

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION

H1 FY23



W E B U I L D U S



**GODFREY PHILLIPS
INDIA LIMITED**

Company

Rs. 4,667 Cr.
Gross Sales Value

Rs. 904 Cr.
Gross Profit

19.4%
Gross Profit Margin

Rs. 311 Cr.
Net Profit

Tobacco

Rs 3,775 Cr.
Domestic Cigarette Gross Sales Value

Rs. 566 Cr.
International Gross Sales Value

94%
Tobacco contribution to Gross sales
Value

Consumer & Retail

Rs. 248 Cr.
TFS Gross Sales Value

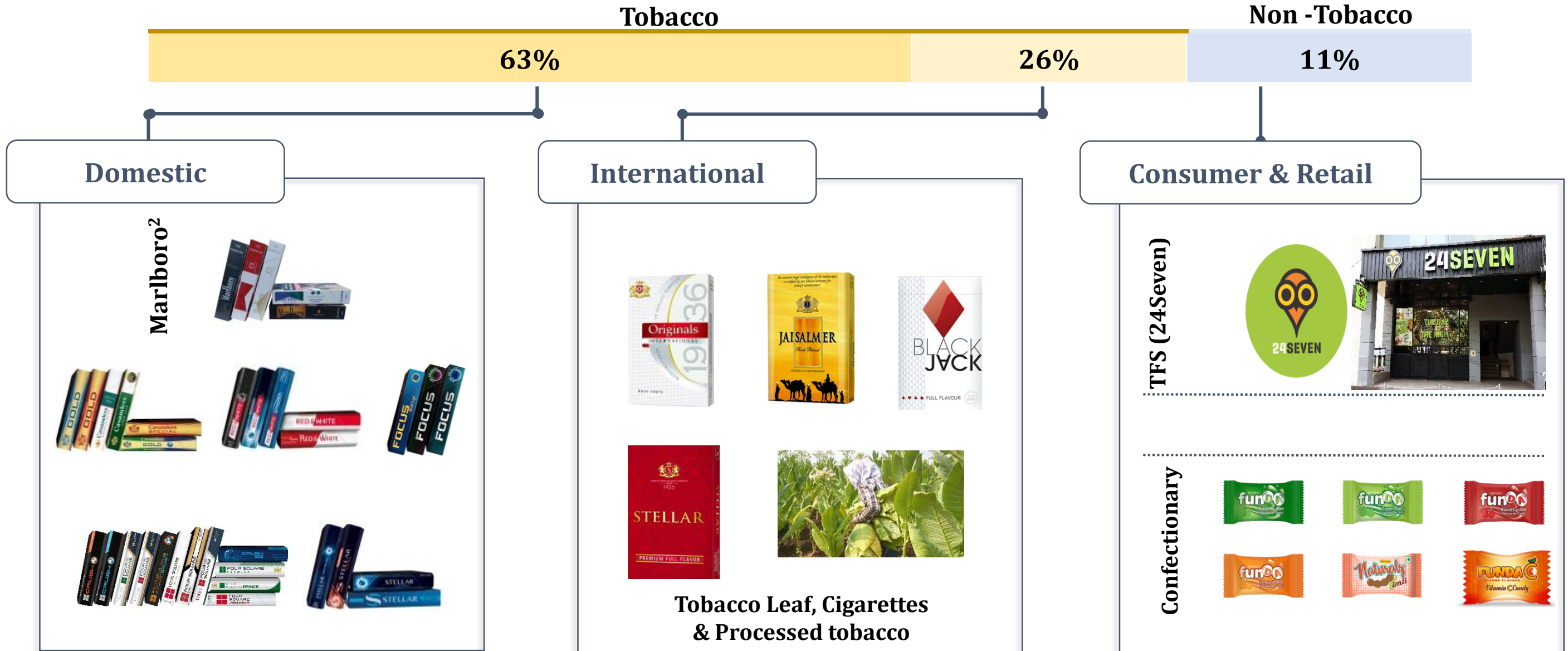
116
TFS stores

Rs. 53 Cr.
Candy & Chewing Products
Gross Sales Value

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

Godfrey Phillips Product Portfolio - H1 FY23

Net Sales: Rs. 2158 Cr



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 H1 FY23 financial results which reflect our continuing growth momentum from last year into this first half. The Company reported Gross Sales of Rs. 4,667 Crores and Net Profit of Rs. 311 Crores representing increases of 38% and 48% respectively compared to the same period last year. Similarly, our EBITDA (operating) margin has increased to 9.5% from 8.5% compared to last year. The focused approach of the Company and improvement in external environment has helped us to achieve these objectives. We are hoping to carry the momentum forward to remaining part of FY23.

Godfrey Phillips has delivered strong cigarette domestic volume growth in H1 FY23. The Company's topline is supported by increase in export of unmanufactured tobacco and cigarettes resulting in International Business contributing Rs. 566 Crores, a growth of 100% over corresponding period last year.

Gross Sales from 24Seven Convenience Stores (TFS) during H1 FY23 was Rs. 248 Crores, an increase of 25% over the corresponding period. The number of stores stand at 116 at the end of September 2022. Increased mobility has helped drive growth in this business.

