

Godrej Agrovet Ltd.
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Email : gavlho@godrejagrovvet.com
Website : www.godrejagrovvet.com
CIN : L15410MH1991PLC135359

Date: November 9, 2021

To,
BSE Limited
P. J. Towers, Dalal Street, Fort
Mumbai – 400 001

To,
National Stock Exchange of India Limited
Exchange Plaza, Bandra - Kurla Complex,
Bandra (East), Mumbai-400 051

Ref.: BSE Scrip Code No. "540743"

Ref.: "GODREJAGRO"

Sub: Presentation to Investors & Analysts

Dear Sir/Madam,

The Board of Directors of Godrej Agrovet Limited ("The Company") at its Meeting held on today i.e. on **Tuesday, November 9, 2021**, has approved the Unaudited Financial Results (both Standalone and Consolidated) as per the Indian Accounting Standards (IND AS) for the Quarter and Half Year ended September 30, 2021.

We enclose a copy of the presentation for the Investors and Analysts and the same is being placed on the website of the Company i.e., www.godrejagrovvet.com.

Kindly take the above on your record.

Thanking you,

Yours sincerely,

For Godrej Agrovet Limited

Vivek Raizada
Head- Legal & Company Secretary & Compliance Officer
(ACS 11787)

Encl.: As above



GODREJ AGROVET LIMITED

Q2FY22 & H1FY22 PERFORMANCE UPDATE



GODREJ AGROVET LIMITED (GAVL) – ESG UPDATE

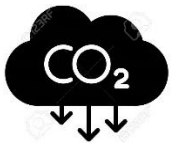
STRIDING TOWARDS A NET ZERO FUTURE



- Overachieved our renewable capacity addition target of 30% by 2020
- Currently at 70% and will achieve goal of **90% Renewable Energy (RE) usage by 2025**



- Achieved more than **400% water positivity** i.e. for every litre of water we withdraw, we add 4 litres back to the environment
- Made possible by our flagship watershed programmes in MP and Karnataka



- **Sequestered more than 24,000 MT of CO₂** from our afforestation projects, equivalent to **45% of our emissions**
- Allied with our ambitious Renewable Energy targets, we will be close to **net zero carbon by 2025.**



AMBITIOUS GLOBAL COMMITMENTS & AFFILIATIONS



- Member of the World Business Council for Sustainable Development
- **Signatories to the Vision 2050 ambition roadmap**



- Signatories to the global EP100 framework created by the Climate Group, **committed to doubling our energy productivity by 2030**



- Member of the Global Agribusiness Alliance, of which Mr. Nadir B. Godrej is also current chair
- Committed to action areas of **water stewardship and livelihood enhancements for farmers**



- Signatories and members of WWF action groups like **REDE (to drive RE adoption)** and **SPOC (Sustainable Palm Oil Coalition)**



- **Committed to the global Science Based Targets initiative (SBTi)** to reduce our emissions in line with the global 1.5 and 2 degree reduction targets.



- Participated in the **CDP carbon and forests disclosure**, becoming one of the first companies in the agri sector to do so in India

GODREJ AGROVET LIMITED (GAVL) PERFORMANCE HIGHLIGHTS

Q2FY22 FINANCIALS – KEY HIGHLIGHTS

Particulars	Standalone			Consolidated		
(Rs crore, unless stated)	Q2FY22	Q2FY21	Growth	Q2FY22	Q2FY21	Growth
Total Income	1,699.3	1,256.0	35.3%	2,159.7	1,732.2	24.7%
Earnings before interest, tax and Depreciation (EBITDA)	166.2	135.9	22.3%	196.1	181.5	8.0%
<i>EBITDA Margin (%)</i>	9.8%	10.8%		9.1%	10.5%	
Profit before tax (PBT)	132.6	107.0	23.9%	149.8	150.1	-0.2%
<i>PBT Margin (%)</i>	7.8%	8.5%		6.9%	8.7%	
Profit after tax (PAT)	99.5	82.8	20.2%	112.2	115.5	-2.9%
<i>PAT Margin (%)</i>	5.9%	6.6%		5.2%	6.7%	
Earning Per Share (Rs.)	5.18	4.31		5.69	5.57	
Adjusted Profit After Tax	99.5	79.0	25.9%	112.2	111.7	0.5%
Adjusted PAT margin (%)	5.9%	6.3%		5.2%	6.5%	

