



**Gillette India Limited**

CIN: L28931MH1984PLC267130

Regd. Office

P&G Plaza, Cardinal Gracias Road,

Chakala, Andheri (E),

Mumbai - 400099

Tel: (91-22) 6958 6000

Fax: (91-22) 6958 7337

Website: in.pg.com

September 18,2024

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: Analysts/Institutional Investors – outcome – presentation and recording**

This has reference to the intimation dated September 03, 2024 with respect to the virtual connect with analysts/ institutional investors held today, Wednesday, September 18, 2024 at 5:30 p.m. (IST).

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the presentation made at above meeting with analysts/ institutional investors.

Further, a link to the recording of the meeting is made available on the website of the Company at: <https://in.pg.com/india-investors/gil/shareholder-information/info/#analyst-meet>

This is for your record and appropriate dissemination.

Thanking you.

Yours faithfully,

For **Gillette India Limited**

**Flavia Machado**  
Company Secretary



# **Gillette India Ltd.**

Investor and Analyst Presentation  
18 September 2024

# Disclaimer

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This communication, except for the historical data, may contain forward-looking statements, including words, phrases, numbers that set forth anticipated results based on management's current plans and assumptions. Forward-looking statements are based on current expectations and assumptions, which are subject to risks and uncertainties that may cause results to differ materially from those expressed or implied in those statements. The Company cautions investors that any such forward-looking statements are not guarantees of future performance and that actual events or results may differ materially from those statements. Actual events or results may differ materially because of factors that affect international businesses and global economic conditions, as well as matters specific to the Company and the markets it serves. The Company undertakes no obligation to update these statements whether as a result of new information, future events or otherwise, except to the extent required by law.





# **Gillette India Ltd.**

Investor and Analyst Presentation  
18 September 2024



**FISCAL  
RESULTS**

**2023-24**

# DELIVERED A STRONG YEAR

FY 2023-24

Strong operational results despite a challenging macro environment, while maintaining share leadership



Strong Growth across both Portfolios



Significant Operational Progress



\*OTI – One Time Impacts

# INTEGRATED GROWTH STRATEGY

WELL-POSITIONED  
FOR THE FUTURE

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers Luvs	always tampons	Downy Soft Care	Dawn Doritos Lenor	DAWN PANTENE Pledge NATIVE	OGGI OLAY Old Spice Secret	SKII OLAY BRAUN	Gillette Crest Oral-B	VOO N-Oil Day-Out Afta Afta Afta	

## PORTFOLIO

PERFORMANCE DRIVES  
BRAND CHOICE



ORGANIZATION  
EMPOWERED • AGILE  
ACCOUNTABLE



SUPERIORITY  
TO WIN WITH CONSUMERS



CONSTRUCTIVE  
DISRUPTION  
ACROSS OUR BUSINESS



PRODUCTIVITY  
TO FUEL INVESTMENTS



Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers	always	Bounty	Tide	DAWN	head & shoulders	SKII	Gillette	Crest	VICKS
Luvs	TAMPAX	Charmin	Downy	FAIRY	PANTENE	OLAY	Venus	Oral-B	NyQuil DayQuil
		Puffs	AIRTEL	CASCADE	Rejoice 飄柔	Old Spice	BRAUN		Meta MULTI
		GAIN	Lenor	Febreze	Herbol 洗髮精	Safeguard			Pepio Stemof
				Scuffe		Secret			Prilosec

