



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

**Transcript of the 36<sup>th</sup> Annual General Meeting of Gillette India Limited held at 11:00 a.m. on November 25, 2020 through video conference/ other audio-visual means**

**Mr. Gurcharan Das - Chairman & Independent Director, Gillette India Limited:**

A very warm welcome to all of you and thank you for joining the 36<sup>th</sup> Annual General Meeting of Gillette India Limited. I would like to introduce the Board members and the management officials. Mr. Madhusudan Gopalan – the Managing Director, Mr. Gagan Sawhney – Chief Financial Officer and Director, Mr. C. R. Dua – Independent Director, Mr. Anil Kumar Gupta – Independent Director, Ms. Anjuly Chib Duggal – Independent Director, Mr. Pramod Agarwal – Director, Mr. Karthik Natarajan – Director, Mr. Ghanashyam Hegde – Company Secretary, Mr. John Chevalier – Chief, Investor Relations Officer, Mr. Ravi Chamoli – Head Communications and CSR, Ms. Sonali Dhawan could not attend the meeting due to personal reasons. The representatives of the statutory auditors and secretarial auditors are also attending this meeting. I am informed that two representatives under Sec. 113 of the Companies Act 2013 representing 75% of the paid-up share capital of the company have been received. Since the auditor's report and the secretarial audit report do not contain any qualifications or observations, they are not required to be read. I now request Mr. Ghanashyam Hegde – Company Secretary to take the shareholders through the general instructions regarding the virtual participation in this AGM.

**Mr. Ghanashyam Hegde – Company Secretary, Gillette India Limited:**

Thank you, Mr. Das. Good morning dear shareholders. Please note that the facility of the participation in this AGM is available for 1000 members on a first come first serve basis. All the members are placed on mute mode by the host, so as to avoid any disturbances and to ensure smooth conduct of the meeting. Since this meeting is being held through video conferencing means and physical attendance of members has been dispensed with, the facility to appoint proxies to attend and cast votes on behalf of the members is not available for this Annual General Meeting. Register of Directors' shareholdings and Register of members are available electronically for viewing by the members. Shareholders who wish to view the same may view it on the e-voting system. Live streaming of this meeting is available on the NSDL website. If any shareholder faces any technical issues, he or she may call NSDL helpline at



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

1800 222 990, I repeat 1800 222 990. I hand over to Mr. Das to take the proceedings ahead. Over to you Mr. Das.

**Mr. Gurcharan Das – Chairman & Independent Director, Gillette India Limited:**

I shall now read the Chairman's report to this AGM. Before I do that, I am going to request a minute of your time. Thank you for waiting. Dear shareholders, it gives me great pleasure to share with you the performance of the company for the Financial Year 2019-2020. This fiscal year has witnessed unprecedented disruption to the business and numerous challenges due to the COVID pandemic. Your company navigated these tough times with agility to deliver a resilient performance for the Financial Year. While uncertainties remain in the near term, we will continue to focus on our strategy to drive superiority and improve productivity for balanced growth while prioritizing the health and safety of our people. The company has built citizenship into its way of doing business and we are committed to be a force for the good and a force for growth in response to this COVID pandemic. We have stepped up and launched P&G's 'Suraksha India' to serve our communities by partnering government and the relief organizations through in-kind product and critical supply issues. We launched the 'Gillette Barber Suraksha Program' to support barber community and get them back on their feet. The program enabled them to restart their business while maintaining high standards of safety, also health and hygiene in their work. We also leveraged the voice of our brand on social media to create awareness about preventive measures to curb the spread of COVID-19.

In addition, your company, continued its focus on educating the under privileged children in India through P&G's Shiksha program. Through this, Shiksha program the CSR program of this company, the P&G Group in India has supported 2300 schools that will impact the lives of 20 lakh children. P&G's Shiksha efforts are focused in three main areas – improving educational infrastructure, empowering marginalized girls through education and improving learning outcomes. Last year P&G supported more than 2500 families affected by floods in Maharashtra with health and education kits. Lastly, I would like to express my gratitude to our consumers, to our customers, to our employees, to our business partners and to you – our valued shareholders for your support during this very difficult period. We are keenly focused on creating value for our stake holders and we will continue to innovate and bring superior products to consumers and sustained growth of our businesses. Having read the Chairman's speech now, I shall request Mr. Madhusudan Gopalan to address the shareholders and present the company's business strategy.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

**Mr. Madhusudan Gopalan – Managing Director, Gillette India Limited:**

Thank you Mr. Das. A very warm welcome to all our shareholders. I sincerely hope that you are keeping safe, healthy and well. I will take the next few minutes to share with you the strategy of your company to be able to win in the market and serve our key stakeholders. Following that, Mr. Gagan Sawhney will dive into a bit more detail on the business results that these strategies are delivering at an overall company level and at a brand level. Let me first begin by sharing our strategy.

