



**Gillette India Limited**  
CIN: L28931MH1984PLC267130  
Regd. Office  
P&G Plaza, Cardinal Gracias Road,  
Chakala, Andheri (E),  
Mumbai - 400099  
Tel : 91-22-2826 6000  
Fax : 91-22-2826 7337  
Website: in.pg.com

November 26, 2020

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

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:- GILLETTE

Dear Sir/Madam,

**Sub:- Proceedings of the 36<sup>th</sup> Annual General Meeting of Shareholders held on November 26, 2020**

We would like to inform you that the 36<sup>th</sup> Annual General Meeting of the Company was held on November 25, 2020 at 11.00 a.m. through Video Conferencing or Other Audio Visual Means. In this respect, please find enclosed a summary of proceedings of the 36<sup>th</sup> Annual General Meeting.

Further, we have also enclosed copy of presentations on business review and overview on Corporate Social Responsibility activities of the Company presented at the 36<sup>th</sup> Annual General Meeting.

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully,  
For Gillette India Limited

  
**Flavia Machado**  
Authorized Signatory



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**Summary of the proceedings of the 36<sup>th</sup> Annual General Meeting of Gillette India Limited on Wednesday, November 25, 2020 at 11:00 a.m. through Video Conferencing or Other Audio Visual Means**

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Mr. Gurcharan Das chaired the meeting.

The Chairman welcomed all the Members to the virtual 36<sup>th</sup> Annual General Meeting held through video conference and other audio visual means in compliance with the directions of the Ministry of Corporate Affairs. After ascertaining that the quorum is present, he called the meeting to order. The Chairman then introduced the Board Members and Management officials, attending the meeting from their respective locations.

Ms. Sonali Dhawan, could not attend the meeting due to other commitments.

The Chairman informed the members that 2 representations under Section 113 of the Companies Act, 2013, representing 75% of the paid-up share capital of the Company had been received. Since the Auditors' Report and the Secretarial Audit Report did not contain any qualifications or observations, they were not read.

Since this meeting was held through Video Conferencing or Other Audio Visual Means, Mr. Ghanashyam Hegde, Company Secretary issued general instructions regarding virtual participation at this Annual General Meeting. He also informed the members that the Register of Directors' shareholding and Register of Members were available for electronic inspection for the shareholders who wished to view the same, on the e-voting system. Live streaming of the meeting was also available on the NSDL website.

The Chairman then read his speech.

Mr. Madhusudan Gopalan, Managing Director, provided an overview on the Company's business strategy. Mr. Gagan Sawhney, Director & Chief Financial Officer, presented to the Members a brief review on Company's business performance and Mr. Ravi Chamoli, Head - Corporate Communications, presented to the Members a brief review on Corporate Social Responsibility activities of the Company.

The Chairman then requested Mr. Ghanashyam Hegde, Company Secretary to read out read out the resolutions proposed as ordinary resolutions at this meeting and inform members about the procedure for e-voting at the Annual General Meeting. Mr. Ghanashyam Hegde, read out the resolutions proposed as ordinary resolutions, at this meeting, which were as follows:

Sr. No.	Item
1	To receive, consider and adopt the Audited Balance Sheet as at June 30, 2020 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 declare Final Dividend for the Financial Year ended June 30, 2020. (Ordinary Resolution)



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3	To appoint a Director in place of Mr. Pramod Agarwal (DIN 00066989), who retires by rotation and being eligible, offers himself for re-appointment. (Ordinary Resolution)
4	To appoint a Director in place of Ms. Sonali Dhawan (DIN 06808527), who retires by rotation and being eligible, offers herself for re-appointment. (Ordinary Resolution)

He also informed the Members that the Company had provided an e-voting facility for members to cast their vote through remote e-voting, which had commenced on Friday, November 20, 2020 at 9:00 a.m. and ended on Tuesday, November 24, 2020 at 5:00 p.m.

He informed the members that Mr. Kamalax Saraf, Saraf & Associates, Practising Company Secretaries was appointed as the Scrutinizer for conducting the scrutiny of votes cast through e-voting at the meeting. Procedure for e-voting at the AGM was the same as that of remote e-voting mentioned in the AGM Notice.

The Chairman invited those who had registered themselves as speakers one by one, for their comments and questions on the Financial Accounts and the Annual Report. Mr. Ghanashyam Hegde, Company Secretary, ran through the instructions to be followed by the speakers. 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 then declared that the e-voting process, would be open for the next 15 minutes, for those Members who had not or could not avail the facility of e-voting earlier.

The Meeting concluded at 1:43 p.m. The meeting will be deemed to be concluded with the declaration of the results of the voting, which will be announced on receipt of the Scrutinizer's Report, within 48 hours of conclusion of the meeting to the Stock Exchanges and will also be available on the website of the Company.

