GODFREY PHILLIPS
INDIA LIMITED

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05th November 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 Unaudited Financial Results of the Company for the Quarter and Half Year ended 30th September 2026 submitted today i.e. 05th November 2026.

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

Please take the above information on records.

Thanking you,

Yours faithfully,
For Godfrey Phillips India Limited

PUMIT KUMAR CHELLARAMANI
Digitally signed by PUMIT KUMAR CHELLARAMANI
Date: 2026.11.05 18:34:12 +05'30'

Pumit Kumar Chellaramani
Company Secretary & Compliance Officer

Encl.: As above

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION
H1 FY27
(CONSOLIDATED)



GPI
GODFREY PHILLIPS
INDIA LIMITED

H1 FY27 Highlights

GODFREY PHILLIPS INDIA LIMITED

Company

Rs. 11,929 Cr.
Gross Sales Value

Rs. 937 Cr.
Gross Profit

36.8%
Gross Profit Margin

Rs. 388 Cr.
Net Profit

Tobacco

Rs 11,224 Cr.
Domestic Gross Sales Value

Rs. 627 Cr.
International Gross Sales Value

99%
Tobacco contribution to Gross sales Value

Other Consumer Products

Rs. 78 Cr.
Gross Sales Value

1. Above values are based on consolidated financials
2. Gross Sales Value is inclusive of all applicable indirect taxes
3. Margins are calculated on Net Revenue excluding GST and excise duty

Godfrey Phillips Product Portfolio – H1 FY27

Net Sales (excluding GST) : **Rs. 7,994 Cr**

Tobacco | **Others**

91% | **8%** | **1%**

Domestic

Marlboro[2]







International











Tobacco Leaf, Cigarettes & Processed tobacco

Confectionary & Ferrero Food products

Confectionary



Ferrero Products



1 The ratios shown above are based on Net Sales excluding GST

2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International

Management Perspective



Mr. Sharad Aggarwal
Chief Executive Officer

We are pleased to report our H1 FY27 results. The Company reported a consolidated **Gross Sales Value of Rs 11,929 Crores** and **Net Profit of Rs 388 Crores**. Due to the steep tax increase implemented in Q4 of FY26, the profitability has declined by 41% compared to the corresponding period last year.

The higher tax burden has not only impacted industry profitability but also contributed to the growth of illicit trade, which remains a significant concern for the legal cigarette industry. In response, we have adopted a calibrated pricing strategy in order to contain the impact on volumes, while we are continuing to invest in brands, product innovation, market execution and portfolio enhancement, and focusing on operational efficiencies.

During H1 FY27, our unmanufactured tobacco exports sales was at **Rs 591 Crores**, contributing 7% of net sales revenue. The unmanufactured tobacco exports have also been impacted by various geopolitical factors. We, however, remain focused on expanding this business segment through our crop development expertise by consistently delivering superior product quality and expanding and nurturing customer relationships.

The Company continues to navigate the prevalent challenging environment with resilience and agility and by remaining nimble and proactive in responding to evolving market conditions and consumer dynamics.

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.

About Us

- **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

Future Priorities

GODFREY PHILLIPS INDIA LIMITED

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

Priorities – International Business Division

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

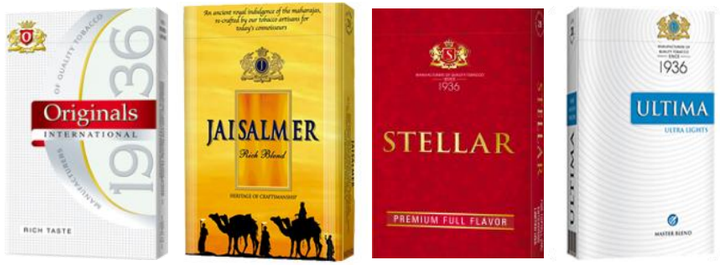
GODFREY PHILLIPS INDIA LIMITED

- **Own Brand Cigarette**
- **Unmanufactured Tobacco**
- **Contract Manufactured Cigarette**

Rs. 627 Cr
H1 FY27 Net Sales Value

8%
H1 FY27 Net Sales

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



GPI's other priorities – Confectionery Items and Ferrero Food Products

Confectionery

Funda Goli

- Funda Goli is a range of candies from GPIL, 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. 39 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

