



Gillette India Ltd.

Head 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

October 31, 2013

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 September 30, 2013

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 September 30, 2013 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the Quarter ended September 30, 2013 as per Stock Exchange Format under Clause 41 of the Listing Agreement.
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the Quarter ended September 30, 2013 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For Gillette India Limited


Amit K. Vyas
Company Secretary



Encl: As Above



Gillette India Limited

Head Office

P&G Plaza, Cardinal Gracias Road, Chakala

Andheri (E), Mumbai 400 099

Tel : 91-22-2826 6000

Fax : 91-22-6693 9696

www.pg.com

PART I		(Rs. in Lakhs)			
STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 th SEPTEMBER 2013					
	Particulars	(1) Three Months Ended 30 th September 2013	(2) Preceding Three Months Ended 30 th June 2013	(3) Corresponding Three Months Ended 30 th September 2012	(4) Previous Year Ended 30 th June 2013
		(Unaudited)	(Audited) (Refer Note 3 below)	(Unaudited)	(Audited)
1	Income from operations				
	(a) Net Sales/Income from operations (Net of excise duty)	38717	39207	33480	143533
	(b) Other operating income	43	89	80	239
	Total income from operations (Net)	38760	39296	33560	143772
2	Expenses				
	a) Cost of raw and packing materials consumed	8132	7584	8834	30793
	b) Purchase of stock-in-trade	11157	10281	6067	38249
	c) Changes in inventories of finished goods, work-in-progress and stock- in- trade	(1155)	984	1	(2164)
	d) Employee benefits expense	2358	2119	2079	7865
	e) Depreciation and amortization expense	813	895	714	3132
	f) Advertising & sales promotion expenses	8810	7906	8510	29916
	g) Royalty expenses	437	392	327	1515
	h) Other expenses	6701	7020	4354	24294
	Total expenses	37253	37181	30886	133600
3	Profit from operations before other income and finance costs (1-2)	1507	2115	2674	10172
4	Other income	883	817	1122	3655
5	Profit from ordinary activities before finance costs (3+4)	2390	2932	3796	13827
6	Finance costs	1	2	-	2
7	Profit from ordinary activities before tax (5-6)	2389	2930	3796	13825
8	Tax expense	875	1283	1313	5109
9	Net Profit for the period (7-8)	1514	1647	2483	8716
10	Paid-up equity share capital (Face Value Rs. 10 per Equity Share)	3259	3259	3259	3259
11	Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year				61664



Registered Office: SPA - 65 A, Bhiwadi Industrial Area, Bhiwadi, (Dist. Alwar), Rajasthan - 301 019

12	Earnings per share (of Rs. 10/- each) (not annualised):				
	a. Basic	4.65	5.06	7.62	26.75
	b. Diluted	4.65	5.06	7.62	26.75
	See accompanying notes to the Financial Results				

PART II					
SELECT INFORMATION FOR THE QUARTER ENDED 30 TH SEPTEMBER 2013					
	Particulars	(1) Three Months Ended 30 th September 2013	(2) Preceding Three Months Ended 30 th June 2013	(3) Corresponding Three Months Ended 30 th September 2012	(4) Previous Year Ended 30 th June 2013
A.	PARTICULARS OF SHAREHOLDING				
1	Public shareholding				
	- Number of shares	3663728	3663728	3663728	3663728
	- Percentage of shareholding	11.24	11.24	11.24	11.24
2	Promoters and Promoter Group Shareholding				
	a. Pledged/Encumbered				
	- Number of shares	402403	402403	402403	402403
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	1.39	1.39	1.39	1.39
	- Percentage of shares (as a % of the total share capital of the company)	1.24	1.24	1.24	1.24
	b. Non-encumbered				
	- Number of shares	28519086	28519086	28519086	28519086
	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	98.61	98.61	98.61	98.61
	- Percentage of shares (as a % of the total share capital of the company)	87.52	87.52	87.52	87.52

	Particulars	Three Months Ended 30 th September 2013 (Numbers)
B.	INVESTORS COMPLAINTS	
	Pending at the beginning of the quarter	-
	Received during the quarter	3
	Disposed of during the quarter	3
	Remaining unresolved at the end of the quarter	-



Segment wise Revenue, Results and Capital Employed under Clause 41 of the Listing Agreement

Particulars	(Rs. in Lakhs)			
	(1)	(2)	(3)	(4)
	Three Months Ended 30 th September 2013 (Unaudited)	Preceding Three Months Ended 30 th June 2013 (Audited) (Refer Note 3 below)	Corresponding Three Months Ended 30 th September 2012 (Unaudited)	Previous Year Ended 30 th June 2013 (Audited)
Segment Revenue				
- Grooming	27131	28111	23933	103641
- Portable Power	1822	2024	1668	7036
- Oral Care	9807	9161	7959	33095
Total Income from Operations (Net)	38760	39296	33560	143772
Segment Results (Profit/(Loss) before interest and tax)				
- Grooming	4442	3710	4427	15553
- Portable Power	153	139	(154)	42
- Oral Care	(2744)	(1055)	(692)	(3710)
Total Segment Results	1851	2794	3581	11885
Less: Interest Expense	1	2	-	2
Add/(Less): Unallocable Income net of Unallocable Expenditure	539	138	215	1942
Total Profit Before Tax	2389	2930	3796	13825
Capital Employed (Segment assets less Segment liabilities)				
- Grooming	29523	28482	24567	28482
- Portable Power	1523	666	958	666
- Oral Care	132	2712	3917	2712
Total Segment Capital Employed	31178	31860	29442	31860
- Unallocated	35259	33063	34967	33063
Total Capital Employed	66437	64923	64409	64923

Notes to Segment :

1. Segments have been identified in line with the Accounting Standard on Segment Reporting (AS-17), taking into account the organization structure as well as differential risks and returns of these segments.
2. Grooming segment includes blades, razors and toiletries, Portable Power segment includes batteries, Oral Care segment includes tooth brushes, toothpastes and oral care products.
3. Unallocated Capital Employed is net of Corporate Assets and Corporate Liabilities, which mainly represent investment of surplus funds.

