



**Procter & Gamble Hygiene  
and Health Care Limited**  
CIN: L24239MH1964PLC012971  
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 25, 2020

To,  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001  
**Ref:- Scrip Code:- 500459**

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:- PGHH**

Dear Sir/Madam,

**Sub:- Proceedings of the 56<sup>th</sup> Annual General Meeting of Shareholders held on November 24, 2020**

We would like to inform you that the 56<sup>th</sup> Annual General Meeting of the Company was held on November 24, 2020 at 11.00 a.m. through Video Conference / Other Audio Visual Means. In this respect, please find enclosed a summary of proceedings of the 56<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 56<sup>th</sup> Annual General Meeting held on November 24, 2020.

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully,  
**For Procter & Gamble Hygiene and Health Care Limited**

**Flavia Machado**  
**Company Secretary**



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**Summary of the proceedings of the 56<sup>th</sup> Annual General Meeting of Procter & Gamble Hygiene and Health Care Limited held on Tuesday, November 24, 2020 at 11.00 a.m. through Video Conference / Other Audio Visual Means**

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Mr. C. R. Dua chaired the meeting. The Chairman welcomed all the Members to the 56<sup>th</sup> Annual General Meeting (AGM) and after ascertaining that the quorum is present, called the meeting to order.

The Chairman informed the members that in view of the Covid-19 pandemic and social distancing norms, the Company has arranged for the shareholders to join through video conference and other audio visual means in compliance with the directions of the Ministry of Corporate Affairs.

He then introduced his colleagues present in the meeting.

The Chairman informed that the Auditors' Report and the Secretarial Audit Report do not contain any qualifications or observations.

Ms. Flavia Machado, Company Secretary, briefed the shareholders through general instructions regarding virtual participation in this AGM.

The Chairman then read his speech which had been circulated to the Members alongwith the Annual Report.

Mr. Madhusudan Gopalan, Managing Director presented to the Members Company's business strategy and then Mr. Gagan Sawhney, Director, present insights to the Members on Company's financial performance and category review.

Ms. Sonali Dhawan, Director presented to the Members a brief review on Corporate Social Responsibility activities of the Company.

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

<b>Sr. No.</b>	<b>Item</b>
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. Gagan Sawhney (DIN 08279568), 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 himself for re-appointment. (Ordinary Resolution)
5	To appoint Mr. Chittranjan Dua as Non-Executive Independent Director of the Company. (Ordinary Resolution)
6	To ratify of payment of remuneration to the Cost Auditor for the Financial Year 2020-21. (Ordinary Resolution)

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 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.

The Meeting concluded at 1.55 p.m. The Members who had not completed their voting, were given 15 minutes to complete the e-voting on NSDL portal. The e-voting portal was closed at 2.10 p.m.

**For Procter & Gamble Hygiene and Health Care Limited**

**Flavia Machado**  
**Company Secretary**

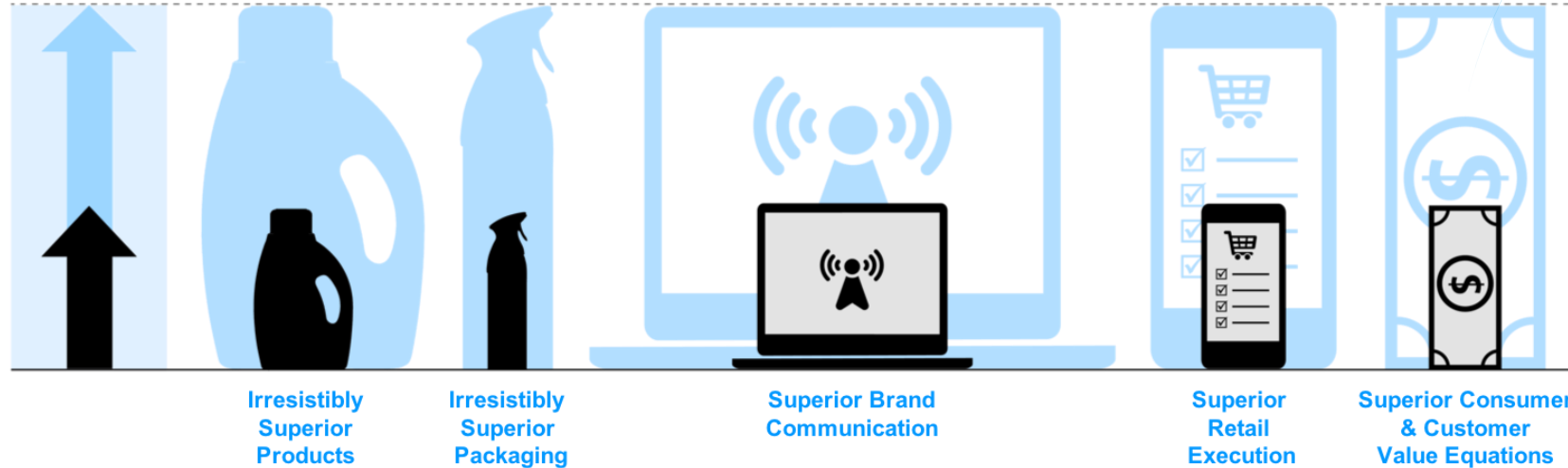
# **PROCTER & GAMBLE HYGIENE AND HEALTH CARE LTD**

