

July 29, 2024

## Godrej Consumer Products Limited: Ratings reaffirmed

### Summary of rating action

Instrument*	Previous Rated Amount (Rs. crore)	Current Rated Amount (Rs. crore)	Rating Action
Long-term/ Short-term - Fund-based/ Non-fund Based Facilities	800.00	800.00	[ICRA]AAA (Stable)/ [ICRA]A1+; reaffirmed
Commercial Paper Programme	3,000.00	3,000.00	[ICRA]A1+; reaffirmed
<b>Total</b>	<b>3,800.00</b>	<b>3,800.00</b>	

\*Instrument details are provided in Annexure-1

### Rationale

The ratings reaffirmation continues to favourably factor in the established position of Godrej Consumer Products Limited (GCPL) in the domestic and international (Asia, Africa and Latin America) fast-moving consumer goods (FMCG) markets and its diversified product portfolio spanning the core categories of personal care (including hair care) and home care. ICRA notes that GCPL has largely reported healthy growth across major segments, driven by its diversified product offerings and growing brand awareness among its key consuming markets. ICRA expects GCPL to continue to leverage its strong brands and market leadership position across different segments/ geographies to drive sustained growth in revenues and accruals. Despite increase in debt levels in the current fiscal due to the acquisition of the FMCG business of Raymond Consumer Care Limited (RCCL), ICRA expects it to continue to maintain a strong financial risk profile, given its low gearing levels, strong liquidity and healthy cash accruals from operations.

As per the data shared by the company in its annual report and presentations, GCPL's brands such as Goodknight and Hit in household insecticides (HI), Godrej Expert in the hair colouring and Cinthol and Godrej No 1 in the personal care segments, enjoy leading positions in the domestic market. Additionally, the acquisition from RCCL would strengthen its presence in the growing deodorants and sexual wellness categories, where the acquired brands of Park Avenue and Kamasutra enjoy established market positions. Similarly, in international markets, its brands like Darling in the dry hair care segment across Africa, as well as Mitu in the wet wipes, and Stella in the air fresheners section in Indonesia, enjoy established market positions. ICRA draws comfort from the fact that GCPL has a consistent track record of introducing new products to cater to shifting consumer preferences. Going forward, its revenue growth is expected to be driven by stable demand and introduction of new products across geographies. The ratings also consider the financial flexibility enjoyed by GCPL for being a part of the Godrej Group.

ICRA notes the intense competition across GCPL's product categories, spanning domestic as well as international markets. While GCPL's presence across multiple geographies in Asia, Africa, North America and Latin America helped geographical as well as product portfolio diversification, it exposes its revenues and profitability to the enhanced geopolitical, regulatory and currency risks prevalent in the regions. Additionally, the company's profitability remains vulnerable to fluctuations in raw material prices. This was visible in the recent past, when disproportionate rise in raw material prices, given the linkage to crude oil (for detergents and packaging) and palm oil (for personal care), resulted in GCPL's operating profit margin (OPM) declining to 19.2% in FY2023 from 20.4% in FY2022, before recovering to 21.9% in FY2024 as the inflationary pressure eased. Nonetheless, going forward, ICRA expects the OPM to stabilise because of calibrated price hikes, rationalisation of product lines and cost control measures being undertaken by the management.

The Stable outlook reflects ICRA's expectation that GCPL will continue to benefit from its established position in the domestic as well as international FMCG markets, resulting in healthy cash accruals, strong debt protection metrics and a comfortable capital structure.

## Key rating drivers and their description

### Credit strengths

**Established position in the domestic and international FMCG markets, supported by strong brands** – As per the data shared by the company in its annual reports and presentations, GCPL's brands enjoy a market leading position in the domestic HI market (Goodknight and Hit) and hair colours (Godrej Expert), and is the second largest player in the domestic air freshener (Aer) and soaps (Godrej No 1, Cinthol) markets. Additionally, in the current fiscal, it has acquired the FMCG business of RCCL, comprising Park Avenue and Kamasutra brands, which enjoy strong brand recall in the domestic deodorant and sexual wellness categories. Besides, it enjoys market leading positions in various categories such as HI (Hit), air fresheners (Stella) and wet wipes (Mitu) categories in Indonesia and ethnic hair care and hair extensions/ dry hair care (Darling) markets in Sub-Saharan Africa. Supported by its portfolio of strong brands, constant innovations and brand repositioning, GCPL maintains a strong competitive position in these key product categories and geographies, and enjoys the benefits of pricing power and economies of scale, among others.

