



Gillette India Limited
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Gillette India Ltd. announces fiscal and fourth quarter results

Sales up 1%, PAT up 27% for fiscal ended June 30, 2017

Mumbai, August 24, 2017 – Gillette India Limited (GIL) announced today its financial results for the fiscal ended June 30, 2017. The company delivered sales of Rs. 1,788 crores, up 1% versus last year, despite challenges of liquidity crunch in the second quarter and trade destocking ahead of GST in the fourth quarter. The company responded to these challenges with agility and continued to strengthen brand fundamentals. Profit after Tax (PAT) for the Financial Year stood at Rs. 253 crores, up 27% versus year ago, behind continued focus on productivity and cost efficiency.

For the quarter ended June 30, 2017, sales declined by 10% and profit after tax declined by 20% behind volatile trade conditions. The market has started showing signs of recovery and the company will continue to focus on balanced growth behind brand fundamentals, strength of product portfolio and improved in-store execution.

Grooming: Sales in Grooming were up 2% versus year ago for the financial year, and down by 16% for the quarter, behind market challenges.

Oral Care: Sales in Oral Care were down by 4% for the financial year behind market challenges and portfolio optimization. Sales for the quarter were up by 20%.

The directors have recommended a final dividend of Rs. 10 per Equity Share for the Financial Year ended June 30, 2017, subject to approval of Shareholders of the Company at the ensuing 33rd 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 for the latest news and in-depth information about GIL and its brands.

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