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15th May 2026

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400001
SCRIP CODE: 500163

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai 400051
SYMBOL: GODFRYPHLP

Subject: Earnings Presentation.

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sirs,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Earnings Presentation with reference to the published Audited Financial Results of the Company for the Quarter and Financial Year ended 31st March 2026 submitted today i.e. 15th May 2026.

The presentation shall also be placed on the website of the Company i.e. <https://www.godfreyphillips.co.in/sustainability/earnings-presentations>

Please take the above information on records.

Thanking you,

Yours faithfully,
For Godfrey Phillips India Limited

Punit Kumar Chellaramani
Company Secretary & Compliance Officer
Encl.: As above



GREAT PLACE TO WORK® CERTIFIED

Regd. Office: 'Macropolo Building', Ground Floor, Dr. Babasaheb Ambedkar Road, Lalbaug, Mumbai - 400 033
CIN : L16004MH1936PLC008587

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION Q4 & FY 26 (CONSOLIDATED)



GODFREY PHILLIPS
INDIA LIMITED

Company

Rs. 18,379 Cr.
Gross Sales Value

Rs. 2,848 Cr.
Gross Profit

15.5%
Gross Profit Margin

Rs. 1,525 Cr.
Net Profit

Rs. 50 per share
(Final Rs 33 & Interim Rs 17)
Dividend

Tobacco

Rs 16,244 Cr.
Domestic Gross Sales Value

Rs. 2,014 Cr.
International Gross Sales Value

99%
Tobacco contribution to Gross sales
Value

Other Consumer Products

Rs. 121 Cr.
Gross Sales Value

1. Above values are based on consolidated financials
3. Margins are calculated on Gross Sales Value

2. Gross Sales Value is inclusive of all applicable indirect taxes

Godfrey Phillips Product Portfolio – FY26



GODFREY PHILLIPS
INDIA LIMITED

Net Sales: Rs. 9,082 Cr

Tobacco

Others

77%

22%

1%

Domestic

International

Confectionary & Ferrero
Food products

Marlboro²



Tobacco Leaf, Cigarettes
& Processed tobacco

Confectionary



Ferrero Products



1 The ratios shown above are based on Net Sales
2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International

We are pleased to report our FY26 financial results which reflect our sustained growth momentum from previous year. The Company has recorded consolidated Gross Sales Value of Rs. 18,379 Crores and Net Profit (from continuing operations) of Rs. 1,525 Crores, representing increase of 27% and 32% respectively, over the corresponding period last year. This performance underscores our focus on enhancing operational efficiency to drive profitability. Our initiatives to expand into new markets with differentiated offerings are progressing well, and we remain committed to delivering long-term value to our stakeholders.

We have delivered robust domestic cigarette sales volume growth of 20% in FY26 compared to previous year.

The Company's improved financial performance led the Board of Directors to declare an interim dividend of Rs 17 per share in its meeting held on 3rd November 2025, and final dividend of Rs 33 per share in its meeting held on 15th May 2026 for the financial year 2025-26.

During FY26, unmanufactured tobacco exports reached Rs 1,945 Crores, contributing 21% of our net sales revenue. We remain dedicated to accelerating growth in this segment by leveraging our crop development expertise, consistently delivering superior product quality, and nurturing strong customer relationships.

The steep increase in taxation in Q4 FY26 will make the next year challenging. We are confidently responding through balanced price increase to ensure that consumer impact is phased and not in one go. Additionally, we are working on brand strengthening, portfolio enhancement, innovations, superior market execution and operational efficiencies.

On the people front, we remain committed to strengthening our leadership pipeline by integrating young talent into key roles. This is aimed at fostering a dynamic blend of fresh perspectives and seasoned experience, enabling us to drive innovation while maintaining operational excellence.

It is a matter of pride that Godfrey Phillips, a Fortune 500 organization, has yet again been certified as 'Great Place To Work' for eighth consecutive year. The Company continues to focus on sustainability in all facets of its operations.



Mr. Sharad Aggarwal
Chief Executive Officer

- **One of the leading FMCG Companies in India - flagship company of KK Modi Group**
- **Diversified business interests – Tobacco & Confectionary**
- **Strong Credit Rating : CRISIL A1+ (Short Term Debt) and AA+/Stable (Long Term Loan)**
- **State-of-the-art Research & Development Facilities – ISO 17025 certification**
- **ISO 50001, ISO 14001, ISO 26000, ISO 22000 and OSHAS 18001 certified manufacturing operations**

