

Godrej Consumer Products Ltd.
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Website : www.godrejcp.com
CIN : L24246MH2000PLC129806

September 12, 2016

The Bombay Stock Exchange Limited
Corporate Relations Department
1st Floor, Rotunda Bldg., P.J. Towers, Dalal Street,
Mumbai 400 023.

Scrip Code : 532424

**Fax Nos : 22723121/ 22722037 /
22722041/ 22722061/
22722039 /2272 3719**

The National Stock Exchange of India Ltd
Exchange Plaza, 4th Floor,
Bandra-Kurla Complex, Mumbai 400 050

Fax No 26598237/38

Dear Sirs,

We enclose herewith a summarized information on the Company broadly detailing geographical presence, products, strategies, key financial indicators etc. for your information.

This is also being simultaneously uploaded in our website.

Yours Faithfully,
For Godrej Consumer Products Ltd


Ramesh Iyer
Dy. Company Secretary

Encl: As above



About Us

Godrej Consumer Products is an emerging markets FMCG leader with a presence in three categories (home care, hair care and personal care) across three emerging markets (Asia, Africa and Latin America). Our aim is to delight our consumers with superior quality, world-class products at affordable prices.

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 now expanding our footprint in Africa. We are the leader in hair extensions in Africa, the number one player in hair colour in India 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.

As part of the over 118-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 have exciting and ambitious growth plans and are becoming more agile.



INR 8,957 Crores*
turnover



\$ 8.1 Billion**
Market Capitalisation



47% revenues*
from international business

7 Pillars of our strategy



Extending **leadership** in our core categories in India



Capitalising on **international growth potential**



Accelerating **innovation** and **renovation**



Building a **future ready sales system** in India



Making our **global supply chain** best in class



Building an **agile** and **high performance culture**



Reinforcing our commitment to **Good & Green**

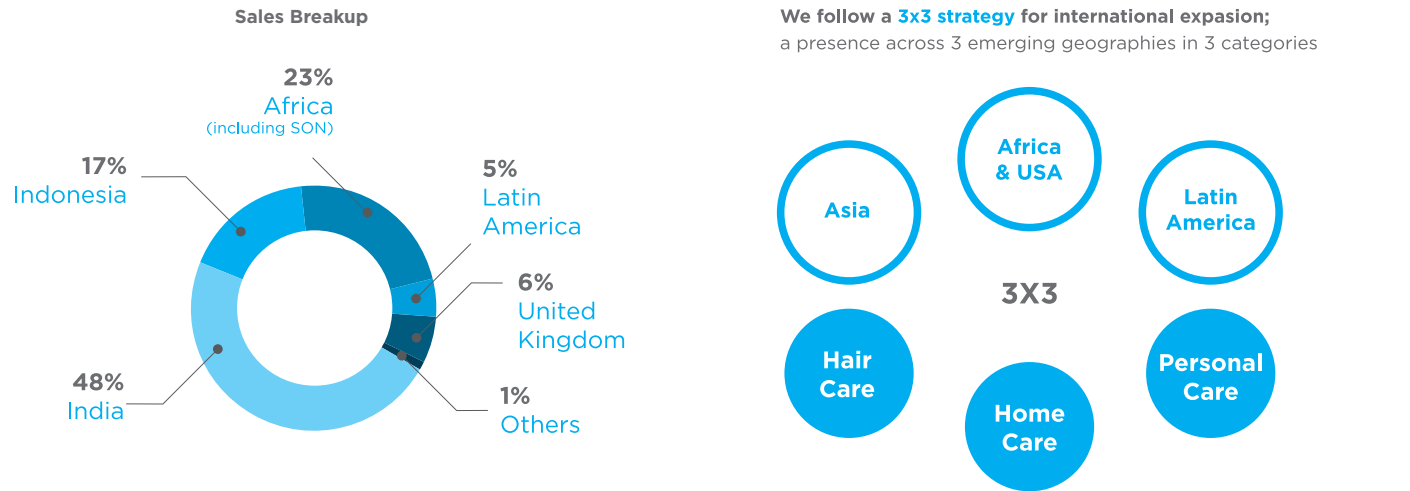
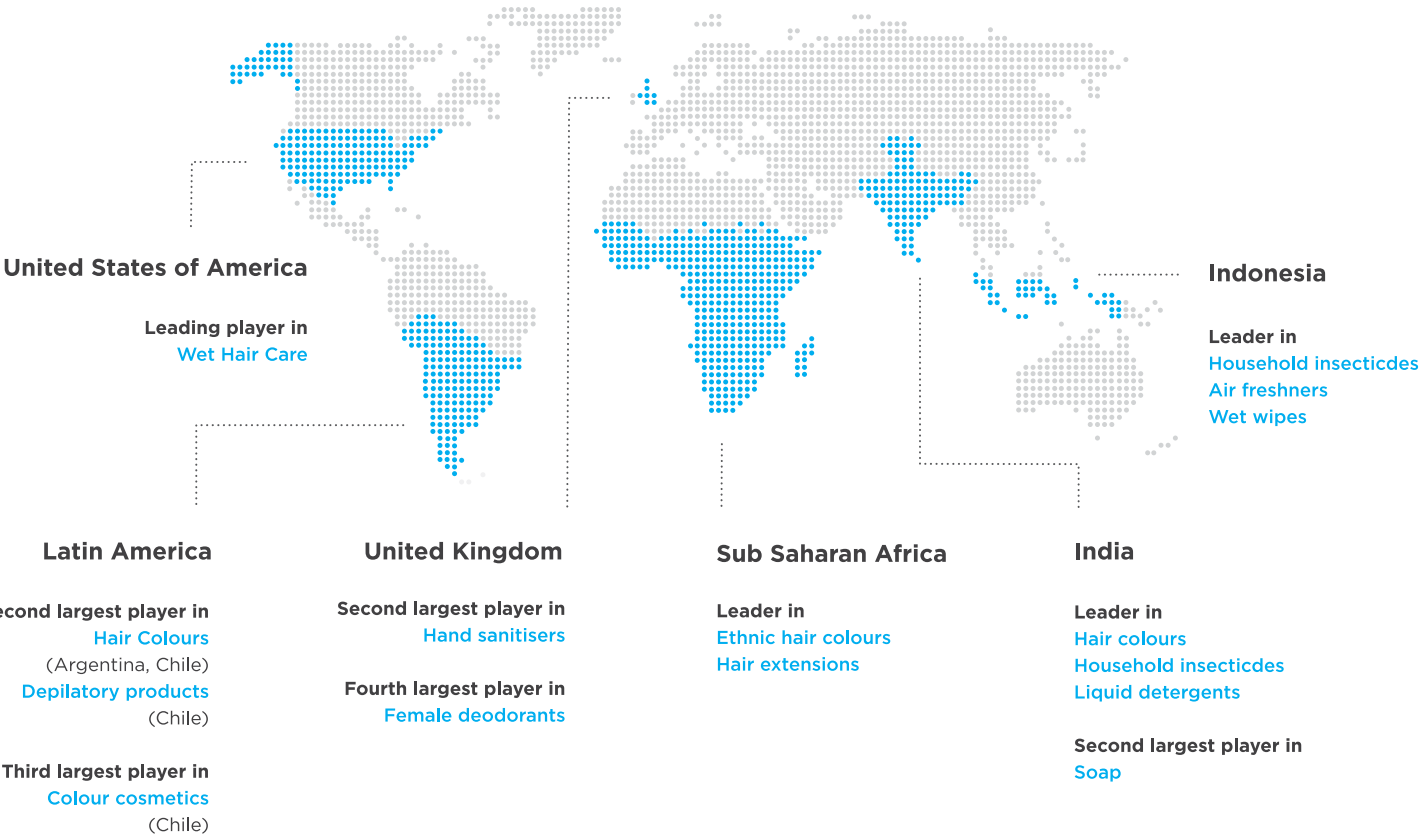
“ Overall, our focus will be on sustaining and extending leadership in our core categories. We are investing for the longer term and accelerating the pace of new product launches, to capitalise on the uptick in consumer strategic focus, differentiated product portfolio, superior execution and top-notch team, we will continue to deliver industry-leading results in the future. ”