**Diversified product categories and geographies** – GCPL's inorganic expansion over the past decade across Asia, Africa, the US and Latin America has resulted in a diversified revenue profile, with its international operations driving ~40% of its consolidated revenues in FY2024. Such expansion has also helped GCPL in deriving synergies in terms of product cross pollination and a stronger distribution network, besides diversifying its product portfolio and geographical reach. At the consolidated level, GCPL derived 39% of its FY2024 revenues from the home care segment and 60% from the personal care segment, illustrating a diversified segmental presence. A diversified product profile and geographical presence help GCPL limit the vulnerability of its scale and margins to any adverse development in a particular segment or geography.

**Healthy financial profile, coverage metrics remain comfortable despite increase in debt** – At the consolidated level, GCPL had a total debt of Rs. 3,222.2 crore and Rs. 1,129.6 crore (including lease liability of Rs. 67.6 crore and Rs. 95.6 crore) as on March 31, 2024, and March 31, 2023, respectively. Its total debt/OPBDITA stood at 1.0 times in FY2024, against 0.4 times in FY2023. The company reported negative PAT in FY2024 due to the extraordinary losses pertaining to the restructuring done in the Africa business. However, the company continue to report healthy cash and liquid investments. The interest coverage of 7.1 times in FY2024 (8.6 times in FY2023) also remains healthy. Overall, GCPL's credit profile is expected to remain robust, going forward as well, despite the large acquisition and short-term impact on net debt, given its strong credit profile, financial flexibility and healthy cash accruals from the operations.

### Credit challenges

**Intense competition in the FMCG industry; profitability exposed to fluctuations in input prices** – While GCPL enjoys market leading positions in the domestic HI, soaps, and hair colour categories, as well as in the ethnic hair colour and hair extension segments in Sub-Saharan Africa, it faces intense competition from existing players as well as new entrants. Nonetheless, GCPL's strong brand equity in these segments, its innovative product offerings and marketing efforts are expected to help it successfully counter the competitive pressure. GCPL's revenues and OPM remain susceptible to the seasonality risk, especially in the HI segment, as well as to raw material price fluctuation risks in the home and personal care segments where raw materials are crude oil and palm oil derivatives, respectively. This was visible in FY2022 and FY2023, when the OPM declined to 20.4% and 19.2%, respectively, from 22.3% in FY2021. However, the same improved to 21.9% in FY2024 due to softening in commodity prices. Going forward, the ability of the company to pass on such rise in raw material prices as per the product offering and market share, will remain a key monitorable.

**Several acquisitions undertaken in rapid succession in the past indicate risk appetite of the management** – GCPL's inorganic growth through acquisitions in rapid succession indicates the risk appetite of the management, thereby subjecting the consolidated entity to enhanced political, regulatory and currency risks. Nonetheless, the geographical and category

diversification thus achieved, mitigate these risks to some extent. ICRA will continue to evaluate the impact of further inorganic expansions, if any, on a case-to-case basis.

**Exposed to fluctuations in foreign exchange** – GCPL is inherently exposed to the currency movement risk owing to its overseas operations, imports and exports. Any adverse movement in the currency rates could impact its profitability. However, it has a formal hedging policy to safeguard its forex exposure, which mitigates the risk to an extent.

## Environment and Social Risks

**Environmental considerations:** FMCG companies remain exposed to the impact of changes in environmental norms with respect to treatment of manufacturing residual discharge/waste. Accordingly, companies could face operational disruptions if regulatory norms are not complied with. In line with GCPL's vision for FY2025, which is to lead in sustainability action, there has been significant reduction in energy and water consumption in its Indian operations in recent years.

**Social considerations:** On the social dimension, the FMCG sector has a prominent dependence on human capital, in terms of direct and indirect employees as well as contractual labour. Being in the manufacturing business, maintaining healthy employee relations and retaining talent by an issuer as well as the supplier ecosystem is essential for disruption-free operations. Accordingly, the company tries to provide a thriving workplace to its employees and invest in their learning and development.

## Liquidity position: Strong

GCPL's liquidity position is strong, supported by cash and deposits of Rs. 796.8 crore and total investments of Rs. 3,234.8 crore as on March 31, 2024 (on a consolidated basis). It has fund-based bank limits of Rs. 127 crore in the domestic market, which have been sparingly utilised. The company has unsecured fund-based limits of Rs. 127 crore in India and unsecured fund-based limits of \$200-250 million (~Rs. 2,000 crore) overseas, of which ~\$150 million has been utilised. These are all unsecured limits, which do not require drawing power. GCPL's free cash flows are likely to remain robust as its business is expected to record a stable growth in the medium term, along with its stable margins and working capital intensity. Additionally, as on March 31, 2024, the company did not have long-term debt (excluding lease liability) in its books. ICRA estimates that GCPL's liquidity position would continue to remain strong in the medium term. However, unusually large dividend outflows and/or significant debt-funded acquisitions may impact GCPL's liquidity position, and will, thus, remain key monitorables.

