

1QFY19 PERFORMANCE UPDATE

August 09, 2018



GAVL PERFORMANCE HIGHLIGHTS

1QFY19 STANDALONE FINANCIALS – Key Highlights

Particulars (Rs crore, unless stated)	1QFY19	1QFY18	% Growth
Total Income	1,113.9	991.0	12.4%
EBITDA	128.1	112.8	13.5%
<i>EBITDA Margin (%)</i>	11.5%	11.4%	
PBT	109.8	91.6	19.9%
<i>PBT Margin (%)</i>	9.9%	9.2%	

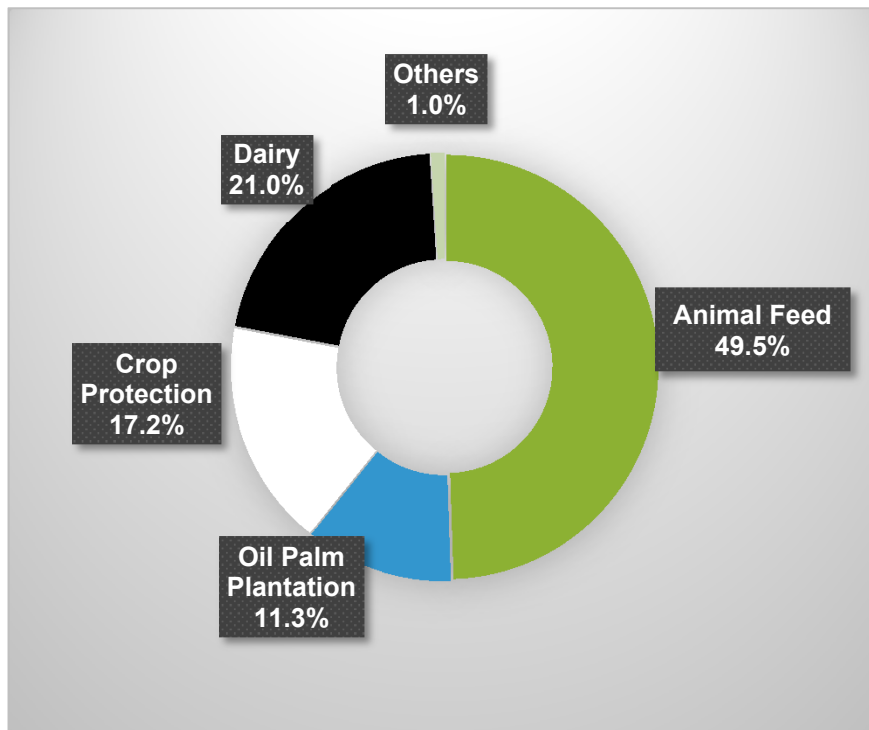
1QFY19 CONSOLIDATED FINANCIALS – Key Highlights

Particulars (Rs crore, unless stated)	1QFY19	1QFY18	% Growth
Total Income	1,488.2	1,371.4	8.5%
EBITDA	143.1	132.5	8.0%
<i>EBITDA Margin (%)</i>	9.6%	9.7%	
PBT	120.3	110.3	9.1%
<i>PBT Margin (%)</i>	8.1%	8.0%	