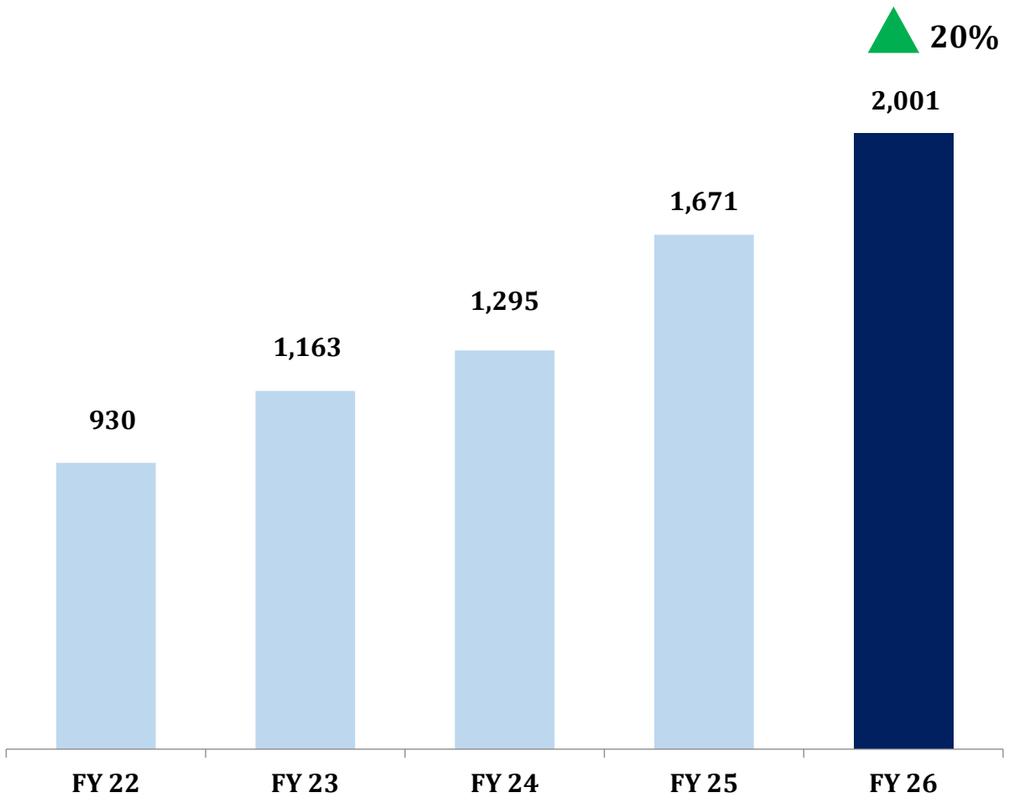




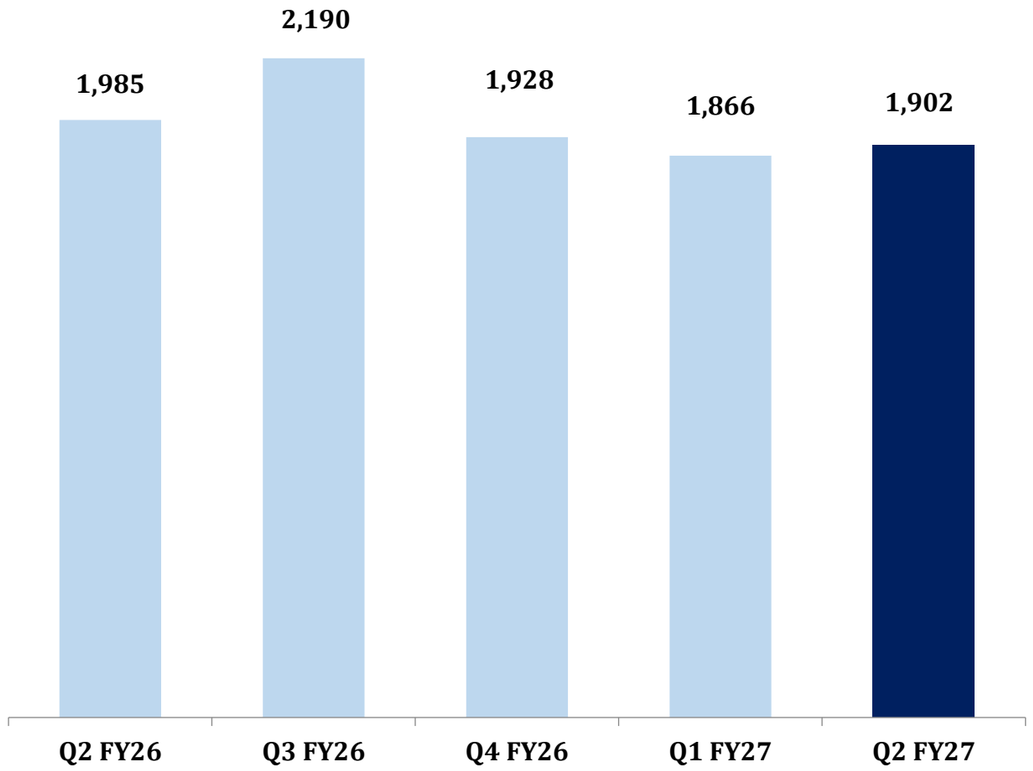
Gross Sales: Rs. 37 crore

Cigarette Domestic Volume

Annual Volumes (million per month)



Quarterly Volumes (million per month)



