



**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 15, 2022

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 58<sup>th</sup> Annual General Meeting of Shareholders held on November 15, 2022**

We would like to inform you that the 58<sup>th</sup> Annual General Meeting of the Company was held on November 15, 2022 at 11.00 a.m. through Video Conference / Other Audio Visual Means. In this respect, please find enclosed a summary of proceedings of the 58<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 58<sup>th</sup> Annual General Meeting held today, i.e., November 15, 2022.

Kindly take the above on record and oblige.

Thanking you,

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

**Ghanashyam Hegde**  
**Executive Director and Company Secretary**



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**Summary of the proceedings of the 58<sup>th</sup> Annual General Meeting of Procter & Gamble Hygiene and Health Care Limited held on Tuesday, November 15, 2022 at 11.00 a.m. through Video Conference / Other Audio Visual Means**

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Mr. Ghanashyam Hegde, Executive Director and Company Secretary, welcomed the shareholders to the 58<sup>th</sup> Annual General Meeting (AGM).

Mr. C. R. Dua chaired the meeting. The Chairman welcomed all the Members and after ascertaining that the quorum is present, called the meeting to order.

The Chairman informed the members that 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.

Mr. Ghanashyam Hegde, 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. L. V. Vaidyanathan, Managing Director presented to the Members Company's business strategy and then Mr. Gautam Kamath, Vice President, Finance, presented insights to the Members on Company's financial performance and category review.

Ms. Enakshree Deva, Head- Communications and CSR, 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, were read by Mr. Ghanashyam Hegde:

<b>Sr. No.</b>	<b>Item</b>
1	To adopt the Financial Statements for the Financial Year ended June 30, 2022, together with the Reports of the Auditors and Directors thereon. (Ordinary Resolution)
2	To confirm payment of interim dividend and to declare final dividend for the



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	Financial Year ended June 30, 2022 (Ordinary Resolution)
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 herself for re-appointment (Ordinary Resolution)
5	To re-appoint M/s. Kalyaniwalla & Mistry LLP, Chartered Accountants (Firm Reg. No.104607W/W-100166) as Auditors of the Company to hold office from the conclusion of this Meeting until the conclusion of the Sixty-Third Annual General Meeting, on such remuneration and reimbursement of out-of-pocket expenses, as the Board of Directors may decide (Ordinary Resolution)
6	To appoint Mr. Gurcharan Das as an Independent Director of the Company effective September 1, 2022 (Special Business, Special Resolution)
7	To ratify payment of remuneration to the Cost Auditor for the Financial Year 2022-23 (Special Business, 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.

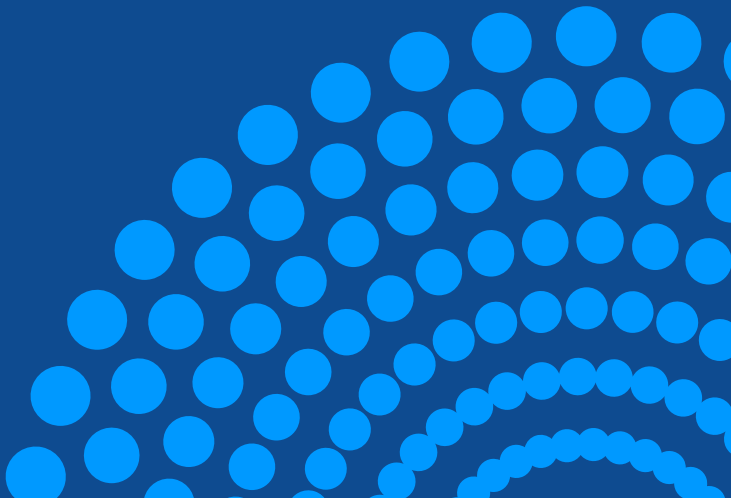
The Meeting concluded at 1.27 p.m. The Members who had not completed their voting, were given 30 minutes to complete the e-voting on NSDL portal. The e-voting portal was closed at 1.57 p.m.

