

**ANNUAL REPORT**  
2013-2014

## CREATE

In order to achieve our planned trajectory of growth as per our 2020 Vision, we have articulated a more cohesive direction for the Godrej Group. Our approach is called CREATE, which represents both the focused set of businesses that we participate in, along with some of the key imperatives that we are pursuing across the Group. CREATE stands for:

- C** – Consumer and Chemicals
- RE** – Real Estate
- A** – Agri Business
- T** – Transformation
- E** – Emergent Businesses

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K.M.  
Elavia

S.A.  
Ahmadullah

T.A. Dubash

A.B. Godrej

A.B.  
Choudhury

N.S. Nabar

N.D. Forbes

V.M. Crishna

J.N. Godrej

N.B. Godrej

K.N.  
Petigara

K.K.  
Dastur

# Board of Directors

A. B. Godrej	Chairman
J. N. Godrej	
N. B. Godrej	Managing Director
S. A. Ahmadullah	
A. B. Choudhury	
V. M. Crishna	
K. K. Dastur	
K. M. Elavia	
N. D. Forbes	
K. N. Petigara	
T. A. Dubash	Executive Director & Chief Brand Officer
N. S. Nabar	Executive Director & President (Chemicals)

# CORPORATE INFORMATION

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**AUDITORS** : Kalyaniwalla & Mistry, Chartered Accountants

**BOARD COMMITTEES**

Audit Committee : K. K. Dastur (Chairman)  
S. A. Ahmadullah  
K. N. Petigara  
A. B. Choudhury

Nomination &  
Compensation Committee : S. A. Ahmadullah (Chairman)  
A. B. Choudhury  
K. N. Petigara  
N. B. Godrej

Stakeholders Relationship/  
Shareholders Committee : A. B. Godrej (Chairman)  
N. B. Godrej  
T. A. Dubash  
N. S. Nabar

Corporate Social  
Responsibility Committee: : N. B. Godrej (Chairman)  
T. A. Dubash  
K. N. Petigara  
A. B. Choudhury

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**

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

Ambernath

: Plot No.N-73, Additional Ambernath  
Industrial Area, Anand Nagar, Village Jambivali,  
Taluka Ambernath (East), District Thane,  
Maharashtra. Pin - 421 506  
Phone: 0251 - 2624000

## **BRANCHES**

Delhi

: 6th floor, Hanslaya Bldg,  
15, Barakhamba Road, New Delhi 110 002.  
Phone: 011 - 2332 34860

Kolkata

: Block GN, Sector - V,  
Salt Lake City, Kolkata 700 091.  
Phone: 033 - 2357 3555  
Fax: 033 - 2357 3945

London

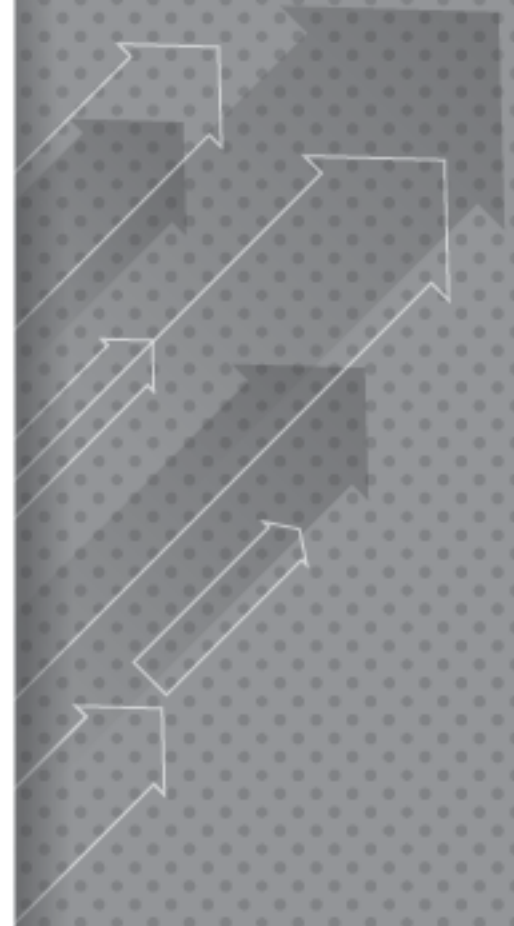
: Block B, 2nd Floor,  
284A, Chase Road, Southgate,  
London N14 - 6HF., UK.  
Phone: (004420) - 88860145  
Fax: (004420) - 88869424