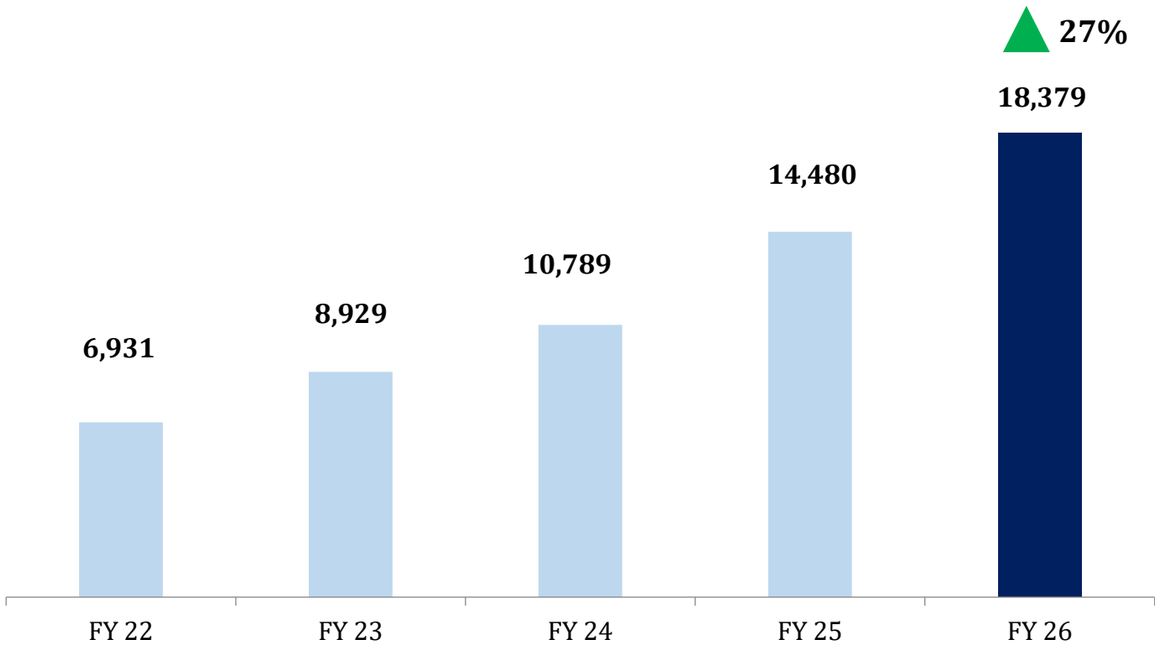
H1 FY27 Financial Summary- Consolidated

Rs Crore		Q2 FY27	Y-o-Y%	Q2 FY26	Q1 FY27	Q-o-Q%	H1 FY27	Y-o-Y%	H1 FY26	FY26
1	**Gross Sales Value**	**6254**	**57.4%**	**3974**	**5676**	**10.2%**	**11929**	**47.9%**	**8068**	**18379**
2	**Gross Revenue**	**4198**		**1632**	**3820**		**8018**		**3445**	**9121**
	Less- Excise duty	2856		343	2614		5470		670	2730
	Net Revenue	**1342**	**4.1%**	**1289**	**1206**	**11.3%**	**2548**	**(8.2)%**	**2775**	**6391**
3	COGS	849	23.0%	690	762	11.4%	1611	4.1%	1548	3543
4	**Gross Profit**	**493**	**(17.7)%**	**599**	**444**	**11.0%**	**937**	**(23.6)%**	**1227**	**2848**
	% to Net Revenue	36.7%		46.5%	36.8%		36.8%		44.2%	44.6%
5	Employee Benefits	79	(28.2)%	110	80	(1.3)%	159	(29.0)%	224	453