The Company has divested from the chewing business in Oct-22 by sale/ assignment of associated trademarks and certain non-current assets. This would help us to focus more on cigarette business.

While the pandemic has eased out, the safety of our workforce continues to remain our top priority and therefore, we continue to have in place a set of safety guidelines to ensure their well being. It gives me immense pleasure to see that the employees have fully adapted to work from office and we are working as one synchronic team with full dedication to ensure growth in business.

Godfrey Phillips has yet again been certified as 'Great Place To Work' for fourth consecutive year. Also, we are amongst India's Best Workplaces in Manufacturing in the Great Place to Work survey in 2022, a feat achieved third time in a row.

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco, Convenience Stores & 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 22000 and OSHAS 18001 certified manufacturing operations**

**FY 2022
Gross Sales Value
Rs. 7,325 cr**

**1,000+
Employees**

*Amongst India's Best
Companies to Work 2022*

**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

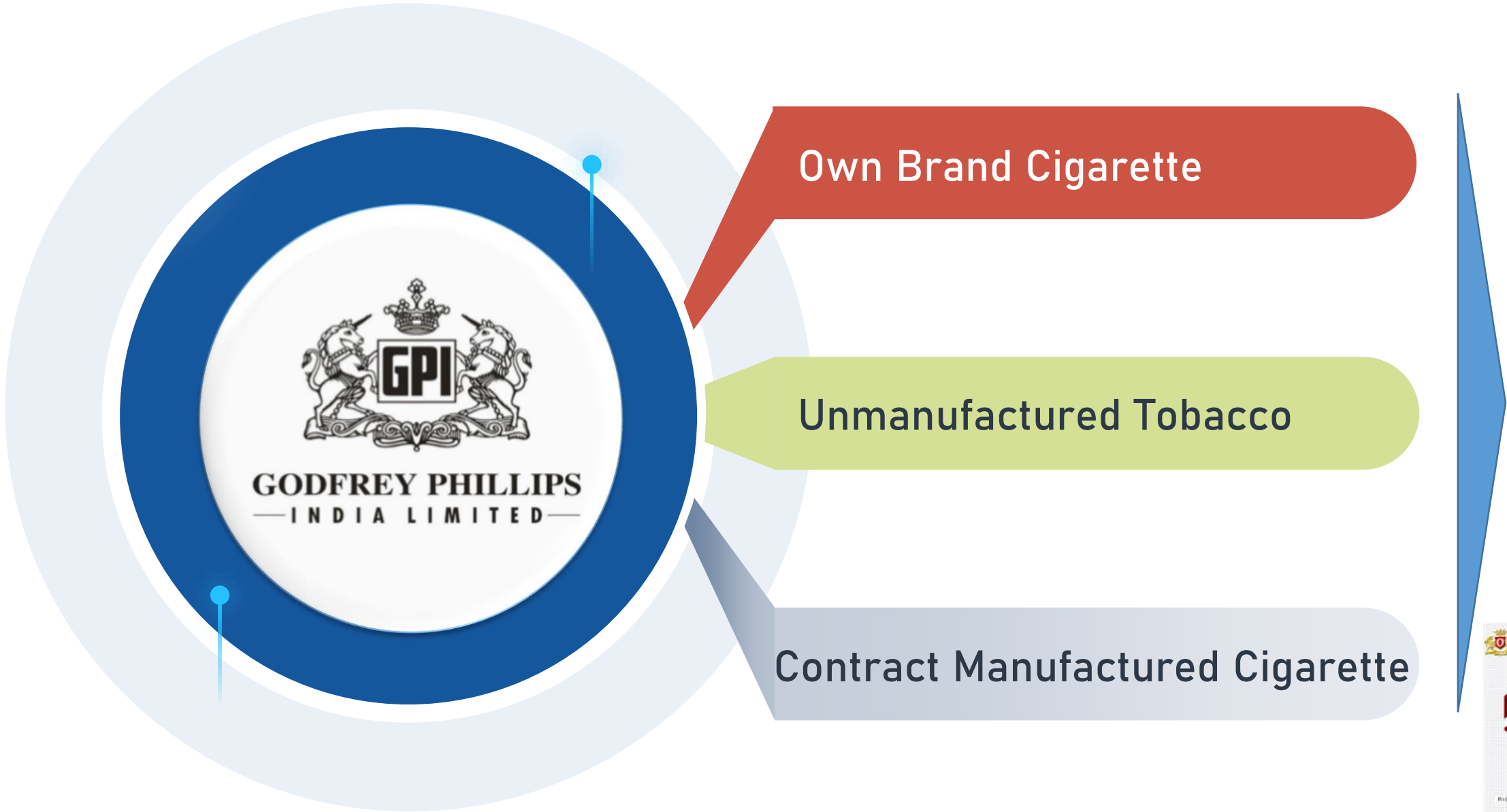
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India – recently through launch of 64 mm Pocket Filter in weak geographies
- ✓ Build on existing cigarettes export markets to enhance own brand sales
- ✓ Capitalise on the fast growing retail space through 24Seven's innovative approach
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Growth Priorities – International Business Division