For Gillette India Limited

  
Flavia Machado  
Authorized Signatory

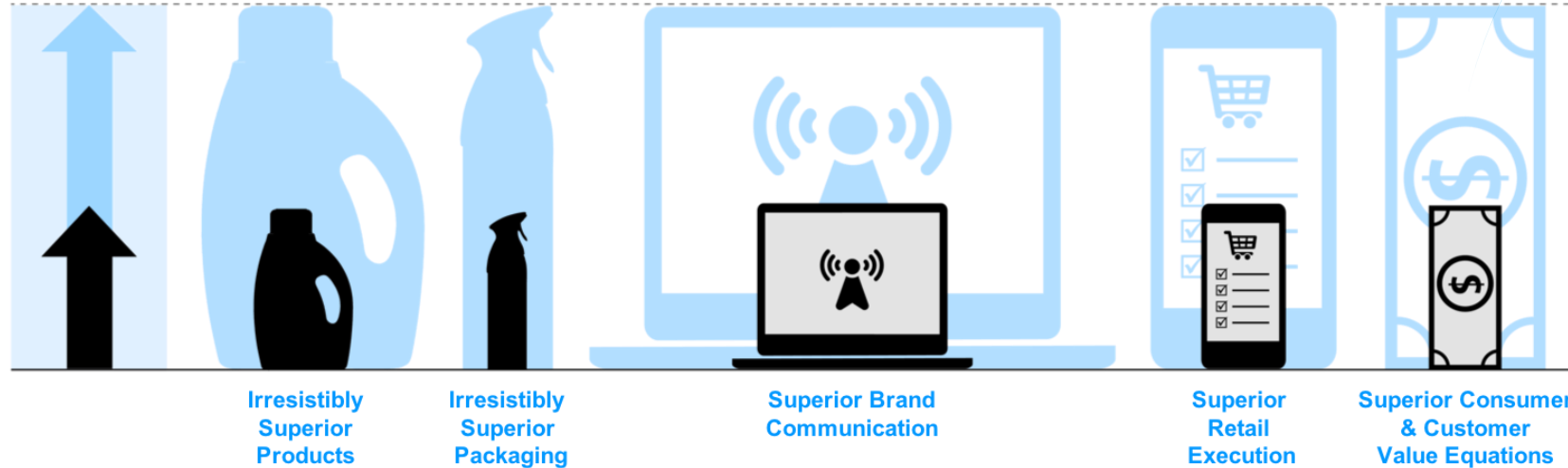
**GILLETTE INDIA LIMITED**

**ANNUAL GENERAL MEETING**

25<sup>th</sup> Nov 2020

# Our GROWTH Strategy

*New Standard  
of Excellence*



**SUPERIORITY**  
To Win With  
Consumers

**PRODUCTIVITY TO FUEL INVESTMENTS**

**LED BY THE BEST PEOPLE**

## Our Priorities



Protecting the health & wellbeing of People



Serving consumers who count on our brands and benefits they provide



Supporting communities, relief agencies and people who are on the front lines of this global pandemic

# Protect Our Employees

# PROTECTING HEALTH & WELL BEING OF OUR EMPLOYEES



**PROTECT**



**CARE**



**TESTING**



**TREATMENT**



**QUARANTINE**



**ADVISORY**

**Employees &  
Families  
Supported**



**ENGAGE**





# Support Our Communities

## Our 6 focus areas where we took action to support communities and consumers



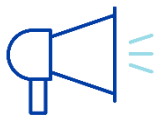
**Donated Products and personal protective equipment**



**Supported Partners for their vulnerable employees**



**Raised safety and hygiene standards across end-to-end supply chain.**



**Leveraged voice of our Brands to create awareness and action**



**Leveraged in-store resources to raise awareness on hygienic practices**



**PM CARES**  
Prime Minister's Citizen Assistance and Relief in Emergency Situations Fund

**Employees Donated to PM Cares Fund**

# SUPPORT THE COMMUNITY

## SUPPORTING THE COMMUNITIES



Donated food/grocery kits to families in need



Donated Masks, and hand sanitizers

## SUPPORTING BARBERS




# LEVERAGE VOICE OF OUR BRANDS

 gilletteindia ✓



**gilletteindia** Follow these simple measures to reduce the risk of COVID-19. Take care and Stay Safe... more

 oralbindia ✓



**oralbindia** These little practices go a long way in keeping you and your loved ones safe from the outbreak. Stay safe, stay informed... more

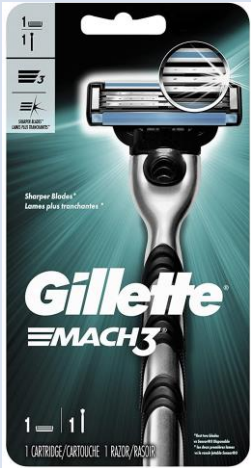
**BUILT AWARENESS THROUGH 1000+ IN-STORE COUNSELLORS AND TRIAL TEAMS**



**Serve Our Consumers**

# MARKET LEADING BRANDS

**Gillette**



**Market Share # 1**

**Oral B**



**Market Share # 2**

# SUPPORT SELF-RELIANT INDIA

## MAKE IN INDIA

- Serve Indian Consumers



## MAKE IN INDIA

- for the Globe



Exporting to multiple  
Countries

# SUPPORT SELF-RELIANT INDIA

## INNOVATING FOR INDIA



Portfolio  
Designed  
for India

Retail  
Innovation  
Center

**INCLUSIVE GROWTH**  
– Through partnerships



2000+ Suppliers  
including start ups



# SUPPORT SELF-RELIANT INDIA

## CREATING EMPLOYMENT & UPSKILLING



50,000+\* Jobs  
Directly & Indirectly

## GLOBAL OPPORTUNITIES



250+\* Indians  
Abroad

## Our 6 focus areas where we took action to support communities and consumers



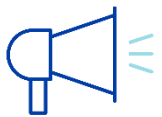
**Donated Products and  
personal protective  
equipment**



