



Performance update: Q1 2010-11

major highlights

- Net sales grew by 47% to Rs 643 crore and PAT grew by 67% to Rs 116 crore
- EPS increases significantly to 3.78 from 2.71, strengthened by positive EPS accretion of new acquisitions and stellar financial performance of GHPL
- International business is 29% of total consolidated business, on revenues
- Continues to enjoy market leadership position in hair colours & household insecticides markets in India and the second largest player in soaps in India and the household insecticides markets in Indonesia
- Completed acquisition of Megasari (Indonesia), Tura (Nigeria), Issue and Argencos (Argentina) and balance 51% stake in Godrej Sare Lee (now renamed as Godrej Household Products Limited)

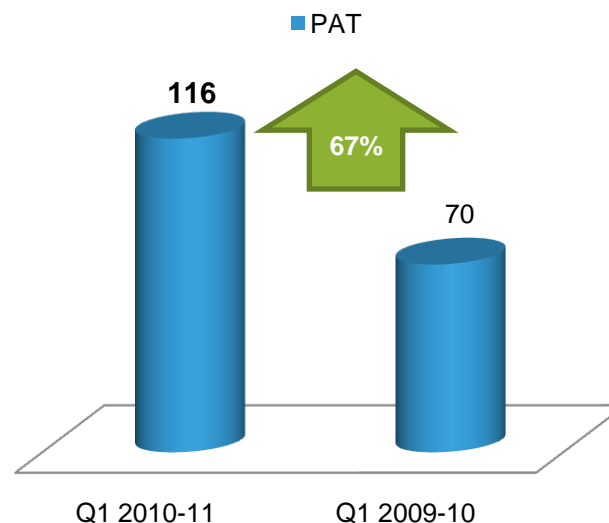
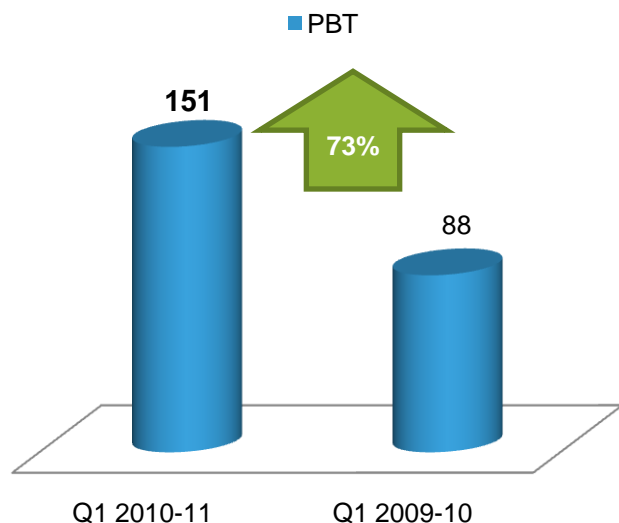
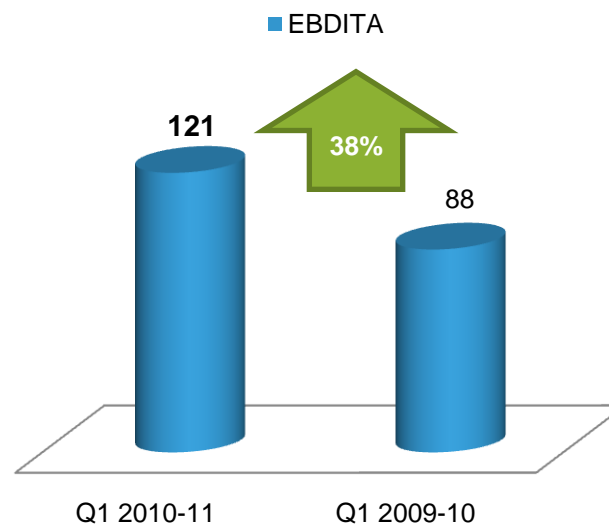
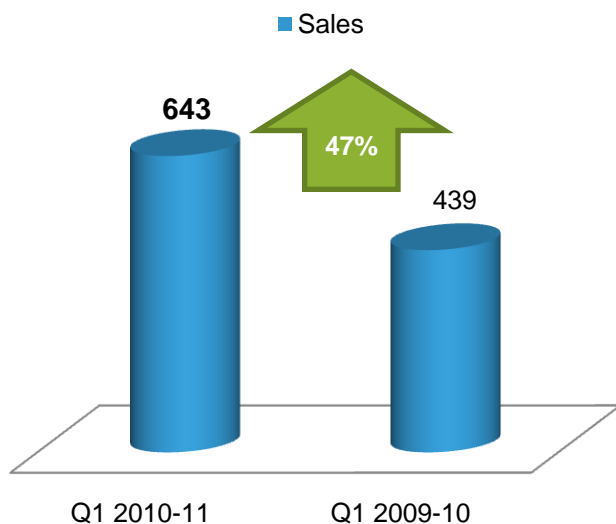
contents

