Godrej | INDUSTRIES

LEVERAGING GROWTH CREATING VALUE

ANNUAL REPORT
2012-2013

LEVERAGING GROWTH
CREATING VALUE

The graph element on the T signifies growth and the open arrow showcases growth for the current year as well as the fact that we are continuously growing without any barriers which is signified by the open arrow. Whilst we are growing, we are in the the process creating value for all concerned, i.e., shareholders, consumers and employees.

The three colours in the E of Value is synonymous with our brand colours and signifies growth harmony with nature and renewed life (green), big ideas, innovative thinking & technology (blue), and passion, indulgence and dynamism (red).

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K.M. Elavia

N.D. Forbes

S.A. Ahmadullah

V.M. Crishna

T.A. Dubash

J.N. Godrej

A.B. Godrej

N.B. Godrej

A.B. Choudhury

K.N. Petigara

N.S. Nabar

K.K. Dastur

Board of Directors

A. B. Godrej	Chairman
J. N. Godrej	
N. B. Godrej	Managing Director
S. A. Ahmadullah	
J. S. Bilimoria	*(Passed away on May 3, 2013)*
A. B. Choudhury	
V. M. Crishna	
K. K. Dastur	
K. M. Elavia	*(Appointed w.e.f. May 28, 2013)*
N. D. Forbes	
K. N. Petigara	
F. P. Sarkari	*(Resigned w.e.f. June 1, 2012)*
T. A. Dubash	Executive Director & Chief Brand Officer
M. Eipe	Executive Director & President (Chemicals) *(Superannuated on April 30, 2013)*
N. S. Nabar	Executive Director & President (Chemicals) *(Appointed w.e.f. May 1, 2013)*

Corporate Information

AUDITORS	:	Kalyaniwalla & Mistry, Chartered Accountants
BOARD COMMITTEES		
Audit Committee	:	K. K. Dastur *(Chairman)* S. A. Ahmadullah K. N. Petigara A. B. Choudhury
Compensation Committee	:	S. A. Ahmadullah *(Chairman)* A. B. Choudhury K. N. Petigara N. B. Godrej
Shareholders Committee	:	A. B. Godrej *(Chairman)* N. B. Godrej T. A. Dubash N. S. Nabar
Management Committee	:	A. B. Godrej *(Chairman)* N. B. Godrej T. A. Dubash N. S. Nabar
CHIEF FINANCIAL OFFICER	:	Clement Pinto
COMPANY SECRETARY	:	K. R. Rajput
REGISTRARS & TRANSFER AGENT	:	Computech Sharecap Ltd. 147, Mahatma Gandhi Road, Opp. Jehangir Art Gallery, Fort, Mumbai 400 001. Phone: 022 - 2263 5000 to 2263 5002 Fax: 022 - 2263 5001 e-Mail: helpdesk@computechsharecap.com
REGISTERED OFFICE	:	Pirojshanagar, Eastern Express Highway, Vikhroli (East), Mumbai 400 079. Phone: 022-2518 8010, 2518 8020, 2518 8030 Fax: 022-2518 8066 website: www.godrejinds.com
FACTORIES		
Vikhroli	:	Pirojshanagar, Eastern Express Highway, Vikhroli (East), Mumbai 400 079. Phone: 022-2518 8010, 2518 8020, 2518 8030 Fax: 022-2518 8066, 2518 8064
Valia (DTA & EOU)	:	Burjorjinagar, Plot No. 3, Village Kanerao, Taluka - Valia, District Bharuch, Gujarat 393 135. Phone: 02643 - 270756 to 270760 Fax: 02643 – 270018

Wadala	:	L.M. Nadkarni Marg, Near M.P.T. Hospital, Wadala (East), Mumbai 400 037. Phone: 022 - 2415 4816, 2414 8770 Fax: 022 - 2414 6204

BRANCHES

Delhi	:	4th Floor, Delite Theatre Building, 4/1, Asaf Ali Road, New Delhi 110 002. Phone: 011 - 2326 1066 Fax: 011 - 2326 1088
Kolkata	:	Block GN, Sector - V, Salt Lake City, Kolkata 700 091. Phone: 033 - 2357 3555 Fax: 033 - 2357 3945
London	:	Block B, 2nd Floor, 284A, Chase Road, Southgate, London N14 - 6HF, U.K. Phone: (004420) - 88860145 Fax: (004420) - 88869424
BANKERS	:	Central Bank of India State Bank of India Bank of India HDFC Bank Ltd. Citibank N.A. HSBC Ltd. DBS Bank Ltd. IDBI Bank Ltd. Kotak Mahindra Bank Ltd.

