



Procter & Gamble Hygiene  
and Health Care Limited  
CIN: L24239MH1964PLC012971  
Registered 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

Fax Nos:- 22723121/2037/2041/2061

To,  
The National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (East),  
Mumbai – 400051

August 12, 2014

Ref:- Scrip Code:- 500459

Dear Sir / Madam,

**Sub: Audited Financial Results for the year ended June 30, 2014**

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, 2014 were approved.

We are enclosing herewith the following:

- a. Audited Financial Results for the year ended June 30, 2014, as per the Stock Exchange Format under Clause 41 of the Listing Agreement; and
- b. Press Release

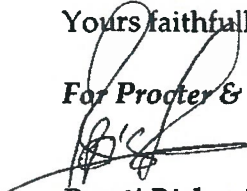
We are pleased to further inform you that the Board of Directors of the Company at its meeting held today, *inter alia*, have recommended a dividend of ₹ 27.5/- per Equity Share (Nominal Value of ₹ 10/- each), for the Financial Year ended June 30, 2014. The dividend will be paid on approval of the Shareholders at the 50<sup>th</sup> Annual General Meeting of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

*For Procter & Gamble Hygiene and Health Care Limited*

  
**Preeti Bishnoi**  
Company Secretary

Encl: As Above



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Part I

(₹ in Lakhs)

**STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 30<sup>th</sup> JUNE 2014**

| Particulars                                                                                        | (1)<br>Three Months<br>Ended<br>30 <sup>th</sup> June 2014<br>(Audited)<br>Refer Note 3 | (2)<br>Preceding<br>Three Months<br>Ended<br>31 <sup>st</sup> March 2014<br>(Unaudited) | (3)<br>Corresponding<br>Three Months<br>Ended<br>30 <sup>th</sup> June 2013<br>(Audited)<br>Refer Note 3 | (4)<br>Year Ended<br>30 <sup>th</sup> June 2014<br>(Audited) | (5)<br>Previous<br>Year Ended<br>30 <sup>th</sup> June 2013<br>(Audited) |
|----------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------|--------------------------------------------------------------------------|
| <b>1 Income from Operations</b>                                                                    |                                                                                         |                                                                                         |                                                                                                          |                                                              |                                                                          |
| (a) Net Sales Income from Operations (Net of excise duty)                                          | 48351                                                                                   | 50035                                                                                   | 42270                                                                                                    | 204720                                                       | 168486                                                                   |
| (b) Other operating income                                                                         | 259                                                                                     | 32                                                                                      | 38                                                                                                       | 374                                                          | 192                                                                      |
| <b>Total income from operations (net)</b>                                                          | <b>48610</b>                                                                            | <b>50067</b>                                                                            | <b>42308</b>                                                                                             | <b>205094</b>                                                | <b>168678</b>                                                            |
| <b>2 Expenses</b>                                                                                  |                                                                                         |                                                                                         |                                                                                                          |                                                              |                                                                          |
| a) Cost of raw and packing materials consumed                                                      | 11041                                                                                   | 12827                                                                                   | 11483                                                                                                    | 52450                                                        | 49410                                                                    |
| b) Purchase of stock-in-trade                                                                      | 7879                                                                                    | 6863                                                                                    | 6376                                                                                                     | 28341                                                        | 24379                                                                    |
| c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                   | (1724)                                                                                  | 1053                                                                                    | (107)                                                                                                    | 488                                                          | (3339)                                                                   |
| d) Employee benefits expense                                                                       | 2023                                                                                    | 2395                                                                                    | 2933                                                                                                     | 9496                                                         | 9965                                                                     |
| e) Depreciation and amortisation expense                                                           | 937                                                                                     | 894                                                                                     | 920                                                                                                      | 3518                                                         | 3131                                                                     |
| f) Advertising & sales promotion expenses                                                          | 3799                                                                                    | 8316                                                                                    | 5675                                                                                                     | 29449                                                        | 28527                                                                    |
| g) Royalty expenses                                                                                | 2250                                                                                    | 2295                                                                                    | 1991                                                                                                     | 9554                                                         | 7980                                                                     |
| h) Other expenses                                                                                  | 9135                                                                                    | 5429                                                                                    | 6659                                                                                                     | 33247                                                        | 26700                                                                    |
| <b>Total expenses</b>                                                                              | <b>35340</b>                                                                            | <b>40072</b>                                                                            | <b>35930</b>                                                                                             | <b>166543</b>                                                | <b>146753</b>                                                            |
| <b>3 Profit from operations before other income and finance costs (1-2)</b>                        | <b>13270</b>                                                                            | <b>9995</b>                                                                             | <b>6378</b>                                                                                              | <b>38551</b>                                                 | <b>21925</b>                                                             |
| <b>4 Other income</b>                                                                              | <b>2043</b>                                                                             | <b>1591</b>                                                                             | <b>1349</b>                                                                                              | <b>8020</b>                                                  | <b>6696</b>                                                              |
| <b>5 Profit from ordinary activities before finance costs (3+4)</b>                                | <b>15313</b>                                                                            | <b>11586</b>                                                                            | <b>7727</b>                                                                                              | <b>46571</b>                                                 | <b>28621</b>                                                             |
| <b>6 Finance costs</b>                                                                             | <b>515</b>                                                                              | <b>22</b>                                                                               | <b>1</b>                                                                                                 | <b>539</b>                                                   | <b>1</b>                                                                 |
| <b>7 Profit from ordinary activities before tax (5-6)</b>                                          | <b>14798</b>                                                                            | <b>11564</b>                                                                            | <b>7726</b>                                                                                              | <b>46032</b>                                                 | <b>28620</b>                                                             |
| <b>8 Tax expense</b>                                                                               | <b>5806</b>                                                                             | <b>3488</b>                                                                             | <b>2539</b>                                                                                              | <b>15830</b>                                                 | <b>8298</b>                                                              |
| <b>9 Net profit for the period (7-8)</b>                                                           | <b>8992</b>                                                                             | <b>8076</b>                                                                             | <b>5187</b>                                                                                              | <b>30202</b>                                                 | <b>20322</b>                                                             |
| <b>10 Paid-up equity share capital (Face Value ₹ 10 per equity share)</b>                          | <b>3246</b>                                                                             | <b>3246</b>                                                                             | <b>3246</b>                                                                                              | <b>3246</b>                                                  | <b>3246</b>                                                              |
| <b>11 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b> |                                                                                         |                                                                                         |                                                                                                          | <b>97044</b>                                                 | <b>77286</b>                                                             |
| <b>12 Earnings per Share (of ₹ 10 each) (not annualised) :</b>                                     |                                                                                         |                                                                                         |                                                                                                          |                                                              |                                                                          |
| a) Basic                                                                                           | 27.70                                                                                   | 24.88                                                                                   | 15.98                                                                                                    | 93.04                                                        | 62.61                                                                    |
| b) Diluted                                                                                         | 27.70                                                                                   | 24.88                                                                                   | 15.98                                                                                                    | 93.04                                                        | 62.61                                                                    |

