



**Procter & Gamble Hygiene  
and Health Care Limited**  
CIN: L24239MH1964PLC012971  
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

September 18,2024

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001  
**Scrip Code: PGHH/500459**

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

Dear Sir / Madam,

**Sub: Analysts/Institutional Investors - outcome - presentation and recording**

This has reference to the intimation dated September 03, 2024 with respect to the virtual connect with analysts/ institutional investors held today, Wednesday, September 18, 2024 at 4:00 p.m. (IST).

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

Further, a link to the recording of the meeting is made available on the website of the Company at: <https://in.pg.com/india-investors/pghh/shareholder-info/info/#meetings>

This is for your record and appropriate dissemination.

Thanking you.

Yours faithfully,

**For Procter & Gamble Hygiene and Health Care Limited**

**Flavia Machado**  
**Authorized Signatory**



# Procter & Gamble Hygiene and Health Care Ltd.

Investor and Analyst Presentation  
18 September 2024

# Disclaimer

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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.





# Procter & Gamble Hygiene and Health Care Ltd.

Investor and Analyst Presentation  
18 September 2024



# **FISCAL RESULTS**

**2023-24**

# DELIVERED A STRONG YEAR

FY 2023-24

Strong operational results despite challenges in the macro and competitive environment, while maintaining share leadership



Strong Growth across both Portfolios



Significant Operational Progress



\*OTI – One Time Impacts

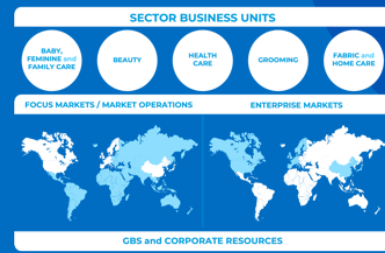
# INTEGRATED GROWTH STRATEGY

WELL-POSITIONED  
FOR THE FUTURE



Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC

**PORTFOLIO**  
PERFORMANCE DRIVES  
BRAND CHOICE



**ORGANIZATION**  
EMPOWERED • AGILE  
ACCOUNTABLE



**SUPERIORITY**  
TO WIN WITH CONSUMERS



**CONSTRUCTIVE  
DISRUPTION**  
ACROSS OUR BUSINESS



**PRODUCTIVITY**  
TO FUEL INVESTMENTS

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers	always	Bounty	Tide	DAWN	head & shoulders	SKII	Gillette	Crest	VICKS
Luvs	TAMPAX	Charmin	Downy	FAIRY	PANTENE	OLAY	Venus	Oral-B	NyQuil DayQuil
		Puffs	ARIEL	cascade	Rejoice 飄柔	Old Spice	BRAUN		Meta musil
			Gain	Febreze	Herb's Essence	Safeguard			Pepi blend
			Lenor	ScuffPro		Secret			Prilosec

