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Gillette India Limited Annual Results Deliver Strong Growth

Net Sales up 16%; PAT margin at 6% for fiscal year ended June 30, 2012

Mumbai, August 23, 2012 – Gillette India Limited today announced its annual financial results for the Financial Year ended June 30, 2012. The company maintained its growth momentum by delivering total Net sales of ₹ 1,229 crores (vs. last year's ₹ 1,057 crores), thus achieving robust growth of 16%. Growth in net sales was seen across all businesses - blades & razors, oral care & batteries, with all segments growing. The April – June 2012 quarter of AMJ'12 also registered strong business results, with Net Sales growth of 15%.

PAT for the fiscal year stood at ₹ 76 crores (vs. last year's ₹ 86 crores) and owing to currency devaluation, and increase in commodity prices as well as manufacturing charges. PAT for the quarter of April to June '12 was ₹ 14 crores (vs. ₹ 3 crores last year).

Sharing perspective on the results for the financial year ended June 30, 2012, Mr. Shantanu Khosla, Managing Director, Gillette India Limited (GIL) said, "Gillette India Limited continues to deliver robust growth for the financial year ended June 30, 2012 with a continued focus on serving the consumer through superior product propositions and technological innovations. We are encouraged by the growth and expect the benefits of investments made to continue to have significant opportunity for long term growth by upgrading men from traditional double-edge blades to superior modern shaving systems such as Gillette Fusion. This year, Gillette India Limited was part of 'Thank You, Mom' campaign as part of P&G's global partnership with the Olympics and continued its support to Shiksha to support education for over underprivileged children across India."

About Gillette India Ltd.

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that has in its portfolio GILLETTE MACH 3 TURBO, ORAL-B and DURACELL– world's leading brands and has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. GIL's brands take pride in being socially conscious via their participation in project 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.

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