



**Procter & Gamble Hygiene  
and Health Care Limited**  
CIN: L24239MH1964PLC012971  
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**Transcript of the 57<sup>th</sup> Annual General Meeting of Procter & Gamble Hygiene and Health  
Care Limited, held at 11:00 a.m. on November 17, 2021 through video conference/ other  
audio-visual means**

**Mr. Ghanashyam Hegde - Executive Director & Company Secretary, Procter & Gamble  
Hygiene and Health Care Limited:**

A very good morning to all. I request our chairman Mr. C R Dua to commence the 57<sup>th</sup> Annual General Meeting proceedings of Procter & Gamble Hygiene and Healthcare Limited today. Over to you sir.

**Mr. Chittranjan Dua - Chairman & Independent Director, Procter & Gamble Hygiene and  
Health Care Limited:**

Thank you, Ghanashyam. A very good morning to one and all. I welcome all of you and thank you for joining the 57<sup>th</sup> Annual General Meeting of Procter & Gamble Hygiene and Healthcare Limited. In view of the COVID-19 pandemic, the company has arranged for the shareholders to join through video conference in compliance with the directions of the Ministry of Corporate Affairs. We sincerely hope that all of you are safe and well, and while we miss the opportunity to interact with you in person, we are glad that we are able to come together virtually. The request quorum being present, I call the meeting to order.

I would like to introduce the Board member and the management who are present today. And I will begin with Mr. Madhusudan Gopalan, the Managing Director, Ms. Meena Ganesh - Independent Director, Mr. Anil Kumar Gupta - Independent Director. Mr. Krishnamurthy Iyer - Independent Director, Mr. Pramod Agarwal - Non-Executive Director, Mr. Gagan Sawhney - Non-Executive Director, Ms. Sonali Dhawan - Non-Executive Director, Mr. Ghanashyam Hegde - Executive Director and Company Secretary, Mr. Prashant Bhatnagar - Chief Financial Officer, Mr. Gautam Kamath - Vice President, Finance. Mr. Kartik Natarajan could not attend the meeting due to other commitments. The representatives of the statutory auditors, cost auditors and secretarial auditors are also attending this meeting. Since the auditor's report and the secretarial audit report do not contain any qualifications or observations, they are not required to be read. I request the Mr. Ghanashyam Hegde - Director and Company Secretary to take the shareholders through general instructions regarding virtual participation in this AGM. Thank you very much.

**Mr. Ghanashyam Hegde - Executive Director & Company Secretary, Procter & Gamble  
Hygiene and Health Care Limited:**

Thank you Mr. Dua. Once again, a very morning to all dear shareholders. All the shareholders are placed on mute mode by the host so as to avoid any disturbances and to ensure smooth conduct of the meeting. Since this meeting is being held through video conferencing means and physical attendance of members has been dispensed with, the facet for the facility to appoint proxies to attend and cast votes on behalf of the members is not available for this AGM.



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Requisite statutory registers are available electronically for viewing by the members. Those who wish to view the same may write to the company at investor relations email ID. Live streaming of this meeting is available on an NSDL website. If any shareholder faces any technical issues, the shareholder may call NSDL helpline at 1800-222990. I repeat 1800-222990. I now hand over to Mr. C R Dua to take the proceedings ahead.

**Mr. Chittranjan Dua - Chairman and Independent Director, Procter & Gamble Hygiene and Health Care Limited:**

Thank you Ghanashyam. I now request Mr. Madhusudan Gopalan to address the shareholders.

**Mr. Madhusudan Gopalan - Managing Director, Procter & Gamble Hygiene and Health Care Limited:**

Thank you, Mr. Chairman. A very warm welcome and good morning to all our esteemed shareholders who have taken the time to be with us today. I would like to begin first to give you an overview of our strategy, the progress we have been making over the past few years while executing the strategy and importantly, the role that your company has been doing as a responsible corporate citizen to contribute to the communities we live in.