- Performance highlights – consolidated
- Business review – domestic
- Business review – international operations

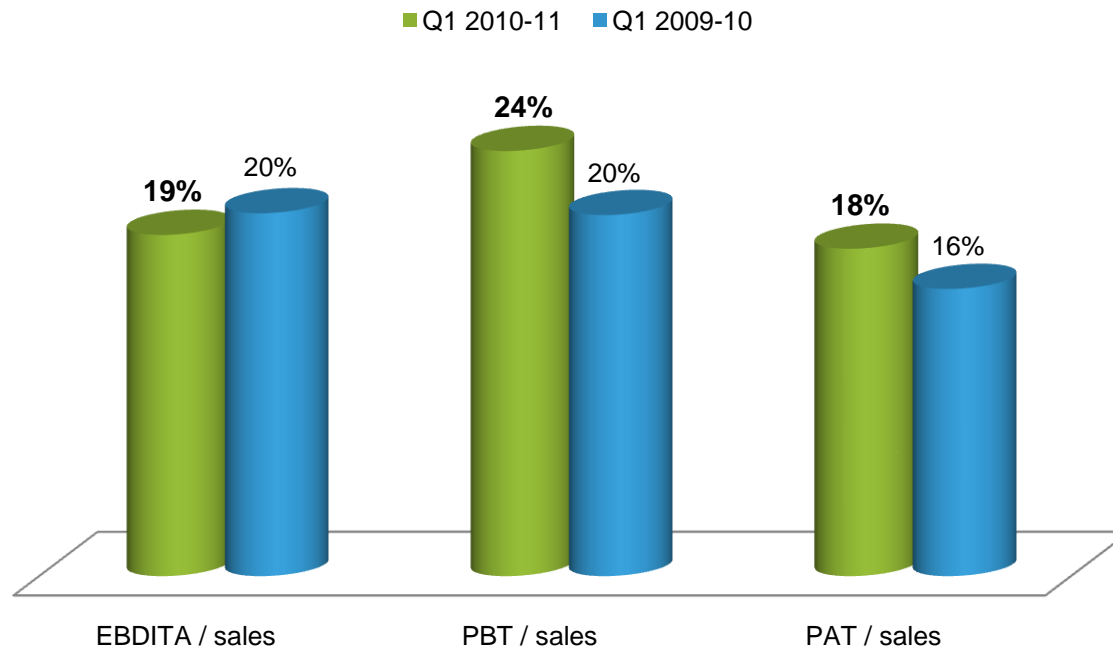
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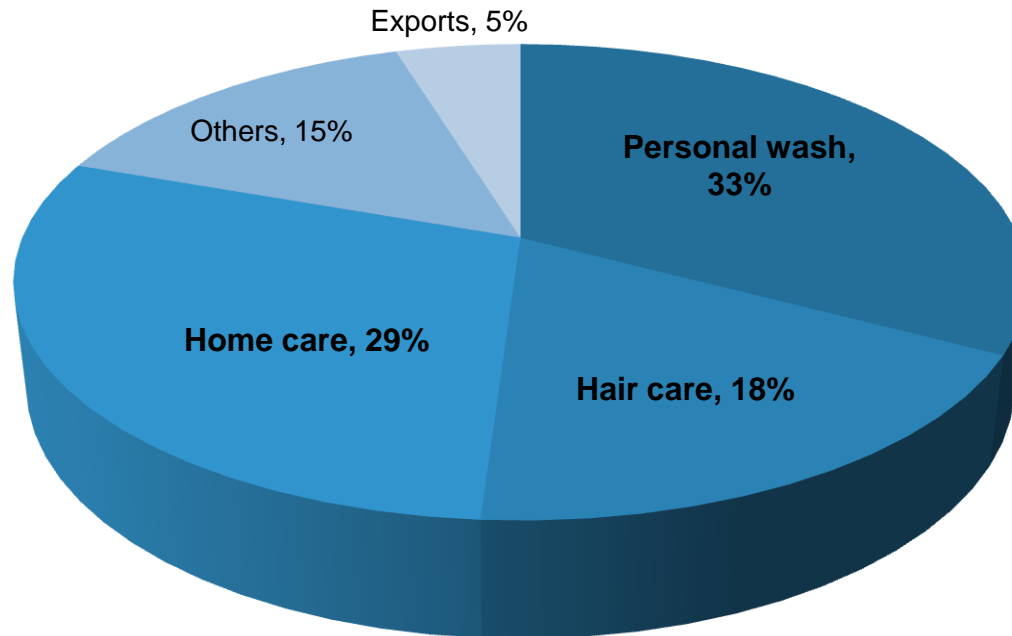
performance highlights – financials *(consolidated)*