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

**Ghanashyam Hegde**  
Executive Director and Company Secretary

**Mr. L. V. Vaidyanathan**  
**Managing Director**

# INTEGRATED GROWTH STRATEGY



**FORCE FOR  
GROWTH**



**FORCE FOR  
GOOD**

# MARKET LEADING BRANDS



Mid Tier

Premium

Super Premium

#1 Market Share



Throat Drops

Multi symptom relief

Vicks Rubs & Inhaler



#1 Market Share



# CITIZENSHIP PRIORITIES



Community Impact



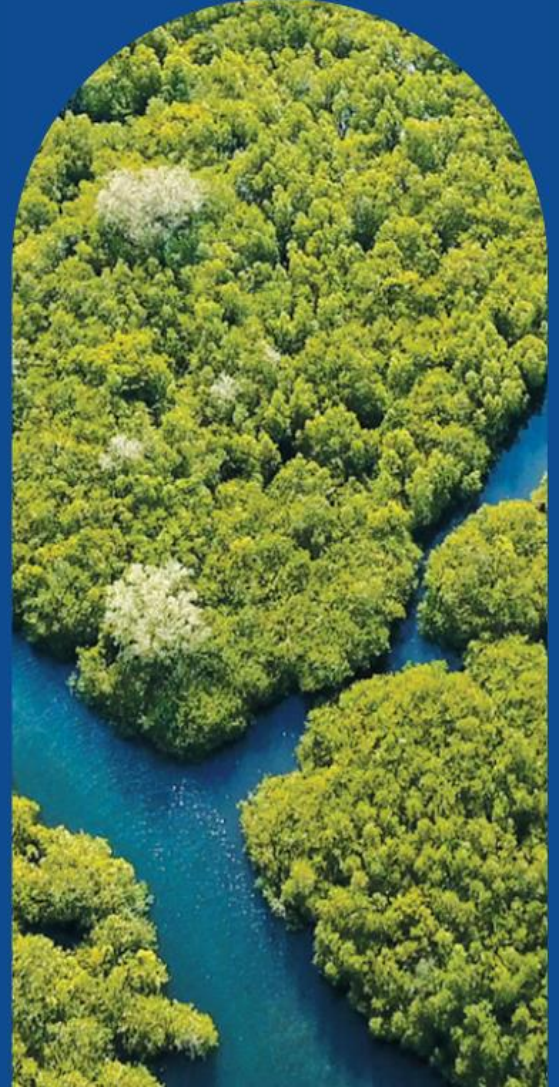
Equality & Inclusion



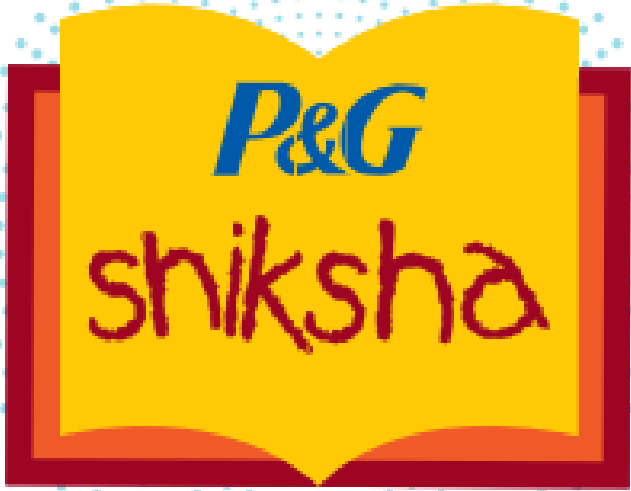
Environmental Sustainability



Ethics & Corporate Responsibility



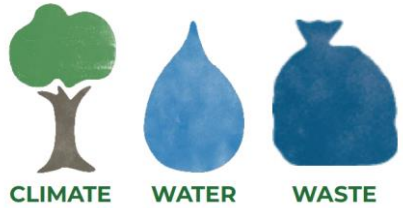




Community  
Impact



More than **2500 classrooms**, that will impact more than **23 Lakh children**



**We are now 'Plastic Waste Neutral'**

**We pledge to be 'Net Zero' by 2040**

**Our brands are leading the change**



**Environmental Sustainability**





Equality and  
Inclusion



Towards our 3-year commitment to educate 2.5 crore girls, **this year Whisper already educated over 1 crore adolescent girls** on menstrual hygiene

# RESILIENT BUSINESS DELIVERING LONG TERM SHARE HOLDER VALUE

- Growing business with **share leadership**.
- Healthy **+15%** net profit margin despite **40%** commodity inflation impact.
- Creating sustained **long-term value** though FY 21/22 was a challenging year.

