

Godrej Agrovet Ltd.  
Registered Office : Godrej One,  
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Tel. : +91-22-2518 8010/8020/8030  
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Email : gaviho@godrejagrovet.com  
Website : www.godrejagrovet.com  
CIN : L15410MH1991PLC135359

**Date:** May 9, 2023

To,  
**BSE Limited**  
P. J. Towers, Dalal Street,  
Fort, Mumbai – 400 001

To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra - Kurla Complex,  
Bandra (East), Mumbai-400 051

**Ref.:** BSE Scrip Code No. "540743"

**Ref.:** "GODREJAGRO"

**Sub: Presentation to Investors & Analysts**

Dear Sir/Madam,

The Board of Directors of Godrej Agrovet Limited ("The Company") at its Meeting held on **Tuesday, May 9, 2023**, has approved the Standalone and Consolidated Audited Financial Results for the Quarter and Financial Year ended March 31, 2023.

We enclose a copy of the presentation for the Investors and Analysts and the same is being placed on the website of the Company i.e., [www.godrejagrovet.com](http://www.godrejagrovet.com).

Kindly take the above on your record.

Thanking you,

Yours sincerely,

**For Godrej Agrovet Limited**

**Vivek Raizada**  
**Head- Legal & Company Secretary & Compliance Officer**

**(ACS 11787)**

Encl.: As above



# GODREJ AGROVET LIMITED

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## Q4 & FY23 PERFORMANCE UPDATE



# 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.*



# ESG UPDATE

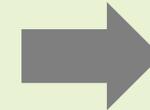
# OUR ESG INITIATIVES CONTINUED TO GENERATE MEANINGFUL IMPACT



73%

GAVL's Renewable energy portfolio

- ✓ Installed **Solar rooftops** at 20+ manufacturing sites
- ✓ Vegetable Oil business' renewable energy portfolio ~100% of total energy usage through **boiler fuel from waste of fruit bunches**



7x

Water conservation

- ✓ A water positive company; 14 million m3 water sequestered #
- ✓ 5,200 Ha of area covered and 4.0 lakh trees planted
- ✓ 3,557 households benefited



"B"

Climate and forest (palm oil) submissions

- ✓ One of the first Agri companies in India to participate in CDP submissions
- ✓ GAVL scores ahead of the industry and global averages



-37.5%

Scope 1 & 2 GHG reduction target

- ✓ 1<sup>st</sup> Agri company in India to commit to Greenhouse Gas emissions reduction in line with SBTi's Well Below 2<sup>0</sup> C scenario



- Member of the World Business Council for Sustainable Development
- Signatories to the Vision 2050 ambition roadmap



- Signatories to the global EP100 framework created by the Climate Group, committed to doubling our energy productivity by 2030



- Committed to the global Science Based Targets initiative (SBTi) to reduce our emissions in line with the global 1.5 and 2 degree reduction targets



- Signatories and members of WWF action groups like REDE (to drive RE adoption) and SPOC (Sustainable Palm Oil Coalition)



- Participated in the CDP carbon and forests disclosure, becoming one of the first companies in the agri sector to do so in India

## Pragati: Community-based Education

- ✓ Support for digital education to 480 students (6th -10th) in MH & UP – 36,000+ hours of digital education content consumed
- ✓ 1,000 students engaged in Arts & Music
- ✓ Reading awareness amongst 6,000 students



## Grameen Vikas: Brighter Farming

- ✓ **11,503** people were trained across MH, Karnataka, UP, AP, Rajasthan, Bihar & CH– farming practices, livestock practices, horticulture and SHG (Self Help Group) capacity building.
- ✓ **7,100+** animals were covered during the vet camps
- ✓ Kitchen gardens were set up for **552 households**
- ✓ Skill-based training to 50 youth with a placement strike rate of 74%



Godrej Agrovet won a prestigious India Risk Management award presented by CNBC-TV18 and ICICI Lombard for excellence in risk management practices



# PERFORMANCE HIGHLIGHTS

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## Sustained Topline Growth ↑ +13%

