



Gillette India Limited
CIN: L28931MH1984PLC267130
Registered Office:
P&G Plaza
Cardinal Gracias Road, Chakala
Andheri (E), Mumbai 400 099
Tel: (91-22) 6958 6000
Fax: (91-22) 6958 7337
Website: in.pg.com

June 12,2025

To,
The Corporate Relations Department
The BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
Ref:- Scrip Code:- 507815

To,
The Listing Department
The National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400051
Ref:- Scrip Code:- GILLETTE

Dear Sir / Madam,

Sub: Analysts/Institutional Investors –presentation

This has reference to the intimation dated May 28,2025 with respect to the virtual connect with analysts/ institutional investors to be held today, June 12, 2025 at 3.30 p.m. (IST).

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the presentation for the above meeting with analysts/ institutional investors.

This is for your record.

Thanking you.

Yours faithfully,

For **Gillette India Limited**

Flavia Machado
Company Secretary



Gillette India Ltd.

Investor and Analyst Presentation
12 June 2025

This communication, except for the historical data, may contain forward-looking statements, including words, phrases, numbers that set forth anticipated results based on management's current plans and assumptions. Forward-looking statements are based on current expectations and assumptions, which are subject to risks and uncertainties that may cause results to differ materially from those expressed or implied in those statements. The Company cautions investors that any such forward-looking statements are not guarantees of future performance and that actual events or results may differ materially from those statements. Actual events or results may differ materially because of factors that affect international businesses and global economic conditions, as well as matters specific to the Company and the markets it serves. The Company undertakes no obligation to update these statements whether as a result of new information, future events or otherwise, except to the extent required by law.





Gillette India Ltd.

Investor and Analyst Presentation
12 June 2025



FISCAL RESULTS

2024-25

DELIVERED A STRONG YEAR

FY 2024-25

Strong, balanced growth over the 9-month fiscal versus comparable past period

+12%
SALES

+40%
PAT



Considering that the company, effective this year, changed its Financial Year from July 1 – June 30 to April 1 – March 31, the current Financial Year of the Company covers a period of 9 months, from July 1, 2024, to March 31, 2025. The company performance has therefore been indexed versus the comparable 9-month period in the last year (July 1, 2023, to March 31, 2024). The performance versus a 12-month past fiscal will not be comparable.

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers	always	Bounty	Tide	DAWN	heads & shoulders	SK-II	Gillette	Crest	VICKS
Luvs	TAMPAX	Charmin	Downy	FAIRY	PANTENE	OLAY	Venus	Oral-B	NyQuil DayQuil
		Puffs	ARIEL	Cascade	Rejoice 飄柔	Old Spice	BRAUN		M&A M&A
			Glad	Febreze	Herbol 飄柔	Sagegard			Pepio
			Lenor	Sniffer	Secret				Prilosec