## **BANKERS**

: Central Bank of India  
State Bank of India  
Bank of India  
HDFC Bank Ltd.  
Citibank N.A.  
HSBC Ltd.  
DBS Bank Ltd.  
Kotak Mahindra Bank Ltd.



# CHAIRMAN'S STATEMENT





# Chairman's Statement

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Dear Shareholders,

I am delighted to share with you the events, developments and the progress by Godrej Industries Limited during the course of 2013-14. In a challenging macro-economic environment, your Company continued to do well in most of its core businesses. This is a reflection of the diverse and resilient business model that your Company has created which not only captures a diverse range of businesses in some of the key growth sectors of the economy but also enables sustained performance through various business cycles.

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





I would like to summarize the year at GIL for each dimension of your Company's CREATE strategy:

### **C – Consumer and Chemicals** **Consumer (GCPL)**

Godrej Consumer Products Limited, in 2013-14, has been able to consistently improve its positioning and market share. In a challenging macroeconomic environment, GCPL prudently managed the business and launched several excellence initiatives to further enhance the operational performance. This has enabled GCPL to report yet another year of healthy results in both, the domestic and international operations.

The response to GCPL's innovations has been very encouraging and the performance is significantly ahead of plans. The innovation pipeline remains strong which gives the confidence of building a stronger brand presence across the board. GCPL will continue investing judiciously for the longer term to improve its position, create sustainable competitive advantages and emerge stronger than ever before. Continuous focus on innovation, prudent cost management, delivering in core categories, and stimulating growth in the key geographies will hold GCPL in good stead for future progress. I am pleased to share that GCPL was ranked 31st globally in Forbes World's 100 most innovative growth Company's list and was the highest ranked amongst Indian Companies in that list. We will at the same time focus on intensifying efforts in enhancing the distribution network and improving productivity through technology.

GCPL maintains focus on the 3x3 strategy as it believes that the opportunities across all its geographies and categories are immense. With the strategic foundation in place, your Company is confident of sustaining GCPL's growth going forward.

### **Chemicals**

The Chemicals business was impacted by the macro-economic situation and had a difficult year. I am pleased to share that the new oleo-chemicals facility at Ambernath has commenced operations in the last quarter of the fiscal year 2013-14. We expect the additional capacities to augment overall efficiencies and enable us to deliver healthy performance in the years to come.

I would like to take this opportunity to share with you that your Company's Chemicals business won the CII Environmental Best Practices Award 2013 for Innovation for the Valla factory's Effluent Treatment Plant sludge reduction project. The award recognizes best innovative environmental projects and facilitates information sharing to enhance environmental performance and operational efficiency. This initiative ties in directly with your Company's greener India goal of having zero waste to landfill.

### **R E – Real Estate (GPL)**

The real estate subsidiary of your Company, Godrej Properties Limited delivered healthy financial results in a challenging environment reporting a growth of 20% in revenues, 21% in EBITDA and 15% in Net Profit in 2013-14. This performance demonstrates GPL's ability to maintain growth in difficult market conditions and underlines the effectiveness of our resilient and differentiated business model and strong execution.

During the year, GPL signed 8 new projects adding 13 million sq. ft. of saleable area to its portfolio. The new projects are located in Mumbai, the National Capital Region, Pune, Bengaluru and Chennai. The projects