See accompanying notes to the financial results

Part II

**SELECT INFORMATION FOR THE YEAR ENDED 30<sup>th</sup> JUNE 2014**

| Particulars                                                                            | (1)<br>Three Months<br>Ended<br>30 <sup>th</sup> June 2014 | (2)<br>Preceding<br>Three Months<br>Ended<br>31 <sup>st</sup> March 2014 | (3)<br>Corresponding<br>Three Months<br>Ended<br>30 <sup>th</sup> June 2013 | (4)<br>Year Ended<br>30 <sup>th</sup> June 2014 | (5)<br>Previous<br>Year Ended<br>30 <sup>th</sup> June 2013 |
|----------------------------------------------------------------------------------------|------------------------------------------------------------|--------------------------------------------------------------------------|-----------------------------------------------------------------------------|-------------------------------------------------|-------------------------------------------------------------|
| <b>A PARTICULARS OF SHAREHOLDING</b>                                                   |                                                            |                                                                          |                                                                             |                                                 |                                                             |
| <b>1 Public shareholding</b>                                                           |                                                            |                                                                          |                                                                             |                                                 |                                                             |
| - Number of shares                                                                     | 9530963                                                    | 9530963                                                                  | 9530963                                                                     | 9530963                                         | 9530963                                                     |
| - Percentage of shareholding                                                           | 29.36                                                      | 29.36                                                                    | 29.36                                                                       | 29.36                                           | 29.36                                                       |
| <b>2 Promoters &amp; Promoter Group Shareholding</b>                                   |                                                            |                                                                          |                                                                             |                                                 |                                                             |
| a) Pledged Encumbered                                                                  |                                                            |                                                                          |                                                                             |                                                 |                                                             |
| - Number of shares                                                                     | -                                                          | -                                                                        | -                                                                           | -                                               | -                                                           |
| - Percentage of shares (as a % of the total shareholding of Promoter & Promoter group) | -                                                          | -                                                                        | -                                                                           | -                                               | -                                                           |
| - Percentage of shares (as a % of the total share capital of the company)              | -                                                          | -                                                                        | -                                                                           | -                                               | -                                                           |
| b) Non-encumbered                                                                      |                                                            |                                                                          |                                                                             |                                                 |                                                             |
| - Number of shares                                                                     | 22929773                                                   | 22929773                                                                 | 22929773                                                                    | 22929773                                        | 22929773                                                    |
| - Percentage of shares (as a % of the total shareholding of Promoter & Promoter group) | 100.00                                                     | 100.00                                                                   | 100.00                                                                      | 100.00                                          | 100.00                                                      |
| - Percentage of shares (as a % of the total share capital of the company)              | 70.64                                                      | 70.64                                                                    | 70.64                                                                       | 70.64                                           | 70.64                                                       |

