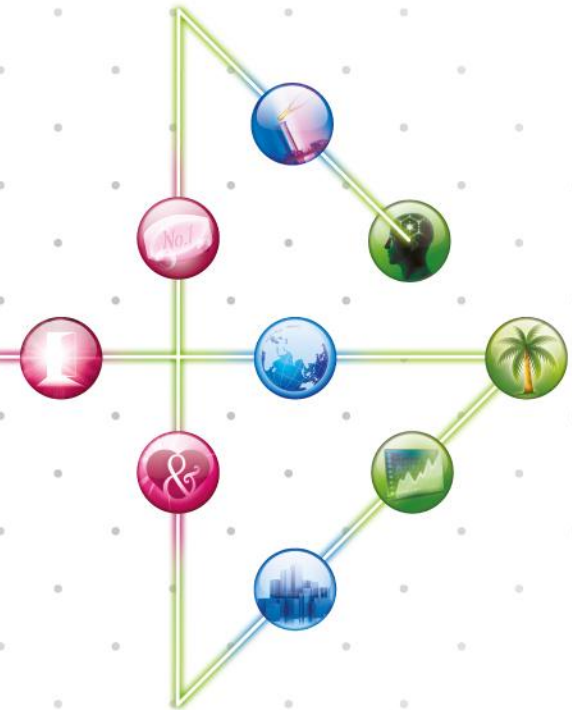


BREAKING
NEW
FRONTIERS



Q3 & 9M FY 2012-13 - PERFORMANCE UPDATE

February 6, 2013

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.”

AGENDA

- Results
 - Financial Highlights – Consolidated
 - Segment Performance
- Business Performance
 - Performance highlights including Subsidiaries and Associates
- Other information

FINANCIAL HIGHLIGHTS – CONSOLIDATED

FINANCIAL HIGHLIGHTS - CONSOLIDATED

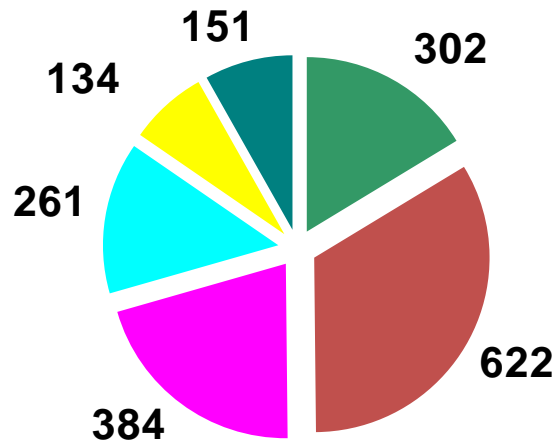
Particulars (₹ crore)	Q3 FY 2012 -13	Q3 FY 2011-12	% Growth	9M FY 2012 -13	9M FY 2011-12	% Growth
Total Income *	1854	1520	22%	5725	4322	32%
PBDIT *	233	126	85%	478	370	29%
Depreciation	14	15		43	43	
Interest	23	26		87	82	
PBT *	196	85	130%	348	245	42%
Net Profit	179	85	112%	298	249	20%

** Including other income and exceptional items*

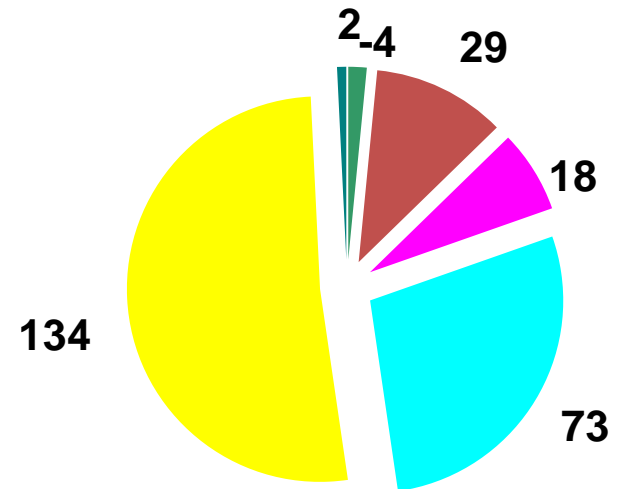
CONSOLIDATED RESULTS – SEGMENT PERFORMANCE

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: Q3 FY2012-13

Revenue* (₹ Crore)



PBIT (₹ Crore)



