



Mr. R. A. Shah
Chairman

Good Morning, ladies and gentlemen, and a warm welcome to the 52nd Annual General Meeting of Procter & Gamble Hygiene and Health Care 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.

I am pleased to share with you that this Financial Year 2015-16, we delivered another year of sustained growth and strong results, behind a sharpened focus on winning with our consumers, customers and shareholders. It is this dedicated approach towards value creation that will drive the business for years to come. 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 positive performance results for the Financial Year 2015-16, against a backdrop of a challenging market environment, are a result of our focus on winning with the consumer. Net Sales delivered by the company were up 6% versus year ago, while Profit After Tax (PAT) grew by 22% versus year ago. These results are testament to our progress in getting the right balance of top-line growth, bottom-line growth and cash generation. The overall outlook remains positive for India's consumer goods industry in the upcoming year. With the growth in disposable income, increased urbanization and exponential growth of e-commerce, we expect our business to grow as we will continue to delight our consumers with superior products and value propositions.

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.

As a Company, we are keenly focused to create value for our stakeholders. In line with that, 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. Lastly, I would also like to express my gratitude to all our consumers, customers, employees, business partners and YOU, our valued shareholders for your unwavering trust in the Company. I look forward to your sustained support and participation in the growth of your Company as we continue to touch and improve lives.

R. A. Shah