Our strategy is clear, focused and is winning. We focus on a portfolio of daily use products where performance is the critical determinant of driving brand choice on the part of consumers. Our strategy is rooted in superiority. We are relentlessly focused on delivering superior propositions to our consumers, be it in terms of product performance, packaging, communication that speaks to the hearts and minds of our consumers, retail execution - be it offline or online and of course, delivering the right value to our consumers. In order to invest in the superiority strategy, we are really focused on productivity to take out non-value-added costs in the system, which can fuel investments to grow the business. We are very-very sharply focused on leading constructive disruption. Disruption for the sake of disrupting is of not much value. But constructive disruption is one that creates value for the company, company's shareholders and all the stakeholders we interact with. Last but not the least, the core element of our strategy is a focused and agile organization that is fully geared up to execute this winning strategy. Moving forward, our priorities, as we have shared with you earlier are clear. In this continuing volatile external environment where the pandemic is still real, protecting the health and wellbeing of the P&G employees is of paramount importance. We continue to stay very focused on serving consumers who count on our daily use brands and the benefits they get. We also know that we have a clear responsibility to supporting communities, relief agencies and many other folks who are on the front line of this global pandemic, and these three priorities will continue to guide us for the foreseeable future.

I would like to spend a few minutes to share with you, our esteemed shareholders, the interventions your company has taking on protecting our P&G employees. From the time the pandemic impact started more than 18 months back, we have been very focused on supporting and expecting COVID safe behaviour, be it in our manufacturing plants in the front line, be it



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with our sales teams in the front line or those working out offices. We have invested to enhance the level of real-time timely medical support to our employees the way they needed it. During the time where there was a lot of stress on the hospital infrastructure, we took a lot of steps to support our employees and their immediate families for urgent hyper care hospital support partnering with the various stakeholders. Last but not the least, it has been a very stressful time for everyone. We are very focused on supporting our employees to balance the work demands with their personal needs, and we are also investing in supporting not just their physical wellbeing, but also interventions to support their mental wellbeing to be able to cope, manage and deal with the stressful environment that they are in.

We have also stepped up, your company has stepped up to support our communities. In the next slide, we will see first the intervention that your company, Procter & Gamble Hygiene and Healthcare did along with the other Procter & Gamble Group Companies in India, where we made a commitment of Rs. 50 crores towards 10 lakh vaccine doses covering 5 lakh of our fellow citizens, and this is a small contribution from us to support the massive vaccination drive that started and kicked off and is taking place in our country. And I am very happy to share with you that we have completed this contribution already. Our brands also stood up and stepped up first, by sharing the messages around right behaviour - COVID appropriate behaviour, and also encouraging our fellow citizens to get vaccinated. Not just that in the next slide, you will also see how brands have stepped up in terms of product donation to many of those disadvantaged in our communities at a time they needed it the most, at a time where the economic stress was maximum. We also have done significant donations of PPE and devices such as oxygen concentrators and we continue to support to build up hospital infrastructure.

I would like to spend a couple of minutes sharing with you two very important campaigns led by your company brands. First I would like to play a video Vicks, which recognized the heart-warming stories, the sacrifices made by our frontline caregivers.

*Audio Visual playing from 20.51 to 24.46*

**Mr. Madhusudan Gopalan – Managing Director, Procter & Gamble Hygiene and Health Care Limited:**

We salute Dr. Bhosale and we continue to share our deepest gratitude to our frontline workers, caregivers in our country who continued to support the country in this fight against the pandemic. We would like to know, share with you another inspiring program led by Whisper called Period of Pride, and this program was focused on raising awareness on the importance of menstrual hygiene education at the right age for our school going adolescent girls across the country.

*Audio visual playing from 25.33 to 26.33*

**Mr. Madhusudan Gopalan – Managing Director, Procter & Gamble Hygiene and Health Care Limited:**



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You would be happy to hear that this program has indeed created a big movement across the country, and we got more than 10 lakh of our fellow citizens participating in signing this petition to support inclusion of period education in school curriculum. Moving forward, I would like to share with you now the work your company is doing in serving our consumers in the marketplace.

As you know, we are market-leading brands in Whisper, which is the leading sanitary napkin player in India and in Vicks which has served consumers in the Coughs brand over many-many years in India. Your company's business continues to be strong, profitable and growing. With sales of around Rs. 3,500 crores, is among the top 100 listed entities in our country, which is very healthy in terms of profit margins. And over the last 10 years, your company has made amazing progress with sales growing more than 3.5x and profit growing 4x. And not just that, you would be very pleased to note that your company's business and our brands are stronger than ever post the first phase of the pandemic that we have experienced so far. If you look at consumption growth rates, our consumption growth rates on our Whisper brand has significantly accelerated compared to the prior COVID period, almost a 3x acceleration. And if you look at the healthcare business, an equally strong acceleration of our business, and this is testimony to our focus on a superiority strategy, testimony to our amazing organization that executed these strategies brilliantly and of course, your continued support as our esteemed shareholders.

