

Godrej Consumer Products Limited

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CIN: L24246MH2000PLC129806

May 6, 2026

BSE Limited

Corporate Relations Department
Phiroze Jeejeebhoy Towers, Dalal Street,
Fort, Mumbai - 400 001
Scrip Code: 532424

The National Stock Exchange of India Limited

Exchange Plaza,
Bandra-Kurla Complex,
Mumbai 400 051
Symbol: GODREJCP

Dear Sir / Madam,

Subject: Press Release

In continuation of our letter dated today on Consolidated and Standalone Audited Financial Results for the Quarter and Financial Year ended March 31, 2026, we enclose herewith a copy of Press Release.

Please take the same on record.

Thanking you,
Yours faithfully,

For Godrej Consumer Products Limited

Tejal Jariwala
Company Secretary & Compliance Officer
(F9817)

Encl: As above

PRESS RELEASE

Double digit topline and profit growth

Mumbai, May 06, 2026: Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended March 31, 2026.

FINANCIAL OVERVIEW

Q4 FY 2026 FINANCIAL PERFORMANCE SUMMARY:

- Q4 FY 2026 consolidated sales grew by 11% year-on-year on the back of **underlying volume growth of 6%**,
 - Standalone business underlying volume grew by 8%, sales grew by 10% year-on-year
 - Indonesia sales grew by 3% year-on-year
 - Africa, USA, and Middle East sales grew 20% year-on-year
- Q4 FY 2026 consolidated EBITDA* margins stood at 21.7%, growing 10% year-on-year.
- Q4 FY 2026 consolidated net profit grew by 10% year-on-year (without exceptional items and one-offs)

FY 2026 FINANCIAL PERFORMANCE SUMMARY:

- FY 2026 consolidated sales grew by 9% year-on-year on the back of underlying volume growth of 6%,
 - Standalone business underlying volume grew by 6%, sales grew by 8% year-on-year
 - Indonesia sales de-grew by 2% year-on-year
 - Africa, USA, and Middle East sales grew 23% year-on-year
- FY 2026 consolidated EBITDA* margins stood at 20.9%, growing 5% year-on-year.
- FY 2026 consolidated net profit grew by 6% year-on-year (without exceptional items and one-offs)

*EBITDA incl. forex

MANAGING DIRECTOR AND CEO'S COMMENTS

Commenting on the business performance, Sudhir Sitapati, Managing Director, and CEO, GCPL, said:

Q4 FY2026 has been a quarter of strong, broad-based performance for Godrej Consumer Products Limited, fully aligned with our expectations and strategic priorities. The quarter ends a year in which the consistent execution of our Goodness Manifesto, our focus on category development and our discipline on cost have come together to deliver healthy, profitable growth across our portfolio.

At a consolidated level, Revenues grew 11% in INR terms, on the back of 6% underlying volume growth and 7% growth on a constant currency basis. EBITDA grew by 10%, with operating margin at 21.7%. Net profit after tax grew by 10% on a reported, reflecting the underlying quality of earnings being delivered by the business.

Our Standalone India business delivered an excellent quarter, driven by 8% underlying volume growth and 10% sales growth. EBITDA grew 18%, with margins at a healthy 24.7%, supported by disciplined cost management, calibrated pricing actions and improved operating leverage. Within the Standalone business, Home Care delivered 12% value growth, with continued strong momentum across Household Insecticides, Air Fresheners and Fabric Care, and consistent market share gains in our key categories. Personal Care grew 3%, with Personal Wash continued gaining market share on the back of strong in-market execution. Perfumes and Deodorants delivered strong double-digit growth led by Perfumes, with KS99 now scaled pan-India.

Turning to our international portfolio, in Indonesia, the pricing pressures we have been calling out over the last several quarters have now largely bottomed out, and we are seeing increasingly clear early signs of stabilisation. The business delivered 4%, underlying volume growth and 3% sales growth, and we continue to expect operating conditions to improve from FY2027 as the market normalizes.

Our Africa, USA and Middle East business delivered another strong quarter, with top-line growth of 20%. EBITDA grew 2%, reflecting a deliberate doubling of media spends behind our FMCG categories to build the long-term franchise; we believe this is the right investment to make as the geography enters its next phase of growth.