Notes: (1) Consolidated PBT includes share of profit from associates (2) Q2FY21 revenues include income of Rs.9.6 crore earned from sale of real estate project. EBITDA and PBT includes profit of Rs.4.8 crore. (3) Q2FY21 adjusted PAT excludes net of tax real-estate income of Rs.3.8 crore.

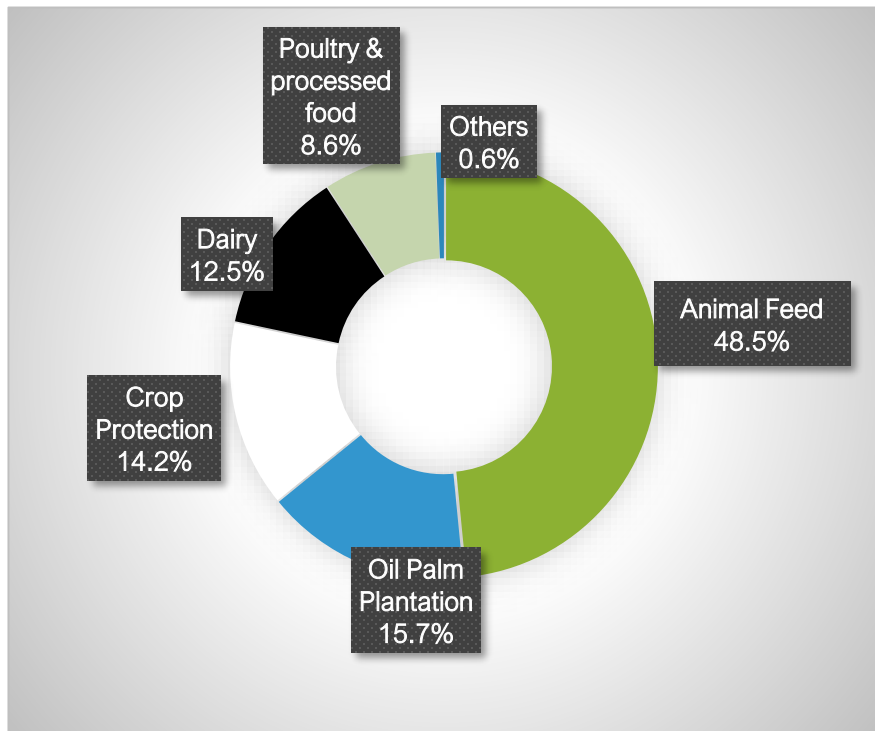
H1FY22 FINANCIALS – KEY HIGHLIGHTS

Particulars	Standalone			Consolidated		
(Rs crore, unless stated)	H1FY22	H1FY21	Growth	H1FY22	H1FY21	Growth
Total Income	3,258.8	2,419.6	34.7%	4,162.9	3,294.7	26.4%
Earnings before interest, tax and Depreciation (EBITDA)	327.1	278.2	17.6%	376.0	355.7	5.7%
<i>EBITDA Margin (%)</i>	10.0%	11.5%		9.0%	10.8%	
Profit before tax (PBT)	260.8	220.0	18.5%	287.2	284.4	1.0%
<i>PBT Margin (%)</i>	8.0%	9.1%		6.9%	8.6%	
Profit after tax (PAT)	194.9	169.2	15.2%	217.0	216.1	0.4%
<i>PAT Margin (%)</i>	6.0%	7.0%		5.2%	6.6%	
Earning Per Share (Rs.)	10.15	8.81		11.20	10.18	
Adjusted Profit After Tax	194.9	165.4	17.8%	217.0	212.3	2.2%
Adjusted PAT margin (%)	6.0%	6.9%		5.2%	6.5%	