|                                                |                                                               |
|------------------------------------------------|---------------------------------------------------------------|
| <b>B INVESTOR COMPLAINTS</b>                   | <b>THREE MONTHS ENDED 30<sup>th</sup> June 2014 (NUMBERS)</b> |
| Pending at the beginning of the quarter        | -                                                             |
| Received during the quarter                    | 16                                                            |
| Disposed off during the quarter                | 16                                                            |
| Remaining unresolved at the end of the quarter | -                                                             |

Notes

1 Statement of Assets and Liabilities

(₹ in Lakhs)

| Particulars                                          | As at Year Ended<br>30 <sup>th</sup> June 2014<br>(Audited) | As at previous year end<br>30 <sup>th</sup> June 2013<br>(Audited) |
|------------------------------------------------------|-------------------------------------------------------------|--------------------------------------------------------------------|
| <b>EQUITY AND LIABILITIES</b>                        |                                                             |                                                                    |
| <b>SHAREHOLDERS' FUNDS</b>                           |                                                             |                                                                    |
| a) Share Capital                                     | 3246                                                        | 3246                                                               |
| b) Reserves and Surplus                              | 97044                                                       | 77286                                                              |
| <b>Shareholders' Funds</b>                           | <b>100290</b>                                               | <b>80532</b>                                                       |
| <b>NON-CURRENT LIABILITIES</b>                       |                                                             |                                                                    |
| a) Other Long-term Liabilities                       | 28                                                          | 36                                                                 |
| b) Long-term Provisions                              | 266                                                         | 243                                                                |
| <b>Non-Current Liabilities</b>                       | <b>294</b>                                                  | <b>279</b>                                                         |
| <b>CURRENT LIABILITIES</b>                           |                                                             |                                                                    |
| a) Trade Payables                                    | 23032                                                       | 20446                                                              |
| b) Other Current Liabilities                         | 6279                                                        | 8466                                                               |
| c) Short-term Provisions                             | 20899                                                       | 15208                                                              |
| <b>Current Liabilities</b>                           | <b>50210</b>                                                | <b>44120</b>                                                       |
| <b>TOTAL EQUITY AND LIABILITIES</b>                  | <b>150794</b>                                               | <b>124931</b>                                                      |
| <b>ASSETS</b>                                        |                                                             |                                                                    |
| <b>NON-CURRENT ASSETS</b>                            |                                                             |                                                                    |
| a) Fixed assets                                      | 33768                                                       | 25611                                                              |
| b) Deferred Tax Assets (Net)                         | 717                                                         | 295                                                                |
| c) Long-term Loans and Advances                      | 15066                                                       | 14944                                                              |
| d) Other Non-current Assets                          | -                                                           | 11                                                                 |
| <b>Non-Current Assets</b>                            | <b>49551</b>                                                | <b>40861</b>                                                       |
| <b>CURRENT ASSETS</b>                                |                                                             |                                                                    |
| a) Inventories                                       | 11852                                                       | 11890                                                              |
| b) Trade Receivables                                 | 8605                                                        | 8087                                                               |
| c) Cash and Cash Equivalents and Other Bank Balances | 26908                                                       | 16603                                                              |
| d) Short-term Loans and Advances                     | 49348                                                       | 43844                                                              |
| e) Other Current Assets                              | 4530                                                        | 3646                                                               |
| <b>Current Assets</b>                                | <b>101243</b>                                               | <b>84070</b>                                                       |
| <b>TOTAL ASSETS</b>                                  | <b>150794</b>                                               | <b>124931</b>                                                      |

