



**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  
[www.pg.com/en\\_IN](http://www.pg.com/en_IN)

Date : 08/05/2020

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400001.  
**Scrip Code:- 500459**

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  
**PGHH**

Dear Sir / Madam,

**Sub:- Unaudited Financial Results for the quarter ended March 31, 2020**

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 March 31, 2020 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended March 31, 2020;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2020 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,  
Yours faithfully,

*For Procter & Gamble Hygiene and Health Care Limited*

*Flavia Machado  
Company Secretary*

# **KALYANIWALLA & MISTRY LLP**

**CHARTERED ACCOUNTANTS**

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**REVIEW REPORT TO  
THE BOARD OF DIRECTORS  
PROCTER & GAMBLE HYGIENE AND HEALTH CARE LIMITED**

1. We have reviewed the accompanying Statement of Unaudited Financial Results of **PROCTER & GAMBLE HYGIENE AND HEALTH CARE LIMITED** (“the Company”) for the quarter and nine months ended March 31, 2020, 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, (initialed 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 May 8, 2020, 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

*Roshni R. Marfatia*

**PARTNER**

M. No.: 106548

UDIN: 20106548AAAAAV5908

Mumbai, May 8, 2020.



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**STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2020**

(₹ in Lakhs)

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st Mar 2020	Preceding Three Months Ended 31st Dec 2019	Corresponding Three Months Ended 31st Mar 2019	Nine Months Ended 31st Mar 2020	Corresponding Nine Months Ended 31st Mar 2019	Previous Year Ended 30th June 2019
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1</b> Revenue from operations	65 605	85 927	69 934	2 36 746	2 30 921	2 94 650
<b>2</b> Other income (Refer Note 3)	1 452	902	843	3 456	4 365	5 334
<b>3</b> <b>Total income (1+2)</b>	<b>67 057</b>	<b>86 829</b>	<b>70 777</b>	<b>2 40 202</b>	<b>2 35 286</b>	<b>2 99 984</b>
<b>4</b> <b>Expenses</b>						
a) Cost of raw and packing materials consumed	21 064	28 915	21 366	83 467	68 666	95 064
b) Purchases of stock-in-trade (Traded goods)	2 447	1 078	5 669	4 652	30 088	32 195
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	( 1 618)	2 120	2 580	( 360)	( 1 233)	( 3 773)
d) Employee benefits expense	5 020	4 292	3 458	13 519	10 731	13 238
e) Finance costs	243	224	54	503	144	548
f) Depreciation expense	1 175	1 148	1 256	3 468	3 697	4 978
g) Impairment losses (Refer Note 5)	1 388	---	---	1 388	---	---
h) Advertising & sales promotion expenses	7 474	10 801	7 024	28 721	24 312	31 331
i) Other expenses	17 377	20 051	15 472	56 019	43 913	65 670
<b>Total expenses</b>	<b>54 570</b>	<b>68 629</b>	<b>56 879</b>	<b>1 91 377</b>	<b>1 80 318</b>	<b>2 39 251</b>
<b>5</b> <b>Profit before tax (3-4)</b>	<b>12 487</b>	<b>18 200</b>	<b>13 898</b>	<b>48 825</b>	<b>54 968</b>	<b>60 733</b>
<b>6</b> <b>Tax expense</b>						
a) Current tax	3 648	4 888	5 081	12 841	20 072	22 185
b) Deferred tax	( 271)	85	( 194)	( 37)	( 938)	( 1 019)
c) Prior year tax adjustments	---	( 366)	---	( 366)	---	( 2 346)
<b>7</b> <b>Profit for the period (5-6)</b>	<b>3 377</b>	<b>4 607</b>	<b>4 887</b>	<b>12 438</b>	<b>19 134</b>	<b>18 820</b>
<b>8</b> <b>Other comprehensive income</b>						
Items that will not be reclassified to profit or loss:						
Re- measurement of the defined benefit plans	93	171	( 8)	7	( 119)	( 1 026)
Income tax effect on above	( 24)	( 43)	3	( 2)	41	359
<b>Total other comprehensive income for the period</b>	<b>69</b>	<b>128</b>	<b>( 5)</b>	<b>5</b>	<b>( 78)</b>	<b>( 667)</b>
<b>9</b> <b>Total comprehensive income for the period (7+8)</b>	<b>9 179</b>	<b>13 721</b>	<b>9 006</b>	<b>36 392</b>	<b>35 756</b>	<b>41 246</b>
<b>10</b> Paid-up equity share capital (Face Value ₹ 10 per equity share)	3 246	3 246	3 246	3 246	3 246	3 246
<b>11</b> Other Equity						87 660
<b>12</b> <b>Earnings per Share (Face value of ₹ 10 per equity share) (not annualised) :</b>						
a) Basic	28.07	41.88	27.76	112.10	110.39	129.12
b) Diluted	28.07	41.88	27.76	112.10	110.39	129.12
<b>See accompanying notes to the financial results</b>						