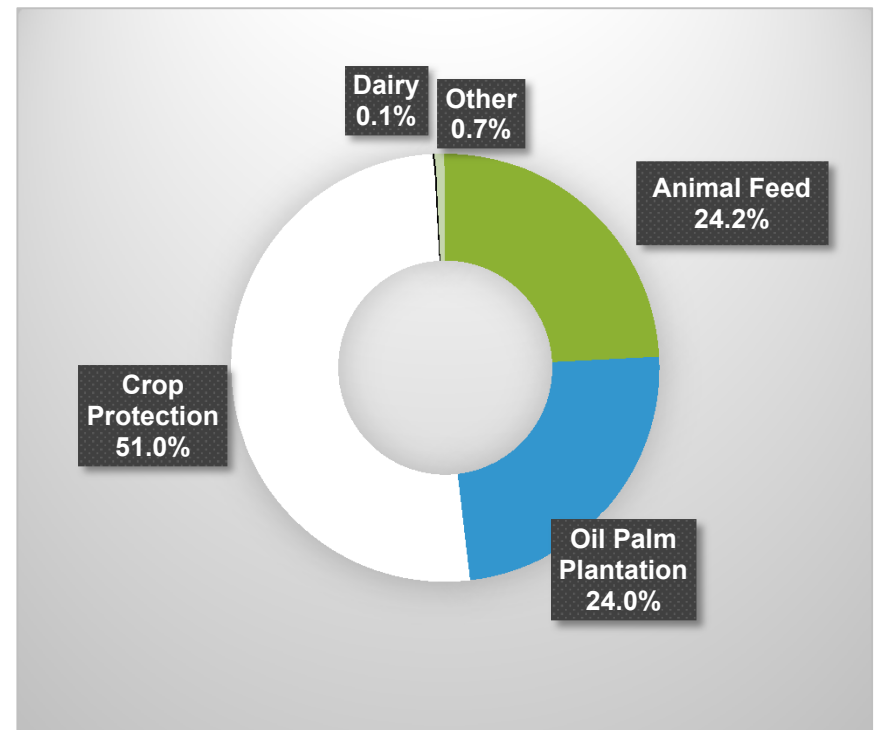
Note: PBT includes share of profit from associates

SEGMENT-WISE REVENUE AND PROFIT

Segment Revenue Mix ⁽¹⁾



Profit before interest and taxes ⁽²⁾



Note:

(1) As % of total consolidated segment revenues

(2) As % of total consolidated segment profit before interest and taxes

GAVL SEGMENT-WISE PERFORMANCE HIGHLIGHTS

ANIMAL FEED



Leading compound feed play across Cattle, Broiler, Layer, Fish and Shrimp feed in India

Particulars	1QFY19	1QFY18	Growth
Sales Volume (Tons)	3,04,220	2,55,635	19.0%
Segment Revenue (Cr)	737.3	634.5	16.2%
Segment Result (Cr)	36.1	39.8	(9.3%)
Segment Margin (%)	4.9%	6.3%	

- Strong volume and revenue growth in broiler feed, layer feed and cattle feed segments
- Segment results declined year-on-year: first quarter of last year include significantly higher profits earned in the aqua feed segment as input prices (fish meal) were at record low levels
- Continuous focus on strengthening our foot-prints in key geographies across feed categories



OIL PALM PLANTATION



Largest domestic producer of Crude Palm oil and Palm Kernel Oil

Particulars	1QFY19	1QFY18	Growth
Segment Revenue (Cr)	168.3	130.9	28.5%
Segment Result (Cr)	35.8	21.4	67.5%
Segment Margin (%)	21.3%	16.3%	

- Sharp increase in crude palm oil prices benefitted revenue growth and profitability
- Area under coverage for oil palm plantation increased to 64,125 hectares as on June 2018 compared to 61,700 hectares as on June 2017
- New palm oil mill set-up in Andhra Pradesh is on track to be commissioned in second quarter of the year



CROP PROTECTION BUSINESS



Agrochemical products produced cater to entire crop lifecycles

Particulars	1QFY19	1QFY18	Growth
Segment Revenue (Cr)	191.3	207.2	(7.7%)
Segment Result (Cr)	70.2	61.7	13.8%
Segment Margin (%)	36.7%	29.8%	

* excludes Astec Lifesciences financials and 1QFY19 numbers include GST impact

- 1QFY18 segment revenue include excise duty of Rs.27.3 crore
- Fast growth in the plant growth regulators and insecticides categories during the current quarter
- Launch of new products to increase product offerings:
 - ❑ Herbicides : Reflex, Pixel
 - ❑ Insecticides: Annova, Beleaf, Czaar Green, Fimecta, Dartus
 - ❑ Fungicides : Oute



ASTEC LIFESCIENCES



Manufactures a wide range of agrochemical active ingredients and pharmaceutical intermediates

