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3rd June 2024

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001
SCRIP CODE: 500163

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400051
SYMBOL: GODFRYPHLP

Subject: Earnings Presentation.

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sirs,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Earnings Presentation with reference to the last published Audited Financial Results of the Company for the Quarter and Financial Year ended 31st March 2024 submitted on 30th May 2024.

The presentation is also placed on the website of the Company i.e. <https://godfreyphillips.co.in/sustainability/earnings-presentations>

Please take the above information on records.

Thanking you,

Yours faithfully,
For Godfrey Phillips India Limited

Sanjay Kumar Gupta
Company Secretary
M. No.: 7545

Encl: As above



GREAT PLACE TO WORK® CERTIFIED

Regd. Office: 'Macropolo Building', Ground Floor, Dr. Babasaheb Ambedkar Road, Lalbaug, Mumbai - 400 033
CIN : L16004MH1936PLC008587

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION
Q4 & FY 24
(CONSOLIDATED)



W E B U I L D U S



GODFREY PHILLIPS
INDIA LIMITED

Company

Rs. 11,271 Cr.
Gross Sales Value

Rs. 1,975 Cr.
Gross Profit

17.5%
Gross Profit Margin

Rs. 884 Cr.
Net Profit

Rs. 56 per share
Dividend

Tobacco

Rs 9,397 Cr.
Domestic Gross Sales Value

Rs. 1,343 Cr.
International Gross Sales Value

95%
Tobacco contribution to Gross sales
Value

Consumer & Retail

Rs. 484 Cr.
TFS Gross Sales Value

Rs. 47 Cr.
Confectionary Gross
Sales Value

- 1 Above values are based on consolidated financials
- 2 Gross Sales Value is inclusive of all applicable indirect taxes
- 3 Margins are calculated on Gross Sales Value

Godfrey Phillips Product Portfolio - FY24



GODFREY PHILLIPS
INDIA LIMITED

Net Sales: Rs. 5,239 Cr

Tobacco

Non -Tobacco

66%

26%

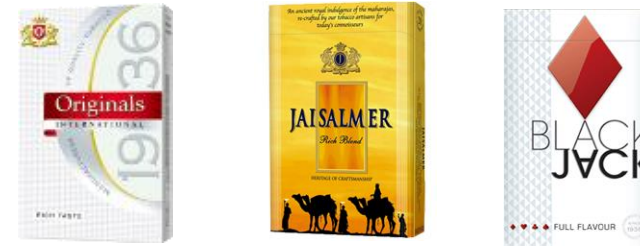
8%

Domestic

International

Consumer, Retail & others

Marlboro²



Tobacco Leaf, Cigarettes
& Processed tobacco

TFS (24Seven)



Confectionary



1 The ratios shown above are based on Net Sales

2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International



Mr. Sharad Aggarwal
Chief Executive Officer

We are delighted to announce our FY24 financial results which reflect our continuing growth momentum from last year to this year. The Company has recorded consolidated Gross Sales Value of Rs. 11,271 Crores and Net Profit of Rs. 884 Crores representing increase of 20% and 28% respectively compared to last year. Going forward, we plan to enter some new markets with some new offerings while we shall continue to focus on productivity and profitability.

Godfrey Phillips has delivered robust cigarette domestic volume growth in FY24. The Company's topline is supported by increase in export of unmanufactured tobacco in FY24 at Rs 1,205 Crores, registering a growth of 56% over last year.

As part of our endeavour to maintain focus on our core business, the Board of the Company, in its meeting in April-24, has decided to exit from carrying out the business operations of its retail business division and the exit will be subject to completion of the necessary formalities.

In the backdrop of excellent financial results, the Board of Directors has recommended increase in equity dividend to 2800% (Rs 56 per share) from 2200% (Rs 44 per share) paid last year.

Further, we are delighted to announce that the Company has recently signed a product supply agreement with Ferrero India Private Ltd. for distribution/re-sale of the sweet-packaged food products manufactured by them.

On people front, we are continuing to infuse young talent in the leadership team, who are being mentored by their predecessors. By this, we are trying to reap the right balance of fresh perspectives and energy with wisdom and experience.

It is a matter of pride that Godfrey Phillips, a Fortune 500 organization, has yet again been certified as 'Great Place To Work' for sixth consecutive year. The Company added sustainability in its ways of working last year and has made significant strides in this aspect in FY 24.