## **ANNUAL GENERAL MEETING**

24<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 P&G 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**



**ENGAGE**





# Support Our Communities

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



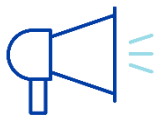
**Donated Products and personal protective equipment**



**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

**P&G**  
**SURAKSHA**  
**INDIA**



Donated 22 lakh+ sanitary pads nationwide



Donated 8000+ food/grocery kits to families in need



Goa - Donated masks to the local police



Donated 33,000+ personal hygiene and protection kits to elderly



Donated Masks, and hand sanitizers



Ahmedabad- Donated 20 L sanitizer to the local police

# LEVERAGE VOICE OF OUR BRANDS

## Vicks #ShowWeCare:

*Creating awareness about the importance of social distancing*



## Vicks #ShowWeCare

*Urging people to help elderly in the lockdown*



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



**Whisper**  
**Mobileshaala**  
free phone-  
based learning  
system for  
students



# LEVERAGE VOICE OF OUR BRANDS

vicks\_india

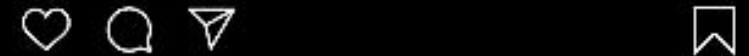


**vicks\_india** During these trying times, be socially responsible while staying connected. Observe good hygiene. Cover your mouth and nose with a tissue when you cough or sneeze. Dispose used tissue immediately into waste bin. Or cough or sneeze into your elbow. And not into your hands please. Stay Safe, Stay Positive.

whisperindia



**whisperindia** Follow these simple measures to reduce the risk of COVID-19. Take care and Stay Safe. #P&GWithIndia #FightCOVID19 #StaySafeStayHealthy





**Serve Our Consumers**

# MARKET LEADING BRANDS

## Whisper



Market Share # 1

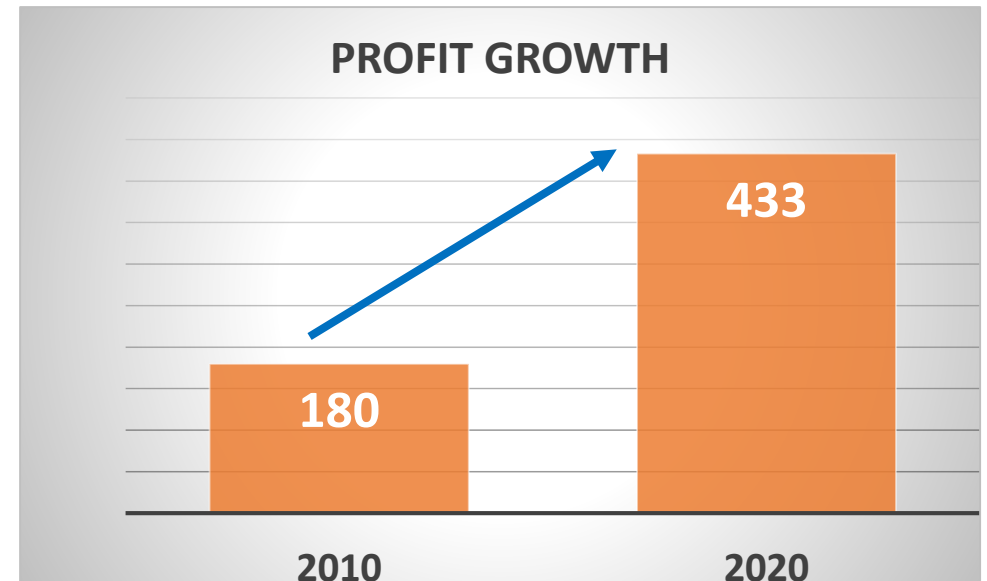
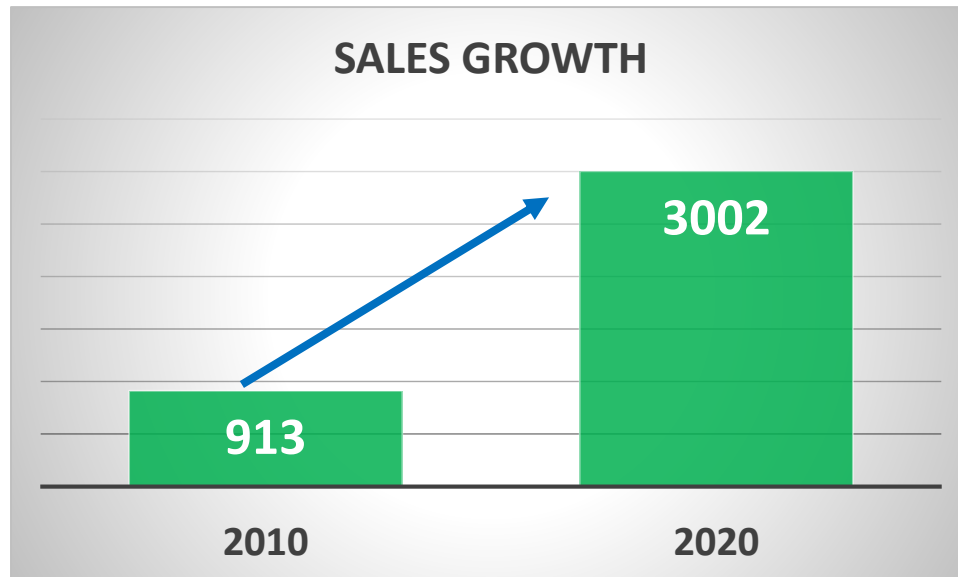
## Vicks



