

2Q & 1HFY19 PERFORMANCE UPDATE

November 05, 2018



GAVL PERFORMANCE HIGHLIGHTS

2QFY19 FINANCIALS – Key Highlights



Particulars	Standalone			Consolidated		
	2QFY19	2QFY18	% Growth	2QFY19	2QFY18	% Growth
(Rs crore, unless stated)						
Total Income	1,217.8	1,052.2	15.7%	1,622.1	1,434.4	13.1%
Earnings before interest, tax and Depreciation (EBITDA)	147.0	132.1	11.3%	174.5	154.7	12.7%
EBITDA Margin (%)	12.1%	12.6%		10.8%	10.8%	
Profit before tax (PBT)	127.8	108.2	18.2%	144.3	122.4	17.9%
PBT Margin (%)	10.5%	10.3%		8.9%	8.5%	
Profit after tax (PAT)	89.3	75.3	18.5%	99.1	85.0	16.6%
PAT Margin (%)	7.3%	7.2%		6.1%	5.9%	
Earning Per Share (Rs.)	4.65	4.03		4.91	4.32	

Note: Consolidated PBT includes share of profit from associates; Reported EBITDA and PBT for second quarter ended September 2018 includes non-recurring income of Rs.29.9 crore pertaining to profit earned on sale of land (net of expenses). Reported PAT includes net of taxes non-recurring income of Rs.23.0 crore (net of expenses)

1HFY19 FINANCIALS – Key Highlights

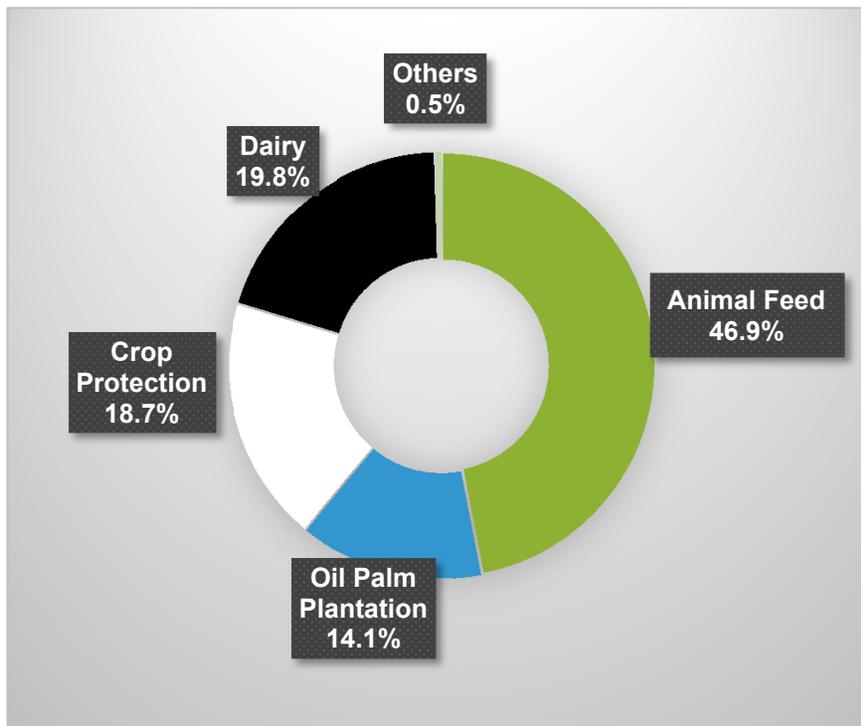


Particulars	Standalone			Consolidated		
	1HFY19	1HFY18	% Growth	1HFY19	1HFY18	% Growth
(Rs crore, unless stated)						
Total Income	2,331.7	2,043.2	14.1%	3,110.3	2,805.9	10.9%
Earnings before interest, tax and Depreciation (EBITDA)	275.1	244.9	12.4%	317.6	287.3	10.6%
EBITDA Margin (%)	11.8%	12.0%		10.2%	10.2%	
Profit before tax (PBT)	237.7	199.8	19.0%	264.6	232.8	13.7%
PBT Margin (%)	10.2%	9.8%		8.5%	8.3%	
Profit after tax (PAT)	162.2	136.5	18.8%	180.1	161.1	11.8%
PAT Margin (%)	7.0%	6.7%		5.8%	5.7%	
Earning Per Share (Rs.)	8.37	7.30		9.01	8.27	