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco & Confectionary**
- **Strong Credit Rating : CRISIL A1+ (Short Term Debt) and AA+/Stable (Long Term Loan)**
- **State-of-the-art Research & Development Facilities – ISO 17025 certification**
- **ISO 50001, ISO 14001, ISO 26000, ISO 22000 and OSHAS 18001 certified manufacturing operations**

**FY 2024
Gross Sales Value
Rs. 11,271 cr**

**1,000+
Employees**

**800+ Distributors
&
9000+ Field Force**

**Corporate Social
Responsibilities**

*Farmers Community
Program; Women
Welfare Program*

Growth Priorities

1 Target New
Cigarette
Markets

2 Focus on
International
Business

3 Focus on
strengthening
the core

Strategic Direction

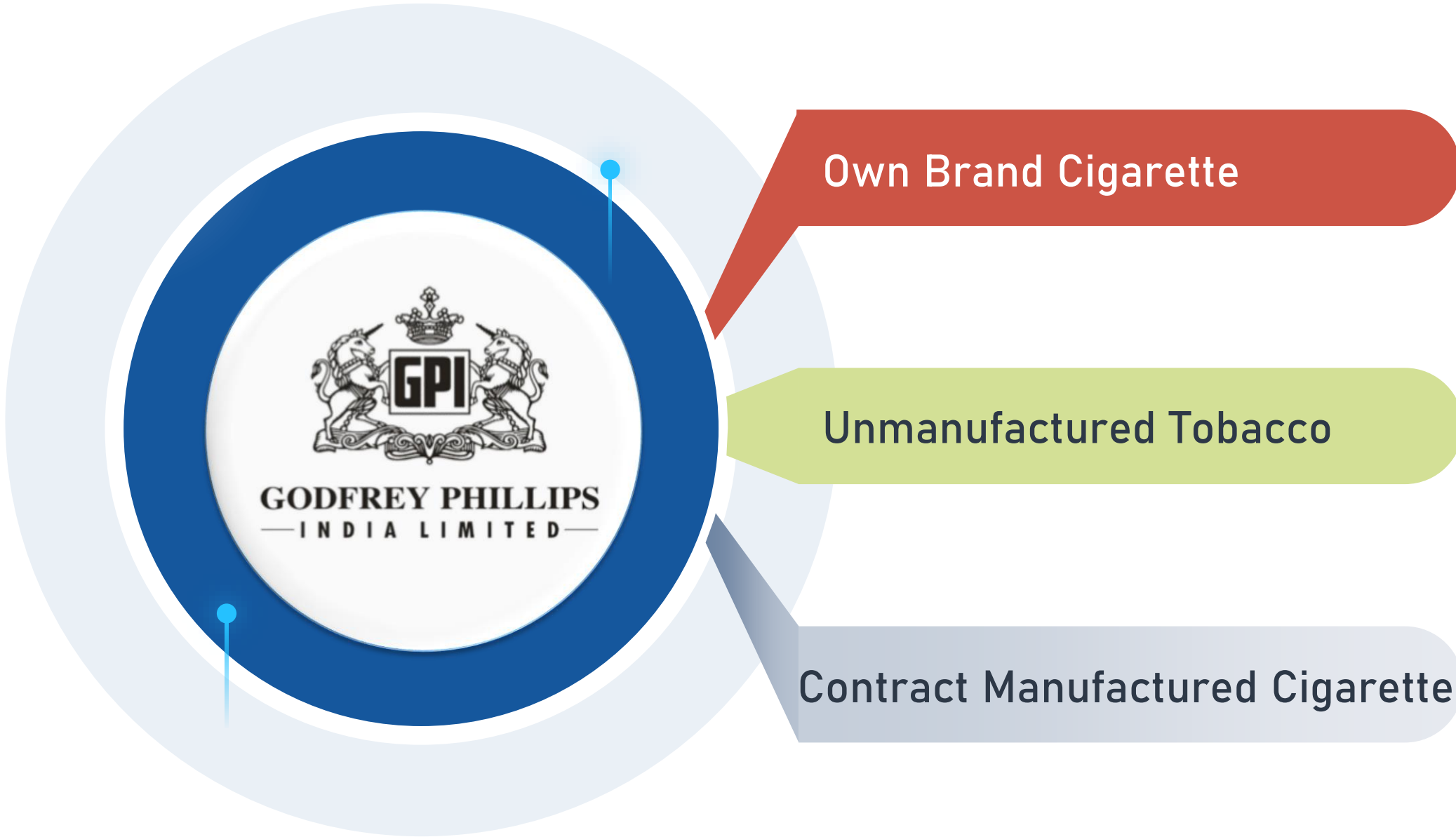
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on export markets to enhance sale of unmanufactured tobacco
- ✓ Leverage and monetize distribution infrastructure; entered in a product supply agreement with Ferrero India for distribution/re-sale of the sweet-packaged food products manufactured by them
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Growth Priorities – International Business Division



GODFREY PHILLIPS
INDIA LIMITED

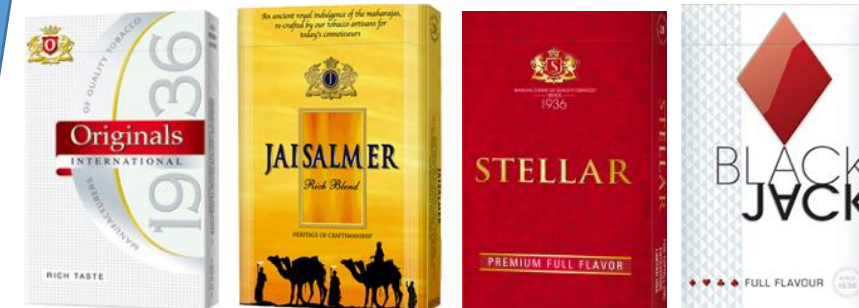
Build on existing contract manufactured cigarettes export markets and augment unmanufactured tobacco business