Market Share # 1

# BUSINESS IS BIG, PROFITABLE AND GROWING

- Sales of INR ~3000 Cr and among Top 100 listed entities
- Profitable with PAT margins at 14%+
- Grown 3X Sales and 2.5x profit in past 10 years





# SUPPORT SELF-RELIANT INDIA

## MAKE IN INDIA

- Serve Indian Consumers



98% Local  
Manufacturing

## MAKE IN INDIA

- for the Globe



Export 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

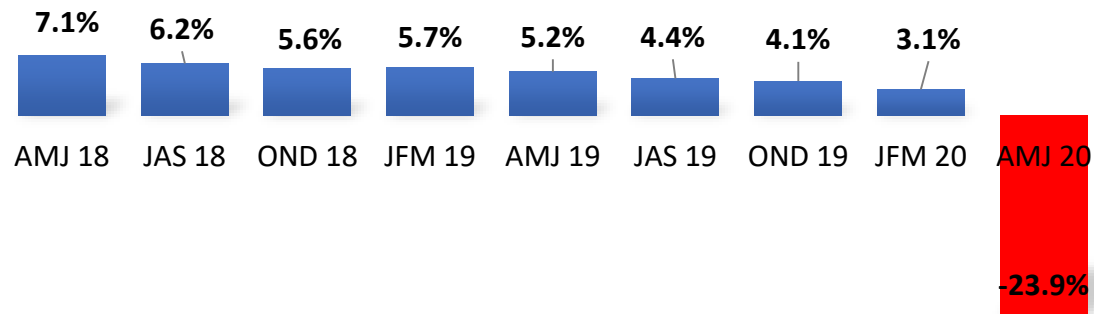
## GLOBAL OPPORTUNITIES



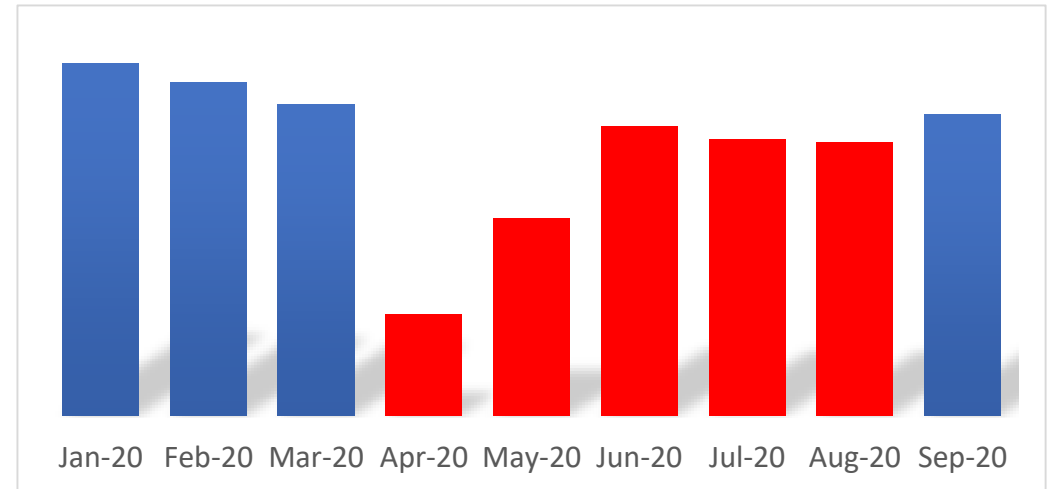