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

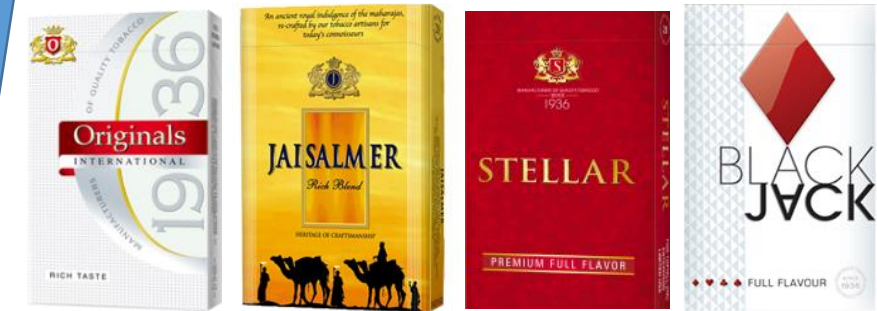


Rs. 566 Cr
In H1 FY23 Gross Sales Value

26%
Contribution to H1 FY23 Net Sales

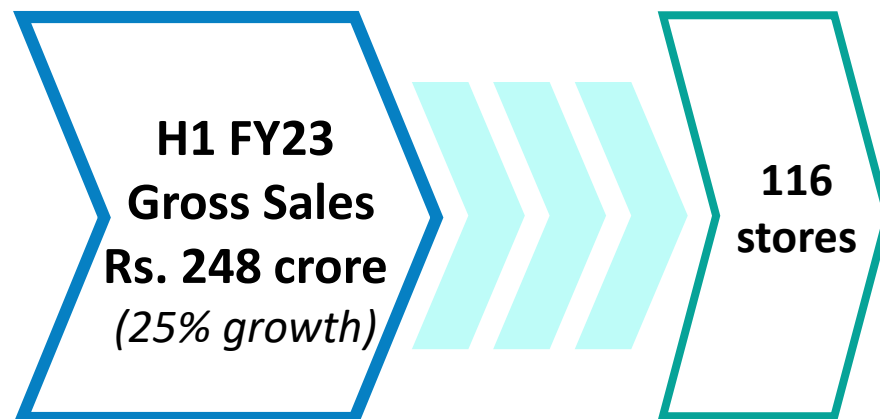
Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe

72 Countries
Exporting through more than 90 partners



TFS

- The 24Seven chain of convenience stores are another example of Godfrey Phillips India's innovative approach to business
- Stores offer daily needs groceries, ready-to-eat foods, beverages, cosmetics and personal care products, music and movies, magazines, domestic and international courier services, instant photo development, bill payments, mobile phone recharges, movie tickets and several other offerings
- The Company has set up a base kitchen in Faridabad (Delhi NCR) to prepare all kinds of ready to eat food items in a highly quality controlled environment to cater to future expansion in retail stores in NCR



