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19th May 2025

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 2025 submitted on 15th May 2025.

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

Please take the above information on records.

Thanking you,

Yours faithfully,
For Godfrey Phillips India Limited

Pumit Kumar Chellaramani
Company Secretary & Compliance Officer
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 25 (CONSOLIDATED)



GODFREY PHILLIPS
INDIA LIMITED

Company

Rs. 14,480 Cr.
Gross Sales Value

Rs. 2,358 Cr.
Gross Profit

16.3%
Gross Profit Margin

Rs. 1,153 Cr.
Net Profit from Continuing Operations

Rs. 1,072 Cr.
Net Profit after discontinued operation

Rs. 95 per share
(Final Rs 60 & Interim Rs 35)
Dividend

Tobacco

Rs 12,279 Cr.
Domestic Gross Sales Value

Rs. 2,120 Cr.
International Gross Sales Value

99%
Tobacco contribution to Gross sales
Value

Consumer & Others

Rs. 79 Cr.
Confectionary & Ferrero products
Gross Sales Value

Rs. 2 Cr.
Other Gross Sales Value

1. Above values are based on consolidated financials
3. Margins are calculated on Gross Sales Value

2. Gross Sales Value is inclusive of all applicable indirect taxes
4. Gross sales and gross profit figures represent our continuing operations

Godfrey Phillips Product Portfolio – FY25

Net Sales: Rs. 6,735 Cr

Tobacco

Non -Tobacco

68%

31%

1%

Domestic

International

Confectionary & Ferrero products

Marlboro²



Tobacco Leaf, Cigarettes
& Processed tobacco

Confectionary



Ferrero Products



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 FY25 financial results which reflect our continuing growth momentum from last year to this year. The Company has recorded consolidated Gross Sales Value of Rs. 14,480 Crores and Net Profit of Rs. 1,153 Crores (from continuing operations), representing increase of 24% as compared to the corresponding period in last year. Our plans to enter new markets with new offerings are underway and we continue to focus to improve our productivity and profitability.

Godfrey Phillips has delivered robust cigarette domestic volume growth in FY25. The Company's topline is supported by unmanufactured tobacco export of Rs 2,010 cr in FY25 which continues to show upward trend.

The Company's improved financial performance led the Board of directors to declare an interim dividend of Rs 35 per share in its meeting held on 19th November 2024, and final dividend of Rs 60 per share in its meeting held on 15th May 2025 for the financial year 2024-25.

On people front, we are continuing with our intent to infuse young talent in the leadership team. By this, we are trying to reap the right balance of fresh perspectives and energy with wisdom and experience. Building on our commitments towards human capital development, we continue to invest in our people. During the current quarter, we have successfully implemented the Employees Share Purchase Scheme 2024 for a diverse set of employees to reward and retain the best talent of the organization.

Market presence and saliency is a focus area for us and the business has deployed levers that are more result oriented. We continue to invest in various initiatives to bring saliency in our brands which will help in our long-term growth as an organization.

It is a matter of pride that Godfrey Phillips, a Fortune 500 organization, has yet again been certified as 'Great Place To Work' for seventh consecutive year. The Company continues to focus on sustainability in all facets of its operations.

- **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 2025
Gross Sales Value
Rs. 14,480 cr**

