

# 4Q & FY19 PERFORMANCE UPDATE

May 06, 2019



## GAVL PERFORMANCE HIGHLIGHTS

# 4QFY19 FINANCIALS – Key Highlights



Particulars	Standalone			Consolidated		
	4QFY19	4QFY18	% Growth	4QFY19	4QFY18	% Growth
(Rs crore, unless stated)						
<b>Total Income</b>	<b>951.9</b>	<b>804.8</b>	<b>18.3%</b>	<b>1,354.6</b>	<b>1,205.5</b>	<b>12.4%</b>
<b>Earnings before interest, tax and Depreciation (EBITDA)</b>	<b>48.5</b>	<b>48.1</b>	<b>0.8%</b>	<b>85.5</b>	<b>84.9</b>	<b>0.7%</b>
<b>EBITDA Margin (%)</b>	<b>5.1%</b>	<b>6.0%</b>		<b>6.3%</b>	<b>7.0%</b>	
<b>Profit before tax (PBT)</b>	<b>27.3</b>	<b>29.4</b>	<b>(6.9%)</b>	<b>139.8</b>	<b>51.4</b>	<b>172.0%</b>
<b>PBT Margin (%)</b>	<b>2.9%</b>	<b>3.7%</b>		<b>10.3%</b>	<b>4.3%</b>	
<b>Profit after tax (PAT)</b>	<b>17.7</b>	<b>19.9</b>	<b>(11.0%)</b>	<b>120.7</b>	<b>32.0</b>	<b>277.0%</b>
<b>PAT Margin (%)</b>	<b>1.9%</b>	<b>2.5%</b>		<b>8.9%</b>	<b>2.7%</b>	
<b>Earning Per Share (Rs.)</b>	<b>0.89</b>	<b>1.00</b>		<b>5.88</b>	<b>1.27</b>	

Notes: (1) Consolidated 4QFY19 EBITDA, PBT includes Rs.2.3 crore and PAT includes Rs 1.5 crore of non-recurring loss incurred on sale of land in CDPL

(2) Consolidated 4QFY19 PBT and PAT includes exceptional income of Rs.88.3 crore and Rs.87.6 crore, respectively, as gain on remeasurement of GAVL stake in the JV and the Associate