**FY 2026
Gross Sales Value
Rs. 18,379 cr**

**~1,100
Employees**

**1100+ Distributors
&
9000+ Field Force**

**Corporate Social
Responsibilities**
*Farmers Community
Program; Women
Welfare Program*

Priorities

1 Sustain and Grow Cigarette Business

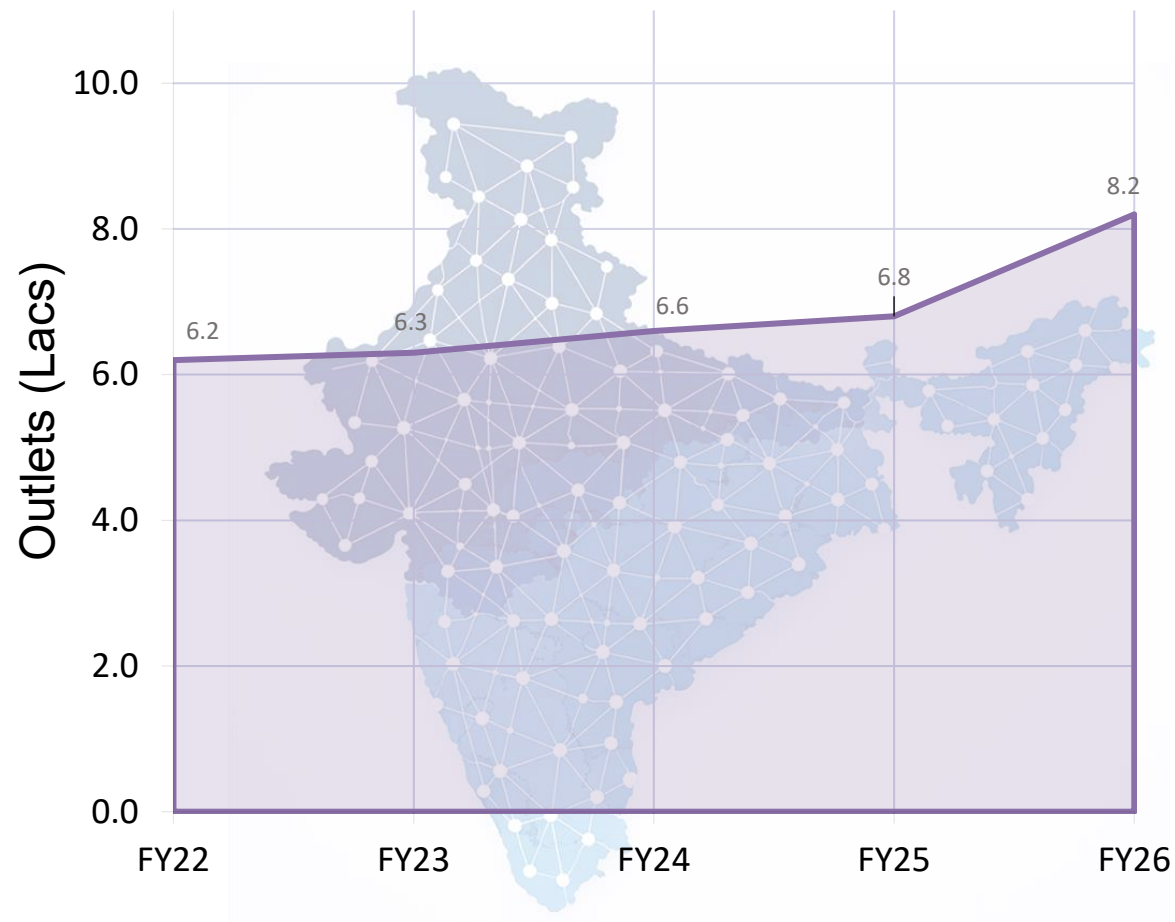
2 Focus on International Business

3 Focus on strengthening the core

Strategic Direction

- ✓ Leverage distribution infrastructure to drive throughput and profitability, prioritizing asset utilization over scale expansion (including Ferrero distribution)
- ✓ Sustain calibrated growth across markets, leveraging pricing and mix optimization to protect margins amid demand moderation following recent tax increases
- ✓ Enhance product portfolio through innovations to drive growth
- ✓ Strengthen partnership with Philip Morris International in the manufacture and distribution of Marlboro brand cigarettes in India
- ✓ Build on export markets to enhance sale of unmanufactured tobacco
- ✓ Contribute to the socio-economic growth across the value chain through programs for tobacco farmers

Direct Outlet Coverage Growth Trajectory



Rapid Outlet Expansion

Direct coverage grew by 21%, reflecting the effectiveness of our focused market strategy

Broad Market Reach

Total reach exceeds 15 lakh outlets through direct and indirect channels, spanning 25,000+ markets

Category-wise Distribution Strength

Strong distribution across all domestic businesses reaching mass and premium categories

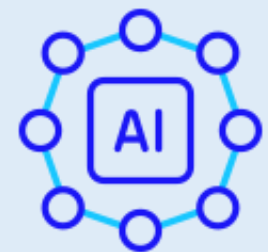
Strategic Growth Plan

Targeting increased direct coverage, focusing on underserved semi-urban and rural markets with enhanced distributor capabilities

