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8th August 2024

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001
SCRIP CODE: 500163

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400051
SYMBOL: GODFRYPHLP

Subject: Earnings Presentation.

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sirs,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Earnings Presentation with reference to the last published Unaudited Financial Results of the Company for the Quarter ended 30th June 2024 submitted on 7th August 2024.

The presentation is also placed on the website of the Company i.e. <https://godfreyphillips.co.in/sustainability/earnings-presentations>

Please take the above information on records.

Thanking you,

Yours faithfully,
For Godfrey Phillips India Limited

Sanjay Kumar Gupta
Company Secretary
M. No.: 7545

Encl: As above



GREAT PLACE TO WORK® CERTIFIED

Regd. Office: 'Macropolo Building', Ground Floor, Dr. Babasaheb Ambedkar Road, Lalbaug, Mumbai - 400 033
CIN : L16004MH1936PLC008587

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION Q1 FY 25 (CONSOLIDATED)



GODFREY PHILLIPS
INDIA LIMITED

Company

Rs. 3,186 Cr.
Gross Sales Value

Rs. 539 Cr.
Gross Profit

16.9%
Gross Profit Margin

Rs. 273 Cr.
Net Profit

Tobacco

Rs 2,744 Cr.
Domestic Gross Sales Value

Rs. 327 Cr.
International Gross Sales Value

96%
Tobacco contribution to Gross sales
Value

Consumer & Retail

Rs. 99 Cr.
Retail Business Gross Sales Value

Rs. 16 Cr.
Confectionary & Ferrero products
Gross Sales Value

- 1 Above values are based on consolidated financials
- 2 Gross Sales Value is inclusive of all applicable indirect taxes
- 3 Margins are calculated on Gross Sales Value
- 4 # Before considering exceptional item of Rs 44.6 cr (net of tax credit) relating to expected loss on closure of retail business

Godfrey Phillips Product Portfolio - Q1 FY25

Net Sales: Rs. 1,429 Cr

Tobacco

Non -Tobacco

70%

23%

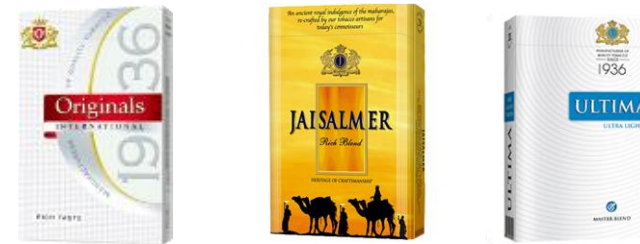
7%

Domestic

International

Retail, Confectionary & Ferrero products

Marlboro²



Tobacco Leaf, Cigarettes & Processed tobacco

Confectionary



Ferrero Products



1 The ratios shown above are based on Net Sales

2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International



Mr. Sharad Aggarwal
Chief Executive Officer

We are delighted to announce our Q1 FY25 financial results which reflect our continuing growth momentum from last year to this quarter. The Company has recorded consolidated Gross Sales Value of Rs. 3,186 Crores and Net Profit of Rs. 273 Crores (before considering exceptional item) representing increase of 22% and 8% respectively compared to the corresponding period in last year. Plans are afoot to enter some new markets with some new offerings while we shall continue to focus on productivity and profitability.

Godfrey Phillips has delivered robust cigarette domestic volume growth in Q1 FY25. The Company's topline is supported by unmanufactured tobacco export of Rs 300 cr in Q1 FY25 which continues to show upward trend.

The Company has initiated necessary steps in accordance with the decision of the Board of Directors on 12th April, 2024 to exit for carrying out the business operations of its retail business division. Accordingly, the Company has recognized estimated closure costs of the retail business as exceptional item in the financial results for the current quarter.

On people front, we are continuing with our intent to infuse young talent in the leadership team. By this, we are trying to reap the right balance of fresh perspectives and energy with wisdom and experience.

It is a matter of pride that Godfrey Phillips, a Fortune 500 organization, has yet again been certified as 'Great Place To Work' for sixth consecutive year. The Company continues to focus on sustainability in all facets of its operations.

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco & Confectionary**
- **Strong Credit Rating : CRISIL A1+ (Short Term Debt) and AA+/Stable (Long Term Loan)**
- **State-of-the-art Research & Development Facilities – ISO 17025 certification**
- **ISO 50001, ISO 14001, ISO 26000, ISO 22000 and OSHAS 18001 certified manufacturing operations**