*net of inter-segment revenue

■ CHEMICALS

■ VEGOILS

■ FINANCE & INVESTMENTS

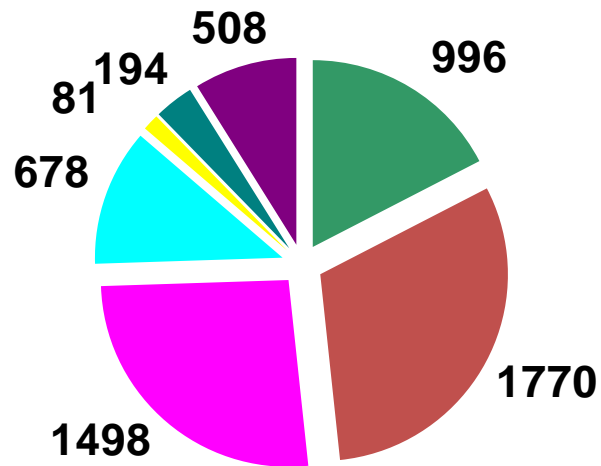
■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

■ OTHERS

SEGMENT-WISE CONTRIBUTION TO FINANCIALS: 9M FY2012-13

Revenue* (₹ Crore)



*net of inter-segment revenue

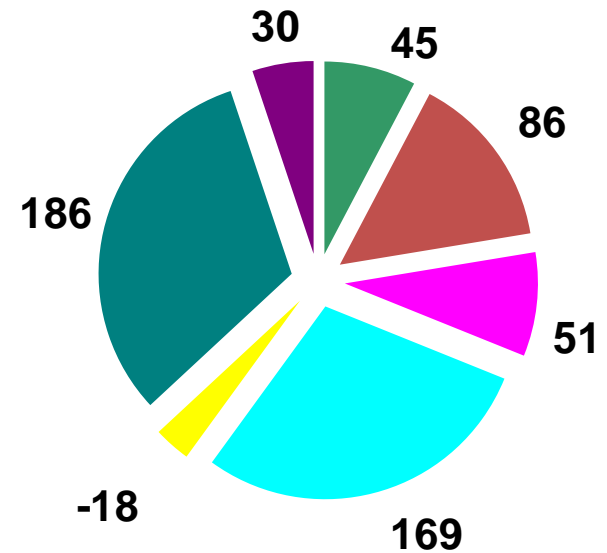
■ CHEMICALS

■ VEGOILS

■ BEVERAGES & FOODS

■ OTHERS

PBIT (₹ Crore)



■ ANIMAL FEEDs

■ ESTATE & PROPERTY DEVELOPMENT

■ FINANCE & INVESTMENTS

**BUSINESS PERFORAMCE: Performance Highlights incl.
subsidiaries, JVs and Associates**

OUR “CREATE” GROUP PORTFOLIO STRATEGY

Consumer & **C**hemicals

Real

Estate

Agri

Transformation

Emergent

→ 4 core businesses

→ Drive to full potential

→ Focused incubation of new businesses

Consolidated Financial Highlights : Q3 FY 2012-13

Particulars	Q3 FY 2012-13 ₹ crore	Q3 FY 2012-13 growth %
Net Sales	1,691	26%
EBITDA	285	6%
Net Profit (after minority interest)	172	3%

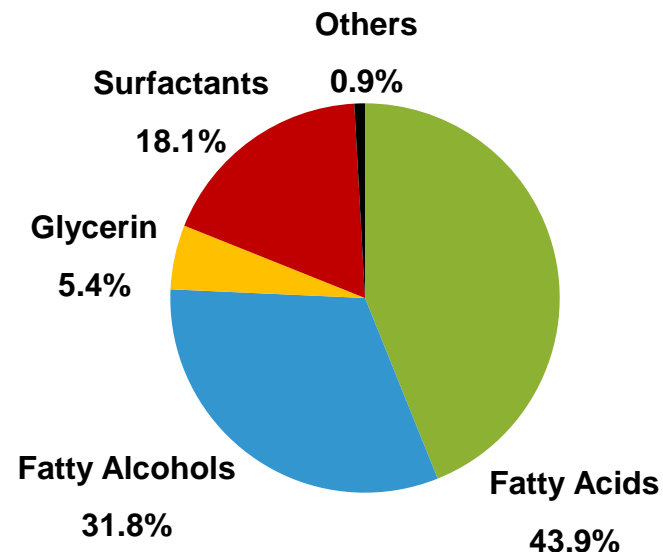
Business Highlights:

- Indian Sub-continent business grew 20% with strong growth across the categories.
 - Home care – Household insecticides sales grew 28%, more than 1.3x of the category growth.
 - Personal wash – Soaps sales grew 20%, 0.8x of the category growth.
 - Hair Care – Hair colours sales grew 17%.
- International business grew 34% with strong growth across geographies.
- Four brands featured in the top 100 Most Trusted Brands 2012 by Brand Equity.
 - **Goodknight, Cinthol, Godrej No.1 and Godrej Expert Powder Hair Colour.**
- Declared third interim dividend of ₹ 1 per share in FY 2012-13.

