



Gillette India Ltd.

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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.

April 25, 2013

Ref:- Scrip ID: - GILLETTE

Dear Sir / Madam,

**Sub: Unaudited Financial Results for the Quarter and Nine months period ended
March 31, 2013**

We are pleased to inform you that at a meeting of the Board of Directors of the Company held today, the Unaudited Financial Results for the Quarter and Nine months period ended March 31, 2013 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the Quarter and Nine months period ended March 31, 2013 as per Stock Exchange Format under Clause 41 of the Listing Agreement.
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the Quarter and Nine months period ended March 31, 2013 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited


Amit K. Vyas
Company Secretary



Encl: As Above



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PART I

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31st MARCH, 2013

(₹ in Lakhs)

	Particulars	(1) Three Months Ended 31 st March, 2013	(2) Preceding Three Months Ended 31 st December, 2012	(3) Corresponding Three Months Ended 31 st March, 2012	(4) Nine months Ended 31 st March, 2013	(5) Corresponding Nine months Ended 31 st March, 2012	(6) Previous Year Ended 30 th June, 2012
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Income from operations						
	(a) Net Sales/Income from operations (Net of excise duty)	35654	35192	31775	104326	89283	122880
	(b) Other operating income	38	32	49	150	358	410
	Total income from operations (Net)	35692	35224	31824	104476	89641	123290
2	Expenses						
	a) Cost of raw and packing materials consumed	7284	7091	5089	23209	20239	24792
	b) Purchase of stock-in-trade	10229	11672	9493	27968	22778	32490
	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1716)	(1433)	(1287)	(3148)	(2320)	(2420)
	d) Employee benefits expense	1872	1795	2085	5746	5843	7715
	e) Depreciation and amortization expense	785	738	576	2237	1686	2393
	f) Advertising & sales promotion expenses	6661	6839	6938	22010	19051	26486
	g) Royalty expenses	403	393	336	1123	909	1215
	h) Other expenses	6759	6161	5870	17274	14354	22292
	Total expenses	32277	33256	29100	96419	82540	114963
3	Profit from operations before other income and finance costs (1-2)	3415	1968	2724	8057	7101	8327
4	Other income	794	922	892	2838	2441	3371
5	Profit from ordinary activities before finance costs (3+4)	4209	2890	3616	10895	9542	11698
6	Finance costs	-	-	1	-	1	1
7	Profit from ordinary activities before tax (5-6)	4209	2890	3615	10895	9541	11697
8	Tax expense	1493	1020	1253	3826	3340	4124
9	Net Profit for the period (7-8)	2716	1870	2362	7069	6201	7573
10	Paid-up equity share capital (Face Value ₹10 per Equity Share)	3259	3259	3259	3259	3259	3259
11	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						58667
12	Earnings per share (of ₹ 10/- each) (not annualised):						
	a. Basic	8.33	5.74	7.25	21.69	19.03	23.24
	b. Diluted	8.33	5.74	7.25	21.69	19.03	23.24
	See accompanying notes to the Financial Results						

PART II

SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31st MARCH, 2013

	Particulars	(1) Three Months Ended 31 st March, 2013	(2) Preceding Three Months Ended 31 st December, 2012	(3) Corresponding Three Months Ended 31 st March, 2012	(4) Nine months Ended 31 st March, 2013	(5) Corresponding Nine months Ended 31 st March, 2012	(6) Previous Year Ended 30 th June, 2012
A.	PARTICULARS OF SHAREHOLDING						
1	Public shareholding						
	- Number of shares	3663728	3663728	3662368	3663728	3662368	3662368
	- Percentage of shareholding	11.24	11.24	11.24	11.24	11.24	11.24

Registered Office: SPA - 65 A, Bhiwadi Industrial Area, Bhiwadi, (Dist. Alwar), Rajasthan - 301 019

Gillette India

2	Promoters and Promoter Group Shareholding						
	a. Pledged/Encumbered						
	- Number of shares	402403	325480	402403	402403	402403	402403
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	1.39	1.13	1.39	1.39	1.39	1.39
	- Percentage of shares (as a % of the total share capital of the company)	1.24	1.00	1.24	1.24	1.24	1.24
	b. Non-encumbered						
	- Number of shares	28519086	28596009	28520446	28519086	28520446	28520446
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	98.61	98.87	98.61	98.61	98.61	98.61
	- Percentage of shares (as a % of the total share capital of the company)	87.52	87.76	87.52	87.52	87.52	87.52

