



Gillette India Limited
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Gillette India Ltd. Announces Second Quarter Results

Sales up 17% for quarter ended December 31, 2018

Mumbai, February 7, 2019: Gillette India Ltd. (GIL) announced today its financial results for the quarter ended December 31, 2018. The company delivered Sales of ₹476 crores, up 17% vs. year ago, behind brand fundamentals, strength of the product portfolio and improved in-store execution.

The Profit After Tax (PAT) was ₹54 crores, down 8% versus year ago behind cost inflation, expiry of tax benefits and higher marketing spend on brand building initiatives to accelerate growth.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *“We have delivered strong double-digit growth for the second consecutive quarter this year driven by robust volume growth, category development and execution excellence. We will continue to focus on raising the bar on superiority of our products, packaging, go-to-market and communication, improving productivity and strengthening our organization and culture.”*

Both Grooming and Oral Care businesses recorded double-digit growth ahead of their categories. This growth was driven by superior communication, category expansion and go-to-market initiatives.

The Board of Directors declared an interim dividend of ₹19 on every equity share of ₹10. The record date for the dividend will be February 19, 2019.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India’s well-known FMCG Companies that has in its portfolio well-known brands GILLETTE and ORAL-B. The company has carved a reputation for delivering high quality products and superior value propositions 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 for the latest news and in-depth information about GIL and its brands.

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