



**Gillette India Limited**  
CIN: L28931MH1984PLC267130  
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

September 22,2023

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 05, 2023 with respect to the virtual connect with analysts/ institutional investors held today, Friday, September 22, 2023 at 11:00 a.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 Limited

Investor and Analyst Presentation  
22 September 2023

# 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.



**FORCE FOR  
GROWTH**



**FORCE FOR  
GOOD**

# INTEGRATED GROWTH STRATEGY

BRINGING CONSUMER CENTRICITY TO LIFE

Baby	Fem	Family	Fabric	Home	Hair	SPC	Grooming	Oral	PHC
Pampers WIP	always SWAN	Downy Pampers Lorona	DOLBY Ariel Lorona	SWAN PANTENE Ariel Secret	OLAY Ariel Secret	SK-II OLAY Ariel Secret	Gillette Veritas BRAUN	Crest Oral-B NyQuil DayOut	Oral-B NyQuil DayOut Pain Relief

## 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	SK-II	Gillette	Crest	VICKS
Luvs	TAMIX	Charmin	Downy	FAIRY	PANTENE	OLAY	Venus	Oral-B	NyQuil DayQuil
		Puffs	ARIEL	esencia	Rejoice 飘柔	Old Spice	BRAUN		M&A
		Gain	lenor	Softener	elaboro	Sevens			Pepito
						Secret			Prilosec