Driving efficiency in the distribution infrastructure



Fully Digitized Sales
Ecosystem



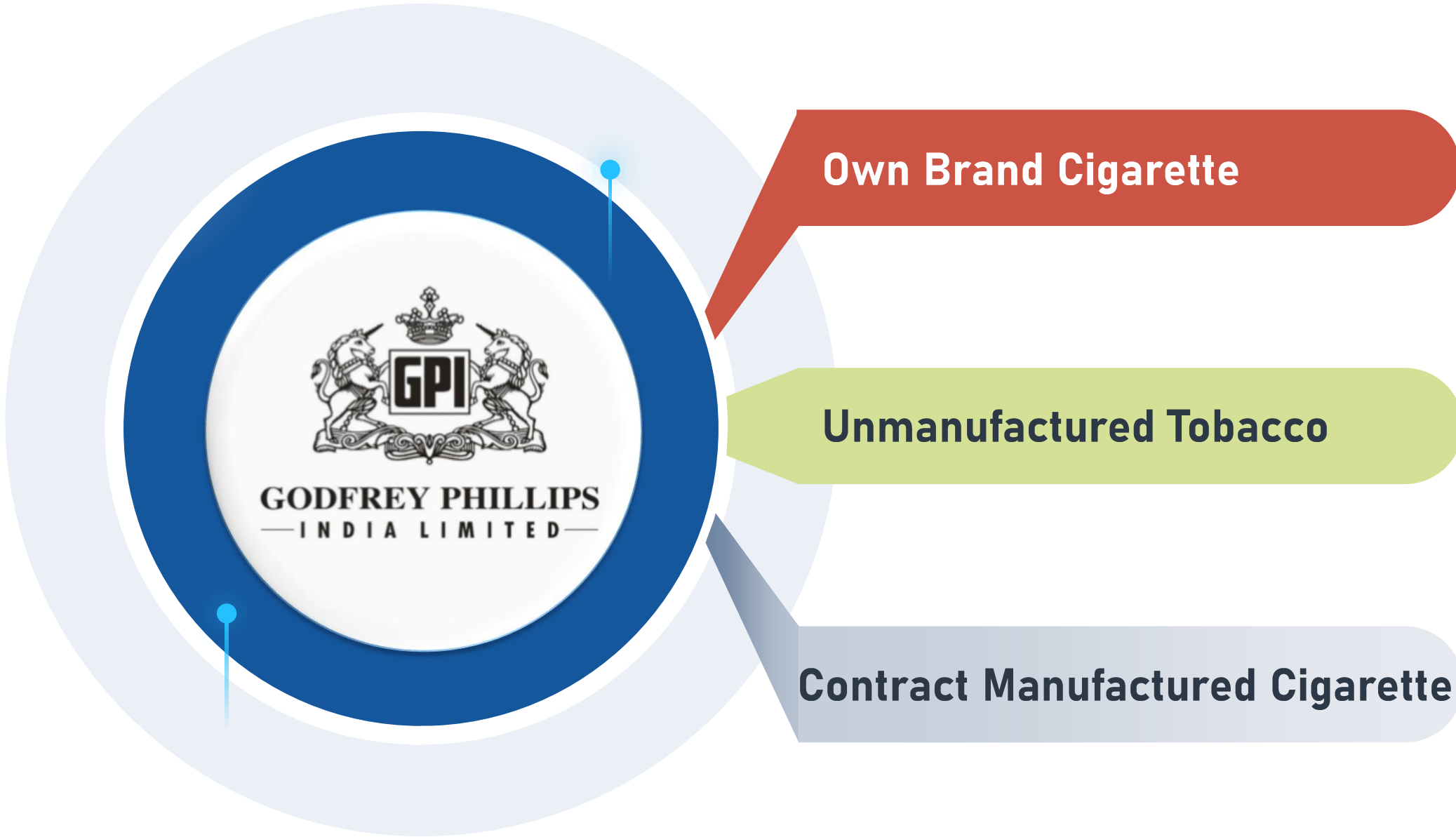
AI-Enabled Suggested
Order Mechanism

Priorities – International Business Division



GODFREY PHILLIPS
INDIA LIMITED

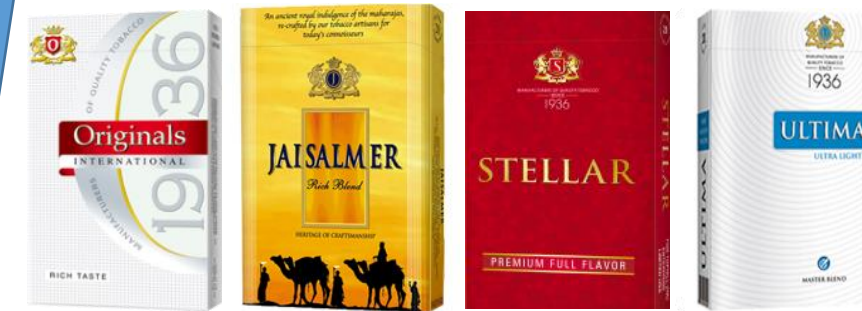
Build on existing contract manufactured cigarettes export markets and augment unmanufactured tobacco business



Rs. 2,014 Cr
FY26 Net Sales Value

22%
FY26 Net Sales

Global Operations
Significant market presence across Latin America, Middle East, South East Asia and Eastern Europe in around 30 countries



Confectionery

Funda Goli

- Funda Goli is a range of candies from GPI, to establish a niche as a unique confectionery brand
- Funda Goli's fun range includes flavours like Kachha Aam and Funda Paan

Imli Naturalz

- First of its kind candy with natural ingredients and distinguished taste

Funda C

- First of its kind candy proposition with Vitamin C

Funda Lemon Chaskaa

- New lemon candy with a masala twist

Gross Sales:
Rs. 66 crore



Ferrero Food Products

- The Company through a product supply agreement with Ferrero India Private Limited, engages in distribution/re-sale of the sweet-packaged food products manufactured by them
- The partnership witnessed strong momentum, delivering more than 2X revenue growth from Rs 22 crore in FY25 to Rs 51 crore in FY26



