

## **Procter & Gamble Hygiene and Healthcare Ltd Annual Results Continues to Deliver Sustained Growth**

*Net Sales up 30%; PAT up 12% for fiscal year ended June 30, 2013*

**Mumbai, August 14, 2013** – Procter & Gamble Hygiene and Healthcare Ltd. (PGHHCL) today announced its annual financial results for the Financial Year ended June 30, 2013. The company maintained its growth momentum by delivering total net sales of Rs 1,685 crores (vs. last year's Rs 1,295 crores), thus achieving robust growth of 30%. Growth in net sales was seen across all businesses – feminine hygiene and healthcare. The quarter ended June, 2013 also registered strong business results, with net sales growth of 34%.

PBT stood at Rs 286 crores (vs last year's Rs 223 crores) and PAT for the fiscal year stood at Rs 203 crores (vs. last year's Rs 181 crores). The Company maintained tight cost control to offset inflation and currency devaluation which helped deliver PBT growth of 28%. PAT for the year is up 12%, as higher effective tax rates impacted net margins. PAT for the quarter ended June, 2013 was Rs 52 crores (vs. Rs 35 crores last year). PBT for the same quarter stood at Rs 77 crores (vs Rs 46 crores last year).

**Sharing perspective on the results for the financial year ended June 30, 2013, Mr. Shantanu Khosla, Managing Director, – Procter & Gamble Hygiene and Healthcare Ltd. (PGHHCL)** said, "Our strong year-over-year sales growth is a result of continued sales momentum across categories, driven by our focus on improving the lives of our consumers through superior product propositions and social responsibility programs focused on children's education like P&G Shiksha and Project Parivartan. Till date, our signature corporate sustainability program P&G Shiksha has helped over 420,000 children to access education by building & supporting over 220 schools across India. This year, Parivartan – Whisper School Program reached 4 million girls with quality feminine hygiene education. We will continue to focus on leveraging innovation to deliver superior product propositions that delight our consumers, with a sharp focus on delivering sustained growth."

About Procter & Gamble Hygiene and Healthcare Ltd.

Procter & Gamble Hygiene and Healthcare Ltd. (PGHHCL) 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](http://www.pg.com) for the latest news and in-depth information about P&G and its brands.

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