250+\* Indians  
Abroad

# Macro Economic environment has been challenging

## India GDP Growth rates



## India GST collections (INR Tn)



**Showing signs of improvement.**

# FY 19/20: A Resilient Year

**SALES  
GROWTH**

**+2%**

**PROFIT  
GROWTH**

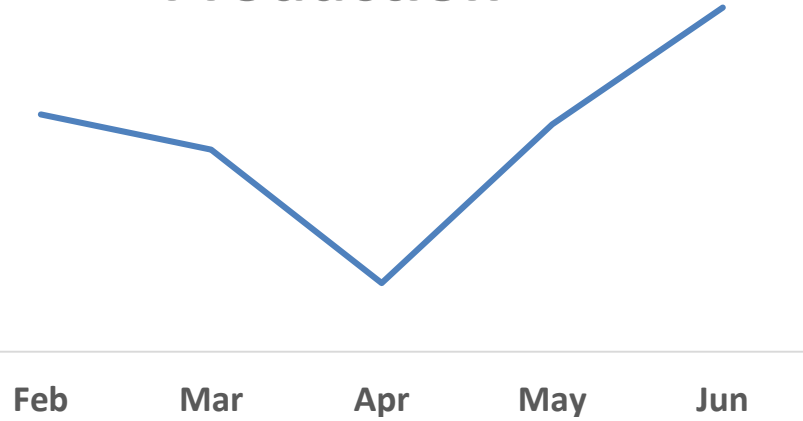
**+3%**

**CASH  
% OF PROFIT**

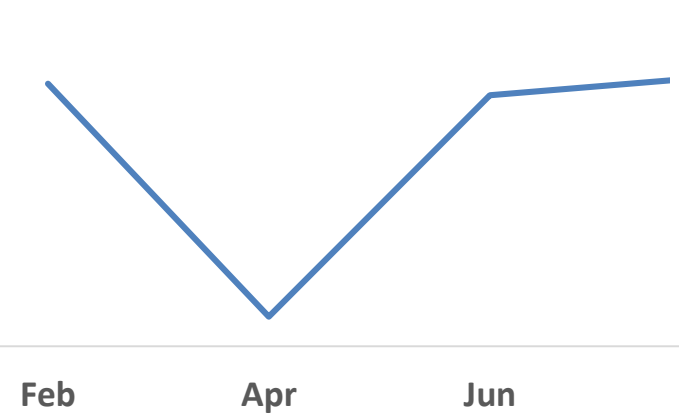
**109%**

# Strong Recovery of Fundamentals

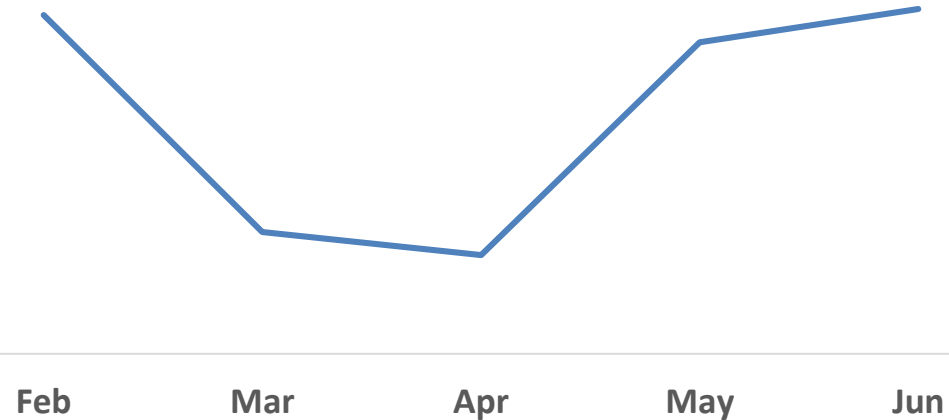
## Production



## Stores Billed

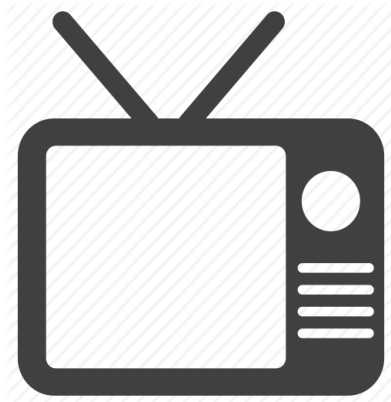


