GODFREY PHILLIPS
INDIA LIMITED

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27th July 2026

BSE Limited	**National Stock Exchange of India Limited**
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Plot No. C/1, G Block,
Dalal Street,	Bandra-Kurla Complex,
Mumbai 400001	Bandra (East), Mumbai 400051
SCRIP CODE: 500163	**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 ended 30th June 2026 submitted today i.e. 27th July 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: 2026.07.27 18:22:26 +05'30'

Pumit Kumar Chellaramani
Company Secretary & Compliance Officer

Encl.: As above

Godfrey Phillips India Limited (GPIL)

(BSE: 500163; NSE: GODFRYPHLP)

EARNINGS PRESENTATION
Q1 FY27
(CONSOLIDATED)

GODFREY PHILLIPS
INDIA LIMITED

Q1 FY27 Highlights

GODFREY PHILLIPS INDIA LIMITED

Company

Rs. 5,676 Cr.
Gross Sales Value

Rs. 444 Cr.
Gross Profit

7.8%
Gross Profit Margin

Rs. 198 Cr.
Net Profit

Tobacco

Rs 5,375 Cr.
Domestic Gross Sales Value

Rs. 264 Cr.
International Gross Sales Value

99%
Tobacco contribution to Gross sales Value

Other Consumer Products

Rs. 37 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 Gross Sales Value

Godfrey Phillips Product Portfolio – Q1 FY27

GODFREY PHILLIPS
INDIA LIMITED

Net Sales (excluding GST) **: Rs. 3,806 Cr**

Tobacco		Others
92%	**7%**	**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
2 Marlboro is manufactured and distributed under exclusive procurement and supply agreements with Philip Morris International

Management Perspective

GODFREY PHILLIPS
INDIA LIMITED

Mr. Sharad Aggarwal
Chief Executive Officer

We are pleased to report our Q1 FY27 results. The Company reported a consolidated **Gross Sales Value of Rs 5,676 Crores** and **Net Profit of Rs 198 Crores**. Due to the steep tax increase implemented in Q4 of FY26, the profitability has declined by 44% 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 balanced pricing strategy to ensure that consumer impact is phased and not in one go, while continuing to invest in brands, innovation, market execution, portfolio enhancement, and operational efficiencies.

Despite significant tax-led price increases, I take pride in saying that our domestic cigarette sales volume declined by only 2% during the quarter over corresponding period of last year, reflecting the resilience of our brands and distribution network.

During Q1 FY27, our unmanufactured tobacco exports sales was at **Rs 248 Crores**, contributing 7% of net sales revenue. The unmanufactured tobacco exports have also been impacted due to various geopolitical factors. We, however, remain focused on expanding this segment through our crop development expertise, consistently delivering superior product quality, and expanding and nurturing customer relationships.

