



Gillette India Ltd.

Head Office
P&G Plaza
Cardinal Gracias Road, Chakala
Andheri (E), Mumbai 400 099
(91-22) 2826 6000 phone
(91-22) 6693 9696 fax
www.pg.com

Fax Nos:- 26598237/38/8120

May 4, 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

Dear Sir / Madam,

**Sub: Unaudited Financial Results (Provisional) for the quarter and nine months ended
March 31, 2012**

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today, the Unaudited Financial Results (Provisional) for the quarter and nine months ended March 31, 2012 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results (Provisional) for the quarter and nine months ended March 31, 2012, as per the Stock Exchange Format under Clause 41 of the Listing Agreement.
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results (Provisional) for the quarter and nine months ended March 31, 2012 furnished by Statutory Auditors 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



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

PART I							
(₹ in Lakhs)							
STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 ST MARCH 2012							
	Particulars	(1) Three Months Ended 31 st March 2012	(2) Preceding Three Months Ended 31 st December 2011	(3) Corresponding Three Months Ended 31 st March 2011	(4) Nine Months Ended 31 st March 2012	(5) Corresponding Nine Months Ended 31 st March 2011	(6) Previous Year Ended 30 th June 2011
	(Refer Notes Below)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1.	Income from operations						
	(a) Net Sales/Income from operations (Net of excise duty)	33197	32450	26311	93666	76458	105686
	(b) Other operating income	49	280	24	358	97	151
	Total Income from operations (net)	33246	32730	26335	94024	76555	105837
2.	Expenses						
	a) Cost of materials consumed	5089	7032	6430	20239	23291	26790
	b) Purchase of stock -in-trade	9493	7193	4903	22778	12624	19544
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1287)	192	(1852)	(2320)	(5237)	(3141)
	d) Employee benefits expense	2085	1985	1683	5843	4552	6329
	e) Depreciation and amortization expense	576	563	556	1686	1332	1981
	f) Advertising & sales promotion expenses	8360	8056	7268	23434	19079	27836
	g) Royalty expenses	336	313	451	909	630	921
	h) Other expenses	5870	5059	4404	14354	10063	15383
	Total expenses	30522	30393	23843	86923	66334	95643
3.	Profit from operations before other income and finance costs (1-2)	2724	2337	2492	7101	10221	10194
4.	Other income	892	763	553	2441	2467	3204
5.	Profit from ordinary activities before finance costs (3+4)	3616	3100	3045	9542	12688	13398
6.	Finance costs	1	-	1	1	1	1
7.	Profit from ordinary activities before tax (5-6)	3615	3100	3044	9541	12687	13397
8.	Tax expense	1253	1104	971	3340	4323	4782
9.	Net Profit for the period (7-8)	2362	1996	2073	6201	8364	8615
10.	Paid-up equity share capital (Face Value ₹10 per Equity Share)	3259	3259	3259	3259	3259	3259
11.	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year						56775
12.	Earnings per share (of ₹ 10/- each) (not annualised):						
	a. Basic	7.25	6.12	6.36	19.03	25.66	26.44
	b. Diluted	7.25	6.12	6.36	19.03	25.66	26.44

8

PART II							
SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31 ST MARCH, 2012							
	Particulars	(1) Three Months Ended 31 st March 2012	(2) Preceding Three Months Ended 31 st December 2011	(3) Corresponding Three Months Ended 31 st March 2011	(4) Nine Months Ended 31 st March 2012	(5) Corresponding Nine Months Ended 31 st March 2011	(6) Previous Year Ended 30 th June 2011
A.	PARTICULARS OF SHAREHOLDING						
1.	Public shareholding						
	- Number of shares	3662368	3662368	3662368	3662368	3662368	3662368
	- Percentage of shareholding	11.24	11.24	11.24	11.24	11.24	11.24
2.	Promoters and Promoter Group Shareholding						
a.	Pledged/Encumbered						
	- Number of shares	402403	402403	86000	402403	86000	402403
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	1.39	1.39	0.30	1.39	0.30	1.39
	- Percentage of shares (as a % of the total share capital of the company)	1.24	1.24	0.26	1.24	0.26	1.24
b.	Non-encumbered						
	- Number of shares	28520446	28520446	28836849	28520446	28836849	28520446
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	98.61	98.61	99.70	98.61	99.70	98.61
	- Percentage of shares (as a % of the total share capital of the company)	87.52	87.52	88.50	87.52	88.50	87.52

Particulars	Three Months Ended 31 st March 2012 (Numbers)
B. INVESTORS COMPLAINTS	
Pending at the beginning of the quarter	-
Received during the quarter	13
Disposed of during the quarter	13
Remaining unresolved at the end of the quarter	-

