



Gillette India Limited
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Gillette India Ltd. Announces First Quarter Results

Sales up 12%; Profit After Tax up 2% for quarter ended September 30, 2018

Mumbai, November 2, 2018: Gillette India Ltd. (GIL) announced today its financial results for the quarter ended September 30, 2018. The company delivered Sales of ₹457 crores, up 12% vs. year ago, behind brand fundamentals, strength of the product portfolio and improved in-store execution. The Profit After Tax (PAT) was ₹65 crores, up 2% versus year ago, as increasing costs due to inflation and currency depreciation were partly offset by continued focus on productivity and savings.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *"We generated strong results this quarter 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. The growth was driven by superior communication, market expansion and go to market initiatives.

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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