



**Gillette India Limited**

CIN: L28931MH1984PLC267130  
Regd Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai 400 099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337

August 22, 2019

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001  
Ref:- Scrip Code:- 507815

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  
Ref:- Scrip Code:- GILLETTE

Dear Sir / Madam,

**Sub: Audited Financial Results for the Financial Year ended June 30, 2019**

We are pleased to inform you that a meeting of the Board of Directors of the Company held today, the Audited Financial Results for the Financial Year ended June 30, 2019 were approved.

We are enclosing herewith the following:

- Audited Financial Results for the Financial Year ended June 30, 2019, as per format prescribed under Regulation 33 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015;
- Auditor's Report, in respect of the aforementioned Financial Results, as furnished by the Statutory Auditors of the Company;
- Press Release; and
- A declaration with respect to Audit Report with unmodified opinion to the aforementioned Audited Financial Results

We are pleased to further inform you that the Board of Directors of the Company at its meeting held today, *inter alia*, have declared a final dividend of Rs.25/- per Equity Share (Nominal Value of Rs.10/- each), for the Financial Year ended June 30, 2019. The dividend shall be paid between December 1, 2019 to December 20, 2019, on approval of the Members at the 35<sup>th</sup> Annual General Meeting.

Kindly take the same on record.

Thanking you,

Yours faithfully,

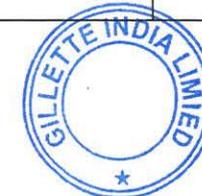
For Gillette India Limited

  
Flavia Machado  
Authorized Signatory



(₹ in Lakhs)					
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 30TH JUNE 2019					
Particulars	(1)	(2)	(3)	(4)	(5)
	Three Months Ended 30th June 2019	Preceding Three Months Ended 31st March 2019	Corresponding Three Months Ended 30th June 2018	Year Ended 30th June 2019	Previous Year Ended 30th June 2018
	(Audited) Refer Note 4 below	(Unaudited)	(Audited)	(Audited)	(Audited)
1 Revenue from operations	46 397	46 551	40 976	1 86 165	1 67 685
2 Other income	242	333	857	1 360	1 275
<b>3 Total income (1+2)</b>	<b>46 639</b>	<b>46 884</b>	<b>41 833</b>	<b>1 87 525</b>	<b>1 68 960</b>
<b>4 Expenses</b>					
(a) Cost of raw and packing materials consumed	6 138	5 241	2 983	23 314	14 132
(b) Purchases of stock-in-trade (Traded goods)	13 906	11 959	12 634	60 847	53 096
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2 998	2 227	1 580	( 2 271)	2 086
(d) Employee benefits expense	2 607	2 514	3 557	10 830	11 791
(e) Finance costs	392	129	412	785	746
(f) Depreciation expense	1 269	1 204	1 173	4 770	4 229
(g) Advertising & sales promotion expenses	5 062	2 993	5 323	23 049	21 719
(h) Other expenses	12 687	7 001	8926	32 296	26 701
<b>Total expenses</b>	<b>45 059</b>	<b>33 268</b>	<b>36 588</b>	<b>1 53 620</b>	<b>1 34 500</b>
<b>5 Profit before tax (3-4)</b>	<b>1 580</b>	<b>13 616</b>	<b>5 245</b>	<b>33 905</b>	<b>34 460</b>
<b>6 Tax expense</b>					
(a) Current tax	593	5 400	1 846	13 520	11 441
(b) Deferred tax	13	( 560)	( 63)	( 1 299)	114
(c) Prior year tax adjustments	( 3 608)	----	----	( 3 608)	----
<b>Income tax expense</b>	<b>( 3 002)</b>	<b>4 840</b>	<b>1 783</b>	<b>8 613</b>	<b>11 555</b>
<b>7 Profit for the period (5-6)</b>	<b>4 582</b>	<b>8 776</b>	<b>3 462</b>	<b>25 292</b>	<b>22 905</b>
<b>8 Other comprehensive income</b>					
Other comprehensive income not to be reclassified to profit or loss:					
Re- measurement of the defined benefit plans	( 598)	( 72)	339	( 796)	441
Income tax effect	209	25	( 118)	278	( 153)
<b>Total other comprehensive income</b>	<b>( 389)</b>	<b>( 47)</b>	<b>221</b>	<b>( 518)</b>	<b>288</b>
<b>9 Total comprehensive income for the period (7+8)</b>	<b>4 193</b>	<b>8 729</b>	<b>3 683</b>	<b>24 774</b>	<b>23 193</b>
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259
11 Reserves as per balance sheet				74 577	66 159
<b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>					
(a) Basic	14.07	26.93	10.62	77.62	70.29
(b) Diluted	14.07	26.93	10.62	77.62	70.29

See accompanying notes to the Financial Results



**Notes to Segment:**

- a. Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- b. 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.
- c. 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.
- d. 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.

