

**Gillette India Limited**

CIN: L28931MH1984PLC267130
Regd Office
P&G Plaza, Cardinal Gracias Road,
Chakala, Andheri (E),
Mumbai 400 099
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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

February 7, 2019

Ref:- Scrip ID: - GILLETTE

Dear Sir / Madam,

Sub:- Unaudited Financial Results for the quarter ended December 31, 2018 and Interim Dividend for Financial Year 2018-19

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 December 31, 2018 were approved.

We are enclosing herewith the following:

- Unaudited Financial Results for the quarter ended December 31, 2018;
- Press Release;
- Limited Review Report in respect of the Unaudited Financial Results for the quarter ended December 31, 2018 furnished by Statutory Auditors of the Company; and

Further, we are pleased to inform you that the Board of Directors of the Company at its meeting held today, inter alia, have recommended an Interim Dividend for the Financial Year 2018-19 of Rs. 19/- per Equity Share (Face Value of Rs. 10/- each). The dividend shall be paid between 2nd March, 2019 to 8th March, 2019. Record date for the purpose of eligibility for payment of Interim Dividend has been fixed as 19th February, 2019.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited



Ghanashyam Hegde
Company Secretary





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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 31ST DECEMBER 2018						
(₹ in Lakhs)						
Particulars	(1) Three Months Ended 31st December 2018	(2) Preceding Three Months Ended 30th September 2018	(3) Corresponding Three Months Ended 31st December 2017	(4) Six Months Ended 31st December 2018	(5) Corresponding Six Months Ended 31st December 2017	(6) Previous Year Ended 30th June 2018
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Revenue from operations	47 566	45 651	40 752	93 217	81 555	1 67 685
2 Other income	405	380	200	785	312	1 275
3 Total income (1+2)	47 971	46 031	40 952	94 002	81 867	1 68 960
4 Expenses						
(a) Cost of raw and packing materials consumed	7 495	4 440	4 725	11 935	8 251	14 132
(b) Purchases of stock-in-trade (Traded goods)	19 674	15 308	13 687	34 982	26 497	53 096
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(7 693)	197	(1 598)	(7 496)	(1 333)	2 086
(d) Employee benefits expense	2 504	3 205	2 456	5 709	5 248	11 791
(e) Finance costs	174	90	139	264	250	746
(f) Depreciation expense	1 163	1 134	993	2 297	1 911	4 229
(g) Advertising & sales promotion expenses	9 570	5 424	5 689	14 994	10 274	21 719
(h) Other expenses	6 216	6 392	6 003	12 608	12 238	26 701
Total expenses	39 103	36 190	32 094	75 293	63 336	1 34 500
5 Profit before tax (3-4)	8 868	9 841	8 858	18 709	18 531	34 460
6 Tax expense						
(a) Current tax	3 759	3 768	3 056	7 527	6 531	11 441
(b) Deferred tax	(290)	(462)	(75)	(752)	(311)	114
Income tax expense	3 469	3 306	2 981	6 775	6 220	11 555
7 Profit for the period (5-6)	5 399	6 535	5 877	11 934	12 311	22 905
8 Other comprehensive income						
Other comprehensive income not to be reclassified to profit or loss:						
Re-measurement of the defined benefit plans	(236)	110	(293)	(126)	(586)	441
Income tax effect	82	(38)	102	44	203	(153)
Total other comprehensive income	(154)	72	(191)	(82)	(383)	288
9 Total comprehensive income for the period (7+8)	5 245	6 607	5 686	11 852	11 928	23 193
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						66 159
12 Earnings per share (Face value of ₹ 10/- per equity share) (not annualised):						
(a) Basic	16.56	20.06	18.03	36.62	37.78	70.29
(b) Diluted	16.56	20.06	18.03	36.62	37.78	70.29
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 December 2018 (Unaudited)	(2) Preceding Three Months Ended 30th September 2018 (Unaudited)	(3) Corresponding Three Months Ended 31st December 2017 (Unaudited)	(4) Six Months Ended 31st December 2018 (Unaudited)	(5) Corresponding Six Months Ended 31st December 2017 (Unaudited)	(6) Previous Year Ended 30th June 2018 (Audited)
1. Segment Revenue						
- Grooming	37 322	34 336	33 215	71 658	64 102	1 33 133
- Oral Care	10 244	11 315	7 537	21 559	17 453	34 552
Total Income from Operations	47 566	45 651	40 752	93 217	81 555	1 67 685
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	5 658	7 977	7 441	13 635	15 450	29 323
- Oral Care	2 774	1 663	1 430	4 437	3 131	4 414
Total Segment Results	8 432	9 640	8 871	18 072	18 581	33 737
Less: Finance costs	(174)	(90)	(139)	(264)	(250)	(746)
Add/(Less): Unallocable Income net of Unallocable Expenditure	610	291	126	901	200	1 469
Total Profit Before Tax	8 868	9 841	8 858	18 709	18 531	34 460
3. Segment assets						
- Grooming	71 917	62 784	64 857	71 917	64 857	61 798
- Oral Care	7 724	7 117	7 513	7 724	7 513	6 504
Total Segment Assets	79 641	69 901	72 370	79 641	72 370	68 302
- Unallocated Corporate Assets	56 541	59 353	37 229	56 541	37 229	52 598
Total Assets	1 36 182	1 29 254	1 09 599	1 36 182	1 09 599	1 20 900
4. Segment liabilities						
- Grooming	36 080	27 367	27 199	36 080	27 199	26 974
- Oral Care	10 373	9 808	7 745	10 373	7 745	7 409
Total Segment Liabilities	46 453	37 175	34 944	46 453	34 944	34 383
- Unallocated Corporate Liabilities	17 418	16 023	16 556	17 418	16 556	17 099
Total Liabilities	63 871	53 198	51 500	63 871	51 500	51 482