Rs. 1,343 Cr
In FY24 Net Sales Value

26%
Contribution in FY24 Net Sales

Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe in around 35 countries



Confectionery

Funda Goli

- With the introduction of the Funda Goli range of candies, GPIL established a niche for itself as a unique confectionery brand
- Funda Goli's fun range includes flavours like Kachha Aam, Refreshing Green Apple, Mast Guava, Orange Mints and Slurpy Lychee

Imli Naturalz

- First of its kind candy with natural ingredients and distinguished taste

Funda C

- First of its kind candy proposition with Vitamin C

Funda Gum Shums

- Cool new mint gum test launched recently



**Gross Sales:
Rs. 47 crore**

Ferrero Products

- In May-2024 the Company has signed a product supply agreement with Ferrero India Private Limited for distribution/re-sale of the sweet-packaged food products manufactured by them

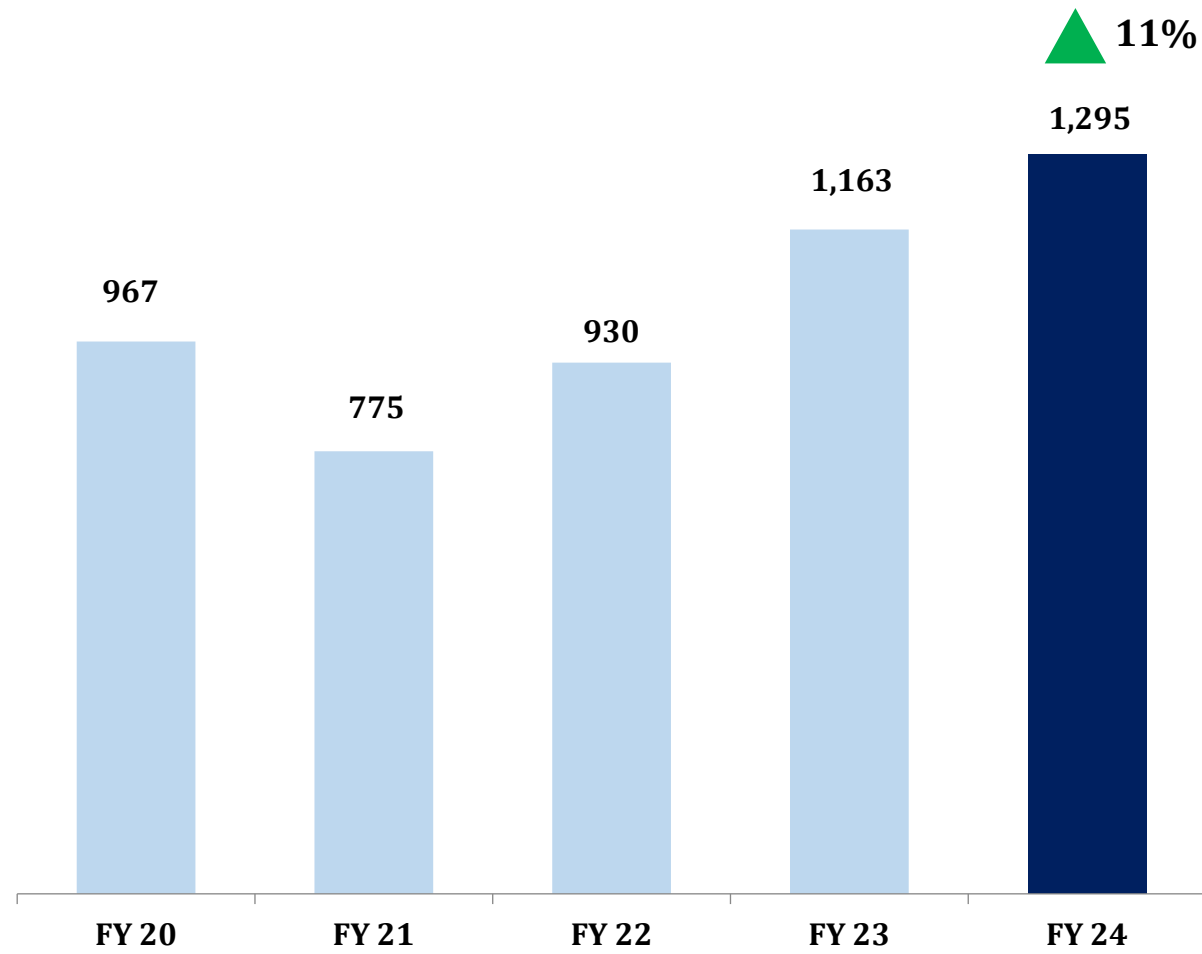


Cigarette Domestic Volume

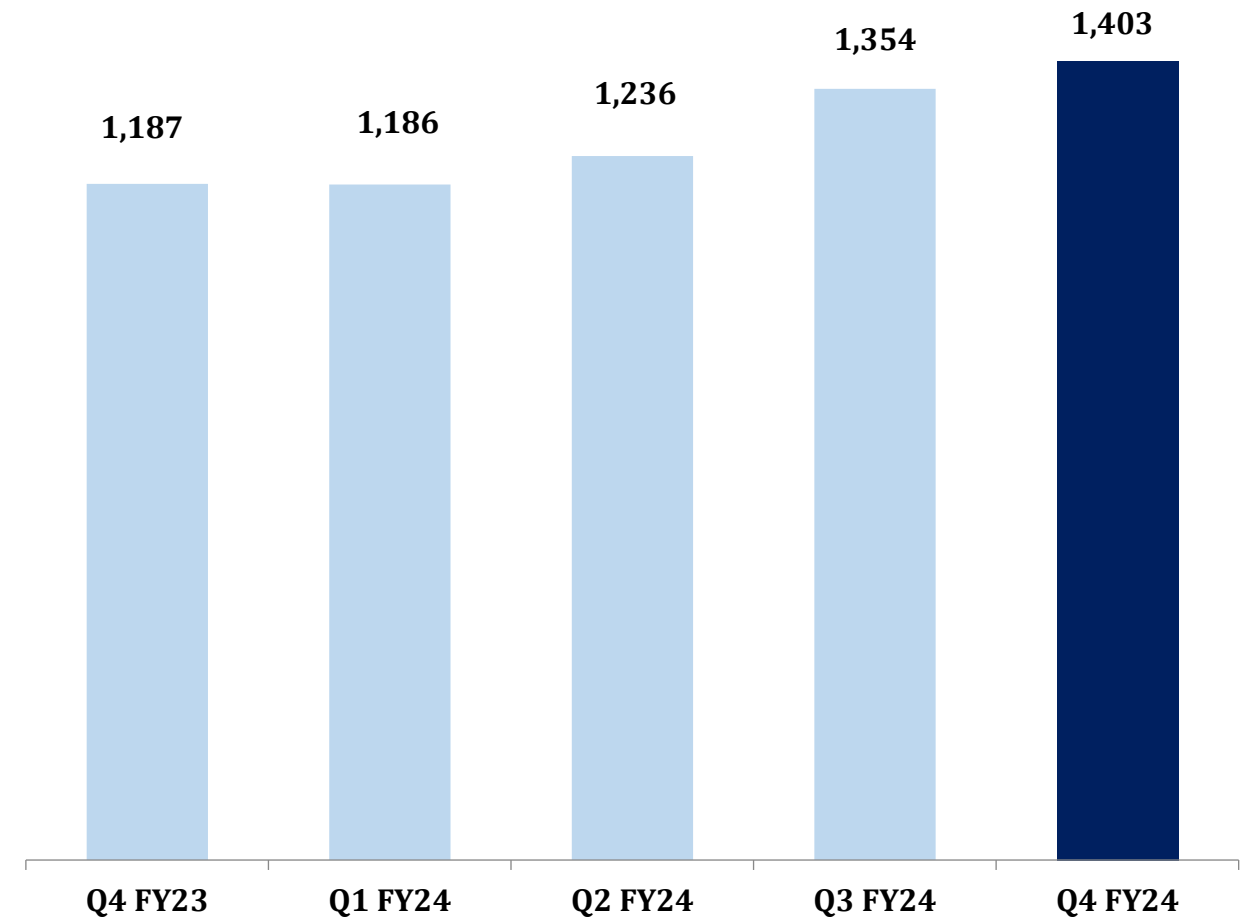


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INDIA LIMITED

Annual Volumes (million per month)



Quarterly Volumes (million per month)