**Notes :**

## 1 Statement of Assets and Liabilities

Particulars	(₹ in Lakhs)	
	As at Year Ended 30th June 2019 (Audited)	As at Year Ended 30th June 2018 (Audited)
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	30 018	26 441
Capital work-in-progress	2 455	4 037
Financial assets		
(i) Loans	2 619	2 114
Deferred tax assets (Net)	3 217	1 640
Income tax assets (Net)	13 642	16 731
Other non-current assets	9 320	6 742
<b>Total non-current assets</b>	<b>61 271</b>	<b>57 705</b>
<b>Current assets</b>		
Inventories	23 401	20 015
Financial assets		
(i) Trade receivables	18 150	17 604
(ii) Cash and cash equivalents	13 993	23 515
(iii) Bank balances other than (ii) above	179	148
(iv) Loans	553	500
(v) Other financial assets	1 516	366
Current tax assets (net)		
Other current assets	1 933	1 047
<b>Total current assets</b>	<b>59 725</b>	<b>63 195</b>
<b>TOTAL ASSETS</b>	<b>1 20 996</b>	<b>1 20 900</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	3 259	3 259
Other equity	74 577	66 159
<b>Total equity</b>	<b>77 836</b>	<b>69 418</b>
<b>Non-current liabilities</b>		
Provisions	7 910	3 547
<b>Total non-current liabilities</b>	<b>7 910</b>	<b>3 547</b>
<b>Current liabilities</b>		
Financial liabilities		
(i) Trade payables	28 119	32 930
(ii) Other financial liabilities	1 146	1 597
Provisions	22	22
Current tax liabilities (Net)	636	8 388
Other current liabilities	5 327	4 998
<b>Total current liabilities</b>	<b>35 250</b>	<b>47 935</b>
<b>Total liabilities</b>	<b>43 160</b>	<b>51 482</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 20 996</b>	<b>1 20 900</b>



*[Handwritten signature]*



## 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)
	Three Months Ended 30th June 2019	Preceding Three Months Ended 31st March 2019	Corresponding Three Months Ended 30th June 2018	Year Ended 30th June 2019	Previous Year Ended 30th June 2018
	(Audited) Refer Note 4 below	(Unaudited)	(Audited)	(Audited)	(Audited)
1. Segment Revenue					
- Grooming	36 127	38 054	33 730	1 45 839	1 33 133
- Oral Care	10 270	8 497	7 246	40 326	34 552
<b>Total Income from Operations</b>	<b>46 397</b>	<b>46 551</b>	<b>40 976</b>	<b>1 86 165</b>	<b>1 67 685</b>
2. Segment Results (Profit/(Loss)) before finance costs and tax					
- Grooming	1 136	12 739	5 826	27 510	29 323
- Oral Care	729	439	( 1 203)	5 605	4 414
<b>Total Segment Results</b>	<b>1 865</b>	<b>13 178</b>	<b>4 623</b>	<b>33 115</b>	<b>33 737</b>
Less: Finance costs	( 392)	( 129)	( 412)	( 785)	( 746)
Add/(Less): Unallocable Income net of Unallocable Expenditure	107	567	1 034	1 575	1 469
<b>Total Profit Before Tax</b>	<b>1 580</b>	<b>13 616</b>	<b>5 245</b>	<b>33 905</b>	<b>34 460</b>
3. Segment assets					
- Grooming	65 599	76 870	61 798	65 599	61 798
- Oral Care	8 631	10 317	6 504	8 631	6 504
<b>Total Segment Assets</b>	<b>74 230</b>	<b>87 187</b>	<b>68 302</b>	<b>74 230</b>	<b>68 302</b>
- Unallocated Corporate Assets	46 766	42 031	52 598	46 766	52 598
<b>Total Assets</b>	<b>1 20 996</b>	<b>1 29 218</b>	<b>1 20 900</b>	<b>1 20 996</b>	<b>1 20 900</b>
4. Segment liabilities					
- Grooming	22 712	29 623	26 974	22 712	26 974
- Oral Care	6 378	7 719	7 409	6 378	7 409
<b>Total Segment Liabilities</b>	<b>29 090</b>	<b>37 342</b>	<b>34 383</b>	<b>29 090</b>	<b>34 383</b>
- Unallocated Corporate Liabilities	14 070	18 549	17 099	14 070	17 099
<b>Total Liabilities</b>	<b>43 160</b>	<b>55 891</b>	<b>51 482</b>	<b>43 160</b>	<b>51 482</b>