**1,000+
Employees**

**950+ 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

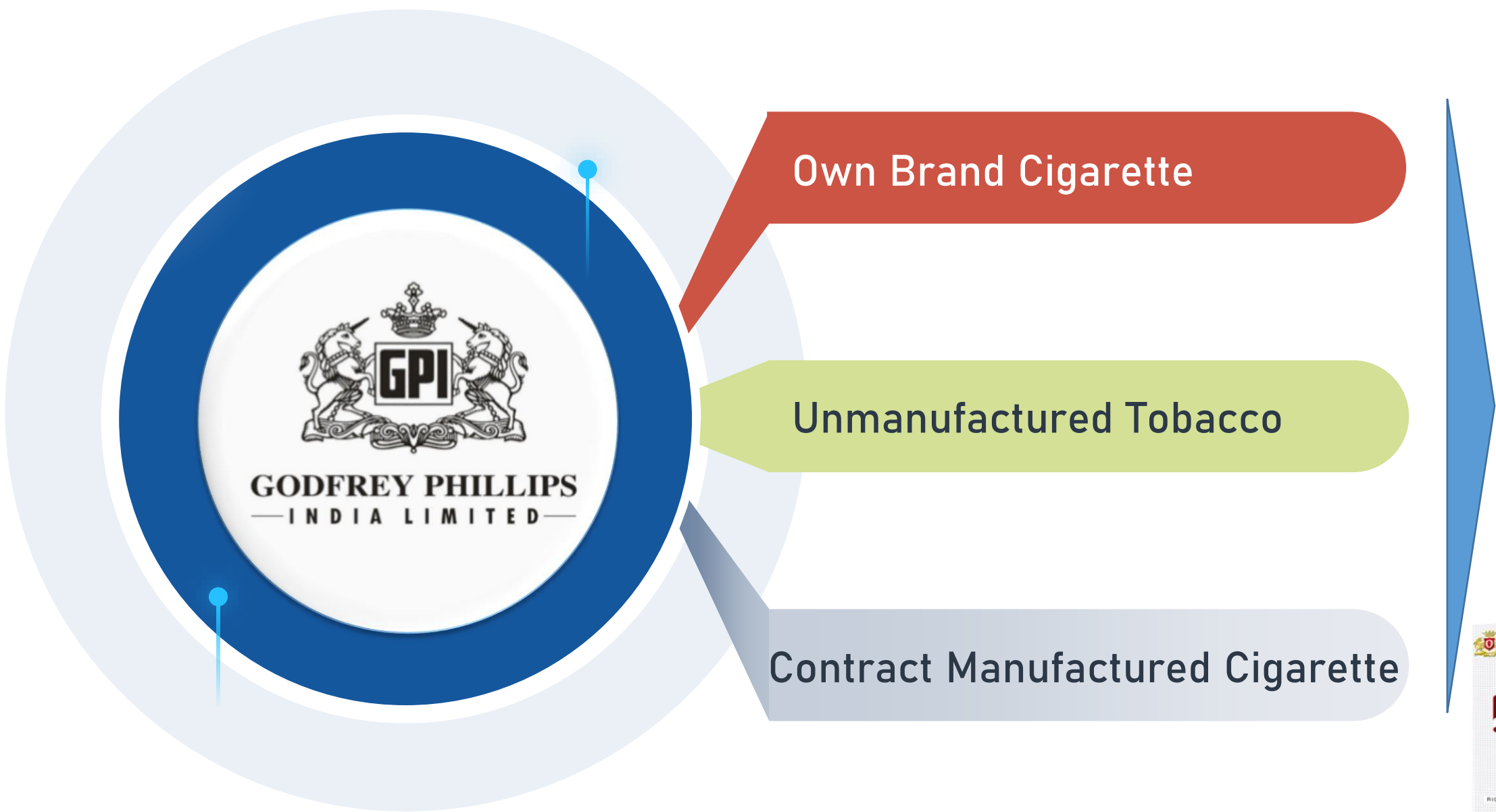
- ✓ Sustain growth momentum across all markets and prepare a base for quantum jump
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on export markets to enhance sale of unmanufactured tobacco
- ✓ Leverage and 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. 2,120 Cr

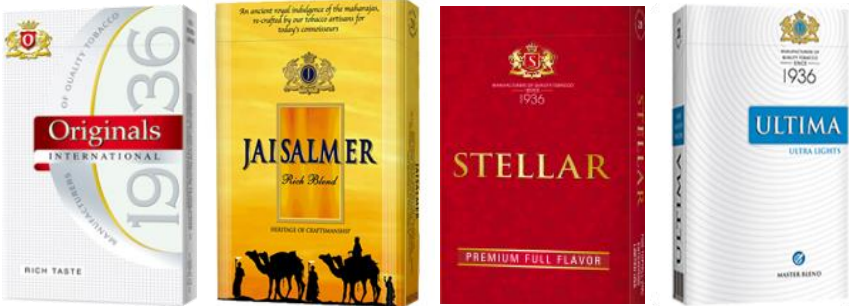
FY25 Net Sales Value

31%

Contribution in FY25 Net Sales

Global Operations

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



GPI's other growth priorities – Confectionery Items and Ferrero Products



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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 and Funda Paan