performance highlights – financial ratio's *(consolidated)*

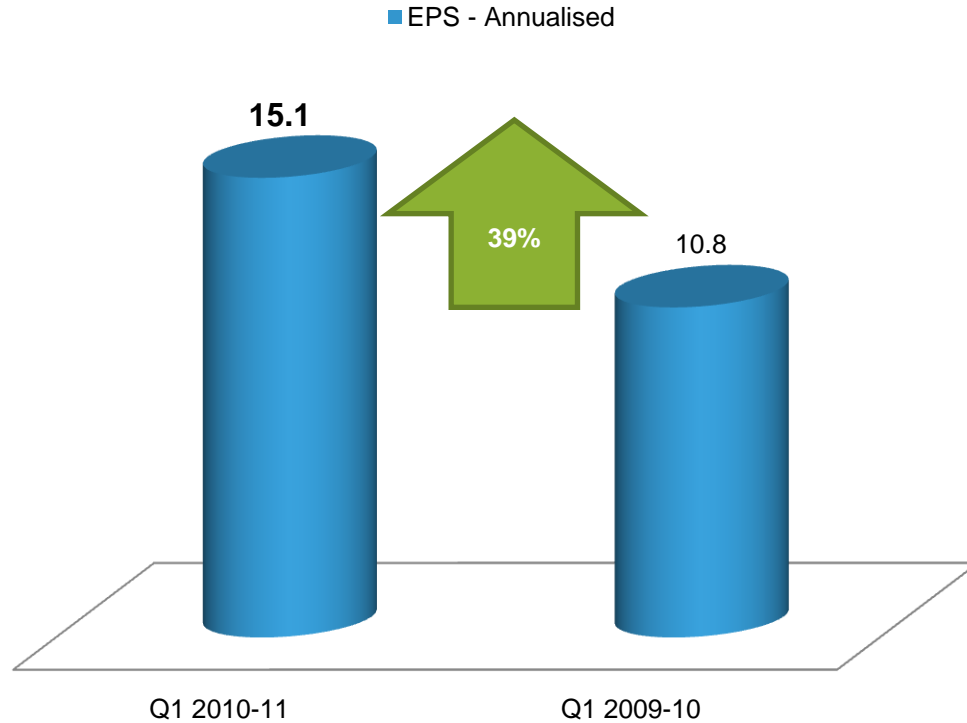


performance highlights – category salience *(consolidated)*

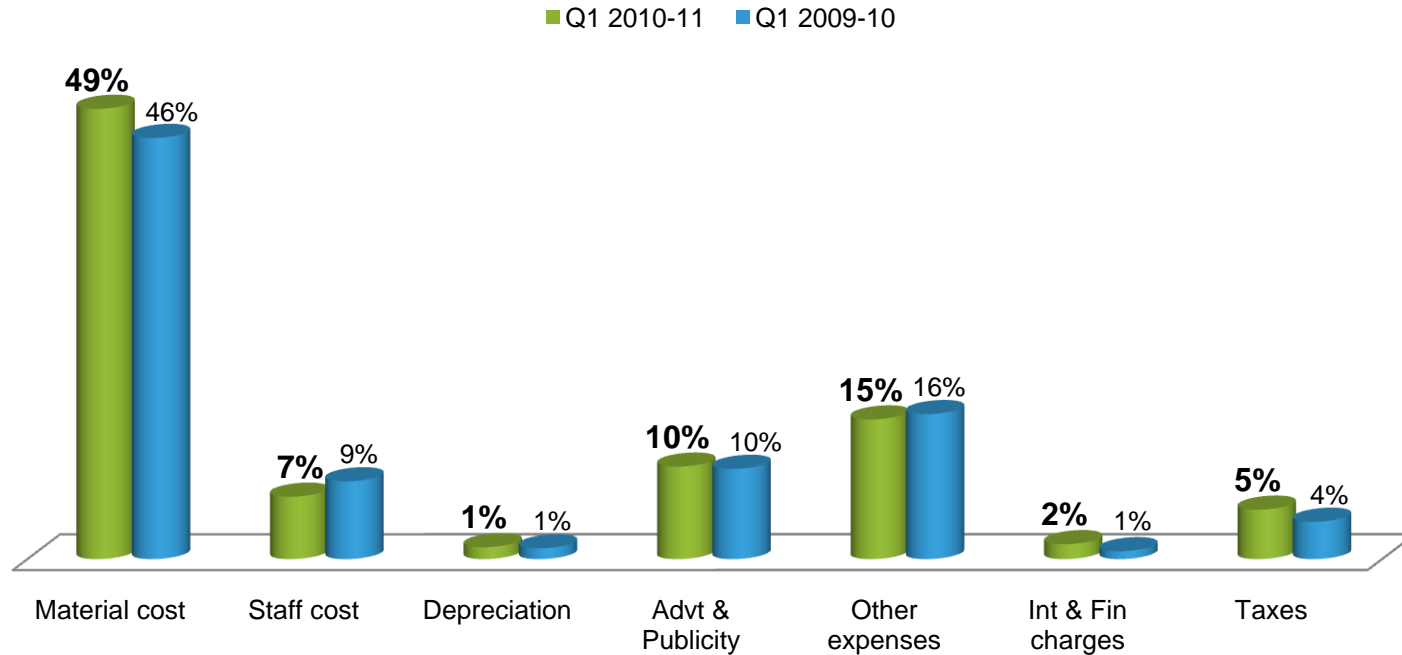


weightage of home care and hair care will go up and personal wash will go down in coming quarters with full quarter consolidation of new international business and 100% share in GHPL

performance highlights – EPS *(consolidated)*



performance highlights – costs structure (consolidated)



- *Material cost higher due to increase in oil rates. Rates higher than FY10, but lower than Peak FY09 rates*
- *Staff cost lower due to lower provision of variable remuneration*
- *Taxes higher due to increase in MAT rates*

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Q1 2010-11 domestic scenario