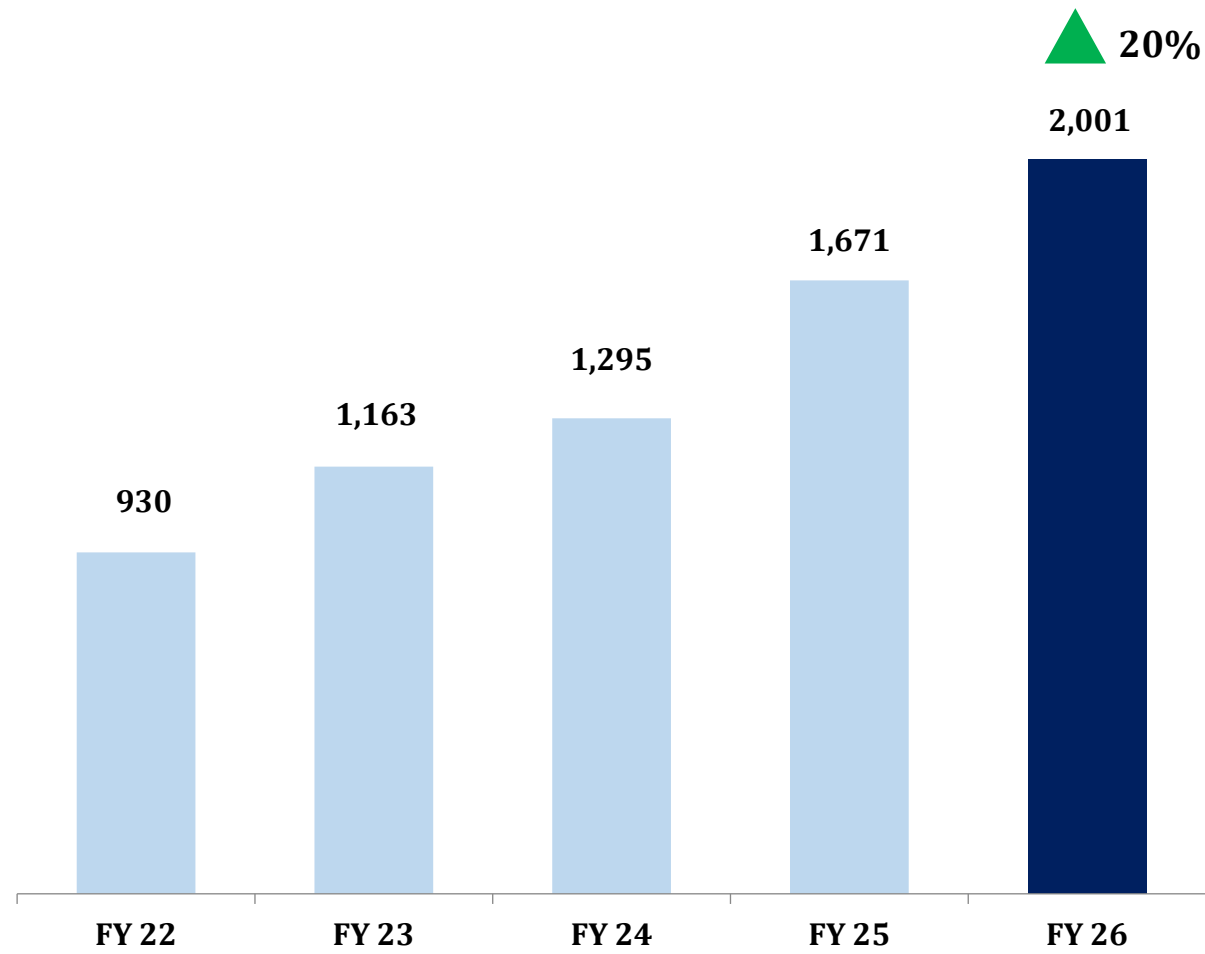
Gross Sales:
Rs. 51 crore

Cigarette Domestic Volume

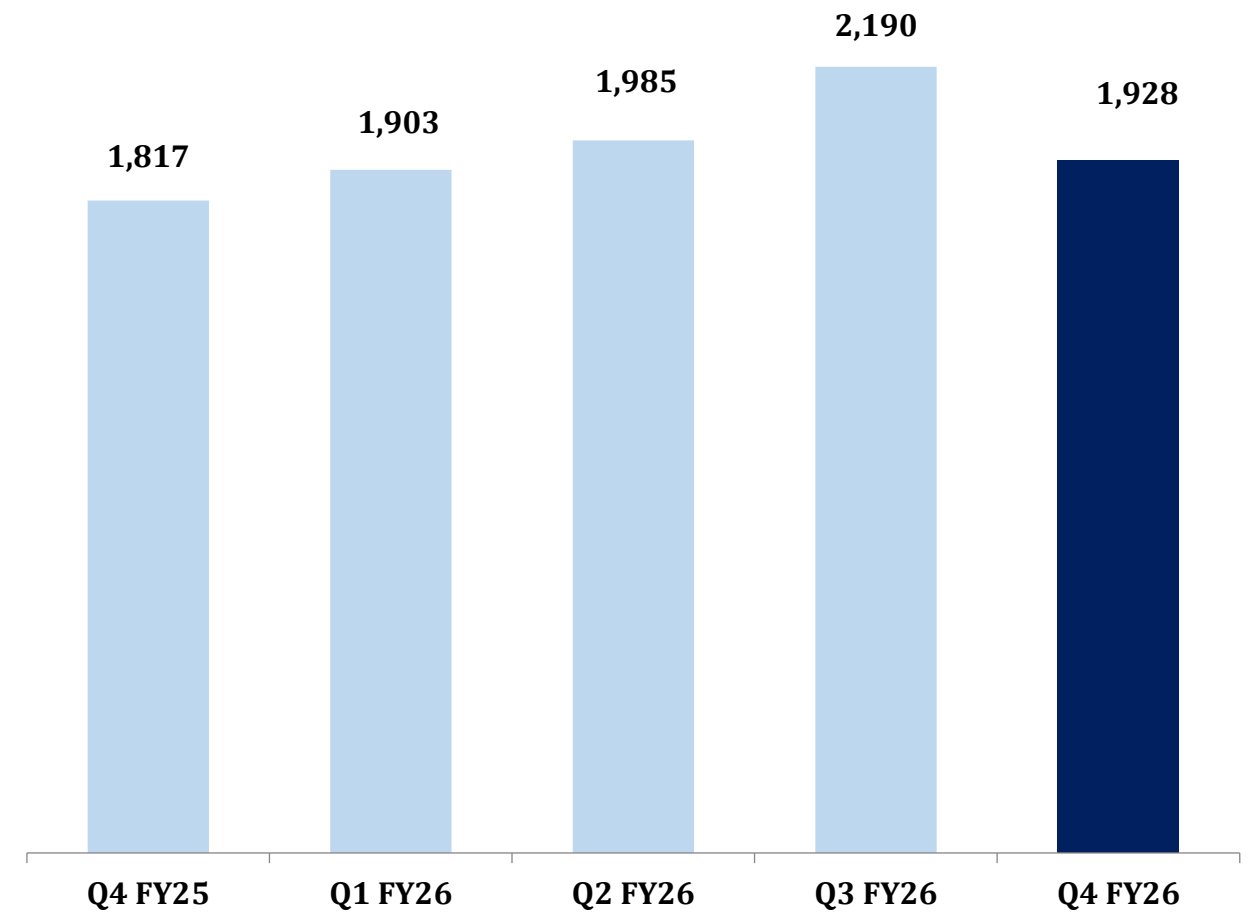


GODFREY PHILLIPS
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Annual Volumes (million per month)



Quarterly Volumes (million per month)