**PORTFOLIO**  
**PERFORMANCE DRIVES**  
**BRAND CHOICE**



# PORTFOLIO Grooming

**Gillette**  
Gillette  
**Venus**  
**BRAUN**

## SHAVE PREPS



## SAFE AND EFFICIENT



## COMFORTABLE SHAVE



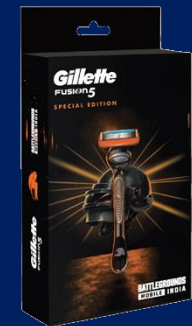
## ELECTRIC GROOMING



## FEMALE GROOMING



## STYLE, SHAPE AND EDGE



# PORTFOLIO Oral Care

## Oral-B

### POWER CARE



### SENSITIVE



### DEEP CLEAN



### BASE CLEAN



### KIDS





**SUPERIORITY**  
TO WIN WITH CONSUMERS

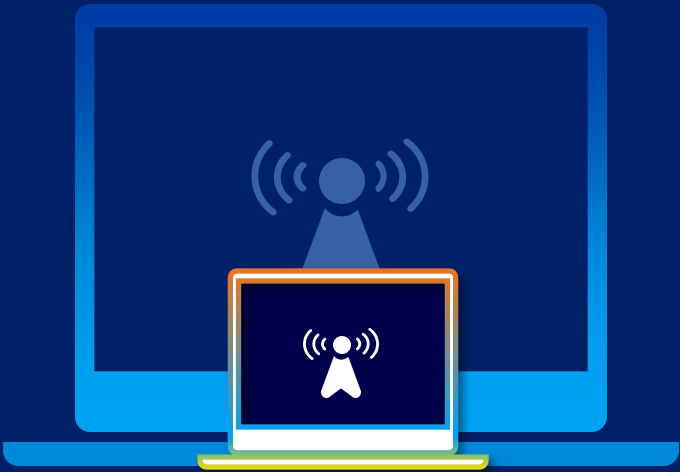
# SUPERIORITY TO WIN WITH CONSUMERS



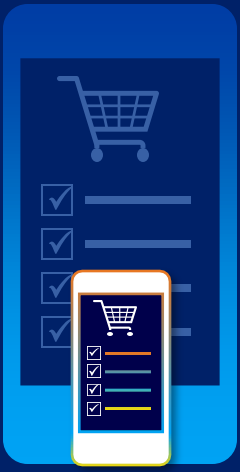
PRODUCT



PACKAGING



COMMUNICATION



RETAIL  
EXECUTION



CONSUMER &  
CUSTOMER  
VALUE





PRODUCT





PRODUCT







PACKAGING

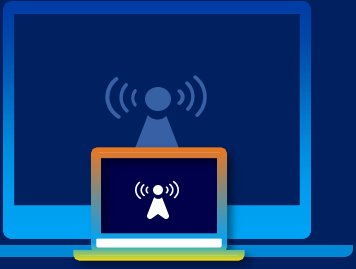




PACKAGING





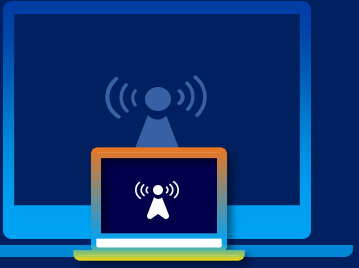


COMMUNICATION

An advertisement for the Gillette Guard razor. The central focus is a silver razor with a black handle and a blue and yellow Gillette Guard razor head. To the left of the razor is its packaging, which is blue and yellow. The packaging features the text "WITH PLATINUM COATING", "25", "Gillette Guard", and "UP TO 7 SHAVES". The background is a blurred image of a man in a green shirt, possibly a performer, with a bright light flare behind him. The overall scene is set against a dark blue background with a lighter blue curved shape on the right side.

# शेव कर बेफिकर

गार्ड पर सेफ्टी कॉम्ब ब्लेड से होनेवाले संपर्क को कम करके और त्वचा के उभार को नियंत्रित करके खरोंच लगने और कटने की संभावना कम करने में मदद करता है. हालाँकि, कटने के थोड़े से जोखिम की संभावना हमेशा रहती है. कृपया शेविंग करते समय सतर्कता बरते.

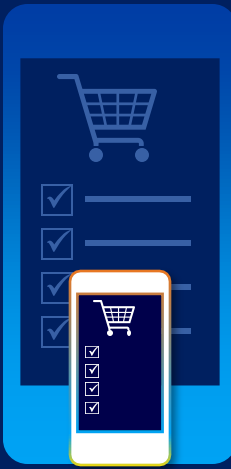


COMMUNICATION



**Oral-B**  
CRISSCROSS





# RETAIL EXECUTION



LEAN  
INNOVATION



BRAND  
BUILDING

SUPPLY  
CHAIN



DIGITIZATION  
& DATA  
ANALYTICS

**CONSTRUCTIVE  
DISRUPTION**  
ACROSS THE BUSINESS



# CONSTRUCTIVE DISRUPTION ACROSS THE BUSINESS



Supply Chain  
3.0

Leveraging **Seamless Data, Analytics and Automation** to Optimize our Supply Chain