# PORTFOLIO

PERFORMANCE DRIVES  
BRAND CHOICE



# PORTFOLIO Feminine Care

*whisper*

## LONG-LASTING LEAK PROTECTION



## HEAVY FLOW PROTECTION & COMFORT



## ALL NIGHT PROTECTION



## 360° PROTECTION & ZERO FEELS



# PORTFOLIO Health Care



## THROAT



## VICKS RUB, INHALER & ROLL ON



## TARGETED PRODUCTS





**SUPERIORITY**  
TO WIN WITH CONSUMERS

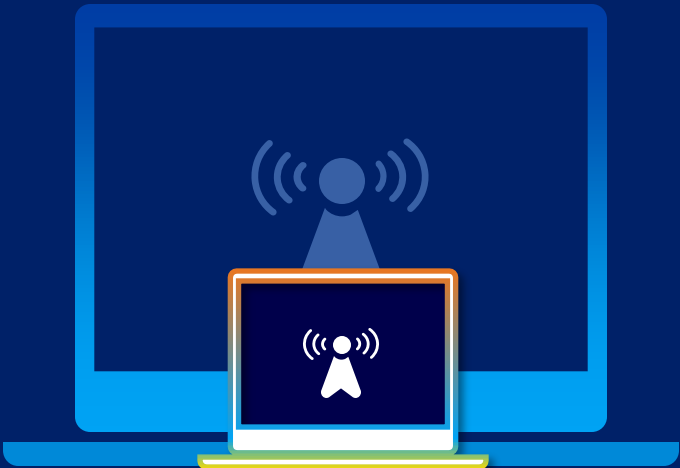
# SUPERIORITY TO WIN WITH CONSUMERS



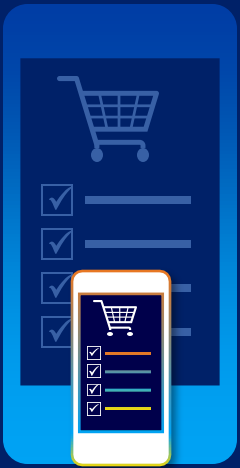
PRODUCT



PACKAGING



COMMUNICATION



RETAIL  
EXECUTION



CONSUMER &  
CUSTOMER  
VALUE





PRODUCT







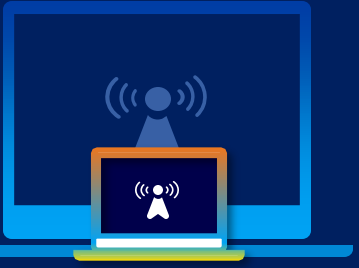
PRODUCT





PACKAGING



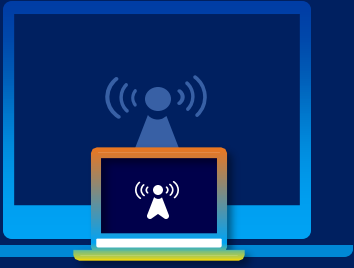


# COMMUNICATION

Appraisal meeting: **period** version





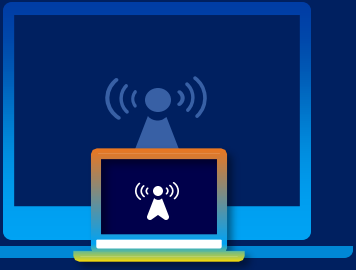


# COMMUNICATION



Why Whisper Ultra's Heavy Flow Protection Range?

°Based on P&G technical data  
\*Within Whisper Day range



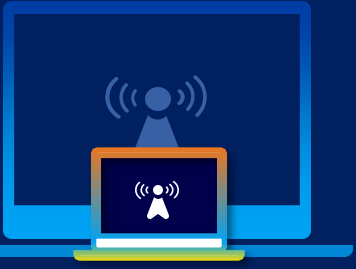
## COMMUNICATION



*whisper*  
choice  
ULTRA XL

♻️ इस्तेमाल किए गए पैड को सही तरीके से रैप करके कूड़ेदान में फेंकिए. ♻️ फलश मत कीजिए.

These days, kids have such long days.