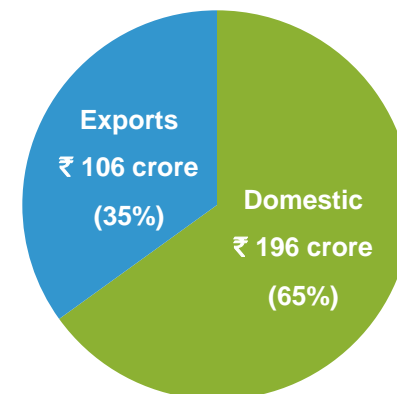
₹ Crore	Q3 FY 2012-13 Amount	Q3 FY 2011-12 Amount	9M FY 2012-13 Amount	9M FY 2011-12 Amount
Revenue	302	332	996	950
PBIT	(4)	28	45	84

- The performance of the Chemicals business continued to be impacted due to difficult global economic environment and also on account of raw material price fluctuation and scheduled maintenance shut down expenditure.
- Exports at ₹ 105 crore in Q3 FY 2012-13.
 - 35% of Q3 FY 2012-13 Chemicals business revenue comes from Exports.

Product Portfolio Q3 FY 2012-13



Revenue distribution by Category



Godrej Properties Limited (GPL) - Consolidated Financial Highlights:

Particulars	Q3 FY 2012-13 ₹ crore	Q3 FY 2012-13 growth %
Total Income	268	58%
Profit Before Tax	75	65%
Net Profit (after minority interest)	35	24%

Business Highlights:

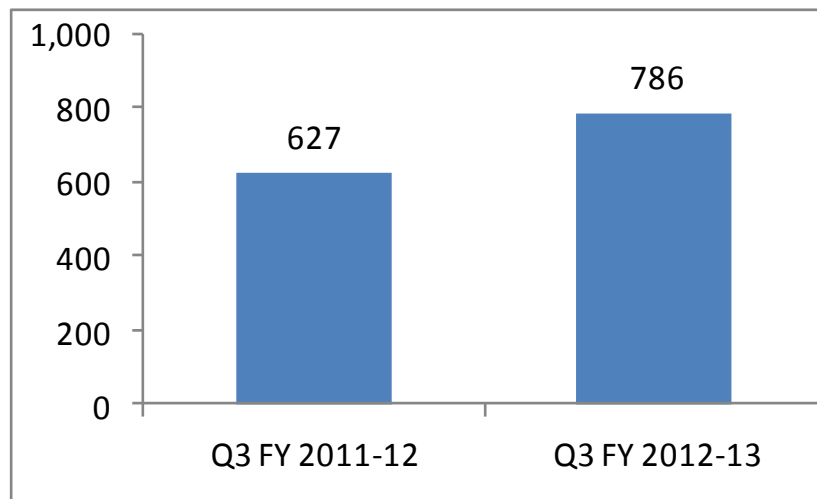
- Demonstrated strong momentum in ongoing sales.
 - Total booking area is 1.04 million sq. ft. in Q3 FY 2012-13 over 0.57 million sq. ft. in Q3 FY 2011-12.
 - Total booking value of ₹ 672 crore in Q3 FY 2012-13 over ₹ 364 crore in Q3 FY 2011-12.
- 5 new projects with 4.3 mn sq. ft. saleable area added to the portfolio in FY 2013 YTD.

Awards and Recognitions

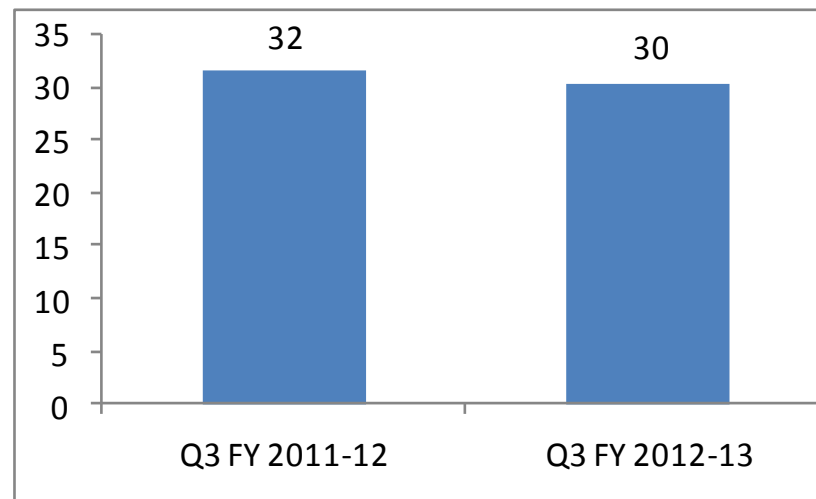
- Platinum Award for Excellence from Construction World.
- Brand Excellence Award in real estate category at the Zee Business Awards.
- 3 awards at CNBC Awaaz Real Estate Awards, 2012 - Godrej Garden City, Best Residential Project in Ahmedabad; Godrej Prakriti, Best Residential Project in Kolkata; Godrej Waterside, Best Commercial Project in Kolkata.
- Best Upcoming Township – Godrej Anandam, Nagpur from My FM, Dainik Bhaskar and CREDAI Nagpur.