Aqua Feed volume ↑ +18% | Cattlefeed volume ↑ +13%

**Creamline Dairy ₹ 1,500 + Crore Topline**

Value Added products Volume ↑ +37%

**Godrej Tyson ₹ 1,000 + Crore Topline**

Real Good Chicken Volume ↑ +53% | Yummiez Volume ↑ +34%

## Marked improvement in cash flows & working capital

	FY22	FY23
Net Working Capital (in days)	79	51
Cash flows from operations (₹ Crore)	33	967

## While Margin profile improved for few...



Continued improvement in operational efficiencies



Branded categories reported consistent profitability

## ...Challenging environment weighed on profitability for some



High level of channel inventories & pricing pressures



Government interventions in input & output prices



Lower salience of Plant-growth regulator products



Limited transmission of cost inflation

# Q4 FY23 CONSOLIDATED FINANCIALS – KEY HIGHLIGHTS

Financial Highlights (Rs. Crore unless Stated)	As Reported			Excluding – non-recurring & exceptional items *		
	Q4 FY23	Q4 FY22	% y-o-y	Q4 FY23	Q4 FY22	% y-o-y
<b>Revenues</b>	<b>2,095</b>	<b>2,081</b>	<b>0.7%</b>	<b>2,095</b>	<b>2,081</b>	<b>0.7%</b>
Earnings before interest, tax and Depreciation (EBITDA)	87	222	-60.8%	76	193	-60.6%
<b>EBITDA Margin (%)</b>	<b>4.2%</b>	<b>10.7%</b>		<b>3.6%</b>	<b>9.3%</b>	
Profit before Tax and Share of Profit of Equity Accounted Investees	13	159	-92.1%	2	130	-98.8%
<b>PBT Margin (%)</b>	<b>0.6%</b>	<b>7.6%</b>		<b>0.1%</b>	<b>6.2%</b>	
Profit after tax (PAT)	23	140	-83.2%	15	111	-86.3%
<b>PAT Margin (%)</b>	<b>1.1%</b>	<b>6.7%</b>		<b>0.7%</b>	<b>5.3%</b>	

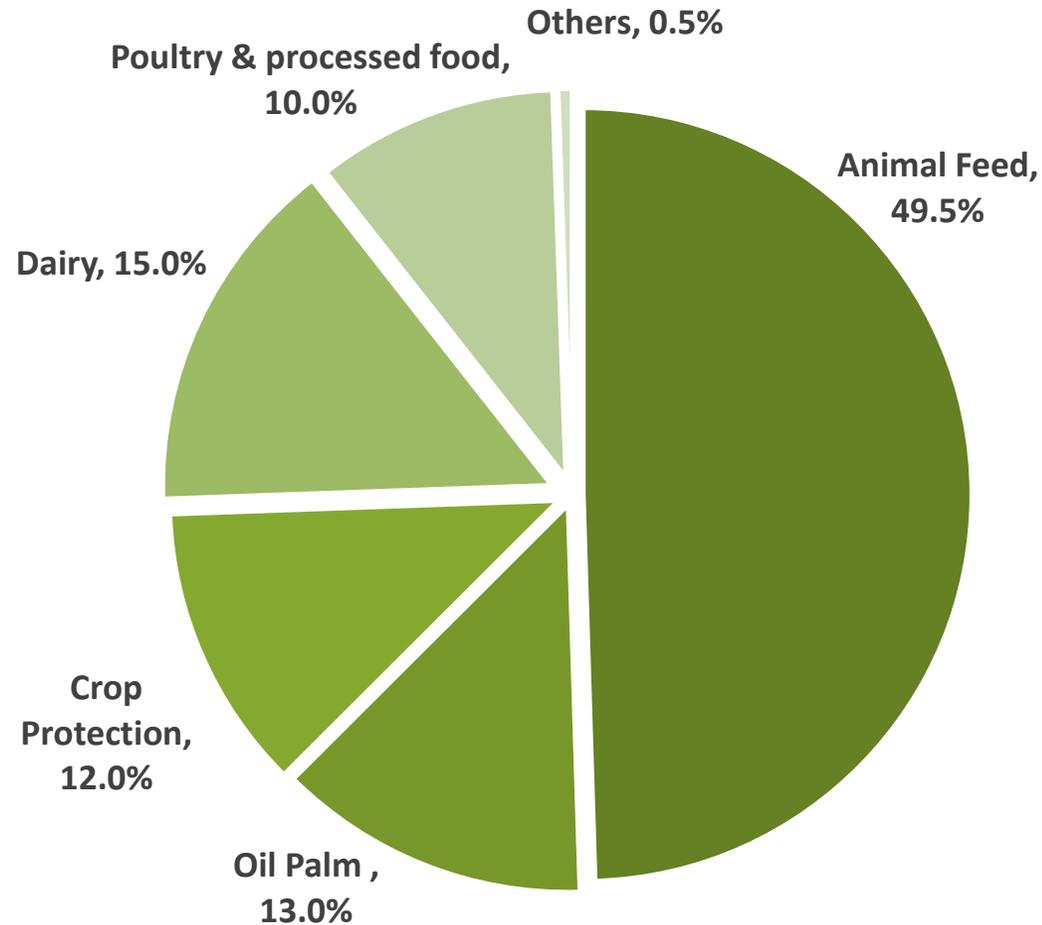
\* Note: Please refer to annexures for details of Non-recurring and exceptional items

