



Gillette India Ltd.

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P&G Plaza
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Fax Nos:- 26598237/38/8120

August 23, 2012

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

Ref:- Scrip ID: - GILLETTE

Sub: Audited Financial Results for the year ended June 30, 2012

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, 2012 were approved.

We are enclosing herewith the following:

- a. Audited Financial Results for the year ended June 30, 2012, 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, 2012. The dividend will be paid on approval of the Shareholders at the 28th Annual General Meeting of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited


Amit Vyas
Company Secretary

Encl: As Above





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PART I						(₹ in Lakhs)
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 30 th JUNE 2012						
	Particulars	(1) Three Months Ended 30 th June 2012	(2) Preceding Three Months Ended 31 st March 2012	(3) Corresponding Three Months Ended 30 th June 2011	(4) Year ended 30 th June 2012	(5) Previous Year Ended 30 th June 2011
	(Refer Notes Below)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
1	Income from operations					
	(a) Net Sales/income from operations (Net of excise duty)	33597	31775	29228	122880	105686
	(b) Other operating income	52	49	55	410	151
	Total income from operations (Net)	33649	31824	29283	123290	105837
2	Expenses					
	a) Cost of raw and packing materials consumed	4553	5089	3499	24792	26790
	b) Purchase of stock-in-trade	9712	9493	6920	32490	19544
	c) Changes in inventories of finished goods, work-in-progress and stock- in- trade	(100)	(1287)	2096	(2420)	(3141)
	d) Employee benefits expense	1872	2085	1777	7715	6329
	e) Depreciation and amortization expense	707	576	649	2393	1981
	f) Advertising & sales promotion expenses	7435	6938	8757	26486	27836
	g) Royalty expenses	306	336	291	1215	921
	h) Other expenses	7938	5870	5320	22292	15383
	Total expenses	32423	29100	29309	114963	95643
3	Profit/(Loss) from operations before other income and finance costs (1-2)	1226	2724	(26)	8327	10194
4	Other income	930	892	736	3371	3204
5	Profit from ordinary activities before finance costs (3+4)	2156	3616	710	11698	13398
6	Finance costs	-	1	-	1	1
7	Profit from ordinary activities before tax (5-6)	2156	3615	710	11697	13397
8	Tax expense	784	1253	459	4124	4782
9	Net Profit for the period (7-8)	1372	2362	251	7573	8615
10	Paid-up equity share capital (Face Value ₹10 per Equity Share)	3259	3259	3259	3259	3259
11	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year				58667	



12	Earnings per share (of ₹ 10/- each) (not annualised):					
	a. Basic	4.21	7.25	0.77	23.24	26.44
	b. Diluted	4.21	7.25	0.77	23.24	26.44

PART II						
SELECT INFORMATION FOR THE YEAR ENDED JUNE 30, 2012						
	Particulars	(1)	(2)	(3)	(4)	(5)
		Three Months Ended 30 th June 2012	Preceding Three Months Ended 31 st March 2012	Corresponding Three Months Ended 30 th June 2011	Year ended 30 th June 2012	Previous Year Ended 30 th June 2011
A.	PARTICULARS OF SHAREHOLDING					
1	Public shareholding					
	- Number of shares	3662368	3662368	3662368	3662368	3662368
	- Percentage of shareholding	11.24	11.24	11.24	11.24	11.24
2	Promoters and Promoter Group Shareholding					
	a. Pledged/Encumbered					
	- Number of shares	402403	402403	402403	402403	402403
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	1.39	1.39	1.39	1.39	1.39
	- Percentage of shares (as a % of the total share capital of the company)	1.24	1.24	1.24	1.24	1.24
	b. Non-encumbered					
	- Number of shares	28520446	28520446	28520446	28520446	28520446
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	98.61	98.61	98.61	98.61	98.61
	- Percentage of shares (as a % of the total share capital of the company)	87.52	87.52	87.52	87.52	87.52

	Particulars	Three Months Ended 30 th June 2012 (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 30 th June 2012	(2) Preceding Three Months Ended 31 st March 2012	(3) Corresponding Three Months Ended 30 th June 2011	(4) Year ended 30 th June 2012	(5) Previous Year Ended 30 th June 2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Segment Revenue					
- Grooming	24627	23212	20456	88381	71053
- Portable Power	1617	1339	1557	6100	5515
- Oral Care	7405	7273	7270	28809	29269
Total Income from Operations (Net)	33649	31824	29283	123290	105837
Segment Results (Profit/(Loss) before interest and tax)					
- Grooming	4518	3866	2912	15477	15371
- Portable Power	(838)	(628)	(665)	(2629)	(1534)
- Oral Care	(1475)	(223)	(992)	(2257)	(848)
Total Segment Results	2205	3015	1255	10591	12989
Less: Interest Expense	-	1	-	1	1
Add/(less): Other Unallocable Income net of Unallocable expenditure	(49)	601	(545)	1107	409
Total Profit Before tax	2156	3615	710	11697	13397
Capital Employed (Segment assets less Segment liabilities)					
- Grooming	24299	26663	25087	24299	25087
- Portable Power	425	1192	2546	425	2546
- Oral Care	3187	3366	1858	3187	1858
- Unallocated	34652	35540	30543	34652	30543
Total Segment Capital Employed	62563	66761	60034	62563	60034