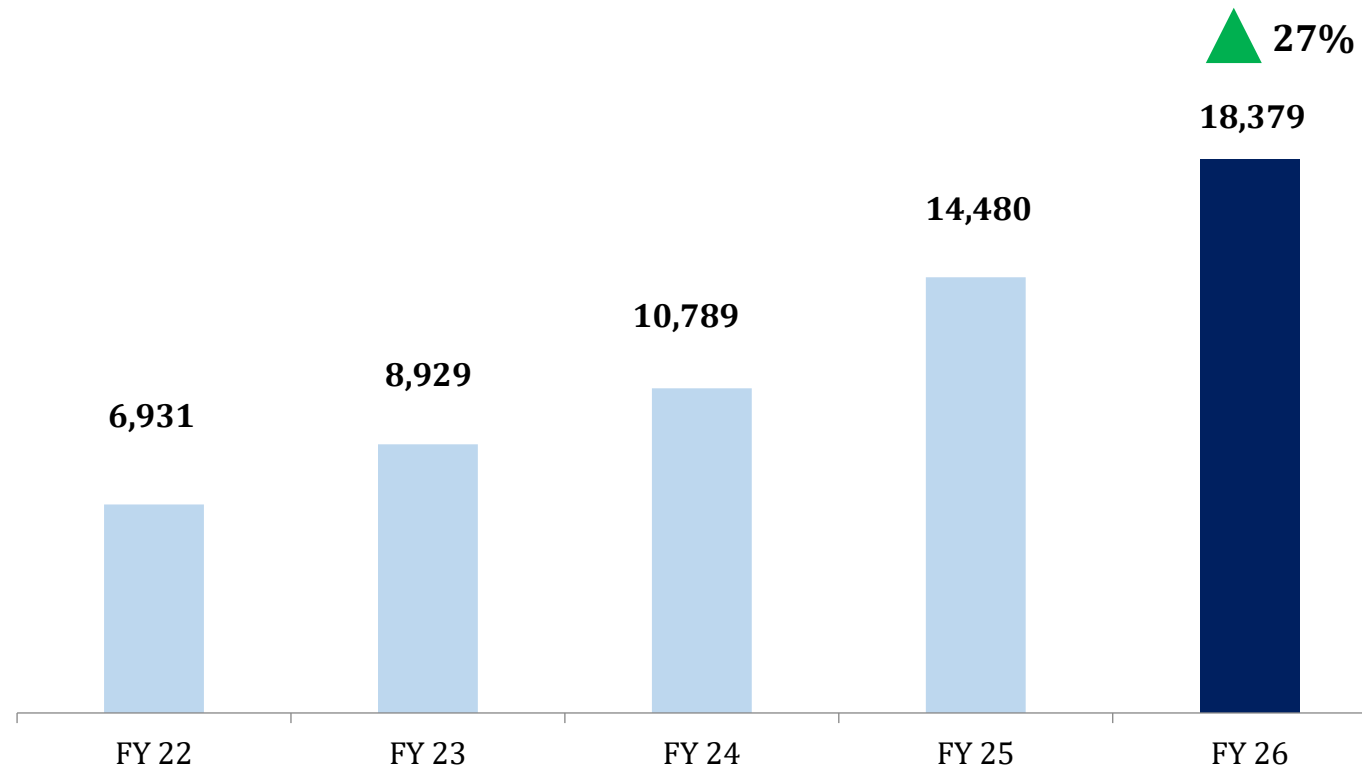


FY26 Financial Summary- Consolidated

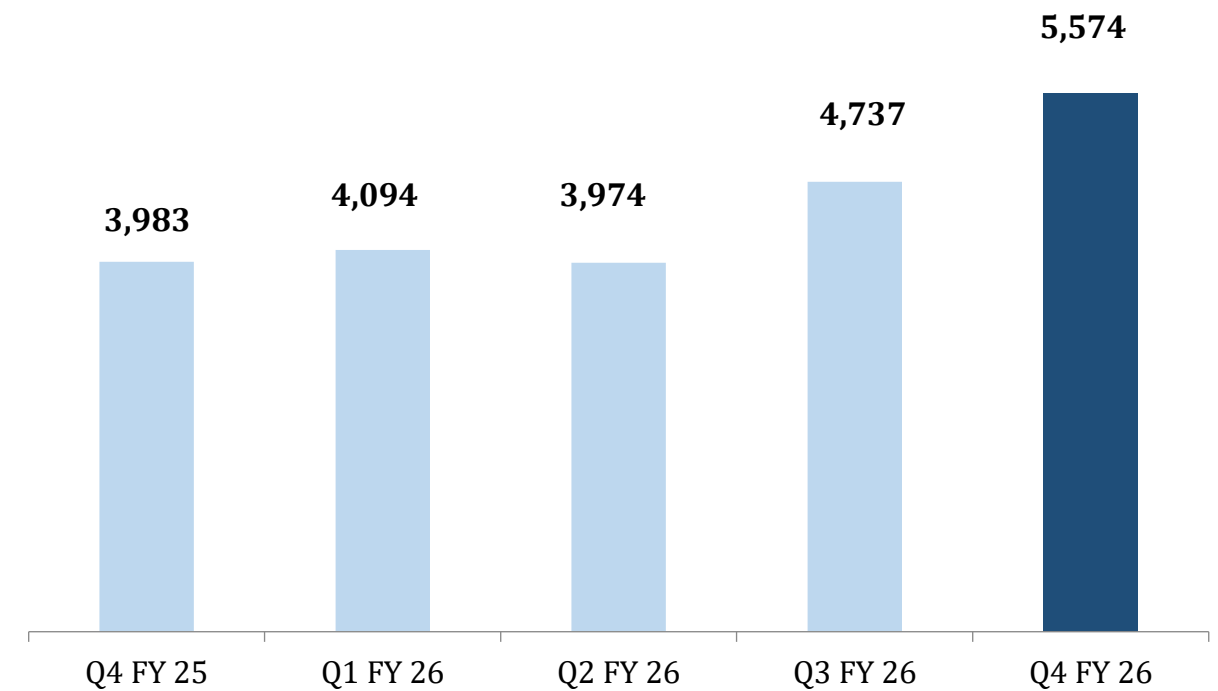
Rs Crore		Q4 FY26	Y-o-Y%	Q4 FY25	Q3 FY26	Q-o-Q%	FY26	Y-o-Y%	FY25
1	Gross Sales Value	5574	39.9%	3983	4737	17.7%	18379	26.9%	14480
2	Gross Revenue	3486	84.6%	1888	2190	59.2%	9121	34.8%	6767
	Less- Excise duty	1698		314	361		2730		1156
	Net Revenue	1788	13.6%	1574	1829	(2.2%)	6391	13.9%	5611
3	COGS	880	(5.9)%	935	1115	(21.1)%	3543	8.9%	3253
4	Gross Profit	908	42.1%	639	714	27.2%	2848	20.8%	2358
	% to Sales	16.3%		16.0%	15.1%		15.5%		16.3%
5	Employee Benefits	111	(10.5)%	124	119	(6.7)%	453	10.5%	410
	% to Sales	2.0%		3.1%	2.5%		2.5%		2.8%
6	Other expenses (Net)	244	(0.4)%	245	215	13.5%	811	5.2%	771
	% to Sales	4.4%		6.2%	4.5%		4.4%		5.3%
7	EBITDA (Operating)	553	104.8%	270	380	45.5%	1584	34.6%	1177
	% to Sales	9.9%		6.8%	8.0%		8.6%		8.1%
8	Net Profit after tax- Continuing Operations	521	77.1%	294	343	51.7%	1525	32.3%	1153
	% to Sales	9.3%		7.4%	7.2%		8.3%		8.0%
9	Gain/(Loss) after tax from discontinued operation	1		(14)	-		1		(81)
10	Net Profit after tax for the period	521	86.5%	280	343	51.9%	1526	42.3%	1072

Notes: 1) Gross Sales Value is inclusive of all applicable indirect taxes. 2) Margins are calculated based on Gross Sales Value.

Gross Sales Value – Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)