I would like to now invite Mr. Gautam Kamath to take you through more details on our business and financial performance, and some of the breakthrough work happening on each of our brands in terms of bringing the superiority strategy to life.

**Mr. Gautam Kamath - Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

Thank you, Madhu. Hello everyone. My name is Gautam Kamath. I am the Vice President for finance and accounting for the P&G Group in India, and I will take you through the business review for PGHH for the last fiscal year. I do want to start first by talking about the macro indicators, and two in particular - the GDP growth rates. If I look at our GDP growth for the country, last year everyone knows that there were two or three quarters where the country went through a significant decline in GDP. Quarter 2 of 2020 in particular was really tough, but then Quarter 3 was also negative, and then slowly the economy started limping back towards normalcy. Quarter 2 of 2021 is when we started seeing some growth bounce back. There was 20% growth in Quarter 2 of 2021. Now this was still in context of the (-) 24% in the corresponding quarter of the previous calendar year. This was still a recovery from that. But this is very impressive relative to the fact that we also had a very strong COVID wave II in the country around that time and that is something that you can see in the GST collections chart that if you look at April while we had record GST collections in the country in the month of April, May and June fell significantly as the country was ravaged by the Coronavirus, the phase II. Since then, again, the economy has shown some resiliency and we are starting to see the monthly GST collections coming back towards closer and closer to record levels.



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Now, with that context, I want to move to how your company performed in 2020-2021 on the next slide. I wanted to say congratulations to all of you for an outstanding year of top-line and bottom-line delivery. Our top-line growth was (+) 19% year-on-year. The strong sales growth and the productivity initiatives that we had in the country combined to give us a profit growth of (+) 51% year-on-year. In addition to that, our operating cash was very-very positive as well coming in at a 132% of our profit delivery. These results are impressive on their own, but what makes it even more impressive is the context in which they were delivered. The last 12 months have been extremely tough. In that context, these numbers are extremely impressive. This has translated also into a healthy growth in dividends. Our dividend proposed for 2021, Rs. 165 rupees, and you can see over the last 5 years, we have had a continuous track record of increasing it year-on-year and with 2021, in addition to the Rs. 165, we also had a special dividend of Rs. 150 per share on top.

What I will do in the following slides is take you through a little bit on how our strategies that Madhu called out are working for our two key brands; Whisper and Vicks, and we will start with Whisper first. I want to start by sharing the breadth of our portfolio. So on Whisper, we play across multiple price tiers as well as benefit segments. We play in the mid-tier with our choice portfolio. We play in the premium tier with our ultra-portfolio, and we are also playing the super-premium tier with our Nights portfolio. And as you can see, they also address different benefits segments as well. So, our strategy as Madhu said, to activate our portfolio, but we also want to ensure that we own the hygienic production and no leaks equity across all our tiers. So, how that translates is, in our mid-tier section, we own the equity of No. 1 choice of doctors through our campaign that you may have seen. On our premium tier, we call out how Whisper is the No. 1 on hygienic protection, and on the super-premium tiers, we have been calling out 0% leaks all night, and this is a campaign that I think we can share it.

*Audio visual playing from 35.48 – 36.14*

**Mr. Gautam Kamath – Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

Our winning strategy also depends heavily on delivering strong innovation. I can share one of the innovations that we have done on our premium tier. This is an innovation that we have done on ultra-soft, right? This is a product upgrade as well as a packaging upgrade that appeals to the consumer. And we have also commercialized it by strong communication using the tagline of 'Airy Fresh days'.

*Audio visual playing from 37.00 – 37.18*

**Mr. Gautam Kamath – Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

I can share another innovation that we have done, and this is on a product upgrade on our Ultra-clean portfolio and this is where we have introduced new Whisper Ultra with herbal oil and



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again, this is a product improvement which helps with increased absorbency, but also reduces odour.

