



**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 7303  
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May 11, 2018

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

**Ref:- Scrip Code:- 507815**

Dear Sir / Madam,

**Sub:- Unaudited Financial Results for the quarter ended March 31, 2018**

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, 2018 were approved.

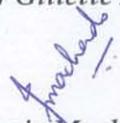
We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended March 31, 2018
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2018 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,  
Yours faithfully,

*For Gillette India Limited*

  
**Flavia Machado**  
Company Secretary





Gillette India Limited  
 CIN: L28031MH1984PLC001130  
 P&G Plaza  
 Cardinal Grande Road, Chakala  
 Andheri (E), Mumbai-400 099  
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(₹ in Lakhs)

Particulars	STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2018					
	(1) Three Months Ended 31st Mar 2018 (Unaudited)	(2) Preceding Three Months Ended 31st Dec 2017 (Unaudited)	(3) Corresponding Three Months Ended 31st Mar 2017 (Unaudited)	(4) Nine Months Ended 31st Mar 2018 (Unaudited)	(5) Corresponding Nine Months Ended 31st Mar 2017 (Unaudited)	(6) Previous Year Ended 30th June 2017 (Audited)
1 Revenue from operations (Refer Note 3)	45,154	40,752	53,454	1,26,709	1,35,065	1,78,824
2 Other income (Refer Note 4)	106	200	844	418	3,292	3,782
3 Total Income (1+2)	45,260	40,952	54,298	1,27,127	1,38,357	1,82,606
4 Expenses						
(a) Cost of raw and packing materials consumed	2,698	4,725	11,139	11,149	29,177	37,545
(b) Purchases of stock-in-trade (Traded goods)	13,905	(13,697)	6,822	40,462	31,441	43,299
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1,839	(1,585)	2,608	506	(21)	(2,940)
(d) Excise duty	2,986	2,456	3,804	8,234	9,859	9,859
(e) Employee benefits expenses	84	139	205	334	666	10,974
(f) Depreciation expenses	1,145	928	808	2,484	2,484	9,952
(g) Advertising & sales promotion expenses	6,127	5,880	5,121	16,996	15,783	23,037
(h) Other expenses	5,537	6,053	5,143	17,775	15,724	22,589
Total Expenses	34,576	32,094	38,545	97,812	1,06,519	1,49,174
5 Profit before tax (3-4)	10,684	8,858	15,753	29,315	31,839	37,432
6 Tax expense						
(a) Current tax	3,064	3,056	5,208	9,595	10,246	12,122
(b) Deferred tax	488	(75)	(1,271)	177	52	2
Income tax expense	3,552	2,981	5,171	9,772	10,298	12,124
7 Profit for the period (5-6)	7,132	5,877	10,582	19,443	21,541	25,308
8 Other comprehensive income						
Other comprehensive income not to be reclassified to profit or loss:						
Re-measurement of the defined employees benefit plans	686	(293)	(83)	102	(192)	(1,173)
Income tax effect:	(238)	102	28	(35)	66	406
Total other comprehensive income	450	(191)	(55)	67	(126)	(767)
9 Total comprehensive income for the period (7+8)	7,582	5,686	10,527	19,510	21,415	24,541
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3,250	3,250	3,250	3,250	3,250	3,250
11 Reserves as per balance sheet						
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	21.89	18.03	32.47	59.67	66.11	77.67
(b) Diluted	21.89	18.03	32.47	59.67	60.11	77.67

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:

Particulars	(₹ in Lakhs)					
	(1) Three Months Ended 31st Mar 2018 (Unaudited)	(2) Preceding Three Months Ended 31st Dec 2017 (Unaudited)	(3) Corresponding Three Months Ended 31st Mar 2017 (Unaudited)	(4) Nine Months Ended 31st Mar 2018 (Unaudited)	(5) Corresponding Nine Months Ended 31st Mar 2017 (Unaudited)	(6) Previous Year Ended 30th June 2017 (Audited)
1 Segment Revenue	35,201	33,215	45,013	99,403	1,09,869	1,44,065
- Grooming	9,853	7,597	8,441	27,206	29,096	34,759
- Oral Care	45,154	40,752	53,454	1,26,709	1,35,065	1,78,824
Total Income from Operations	8,017	7,441	13,473	23,497	26,864	30,164
2 Segment Results (Profit/(Loss)) before finance costs and tax	2,486	1,480	1,028	4,829	4,659	4,659
- O/S	10,533	8,371	15,408	28,413	29,413	34,722
Total Segment Results	(8,017)	(7,441)	(13,473)	(23,497)	(26,864)	(30,164)
Less: Finance costs	(84)	(130)	(205)	(334)	(406)	(406)
Adjustment: Unallocable Income net of Unallocable Expenditure	235	126	549	435	2,832	3,954
Total Profit before Tax	10,844	8,558	15,753	29,215	31,839	37,432
3 Segment assets						
- Grooming	64,993	64,857	55,042	64,993	55,042	56,076
- Oral Care	6,899	7,513	7,143	6,899	7,143	7,138
Total Segment Assets	71,892	72,370	62,185	71,892	62,185	63,214
- Unallocated Corporate Assets	41,664	37,229	66,854	41,664	66,854	36,932
Total Assets	1,13,556	1,09,599	1,59,089	1,13,556	1,59,089	99,846
4 Segment liabilities						
- Grooming	25,397	27,199	29,898	25,397	29,898	27,981
- Oral Care	8,848	7,745	7,815	6,848	6,815	6,764
Total Segment Liabilities	32,245	34,944	37,713	32,245	37,713	34,745
- Unallocated Corporate Liabilities	13,820	16,526	14,041	13,820	15,950	13,540
Total Liabilities	47,850	51,500	51,754	47,850	51,754	48,285



*Kalyaniwalla*

**Notes to Segment:**

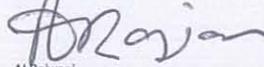
- a. Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- b. Grooming segment produces and sells shaving system and cartridges, blades, toiletries and components. Oral Care segment produces and sells tooth brushes and oral care products.
- c. 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 the Board Meeting held on 11th May, 2018. In compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a limited review of the above results has been carried out by the Statutory Auditors.
- 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 Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July, 2017, Central Excise, Value Added Tax (VAT) etc. have been subsumed into GST. In accordance with Indian Accounting Standard - 18 on Revenue and Schedule III of the Companies Act, 2013, unlike Excise Duties, levies like GST, VAT etc. are not part of Revenue. Accordingly, the figures for the period up to 30th June, 2017 are not strictly reliable to those thereafter.
- 4 Other income for the year ended June 30, 2017 includes Rs. 834 lakhs of interest on income tax refund.
- 5 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai  
Date: 11th May, 2018

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



Al Rajwani  
Managing Director





**Gillette India Limited**  
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### **Gillette India Ltd. Announces Third Quarter Results**

*Sales INR 452 crores, Profit After Tax INR 71 Crores for the quarter ended March 31, 2018*

**Mumbai, May 11, 2018** – Gillette India Limited (GIL) today announced its financial results for the quarter ended March 31, 2018. Sales for the quarter were INR 452 crores and Profit after Tax INR 71 crores. Sales in the Grooming business were INR 353 crores and in Oral Care INR 99 Crores.

Business fundamentals remain strong with year to date March 2018 comparable sales\* up + 5%.

\*Comparable: Sales excluding GST/excise duties on sales further adjusted for other tax costs subsumed under GST and excluded from sales in the base

#### **About Gillette India Ltd.**

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that deals in some of the world leading brands GILLETTE and ORAL-B; and has carved a reputation for delivering high quality, value-added 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 [www.pg.com](http://www.pg.com) for the latest news and in-depth information about GIL and its brands.

#### **For details contact:**

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# KALAYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

## INDEPENDENT AUDITORS' REVIEW REPORT

### TO THE BOARD OF DIRECTORS OF GILLETTE INDIA LIMITED

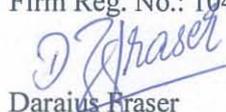
1. We have reviewed the accompanying statement of Unaudited Financial Results of **GILLETTE INDIA LIMITED** (the Company) for the quarter and nine months ended March 31, 2018, together with the notes thereon ('the Statement'), prepared by the Company pursuant to the requirements of Regulation 33 of the 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 11, 2018. 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.
4. The financial results of the Company for the corresponding quarter and nine months ended March 31, 2017 and previous year ended June 30, 2017, prepared in accordance with Accounting Standards specified in Section 133 of the Companies Act, 2013 and relevant applicable Rules, were reviewed by the predecessor auditor who expressed an unmodified opinion on those financial statements.

Our opinion is not modified in respect of this matter.

**For KALAYANIWALLA & MISTRY LLP**

*Chartered Accountants*

Firm Reg. No.: 104607W/W100166

  
Daraius Fraser

**PARTNER**

M. No.: 42454

Mumbai, May 11, 2018

LLP IN: AAH - 3437

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