## Sales

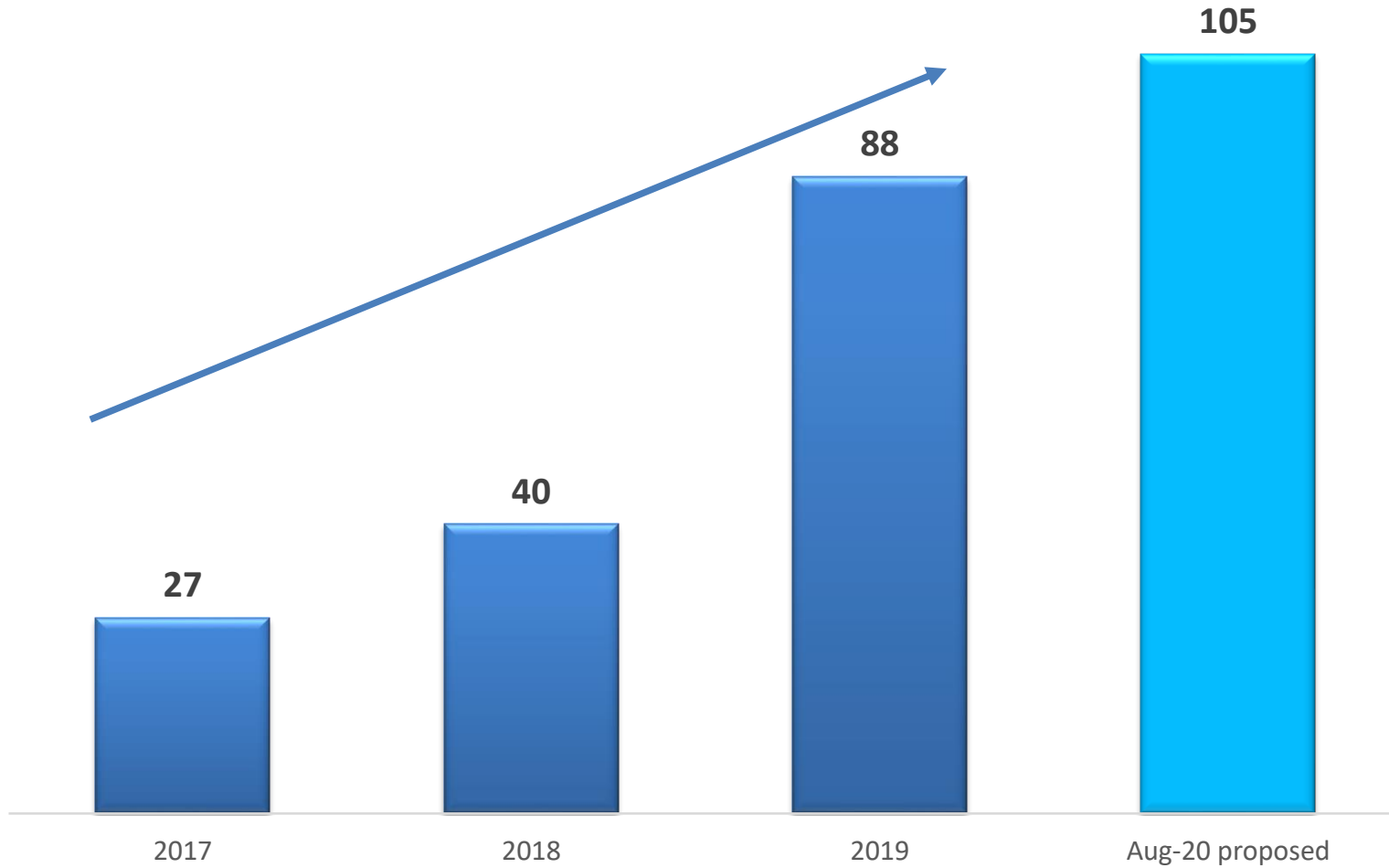


# Maximized Savings &

# Ensured Competitive Brand Investments



# Healthy growth in dividends



Special Dividend of Rs. 362 per share in 2017 on top

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





*whisper*



**WHISPER**

# Portfolio across price tiers and benefit segments

<Rs. 4/pad



Rs. 4-7/pad



Rs. >7/pad



# Driving superiority of pads vs. cloth



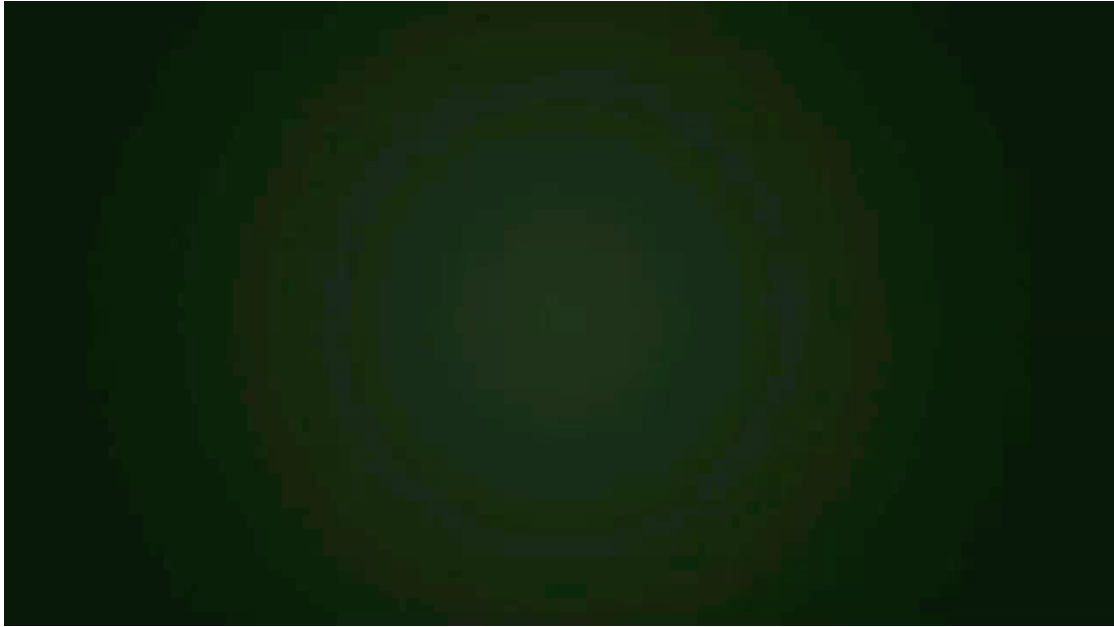
# Our #1 Hygienic Protection - Ultra Clean



