



**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  
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February 7, 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 December 31, 2016**

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 December 31, 2016 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended December 31, 2016
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended December 31, 2016 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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(₹ in Lakhs)						
Part I STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 31ST DECEMBER 2016						
Particulars	(1) Three Months Ended 31st Dec 2016	(2) Preceding Three Months Ended 30th Sept 2016	(3) Corresponding Three Months Ended 31st Dec 2015	(4) Six Months Ended 31st Dec 2016	(5) Corresponding Six Months Ended 31st Dec 2015	(6) Previous Year Ended 30th June 2016
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Continuing Operations</b>						
<b>1 Income from operations</b>						
(a) Gross Sales / Income from operations	39 679	41 919	44 303	81 598	83 251	1 77 461
(b) Other operating income	3	10	10	13	30	107
<b>Total income from operations</b>	<b>39 682</b>	<b>41 929</b>	<b>44 313</b>	<b>81 611</b>	<b>83 281</b>	<b>1 77 568</b>
<b>2 Expenses</b>						
(a) Cost of raw and packing materials consumed	7 651	10 387	9 720	18 038	19 150	45 825
(b) Purchase of stock-in-trade	12 274	10 245	11 184	22 519	21 359	43 260
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	( 1 933)	( 696)	( 374)	( 2 629)	( 557)	( 3 666)
(d) Excise duty	744	756	419	1 500	814	2 049
(e) Employee benefits expense	2 548	2 907	2 672	5 455	5 478	10 682
(f) Depreciation and amortization expense	892	754	676	1 646	1 413	3 027
(g) Advertising & sales promotion expenses	5 182	5 480	7 308	10 662	12 301	23 871
(h) Other expenses	5 775	4 806	5 578	10 581	12 020	25 045
<b>Total expenses</b>	<b>33 133</b>	<b>34 639</b>	<b>37 183</b>	<b>67 772</b>	<b>71 978</b>	<b>1 50 093</b>
<b>3 Profit from operations before other income and finance costs (1-2)</b>	<b>6 549</b>	<b>7 290</b>	<b>7 130</b>	<b>13 839</b>	<b>11 303</b>	<b>27 475</b>
4 Other income (Refer Note 6)	1 560	888	927	2 448	1 752	3 576
<b>5 Profit from ordinary activities before finance costs (3+4)</b>	<b>8 109</b>	<b>8 178</b>	<b>8 057</b>	<b>16 287</b>	<b>13 055</b>	<b>31 051</b>
6 Finance costs	93	108	217	201	276	531
<b>7 Profit from ordinary activities before tax (5-6)</b>	<b>8 016</b>	<b>8 070</b>	<b>7 840</b>	<b>16 086</b>	<b>12 779</b>	<b>30 520</b>
8 Tax expense	2 541	2 586	2 594	5 127	4 464	10 617
<b>9 Net Profit for the period (7-8)</b>	<b>5 475</b>	<b>5 484</b>	<b>5 246</b>	<b>10 959</b>	<b>8 315</b>	<b>19 903</b>
<b>Discontinued Operations (Refer Note 4)</b>						
10 Discontinuation Facilitation Income (before tax)	----	----	----	----	182	182
11 Profit from Discontinued Operations (before tax)	----	----	( 33)	----	222	2 100
12 Income from Discontinued Operations (10+11)	----	----	( 33)	----	404	2 282
13 Tax expense on Discontinuation Facilitation Income	----	----	----	----	63	63
14 Tax expense on profit from Discontinued Operations	----	----	( 11)	----	77	727
<b>15 Total tax expenses on Discontinued Operations (13+14)</b>	----	----	( 11)	----	140	790
<b>16 Net Profit after tax for the period from Discontinued Operations (12-15)</b>	----	----	( 22)	----	264	1 492
<b>17 Net Profit after tax from Total Operations (9+16)</b>	<b>5 475</b>	<b>5 484</b>	<b>5 224</b>	<b>10 959</b>	<b>8 579</b>	<b>21 395</b>
18 Other comprehensive income (net of tax)	( 9)	( 62)	( 42)	( 71)	( 84)	( 168)
<b>19 Total Comprehensive Income (after tax) (17+18)</b>	<b>5 466</b>	<b>5 422</b>	<b>5 182</b>	<b>10 888</b>	<b>8 495</b>	<b>21 227</b>
20 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259	3 259
21 Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	-	-	-	-	-	90 403
<b>22 Earnings per share from Continuing Operations</b> (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	16.80	16.83	16.10	33.63	25.52	61.07
(b) Diluted	16.80	16.83	16.10	33.63	25.52	61.07
<b>23 Earnings per share from Discontinued Operations</b> (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	-	-	(0.07)	-	0.81	4.58
(b) Diluted	-	-	(0.07)	-	0.81	4.58
<b>24 Earnings per share from Total Operations</b> (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	16.80	16.83	16.03	33.63	26.33	65.65
(b) Diluted	16.80	16.83	16.03	33.63	26.33	65.65

