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[Investors \(/investors.aspx\)](#)
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[Media \(/Media.aspx\)](#) / [Press Releases \(/Press-releases.aspx\)](#)

## GCPL Q2 FY2013 Results

03 November 2012

### GCPL-Q2 FY13

#### STRONG BUSINESS MOMENTUM CONTINUES

##### Second Quarter Highlights

Consolidated net sales grows 35%

- Consolidated organic business net sales grows strongly at 24%
- Indian sub-continent net sales grows 19% with strong growth across the categories
- International business organic net sales grows 32% with strong growth across the geographies

Several key new innovations launched, backed by strong marketing investments

- Cinthol in bath and fragancing spaces
- Godrej expert rich crème hair colour
- AER air fresheners
- HIT one push aerosol – Indonesia
- Good knight household insecticides – Nigeria

Consolidated EBITDA grows 18%; net profit grows 25%

Healthy balance sheet with Debt/Equity ratio at 0.48

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Consolidated Net Sales	Rs. 1,595 cr., up by 35%
Consolidated EBITDA	Rs. 249 cr., up by 18%
Consolidated Net Profit after minority interest	Rs. 159 cr., up by 25%
Second Interim Dividend	100%(Rs.1/-pershare)

#### CHAIRMAN COMMENT

“We delivered another good quarter with strong financial performance in both our domestic and international operations. We continue to intensify our focus on innovation. We have launched several exciting products and are backing them with substantial marketing investments. Operationally, we continue to perform well on all parameters and are realizing synergies from effective integrations in both our domestic and our international businesses.

We remain focused on our 3x3 strategy - driving to leadership in our 3 core categories in emerging markets across Africa, Latin America, and Indonesia. Our continued robust performance is a reflection of clear strategic focus, superior execution and our top notch team.”

-Adi Godrej

#### BUSINESS REVIEW-CATEGORY(INDIAN SUB-CONTINENT)

Net Sales	Rs. 917 cr., up by 19%
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EBITDA	Rs.161 cr.,up by 10%
Net Profit	Rs.. 125 cr.,up by 14%

## Business review-India

### Personal Wash- Soaps

Sales growth +24%, with underlying volume growth of +6%

CINTHOL refreshed in bath and fragrancing spaces - deo sprays, talcs and shower gels with strong functional performance products. CINTHOL products have been designed to deliver great value and premium experience. CINTHOL new media campaign "Alive is Awesome" on air

3 things that will shape CINTHOL's tomorrow :

- 1 Connect to an energetic young India
- 2 Building a personal grooming portfolio
- 3 Delivering premium experiences

Gross margins up on yoy basis. We continued media presence on Godrej No.1 Rose water and Almonds.

### Homecare-Household insecticides

Sales growth +20%, more than 1.5x of the category, led by strong brand building investments and leveraging distribution synergies. We continue to gain and enjoy market leadership position across all three formats. Driving increase in penetration with launch of "Good knight Advanced colour play"

### HairCare-Hair colours

Hair colour gaining momentum with sales growth +10%. We have designed a crème hair colour

- 1 to appeal to powder hair colour users
- 2 to be easy-to-use for first timers
- 3 to deliver a significantly better experience for current crème users

We have strong differentiation - comes in pre-measured sachets, longer lasting colour, keeps hair strong, goodness of aloe protein for soft, smooth hair, no ammonia and smells good.

## BUSINESS REVIEW – INTERNATIONAL

### Asia (excl. Indian Sub-continent)

Megasari in Indonesia registered strong sales growth of +37%, with sales at Rs.316 crore, led by continuous marketing investments, new product launches and distribution expansion. Healthy EBITDA margin at 19% (before payment of technical & business support fee). Business continues to gain market share, highest ever market share in HIT aerosol and Stella aerosol. HIT magic paper continues to perform well. The quarter saw launch of HIT one push aerosol

### Africa

Business comprises of Rapidol, Kinky, Tura and Darling group. Sales stood at Rs.163 crore and EBITDA margin at 16%. Darling group companies integration is progressing well, phase II geographies to be consolidated from quarter three. Renew -value for money caucasian hair colour, doubled the market share to become third largest brand by volume in 18 months time. We also launched Good knight aerosol and coil in Nigeria.

### Latin America

Sales stood at Rs.127 crore with EBITDA margin at 4%. Chilean company integration progressing well. The quarter saw launches of several products backed by strong marketing investments.

### Europe

Sales growth of + 29%, with sales at Rs.68 crore in tough environment, on the back of innovation and brand investments. EBITDA margin at 9%. The quarter saw launches of new range of shampoo and conditioner under "Touch of Silver" and skin care range under "Aapri"

The figures for the current quarter are not comparable with those of the corresponding quarter of the previous year because of the acquisitions made since then.