- 2 The above audited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 12<sup>th</sup> August 2014.
- 3 The figures of last quarter are the balancing figures between the audited figures in respect of full financial year and the year to date figures upto the third quarter of the financial year.
- 4 Other Expenses include the effect of net Exchange loss (gain) in the respective periods as under:

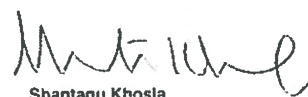
| Particulars  | (1)<br>Three Months<br>Ended<br>30 June 2014 | (2)<br>Preceding<br>Three Months<br>Ended<br>31 March 2014 | (3)<br>Corresponding<br>Three Months<br>Ended<br>30 June 2013 | (4)<br>Year Ended<br>30 June 2014 | (5)<br>Previous<br>Year Ended<br>30 June 2013 |
|--------------|----------------------------------------------|------------------------------------------------------------|---------------------------------------------------------------|-----------------------------------|-----------------------------------------------|
| (₹ in Lakhs) | 298                                          | (175)                                                      | 472                                                           | 153                               | 234                                           |

- 5 Other income includes Interest Income on income tax refund in the respective periods as under:

| Particulars  | (1)<br>Three Months<br>Ended<br>30 June 2014 | (2)<br>Preceding<br>Three Months<br>Ended<br>31 March 2014 | (3)<br>Corresponding<br>Three Months<br>Ended<br>30 June 2013 | (4)<br>Year Ended<br>30 June 2014 | (5)<br>Previous<br>Year Ended<br>30 June 2013 |
|--------------|----------------------------------------------|------------------------------------------------------------|---------------------------------------------------------------|-----------------------------------|-----------------------------------------------|
| (₹ in Lakhs) | -                                            | 81                                                         | 140                                                           | 817                               | 1 221                                         |

- 6 Tax Expense for the year ended 30<sup>th</sup> June 2014 includes a net charge of ₹ 1870 Lakhs in respect of earlier years.
- 7 The Board of Directors at its meeting held on 12<sup>th</sup> August 2014 has recommended for the current year a final dividend of ₹ 27.50 per equity shares (nominal value ₹ 10 per equity share) aggregating to ₹ 8927 Lakhs subject to approval of members at the ensuing Annual General Meeting of the Company.
- 8 The Company operates in a single segment i.e. Manufacturing, Trading and Marketing of Health and Hygiene Products.
- 9 Previous period's year's figures have been regrouped / rearranged wherever considered necessary

For and on behalf of the Board of Directors of  
Procter & Gamble Hygiene and Health Care Limited

  
Shantanu Khosla  
Managing Director

Place : Mumbai  
Date : 12<sup>th</sup> August 2014



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**Procter & Gamble Hygiene and Health Care Ltd. continues to deliver Sustained Growth**

*Net Sales up 22%; PAT up 49% for fiscal year ended June 30, 2014*

**Mumbai, August 12, 2014** – Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) today announced its annual financial results for the Financial Year ended June 30, 2014. The Company's focus on innovation and productivity continued to sustain growth momentum by delivering total Net Sales of Rs. 2,047 crores, up 22% versus year ago. For the quarter ended June 30, 2014, the Company delivered an equally strong Net Sales growth of 14% versus the same quarter last year.

Profit After Tax (PAT) for the Financial Year stood at Rs. 302 crores, up 49% versus year ago, driven by productivity and cost efficiency. Profit Before Tax (PBT) stood at Rs. 460 crores, up 61% versus year ago.

Both the Feminine Care and Health Care businesses continued to deliver robust double-digit growth in a competitive market environment behind superior products, strong initiatives and product portfolio strength. The launch of Old Spice is delivering in-line with expectations.

About Procter & Gamble Hygiene and Health Care Ltd.

Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) is one of India's fastest growing FMCG companies that has in its portfolio WHISPER – India's leading Feminine Hygiene brand, VICKS – India's No. 1 Health Care brand and Old Spice. The Company has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. PGHHCL is committed to making every day in the lives of Indian consumers better through the quality of its products and the sincerity of its service. Please visit [www.pg.com](http://www.pg.com) for the latest news and in-depth information about P&G and its brands.

**For details contact:**

**Madison Public Relations**

Malika Bhavnani +91 9820496099; [malika@fort.madisonindia.com](mailto:malika@fort.madisonindia.com)

**P&G**

Ravi Chamoli +91 9619308830; [chamoli.r@pg.com](mailto:chamoli.r@pg.com)