



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 7337

November 5, 2019

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 September 30, 2019

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, 2019 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2019;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2019 furnished by Statutory Auditors of the Company.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Gillette India Limited


Flavia Machado
Associate Legal Manager





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(₹ in Lakhs)				
STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER 2019				
Particulars	(1)	(2)	(3)	(4)
	Three Months Ended 30th September 2019	Preceding Three Months Ended 30th June 2019	Corresponding Three Months Ended 30th September 2018	Previous Year Ended 30th June 2019
	(Unaudited)	(Audited) Refer Note 4 below	(Unaudited)	(Audited)
1 Revenue from operations	46 220	46 397	45 651	1 86 165
2 Other income	168	242	380	1 360
3 Total income (1+2)	46 388	46 639	46 031	1 87 525
4 Expenses				
(a) Cost of raw and packing materials consumed	8 233	6 138	4 440	23 314
(b) Purchases of stock-in-trade (Traded goods)	15 382	13 906	15 308	60 847
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(2 252)	2 998	197	(2 271)
(d) Employee benefits expense	3 274	2 607	3 205	10 830
(e) Finance costs	80	392	90	785
(f) Depreciation expense	1 219	1 269	1 134	4 770
(g) Advertising & sales promotion expenses	6 585	7 862	5 424	25 849
(h) Other expenses	5 207	9 887	6 392	29 496
Total expenses	37 728	45 059	36 190	1 53 620
5 Profit before tax (3-4)	8 660	1 580	9 841	33 905
6 Tax expense				
(a) Current tax	2 335	593	3 768	13 520
(b) Deferred tax	149	13	(462)	(1 299)
(c) Prior year tax adjustments	---	(3 608)	---	(3 608)
Income tax expense	2 484	(3 002)	3 306	8 613
7 Profit for the period (5-6)	6 176	4 582	6 535	25 292
8 Other comprehensive income				
Items that will not be reclassified to profit or loss:				
Re-measurement of the defined benefit plans	(199)	(598)	110	(796)
Income tax effect on above	50	209	(38)	278
Total other comprehensive income	(149)	(389)	72	(518)
9 Total comprehensive income for the period (7+8)	6 027	4 193	6 607	24 774
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259
11 Other Equity				74 577
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):				
(a) Basic	18.95	14.07	20.06	77.62
(b) Diluted	18.95	14.07	20.06	77.62

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)
	Three Months Ended 30th September 2019	Preceding Three Months Ended 30th June 2019	Corresponding Three Months Ended 30th September 2018	Previous Year Ended 30th June 2019
	(Unaudited)	(Audited) Refer Note 4 below	(Unaudited)	(Audited)
1. Segment Revenue				
- Grooming	34 332	36 127	34 336	1 45 839
- Oral Care	11 888	10 270	11 315	40 326
Total Income from Operations	46 220	46 397	45 651	1 86 165
2. Segment Results (Profit/(Loss)) before finance costs and tax:				
- Grooming	7 907	1 136	7 977	27 510
- Oral Care	868	729	1 663	5 605
Total Segment Results	8 775	1 865	9 640	33 115
Less: Finance costs	(80)	(392)	(90)	(785)
Add/(Less): Unallocable Income net of Unallocable Expenditure	(35)	107	291	1 575
Total Profit Before Tax	8 660	1 580	9 841	33 905
3. Segment assets				
- Grooming	69 802	65 599	62 784	65 599
- Oral Care	10 039	8 631	7 117	8 631
Total Segment Assets	79 841	74 230	69 901	74 230
- Unallocated Corporate Assets	58 384	46 766	59 353	46 766
Total Assets	1 38 225	1 20 996	1 29 254	1 20 996
4. Segment liabilities				
- Grooming	29 398	22 712	27 367	22 712
- Oral Care	12 004	6 378	9 808	6 378
Total Segment Liabilities	41 402	29 090	37 175	29 090
- Unallocated Corporate Liabilities	12 903	14 070	16 023	14 070
Total Liabilities	54 305	43 160	53 198	43 160



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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 5th November, 2019 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 2 The Company elected to exercise the option permitted under section 115BAA of the Income-Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly the Company has recognised Provision for Income Tax for the quarter ended 30th September 2019 and re-measured its Deferred Tax Assets basis the rate prescribed in the said section. The full impact of this change has been recognised in the financial results for the quarter ended 30th September 2019.
- 3 The Company has adopted Ind AS 116 effective 1st July, 2019, using the modified retrospective method. The Company has applied the standard to its leases with cumulative impact recognised on the date of initial application (1st July 2019). Accordingly, previous period information has not been restated and is to that extent not comparable.
- 4 Previous period figures have been regrouped / reclassified wherever necessary. The figures for the preceding three months ended 30th June, 2019 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2019 and the year to date figures upto the third quarter of that financial year.

Place: Mumbai
Date: 5 November, 2019

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


Madhusudan Gopalan
Managing Director





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Gillette India Ltd. announces first quarter results

Sales up 1% for quarter ended September 30, 2019

Mumbai, November 5, 2019: Gillette India Limited (GIL) today announced its financial results for the first quarter ended September 30, 2019. The company delivered sales of ₹462 crores, up 1% vs. year ago in a challenging market environment. Profit After Tax (PAT) for the quarter stood at ₹62 crores down 5% vs. year ago largely behind increased spending on advertising and innovation.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *“In a challenging macro-economic environment, we delivered resilient growth in the quarter by raising the bar on superiority, improving productivity, and strengthening the organization culture. We will continue to remain focused on these strategies in line with our aim to drive balanced growth.*

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 https://www.pg.com/en_IN/ for the latest news and in-depth information about GIL and its brands.

For details contact:

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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 ended September 30, 2019, 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 and approved by the Board of Directors at its meetings held on November 5, 2019, 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


Darius Z. Fraser
PARTNER

M. No.: 42454

UDIN: 19042454AAAAEF2774

Mumbai, November 5, 2019

LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001
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