



December 5, 2024

To,  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001  
**Ref:- Scrip Code:- 500126**

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block  
Bandra Kurla Complex,  
Bandra (East), Mumbai - 400051  
**Ref:- Scrip Code:- PGHL**

Dear Sir/Madam,

**Sub:- Proceedings of the 57<sup>th</sup> Annual General Meeting of Shareholders held on December 5, 2024**

We would like to inform you that the 57<sup>th</sup> Annual General Meeting of the Company was held on December 5, 2024 at 3.30 p.m. through Video Conference / Other Audio-Visual Means. In this respect, please find enclosed a summary of proceedings of the 57<sup>th</sup> Annual General Meeting.

Further, we have enclosed copy of presentation of the Company as presented at the 57<sup>th</sup> Annual General Meeting.

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully,

*For Procter & Gamble Health Limited*

*Zeal Rupani  
Company Secretary*



**Summary of the proceedings of the 57<sup>th</sup> Annual General Meeting of Procter & Gamble Health Limited held on Thursday, December 5, 2024 at 3.35 p.m. through Video Conference / Other Audio-Visual Means**

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The requisite quorum was present. The meeting commenced at 3:35 p.m.

Ms. Zeal Rupani, Company Secretary, welcomed the shareholders to the 57<sup>th</sup> Annual General Meeting (AGM).

Mr. Suresh Talwar chaired the meeting. The Chairman welcomed all the Members and called the meeting to order.

The Chairman informed the Shareholders that the AGM is being conducted through video conference and other audiovisual means as permitted by the Ministry of Corporate Affairs (MCA) and the Securities and Exchange Board of India (SEBI). The Notice of AGM along with the Annual Report for the financial year 2023-24 were sent to the shareholders electronically in view of the MCA and SEBI circulars in this respect.

The Chairman then introduced the Board members/management officials, present for the meeting as follows.

Mr. Milind Thatte, Managing Director  
Mrs. Rani Ajit Jadhav, Independent Director  
Mr. S. Madhavan, Independent Director  
Mr. Aalok Agrawal, Non- Executive Director  
Mr. Lokesh Chandak, Chief Financial Officer and Executive Director  
Ms. Zeal Rupani, Company Secretary

The representatives of the Statutory Auditors, Cost Auditors and Secretarial Auditors had also joined this Meeting.

The Chairman further informed the members that representations under Section 113 of the Companies Act, 2013, representing 52.20% shares had been received. The Auditors' Report and the Secretarial Audit Report did not contain any qualifications or observations.

Ms. Zeal Rupani, Company Secretary briefed the Members through the general instructions regarding virtual participation in this AGM, resolutions being put through vote and e-voting process. Live streaming of the meeting was also available on the NSDL website. She also informed the members that the requisite statutory registers were available for electronic inspection for the shareholders who wished to view the same, on the e-voting system.

Ms. Rupani informed that the Company had provided an e-voting facility for members to



cast their vote through remote e-voting, which had commenced on Saturday, November 30, 2024 at 9:00 a.m. and ends on Wednesday, December 4, 2024 at 5:00 p.m.

Those Members who had not done so were eligible to vote through the e-voting system within 15 minutes post conclusion of this AGM. Mr. Nrupang B. Dholakia, Practicing Company Secretary was appointed as the Scrutinizer for conducting the scrutiny of votes cast through e-voting at the meeting.

The resolutions proposed to be passed at the Annual General Meeting contained in the Notice convening the Meeting, which was circulated to the Members, and read by Ms. Zeal Rupani, were:

Sr. No.	Item
Ordinary Business	
1	To receive, consider and adopt the Audited Balance Sheet as at June 30, 2024 and the Statement of Profit and Loss for the Financial Year ended on that date, together with the Reports of the Auditors and Directors thereon. (Ordinary Resolution)
2	To confirm payment of interim dividend and declare final dividend for the Financial Year ended June 30, 2024. (Ordinary Resolution)
3	To re-appoint Director in place of Mr. Lokesh Chandak (DIN-10083315), Executive Director, who retires by rotation and being eligible, offers himself for re-appointment. (Ordinary Resolution)
Special Business	
4	Ratification of Payment of Remuneration to the Cost Auditor for the Financial Year 2024-25. (Ordinary Resolution)

The Chairman then delivered his speech, addressing the shareholders, on the business performance for the financial year 2023-24.

