



Gillette India Limited
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Gillette India Ltd. announces third quarter results

Mumbai, April 29, 2022: Gillette India Limited (GIL) announced today its financial results for the quarter ended March 31, 2022. In a challenging market environment, the company delivered sales of ₹567 crores, up 6% vs year ago driven by strong brand fundamentals, strength of product portfolio and improved retail execution. Sales are up 40% vs. two years ago, same quarter. Profit After Tax (PAT) was ₹69.3 crores, down 34% vs year ago driven by a retrospective tax law change in the current quarter, one-time tax related help and lower marketing spending in the base period . Excluding these one-time tax items and the lower marketing spending in base period, profit was flat vs year ago.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *“In a challenging market environment, we recorded robust sales growth during the quarter driven by the strength of our grooming and oral care product portfolio and strong retail execution. We will focus on improving productivity to minimize the effect of commodity cost inflation which is expected to impact the industry in short to medium term. In the long-term, we will stay the course on our strategy to drive balanced top and bottom-line growth enabled by superiority, improving productivity, leading constructive disruption, and strengthening our organization and culture.”*

Recently, Gillette India also strengthened its grooming product portfolio with the additions of Braun and King C Gillette products to delight Indian consumers with superior grooming experience. The addition of Braun® adds an extensive product range of both male and female grooming products like electric shavers, trimmers epilators, Intense Pulse Light (IPL) hair removal devices, skin and hair care devices to the company’s existing portfolio. King C. Gillette line caters to their shaving, trimming and beard care needs.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India’s well-known FMCG Companies that has some of the worl’s leading brands Gillette and Oral B; and has carved a reputation for delivering superior products 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 in.pg.com for the latest news.

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