See accompanying notes to the Financial Results

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st Dec 2016	Preceding Three Months Ended 30th Sept 2016	Corresponding Three Months Ended 31st Dec 2015	Six Months Ended 31st Dec 2016	Corresponding Six Months Ended 31st Dec 2015	Previous Year Ended 30th June 2016
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
1. Segment Revenue						
- Grooming	31 330	33 626	34 469	64 956	64 564	141,545
- Portable Power	----	----	2 378	----	4 700	8 733
- Oral Care	8 352	8 303	9 844	16 655	18 717	36 023
<b>Total Income from Operations</b>	<b>39 682</b>	<b>41 929</b>	<b>46 691</b>	<b>81 611</b>	<b>87 981</b>	<b>1 86 301</b>
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	6 857	6 654	5 802	13 511	10 803	24 845
- Portable Power	----	----	( 234)	----	( 220)	1 741
- Oral Care	( 250)	743	1 976	493	1 513	2 419
<b>Total Segment Results</b>	<b>6 607</b>	<b>7 397</b>	<b>7 544</b>	<b>14 004</b>	<b>12 096</b>	<b>29 005</b>
Discontinuation facilitation income	----	----	----	----	182	182
Less: Finance costs	( 93)	( 108)	( 217)	( 201)	( 276)	( 531)
Add/(Less): Unallocable Income net of Unallocable Expenditure	1 502	781	480	2 283	1 181	4 146
<b>Total Profit Before Tax</b>	<b>8 016</b>	<b>8 070</b>	<b>7 807</b>	<b>16 086</b>	<b>13 183</b>	<b>32 802</b>
3. Segment assets						
- Grooming	57 923	57 194	47 022	57 923	47 022	52 585
- Portable Power	----	----	1 872	----	1 872	----
- Oral Care	7 336	7 574	10 006	7 336	10 006	9 815
<b>Total Segment Assets</b>	<b>65 259</b>	<b>64 768</b>	<b>58 900</b>	<b>65 259</b>	<b>58 900</b>	<b>62 400</b>
- Unallocated Corporate Assets	76 185	76 018	65 374	76 185	65 374	80 046
<b>Total Assets</b>	<b>1 41 444</b>	<b>1 40 786</b>	<b>1 24 274</b>	<b>1 41 444</b>	<b>1 24 274</b>	<b>1 42 446</b>
4. Segment liabilities						
- Grooming	24 904	23 546	21 147	24 904	21 147	27 233
- Portable Power	----	----	1 992	----	1 992	----
- Oral Care	7 639	5 958	7 539	7 639	7 539	7 388
<b>Total Segment Liabilities</b>	<b>32 543</b>	<b>29 504</b>	<b>30 678</b>	<b>32 543</b>	<b>30 678</b>	<b>34 621</b>
- Unallocated Corporate Liabilities	12 129	12 273	12 709	12 129	12 709	14 163
<b>Total Liabilities</b>	<b>44 672</b>	<b>41 777</b>	<b>43 387</b>	<b>44 672</b>	<b>43 387</b>	<b>48 784</b>

**Notes to Segment:**

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (IND AS - 108).
- Grooming segment includes shaving system and cartridges, blades, toiletries and components, Portable Power segment includes batteries, Oral Care segment includes tooth brushes, tooth pastes and oral care products.
- Unallocated Corporate Assets mainly represent advance taxes paid and investment of surplus funds and Unallocated Corporate Liabilities mainly represents provision for income tax.

