**.
- **Repair and upkeep of 30 check-dams** for optimum use.
- **Feasibility study** for building rainwater harvesting structures near our manufacturing unit in Guldhar.

Health Screening

- **Health screening of community of 1000+ daily traders and hawkers**, and their families on 100+ parameters in Delhi, Mumbai, Jammu and Ahmedabad under *Swasth Pehal* program.

Good Agricultural Practices

- Safeguarding crops with **103 new community sheds** taking our total to 318 safe spaces to store produce and livestock.

Assessing Need for Safe Drinking Water

- **Geotagging and assessing the status of all available RO water plants in 838 villages** of Andhra Pradesh to plan for safe drinking water sources.

Community Awareness

- Increasing awareness around planned initiatives and infrastructures.
- Supporting knowledge enhancement on **sustainable agriculture**.





Godfrey Phillips India Limited

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Disclaimer: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Godfrey Phillips India Limited’s (“GPIL” or the Company) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. GPIL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



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