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 mint gum introduced

Funda Lemon Chaskaa

- New lemon candy with a masala twist

Gross Sales:
Rs. 56 crore



Ferrero Products

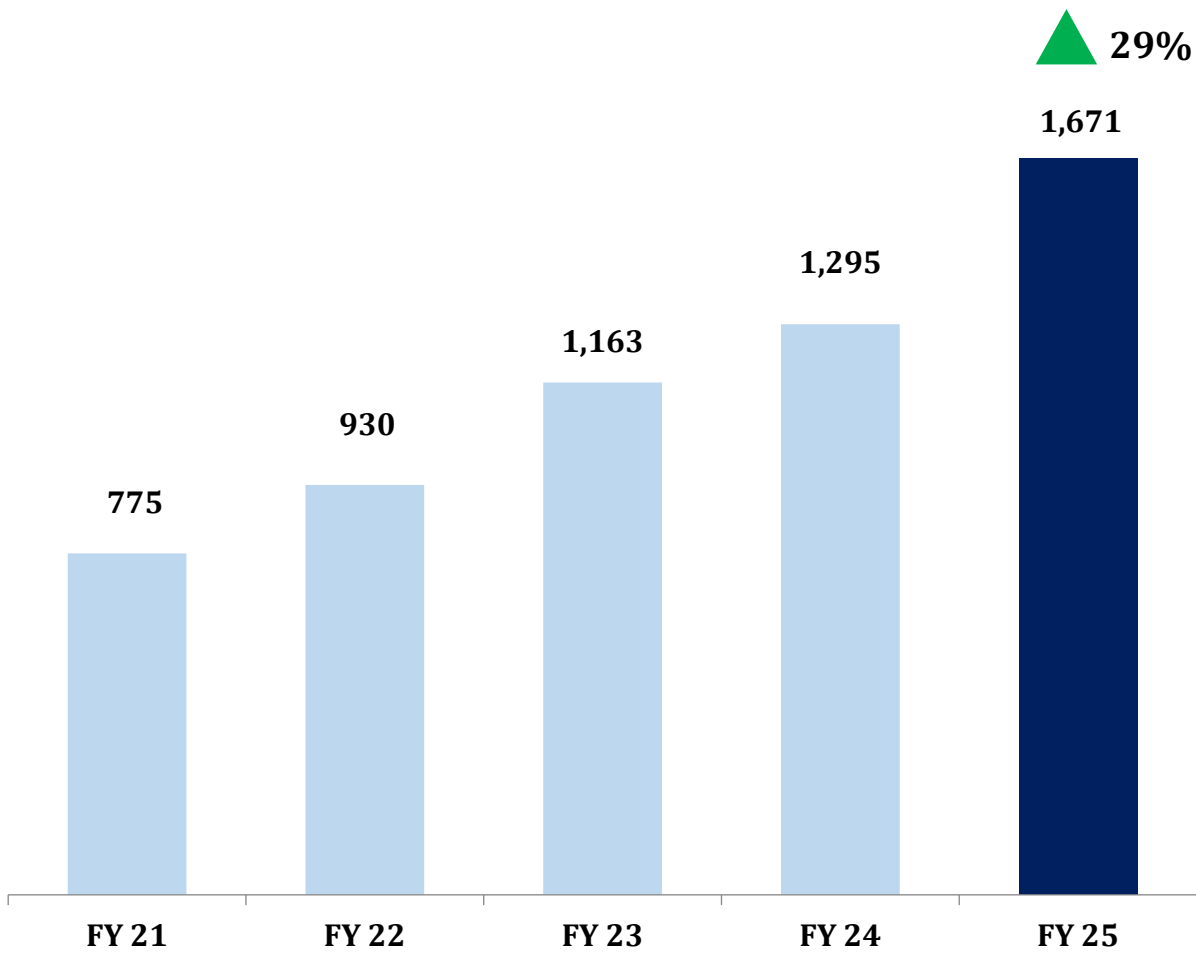
- In May-2024 the Company has signed a product supply agreement with Ferrero India Private Limited for distribution/re-sale of the sweet-packaged food products manufactured by them