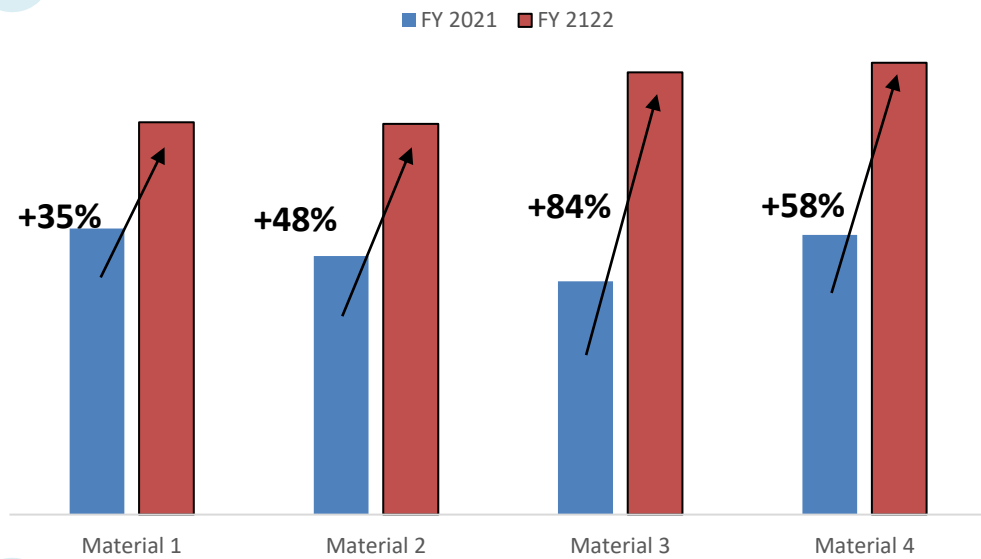
	<b>FY22 vs FY21</b>	<b>FY22 vs FY18</b>
SALES	+9%	+59%
PAT	-12%	+54%

**Mr. Gautam Kamath**  
**Vice-President- Finance**

# 21/22 WAS A CHALLENGING YEAR

**40%** of profit eroded due to unprecedented cost inflation

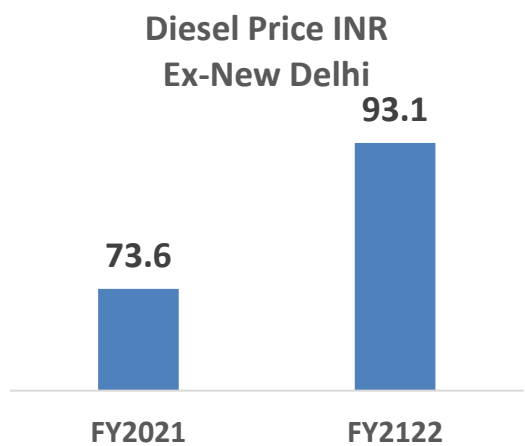
1 Key material prices up 30-80% (impacts COGS)



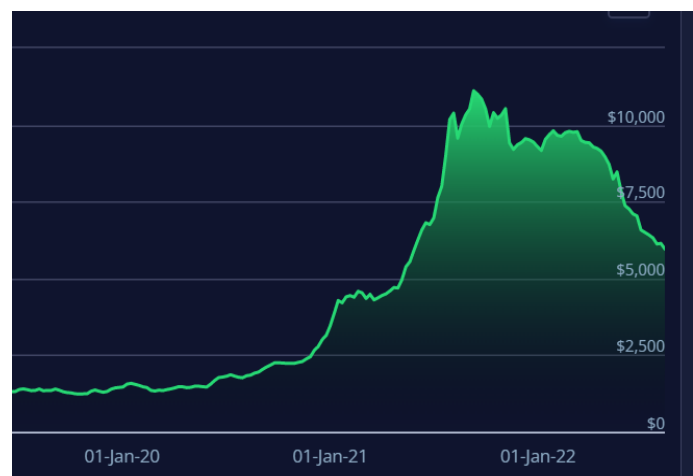
2 Crude oil higher by 70% in FY22 vs FY21 (impacts materials/logistics)



