



Procter & Gamble Hygiene and Health Care Limited
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Procter & Gamble Hygiene and Health Care Ltd. Announces Third Quarter Results

Sales up 23%, PAT up 8% for the quarter ended March 31, 2019

Mumbai, May 8, 2019: Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the quarter ended March 31, 2019. The company delivered sales of ₹699 crores, up 23% vs year ago (comparable sales* up 15%) behind brand fundamentals, product innovation, strength of the product portfolio, and improved in-store execution.

The Profit After Tax (PAT) was ₹90 crores, up 8% vs year ago behind continued focus on productivity and cost efficiency.

Madhusudan Gopalan, Managing Director, Procter & Gamble Hygiene and Health Care Ltd. said, *“We have delivered strong double-digit growth for the third consecutive quarter this year driven by robust volume growth, category development and execution excellence. Our focus on raising the bar on superiority, innovation, improving productivity, and strengthening our organization and culture is delivering strong results in a competitive market environment. We will continue to focus on balanced top and bottom line growth to create value for shareholders.”*

Both the Feminine Care and Health Care businesses recorded double-digit growth.

**Comparable sales: Reported sales adjusted for impact of GST change versus previous year.*

About Procter & Gamble Hygiene and Health Care Ltd.

Procter & Gamble Hygiene and Health Care 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 and Old Spice. The company has carved a reputation for delivering high-quality products and superior value propositions to meet the needs of consumers. PGHHCL brands take pride in being socially conscious via their participation in P&G SHIKSHA, a national consumer movement that supports the education of underprivileged children in India. Please visit www.pg.com for the latest news and in-depth information about P&G and its brands.

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