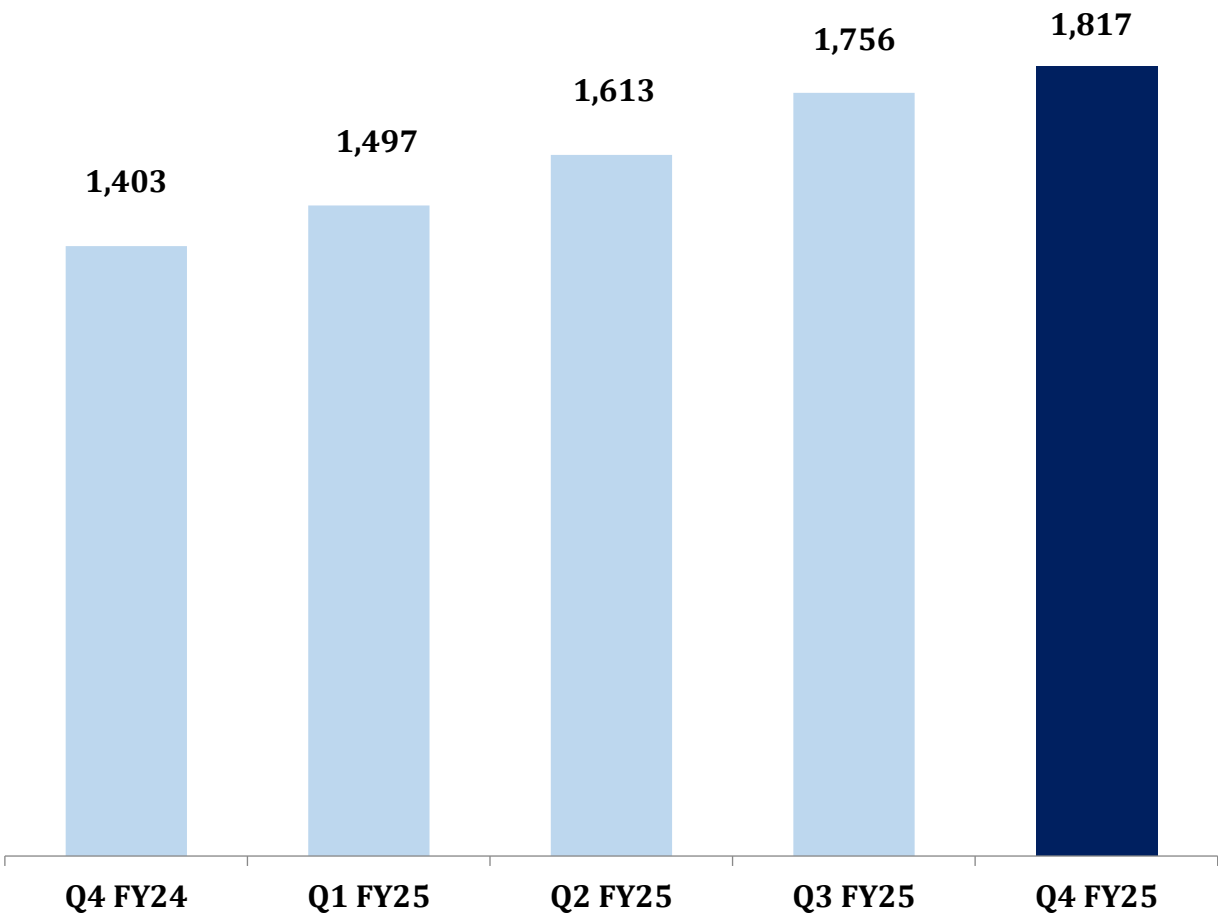
Gross Sales:
Rs. 23 crore

Cigarette Domestic Volume

Annual Volumes (million per month)



Quarterly Volumes (million per month)