PORTFOLIO

PERFORMANCE DRIVES BRAND CHOICE

PORTFOLIO Grooming

Gillette
Venus
BRAUN

TRADITIONAL SHAVING



NO NICKS, NO CUTS WORRY FREE SHAVE

PERFECT SHAVE, PERFECT SHAPE



ELECTRIC GROOMING



FEMALE GROOMING



PORTFOLIO

Oral Care

Oral-B

ELECTRIC TOOTHBRUSHES



GENTLE CLEAN



DEEP CLEAN



KIDS





SUPERIORITY
TO WIN WITH CONSUMERS

SUPERIORITY TO WIN WITH CONSUMERS



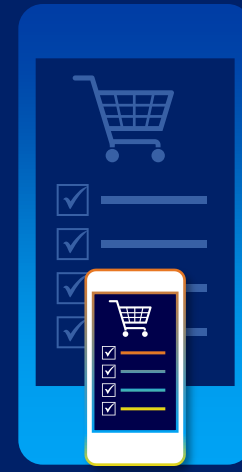
PRODUCT



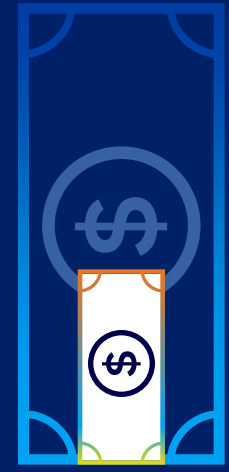
PACKAGING



COMMUNICATION



RETAIL
EXECUTION



CONSUMER &
CUSTOMER
VALUE

INNOVATION PIPELINE





PRODUCT





PRODUCT





PRODUCT





SUPERIOR PACKAGING

PACKAGING

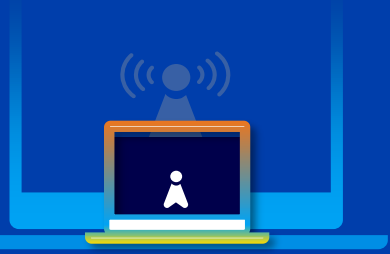




SUPERIOR PACKAGING

PACKAGING





SUPERIOR COMMUNICATION

REACH

EFFECTIVENESS

EFFICIENCY





SUPERIOR COMMUNICATION

Instant Smoothness. No Pain, No hassle!

Instant Smoothness! No Pain. No Hassle.

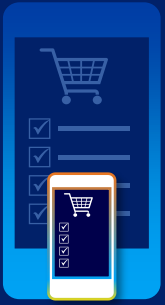




SUPERIOR COMMUNICATION

Oral – B iO3





SUPERIOR RETAIL EXECUTION



SUPERIOR
SHELF TOOLS

A woman with short blonde hair is standing in a grocery store aisle, looking at a product on the shelf. The aisle is filled with various products, and the lighting is warm.

SUPERIOR
CONTENT
AND SEARCH

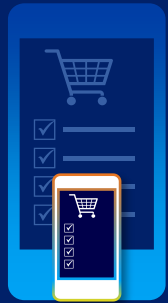
A woman with long brown hair is looking at a smartphone in a store. The background is slightly blurred, showing shelves and other products.

SUPERIOR
AVAILABILITY

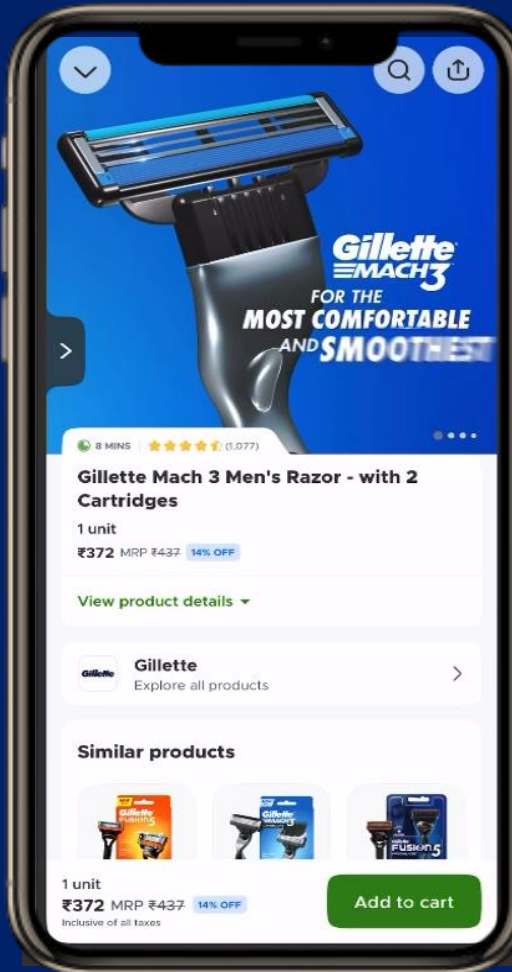
A person is looking at a computer screen displaying a bar chart. The screen is the main focus, with the person's face partially visible in profile.

EXPANDING
REACH

A person is standing in a crowded grocery store aisle, surrounded by shelves of products. The aisle is narrow, and the shelves are full of various items.



SUPERIOR RETAIL EXECUTION





PRODUCTIVITY
TO FUEL INVESTMENTS

PRODUCTIVITY INTEGRATED INTO THE STRATEGY

Delivering the same or better output measures...

with lower spending or resource investment.



