



Gillette India Limited

Head Office

P&G Plaza, Cardinal Gracias Road, Chakala
Andheri (E), Mumbai 400 099

Tel : 91-22-2826 6000

Fax : 91-22-6693 9696

www.pg.com

Fax Nos:- 26598237/38/8120

August 6, 2013

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, 2013

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, 2013 were approved.

We are enclosing herewith the following:

- a. Audited Financial Results for the year ended June 30, 2013, 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, 2013. The dividend will be paid on approval of the Shareholders at the 29th Annual General Meeting of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited


Amit Vyga
Company Secretary



Encl: As Above



Gillette India Limited
Head Office
P&G Plaza, Cardinal Gracias Road, Chakala
Andheri (E), Mumbai 400 099
Tel : 91-22-2826 6000
Fax : 91-22-6693 9696
www.pg.com

PART I		(₹ in Lakhs)				
STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 30 th JUNE 2013						
	Particulars	(1) Three Months Ended 30 th June 2013	(2) Preceding Three Months Ended 31 st March 2013	(3) Corresponding Three Months Ended 30 th June 2012	(4) Year Ended 30 th June 2013	(5) Previous Year Ended 30 th June 2012
	(Refer Notes Below)	(Audited) (Refer Note 3 below)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
1	Income from operations					
	(a) Net Sales/income from operations (Net of excise duty)	39207	35654	33597	143533	122880
	(b) Other operating income	89	38	52	239	410
	Total income from operations (Net)	39296	35692	33649	143772	123290
2	Expenses					
	a) Cost of raw and packing materials consumed	7584	7284	4553	30793	24792
	b) Purchase of stock-in-trade	10281	10229	9712	38249	32490
	c) Changes in inventories of finished goods, work-in-progress and stock- in- trade	984	(1716)	(100)	(2164)	(2420)
	d) Employee benefits expense	2119	1872	1872	7865	7715
	e) Depreciation and amortisation expense	895	785	703	3132	2389
	f) Advertising & sales promotion expenses	7906	6661	7435	29916	26486
	g) Royalty expenses	392	403	306	1515	1215
	h) Other expenses	7020	6759	7942	24294	22296
	Total expenses	37181	32277	32423	133600	114963
3	Profit/(Loss) from operations before other income and finance costs (1-2)	2115	3415	1226	10172	8327
4	Other income	817	794	930	3655	3371
5	Profit from ordinary activities before finance costs (3+4)	2932	4209	2156	13827	11698
6	Finance costs	2	-	-	2	1
7	Profit from ordinary activities before tax (5-6)	2930	4209	2156	13825	11697
8	Tax expense	1283	1493	784	5109	4124
9	Net Profit for the period (7-8)	1647	2716	1372	8716	7573
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				61664	58667
12	Earnings per share (of ₹ 10/- each) (not annualised):					
	a. Basic	5.06	8.33	4.21	26.75	23.24
	b. Diluted	5.06	8.33	4.21	26.75	23.24

PART II						
SELECT INFORMATION FOR THE YEAR ENDED JUNE 30, 2013						
	Particulars	(1) Three Months Ended 30 th June 2013	(2) Preceding Three Months Ended 31 st March 2013	(3) Corresponding Three Months Ended 30 th June 2012	(4) Year Ended 30 th June 2013	(5) Previous Year Ended 30 th June 2012
A.	PARTICULARS OF SHAREHOLDING					
1	Public shareholding					
	- Number of shares	3663728	3663728	3662368	3663728	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	28519086	28519086	28520446	28519086	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 2013 (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	-



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

(₹ in Lakhs)

Particulars	(1) Three Months Ended 30 th June 2013	(2) Preceding Three Months Ended 31 st March 2013	(3) Corresponding Three Months Ended 30 th June 2012	(4) Year Ended 30 th June 2013	(5) Previous Year Ended 30 th June 2012
	Audited) (Refer Note 3 below)	(Unaudited)	(Unaudited)	(Audited)	(Audited)
Segment Revenue					
- Grooming	28111	26413	24627	103641	88381
- Portable Power	2024	1750	1617	7036	6100
- Oral Care	9161	7529	7405	33095	28809
Total Income from Operations (Net)	39296	35692	33649	143772	123290
Segment Results (Profit/(Loss) before interest and tax)					
- Grooming	3710	4039	4518	15553	15477
- Portable Power	139	(5)	(838)	42	(2629)
- Oral Care	(1055)	(600)	(1475)	(3710)	(2257)
Total Segment Results	2794	3434	2205	11885	10591
Less: Interest Expense	2	-	-	2	1
Other Unallocable Income	701	794	1173	3693	3555
Other Unallocable Expenditure	(563)	(19)	(1222)	(1751)	(2448)
Total Profit Before tax	2930	4209	2156	13825	11697
Capital Employed (Segment assets less Segment liabilities)					
- Grooming	28482	30983	24299	28482	24299
- Portable Power	666	1340	425	666	425
- Oral Care	2712	5211	3187	2712	3187
- Unallocated	30003	27427	34652	30003	34652
Total Segment Capital Employed	61863	64961	62563	61863	62563

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 blades, razors and toiletries, 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.



