Procter & Gamble Hygiene and Health Care Limited
Corporate Presentation
March 2019

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Introduction to P&G Global







## P&G Evolving and Winning over 180 years





# **P&G** Product Innovation

First heavy-duty household synthetic laundry

1946: Tide®





## **Product Innovation**

Its Proprietary "Dry-Weave" topsheet is P&G's first breakthrough in feminine protection

1983: Always®



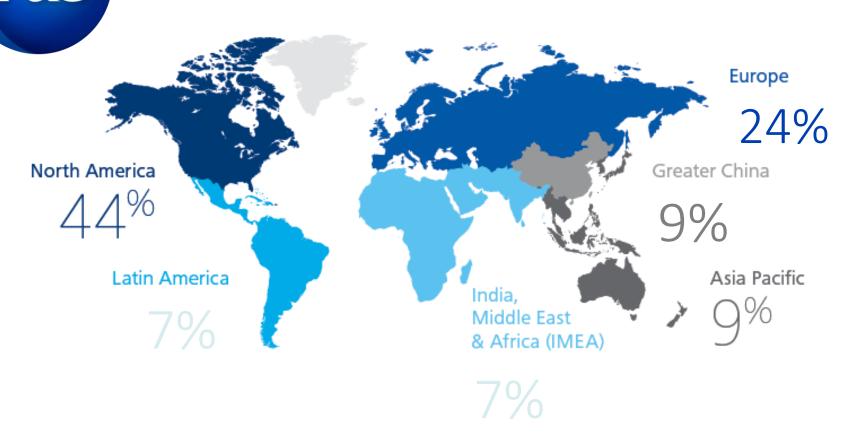


• \$66.8 Billion in Sales

- More than 180 Countries
- 92,000 Employees



# **Page** Sales by Geographic Region





# P&G Portfolio: 10 Categories

Baby	Fem	Family	Fabric	Home	Hair	Skin & PC	Grooming	Oral	PHC
Rampers	always NEINTY Profession  whisper  too  x	Rounty	ARIEL COMPANY OF THE PROPERTY	Cascade	POÁTEM 100 de la companya de la com	SKII	BRAUN Water from Amazing's class arrowshild and and Amazing's class arrowshild and Amazing's	PROVINCE TO THE PROVINCE TO TH	Nyouit Washington

## Our **GROWTH** Strategy

Irresistibly

Superior

**Products** 

Superior

**Packaging** 



Superior

Retail

**Execution** 

**Superior Consumer** 

& Customer

Value Equations

# PRODUCTIVITY TO FUEL INVESTMENTS

((**(**••))

**Superior Brand** 

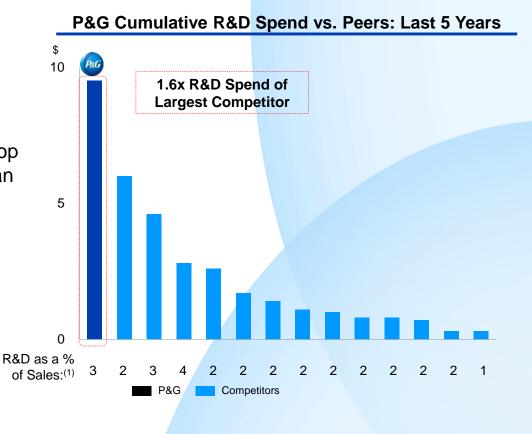
Communication

LED BY THE BEST PEOPLE

#### P&G Innovation Leads the Industry

- P&G has been an innovation leader throughout its history
- Since the first US IRI New Product Pacesetters™ Report in 1995, P&G has had more than 170 products make the top 25 list in non-food categories—more than its six largest competitors combined





#### **Leading Global Brands**





# **Procter & Gamble Hygiene and Healthcare Limited**



#### **P&G** Hygiene and Healthcare – Market leading brands



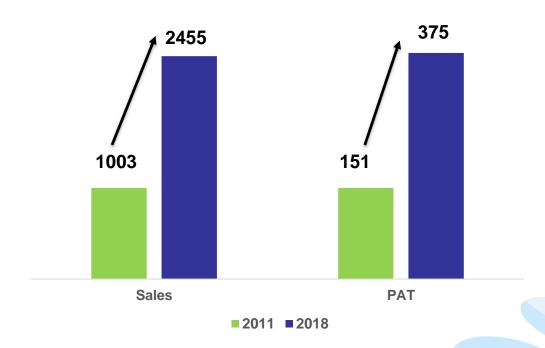




Market leaders in both categories that we operate in

#### **Business is Profitable and Growing**

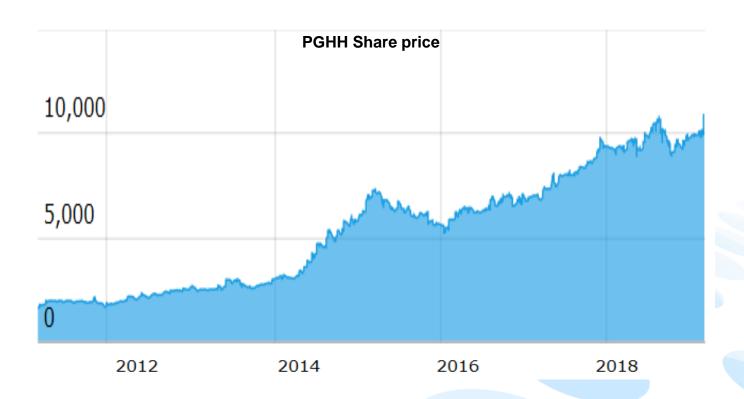
- Sales of INR ~2500Cr and among Top 100 listed entities
- Highly profitable with PAT margins at 15%
- Grown 2.5X Sales and profit in past 7 years



14%+ CAGR in both profits and sales over 7 years

#### **Creating significant shareholder value**

- Dividends every year for last 25 years
- Stock price up 5X in the last 7 years
- Total return (incl Dividends) CAGR of 27%+ in last 7 years.



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#### Driven by continual innovations through the years

A journey through changing times...

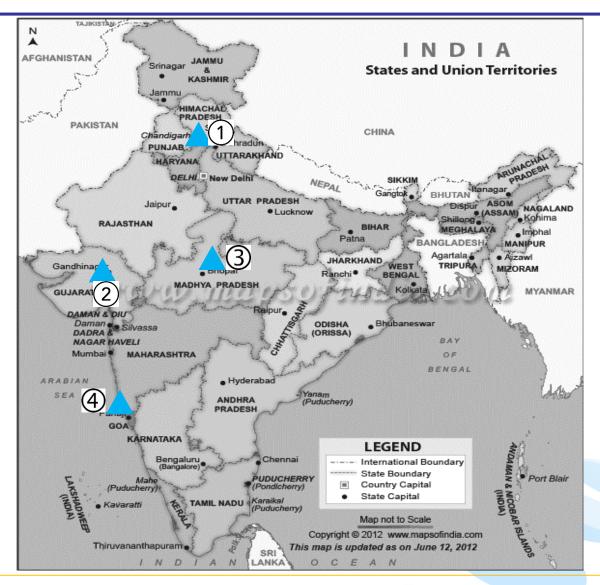


#### Best in Class products using Best in class Technology





#### **Global Innovation – Local Production**



#### >99% of products manufactured locally

#### Successful brands improve communities



### **Community Impact**





Since inception, P&G Shiksha has supported 1800 schools across the country that will impact the lives of 1.4 million underprivileged children in India



## Gender Equality

Women Business Entrepreneurship **Program** 





## **Y** Environmental Sustainability



All our manufacturing sites in India are zero waste to landfill

#### **THANK YOU**