**Supported Partners for  
their vulnerable  
employees**



**Raised safety and  
hygiene standards  
across end-to-end  
supply chain.**



**Leveraged voice of our  
Brands to create  
awareness and action**



**Leveraged in-store  
resources to raise  
awareness on hygienic  
practices**

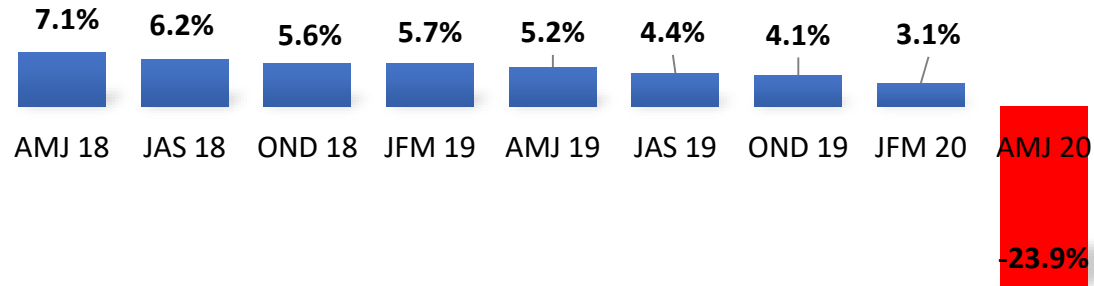


**PM CARES**  
Prime Minister's Citizen Assistance and Relief  
in Emergency Situations Fund

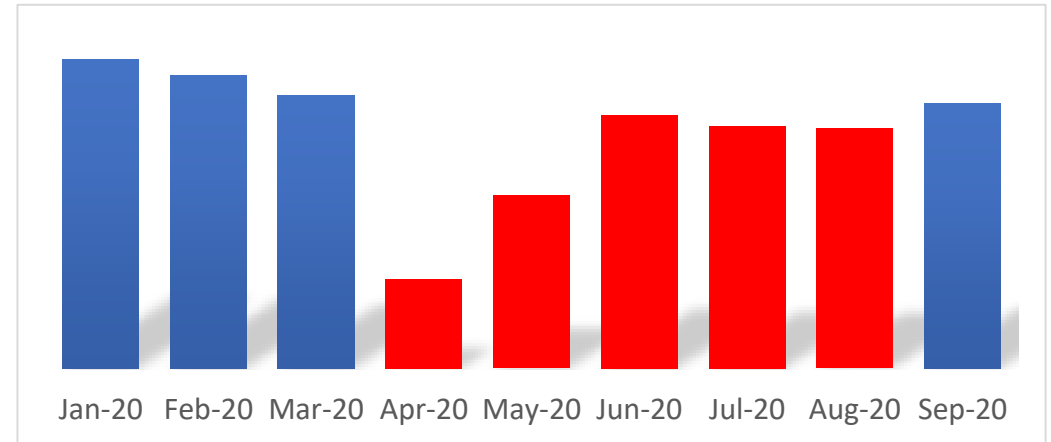
**Employees  
Donated to PM  
Cares Fund**