Notes to Segment :

1. 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.
2. Grooming segment includes blades, razors and toiletries, Portable Power segment includes batteries, Oral Care segment includes tooth brushes/oral care products.
3. 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 30 th June 2012	As at Previous Year ended 30 th June 2011
A.	EQUITY AND LIABILITIES		
1	Shareholders' Funds		
	a. Share Capital	3259	3259
	b. Reserves and Surplus	58667	56775
	Shareholders' Funds	61926	60034
2	Non- Current Liabilities		
	a. Deferred tax liabilities (net)	637	555
	b. Other long-term liabilities	2	2
	c. Long-term provisions	50	40
	Non Current liabilities	689	597
3	Current Liabilities		
	a. Trade payable	28446	13622
	b. Other current liabilities	7249	3119
	c. Short-term provisions	6027	5944
	Current Liabilities	41722	22685
	TOTAL – EQUITY AND LIABILITIES	104337	83316
B.	ASSETS		
1	Non-current assets		
	a. Fixed Assets	18937	15845
	b. Fixed Assets held for disposal	48	51
	c. Long-term loans and advances	9488	9112
	Non-Current assets	28473	25008
2	Current Assets		
	a. Inventories	21088	19384
	b. Trade receivables	6867	6223
	c. Cash and cash equivalents and other bank balances	11672	7315
	d. Short-term loans and advances	34649	24061
	e. Other current assets	1588	1325
	Current assets	75864	58308
	TOTAL ASSETS	104337	83316

- The above audited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 23rd August, 2012.
- 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 current financial year.
- Previous period's/year's figures have been regrouped/rearranged wherever considered necessary, as per the format revised by SEBI in conformity with the amended Schedule VI of The Companies Act, 1956.
- The Company offers various incentives to wholesale/retail trade, some of which are in the nature of trade discount routed through its customers, and have accordingly been netted off from sales.
- Tax Expense comprises of current tax and deferred tax.

7. The Managing Director of the Company has been re-appointed by the Board of Directors for a period of five years w.e.f. 29th January, 2012. His re-appointment is subject to approval of the Members at the ensuing Annual General Meeting and the Central Government.
8. Commission to Non-executive Directors provided in the above results is in excess of the prescribed limits by ₹ 48.25 Lakhs; which is subject to approval of Members at the ensuing Annual General Meeting and the Central Government.
9. The Board of Directors at its meeting held on 23rd August, 2012 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 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 : 23rd August, 2012





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Gillette India Limited Annual Results Deliver Strong Growth

Net Sales up 16%; PAT margin at 6% for fiscal year ended June 30, 2012

Mumbai, August 23, 2012 – Gillette India Limited today announced its annual financial results for the Financial Year ended June 30, 2012. The company maintained its growth momentum by delivering total Net sales of ₹ 1,229 crores (vs. last year's ₹ 1,057 crores), thus achieving robust growth of 16%. Growth in net sales was seen across all businesses - blades & razors, oral care & batteries, with all segments growing. The April – June 2012 quarter of AMJ'12 also registered strong business results, with Net Sales growth of 15%.

PAT for the fiscal year stood at ₹ 76 crores (vs. last year's ₹ 86 crores) and owing to currency devaluation, and increase in commodity prices as well as manufacturing charges. PAT for the quarter of April to June '12 was ₹14 crores (vs. ₹ 3 crores last year).

Sharing perspective on the results for the financial year ended June 30, 2012, Mr. Shantanu Khosla, Managing Director, Gillette India Limited (GIL) said, "Gillette India Limited continues to deliver robust growth for the financial year ended June 30, 2012 with a continued focus on serving the consumer through superior product propositions and technological innovations. We are encouraged by the growth and expect the benefits of investments made to continue to have significant opportunity for long term growth by upgrading men from traditional double-edge blades to superior modern shaving systems such as Gillette Fusion. This year, Gillette India Limited was part of 'Thank You, Mom' campaign as part of P&G's global partnership with the Olympics and continued its support to Shiksha to support education for over underprivileged children across India."

About Gillette India Ltd.

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's 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 project 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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