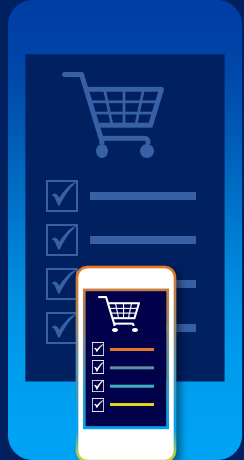


## COMMUNICATION

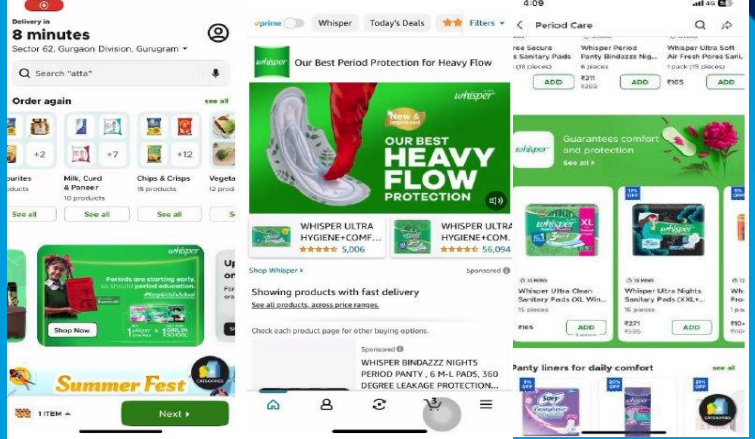
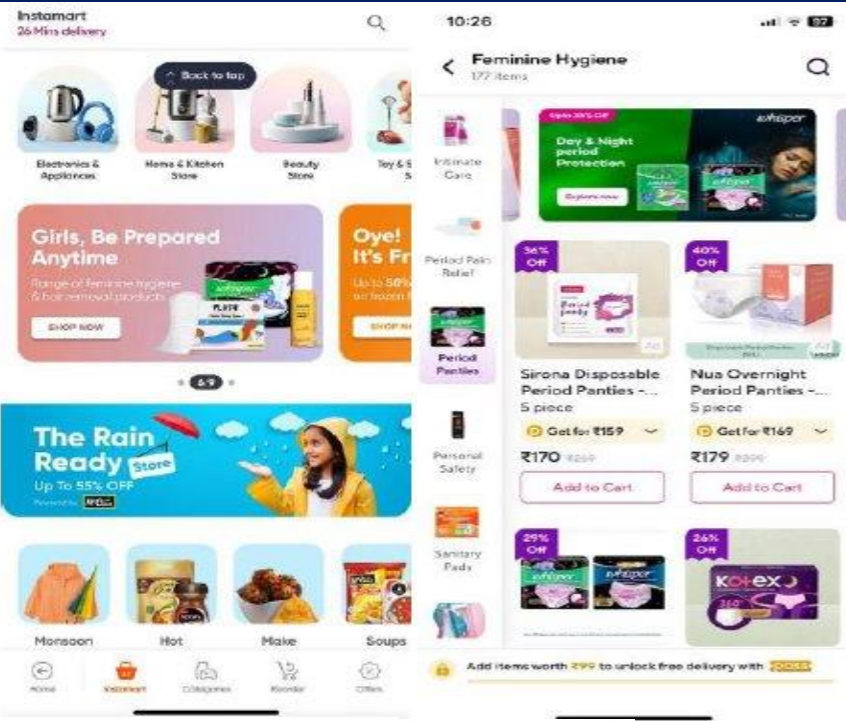
The advertisement features a family of three—a father, a young child, and a mother—resting in bed. The father is on the left, the child is in the middle, and the mother is on the right, all appearing to be asleep. A jar of Vicks VapoRub is prominently displayed in the foreground, with its green lid removed. The product label is clearly visible, showing the Vicks logo and the text 'VapoRub RELIEVES 6 COUGH & COLD SYMPTOMS With Menthol, Camphor & Eucalyptus oil'. The background is a soft, light blue, suggesting a calm and restful environment.

भाप का रचनात्मक चित्रण  
हमेशा लेबल पढ़ें. निर्देश अनुसार ही इस्तेमाल करें. यदि लक्षण बने रहें, तो अपने डॉक्टर से संपर्क करें.





# RETAIL EXECUTION



LEAN  
INNOVATION



BRAND  
BUILDING

SUPPLY  
CHAIN



DIGITIZATION  
& DATA  
ANALYTICS

**CONSTRUCTIVE  
DISRUPTION**  
ACROSS OUR BUSINESS

# CONSTRUCTIVE DISRUPTION ACROSS THE BUSINESS



Supply Chain  
3.0

Leveraging **Seamless Data, Analytics and Automation** to Optimize our Supply Chain



AI based  
Quality Control

Leveraging AI Technology for Real-Time **Manufacturing Quality Control**



Driving  
Consumer Trials

Relevant **consumer touchpoints** to induce trials and drive category growth



**PRODUCTIVITY**  
TO FUEL INVESTMENTS

# PRODUCTIVITY INTEGRATED INTO THE STRATEGY



**INR 113 crores productivity savings delivered for FY 23/24**





**ORGANIZATION**  
EMPOWERED • AGILE  
ACCOUNTABLE

# BALANCING THE NEEDS OF ALL STAKEHOLDERS

Consumer

Customer

Employee

Society

Shareowner





# ORGANIZATION BUILT TO WIN WITH ALL CONSUMERS

**CRITICAL FOR  
LONG-TERM  
VALUE CREATION**

**WANT AN  
ORGANIZATION  
THAT MIRRORS  
THE CONSUMERS  
WE SERVE**

**LEARNING AND  
WINNING IN AN  
EVOLVING  
CONTEXT WITH  
DIVERSE  
CONSUMERS**



*whisper*



Open up, Shraddha.