Confectionery & Chewing Business

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

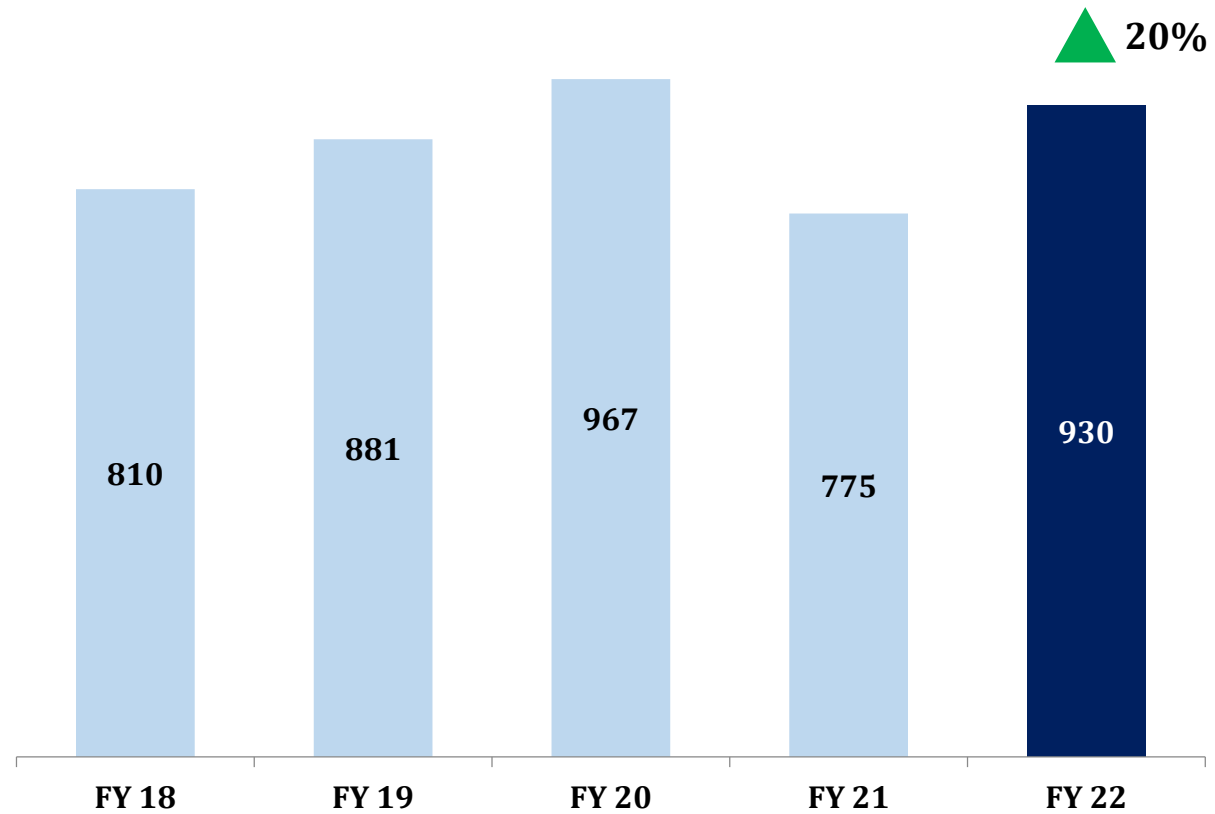


Cigarette Domestic Volume

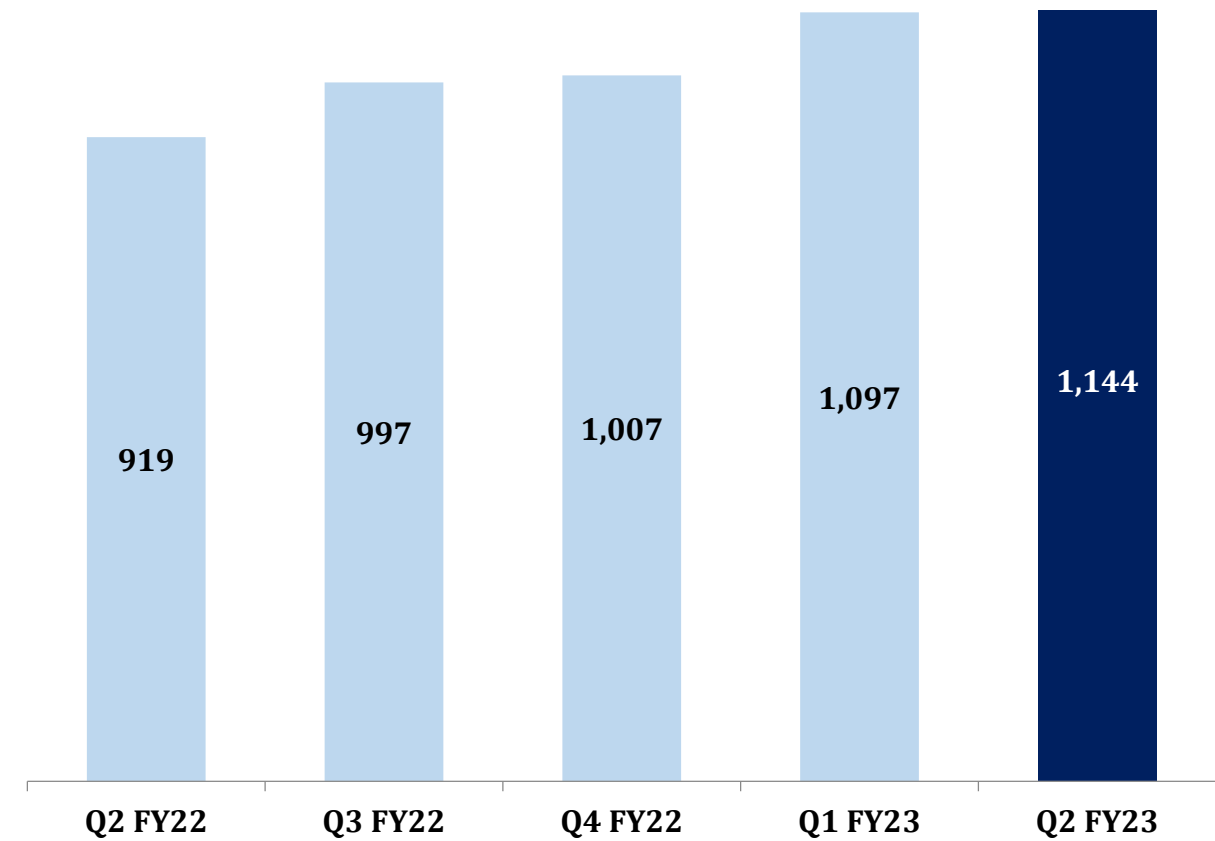


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Annual Volumes (million per month)



Quarterly Volumes (million per month)