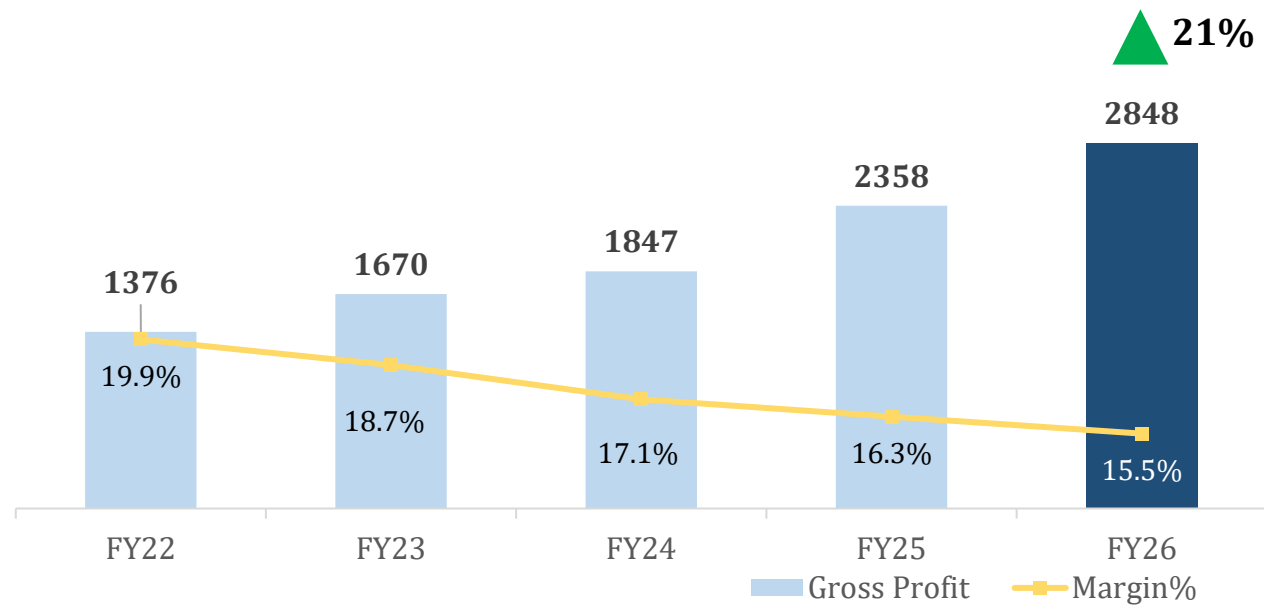


- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period
- Gross sales figures represent our continuing operations. All prior years and quarters have been re-casted to reflect the same

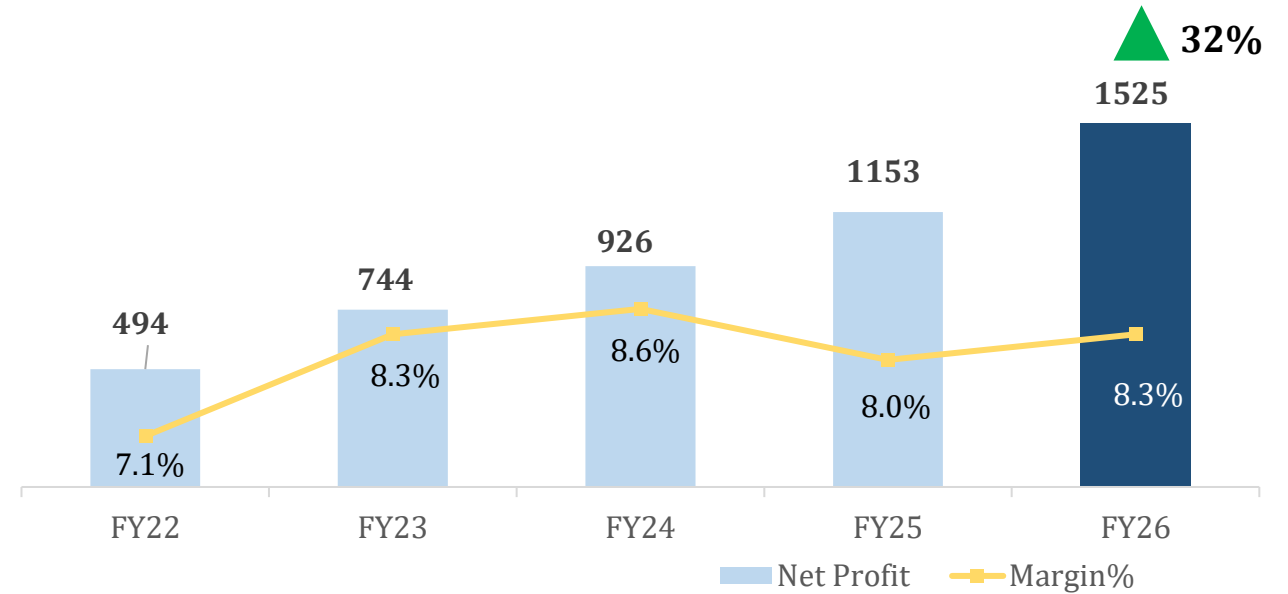
Gross Profit and Net Profit



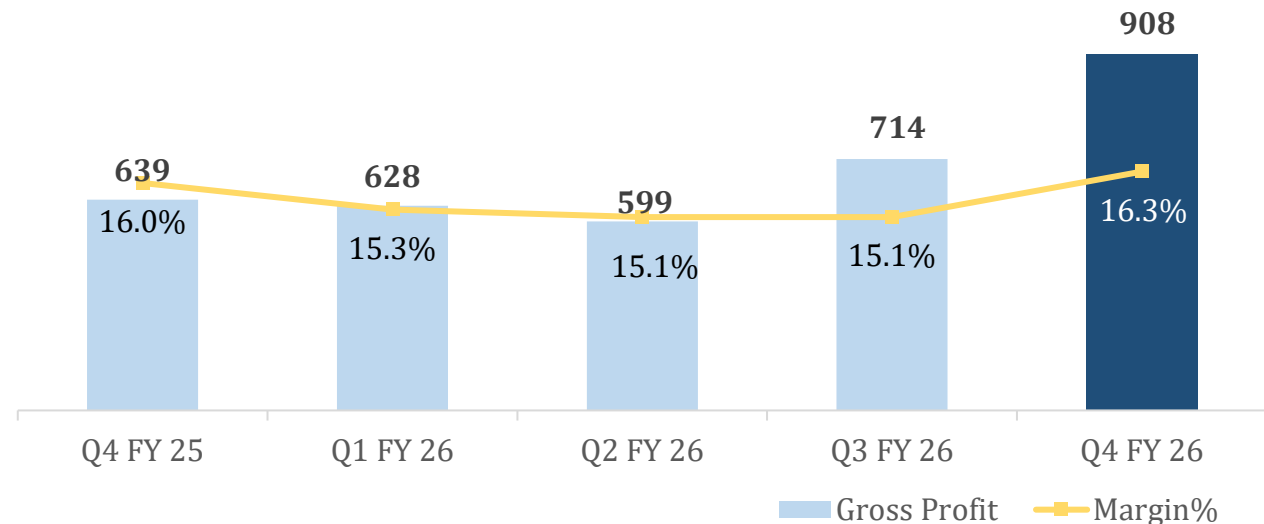
Gross Profit (Rs. Crore) & Margin (%) from continuing operations