**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 8th May, 2020 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 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.
- Other income for the nine months ended March 31, 2019 and year ended June 30, 2019, includes an amount of Rs. 1,312 lakhs being one time gain from transfer of property in the quarter ended September 30, 2018.
- The Goods and Services Tax (GST) council has exempted Sanitary Pads from GST with effect from July 27, 2018 (the transition date) vide notification no. G.S.R. 667(E) dated July 28, 2018, consequently, the Company's Fem Care Category is exempt from GST with effect from the said date. Post transition date, the GST on the inputs pertaining to Fem care products is being charged directly to the statement of profit and loss. Hence, the numbers for the year ended June 30, 2019 are not comparable to that extent.
- Certain Property, Plant & Equipment that had been classified as "Held for Sale" was impaired and recorded at its then fair value in the year ended June 30, 2018. In the current quarter, the Company has, based on certain quotes obtained, reassessed the fair value of these assets and a further impairment loss amounting to Rs. 1,388 lakh has been recognized in the Statement of Profit and Loss.
- As a result of the nationwide lockdown imposed by the Government of India, the operations of the Company were temporarily disrupted at its manufacturing, warehouse and distribution locations impacting sales in the second half of March 2020. Since then, the operations have been gradually resuming in line with the Government directives issued from time to time.
- The Company has identified Health and Hygiene Products as its single primary reportable segment in accordance with the requirements of Ind AS 108 - Operating Segments. Accordingly, no separate segment information has been provided.
- Previous period figures have been regrouped / reclassified wherever necessary.

For and on behalf of the Board of Directors of  
**Procter & Gamble Hygiene and Health Care Limited**

GOPALAN Digitally signed  
 by GOPALAN  
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 UDAN  
 MADHUSUDAN  
 Date: 2020.05.08  
 11:52:23 +05'30'

**Madhusudan Gopalan**  
 Managing Director

Place : Mumbai  
 Date : 8th May, 2020



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### **Procter & Gamble Hygiene and Health Care Ltd. announces third quarter results**

**Mumbai, May 8, 2020:** Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the quarter ended March 31, 2020. The company delivered sales of ₹656 crores, down 6% vs year ago. The company was forecasting high single digit sales growth for the quarter before the lockdown. But following the nationwide lockdown to contain the spread of COVID-19, the business operations were severely disrupted across the country. The Profit After Tax (PAT) was ₹91 crores, up 1% vs. year ago.

**Madhusudan Gopalan, Managing Director, Procter & Gamble Hygiene and Health Care Ltd.** said, “During this unprecedented crisis, our organization has been focusing on protecting the health and safety of each other, serving the Indian consumers with our health and hygiene products which become critical now more than ever, and to support communities in need through our relief efforts. In the near-term, we will focus on scaling up our operations to maximize the availability of our products to meet consumer needs, while following health and safety guidelines by the government authorities. With the strength of our product portfolio, we are well positioned to serve the needs of our consumers by offering superior propositions and value across different price segments. We are also stepping up to be a force for good through our COVID-19 response and relief program ‘*P&G Suraksha India*’ where we are supporting government and relief organizations through in-kind, product and critical supplies donations, and are creating awareness about preventive measures to combat the spread of COVID-19.”

As a part of the company’s COVID-19 relief efforts, its leading feminine care brand Whisper® is supporting the government and relief organizations with more than 15 lakh sanitary pads for female healthcare workers, women in underprivileged containment areas and migrant communities. Through its ‘Touch of Care’ program, the company’s healthcare brand Vicks® is donating more than 33,000 protective hygiene and ration kits to the elderly people in need.

#### **About Procter & Gamble Hygiene and Health Care Ltd.**

Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) is one of India’s fastest growing FMCG companies that has in its portfolio WHISPER – India’s leading Feminine Hygiene brand, and VICKS – India’s No. 1 Health Care brand and Old Spice. The company has carved a reputation for delivering high-quality products and superior value propositions to meet the needs of consumers. PGHHCL 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](http://www.pg.com) for the latest news and in-depth information about P&G and its brands.

**For details contact Madison Public Relations:** Malika Bhavnani +91 9820496099; [malika.bhavnani@madisonpr.in](mailto:malika.bhavnani@madisonpr.in)