



Procter & Gamble Hygiene  
and Health Care Limited  
Registered Office  
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Cardinal Gracias Road, Chakala  
Andheri (E), Mumbai 400 099  
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Part I

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 31<sup>st</sup> DECEMBER 2013

(₹ in Lakhs)

| Particulars  | (1)<br>Three Months<br>Ended<br>31st December 2013<br>(Unaudited) | (2)<br>Preceding<br>Three Months<br>Ended<br>30th September 2013<br>(Unaudited) | (3)<br>Corresponding<br>Three Months<br>Ended<br>31st December 2012<br>(Unaudited) | (4)<br>Six Months<br>Ended<br>31st December 2013<br>(Unaudited) | (5)<br>Six Months<br>Ended<br>31st December 2012<br>(Unaudited) | (6)<br>Previous<br>Year Ended<br>30th June 2013<br>(Audited) |
|--|---|---|--|---|---|--|
| <b>1 Income from Operations</b>  |   |   |  |   |   |  |
| (a) Net Sales / Income from Operations (Net of excise duty)  | 57059   | 49275   | 47057  | 106334  | 84553   | 168486   |
| (b) Other operating income   | 68  | 15  | 21   | 83  | 87  | 192  |
| <b>Total income from operations (net)</b>  | <b>57127</b>  | <b>49290</b>  | <b>47078</b>   | <b>106417</b>   | <b>84640</b>  | <b>168678</b>  |
| <b>2 Expenses</b>  |   |   |  |   |   |  |
| a) Cost of raw and packing materials consumed  | 14199   | 14383   | 15308  | 28582   | 28702   | 49410  |
| b) Purchase of stock-in-trade  | 6242  | 7357  | 4318   | 13599   | 8979  | 24379  |
| c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                   | 1773  | (613)   | (1068)   | 1160  | (2822)  | (3339)   |
| d) Employee benefits expense   | 3084  | 1994  | 2196   | 5078  | 4386  | 9965   |
| e) Depreciation and amortisation expense   | 863   | 823   | 677  | 1686  | 1452  | 3131   |
| f) Advertising & sales promotion expenses  | 9756  | 7577  | 9458   | 17333   | 16313   | 28527  |
| g) Royalty expenses  | 2638  | 2371  | 2269   | 5009  | 4063  | 7980   |
| h) Other expenses  | 9813  | 8873  | 8017   | 18686   | 13807   | 26700  |
| <b>Total expenses</b>  | <b>48368</b>  | <b>42765</b>  | <b>41175</b>   | <b>91133</b>  | <b>74880</b>  | <b>146753</b>  |
| <b>3 Profit from operations before other income and finance costs (1-2)</b>                        | <b>8759</b>   | <b>6525</b>   | <b>5903</b>  | <b>15284</b>  | <b>9760</b>   | <b>21925</b>   |
| <b>4 Other income</b>  | <b>2226</b>   | <b>2164</b>   | <b>1368</b>  | <b>4390</b>   | <b>3829</b>   | <b>6696</b>  |
| <b>5 Profit from ordinary activities before finance costs (3+4)</b>                                | <b>10985</b>  | <b>8689</b>   | <b>7271</b>  | <b>19674</b>  | <b>13589</b>  | <b>28621</b>   |
| <b>6 Finance costs</b>   | <b>-</b>  | <b>2</b>  | <b>-</b>   | <b>2</b>  | <b>-</b>  | <b>1</b>   |
| <b>7 Profit from ordinary activities before tax (5-6)</b>  | <b>10985</b>  | <b>8687</b>   | <b>7271</b>  | <b>19672</b>  | <b>13589</b>  | <b>28620</b>   |
| <b>8 Tax expense</b>   | <b>3328</b>   | <b>3208</b>   | <b>1872</b>  | <b>6536</b>   | <b>3663</b>   | <b>8298</b>  |
| <b>9 Net profit for the period (7-8)</b>   | <b>7657</b>   | <b>5479</b>   | <b>5399</b>  | <b>13136</b>  | <b>9926</b>   | <b>20322</b>   |
| <b>10 Paid-up equity share capital (Face Value ₹ 10 per equity share)</b>                          | <b>3246</b>   | <b>3246</b>   | <b>3246</b>  | <b>3246</b>   | <b>3246</b>   | <b>3246</b>  |
| <b>11 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b> |   |   |  |   |   |  |
| <b>12 Earnings per Share (of ₹ 10 each) (not annualised) :</b>                                     |   |   |  |   |   | <b>77286</b>   |
| a) Basic   | 23.59   | 16.88   | 16.63  | 40.47   | 30.58   | 82.61  |
| b) Diluted   | 23.59   | 16.88   | 16.63  | 40.47   | 30.58   | 82.61  |