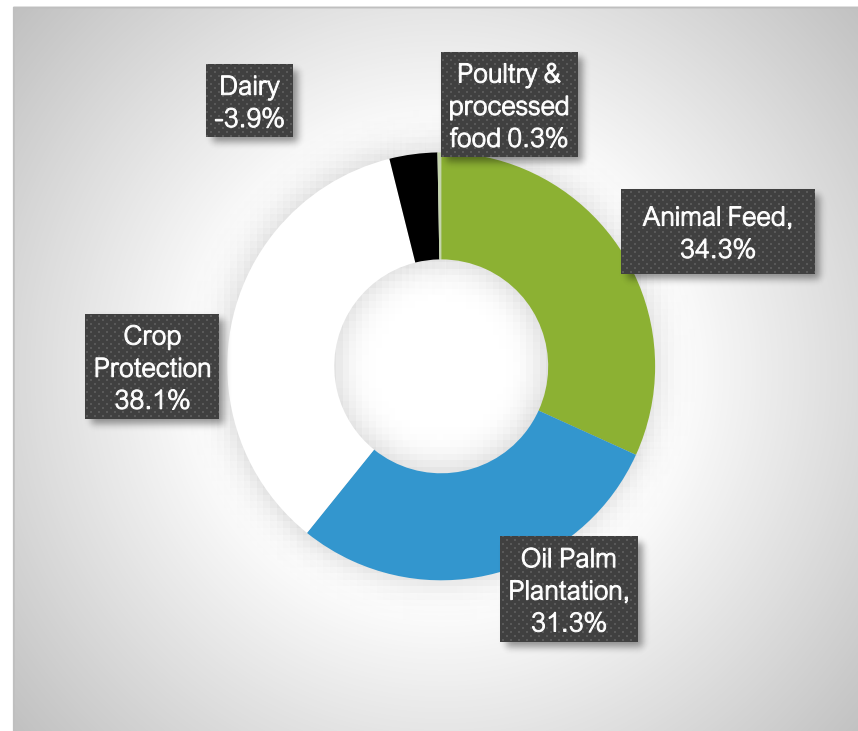
Notes: (1) Consolidated PBT includes share of profit from associates (2) H1FY21 revenues include income of Rs.9.6 crore earned from sale of real estate project. EBITDA and PBT includes profit of Rs.4.8 crore. (3) H1FY21 adjusted PAT excludes net of tax real-estate income of Rs.3.8 crore.

H1FY22 SEGMENT-WISE REVENUE AND PBIT

Segment Revenue Mix⁽¹⁾



Profit before interest and taxes ⁽²⁾



Notes:

(1) As % of total consolidated segment revenues

(2) As % of total consolidated segment profit before interest and taxes excluding non-recurring income

SEGMENT-WISE PERFORMANCE UPDATE



Leading compound feed play across Cattle (Milk), Broiler, Layer, Fish and Shrimp feed in India

Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Sales Volume (tons)	3,37,609	2,79,906	20.6%	6,54,446	5,47,655	19.5%
Segment Revenue (Cr)	1,134.1	762.3	48.8%	2,135.4	1,510.3	41.4%
Segment Result (Cr)	57.6	47.6	21.0%	121.4	95.7	26.8%
Segment Margin (%)	5.1%	6.2%		5.7%	6.3%	

- Growth momentum continued in volumes in Q2 FY22 with growth being registered in all feed categories i.e. cattle, broiler and layer. This coupled with timely price hikes taken during the quarter resulted in revenue growth of 48.8% YoY in Q2FY22 & 41.4% in H1 FY22.
- Segment results grew by 21.0% YoY in Q2FY22 & 26.8% YoY in H1FY22 despite increase in key commodity prices. Realisation of R&D benefits and introduction of new products supported profitability levels.
- However, profitability of aqua feed business was adversely impacted by limited ability to pass on the raw material price increase.





