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

Fax Nos:- 22723121/2037/2041/2061

To,
The National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400051

August 12, 2014

Dear Sir / Madam,

Sub: Audited Financial Results for the year ended June 30, 2014

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today, the Audited Financial Statements for the year ended June 30, 2014 were approved.

We are enclosing herewith the following:

a. Audited Financial Results for the year ended June 30, 2014, as per the Stock Exchange Format under Clause 41 of the Listing Agreement; and
b. Press Release

We are pleased to further inform you that the Board of Directors of the Company at its meeting held today, *inter alia*, have recommended a dividend of ₹ 15/- per Equity Share (Nominal Value of ₹ 10/- each), for the Financial Year ended June 30, 2014. The dividend will be paid on approval of the Shareholders at the 30th Annual General Meeting of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited

Jessica Rastogi
Dy. Company Secretary

Encl: As Above

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PART I (₹ in Lakhs)

STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 30th JUNE 2014

	Particulars	(1) Three Months Ended 30th June 2014	(2) Preceding Three Months Ended 31st March 2014	(3) Corresponding Three Months Ended 30th June 2013	(4) Year Ended 30th June 2014	(5) Previous Year Ended 30th June 2013
	(Refer Notes Below)	(Audited) (Refer Note 3 below)	(Unaudited)	(Audited) (Refer Note 3 below)	(Audited)	(Audited)
1	**Income from operations**					
	(a) Net Sales/Income from operations (Net of excise duty)	47667	45518	39207	174562	143533
	(b) Other operating income	305	32	89	417	239
	Total income from operations (Net)	**47972**	**45550**	**39296**	**174979**	**143772**
2	**Expenses**					
	a) Cost of raw and packing materials consumed	6607	10976	7584	35786	30793
	b) Purchase of stock-in-trade	13917	11386	10281	48758	38249
	c) Changes in inventories of finished goods, work-in-progress and stock- in- trade	1592	(352)	984	136	(2164)
	d) Employee benefits expense	3092	1764	2119	9513	7865
	e) Depreciation and amortisation expense	874	798	895	3298	3132
	f) Advertising & sales promotion expenses	11056	12384	7906	41940	29916
	g) Royalty expenses	485	534	392	1953	1515
	h) Other expenses	8531	7103	7020	28655	24294
	Total expenses	**46154**	**44593**	**37181**	**170039**	**133600**
3	**Profit from operations before other income and finance costs (1-2)**	**1818**	**957**	**2115**	**4940**	**10172**
4	Other income	705	488	817	3162	3655
5	**Profit from ordinary activities before finance costs (3+4)**	**2523**	**1445**	**2932**	**8102**	**13827**
6	Finance costs	(10)	45	2	36	2
7	**Profit from ordinary activities before tax (5-6)**	**2533**	**1400**	**2930**	**8066**	**13825**
8	Tax expense	857	552	1283	2924	5109
9	**Net Profit for the period (7-8)**	**1676**	**848**	**1647**	**5142**	**8716**
10	Paid-up equity share capital (Face Value ₹10 per Equity Share)	3259	3259	3259	3259	3259
11	Reserves excluding Revaluation Reserves				61087	61664
12	**Earnings per share**					
	(of ₹ 10/- each) (not annualised):					
	a. Basic	5.14	2.60	5.06	15.78	26.75
	b. Diluted	5.14	2.60	5.06	15.78	26.75

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PART II

SELECT INFORMATION FOR THE YEAR ENDED JUNE 30, 2014

	Particulars	(1) Three Months Ended 30th June 2014	(2) Preceding Three Months Ended 31st March 2014	(3) Corresponding Three Months Ended 30th June 2013	(4) Year Ended 30th June 2014	(5) Previous Year Ended 30th June 2013
A.	**PARTICULARS OF SHAREHOLDING**					
1	Public shareholding					
	- Number of shares	8147414	8147414	3663728	8147414	3663728
	- Percentage of shareholding	25.00	25.00	11.24	25.00	11.24
2	Promoters and Promoter Group Shareholding					
	a. Pledged/Encumbered					
	- Number of shares	-	-	402403	-	402403
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	1.39	-	1.39
	- Percentage of shares (as a % of the total share capital of the company)	-	-	1.24	-	1.24
	b. Non-encumbered					
	- Number of shares	24437803	24437803	28519086	24437803	28519086
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00	100.00	98.61	100.00	98.61
	- Percentage of shares (as a % of the total share capital of the company)	75.00	75.00	87.52	75.00	87.52

	Particulars	Three Months Ended 30th June 2014 (Numbers)
B.	**INVESTORS COMPLAINTS**	
	Pending at the beginning of the quarter	-
	Received during the quarter	10
	Disposed of during the quarter	10
	Remaining unresolved at the end of the quarter	-

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

(₹ in Lakhs)

Particulars	(1) Three Months Ended 30th June 2014	(2) Preceding Three Months Ended 31st March 2014	(3) Corresponding Three Months Ended 30th June 2013	(4) Year Ended 30th June 2014	(5) Previous Year Ended 30th June 2013
	Audited) (Refer Note 3 below)	**(Unaudited)**	**(Audited) (Refer Note 3 below)**	**(Audited)**	**(Audited)**
Segment Revenue					
- Grooming	33168	32470	28111	123042	103641
- Portable Power	2363	2083	2024	8516	7036
- Oral Care	12441	10997	9161	43421	33095
Total Income from Operations (Net)	**47972**	**45550**	**39296**	**174979**	**143772**
Segment Results (Profit/(Loss) before interest and tax)					
- Grooming	4838	5147	3710	17746	15553
- Portable Power	(381)	219	139	2	42