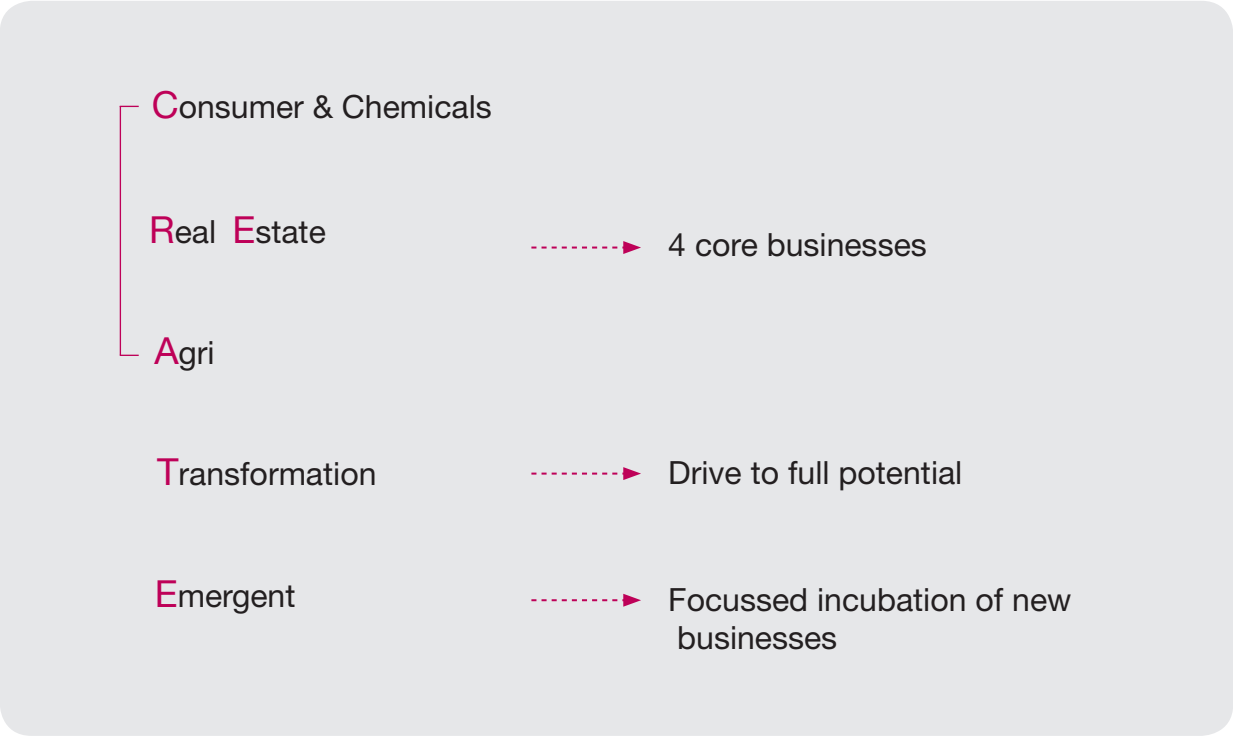
Chairman's Statement

Chairman's Statement

Dear Shareholders,

I am very pleased to share with you the events, developments and the progress that your Company has made during the financial year ended March 2013. The overall performance of your Company has been good despite several challenges on the economic front, both globally and in India. The year gone by is representative of the value Godrej Industries continues to create for all stakeholders as a result of its diversified presence across key segments of economic activity in the country.

As a conglomerate with diverse business interests, growth at the consolidated level is pursued through competitively growing our core businesses, building an environment to achieve transformation while also nurturing and investing in emergent businesses of the future. The essence of our business strategy is captured in our approach called CREATE which stands for:



I would like to summarize the year for each dimension of our CREATE strategy:

C – Consumer and Chemicals
Consumer (GCPL)

FY2013 proved to be another year of good performance in both the domestic and international operations of Godrej Consumer Products. We continue to be the market leaders in household insecticides and hair colour in India and have the number two position in soaps. The integration of our overseas acquisitions has gone well and overall our international businesses have had a year of good results.

A major focus area for us this year was to accelerate our innovations and to back our new products with strong marketing investments. We have had a number of successful launches in both the domestic and international business and believe that these launches will further enhance our competitiveness, improve the equity of our brands and drive both penetration and consumption.

In order to continue to deliver healthy performance and create value year after year, we will be focused on six strategic pillars of growth, viz, leading in our core categories, growing our international businesses in line with our 3 by 3 strategy, driving innovation and renovation, creating a future ready sales system, building a best in class supply chain, and fostering an agile, professional and high performance culture. We are confident that GCPL's pace of growth will continue on its strong path as we derive benefits from the strategic foundation we have put in place.