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





# GROOMING



SHAVE PREPS



VALUE OFFERINGS



MID-TIER OFFERINGS



PREMIUM RANGE



FEMALE GROOMING



BRAUN

# ORAL CARE



**BASIC  
CLEAN**



**DEEP  
CLEAN**



**SENSITIVE  
CLEAN**



**KIDS  
RANGE**



**POWER ORAL  
CARE**



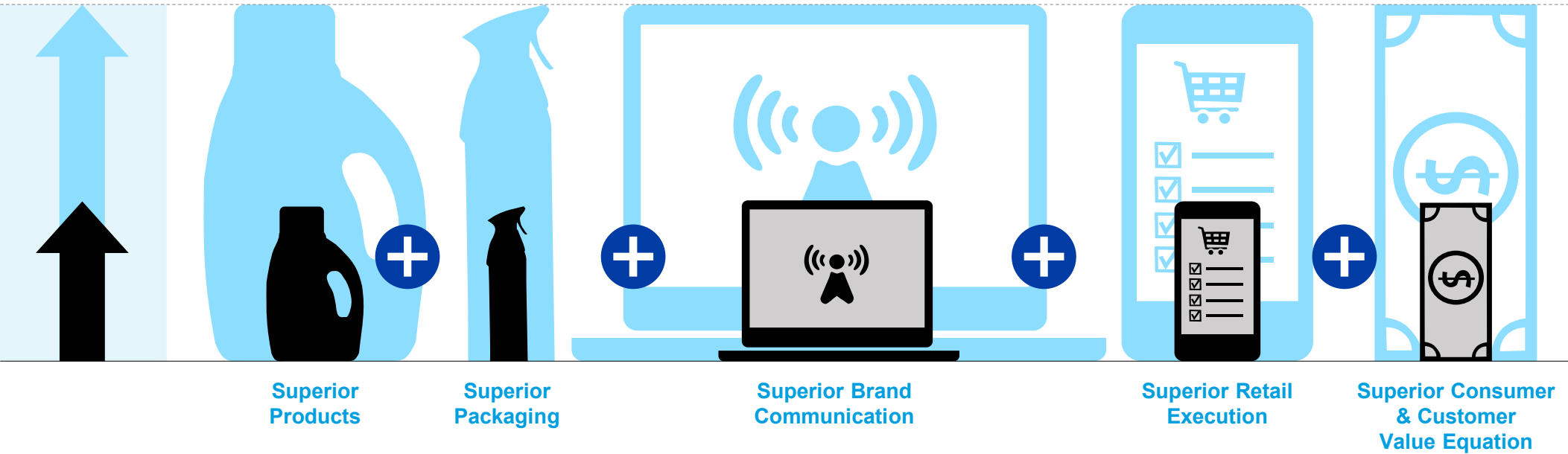


**SUPERIORITY**  
TO WIN WITH CONSUMERS



# SUPERIORITY TO WIN WITH CONSUMERS

*New Standard  
Of Excellence*





**SUPERIOR  
PRODUCTS**



**DELIVERING SUPERIOR CONSUMER EXPERIENCE THROUGH  
EVOLVED BENEFITS**



**SUPERIOR BRAND  
COMMUNICATION**





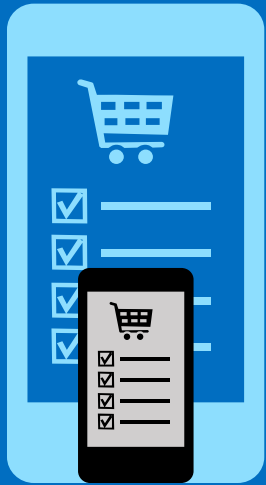
**SUPERIOR BRAND  
COMMUNICATION**



An advertisement for the Oral-B PRO 3 3000 electric toothbrush. On the left is the product packaging, which is blue and white, showing the toothbrush and its features: 'Oral-B PRO 3 3000', '360° GUM PRESSURE CONTROL protects your gums and enamel', and 'CROSS ACTION'. Next to the box is the actual electric toothbrush, which is light blue and white. To the right of the toothbrush is the 'Oral-B' logo and the word 'ELECTRIC' in a blue, sans-serif font. Below this is a search bar containing the text 'Oral-B Electric Toothbrush' and a magnifying glass icon. On the far right of the advertisement is a woman with dark hair, wearing a white lab coat with the Oral-B logo on the pocket, standing in a clinical setting. At the bottom left of the advertisement, the text '\*T&amp;C apply' is visible.

**Oral Care Pro**





**Gillette** Perfect Shave, Perfect Shape  
Shop Gillette >

**Limited time Deal**  
₹255.00 prime  
₹300.00 (15% off)



**SUPERIOR RETAIL EXECUTION**



**P&G**

LEAN  
INNOVATION



BRAND  
BUILDING

SUPPLY  
CHAIN



DIGITIZATION  
& DATA  
ANALYTICS

**CONSTRUCTIVE  
DISRUPTION**  
TO FUTURE-PROOF  
BUSINESS



# DIGITAL TRANSFORMATION WITH AI/ML



**Cross-screen Media  
Planning basis  
consumer habit**



**Evolving Go-To-Market  
to serve customers  
and consumers better**



**Digitized Forecasting  
for Optimized Supply  
chain**

The P&G logo is displayed in white, italicized serif font inside a dark blue circular graphic that has a 3D effect with a lighter blue highlight on the top left.

**PRODUCTIVITY**  
TO FUEL INVESTMENTS



# PRODUCTIVITY INTEGRATED INTO THE STRATEGY

**MATERIALS**

**MANUFACTURING**

**OVERHEAD**

**AD SPEND &  
PROMOTION**

**WORKING  
CAPITAL**



**Delivering Savings of ~₹55+ Crore**





**ORGANIZATION**  
EMPOWERED • AGILE  
ACCOUNTABLE



# WE ARE UNIQUE AND WE ARE UNITED: THE BUSINESS OF BELONGING.



**ORGANIZATION**  
EMPOWERED • AGILE  
ACCOUNTABLE



PEOPLE



BRANDS



COMMUNITIES



PARTNERS



# POSITIVELY IMPACTING THE WORKPLACE AND COMMUNITIES

P&G India rolls out initiative to support employees who are caregivers to children with disabilities, special needs

P&G to pay for infertility treatment expenses of employees

**On track.** P&G commits to digitally upskill 5 lakh women in five years

P&G India Is Fostering Inclusion For The LGBTQ+ Community



Procter & Gamble India Bolsters Its Mental Well-Being Program For Employees At Workplace



WE ARE UNIQUE AND WE ARE UNITED:  
THE BUSINESS OF BELONGING.



