



Gillette India Limited

CIN: L28931RJ1984PLC002890

Head 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

PART I		(₹ in Lakhs)			
STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 th SEPTEMBER 2014					
	Particulars	(1)	(2)	(3)	(4)
		Three Months Ended 30 th September 2014	Preceding Three Months Ended 30 th June 2014	Corresponding Three Months Ended 30 th September 2013	Previous Year Ended 30 th June 2014
		(Unaudited)	(Audited) (Refer Note 2 below)	(Unaudited)	(Audited)
1	Income from operations				
	(a) Net Sales/Income from operations (Net of excise duty)	43893	47667	38717	174562
	(b) Other operating income	105	305	43	417
	Total income from operations (Net)	43998	47972	38760	174979
2	Expenses				
	a) Cost of raw and packing materials consumed	6707	6607	8132	35786
	b) Purchase of stock-in-trade	14740	13917	11157	48758
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(108)	1592	(1155)	136
	d) Employee benefits expense	2566	3092	2358	9513
	e) Depreciation and amortization expense	850	874	813	3298
	f) Advertising & sales promotion expenses	8747	11056	8810	41940
	g) Other expenses	9077	9016	7138	30608
	Total expenses	42579	46154	37253	170039
3	Profit from operations before other income and finance costs (1-2)	1419	1818	1507	4940
4	Other income	1566	705	883	3162
5	Profit from ordinary activities before finance costs (3+4)	2985	2523	2390	8102
6	Finance costs	240	(10)	1	36
7	Profit from ordinary activities before tax (5-6)	2745	2533	2389	8066
8	Tax expense	977	857	875	2924
9	Net Profit for the period (7-8)	1768	1676	1514	5142
10	Paid-up equity share capital (Face Value ₹10 per Equity Share)	3259	3259	3259	3259
11	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year				61087

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12	Earnings per share				
	(of ₹ 10/- each) (not annualised):				
	a. Basic	5.43	5.14	4.65	15.78
	b. Diluted	5.43	5.14	4.65	15.78
	See accompanying notes to the Financial Results				

PART II					
SELECT INFORMATION FOR THE QUARTER ENDED 30 TH SEPTEMBER 2014					
	Particulars	(1) Three Months Ended 30 th September 2014	(2) Preceding Three Months Ended 30 th June 2014	(3) Corresponding Three Months Ended 30 th September 2013	(4) Previous Year Ended 30 th June 2014
A.	PARTICULARS OF SHAREHOLDING				
1	Public shareholding				
	- Number of shares	8147414	8147414	3663728	8147414
	- Percentage of shareholding	25.00	25.00	11.24	25.00
2	Promoters and Promoter Group Shareholding				
	a. Pledged/Encumbered				
	- Number of shares	-	-	402403	-
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	1.39	-
	- Percentage of shares (as a % of the total share capital of the company)	-	-	1.24	-
	b. Non-encumbered				
	- Number of shares	24437803	24437803	28519086	24437803
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00	100.00	98.61	100.00
	- Percentage of shares (as a % of the total share capital of the company)	75.00	75.00	87.52	75.00

	Particulars	Three Months Ended 30 th September 2014 (Numbers)
B.	INVESTORS COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	5
	Disposed of during the quarter	5
	Remaining unresolved at the end of the quarter	-

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Segment wise Revenue, Results and Capital Employed under Clause 41 of the Listing Agreement

