



**Gillette India Limited**  
CIN: L28931MH1984PLC267130  
Registered Office:  
P&G Plaza  
Cardinal Gracias Road, Chakala  
Andheri (E), Mumbai 400 099  
Tel: (91-22) 2826 6000  
Fax: (91-22) 2826 7337  
Website: in.pg.com

November 10,2020

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001  
Ref:- Scrip Code:- 507815

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

Dear Sir / Madam,

**Sub: Outcome of the Board Meeting held on November 10, 2020**

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today, the Unaudited Financial Results for the quarter ended September 30, 2020 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2020;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2020 furnished by Statutory Auditors of the Company.

Kindly take the same on record. Thanking you.

Yours faithfully,

**For Gillette India Limited**

  
**Flavia Machado**  
Authorized Signatory



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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER 2020				
Particulars	(1)	(2)	(3)	(4)
	Three Months Ended 30th September 2020 (Unaudited)	Preceding Three Months Ended 30th June 2020 (Audited)	Corresponding Three Months Ended 30th September 2019 (Unaudited)	Previous Year Ended 30th June 2020 (Audited)
1 Revenue from operations	51 640	35 098	46 220	1 67 906
2 Other income	350	176	1 142	1 142
<b>3 Total income (1+2)</b>	<b>51 990</b>	<b>35 274</b>	<b>46 388</b>	<b>1 69 048</b>
<b>4 Expenses</b>				
(a) Cost of raw and packing materials consumed	9 976	1 773	7 967	22 156
(b) Purchases of stock-in-trade (Traded goods)	12 946	11 302	15 382	56 528
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	3 015	3 462	( 2 252)	( 2 503)
(d) Employee benefits expense	3 669	2 928	3 274	11 918
(e) Finance costs	25	239	80	544
(f) Depreciation expense	1 337	1 341	1 219	5 105
(g) Advertising & sales promotion expenses	4 392	1 281	6 565	20 359
(h) Other expenses	4 502	6 278	5 473	23 544
<b>Total expenses</b>	<b>39 762</b>	<b>28 604</b>	<b>37 728</b>	<b>1 37 651</b>
<b>5 Profit before tax (3-4)</b>	<b>12 228</b>	<b>6 670</b>	<b>8 660</b>	<b>31 397</b>
<b>6 Tax expense</b>				
(a) Current tax	3 007	1 718	2 335	8 243
(b) Deferred tax	( 86)	446	149	953
(c) Prior year tax adjustments	( 222)	9	---	( 817)
<b>Income tax expense</b>	<b>2 699</b>	<b>2 173</b>	<b>2 484</b>	<b>8 379</b>
<b>7 Profit for the period (5-6)</b>	<b>9 529</b>	<b>4 497</b>	<b>6 176</b>	<b>23 018</b>
<b>8 Other comprehensive income</b>				
Items that will not be reclassified to profit or loss:				
Re-measurement of the defined benefit plans	( 40)	( 38)	( 199)	( 160)
Income tax effect on above	10	9	50	40
<b>Total other comprehensive income</b>	<b>( 30)</b>	<b>( 29)</b>	<b>( 149)</b>	<b>( 120)</b>
<b>9 Total comprehensive income for the period (7+8)</b>	<b>9 499</b>	<b>4 468</b>	<b>6 027</b>	<b>22 898</b>
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259
11 Other Equity				87 669
<b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>				
(a) Basic	29.24	13.80	18.95	70.64
(b) Diluted	29.24	13.80	18.95	70.64

See accompanying notes to the Financial Results

Segment wise Revenue, Results, Assets and Liabilities under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015:

Particulars	(₹ in Lakhs)			
	(1) Three Months Ended 30th September 2020  (Unaudited)	(2) Preceding Three Months Ended 30th June 2020  (Audited)	(3) Corresponding Three Months Ended 30th September 2019  (Unaudited)	(4) Previous Year Ended 30th June 2020  (Audited)
1. Segment Revenue				
- Grooming	39 550	28 517	34 332	1 28 356
- Oral Care	12 090	6 581	11 888	39 550
<b>Total Income from Operations</b>	<b>51 640</b>	<b>35 098</b>	<b>46 220</b>	<b>1 67 906</b>
2. Segment Results (Profit/(Loss)) before finance costs and tax				
- Grooming	9 795	4 934	7 907	26 267
- Oral Care	2 268	1 635	868	4 265
<b>Total Segment Results</b>	<b>12 063</b>	<b>6 569</b>	<b>8 775</b>	<b>30 532</b>
Less: Finance costs	( 25)	( 239)	( 80)	( 544)
Add/(Less): Unallocable Income net of Unallocable Expenditure	190	340	( 35)	1 409
<b>Total Profit Before Tax</b>	<b>12 228</b>	<b>6 670</b>	<b>8 660</b>	<b>31 397</b>
3. Segment assets				
- Grooming	70 594	69 144	69 802	69 144
- Oral Care	9 442	9 572	10 039	9 572
<b>Total Segment Assets</b>	<b>80 036</b>	<b>78 716</b>	<b>79 841</b>	<b>78 716</b>
- Unallocated Corporate Assets	72 487	56 466	58 384	56 466
<b>Total Assets</b>	<b>1 52 523</b>	<b>1 35 182</b>	<b>1 38 225</b>	<b>1 35 182</b>
4. Segment liabilities				
- Grooming	29 239	22 489	29 398	22 489
- Oral Care	8 918	7 362	12 004	7 382
<b>Total Segment Liabilities</b>	<b>38 157</b>	<b>29 871</b>	<b>41 402</b>	<b>29 871</b>
- Unallocated Corporate Liabilities	13 703	14 183	12 903	14 183
<b>Total Liabilities</b>	<b>51 860</b>	<b>44 054</b>	<b>54 305</b>	<b>44 054</b>

**Notes to Segment:**

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 109).
- Grooming segment produces and sells shaving system and cartridges, blades, toiletries and components. Oral Care segment produces and sells tooth brushes and oral care products.
- All assets are allocated to reportable segments other than loans, other financial assets and income and deferred tax assets. Assets used jointly by reportable segments are allocated on the basis of the revenues earned by individual reportable segments.
- All liabilities are allocated to reportable segments other than provisions, other current liabilities and current tax liabilities. Liabilities for which reportable segments are jointly liable are allocated in proportion to the segment cost ratio.

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**UDAN** MADHUSUDAN  
**GOPALAN** GOPALAN  
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**Notes :**

- 1 The above unaudited financial results for the quarter ended September 30, 2020 have been reviewed and recommended by the Audit Committee, and approved by the Board of Directors of the Company at their Meeting held on November 10, 2020.
- 2 The Code on Social Security, 2020 ('Code') relating to employee benefits during employment and post-employment received Presidential assent in September 2020. The Code has been published in the Gazette of India. However, the date on which the Code will come into effect has not been notified. The Company will assess the impact of the Code when it comes into effect and will record any related impact in the period the Code becomes effective.
- 3 As a result of the nationwide lockdown imposed by the Government of India in view of the Covid-19 pandemic, the operations of the Company were temporarily disrupted at its manufacturing, warehouse and distribution locations from second half of March 2020. The operations have gradually resumed in a phased manner in line with the Government directives issued from time to time. The Company's Management has evaluated the impact of this pandemic on its business operations and financial position and based on such review, there is no significant impact on the Company's assets, capital and financial resources, profitability parameters or liquidity positions as at September 30, 2020. The Management does not envisage any impact on the going concern assumption in the foreseeable future. However, the impact assessment of COVID-19 will be a continuing process given the uncertainties associated with its nature and duration.
- 4 Previous period figures have been regrouped / reclassified wherever necessary. The figures for the preceding three months ended 30th June, 2020 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2020 and the year to date figures upto the third quarter of that financial year.

