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CIN : L24246MH2000PLC129806

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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, 4th Floor,
Bandra-Kurla Complex, Mumbai 400 050
Symbol: GODREJCP

Dear Sirs,

Quarterly Update 3Q FY20

We enclose herewith a communication which is self-explanatory.

Thank you.

Yours faithfully,
For Godrej Consumer Products Ltd

V Srinivasan
Chief Financial Officer & Company Secretary



Quarterly Update: 3QFY20

This update seeks to provide an overall summary of the operating performance and demand trends witnessed during the quarter ended 31st Decemeber 2019. This will be followed by a detailed performance update, post the approval of 3QFY20 financial results by the Board of Directors.

During the quarter, we witnessed relatively mixed demand across some of our geographies of operations.

In India, demand continued to be challenging, impacted by a general consumption slowdown. Despite weak demand conditions, we continued our marginally higher than mid single digit volume growth trend during the quarter. The uplift in volume growth was led by gradual recovery in household insecticides, new product launches, effective marketing campaigns and tactical consumer offers. The sales value growth also mirrors the trend of past few quarter's sales value growth. We look forward to a gradual improvement in consumer demand in the quarters ahead driven by good monsoon and government stimuli.

In Indonesia, we recorded close to high single digit constant currency sales growths, amidst an improving demand environment in home and personal care space. The growths are driven by new product launches and gradual expansion of general trade distribution (Project Rise).

In GAUM (Godrej Africa, USA, Middle East), we saw a good recovery with higher than mid single digit constant currency sales growth, thus reversing the trend of the past few quarters. The performance was driven by improved performance in South Africa and Rest of Africa & Middle East cluster. We continue to drive scale up of wet hair care and the relaunch of Darling brand in dry hair category along with expansion in distribution to deliver sales growth for the year.

Within the "others" geographies, the performance in Latin America is expected to be strong in constant currency terms. However, in INR terms due to currency depreciation in Argentina, we expect the performance to be muted. Performance in SAARC countries was robust.

ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company. As part of the 122-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.

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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.