# FY19 FINANCIALS – Key Highlights

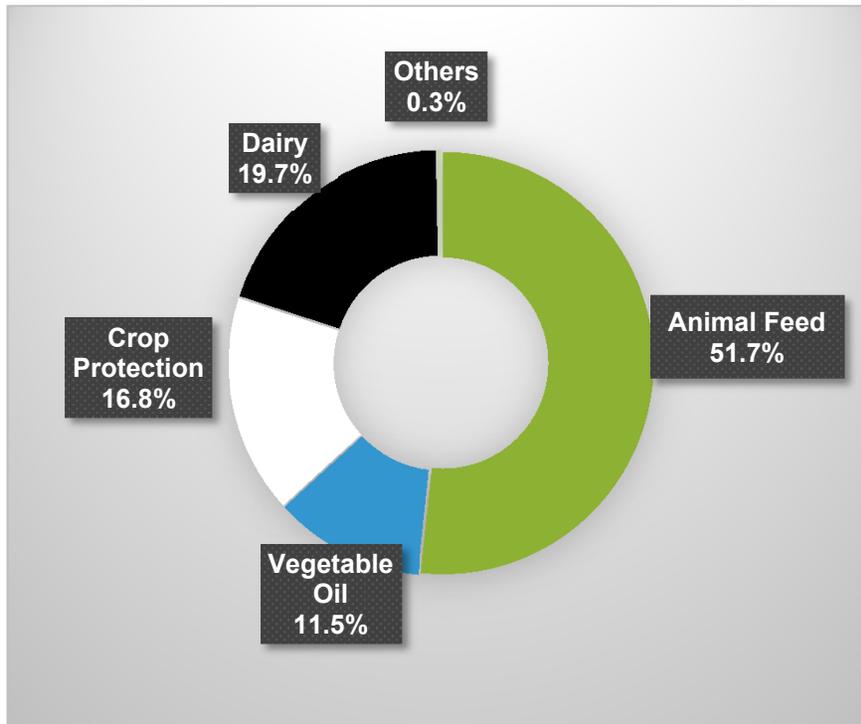


Particulars	Standalone			Consolidated		
	FY19	FY18	% Growth	FY19	FY18	% Growth
(Rs crore, unless stated)						
<b>Total Income</b>	<b>4,344.6</b>	<b>3719.4</b>	<b>16.8%</b>	<b>5,923.9</b>	<b>5,237.7</b>	<b>13.1%</b>
<b>Earnings before interest, tax and Depreciation (EBITDA)</b>	<b>388.1</b>	<b>366.5</b>	<b>5.9%</b>	<b>509.0</b>	<b>474.9</b>	<b>7.2%</b>
<b>EBITDA Margin (%)</b>	<b>8.9%</b>	<b>9.9%</b>		<b>8.6%</b>	<b>9.1%</b>	
<b>Profit before tax (PBT)</b>	<b>307.5</b>	<b>281.3</b>	<b>9.3%</b>	<b>477.3</b>	<b>371.8</b>	<b>28.4%</b>
<b>PBT Margin (%)</b>	<b>7.1%</b>	<b>7.6%</b>		<b>8.1%</b>	<b>7.1%</b>	
<b>Profit after tax (PAT)</b>	<b>207.9</b>	<b>190.9</b>	<b>8.9%</b>	<b>349.3</b>	<b>251.0</b>	<b>39.2%</b>
<b>PAT Margin (%)</b>	<b>4.8%</b>	<b>5.1%</b>		<b>5.9%</b>	<b>4.8%</b>	
<b>Earning Per Share (Rs.)</b>	<b>10.68</b>	<b>9.99</b>		<b>16.99</b>	<b>12.02</b>	

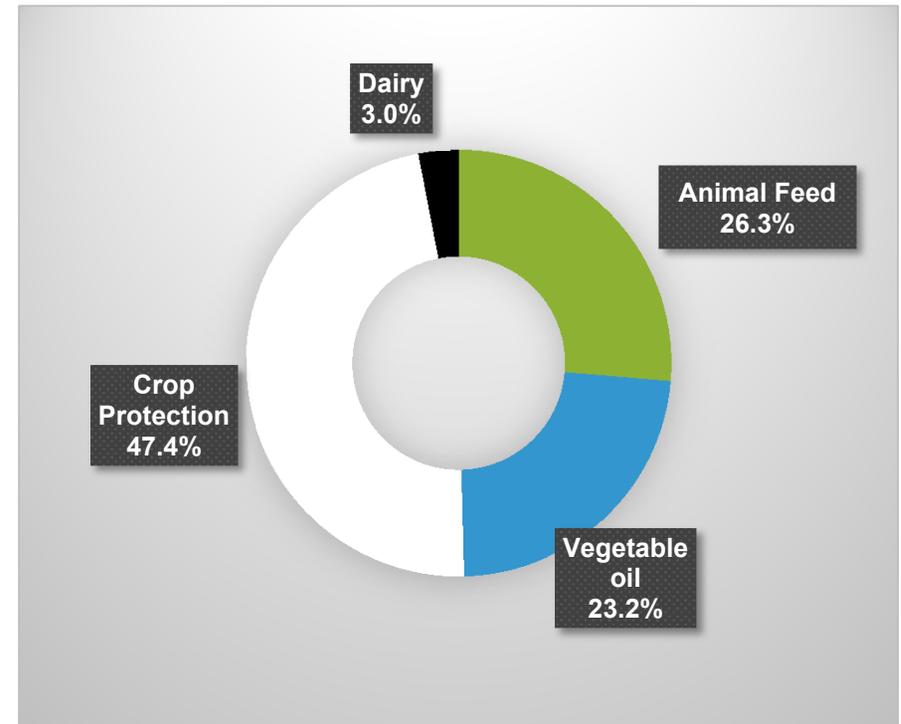
- Notes: (1) FY19 EBITDA & PBT includes non-recurring income of Rs 29.9 crore and PAT includes Rs23 crore earned on sale of land in GAVL  
 (2) Consolidated FY19 EBITDA, PBT includes Rs.2.3 crore and PAT includes Rs 1.5 crore of non-recurring loss incurred on sale of land in CDPL  
 (3) Consolidated FY19 PBT and PAT includes exceptional income of Rs.88.3 crore and Rs.87.6 crore, respectively, as gain on remeasurement of GAVL stake in the JV and the Associate  
 (4) Consolidated FY18 PBT includes Rs.12.05 crore and PAT includes Rs.7.9 crore of exceptional income earned by subsidiary as gain for cancellation of contract with customer (net of inventory losses)