**FY 2024
Gross Sales Value
Rs. 11,271 cr**

**1,000+
Employees**

**800+ Distributors
&
9000+ Field Force**

**Corporate Social
Responsibilities**

*Farmers Community
Program; Women
Welfare Program*

Growth Priorities

1 Target New
Cigarette
Markets

2 Focus on
International
Business

3 Focus on
strengthening
the core

Strategic Direction

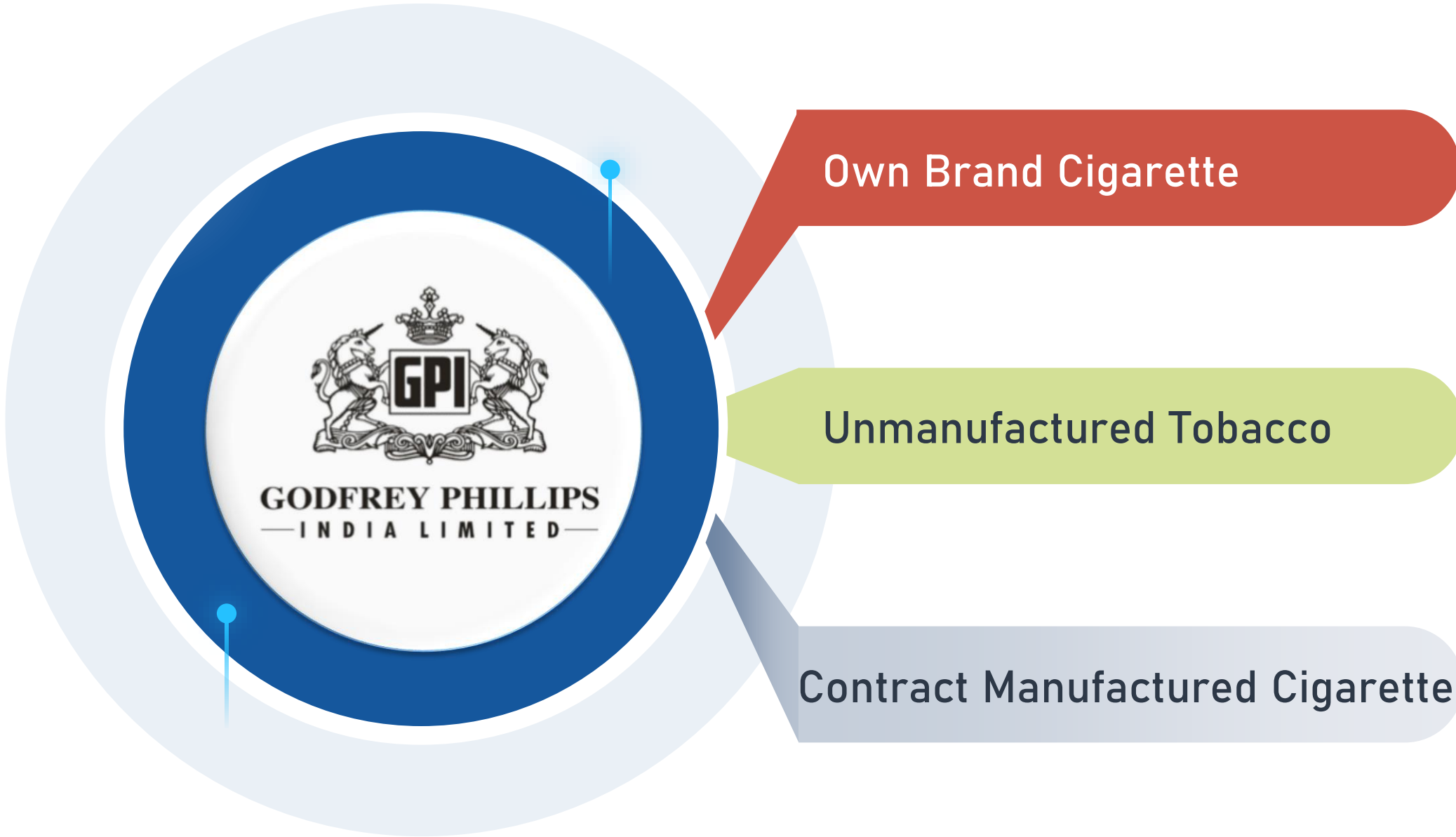
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on export markets to enhance sale of unmanufactured tobacco
- ✓ Leverage and monetize distribution infrastructure; entered in a product supply agreement with Ferrero India for distribution/re-sale of the sweet-packaged food products manufactured by them
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Growth Priorities – International Business Division



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INDIA LIMITED

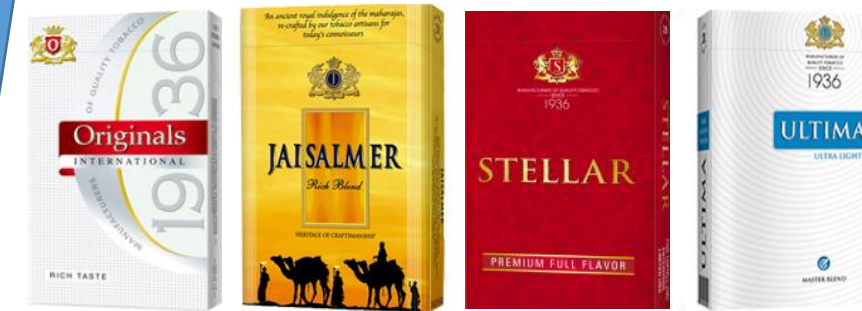
Build on existing contract manufactured cigarettes export markets and augment unmanufactured tobacco business