Industry scenario

- FMCG sector continues to grow but at a lower pace due to inflation pressures. Growth predominantly volumes driven
- Commodity prices rates higher than FY10, but lower than peak FY09 rates
- Rupee weakened versus the USD in Q1 2010-11

performance highlights – financials

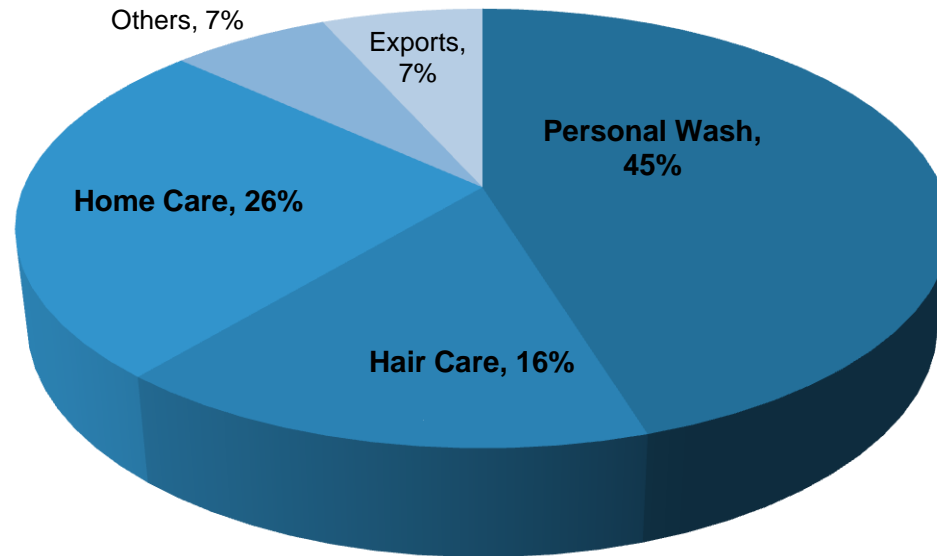
Q1 2010-11

- Sales - Rs 459 crore
- EBDITA - Rs 94 crore, 21% of sales
- PBT - Rs 132 crore
- PAT - Rs 106 crore

Includes 49% stake in Godrej Sare Lee for the period 1st April 2010 to 27th May 2010 and 100% stake in Godrej Household Products Limited for the period 28th May 2010 to 30th June 2010

Excludes dividend income of Rs 116 crore in GCPL

performance highlights – category salience



weightage of home care to go up and personal wash to go down in coming quarters with full quarter consolidation of 100% share in GHPL

category highlights – personal wash soaps

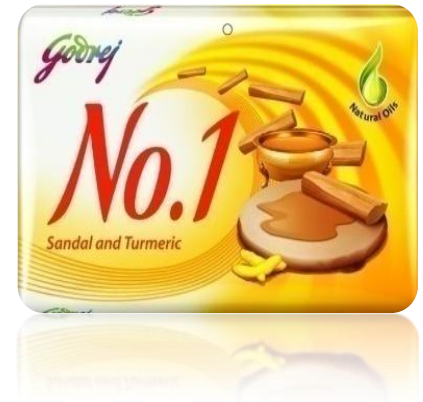
- Strong growths in off takes taking Market share