# Innovation in Airy Freshness - Ultra Soft



# Whisper as a Force for Good - Keep Girls in School





HEALTHCARE

# PRODUCT PORTFOLIO - #1 IN ALL SEGMENTS WE PLAY



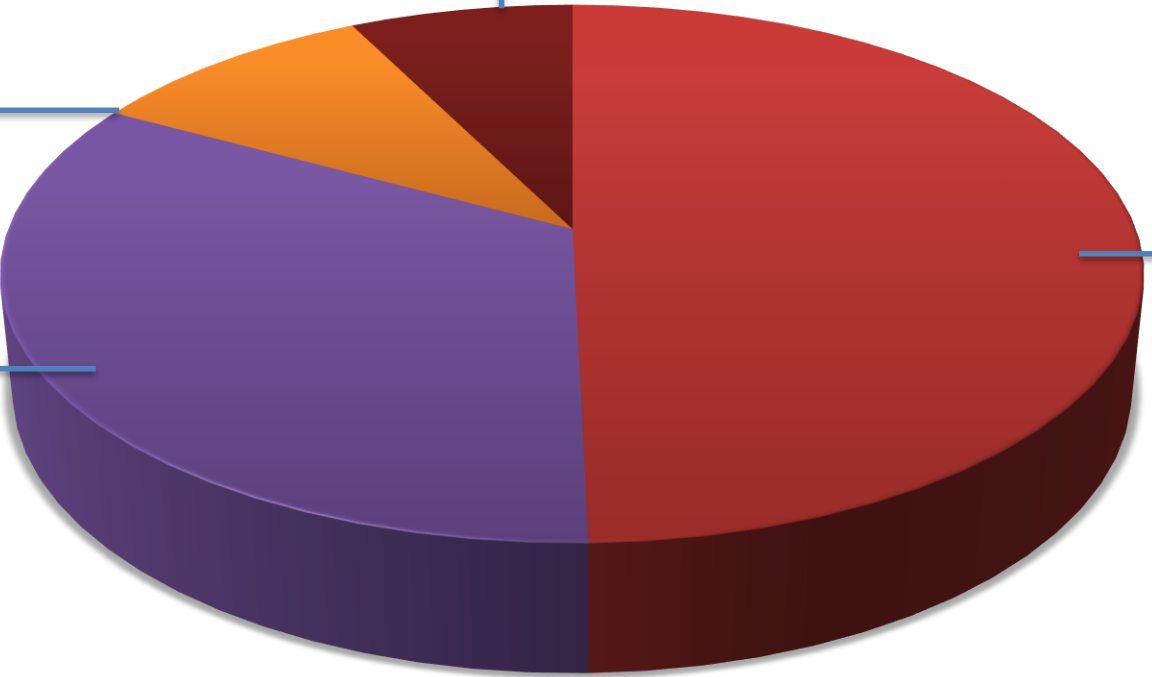
Inhaler

No 1



Action 500

No 1



Cough Drops

No 1



Vicks Rubs

No 1



# Accelerate innovation: Vicks 3-in-1



**NEW LAUNCH!!**



# Innovation - A500 Advanced



தலைவலி அறிகுறிகளின் கிராஃபிக் காட்சிப்படுத்தல்

இதிலிருந்து நிவாரணம்\*

- ✓ தலைவலி
- ✓ ஜலதோஷம்
- ✓ இருமல்

என்னோட நம்பிக்கையான பிராண்டு

**vicks** Action 500 ADVANCED

**vicks** Action 500 ADVANCED

\*தலைவலி அறிகுறிகளின் கிராஃபிக் காட்சிப்படுத்தல் மட்டும் மருந்து எடுப்பதற்கான அறிகுறிகளாகக் கருதப்படக்கூடாது. தலைவலி அறிகுறிகளின் கிராஃபிக் காட்சிப்படுத்தல் மட்டும் மருந்து எடுப்பதற்கான அறிகுறிகளாகக் கருதப்படக்கூடாது.