Mr. Milind Thatte, Managing Director, provided an overview on the Company's business performance (annexed to this letter)

The Chairman invited the Members for their comments and questions on the Financial Accounts and the Annual Report. Then the Members raised questions/made observations relating to the Annual Accounts and the Annual Report. The Management responded to the queries raised by the Members.

The Chairman informed the Members that the results of the voting would be announced on receipt of the Scrutinizer's Report, within 2 working days of the conclusion of the meeting to the Stock Exchanges and would be made available on the website of the



Company.

The Meeting concluded at 5:12 p.m. The Members who had not completed voting earlier and intended to do so were given 30 minutes to complete the e-voting on NSDL portal.

The e-voting portal closed at 5:32 p.m.

*For Procter & Gamble Health Limited*

*Zeal Rupani  
Company Secretary*

**Procter & Gamble Health Limited**

CIN: L99999MH1967PLC013726

Registered Office: Ground Floor and First Floor,

P&G Plaza, Cardinal Gracias Road, Chakala,

Andheri-E, Mumbai-400 099 | Tel: (91-22) 6866 9000

[www.pghealthindia.com](http://www.pghealthindia.com)



# Procter & Gamble Health Limited

*57<sup>th</sup> Annual General Meeting*

*05 Dec 2024*



# Results for the fiscal 2023-24

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**-6%**  
Operating  
Revenue

**-12%**  
PAT  
*-6% Before  
Exceptional Items*

**Dividend  
payout**  
*\*2600% for 23-24*

# Past 3 Year Company Performance (19/20 to 22/23)

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**+11%**  
P3Y CAGR  
Operating  
Revenues

**+11%**  
P3Y CAGR  
PAT

**925%**  
Average  
Dividends for  
P3Y

*P3Y – 22/23, 21/22 & 20/21*



# Significant Shareholder Value in 10 years







# Company Brand and Operations



Working towards building strong brands and retain leadership in the VMS category.



# Influencer and Drivers of VMS Brands of PGHL

- Category driven by HCP (~70% Rx contribution, ~30% Chemist and Self-purchase)
- However, our #1 SKU Neurobion Forte and Vitamin-E 400 have a significant Chemist and Self purchase component.
- The first initiation to therapy is by large through Doctor recommendation.
- Due to low entry barrier, there is a brand clutter in each sub-category and brand substitution by Chemist is very common.

Purchase Influencer	Neurobion Brand	Neurobion Forte Tab.	Vitamin E (Evion)	Vit B/ B-complex (Polybion)	Iron Suppl. (Livogen)	Nasal Decongest. (Nasivion)	Ω3 Fatty Acids (Seven Seas)
Rx (Doc Presc)	55%	35%*	53%	67%	77%	68%	9%
Chemist Reco	45%	15%	15%	11%	9%	11%	91%
Self / Friends / Family		50%	32%	22%	14%	22%	

Source: Shopper Observation Study 2023 & \*Rx based volume triangulation

# Neurobion: Driving consumption for India's #1 Nerve Care Brand

## Ab Feel Karega India

BIG BANG Consumer Communication launch in Aug'23

Reaching 4CR+ consumers/month

**AB  
FEEL KAREGA  
INDIA**



## Ab Feel Karega India

### World Pharmacist Day Campaign

Sep'23

Reaching 30,000+ chemists in Sep'23 – Driving awareness about the symptoms of Vitamin-B deficiency



Neuro-Pledge  
Campaign



NEUROBION®



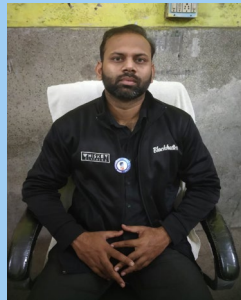
YET ANOTHER  
GUINNESS  
WORLD RECORD

FOR  
NEUROBION!