to 10.4% in Q1FY2011 from 9.8% in Q1FY2010

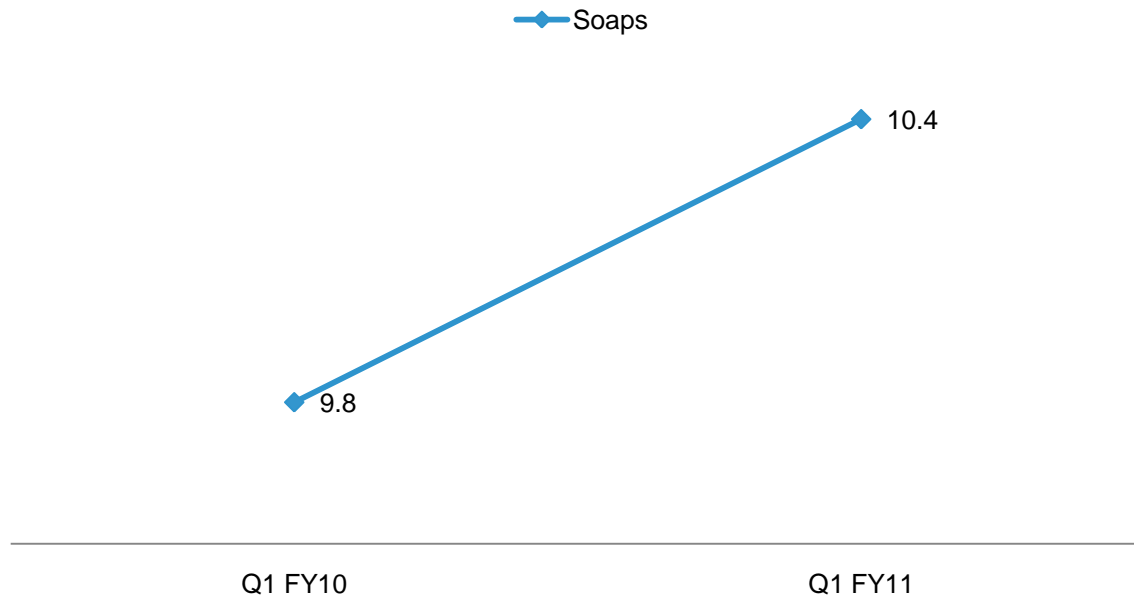
- Strong sales growth over Q4 FY2010

- Relaunched Godrej No.1 has strengthened

branding & visibility of soap



market share trend (value) soaps



category highlights – hair care

hair colours

- Strong growths in off takes taking Market share to 34.0% in Q1FY2011 from 32.9% in Q4FY2010

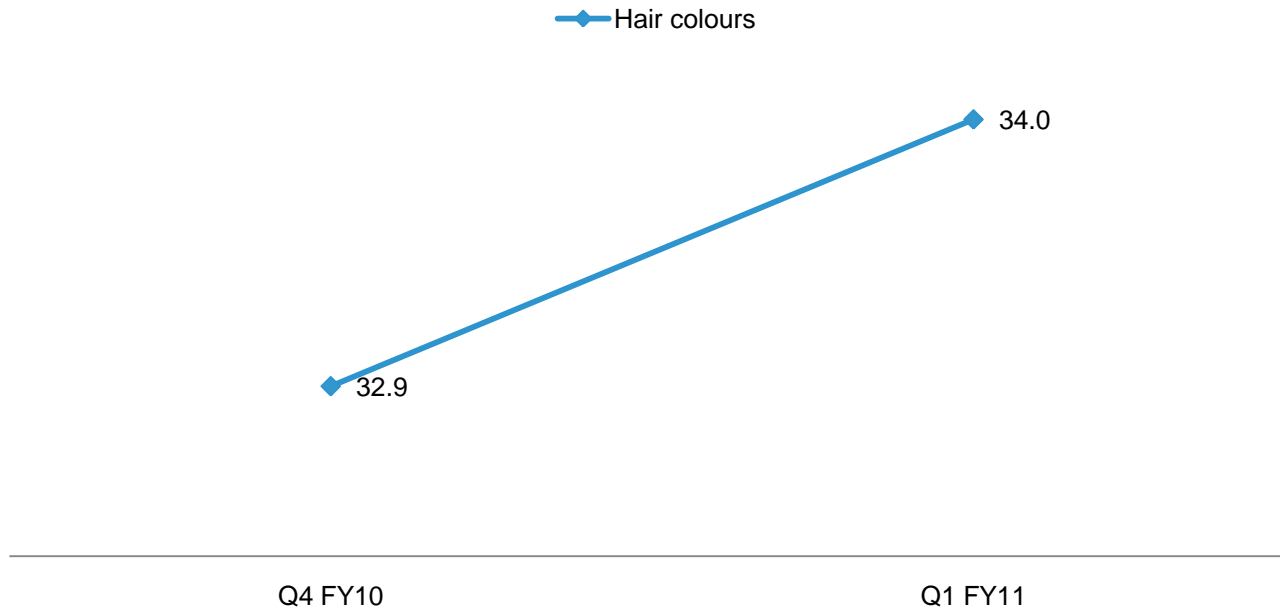


- Strong sales growth over Q4 FY2010
- Nupur continues to gain strong market share



market share trend (value)

hair colours



category highlights – homecare household insecticides

- **Goodknight Advanced Low Smoke**

Coil has been voted '**Product of the Year**

2010' in the Insect Repellent category,

making it the second consecutive Goodknight win.