Particulars	(₹ in Lakhs)			
	(1)	(2)	(3)	(4)
	Three Months Ended 30 th September 2014 (Unaudited)	Preceding Three Months Ended 30 th June 2014 (Audited) (Refer Note 2 below)	Corresponding Three Months Ended 30 th September 2013 (Unaudited)	Previous Year Ended 30 th June 2014 (Audited)
Segment Revenue				
- Grooming	30604	33168	27131	123042
- Portable Power	2088	2363	1822	8516
- Oral Care	11306	12441	9807	43421
Total Income from Operations (Net)	43998	47972	38760	174979
Segment Results (Profit/(Loss) before interest and tax)				
- Grooming	3020	4838	4442	17746
- Portable Power	482	(381)	153	2
- Oral Care	(1689)	(892)	(2744)	(10173)
Total Segment Results	1813	3565	1851	7575
Less: Interest Expense	(240)	10	(1)	(36)
Add/(Less): Unallocable Income net of Unallocable Expenditure	1172	(1042)	539	527
Total Profit Before Tax	2745	2533	2389	8066
Capital Employed (Segment assets less Segment liabilities)				
- Grooming	21578	27819	29523	27819
- Portable Power	534	126	1523	126
- Oral Care	2717	3125	132	3125
Total Segment Capital Employed	24829	31070	31178	31070
- Unallocated	41243	33276	35259	33276
Total Capital Employed	66072	64346	66437	64346

Notes to Segment :

- Segments have been identified in line with the Accounting Standard on Segment Reporting (AS-17), taking into account the organization structure as well as differential risks and returns of these segments.
- 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 Capital Employed is net of Corporate Assets and Corporate Liabilities, which mainly represent investment of surplus funds.

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Notes:

1. The above unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 30th October, 2014. The Statutory Auditors of the Company have carried out limited review of the above unaudited results pursuant to Clause 41 of the Listing Agreement.
2. The figures for the preceding three months ended 30th June, 2014 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2014 and the year to date figures upto the third quarter of that financial year.
3. Pursuant to the enactment of the Companies Act 2013 (the 'Act'), the Company has reviewed the estimated economic useful lives of its fixed assets generally in accordance with that provided in the Schedule II to the Act. As a result (after considering the transitional provision specified in the Schedule II), the depreciation charge for the current quarter ended 30th September, 2014 is higher by ₹ 45 Lakhs. Further, an amount of ₹ 42 Lakhs (net of deferred tax of ₹ 22 Lakhs) has been debited to retained earnings in accordance with transitional provision specified in Schedule II.
4. Other expenses include the effect of net foreign exchange loss/(gain) in the respective periods as under:

Particulars	(1) Three Months Ended 30 th September 2014	(2) Preceding Three Months Ended 30 th June 2014	(3) Corresponding Three Months Ended 30 th September 2013	(4) Previous Year Ended 30 th June 2014
₹ in lakhs	221	759	(443)	19

5. Other Income for the current quarter includes interest on Income Tax refund of ₹ 749 Lakhs.
6. Previous period's/year's figures have been regrouped/rearranged wherever considered necessary.

Place: Mumbai
Date : 30th October, 2014

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

Shantanu Khosla
Managing Director





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Gillette India Limited Delivers Robust Growth
Net Sales up 13% for quarter ended September 30, 2014

Mumbai, October 30, 2014 – Gillette India Limited (GIL) today announced its financial results for the quarter ended September 30, 2014. Driven by the company’s focus on innovation and productivity, net sales increased to Rs. 439 crores, up 13% versus last year, with robust double digit growth across all segments.

Profit After Tax (PAT) increased to Rs. 18 crores, up 17% versus last year, behind productivity driven cost savings and operational excellence.

Grooming: Sales in Grooming were up 13% versus year ago, driven by sustained focus on brand fundamentals and strength of our product portfolio.

Oral Care: Oral Care delivered sales growth of 15% versus last year driven by product innovations and superior value proposition. The launch of Oral-B toothpaste is delivering in-line with expectations.

Portable Power: Sales in the Portable Power business were up 15%, versus year ago behind our focus on driving pricing and mix.

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 such as- GILLETTE, ORAL-B and DURACELL; and has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. GIL’s 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.

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INDEPENDENT AUDITORS' REVIEW REPORT 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 30th September, 2014 ("the Statement"), being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. 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 Accounting Standards specified under the Companies Act, 1956 (which are deemed to be applicable as per Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014) and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the Stock Exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements with the Stock Exchanges and the particulars relating to investor complaints disclosed in Part II - Select Information for the Quarter ended 30th September, 2014 of the Statement, from the details furnished by the Registrars.

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



Shyamak R Tata
Partner
(Membership No. 038320)

Mumbai, 30th October, 2014