



STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2018							(₹ in Lakhs)
Particulars	(1)	(2)	(3)	(4)	(5)	(6)	
	Three Months Ended 31st Mar 2018	Preceding Three Months Ended 31st Dec 2017	Corresponding Three Months Ended 31st Mar 2017	Nine Months Ended 31st Mar 2018	Corresponding Nine Months Ended 31st Mar 2017	Previous Year Ended 30th June 2017	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1 Revenue from operations (Refer Note 3)	45 154	40 752	53 454	1 26 709	1 35 065	1 78 824	
2 Other income (Refer Note 4)	106	200	844	418	3 292	3 782	
<b>3 Total income (1+2)</b>	<b>45 260</b>	<b>40 952</b>	<b>54 298</b>	<b>1 27 127</b>	<b>1 38 357</b>	<b>1 82 606</b>	
<b>4 Expenses</b>							
(a) Cost of raw and packing materials consumed	2 898	4 725	11 139	11 149	29 177	37 345	
(b) Purchases of stock-in-trade (Traded goods)	13 965	13 687	8 922	40 462	31 441	43 299	
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1 839	( 1 598)	2 608	506	( 21)	( 2 040)	
(d) Excise duty	---	---	965	---	2 465	5 464	
(e) Employee benefits expense	2 986	2 456	3 604	8 234	9 059	10 972	
(f) Finance costs	84	139	205	334	406	674	
(g) Depreciation expense	1 145	993	838	3 056	2 484	3 835	
(h) Advertising & sales promotion expenses	6 122	5 689	5 121	16 396	15 783	23 037	
(i) Other expenses	5 537	6 003	5 143	17 775	15 724	22 588	
<b>Total expenses</b>	<b>34 576</b>	<b>32 094</b>	<b>38 545</b>	<b>97 912</b>	<b>1 06 518</b>	<b>1 45 174</b>	
<b>5 Profit before tax (3-4)</b>	<b>10 684</b>	<b>8 858</b>	<b>15 753</b>	<b>29 215</b>	<b>31 839</b>	<b>37 432</b>	
<b>6 Tax expense</b>							
(a) Current tax	3 064	3 056	5 298	9 595	10 246	12 122	
(b) Deferred tax	488	( 75)	( 127)	177	52	2	
Income tax expense	<b>3 552</b>	<b>2 981</b>	<b>5 171</b>	<b>9 772</b>	<b>10 298</b>	<b>12 124</b>	
<b>7 Profit for the period (5-6)</b>	<b>7 132</b>	<b>5 877</b>	<b>10 582</b>	<b>19 443</b>	<b>21 541</b>	<b>25 308</b>	
<b>8 Other comprehensive income</b>							
Other comprehensive income not to be reclassified to profit or loss:							
Re-measurement of the defined employee benefit plans	688	( 293)	( 83)	102	( 192)	( 1 173)	
Income tax effect	( 238)	102	28	( 35)	66	406	
<b>Total other comprehensive income</b>	<b>450</b>	<b>( 191)</b>	<b>( 55)</b>	<b>67</b>	<b>( 126)</b>	<b>( 767)</b>	
<b>9 Total comprehensive income for the period (7+8)</b>	<b>7 582</b>	<b>5 686</b>	<b>10 527</b>	<b>19 510</b>	<b>21 415</b>	<b>24 541</b>	
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259	3 259	
11 Reserves as per balance sheet						46 802	
<b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>							
(a) Basic	21.89	18.03	32.47	59.67	66.11	77.67	
(b) Diluted	21.89	18.03	32.47	59.67	66.11	77.67	

See accompanying notes to the Financial Results

Segment wise Revenue, Results, Assets and Liabilities under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015:

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st Mar 2018	Preceding Three Months Ended 31st Dec 2017	Corresponding Three Months Ended 31st Mar 2017	Nine Months Ended 31st Mar 2018	Corresponding Nine Months Ended 31st Mar 2017	Previous Year Ended 30th June 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. Segment Revenue</b>						
- Grooming	35 301	33 215	45 013	99 403	1 09 969	1 44 065
- Oral Care	9 853	7 537	8 441	27 306	25 096	34 759
<b>Total Income from Operations</b>	<b>45 154</b>	<b>40 752</b>	<b>53 454</b>	<b>1 26 709</b>	<b>1 35 065</b>	<b>1 78 824</b>
<b>2. Segment Results (Profit/(Loss)) before finance costs and tax</b>						
- Grooming	8 047	7 441	13 473	23 497	26 984	30 164
- Oral Care	2 486	1 430	1 936	5 617	2 429	4 558
<b>Total Segment Results</b>	<b>10 533</b>	<b>8 871</b>	<b>15 409</b>	<b>29 114</b>	<b>29 413</b>	<b>34 722</b>
Less: Finance costs	( 84)	( 139)	( 205)	( 334)	( 406)	( 674)
Add/(Less): Unallocable Income net of Unallocable Expenditure	235	126	549	435	2 832	3 384
<b>Total Profit Before Tax</b>	<b>10 684</b>	<b>8 858</b>	<b>15 753</b>	<b>29 215</b>	<b>31 839</b>	<b>37 432</b>
<b>3. Segment assets</b>						
- Grooming	64 993	64 857	55 042	64 993	55 042	56 076
- Oral Care	6 899	7 513	7 143	6 899	7 143	7 138
<b>Total Segment Assets</b>	<b>71 892</b>	<b>72 370</b>	<b>62 185</b>	<b>71 892</b>	<b>62 185</b>	<b>63 214</b>
- Unallocated Corporate Assets	41 664	37 229	96 884	41 664	96 884	36 632
<b>Total Assets</b>	<b>1 13 556</b>	<b>1 09 599</b>	<b>1 59 069</b>	<b>1 13 556</b>	<b>1 59 069</b>	<b>99 846</b>
<b>4. Segment liabilities</b>						
- Grooming	25 397	27 199	29 898	25 397	29 898	27 581
- Oral Care	6 848	7 745	7 815	6 848	7 815	6 764
<b>Total Segment Liabilities</b>	<b>32 245</b>	<b>34 944</b>	<b>37 713</b>	<b>32 245</b>	<b>37 713</b>	<b>34 345</b>
- Unallocated Corporate Liabilities	15 605	16 556	14 041	15 605	14 041	15 440
<b>Total Liabilities</b>	<b>47 850</b>	<b>51 500</b>	<b>51 754</b>	<b>47 850</b>	<b>51 754</b>	<b>49 785</b>



*Handwritten signature*

**Notes to Segment:**

- a. Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- b. Grooming segment produces and sells shaving system and cartridges, blades, toiletries and components. Oral Care segment produces and sells tooth brushes and oral care products.
- c. All assets are allocated to reportable segments other than loans, other financial assets and income and deferred tax assets. Assets used jointly by reportable segments are allocated on the basis of the revenues earned by individual reportable segments.
- d. All liabilities are allocated to reportable segments other than provisions, other current liabilities and current tax liabilities. Liabilities for which reportable segments are jointly liable are allocated in proportion to the segment cost ratio.

**Notes :**

- 1 The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at the Board Meeting held on 11th May, 2018. In compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a limited review of the above results has been carried out by the Statutory Auditors.
- 2 The above financial results have been prepared in accordance with Indian Accounting Standards (Ind AS) notified under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
- 3 Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July, 2017, Central Excise, Value Added Tax (VAT) etc. have been subsumed into GST. In accordance with Indian Accounting Standard – 18 on Revenue and Schedule III of the Companies Act, 2013, unlike Excise Duties, levies like GST, VAT etc. are not part of Revenue. Accordingly, the figures for the period up to 30th June, 2017 are not strictly relatable to those thereafter.
- 4 Other income for the year ended June 30, 2017 includes Rs. 834 lakhs of interest on income tax refund.
- 5 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai  
Date: 11th May, 2018

For and on behalf of the Board of Directors of  
Gillette India Limited



Ajit Rajwani  
Managing Director