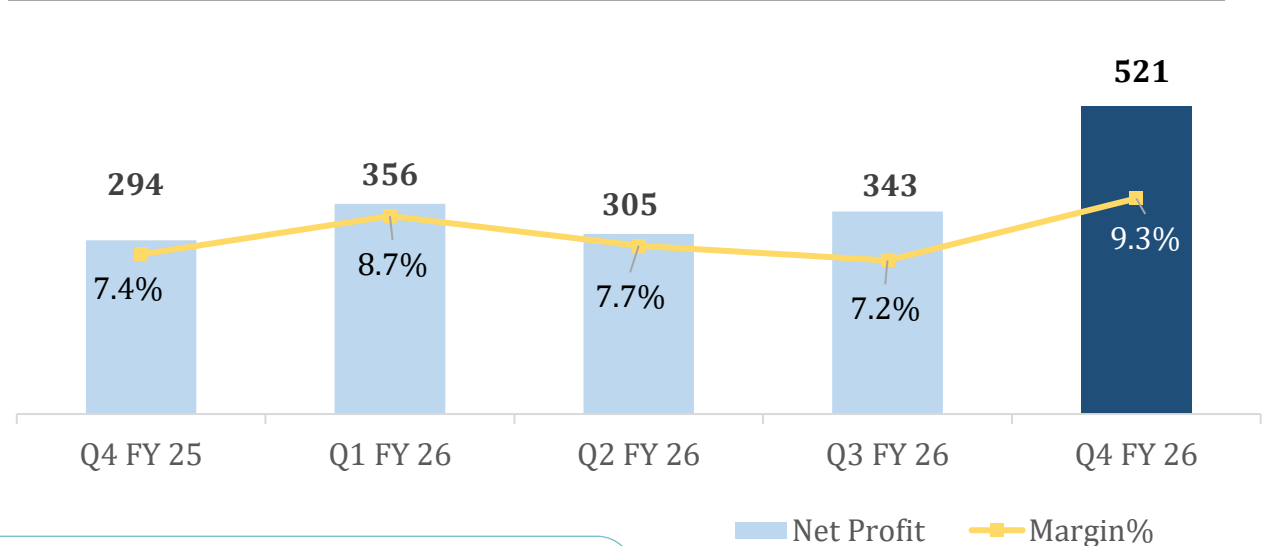
Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit (Rs. Crore) & Margin (%) from continuing operations



Net Profit (Rs. Crore) & Margin (%) from continuing operations



Gross Profit & Net Profit figures reflect our continuing operations . All prior years and quarters have been re-casted to reflect the same

Focus on People as single largest priority; GPI as Great Place to Work – consistently for 8 years in a row



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INDIA LIMITED

1

Building Culture of Performance

Recognizing high performance and augmenting talent quotient with productivity building measures

2

Capability Building

Skilling and reskilling initiatives on an accelerated path to drive up the organization skill pool

3

Holistic Wellbeing

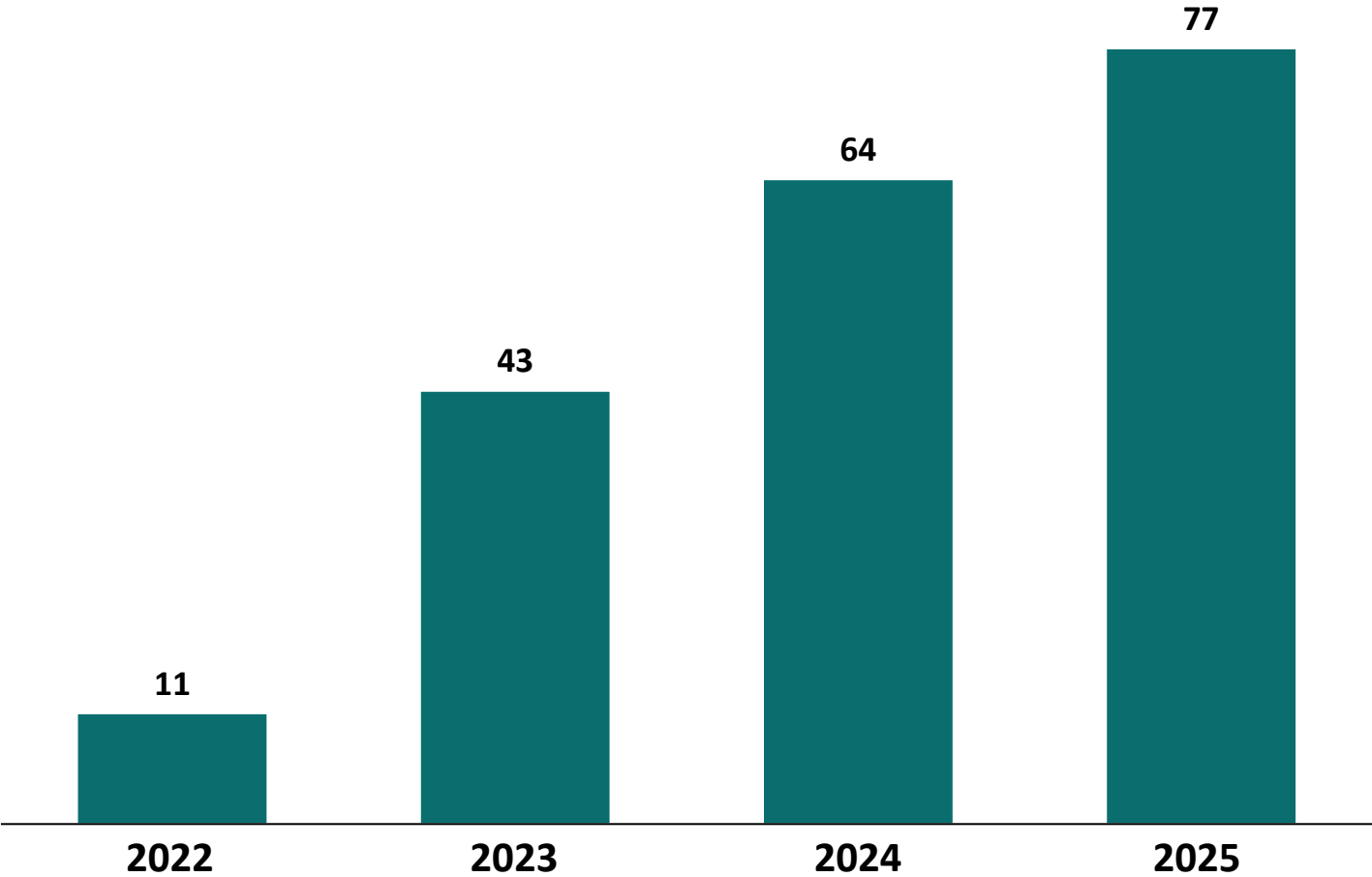
Workshops and interactions with employees to ensure physical and mental wellbeing



GPI's ESG Journey

Our **Environment Social Governance** performance has transitioned from compliance-driven to leadership-driven sustainability.

