



**Procter & Gamble Hygiene
and Health Care Limited**

Registered 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

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 30, 2012

Ref:- Scrip ID: - PGHH

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 Procter & Gamble Hygiene and Health Care Limited

**Sachin Harlalka
Company Secretary**

Encl: As Above



**Procter & Gamble Hygiene
and Health Care Limited**
Registered 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

Part I

(₹ in Lakhs)

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST 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 Gross Sales	32764	35554	24720	98600	79345	103702
Less : Excise Duty	144	122	1282	389	3781	3677
1 Income from Operations						
(a) Net sales / income from operations (Net of excise duty)	32620	35432	23439	98211	75564	100025
(b) Other operating income	68	68	54	221	176	262
Total income from operations (net)	32688	35500	23493	98432	75740	100287
2 Expenses						
a) Cost of materials consumed	7786	9457	9495	29586	21487	29970
b) Purchases of stock-in-trade	5543	4449	2726	12061	7571	9053
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(275)	384	(3652)	(1046)	(407)	(66)
d) Employee benefits expenses	1730	1786	1392	5049	3675	5057
e) Advertising & sales promotion expenses	5260	6966	3796	18516	13947	18478
f) Royalty expenses	1386	1731	693	4597	3850	5169
g) Depreciation and amortisation expenses	712	655	573	2010	1595	2216
h) Other expenses	5544	4584	4398	14007	11725	16274
Total expenses	27686	30012	19421	84780	63443	86151
3 Profit from operations before other income, finance cost and exceptional items (1-2)	5002	5488	4072	13652	12297	14136
4 Other income	1796	1256	824	4022	2436	3541
5 Profit from ordinary activities before finance costs and exceptional items (3+4)	6798	6744	4896	17674	14733	17677
6 Finance cost	1	-	-	1	1	3
7 Profit from ordinary activities after finance costs but before exceptional items (5-6)	6797	6744	4896	17673	14732	17674
8 Exceptional items	-	-	-	-	-	-
9 Profit from ordinary activities before tax (7+8)	6797	6744	4896	17673	14732	17674
10 Tax expense	1592	1625	1002	3071	3207	2586
11 Net Profit from ordinary activities after tax (9-10)	5205	5119	3894	14602	11525	15088
12 Extraordinary item (net of tax expense)	-	-	-	-	-	-
13 Net profit for the period (11+12)	5205	5119	3894	14602	11525	15088
14 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3246	3246	3246	3246	3246	3246
15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						56817
16.i Earnings per Share - (before extraordinary items), (of ₹ 10 each) (not annualised) :						
a) Basic	16.04	15.77	11.99	44.98	35.50	46.48
b) Diluted	16.04	15.77	11.99	44.98	35.50	46.48
16.ii Earnings per Share - (after extraordinary items), (of ₹ 10 each) (not annualised) :						
a) Basic	16.04	15.77	11.99	44.98	35.50	46.48
b) Diluted	16.04	15.77	11.99	44.98	35.50	46.48

Handwritten signature/initials

Handwritten signature/initials 1



Procter & Gamble Hygiene and Health Care Limited
Registered 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

Part II

SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31st 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	9530963	9530963	9530963	9530963	9530963	9530963
- Percentage of shareholding	29.36	29.36	29.36	29.36	29.36	29.36
2 Promoters & Promoter Group Shareholding						
a) Pledged / Encumbered						
- Number of shares	NIL	NIL	NIL	NIL	NIL	NIL
- 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	22929773
- Percentage of shares (as a % of the total shareholding of Promoter & Promoter group)	100.00	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	70.64

B INVESTOR COMPLAINTS	THREE MONTHS ENDED 31st MARCH 2012
1 Pending at the beginning of the quarter	-
Received during the quarter	81
Disposed of during the quarter	81
Remaining unresolved at the end of the quarter	-

Notes :

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 30th April 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.
- During the quarter, pursuant to the orders of the Income Tax Appellate Tribunal at Mumbai in respect of earlier years, the company has received refund of ₹ 2243 lakhs (previous periods : ₹ NIL) including interest of ₹1081 lakhs (previous periods : ₹ NIL). The Income Tax department has preferred an appeal against the said orders before the Hon'ble High Court of Judicature at Mumbai which is presently pending. As a result, in the view of the management, there is considerable uncertainty as regards the outcome of the said appeals and the ultimate recognition of the refunds received. Consequently, no effect has been given to the above orders in the results for the quarter.
- Tax expense comprises of current tax and deferred tax and is net of adjustment towards Minimum Alternative Tax (MAT) credit entitlement.
- The Company operates in a single reportable business segment i.e. Manufacturing and Marketing of Health and Hygiene Products and one reportable Geographical segment i.e. within India.
- 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 : 30th April 2012.



Procter & Gamble Hygiene
and Health Care Limited
Registered 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

**Procter & Gamble Hygiene and Health Care Limited delivers strong growth in Quarter 3
PAT up by 34%; Gross sales up 33% for the quarter ended March 31, 2012**

Mumbai, April 30, 2012 – Procter & Gamble Hygiene and Health Care Limited (PGHHCL) today announced its Unaudited Financial Results for the third quarter ended March 31, 2012. The Company's Gross Sales registered 33% increase at Rs.329 crores from Rs.247 crores over the corresponding quarter last year.

Procter & Gamble Hygiene and Health Care Limited continued to grow in Feminine Care by posting gross sales growth of +30%. Growth in this category was driven by consumer meaningful initiatives that grew the category and served more consumers. The Health Care category witnessed +37% sales growth vs. year ago, driven by the commercial and product innovations across product categories. Vicks and Whisper continue to be the market leaders in their respective categories.

Profit Before Tax (PBT) increased from Rs. 68 crores for the quarter ended March 31, 2012 compared with Rs.49 crores for the corresponding quarter last year. The increase in earnings is due to strategic cost optimization measures. Profit After Tax (PAT) stood at Rs.52 crores compared with Rs.39 crores in the corresponding quarter last year.

Sharing perspective on the results, Mr. Shantanu Khosla Managing Director, Procter & Gamble Hygiene and Health Care Limited (PGHHCL) said, *"Procter & Gamble Hygiene and Health Care Limited has registered robust sales and volume growth for the quarter ended March 31, 2012. PGHHCL is committed to delighting its consumers with superior product propositions and innovations such as the New Whisper Maxi and the expansion in the Whisper Ultra product range. In addition, Vicks further consolidated its market position behind new initiatives like the launch of Vicks VapoCool and strengthened distribution presence. We continue to invest behind our purpose of touching and improving the lives of more consumers, in more parts of India, more completely."*

About Procter & Gamble Hygiene and Health Care Limited

Procter & Gamble Hygiene and Health Care Limited (PGHHCL) is one of India's fastest growing FMCG Companies that has in its portfolio WHISPER – India's leading Feminine Hygiene brand, and VICKS – India's No. 1 Health Care brand. 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 for the latest news and in-depth information about P&G 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

**AUDITORS' REPORT
TO THE BOARD OF DIRECTORS OF
PROCTER & GAMBLE HYGIENE AND HEALTH CARE LIMITED**

We have reviewed the accompanying Statement of Unaudited Financial Results of Procter & Gamble Hygiene and Health Care 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, 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. Katkar
Partner

Membership Number - 038568

Place: Mumbai
Date: April 30, 2012