INR 40 crores productivity savings for FY 24/25



CONSTRUCTIVE DISRUPTION

ACROSS THE BUSINESS

CONSTRUCTIVE DISRUPTION ACROSS THE BUSINESS



**Right Assortment
at Right Store**

AI/ML-supported in-house
models to **curate winning
by-store assortment
across channels**

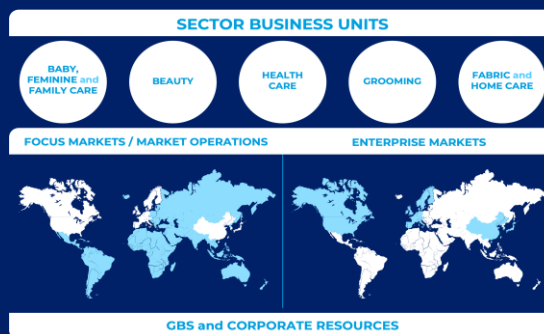


Supply 3.0

Continuous Supply Chain
optimization, making
Advance Ordering a
reality



Making every shopping
journey special through
**collaborative
personalization**



ORGANIZATION
EMPOWERED • AGILE
ACCOUNTABLE

20 YEARS OF

P&G
shiksha

IMPACTING 50+ LAKH STUDENTS



20 YEARS OF EMPOWERING
YOUNG MINDS WITH EDUCATION.

#EraseTheLearningGap

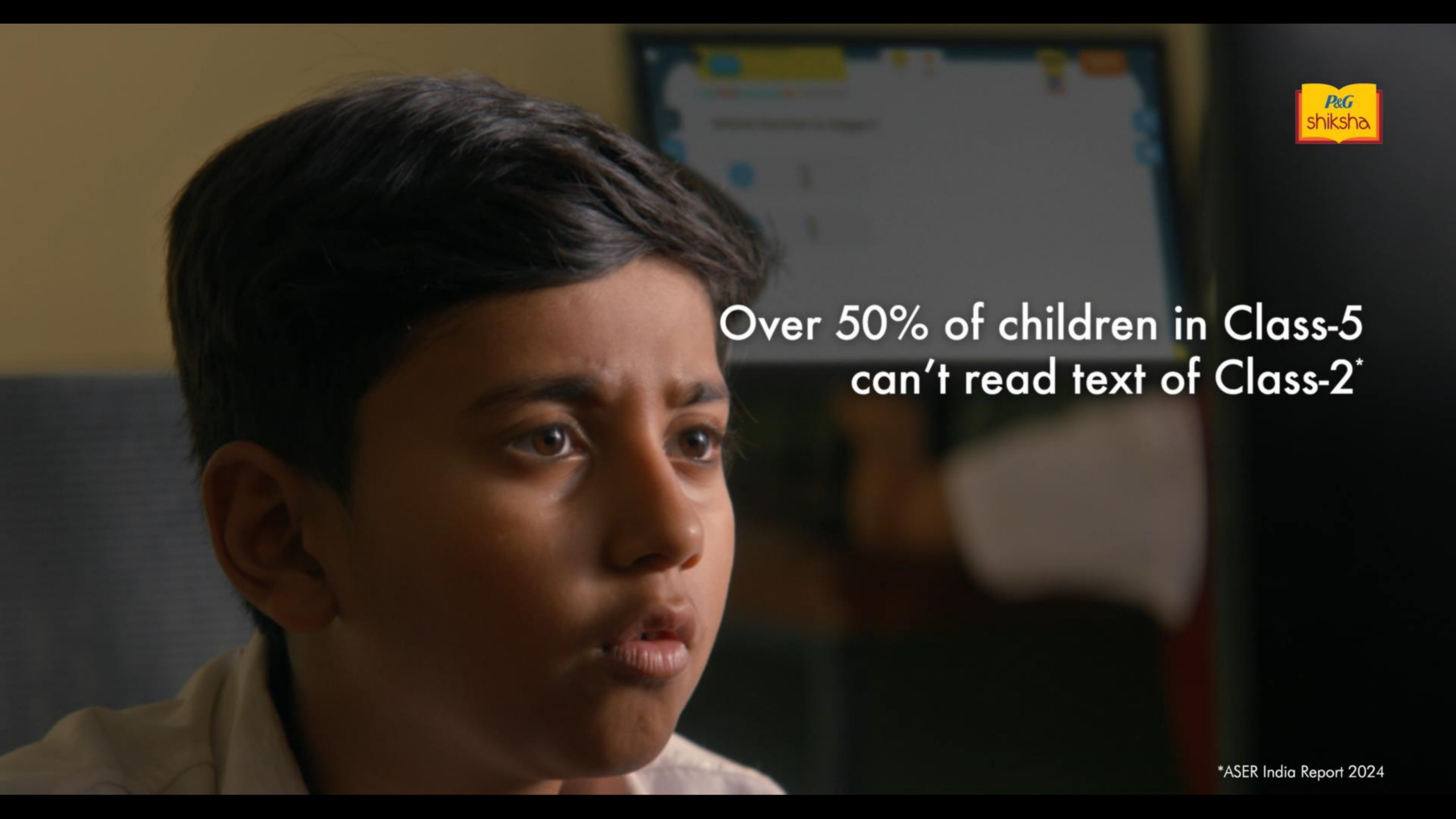
P&G supports education.
Choose P&G.