## OUR FOCUS AREAS

1

Improving Learning Outcomes

2

Enhancing Learning Environment

3

Empowering Marginalized Communities

Since  
**2005**

Unique Programs

**17**

Impacting Children

**45+**  
**Lakh**



# EXTERNAL RECOGNITION



**Best Companies  
For Women in  
India**

7<sup>th</sup> Consecutive Year

100 Best Hall of Fame



**Most  
Preferred  
Workplace  
2023**



**Best Organisation  
for Women**



**WomenInSales  
Evangelist  
Enterprise 2024**



**Global Grand Effie  
#KeepGirlsInSchool**



**SILVER Employer  
for Progress on  
LGBTQ+ Inclusion at  
the Workplace**



**Mindspark  
Remedial Learning**



# INTEGRATED GROWTH STRATEGY

WELL-POSITIONED  
FOR THE FUTURE

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers	always	Downy	Downy	DAWN	Head & Shoulders	SKII	Gillette	Crest	VOO
WIP	EMMAN	Downy	Downy	DAWN	PANTENE	OLAY	Ventus	Oral-B	No-Out Dry-Out
		Downy	Downy	DAWN	Revlon	Old Spice	BRAUN		Alta
		Downy	Downy	DAWN	NATIVE	Secret			Alta
		Downy	Downy	DAWN					Alta