*Audio visual playing from 37.53-38.14*

**Mr. Gautam Kamath – Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

As Madhu called out we also want our brands to be seen as a force for good. And again, Madhu talked about the #PeriodofPride Campaign that we partnered with Network 18 to deliver and it has seen 10 lakh plus petition signed. We have also seen support coming from multiple governments. You can see the tweet from the office of the Chief Minister of Jharkhand committing the implementation of this program in the state curriculum. This has been a successful campaign for us, and we want to continue to be at the forefront of delivering period education.

**Mr. Gautam Kamath – Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

With that, we will move to the update on *Vicks*. On *Vicks*, once again I want to again recap our breadth of portfolio on the next slide, where we play in four different segments and we are No. 1 in share in all four of these segments. We play in inhalers or nasal decongestants. We play in cough medication. We play in decongestant rubs or *Vicks rubs* as most of you know it and we play in cough drops, *Vicks ki Goli*. So, No. 1 on all four of these and we have maintained No.1 in the last year. Once again, moving to the next slide, our strategy revolves around activating the pull portfolio and given how strong the brand is one of the key drivers of business here is strong communication. And I would like to play one of the videos here to show you one of our campaigns, a short one.

*Audio Visual playing from 40.22-40.42*

**Mr. Gautam Kamath – Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

This campaign specifically was very effective during the COVID pandemic, because again, one of the things that people look for was steam inhalation and *Vicks* is something know that we wanted to be seen as something that delivers on quality steam inhalation as well. Moving onto, I also want to share, how we accelerate innovation on the brand. We introduced last year the *Vicks VapoRub Extra Strong* with twice the active ingredient where the tagline was that, this would work for the extra strong or *Bhayankar* colds, and may we play the video again here to show the campaign.

*Audio Visual 41.48-42.09*



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**Mr. Gautam Kamath - Vice President (Finance), Procter & Gamble Hygiene and Health Care Limited:**

Another innovation that we have brought in is on the classic inhaler, right? We have introduced a *two in one inhaler*, which acts as an inhaler but also has a roll-on at the bottom which you can unscrew and use for headaches, right? A lot of people like to use roll-ons on their foreheads, and this is something that allows you to do that. So, this is a new innovation that we have launched recently in the fiscal year, but we expect this to also help our current fiscal year as well. Again, Vicks now has been doing this consistently year-on-year, where we have introduced the Touch of Care campaign where each year we try to support a different aspect of what is good for society and this year, we have as Madhu shared the campaign, we have looked at the roles that frontline workers play in these really tough times and you saw the campaigns. I will not repeat it. So that is all I have for the business review.

I will hand over now to Sonali Dhawan to talk about our corporate social responsibility initiatives. Over to you Sonali.

**Ms. Sonali Dhawan - Non-Executive Director, Procter & Gamble Hygiene and Health Care Limited:**

Namaskar, good morning everybody. My name is Sonali Dhawan and it is my honour and my privilege to take you to the CSR activities of your company, Procter & Gamble Hygiene and Health Care. As you know, in P&G one of our purposes is to improve consumers' lives. So citizenship is actually core to our purpose. It is not just something we do on our side. It is something that we incorporate in everything that we do and in every relationship that we serve, that of our employees, our consumers, our partners, our vendors and our customers.

Over the course of the years, we have actually been involved with *Shiksha* as our primary CSR focus area. But we have added over the last 2 years, another program in the context of the COVID environment which is *P&G Suraksha India*, which is focused on response against COVID-19 in these times. I will start first by taking you through our activities this year on *P&G Shiksha* and then later touch upon the activities that your company has done in the area of Suraksha. Starting with *P&G Shiksha*, as you might know, *P&G Shiksha* has been our program which has been focused towards education of underprivileged children, particularly girls. It started in 2005 and over the last almost 16 years *P&G Shiksha* has worked to improve lives of more than 25 lakh children across more than 2,500 schools in India. As COVID hit, schools were shut down and we had to pivot to *P&G Shiksha* program in a way that education could continue even if schools were shut. We did this by pivoting our activities towards online tools, smartphones, WhatsApp, SMS, other digital programs as well as focusing on activities at homes and communities. And by doing this, we were able to continue to serve and focus on learning outcomes for all the children that we have been able to touch. Pre-COVID a lot of our activities were either in educational infrastructure in schools or learning outcomes that were focused in institutions like the Anganwadis or Pratham's Remedial Education Program. We have been able to successfully pivot the same focus areas, but this time either via remote learning or via other



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digital tools and community activities. It will be my privilege to take you through some of these activities and changes that we have been able to incorporate over this period.