	% to Net Revenue	5.9%		8.5%	6.6%		6.2%		8.1%	7.1%
6	Other expenses (Net)	201	14.9%	175	182	10.4%	383	8.8%	352	811
	% to Net Revenue	15.0%		13.6%	15.1%		15.0%		12.7%	12.7%
7	**EBITDA (Operating)**	**213**	**(32.2)%**	**314**	**182**	**17.0%**	**395**	**(39.3)%**	**651**	**1584**
	% to Net Revenue	15.9%		24.4%	15.1%		15.5%		23.5%	24.8%
8	**Net Profit after tax- Continuing Operations**	**190**	**(37.7)%**	**305**	**198**	**(4.3)%**	**388**	**(41.3)%**	**661**	**1525**
	% to Net Revenue	14.2%		23.7%	16.5%		15.2%		23.8%	23.9%
9	Loss after tax from discontinued operation	-		-	-		-		-	1
10	**Net Profit after tax for the period**	**190**		**305**	**198**		**388**	**(41.3)%**	**661**	**1526**

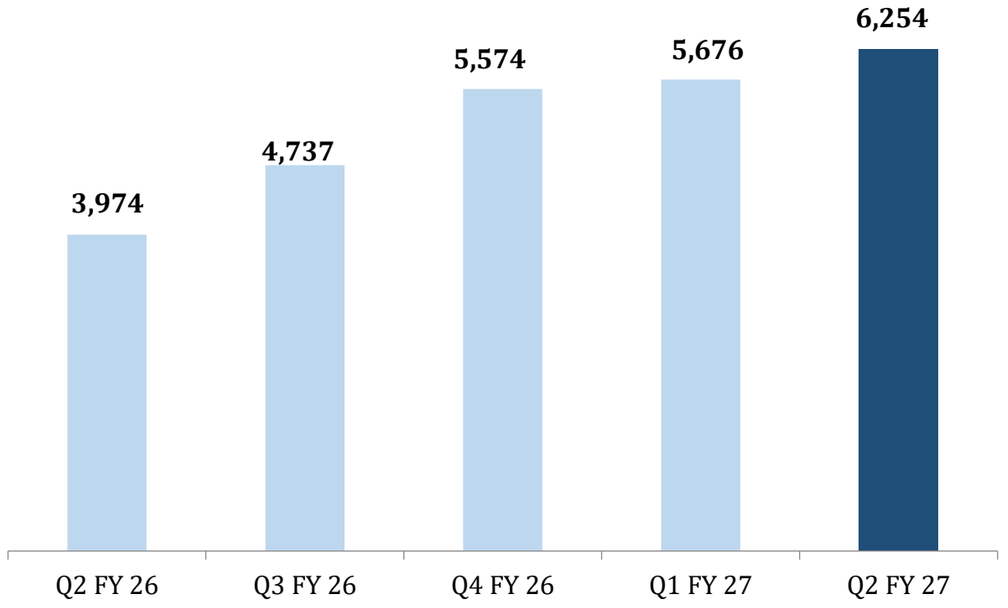
Notes: 1) Gross Sales Value is inclusive of all applicable indirect taxes.