Since  
2005

Partners  
13

Impacting Children  
35+  
Lakh

1

Enhancing Learning Environment

2

Improving Learning Outcomes

3

Empowering Marginalized Communities



# INDIA-SUBCONTINENT ENVIRONMENTAL SUSTAINABILITY



Environmental sustainability is embedded in how we do business. It is core to our purpose of improving lives now and for generations to come

**AMBITION 2030**  
ENABLE AND INSPIRE  
POSITIVE IMPACT



**NET ZERO 2040**  
**IT'S OUR HOME**



**WATER POSITIVE FUTURE**



**Climate**



**Waste**



**Water**



**Nature**



## **PLASTIC PACKAGING WASTE COLLECTION**

More than what we put out

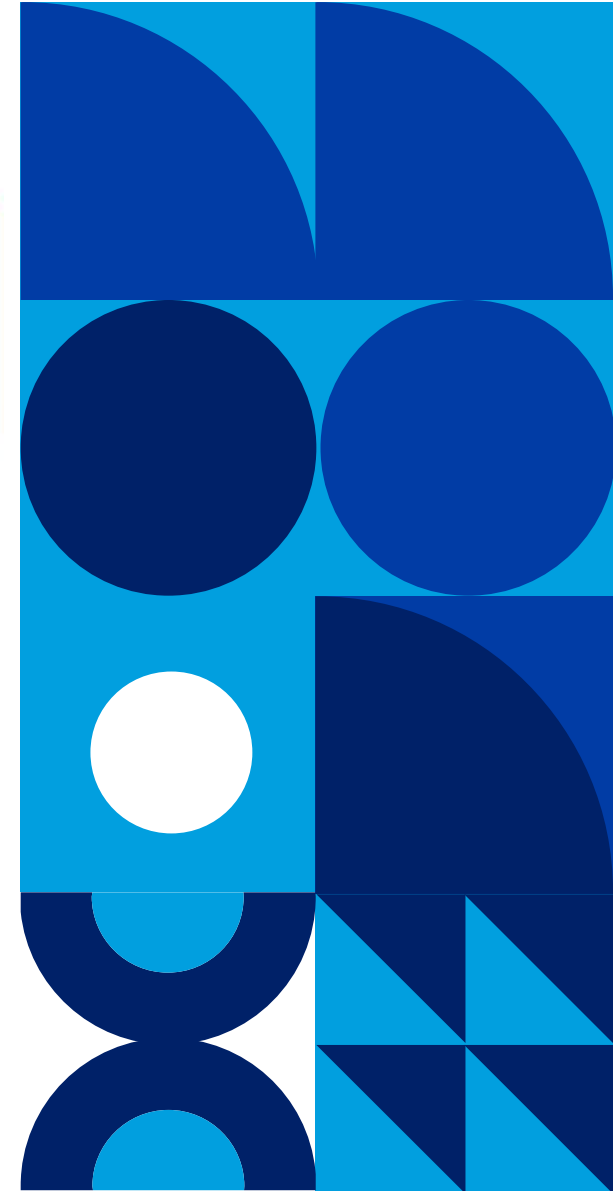


## **BRANDS LEVERAGING PCR**

30% in Venus handles, 80% in Oral B brush handles



# EXTERNAL RECOGNITION

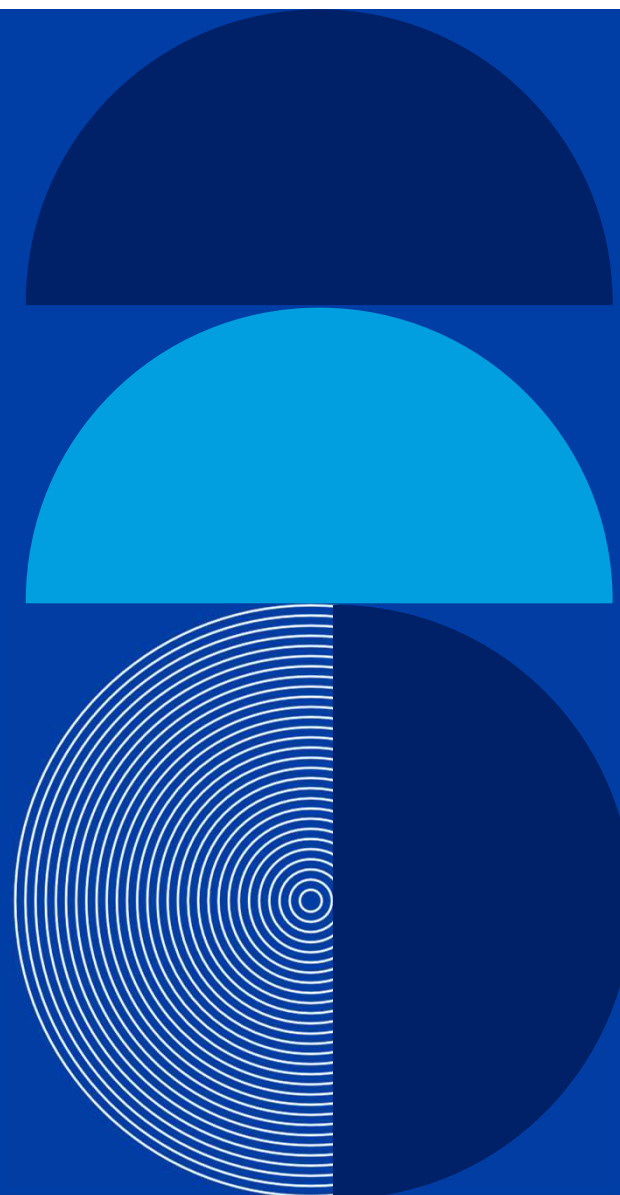


**FORCE FOR  
GROWTH**



**FORCE FOR  
GOOD**

# OUR RESULTS





# DELIVERED A RESILIENT YEAR

AMJ 2023 | Strongest Quarter in FY 23



**Strong Growth across both Portfolios**



**Premiumization/ Pricing Advertising & Promotions optimization.**



\*OTI - One Time Impacts

# DELIVERED A RESILIENT YEAR

FY 2022-23

Double-digit top-line and bottom-line growth despite challenging macro & demand situation while maintaining share leadership