Twenty
Tales of
Triumph

20 YEARS OF P&G SHIKSHA



A close-up, profile view of a young boy with dark hair, looking off to the side with a thoughtful expression. He is wearing a light-colored shirt. The background is blurred, showing what appears to be a classroom setting with a whiteboard.

Over 50% of children in Class-5
can't read text of Class-2*

EXTERNAL RECOGNITION





LONG TERM TRENDS

SUPERIOR RESULTS OVER THE P10Y

+5%
CAGR
NET SALES

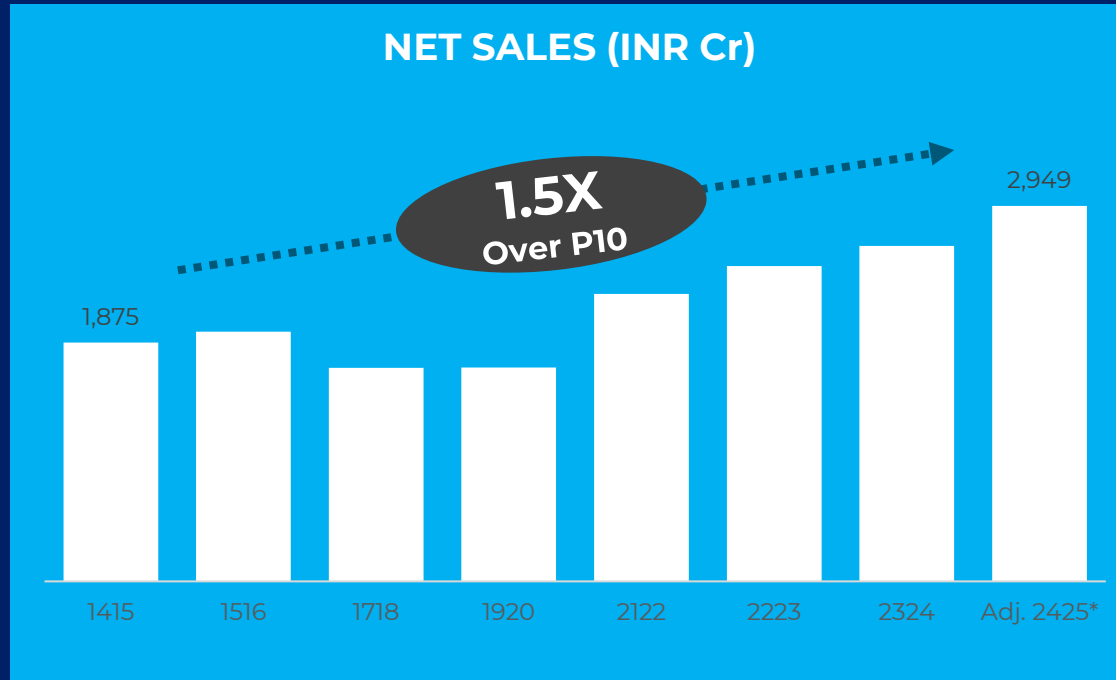
+19%
CAGR
PAT

4X
Increase in
ROE

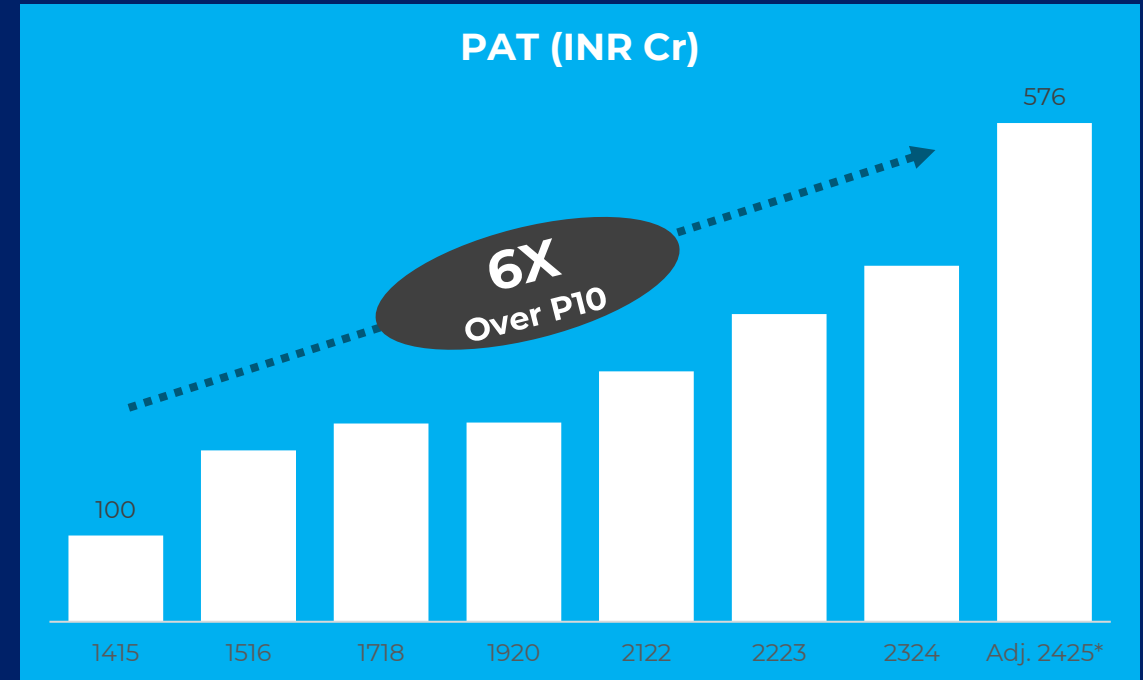


Note: 1) Basis Published results; 2) Net Sales refers to revenue from operations; 3) PAT Excluding OCI; 4) ROE = PAT/ Avg. Equity

SUPERIOR RESULTS OVER THE P10Y



* Note: FY 24-25 was a 9-month year and hence above numbers are adjusted for 12-month estimates



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Note: 1) Basis Published results; 2) Net Sales refers to revenue from operations; 3) PAT Excluding OCI; 4) PAT – Profit After Tax; OCI – Other Comprehensive Income

