



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

August 23, 2018

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

Dear Sir / Madam,

Sub: Audited Financial Results for the Financial Year ended June 30, 2018

We are pleased to inform you that a meeting of the Board of Directors of the Company held today, the Audited Financial Results for the Financial Year ended June 30, 2018 were approved.

We are enclosing herewith the following:

- a. Audited Financial Results for the Financial Year ended June 30, 2018, as per format prescribed under Regulation 33 of Securities Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015;
- b. Auditor's Report, in respect of the aforementioned Financial Results, as furnished by the Statutory Auditors of the Company;
- c. Press Release;
- d. A declaration with respect to Audit Report with unmodified opinion to the aforementioned Audited Financial Results

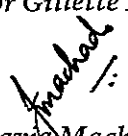
We are pleased to further inform you that the Board of Directors of the Company at its meeting held today, *inter alia*, have declared a final dividend of Rs. 23/- per Equity Share (Nominal Value of Rs.10/- each), for the Financial Year ended June 30, 2018. The dividend shall be paid between December 5, 2018 to December 21, 2018, on approval of the Members at the 34th Annual General Meeting.

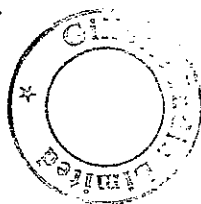
Kindly take the same on record.

Thanking you,

Yours faithfully,

For Gillette India Limited


Flavia Machado
Company Secretary



STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 30th JUNE 2018					
(₹ In Lakhs)					
Particulars	(1) Three Months Ended 30th June 2018	(2) Preceding Three Months Ended 31st March 2018	(3) Corresponding Three Months Ended 30th June 2017	(4) Year Ended 30th June 2018	(5) Previous Year Ended 30th June 2017
	(Audited) Refer Note 6 below	(Unaudited)	(Audited)	(Audited) Refer Note 6 below	(Audited)
1 Revenue from operations (Refer Note 4)	40 976	45 154	43 759	1 67 685	1 78 824
2 Other income (Refer Note 5)	857	106	490	1 275	3 782
3 Total income (1+2)	41 833	45 260	44 249	1 68 960	1 82 606
4 Expenses					
(a) Cost of raw and packing materials consumed	2 983	2 898	8 168	14 132	37 345
(b) Purchases of stock-in-trade (Traded goods)	12 634	13 965	11 858	53 086	43 299
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1 580	1 839	(2 019)	2 088	(2 040)
(d) Excise duty	---	---	2 999	---	5 464
(e) Employee benefits expense	3 557	2 986	1 913	11 791	10 972
(f) Finance costs	412	84	268	746	674
(g) Depreciation expense	1 173	1 145	1 351	4 229	3 835
(h) Advertising & sales promotion expenses	5 323	6 122	7 254	21 719	23 037
(i) Other expenses	8 926	5 537	6 884	26 701	22 588
Total expenses	36 588	34 576	38 656	1 34 500	1 45 174
5 Profit before tax (3-4)	5 245	10 684	5 593	34 460	37 432
6 Tax expense					
(a) Current tax	1 846	3 064	1 876	11 441	12 122
(b) Deferred tax	(63)	488	(50)	114	2
Income tax expense	1 783	3 552	1 826	11 555	12 124
7 Profit for the period (5-6)	3 462	7 132	3 767	22 905	25 308
8 Other comprehensive income					
Other comprehensive income not to be reclassified to profit or loss:					
Re-measurement of the defined employee benefit plans	339	688	(981)	441	(1 173)
Income tax effect	(118)	(238)	340	(153)	406
Total other comprehensive income	221	450	(641)	288	(767)
9 Total comprehensive income for the period (7+8)	3 683	7 582	3 126	23 193	24 541
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259
11 Reserves as per balance sheet				66 159	46 802
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):					
(a) Basic	10.62	21.89	11.56	70.29	77.67
(b) Diluted	10.62	21.89	11.56	70.29	77.67
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) Three Months Ended 30th June 2018	(2) Preceding Three Months Ended 31st March 2018	(3) Corresponding Three Months Ended 30th June 2017	(4) Year Ended 30th June 2018	(5) Previous Year Ended 30th June 2017
	(Audited) Refer Note 6 below	(Unaudited)	(Audited)	(Audited) Refer Note 6 below	(Audited)
1. Segment Revenue					
- Grooming	33 730	35 301	34 096	1 33 133	1 44 085
- Oral Care	7 246	9 853	9 663	34 552	34 759
Total Income from Operations	40 976	45 154	43 759	1 67 685	1 78 824
2. Segment Results (Profit/Loss) before finance costs and tax					
- Grooming	5 826	8 047	3 180	29 323	30 164
- Oral Care	(1 203)	2 486	2 129	4 414	4 558
Total Segment Results	4 623	10 533	5 309	33 737	34 722
Less: Finance costs	(412)	(84)	(268)	(746)	(674)
Add/(Less): Unallocable income net of Unallocable Expenditure	1 034	235	552	1 469	3 384
Total Profit Before Tax	5 245	10 684	5 593	34 460	37 432
3. Segment assets					
- Grooming	61 798	64 993	58 076	61 798	58 076
- Oral Care	6 504	6 899	7 138	6 504	7 138
Total Segment Assets	68 302	71 892	63 214	68 302	63 214
- Unallocated Corporate Assets	52 598	41 664	38 632	52 598	38 632
Total Assets	1 20 900	1 13 556	99 846	1 20 900	99 846
4. Segment liabilities					
- Grooming	26 974	25 397	27 581	26 974	27 581
- Oral Care	7 409	6 848	6 764	7 409	6 764
Total Segment Liabilities	34 383	32 245	34 345	34 383	34 345
- Unallocated Corporate Liabilities	17 099	15 605	15 440	17 099	15 440
Total Liabilities	51 482	47 850	49 785	51 482	49 785