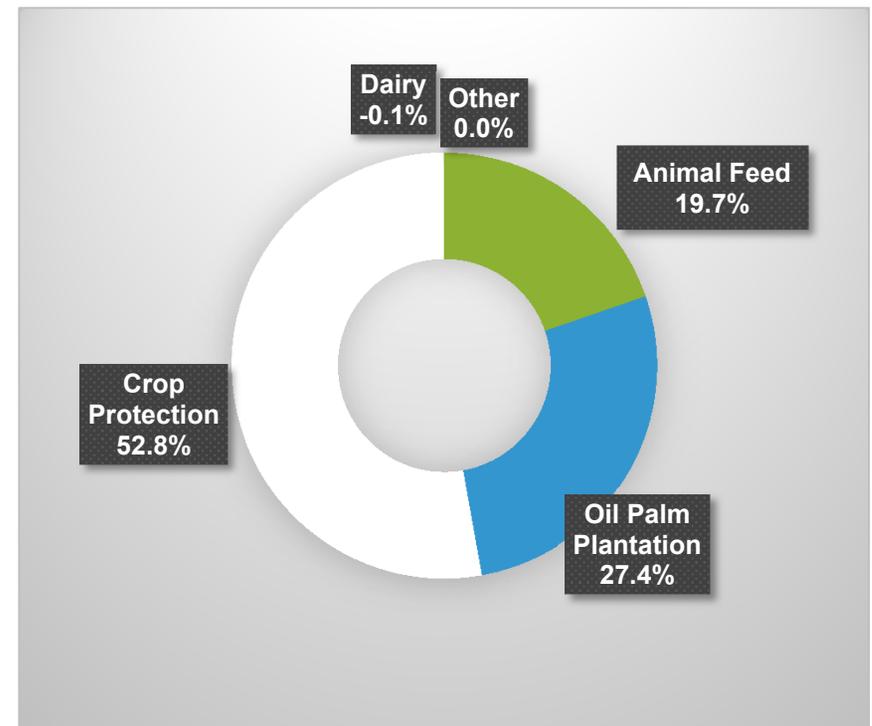
Note: Consolidated PBT includes share of profit from associates, Reported EBITDA and PBT for half year ended September 2018 includes non-recurring income of Rs. 29.9 crore pertaining to profit earned on sale of land (net of expenses). Reported PAT includes net of taxes non-recurring income of Rs.23.0 crore (net of expenses)

1HFY19 SEGMENT-WISE REVENUE AND PBIT

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 excluding non-recurring income

SEGMENT-WISE PERFORMANCE UPDATE

ANIMAL FEED



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

Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Sales Volume (tons)	3,04,223	2,62,547	15.9%	6,08,443	5,18,182	17.4%
Segment Revenue (Cr)	711.5	611.9	16.3%	1,448.7	1,246.3	16.2%
Segment Result (Cr)	22.5	28.4	(20.7%)	58.7	68.2	(14.0%)
Segment Margin (%)	3.2%	4.6%		4.0%	5.5%	

- Strong volume growth momentum continues with 15.9% and 17.4% year on year growth in 2QFY19 and 1HFY19, respectively:
 - Growth driven mainly by layer feed and broiler feed, cattle feed growth remains moderate
- Segment result decline year-on-year during the second quarter and half year ended September 2018 due to low profitability in the aqua feed business



OIL PALM BUSINESS



Largest domestic producer of Crude Palm oil and Palm Kernel Oil

Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Segment Revenue (Cr)	266.5	267.2	(0.2%)	434.8	398.1	9.2%
Segment Result (Cr)	45.8	61.6	(25.6%)	81.6	82.9	(1.6%)
Segment Margin (%)	17.2%	23.0%		18.8%	20.8%	

- During the second quarter, Fresh Fruit Bunches (FFB) arrival volume declined year-on-year due to postponement of the palm oil season:
 - However, this is expected to lead to higher FFB volume arrival in coming months, already seen in October 2018
- Area under coverage for oil palm plantation is at 66,400 hectares as on September 30, 2018



CROP PROTECTION BUSINESS



Agrochemical products produced cater to the entire crop lifecycles

Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Segment Revenue (Cr)	204.8	163.4	25.3%	396.0	370.6	6.9%
Segment Result (Cr)	59.2	51.2	15.4%	129.4	112.9	14.6%
Segment Margin (%)	28.9%	31.4%		32.7%	30.5%	

* 1HFY18 numbers include excise duty

- Strong growth registered both in standalone segment revenues and profits in 2QFY19 and 1HFY19
- Fast growth seen in the plant growth regulators and insecticides categories
- Launch of new products to increase product offerings in first half of the year:
 - ❑ Herbicides : Reflex, Pixel
 - ❑ Insecticides: Annova, Beleaf, Czaar Green, Fimecta, Dartus
 - ❑ Fungicides : Oute