See accompanying notes to the financial results

Part II

SELECT INFORMATION FOR THE QUARTER AND SIX MONTHS ENDED 31<sup>st</sup> DECEMBER 2013

| Particulars  | (1)<br>Three Months<br>Ended<br>31st December 2013 | (2)<br>Preceding<br>Three Months<br>Ended<br>30th September 2013 | (3)<br>Corresponding<br>Three Months<br>Ended<br>31st December 2012 | (4)<br>Six Months<br>Ended<br>31st December 2013 | (5)<br>Six Months<br>Ended<br>31st December 2012 | (6)<br>Previous<br>Year Ended<br>30th June 2013 |
|--|--|--|---|--|--|---|
| <b>A PARTICULARS OF SHAREHOLDING</b>   |  |  |   |  |  |   |
| <b>1 Public shareholding</b>   |  |  |   |  |  |   |
| - Number of shares   | 9530963  | 9530963  | 9530963   | 9530963  | 9530963  | 9530963   |
| - Percentage of shareholding   | 29.36  | 29.36  | 29.36   | 29.36  | 29.36  | 29.36   |
| <b>2 Promoters &amp; Promoter Group Shareholding</b>                                   |  |  |   |  |  |   |
| a) Pledged / Encumbered  |  |  |   |  |  |   |
| - Number of shares   | -  | -  | -   | -  | -  | -   |
| - Percentage of shares (as a % of the total shareholding of Promoter & Promoter group) | -  | -  | -   | -  | -  | -   |
| - Percentage of shares (as a % of the total share capital of the company)              | -  | -  | -   | -  | -  | -   |
| b) Non-encumbered  |  |  |   |  |  |   |
| - Number of shares   | 22929773   | 22929773   | 22929773  | 22929773   | 22929773   | 22929773  |
| - Percentage of shares (as a % of the total shareholding of Promoter & Promoter group) | 100.00   | 100.00   | 100.00  | 100.00   | 100.00   | 100.00  |
| - Percentage of shares (as a % of the total share capital of the company)              | 70.64  | 70.64  | 70.64   | 70.64  | 70.64  | 70.64   |





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| B INVESTOR COMPLAINTS                          |  | THREE MONTHS ENDED 31 <sup>st</sup> DECEMBER 2013 (NUMBERS) |
|--|--|---|
| Pending at the beginning of the quarter        |  | -   |
| Received during the quarter                    |  | 31  |
| Disposed off during the quarter                |  | 31  |
| Remaining unresolved at the end of the quarter |  | -   |

Notes:

1 Statement of Assets and Liabilities

|  |                         | (₹ in Lakhs)  |  |
|--|-------------------------|---|--|
| Particulars  |                         | As at Six Months end<br>31st December 2013<br>(Unaudited) | As at previous year end<br>30th June 2013<br>(Audited) |
| <b>EQUITY AND LIABILITIES</b>                        |                         |   |  |
| <b>SHAREHOLDERS' FUNDS</b>                           |                         |   |  |
| a) Share Capital                                     |                         | 3246  | 3246   |
| b) Reserves and Surplus                              |                         | 90422   | 77286  |
|  | Shareholders' Funds     | 93668   | 80532  |
| <b>NON-CURRENT LIABILITIES</b>                       |                         |   |  |
| a) Other Long-term Liabilities                       |                         | 36  | 36   |
| b) Long-term Provisions                              |                         | 258   | 243  |
|  | Non-Current Liabilities | 294   | 279  |
| <b>CURRENT LIABILITIES</b>                           |                         |   |  |
| a) Trade Payables                                    |                         | 29655   | 20446  |
| b) Other Current Liabilities                         |                         | 9946  | 8570   |
| c) Short-term Provisions                             |                         | 518   | 9974   |
|  | Current Liabilities     | 40119   | 38990  |
| <b>TOTAL EQUITY AND LIABILITIES</b>                  |                         | <b>134081</b>   | <b>119801</b>  |
| <b>ASSETS</b>  |                         |   |  |
| <b>NON-CURRENT ASSETS</b>                            |                         |   |  |
| a) Fixed assets                                      |                         | 30655   | 25611  |
| b) Deferred Tax Assets (Net)                         |                         | 314   | 295  |
| c) Long-term Loans and Advances                      |                         | 10181   | 9814   |
| d) Other Non-current Assets                          |                         | 3   | 11   |
|  | Non-Current Assets      | 41153   | 35731  |
| <b>CURRENT ASSETS</b>                                |                         |   |  |
| a) Inventories                                       |                         | 12001   | 11890  |
| b) Trade Receivables                                 |                         | 9048  | 8087   |
| c) Cash and Cash Equivalents and Other Bank Balances |                         | 13612   | 16603  |
| d) Short-term Loans and Advances                     |                         | 56675   | 43844  |
| e) Other Current Assets                              |                         | 1592  | 3646   |
|  | Current Assets          | 92928   | 84070  |
| <b>TOTAL ASSETS</b>                                  |                         | <b>134081</b>   | <b>119801</b>  |

2 The above unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 3<sup>rd</sup> February 2014. The Statutory Auditors of the Company have carried out limited review of the above unaudited results pursuant to clause 41 of the Listing Agreement.

3 Other Expenses include the effect of net Exchange loss / (gain) in the respective periods as under:

| Particulars  | (1)<br>Three Months<br>Ended<br>31st December 2013 | (2)<br>Preceding<br>Three Months<br>Ended<br>30th September 2013 | (3)<br>Corresponding<br>Three Months<br>Ended<br>31st December 2012 | (4)<br>Six Months<br>Ended<br>31st December 2013 | (5)<br>Six Months<br>Ended<br>31st December 2012 | (6)<br>Previous<br>Year Ended<br>30th June 2013 |
|--------------|--|--|---|--|--|---|
| (₹ in Lakhs) | (76)   | 106  | 123   | 30   | (225)  | 234   |

4 Other income includes Interest Income on income tax refund in the respective periods as under:

| Particulars  | (1)<br>Three Months<br>Ended<br>31st December 2013 | (2)<br>Preceding<br>Three Months<br>Ended<br>30th September 2013 | (3)<br>Corresponding<br>Three Months<br>Ended<br>31st December 2012 | (4)<br>Six Months<br>Ended<br>31st December 2013 | (5)<br>Six Months<br>Ended<br>31st December 2012 | (6)<br>Previous<br>Year Ended<br>30th June 2013 |
|--------------|--|--|---|--|--|---|
| (₹ in Lakhs) | -  | 736  | -   | 738  | 1,061  | 1,221   |

5 Tax Expense for the half year ended December 2013 and for the quarter ended September 2013 includes a net charge of ₹ 638 Lakhs in respect of earlier years.

6 The Company operates in a single reportable business segment i.e. Manufacturing and Marketing of Health and Hygiene Products.

7 Previous periods / year's figures have been regrouped / rearranged wherever considered necessary.

For and on behalf of the Board of Directors of  
Procter & Gamble Hygiene and Health Care Limited

Shantanu Khosla  
Managing Director



Place : Mumbai  
Date : 3<sup>rd</sup> February 2014