Notes to Segment:

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- 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.
- 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.
- 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 Statement of Assets and Liabilities

		(₹ in Lakhs)	
Particulars	As at Year Ended 30th June 2018 (Audited)	As at Year Ended 30th June 2017 (Audited)	
ASSETS			
Non-current assets			
Property, plant and equipment	26 441	21 409	
Capital work-in-progress	4 037	6 334	
Financial assets			
(i) Loans	2 114	2 575	
Deferred tax assets (Net)	1 640	1 901	
Income tax assets (Net)	16 731	15 902	
Other non-current assets	2 519	1 879	
Total non-current assets	53 482	50 000	
Current assets			
Inventories	20 015	22 238	
Financial assets			
(i) Trade receivables	17 604	13 027	
(ii) Cash and cash equivalents	23 515	11 402	
(iii) Bank balances other than (ii) above	148	163	
(iv) Loans	500	414	
(v) Other financial assets	366	2 263	
Other current assets	5 270	339	
Total current assets	67 418	49 846	
TOTAL ASSETS	1 20 900	99 846	
EQUITY AND LIABILITIES			
Equity			
Equity share capital	3 259	3 259	
Other equity	66 159	46 802	
Total equity	69 418	50 061	
Non-current liabilities			
Provisions	3 547	3 381	
Total non-current liabilities	3 547	3 381	
Current liabilities			
Financial liabilities			
(i) Trade payables	32 930	32 273	
(ii) Other financial liabilities	1 597	2 231	
Provisions	22	171	
Current tax liabilities (Net)	8 388	6 809	
Other current liabilities	4 998	4 920	
Total current liabilities	47 935	46 404	
Total liabilities	51 482	49 785	
TOTAL EQUITY AND LIABILITIES	1 20 900	99 846	

- The above audited financial results for the quarter and year ended June 30, 2018 have been reviewed and recommended by the Audit Committee, and approved by the Board of Directors of the Company at their Meeting held on August 23, 2018.
- The above financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') notified under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
- Consequent to the introduction of Goods and Services Tax (GST) with effect from 1st July, 2017, Central Excise, Value Added Tax (VAT) etc. have been subsumed into GST. In accordance with Indian Accounting Standard – 18 on Revenue and Schedule III of the Companies Act, 2013, unlike Excise Duties, levies like GST, VAT etc. are not part of Revenue. Accordingly, the figures for the period up to 30th June, 2017 are not strictly relatable to those thereafter.
- Other income for the year ended June 30, 2018 includes ₹ 638 lakhs (PY ₹ 834 lakhs) of interest on income tax refund.
- The figures of last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the third quarter of the relevant financial year.
- The Board of Directors at its meeting held on August 23, 2018 has recommended for the current year a final dividend of ₹ 23 per equity share (nominal value of ₹ 10 per equity share) aggregating to ₹ 7 495 lakhs subject to approval of members at the ensuing Annual General Meeting of the Company.
- Previous period figures have been regrouped and reclassified wherever necessary.