# Macro Economic environment has been challenging

## India GDP Growth rates



## India GST collections (INR Tn)



## Barber Shops/Salons remained closed



## Shaving incidence Drop



# FY 19/20: A Tough Year

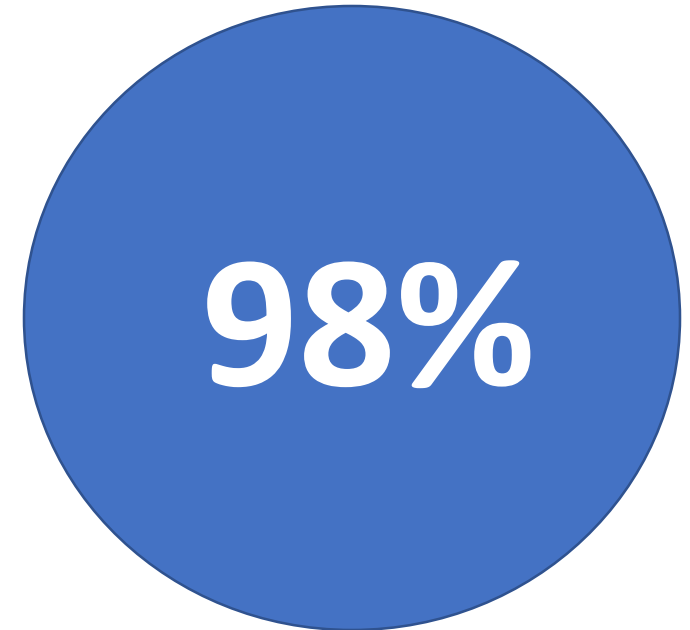
**SALES  
GROWTH**



**PROFIT  
GROWTH**

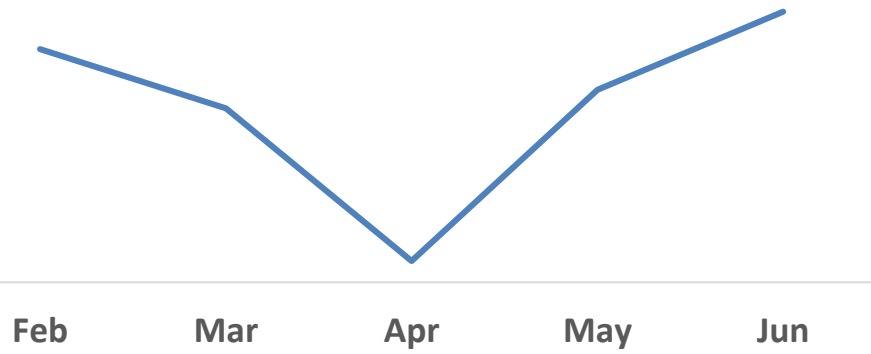


**CASH  
% OF PROFIT**

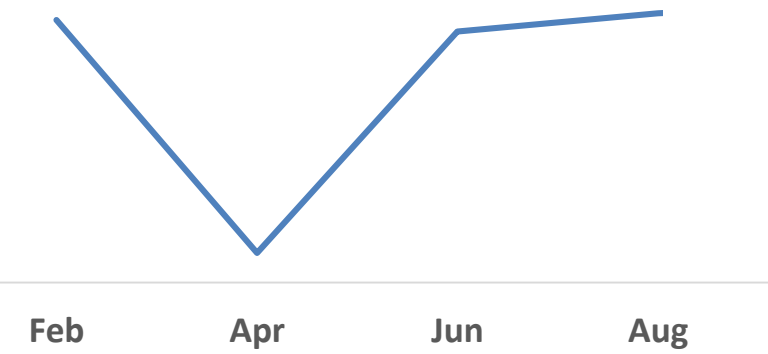


# Strong Recovery of Fundamentals

## Production



## Stores Billed

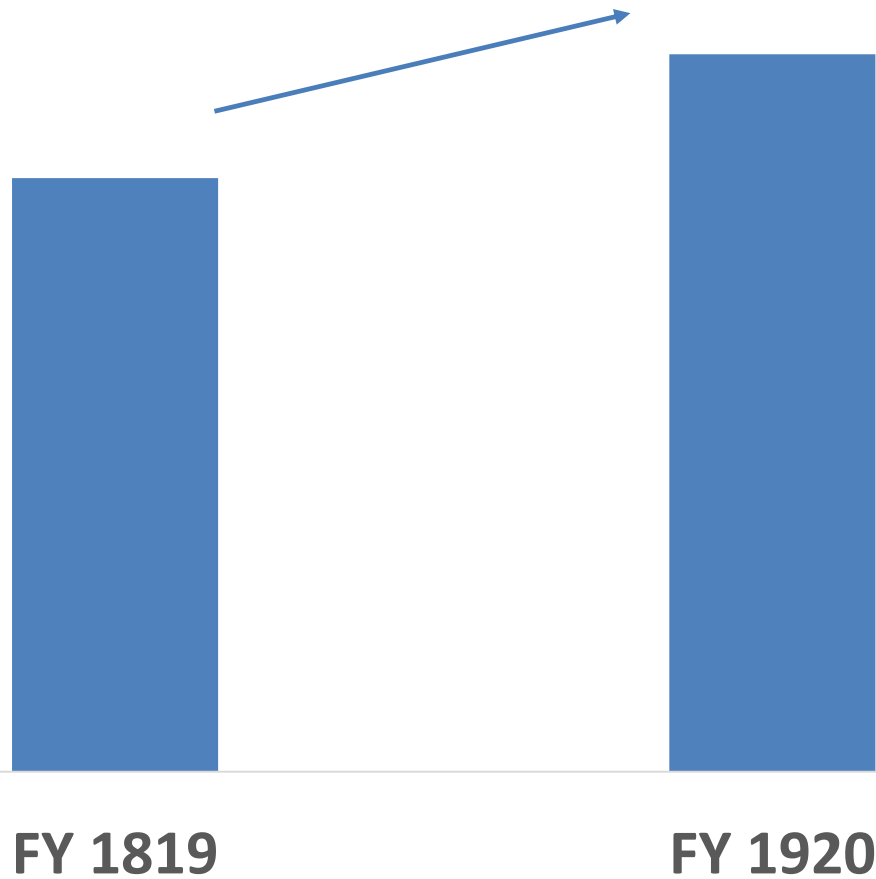


## Sales (in Cr)

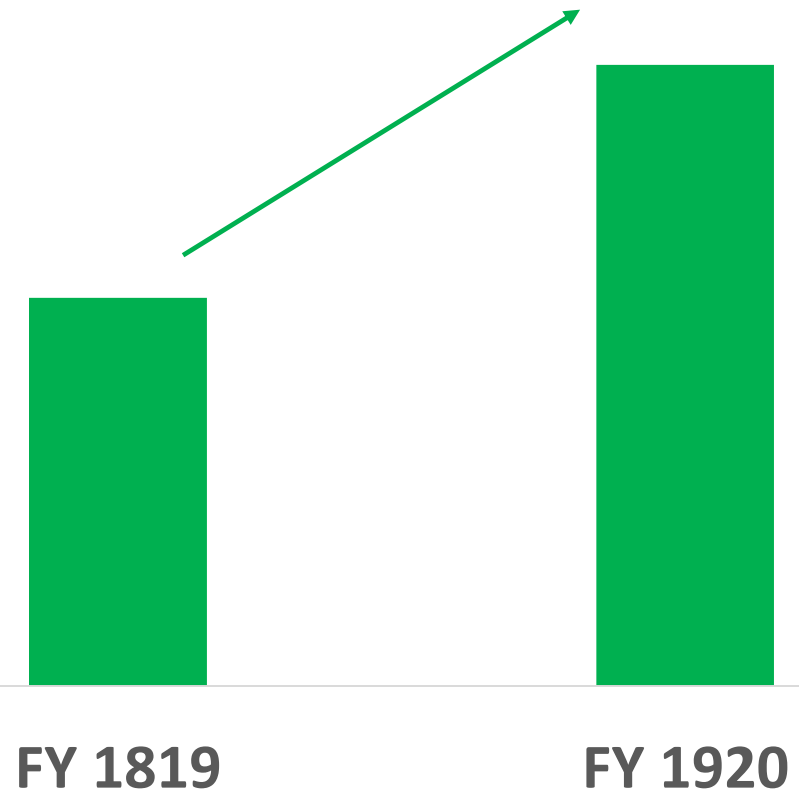


# Shares high and growing

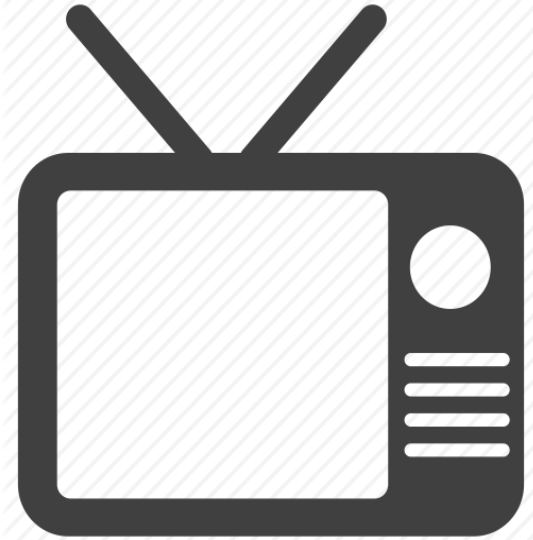
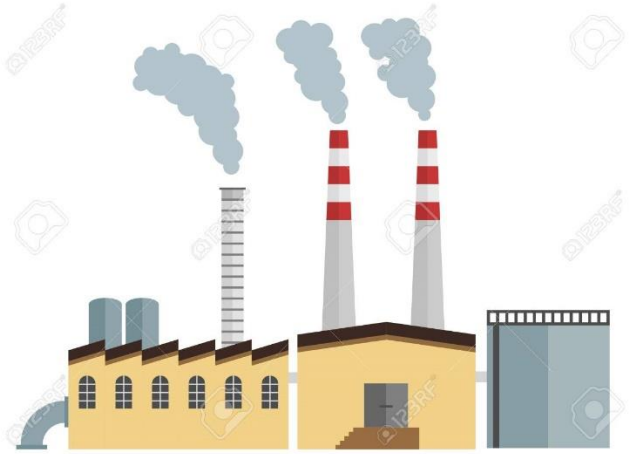
**Grooming: + 30 bps**