Notes:

1. Statement of assets and liabilities

(₹ in lakhs)

Particulars		As at Year Ended 30 th June 2013 (Audited)	As at Previous Year Ended 30 th June 2012 (Audited)
A.	EQUITY AND LIABILITIES		
1	Shareholders' Funds		
	a. Share Capital	3259	3259
	b. Reserves and Surplus	61664	58667
	Shareholders' Funds	64923	61926
2	Non- Current Liabilities		
	a. Deferred Tax Liabilities (Net)	640	637
	b. Other Long-Term Liabilities	2	2
	c. Long-Term Provisions	150	50
	Non Current liabilities	792	689
3	Current Liabilities		
	a. Trade Payables	21926	28446
	b. Other Current Liabilities	7018	7249
	c. Short-Term Provisions	6016	6027
	Current Liabilities	34960	41722
	TOTAL – EQUITY AND LIABILITIES	100675	104337
B.	ASSETS		
1	Non-current assets		
	a. Tangible Assets	17021	15146
	b. Capital Work-In-Progress	2978	3792
	c. Long-Term Loans and Advances	6920	9488
	Non-Current assets	26919	28426
2	Current Assets		
	a. Inventories	23973	21088
	b. Trade Receivables	9306	6867
	c. Cash and Bank Balances	16682	11671
	d. Short-Term Loans and Advances	23566	34649
	e. Other Current Assets	229	1636
	Current assets	73756	75911
	TOTAL ASSETS	100675	104337

- The above audited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 6th August, 2013.
- 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.



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

	(1) Three Months Ended 30 th June 2013	(2) Preceding Three Months Ended 31 st March 2013	(3) Corresponding Three Months Ended 30 th June 2012	(4) Year Ended 30 th June 2013	(5) Previous Year Ended 30 th June 2012
₹ in lakhs	1182	10	916	788	1697

5. Previous period's/year's figures have been regrouped/rearranged wherever considered necessary.
6. 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.
7. Tax Expense comprises of current tax and deferred tax.
8. Commission to Non-executive Directors provided in the above results is in excess of the prescribed limits by ₹ 24 Lakhs (including service tax ₹ 3 Lakhs); which is subject to approval of the Members at the ensuing Annual General Meeting and the Central Government.
9. The Board of Directors at its meeting held on 6th August, 2013 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 : 6th August, 2013



Gillette India Limited Annual Results Continue to Deliver Sustained Growth

Net Sales up 17%; Earnings after tax up 15% for fiscal year ended June 30, 2013

Mumbai, August 6, 2013 – Gillette India Limited today announced its annual financial results for the Financial Year ended June 30, 2013. The company maintained its growth momentum by delivering total net sales of Rs.1,435 crores (vs. last year's Rs.1229 crores), thus achieving robust growth of 17%. Growth in net sales was seen across all businesses - blades & razors, oral care & batteries. The quarter ended June 30, 2013 also registered strong business results, with a net sales growth of 17%.

Profit After Tax (PAT) for the fiscal year stood at Rs.87 crores (vs. last year's Rs.76 crores), up by 15%. PBT stood at Rs.138 crores (vs last year's Rs.117 crores), up by 18%. PAT for the quarter ended June 30, 2013 was Rs.16 crores (vs. Rs.14 crores last year). Profit Before Tax (PBT) for the quarter stood at Rs.29 crores (vs Rs.22 crores last year). Margins expansion was driven by a focus on meaningful innovation and rigorous cost control. While this quarter includes the early pipeline sales from the launch of Oral-B Toothpaste, marketing and launch expenses will begin in the quarter ending September 2013.

Sharing perspective on the results for the financial year ended June 30, 2013, Mr. Shantanu Khosla, Managing Director, Gillette India Limited (GIL) said, "Gillette India Limited recorded sustained robust growth for this financial year across all categories driven by strong volume growth and an innovative, consumer-meaningful product mix. Marketing initiatives such as Gillette Salutes the Soldier in You and Smile India Movement 3 combined with unique product propositions such as Gillette Guard and Gillette Fusion Power drove higher market penetration. This year, we will further expand our product offerings, with the launch of Oral-B toothpaste in the highly competitive and attractive toothpaste category."

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 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

Maliika Bhavnani +91 9820496099; malika@fort.madisonindia.com

P&G

Ganesh Shankar +91 22 39808200; shankar.g@pg.com