This is a story of Munni which brings to life the awareness of the various *Shiksha* programs, and this video will give you a flavour of what Shiksha has been able to accomplish for girls like Munni.

*Audio Visual playing from 46.47-48.43*

**Ms. Sonali Dhawan - Non-Executive Director, Procter & Gamble Hygiene and Health Care Limited:**

This is a focus on our digital remedial learning. As you know, many children were not able to get education through schools and in 2017, we had worked with educational initiatives to start this program called '*Mind Spark*'. *Mind Spark* was an adaptive learning software which would get installed in computers in schools, and which would allow kids to learn at their own pace and adjust according to what is the standard of the child. Now as the pandemic hit, we worked with our partner to have a smart full version of this *Mind Spark* smart spot program and we were able to sustain therefore this digital remedial education via the mobile phone *Mind Spark* to 50,000 kids and thus continued their learning outcome at hundred percent, despite the fact that the schools were closed and despite the fact that they did not have access to *Mind Spark* computers. One example of how *Mind Spark* or this online version or digital version of *Mind Spark* has helped is via this video of Lavi from Bhim, Rajasthan. We will tell you her story about how this changed her life.

*Audio Visual playing from 50.08-52.37*

**Ms. Sonali Dhawan - Non-Executive Director, Procter & Gamble Hygiene and Health Care Limited:**

Thank you. Another area of intervention and innovation that we have identified has been remedial education, where kids would go to school but not necessarily have the quality education. We used to partner with Pratham for remedial education classes, pre-COVID that they would run in the vacation. With the COVID pandemic, we were able to pivot the same education via volunteers into the children's homes, where volunteers would go to homes or conduct community classes in a remote environment or with a digital environment with children. We grouped these into two groups. So the older kids would get visited by volunteers or would use digital tools. For the younger children, our volunteers with our NGO partners would actually use the moms. As the mothers of the children, they would train them so that the kids can continue to have the development that they needed to stay up to their standard in school. Likewise, in early childhood education, where we used to pre-COVID partner with Anganwadis. When Anganwadis the shutdown, we continued to have our partners work with the communities so that the mothers at home were equipped with the tools that could be needed to continue to have early childhood education for their children and via doing that actually kids



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were of the age group of around 4 to 9 were able to keep up their cognitive as well as behavioural skills pre joining the school the same way as they were in the past. So we have a couple of videos. We are going to show you the impact of our remedy learning programs, as well as the early childhood education programs during this period.

*Audio visual playing from 54.26-57.18*

**Ms. Sonali Dhawan - Non-Executive Director, Procter & Gamble Hygiene and Health Care Limited:**

Thank you. This was an example of how we continued the education efforts on remedial and early childhood education with Pratham.

The next slide. We also continued this effort in the area of marginalized girl child education. We impacted more than 3,000 girls from 50 KGBVs via making sure that education was taken through WhatsApp and we had home based and community-based learning for these girls so that they could continue to participate in education through this pandemic. And here is basically some snapshots which tell you and show you how we were able to send the WhatsApp pictures or WhatsApp links to the girls at home, and how we were able to recruit through our partner organizations volunteers that would go to the KGBV girl students homes to continue these activities.

Next slide. The other area I would like to focus on is our innovation pilot under P&G Shiksha. We worked on our Bolo English program where more than 30,000 children were reached via the program. More than 500 teachers from 130 schools engaged under the program on Hindi speaking via two clear apps - Enguru as well as Hello English. And beyond app-based learning, we also had activities, learning activities through speaking competitions and challenges which equipped the children with this very very important skill of being able to speak and converse in English via the innovation program on Bolo English.

Next slide please. I would now want to touch upon your company's efforts in the area of COVID relief which we actually undertook extensively over the last couple of years.