**Notes :**

## 1 Statement of Assets and Liabilities

Particulars	(₹ in Lakhs)	
	As at Six Months Ended 31st December 2016 (Unaudited)	As at Year Ended 30th June 2016 (Unaudited)
<b>A. ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	21 590	17 817
Capital work-in-progress	4 225	8 821
<b>Financial assets</b>		
(i) Loans	2 542	2 565
(ii) Other financial assets	238	248
Deferred tax assets (Net)	1 356	1 497
Other non-current assets	16 285	14 171
<b>Total non-current assets</b>	<b>46 236</b>	<b>45 119</b>
<b>Current assets</b>		
Inventories	24 724	24 455
<b>Financial assets</b>		
(i) Trade receivables	14 758	10 976
(ii) Cash and cash equivalents	50 996	53 646
(iii) Bank balances other than (ii) above	85	71
(iv) Loans	3 347	4 175
(v) Other financial assets	476	3 212
Other current assets	822	792
<b>Total current assets</b>	<b>95 208</b>	<b>97 327</b>
<b>TOTAL ASSETS</b>	<b>1 41 444</b>	<b>1 42 446</b>
<b>B. EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	3 259	3 259
Other equity	93 513	90 403
<b>Total equity</b>	<b>96 772</b>	<b>93 662</b>
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
(i) Other financial liabilities	----	1
Provisions	354	354
<b>Total non-current liabilities</b>	<b>354</b>	<b>355</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
(i) Trade payables	31 952	32 108
(ii) Other financial liabilities	677	2 583
Provisions	415	421
Current tax liabilities (Net)	3 886	6 345
Other current liabilities	7 388	6 972
<b>Total current liabilities</b>	<b>44 318</b>	<b>48 429</b>
<b>Total liabilities</b>	<b>44 672</b>	<b>48 784</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 41 444</b>	<b>1 42 446</b>



- 2 The above results were approved by the Board of Directors of the Company at the Board Meeting held on 7th February, 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.
- 3 The financial results of the Company have been prepared in accordance with Indian Accounting Standard (IND AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) Rules, 2016. The Company adopted IND AS from 1st July, 2016, and accordingly, these financial results (including for all the periods presented) have been prepared in accordance with the recognition and measurement principles in IND AS 34 - Interim Financial Reporting, prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. The date of transition to IND AS is July 1, 2015. The impact of the transition has been accounted for in opening reserves and the comparable periods / preceding year end have been restated accordingly.
- 4 Consistent with the decision of Procter & Gamble Company U.S.A. to exit the business of Portable Power (Duracell), the Company in July 2015 received intimation that Procter & Gamble International Operations S.A. has decided to terminate the distributor arrangement entered into with the Company. Such termination is effective 29th February, 2016. As a result of such termination, the Company had also received a sum of US \$10 million (equivalent to ₹ 6 551 lakhs) [Net of tax ₹ 4 284 lakhs] as discontinuation facilitation payment from Procter & Gamble International S.A.R.L., Luxemburg in relation to the discontinuation of the Duracell India business and accounted for ₹ 182 Lakhs in the quarter ended Sep 30, 2015 of the previous year and ₹ 6 369 Lakhs in 2014-15.

The Duracell batteries business was a reportable segment under Portable Power segment and is consequently treated as a discontinued operation.

In addition to the above, the amount of the ordinary activities attributable to discontinued operations are as under:

	(₹ in Lakhs)					
	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st Dec 2016	Preceding Three Months Ended 30th Sept 2016	Corresponding Three Months Ended 31st Dec 2015	Six Months Ended 31st Dec 2016	Corresponding Six Months Ended 31st Dec 2015	Previous Year Ended 30th June 2016
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Profit from ordinary activities						
Sale of products	----	----	2 378	----	4 700	8 730
Other operating revenue	----	----	----	----	----	3
<b>Total revenue (A)</b>	----	----	<b>2 378</b>	----	<b>4 700</b>	<b>8 733</b>
Cost of materials consumed	----	----	1 503	----	2 908	2 898
Changes in inventories of finished goods, work-in-progress and stock-in-trade	----	----	----	----	----	1 238
Advertising & sales promotion expenses	----	----	310	----	568	1 258
Other expenses	----	----	598	----	1 002	1 239
<b>Total expenses (B)</b>	----	----	<b>2 411</b>	----	<b>4 478</b>	<b>6 633</b>
<b>Profit before tax from ordinary activities (A-B)</b>	----	----	<b>( 33)</b>	----	<b>222</b>	<b>2 100</b>
Tax expense	----	----	( 11)	----	77	727
<b>Profit after tax from discontinued operations</b>	----	----	<b>( 22)</b>	----	<b>145</b>	<b>1 373</b>