Godrej Agrovet Limited (GAVL) - Consolidated Financial Highlights:

Q3 Consolidated Total Income (₹ crore)



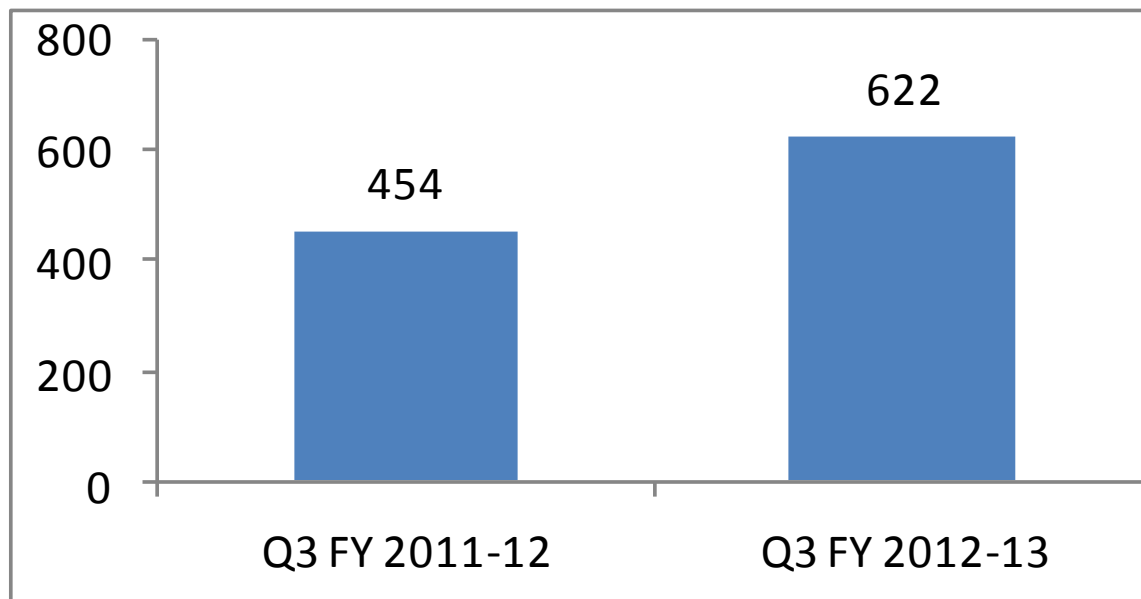
Q3 Consolidated PBIT (₹ crore)



- Total Income increased by 25% in Q3 FY 2012-13 over Q3 FY 2011-12.
- PBIT lower by 4% in Q3 FY 2012-13 over Q3 FY 2011-12 primarily due to drop in oil prices and poor performance of poultry.
- New capacity addition for Animal Feeds.
- External environment continues to impact Godrej Tyson and ACI Godrej performance.

NEW CAPACITY ADDITION IN ANIMAL FEED

Q3 FY2012-13 Animal Feed Sales (₹ crore)

