

## PRESS RELEASE

### Q3 FY 2026 results - Strong broad-based Performance; Double-digit profit growth

**Mumbai, January 23, 2026:** Godrej Consumer Products Limited (GCPL), a leading emerging markets FMCG company, today announced its financial results for the quarter ended December 31, 2025.

#### FINANCIAL OVERVIEW

##### Q3 FY 2026 FINANCIAL PERFORMANCE SUMMARY:

- Q3 FY 2026 consolidated sales grew by 9% in INR and 7% in constant currency terms year-on-year on the back of underlying volume growth of 7%,
  - Standalone business underlying volume grew by 9%, sales grew by 11% year-on-year
  - Indonesia underlying volume growth grew by mid-single-digit, sales de-grew by 3% in constant currency and INR terms, year-on-year
  - Africa, USA, and Middle East sales grew 19% in INR and 8% in constant currency terms, year-on-year
- Q3 FY 2026 consolidated EBITDA\* margins stood at 21.6%, growing 16% year-on-year.
- Q3 FY 2026 consolidated net profit grew by 14% year-on-year (without exceptional items and one-offs)

\*EBITDA incl. forex

## MANAGING DIRECTOR AND CEO'S COMMENTS

### **Commenting on the business performance, Sudhir Sitapati, Managing Director, and CEO, GCPL, said:**

Q3 FY26 has been a quarter of strong, broad-based performance for Godrej Consumer Products Limited, fully aligned with our expectations and strategic priorities. Our results demonstrate our belief in our Goodness Manifesto and the effectiveness of our focused execution across markets.

At a consolidated level, we delivered robust growth across all key financial metrics. Revenues grew 9% in INR terms, underpinned by a healthy 7% underlying volume growth. EBITDA expanded by 16%, with margins reaching 21.6%. Most notably, net profit before exceptionals and one-offs grew by an impressive 14%, underscoring the quality and sustainability of our earnings growth.

Our Standalone India business delivered excellent performance, driven by high single-digit underlying volume growth. EBITDA margins stood at a healthy 24.8%, supported by favourable input costs, disciplined cost management, calibrated pricing actions, and improved operating leverage.

Sales grew 11% with underlying volume growth of 9%, aided by a supportive base and robust in-market execution. In Home Care, we delivered 12% value growth, led by strong performance in Air Fresheners and Fabric Care, alongside continued market share gains in Household Insecticides, driven by our superior RNF-based formulations. We continue to expect similar share gains going forward. Personal Care witnessed a meaningful recovery, growing 7%, with soaps demonstrating a positive trajectory supported by improving affordability following the GST reduction and stable commodity prices. As guided earlier, margins have returned to normative levels, and we expect this trajectory to sustain through Q4 FY26.

I am pleased to confirm that our acquisition of Muuchstac was successfully completed on 10th November, with operations now fully live and performance on plan. This strategic addition strengthens our portfolio in the fast-growing men's facewash segment and positions us well to capture emerging opportunities in this space.

Our international portfolio demonstrated resilience amidst a mixed operating environment. In Indonesia, while pricing pressures persist, we are encouraged by early signs of stabilisation. The business delivered a stable underlying volume growth of 5%, led by Shampoo Hair Colour, and Baby Care, with market share gains across all key categories. Revenue was flattish adjusting for the one-off changes in distribution arrangement. Encouragingly, profitability improved by close to 100 bps over the same period last year. We expect recovery to start meaningfully from FY27 as market conditions normalise.

Our Africa, USA, and Middle East (GAUM) businesses delivered outstanding results, with sales growth of 19% in INR terms. EBITDA grew 18%, led by strong performance in Hair Fashion and Air Fresheners. The launch of Aer Pocket has resonated strongly with consumers across these markets, reinforcing our innovation-led growth strategy.

For the year, we remain confident of achieving high single-digit revenue growth at a consolidated level. Our India business is expected to deliver continued growth performance while holding normative EBITDA margins in the coming quarter. GAUM continues to perform well and deliver on its stated objectives of double-digit revenue and profit growth for the year. At a consolidated level, while temporary macroeconomic and pricing pressures in Indonesia and Latin America may moderate full-year EBITDA growth, we remain confident in a robust exit trajectory and sustained profitability momentum into FY27.