# FY23 CONSOLIDATED FINANCIALS – KEY HIGHLIGHTS

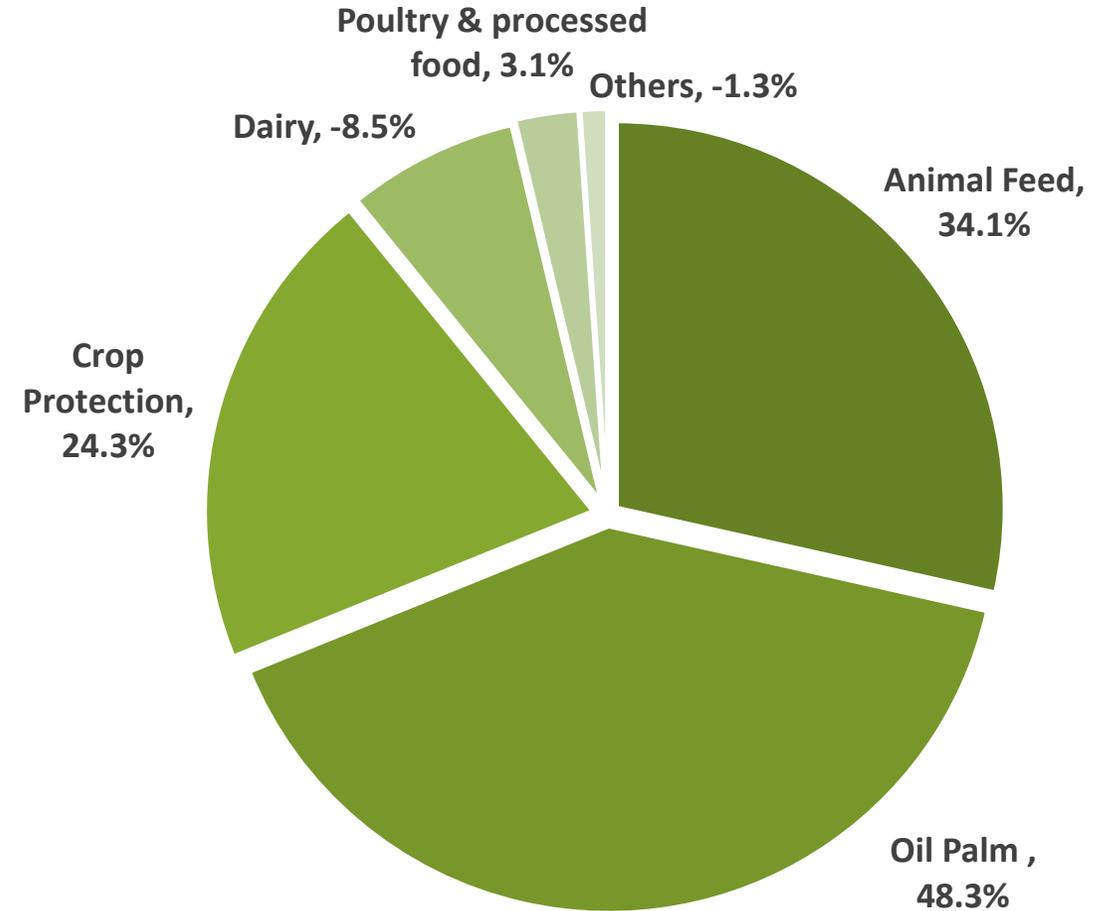
Financial Highlights (Rs. Crore unless Stated)	As Reported			Excluding – non-recurring & exceptional items *		
	FY23	FY22	% y-o-y	FY23	FY22	% y-o-y
<b>Revenues</b>	<b>9,374</b>	<b>8,306</b>	<b>12.9%</b>	<b>9,374</b>	<b>8,306</b>	<b>12.9%</b>
Earnings before interest, tax and Depreciation (EBITDA)	630	745	-15.4%	564	723	-22.0%
<b>EBITDA Margin (%)</b>	<b>6.7%</b>	<b>9.0%</b>		<b>6.0%</b>	<b>8.7%</b>	
Profit before Tax and Share of Profit of Equity Accounted Investees	346	491	-29.7%	280	487	-42.6%
<b>PBT Margin (%)</b>	<b>3.7%</b>	<b>5.9%</b>		<b>3.0%</b>	<b>5.9%</b>	
Profit after tax (PAT)	295	419	-29.5%	240	409	-41.4%
<b>PAT Margin (%)</b>	<b>3.2%</b>	<b>5.0%</b>		<b>2.6%</b>	<b>4.9%</b>	