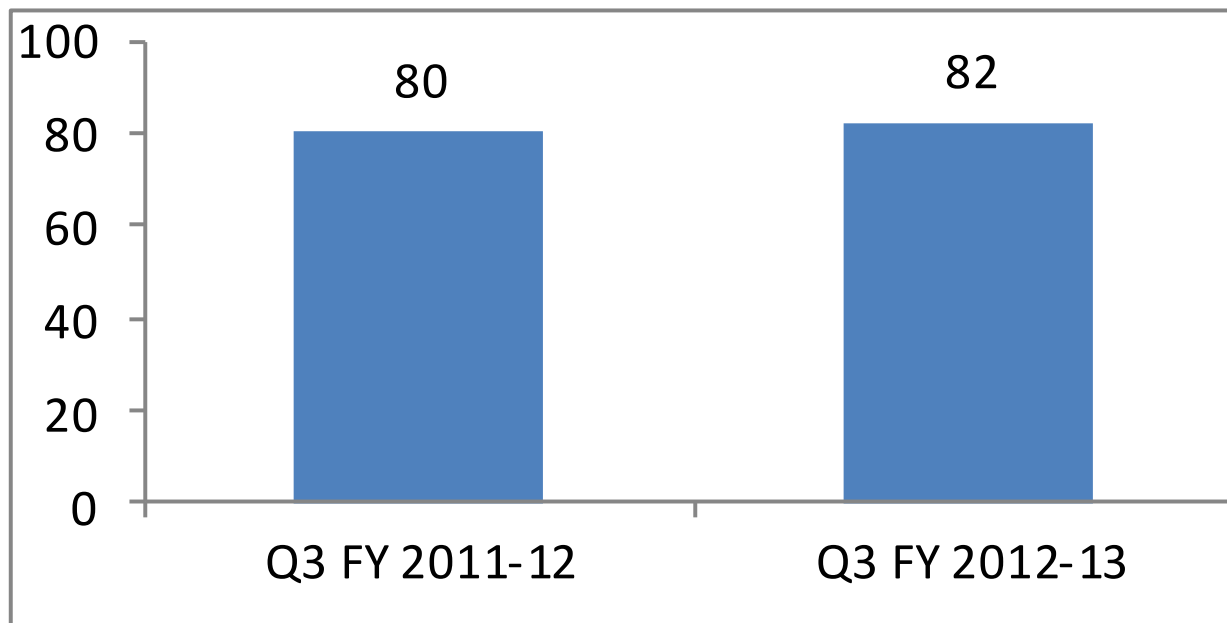


- Sales increased by 37% in Q3 FY 2012-13 over Q3 FY 2011-12.
- Overall feed volumes have remained flat due to milk procurement holiday and lower broiler placements.
- Strong volume growth in aqua feed continued in Q3 FY 2012-13.
- New feed mill capacities commenced operations.



ACI GODREJ (BANGLADESH) COMMENCED RECOVERY FROM BIRD FLU

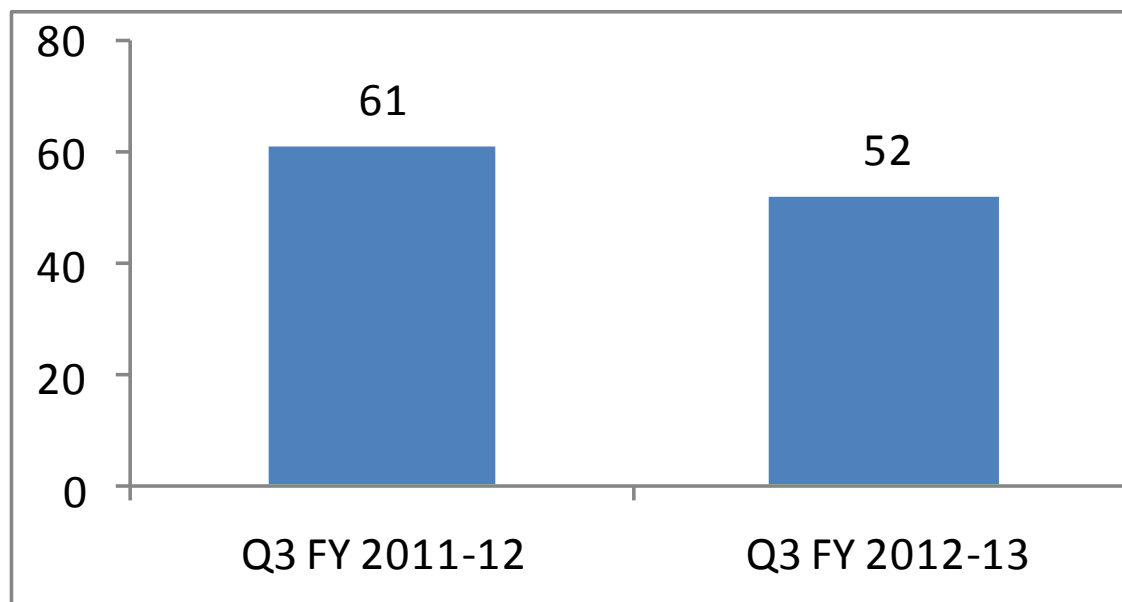
Q3 FY 2012-13 ACI - Godrej Sales (₹ crore)



- Sales grew by 2% in Q3 FY 2012-13 over Q3 FY 2011-12.
- Bird flu situation has improved in Q3 and is likely to improve further in Q4.
- Strong focus on driving aqua feed volumes as key to growth in FY2012-13.
- Repopulating poultry breeding business.