Rs. 327 Cr
In Q1 FY25 Net Sales Value

23%
Contribution in Q1 FY25 Net Sales

Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe in around 35 countries



Confectionery

Funda Goli

- With the introduction of the Funda Goli range of candies, GPIL established a niche for itself as a unique confectionery brand
- Funda Goli's fun range includes flavours like Kachha Aam, Refreshing Green Apple, Mast Guava, Orange Mints and Slurpy Lychee

Imli Naturalz

- First of its kind candy with natural ingredients and distinguished taste

Funda C

- First of its kind candy proposition with Vitamin C

Funda Gum Shums

- Cool new mint gum test launched recently



Gross Sales:
Rs. 13 crore

Ferrero Products

- In May-2024 the Company has signed a product supply agreement with Ferrero India Private Limited for distribution/re-sale of the sweet-packaged food products manufactured by them



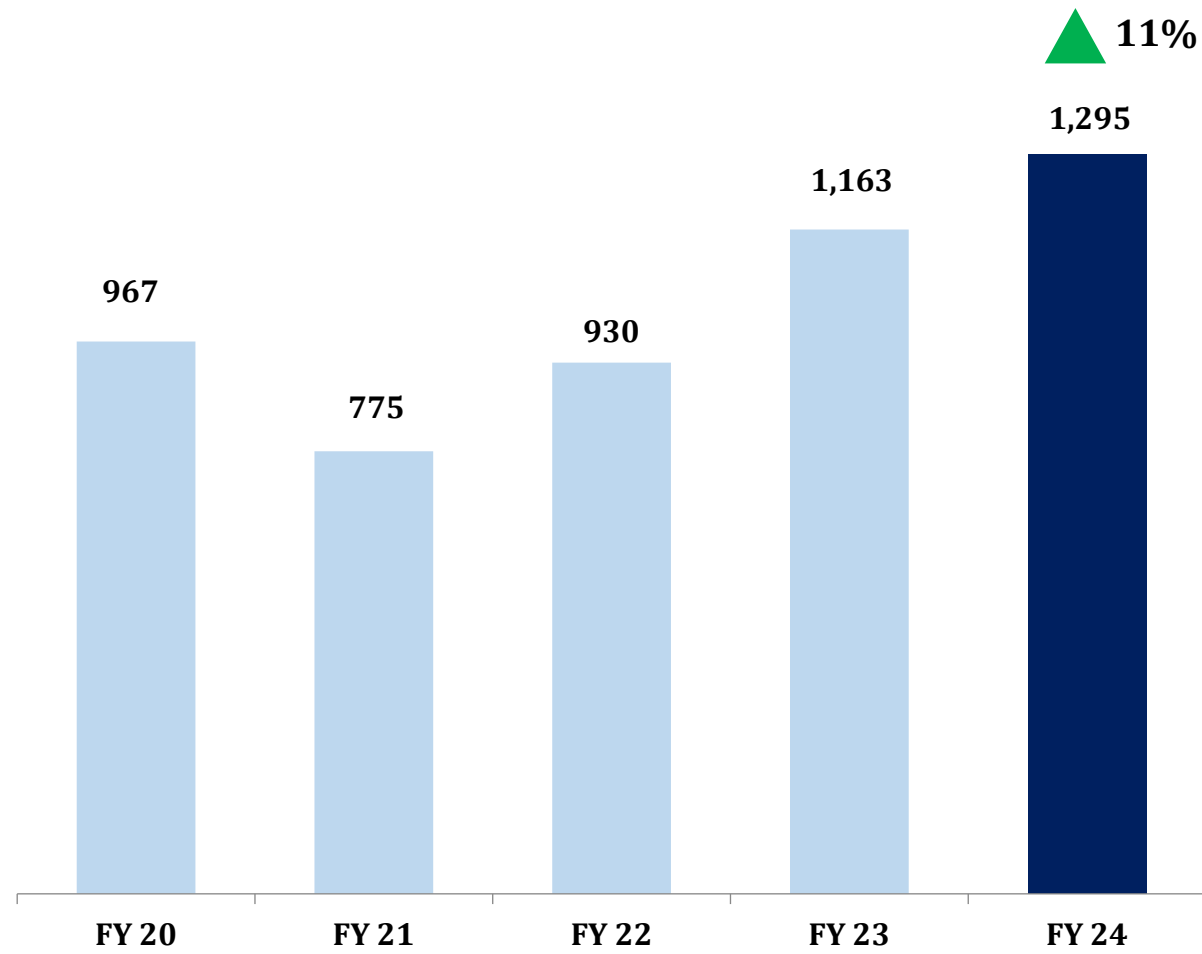
Gross Sales:
Rs. 3 crore

Cigarette Domestic Volume

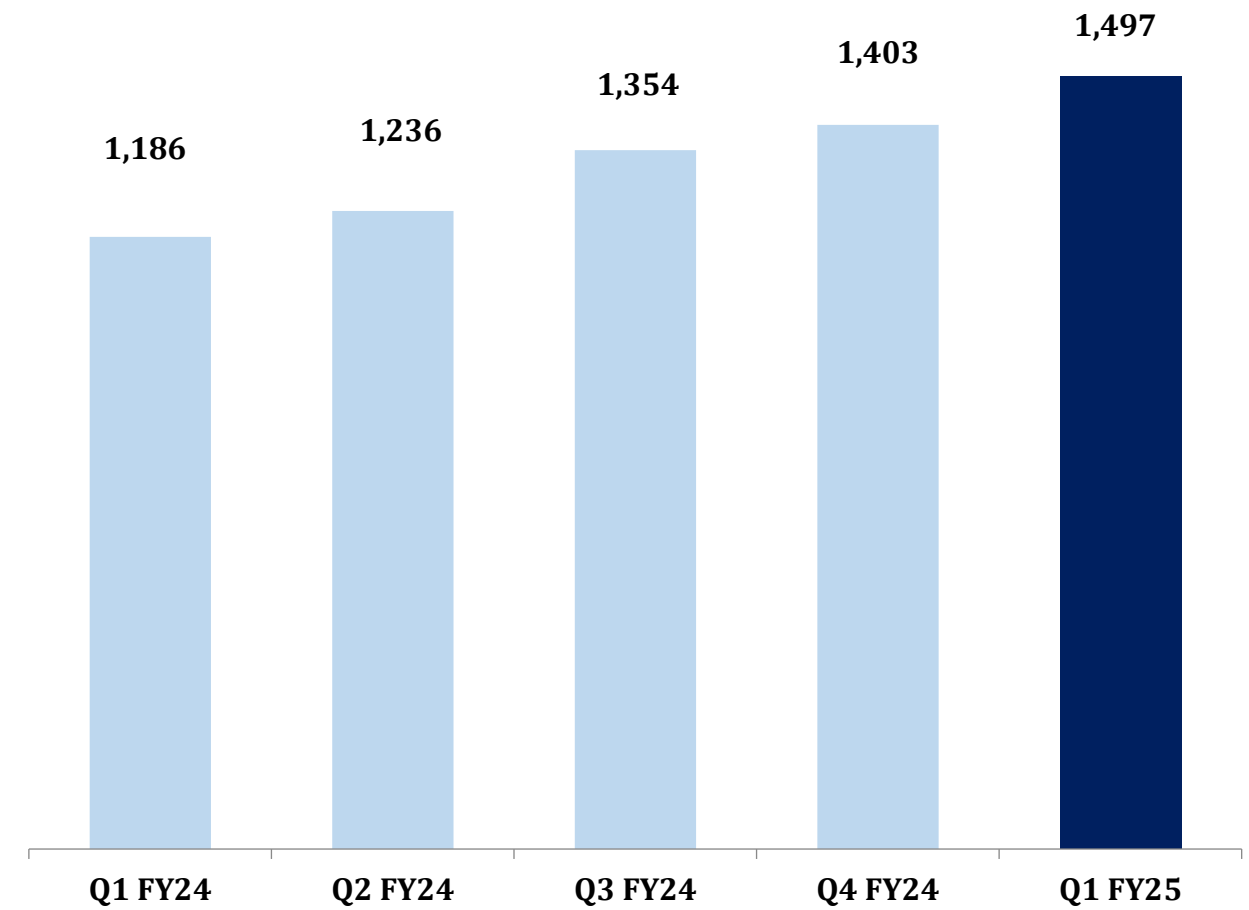


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Annual Volumes (million per month)



Quarterly Volumes (million per month)