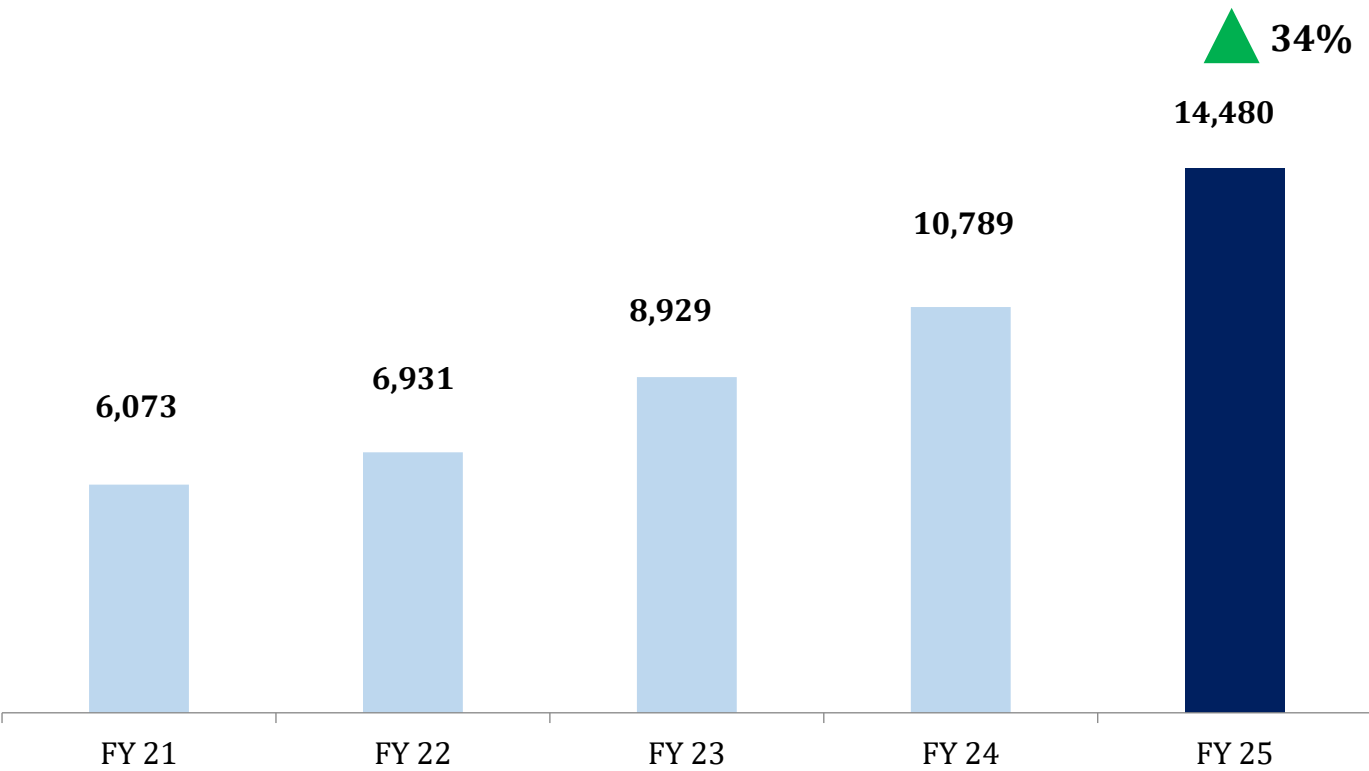


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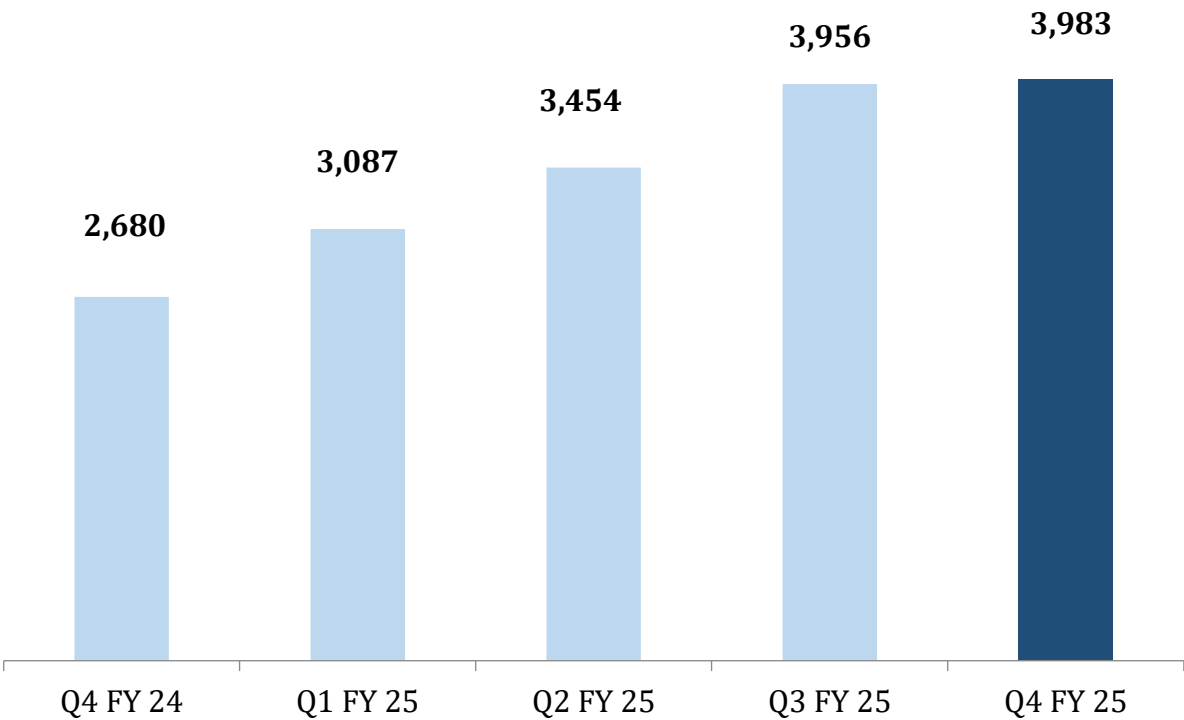
FY25 Financial Summary- Consolidated

Rs Crore		Q4 FY25	Y-o-Y%	Q4 FY24	Q3 FY25	Q-o-Q%	FY25	Y-o-Y%	FY24
1	Gross Sales Value	3983	48.6%	2680	3956		14480	34.2%	10789
2	Gross Revenue	1888		1107	1893		6767		4903
	Less- Excise duty	314		231	304		1156		885
	Net Revenue	1574	79.7%	876	1589	(0.9)%	5611	39.6%	4018
3	COGS	935	115.9%	433	956	(2.2)%	3253	49.8%	2171
4	Gross Profit	639	44.2%	443	633	0.9%	2358	27.7%	1847
	% to Sales	16.0%		16.5%	16.0%		16.3%		17.1%
5	Employee Benefits	124	47.6%	84	87	42.5%	410	32.3%	310
	% to Sales	3.1%		3.1%	2.2%		2.8%		2.9%
6	Other expenses (Net)	245	45.8%	168	185	32.4%	771	21.6%	634
	% to Sales	6.2%		6.3%	4.7%		5.3%		5.9%
7	EBITDA (Operating)	270	41.4%	191	361	(25.2)%	1177	30.3%	903
	% to Sales	6.8%		7.1%	9.1%		8.1%		8.4%
8	Net Profit Continuing Operations (after tax)	294	30.7%	225	317	(7.3)%	1153	24.4%	926
	% to Sales	7.4%		8.4%	8.0%		8.0%		8.6%
9	Loss from discontinued operation (after tax)	(14)		(10)	(1)		(81)		(42)
10	Net Profit for the period	280	29.9%	215	316	(11.5)%	1072	21.3%	884