CREATING SUPERIOR SHAREHOLDER VALUE



Over 3 Decades
of Consistent Dividend Payout Record



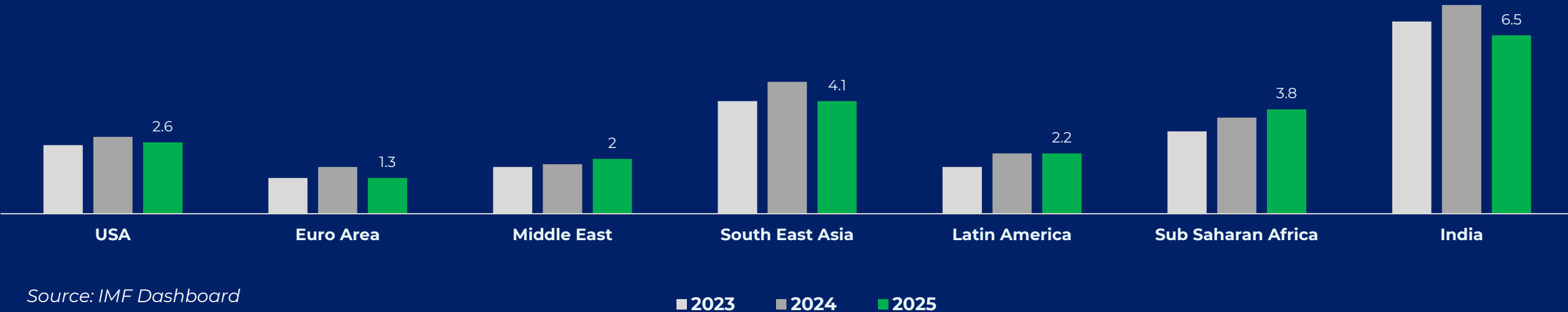


LANDSCAPE

STEADY GROWTH AMONGST PEERS

Slowdown vs. P3Y, but India continues to outpace markets globally

Global GDP Growth



Stable economic indicators
and investment by
government