Revenue Analysis

Gross Sales Value –Annual (Rs. Crore)



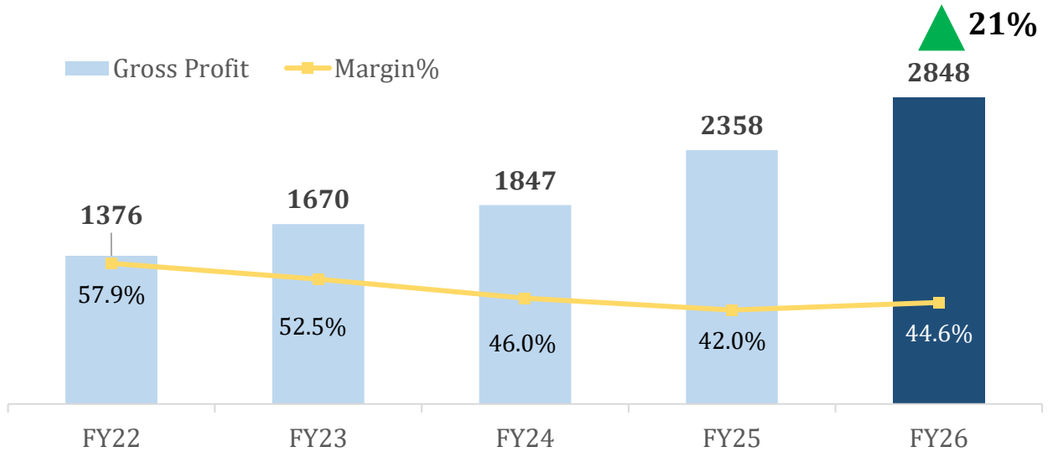
Gross Sales Value – Quarterly (Rs. Crore)



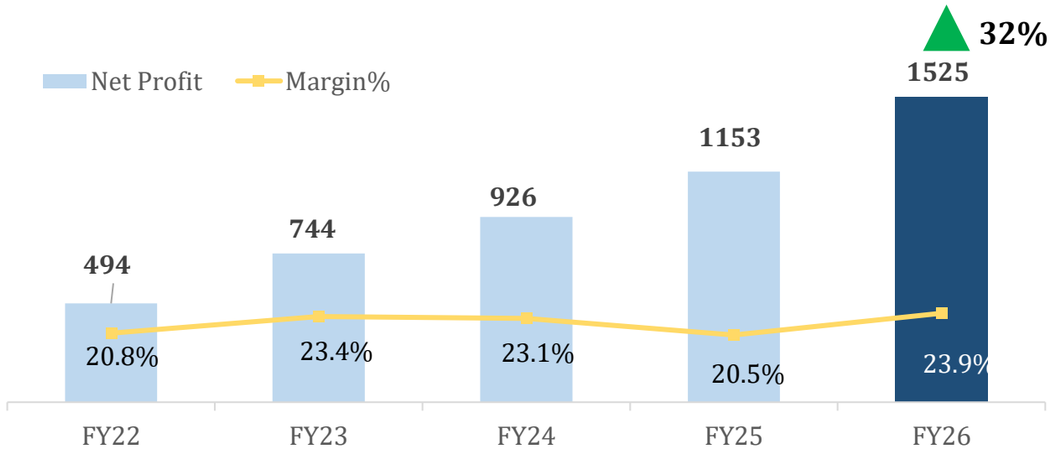
- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period
- Gross sales figures represent our continuing operations. All prior years and quarters have been re-casted to reflect the same

Gross Profit and Net Profit

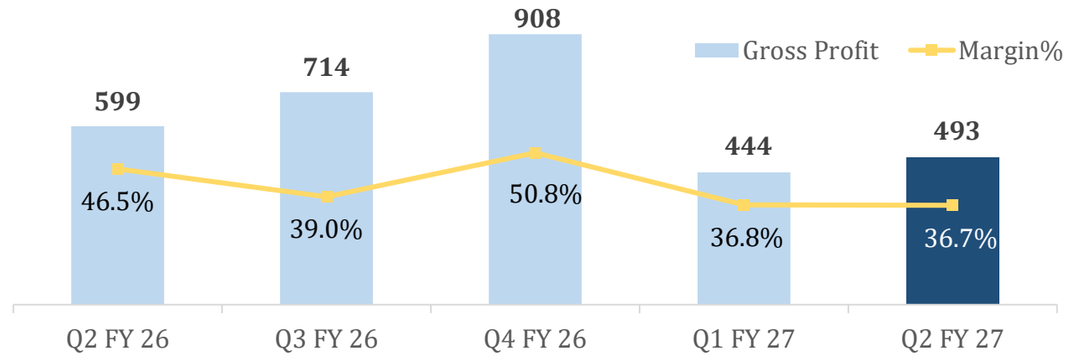
Gross Profit (Rs. Crore) & Margin (%) from continuing operations