- 5 Reconciliation of the financial results and Equity to those reported under previous Generally Accepted Accounting Principles (GAAP) are summarised as follows:

Particulars	Notes	Profit Reconciliation			Equity Reconciliation
		Three Months Ended 31st Dec 2015	Six Months Ended 31st Dec 2015	Year Ended 30th June 2016	As at 30th June 2016
<b>Profit after tax / Equity as reported under previous GAAP</b>		<b>5 199</b>	<b>8 528</b>	<b>21 303</b>	<b>82 520</b>
1) Reversal of Proposed Dividend including tax thereon					7 844
2) Change in accounting of group share based payment arrangements which were erstwhile accounted as expense when re-charged by the group, now accounted as equity settled scheme over the vesting period	(a)	( 27)	( 51)	( 115)	
3) Reclassification of actuarial (gains) / losses, arising in respect of defined benefit plans		64	128	257	
4) Deferred Tax Impact		( 12)	( 26)	( 50)	39
<b>Profit after tax/Equity as reported under IND AS</b>		<b>5 224</b>	<b>8 579</b>	<b>21 395</b>	<b>90 403</b>
Other Comprehensive Income (net of tax)		( 42)	( 84)	( 168)	
<b>Total Comprehensive Income as reported under IND AS</b>		<b>5 182</b>	<b>8 495</b>	<b>21 227</b>	

(a) Under IND AS, the cost of P&G USA Stock Options is recognised based on the fair value of the options as on the grant date. In terms of the exemptions, the fair value of unvested options as at the date of transition have been accounted for as part of reserves. The fair value of options vesting after the transition date have been recognised in profit or loss.

- 6 Other income includes as under:

Particulars	(₹ in Lakhs)					
	Three Months Ended 31st Dec 2016	Preceding Three Months Ended 30th Sept 2016	Corresponding Three Months Ended 31st Dec 2015	Six Months Ended 31st Dec 2016	Corresponding Six Months Ended 31st Dec 2015	Previous Year Ended 30th June 2016
Interest on Income tax refund	834	----	----	834	----	385

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

Al Rajwani  
Managing Director



Place: Mumbai  
Date: 7th February, 2017



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**Gillette India Ltd. Announces Second Quarter Results**  
*Sales down 10%; PAT up 4% for quarter ended December 31, 2016*

**Mumbai, February 7, 2017** – Gillette India Limited (GIL) today announced its financial results for the quarter ended December 31, 2016. During the quarter, there was an unforeseen liquidity crunch in the market that impacted trade inventories and consumer offtake. As a result, sales decreased to Rs. 397 crores, down 10% versus last year. The company responded with agility by strengthening fundamentals to mitigate risk. Profit After Tax (PAT) was at Rs. 55 crores, up 4% versus year ago. The company has benefited from portfolio optimization, even as it continues to focus on productivity and cost efficiency.

The market has started showing early signs of recovery and the company will continue to focus on balanced growth behind brand fundamentals, strength of product portfolio and improved in-store execution.

**Grooming:** Sales in Grooming were down by 9% versus year ago. However, the premium part of the portfolio continued to perform well.

**Oral Care:** Sales in Oral Care were down 15% versus last year behind portfolio optimization and liquidity squeeze in the quarter.

**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](http://www.pg.com) for the latest news and in-depth information about GIL and its brands.

**For details contact:**

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## 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 and Six Months ended December 31, 2016 and Unaudited Statement of Assets and Liabilities as at December 31, 2016 ("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)



K. A. Katki  
Partner

(Membership No. 038568)