FY24 Financial Summary

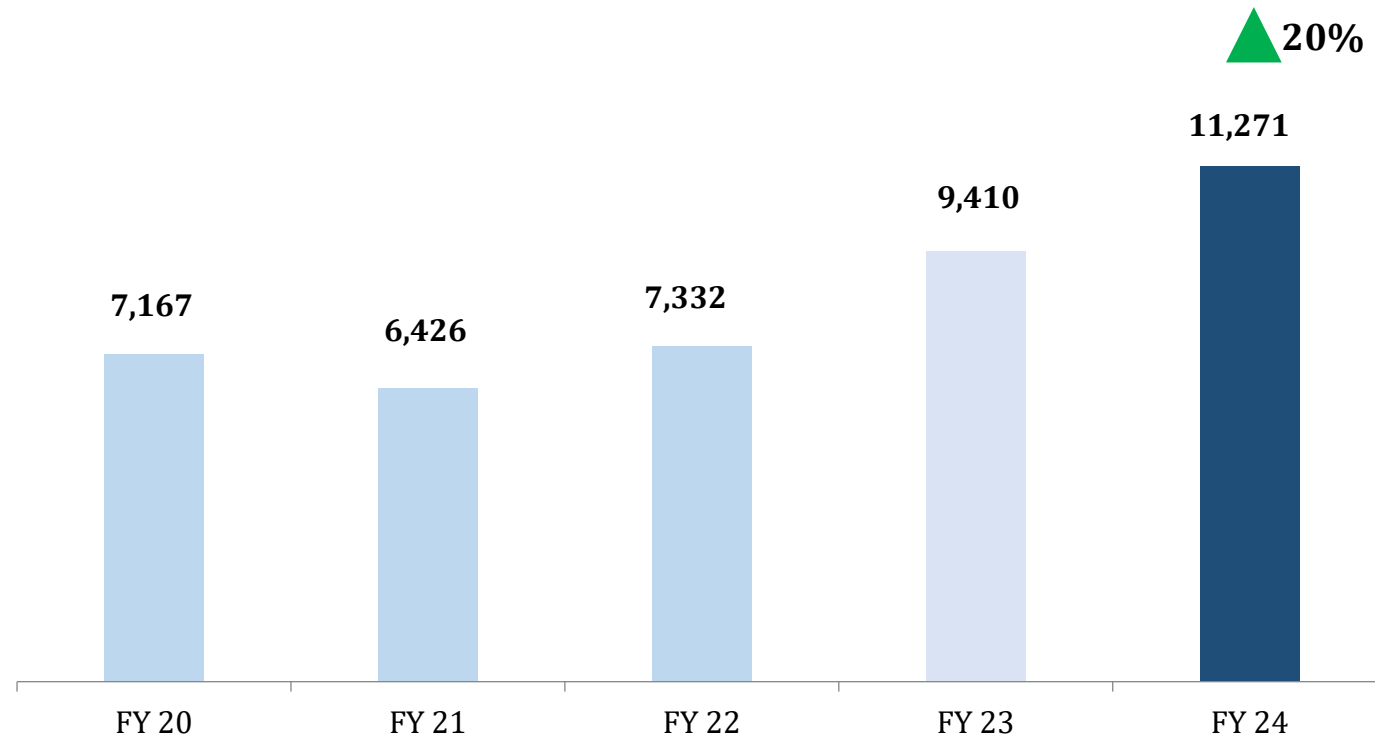


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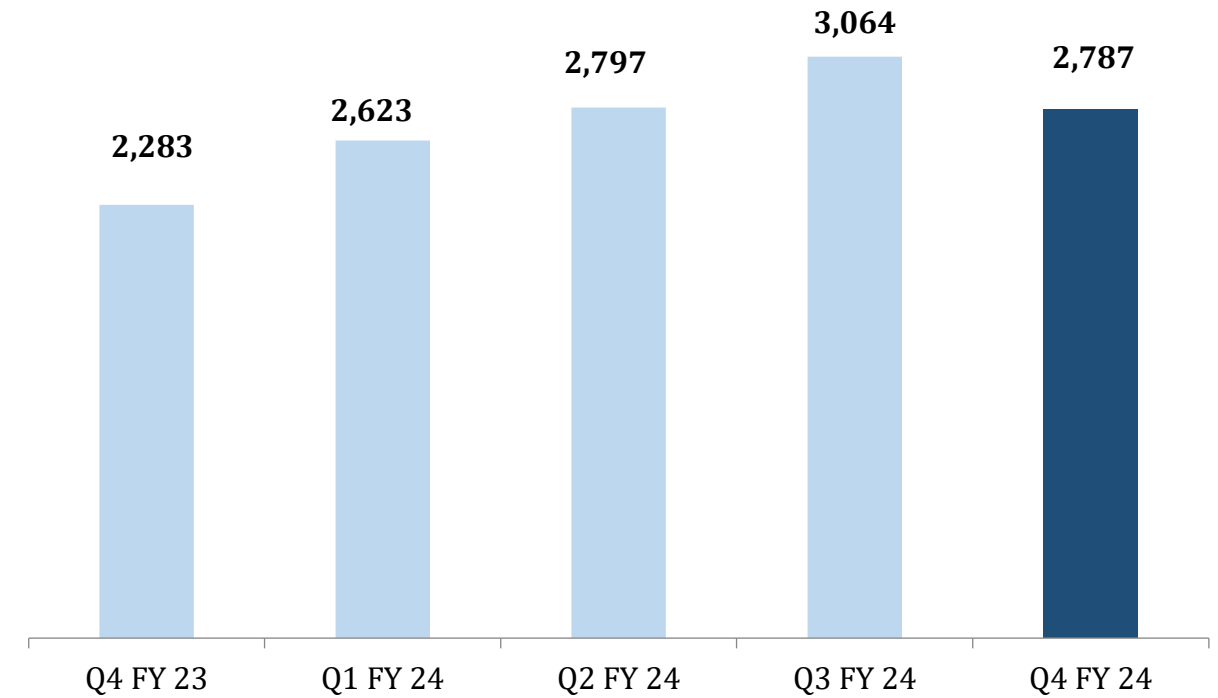
Rs. Crore		Consolidated							
		Q4 FY24	Y-o-Y%	Q4 FY23	Q3 FY24	Q-o-Q%	FY24	Y-o-Y%	FY23
1	Gross Sales Value	2787	22.1%	2283	3064		11271	19.8%	9409
2	Gross Revenue	1197		974	1488		5305		4260
	Less- Excise duty	231		178	238		885		697
	Net Revenue	966	21.4%	796	1250	(22.7)%	4420	24.1%	3563
3	COGS	494	27.3%	388	735	(32.8)%	2445	37.3%	1781
4	Gross Profit	472	15.7%	408	515	(8.3)%	1975	10.8%	1782
	% to Sales	16.9%		17.9%	16.8%		17.5%		18.9%
5	Employee Benefits	89	21.9%	73	84	6.0%	336	9.1%	308
	% to Sales	3.2%		3.2%	2.7%		3.0%		3.3%
6	Other expenses (Net)	195	6.6%	183	202	(3.5)%	747	11.5%	670
	% to Sales	7.0%		8.0%	6.6%		6.6%		7.1%
7	EBITDA (Operating)	188	23.7%	152	229	(17.9)%	892	10.9%	804
	% to Sales	6.7%		6.7%	7.5%		7.9%		8.5%
8	Net Profit/(Loss)	215	46.3%	147	212	1.4%	884	28.1%	690
	% to Sales	7.7%		6.4%	6.9%		7.8%		7.3%

