



Gillette India Limited  
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(₹ in Lakhs)

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2020						
Particulars	(1) Three Months Ended 31st March 2020	(2) Preceding Three Months Ended 31st December 2019	(3) Corresponding Three Months Ended 31st March 2019	(4) Nine Months Ended 31st March 2020	(5) Corresponding Nine Months Ended 31st March 2019	(6) Previous Year Ended 30th June 2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Revenue from operations	40 657	45 931	46 551	1 32 808	1 39 768	1 86 165
2 Other income	361	437	333	966	1 118	1 360
<b>3 Total income (1+2)</b>	<b>41 018</b>	<b>46 368</b>	<b>46 884</b>	<b>1 33 774</b>	<b>1 40 886</b>	<b>1 87 525</b>
<b>4 Expenses</b>						
(a) Cost of raw and packing materials consumed	9 369	979	5 241	18 581	17 176	23 314
(b) Purchases of stock-in-trade (Traded goods)	10 982	18 862	11 959	45 226	46 941	60 847
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	( 2 337)	( 1 376)	2 227	( 5 965)	( 5 269)	( 2 271)
(d) Employee benefits expense	2 965	2 751	2 514	8 990	8 223	10 830
(e) Finance costs	37	188	129	305	393	785
(f) Depreciation expense	1 293	1 252	1 204	3 764	3 501	4 770
(g) Advertising & sales promotion expenses	5 169	7 324	2 993	19 078	17 987	25 849
(h) Other expenses	6 465	7 396	7 001	19 068	19 609	29 496
<b>Total expenses</b>	<b>33 943</b>	<b>37 376</b>	<b>33 268</b>	<b>1 09 047</b>	<b>1 08 561</b>	<b>1 53 620</b>
<b>5 Profit before tax (3-4)</b>	<b>7 075</b>	<b>8 992</b>	<b>13 616</b>	<b>24 727</b>	<b>32 325</b>	<b>33 905</b>
<b>6 Tax expense</b>						
(a) Current tax	1 616	2 574	5 400	6 525	12 927	13 520
(b) Deferred tax	221	137	( 560)	507	( 1 312)	( 1 299)
(c) Prior year tax adjustments	---	( 826)	---	( 826)	---	( 3 608)
<b>Income tax expense</b>	<b>1 837</b>	<b>1 885</b>	<b>4 840</b>	<b>6 206</b>	<b>11 615</b>	<b>8 613</b>
<b>7 Profit for the period (5-6)</b>	<b>5 238</b>	<b>7 107</b>	<b>8 776</b>	<b>18 521</b>	<b>20 710</b>	<b>25 292</b>
<b>8 Other comprehensive income</b>						
Items that will not be reclassified to profit or loss:						
Re- measurement of the defined benefit plans	( 88)	165	( 72)	( 122)	( 198)	( 796)
Income tax effect on above	22	( 41)	25	31	69	278
<b>Total other comprehensive income</b>	<b>( 66)</b>	<b>124</b>	<b>( 47)</b>	<b>( 91)</b>	<b>( 129)</b>	<b>( 518)</b>
<b>9 Total comprehensive income for the period (7+8)</b>	<b>5 172</b>	<b>7 231</b>	<b>8 729</b>	<b>18 430</b>	<b>20 581</b>	<b>24 774</b>
<b>10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)</b>	<b>3 259</b>	<b>3 259</b>	<b>3 259</b>	<b>3 259</b>	<b>3 259</b>	<b>3 259</b>
<b>11 Other Equity</b>						<b>74 577</b>
<b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>						
(a) Basic	16.07	21.81	26.93	56.84	63.56	77.62
(b) Diluted	16.07	21.81	26.93	56.84	63.56	77.62

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 2020	Preceding Three Months Ended 31st December 2019	Corresponding Three Months Ended 31st March 2019	Nine Months Ended 31st March 2020	Corresponding Nine Months Ended 31st March 2019	Previous Year Ended 30th June 2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
- Grooming	31 026	34 481	38 054	99 839	1 09 712	1 45 839
- Oral Care	9 631	11 450	8 497	32 969	30 056	40 326
<b>Total Income from Operations</b>	<b>40 657</b>	<b>45 931</b>	<b>46 551</b>	<b>1 32 808</b>	<b>1 39 768</b>	<b>1 86 165</b>
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	6 861	6 565	12 739	21 334	26 374	27 510
- Oral Care	( 640)	2 402	439	2 629	4 876	5 605
<b>Total Segment Results</b>	<b>6 221</b>	<b>8 967</b>	<b>13 178</b>	<b>23 963</b>	<b>31 250</b>	<b>33 115</b>
Less: Finance costs	( 37)	( 188)	( 129)	( 305)	( 393)	( 785)
Add/(Less): Unallocable Income net of Unallocable Expenditure	891	213	567	1 069	1 468	1 575
<b>Total Profit Before Tax</b>	<b>7 075</b>	<b>8 992</b>	<b>13 616</b>	<b>24 727</b>	<b>32 325</b>	<b>33 905</b>
3. Segment assets						
- Grooming	72 023	72 992	76 870	72 023	76 870	65 599
- Oral Care	7 943	10 302	10 317	7 943	10 317	8 631
<b>Total Segment Assets</b>	<b>79 966</b>	<b>83 294</b>	<b>87 187</b>	<b>79 966</b>	<b>87 187</b>	<b>74 230</b>
- Unallocated Corporate Assets	49 832	48 399	42 031	49 832	42 031	46 766
<b>Total Assets</b>	<b>1 29 798</b>	<b>1 31 693</b>	<b>1 29 218</b>	<b>1 29 798</b>	<b>1 29 218</b>	<b>1 20 996</b>
4. Segment liabilities						
- Grooming	22 385	27 465	29 623	22 385	29 623	22 712
- Oral Care	8 308	9 471	7 719	8 308	7 719	6 378
<b>Total Segment Liabilities</b>	<b>30 693</b>	<b>36 936</b>	<b>37 342</b>	<b>30 693</b>	<b>37 342</b>	<b>29 090</b>
- Unallocated Corporate Liabilities	12 488	13 357	18 549	12 488	18 549	14 070
<b>Total Liabilities</b>	<b>43 181</b>	<b>50 293</b>	<b>55 891</b>	<b>43 181</b>	<b>55 891</b>	<b>43 160</b>

**Notes to Segment:**

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- 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.
- 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.
- 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 :**

- 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 7th May, 2020 and have been subjected to a limited review by the Statutory Auditors of the Company.
- The Company has adopted Ind AS 116 effective 1st July, 2019, using the modified retrospective method. The Company has applied the standard to its leases with cumulative impact recognised on the date of initial application (1st July 2019). Accordingly, previous period information has not been restated and is to that extent not comparable.
- As a result of the nationwide lockdown imposed by the Government of India, the operations of the Company were temporarily disrupted at its manufacturing, warehouse and distribution locations impacting sales in the second half of March 2020. Since then, the operations have been gradually resuming in line with the Government directives issued from time to time.
- Previous period figures have been regrouped and reclassified wherever necessary.

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

Place: Mumbai  
Date: 7 May, 2020

Madhusudan Gopalan  
Managing Director