



Gillette India Limited
CIN: L28931MH1984PLC267130
Regd Office
P&G Plaza, Cardinal Gracias Road,
Chakala, Andheri (E),
Mumbai 400 099
Tel : 91-22-2826 6000
Fax : 91-22-2826 7303
www.pg.com/en_IN

To,
The Corporate Relations Department
The BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

November 2, 2018

Ref:- Scrip Code:- 507815

Dear Sir / Madam,

Sub:- Unaudited Financial Results for the quarter ended September 30, 2018

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, 2018 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2018
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2018 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,
Yours faithfully,

For Gillette India Limited

Ghanashyam Hegde
Company Secretary

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30th SEPTEMBER 2018				
Particulars	(1)	(2)	(3)	(4)
	Three Months Ended 30th September 2018	Preceding Three Months Ended 30th June 2018	Corresponding Three Months Ended 30th September 2017	Previous Year Ended 30th June 2018
	(Unaudited)	(Audited) Refer Note 3 below	(Unaudited)	(Audited)
1 Revenue from operations	45 651	40 976	40 803	1 67 685
2 Other income	380	857	112	1 275
3 Total income (1+2)	46 031	41 833	40 915	1 68 960
4 Expenses				
(a) Cost of raw and packing materials consumed	4 440	2 983	3 526	14 132
(b) Purchases of stock-in-trade (Traded goods)	15 308	12 634	12 810	53 096
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	197	1 580	265	2 086
(d) Employee benefits expense	3 205	3 557	2 792	11 791
(e) Finance costs	90	412	111	746
(f) Depreciation expense	1 134	1 173	918	4 229
(g) Advertising & sales promotion expenses	5 424	5 323	4 585	21 719
(h) Other expenses	6 392	8 926	6 235	26 701
Total expenses	36 190	36 588	31 242	1 34 500
5 Profit before tax (3-4)	9 841	5 245	9 673	34 460
6 Tax expense				
(a) Current tax	3 768	1 846	3 475	11 441
(b) Deferred tax	(462)	(63)	(236)	114
Income tax expense	3 306	1 783	3 239	11 555
7 Profit for the period (5-6)	6 535	3 462	6 434	22 905
8 Other comprehensive income				
Other comprehensive income not to be reclassified to profit or loss:				
Re-measurement of the defined employee benefit plans	110	339	(293)	441
Income tax effect	(38)	(118)	101	(153)
Total other comprehensive income	72	221	(192)	288
9 Total comprehensive income for the period (7+8)	6 607	3 683	6 242	23 193
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259
11 Reserves as per balance sheet				66 159
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):				
(a) Basic	20.06	10.62	19.75	70.29
(b) Diluted	20.06	10.62	19.75	70.29

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:

Segment wise Revenue, Results, Assets and Liabilities under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015:				
Particulars	(1)	(2)	(3)	(4)
	Three Months Ended 30th September 2018	Preceding Three Months Ended 30th June 2018	Corresponding Three Months Ended 30th September 2017	Previous Year Ended 30th June 2018
	(Unaudited)	(Audited) Refer Note 3 below	(Unaudited)	(Audited)
1. Segment Revenue				
- Grooming	34 336	33 730	30 887	1 33 133
- Oral Care	11 315	7 246	9 916	34 552
Total Income from Operations	45 651	40 976	40 803	1 67 685
2. Segment Results (Profit/(Loss)) before finance costs and tax				
- Grooming	7 977	5 826	8 009	29 323
- Oral Care	1 663	(1 203)	1 701	4 414
Total Segment Results	9 640	4 623	9 710	33 737
Less: Finance costs	(90)	(412)	(111)	(746)
Add/(Less): Unallocable Income net of Unallocable Expenditure	291	1 034	74	1 469
Total Profit Before Tax	9 841	5 245	9 673	34 460
3. Segment assets				
- Grooming	62 784	61 798	62 212	61 798
- Oral Care	7 117	6 504	7 803	6 504
Total Segment Assets	69 901	68 302	70 015	68 302
- Unallocated Corporate Assets	59 353	52 598	36 748	52 598
Total Assets	1 29 254	1 20 900	1 06 763	1 20 900
4. Segment liabilities				
- Grooming	27 367	26 974	27 707	26 974
- Oral Care	9 808	7 409	8 627	7 409
Total Segment Liabilities	37 175	34 383	36 334	34 383
- Unallocated Corporate Liabilities	16 023	17 099	14 107	17 099
Total Liabilities	53 198	51 482	50 441	51 482



Notes to Segment:

- a. Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- b. 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.
- c. 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.
- d. 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.

Notes :

- 1 The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 2nd November, 2018 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 2 The above financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') notified under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
- 3 Previous period figures have been regrouped / restated wherever necessary. The figures for the preceding three months ended 30th June, 2018 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2018 and the year to date figures upto the third quarter of that financial year.

Place: Mumbai
Date: 2 November, 2018

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


Madhusudan Gopalan
Managing Director





Gillette India Limited
CIN: L28931MH1984PLC267130
Regd Office
P&G Plaza, Cardinal Gracias Road,
Chakala, Andheri (E),
Mumbai 400 099
Tel : 91-22-2826 6000
Fax : 91-22-2826 7303
www.pg.com/en_IN

Gillette India Ltd. Announces First Quarter Results

Sales up 12%; Profit After Tax up 2% for quarter ended September 30, 2018

Mumbai, November 2, 2018: Gillette India Ltd. (GIL) announced today its financial results for the quarter ended September 30, 2018. The company delivered Sales of ₹457 crores, up 12% vs. year ago, behind brand fundamentals, strength of the product portfolio and improved in-store execution. The Profit After Tax (PAT) was ₹65 crores, up 2% versus year ago, as increasing costs due to inflation and currency depreciation were partly offset by continued focus on productivity and savings.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *"We generated strong results this quarter driven by robust volume growth, category development and execution excellence. We will continue to focus on raising the bar on superiority of our products, packaging, go-to-market and communication, improving productivity and strengthening our organization and culture."*

Both Grooming and Oral Care businesses recorded double-digit growth ahead of their categories. The growth was driven by superior communication, market expansion and go to market initiatives.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that has in its portfolio well-known brands GILLETTE and ORAL-B. The company has carved a reputation for delivering high quality products and superior value propositions to meet the needs of consumers. GIL brands take pride in being socially conscious via their participation in P&G SHIKSHA, a national consumer movement that supports the education of underprivileged children in India. Please visit www.pg.com for the latest news and in-depth information about GIL and its brands.

For details contact:

Madison Public Relations: Malika Bhavnani +91 9820496099; malika.bhavnani@madisonpr.in

KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

INDEPENDENT AUDITORS' REVIEW REPORT

TO THE BOARD OF DIRECTORS OF 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, 2018, together with the notes thereon ('the Statement'), prepared by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (initialed by us for identification). This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on November 2, 2018. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (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 financial statements are free from 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. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of an opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, 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 recognised 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, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. The financial results of the Company for the corresponding quarter ended September 30, 2017 were reviewed by the predecessor auditor who expressed an unmodified opinion on those financial statements.

Our opinion is not modified in respect of this matter.

For KALYANIWALLA & MISTRY LLP
CHARTERED ACCOUNTANTS

Firm Reg. No.: 104607W/W100166


Daraius Z. Fraser

PARTNER

M. No.: 42454

Mumbai, November 2, 2018.

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