Largest domestic producer of Crude Palm oil and Palm Kernel Oil

Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Segment Revenue (Cr)	401.4	293.2	36.9%	690.2	450.5	53.2%
Segment Result (Cr)	78.1	41.4	88.5%	110.7	47.9	131.1%
Segment Margin (%)	19.5%	14.1%		16.0%	10.6%	

- Segment revenues and segment results recorded significant growth on account of continued focus on increasing efficiencies resulting in higher yields i.e. higher oil extraction ratio. The prices of crude palm oil and palm kernel oil increased by 55% and 76% during the second quarter compared to the same period previous year which also supported strong growth in revenues and profitability.





Agrochemical products produced cater to the entire crop lifecycles

Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Segment Revenue (Cr)	154.0	176.3	(12.6%)	394.5	384.5	2.6%
Segment Result (Cr)	37.6	49.5	(24.0%)	101.6	109.9	(7.6%)
Segment Margin (%)	24.4%	28.1%		25.8%	28.6%	

- Erratic and inconsistent monsoon during the quarter resulted in lower sowing of major crops and reduced application opportunities for agrochemical products. This was further impacted by steep inflation in raw material prices which could not be absorbed resulting in lower margins in Pesticides.
- New launches during the first half of the year are :
Herbicide – ‘Portrait’





Manufactures a wide range of agrochemical active ingredients and pharmaceutical intermediates

Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Revenues (Cr.)	102.6	155.0	(33.8%)	231.2	266.9	(13.4%)
EBITDA (Cr.)	22.0	31.4	(29.9%)	47.5	60.9	(22.0%)
<i>EBITDA Margin (%)</i>	<i>21.4%</i>	<i>20.3%</i>		<i>20.5%</i>	<i>22.8%</i>	

- The performance for the quarter was adversely impacted by closure of plant due to flood for ≈ 15 days.
- Global shortage of containers limited the ability to ship goods timely amidst increase in container freight & domestic logistics costs.
- Herbicide plant has commenced commercial operations in the current quarter.

Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Revenue (Cr.)	284.1	259.0	9.7%	550.6	495.4	11.1%
EBITDA (Cr.)	4.1	11.2	(63.3%)	1.0	21.5	(95.3%)
EBITDA Margin (%)	1.4%	4.3%		0.2%	4.3%	

- Increase in volumes of value added products and milk has enabled a revenue growth of 9.7% in Q2 FY22 and by 11.1% in H1 FY22. Revenue from value added products grew by 38.2% YoY in Q2 FY22 and by 27.1% YoY in H1 FY22.
- EBITDA margins improved in Q2 FY22. However, performance for Q2 & H1 FY22 was adversely impacted by increase in milk procurement costs which could not be absorbed as there was no price hike taken by competition.
- Launched 'Fruit Yogurt' which has received encouraging initial response.



GODREJ TYSON FOODS LIMITED



Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Revenue (Cr)	200.9	143.1	40.4%	378.5	308.5	22.7%
EBITDA (Cr)	10.1	9.0	12.2%	9.9	30.5	(67.5%)
<i>EBITDA margin %</i>	5.0%	6.3%		2.6%	9.9%	

- Segment revenue registered a robust growth of 40.4% and 22.7% YoY in Q2 FY22 and H1 FY22 respectively, supported by higher volumes and also improved realizations in live bird category.
- EBITDA for Q2 FY22 registered a growth of 12.2% over the corresponding previous period due to improvement in output prices. EBITDA for H1FY22 registered a de-growth on account of higher feed costs due to significantly higher raw material prices.

JOINT VENTURE- ACI GODREJ AGROVET PRIVATE LTD.



Particulars	Q2FY22	Q2FY21	Growth	H1FY22	H1FY21	Growth
Revenue (Rs.Cr)	385.4	327.9	17.5%	763.7	637.3	19.8%

COVID -19 update:

- Covid-19 cases declining steadily after a very harsh second wave of COVID-19 in Q1FY22 which impacted rural India.
- GAVL's focus was on employee safety and business continuity
 - ❑ **Vaccination** - 100% of eligible employees have been vaccinated with at least one dose, 85% of employees have been vaccinated with both the doses (excluding employees with medical conditions).
 - ❑ Extending medical and financial support in emergency situations and ensuring mental wellbeing of employees through online sessions
 - ❑ All manufacturing plants are operational with stringent safety measures in place for employees in all our locations
 - ❑ Strategic stocking of key raw material to avert production disruptions
 - ❑ Balance sheet is strong and liquidity position is comfortable