AI based  
Quality Control

Leveraging AI Technology for Real-Time **Manufacturing Quality Control**



Driving  
Consumer Trials

Relevant **consumer touchpoints** to induce trials and drive category growth



**PRODUCTIVITY**  
TO FUEL INVESTMENTS

# PRODUCTIVITY INTEGRATED INTO THE STRATEGY



**INR 45 crores productivity savings delivered for FY 23/24**





**ORGANIZATION**  
EMPOWERED • AGILE  
ACCOUNTABLE



# BALANCING THE NEEDS OF ALL STAKEHOLDERS

Consumer

Customer

Employee

Society

Shareowner





# ORGANIZATION BUILT TO WIN WITH ALL CONSUMERS

CRITICAL FOR  
LONG-TERM  
VALUE CREATION

WANT AN  
ORGANIZATION  
THAT MIRRORS  
THE CONSUMERS  
WE SERVE

LEARNING AND  
WINNING IN AN  
EVOLVING  
CONTEXT WITH  
DIVERSE  
CONSUMERS





# EQUALITY AND INCLUSION IS GOOD FOR OUR BUSINESS

## LEVERAGING STRATEGIC PARTNERSHIPS WITH CAMPUSES



OUT & EQUAL

### Share The Pride

#InclusionHandbook

A comprehensive guidebook led by Out&Equal and P&G India in collaboration with top educational institutes in India!



## OUR FOCUS AREAS

1

Improving Learning Outcomes

2

Enhancing Learning Environment

3

Empowering Marginalized Communities

Since  
2005

Unique Programs

17

Impacting Children

45+  
Lakh



# EXTERNAL RECOGNITION



**Best Companies  
For Women in  
India**

7<sup>th</sup> Consecutive Year

100 Best Hall of Fame



**Most  
Preferred  
Workplace  
2023**



**Best Organisation  
for Women**



**WomenInSales  
Evangelist  
Enterprise 2024**



**SILVER Employer  
for Progress on  
LGBTQ+ Inclusion at  
the Workplace**



**Mindspark  
Remedial Learning**

# INTEGRATED GROWTH STRATEGY

WELL-POSITIONED  
FOR THE FUTURE

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers	always	Downy	Downy	DAWN	Head & Shoulders	SKII	Gillette	Crest	VOOC
WIP	EMMAN	Downy	Downy	DAWN	PANTENE	OLAY	Ventus	Oral-B	No Out Dry-Out
		Downy	Downy	DAWN	Revlon	Old Spice	BRAUN		Alta
		Downy	Downy	DAWN	NATIVE	Secret			Alta
		Downy	Downy	DAWN					Alta

## PORTFOLIO

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BRAND CHOICE



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PRODUCTIVITY  
TO FUEL INVESTMENTS