H1 FY23 Financial Summary

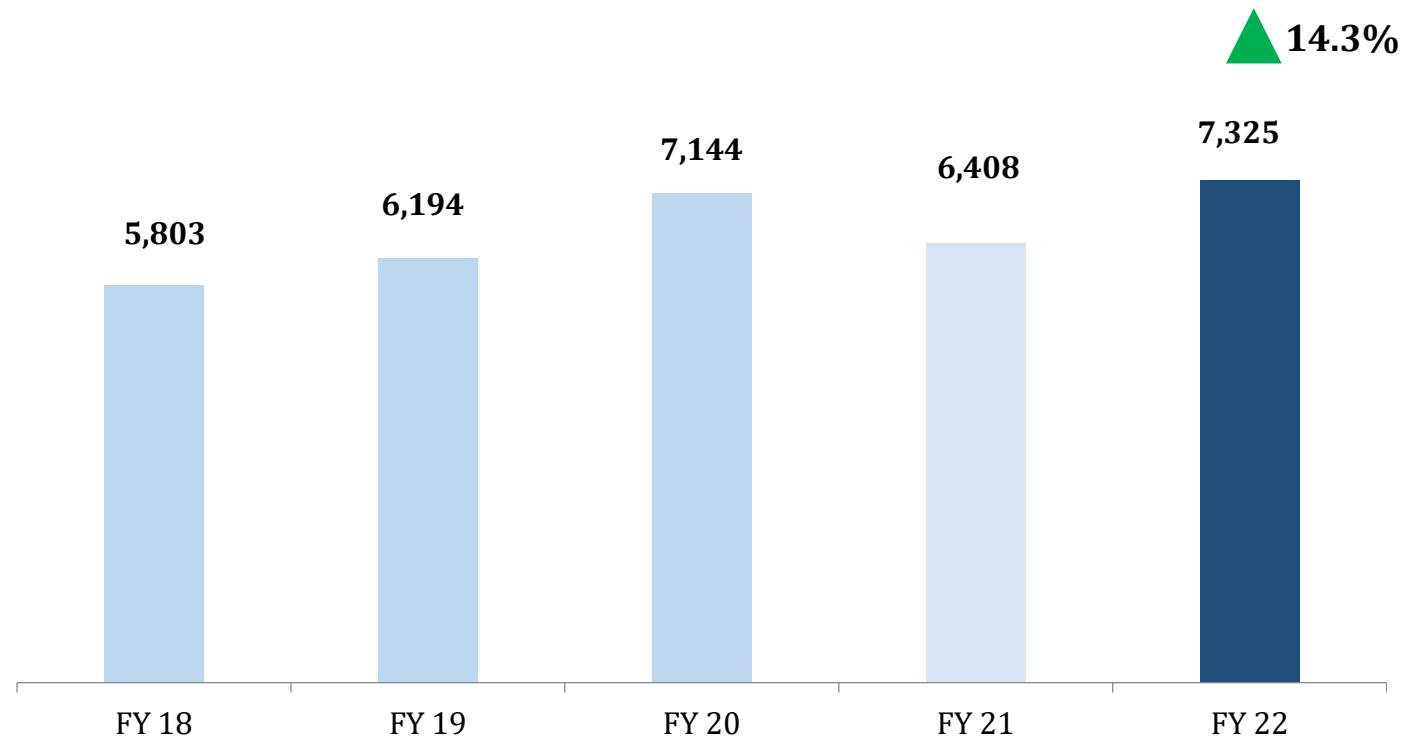


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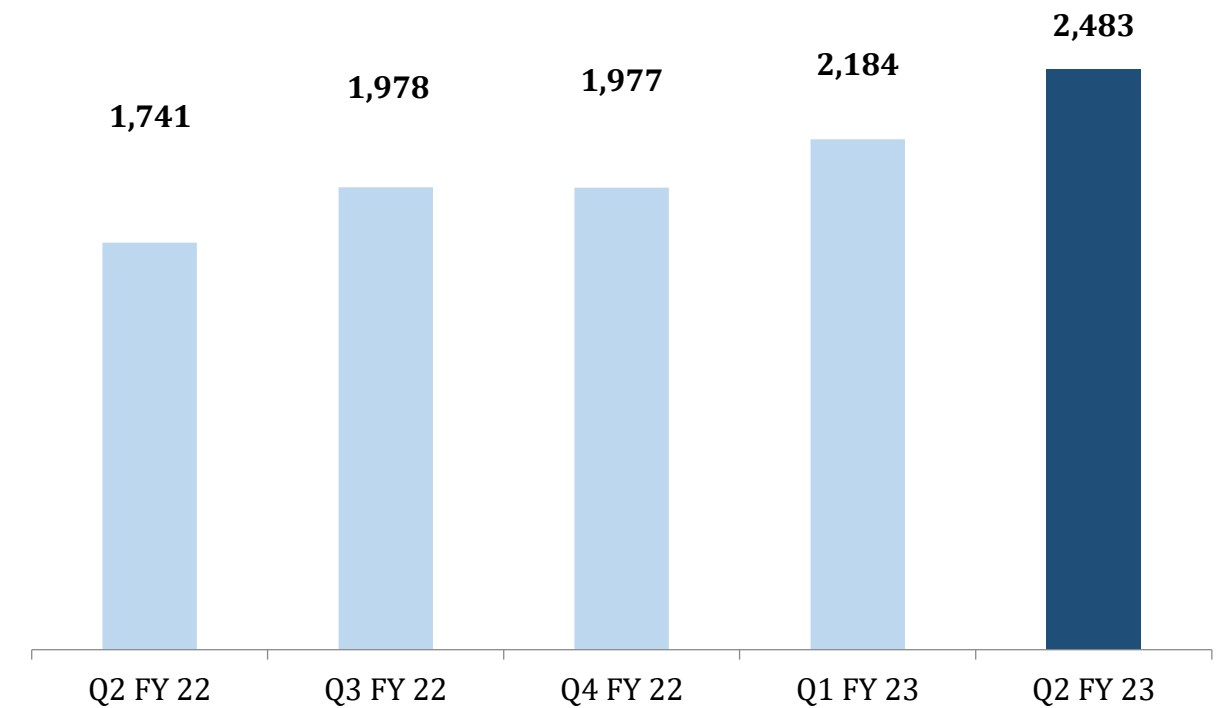
Rs. Crore		Standalone										Consolidated			
		Q2 FY23	Y-o-Y%	Q2 FY22	Q1 FY23	Q-o-Q%	H1 FY23	Y-o-Y%	H1 FY22	FY22	Y-o-Y%	FY21	FY22	Y-o-Y%	FY21
1	Gross Sales income	2483	42.6%	1741	2184	13.7%	4667	38.4%	3371	7325	14.3%	6408	7339	14.2%	6426
2	Gross Revenue	1191		767	982		2173		1497	3215		2926	3229		2961
	Less- Excise duty	172		127	154		327		251	541		436	541		436
	Net Revenue	1019	59.2%	640	828	23.1%	1846	48.2%	1246	2674	7.4%	2490	2688	6.5%	2525
3	COGS	545		291	397		942		566	1225		1218	1226		1223
4	Gross Profit	474	35.8%	349	431	10.0%	904	32.9%	680	1449	13.9%	1272	1462	12.3%	1302
	% to Sales	19.1%		20.0%	19.7%		19.4%		20.2%	19.8%		19.9%	19.9%		20.3%
5	Employee Benefits	72	10.8%	65	66	9.1%	138	4.5%	132	251	6.8%	235	278	4.1%	267
	% to Sales	2.9%		3.7%	3.0%		3.0%		3.9%	3.4%		3.7%	3.8%		4.2%
6	Advertising & sales promotion	18	(10.0)%	20	24	(25.0)%	42	23.5%	34	72	7.5%	67	72	7.5%	67
	% to Sales	0.7%		1.1%	1.1%		0.9%		1.0%	1.0%		1.0%	1.0%		1.0%
7	Other expenses (Net)	148	22.3%	121	135	9.6%	282	24.2%	227	499	9.9%	454	479	12.2%	427
	% to Sales	6.0%		7.0%	6.2%		6.0%		6.7%	6.8%		7.1%	6.5%		6.6%
8	EBITDA (Operating)	236	65.0%	143	206	14.6%	442	54.0%	287	627	21.5%	516	633	17.2%	541
	% to Sales	9.5%		8.2%	9.4%		9.5%		8.5%	8.6%		8.1%	8.6%		8.4%
9	Net Profit/(Loss)	175	71.6%	102	136	28.7%	311	48.1%	210	432	21.0%	357	438	16.2%	377
	% to Sales	7.0%		5.9%	6.2%		6.7%		6.2%	5.9%		5.6%	6.0%		5.9%