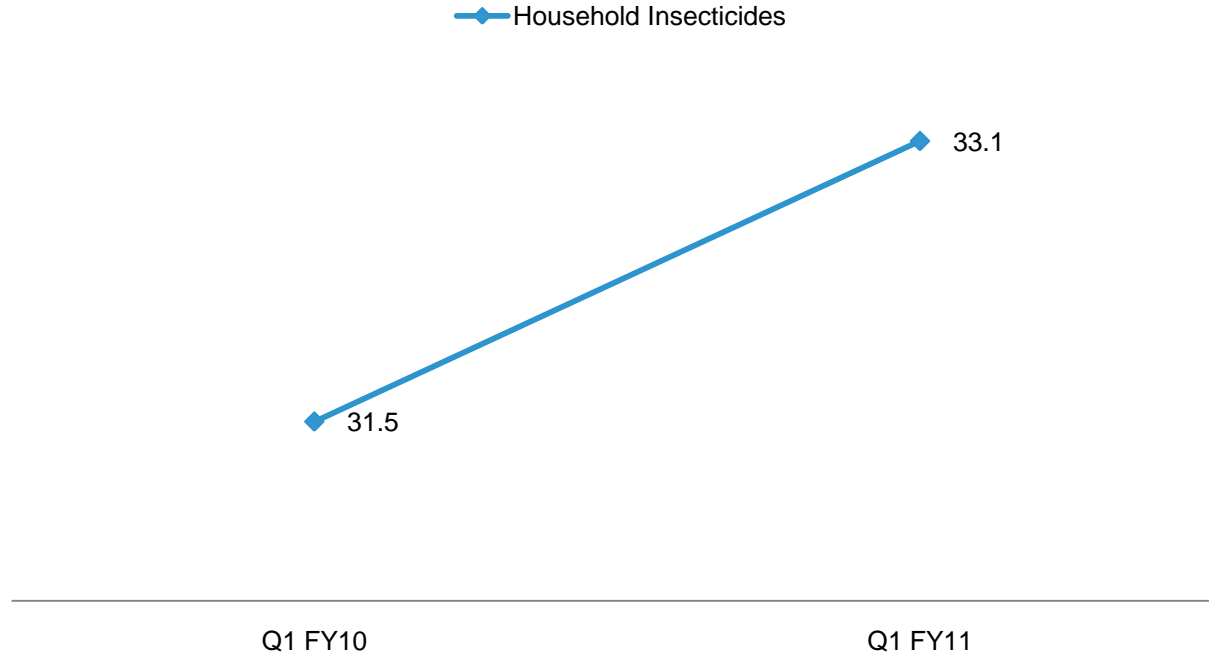
- **Goodknight Naturals mosquito**

repellent cream creates new personal application users, with strong growths in market share



market share trend (value)

household insecticides



category highlights – others

- Launch of Cinthol lime fresh talc
- Cinthol skin protection talc launched in the previous quarter continues to do well



- Refill pack of Protekt hand wash introduced



human capital

- This year too, GCPL was recognized as being amongst India's Top 50 best places to work for by the Economic Times and Great Place to Work Institute
- GCPL ranked 1st in the FMCG Category and 14th overall
- At GCPL, we continue our strong commitment to our people through varied and innovative people processes along the 'Bright Future, Brighter Living' proposition