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

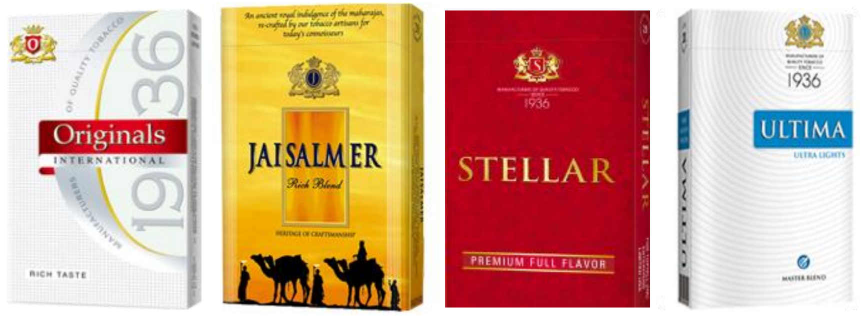
GODFREY PHILLIPS INDIA LIMITED

- Own Brand Cigarette
- Unmanufactured Tobacco
- Contract Manufactured Cigarette

Rs. 264 Cr
Q1 FY27 Net Sales Value

7%
Q1 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

GODFREY PHILLIPS
INDIA LIMITED

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. 19 crore

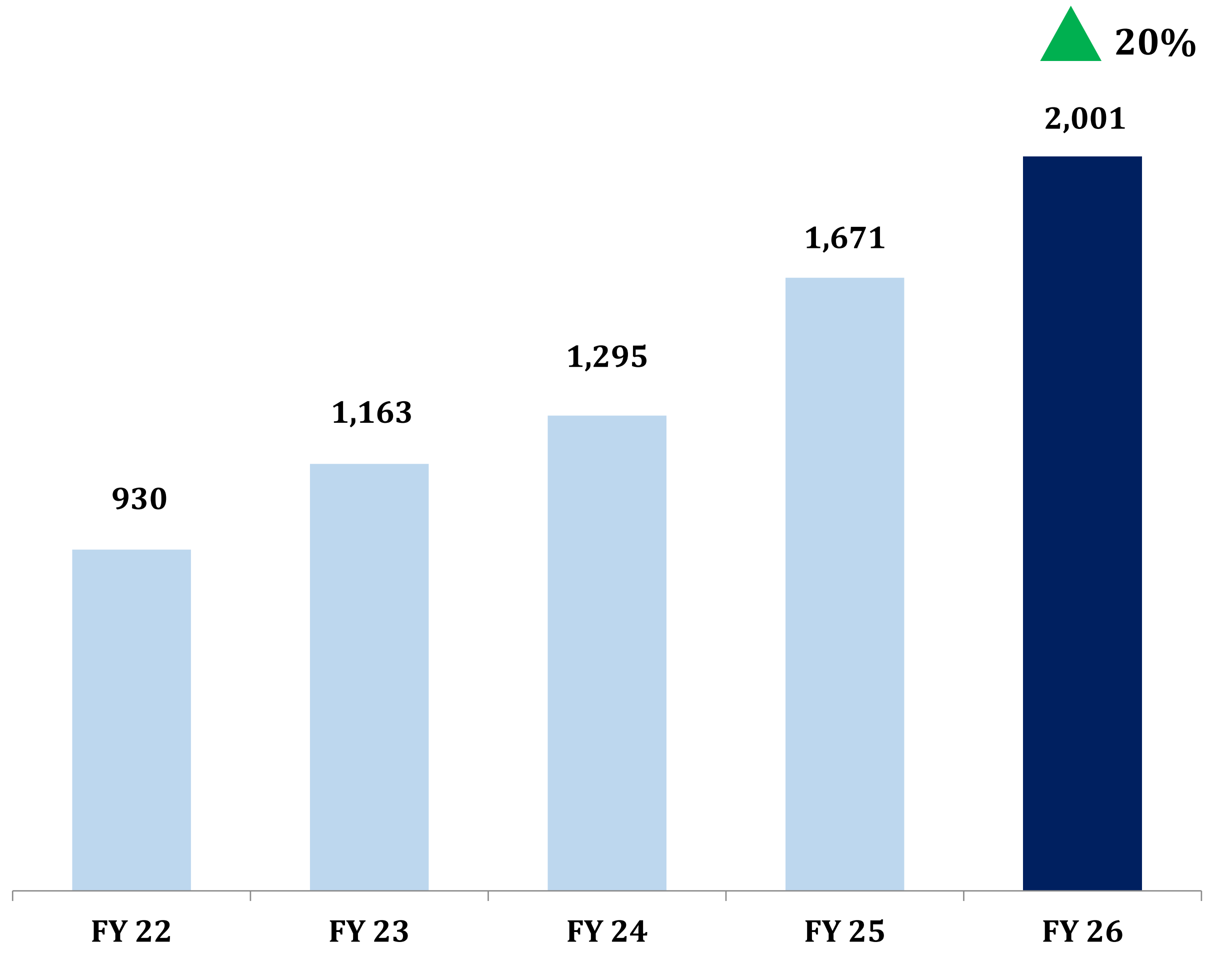
Ferrero Food Products

- 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

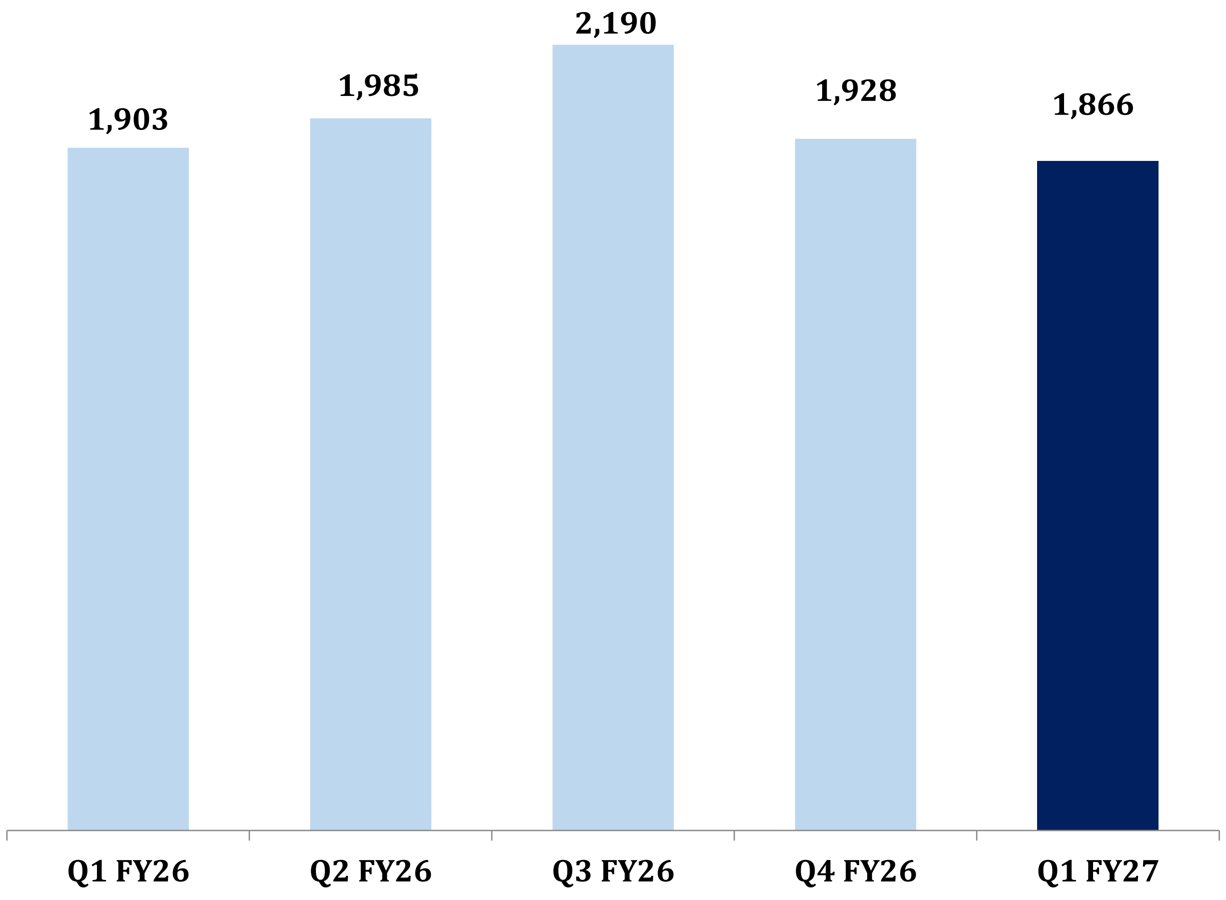
Gross Sales: Rs. 17 crore

Cigarette Domestic Volume

Annual Volumes (million per month)



Quarterly Volumes (million per month)