**LONG TERM  
TRENDS**

# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y

**+4%**  
CAGR  
Net Sales

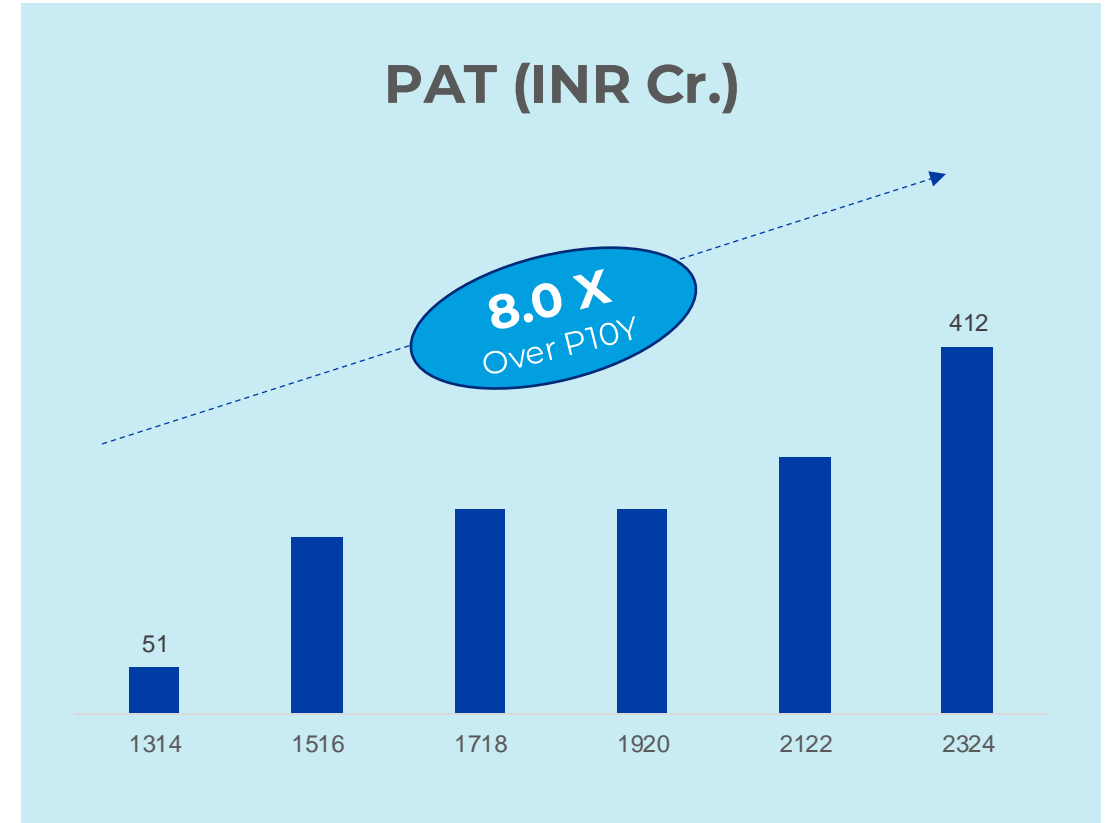
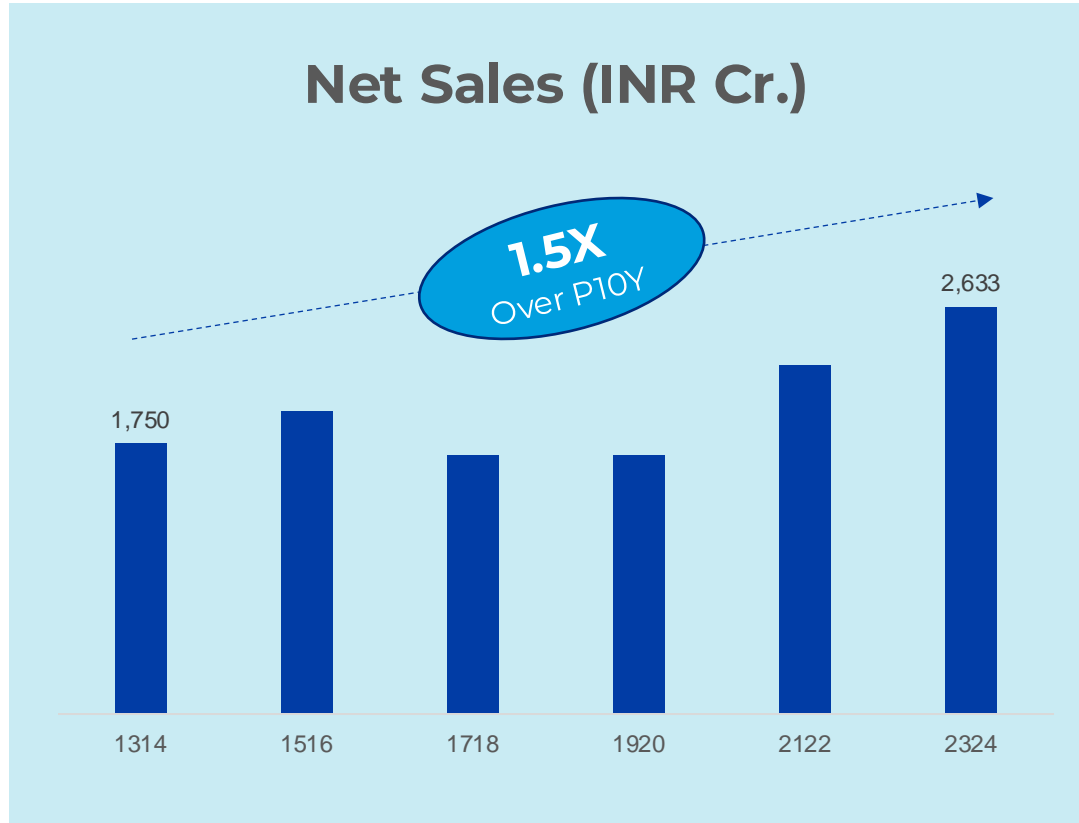
**+23%**  
CAGR  
PAT

