



Gillette India Limited  
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| (₹ in Lakhs)   |   |   |  |  |   |   |
|--|---|---|--|--|---|---|
| STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2023 |   |   |  |  |   |   |
| Particulars  | (1)<br>Three Months<br>Ended<br>31st March 2023 | (2)<br>Preceding<br>Three Months<br>Ended<br>31st December 2022 | (3)<br>Corresponding<br>Three Months<br>Ended<br>31st March 2022 | (4)<br>Nine Months<br>Ended<br>31st March 2023 | (5)<br>Corresponding<br>Nine Months<br>Ended<br>31st March 2022 | (6)<br>Previous<br>Year Ended<br>30th June 2022 |
|  | (Unaudited)                                     | (Unaudited)   | (Unaudited)  | (Unaudited)                                    | (Unaudited)   | (Audited)                                       |
| 1 Revenue from operations  | 61 907  | 61 862  | 56 652   | 1 85 761                                       | 1 70 327  | 2 25 616  |
| 2 Other income   | 1 177   | 293   | 130  | 1 740  | 622   | 774   |
| <b>3 Total income (1+2)</b>  | <b>63 084</b>                                   | <b>62 155</b>   | <b>56 782</b>  | <b>1 87 501</b>                                | <b>1 70 949</b>   | <b>2 26 390</b>                                 |
| <b>4 Expenses</b>  |   |   |  |  |   |   |
| (a) Cost of raw and packing materials consumed   | 15 099  | 21 113  | 15 926   | 54 648   | 47 461  | 59 141  |
| (b) Purchases of stock-in-trade (Traded goods)   | 12 736  | 11 329  | 11 637   | 35 469   | 36 890  | 43 951  |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade              | 1 248   | ( 2 817)  | ( 984)   | ( 3 049)                                       | ( 2 134)  | 1 854   |
| (d) Employee benefits expense  | 5 323   | 3 788   | 4 027  | 13 273   | 11 618  | 15 011  |
| (e) Finance costs  | 77  | 335   | 530  | 461  | 812   | 1 053   |
| (f) Depreciation and amortization expense  | 2 184   | 1 919   | 1 763  | 5 905  | 4 978   | 6 836   |
| (g) Advertising & sales promotion expenses   | 7 756   | 7 896   | 6 496  | 24 741   | 20 210  | 28 872  |
| (h) Other expenses   | 6 374   | 7 949   | 6 384  | 21 127   | 19 203  | 28 539  |
| <b>Total expenses</b>  | <b>50 797</b>                                   | <b>51 512</b>   | <b>45 779</b>  | <b>1 52 575</b>                                | <b>1 39 038</b>   | <b>1 85 257</b>                                 |
| <b>5 Profit before tax (3-4)</b>   | <b>12 287</b>                                   | <b>10 643</b>   | <b>11 003</b>  | <b>34 926</b>                                  | <b>31 911</b>   | <b>41 133</b>                                   |
| <b>6 Tax expense</b>   |   |   |  |  |   |   |
| (a) Current tax  | 3 329   | 3 034   | 3 478  | 9 480  | 9 429   | 11 847  |
| (b) Deferred tax   | ( 854)  | 59  | ( 286)   | ( 594)   | ( 572)  | ( 553)  |
| (c) Prior year tax adjustments   | ( 458)  | 105   | 880  | ( 353)   | 880   | 906   |
| <b>Income tax expense</b>  | <b>2 017</b>                                    | <b>3 198</b>  | <b>4 072</b>   | <b>8 533</b>                                   | <b>9 737</b>  | <b>12 200</b>                                   |
| <b>7 Profit for the period (5-6)</b>   | <b>10 270</b>                                   | <b>7 445</b>  | <b>6 931</b>   | <b>26 393</b>                                  | <b>22 174</b>   | <b>28 933</b>                                   |
| <b>8 Other comprehensive income</b>  |   |   |  |  |   |   |
| Items that will not be reclassified to profit or loss:   |   |   |  |  |   |   |
| Re- measurement of the defined benefit plans   | 172   | ( 389)  | 500  | ( 89)  | 279   | 513   |
| Income tax effect on above   | ( 44)   | 98  | ( 126)   | 22   | ( 70)   | ( 129)  |
| <b>Total other comprehensive income</b>  | <b>128</b>                                      | <b>( 291)</b>   | <b>374</b>   | <b>( 67)</b>                                   | <b>209</b>  | <b>384</b>                                      |
| <b>9 Total comprehensive income for the period (7+8)</b>                                       | <b>10 398</b>                                   | <b>7 154</b>  | <b>7 305</b>   | <b>26 326</b>                                  | <b>22 383</b>   | <b>29 317</b>                                   |
| <b>10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)</b>                      | <b>3 259</b>                                    | <b>3 259</b>  | <b>3 259</b>   | <b>3 259</b>                                   | <b>3 259</b>  | <b>3 259</b>                                    |
| <b>11 Other Equity</b>   |   |   |  |  |   | <b>82 861</b>                                   |
| <b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>         |   |   |  |  |   |   |
| (a) Basic  | 31.52   | 22.85   | 21.27  | 81.00  | 68.05   | 88.79   |
| (b) Diluted  | 31.52   | 22.85   | 21.27  | 81.00  | 68.05   | 88.79   |