Balanced Growth across both Portfolios

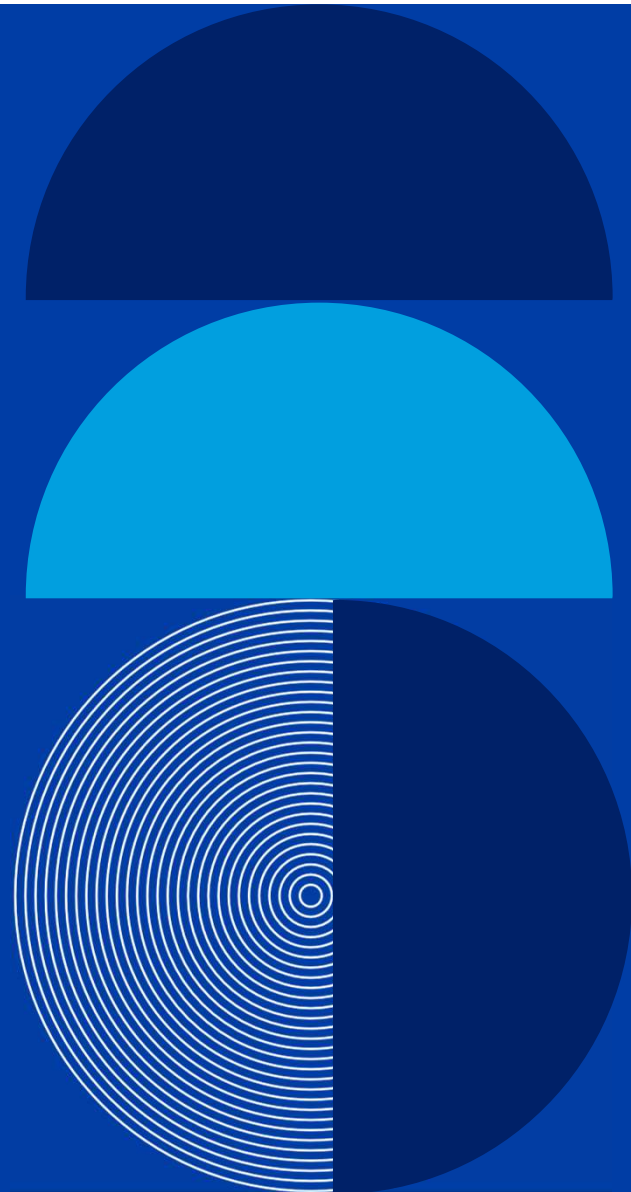


Operational Progress



\*OTI - One Time Impacts

**LANDSCAPE**

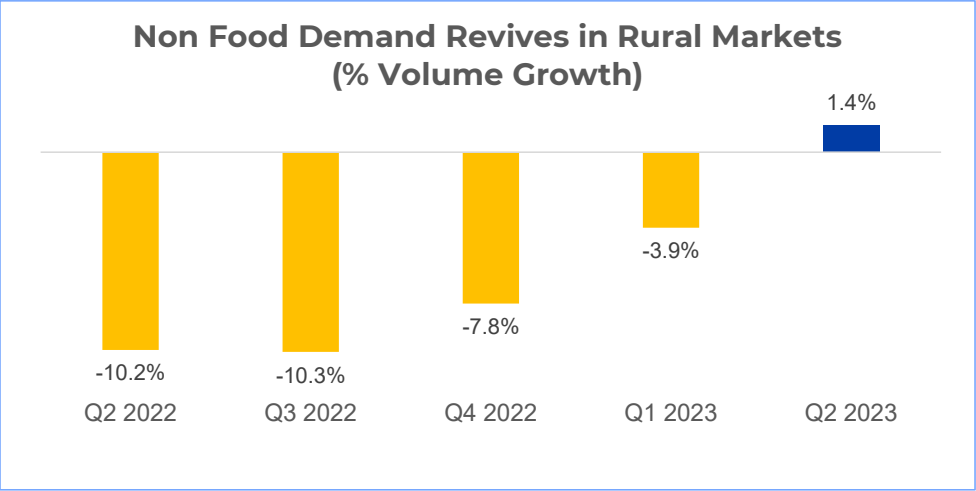
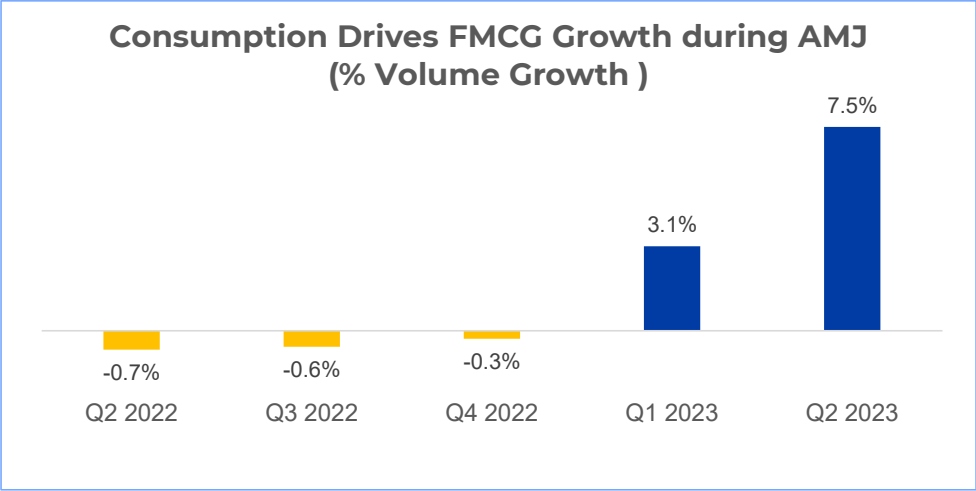