1 Margins are calculated based on Gross Sales Value

Gross Sales Value – Annual (Rs. Crore)



Gross Sales Value – Quarterly Standalone (Rs. Crore)



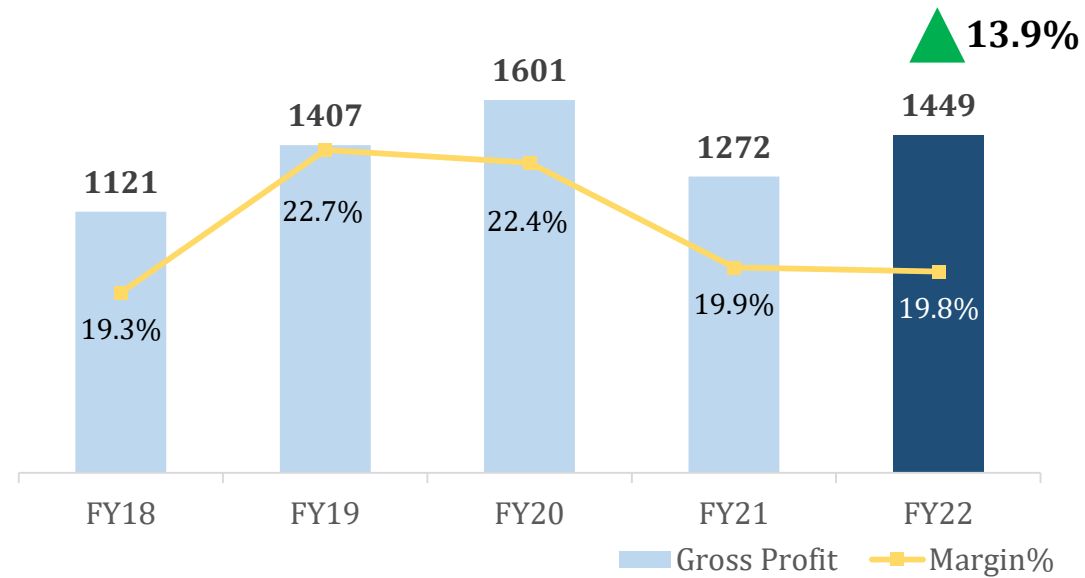
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess and VAT as applicable in the corresponding reporting period