DECLINE IN OIL PALM SALES DUE TO LOWER OIL PRICES

Q3 FY2012-13 Oil Palm Sales (₹ crore)

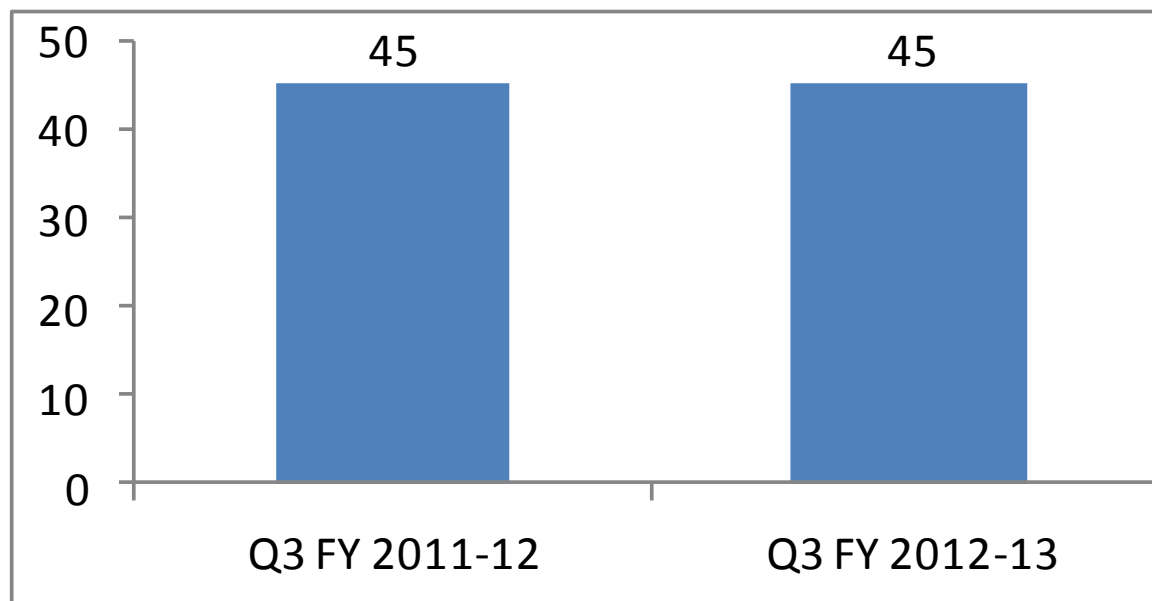


- Sales decreased by 15% in Q3 FY 2012-13 over Q3 FY 2011-12.
- Decline in sales due to lower oil prices and lower volumes on account of weak rainfall in key areas.
- Further expansion of Chintampalli, Andhra Pradesh in progress.
- Oil mill construction in Mizoram in progress, expected to commence operations in FY 2014.



AGRI INPUTS DELIVERS IN RABI FY13 DESPITE DECLINE IN CROPPED AREAS

Q3 FY 2012-13 Agri Inputs Sales (₹ crore)