3 Diesel costs up 25% in 1Y (impacts Logistics cost)



4 Container Freight costs up 4X vs FY2021 (impacts inbound materials)



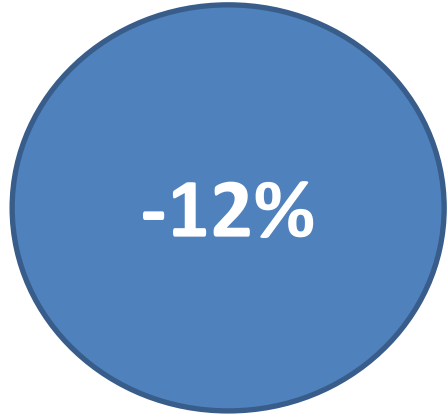
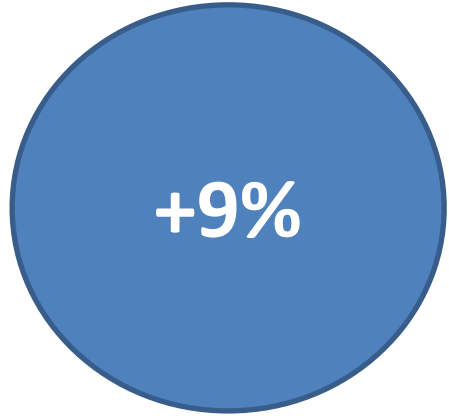
# FY 21/22: Resilient year in a challenging environment

## SALES GROWTH

## PROFIT GROWTH

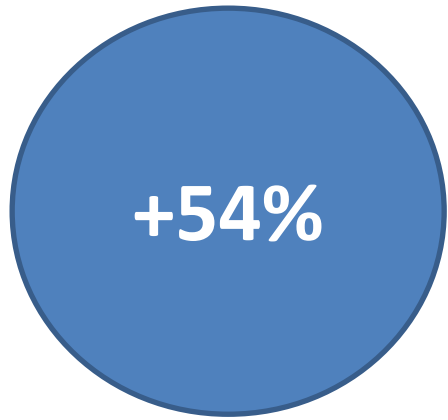
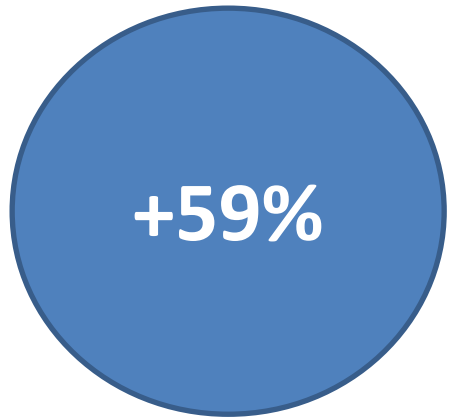
### FY22 vs FY21

