



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

November 13, 2017

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

Ref:- Scrip Code:- 507815

Dear Sir / Madam,

Sub:- Unaudited Financial Results for the quarter ended September 30, 2017

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, 2017 were approved.

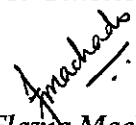
We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2017
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2017 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,
Yours faithfully,

For Gillette India Limited


Flavio Machado
Company Secretary



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Part I STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER 2017				
Particulars	(1) Three Months Ended 30th September 2017	(2) Preceding Three Months Ended 30th June 2017	(3) Corresponding Three Months Ended 30th September 2016	(4) Previous Year Ended 30th June 2017
	(Unaudited)	(Audited) (Refer Note 4 below)	(Unaudited)	(Audited)
1 Revenue from operations (Refer Note 3)	40 803	43 759	41 929	1 78 824
2 Other income (Refer Note 5)	112	490	888	3 782
3 Total income (1+2)	40 915	44 249	42 817	1 82 606
4 Expenses				
(a) Cost of raw and packing materials consumed	3 526	8 168	10 387	37 345
(b) Purchases of stock-in-trade (Traded goods)	12 810	11 858	10 245	43 299
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	265	(2 019)	(696)	(2 040)
(d) Excise duty	—	2 999	756	5 464
(e) Employee benefits expense	2 792	1 913	2 907	10 972
(f) Finance costs	111	268	108	674
(g) Depreciation expense	918	1 351	754	3 835
(h) Advertising & sales promotion expenses	4 585	7 254	5 480	23 037
(i) Other expenses	6 235	6 864	4 806	22 588
Total expenses	31 242	38 656	34 747	1 45 174
5 Profit before tax (3-4)	9 673	5 593	8 070	37 432
6 Tax expense				
(a) Current tax	3 475	1 876	2 456	12 122
(b) Deferred tax	(236)	(50)	130	2
Income tax expense	3 239	1 826	2 586	12 124
7 Profit for the period (5-6)	6 434	3 767	5 484	25 308
8 Other comprehensive income				
Other comprehensive income not to be reclassified to profit or loss:				
Re- measurement of the defined benefit plans	(293)	(981)	(94)	(1 173)
Income tax effect	101	340	32	406
Total other comprehensive income	(192)	(641)	(62)	(767)
9 Total comprehensive income for the period (7+8)	6 242	3 126	5 422	24 541
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				46 802
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):				
(a) Basic	19.75	11.56	16.83	77.67
(b) Diluted	19.75	11.56	16.83	77.67

See accompanying notes to the Financial Results

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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)
	Three Months Ended 30th September 2017	Preceding Three Months Ended 30th June 2017	Corresponding Three Months Ended 30th September 2016	Previous Year Ended 30th June 2017
	(Unaudited)	(Audited) (Refer Note 4 below)	(Unaudited)	(Audited)
1. Segment Revenue				
- Grooming	30 887	34 096	33 626	1 44 065
- Oral Care	9 916	9 663	8 303	34 759
Total Income from Operations	40 803	43 759	41 929	1 78 824
2. Segment Results (Profit/(Loss)) before finance costs and tax				
- Grooming	8 009	3 180	6 654	30 164
- Oral Care	1 701	2 129	7 43	4 558
Total Segment Results	9 710	5 309	7 397	34 722
Less: Finance costs	(111)	(268)	(108)	(674)
Add/(Less): Unallocable Income net of Unallocable Expenditure	74	552	781	3 384
Total Profit Before Tax	9 673	5 593	8 070	37 432
3. Segment assets				
- Grooming	62 212	56 076	57 194	56 076
- Oral Care	7 803	7 138	7 574	7 138
Total Segment Assets	70 015	63 214	64 768	63 214
- Unallocated Corporate Assets	36 748	36 632	76 018	36 632
Total Assets	1 06 763	99 846	1 40 786	99 846
4. Segment liabilities				
- Grooming	27 707	27 581	23 546	27 581
- Oral Care	8 627	6 764	5 958	6 764
Total Segment Liabilities	36 334	34 345	29 504	34 345
- Unallocated Corporate Liabilities	14 107	15 440	12 273	15 440
Total Liabilities	50 441	49 785	41 777	49 785

Notes to Segment:

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- 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 were approved by the Board of Directors of the Company at the Board Meeting held on 13th November, 2017. In compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a limited review of the above results has been carried out by the Statutory Auditors.
- 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.
- Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July, 2017, Central Excise, Value Added Tax (VAT) etc. have been subsumed into GST. In accordance with Indian Accounting Standard – 18 on Revenue and Schedule III of the Companies Act, 2013, unlike Excise Duties, levies like GST, VAT etc. are not part of Revenue. Accordingly, the figures for the period up to 30th June, 2017 are not strictly relatable to those thereafter.
- The figures for the preceding three months ended 30th June, 2017 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2017 and the year to date figures upto the third quarter of that financial year.

5 Other income includes as under:

Particulars	(₹ in Lakhs)			
	Three Months Ended 30th September 2017	Preceding Three Months Ended 30th June 2017	Corresponding Three Months Ended 30th September 2016	Previous Year Ended 30th June 2017
Interest on Income tax refund	---	---	---	834

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

AI Rajwani
Managing Director

Place: Mumbai
Date: 13th November, 2017



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Gillette India Ltd. Announces First Quarter Results

Comparable Sales up 10%; PAT up 17% for quarter ended September 30, 2017*

Mumbai, November 13, 2017 – Gillette India Limited (GIL) today announced its financial results for the quarter ended September 30, 2017. Driven by the company's focus on brand fundamentals, the comparable* sales were up 10% versus year ago. Reported sales were down 3% versus year ago due to changes in treatment of indirect taxes post GST.

Profit After Tax (PAT) was up 17% versus year ago behind continued focus on productivity and cost efficiency.

Grooming: Comparable* Sales in Grooming were up 1% versus year ago in a competitive market environment.

Oral Care: Comparable* Sales in Oral Care were up 35% versus year ago behind brand fundamentals, strength of the product portfolio and improved in-store execution.

*Comparable: Sales excluding GST/excise duties on sales further adjusted for other tax costs subsumed under GST and excluded from sales in the base

About Gillette India Ltd.

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that deals in some of the world leading brands GILLETTE and ORAL-B; and has carved a reputation for delivering high quality, value-added 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 www.pg.com for the latest news and in-depth information about GIL and its brands.

For details contact:

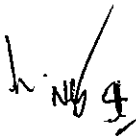
Madison Public Relations : Malika Bhavnani +91 9820496099; malika.bhavnani@madisonpr.in


**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS
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, 2017 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder 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 stated above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, 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 modified by 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.


For DELOITTE HASKINS & SELLS LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)


Shyamak R Tata
Partner
(Membership No. 038320)

MUMBAI, November 13, 2017