Q1 FY25 Financial Summary



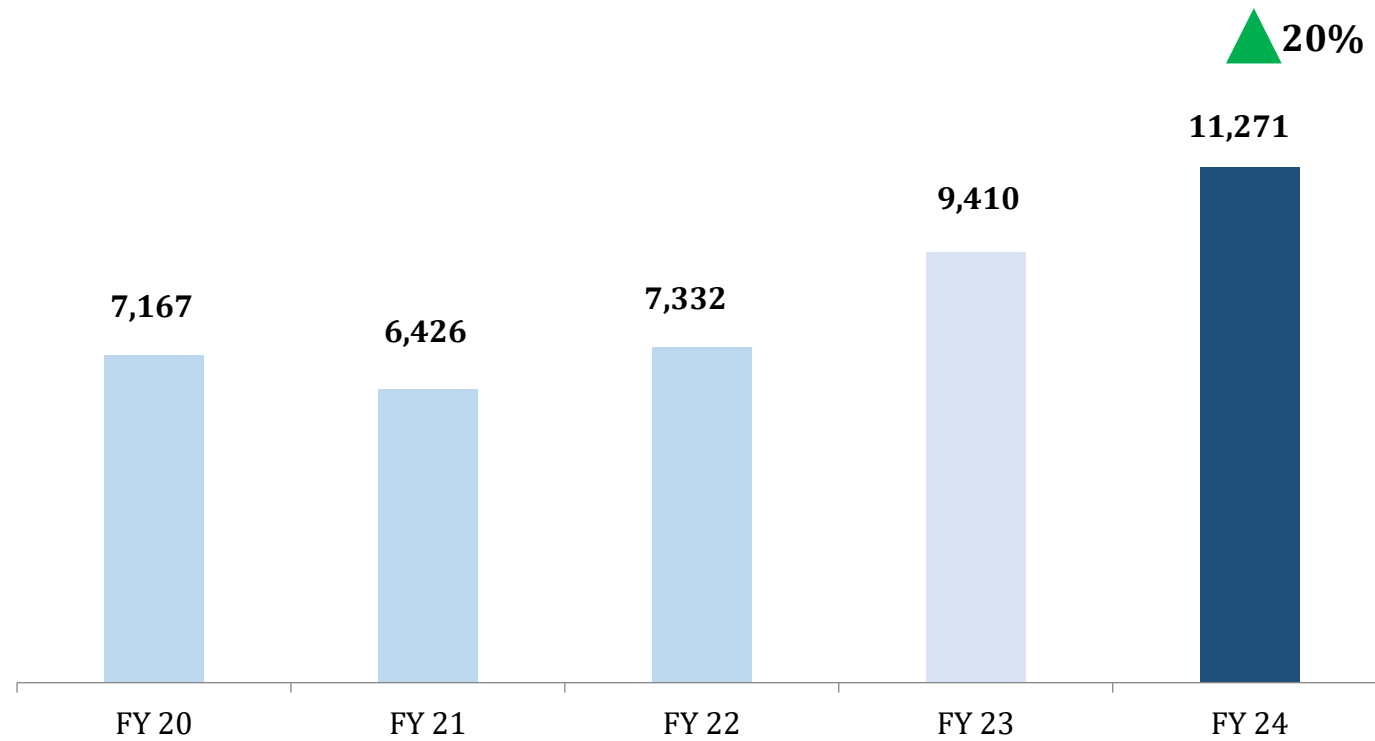
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Rs. Crore		Consolidated							
		Q1 FY25	Y-o-Y%	Q1 FY24	Q4 FY24	Q-o-Q%	FY24	Y-o-Y%	FY23
1	Gross Sales Value	3186	21.5%	2623	2787		11271	19.8%	9409
2	Gross Revenue	1441		1245	1197		5305		4260
	Less- Excise duty	270		199	231		885		697
	Net Revenue	1171	12.0%	1046	966	21.2%	4420	24.1%	3563
3	COGS	632	14.3%	553	494	27.9%	2445	37.3%	1781
4	Gross Profit	539	9.3%	493	472	14.2%	1975	10.8%	1782
	% to Sales	16.9%		18.8%	16.9%		17.5%		18.9%
5	Employee Benefits	101	27.8%	79	89	13.5%	336	9.1%	308
	% to Sales	3.2%		3.0%	3.2%		3.0%		3.3%
6	Other expenses (Net)	172	6.8%	161	195	(11.8)%	747	11.5%	670
	% to Sales	5.4%		6.1%	7.0%		6.6%		7.1%
7	EBITDA (Operating)	266	5.1%	253	188	41.5%	892	10.9%	804
	% to Sales	8.3%		9.6%	6.7%		7.9%		8.5%
8	Net Profit Before Exceptional Item	273	7.7%	254	215	27.0%	884	28.1%	690
	% to Sales	8.6%		9.7%	7.7%		7.8%		7.3%
9	Net Profit After Exceptional Item	229	(9.8)%	254	215	6.5%	884	28.1%	690

