



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

April 29,2022

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:- Unaudited Financial Results for the quarter ended March 31, 2022

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today (commenced at 12.30 pm and ended at 1.25 pm), the Unaudited Financial Results for the quarter ended March 31, 2022 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended March 31, 2022;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2022 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,
Yours faithfully,

For Gillette India Limited

Flavia Machado
Company Secretary



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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2022							(₹ in Lakhs)
Particulars	(1)	(2)	(3)	(4)	(5)	(6)	
	Three Months Ended 31st March 2022	Preceding Three Months Ended 31st December 2021	Corresponding Three Months Ended 31st March 2021	Nine Months Ended 31st March 2022	Corresponding Nine Months Ended 31st March 2021	Previous Year Ended 30th June 2021	
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	
1 Revenue from operations	56 652	56 344	53 662	1 70 327	1 57 344	2 00 942	
2 Other income	130	171	2 102	622	2 831	3 173	
3 Total Income (1+2)	56 782	56 515	55 764	1 70 949	1 60 175	2 04 115	
4 Expenses							
(a) Cost of raw and packing materials consumed	15 926	18 471	6 927	47 461	36 414	48 267	
(b) Purchases of stock-in-trade (Traded goods)	11 637	12 206	12 301	36 890	36 556	41 655	
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(984)	(2 827)	3 757	(2 134)	(721)	(1 849)	
(d) Employee benefits expense	4 027	3 782	3 992	11 618	10 776	14 322	
(e) Finance costs	530	249	47	812	268	525	
(f) Depreciation and amortization expense	1 763	1 634	1 494	4 978	4 210	5 752	
(g) Advertising & sales promotion expenses	6 496	7 103	5 677	20 210	16 277	26 391	
(h) Other expenses	6 384	6 194	6 947	19 203	17 223	26 106	
Total expenses	45 779	46 812	41 142	1 39 038	1 21 003	1 61 169	
5 Profit before tax (3-4)	11 003	9 703	14 622	31 911	39 172	42 946	
6 Tax expense							
(a) Current tax	3 478	2 905	3 388	9 429	9 748	10 790	
(b) Deferred tax	(286)	(252)	523	(572)	23	59	
(c) Prior year tax adjustments	880	---	145	880	1 116	1 059	
Income tax expense	4 072	2 653	4 056	9 737	10 887	11 908	
7 Profit for the period (5-6)	6 931	7 050	10 566	22 174	28 285	31 038	
8 Other comprehensive Income							
Items that will not be reclassified to profit or loss:							
Re-measurement of the defined benefit plans	500	(68)	(221)	279	(379)	(613)	
Income tax effect on above	(126)	17	55	(70)	95	154	
Total other comprehensive Income	374	(51)	(166)	209	(284)	(459)	
9 Total comprehensive Income for the period (7+8)	7 305	6 999	10 400	22 383	28 001	30 579	
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259	3 259	
11 Other Equity						75 642	
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):							
(a) Basic	21.27	21.64	32.42	68.05	86.80	95.25	
(b) Diluted	21.27	21.64	32.42	68.05	86.80	95.25	

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:

(₹ in Lakhs)

