



Gillette India Limited
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Gillette India Ltd. Announces First Quarter Results

Comparable Sales up 10%; PAT up 17% for quarter ended September 30, 2017*

Mumbai, November 13, 2017 – Gillette India Limited (GIL) today announced its financial results for the quarter ended September 30, 2017. Driven by the company's focus on brand fundamentals, the comparable* sales were up 10% versus year ago. Reported sales were down 3% versus year ago due to changes in treatment of indirect taxes post GST.

Profit After Tax (PAT) was up 17% versus year ago behind continued focus on productivity and cost efficiency.

Grooming: Comparable* Sales in Grooming were up 1% versus year ago in a competitive market environment.

Oral Care: Comparable* Sales in Oral Care were up 35% versus year ago behind brand fundamentals, strength of the product portfolio and improved in-store execution.

*Comparable: Sales excluding GST/excise duties on sales further adjusted for other tax costs subsumed under GST and excluded from sales in the base

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 for the latest news and in-depth information about GIL and its brands.

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