Our growth strategy is based on the foundation of superiority. Consumers will choose us as a preferred brand to meet their solutions, their issues, if we offer them superior offering and superiority on each of these vectors. Starts with offering irresistible superior products and as all of you know, our *Gillette* company is known for offering superior outstanding products be it in the grooming category or in the oral care category. Irresistible superior packaging is increasingly becoming a key driver of purchase intent by consumers as they continue look for packaging that is distinctive and that speaks to them. It is important to communicate the superiority to our consumers so that they are aware and make an informed choice and that is where superior brand communication plays a critical role and later we will share some outstanding examples of superior brand communication execution by your company. Ultimately consumers make a choice on purchase at the point of shopping, be it offline or online and hence having a superior retail execution is critical to be able to serve these consumers the best we can. Last but not the least, offering the right value to consumers, the right value proposition is also very critical part of our overall brand proposition. Now, in order to offer this superiority, it is equally important to have a very strong productivity engine which allows us to be able to reinvest into superiority to fuel these investments for driving growth and all this can happen only if we are have the underpinnings of a very strong organization. We continue to strive to hire and retain the best talent and empower them so that they can function in a very agile manner in the marketplace.

As we bring this strategy to life in the current challenging environment, we have called out three clear priorities. #1, protecting the health and well-being of our organization. Next, how do we serve our consumers as they look to us give access to our everyday products at the time, place that they choose to seek our products and



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

at a time like these where communities are going through severe challenges being a responsible corporate citizen we also want to do our bit in serving the communities that we live in. I will now share few examples of how your company has brought these priorities to life over the last year. Starting with protecting our employees. As the COVID pandemic hit, and in the very early days of the lockdown as we started ramping up our manufacturing so that we are able to serve our consumers as they seek our products. We took every precaution to make sure that we are offering a safe working environment especially for our colleagues in the manufacturing side. We implemented full compliance and standards on what we call as SMS – sanitization, mask and social distancing. This supported us protecting the health and well-being of our employees, gave them a lot of confidence for returning to work and also supported us ramping up our production very fast as you will see later.

Next, we have also taken a lot of care to make sure we are there at a time of need for our employees over the last few months post the pandemic. We have offered a 24/7 helpline to all our employees. Anybody who was impacted in any manner by this pandemic, this helpline offers them timely information, information including where they can possibly get testing, where they can possibly avail of treatment and facilities and other support that they may require at that time from the company. I am happy to report to you that this 24/7 helpline has received very, very strong positive feedback from our employees in our organization. Lastly, we also strove to have strong engagement across a big part of our organization which has continued to work remotely and we have implemented several interventions such as vibrant living circles, focusing on not just physical but also mental health and also making sure that we continue to invest in training and capability building even from a remote working environment. And all these interventions have received amazing feedback and positive feedback from our organization.

I would like to now share with you the key interventions we have done on supporting our communities at the time they needed it most. As part of the larger P&G Group, your company participated in the #PGSuraksha India program where we focused on six areas to support communities. Donating products and PPEs, supporting our partners for their vulnerable employees, partnering with local stakeholders and authorities on the Suraksha circle and Suraksha store programs leveraging the voice of our brands to create awareness and call for action, leveraged our in store resources to raise awareness on hygiene practices and last but not the least, encouraged employees on their personal capacity to contribute. At the time when the communities needed it the most, we supported the communities by donating food, grocery kits in the very early days of the lockdown.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

As part of the P&G group, we started manufacturing masks and hand sanitizers as a group with the express intention of donating it for those in need. I am also proud to share the work *Gillette* led in supporting our barber community who have been key partners for *Gillette* for many, many years. And as you know, this community went through a lot of challenges over the last few months and we launched the *Gillette* Barber Suraksha program which aims to make a timely and a tangible impact on their livelihoods. I would like to now share with you a short video which talks about this program.