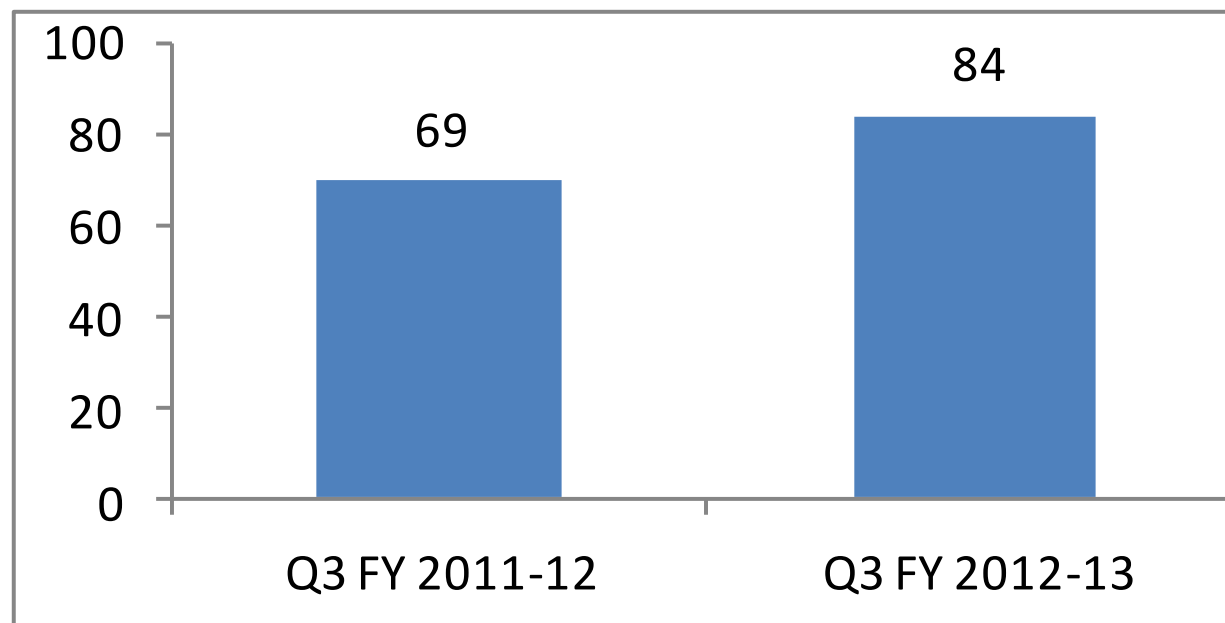


- Sales remained flat in Q3 FY 2012-13 over Q3 FY 2011-12 due to weak monsoon impacting cropped areas in Rabi.
- HBR sales volumes increased by 38 % in Q3 FY 2012-13 over Q3 FY 2011-12.
- Zymegold granules volumes have grown by 108% in Q3 FY 2012-13 over Q3 FY 2011-12.
- New product pipeline on track for FY2012-13 launches.



GODREJ TYSON GRAPPLING WITH HIGH FEED COSTS AND VERY LOW CHICKEN PRICES

Q3 FY 2012-13 Godrej Tyson Sales (₹ crore)



- Sales increased by 21% in Q3 FY 2012-13 over Q3 FY 2011-12.
- Sales volumes to Quick Service Restaurants increased by 28% in Q3 FY 2012-13 over Q3 FY 2011-12.
- Business impacted by increase in feed costs due to rise in price of corn and soya.



TRANSFORMATION



– ONE OF THE MOST TRUSTED BRANDS IN INDIA

In the recently published Brand Trust Report, 2013 Godrej has been ranked the 6th most trusted Brand in India, up five places from last year.

- The Brand Trust Report, India Study, 2013 is the result of a research based on 61 component Trust Matrix.
- This year's research was conducted among 2505 'influencer' respondents across 16 cities.
- The study covered nearly 3 million data points and 19000 brands.
- Indian Statistical Institute helped create a statistically robust Brand Trust Index which has been used to hierarchically rank India's brands on the basis of Trust.



TRANSFORMATION

FOSTERING AN INSPIRING PLACE TO WORK

2012 Economic Times “Great Place to Work” survey:

GCPL

1st in FMCG category

Overall rank **#25**

GPL

1st in real estate industry

Overall rank **#14**

**GIL
Chemicals**

Ranked in the **top 50** companies
with less than 1000 employees



NATURES BASKET

(FRESH FOOD AND GOURMET STORES)

- 25 stores across 6 key metros (Mumbai, Delhi / NCR, Pune, Hyderabad, and Bengaluru).
 - 2 new stores in New Delhi and Bengaluru.
 - Total store area has grown to 66,500 sq. ft.
- Revenues from gifting business grew 3 times over last year for Q3 and 9M FY 2012-13.
- Online operations expanded to include 6 metros including increase in online range of products.

Financial Highlights:

- Net Sales at ₹ 36 crore in Q3 FY 2012-13 and ₹ 93 crore in 9M FY 2012-13 .
 - Growth in Q3 FY 2012-13 over Q3 FY 2011-12 : 56%.
 - Growth in 9M FY 2012-13 over 9M FY 2011-12 : 57%.

Awards and Recognitions:

- Won two prestigious Industry Awards at the prestigious Images Food & Grocery Forum – the biggest forum in the food retail industry.
 - Coca Cola Golden Spoon Award for the “Most admired Food & Grocery Retailer of the year - Speciality Foods”.
 - Coca Cola Golden Spoon Award for the “Most Admired Food & Grocery – National Supermarket Chain of the year”.

GODREJ SEEDS CONTINUES STRONG PERFORMANCE

- Q3 FY2012-13 sales of ₹ 7 crore.
- Current sales volume mix is 94% maize, 5.5% mustard and 0.5% paddy.
- Entered new geographies in Rabi season.
- Strengthened sales channel through appointment of additional distributors.
- Continuing to strengthen management team.
- Looking to enter new geographies in next Kharif season.
- Launching R&D programs for bajra, pigeon pea and specialty maize.

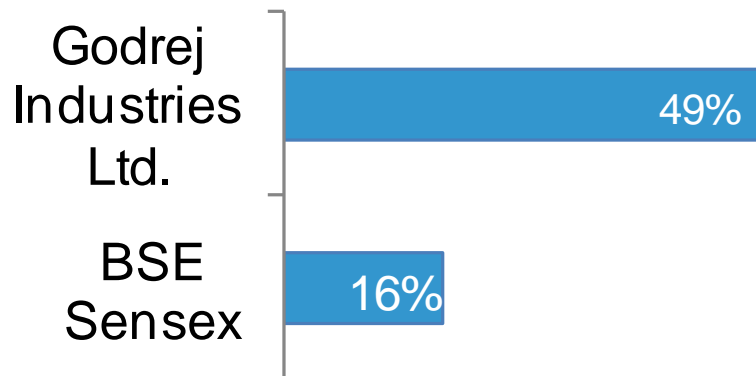
OTHER INFORMATION

HISTORY OF VALUE CREATION

Recognised among top 100 Wealth Creator

Godrej Industries Limited has been ranked among India's top 100 biggest and fastest wealth creator companies in the 17th Annual Wealth Creation Study (2007 – 2012) by Motilal Oswal

