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
www.pg.com/en_IN

May 11, 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

Ref:- Scrip ID: - GILLETTE

Dear Sir / Madam,

Sub: Unaudited Financial Results for the quarter ended March 31, 2018

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 ended March 31, 2018 were approved.

We are enclosing herewith the following:

a. Unaudited Financial Results for the quarter ended March 31, 2018
b. Press Release
c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2018 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited

Gillette India Limited

Flavia Machado
Company Secretary

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(₹ in Lakhs)

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST MARCH 2018

Particulars	(1) Three Months Ended 31st Mar 2018	(2) Preceding Three Months Ended 31st Dec 2017	(3) Corresponding Three Months Ended 31st Mar 2017	(4) Nine Months Ended 31st Mar 2018	(5) Corresponding Nine Months Ended 31st Mar 2017	(6) Previous Year Ended 30th June 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Revenue from operations (Refer Note 3)	45 154	40 752	53 454	1 26 709	1 35 065	1 78 824
2 Other income (Refer Note 4)	106	200	844	418	3 292	3 782
3 Total income (1+2)	**45 260**	**40 952**	**54 298**	**1 27 127**	**1 38 357**	**1 82 606**
4 Expenses						
(a) Cost of raw and packing materials consumed	2 898	4 725	11 139	11 149	29 177	37 345
(b) Purchases of stock-in-trade (Traded goods)	13 965	13 687	8 922	40 462	31 441	43 299
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	1 839	(1 598)	2 608	506	(21)	(2 040)
(d) Excise duty	----	----	965	----	2 465	5 464
(e) Employee benefits expense	2 986	2 456	3 604	8 234	9 059	10 972
(f) Finance costs	84	139	205	334	406	674
(g) Depreciation expense	1 145	993	838	3 056	2 484	3 835
(h) Advertising & sales promotion expenses	6 122	5 689	5 121	16 396	15 783	23 037
(i) Other expenses	5 537	6 003	5 143	17 775	15 724	22 588
Total expenses	**34 576**	**32 094**	**38 545**	**97 912**	**1 06 518**	**1 45 174**
5 Profit before tax (3-4)	**10 684**	**8 858**	**15 753**	**29 215**	**31 839**	**37 432**
6 Tax expense						
(a) Current tax	3 064	3 056	5 298	9 595	10 246	12 122
(b) Deferred tax	488	(75)	(127)	177	52	2
Income tax expense	**3 552**	**2 981**	**5 171**	**9 772**	**10 298**	**12 124**
7 Profit for the period (5-6)	**7 132**	**5 877**	**10 582**	**19 443**	**21 541**	**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	688	(293)	(83)	102	(192)	(1 173)
Income tax effect	(238)	102	28	(35)	66	406
Total other comprehensive income	**450**	**(191)**	**(55)**	**67**	**(126)**	**(767)**
9 Total comprehensive income for the period (7+8)	**7 582**	**5 686**	**10 527**	**19 510**	**21 415**	**24 541**
10 Paid-up equity share capital (Face Value ₹ 10 per Equity Share)	3 259	3 259	3 259	3 259	3 259	3 259
11 Reserves as per balance sheet						46 802
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	21.89	18.03	32.47	59.67	66.11	77.67
(b) Diluted	21.89	18.03	32.47	59.67	66.11	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 31st Mar 2018	(2) Preceding Three Months Ended 31st Dec 2017	(3) Corresponding Three Months Ended 31st Mar 2017	(4) Nine Months Ended 31st Mar 2018	(5) Corresponding Nine Months Ended 31st Mar 2017	(6) Previous Year Ended 30th June 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1.Segment Revenue						
- Grooming	35 301	33 215	45 013	99 403	1 09 969	1 44 065
- Oral Care	9 853	7 537	8 441	27 306	25 096	34 759
Total Income from Operations	**45 154**	**40 752**	**53 454**	**1 26 709**	**1 35 065**	**1 78 824**
2.Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	8 047	7 441	13 473	23 497	26 984	30 164
- Oral Care	2 486	1 430	1 936	5 617	2 429	4 558
Total Segment Results	**10 533**	**8 871**	**15 409**	**29 114**	**29 413**	**34 722**
Less: Finance costs	(84)	(139)	(205)	(334)	(406)	(674)
Add/(Less): Unallocable Income net of Unallocable Expenditure	235	126	549	435	2 832	3 384
Total Profit Before Tax	**10 684**	**8 858**	**15 753**	**29 215**	**31 839**	**37 432**
3. Segment assets						
- Grooming	64 993	64 857	55 042	64 993	55 042	56 076
- Oral Care	6 899	7 513	7 143	6 899	7 143	7 138
Total Segment Assets	**71 892**	**72 370**	**62 185**	**71 892**	**62 185**	**63 214**
- Unallocated Corporate Assets	41 664	37 229	96 884	41 664	96 884	36 632
Total Assets	**1 13 556**	**1 09 599**	**1 59 069**	**1 13 556**	**1 59 069**	**99 846**
4. Segment liabilities						
- Grooming	25 397	27 199	29 898	25 397	29 898	27 581
- Oral Care	6 848	7 745	7 815	6 848	7 815	6 764
Total Segment Liabilities	**32 245**	**34 944**	**37 713**	**32 245**	**37 713**	**34 345**
- Unallocated Corporate Liabilities	15 605	16 556	14 041	15 605	14 041	15 440
Total Liabilities	**47 850**	**51 500**	**51 754**	**47 850**	**51 754**	**49 785**

KATYANIWALLA & MASTRY LLP
MUMBAI

Notes to Segment:

a. Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
b. 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.

c. 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.
d. 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 The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at the Board Meeting held on 11th May, 2018. In compliance with Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a limited review of the above results has been carried out by the Statutory Auditors.
2 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.
3 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.

4 Other income for the year ended June 30, 2017 includes Rs. 834 lakhs of interest on income tax refund.
5 Previous period figures have been regrouped and reclassified wherever necessary.

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

Al Rajwani
Managing Director

Place: Mumbai
Date: 11th May, 2018

KALYANIWALLA & MISTRY LLP
MUMBAI

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Gillette India Ltd. Announces Third Quarter Results

Sales INR 452 crores, Profit After Tax INR 71 Crores for the quarter ended March 31, 2018

Mumbai, May 11, 2018 – Gillette India Limited (GIL) today announced its financial results for the quarter ended March 31, 2018. Sales for the quarter were INR 452 crores and Profit after Tax INR 71 crores. Sales in the Grooming business were INR 353 crores and in Oral Care INR 99 Crores.

Business fundamentals remain strong with year to date March 2018 comparable sales* up + 5%.

*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

INDEPENDENT AUDITORS' REVIEW REPORT

TO THE BOARD OF DIRECTORS OF
GILLETTE INDIA LIMITED

1. 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, 2018, together with the notes thereon ('the Statement'), prepared by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (initialed by us for identification). This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on May 11, 2018. Our responsibility is to issue a report on the Statement based on our review.

2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the 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 financial statements are free from material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of an opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, do not express an audit opinion.

3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

4. The financial results of the Company for the corresponding quarter and nine months ended March 31, 2017 and previous year ended June 30, 2017, prepared in accordance with Accounting Standards specified in Section 133 of the Companies Act, 2013 and relevant applicable Rules, were reviewed by the predecessor auditor who expressed an unmodified opinion on those financial statements.

   Our opinion is not modified in respect of this matter.

For KALAYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Reg. No.: 104607W/W100166

D Fraser

Darayus Fraser
PARTNER
M. No.: 42454
Mumbai, May 11, 2018