[Video playing- *Gillette Barber Suraksha Program*]

A great example of the work we did in supporting communities when they needed it the most and we also leveraged the voice of our brands to share best practices on sanitizing and personal hygiene. We also used as part of the P&G Group the counselors (+) 1000 counselors that we have. We use them to share best practices via social media to encourage the broader population to adopt these personal hygiene practices. And of course, the foundational thought was of our company continues to be to serve our consumers. Our market leading brands continued to do an amazing job in serving our consumers. We continue to make available and accessible our wide variety of products cutting across price ranges and during these times of need we did our very best with some courageous leadership by our organization to make available our products across the length and breadth of our country. So, consumers continue to have access to our quality products when they needed it the most.

I would like to also take a minute to share with you the strong contributions, your company is making towards the government of India's initiative on self-reliant India. We have a strong make in India, manufacture in India presence. And as part of that manufacturing presence we've brought to India cutting edge technology, like the cutting-edge shaving technology that we use for our grooming products. Not only do we make in India for India, we also make in India for the globe. And you'll be very pleased to know that your company also makes in India and exports products to multiple countries. As part of the Self-Reliant India Program we've also innovated for India so that the capability to serve Indian consumers in the best way possible is in India. We've designed custom made portfolio that meets unique Indian consumer needs. It's part of the broader P&G Group. We're a global retail innovation center which services and provides best in class solutions to *kirana* stores across the world. And also, it's part of the group 'We Grow' program. Your company has participated in supporting inclusive growth through partnerships across 2000 plus suppliers that



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

we reach out as part of the group. And this provides a great opportunity for Indian local companies big and small, to be able to find a route to market for their ideas and products and solutions. Last but not the least we're very proud that being part of this big group we're providing more than 50,000 jobs, skilled employment, directly and indirectly. And not just that more than 250 Indians who have joined and started from India as part of your company and the P&G Group are now working across many countries globally, having started in India. And this is a great way to groom Indian talent and offer them opportunities and is another aspect of Self-Reliant India we're very proud to have contributed to. In conclusion we continue to make strong progress on our three priorities on serving our consumer, engaging and serving our employees to take care of their health and protection and serving our communities. I will now invite my colleague Mr. Gagan Sawhney to take you through the results that these strategies have delivered and the specific brand interventions and the progress we've made over the last year. Gagan, over to you.

**Mr. Gagan Sawhney- Director and CFO, Gillette India Limited:**

Thank you, Madhu. Good morning everyone. Mr. Das and Mr. Madhu shared a perspective on our strategy and how we have navigated through the pandemic. Over the next few minutes, I will walk you through the macro-economic environment, our results for the last year and the brand strategies we plan, in line with our focus to drive balanced and sustainable top and bottom line growth. The Indian economy was slowing even pre-March 2020. But with Covid-19 pandemic and the national lockdown which followed the economic activity significantly went down. It was reflected in all macro-economic indicators taking a material dip in April to June Quarter with GDP down 24%. This GST revenue came down around 30%. Index of industrial production went down more than 30% and so on. There was also demand softness due to family incomes going down as a result of overall uncertainty and unemployment rates climbing up. The grooming business in particular was hit harder with a) The barber shops and salons remaining closed until late June 2020. Two, with most people staying at home and working from home the shaving incidents dropped materially during the last quarter. Let me go to the next slide. Fiscal Year 19-20 was a tough year, lastly driven by the Covid-19 challenges I just talked about. Sales were down 10% and Profit After Tax was down 9% for the year. Despite material scale loss and cost of charges, the company maximized productivity savings and maintained healthy after-tax margins. It also delivered strong cash results with operating cash at 98% of the profit.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

Next Slide- during the challenging lockdown the team operated with high agility and perseverance, fast recover, critical operational fundamentals after a significant dip in March end. I'm extremely pleased to share that the production and distribution for Gillette India Limited is back to pre-COVID levels. We published the First Quarter Results of Financial Year 20-21 two weeks back. And I am pleased to share we had a very strong quarter with Plus 12% sales growth. We have to mark the performance in a tough market environment, that is to ask are we winning externally versus our peers. When the markets have been challenging both *Gillette* and Oral care are growing ahead of the category. And I'm proud to share that have hit the highest ever shares in the last year. We have an extremely robust productivity program in place which looks at opportunities to drive efficiencies and improve effectiveness across every single spend pool. The savings become our key enabler to offset all cost increases behind commodities, inflation and higher overhead costs behind Covid-19 to still protect the margins, maintain the margins.