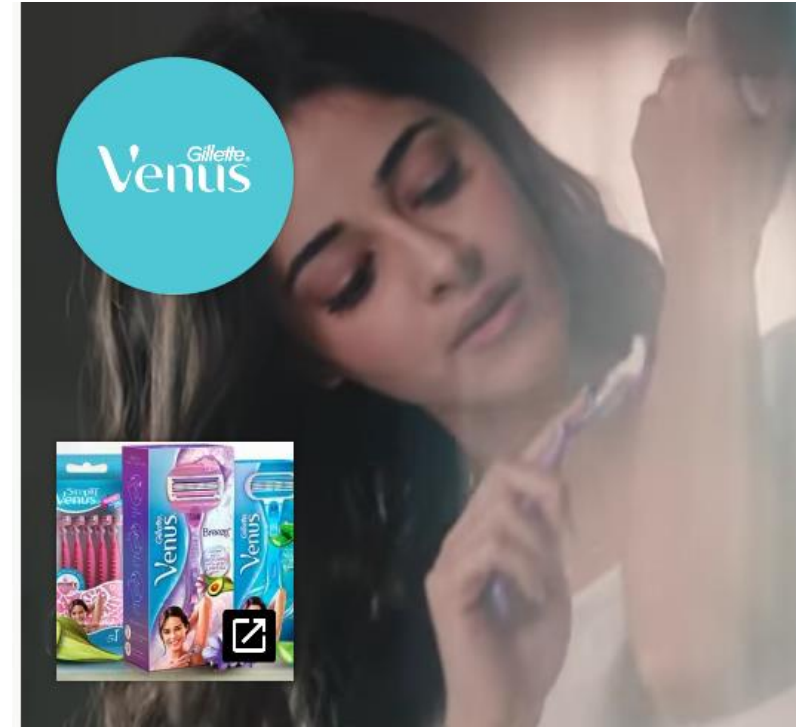
**Oralcare: +320 bps**



# Maximized Savings via Productivity

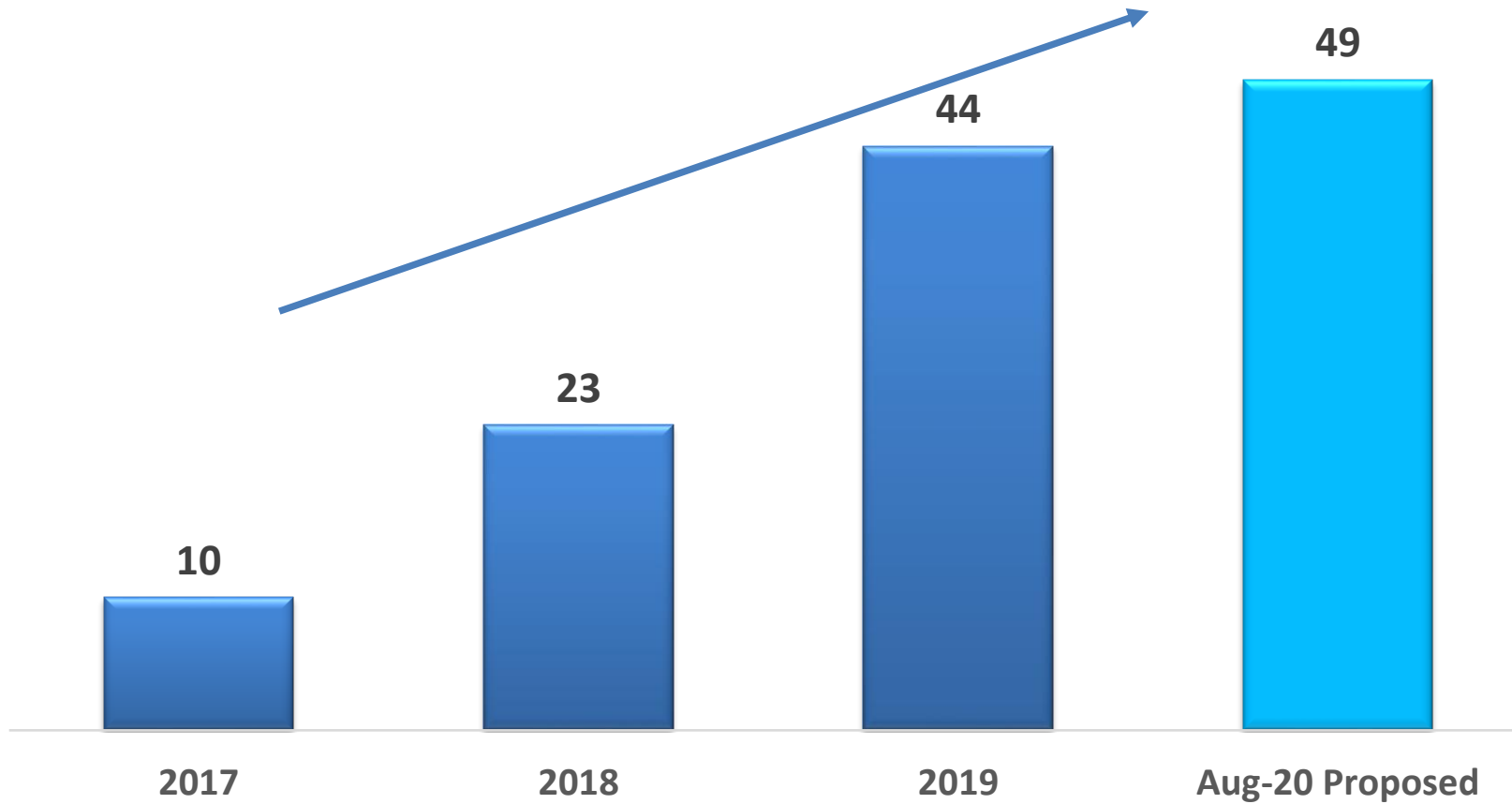


# Ensured Competitive Brand Investments





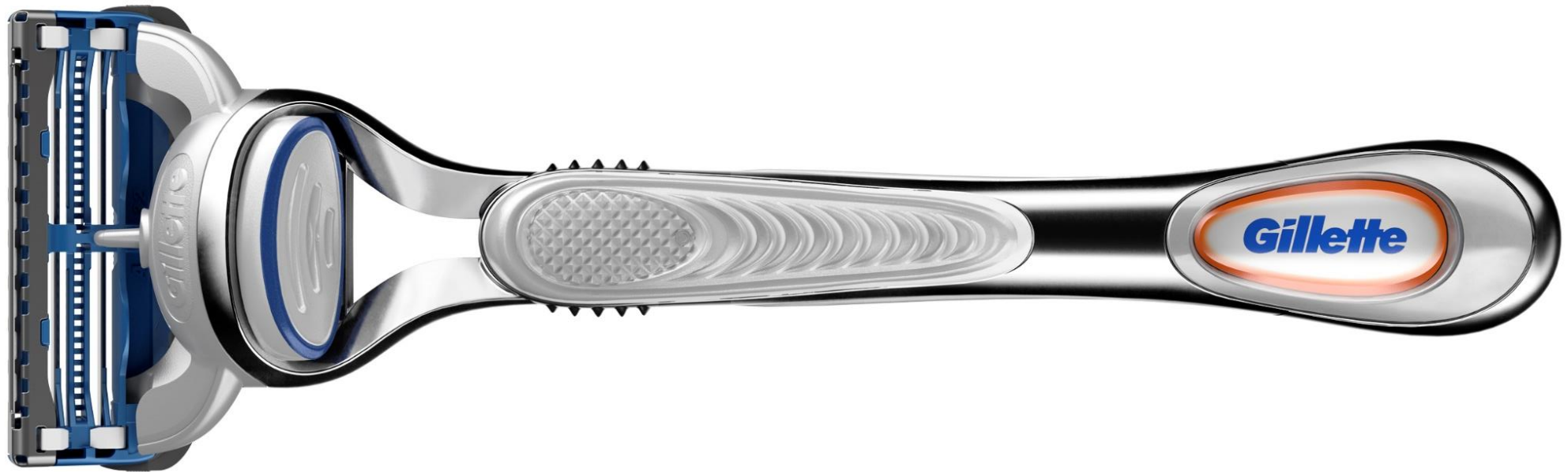
# Healthy growth in dividends



Special Dividend of Rs. 154 per share in 2017 on top

\*Interim + Final Dividend Rs. per share paid during calendar year

# GROOMING



# Play Across Tiers and Benefits

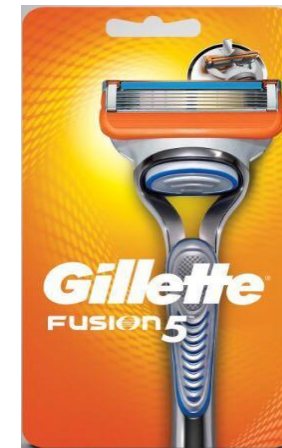
Shave Preps

Value

Mid - Tier

Premium

Female



# Gillette SkinGuard Launch

NEW SkinGuard  
technology



SHOW YOUR SKIN  
**SOME LOVE.**

# Accelerating Innovation: Guard 3



# Exploding Venus

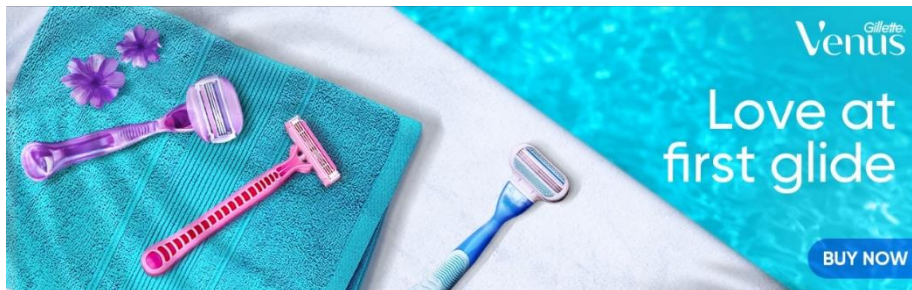
## New Launch: Venus Snap



## New Communication



## Exploding on Digital/E-com



# Gillette as Force for Good



**#SHAVINGSTEREOTYPES**





# Play Across Tiers

MANUAL ORAL CARE

POWER ORAL CARE

BASIC CLEAN

NATURALS

SENSITIVE

CRISS-CROSS



< Rs 30

< Rs 35

Rs 30 to 70

> Rs 50

Rs 1000+

# #NATURALS REVOLUTION: **Neem**, **Clove**, **Charcoal**



**Oral-B®** | Brush like an Expert

**NEW** CRISSCROSS  
Up to 90%  
**PLAQUE REMOVAL**

**NEW** CRISSCROSS  
WITH  
**Neem EXTRACT\***

**DENTIST RECOMMENDED BRAND WORLDWIDE**

Up to 90% of plaque removed by weight versus manual brushing during the test making process. \*Based on a clinical study. Always use the Oral-B toothbrush. \*\*Based on a cup of a representative commercial sample of toothpaste tested for "pH".



**Oral-B®** | Brush like an Expert

**NEW** GENTLE CLEAN  
with  
**CLOVE EXTRACT**

**MRP ₹ 35/-\***

**DENTIST RECOMMENDED BRAND WORLDWIDE**



**NEW** **MRP ₹ 25/-**

**Oral-B®**

— FRESH CLEAN WITH —  
**CHARCOAL EXTRACT**

SPARKLING WHITENESS\*

\*Whitens by removing the surface stains.

