



Gillette India Limited
CIN: L28931MH1984PLC267130
Regd Office
P&G Plaza, Cardinal Gracias Road,
Chakala, Andheri (E),
Mumbai 400 099
Tel : 91-22-2826 6000
Fax : 91-22-2826 7337
www.pg.com/en_IN

May 8, 2019

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 Limit
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai - 400051
Ref:- Scrip Code:- GILLETTE

Dear Sir / Madam,

Sub:- Unaudited Financial Results for the quarter ended March 31, 2019

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today, the Unaudited Financial Results for the quarter ended March 31, 2019 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended March 31, 2019;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2019 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,
Yours faithfully,

For Gillette India Limited

Ghanashyam Hegde
Company Secretary





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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2019							(₹ in Lakhs)
Particulars	(1)	(2)	(3)	(4)	(5)	(6)	
	Three Months Ended 31st March 2019	Preceding Three Months Ended 31st December 2018	Corresponding Three Months Ended 31st March 2018	Nine Months Ended 31st March 2019	Corresponding Nine Months Ended 31st March 2018	Previous Year Ended 30th June 2018	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1 Revenue from operations	46 551	47 566	45 154	1 39 768	1 26 709	1 67 685	
2 Other income	333	405	106	1 118	418	1 275	
3 Total income (1+2)	46 884	47 971	45 260	1 40 886	1 27 127	1 68 960	
4 Expenses							
(a) Cost of raw and packing materials consumed	5 241	7 495	2 898	17 176	11 149	14 132	
(b) Purchases of stock-in-trade (Traded goods)	11 959	19 674	13 965	46 941	40 462	53 096	
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2 227	(7 693)	1 839	(5 269)	506	2 086	
(d) Employee benefits expense	2 514	2 504	2 986	8 223	8 234	11 791	
(e) Finance costs	129	174	84	393	334	746	
(f) Depreciation expense	1 204	1 163	1 145	3 501	3 056	4 229	
(g) Advertising & sales promotion expenses	2 993	9 570	6 122	17 987	16 396	21 719	
(h) Other expenses	7 001	6 216	5 537	19 609	17 775	26 701	
Total expenses	33 268	39 103	34 576	1 08 561	97 912	1 34 500	
5 Profit before tax (3-4)	13 616	8 868	10 684	32 325	29 215	34 460	
6 Tax expense							
(a) Current tax	5 400	3 759	3 064	12 927	9 595	11 441	
(b) Deferred tax	(560)	(290)	488	(1 312)	177	114	
Income tax expense	4 840	3 469	3 552	11 615	9 772	11 555	
7 Profit for the period (5-6)	8 776	5 399	7 132	20 710	19 443	22 905	
8 Other comprehensive income							
Other comprehensive income not to be reclassified to profit or loss:							
Re- measurement of the defined benefit plans	(72)	(236)	688	(198)	102	441	
Income tax effect	25	82	(238)	69	(35)	(153)	
Total other comprehensive income	(47)	(154)	450	(129)	67	288	
9 Total comprehensive income for the period (7+8)	8 729	5 245	7 582	20 581	19 510	23 193	
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						66 159	
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):							
(a) Basic	26.93	16.56	21.89	63.56	59.67	70.29	
(b) Diluted	26.93	16.56	21.89	63.56	59.67	70.29	

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:

(₹ in Lakhs)

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st March 2019	Preceding Three Months Ended 31st December 2018	Corresponding Three Months Ended 31st March 2018	Nine Months Ended 31st March 2019	Corresponding Nine Months Ended 31st March 2018	Previous Year Ended 30th June 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
- Grooming	38 054	37 322	35 301	1 09 712	99 403	1 33 133
- Oral Care	8 497	10 244	9 853	30 056	27 306	34 552
Total Income from Operations	46 551	47 566	45 154	1 39 768	1 26 709	1 67 685
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	12 739	5 658	8 047	26 374	23 497	29 323
- Oral Care	439	2 774	2 486	4 876	5 617	4 414
Total Segment Results	13 178	8 432	10 533	31 250	29 114	33 737
Less: Finance costs	(129)	(174)	(84)	(393)	(334)	(746)
Add/(Less): Unallocable Income net of Unallocable Expenditure	567	610	235	1 468	435	1 469
Total Profit Before Tax	13 616	8 868	10 684	32 325	29 215	34 460
3. Segment assets						
- Grooming	76 870	71 917	64 993	76 870	64 993	61 798
- Oral Care	10 317	7 724	6 899	10 317	6 899	6 504
Total Segment Assets	87 187	79 641	71 892	87 187	71 892	68 302
- Unallocated Corporate Assets	42 031	56 541	41 664	42 031	41 664	52 598
Total Assets	1 29 218	1 36 182	1 13 556	1 29 218	1 13 556	1 20 900
4. Segment liabilities						
- Grooming	29 623	36 080	25 397	29 623	25 397	26 974
- Oral Care	7 719	10 373	6 848	7 719	6 848	7 409
Total Segment Liabilities	37 342	46 453	32 245	37 342	32 245	34 383
- Unallocated Corporate Liabilities	18 549	17 418	15 605	18 549	15 605	17 099
Total Liabilities	55 891	63 871	47 850	55 891	47 850	51 482



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 their respective meetings held on 8th May, 2019 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 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 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai
Date: 8 May, 2019



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

Madhusudan Gopalan
Managing Director



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Gillette India Ltd. Announces third Quarter Results

Sales up 3%, PAT up 23% for the quarter ended March 31, 2019

Mumbai, May 8, 2019: Gillette India Ltd. (GIL) announced today its financial results for the quarter ended March 31, 2019. The company delivered sales of ₹466 crores, up 3% vs year ago, behind brand fundamentals, the strength of the product portfolio and improved in-store execution.

The Profit After Tax (PAT) was ₹88 crores, up 23% versus year ago behind continued focus on productivity, cost efficiency and reduced advertising spend during the quarter. Sales for the year till date is up 10% and Profit After Tax (PAT) is up 7% versus year ago.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *“We have delivered growth for the third consecutive quarter this year driven by category development and execution excellence. We will continue to focus on raising the bar on superiority of our products, packaging, go-to-market and communication, improving productivity and strengthening our organization and culture.”*

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India’s FMCG Companies that has in its portfolio well-known brands GILLETTE and ORAL-B. The company has carved a reputation for delivering high-quality products and superior value propositions to meet the needs of consumers. GIL 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 GIL and its brands.

For details contact:

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KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

INDEPENDENT AUDITORS' REVIEW REPORT

TO THE BOARD OF DIRECTORS OF GILLETTE INDIA LIMITED

1. We have reviewed the accompanying statement of Unaudited Financial Results of **GILLETTE INDIA LIMITED** (the Company) for the quarter and nine months ended March 31, 2019, together with the notes thereon ('the Statement'), prepared by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (initialed by us for identification). This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on May 8, 2019. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free from material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of an opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For KALYANIWALLA & MISTRY LLP
CHARTERED ACCOUNTANTS

Firm Reg. No.: 104607W/W100166



Darajus Z. Fraser

PARTNER

M. No.: 42454

Mumbai, May 8, 2019.

LLP IN : AAH - 3437

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