Next. Now the productive savings have also allowed us to continue to invest to maintain our brand competitiveness and keep our products affordable while providing superior value to consumers. Our cash position is healthy. The dividends have steadily grown over the years. Over last three years we have distributed around Rs. 230 per share dividend and the Board has recommended Rs. 49 per share dividend at the August '20 Board Meeting subject to approval by shareholders this month.

With that let me walk you through bi-categories, strategies and plans. Let me start with grooming; we are the market leader in grooming category. We have a strong robust portfolio which serves consumers across different tiers and benefits space. A portfolio for both men and women. A portfolio which goes from blades and razors, which goes from blades and therefore razors, offering from double edge blades to disposables to systems, products which are priced all the way from Rupees 2 to Rupees 2000 plus. Our robust portfolio is available for purchase in all the major channels in the country and we are the highest distributed brand, presence across urban and rural India. Our irresistible performance on product and commercial innovations continues to add millions of new users to the *Gillette* franchise. We continue to innovate, improving product performance, filling in portfolio gaps and offering better value. Let me give you a snapshot of some of the recent innovations introduced in the market. *Gillette Skin Guard*- it's premium system razor that provides the smoothest shave for people with sensitive skin. The product was very well received in the market.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

Next Slide. *Gillette Guard 3*. During the pandemic Indian consumers could not go to barber salons and were looking for an at-home hygienic and affordable shaving solution that also gave them a superior shaving experience. This need gap was more prominent in the metros versus smaller towns where we already had *Gillette Guard*, are the most affordable system razor serving the needs of more than 90 million consumers. To cater to this unmet need in the metros and big cities *Gillette* launched *Guard 3*, our most affordable 3 bladed system proposition. The *Guard 3* product offers a superior benefit and hygiene of a 3 bladed system razor at an affordable price for those who cannot afford our best three blade system *Mach 3*. India was the lead market for *Mach 3* and it's been off to a strong start. If you can play the video. [\(Video of \*Gillette Guard 3\* ad being played\)](#) *Guard 3* is off to a strong start.

Moving on to *Venus*. The other innovation we had was on *Venus Snap*. Now we've seen strong response to *Venus* across mid and premium tiers. For the women looking for grooming solutions at home *Venus* has a robust portfolio to delight them and we continue to bring stream of innovation. The latest one being *Venus Snap*, a portable, compact with mini handle which is easy to grip and convenient to store, helping women on the go have a convenient solution for smooth skin with them at all times.

Next slide. *Gillette* as a brand has always believed in being a force for good and a force for growth. The more we build citizenship into our business the greater impact we can have on the people we serve, in the communities where we live and work and the broader world, which helps our business grow even faster. *Gillette* continues to spark conversations which lead to our campaigns. In 2019 *Gillette* launched its shaving stereotypes movement which challenged and redefined gender stereotypes prevalent in the society. In its first addition *Gillette* showcased the story of two sisters known as the Barber Shop Girls of India who are inspiring the next generation of men by redefining gender stereotypes. Taking its movement further this year through the campaign 'Man Enough' *Gillette* asked the question - why don't men show their tears?, challenging the enduring stereotypes on why men are taught to not show their vulnerability, not to show their emotion, not to cry, because it makes them weak. Through the heartfelt story of retired Lieutenant Colonel Manoj Kumar Sinha, the brand paves the way for men to rethink their notions of masculinity and strength. *Gillette* aims to play a role in influencing culture and set the right standard for the boys of today to be men of tomorrow.

Let me now switch to Oral Care. *Oral-B*. Let me move to the next slide. *Oral-B* is the second biggest brand in toothbrush category. It has a strong, robust portfolio, it's





**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

superior offering, serving consumers with brushes from around Rupees 20 to more than Rupees 2000. The business continues to win externally and has hit historical high shares driven by strong innovation, strong demand creation with world class communication along with superior go-to-market execution. Our portfolio is available for purchase in all major channels in the country with strong presence in both urban and rural India. Let me give you a snapshot of some of the recent innovations introduced in the market. Naturals- our recent naturals innovations- neem, clove and charcoal have all been very well received and doing extremely well. Next slide. Power oral brush. Power brushes are dentist inspired and clinically proven to deliver a superior cleaning compared to a regular, normal toothbrush. They provide superior plaque removal, ease of use and the technology integrated to improve the brushing habits. We continue to expand our portfolio and it's a hit with both adults as well as kids. Wrapping up, we continue to execute winning strategies, a trusted and strong portfolio in daily use categories where performance drives brand choice, superiority in products, packaging, consumer communication, retail execution and value, productivity in all areas of cost and cash, constructive disruption in all facets of the operation and improve organization focus, agility and accountability. We feel we continue to have the right priorities to deal with the immediate challenges the company is facing, ensuring employee health and safety, maximizing product availability and helping society overcome the challenges of the crisis. We're doubling down to serve consumers and our communities. We're investing in the superiority of our brands and the capabilities of our organization, always with our eyes fixed on long term balanced growth and value creation. Now I would like to invite Mr. Ravi Chamoli to share with you the progress on Corporate Social Responsibility.