Notes:

1. The above unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 31st October, 2013. The Statutory Auditors of the Company have carried out limited review of the above unaudited results pursuant to Clause 41 of the Listing Agreement.
2. The Board of Directors at its Meeting held on 6th August, 2013 has recommended a dividend of Rs. 15 per equity share (Nominal Value of Rs. 10 per equity share) amounting to Rs. 4888 lakhs for the Financial Year ended 30th June, 2013, subject to approval of Members at Annual General Meeting of the Company to be held on 19th November, 2013.
3. The figures for the preceding three months ended 30th June, 2013 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2013 and the year to date figures upto the third quarter of that financial year.



Registered Office: SPA – 65 A, Bhiwadi Industrial Area, Bhiwadi, (Dist. Alwar), Rajasthan – 301 019

4. Other expenses includes the effect of net foreign exchange loss/(gain) in the respective periods as under:

Particulars	(1) Three Months Ended 30 th September 2013	(2) Preceding Three Months Ended 30 th June 2013	(3) Corresponding Three Months Ended 30 th September 2012	(4) Previous Year Ended 30 th June 2013
Rs. in lakhs	(443)	1182	(1440)	788

5. Tax Expense comprises of current tax and deferred tax.
6. This being the first quarter, the cumulative year to date figures are same as quarter results.
7. Previous period's/year's figures have been regrouped/rearranged wherever considered necessary.

Place: Mumbai
Date : 31st October, 2013

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


Shantanu Khosla
Managing Director





Gillette India Limited
Head Office
P&G Plaza, Cardinal Gracias Road, Chakala
Andheri (E), Mumbai 400 099
Tel : 91-22-2826 6000
Fax : 91-22-6693 9696
www.pg.com

Gillette India Limited Continues to Deliver Sustained Growth

Net Sales up by 16% for quarter ended September 30, 2013

Mumbai, October 31, 2013 – Gillette India Limited today announced its financial results for the quarter ended September 30, 2013. The Company maintained its strong growth momentum by delivering Net Sales of Rs. 387 crores (versus Net Sales of Rs. 335 crores in the same quarter last year), thus achieving robust growth of 16%. Growth in Net Sales was seen across all business segments - Grooming, Oral care & Portable Power.

Profit After Tax (PAT) was in line with expectations given the planned launch of investments in Oral B toothpaste. PAT for the quarter stood at Rs. 15 crores, while Profit Before Tax (PBT) stood at Rs. 24 crores. The base business continued to deliver strong results with profits (excluding Oral B toothpaste launch) up by 28% vis-à-vis the same quarter last year.

Grooming: Sales in the Grooming portfolio were up +13% versus year ago. This was driven by continued strength of the broad portfolio especially, Gillette Fusion and Mach 3 shaving systems.
Oral Care: Sales in Oral Care were up 23% versus year ago, with consumers continuing to reward us for our superior product propositions and further boosted by a first full quarter of toothpaste launch, which is delivering results in line with expectations.

Portable Power: Sales in the Portable Power business for the quarter were up by 9% from last year, as a result of focused marketing initiatives in our key target markets and further helped by pricing.

Sharing perspective on the results for the quarter ended September 30, 2013, Mr. Shantanu Khosla, Managing Director, Gillette India Limited (GIL) said, “Gillette India Limited continues to deliver sustained growth across all categories, driven by strong results on the base business. Marketing initiatives combined with launches of unique product propositions such as Gillette Fusion Power & Oral B Toothpaste drove higher market penetration. This year, we will continue our focus on winning with the consumer, through superior value creation.”

About Gillette India Ltd.

Gillette India Limited (GIL) is one of India’s well-known FMCG Companies that has in its portfolio GILLETTE MACH 3 TURBO, ORAL-B and DURACELL– world’s leading brands and has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. GIL’s 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@fort.madisonindia.com

P&G: Ganesh Shankar +91 22 39808200; shankar.g@pg.com

**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 ended September 30, 2013 ("the Statement"), being submitted by the Company pursuant to Clause 41 of the Listing Agreements with the Stock Exchanges, except for the disclosures in Part II - Select Information referred to in paragraph 4 below. 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 the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of 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 Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. 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 notified under the Companies Act, 1956 (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated 13 September 2013 of the Ministry of Corporate Affairs) 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.
4. Further, we also report that we have traced the number of shares as well as the percentage of shareholding in respect of the aggregate amount of public shareholding 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 investor complaints disclosed in Part II - Select Information for the Quarter ended September 30, 2013 of the Statement, from the details furnished by the Registrars.

For **DELOITTE HASKINS & SELLS**
Chartered Accountants
(Firm Registration No. 117366W)



Shyamak R Tata
Partner
(Membership No. 038320)

Mumbai, October 31, 2013

2. 14