## Rating sensitivities

**Positive factors** – Not applicable.

**Negative factors** – Downward pressure on the rating could emerge if GCPL's profitability and cash accruals weaken on a sustained basis because of any elevated competitive pressures or adverse demand conditions. The rating could also be downgraded if any large capex or inorganic expansion, or any considerable decline in profitability results in significant weakening in the credit metrics with Net debt/ OPBDITA weakening to above 0.75 time on a sustained basis.

## Analytical approach

Analytical Approach	Comments
Applicable Rating Methodologies	<a href="#">Corporate Credit Rating Methodology</a> <a href="#">Rating Methodology for Fast Moving Consumer Goods Industry</a>
Parent/Group Support	Not applicable
Consolidation/Standalone	The rating is based on the company's consolidated financial profile. The company's subsidiaries and step-down subsidiaries are all enlisted in Annexure-II.

## About the company

GCPL, a listed entity, is a part of the Godrej Group of Companies, which was formed out of a de-merger of the consumer products division of the erstwhile Godrej Soaps Limited in April 2001. Although GCPL was established in its current form in 2001, it has been operating for almost 100 years, as Godrej Soaps, in the personal care segment.

GCPL's standalone business includes household insecticides, toilet soaps, hair colours, toiletries, home and car air fresheners and liquid detergents. The company is a market leader in the household insecticide and hair colour categories, and the second largest player in the air care and soaps category in the domestic market. GCPL's manufacturing plants are located in Assam, Goa, Himachal Pradesh, Jammu & Kashmir, Madhya Pradesh, Meghalaya, Puducherry, Sikkim and Tamil Nadu in India and also at various overseas locations including Indonesia, South Africa, Kenya, Mozambique, Nigeria, Ghana, Argentina and Chile, through its subsidiaries. Over the years, its capacity expansions were undertaken in regions where it could avail fiscal benefits extended by the Government, thereby improving its profitability. Over the last decade, GCPL has undertaken several overseas acquisitions to expand its presence in key emerging markets outside India, with focus on Asia, Africa and Latin America. These acquisitions give GCPL access to well-established international brands and the distribution and marketing networks of its subsidiaries. In FY2024, it also acquired the FMCG business of Raymond Consumer Care Limited to strengthen its presence in the deodorant and sexual wellness categories in the domestic market.

## Key financial indicators (audited)

GCPL- Consolidated (Amount in Rs. crore)	FY2022	FY2023	FY2024
Operating Income (Rs. crore)	1,2276.5	13,316.0	14,096.1
PAT (Rs. crore)	1,783.1	1,702.5	-560.6*
OPBDIT/OI (%)	20.4%	19.2%	21.9%
PAT/OI (%)	14.5%	12.8%	-4.0%*
Total Outside Liabilities/Tangible Net Worth (times)	0.3	0.2	0.4
Total Debt/OPBDIT (times)	0.7	0.4	1.0
Interest Coverage (times)	11.4	8.6	7.1

PAT: Profit after Tax; OPBDIT: Operating Profit before Depreciation, Interest, Taxes and Amortisation; NA: Not Available; PAT before exceptional items is Rs. 1,916.3 crore and PAT/OI (%) is 13.6%

**Status of non-cooperation with previous CRA: Not applicable**

**Any other information: None**

## Rating history for past three years

Current Rating (FY2025)											Chronology of Rating History for the past 3 years				
Instrument		Type	Amount Rated (Rs. crore)	Date & Rating in FY2025		Date & Rating in FY2024			Date & Rating in FY2023	Date & Rating in FY2022					
				29-Jul-24	10-May-24	07-Jul-23	04-May-23	26-Apr-23	29-Jun-22	28-Jun-21					
1	Fund-based / Non-fund Based Facilities	Long-term/ Short-term	800.00	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+	[ICRA]AAA (Stable)/ [ICRA]A1+					
2	Commercial Paper Programme	Short-term	3,000.00	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+	[ICRA]A1+					

Source: Company

## Complexity level of the rated instruments

Instrument	Complexity Indicator
Fund-based / Non-fund Based Facilities	Simple
Commercial Paper	Very Simple

The Complexity Indicator refers to the ease with which the returns associated with the rated instrument could be estimated. It does not indicate the risk related to the timely payments on the instrument, which is rather indicated by the instrument's credit rating. It also does not indicate the complexity associated with analysing an entity's financial, business, industry risks or complexity related to the structural, transactional, or legal aspects. Details on the complexity levels of the instruments, are available on ICRA's website: [Click Here](#)