\* Note: Please refer to annexures for details of Non-recurring and exceptional items

**Segment revenues <sup>(1)</sup> – FY23**



**Segment results <sup>(2)</sup> – FY23**



Notes:

(1) As % of total consolidated segment revenues

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

# SEGMENT-WISE PERFORMANCE UPDATE

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

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Sales Volume (tons)	3,63,914	3,47,430	4.7%	14,57,543	13,60,689	7.1%
Segment Revenue (Cr)	1,218	1,105	10.2%	4,957	4,350	13.9%
Segment Result (Cr)	45	60	-26.1%	176	233	-24.5%
<i>Segment Margin (%)</i>	<b>3.7%</b>	<b>5.4%</b>		<b>3.6%</b>	<b>5.4%</b>	

- Volume growth in Q4 and full year was led by Cattle-feed category (+11% in Q4 and +13% in FY) on account of market share gains
- Segment margin in Q4 was impacted by volatile commodity price movements and limited transmission due to pricing pressure, mainly in poultry feed
- Knee-jerk Government interventions and resultant decline in raw material prices in Q1 impacted full year profitability as high-cost inventory had to be consumed; margin profile has improved sequentially





Largest domestic producer of Crude Palm oil and Palm Kernel Oil

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
CPO Realisations (₹ per MT)	85,427	1,19,145	-28.3%	98,821	1,11,390	-11.3%
PKO Realisations (₹ per MT)	1,11,647	1,90,043	-41.3%	1,41,661	1,58,836	-10.8%
Segment Revenue (Cr)	146	189	-22.8%	1,298	1,265	2.7%
Segment Result (Cr)	18	33	-44.5%	249	241	3.4%
<i>Segment Margin (%)</i>	<b>12.5%</b>	<b>17.5%</b>		<b>19.2%</b>	<b>19.0%</b>	

- Strong volume growth in Q4 FY23 vs Q4 FY22; however, performance was impacted by lower crude palm oil prices as compared to previous year
- Growth in FY23, despite record high prices in FY22, was driven by consistent volumes and improved operational efficiencies





Agrochemical products catering to the entire crop lifecycles

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Segment Revenue (Cr)	128	105	21.8%	596	545	9.3%
Segment Result (Cr)	14	21	-34.6%	74	101	-26.7%
Segment Margin (%)	<b>10.8%</b>	<b>20.1%</b>		<b>12.5%</b>	<b>18.6%</b>	