# FY19 SEGMENT-WISE REVENUE AND PBIT

Segment Revenue Mix <sup>(1)</sup>



Profit before interest and taxes <sup>(2)</sup>



Note:

(1) As % of total consolidated segment revenues

(2) As % of total consolidated segment profit before interest and taxes excluding non-recurring income

## Key Balance Sheet data – Consolidated financials



Particulars		March 31, 2019	March 31, 2018
Net Working capital (Ex cash and equivalents)	Rs. Crore	449.1	564.9
<b>Net Working capital days</b>	<b>Days</b>	<b>28</b>	<b>40</b>
Total Debt	Rs. Crore	395.3	403.2
Net Debt	Rs. Crore	365.5	371.4
Total equity	Rs. Crore	2,049.9	1,680.6
Capital Employed	Rs. Crore	2,445.3	2,083.8
<b>Net Debt to Total Equity</b>	<b>Times (X)</b>	<b>0.18</b>	<b>0.22</b>
<b>RoCE (ex- non recurring income)</b>	<b>%</b>	<b>16.8%</b>	<b>19.4%</b>

*Note: GAVL has acquired the controlling stake in Godrej Tyson Foods Limited and Godrej Maxximilk Private Limited on 27th March, 2019 and accordingly the assets and liabilities for the companies are updated to balance sheet as at March 31, 2019. The revenue and results will be consolidated from April 1, 2019 onwards.*

## SEGMENT-WISE PERFORMANCE UPDATE

# ANIMAL FEED



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

Particulars	4Q FY19	4Q FY18	Growth	FY19	FY18	Growth
Sales Volume (tons)	3,31,806	3,00,609	10.4%	12,64,510	11,06,929	14.2%
Segment Revenue (Cr)	831.8	682.7	21.8%	3,046.5	2,576.0	18.3%
Segment Result (Cr)	46.1	48.8	(5.4%)	128.5	155.9	(17.6%)
Segment Margin (%)	5.5%	7.1%		4.2%	6.1%	

- Volume growth momentum remains strong, with growth of 10.4% and 14.2% for 4QFY19 and FY19, respectively, driven by growth in layer and broiler feed segments
- Price increase taken for end products in 4QFY19 lead to sequential improvement in segment profitability; however, prices for key raw materials continue to remain high
- Focus remains on increasing market share across categories along with maintaining profitability



# OIL PALM BUSINESS



*Largest domestic producer of Crude Palm oil and Palm Kernel Oil*

Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Segment Revenue (Cr)	63.4	51.7	22.6%	679.3	585.4	16.0%
Segment Result (Cr)	(0.1)	4.0	(102.5%)	113.4	112.3	1.1%
Segment Margin (%)	(0.2%)	7.7%		16.7%	19.2%	

- Fresh Fruit Bunch (FFB) arrival was flat for full year ended March 31, 2019; revenue growth supported by increase in crude palm oil prices
- Area under coverage for oil palm plantation is at 68,400 hectares as on March 31, 2019
- New oil palm mill with latest continuous sterilisation technology commissioned in FY19 is expected to help increase the yield
- Emphasis remain on increasing the area under coverage and on improving yields



# CROP PROTECTION BUSINESS



Agrochemical products produced cater to the entire crop lifecycles

Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Segment Revenue (Cr)	45.2	58.8	(23.2%)	549.4	510.9	7.5%
Segment Result (Cr)	8.9	5.6	59.9%	160.1	142.5	12.4%
Segment Margin (%)	19.7%	9.5%		29.1%	27.9%	

\* FY18 numbers include excise duty

- FY19 segment revenues growth driven by higher sales of insecticides and plant growth regulators
- Launch of new products in first half of the year helped increase portfolio across categories
  - ❑ Herbicides : Reflex, Pixel
  - ❑ Insecticides: Annova, Beleaf, Czaar Green, Fimecta, Dartus
  - ❑ Fungicides : Oute