**5x**  
Increase  
In ROE





# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y



# CREATING SIGNIFICANT SHAREHOLDER VALUE



**13%**

**CAGR: Stock Price  
over Past 10 Years**

**~3  
Decades**

**Consistent Dividend  
Payout Record**



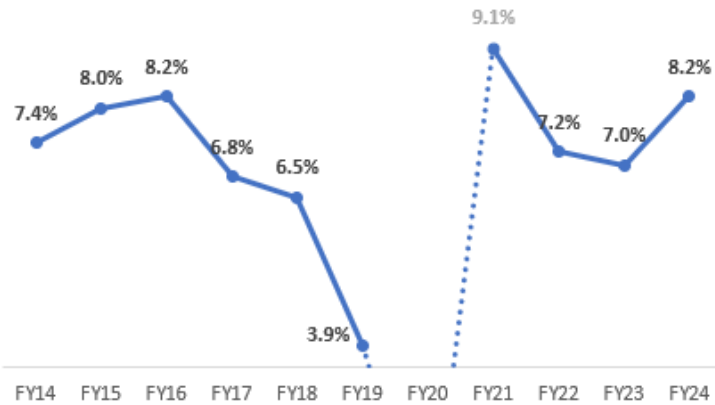


**LANDSCAPE**

# Strong Macro-economic Indicators in India

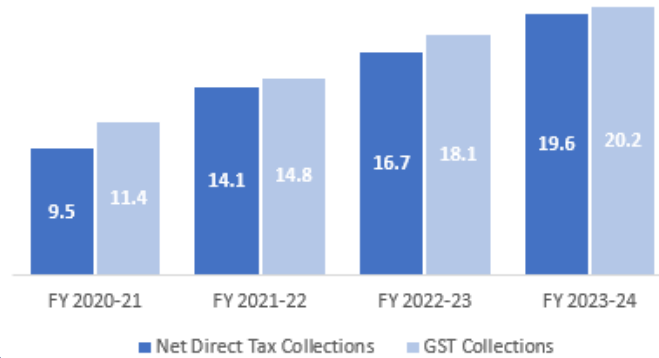
Stable Geo-Political and Financial environment providing the necessary green shoots

### Annual GDP Growth Rate



Return to highest ever  
GDP growth in P10Y

### Annual Tax Collections



Steady increase in tax  
revenues

### Forex Reserves Trend



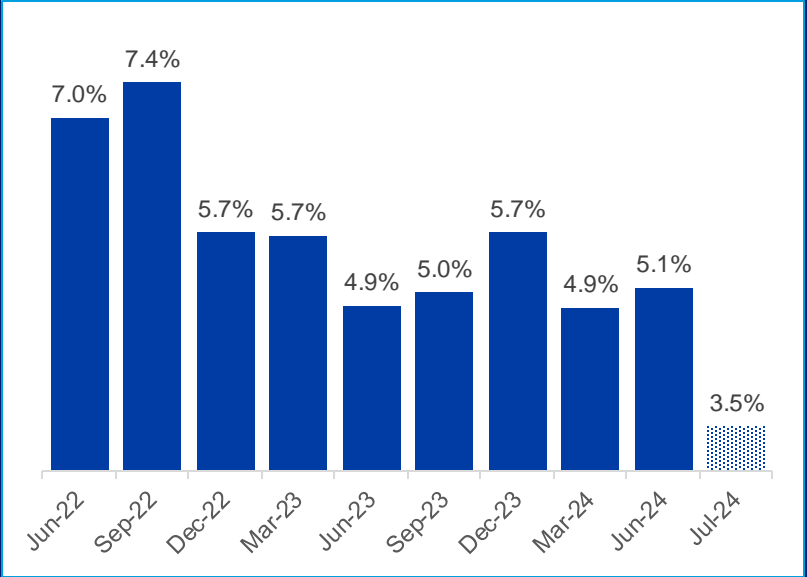
All time high foreign  
exchange reserves



