



Good Morning, ladies and gentlemen, and a warm welcome to the 32nd Annual General Meeting of Gillette India Limited. I am pleased to share with you that this Financial Year 2015-16, your Company delivered another year of sustained growth and strong result.

At your Company, we win with consumers by providing consumer-preferred brands and products that become leading value creators in their categories. Your Company's continued commitment to creating consistent and sustainable value for consumers, customers and shareholders, has resulted in yet another year of achieving sustained growth in a challenging market environment.

Your Company's positive performance results for the Financial Year 2015-16, against a backdrop of challenging market environment, are testament to our focus on winning with the consumer. As I share with you, your Company's annual performance for the Financial Year 2015-16, I take pride in the fact that the Company's net sales went up by 4% versus last year, driven by Company's focus on brand fundamentals and strength of product portfolio. Profit After Tax (PAT) for the Financial Year went up by 35% behind focus on productivity and cost optimization.

As one of the world's largest consumer products Company, we have both a responsibility and an opportunity to do the right thing and create change. This strategy has inspired an enduring CSR strategy supported by two pillars – P&G Shiksha and Timely Disaster Relief. While P&G Shiksha provides children from underprivileged backgrounds with an access to a holistic education, P&G's disaster relief activities aim to rehabilitate and empower the victims of natural disasters by providing them with daily essential commodities and safe drinking water. By the end of Financial Year 2015-16, P&G Shiksha built and supported over 1,000 (+550 since last year) schools across the country that will impact the lives of over 1 million (+200,000 since last year) children. P&G, over the last year, continued its efforts to provide timely aid and relief to families affected by natural disasters. P&G sent out relief aid to over 10,000 families affected by the Tamil Nadu floods comprising of P&G products.

Any company that wants to drive growth and create value in the long run needs to adopt a mindset of 'winning'. Ensuring we deliver value to our stakeholders, we will continue to innovate so that we grow sales, profit and cash more consistently and more sustainably to create value more reliably for you, the shareholders. We very warmly acknowledge the contribution made by our consumers, customers, employees, business partners and you, our valued shareholders, to your Company's performance and for your dedication and commitment to maximize Total Shareholder Return. Together, we will continue in our journey towards touching and improving lives.

B. S. Mehta