Strong commitment to CSR

GAVL CSR Strategy for H1 FY22 has been pivoted to strengthen the public healthcare system in order to address the challenges faced by rural communities in Second wave of Covid-19. A detailed needs assessment study has also been conducted to align our CSR initiatives with changing community needs post pandemic

Protecting the most vulnerable & strengthening State & National efforts

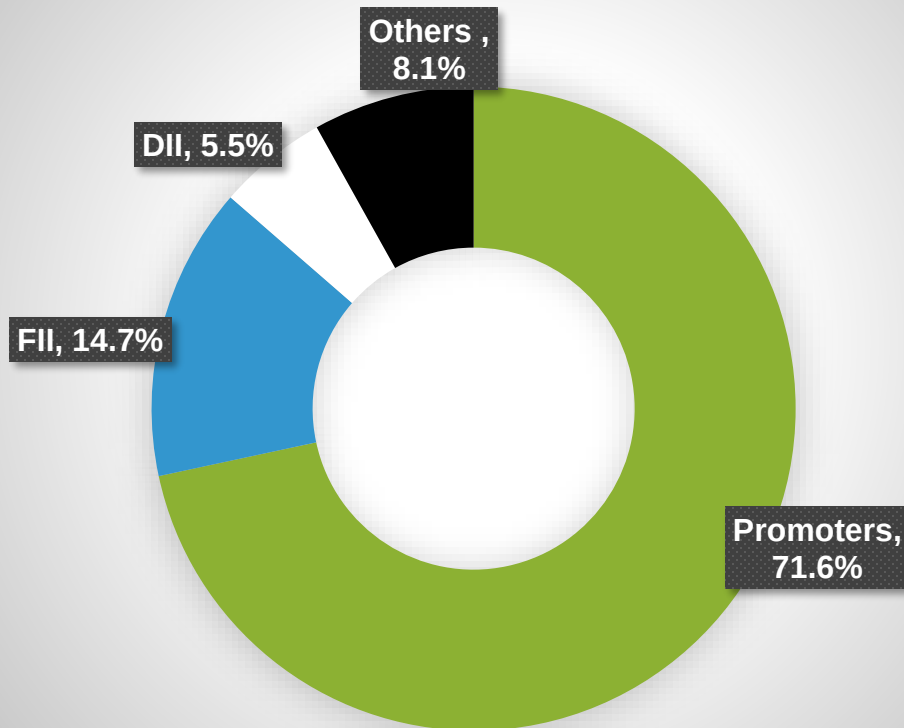
- Support for medical material and equipment provided in 10 rural community locations to strengthen the Public Healthcare Infrastructure.
- Supported set up of 2,160 m³/day (~300 cylinders) Oxygen plant in Wardha to benefit 700 patients
- Vaccination awareness sessions started with 9,000+ students in 3 districts of Maharashtra to reduce vaccination hesitancy in the communities
- Entitlements Facilitation Centres set up in 2 districts of Maharashtra – 667+ people supported in 2 months to unlock support from government schemes

Partnership with NGOs

- 108 integrated fishery and poultry enterprises set up in U.P. till Sep'21; Aimed to increase household income by 35-40k annually
- 4,075 students engaged in A.P. and Punjab (72% engagement rate) through sports education program to create awareness on mental and physical fitness; Introduced health awareness module
- Provided support for digital education to 441 students (6th -10th) in Maharashtra and UP – 14,787+ hours of digital education content consumed in 6 months; 4,247 mock exams taken by students



Shareholding pattern as on
September 30, 2021



Major Investors

- Temasek
- LIC of India
- Kotak Mutual Fund
- Aberdeen
- DSP
- Vanguard
- Bajaj Holdings
- Tata AIG
- Quant Mutual Fund

To know more, visit us at:
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THANK YOU FOR YOUR TIME AND CONSIDERATION