



**Gillette India Limited**  
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## **Gillette India Limited Delivers Sustained Growth**

**Mumbai, August 23, 2016** – Gillette India Limited (GIL) today announced its annual financial results for the Financial Year ended June 30, 2016. Driven by the company's focus on brand fundamentals and strength of product portfolio, net sales increased to Rs. 2,052 crores, up 4% versus last year. The company made strategic portfolio choices to enable profitability which has in the short term slowed down top line growth rates and as a result, sales in the quarter ended June 30, 2016, remained flat versus same quarter last year.

The portfolio choices have resulted in strong margin improvement as Profit After Tax (PAT) for the Financial Year stood at Rs. 212 crores, versus Rs. 116 crores last year excluding the one-time facilitation income that we received in financial year 2014-15 for discontinuation of Duracell distributorship. The company has benefited from the portfolio optimization, even as it continues to focus on productivity and cost efficiency.

**Grooming:** Sales in Grooming for the Financial Year were up 10% versus year ago, driven by strong brand fundamentals & product portfolio. Sales for the quarter ended June 30, 2016, were up 9% versus same quarter last year.

**Oral Care:** Behind portfolio optimization to enable profitability, for the Financial Year, Sales in Oral Care were down by 12%. Sales for the quarter ended June 30, 2016, were down by 28% versus same quarter last year.

The directors have recommended a dividend of Rs. 20 per Equity Share for the Financial Year ended June 30, 2016 which has materially gone up by 33% reflecting the benefit of the portfolio optimization. This is subject to approval of Shareholders of the Company at the ensuing 32<sup>nd</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 such as- GILLETTE and ORAL-B; and has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. GIL's 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.

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