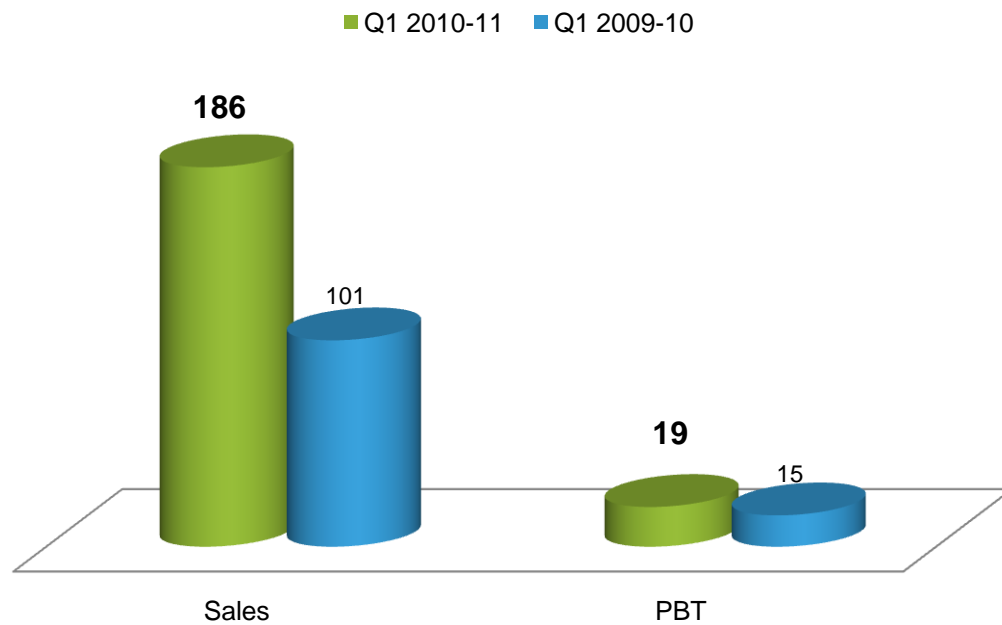
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performance highlights

- Despite recession and tough operating conditions, international business stood at Rs 186 crore, growing at 84%
 - The growth in rupee was partly deflated by around 5%, due to the weak GBP
 - International business accounts for 29% of total consolidated business revenues
 - International business achieved a PBT of Rs 19 crore
 - The new acquisitions have been EPS accretive

financial highlights



performance highlights – asia (excl india)

- Includes Megasari's operations in Indonesia, acquisition of which was completed on 17th May 2010 and the GGME in Middle East
- Megasari continues to enjoy its number two position in household insecticides markets and leadership positions in air care and wipes markets in Indonesia
- Integration process on-track, with cross-functional team from Godrej moving in and starting work along with local management team
- Megasari clocked sales of Rs 83 crore and EBDITA of Rs 14 crore
 - *EBDITA of 21% before payment of Technical fee to GCPL*
- Middle East business registered sales of Rs 4 crore



performance highlights – africa

- Completed acquisition of Tura from the Tura group, Nigeria on 16th June 2010
- Rapidol continues to enjoy its market leadership position in the ethnic hair colour market in South Africa
- Launch of the first Kinky ‘Store within a Store’ concept, wherein products are sold behind a Kinky branded counter with a trained Kinky sales assistant
- Set up a Hub in Nairobi to cover Kenya, Tanzania, Uganda, and Rwanda markets
- Sales stood at Rs 34 crore and EBDITA stood at Rs 6 crore for the period

performance highlights – latam

- Completed acquisition of 100% stake in Laboratoria Cuenca, Consell SA, Issue Uruguay and Issue Brazil (collectively referred to as 'Issue Group') on 2nd June 2010
 - Issue brand enjoys volume leadership in Argentina with 20% market share
- Completed acquisition of 100% stake in Argencos, a mid-sized Argentine hair care company on 8nd July 2010
 - Argencos has a strong portfolio of brands in the hair care space
 - Roby enjoys market leadership in hair styling sprays while '919' occupies the mid-premium space
- Sales for Issue at Rs 12 crore for less than a month of consolidation

performance highlights – other geographies

- UK business revenues stood at Rs 53 crore and EBDITA at Rs 7 crore
 - The rupee growth deflated by around 10%, due to weak GBP
 - Sales (ex. cuticura, which had a high base effect due to H1N1 last year) grew, despite tough environment in European markets

dividend – Q1 2010-11

Dividend per Share	Rs 1
Dividend %	100%
Total Outlay (including tax on distributed profits)	Rs 37.9 crore
Dividend % till date for 2010-11	100%
Dividend payout % YTD PAT (standalone)	22.2%

Thank You