# BRANDS AS FORCE FOR GOOD- #SHOWWECARE

- #ShowWeCare campaign - Physical Distancing, not emotional distancing



*2 new TVCs urge consumers to go beyond blood ties and help elders who are the most vulnerable segment*

# TAKING TOUCH OF CARE TO STORES!



**VICKS®**

**SURAKSHA SHIELD**

**TOUCH OF CARE TO STORES**

**EK VICKS ASAR 6**

Always read the label. Use only as directed. If symptoms persist, see your doctor.

**EK VICKS ASAR 6**

- Taking Touch of Care to stores!
- Our gesture of care towards the retailer – not a paid display
- Safety packaging for each shield





P&G Shiksha

# 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.



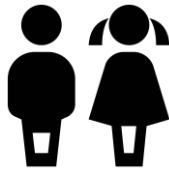


# Encouraging results on digital remedial learning



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

*Impact in FY 19/20*

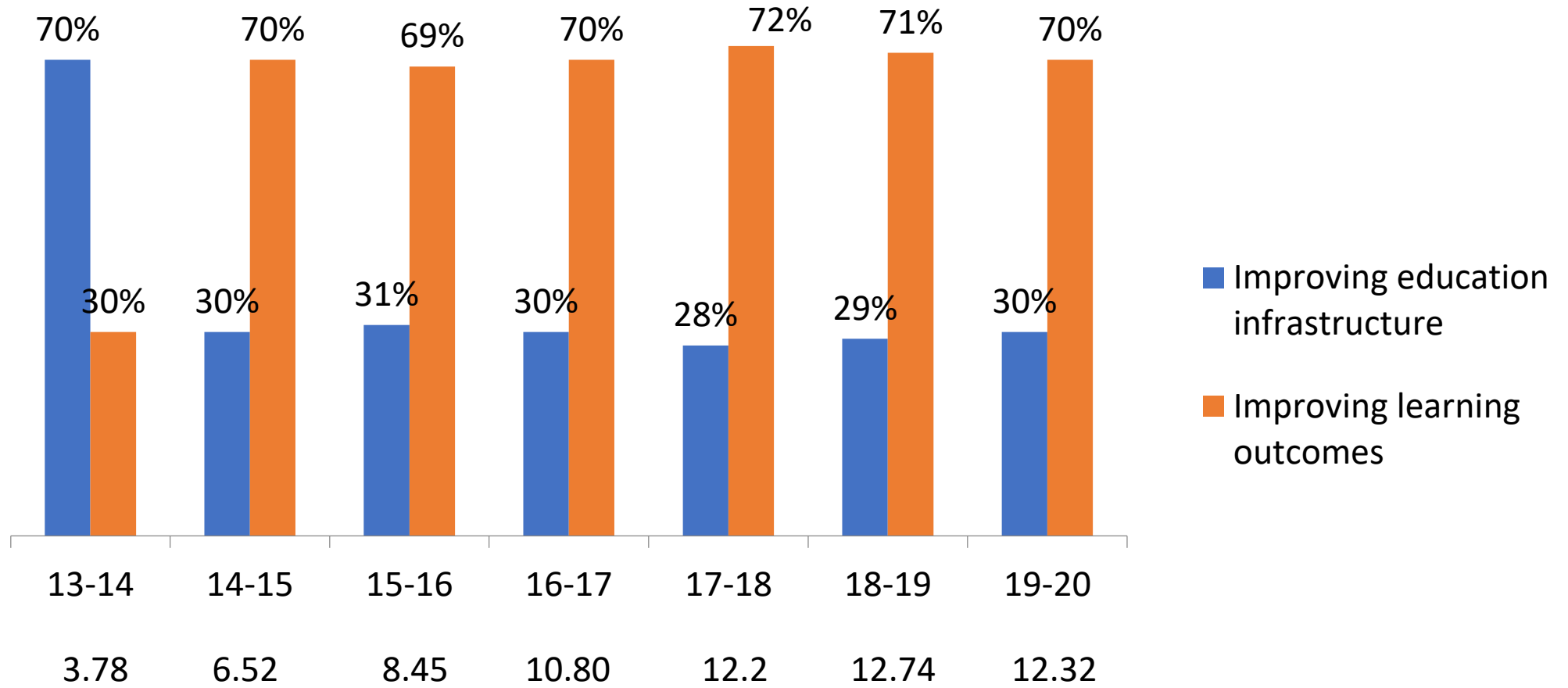


**28,000+ children**

- Reached out to 138+ schools
- Implementing Mindspark, a computer-based adaptive learning tool, that integrates pedagogy, teacher instruction and a learning management system to improve learning outcomes in children
- 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 (PGHH Contribution in %)