Largest online photo album of  
people wearing pin badges

50,379 HCPs

For internal circulation only



# BIG-BANG HCP Activations on World Diabetes Day - Nov'23



## Neuro-Pledge Campaign

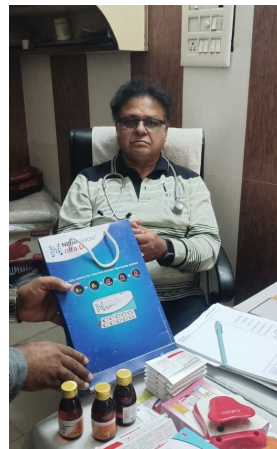
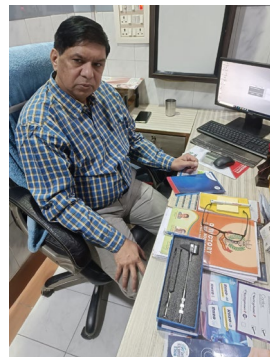
**50,000+ HCPs** engaged in Nov-Dec

Take the pledge to **#TestTheSigns** for Neuropathy



## WDD In-Clinic Activations

**25,000+ HCPs** engaged via Neuropathy Detection Kits & Demo Detailers



## Strong HCP Out-Clinic Activations

World Diabetes Day Conclave & Alfa Express events for therapy discussion



# Livogen® Na Na Anemia 2.0 Bus Yatra



## Awareness

Bus Yatra (Jul-Sep'23)



Covering 21 locations in TN, Kerala, AP, Telangana, Karnataka



## Detection

Health screening camps



Anemia detection of 4000 patients



## Education

Continuous Medical Education

21 CMEs to be conducted engaging 2500 Gynecologists



# Livogen® Awareness Campaign



- Scaling up 'Na Na Anemia' collaboration with FOGSI
- Reach: 500+ HCPs; 700+ Patients
- In-Clinic Reach: **80M+ HCPs**



- 450 Diagnostic Camps every quarter
- Reach: **20M+ Patients**





# Livogen<sup>®</sup> Superiority Communication for HCP



**Livogen<sup>®</sup>**  
disintegrates  
faster



Superior communication via Livogen Superiority Demo was launched.

**Faster**

**Disintegration vs competition**

**(2 min. vs 1 hour)**

**Better Absorption**

**Reach: 70M+ HCPs**

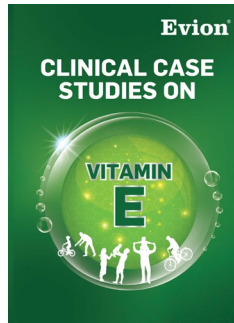
Livogen



# Evion<sup>®</sup> Driving Superior Holistic HCP activations

## Founder's Month : Vitamin E Casebook Launch

- Big-bang launch of scientific casebook featuring major KOLs across India



16M HCP  
Reach

## Advocacy for category

- **Regional CARE CMEs**  
- Driving awareness about the role of Vitamin E in key indications

### **VITAMINDS** :

First of its kind collaboration with the Indian Medical Association (IMA)