**Annexure-1: Instrument details**

ISIN	Instrument Name	Date of Issuance	Coupon Rate	Maturity	Amount Rated (Rs. Crore)	Current Rating and Outlook
NA	Long-term / Short-term, Fund-based / Non-fund Based Facilities	NA	NA	NA	800.0	[ICRA]AAA (Stable)/ [ICRA]A1+
INE102D14989	Commercial Paper	May 2024	7.30%	August 2024	550.0	[ICRA]A1+
INE102D14997	Commercial Paper	June 2024	7.19%	September 2024	550.0	[ICRA]A1+
INE102D14AA3	Commercial Paper	June 2024	7.16%	September 2024	300.0	[ICRA]A1+
INE102D14AB1	Commercial Paper	June 2024	7.13%	September 2024	375.0	[ICRA]A1+
INE102D14AC9	Commercial Paper	July 2024	7.15%	October 2024	450.0	[ICRA]A1+
NA*	Commercial Paper	NA	NA	NA	775.0	[ICRA]A1+

Source: Company; \*not yet placed

**Annexure-2: List of entities considered for consolidated analysis**

Company Name	Ownership	Consolidation approach
Godrej Consumer Care Limited (w.e.f. January 4, 2022)	100%	Full Consolidation
Godrej Consumer Supplies Ltd (w.e.f. 15 <sup>th</sup> December, 2023)	100%	Full Consolidation
Godrej Consumer Products Limited Employees' Stock Option Trust	100%	Full Consolidation
Godrej Household Products (Lanka) Pvt. Ltd.	100%	Full Consolidation
Godrej South Africa Proprietary Ltd	100%	Full Consolidation
Godrej Consumer Products Bangladesh Ltd	100%	Full Consolidation
Godrej Household Products (Bangladesh) Pvt. Ltd.	100%	Full Consolidation
Belaza Mozambique LDA	100%	Full Consolidation
Consell SA (under voluntary Liquidation)	100%	Full Consolidation
Cosmetica Nacional	100%	Full Consolidation
Canon Chemicals Limited	100%	Full Consolidation
Deciral SA	100%	Full Consolidation
Frika Weave (PTY) LTD	100%	Full Consolidation
Godrej Africa Holdings Limited	100%	Full Consolidation
Godrej Consumer Holdings (Netherlands) B.V.	100%	Full Consolidation
Godrej Consumer Investments (Chile) Spa	100%	Full Consolidation
Godrej Consumer Products (Netherlands) B.V.	100%	Full Consolidation
Godrej Consumer Products Dutch Coöperatief U.A.	100%	Full Consolidation
Godrej Consumer Products Holding (Mauritius) Limited	100%	Full Consolidation
Godrej Consumer Products International (FZCO)	100%	Full Consolidation
Godrej Global Mid East FZE	100%	Full Consolidation
Godrej Holdings (Chile) Limitada	100%	Full Consolidation
Godrej Indonesia IP Holding Ltd.	100%	Full Consolidation
Godrej Mauritius Africa Holdings Ltd.	100%	Full Consolidation
Godrej MID East Holdings Limited	100%	Full Consolidation
Godrej Netherlands B.V.	100%	Full Consolidation
Godrej Nigeria Limited	100%	Full Consolidation
Godrej Peru SAC (under voluntary liquidation)	100%	Full Consolidation
Godrej SON Holdings INC	100%	Full Consolidation
Godrej Tanzania Holdings Ltd	100%	Full Consolidation