As our execution momentum builds, our unwavering focus on category development, cost discipline, and operational excellence continues to translate into improving performance. With strengthening demand trends, consistent portfolio actions, and a clear strategic roadmap, we are increasingly confident in our ability to deliver sustained, profitable growth and create long-term value for all stakeholders.

## **BUSINESS UPDATE - INDIA**

### **Performance Highlights**

- Q3 FY 2026 sales grew by 11% to ₹2,484 crore; UVG of 9%
- Q3 FY 2026 EBITDA grew by 22% to ₹616 crore

### **Category Review**

#### **Home Care**

Home Care grew by 12%

- In Household Insecticides, we have been winning in market through superior products. Electrics gaining market share and Incense Sticks continue to scale up and is the largest branded stick in the category. Non-mosquito portfolio delivers solid growth. Category impacted by severe winter conditions
- Air Fresheners continues robust growth momentum. Continue to gain market share and enjoy market leadership.
- Fabric Care maintained robust growth momentum. Continued to gain market share on the back of strong performance on Godrej Fab. Ezee demonstrated a robust performance supported by a severe winter.
- New Launch of Godrej Spic Toilet Cleaner in Tamil Nadu has witnessed strong initial consumer traction and gained positive feedback. Toilet Cleaners is a ~3K crore category in India, growing at robust double digit.

#### **Personal Care**

Personal Care grew by 7%

- Personal Wash showing positive trajectory led by improving affordability post GST reduction and continues to win competitively and gain market share. Commodity situation is largely stable.
- Hair Colour continues to deliver strong performance and gains market share across our key bets on both Crème and Shampoo Hair Colour. Both Crème and Shampoo Hair Colour continues strong growth performance.
- Perfumes & Deodorants maintain steady performance led by Perfumes. KS99 continues to perform well and is scaled up to other states of Southern India. New launch of women's perfumes in Modern trade and E-comm channel; aimed at driving penetration of fragrances and deodorants.
- Our acquisition of Muuchstac was successfully completed on 10th November, with operations now fully live and performance on plan

## **BUSINESS UPDATE - INDONESIA**

- Pricing pressures persist, we are encouraged by early signs of stabilization. Delivered 5% UVG led by Shampoo HC and Baby care. Sales declined by 3% (both Constant Currency and INR) due to competitive pricing pressure. EBITDA growth of 2% driven by strict cost discipline and controls. Expect operating conditions to improve from FY27

## **BUSINESS UPDATE - AFRICA, USA AND MIDDLE EAST**

- Strong growth led by Hair Fashion and scale up of Air Fresheners and profitability improvement continues
- Strong topline growth at 19%; EBITDA growth at 18%. Continuing strong performance in Hair Fashion across key markets
- Aer Pocket continues strong traction across markets. Hair Care range continued to deliver strong double-digit growth across Africa.

## ABOUT GODREJ CONSUMER PRODUCTS

Godrej Consumer Products is a leading emerging markets company, driven by the purpose of bringing the goodness of health and beauty to consumers in emerging markets. As part of the Godrej Industries Group, we are fortunate to have a proud legacy of over 125 years, built on the strong values of trust, integrity, and respect for others. At the same time, we are growing fast and have exciting, ambitious aspirations.

Today, we enjoy the patronage of 1.4 billion consumers globally. We rank among the largest Household Insecticide and Hair Care players in emerging markets. In Household Insecticides, we are the leader in India, the second largest player in Indonesia and are expanding our footprint in Africa. We are the leader in serving the Hair Care needs of women of African descent, the number one player in Hair Colour in India and Sub-Saharan Africa, and among the leading players in Latin America. We rank number two in Soaps in India and are the number one player in Air Fresheners and Wet Tissues in Indonesia.

We believe that we are only as good as what we do next. So, we strive to continuously improve how we do business, and how we live in the world, shaping a more sustainable and responsible future by placing our planet and people alongside profit. Through Godrej Good & Green, we are helping create a more inclusive and greener planet, in line with the United Nation's Sustainable Development Goals, and the needs of local communities. At the Godrej DEI (Diversity, Equity, Inclusion) Lab, we work on empowering inclusion, help build DEI ecosystems across corporate India and aim to bring ideas and innovation related to DEI to the mainstream.

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