1) Gross Sales Value is inclusive of all applicable indirect taxes. 2) Margins are calculated based on Gross Sales Value.

Gross Sales Value – Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)



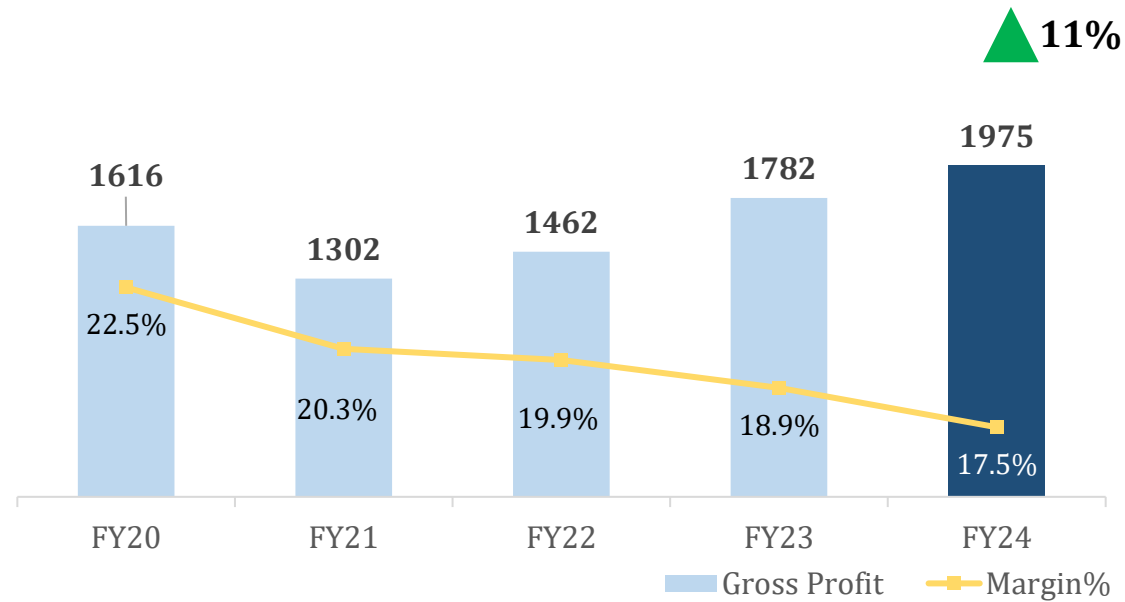
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess and VAT as applicable in the corresponding reporting period