Q1 FY27 Financial Summary- Consolidated

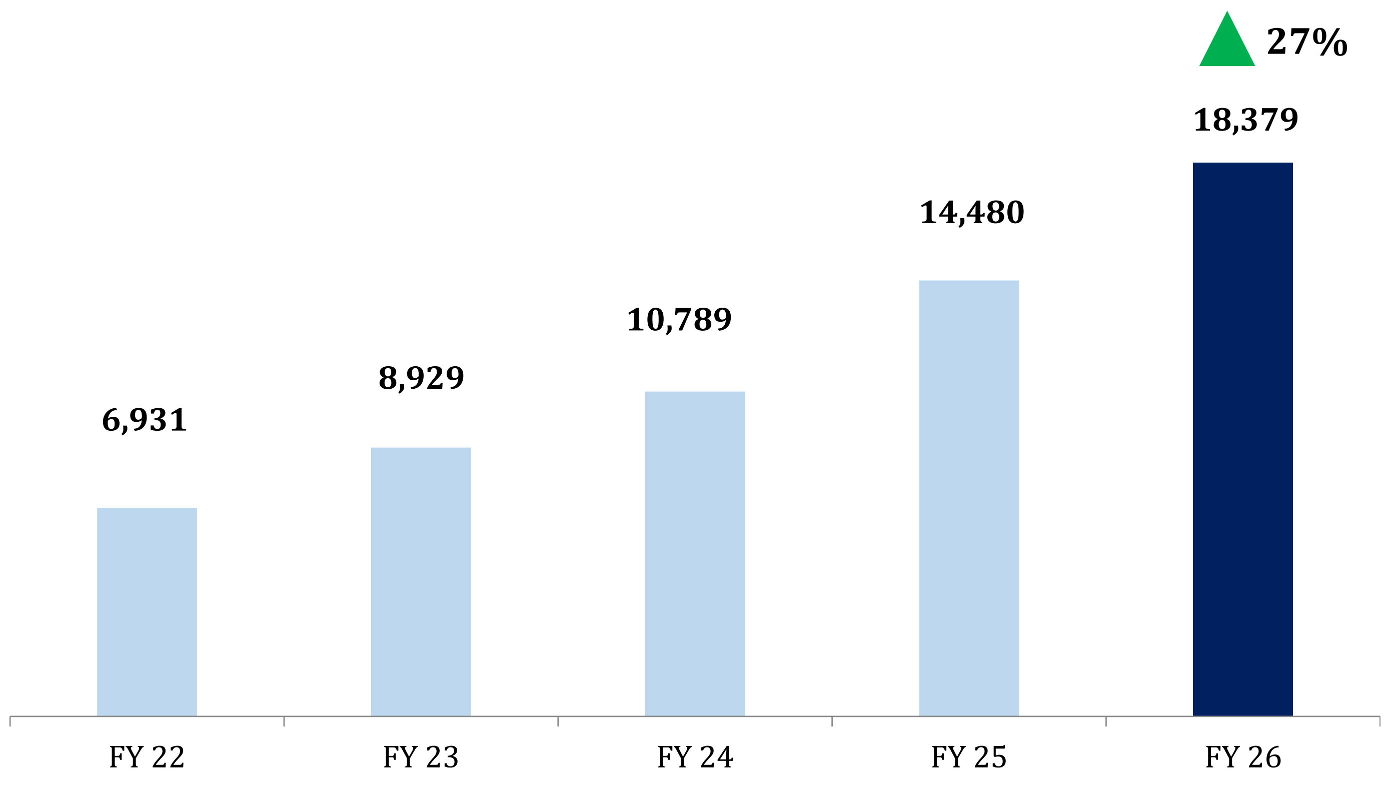
GODFREY PHILLIPS INDIA LIMITED

Rs Crore		Q1 FY27	Y-o-Y%	Q1 FY26	Q4 FY26	Q-o-Q%	FY26	Y-o-Y%	FY25
1	**Gross Sales Value**	**5676**	**38.6%**	**4094**	**5574**	**1.8%**	**18379**	**26.9%**	**14480**
2	**Gross Revenue**	**3820**	**110.7%**	**1813**	**3486**	**9.6%**	**9121**	**34.8%**	**6767**
	Less- Excise duty	2614		327	1698		2730		1156
	Net Revenue	**1206**	**(18.8)%**	**1486**	**1788**	**(32.6)%**	**6391**	**13.9%**	**5611**
3	COGS	762	(11.2)%	858	880	(13.4)%	3543	8.9%	3253
4	**Gross Profit**	**444**	**(29.3)%**	**628**	**908**	**(51.1)%**	**2848**	**20.8%**	**2358**
	% to Sales	7.8%		15.3%	16.3%		15.5%		16.3%
5	Employee Benefits	80	(29.8)%	114	111	(27.9)%	453	10.5%	410
	% to Sales	1.4%		2.8%	2.0%		2.5%		2.8%
6	Other expenses (Net)	182	3.4%	176	244	(25.4)%	811	5.2%	771
	% to Sales	3.2%		4.3%	4.4%		4.4%		5.3%
7	**EBITDA (Operating)**	**182**	**(46.2)%**	**338**	**553**	**(67.1)%**	**1584**	**34.6%**	**1177**
	% to Sales	3.2%		8.3%	9.9%		8.6%		8.1%
8	**Net Profit after tax- Continuing Operations**	**198**	**(44.3)%**	**356**	**521**	**(61.9)%**	**1525**	**32.3%**	**1153**
	% to Sales	3.5%		8.7%	9.3%		8.3%		8.0%
9	Gain/(Loss) after tax from discontinued operation	-		-	1		1		(81)
10	**Net Profit after tax for the period**	**198**	**(44.3)%**	**356**	**521**	**(62.0)%**	**1526**	**42.3%**	**1072**