# AMJ'23 vs YA – FASTEST MARKET GROWTH IN 6 QUARTERS

## Driven by softening inflation & pick-up in rural consumption

**12% value growth driven by 7.5% consumption growth**

**Rural growth inflecting now – Growing vs YA (negative P2Y CAGR)**

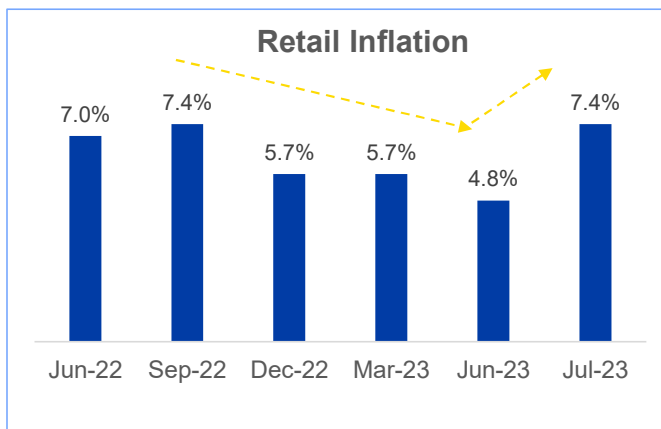


Source: NielsenIQ; News Articles

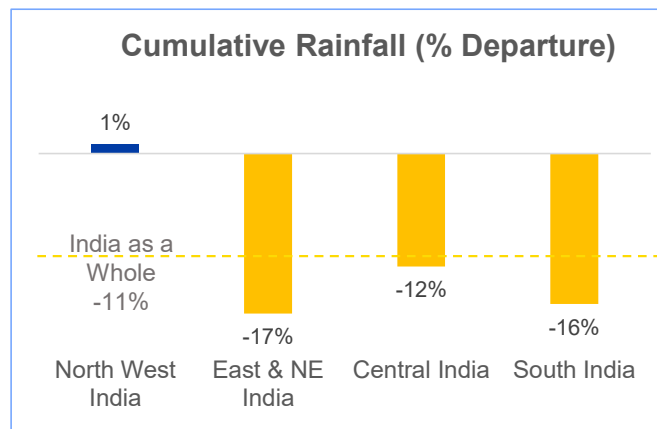
# MARKET GROWTH OUTLOOK – CAUTIOUSLY OPTIMISTIC

## Near Term Risks to Rural Demand Revival

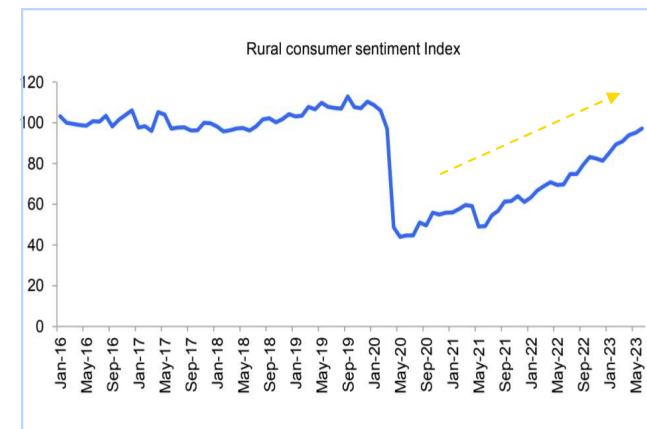
Pick up in retail inflation after sequential decline...