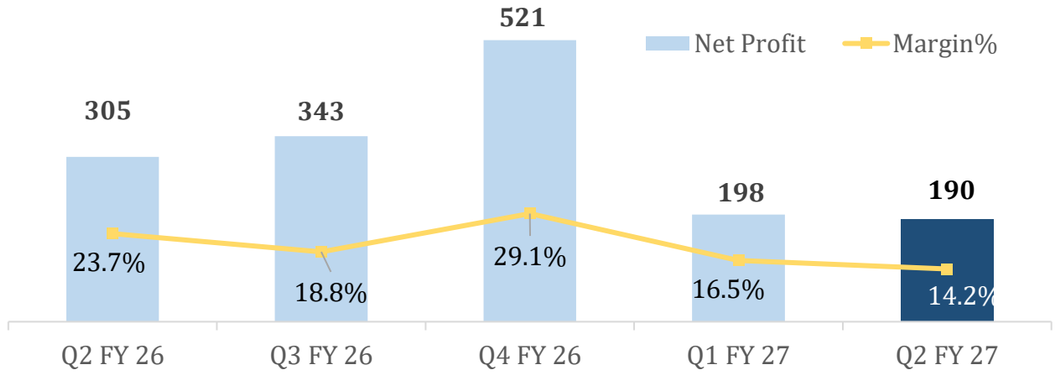
Net Profit (Rs. Crore) & Margin (%) from continuing operations



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
- Margins are calculate on Net Revenue excluding GST and excise duty