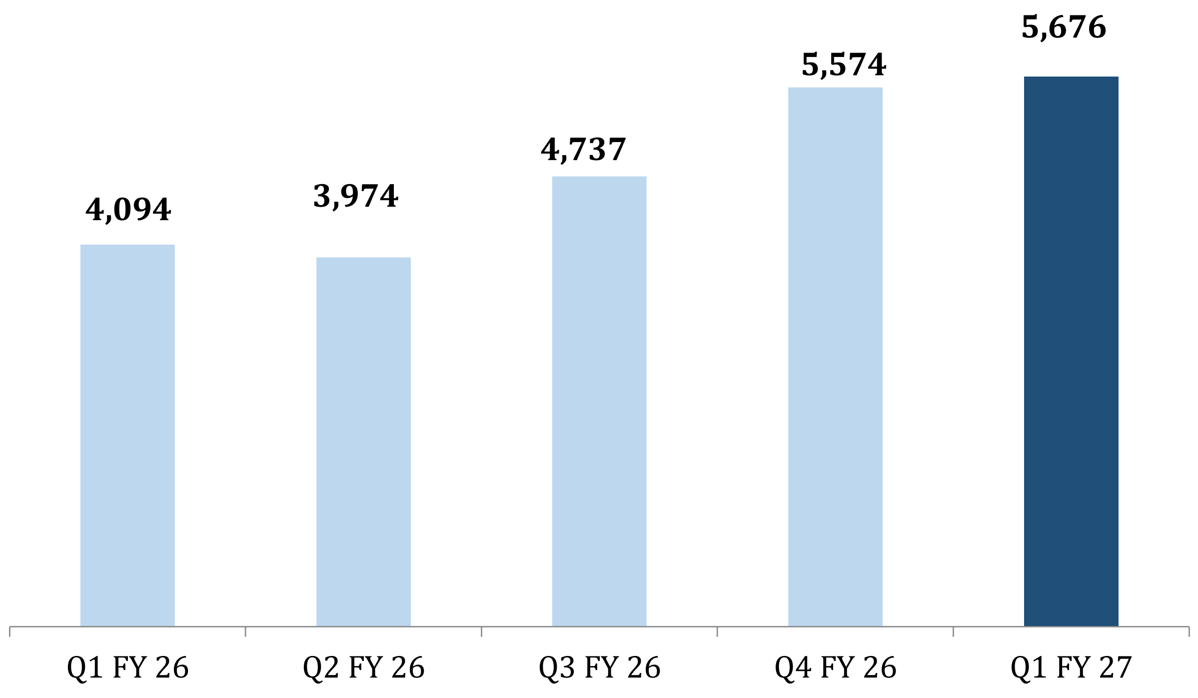
Notes: 1) Gross Sales Value is inclusive of all applicable indirect taxes. 2) Margins are calculated based on Gross Sales Value.

Revenue Analysis

Gross Sales Value –Annual (Rs. Crore)



Gross Sales Value – Quarterly (Rs. Crore)

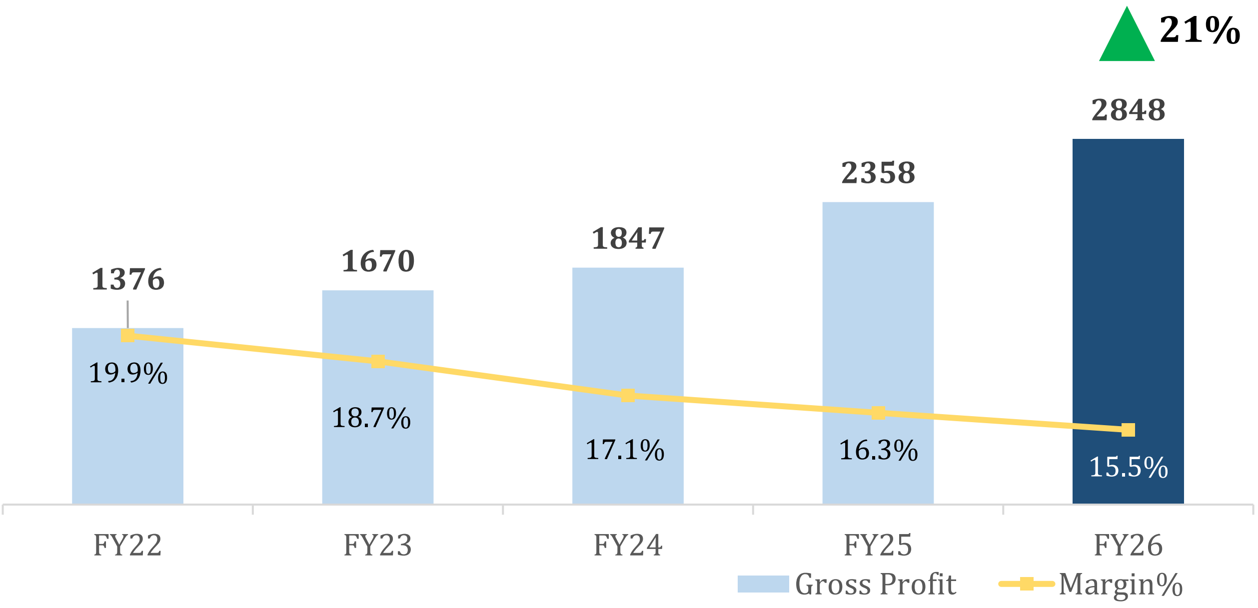


- Gross Sales Value includes Excise Duty, NCCD, GST, GST Compensation Cess as applicable in the corresponding reporting period
- Gross sales figures represent our continuing operations. All prior years and quarters have been re-casted to reflect the same