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

Madhusudan Gopalan
Managing Director

Place: Mumbai
Date: 23 August, 2018



KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

Independent Auditor's Report on Standalone Financial Results of Gillette India Limited pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of
Gillette India Limited

1. We have audited the accompanying Standalone Financial Results of **Gillette India Limited** ("the Company") for the quarter and year ended June 30, 2018 together with the notes thereon ("the Statement") submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by circular no. CIR/CFD/FAC/62/2016 dated July 5, 2016 ("Listing Regulations") (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 meeting held on August 23, 2018, have been prepared on the basis of the Standalone Financial Statements and reviewed quarterly financial results up to the end of the third quarter. Our responsibility is to express an opinion on these Standalone Financial Results based on our audit of the Standalone Financial Statements which have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards ("Ind AS") specified in Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India.

Attention is drawn to the fact that the figures for the quarters ended June 30 as reported in these financial results are the balancing figures between audited figures in respect of the financial years ended June 30, and the published year to date figures up to the end of the third quarter of the relevant financial years. The figures up to the end of the third quarter had only been reviewed and not subjected to audit.

Attention is also drawn to the fact that the financial results of the Company for the corresponding quarter ended June 30, 2017 and previous year ended June 30, 2017, prepared in accordance with Ind AS specified in Section 133 of the Companies Act, 2013 and relevant applicable Rules, were reviewed by the predecessor auditor who expressed an unmodified opinion thereon vide their report dated August 24, 2017.

2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these standalone financial results:
 - (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and



LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001
TEL.: (91) (22) 6158 6200, 6158 7200 FAX: (91) (22) 6158 6275

**KALYANIWALLA
& MISTRY LLP**

- (ii) give a true and fair view of the net profit and other comprehensive income and other financial information for the year ended June 30, 2018.

For KALYANIWALLA & MISTRY LLP
CHARTERED ACCOUNTANTS

Firm Regn. No.: 104607W / W100166


Darsh Z. Fraser
PARTNER
M. No. 42454

Mumbai, August 23, 2018



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Gillette India announces fiscal and fourth quarter results

Comparable Sales up 7%, Profit After tax down 9% for fiscal ended June 30, 2018*

Mumbai, August 23, 2018 - Gillette India Limited (GIL) today announced its financial results for the fiscal ended June 30, 2018. The company delivered sales of ₹1,677 crores, up 7% vs. year ago on comparable* basis. The reported sales were down 6% versus year ago due to changes in the treatment of indirect taxes post implementation of GST. Profit After Tax (PAT) for the financial year stood at ₹229 crores down 9% vs. year ago largely driven by lower non-operating income.

For the quarter ended June 30, 2018, the sales were ₹410 crores and PAT ₹35 crores.

Both Grooming and Oral Care businesses delivered strong comparable sales growth, ahead of market behind strong brand fundamentals, strength of the portfolio and improved in-store execution.

The directors have recommended a final dividend of ₹23/- per Equity Share for the Financial Year ended June 30, 2018, subject to the approval of Shareholders of the company at the ensuing 34th Annual General Meeting.

*Comparable Sales excluding GST/excise duties on sales further adjusted for other tax costs subsumed under GST and excluded from sales in the base

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 for the latest news and in-depth information about GIL and its brands.

For details contact:

Madison Public Relations : Malika Bhavnani +91 9820496099; malika.bhavnani@madisonpr.in



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August 23, 2018

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

Dear Sir/Madam,

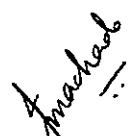
Sub: Declaration with respect to Audit Report with unmodified opinion to the Audited Financial Results for the Financial Year ended June 30, 2018

We hereby declare that Audited Financial Results for the Financial Year ended June 30, 2018 which have been approved by the Board of Directors of the Company at meeting held today, i.e., August 23, 2018, the Statutory Auditors, Kalyaniwalla & Mistry LLP have not expressed any modified opinion(s) in their Audit Report.

The above declaration is made pursuant to Regulation 33 (3) (d) of the Securities Exchange and Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.

Yours faithfully,

For Gillette India Limited


Flavia Machado
Company Secretary