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:

(₹ in Lakhs)

| Particulars   | (1)                                   | (2)  | (3)   | (4)                                     | (5)  | (6)                                      |
|---|---------------------------------------|--|---|---|--|--|
|   | Three Months Ended<br>31st March 2023 | Preceding<br>Three Months<br>Ended<br>31st December 2022 | Corresponding<br>Three Months<br>Ended<br>31st March 2022 | Nine Months<br>Ended<br>31st March 2023 | Corresponding<br>Nine Months<br>Ended<br>31st March 2022 | Previous<br>Year Ended<br>30th June 2022 |
|   | (Unaudited)                           | (Unaudited)  | (Unaudited)   | (Unaudited)                             | (Unaudited)  | (Audited)                                |
| 1. Segment Revenue  |                                       |  |   |   |  |  |
| - Grooming  | 49 135                                | 49 450   | 44 665  | 1 47 525                                | 1 29 679   | 1 72 306                                 |
| - Oral Care   | 12 772                                | 12 412   | 11 987  | 38 236                                  | 40 648   | 53 310                                   |
| <b>Total Income from Operations</b>                             | <b>61 907</b>                         | <b>61 862</b>  | <b>56 652</b>   | <b>1 85 761</b>                         | <b>1 70 327</b>  | <b>2 25 616</b>                          |
| 2. Segment Results (Profit/(Loss)) before finance costs and tax |                                       |  |   |   |  |  |
| - Grooming  | 9 145                                 | 9 668  | 9 346   | 28 781                                  | 26 740   | 33 830                                   |
| - Oral Care   | 1 949                                 | 909  | 2 120   | 4 783                                   | 5 585  | 7 761                                    |
| <b>Total Segment Results</b>                                    | <b>11 094</b>                         | <b>10 577</b>  | <b>11 466</b>   | <b>33 564</b>                           | <b>32 325</b>  | <b>41 591</b>                            |
| Less: Finance costs   | ( 77)                                 | ( 335)   | ( 530)  | ( 461)                                  | ( 812)   | ( 1 053)                                 |
| Add/(Less): Unallocable Income net of Unallocable Expenditure   | 1 270                                 | 401  | 67  | 1 823                                   | 398  | 595                                      |
| <b>Total Profit Before Tax</b>                                  | <b>12 287</b>                         | <b>10 643</b>  | <b>11 003</b>   | <b>34 926</b>                           | <b>31 911</b>  | <b>41 133</b>                            |
| 3. Segment assets   |                                       |  |   |   |  |  |
| - Grooming  | 1 01 096                              | 1 01 082   | 93 571  | 1 01 096                                | 93 571   | 93 641                                   |
| - Oral Care   | 10 073                                | 11 268   | 10 175  | 10 073                                  | 10 175   | 11 529                                   |
| <b>Total Segment Assets</b>                                     | <b>1 11 169</b>                       | <b>1 12 350</b>  | <b>1 03 746</b>   | <b>1 11 169</b>                         | <b>1 03 746</b>  | <b>1 05 170</b>                          |
| - Unallocated Corporate Assets                                  | 76 914                                | 60 782   | 39 253  | 76 914                                  | 39 253   | 55 660                                   |
| <b>Total Assets</b>   | <b>1 88 083</b>                       | <b>1 73 132</b>  | <b>1 42 999</b>   | <b>1 88 083</b>                         | <b>1 42 999</b>  | <b>1 60 830</b>                          |
| 4. Segment liabilities  |                                       |  |   |   |  |  |
| - Grooming  | 63 754                                | 51 541   | 36 705  | 63 754                                  | 36 705   | 45 048                                   |
| - Oral Care   | 16 788                                | 13 833   | 11 220  | 16 788                                  | 11 220   | 13 480                                   |
| <b>Total Segment Liabilities</b>                                | <b>80 542</b>                         | <b>65 374</b>  | <b>47 925</b>   | <b>80 542</b>                           | <b>47 925</b>  | <b>58 528</b>                            |
| - Unallocated Corporate Liabilities                             | 17 797                                | 17 148   | 15 983  | 17 797                                  | 15 983   | 16 182                                   |
| <b>Total Liabilities</b>  | <b>98 339</b>                         | <b>82 522</b>  | <b>63 908</b>   | <b>98 339</b>                           | <b>63 908</b>  | <b>74 710</b>                            |

**Notes to Segment:**

- Segments have been identified in line with the Indian Accounting Standard (Ind AS) 108- Operating Segments.
- 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.
- 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.
- 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.

**Note :**

The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on May 11, 2023 and have been subjected to a limited review by the Statutory Auditors of the Company.

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

Place: Mumbai  
Date: May 11, 2023

**L. V. Vaidyanathan**  
Managing Director