## PORTFOLIO

PERFORMANCE DRIVES  
BRAND CHOICE



ORGANIZATION  
EMPOWERED • AGILE  
ACCOUNTABLE



SUPERIORITY  
TO WIN WITH CONSUMERS



CONSTRUCTIVE  
DISRUPTION  
ACROSS OUR BUSINESS



PRODUCTIVITY  
TO FUEL INVESTMENTS







**LONG TERM  
TRENDS**

# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y

**+7%**  
CAGR  
Net Sales

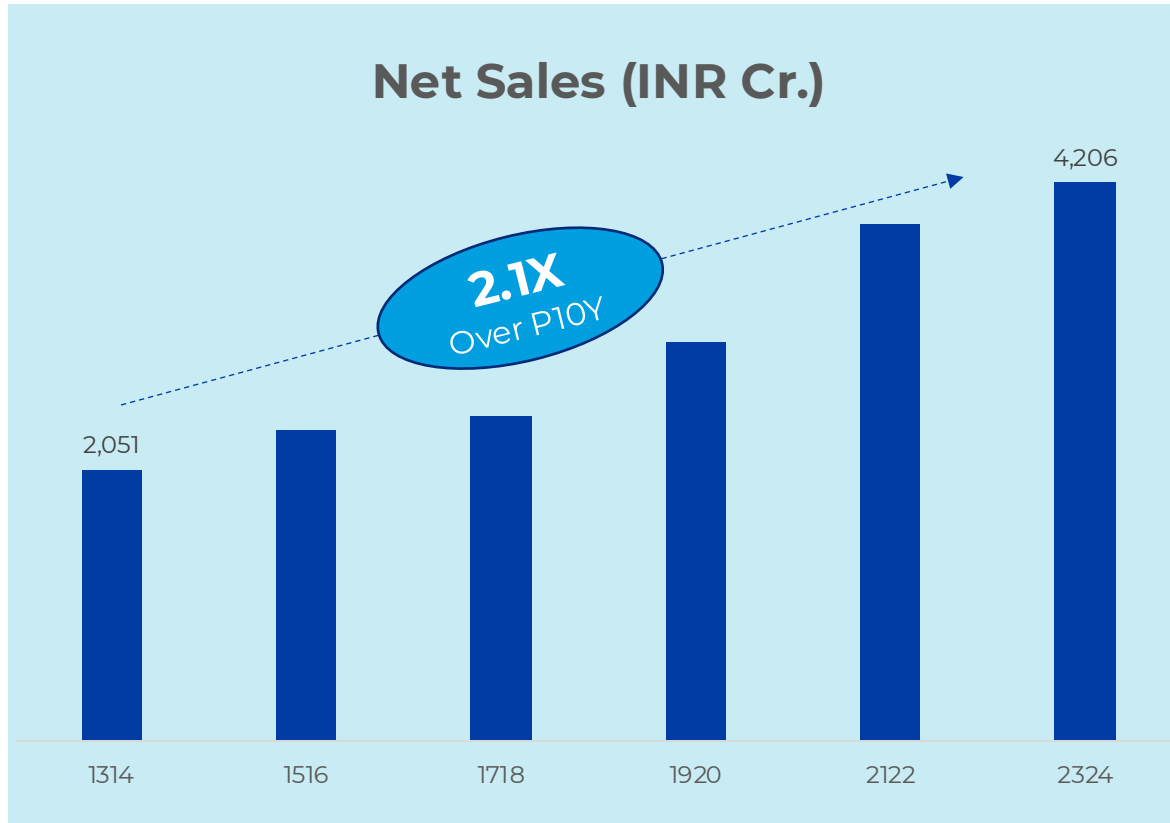
**+8%**  
CAGR  
PAT

**2x**  
Increase  
In ROE

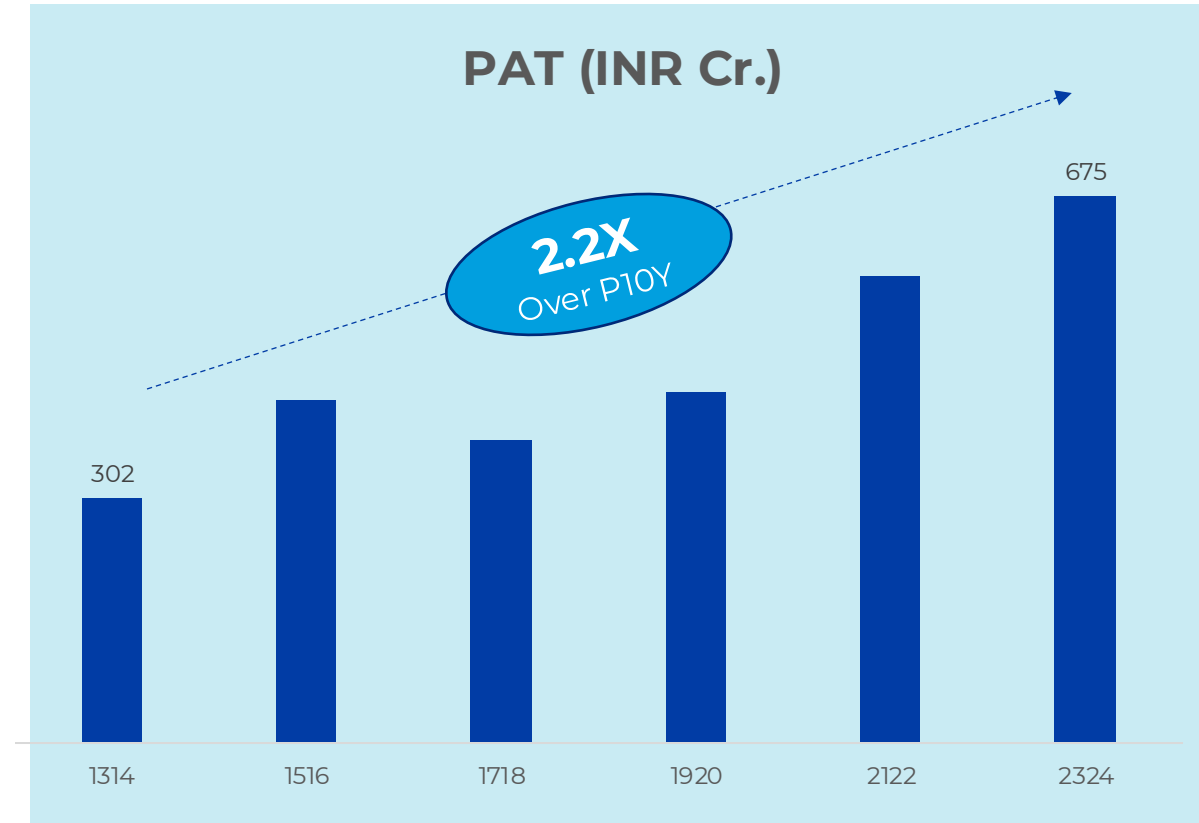


# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y

## Net Sales (INR Cr.)



## PAT (INR Cr.)



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 SIGNIFICANT SHAREHOLDER VALUE