10M+ HCP  
Reach

### New Evion cream : Packaging Revamp & First Ever CI #EvionOMG

### Driving retail superiority with Har Hara Hota Nai Khara Campaign

#EvionOMG

**OMG!**  
I Own My Glow!  
With The New Evion Cream

Helps prevent wrinkles & dark spots from sun damage

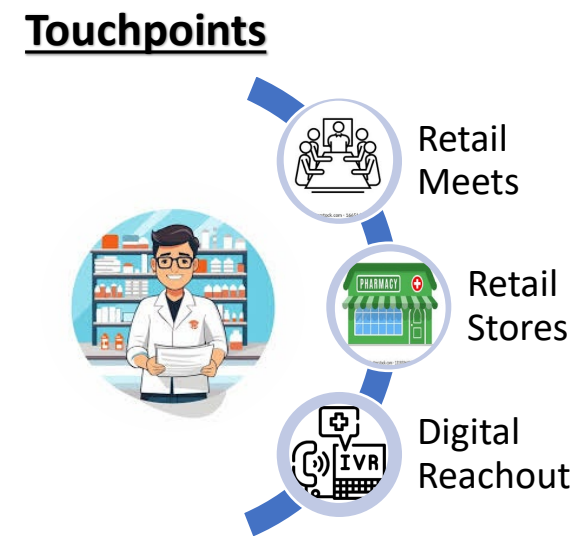
Scan the QR code to participate in the #EvionOMG Challenge

**NEW Evion Cream**

**NEW Evion Cream**

**OMG**  
I AM IN A NEW AVATAR!

Scan to participate in the #EvionOMG Challenge



Are you choosing the right Vitamin E?

**HAR HARA HOTA NAHI KHARA**

Choose genuine. Choose **Evion®**

India's #1 Vitamin E

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**Nasivion**  
Strategic collaboration with Indian Academy of Pediatrics (IAP)  
**GATEWAY TO AIRWAY WORKSHOP**

PRE-MONSOON ACTIVATION WITH IAP

- #12 Pediatric & KOLs engaged so far and counting...
- 18 cities across North, South, East & West in 1.5 months (pre-monsoon)
- Case-based module on URTI & Allergic issue among baby/children

More to come in JAS'24 from Nasivion Gateway to Airway



**NASH DAY** | **P&G Health Academy**

**NASH Symposium**

15<sup>th</sup> June, 2024 | 8:00 PM Onwards

**Speakers:**

- Dr. Adarsh CK** (MD, DNB Gastro)
- Dr. Vinay Kumar BR** (MD, DM Hepatology)
- Dr. Prashanth Gandhi** (MD, DM, DNB Gastro)
- Dr. Shyam Sundar** (MD, DM Exotic)
- Dr. Sreehari D** (MD, DNB Gastro)

On the occasion of **'World Iron Deficiency Month'**

**PANEL DISCUSSION: OVERCOME ANEMIA**

**Saturday, 25 November 2023**  
**Session: 2.00 – 3.00 PM**  
**Hall: Takniki Grand Hyatt, Mumbai**

**Chairpersons:**  
Dr. Bhaskar Pal, Dr. Ameya Purandare

**2.00 – 2.15 PM Talk:**  
Dr. Haresh Doshi

**Moderators:**  
Dr. Bhaskar Pal, Dr. Ameya Purandare

**Panelists:**  
Dr. Shobha Gudi  
Dr. Priya Vora  
Dr. Chinmayee Ratha  
Dr. Rajashree Katke  
Dr. P Shyju  
Dr. Varsha Lahade  
Dr. Manisha Takhtani

Company forged partnership with various Healthcare Organizations to build bring science of micronutrients, disease prevention awareness among consumers, advocacy for role of Iron, Vit. E, Vit B12+ in various disease management.



Exploring White Spaces...



**VISTAAR**

Reaching Rural Bharat.....