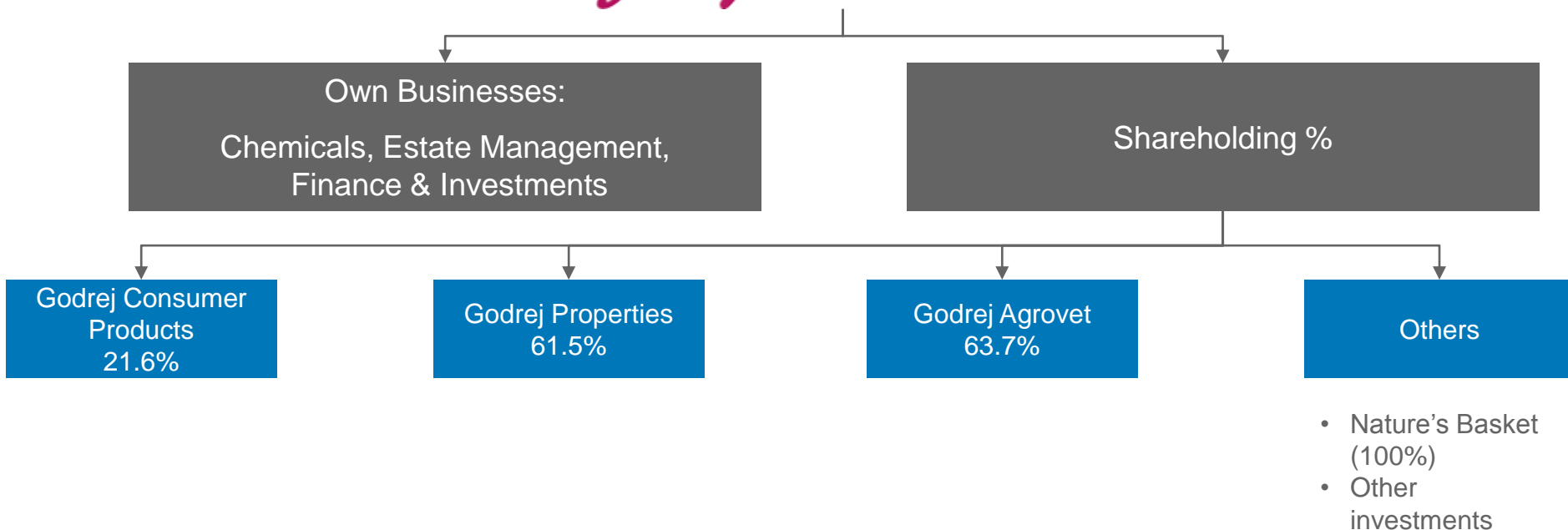
12 year compounded annual growth rate (CAGR)



Note: CAGR calculated on closing stock prices (BSE) as of June 18, 2001 and December 31, 2012

GODREJ INDUSTRIES LIMITED

CORPORATE STRUCTURE



SIGNIFICANT APPRECIATION IN INVESTMENT VALUE

Company	Business	Holding (%)	Investment at cost (₹ crore)	Market Value ^ of investment (₹ crore)
Godrej Consumer Products	FMCG, Personal and Household Care Products	21.6	693	5,317
Godrej Properties	Real Estate and Property Development	61.5	230	3,055
Godrej Agrovet	Animal Feed, Agri-inputs, Poultry & Oil Palm	63.7	151	
Godrej International	International Trading	100.0	15	
Godrej International & Trading	International Trading & Investments	100.0	4	
Godrej Vikhroli LLP	Real Estate and Property Development	40.0	64	
Natures Basket	Fresh Food & Gourmet Stores	100.0	67	
Others		-	39	
	Total		1,263	

SHAREHOLDING PATTERN AS ON DECEMBER 31, 2012

Category	Shares held (nos.)	% of holding
Promoter holding	25,12,34,174	74.98
Institutional investors :		
- Mutual funds & UTI	67,21,418	2.01
- Banks, financial institutional investors & Insurance companies	46,59,965	1.39
- Foreign Institutional Investors	3,60,31,087	10.75
Others :		
- Private corporate bodies	1,21,36,049	3.62
- Indian Public	2,34,93,302	7.01
- NRI/OCBs	8,10,712	0.24
Total	33,50,88,707	100.00



THANK YOU FOR YOUR TIME AND CONSIDERATION