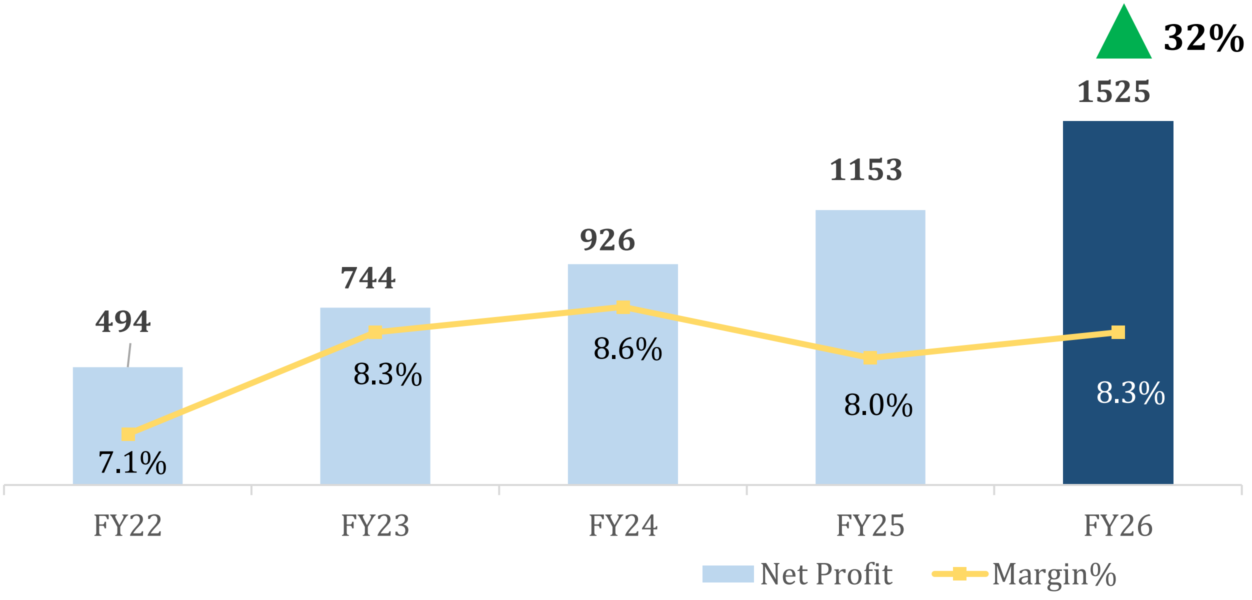
Gross Profit and Net Profit

GODFREY PHILLIPS INDIA LIMITED

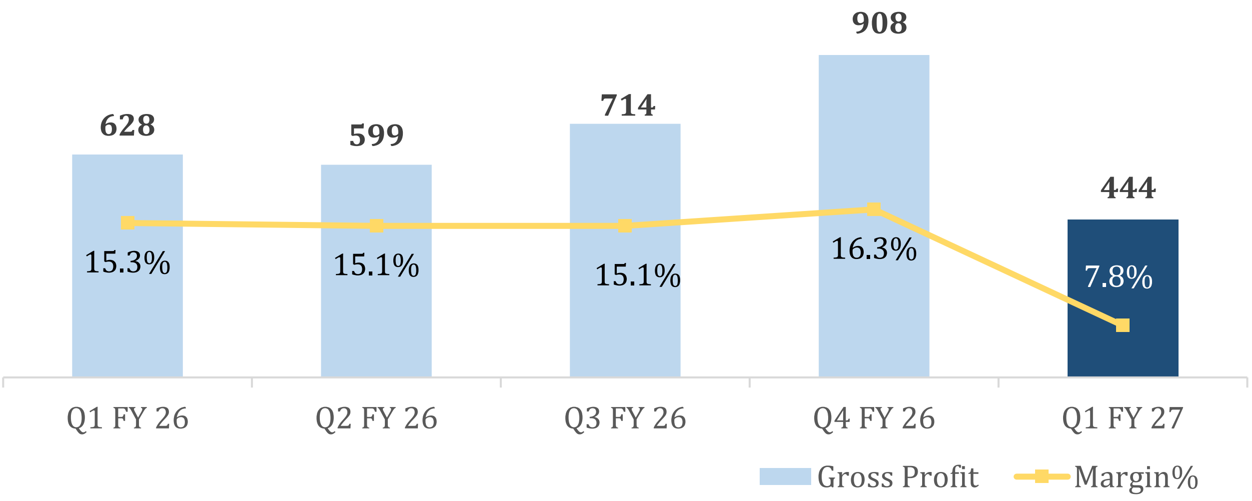
Gross Profit (Rs. Crore) & Margin (%) from continuing operations