Adi Godrej
Chairman, Godrej Group

* FY 2016
** as on 30 June 2016

We have a growing international presence

Our leading market positions



Key Acquisitions



Innovation is a key driver of our strategy

We are doing a lot of experimentation and prototyping and using design-driven thinking to come up with bigger, better and faster innovations. We are also actively cross-pollinating ideas and technology across our geographies.

We are ranked on
Forbes'
list of The World's Most Innovative Growth Companies 2016, for the second time in a row.

India



**Good knight
Neem Activ+ Fast Card**
Neem variant of our one rupee, paper-based mosquito solution



**Good knight
Personal Repellent**
Our 100% natural mosquito repellent range



Godrej Expert Rich Hair Crème
The first ever hair crème in a sachet



Cinthol Deostick
A unique cream based deodorant



Godrej Aer
A delightful range of air fresheners



Godrej protekt
A health and wellness platform with hand sanitisers, handwash and anti-mosquito spray



Godrej No.1 Germ Protection
A grade 1 quality value added soap



EBLUNT
A premium hair care range to prep, style and transform

Africa



Darling
New styles in our leading range of dry hair products



Strength of Nature
Cross pollinating SON's wet hair care portfolio in Sub Saharan Africa

Indonesia



NYU
A delightful new range of hair crème in a sachet



Hit One Push
A special concentrate aerosol; just one push for protection for an entire room



Stella Daily Freshness
A unique air freshener membrane format for the car and home

Board of Directors



Adi Godrej
Chairman,
Godrej Group



Vivek Gambhir
Managing Director



Nisaba Godrej
Executive Director



Nadir Godrej
Non-Executive
Director



Jamshyd Godrej
Non-Executive
Director



Tanya Dubash
Non-Executive
Director



Aman Mehta
Independent
Director



Bharat Doshi
Independent
Director



D. Shivakumar
Independent
Director



Ireena Vitthal
Independent
Director



Narendra Ambwani
Independent
Director



Omkar Goswami
Independent
Director

Key Financial Indicators

	FY16		FY13-FY16
	(INR crores)	Growth y-y (%)	CAGR (%)
Net Sales	8,957	9	12
Organic constant currency sales growth (%)	—	11	12
EBITDA	1,624	18	17
EBITDA margin (%)	18.1	—	—
Net profit	1119	23	12

	FY12	FY13	FY14	FY15	FY16
EPS (INR)	22.34	23.39	22.32	26.65	32.87
DPS (INR)	4.75	5.00	5.25	5.50	5.75
Net Dept/Equity (x)	0.44	0.48	0.41	0.39	0.39
ROE (%)	25.9	24.0	20.1	21.0	22
ROCE (%)	17.4	16.0	17.2	18.4	19.4
Operating ROCE* (%)	56.1	47.7	60.4	59.3	59.0

* adjusted for Goodwill, Trademarks and Brands

Website www.godrejcp.com

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