**Mr. Ravi Chamoli- Head Communications & CSR, Gillette India Limited:**

Thank you Mr. Sawhney. Good morning dear shareholders. Namaskar. I hope all of you are doing well and your loved ones are healthy and safe. Over the next few minutes, I would like to take you through the CSR work and the impact made by your company *Gillette* India, Limited. As you are aware *Gillette* India contributes to the Group Companies overall P&G Shiksha Program. The program has been supporting education for underprivileged children across the country for the last 15 years. Education is also the cause that the consumers of our brands resonate with the most and want to see our company and brands make an impact in that area. Can we go to the next slide please. In recent years, we made an evolution in the Shiksha Program where we shifted our focus from infrastructure interventions to learning outcomes.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

We made the shift because data from education experts in organizations in the country suggests that the biggest gap that exists today is lack of learning versus a lack of infrastructure. With this change we focused our efforts on three broad pillars. Number One- Remedial learning for children get up to speed with their curriculum. Number Two- Early Childhood education to build foundational skills in children and Number three- Digital learning that enables students to learn in a customized manner basis their needs through a digital software.

Moving on, the results have been very encouraging. Through our Remedial learning program in partnership with NGO Pratham, can you move to the next slide please. In partnership with NGO Pratham we organized learning camps for students on language and mathematics. With supplemented classroom training prevent them from falling behind and help them stay up to speak with their curriculum. Last year through this intervention we reached about 780 plus schools and 50,000 children. In terms of the outcome that we measure very intentionally we found that the number of children who were able to read and write as per their curriculum level increased to 70% from 25% before the intervention. There was also a two-fold increase in the percentage of children who were able to do basic arithmetic post our intervention. Next slide please. Moving on to Early Childhood education, this is a critical need in the low incomes and the rural sections of our society, where children do not get any meaningful exposure or stimulation before they enter the school. We do this in partnership with Government *anganwadis* and last year we reached out to over 4000 *anganwadis* and pre-schools impacting more than 38,000 children. The outcome was heartening to see. 85% children in our intervention group had competent motor skills as compared to only 42% who did not go through this program. In addition to motor skills, we also saw a two-fold increase in the cognitive skills of children in our intervention group.

Next slide please. On Digital Remedial learning we partner with education initiatives and implement Mindspark, software that through artificial intelligence enables an adaptive learning model for children basis their needs and improves their learning outcomes. Through this program we have reached out to more than 138 schools across locations like Rajasthan, Himachal Pradesh, Telangana and Madhya Pradesh. A third-party study also shows us that the learning outcomes of this program are about 2 to 2.5 times higher than the schools who do not have it.

Next slide please. As you can see from this slide, our CSR spend has been increasing year on year and we're able to increase the meaningful impact to our communities.



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

Which you can also see is how we have moved majority of our investments on CSR learning outcomes from infrastructure.

Next slide please. The overall impact of the program is that in the last 15 years we have supported more than 2300 schools which over the new few years will impact the lives of 2 million children. In addition to the three focus areas that I just talked about we also focus on girl child education, education for especially abled students as well as education for communities around our manufacturing plants. For example we have adopted a girl child school in the Gwalda village near our *Gillette* Bhiwadi plant and we provide education infrastructure and health facilities to that school for girls in the community.

Next slide please. Lastly, I'm also pleased to share with you that we achieved 100% compliance with the CSR Law. And as you can see, we made interventions of more than 7 crores through our partners including RTI, Pratham, IBTADA and education initiatives.

Next slide please. In closing I would like to thank our management and you, our valued shareholders for your continued support in this program to enable your company Gillette India Limited make a meaningful impact in the communities and also play an active role in the country's growth as a responsible corporate citizen. I would now like to hand over to Mr. Gurcharan Das. Thank you.