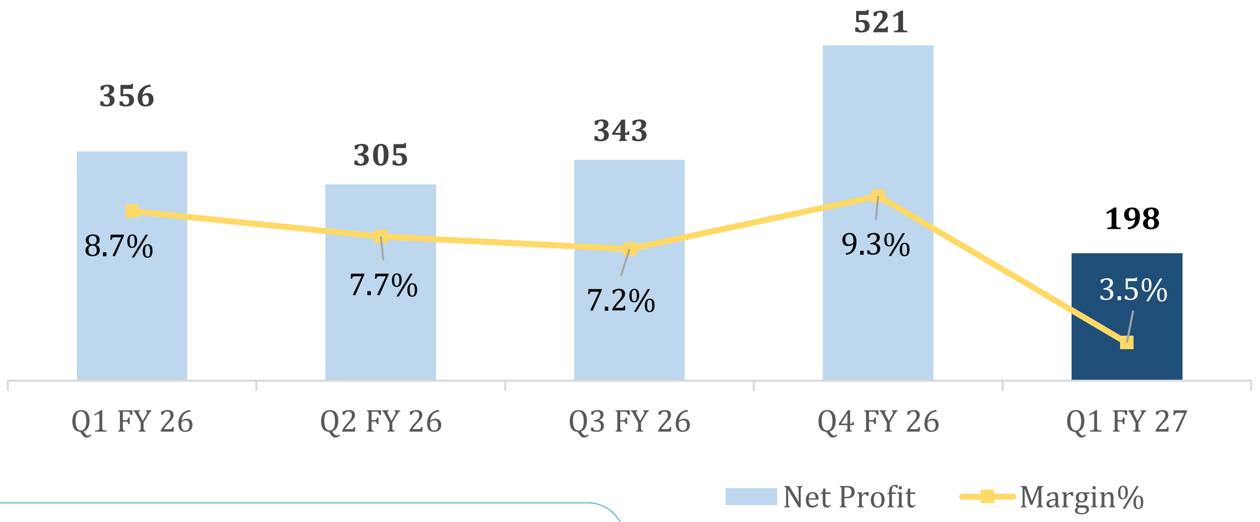
Net Profit (Rs. Crore) & Margin (%) from continuing operations