Gross Sales Value –Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)



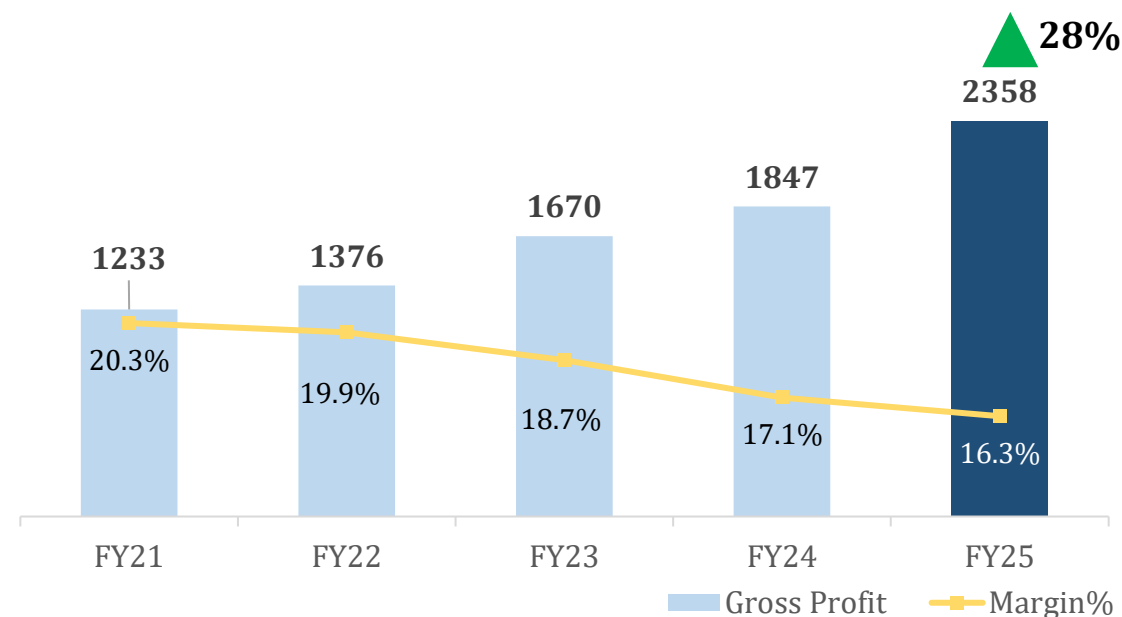
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period
- Gross sales figures represent our continuing operations. All prior years and quarters have been re-casted to reflect the same