GPI Score at Dow Jones Sustainability Indices (DJSI)



77
FY 2026

~7X
Increase



ESG is now deeply embedded in the organizational ways of working; significant progress is being made across environment, social and governance pillars of ESG



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INDIA LIMITED

Environment:

ENERGY

32%

Renewable in total electricity

Target: 50% renewable energy by 2030

EMISSIONS

21%

Reduction as of FY26

Target: 30% Greenhouse Gas reduction in manufacturing by 2030

WASTE

~95%

Reduction as of FY26

Target: Zero waste to landfill by 2030

WATER

29%

Reduction as of FY26

Target: 5% lesser per unit in cigarette manufacturing by 2030

BIODIVERSITY

Achieved

100% farmer compliance

Target: Prohibition of use of hazardous pesticide (YoY)

Social:

95%

Increase in learning manhours over FY23 baseline, **45%** over FY25

Target: 20% uptick in learning manhours by FY25 and sustain

8th Year

Consecutive Great Place to Work recognition

Target: Continue to be a Great Place to Work (YoY)

100%

Contracted farmers covered in training

Target: 100% farmer training on Health & Safety

83 ROs

Installed as of FY26

Target: Clean drinking water in 3 km for contracted farmers by 2030

Governance:

3

Locations (2 factories and Corporate Office) adopted ISO 26000

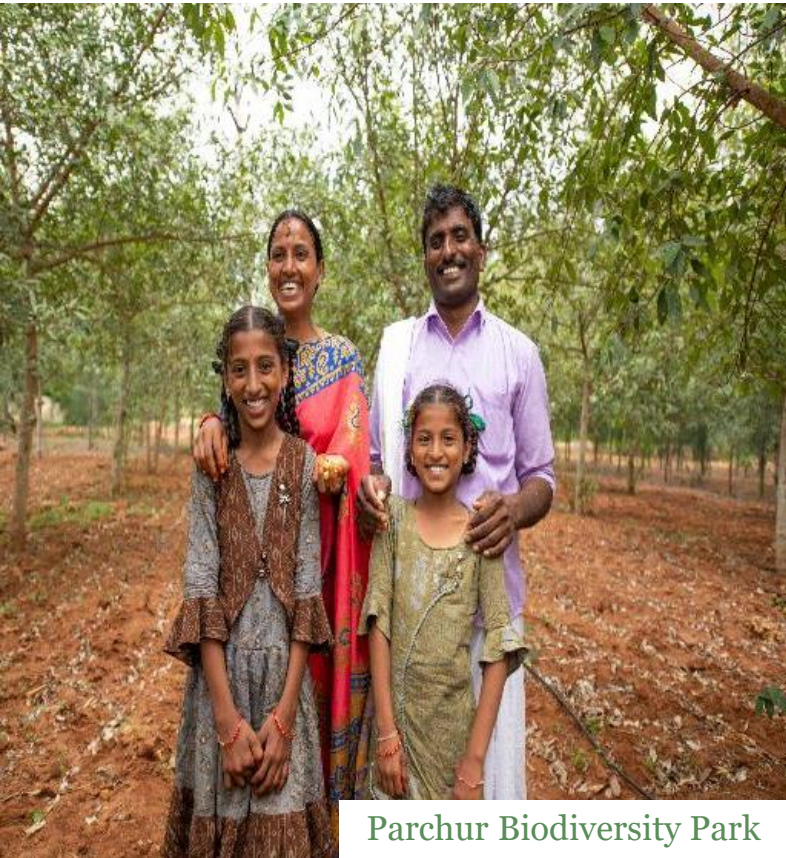
Target: ISO 26000 for manufacturing facilities by 2028

IT SECURITY

100%

Organization covered by ISO 27001

Target: Year-on-year ISO 27001 compliance



Parchur Biodiversity Park



Desiltation at Donakonda



Check-dam at Mellavagu



Agri-shed at Pathakothapalem



Brahamanpalli Tank Rejuvenation

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A Passion for Purpose

CSR 25-26

GODFREY PHILLIPS INDIA

CSR initiatives were scaled up in the year to have significant impact



GODFREY PHILLIPS
INDIA LIMITED

FY 2025-26 marked a step-change in Godfrey Phillips India's CSR programme - a deeper **footprint across 20 states** increased from 6 states, and clear, measurable outcomes across health, water, agriculture and biodiversity. Our work is anchored in the company's commitment to long-term community resilience and aligned with eight UN Sustainable Development Goals

~1 Lakh
DIRECT & INDIRECT BENEFICIARIES

20 States
GEOGRAPHIES IMPACTED

8 SDGs
UN SUSTAINABLE DEVELOPMENT GOALS INTEGRATED

STRATEGIC PILLARS

Water Conservation

- 13 check dams
- 16 de-siltations
- 2 tank developments
- 20 borewell recharges
- 3 rainwater harvesting pits
- 2.7lakh kl water conserved in checkdams

Health Screening

- 20 states, 74 cities
- ~6000 beneficiaries including self employed sales people and their families

Agriculture Support

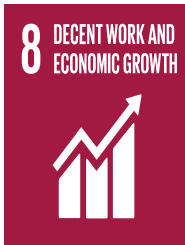
- 122 new community agri sheds for crops and livestock safeguarding. Total 440 sheds constructed.

Safe Drinking Water

- 20 new RO water plants with waste water management tanks and borewell recharge. Total 83 RO water plants now.

Biodiversity

- Maintenance of 2 biodiversity park. Total 4 developed, 2 handed over to the community.



Water Security

- 60 check-dams
- 2.7 lakh KL water conserved annually
- 83 RO water plants with borewell recharge
- 39 de-siltations
- 5 tank developments

Health & Wellbeing

- 20 states covered
- ~10,000 beneficiaries in 2 years
- 100+ invasive and non invasive health parameters

Livelihood

- 20,000+ farmers supported
- 440 community sheds for harvest and livestock security
- ~1000 villages engaged in Andhra

Environment

- 70,000 trees planted
- 4 biodiversity parks developed
- 30+ plant species
- 25+ acres restored
- Local flora and fauna revived
- Recreational space for locals

- **Improved Water Resilience**
Reduced dependence on erratic rainfall and enabled secondary cropping.
- **Improved Quality of Life**
Better access to safe drinking water, healthcare, and livelihood infrastructure.
- **Stronger Stakeholder Trust**
Deep engagement with farming and sales communities strengthening long-term relationships.
- **Stronger Community Ownership**
Shared infrastructure models in agri-sheds, RO water plants, check-dams fostering participation and long-term maintenance.
- **Sustainable Behaviour Change**
Awareness drives for higher adoption of initiatives.
- **ESG & Sustainability Progress**
CSR initiatives contributing to ESG goals and high ESG ratings.



GODFREY PHILLIPS
—INDIA LIMITED—

Godfrey Phillips India Limited

CIN: L16004MH1936PLC008587

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Disclaimer: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Godfrey Phillips India Limited’s (“GPIL” or the Company) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. GPIL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



GODFREY PHILLIPS
INDIA LIMITED

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