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st March 2022	Preceding Three Months Ended 31st December 2021	Corresponding Three Months Ended 31st March 2021	Nine Months Ended 31st March 2022	Corresponding Nine Months Ended 31st March 2021	Previous Year Ended 30th June 2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
- Grooming	44 665	42 766	41 031	1 29 679	1 20 217	1 53 535
- Oral Care	11 987	13 578	12 631	40 648	37 127	47 407
Total Income from Operations	56 652	56 344	53 662	1 70 327	1 57 344	2 00 942
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	9 346	8 425	12 450	26 740	33 678	37 262
- Oral Care	2 120	1 310	2 028	5 585	5 000	5 144
Total Segment Results	11 466	9 735	14 478	32 325	38 678	42 406
Less: Finance costs	(530)	(249)	(47)	(812)	(268)	(525)
Add/(Less): Unallocable Income net of Unallocable Expenditure	67	217	191	398	762	1 065
Total Profit Before Tax	11 003	9 703	14 622	31 911	39 172	42 946
3. Segment assets						
- Grooming	93 571	89 581	76 110	93 571	76 110	83 249
- Oral Care	10 175	10 855	8 677	10 175	8 677	10 855
Total Segment Assets	1 03 746	1 00 436	84 787	1 03 746	84 787	94 104
- Unallocated Corporate Assets	39 253	51 329	65 877	39 253	65 877	45 420
Total Assets	1 42 999	1 51 765	1 50 664	1 42 999	1 50 664	1 39 524
4. Segment liabilities						
- Grooming	36 705	39 701	33 953	36 705	33 953	34 162
- Oral Care	11 220	13 410	11 626	11 220	11 626	10 887
Total Segment Liabilities	47 925	53 111	45 579	47 925	45 579	45 049
- Unallocated Corporate Liabilities	15 983	16 213	12 534	15 983	12 534	15 574
Total Liabilities	63 908	69 324	58 113	63 908	58 113	60 623

Notes to Segment:

- Segments have been identified in line with the Indian Accounting Standard (Ind AS) 108- Operating Segments.
- 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.
- 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.
- 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 :

- 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 April 29, 2022 and have been subjected to a limited review by the Statutory Auditors of the Company.
- Previous periods' figures have been regrouped / reclassified wherever necessary.

Place: Mumbai
Date: April 29, 2022

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

Madhusudan Gopalan
Managing Director



KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

**REVIEW REPORT TO
THE BOARD OF DIRECTORS
GILLETTE INDIA LIMITED**

1. We have reviewed the accompanying Statement of Unaudited Financial Results of **GILLETTE INDIA LIMITED** ("the Company") for the quarter and nine months ended March 31, 2022, together with the notes thereon, ("the Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, (initialled by us for identification). This Statement, which is the responsibility of the Company's Management, has been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on April 29, 2022, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial Reporting' ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ("the Act") read with relevant Rules issued thereunder, as applicable and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (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 Statement is free of 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. We have not performed an audit and accordingly, we 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 recognized 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, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For KALYANIWALLA & MISTRY LLP
CHARTERED ACCOUNTANTS**

Firm Reg. No.: 104607W / W100166



Daratus Z. Fraser

PARTNER

M. No. 42454

UDIN: 22042454AIBDOG5375

Mumbai, April 29, 2022.

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



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Gillette India Ltd. announces third quarter results

Mumbai, April 29, 2022: Gillette India Limited (GIL) announced today its financial results for the quarter ended March 31, 2022. In a challenging market environment, the company delivered sales of ₹567 crores, up 6% vs year ago driven by strong brand fundamentals, strength of product portfolio and improved retail execution. Sales are up 40% vs. two years ago, same quarter. Profit After Tax (PAT) was ₹69.3 crores, down 34% vs year ago driven by a retrospective tax law change in the current quarter, one-time tax related help and lower marketing spending in the base period . Excluding these one-time tax items and the lower marketing spending in base period, profit was flat vs year ago.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *“In a challenging market environment, we recorded robust sales growth during the quarter driven by the strength of our grooming and oral care product portfolio and strong retail execution. We will focus on improving productivity to minimize the effect of commodity cost inflation which is expected to impact the industry in short to medium term. In the long-term, we will stay the course on our strategy to drive balanced top and bottom-line growth enabled by superiority, improving productivity, leading constructive disruption, and strengthening our organization and culture.”*

Recently, Gillette India also strengthened its grooming product portfolio with the additions of Braun and King C Gillette products to delight Indian consumers with superior grooming experience. The addition of Braun® adds an extensive product range of both male and female grooming products like electric shavers, trimmers epilators, Intense Pulse Light (IPL) hair removal devices, skin and hair care devices to the company’s existing portfolio. King C. Gillette line caters to their shaving, trimming and beard care needs.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India’s well-known FMCG Companies that has some of the worl’s leading brands Gillette and Oral B; and has carved a reputation for delivering superior products 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 in.pg.com for the latest news.

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