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

GODFREY PHILLIPS 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

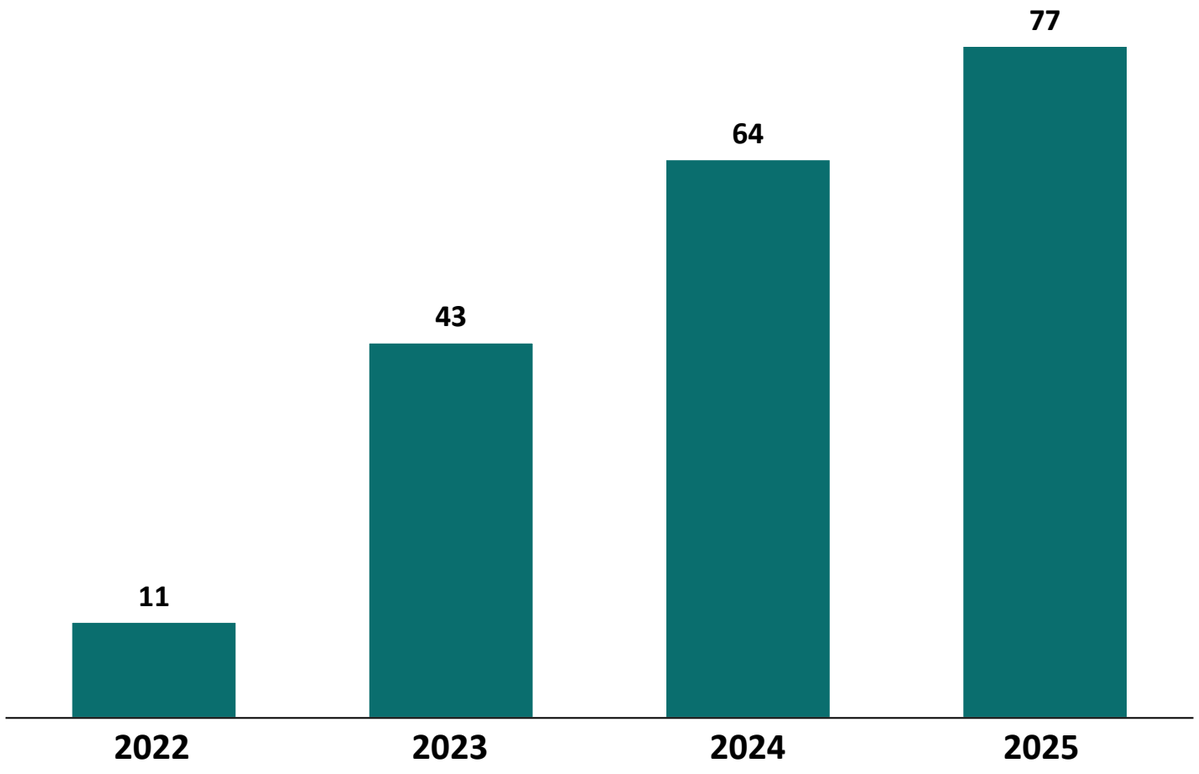




GPI's ESG Journey

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

GODFREY PHILLIPS 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

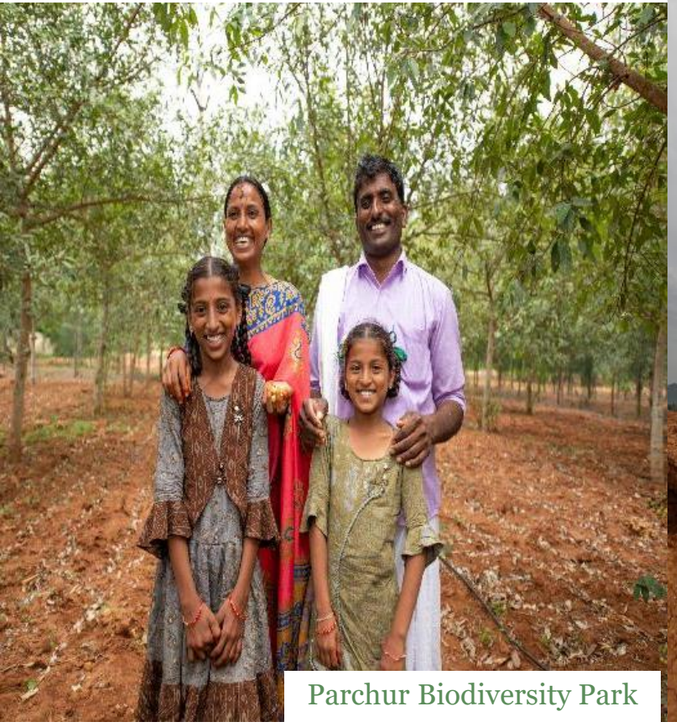
Target: ISO 26000 for manufacturing facilities by 2028

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

GODFREY PHILLIPS INDIA

A Passion for Purpose

CSR 25-26

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

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

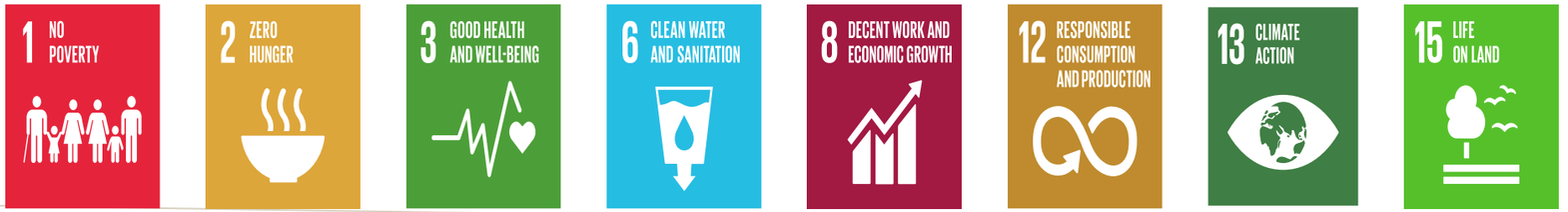
122 new community agri sheds for crops and livestock safeguarding. Total 440 sheds constructured.

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.



Over the year impact at a Glance

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.

Contact Us

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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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