

Part I

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2016

(₹ in Lakhs)

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31 <sup>st</sup> March 2016 (Unaudited)	Preceding Three Months Ended 31 <sup>st</sup> December 2015 (Unaudited)	Corresponding Three Months Ended 31 <sup>st</sup> March 2015 (Unaudited)	Nine Months Ended 31 <sup>st</sup> March 2016 (Unaudited)	Corresponding Nine Months Ended 31 <sup>st</sup> March 2015 (Unaudited)	Previous Year Ended 30 <sup>th</sup> June 2015 (Audited)
<b>1 Income from Operations</b>						
(a) Net Sales / Income from Operations (Net of excise duty)	61323	71323	55484	192459	177518	233227
(b) Other operating income	57	47	39	147	105	152
<b>Total income from operations (net)</b>	<b>61380</b>	<b>71370</b>	<b>55523</b>	<b>192606</b>	<b>177623</b>	<b>233379</b>
<b>2 Expenses</b>						
(a) Cost of raw and packing materials consumed	14931	13980	12084	44296	45430	57886
(b) Purchase of stock-in-trade	7901	10171	7994	27680	25629	34330
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	198	2683	2285	796	1216	(124)
(d) Employee benefits expense	2645	2843	3752	8850	9340	11329
(e) Depreciation and amortisation expense	1238	1419	1217	3928	3919	5253
(f) Advertising & sales promotion expenses	9305	7842	6650	25916	25923	33273
(g) Royalty expenses	3061	3547	2608	9578	8516	11144
(h) Other expenses	10016	8699	7869	30883	28563	37099
<b>Total expenses</b>	<b>49295</b>	<b>51184</b>	<b>44459</b>	<b>151927</b>	<b>148536</b>	<b>190190</b>
<b>3 Profit from operations before other income and finance costs (1-2)</b>	<b>12085</b>	<b>20186</b>	<b>11064</b>	<b>40679</b>	<b>29087</b>	<b>43189</b>
4 Other income	2363	2059	1771	6543	5583	7464
<b>5 Profit from ordinary activities before finance costs (3+4)</b>	<b>14448</b>	<b>22245</b>	<b>12835</b>	<b>47222</b>	<b>34670</b>	<b>50653</b>
6 Finance costs	24	230	380	369	542	572
<b>7 Profit from ordinary activities before tax (5-6)</b>	<b>14424</b>	<b>22015</b>	<b>12455</b>	<b>46853</b>	<b>34128</b>	<b>50081</b>
8 Tax expense	4694	7345	3766	15475	10223	15467
<b>9 Net profit for the period (7-8)</b>	<b>9730</b>	<b>14670</b>	<b>8689</b>	<b>31378</b>	<b>23905</b>	<b>34614</b>
10 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3246	3246	3246	3246	3246	3246
11 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	-	-	119622
<b>12 Earnings per Share (Face value of ₹ 10 per equity share) (not annualised) :</b>						
a) Basic	29.98	45.19	26.77	96.67	73.64	106.63
b) Diluted	29.98	45.19	26.77	96.67	73.64	106.63
<b>See accompanying notes to the financial results</b>						

Notes :

- The above unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 5<sup>th</sup> May 2016. The Statutory Auditors of the Company have carried out Limited Review of the above unaudited results pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- The Company operates in a single segment i.e. Manufacturing, Trading and Marketing of Health and Hygiene Products.
- Previous period's / year's figures have been regrouped / rearranged wherever necessary in order to make them comparable.

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

AI Rajwani  
Managing Director



Place : Mumbai  
Date : 5<sup>th</sup> May, 2016