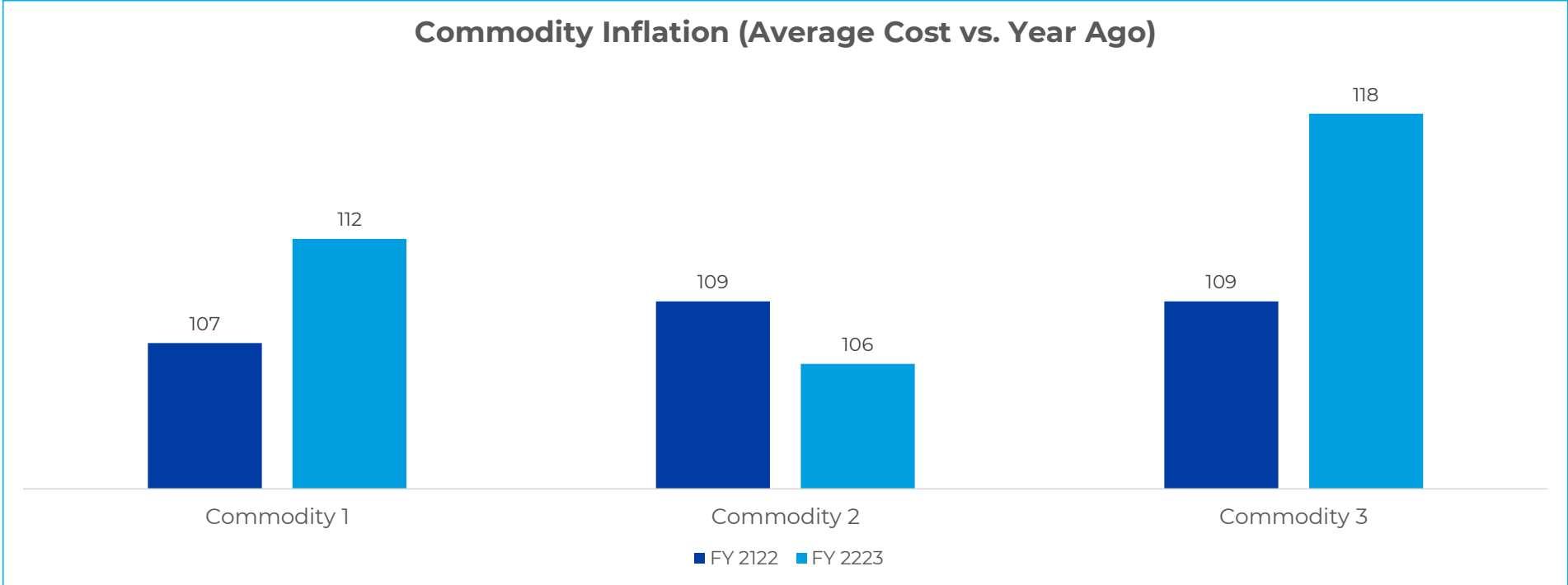
... and below average monsoons in August risking crop sowing..