*Short term profitability impacted by macro-environment*



### FY22 vs FY18 Pre-Covid

*Focus remains on delivering sustained long term share-holder value*



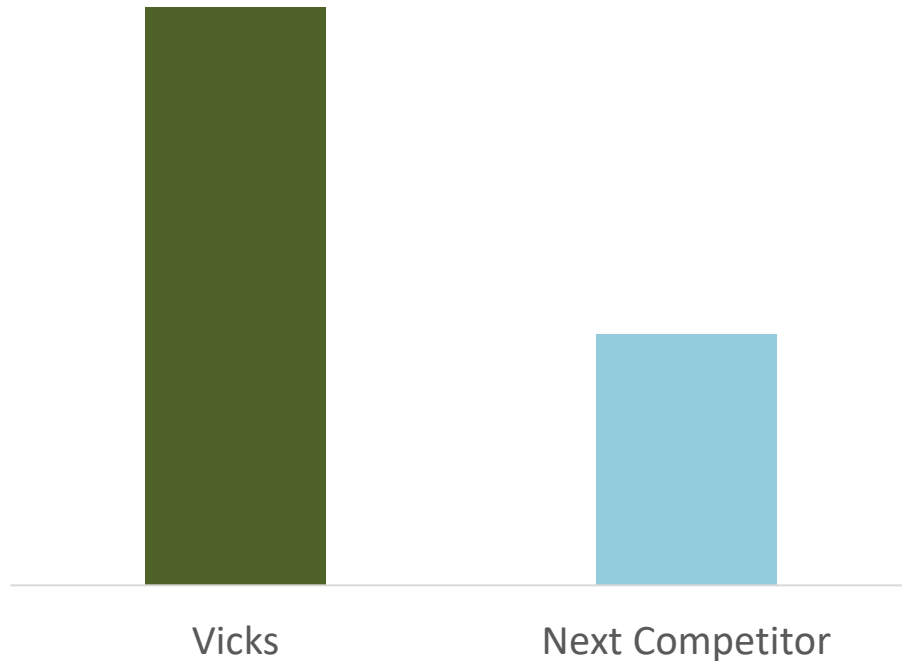
**12.3% 4Y CAGR**

**11.5% 4Y CAGR**

# We continue to WIN externally

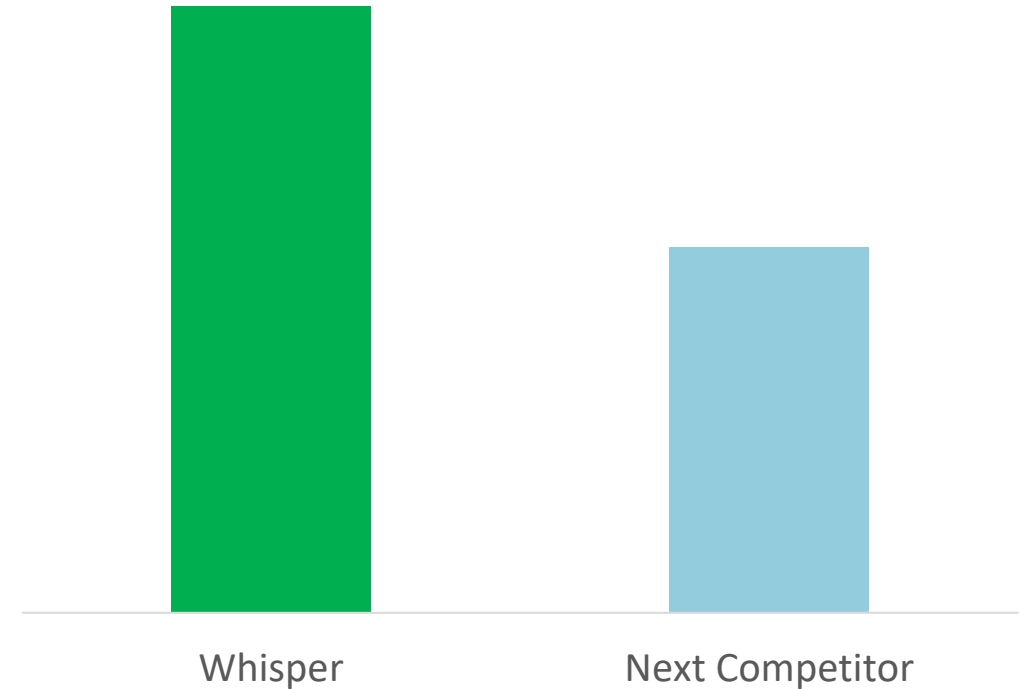
## Vicks

Consolidating Market Leadership



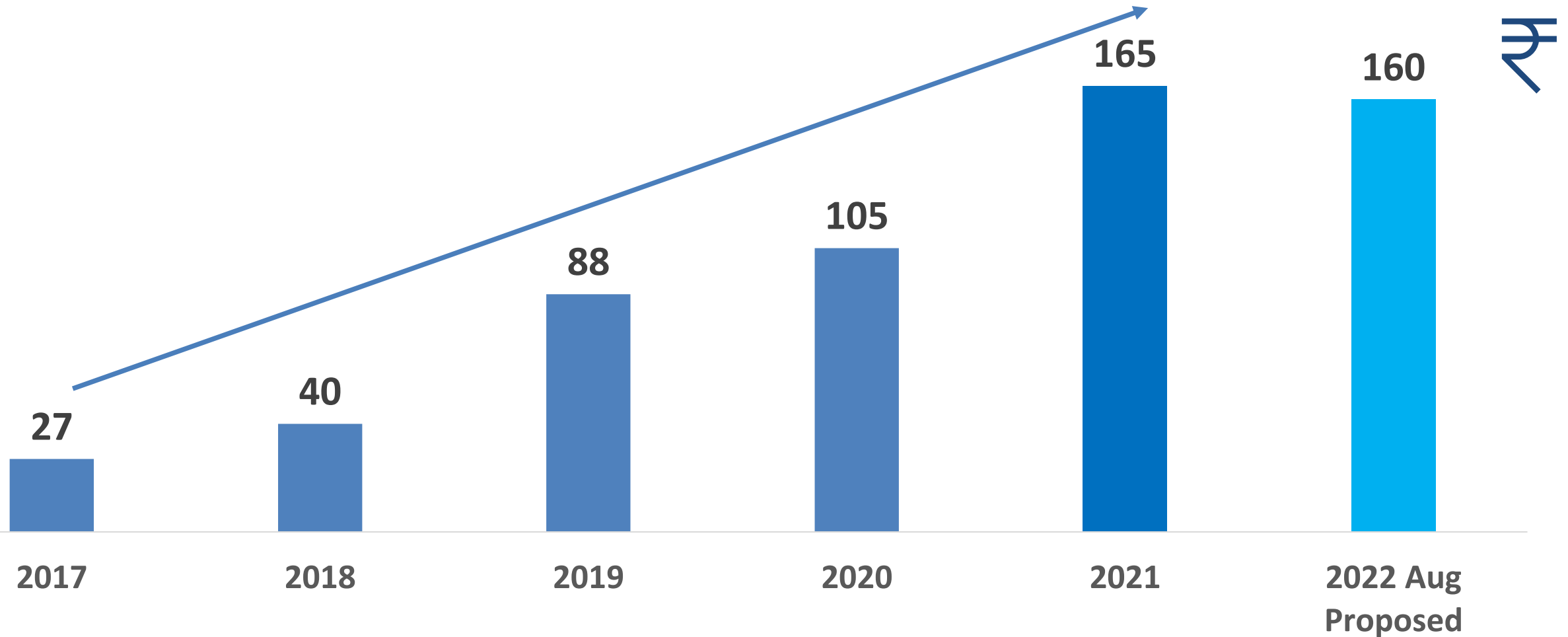
## Whisper

Maintaining Market leadership





# Healthy growth in dividends over the years



## Notes

(1) Graph shows Interim + Final Dividend INR per share paid during calendar year (excludes special dividend)

(2) 2021 had a special dividend of INR 150 on top of INR 165. Total Dividend in 2021 (Interim + Final + Special) was INR 315



*whisper*



**WHISPER**

**HYGIENE**

# Portfolio across price tiers and benefit segments

Mid Tier

No. 1  
CHOICE OF DOCTORS



Premium Tier

OUR No.1 HYGIENIC PROTECTION RANGE



Super Premium Tier

UP TO 0% LEAKS, ALL NIGHT LONG\*