*Manufactures a wide range of agrochemical active ingredients and pharmaceutical intermediates*

Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Revenue (Cr)	133.8	128.4	4.2%	430.9	370.8	16.2%
EBITDA (Cr)	28.8	33.0	(12.5%)	87.6	76.9	14.0%
<i>EBITDA Margin (%)</i>	21.6%	25.7%		20.3%	20.7%	

*\* FY18 numbers include excise duty*

- Revenue and profitability growth in FY19 mainly supported by exports
- New plant set up for backward integration is expected to benefit margins
- Focus on investments in expanding capacities and backward integration projects which will support growth and margins in the medium-term



Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Revenue (Cr)	270.7	274.1	(1.3%)	1,161.1	1,157.7	0.3%
EBITDA (Cr)	12.7	4.2	202.2%	42.7	35.1	21.5%
EBITDA Margin (%)	4.7%	1.5%		3.7%	3.0%	

- Current quarter results are not impacted by butter provision/losses; however provisioning loss incurred in same quarter last year
- New product launches in FY19: thick milk shakes in different flavours, premium range of ice-creams and yogurts in different flavour
- Focus remains on strengthening the Jersey brand and increasing the share of value added products



## GODREJ TYSON FOODS LIMITED



Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Revenue (Cr)	119.3	105.6	12.9%	486.7	432.0	12.7%

- GAVL increase stake in GTFL to 51%; latter became subsidiary from 27<sup>th</sup> March 2019
- Ludhiana plant set up to increase vegetarian processed food product range is now operational



## JOINT VENTURE

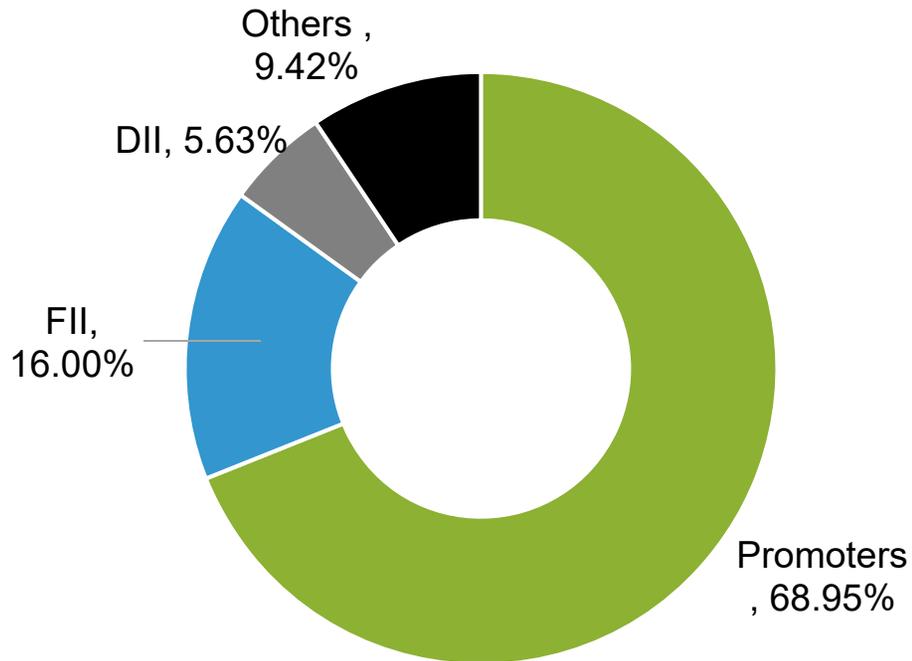
### ACI GODREJ AGROVET PRIVATE LIMITED - BANGLADESH



Particulars	4QFY19	4QFY18	Growth	FY19	FY18	Growth
Revenue (Cr)	157.3	140.4	12.0%	654.9	675.3	(3.0%)

# GAVL SHAREHOLDING PATTERN

## Shareholding pattern as on March 31, 2019



## Major Investors

- Temasek
- Aberdeen
- J P Morgan
- Blackrock
- IIFL Fund
- Kotak MF
- ICICI Prudential MF
- Aditya Birla Sun Life MF
- Tata MF
- Sundaram MF

## CONTACT US



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THANK YOU FOR YOUR TIME AND CONSIDERATION