# Power Oral Care Portfolio



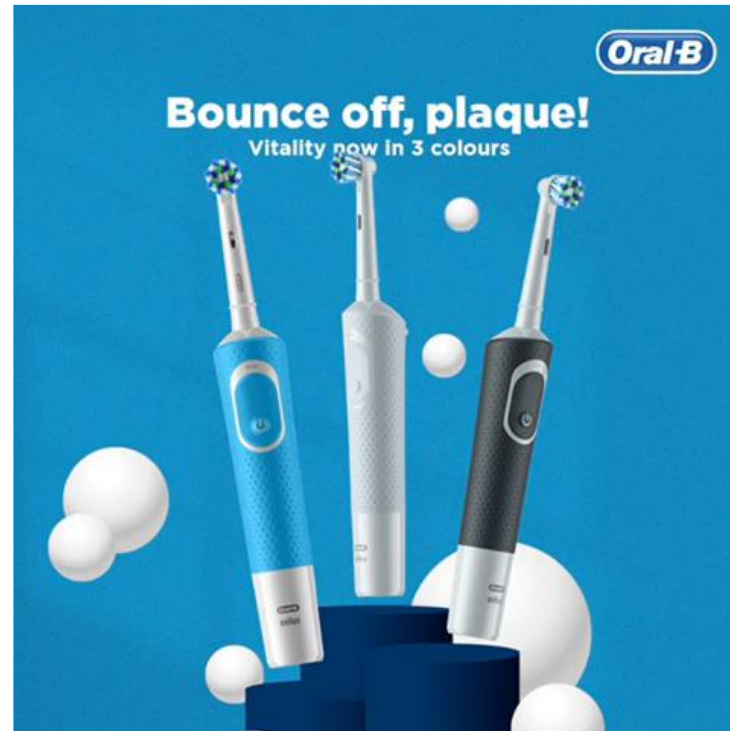
**Oral-B**

## PRESSURE SENSOR

There's no pressuring your gums

Oral-B  
BRAUN

This advertisement features a single blue Oral-B electric toothbrush with a pressure sensor. The background is white with floating blue and white spheres. The Oral-B logo is in the top right corner, and the product name 'Oral-B BRAUN' is printed on the handle.



**Oral-B**

## Bounce off, plaque!

Vitality now in 3 colours

Oral-B

This advertisement shows three Oral-B Vitality electric toothbrushes in blue, white, and black. The background is a solid blue with floating white spheres. The Oral-B logo is in the top right corner.



INTRODUCING THE NEW

**Oral-B** KIDS

ELECTRIC TOOTHBRUSH

Disney FROZEN

STAR WARS

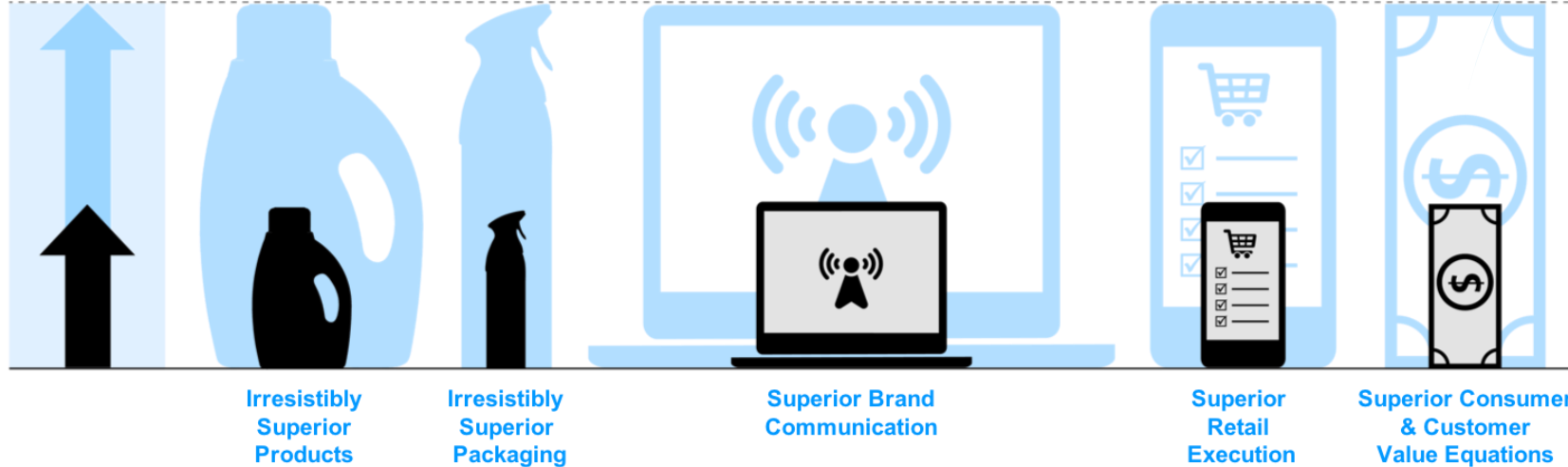
© Disney

© & ™ Lucasfilm Ltd.

This advertisement features two Oral-B Kids electric toothbrushes, one pink and one red. The background is split into three sections: a Disney Frozen scene with Elsa and Anna, a dark blue section with the Oral-B Kids logo, and a Star Wars scene with Darth Vader. The Oral-B Kids logo is in the top right, and the product name 'ELECTRIC TOOTHBRUSH' is below it. Copyright notices for Disney and Lucasfilm are at the bottom.

# Our GROWTH Strategy

*New Standard  
of Excellence*



**SUPERIORITY**  
To Win With  
Consumers

**PRODUCTIVITY TO FUEL INVESTMENTS**

**LED BY THE BEST PEOPLE**



Gillette India Ltd  
CSR Review

# Impacting learning outcomes in underprivileged children



## Remedial learning

Conducting learning camps in schools to remediate learning gaps and build foundational skills of children in language and math



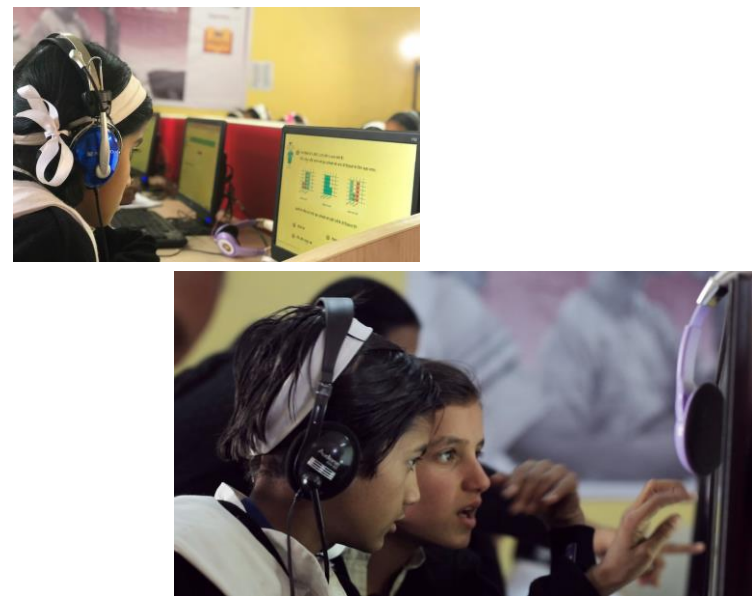
## Early childhood education

Building foundational skills in children aged 3-5 years thereby increasing their readiness for school