**For and on behalf of the Board of Directors of  
Gillette India Limited**

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MADHUSUDAN  
GOPALAN  
DN: c=IN, o=Gillette India Limited, ou=Finance, email=M.Gopalani@gilletteindia.com  
**MADHUSUDAN  
N GOPALAN**  
DN: c=IN, o=Gillette India Limited, ou=Finance, email=M.Gopalani@gilletteindia.com  
**Madhusudan Gopalani**  
**Managing Director**

**Place: Mumbai**

**Date: November 10, 2020**



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### ***Gillette India Ltd. announces first quarter results***

Sales up 12%, Profit After Tax (PAT) up 54% vs year ago *for the quarter ended September 30, 2020*

**Mumbai, November 10, 2020:** Gillette India Limited (GIL) announced today its financial results for the quarter ended September 30, 2020. For the quarter ended September 30, 2020, the company delivered sales of ₹516 crores, up 12% vs year ago behind strong product innovations, trusted portfolio, market recovery and strong execution of brand and retail fundamentals. Profit After Tax (PAT) for the quarter was ₹95 crore, up 54% vs year ago behind focus on productivity and a one-time help in the quarter. In management's estimate, the Profit excluding the one-time items, for the quarter was up ~20%. Both grooming and oral care business grew ahead of the category.

**Madhusudan Gopalan, Managing Director, Gillette India Ltd. said,** *"In a challenging market environment, we delivered strong top and bottom-line results. With the easing of the lockdown, we witnessed market recovery in the grooming category through the quarter. Our production and service are now back to pre-COVID levels. In the near term, we will continue to prioritize the health and safety of our employees, maximize the availability of our products, which play an essential role in meeting the daily grooming and hygiene needs of consumers across the country, and support our communities."* **He further added,** *"In the long term, we will continue to stay focused on our strategy of driving superiority, improving productivity, and strengthening our organization and culture to deliver balanced growth."*

As a part of the company's COVID-19 response, we launched the 'Gillette Barber Suraksha Program,' to support the barber community in India get back on their feet. The program is enabling barbers to restart their businesses while educating them on maintaining high standards of safety, health and hygiene.

#### **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, their flagship CSR program that supports the education of underprivileged children in India. Please visit [in.pg.com](http://in.pg.com) for the latest news.

**For details contact: Madison Public Relations :** Malika Bhavnani +91 9820496099; [malika.bhavnani@madisonpr.in](mailto:malika.bhavnani@madisonpr.in)



**KALYANIWALLA  
& MISTRY LLP**

CHARTERED ACCOUNTANTS

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**REVIEW REPORT TO  
THE BOARD OF DIRECTORS  
GILLETTE INDIA LIMITED**

1. We have reviewed the accompanying Statement of Unaudited Financial Results of **GILLETTE INDIA LIMITED** ("the Company") for the quarter ended September 30, 2020, together with the notes thereon, ("the Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, (initialled by us for identification). This Statement which is the responsibility of the Company's Management has been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 10, 2020, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ("the Act") read with relevant Rules issued thereunder, as applicable and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For KALYANIWALLA & MISTRY LLP  
CHARTERED ACCOUNTANTS**

Firm Regn. No.: 104607W / W100166



*Dardius Z. Fraser*

**PARTNER**

M. No.: 42454

UDIN: 20042454AAAAEW3948

Mumbai, November 10, 2020.

LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001

TEL.: (91) (22) 6158 6200, 6158 7200 FAX: (91) (22) 6158 6275



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(₹ in Lakhs)				
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<b>12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):</b>				
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See accompanying notes to the Financial Results



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 Date: 2020.11.10  
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Segment wise Revenue, Results, Assets and Liabilities under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015:

(₹ in Lakhs)

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- Unallocated Corporate Liabilities	13 703	14 183	12 903	14 183
<b>Total Liabilities</b>	<b>51 860</b>	<b>44 054</b>	<b>54 305</b>	<b>44 054</b>

**Notes to Segment:**

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Place: Mumbai  
Date: November 10, 2020



For and on behalf of the Board of Directors of  
Gillette India Limited

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Managing Director