Gross Profit and Net Profit Contribution

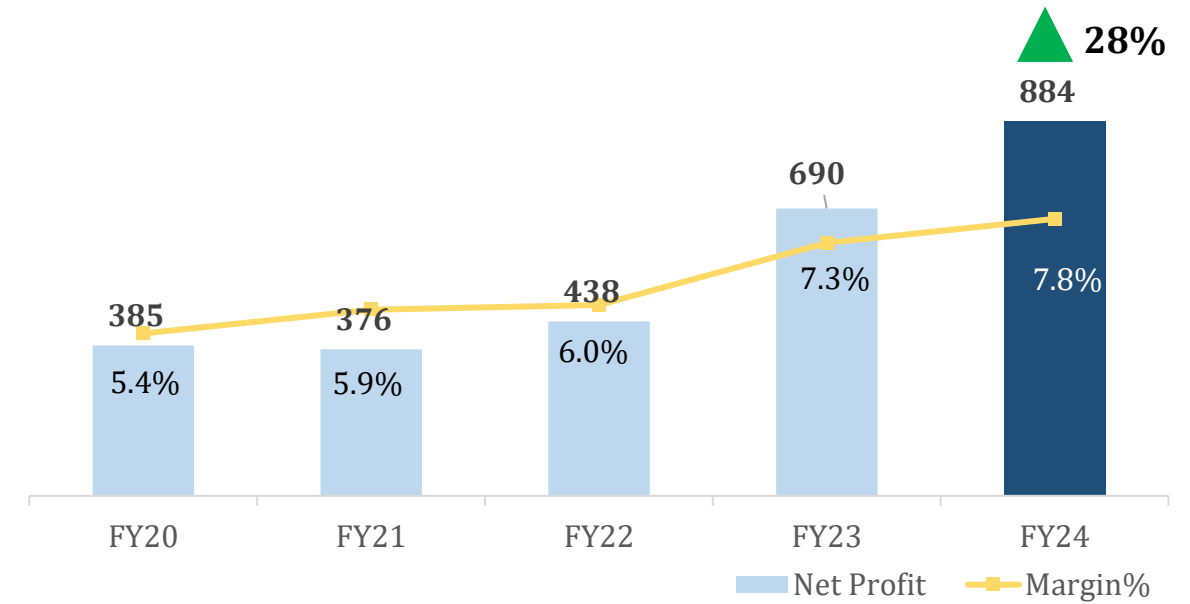


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INDIA LIMITED

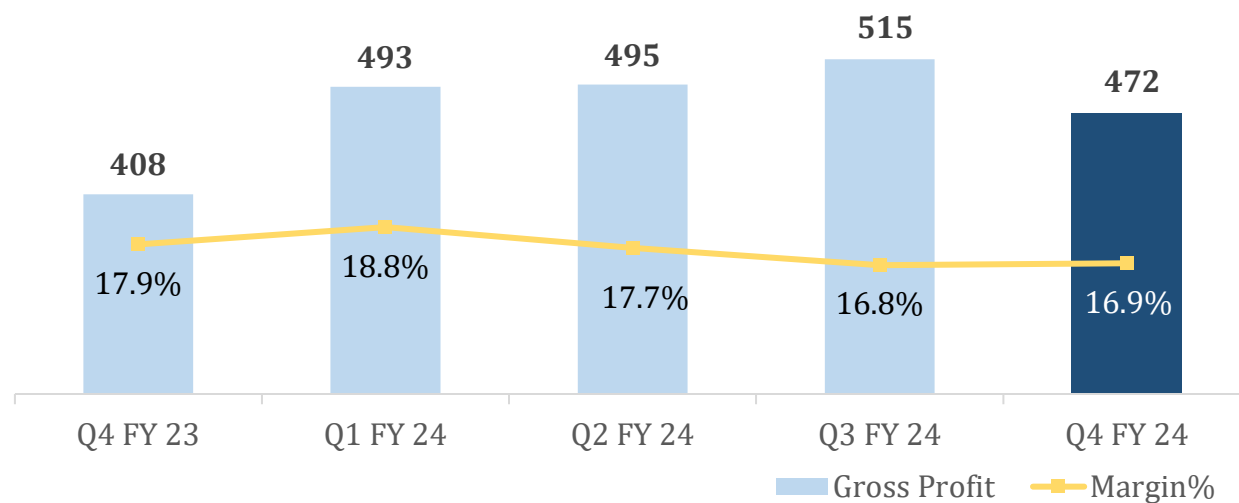
Gross Profit (Rs. Crore) and Margin (%)



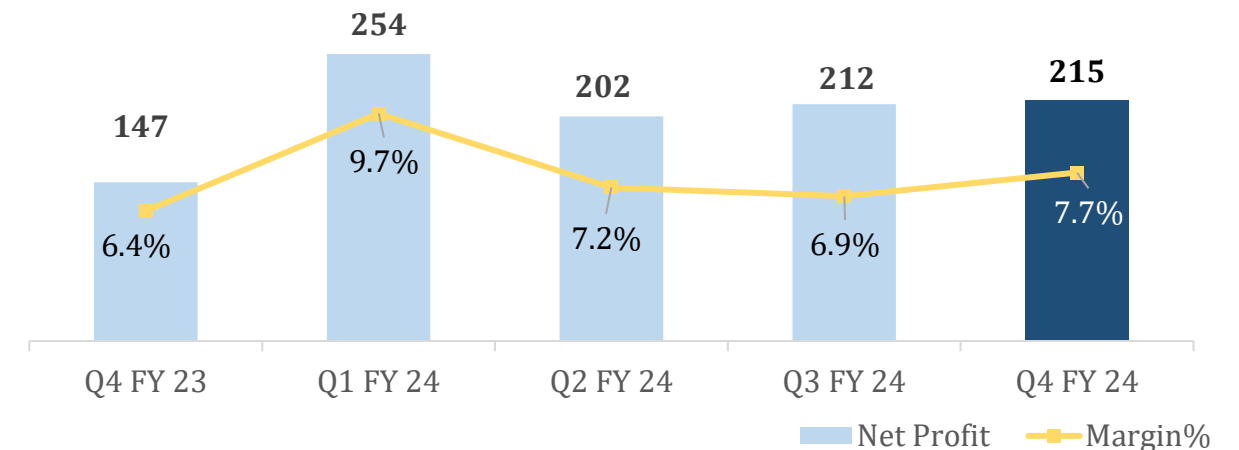
Net Profit (Rs. Crore) and Margin (%)