Company Name	Ownership	Consolidation approach
Godrej (UK) Ltd	100%	Full Consolidation
Godrej West Africa Holdings Ltd.	100%	Full Consolidation
Hair Credentials Zambia Limited	100%	Full Consolidation
Hair Trading (offshore) S. A. L	100%	Full Consolidation
Issue Group Brazil Limited	100%	Full Consolidation
Kinky Group (Pty) Limited	100%	Full Consolidation
Laboratoria Cuenca S.A	100%	Full Consolidation
Lorna Nigeria Ltd.	100%	Full Consolidation
Old Pro International Inc	100%	Full Consolidation
Panamar Producciones S.A. (under voluntary liquidation)	100%	Full Consolidation
PT Godrej Business Service Indonesia (Earlier named as "PT Ekamas Sarijaya")	100%	Full Consolidation
PT Indomas Susemi Jaya	100%	Full Consolidation
PT Godrej Distribution Indonesia	100%	Full Consolidation
PT Godrej Consumer Products Indonesia (Earlier named as "PT Megasari Makmur")	100%	Full Consolidation
PT Sarico Indah	100%	Full Consolidation
Sigma Hair Industries Ltd. (upto 26th March, 2024)	100%	Full Consolidation
Strength of Nature LLC	100%	Full Consolidation
Style Industries Limited	100%	Full Consolidation
Subinite (Pty) Ltd.	100%	Full Consolidation
Weave Ghana Ltd	100%	Full Consolidation
Weave IP Holdings Mauritius Pvt. Ltd.	100%	Full Consolidation
Weave Mozambique Limitada	100%	Full Consolidation
Weave Trading Mauritius Pvt. Ltd.	100%	Full Consolidation
Godrej CP Malaysia SDN. BHD	100%	Full Consolidation
Charm Industries Limited (upto 26th March, 2024)	0%	Full Consolidation
Darling Trading Company Mauritius Limited (merged with Godrej Africa Holdings Limited w.e.f. 25th May, 2023 )	0%	Full Consolidation
DGH Phase Two Mauritius (merged with Godrej Africa Holdings Limited w.e.f. 12th September, 2023)	0%	Full Consolidation
DGH Tanzania Limited (upto 26th March, 2024)	0%	Full Consolidation
DGH Uganda(Liquidated w.e.f 21st Nov 2022)	0%	Full Consolidation
Godrej East Africa Holdings Limited (upto 26th March, 2024)	0%	Full Consolidation
Indovest Capital (upto 8th February, 2024)	0%	Full Consolidation
Weave Senegal Ltd (Ceased to exist on 31st March 2024)	0%	Full Consolidation

Source: As on March 31, 2024

## ANALYST CONTACTS

**Shamsher Dewan**  
+91 124 4545328  
[shamsherd@icraindia.com](mailto:shamsherd@icraindia.com)

**Sahil Jogesh Udani**  
+91 22 6114 3465  
[sahil.udani@icraindia.com](mailto:sahil.udani@icraindia.com)

**Kinjal Shah**  
+91 22 6114 3442  
[Kinjal.shah@icraindia.com](mailto:Kinjal.shah@icraindia.com)

**Trisha Agarwal**  
+91 22 6114 3457  
[trisha.agarwal@icraindia.com](mailto:trisha.agarwal@icraindia.com)

## RELATIONSHIP CONTACT

**L. Shivakumar**  
+91 22 6114 3406  
[shivakumar@icraindia.com](mailto:shivakumar@icraindia.com)

## MEDIA AND PUBLIC RELATIONS CONTACT

**Ms. Naznin Prodhani**  
Tel: +91 124 4545 860  
[communications@icraindia.com](mailto:communications@icraindia.com)

## Helpline for business queries

+91-9354738909 (open Monday to Friday, from 9:30 am to 6 pm)

[info@icraindia.com](mailto:info@icraindia.com)

## About ICRA Limited:

ICRA Limited was set up in 1991 by leading financial/investment institutions, commercial banks and financial services companies as an independent and professional investment Information and Credit Rating Agency.

Today, ICRA and its subsidiaries together form the ICRA Group of Companies (Group ICRA). ICRA is a Public Limited Company, with its shares listed on the Bombay Stock Exchange and the National Stock Exchange. The international Credit Rating Agency Moody's Investors Service is ICRA's largest shareholder.

For more information, visit [www.icra.in](http://www.icra.in)



## ICRA Limited



### Registered Office

B-710, Statesman House, 148, Barakhamba Road, New Delhi-110001  
Tel: +91 11 23357940-45



### Branches



© Copyright, 2024 ICRA Limited. All Rights Reserved.

Contents may be used freely with due acknowledgement to ICRA.

ICRA ratings should not be treated as recommendation to buy, sell or hold the rated debt instruments. ICRA ratings are subject to a process of surveillance, which may lead to revision in ratings. An ICRA rating is a symbolic indicator of ICRA's current opinion on the relative capability of the issuer concerned to timely service debts and obligations, with reference to the instrument rated. Please visit our website [www.icra.in](http://www.icra.in) or contact any ICRA office for the latest information on ICRA ratings outstanding. All information contained herein has been obtained by ICRA from sources believed by it to be accurate and reliable, including the rated issuer. ICRA however has not conducted any audit of the rated issuer or of the information provided by it. While reasonable care has been taken to ensure that the information herein is true, such information is provided 'as is' without any warranty of any kind, and ICRA in particular, makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. Also, ICRA or any of its group companies may have provided services other than rating to the issuer rated. All information contained herein must be construed solely as statements of opinion, and ICRA shall not be liable for any losses incurred by users from any use of this publication or its contents.