



Gillette India Limited
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Gillette India Ltd. announces first quarter results

Sales up 8%, and PAT up 6% for the quarter ended September 30, 2022

Mumbai, November 4, 2022: Gillette India Limited (GIL) announced today its financial results for the quarter ended September 30, 2022. In a challenging macro-economic environment, the company delivered sales of ₹ 620 crores, up 8% vs year ago behind strong brand fundamentals, strength of product portfolio and improved retail execution, leading to market share growth. Profit After Tax (PAT) was ₹ 87 crores, up 6% vs year ago behind premiumization and deliberate productivity interventions. Compared to the corresponding pre-covid quarter three years ago, company sales are up 34% and PAT is up 41%.

LV Vaidyanathan, Managing Director, Gillette India Ltd. said, *"Despite continued macro-economic challenges and significant headwinds, we have started the fiscal on a strong note with sales and profit both growing. We remain committed to our integrated strategies, which have enabled us to build and sustain strong momentum. As the near-term continues to be marked by cost and operating challenges, we remain focused on productivity and innovation to drive balanced top and bottom-line growth."*

In the quarter, our Grooming brand Gillette upgraded different parts of the portfolio like Gillette Fusion and Gillette Guard, across different consumer-relevant aspects - Superior product, packaging, and proposition. Gillette's female grooming brand Venus expanded the reach of its premium offering – Gillette Venus Snap, by making it available across more markets and more stores. Through the quarter, along with being a force for growth, Gillette continued to be a Force for Good with its 'Safalta Mutthi Mein' initiative, that works towards imparting soft skills & grooming tips to India's youth and has impacted more than 50 lakh youth across 15 states since its inception. Oral B also strengthened its portfolio by introducing product innovation in its premium Power Oral care line-up – Oral B Pro3 and Oral B Vitality.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that has some of the world'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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