# 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



# Piloting newer ways of improving learning



## Evaluating 'Spoken learning' as an intervention area

*As schools closed down, we connected with students via phone calls, SMSs, video calls and WhatsApp to help them continue learning at home*



Piloting an intervention focused on empowering underprivileged children with reading and speaking skills in English through a mobile application



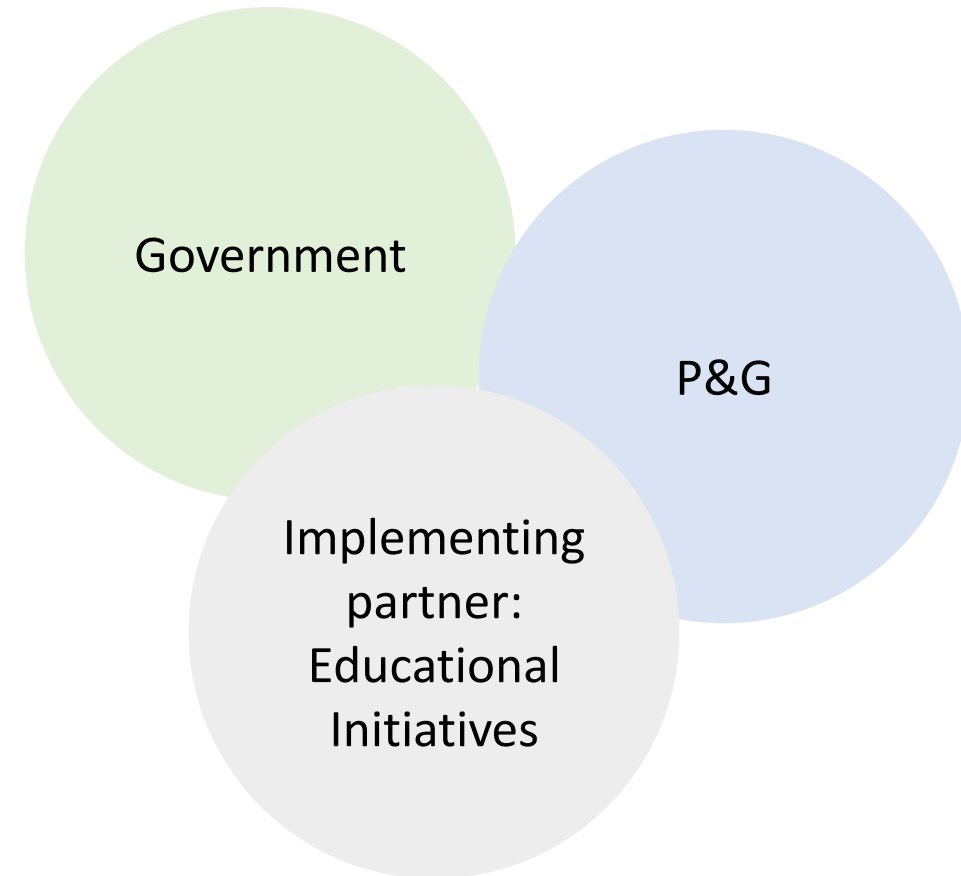
# Explore government partnerships for multiplier effect



## Scaling-up our existing programs

Vision: Create a multiplier effect for our digital remedial learning program through government partnerships

- Received an MoU from the government of Telangana to pilot our digital remedial learning intervention across 100 schools in Telangana
- Representations to relevant government bodies including NITI Aayog
- Including P&G Shiksha as a key agenda topic for top-to-top GR meetings and building capability of plant GR leads



# CSR FY 19-20 |

## PGHH achieved 100% compliance with the CSR law



Interventions under P&G Shiksha	NGO	Donation Amount (INR in Cr)
Infrastructure interventions – build and support schools	RTI	2.24
Remedial Learning & Early Childhood Education with Pratham	Pratham	3.2
Education of Girl Child in KGBV schools and marginalized children	Save The Children	1.5
Quality of Education via digital learning with Educational Initiatives	Direct with EI	2.4
Electrify a Himalayan Village and set up Educational Hub	Direct with GHE	0.3
Support a Public Charitable Trust for orphan, destitute and abandoned children near the Goa Plant	Matruchhaya	0.08
Support Defence NGO in ‘Sankalp School ‘for differently-abled children	NWWA	0.35
Support Defence NGO for ‘Umeed Schools’ for the underprivileged	AFWWA	0.35
Support Defence NGO for ‘Umeed Schools’ for the underprivileged	AWWA	0.75
Nutrition, Hygiene & infrastructure interventions in govt. school near Mandideep Plant	Arushi	0.15
Improving spoken English skills	Center for Civil Society	1
	<b>Total</b>	<b>12.32</b>



Thank you