Particulars	1QFY19	1QFY18	Growth
Revenue (Cr)	65.5	75.2	(12.9%)
EBITDA (Cr)	9.2	12.4	(26.3%)
<i>EBITDA Margin (%)</i>	<i>14.0%</i>	<i>16.5%</i>	

** 1QFY19 numbers include GST impact*

- Revenue decline due to deferment of export orders; to be included in second quarter of the year
- Domestic sales grew by 42% year-on-year during the quarter
- Capex to de-bottleneck existing capacities and new intermediate /back ward integration plants on track, the projects expected to go live in FY19

CREAMLIN DAIRY



Emerging player in South India focused on milk based products

Particulars	1QFY19	1QFY18	Growth
Revenue (Cr)	312.9	308.2	1.5%
EBITDA (Cr)	6.2	7.1	(12.7%)
EBITDA Margin (%)	2.0%	2.3%	

- New product launches: Thick shakes and flavoured yogurts received encouraging response from customers
- However, profitability was impacted by higher provisioning costs as butter prices were lower than last year



JOINT VENTURES



GODREJ TYSON FOODS LIMITED



Particulars	1QFY19	1QFY18	Growth
Revenue (Cr)	123.9	114.6	8.1%

- Revenue growth contributed by pick-up of sales in the 'Yummiez' products and in the live bird business
- Godrej Agroviet has increased stake to 49.9% in the Joint Venture (from 49.0% earlier)

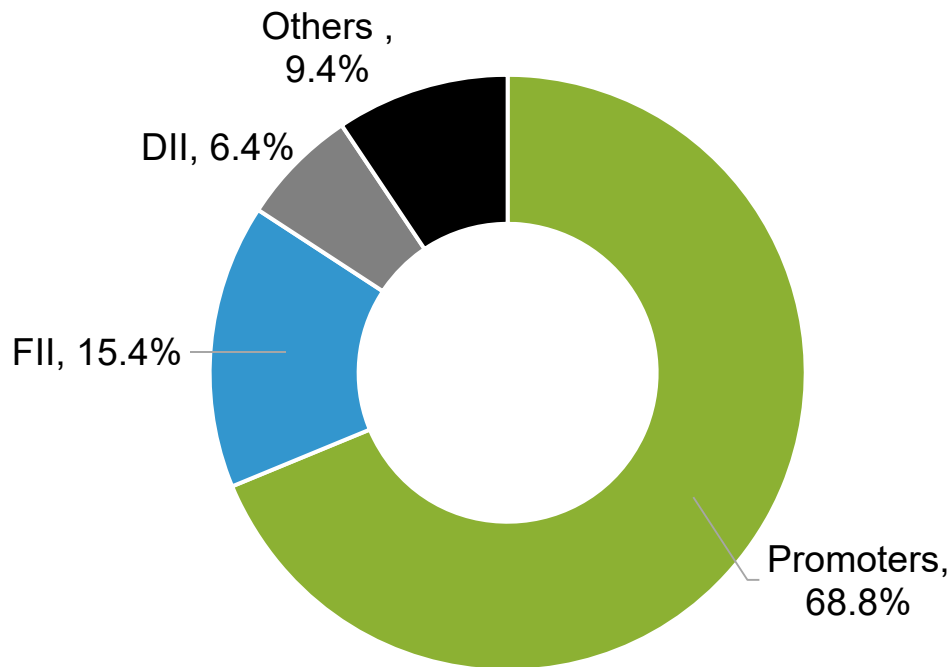
ACI GODREJ AGROVET PRIVATE LIMITED - BANGLADESH



Particulars	1QFY19	1QFY18	Growth
Revenue (Cr)	201.3	217.3	(7.4%)

GAVL SHAREHOLDING PATTERN

Shareholding pattern as on June 30, 2018



Major Investors

- Temasek
- Invesco
- Aberdeen
- Blackstone
- Nomura
- Ashburton
- Kotak MF
- SBI MF
- Aditya Birla Sun Life MF
- Tata MF
- Reliance MF
- ICICI Prudential MF

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THANK YOU FOR YOUR TIME AND CONSIDERATION