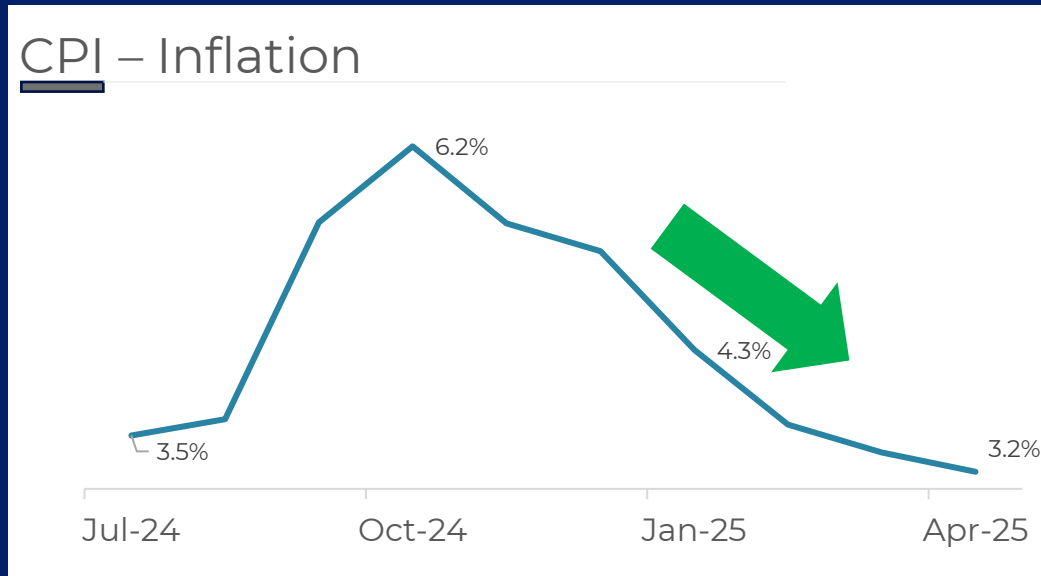


Evolving Global Trade
Policy on the
watchlist

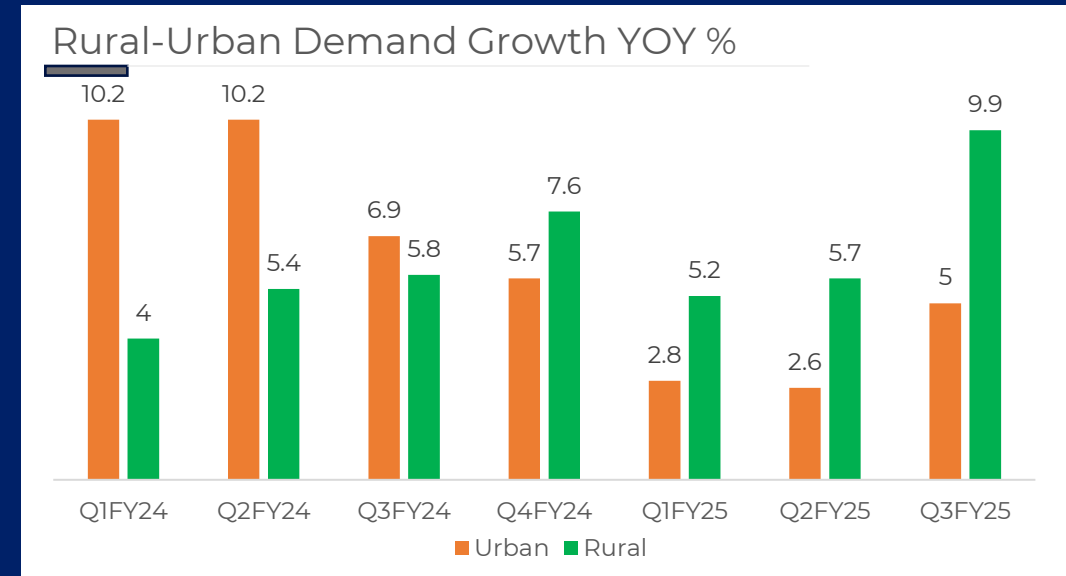
EVOLVING CONSUMPTION TRENDS

Pickup in Rural consumption but urban continues to be soft

Non-Food Inflation continues to be within RBI's target range



**Rural recovery behind monsoons
Urban revival will need time**





Q&A