Gross Profit and Net Profit Contribution

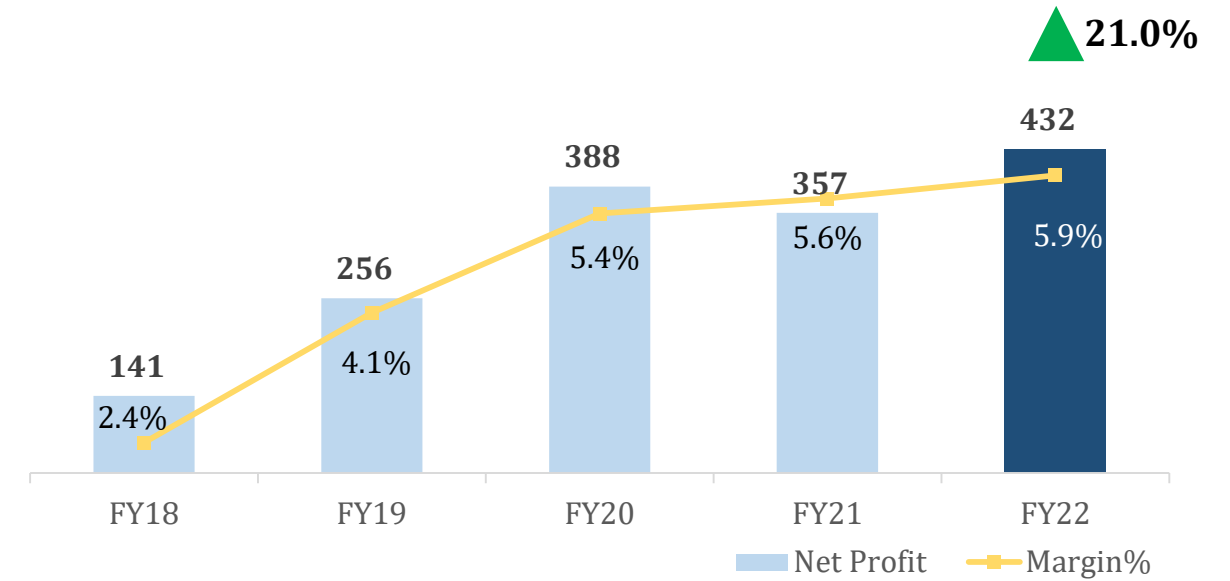


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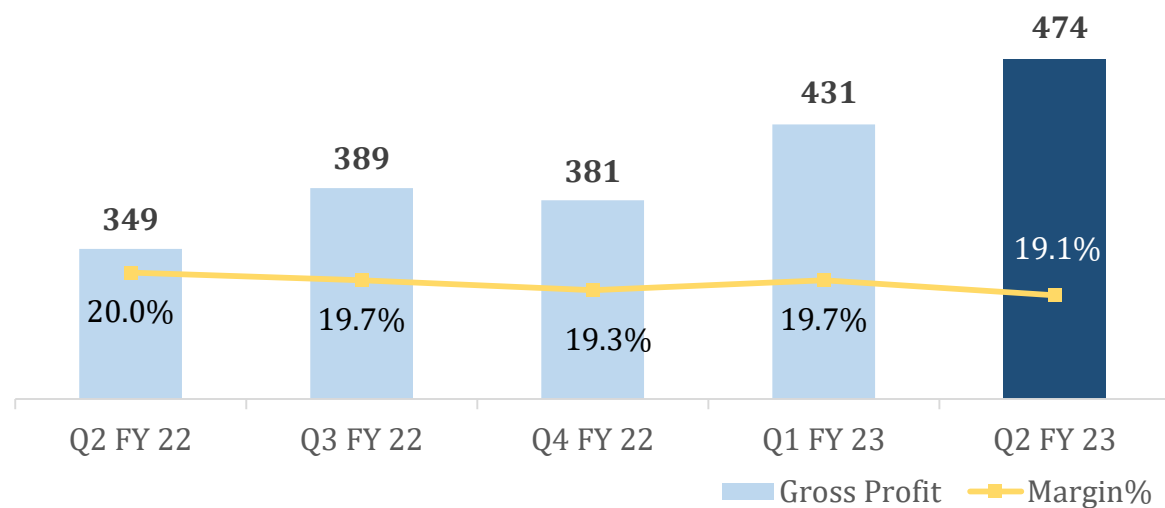
Gross Profit (Rs. Crore) and Margin (%)



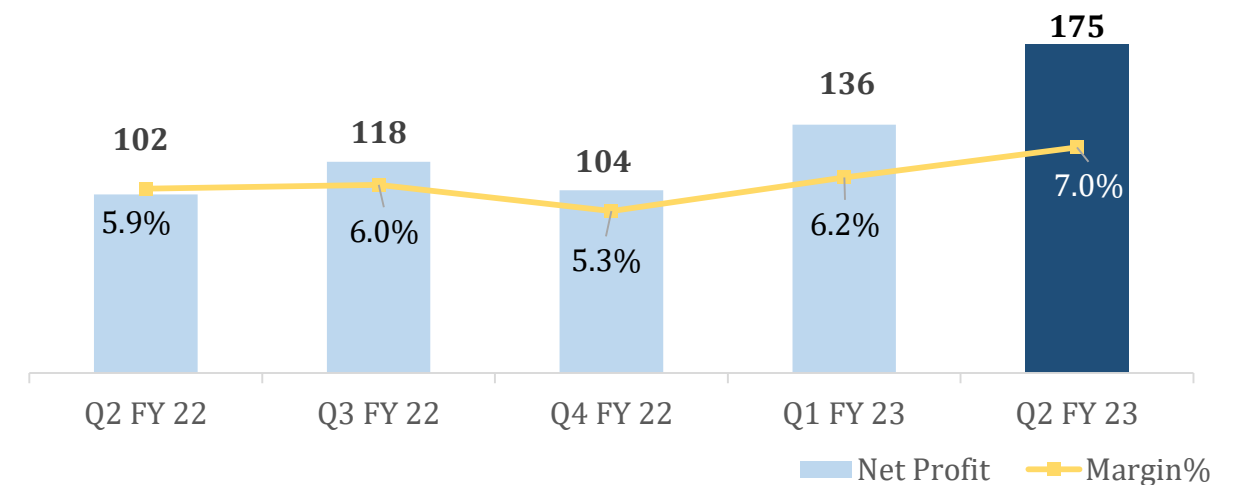
Net Profit (Rs. Crore) and Margin (%)



