



**Procter & Gamble Hygiene
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PRESS RELEASE

Procter & Gamble Hygiene and Health Care Ltd maintains growth momentum in FY 07-08 Sales up by 19%; PBT up by 24%; PAT up by 46%

Mumbai, August 29, 2008: Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) today announced its audited financial results for the year ended June 30, 2008. The Company achieved total sales of Rs. 643 crores, which grew by 19% over last year (Rs 538.32 crores). Healthcare grew by a strong 16% value growth vs. FY 06-07, driven by >25% growth in Vicks Vaporub and Vicks Cough drops. The Feminine Hygiene category posted 21% sales growth in FY 07-08 versus FY 06-07.

Profit Before Tax (PBT) at Rs. 180.6 crores is up by 24% vs. last year. Profit After Tax (PAT) at Rs.131.4 crores is up 46% vs. last year. Adjusting for exceptional items, PBT and PAT are up 17% and 23% respectively. The higher PAT increase is driven by the Company leveraging tax incentives for manufacturing.

For the fourth quarter (April- June 08), Sales have posted a strong growth of 20% at Rs.150 crores (vs. last year's 126.4). Feminine Hygiene business had a record high quarter with 20% sales growth in turn driven by 55% value growth in the mid-tier market segment. The Healthcare business grew by a strong 16% vs. year ago. PBT for the fourth quarter was Rs. 26.1 crores (vs. last year's Rs 21.0 crores) and PAT for the quarter was Rs 23.2 crore (vs. last year's Rs 12.6 Crores).

Sharing perspective on the results for FY 2007-08, Mr. Bharat V. Patel, Chairman (PGHHCL) said, *"Our solid strong 19% sales growth for the full year and 20% for the last quarter makes us one of India's fastest growing FMCG companies. Our focus on driving superior quality and value, product innovations, insightful marketing programs, strong trade plans, and expanded distribution have helped us to stay as market leaders in the categories we compete in. We will continue to stay focused on creating clutter breaking and consumer meaningful marketing programs, while investing in enhanced organization capabilities that help deliver these plans".*

About Procter & Gamble Hygiene and Health Care Ltd.

Procter & Gamble Hygiene and Health Care Ltd. (PGHH) is one of India's fastest growing FMCG Companies that has in its portfolio WHISPER - India's leading Feminine Hygiene brand, and VICKS - India's No. 1 Health Care brand. The Company has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. PGHH is committed to making every day in the lives of Indian consumers better through the quality of its products and the sincerity of its service. Please visit www.pg.com for the latest news and in-depth information about P&G and its brands.

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