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CIN : L24246MH2000PLC129806

April 9, 2020

**BSE Limited**

Corporate Relations Department  
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,  
Mumbai 400 023  
Scrip Code : 532424

**The National Stock Exchange of India Ltd**

Exchange Plaza, 4<sup>th</sup> Floor,  
Bandra-Kurla Complex, Mumbai 400 050  
Symbol: GODREJCP

Dear Sirs,

**Quarterly Update 4Q FY20**

We enclose herewith a communication which is self-explanatory.

Thank you.

Yours faithfully,

**For Godrej Consumer Products Limited**



**V Srinivasan**  
**Chief Financial Officer & Company Secretary**



## Quarterly Update: 4QFY20

This update provides an overall summary of the operating performance and demand trends witnessed during the quarter ended 31<sup>st</sup> March 2020. This will be followed by a detailed performance update, post the approval of 4QFY20 financial results by the Board of Directors.

4QFY20 quarter was an unprecedented period due to the spread of Coronavirus pandemic across the globe, impacting all the geographies of our operations. We at GCPL have been working on a safety first principle, ensuring that our employees and business partners are safe and are taking all necessary precautions to control the spread of Coronavirus. The Godrej group, which always stands in solidarity with people and governments efforts, has earmarked an initial outlay of INR 50 crore for community support and relief initiatives in India. We have been also ensuring adherence to the lockdown and in parallel working with the government to re-open the supply chain for essential items in India. However, there have been significant issues with manufacturing, transportation and distribution of essential items in the later part of March. We expect the situation to gradually improve in the coming days, with manufacturing and distribution for essential items being restored, at reduced levels.

We had witnessed steady demand in our categories till mid March 2020. However, with the adherence to social distancing norms and the eventual lockdown in many geographies of our operations resulted in virtually no sales in the later part of March, significantly impacting our sales performance in the quarter. In these tough times, we have also worked on launching hygiene products across geographies, some of which have been executed and the rest will get launched and scaled up in the near term.

In India, demand was steady till the outbreak of Coronavirus and slumped due to disruption of both back end and front end supply chain in the last twelve days of March. March also happens to be the start of the season for a few of our categories like soaps and household insecticides. Consequently, we will report around high teens revenue decline in the quarter. We did see low double digit sales decline in the performance of our distributors, implying that their stock levels are getting depleted. We are awaiting data on the stock levels on general trade shelves. We believe there should be a gradual bounce back in the near term driven by restoration of the supply chain, higher consumption for Personal Wash and an ongoing favourable season for Household Insecticides. We continued to gain market shares across key categories of operations.

In Indonesia, we recorded close to mid single digit constant currency sales growths, in spite of disruptions caused by Coronavirus. The country is following extreme social distancing practices as of now.

In GAUM (Godrej Africa, USA, Middle East), we recorded a decline in teens, in constant currency terms, amidst disruptions caused by Coronavirus in many of our countries of

operations. Most of the big size markets are in lockdown or partial lockdown mode till mid April.

Within the 'others' geographies, the performance in Latin America is expected to be steady in constant currency terms. However, in INR terms we expect the performance to be muted. Performance in SAARC countries was steady.

International business is expected to record around mid single digit sales decline in INR terms resulting in consolidated sales declining around low double digit in INR terms for the quarter.

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 123-year young Godrej Group, we are fortunate to have a proud legacy 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, our Group enjoys the patronage of 1.15 billion consumers globally, across different businesses. In line with our 3 by 3 approach to international expansion at Godrej Consumer Products, we are building a presence in 3 emerging markets (Asia, Africa, Latin America) across 3 categories (home care, personal wash, hair care). 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.

But for us, it is very important that besides our strong financial performance and innovative, much-loved products, we remain a good company. Approximately 23 per cent of the promoter holding in our Group is held in trusts that invest in the environment, health and education. We are also bringing together our passion and purpose to make a difference through our 'Good & Green' approach to create a more inclusive and greener India.

At the heart of all of this, is our talented team. We take much pride in fostering an inspiring workplace, with an agile and high-performance culture. We are also deeply committed to recognising and valuing diversity across our teams.

### For further information, please contact:

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### Disclaimer:

*The financials disclosed above may differ from the reported financials to reflect the real business financial performance. 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 from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.*