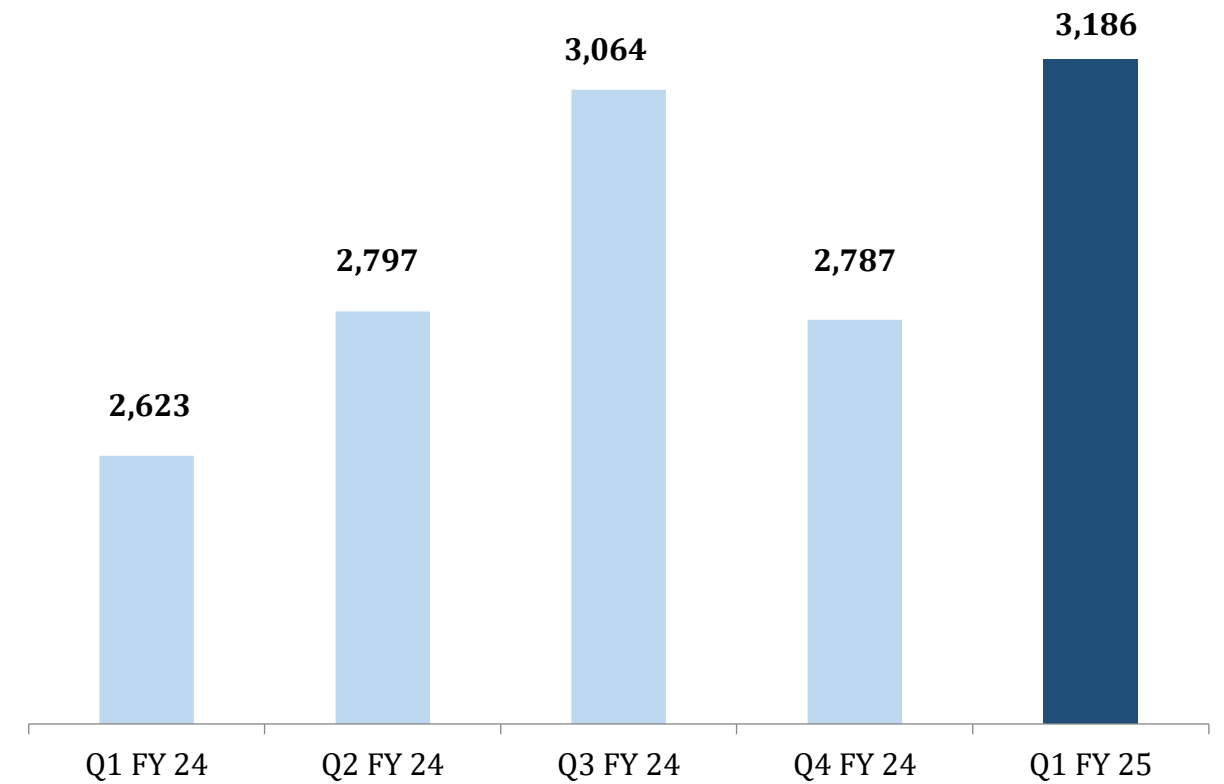
Notes- 1) Gross Sales Value is inclusive of all applicable indirect taxes. 2) Margins are calculated based on Gross Sales Value.

3) Exceptional item of Rs 44.6 cr (net of tax credit) relates to expected loss on closure of retail business.

Gross Sales Value – Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)



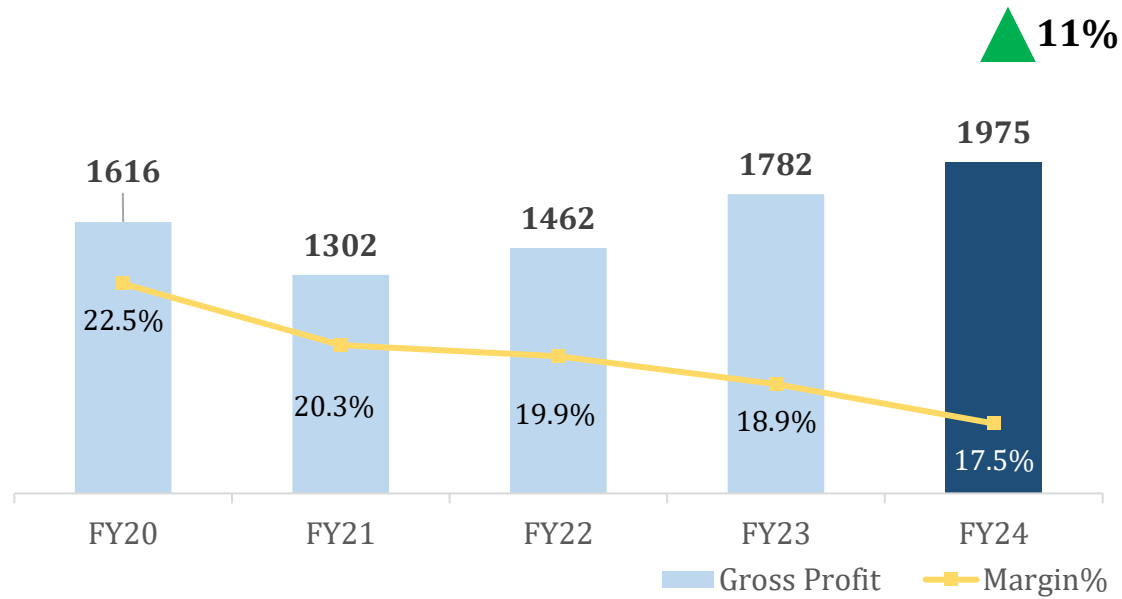
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period

