

PERFORMANCE HIGHLIGHTS (CONSOLIDATED)

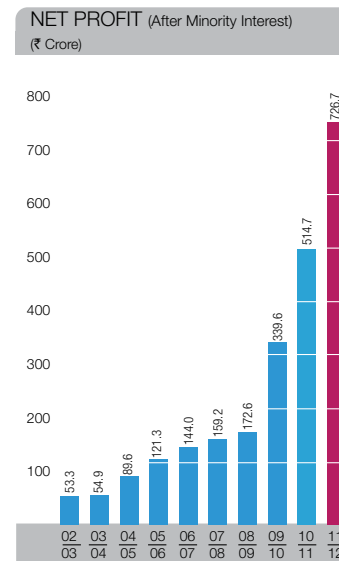
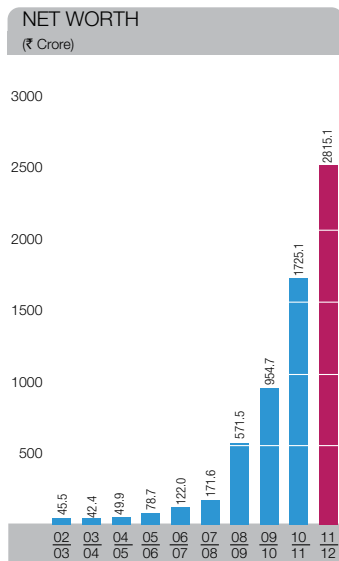
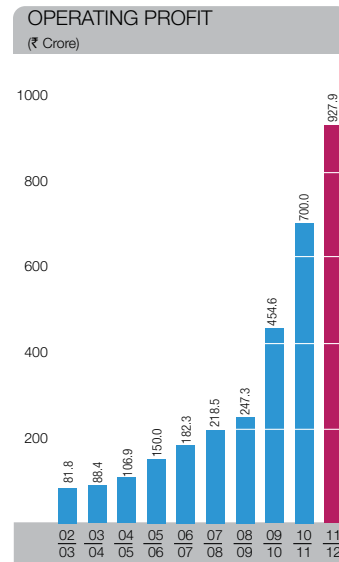
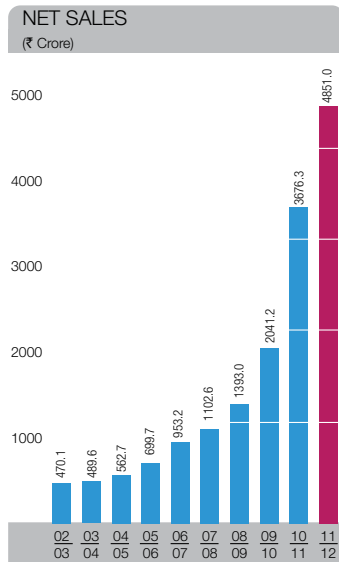
Sales
+32%
at ₹ 4851 crore

Operating Profit
+33%
at ₹ 928 crore

PBT
+50%
at ₹ 977 crore

Net Profit*
+41%
at ₹ 727 crore

*after Minority interest



Net Worth
+63%
at ₹ 2815 crore

EVA
+19%
at ₹ 309 crore

EPS
+39%
at ₹ 22.3

Dividend
₹4.75 per share

PERFORMANCE HIGHLIGHTS

Leading Positions in our Domestic & International Operations

- 1** in home insecticides and liquid detergents in India.
in air fresheners and wet tissues in Indonesia.
in hair colours in India & many countries in Africa & Latam.
in hair extensions in Africa.

- 2** in toilet soaps in India.
in home insecticides in Indonesia.
in medicated soaps in Nigeria.

Brand Recognitions in domestic operations in core categories

- GoodKnight ranked 2nd in Household Care by Brand equity.
- Cinthol ranked 9th in Personal Care by Brand equity.
- Godrej No. 1 ranked 16th in Personal Care by Brand equity.
- Godrej Expert Powder Hair Colour ranked 25th in Personal Care by Brand equity.
- 3 of GCPL's Brands viz. Cinthol, GoodKnight and Godrej No. 1 ranked in 100 Most Trusted Brands by Brand equity.
- Godrej Expert Powder Hair Colour-Care-Voted Product of the year 2012 in powder hair colour category.

One GCPL Culture-Post merger and acquisitions

- On the domestic front-smooth integration post merger of the Home Insecticides business with GCPL.
- Successful integration of international business in the Godrej Way, maintaining the right balance between localization and creating the right Godrej culture.

Key Innovations

- ❖ Successful Launches in Domestic Operations:
 - Godrej Expert Care powder hair colour launched with Henna & Amla for natural looking colour.
 - Godrej Expert Advanced powder hair colour launched with a Pro-Gel formula with a gel like consistency which does not drip and is easy to spread.
- ❖ Successful Launches in International Operations:
 - HIT magic paper, a disruptive innovative paper format mosquito repellent in Indonesia.
 - HIT extra power electric mosquito repellent in Indonesia.
 - Stella Duo, an air freshener with a dual fragrance in Indonesia.
 - 10 new shades in Renew hair colour and 3 new shades in Inecto powder hair colour in South Africa.
 - Abha Herbal Black Henna in Sri Lanka.
 - "Issue Precious Secrets" an ammonia free hair colour with a three dimensional gloss feature in Argentina.
 - Relaunch of TOUCH of Silver - "It's your time to shine" in the UK.