.. Presenting a risk to improving rural sentiments

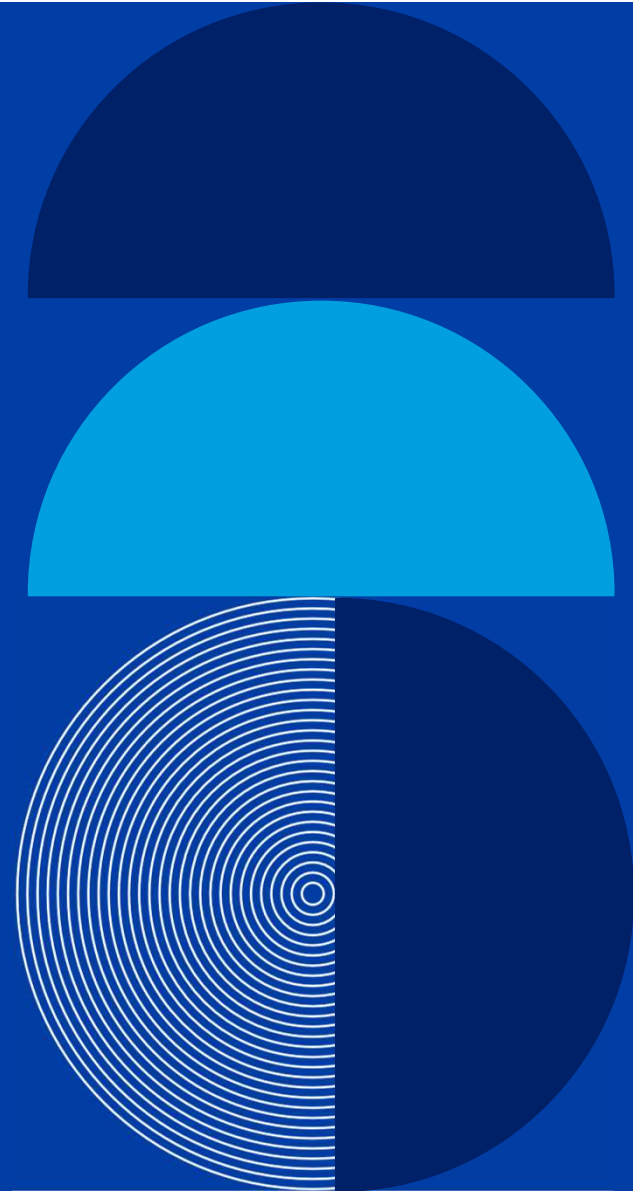


# COMMODITY PRICES REMAIN ELEVATED





# LONG TERM TRENDS



# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y

**+6%**  
CAGR  
Net Sales

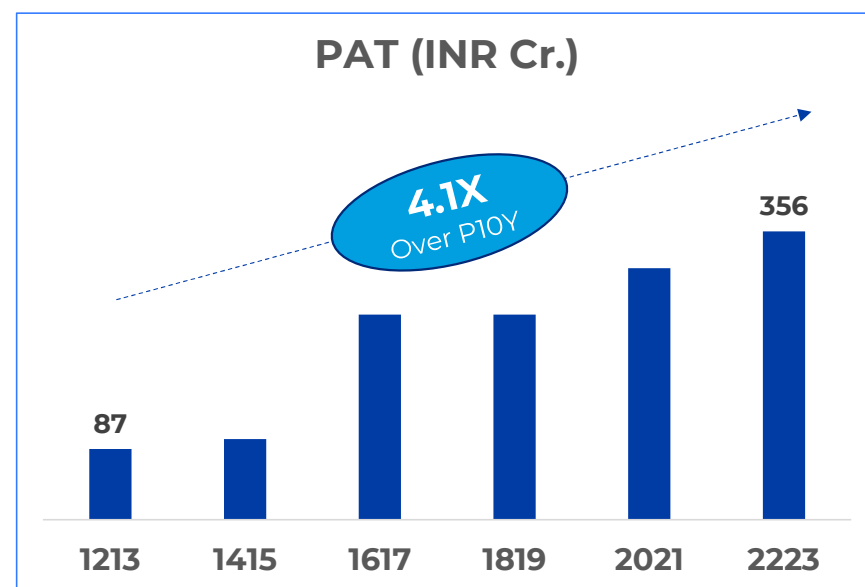
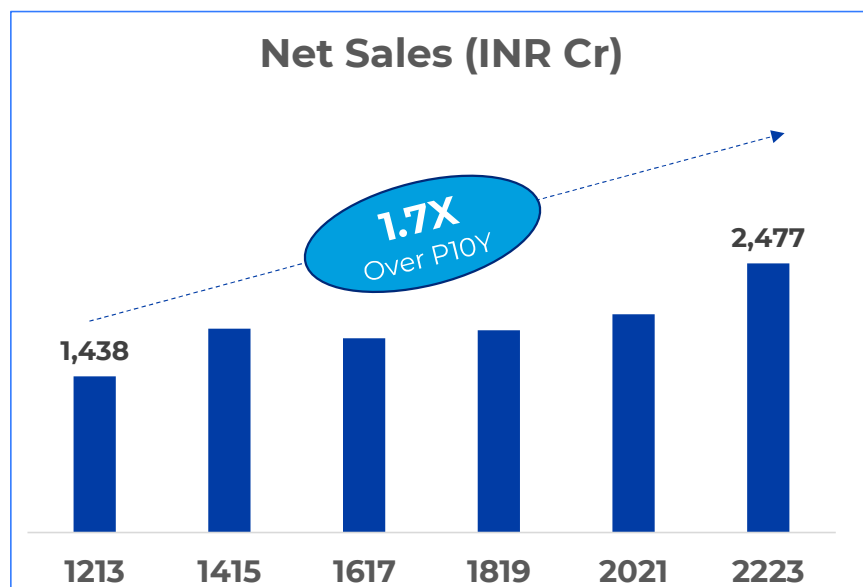
**+15%**  
CAGR  
PAT

**+24%**  
Increase  
In ROE



Note: 1) Basis Published results; 2) Net Sales refers to revenue from operations; 3) PAT Excluding OCI; 4) ROE = PAT/ Avg. Equity

# SUPERIOR AND SUSTAINED EXECUTION OVER P10Y



Note: 1) Basis Published results; 2) Net Sales refers to revenue from operations; 3) PAT Excluding OCI; 4) PAT – Profit After Tax; OCI – Other Comprehensive Income

# CREATING SIGNIFICANT SHAREHOLDER VALUE

- 12% CAGR in Stock Price over Past 10 Years
- Consistent Dividend Payout Since Past ~3 Decades



Source: NSE; Yahoo Finance

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# Q&A

