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CIN : L24246MH2000PLC129806

January 5, 2021

**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 3Q FY21**

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: 3QFY21

*This update provides an overall summary of the operating performance and demand trends during the quarter ended 31 December, 2020. This will be followed by a detailed performance update, post the approval of the 3QFY21 financial results by the Board of Directors.*

During the quarter, demand trends in our categories across the key countries we operate in, remained stable.

In India, we expect to deliver a second consecutive quarter of close to low double-digit sales growth, driven by higher than mid-single digit volume growth. This is led by Soaps, which is expected to deliver strong mid-teen growth. Following a sharp recovery, Hair Colours is also expected to deliver mid-teen growth. Household Insecticides is expected to deliver close to high single-digit growth. We continue the robust scale up of our Personal and Home Hygiene category.

In Indonesia, we expect a very marginal decline in constant currency sales. This is impacted by challenging macroeconomic variables, a gradual recovery in the Air Fresheners category, and high competitive intensity in the Wet Wipes category.

In Godrej Africa, USA and Middle East, growth momentum continued across most of our key countries of operations. We expect to deliver high teen constant currency sales growth, a second consecutive quarter of double digit sales growth. We continue to put in place building blocks for the future, and are focused on driving sustainable, profitable sales growth.

We expect sales growth in our Latin America business to remain strong in constant currency terms. Our SAARC business also continues to deliver healthy sales growth.

At a consolidated level, we continue to leverage our category and geographic portfolio well, and expect to deliver a second consecutive quarter of close to low double-digit sales growth.

## 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.*