Gross Profit and Net Profit Contribution

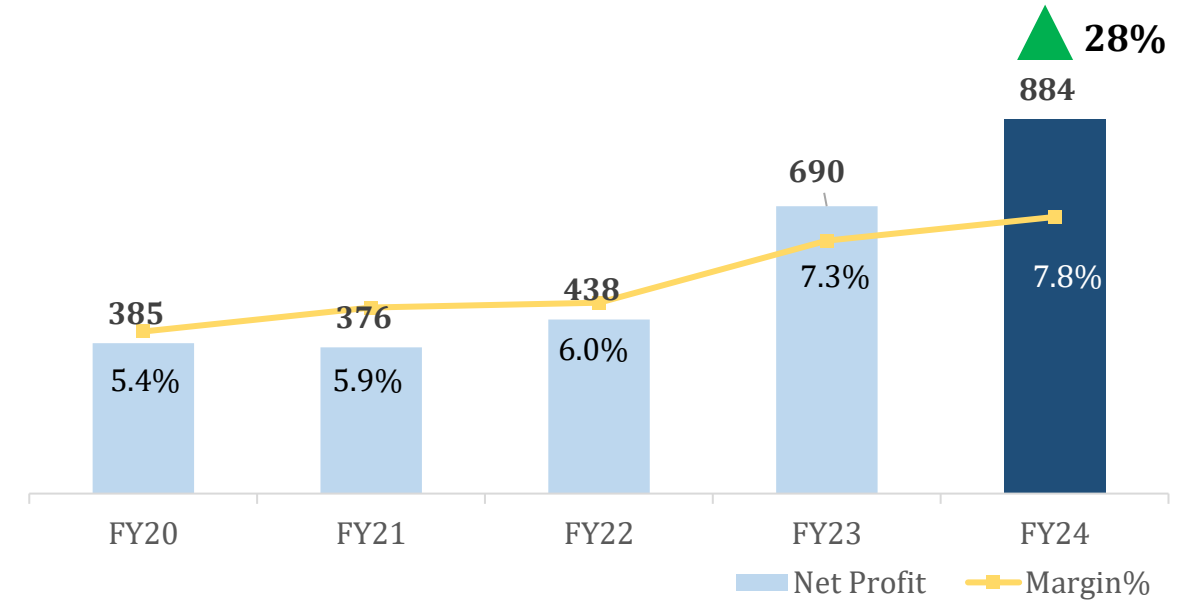


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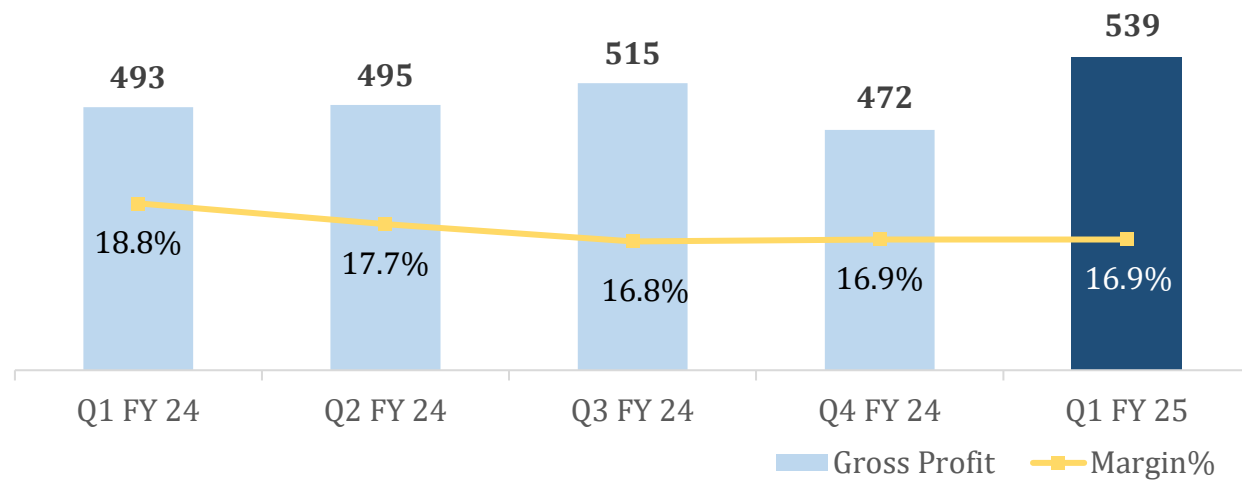
Gross Profit (Rs. Crore) and Margin (%)