Notes to Segment:

- Segments have been identified in line with the Indian Accounting Standard on Segment Reporting (Ind AS 108).
- 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.
- 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.
- 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 Statement of Assets and Liabilities**

(₹ in Lakhs)

Particulars	As at 31st December 2018 (Unaudited)	As at Year Ended 30th June 2018 (Audited)
ASSETS		
Non-current assets		
Property, plant and equipment	27 394	26 441
Capital work-in-progress	2 459	4 037
Financial assets		
(i) Loans	2 170	2 114
(ii) Other financial assets	—	—
Deferred tax assets (Net)	2 431	1 640
Income tax assets (Net)	15 372	16 731
Other non-current assets	2 522	2 519
Total non-current assets	52 348	53 482
Current assets		
Inventories	26 645	20 015
Financial assets		
(i) Trade receivables	22 968	17 604
(ii) Cash and cash equivalents	14 631	23 515
(iii) Bank balances other than (ii) above	193	148
(iv) Loans	10 557	500
(v) Other financial assets	448	366
Other current assets	8 392	5 270
Total current assets	83 834	67 418
TOTAL ASSETS	1 36 182	1 20 900
EQUITY AND LIABILITIES		
Equity		
Equity share capital	3 259	3 259
Other equity	69 052	66 159
Total equity	72 311	69 418
Non-current liabilities		
Financial liabilities		
(i) Other financial liabilities	—	—
Provisions	3 991	3 547
Total non-current liabilities	3 991	3 547
Current liabilities		
Financial liabilities		
(i) Trade payables	45 545	32 930
(ii) Other financial liabilities	1 101	1 597
Provisions	22	22
Current tax liabilities (Net)	7 198	8 388
Other current liabilities	6 014	4 998
Total current liabilities	59 880	47 935
Total liabilities	63 871	51 482
TOTAL EQUITY AND LIABILITIES	1 36 182	1 20 900



- 2 The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 7th February, 2019 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 3 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.
- 4 The Board of Directors at its meeting held on 7th February, 2019 has declared an interim dividend of ₹ 19 per equity share (nominal value of ₹ 10 per equity share) aggregating to ₹ 6 191 lakhs. The corporate dividend distribution tax on the said dividend amounts to ₹ 1 273 lakhs.
- 5 Previous period figures have been regrouped and reclassified wherever necessary.

Place: Mumbai
Date: 7 February, 2019

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


Madhusudan Gopalan
Managing Director





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Gillette India Ltd. Announces Second Quarter Results

Sales up 17% for quarter ended December 31, 2018

Mumbai, February 7, 2019: Gillette India Ltd. (GIL) announced today its financial results for the quarter ended December 31, 2018. The company delivered Sales of ₹476 crores, up 17% vs. year ago, behind brand fundamentals, strength of the product portfolio and improved in-store execution.

The Profit After Tax (PAT) was ₹54 crores, down 8% versus year ago behind cost inflation, expiry of tax benefits and higher marketing spend on brand building initiatives to accelerate growth.

Madhusudan Gopalan, Managing Director, Gillette India Ltd. said, *"We have delivered strong double-digit growth for the second consecutive quarter this year driven by robust volume growth, category development and execution excellence. We will continue to focus on raising the bar on superiority of our products, packaging, go-to-market and communication, improving productivity and strengthening our organization and culture."*

Both Grooming and Oral Care businesses recorded double-digit growth ahead of their categories. This growth was driven by superior communication, category expansion and go-to-market initiatives.

The Board of Directors declared an interim dividend of ₹19 on every equity share of ₹10. The record date for the dividend will be February 19, 2019.

About Gillette India Ltd.:

Gillette India Limited (GIL) is one of India's well-known FMCG Companies that has in its portfolio well-known brands GILLETTE and ORAL-B. The company has carved a reputation for delivering high quality products and superior value propositions 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.

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KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

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 half year ended December 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 February 7, 2019. 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.

For KALYANIWALLA & MISTRY LLP
CHARTERED ACCOUNTANTS

Firm Reg. No.: 104607W/W100166



Darius Z. Fraser

PARTNER

M. No.: 42454

Mumbai, February 7, 2019.

LLP IN : AAH - 3437

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