Gross Profit (Rs. Crore) and Margin (%)



Net Profit (Rs. Crore) and Margin (%)



Focus on People as single largest priority; GPI as Great Place to Work – consistently for 6 years in a row



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INDIA LIMITED

1

Building Culture of Performance

Recognizing high performance and augmenting talent quotient with productivity building measures

2

Capability Building

Skilling and reskilling initiatives on an accelerated path to drive up the organization skill pool

3

Holistic Wellbeing

Workshops and interactions with employees to ensure physical and mental wellbeing



**6th Year
In A Row
2019-2025**

ESG is now an integral part of the business; impact in first year showcased through a leap in external ratings from 11 to 43



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INDIA LIMITED



Community Development Program for Burley Tobacco Farmers

Program Objective : Tobacco is the core component of Company's product.

The marginalized farmers community need to be protected to ensure

- Sustainable livelihood for community Company operates in
- Tobacco farming for business sustainability
- Business growth as crop quality and output
- Stakeholder management as programs in partnership with Govt. bodies and Tobacco Board

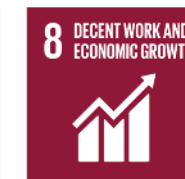
Context: Area falls under drought prone area and the poor farmers/labourers are caught in the trap of seasonal employment, low income leading to lower bargaining power, increased debts and downward trend in labour prices. These issues drive larger community issues such as low access to safe potable water as the region has high fluoride content, lack of community sanitation and hygiene, limited access to education and skills beyond farming, and with non-availability of social protection, the children of farmers & labourers' get pushed into child labour. GPI program addresses these elements.

Program Goals

- Short term goals are to ensure farming efficiencies so that we can provide sustainable livelihood from tobacco farming.
- Long term plans, a necessity for sustainable business, look at water and environment conservation to manage climate change that impact agriculture.

290 villages have now been identified in total (an increase from 156) for outreach in the districts Leaf Division operates out of.

The social initiatives of Godfrey Phillips are in line with the UN SDG's for livelihood, education, water & sanitation, environment and climate change.



Activities under CSR 2023 - 24



GODFREY PHILLIPS
INDIA LIMITED



Access to safe drinking water with **9 new RO plants taking total to 63.**



Creating and maintaining **4 biodiversity parks and green cover through 70,000 new plants spread over 300+ acres.**



Health assessments and treatment through **6 new health camps. Total health camps till date 280.**



Right to education and **Child Labour awareness through 70 camps and 400+ scholarships. 2500+ students impacted till date.**

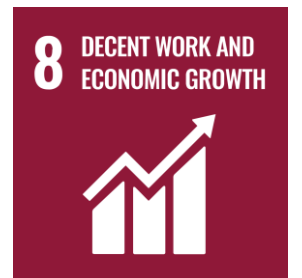


Assessment of water conservation structures through volumetric analysis of **33 check dams.**



Safeguarding crops through **52 new community sheds, taking total sheds to 215.**

The social initiatives of Godfrey Phillips are in line with the UN SDG's for livelihood, education, water & sanitation, environment, health and climate change.



Impact , Awards & Recognitions for Godfrey Phillips Program

Impact :

- Reduced deforestation with higher reliance on concrete and galvanized steel log based community sheds for safeguarding produce and livestock.
- Larger green cover for the community and the environment.
- RO plant becoming main source for drinking water in the villages
- Higher quality and volume of tobacco produce for farmers who are now earning more. More farmers want to enroll with tobacco farming.
- Zero cases of child labour reported (17-24). Increased attendance in school post announcement of scholarships.
- Visible and tangible improvement in perception of Company in community, Govt bodies, NGOs.

Over 2,50,000 people are direct and indirect beneficiaries with reach in 170+ villages.





GODFREY PHILLIPS
—INDIA LIMITED—

Godfrey Phillips India Limited

CIN: L16004MH1936PLC008587

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Disclaimer: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Godfrey Phillips India Limited’s (“GPIL” or the Company) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. GPIL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



GODFREY PHILLIPS
INDIA LIMITED

GODFREY PHILLIPS INDIA LIMITED

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