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

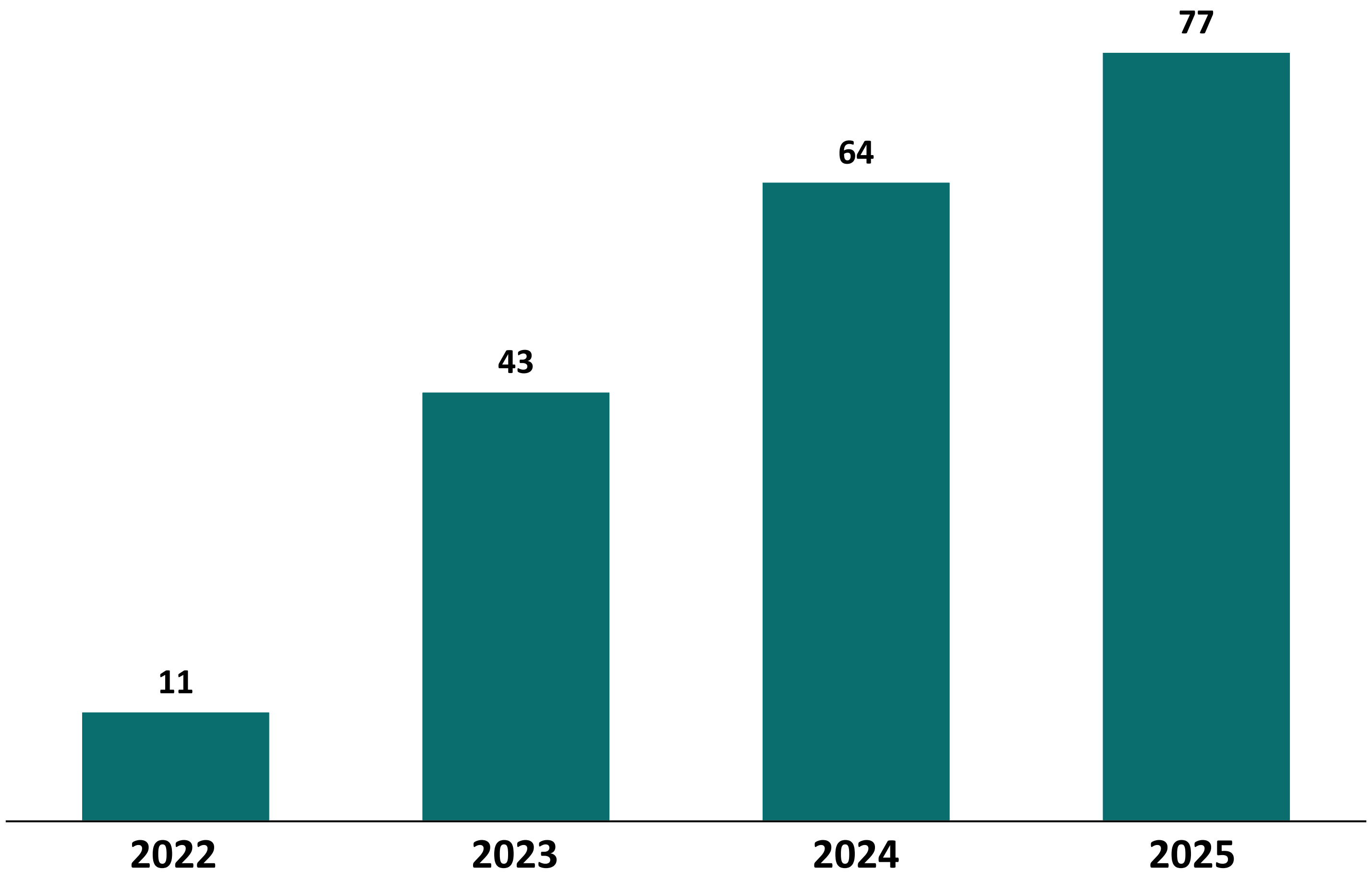
8 YEARS IN A ROW

Great Place To Work®
Certified
MAR 2026-MAR 2027
INDIA ™

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)

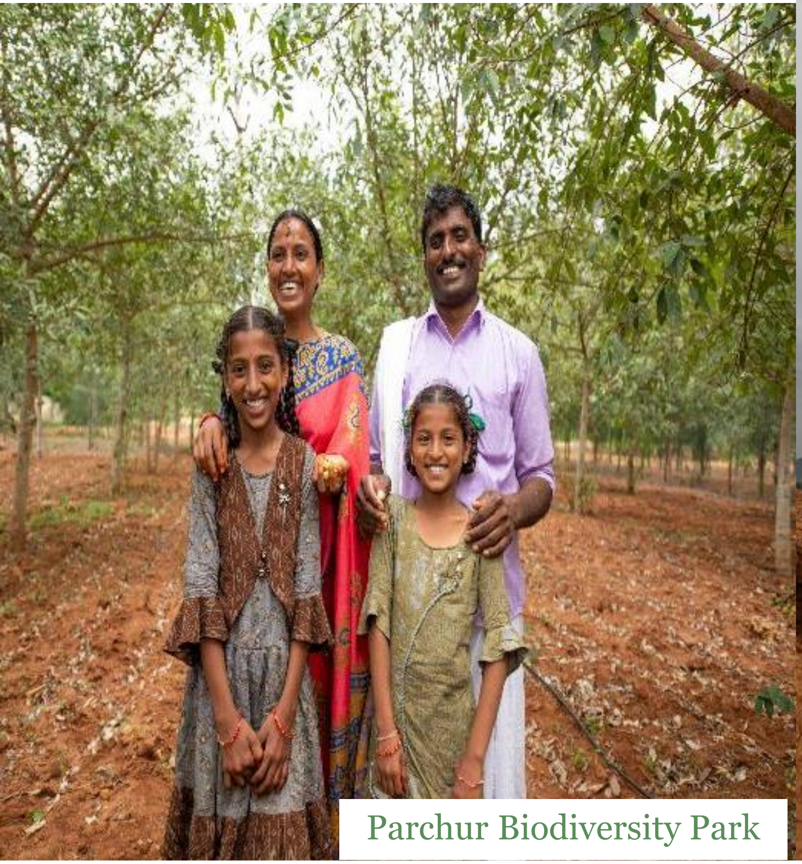
100%
Contracted farmers covered in training
Target: 100% farmer training on Health & Safety

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

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.

Over the year impact at a Glance

GODFREY PHILLIPS
INDIA LIMITED

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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