**WHISPER**



**INNOVATION & BUSINESS GROWTH**

# Driving Premiumization via Super Premium Nights



# Driving Cloth Conversion via Launch of Choice XL+





**HEALTH CARE**

# VICKS® Diversified Product Portfolio

C&C Category

**No 1** in all segments

Cough Syrups



Rubs & Balms

Cough Drops

Cold Tablets

Inhalers

Throat Drops

Multi symptom relief

Vicks Rubs & Inhaler



Cough Drops



Action 500 Advanced



Vicks 3in1



VapoRub & Babyrub



Inhaler





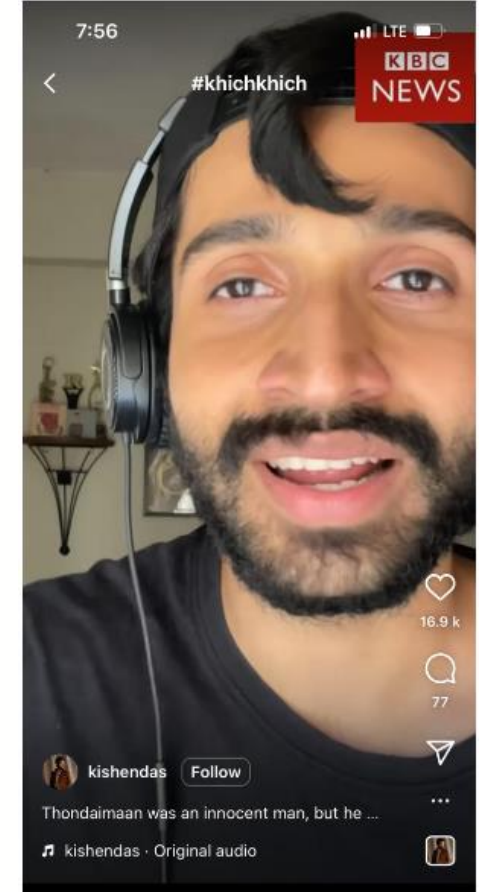
**INNOVATION & BUSINESS GROWTH**



# Activate Entire Portfolio: New Communication on VCD



**New Copy featuring Ranveer Singh**



**Mega Influencer Plan**

# Accelerate Innovation: New Vicks Cough Drops Flavor in 10 years



New Tulsi Flavour



Disruptive Instore Execution



# Accelerate Innovation : Leveraging Seasonal Communication

Drive Consumption by Leveraging Seasonal life insights to make VVR communication relevant to consumers