## Digital remedial learning

Leveraging Mindspark, an AI powered software to personalize learning path for every student basis their learning level



# Encouraging Results on Remedial Learning



**Program Locations (Need Based):** Rajasthan, Telangana, West Bengal, Madhya Pradesh

*Impact in FY 19/20*



*Reached 780+ schools  
and communities*



*Impacted  
50,000+ children*

- No. of children able to read and write as per their curriculum level, **increased to 70%** from 25%
- **Two-fold increase** in the percentage of children who were able to do basic arithmetic after our intervention



# Encouraging Results on Early Childhood Education



**Program Locations (Need Based):** Bihar, Delhi, Rajasthan, and Himachal Pradesh

*Impact in FY 19/20*



**38,000+ children**

- Reached out to 4,000+ Anganwadis and pre-schools
- 85% children in the intervention groups had competent motor skills (ability to draw, hold a pencil, colour within a shape, join dots etc.) versus 42% in the comparison groups
- Cognitive competence of the children in intervention groups was more than two-fold than that of comparison groups.





# Digital remedial learning



**Program Locations (Need Based):** Rajasthan, Himachal Pradesh, Telangana, Madhya Pradesh, Andhra Pradesh

***Impact in FY 19/20***

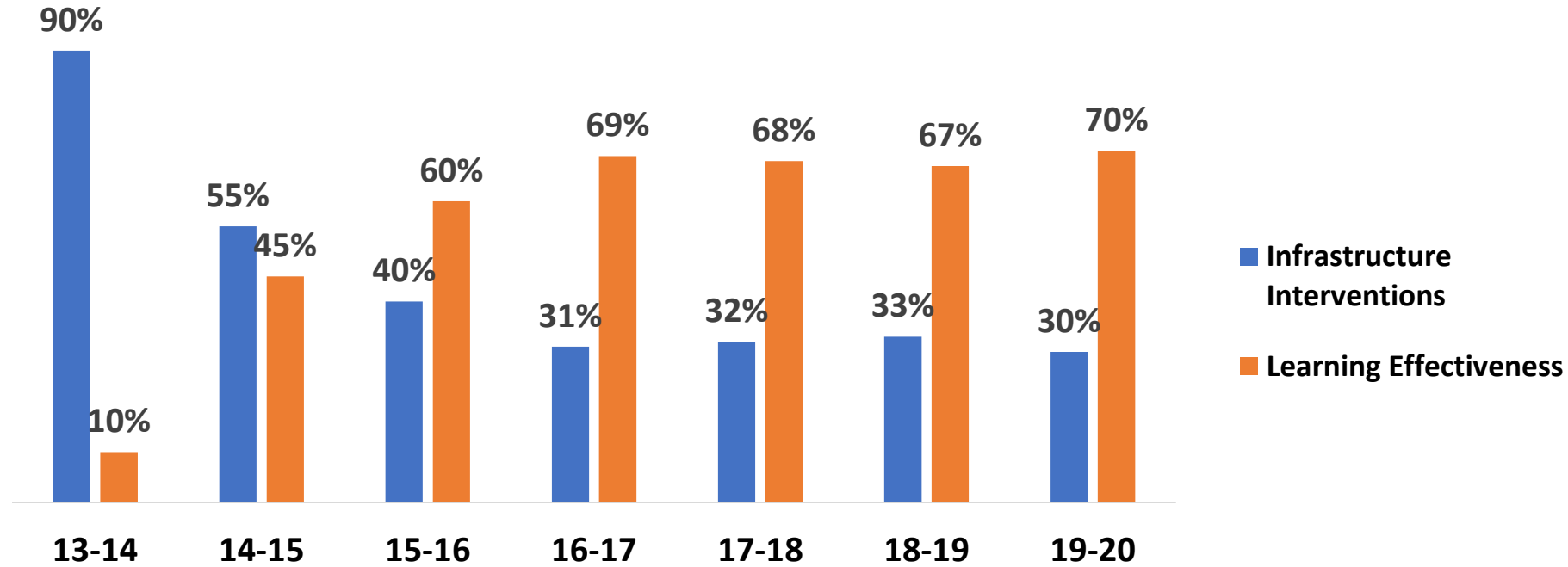


***28,000+ children***

- Implementing Mindspark, a computer-based adaptive learning tool, that integrates pedagogy, teacher instruction and a learning management system to improve learning outcomes in children
- Reached out to 138+ schools
- A study by J-PAL shows 2-2.5x gains in students' learning outcomes relative to control schools



# CSR spend towards Learning Outcome vs Outlay



Total (Cr): 0.91    2.26    3.3    4.34    6.32    6.99    7.07

# P&G Shiksha impact



Till date, P&G Shiksha has supported **2,300 Schools** which will impact **2 Million Children**

## Remedial Learning & Early Childhood Education



## Digital remedial learning



## Infrastructure Interventions



## Specially-abled & Disaster Affected



## Girl-child Education



## Impacting Plant Communities



# CSR FY 19-20 | GIL achieved 100% compliance with the CSR law



Interventions under P&G Shiksha	NGO	Donation Amount (INR in Cr)
Infrastructure interventions – build and support schools along with expansion in Plant locations	RTI	1.17
Remedial Learning in association with Pratham’s Read India initiative	Pratham	2.5
Holistic infrastructure and health interventions in adopted Girl Child school near P&G Bhiwadi plant	IBTADA	0.4
Quality of Education via digital learning with Educational Initiatives	Direct with EI	3
	<b>Total</b>	<b>7.07</b>



Thank you