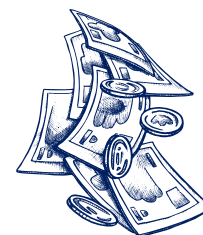
**₹ 40.9 Cr**

*Total Sellout*



**23%**

*Growth*



**₹ 7.6 Cr**

*Incremental Sellout*

**51 Districts**

**Bihar**

**Jharkhand**

**Uttar Pradesh**

**Madhya Pradesh**

**Rajasthan**

**Punjab**



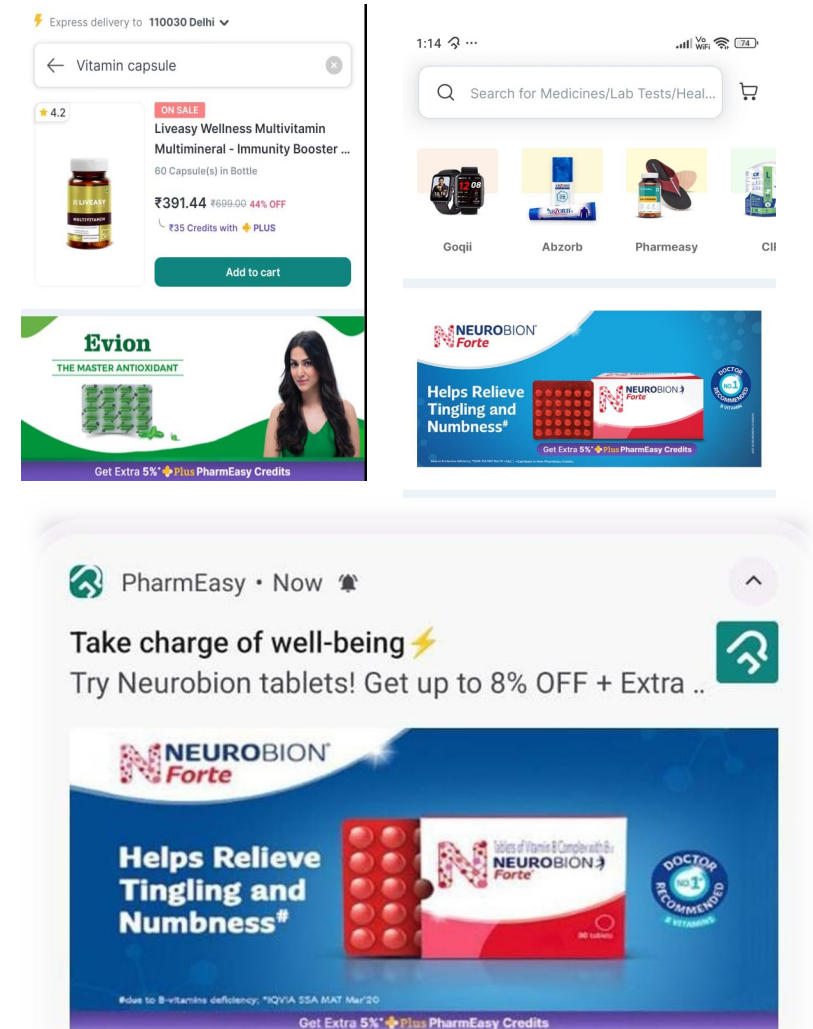
# PGHL Ecommerce growing 200%\* YoY

## Digital Commerce - Accelerating Consumer Healthcare Growth

- **100% coverage** and market reach across top **E-pharmacies**
- Digital commerce accounts to ~5% of total sales vs 2.7% LY

## Key Strategic Milestones

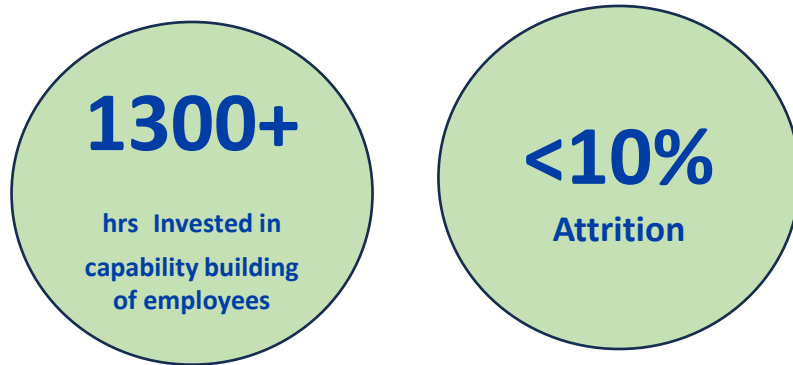
- **Omni-channel integration** with top customers
- **Consumer first initiatives:** Building consumer touchpoints to improve experience. Tied digital campaigns like “Own my glow”, “Ab feel karega India” to diver traffic to ecom players and improve conversions
- **Ratings:** All power SKUs contributing to >80% sales are rated 4+ across top ecom platforms