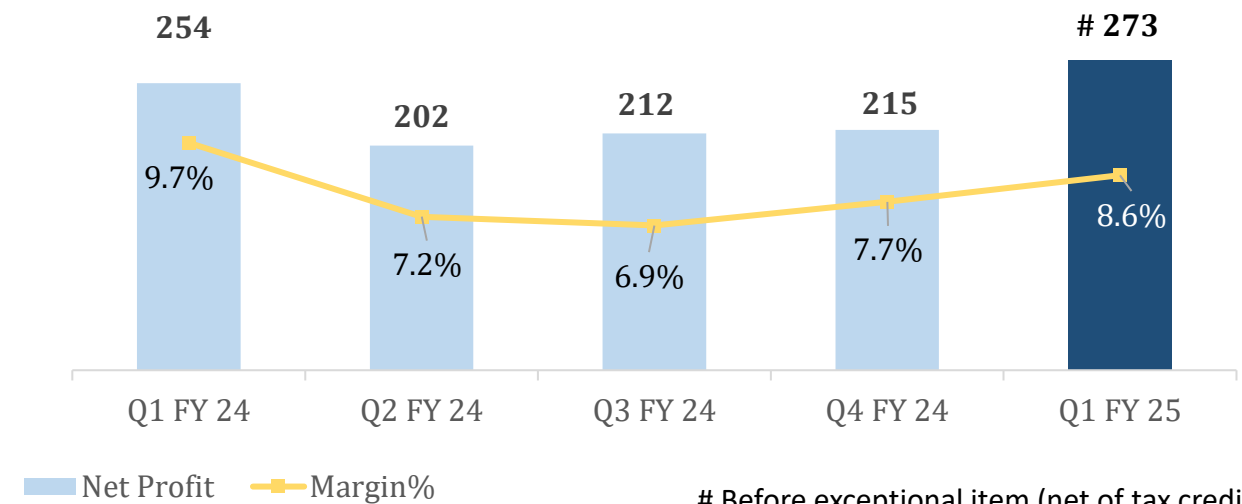
Net Profit (Rs. Crore) and Margin (%)



Gross Profit (Rs. Crore) and Margin (%)



Net Profit (Rs. Crore) and Margin (%)



Focus on People as single largest priority; GPI as Great Place to Work – consistently for 6 years in a row



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1

Building Culture of Performance

Recognizing high performance and augmenting talent quotient with productivity building measures

2

Capability Building

Skilling and reskilling initiatives on an accelerated path to drive up the organization skill pool

3

Holistic Wellbeing

Workshops and interactions with employees to ensure physical and mental wellbeing



**6th Year
In A Row
2019-2025**

ESG is now an integral part of the business; impact in first year showcased through a leap in external ratings from 11 to 43



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INDIA LIMITED



Community Development Program for Burley Tobacco Farmers

Program Objective : Tobacco is the core component of Company's product.

The marginalized farmers community need to be protected to ensure

- Sustainable livelihood for community Company operates in
- Tobacco farming for business sustainability
- Business growth as crop quality and output
- Stakeholder management as programs in partnership with Govt. bodies and Tobacco Board

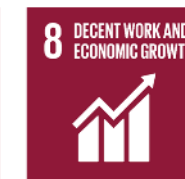
Context: Area falls under drought prone area and the poor farmers/labourers are caught in the trap of seasonal employment, low income leading to lower bargaining power, increased debts and downward trend in labour prices. These issues drive larger community issues such as low access to safe potable water as the region has high fluoride content, lack of community sanitation and hygiene, limited access to education and skills beyond farming, and with non-availability of social protection, the children of farmers & labourers' get pushed into child labour. GPI program addresses these elements.

Program Goals

- Short term goals are to ensure farming efficiencies so that we can provide sustainable livelihood from tobacco farming.
- Long term plans, a necessity for sustainable business, look at water and environment conservation to manage climate change that impact agriculture.

290 villages have now been identified in total (an increase from 156) for outreach in the districts Leaf Division operates out of.

The social initiatives of Godfrey Phillips are in line with the UN SDG's for livelihood, education, water & sanitation, environment and climate change.



Activities under CSR



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INDIA LIMITED



Access to safe drinking water with **9 new RO plants taking total to 63.**



Creating and maintaining **4 biodiversity parks and green cover through 70,000 new plants spread over 300+ acres.**



Health assessments and treatment through **6 new health camps. Total health camps till date 280.**

The social initiatives of Godfrey Phillips are in line with the UN SDG's for livelihood, education, water & sanitation, environment, health and climate change.



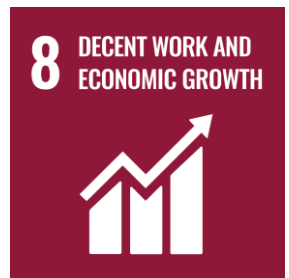
Right to education and **Child Labour awareness through 70 camps and 400+ scholarships. 2500+ students impacted till date.**



Assessment of water conservation structures through volumetric analysis of **33 check dams.**



Safeguarding crops through **52 new community sheds, taking total sheds to 215.**



Impact , Awards & Recognitions for Godfrey Phillips Program

Impact :

- Reduced deforestation with higher reliance on concrete and galvanized steel log based community sheds for safeguarding produce and livestock.
- Larger green cover for the community and the environment.
- RO plant becoming main source for drinking water in the villages
- Higher quality and volume of tobacco produce for farmers who are now earning more. More farmers want to enroll with tobacco farming.
- Zero cases of child labour reported (17-24). Increased attendance in school post announcement of scholarships.
- Visible and tangible improvement in perception of Company in community, Govt bodies, NGOs.

Over 2,50,000 people are direct and indirect beneficiaries with reach in 170+ villages.





GODFREY PHILLIPS
—INDIA LIMITED—

Godfrey Phillips India Limited

CIN: L16004MH1936PLC008587

Registered Office:

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Disclaimer: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Godfrey Phillips India Limited’s (“GPIL” or the Company) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. GPIL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



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