



Procter & Gamble Hygiene  
and Health Care Limited  
CIN: L24239MH1964PLC012971  
Registered Office:  
P&G Plaza  
Cardinal Gracias Road, Chakala  
Andheri (E), Mumbai 400 099  
Tel: (91-22) 2826 6000  
Fax: (91-22) 2826 7303  
[www.pg.com/en\\_IN](http://www.pg.com/en_IN)

To,  
The Listing Department  
The National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (East),  
Mumbai – 400051

November 13, 2017

Ref:- Scrip ID: - PGHH

Dear Sir / Madam,

**Sub: Unaudited Financial Results for the quarter ended September 30, 2017**

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 September 30, 2017 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2017
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2017 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

*For Procter & Gamble Hygiene and Health Care Limited*

**Ishan Sonthalia**  
Company Secretary





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Part I

**STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30<sup>th</sup> SEPTEMBER 2017**

(₹ in Lakhs)

Particulars	(1) Three Months Ended 30th Sept 2017  (Unaudited)	(2) Preceding Three Months Ended 30th June 2017  (Audited) Refer Note 4 below	(3) Corresponding Three Months Ended 30th Sept 2016  (Unaudited)	(4) Previous Year Ended 30th June 2017  (Audited)
1 Revenue from operations (Refer Note 3)	65759	52994	62250	241916
2 Other income	354	1083	2251	7730
3 <b>Total income (1+2)</b>	<b>66113</b>	<b>54077</b>	<b>64501</b>	<b>249646</b>
4 <b>Expenses</b>				
a) Cost of raw and packing materials consumed	14738	14560	13589	61252
b) Purchase of stock-in-trade (Traded goods)	8714	8240	10492	35356
c) Changes in inventories of finished goods, work-in-progress and stock-in-	4271	(3477)	957	(5111)
d) Excise duty	-	2707	2208	9876
e) Employee benefits expense	2917	1558	3768	11410
f) Finance costs	41	441	43	1042
g) Depreciation expense	1284	1966	1271	5974
h) Advertising & sales promotion expenses	5275	3339	6193	20372
i) Other expenses	11099	12955	9927	42298
<b>Total expenses</b>	<b>48339</b>	<b>42289</b>	<b>48448</b>	<b>182469</b>
5 <b>Profit before tax (3-4)</b>	<b>17774</b>	<b>11788</b>	<b>16053</b>	<b>67177</b>
6 <b>Tax expense</b>				
a) Current tax	6293	4415	5744	25226
b) Deferred tax	(75)	(431)	(135)	(1322)
7 <b>Profit for the period (5-6)</b>	<b>6218</b>	<b>3984</b>	<b>5609</b>	<b>23904</b>
8 <b>Other comprehensive income</b>	<b>11556</b>	<b>7804</b>	<b>10444</b>	<b>43273</b>
Other comprehensive income not to be reclassified to profit or loss:				
Re- measurement of the defined benefit plans	(297)	(1056)	(110)	(1189)
Income tax effect	103	365	38	411
<b>Total other comprehensive income for the year</b>	<b>(194)</b>	<b>(691)</b>	<b>(72)</b>	<b>(778)</b>
9 <b>Total comprehensive income for the year (7+8)</b>	<b>11362</b>	<b>7113</b>	<b>10372</b>	<b>42495</b>
10 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3246	3246	3246	3246
11 Reserves as per balance sheet				49366
12 <b>Earnings per Share (Face value of ₹ 10 per equity share) (not annualised) :</b>				
a) Basic	35.60	24.04	32.17	133.31
b) Diluted	35.60	24.04	32.17	133.31
See accompanying notes to the financial results				





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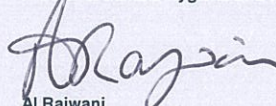
**Notes :**

- 1 The above results were approved by the Board of Directors of the Company at the Board Meeting held on November 13, 2017. 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 relatable to those thereafter. The following additional information is being provided to facilitate such understanding:

(₹ in Lakhs)				
Particulars	Three Months Ended 30th Sept 2017	Preceding Three Months Ended 30th June 2017	Corresponding Three Months Ended 30th Sept 2016	Previous Year Ended 30th June 2017
Revenue from Operations (A)	65759	52994	62250	241916
Excise duty on Sale (B)	-	2635	2302	9667
Revenue from operations excluding excise duty on sale (A-B)	65759	50359	59948	232249

- 4 The figures for the preceding three months ended 30th June, 2017 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2017 and the year to date figures upto the third quarter of that financial year.
- 5 The Company has identified Health and Hygiene Products as its single primary reportable segment in accordance with the requirements of Ind AS 108 - Operating Segments. Accordingly no separate segment information has been provided.

For and on behalf of the Board of Directors of  
Procter & Gamble Hygiene and Health Care Limited

  
Al Rajwani  
Managing Director

Place : Mumbai  
Date : 13<sup>th</sup> November, 2017



## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF Procter & Gamble Hygiene and Health Care Limited

1. We have reviewed the accompanying Statement of Unaudited Financial Results of **Procter & Gamble Hygiene and Health Care Limited** ("the Company") for the Quarter ended September 30, 2017 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (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 Statement is free of 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. We have not performed an audit and, accordingly, we do not express an audit opinion.
3. Based on our review conducted as stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as modified by 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.

For DELOITTE HASKINS & SELLS LLP

Chartered Accountants  
(Firm's Registration No. 117366W/W-100018)



Shyamak R Tata  
Partner  
(Membership No. 038320)



MUMBAI, November 13, 2017





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## **Procter & Gamble Hygiene and Health Care Ltd. Announces First Quarter Results**

*Adjusted\* Sales up 10%; PAT up 11% for quarter ended September 30, 2017*

**Monday, November 13, 2017** – Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the quarter ended September 30, 2017. Driven by focus on business fundamentals, sales on adjusted\* basis were up 10% versus year ago. Reported sales were up 6% versus year ago due to treatment of indirect taxes post GST. Profit After Tax (PAT) was up 11% versus year ago with continued focus on productivity and cost efficiency.

Both the Feminine Care and Health Care businesses delivered strong growth versus year ago behind brand fundamentals, strength of product portfolio and improved in-store execution.

\*Adjusted: Sales excluding GST/excise duties on sales

### **About Procter & Gamble Hygiene and Health Care Ltd.**

Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) is one of India's fastest growing FMCG companies that has in its portfolio WHISPER – India's leading Feminine Hygiene brand, and VICKS – India's No. 1 Health Care brand and Old Spice. The Company has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. PGHHCL is committed to making every day in the lives of Indian consumers better through the quality of its products and the sincerity of its service. Please visit [www.pg.com](http://www.pg.com) for the latest news and in-depth information about P&G and its brands.

### **For details contact:**

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