Our Latin America and Others business delivered 26% sales growth. EBITDA in this geography was impacted by certain one-time costs in the quarter; we expect this to normalize over the coming quarters.

Looking ahead, we enter FY2027 from a position of strength. Our India business is well placed to deliver continued, calibrated growth at normative EBITDA margins, supported by improving demand trends, a strengthening innovation pipeline and consistent in-market execution. In Indonesia, we expect a meaningful step-up in performance as pricing pressures abate; and our Africa, USA and Middle East business continues to deliver on its stated objective of strong revenue and profit growth over the medium term.

As the year closes, our unwavering focus on category development, cost discipline and operational excellence continues to translate into improving performance. With strengthening demand trends, consistent portfolio actions and a clear strategic roadmap, we are increasingly confident in our ability to deliver sustained, profitable growth and create long-term value for all our stakeholders.

BUSINESS UPDATE - INDIA

Performance Highlights

- Q4 FY 2026 sales grew by 10% to ₹2,339 crore; UVG of 8%
- Q4 FY 2026 EBITDA grew by 18% to ₹578 crore

Category Review

Home Care

Home Care grew by 12%

- Household Insecticides delivered strong broad-based growth. Electrics delivered a strong growth in quarter and has been gaining market share consistently. Incense sticks continue to scale up strongly and is the largest branded stick in the category and non-mosquito portfolio continues to deliver solid growth.
- Air Fresheners continues strong double-digit growth momentum across all formats. Aer Spray 99 continues to reset category landscape and grow significantly ahead of category and gain share and continue to gain market share and enjoy market leadership.
- Fabric Care maintained robust double-digit growth momentum. Continues to increase market share driven by strong results on Godrej Fab
- Recently launched Godrej Spic Toilet Cleaner has been scaled pan-India post the robust results in Tamil Nadu. Toilet Cleaners is a ~3K crore category in India, growing at double digit.

Personal Care

Personal Care grew by 3%

- Skin Cleansing continues to upgrade to premium formats. Soaps continue positive trajectory led by improving affordability post GST reduction and continues to win competitively, and gain market share led by strong in-market execution. Magic Handwash continues to scale and enjoy volume market leadership in the handwash segment. Cinthol Bodywash continues to scale extremely well on Q-com driven by strong product differentiation. Muuchstac performance in line with the business plan. Continued focus on upgrading the consumers to handwash, bodywash and facewash.
- Hair Colour continues strong momentum and gains market share across our key bets on both Crème and Shampoo Hair Colour. Both Crème and Shampoo Hair Colour continue strong growth performance.
- Perfumes & Deodorants delivered double-digit growth led by Perfumes. KS99 continues to deliver strong performance and has been scaled up pan-India. New launch of women's perfumes in Modern trade and E-comm channel; aimed at driving penetration of fragrances.

BUSINESS UPDATE - INDONESIA

- Pricing pressure largely bottomed out, we are encouraged by early signs of stabilization. Delivered 4% UVG and 3% Sales growth led by Shampoo HC and Baby care. Stella LV relaunch has witnessed robust consumer traction and sell-outs. Expect operating conditions to improve from FY27.

BUSINESS UPDATE - AFRICA, USA AND MIDDLE EAST

- Strong growth led by Hair Fashion and scale up of Air Fresheners and profitability improvement continues; Strong topline growth at 20%; EBITDA growth at 2% driven by doubling media spends behind FMCG categories; Continued strong performance in Hair Fashion across key markets; Hair Care range continued to deliver strong growth across Africa. Aer Freshener continues strong traction across markets.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company, driven by the purpose of bringing the goodness of health and beauty to consumers in emerging markets. As part of the Godrej Industries Group, we are fortunate to have a proud legacy of over 125 years, 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, we enjoy the patronage of 1.4 billion consumers globally. 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.

We believe that we are only as good as what we do next. So, we strive to continuously improve how we do business, and how we live in the world, shaping a more sustainable and responsible future by placing our planet and people alongside profit. Through Godrej Good & Green, we are helping create a more inclusive and greener planet, in line with the United Nation's Sustainable Development Goals, and the needs of local communities. At the Godrej DEI (Diversity, Equity, Inclusion) Lab, we work on empowering inclusion, help build DEI ecosystems across corporate India and aim to bring ideas and innovation related to DEI to the mainstream.

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