- Higher sales of Gracia and in-house herbicides portfolio coupled with lower returns resulted in topline growth
- Segment results declined due to lower sales of Plant Growth Regulators (PGR) category and pricing pressure
- Segment achieved substantial improvement in the working capital cycle and collections in FY23 driven by concerted efforts in maintaining credit hygiene





*Manufactures a wide range of agrochemical active ingredients*

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Revenues (Cr)	127	272	-53.3%	628	677	-7.2%
EBITDA (Cr)	8	72	-89.0%	89	165	-45.7%
EBITDA Margin (%)	<b>6.3%</b>	<b>26.6%</b>		<b>14.2%</b>	<b>24.3%</b>	

- Q4 and full year topline was severely impacted by sluggish demand for key enterprise products and sharp drop in realizations. In addition to this, high cost inventories led to EBITDA margin contraction in FY23 vs. previous year
- CMO revenues grew 1.9x y-o-y with improved profitability in FY23, in line with our expectations
- In April'23, Astec inaugurated a new state-of-the-art Research & Development centre, equipped with synthesis lab, formulation lab as well as sophisticated safety infrastructure



Private dairy player in Southern India with a wide range of product portfolio

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Revenues (Cr)	399	337	18.5%	1,501	1,175	27.8%
EBITDA (Cr)	0.3	5	-93.2%	-11	6	NM
EBITDA Margin (%)	<b>0.1%</b>	<b>1.4%</b>		<b>-0.8%</b>	<b>0.5%</b>	

- Volume growth remained robust in value-added products (+30% year-on-year in Q4 and +37% year-on-year in FY23)
- Dairy business crossed ₹ 1,500 crore revenue mark in FY23; VAP salience increased to 32% of revenue in FY23 from 29% in FY22
- Partial pass-through of rising milk procurement costs weighed on profitability. Dairy industry continued to suffer from weak flush season due to untimely & heavy rains in South India and outbreak of Lumpy skin disease





Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Revenues (Cr)	246	202	21.6%	1,003	784	28.0%
EBITDA (Cr)	1	16	-92.2%	34	23	50.7%
EBITDA Margin (%)	<b>0.5%</b>	<b>8.0%</b>		<b>3.4%</b>	<b>2.9%</b>	

- Branded business, mainly Real Good chicken (RGC) with 30% volume growth, continued to drive topline performance in Q4 FY23; however, live bird prices were considerably lower resulting in decline in EBITDA margin
- In FY23, GTFL crossed ₹ 1,000 Crore revenue mark for the first time driven by excellent volume growth in branded categories – RGC at 53% and Yummiez at 34%. With consistent growth in RGC margins, profitability significantly improved in FY23

## JOINT VENTURE – ACI GODREJ AGROVET PRIVATE LTD

Particulars	Q4 FY23	Q4 FY22	Growth	FY23	FY22	Growth
Revenues (Cr)	446	418	6.7%	1,947	1,558	25.0%