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- Oral Care	(892)	(4306)	(1055)	(10173)	(3710)
Total Segment Results	**3565**	**1060**	**2794**	**7575**	**11885**
Less: Interest Expense	(10)	45	2	36	2
Add/(Less): Unallocable Income net of Unallocable Expenditure	(1042)	385	138	527	1942
Total Profit Before Tax	**2533**	**1400**	**2930**	8066	**13825**
Capital Employed (Segment assets less Segment liabilities)					
- Grooming	27819	25131	28482	27819	28482
- Portable Power	126	1167	666	126	666
- Oral Care	3125	1212	2712	3125	2712
Total Segment Capital Employed	**31070**	**27510**	**31860**	**31070**	**31860**
- Unallocated	33276	40879	33063	33276	33063
Total Capital Employed	**64346**	**68389**	**64923**	**64346**	**64923**

Notes to Segment :

a. 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.
b. 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.
c. Unallocated Capital Employed is net of Corporate Assets and Corporate Liabilities, which mainly represent investment of surplus funds.

Notes:

1. Statement of assets and liabilities

(₹ in lakhs)

	Particulars	As at Year Ended 30th June 2014 (Audited)	As at Previous Year Ended 30th June 2013 (Audited)
A.	**EQUITY AND LIABILITIES**		
1	**Shareholders' Funds**		
	a. Share Capital	3259	3259
	b. Reserves and Surplus	61087	61664
	Shareholders' Funds	**64346**	**64923**
2	**Non- Current Liabilities**		
	a. Deferred Tax Liabilities (Net)	235	640
	b. Other Long-Term Liabilities	2	2
	c. Long-Term Provisions	216	150
	Non- Current liabilities	**453**	**792**
3	**Current Liabilities**		
	a. Trade Payables	25605	22367
	b. Other Current Liabilities	5158	6534
	c. Short-Term Provisions	9844	9287
	Current Liabilities	**40607**	**38188**
	TOTAL – EQUITY AND LIABILITIES	105406	103903
B.	**ASSETS**		
1	**Non-current assets**		
	a. Tangible Assets	17263	17021
	b. Capital Work-In-Progress	6084	2978
	c. Long-Term Loans and Advances	12379	10148
	Non-Current assets	**35726**	**30147**
2	**Current Assets**		
	a. Inventories	23055	23973

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	b. Trade Receivables	9226	9270
	c. Cash and Bank Balances	16961	16682
	d. Short-Term Loans and Advances	19758	21831
	e. Other Current Assets	680	2000
	Current assets	**69680**	**73756**
	TOTAL ASSETS	**105406**	**103903**

2. The above audited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 12th August, 2014.

3. The figures of last quarter are the balancing figures between audited figures in respect of the full financial year and the year to date figures up to the third quarter of the financial year.

4. Other expenses includes the effect of net foreign exchange loss/(gain) in the respective periods as under:

	(1) Three Months Ended 30th June 2014	(2) Preceding Three Months Ended 31st March 2014	(3) Corresponding Three Months Ended 30th June 2013	(4) Year Ended 30th June 2014	(5) Previous Year Ended 30th June 2013
	(Audited) (Refer Note 3 below)	**(Unaudited)**	**(Unaudited)**	**(Audited)**	**(Audited)**
₹ in lakhs	759	(572)	1182	19	788

5. Previous period's/year's figures have been regrouped/rearranged wherever considered necessary.

6. Tax Expense for the quarter and year ended June 30, 2014 includes a credit of ₹ 64 lakhs for deferred tax for earlier years.

7. The Board of Directors at its meeting held on 12th August, 2014 has recommended for the current year a final dividend of ₹ 15 per equity share (nominal value of ₹ 10 per equity share) amounting to ₹ 4888 Lakhs, subject to approval of the Members at the ensuing Annual General Meeting of the Company.

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

Shantanu Khosla
Managing Director

Place: Mumbai
Date : 12th August, 2014

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Gillette India Limited Delivers Another Year of Robust Growth

Net Sales up 22% for the fiscal year ended June 30, 2014

Mumbai, August 12, 2014 – Gillette India Limited (GIL) today announced its annual financial results for the Financial Year ended June 30, 2014.Driven by company's focus on innovation and productivity, Net Sales increased to Rs. 1,746 crores, up 22% versus last year, with robust growth across all segments including Grooming, Oral Care and Portable Power. For the quarter ended June 30, 2014, Net Sales increased to Rs. 477 crores, up 22% versus the same quarter last year.

Profit After Tax (PAT) for the Financial Year was in line with expectations at Rs. 51 crores while Profit Before Tax stood at Rs. 81 crores. The base business sustained strong results delivering Profit Before Tax + 26% versus year ago, while ongoing investment in Oral-B toothpaste continued as per plan.

Grooming: Sales in the grooming portfoliofor the Financial year were up 19%versus last year, driven by the strength of our portfolio. Sales for the quarter ended June 30, 2014 were up 18% vs. the same quarter last year.

Oral Care: For the Financial year, Oral Care delivered robust sales growth of 31% versus lastyear driven by product innovations including launch of Oral B toothpaste and focus on brand fundamentals. Sales for the quarter ended June 30, 2014 were up 36% vs. the same quarter last year.

Portable Power: Sales in the portable power business for the Financial Year were up 21%versus last year. Sales for the quarter ended June 30, 2014 were up 17% vs. the same quarter last year.

About Gillette India Limited

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that has in its portfolio GILLETTE MACH 3 TURBO, ORAL-B and DURACELL– world leading brands 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.comfor the latest news and in-depth information about GIL and its brands.

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