



Press Release

Godfrey Phillips India Limited net profit up to INR 340 Cr in YTD Dec FY'20

New Delhi, February 07, 2020: Godfrey Phillips India Ltd. today reported its result for the third quarter for FY2019-20. The Board of Directors of the Company met today to discuss the performance and shared the copy of the Statement of Unaudited Standalone and Consolidated Financial Results for the quarter ended on 31st, December 2019.

The Company's **President & Managing Director, Dr. Bina Modi**, said, *"The Company has performed well despite sectoral challenges during the quarter. We have successfully gained market share and strengthened our position throughout this financial year. I am happy to report a **YTD volume growth of 13 % in the domestic market**. The International Division registered a remarkable **value growth of 34% in exports**. The performance is reflective of our commitment towards building value for all our shareholders. We, at Godfrey Phillips India Ltd. have done a phenomenal job in steering the Company towards a growth path. We are on a mission to maximize value for all our stakeholders in a transparent manner. Mr. KK Modi had embarked on this journey and we will continue to build on his legacy."*

CEO, Mr. Bhisam Wadhwa said, *"We reported a **profit before tax of INR 450 Cr** for the nine months ended on 31st Dec, 2019 which is, approx Rs 140 Cr more than corresponding period last year. Q3 FY 2019-20 has been good with robust growth, and I am very optimistic about the future that lies ahead of us. The volume growth has increased significantly due to strong performance from new product launches and new markets. We will continue to leverage the premium market with Marlboro. The other growth avenues for us in the coming year will be exports and retail."*

About Godfrey Phillips India

Godfrey Phillips India, a flagship company of Modi Enterprises, is one of the largest FMCG companies in the country with iconic brands like Four Square, Red & White, and Cavanders to its name. The Company also has an exclusive sourcing and supply agreement with Philip Morris International to manufacture and distribute Marlboro brand in India.

With a turnover of Rs 6200 cr FY2018-19, Godfrey Phillips India has expanded its product portfolio to chewing products, mouth freshener, confectionery and retail with renowned brands like Pan Vilas, Funda Goli and Twenty Four Seven. Its International Business Division successfully exports and markets its own brands and cut tobacco, along with product support, professional expertise and tailor-made services to leading global companies in the industry. Company's strength lies in its state-of-the-art manufacturing facilities, process driven mindset and extensive pan India distribution network comprising of over 800 exclusive distributors, a 6000-plus strong secondary sales team, and 800,000 retail outlets. At Godfrey Phillips India, envisioning a mutually beneficial coexistence is an integral part of all growth activities. The CSR programs of Godfrey Phillips India focus on creating sustainable development and livelihood for communities not only linked to tobacco industry, but also in the areas the business exist and operates in. The award winning program for the marginalized workers & farmers aims at improving earning capacity, working and living conditions. For more information please log on to www.godfreyphillips.com