The image displays three screenshots from the PharmEasy mobile application:

- Top Left:** A product listing for "Vitamin capsule" with a 4.2 rating. The product is "Liveasy Wellness Multivitamin Multimineral - Immunity Booster ...". It is currently on sale for ₹391.44, down from ₹699.00 (44% OFF). It includes 60 capsules in a bottle and offers ₹35 credits with PLUS. An "Add to cart" button is visible.
- Top Right:** A search bar with the text "Search for Medicines/Lab Tests/Heal...". Below the search bar are four product category icons: Goqii, Abzorb, Pharmeasy, and Cii.
- Bottom:** A promotional banner for "NEUROBION Forte". The banner features the text "Helps Relieve Tingling and Numbness#" and "Get Extra 5% + Plus PharmEasy Credits". It also includes a "DOCTOR RECOMMENDED" badge.

# An engaged, capable, diverse and healthy organization



Industry Benchmarks

## Industry Leading Gender Diversity in field sales employees



### Lean In Circle

Building network, Capabilities, Awareness

### Safety App for sales female employees

## Family Day Celebration



*Giving a personal touch to the professional space*

## Healthy and Happy Organization



**Flu Vaccination, Annual Health Check up**



**Sports Mania**

# Goa Plant Operations

## Citizenship

- **Family day** event hosted at the site with over 600 employees & their family members celebrating together. Plant **Technician Leadership Development College** (Gurukul) to build future leaders.
- Organised Multiple initiatives on Blood donation, Support to local schools (Educational Material and Digital Facilities) and Orphanages (Joy of Giving Program) with strong participation from Employees and their Families
- Established **Lean in circle for women** by leveraging Women Leaders as coaches to interact with women employee.



## Goa Plant Awards & Accolades in fiscal 2023-24

- Safety award – Best Plant in P&G Healthcare, Global Personal HealthCare “Campaign Winner”
- PHC Global Equality & Inclusion Award
- Quality PHC regional Award, eQMS Quality Discipline Campaign Award





# CITIZENSHIP INITIATIVE OF PGHL INDIA





## OUR PUBLIC HEALTH INITIATIVES



**CAPABILITY**  
programs



**ACCESSIBILITY**  
programs



**MATERNAL &  
NEWBORN HEALTH**  
programs

### Our Partners:





**P&G Health Scholarship**  
**83** Public Health Scholars  
 @ 5 IIPH  
**18** Women in Health Scholars

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**Village School Development**  
 Smart Classrooms,  
 Science laboratory,  
 Library, Sanitation facility



Our Partners

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## Gift Of Health

### Gift Of Health - Elderly

5 Mobile Health Units,  
**85,000+** free treatments

### Gift Of Health - Children

4 States,  
 56 Child Care Insititutes  
**2200+** children annually

**ACCESSIBILITY**  
 Programs

## Our Partners

**HelpAge India** | Fighting isolation,  
 poverty, neglect

**CSA** Catalysts  
 for Social  
 Action  
 A family for every child



**Maternal & Newborn Health Programs**

**Yes To Poshan**  
*Nutrition Awareness Project*

**26** Villages, **2503** children monitored,  
**215** children recovered from malnutrition

**Swasthya Sakhi & Aarogya Sakhi Project**

**3** States, **1.5lac** households  
 ~**5000** pregnant women  
**99.7%** institutional deliveries

**Xotej Jeeban**  
*Anemia Reduction Project*

**89** villages,  
**18,000+** households  
**5500+** anemic women & adolescents



**Our Partners**





# SEHAT

**RISE WITH HEALTH**

A CSR Initiative from Procter & Gamble Health Limited

**COMMITTED TO PUBLIC HEALTH**



*Thank you!*

A white, 3D-style shadow of the "Thank you!" text, positioned directly below it, giving the impression that the text is floating or has just been dropped.