## Print Advertisement



**Monsoon is here!**  
Try Steam Inhalation with Vicks Vaporub for feeling of blocked nose relief in **1 minute!**

Vicks Vaporub helps in relieving:

- ✓ Cough
- ✓ Blocked nose
- ✓ Breathing difficulty
- ✓ Headache
- ✓ Body pain
- ✓ Muscular Stiffness

\*Always read label. If symptoms persist, visit your doctor\*

## KOL Activation



## PR Activation

### Genelia Deshmukh shares her family's secret remedy for cough and cold during monsoons

*The Uttarakhand Tribune Correspondent*

**D**ehradun: Monsoon for many is a shower of relief from the constant heat, the pleasant atmosphere or the splash of puddles loved by all. From little kids to the older ones, everyone has their own monsoon fun activity planned. Despite all the fun things that monsoon brings, we also see a lot of cold and cough symptoms coming up during this season. This means one needs to be extra cautious and mindful about their respiratory health and wellness with a simple regime that's easy to practice at home.

Talented actress and hands-on mom Genelia Deshmukh is known to balance fun and health and keeps giving a peek into the Deshmukh family's health regime on various occasions. With the monsoon here in full-force, Genelia relies on simple home remedies to ensure her family is protected and on their ace health while enjoying the monsoon family fun at home. She ensures that her family starts their day with Yoga and deep breathing exercises, followed by healthy eating consisting of seasonal fruits and vegetables high in essential



vitamins to enhance immunity. Sharing more about her monsoon health regime, Genelia says "Outdoor activities are always a favorite in our family, more so during monsoons. However, monsoons are also tough to handle with little kids at home and us constantly traveling for work. Therefore, I ensure that my family follows a healthy routine during this time with yoga, eating healthy meals and in case of cough & cold symptoms, steam inhalation with Vicks VapoRub to get relief from it. She further added, "Being ardent believers of the goodness

in traditional home remedies, this is the one thing I always carry with me and this practice has stuck through generations in our house. We start off by adding a teaspoon of Vicks VapoRub into a bowl of hot water, not boiling, covering our head with the towel, and inhaling the vapors, followed by a good rest. With natural ingredients like eucalyptus, camphor and Menthol, Vicks VapoRub gives relief from symptoms of cough & cold and remains something I trust personally. **Link: <https://www.instagram.com/p/CTefegAjuGd/>**

**Ms. Enakshee Deva**  
**Head- Communications & CSR**



# CSR UPDATE

2022



# FOCUS AREAS

1

Building School Infrastructure to create better learning environment

2

Remedial Learning and Early Childhood Education to improve learning outcomes

3

Empowering underprivileged girls through education



# YEAR THAT WENT BY...

Second longest  
school closure in the  
world

Widened learning  
gap

Transitional Year –  
Mix of models



# Ensuring Learning Continuity





# STRENGTHENING EDUCATIONAL INFRASTRUCTURE



# CREATING IMPACT ON THE GROUND



## Remedial Learning Program

Continued 'at-home' learning interventions with the support of community volunteers and mothers

## Early Childhood Education

Strengthen foundational skills - motor, cognitive, creative, socio-emotional, language, literacy, numeracy



Driving 'back to school' transition via melas and dedicated learning camps

# LEVERAGING DIGITAL TOOLS TO REMEDIATE LEARNING GAPS



## Personalized Adaptive Tool

Delivering efficient results even in adapted learning environment – 70% endline vs baseline

## Adapting to Pandemic Needs

With a hybrid model of app-based, school-based and community-based interventions



Re-enrolment of schools to Mindspark as communities opened post covid

Bagahar  
Himachal Pradesh  
India

Continuing to be a  
Force For Growth, and a  
Force For Good!