**13%**

**CAGR: Stock Price  
over Past 10 Years**

**3  
Decades**

**Consistent Dividend  
Payout Record**



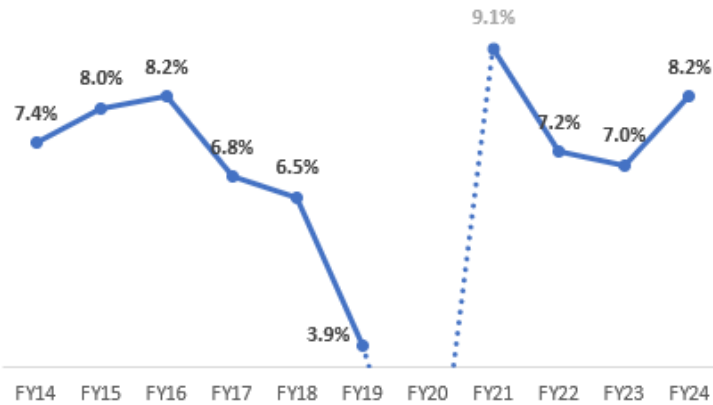


**LANDSCAPE**

# Strong Macro-economic Indicators in India

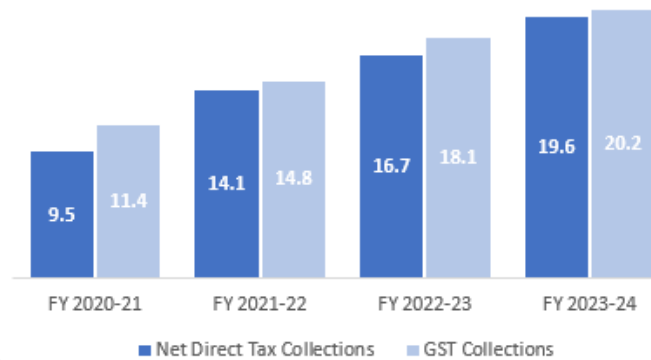
Stable Geo-Political and Financial environment providing the necessary green shoots

### Annual GDP Growth Rate



Return to highest ever  
GDP growth in P10Y

### Annual Tax Collections



Steady increase in tax  
revenues

### Forex Reserves Trend



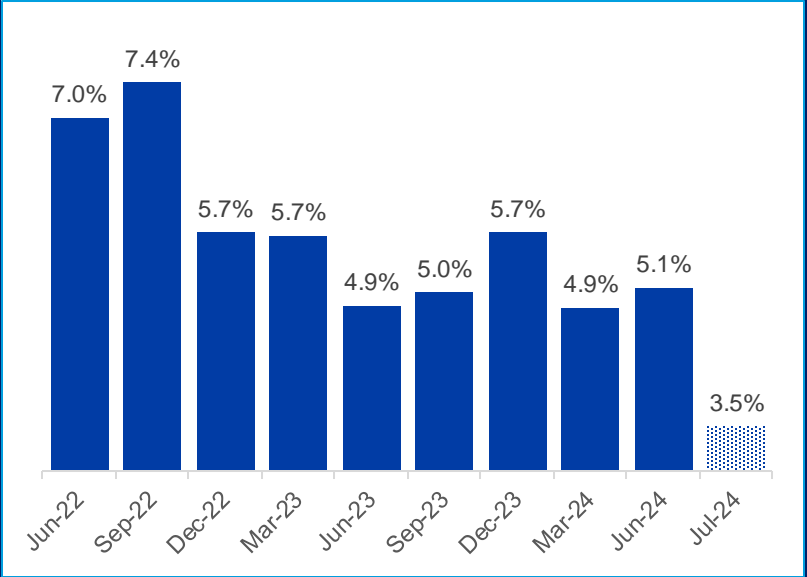
All time high foreign  
exchange reserves