Gross Profit and Net Profit

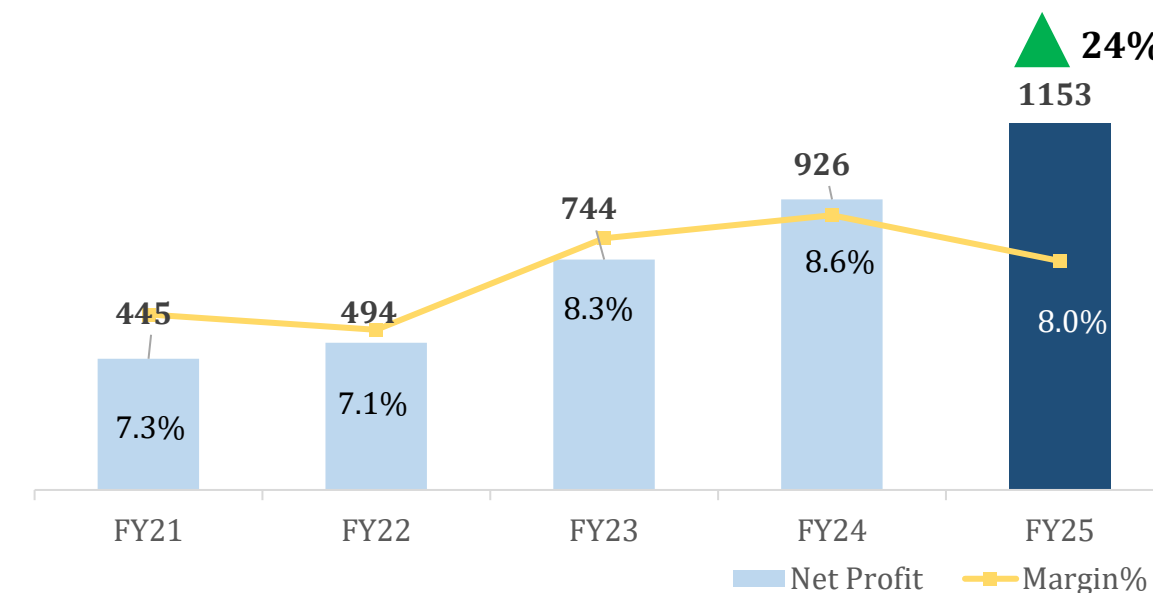


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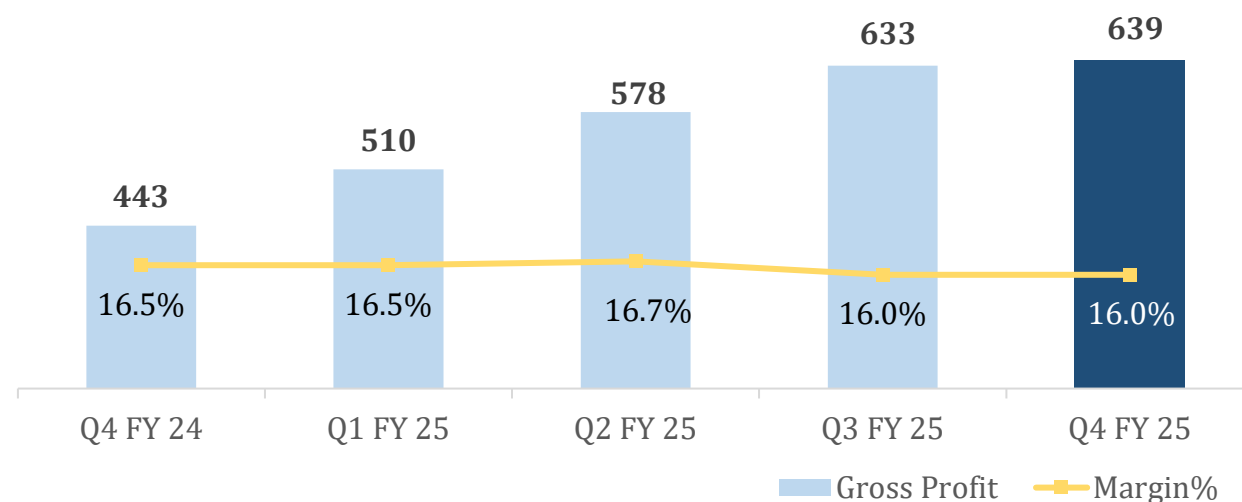
Gross Profit (Rs. Crore) & Margin (%) from continuing operations



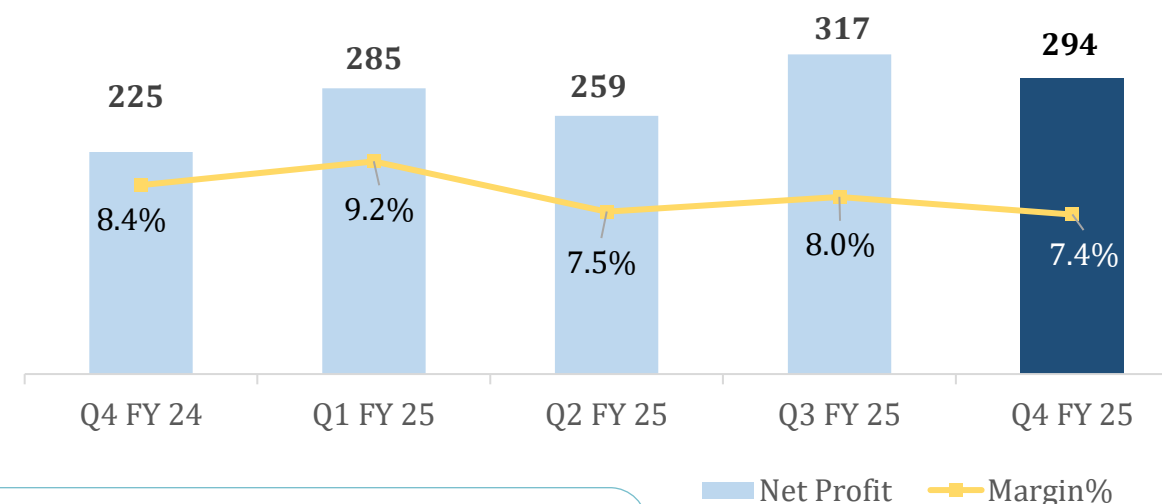
Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit (Rs. Crore) & Margin (%) from continuing operations



Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit & Net Profit figures reflect our continuing operations . All prior years and quarters have been re-casted to reflect the same

Focus on People as single largest priority; GPI as Great Place to Work – consistently for 7 years in a row



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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 Wellbeing

Workshops and interactions with employees to ensure physical and mental wellbeing

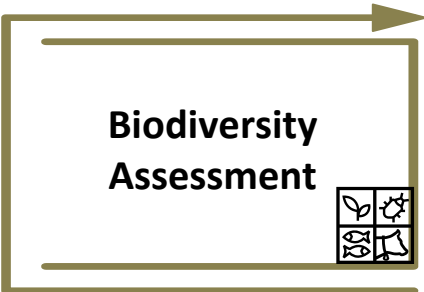


ESG is a critical component of the business model; external ratings in the second year jumped from 43 to 64

P
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2



- Assurance-ready GHG accounting to derive end to end carbon footprint (Scope 1, 2 & 3)



- Biodiversity assessment report on 3 manufacturing units



- Human rights risks assessment across offices, manufacturing units



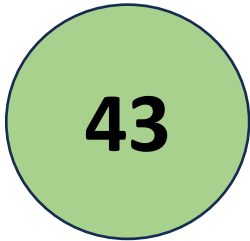
- Climate risks assessment and adaptation plan for complete value chain



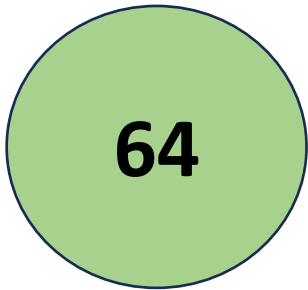
- Assessment framework to assess ESG risks for major supplier base



- BRSR
- Integrated Report (Assured)
- Dow Jones Sustainability Ratings



DJSI Rating
FY24

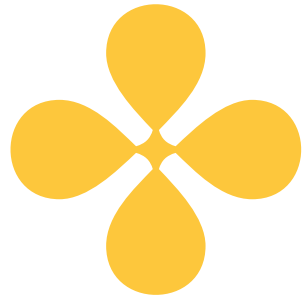


DJSI Rating
FY25

Corporate Social Responsibility (CSR): Committed to Responsible Growth



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INDIA LIMITED



At Godfrey Phillips India Ltd., we recognize that business sustainability goes hand in hand with social and environmental responsibility. As a company deeply connected to agriculture and trade, our focus remains on empowering communities, ensuring sustainable livelihoods, and contributing meaningfully to ecological balance.

This year, we strengthened our water conservation efforts, building new check-dams, repairing existing ones, and actively measuring water storage to assess impact. We also explored innovative ways to replenish groundwater near our manufacturing unit in Guldhar, Uttar Pradesh.

In tobacco-growing regions, we took steps to improve access to safe drinking water, mapping existing RO potable water plants in Andhra Pradesh to guide future installations. Simultaneously, we supported farmers with community sheds for storage and livestock, while driving large-scale awareness on sustainable agricultural practices.

Beyond agriculture, we extended our commitment to daily wage hawkers and traders, launching Swasth Pehal, a health screening initiative across four key cities. Our environmental stewardship continued with biodiversity parks and plantation sites, nurturing native species and preparing these green spaces for community ownership.

Every initiative we undertake is a step towards a more sustainable and responsible future. As we grow, we remain committed to making a tangible impact—for our people, our environment, and our shared tomorrow.



Biodiversity and Plantation

- Maintaining **3 biodiversity parks** and **green cover of 70,000 plants** spread over 300+ acres.

Water Conservation

- **11 new check-dams** taking our total to 47.
- Assessment of water conservation structures through **volumetric analysis of 33 check dams**.
- **Repair and upkeep of 30 check-dams** for optimum use.
- **Feasibility study** for building rainwater harvesting structures near our manufacturing unit in Guldhar.

Health Screening

- **Health screening of community of 1000+ daily traders and hawkers**, and their families on 100+ parameters in Delhi, Mumbai, Jammu and Ahmedabad under *Swasth Pehal* program.

Good Agricultural Practices

- Safeguarding crops with **103 new community sheds** taking our total to 318 safe spaces to store produce and livestock.

Assessing Need for Safe Drinking Water

- **Geotagging and assessing the status of all available RO water plants in 838 villages** of Andhra Pradesh to plan for safe drinking water sources.

Community Awareness

- Increasing awareness around planned initiatives and infrastructures.
- Supporting knowledge enhancement on **sustainable agriculture**.





Godfrey Phillips India Limited

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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
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