Particulars	Three Months Ended 31 st March, 2013 (Numbers)
B. INVESTORS COMPLAINTS	
Pending at the beginning of the quarter	-
Received during the quarter	9
Disposed of during the quarter	9
Remaining unresolved at the end of the quarter	-

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

Particulars	(1) Three Months Ended 31 st March, 2013	(2) Preceding Three Months Ended 31 st December, 2012	(3) Corresponding Three Months Ended 31 st March, 2012	(4) Nine months Ended 31 st March, 2013	(5) Corresponding Nine months Ended 31 st March, 2012	(6) Previous Year Ended 30 th June, 2012
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Segment Revenue						
- Grooming	26413	25184	23212	75530	63754	88381
- Portable Power	1750	1594	1339	5012	4483	6100
- Oral Care	7529	8446	7273	23934	21404	28809
Total Income from Operations (Net)	35692	35224	31824	104476	89641	123290
Segment Results (Profit/Loss) before finance costs and tax						
- Grooming	4039	3377	3866	11843	10959	15477
- Portable Power	(5)	62	(628)	(97)	(1791)	(2629)
- Oral Care	(600)	(1363)	(223)	(2655)	(782)	(2257)
Total Segment Results	3434	2076	3015	9091	8386	10591
Less: Finance costs	-	-	1	-	1	1
Other Unallocable Income	794	877	894	2992	2382	3555
Other Unallocable Expenditure	(19)	(63)	(293)	(1188)	(1226)	(2448)
Total Profit Before Tax	4209	2890	3615	10895	9541	11697
Capital Employed (Segment assets less Segment liabilities)						
- Grooming	30983	28790	26663	30983	26663	24299
- Portable Power	1340	941	1192	1340	1192	425
- Oral Care	5211	4005	3366	5211	3366	3187
- Unallocated	27427	28268	35540	27427	35540	34652
Total Segment Capital Employed	64961	62004	66761	64961	66761	62563

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 unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 25th April, 2013. The Statutory Auditors of the Company have carried out limited review of the above unaudited results pursuant to Clause 41 of the Listing Agreement.
2. Other expenses includes the effect of net foreign exchange loss/(gain) in the respective periods as under:

	(1) Three Months Ended 31 st March, 2013	(2) Preceding Three Months Ended 31 st December, 2012	(3) Corresponding Three Months Ended 31 st March, 2012	(4) Nine months Ended 31 st March, 2013	(5) Corresponding Nine months Ended 31 st March, 2012	(6) Previous Year Ended 30 th June, 2012
₹ in lakhs	10	1036	100	(394)	781	1697

3. Tax Expense comprises of current tax and deferred tax.
4. 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 : 25th April, 2013



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**Gillette India Limited Delivers Growth in Quarter 3
Net Sales up 12%, PAT up 15% for Quarter Ended Mar 31, 2013**

Mumbai, Apr 25, 2013 – Gillette India Limited (GIL) today announced its unaudited financial results for the quarter ended March 31, 2013. The company's net sales registered a 12% increase and stood at Rs. 357 crores from Rs. 318 crores over the corresponding quarter last year.

Growth in the company's Blades & Razors, Oral Care and Batteries businesses was driven by investment behind marketing programs and distribution expansion that grew the categories and served more consumers.

Profit After Tax (PAT) stood at Rs. 27 crores compared with Rs. 24 crores in the corresponding quarter last year. The profit increase was driven by growth on Gillette Guard, continued growth on Oral B and Duracell, as well as pricing.

Sharing perspective on the results, Managing Director, Gillette India Limited, Mr. Shantanu Khosla said, "Gillette India Limited has achieved strong sales for the quarter ended March 31, 2013 behind sales & marketing initiatives like Gillette Salutes the Soldier in You and Smile India Movement 3, as well as our efforts to reach out to more rural consumers with propositions like Gillette Guard. GIL is executing its proven business model of delivering value to the consumers combined with effective pricing and cost control which is helping us deliver consistent top and bottom-line growth. With our flagship CSR program P&G Shiksha, we continue to invest behind our commitment to touch and improve the lives of more consumers in 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.

For Details, Contact Madison PR

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Deloitte Haskins & Sells

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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, 2013 ("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: April 25, 2013