- 2 The above audited financial results for the quarter and year ended June 30, 2019 have been reviewed and recommended by the Audit Committee, and approved by the Board of Directors of the Company at their Meeting held on August 22, 2019.
- 3 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.
- 4 The figures of last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the relevant financial year.
- 5 The Board of Directors at its meeting held on August 22, 2019 has recommended for the current year a final dividend of ₹ 25 per equity share (nominal value of ₹ 10 per equity share) aggregating to ₹ 8 146 lakhs subject to approval of members at the ensuing Annual General Meeting of the Company.
- 6 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai  
Date: 22 August, 2019

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



Madhusudan Gopalan  
Managing Director



# KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

## Auditor's Report on the Financial Results for the Quarter and Year Ended June 30, 2019 of the Company Pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of  
Gillette India Limited

1. We have audited the accompanying Financial Results of Gillette India Limited ("the Company") for the quarter and year ended June 30, 2019, together with the notes thereon ("the Statement") being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by circular no. CIR/CFD/CMD1/44/2019 dated March 29, 2019 ("Listing Regulations") (initialled by us for identification).

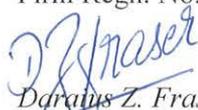
These results have been prepared on the basis of the audited Financial Statements for the year ended June 30, 2019, which are the responsibility of the Company's Management and approved by the Board of Directors at their meeting held on August 22, 2019. Our responsibility is to express an opinion on these Financial Results based on our audit of the Financial Statements which have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards ("Ind AS") specified in Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other accounting principles generally accepted in India.

Attention is drawn to the fact that the figures for the quarters ended June 30 as reported in these Financial Results are the balancing figures between audited figures in respect of the full financial years ended June 30 and the published year to date figures up to the end of the third quarter of the relevant financial years. The figures up to the end of the third quarter have only been reviewed and not subjected to audit.

2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by Management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these financial results:
  - (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
  - (ii) give a true and fair view of the net profit, other comprehensive income and other financial information for the year ended June 30, 2019.

For KALYANIWALLA & MISTRY LLP  
CHARTERED ACCOUNTANTS

Firm Regn. No.: 104607W / W100166

  
Darajus Z. Fraser  
PARTNER

M. No. 42454

UDIN: 19042454AAAACH8838

Mumbai, August 22, 2019.

LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001  
TEL.: (91) (22) 6158 6200, 6158 7200 FAX: (91) (22) 6158 6275



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## **Gillette India announces fiscal and fourth quarter results**

*Sales up 11% for fiscal ended June 30, 2019*

**Mumbai, August 22, 2019:** Gillette India Limited (GIL) today announced its financial results for the fiscal ended June 30, 2019. The company delivered sales of ₹1,862 crores, up 11% vs. year ago behind strong brand fundamentals. Profit After Tax (PAT) for the financial year stood at ₹253 crores up 10% vs. year ago. For the quarter ended June 30, 2019, the sales were ₹464 crores up 13% vs. year ago.

**Madhusudan Gopalan, Managing Director, Gillette India Limited.** said, *“In a challenging market environment, we delivered strong double-digit growth for the year and the fourth quarter. Our focus on raising the bar on superiority, improving productivity, and strengthening the organization culture has enabled us to deliver strong results consistently throughout the fiscal. We will continue to focus on delivering balanced and sustained growth in a challenging and competitive macroeconomic environment.”*

Both the Grooming and Oral Care businesses delivered double-digit sales growth during the year behind strong brand fundamentals, strength of the portfolio and improved in-store execution.

The directors have recommended a final dividend of ₹25/- per Equity Share for the Financial Year ended June 30, 2019, subject to the approval of Shareholders of the company at the ensuing 35<sup>th</sup> Annual General Meeting.

### **About Gillette India Ltd.:**

Gillette India Limited (GIL) is one of India’s well-known FMCG Companies that deals in some of the world leading brands GILLETTE and ORAL-B; and has carved a reputation for delivering high quality, value-added 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 [www.pg.com](http://www.pg.com) for the latest news and in-depth information about GIL and its brands.

### **For details contact:**

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**Gillette India Limited**  
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Tel : 91-22-2826 6000  
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August 22, 2019

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001

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

Dear Sir/Madam,

**Sub: Declaration with respect to Audit Report with unmodified opinion to the Audited Financial Results for the Financial Year ended June 30, 2019**

We hereby declare that Audited Financial Results for the Financial Year ended June 30, 2019 which have been approved by the Board of Directors of the Company at meeting held today, i.e., August 22, 2019, the Statutory Auditors, Kalyaniwalla & Mistry LLP have not expressed any modified opinion(s) in their Audit Report.

The above declaration is made pursuant to Regulation 33 (3) (d) of the Securities Exchange and Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

Yours faithfully,

For **Gillette India Limited**

  
**Flavia Machado**  
Authorized Signatory