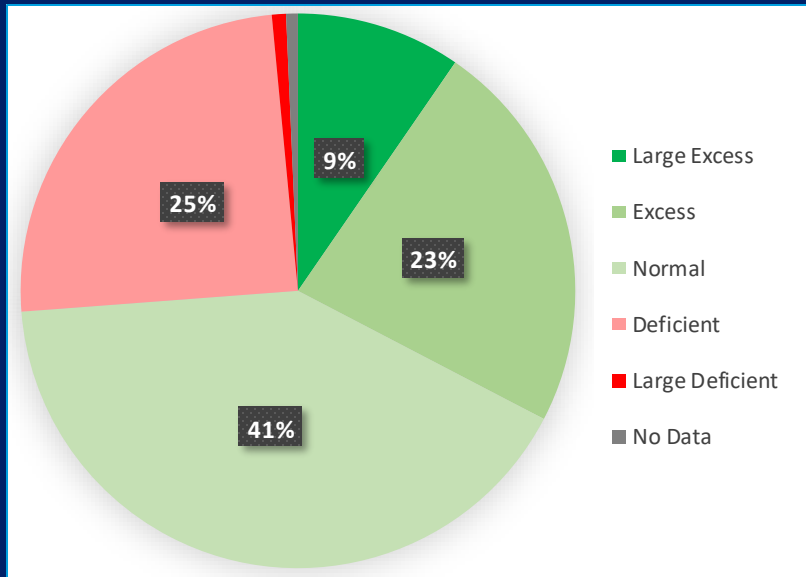
# Positive consumption trends

Lower inflation, strong monsoons augurs well for rural consumption pickup

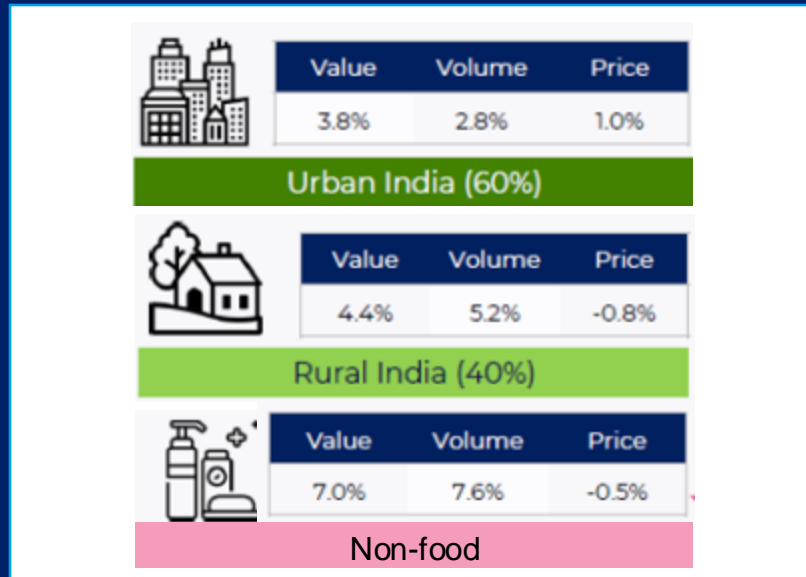
Softened inflation, now below RBI's mid term target of 4%



~75% of the country received normal+ monsoon this year



Bouncing back of unemployment/ wages to sustain rural consumption



Source: CPI-MoSPI, IMD Data; Nielsen India FMCG Quarterly

Q&A



**THANK YOU**  
**FOR JOINING!**

