



**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

February 9, 2018

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400001

**Ref:- Scrip Code:- 507815**

Dear Sir / Madam,

**Sub:- Unaudited Financial Results for the quarter ended December 31, 2017**

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, 2017 were approved.

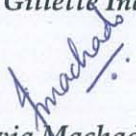
We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended December 31, 2017
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended December 31, 2017 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,  
Yours faithfully,

*For Gillette India Limited*

  
**Flavia Machado**  
Company Secretary



**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/in\_IN

Part I STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 31ST DECEMBER 2017						
Particulars	(1) Three Months Ended 31st Dec 2017	(2) Preceding Three Months Ended 30th Sept 2017	(3) Corresponding Three Months Ended 31st Dec 2016	(4) Six Months Ended 31st Dec 2017	(5) Corresponding Six Months Ended 31st Dec 2016	(6) Previous Year Ended 30th June 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Revenue from operations (Refer Note 4)	40 752	40 803	39 682	81 555	81 611	1 78 824
2 Other income (Refer Note 5)	200	112	1 560	312	2 448	3 782
3 Total income (1+2)	40 952	40 915	41 242	81 867	84 059	1 82 606
4 Expenses						
(a) Cost of raw and packing materials consumed	4 725	3 526	7 651	8 251	18 038	37 345
(b) Purchases of stock-in-trade (Traded goods)	13 687	12 810	12 274	26 497	22 519	43 299
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	( 1 598)	265	( 1 933)	( 1 333)	( 2 629)	( 2 040)
(d) Excise duty	—	—	744	—	1 500	5 464
(e) Employee benefits expense	2 456	2 792	2 548	5 248	5 455	10 972
(f) Finance costs	139	111	93	250	201	674
(g) Depreciation expense	993	918	892	1 911	1 646	3 835
(h) Advertising & sales promotion expenses	5 689	4 585	5 182	10 274	10 662	23 037
(i) Other expenses	6 003	6 235	5 775	12 238	10 581	22 588
Total expenses	32 094	31 242	33 226	63 338	67 973	1 45 174
5 Profit before tax (3-4)	8 858	9 673	8 016	18 531	16 086	37 432
6 Tax expense						
(a) Current tax	3 056	3 475	2 655	6 531	5 111	12 122
(b) Deferred tax	( 75)	( 236)	( 114)	( 311)	16	2
Income tax expense	2 981	3 239	2 541	6 220	5 127	12 124
7 Profit for the period (5-6)	5 877	6 434	5 475	12 311	10 959	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	( 293)	( 293)	( 15)	( 586)	( 109)	( 1 173)
Income tax effect	102	101	6	203	35	406
Total other comprehensive income	( 191)	( 192)	( 9)	( 383)	( 71)	( 767)
9 Total comprehensive income for the period (7+8)	5 686	6 242	5 466	11 928	10 888	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	18.03	19.75	16.80	37.78	33.63	77.67
(b) Diluted	18.03	19.75	16.80	37.78	33.63	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:

Particulars	(1) Three Months Ended 31st Dec 2017	(2) Preceding Three Months Ended 30th Sept 2017	(3) Corresponding Three Months Ended 31st Dec 2016	(4) Six Months Ended 31st Dec 2017	(5) Corresponding Six Months Ended 31st Dec 2016	(6) Previous Year Ended 30th June 2017
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment Revenue						
- Grooming	33 215	30 887	31 330	64 102	64 956	1 44 065
- Oral Care	7 537	9 916	8 352	17 453	16 655	34 759
Total Income from Operations	40 752	40 803	39 682	81 555	81 611	1 78 824
2. Segment Results (Profit/(Loss)) before finance costs and tax						
- Grooming	7 441	8 009	6 857	15 450	13 511	30 164
- Oral Care	1 430	1 701	( 250)	3 131	493	4 558
Total Segment Results	8 871	9 710	6 607	18 581	14 004	34 722
Less: Finance costs	( 139)	( 111)	( 93)	( 250)	( 201)	( 674)
Add/(Less): Unallocable Income net of Unallocable Expenditure	126	74	1 502	200	2 283	3 384
Total Profit Before Tax	8 858	9 673	8 016	18 531	16 086	37 432
3. Segment assets						
- Grooming	64 857	62 212	57 923	64 857	57 923	56 076
- Oral Care	7 513	7 893	7 336	7 513	7 336	7 138
Total Segment Assets	72 370	70 105	65 259	72 370	65 259	63 214
- Unallocated Corporate Assets	37 229	36 748	76 185	37 229	76 185	36 832
Total Assets	1 09 599	1 06 763	1 41 444	1 09 599	1 41 444	99 846
4. Segment liabilities						
- Grooming	27 199	27 707	24 904	27 199	24 904	27 581
- Oral Care	7 745	8 627	7 639	7 745	7 639	6 764
Total Segment Liabilities	34 944	36 334	32 543	34 944	32 543	34 345
- Unallocated Corporate Liabilities	16 556	14 107	12 129	16 556	12 129	15 440
Total Liabilities	51 500	50 441	44 672	51 500	44 672	49 785