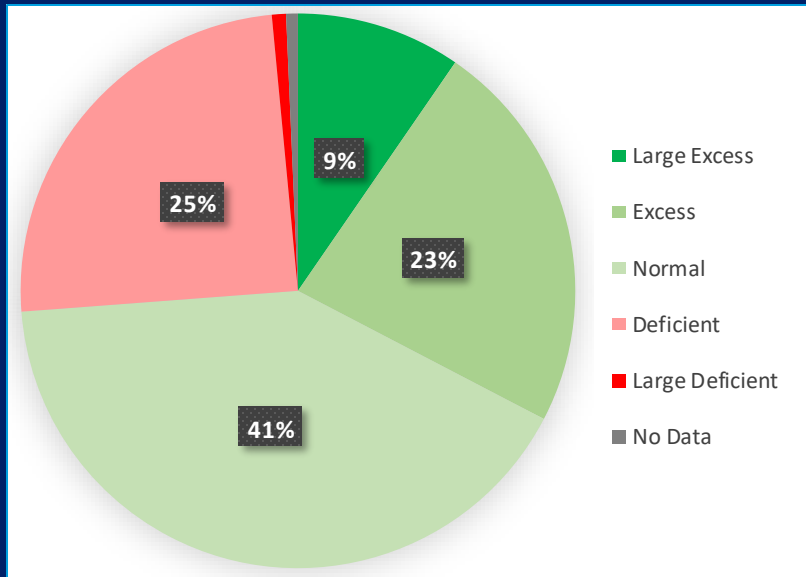
# Positive consumption trends

Lower inflation, strong monsoons augurs well for rural consumption pickup

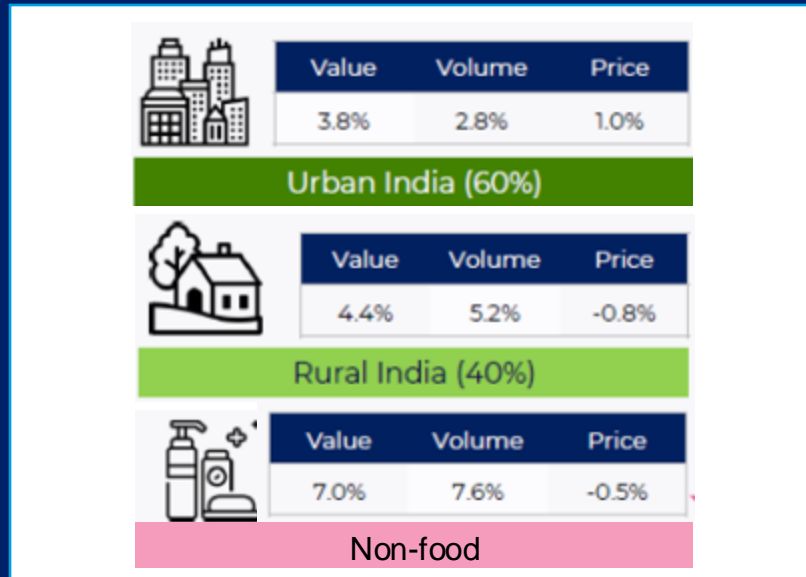
Softened inflation, now below RBI's mid term target of 4%



~75% of the country received normal+ monsoon this year



Bouncing back of unemployment/ wages to sustain rural consumption



Source: CPI-MoSPI, IMD Data; Nielsen India FMCG Quarterly

**Q&A**





**THANK YOU**  
**FOR JOINING!**