Manufactures a wide range of agrochemical active ingredients and pharmaceutical intermediates

Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18*	Growth
Revenue (Cr)	114.6	97.6	17.4%	180.0	172.8	4.2%
EBITDA (Cr)	25.3	16.4	54.3%	34.5	28.8	19.6%
<i>EBITDA Margin (%)</i>	22.1%	16.8%		19.2%	16.7%	

** 1HFY18 numbers include excise duty*

- Strong revenue and profitability growth during the second quarter of the year, especially exports
- Capex to de-bottleneck existing capacities and new intermediate /back ward integration plants on track, the projects expected to go live in current year
- Scheme of amalgamating Astec Lifesciences with Godrej Agroveter has been approved by Board of Directors of both the companies in September 2018 and is in the process of completing the necessary formalities as stipulated



Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Revenue (Cr)	299.6	292.8	2.3%	612.5	601.9	1.9%
EBITDA (Cr)	5.9	9.5	(37.8%)	12.1	16.7	(27.4%)
EBITDA Margin (%)	2.0%	3.3%		2.0%	2.8%	

- New product- flavoured milk and premium ice-cream range launched during the quarter which helps increase the product range of the value added products
- For the first half of the year, profitability was impacted by high provisioning costs/loss incurred due to declining butter prices- situation expected to improve from third quarter onwards
- Focus remains on strengthening the Jersey brand with continued marketing investment and new launches across product categories



JOINT VENTURES

GODREJ TYSON FOODS LIMITED



Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Revenue (Cr)	115.3	101.3	13.7%	239.2	215.9	10.7%

- Revenue growth driven by growth in the Live bird business and Yummiez business
- Launched 'Yummiez Royale' product range in second quarter of the year



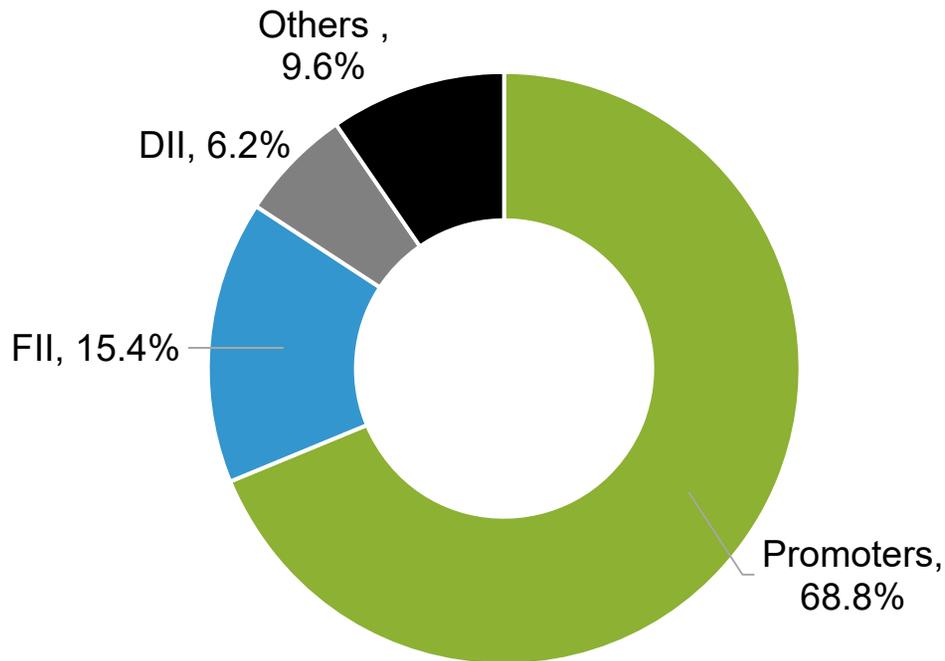
ACI GODREJ AGROVET PRIVATE LIMITED - BANGLADESH



Particulars	2Q FY19	2Q FY18	Growth	1HFY19	1HFY18	Growth
Revenue (Cr)	195.6	208.5	(6.2%)	356.7	384.8	(7.3)%

GAVL SHAREHOLDING PATTERN

Shareholding pattern as on September 30, 2018



Major Investors

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

CONTACT US



To know more, visit us at:
www.godrejagrovet.com

S Varadaraj
Email: s.varadaraj@godrejagrovet.com
gavlinvestors@godrejagrovet.com

Chhavi Agarwal
Email: chhavi.agarwal@godrejagrovet.com
gavlinvestors@godrejagrovet.com

DISCLAIMER

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, tax laws, import duties, litigation and labour relations



THANK YOU FOR YOUR TIME AND CONSIDERATION