**Mr. Gurcharan Das- Chairman and Independent Director, Gillette India Limited:**

Thank you, Ravi. Thank you, Gagan. Thank you, Madhu. I feel truly inspired by what you have just told us. Proud that we not only have produced good business results, gained market share but that we are truly a force for the good. I would now request Mr. Ghanashyam Hegde to read out the resolutions being put for vote in this AGM.

**Mr. Ghanashyam Hegde- Company Secretary, Gillette India Limited:**

Thank you Mr. Das. The notice dated October 30, 2020 has been circulated by email to those members who have registered their email ids and the same is available on the web site of the company and the Stock Exchanges. In all there are four items being proposed under ordinary business as ordinary resolutions. They are as follows:



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

Item Number 1: Adoption of financial statement for the financial year ended June 30, 2020.

Item Number 2: To declare final dividend for the Financial Year ended June 30, 2020.

Item Number 3: To re-appoint Mr. Pramod Agarwal as Director, who is retiring by rotation.

Last item being, Item Number 4 - is to re-appoint Ms. Sonali Dhawan as Director, who is retiring by rotation.

The company had provided an E-Voting facility for members to cast their vote through remote E-Voting which had commenced on Friday, November, 20 at 9:00 am and ended on Tuesday November 24 at 5:00 pm. Those who have not done so and are attending this AGM shall be eligible to vote through the E-Voting system within 15 minutes after conclusion of this AGM. Mr. Kamalax Saraf of Saraf and Associates, Practicing Company Secretaries, has been appointed as the scrutinizer for conducting the scrutiny of the votes cast through E-Voting at the meeting. The procedure for E-Voting at the AGM is the same as that of the remote E-Voting mentioned in the AGM Notice. With that, I hand it over back to Mr. Das. Over to you sir.

**Mr. Gurcharan Das- Chairman and Independent Director, Gillette India Limited:**

As some members have expressed their desire to speak at this AGM and they registered themselves as speakers, we will not invite the speakers one by one. Members are requested to follow the instructions of the company. I appeal to the speakers to ask questions relating to accounts of the company, for which we are meeting today. And please avoid questions that have already been asked, to be brief and to limit the time for each individual to three minutes. The management will respond to these questions at the end of the session. I now request Mr. Ghanashyam Hegde, Company Secretary to assist in conducting the Q&A Session.

**Mr. Ghanashyam Hegde – Company Secretary, Gillette India Limited:**

Thank you, Mr. Das, dear shareholders, I will now announce the names of shareholders who have registered themselves as speakers one by one and the respective speaker will be unmuted. Shareholders are requested to click the audio



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

and video 'on' to start speaking. If the shareholder is unable to join to video mode for any reason, he or she can join through audio mode. If there are connectivity issues from the speaker's end, the next speaker will be asked to join. Once the connectivity improves, he or she will be requested to join once again to speak after other speakers complete their turn. We ask the shareholders to limit the time to 3 minutes.

*Mr. Ghanashyam Hegde, Company Secretary then invited the speakers one by one.*

*Mr. Yusuf Rangwala, Mr. Santosh Kumar Saraf, Mr. Manoj Kumar Gupta, Mr. Dipankar Purkayastha, Ms. Vasudha Vikas Dakwe, Mr. Aspi Bhesania, Ms. H. S. Patel, Mr. Beruz Pouredehi, Ms. Homayun Pouredehi, Mr. Rajesh Chainani, Mr. Vinod Agarwal, Mr. Dinesh Kotecha, Mr. Ashish Bansal, Mr. Dinesh Bhatia, Mr. Mani Sundaram, Mr. Santosh Bhutani, Mrs. Celestine Mascarenhas, Mrs. Prakashini Shenoy, Mrs. Sireesha Kadiyala and Mr. Vikas Dakwe, shareholders, who had registered themselves as speakers, expressed their views on the Company and sought clarifications on the accounts of the Company, its business operations. The Management addressed the shareholders' queries and thanked the shareholders for their compliments and valuable feedback.*

**Mr. Gurcharan Das- Chairman and Independent Director, Gillette India Limited:**

Shareholders, having answered your questions I once again want to convey my thanks to all of you and declare this meeting closed. This meeting will be deemed to be concluded with the declaration of the results. The E-Voting facility will remain open for the next 15 minutes to enable members to cast their vote. The results of the voting will be announced within two days to the Stock Exchanges and we shall be able to see this on the website of the company. I now request all of you to stay safe and take care of yourselves. Thank you and goodbye.

**(END OF TRANSCRIPT)**