4

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

(₹ in Lakhs)

Particulars	(1) Three Months Ended 31 st March 2012	(2) Preceding Three Months Ended 31 st December 2011	(3) Corresponding Three Months Ended 31 st March 2011	(4) Nine Months Ended 31 st March 2012	(5) Corresponding Nine Months Ended 31 st March 2011	(6) Previous Year Ended 30 th June 2011
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Segment Revenue						
- Grooming	23315	22350	17926	64051	50605	71061
- Portable Power	1340	1828	1502	4486	3958	5515
- Oral Care	8591	8552	6907	25487	21992	29261
Total Income from Operations (Net)	33246	32730	26335	94024	76555	105837
Segment Results (Profit/Loss) before interest and tax						
- Grooming	3866	4243	4862	10959	12459	15371
- Portable Power	(628)	(470)	(457)	(1791)	(869)	(1534)
- Oral Care	(223)	(739)	(1501)	(782)	144	(848)
Total Segment Results	3015	3034	2904	8386	11734	12989
Less: Interest Expense	1	-	1	1	1	1
Add: Other Unallocable Income net of Unallocable expenditure	601	66	141	1156	954	409
Total Profit Before tax	3615	3100	3044	9541	12687	13397
Capital Employed (Segment assets less Segment liabilities)						
- Grooming	26663	26548	25617	26663	25617	25087
- Portable Power	1192	958	2581	1192	2581	2546
- Oral Care	3366	1771	3431	3366	3431	1858
- Unallocated	35540	35142	33834	35540	33834	30543
Total Segment Capital Employed	66761	64419	65463	66761	65463	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. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 4th May 2012 and have been subjected to Limited Review by the Auditors of the Company in compliance with Clause 41 of the Listing agreement with the Stock Exchanges.
2. Tax Expense comprises of current tax and deferred tax.
3. Previous period's/year's figures have been regrouped/rearranged wherever considered necessary.

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



Shantanu Khosla
Managing Director

Place: Mumbai
Date : 4th May 2012

**AUDITORS' REPORT
TO THE BOARD OF DIRECTORS OF
GILLETTE INDIA LIMITED**

We have reviewed the accompanying Statement of Unaudited Financial Results of Gillette India Limited ("the Company") for the Quarter and Nine months ended March 31, 2012 ("the Statement"). 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 these financial results based on our review.

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 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 misstatements. A review is limited primarily to inquiries of Company personnel and an analytical procedure 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 opinion.

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 referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies, 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.

Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of aggregate amount of public shareholdings 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 and the particulars relating to undisputed investor complaints from the details furnished by the Registrars.

For Deloitte, Haskins & Sells
Chartered Accountants
(Registration No. 117366W)



K. A. Katki
Partner

(Membership No. 038568)

Place: Mumbai
Date: May 04, 2012



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

Gillette India Limited delivers strong growth in Quarter 3

Gross sales up 26%; PAT up 14% for the quarter ended 31 March, 2012

Mumbai, May 4, 2012 – Gillette India Limited (GIL) today announced its unaudited financial results for the third quarter ended March 31, 2012. The Company's Gross Sales registered a 26% increase at ₹336 crores from ₹267 crores over the corresponding quarter last year.

Growth in the company's Blades & Razors, Oral Care and Batteries business was driven by the company's spending behind strong marketing initiatives, attractive & affordable product packaging and distribution expansion that served more consumers and delivered broad-based market share growth.

Profit Before Tax (PBT) registered a 19% increase, stood at ₹36 crores for the quarter ended March 31, 2012 compared with ₹30 crores for the corresponding quarter last year. Profit After Tax (PAT) stood at ₹24 crores, an increase of 14% compared to ₹21 crores in the corresponding quarter last year. Earnings were impacted due to external economic factors such as rupee devaluation, distribution expansion costs and product mix.

Sharing perspective on the results, Managing Director – GIL, Mr. Shantanu Khosla said, *"Gillette India Limited has achieved robust sales and share growth for the quarter ended March 31, 2012, with a continued focus on delighting the consumer with superior product propositions and technological innovations. Two successful marketing initiatives undertaken this quarter include Gillette Fusion Shave India Movement and Oral-B Smile India Movement which helped increase market share for both brands across product portfolios. We continue to invest behind our purpose of touching and improving lives of more consumers, in more parts of India, more completely."*

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, GILLETTE FUSION, 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.

For details contact:

Corporate Voice|Weber Shandwick

Amanda Mendonza +91 9833977315; amanda@corvoshandwick.co.in

P&G

Surabhi Suri +91 39808200 suri.s@pg.com