THD  
KRM



*Handwritten signature*



**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**

Particulars	(₹ in Lakhs)	
	As at Half Year Ended 31st December 2017 (Unaudited)	As at Year Ended 30th June 2017 (Audited)
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	26 916	21 409
Capital work-in-progress	3 636	6 334
Financial assets		
(i) Loans	2 266	2 575
Deferred tax assets (Net)	2 394	1 901
Income tax assets (Net)	16 689	15 902
Other non-current assets	2 306	1 879
<b>Total non-current assets</b>	<b>54 237</b>	<b>50 000</b>
<b>Current assets</b>		
Inventories	24 000	22 238
Financial assets		
(i) Trade receivables	17 638	13 027
(ii) Cash and cash equivalents	9 906	11 402
(iii) Bank balances other than (ii) above	155	163
(iv) Loans	360	414
(v) Other financial assets	302	2 263
Other current assets	3 001	339
<b>Total current assets</b>	<b>55 362</b>	<b>49 846</b>
<b>TOTAL ASSETS</b>	<b>1 09 599</b>	<b>99 846</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Equity share capital	3 259	3 259
Other equity	54 840	46 802
<b>Total equity</b>	<b>58 099</b>	<b>50 061</b>
<b>Non-current liabilities</b>		
Financial liabilities		
(i) Other financial liabilities	---	---
Provisions	640	469
<b>Total non-current liabilities</b>	<b>640</b>	<b>469</b>
<b>Current liabilities</b>		
Financial liabilities		
(i) Trade payables	34 050	32 273
(ii) Other financial liabilities	3 842	2 231
Provisions	---	171
Current tax liabilities (Net)	5 892	6 809
Other current liabilities	7 076	7 832
<b>Total current liabilities</b>	<b>50 860</b>	<b>49 316</b>
<b>Total liabilities</b>	<b>51 500</b>	<b>49 785</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1 09 599</b>	<b>99 846</b>

- 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 9th February, 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.
- 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.
- 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.
- Other income for the quarter and half year ended December 31, 2016 and year ended June 30, 2017 includes Rs. 834 lakhs of interest on income tax refund.
- Previous period figures have been regrouped and reclassified wherever necessary.

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

AI Rajwani  
Managing Director

Place: Mumbai  
Date: 9th February, 2018





**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](http://www.pg.com/en_IN)

### **Gillette India Ltd. Announces Second Quarter Results**

*Comparable\* Sales up 15%; PAT up 7% for quarter ended December 31, 2017*

**Mumbai, February 9, 2018** – Gillette India Limited (GIL) today announced its financial results for the quarter ended December 31, 2017. Driven by the company's focus on brand fundamentals, the comparable\* sales were up 15% versus year ago. Sales were up 3% versus year ago due to changes in treatment of indirect taxes post GST.

Profit After Tax (PAT) was up 7% versus year ago behind continued focus on productivity and cost efficiency.

Both the Grooming and Oral Care businesses delivered double-digit comparable\* sales growth, ahead of the market behind strong brand fundamentals, strength of the product portfolio and improved in-store execution.

\*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](http://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](mailto:malika.bhavnani@madisonpr.in)



# 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, 2017, 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 9, 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 preceding quarter ended September 30, 2017, corresponding quarter and half year ended December 31, 2016 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 KALYANIWALLA & MISTRY LLP**  
**CHARTERED ACCOUNTANTS**

Firm Regn. No.: 104607W / W100166



**Darius Z. Fraser**  
**PARTNER**

M. No.: 42454

Mumbai, February 9, 2018.

LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001  
TEL.: (91) (22) 6158 6200, 6158 7200 FAX : (91) (22) 6158 6275