# ANNEXURES

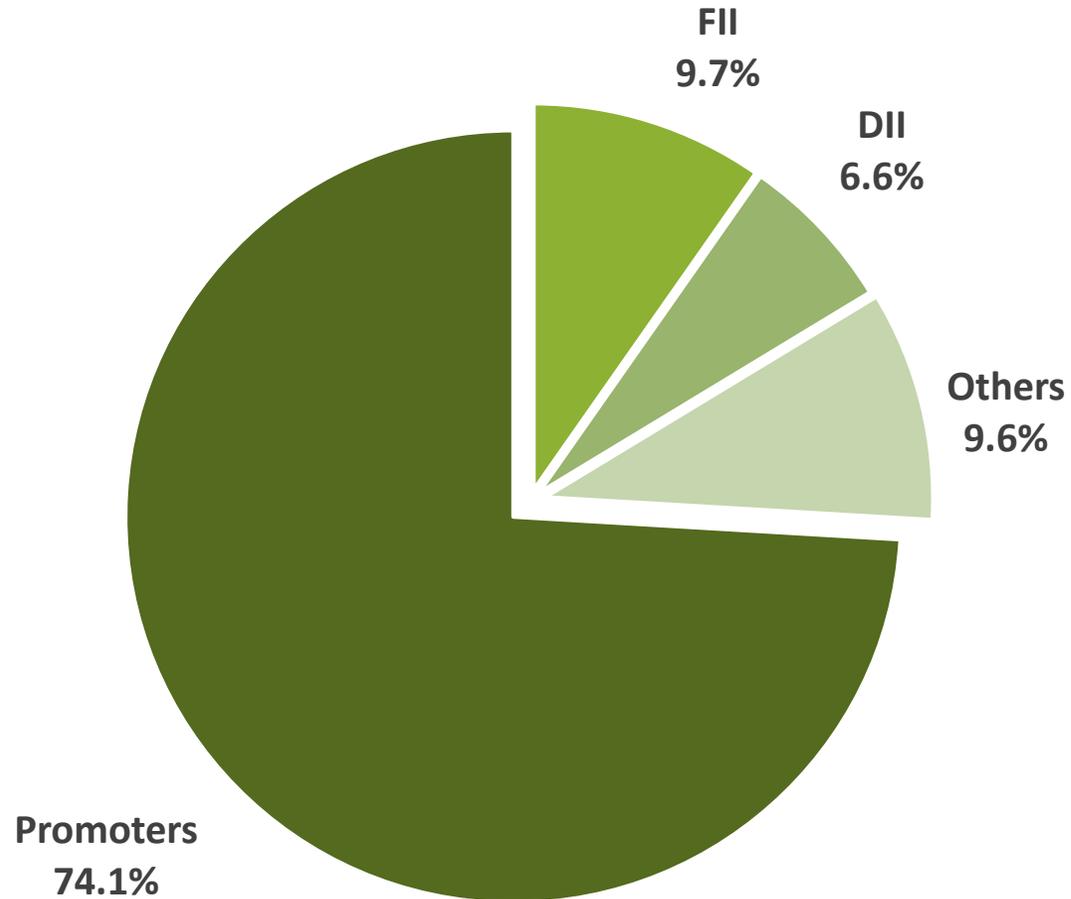


# NON-RECURRING & EXCEPTIONAL ITEMS

Consolidated (Rs. Crore)	EBITDA		PBT		PAT	
	Q4 FY23	Q4 FY22	Q4 FY23	Q4 FY22	Q4 FY23	Q4 FY22
<b>Reported</b>	<b>87</b>	<b>222</b>	<b>13</b>	<b>159</b>	<b>23</b>	<b>140</b>
Contingent consideration write-back	-	(42)	-	(42)	-	(39)
Long-term incentives provision	(8)	13	(8)	13	(6)	10
Differential GST Liability (Dairy business)	(3)	-	(3)	-	(2)	-
<b>Adjusted</b>	<b>76</b>	<b>193</b>	<b>2</b>	<b>130</b>	<b>15</b>	<b>111</b>

Consolidated (Rs. Crore)	EBITDA		PBT		PAT	
	FY23	FY22	FY23	FY22	FY23	FY22
<b>Reported</b>	<b>630</b>	<b>745</b>	<b>346</b>	<b>491</b>	<b>295</b>	<b>419</b>
Profit / (loss) on sale of land at Ambattur (net of expenses)	(68)	7	(68)	7	(58)	5
Contingent consideration write-back	-	(42)	-	(42)	-	(39)
Long-term incentives provision	5	13	5	13	4	10
Differential GST Liability (Dairy business)	(3)	-	(3)	17	(2)	13
<b>Adjusted</b>	<b>564</b>	<b>723</b>	<b>280</b>	<b>487</b>	<b>239</b>	<b>409</b>

# SHAREHOLDING PATTERN AS OF MARCH 31, 2023



## Major Investors

- Temasek
- LIC of India
- Nippon Mutual Fund
- Vanguard
- Kotak Mutual Fund
- DSP
- Bajaj Holdings

To know more, visit us at:  
[www.godrejagroveter.com](http://www.godrejagroveter.com)

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**THANK YOU FOR YOUR TIME AND CONSIDERATION**