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



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



Focus on People as single largest priority



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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 Well Being

Workshops and interactions with employees to ensure physical and mental wellbeing

GPI as Great Place to Work – consistently for 4 years in a row



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Godfrey Phillips India was again recognized as a Great Place to Work for in April 2022; recently it was also again recognized as Best Workplaces in Manufacturing for 2022



Great Place to Work for 4 years in a row – a unique recognition amongst the large conglomerates in India



**India's Best Workplaces in Manufacturing 2022.
Recognized for 3 years in a row!**

Environment, Social and Governance at GPI



- GPI has a rich ESG legacy with significant work done in past.
- From FY'23, the ESG journey will commence in a structured manner.
- Environment is a key pivot in GPI operations and many resource conservation projects have been delivered in past; going forward, objective is to augment this work stream.
- 'People First' and strong principles of corporate governance are core elements of GPI's philosophy.

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,
- Sustainable tobacco farming
- Business growth and sustainability with an empowered and participatory community as partner

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 wages. 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.

Program Goals

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

156 villages in Guntur district have been identified in total for outreach.

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



Initiatives under Community Development Program for Burley Tobacco Farmers



Elimination of Child Labour

- 50 After School programs keeping children back after school
- School infrastructure development
- Awareness workshops on child labour
- Over 3000 children impacted directly



Augmented Earning

- 56 Farmers Development Society
- Women empowerment program through micro entrepreneurship, 200 women in the SHGs



Water & Soil Conservation

- 20 check dams & 9 farm ponds
- 22 de-siltations to increase tank capacity and extract fertile top soil
- Borewell recharges for RO plants
- Waste water usage of RO plants
- 20 plus acres of bio diverse plantation, 2300 trees planted
- Pilot Solar Plant



Safe Water & Health

- 35 Community RO Water Plants
- 45 Health camps annually
- Awareness camps on COVID care



Impact , Awards & Recognitions for Godfrey Phillips Program

Impact :

- Better quality and higher volume of tobacco produce for farmers who are now earning more. More farmers want to enroll with improved tobacco farming.
- Check Dams have led ground water table increase by about 28 ft.
- Desiltation enabled increase in storage capacity of the tanks.
- Villagers are getting to drinking RO water. Water related diseases are down.
- Solar Plant saved energy consumption for Panchayat.
- Zero cases of child labour reported. Higher enrollment and lower dropout noted with infrastructure.
- Attendance reaches 92 % in after school programs.

About 2,00,000 villagers are direct and indirect beneficiaries with outreach in 85 villages.



Awards :

The GPI CSR program has been formally recognized by the office of District Magistrate & Collector, Andhra Pradesh Govt.

- Mahatma Award 'CSR Excellence' 2020 (initiative by Aditya Birla Group)
- Greentech Foundation CSR Gold Award 2018, 2019 & 2020,
- Apex CSR Excellence Award 2019 & 2020,
- CSR Leadership Award 2019



Promotion of education and healthcare through Modicare Foundation

Founded in 1996, Modicare Foundation's core focus areas are empowerment of children, adolescents and women by developing a holistic approach towards education, life skills and leadership

Vision

Modicare foundation strongly believes that every individual has the potential to transform his / her to life to grow and develop as an active citizen

Mission

Empower the marginalised population specially women, adolescents, youth and children with skills and knowledge to work as change agents for themselves and their community

Key Projects

Khwabgah



- Provide comprehensive development opportunities to children, adolescents / young adults and their families
- Over 1,500 children are directly benefitting while over 100,000 people are receiving services and support
- Location: Slums of South Delhi

Ambassadors of Change (AOC)



- Flagship programme since 2000, provides life skill education for in and out of school adolescents
- Empower 4200 adolescents every month and till date it has reached over 1.5 lakh adolescents and 130 institutions

Ehsaas



- Supported by Clinton Foundation, USA and works as coordinating agency on the National Pediatric Program which linked HIV+ children with government ART centres
- Supported over 1000 affected families and provided HIV related counselling services to 11,000 people

Partners in Change



- Provides training / capacity building on gender, sexual harassment at workplaces, reproductive health, HIV/AIDS
- Support includes activities such as awareness generation through community based camps, forming internal committees, master trainers



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—INDIA LIMITED—

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