Next slide. These are the various areas in which your company was able to support the fight against COVID. Most importantly, Madhu touched upon it, we contributed as a group 50 crores which enabled 10 lakh vaccines, 5 lakh inoculations for citizens via the direct contribution that was made to the COVID relief efforts by your company to the state governments. We also donated more than 10,000 oxygen concentrators and we are working with Tata Hospitals to improve the hospital infrastructure for our country. We have donated our products as well as we have donated PPP equipment, more than 20 lakhs of masks and sanitizers were donated by your company. In addition to this, our employees have contributed of their own accord towards COVID fighting efforts for the country. We have got recognition for these efforts across the board by state governments as well as via many other esteemed personalities. We leverage the voice of our brands to have the right education against COVID fighting as well as to promote



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great practices, and these are just a few slides and snippets which show you how each of the brands of your companies was able to use their brand voice to be a force for good.

Next slide please. Our efforts, especially the ones on donation and the announcement was covered in all major publications across tier 1 publications in all our markets. Our donations featured in local publications as well across states where we were able to support via the donation relief efforts that we made.

Next slide please. We were applauded... this slide shows you the applause that we got for our program via government leaders across various walks of life who appreciated the efforts by your company and your group in the area of COVID relief. Very imminent personalities too lent their voice together with ours in our search and in our efforts to fight against COVID-19.

Next slide please. This shows you also the number of influencers and celebrities who joined voice with us, such as Anil Kapoor, Bhumi Pednekar, Ananya Pandey, Boman Irani, Abhinav Bindra who appreciated our efforts as well as contributed and joined us in our social media campaigns against COVID. Our partners and distributors expressed their pride at being associated with your company which was able to make such a positive difference in the lives of the citizens of our country.

Next slide please. I would like to thank you once again for your support as shareholders, and I would like to again continue to make sure that your company will continue to support these three missions... these two missions of Shiksha and Suraksha via CSR programs in the future. Thank you. It has been a privilege to be on this forum. Thank you very much.

**Mr. Chittaranjan Dua - Chairman, Procter & Gamble Hygiene and Health Care Limited:**

Thank you very much. This is Chittaranjan Dua – Chairman of the company. I’m back with two thoughts for the shareholders. One of course is, as a part of my introduction, I had overlooked to confirm that the company has received two representations under Section 113 of the Company’s Act 2013 representing 229,29,773 shares which were received within the prescribed time limit. So, I request Ghanashyam to please take note of that and treat this as a part of my introduction. Second thing, you may wonder that, I had changed the sequence of the Chairman’s speech. This was motivated mainly because I’m now more knowledgeable after having heard all the three speakers before me – Madhu, Gautam and Sonali, and I’m much better equipped to share my thoughts. Hence, my I take just a couple of minutes in sharing my thoughts with the shareholders. So, dear shareholders, the last fiscal was one of the most challenging in our history with the pandemic having a significant impact on every aspect of life, business and economy. And despite the challenges, as you have seen, your company has remained agile and committed to serving the Indian consumers and delivered strong double-digit growth during the fiscal year. In addition, the company continued to prioritize employee health and wellbeing and stepped up a force for good to help communities in need during these unprecedented times. Your company has built citizenship into its way of doing business and in response to the pandemic, the company launched the *P&G Suraksha India* program to step up as a force for good. Through this program as P&G group, the company contributed towards the



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vaccine doses in India. They also donated oxygen concentrators, masks and sanitisers for the protection of frontline workers and the underprivileged communities. The company continued to leverage the voice of their brand on mass media to create awareness about preventive measures to combat the spread of COVID-19. Since the outbreak of the pandemic, the company has donated more than 30 lakh *Whisper* sanitary pads to support women and girls from underprivileged backgrounds. To extend their support to India's healthcare infrastructure, the company partnered with the Tata Trust to support hospital capacity expansion in various locations. In addition, your company continued its focus on educating underprivileged children in India through the *P&G Shiksha* program. Through its CSR the *P&G* group in India has supported thousands of schools that will impact the lives of lakhs of children. *P&G Shiksha's* efforts are focused on three main areas - Improving learning outcomes and powering marginalized girls through education and improving educational infrastructure. During the pandemic, as schools remain closed, *P&G Shiksha* continued to provide online education and has reached out to thousands of children during this time. While the near term outlook remains uncertain, the company will continue to focus on its strategy to drive superiority and improve productivity, to drive balance growth while prioritizing the health and safety of its people and the people of the country. Lastly, I would like to express my gratitude to all our employees, customers, consumers, business partners and most of all, you as shareholders, our valued shareholders, for your support in this tough year. We will continue to innovate and bring superior products to consumers, and sustainably grow the business. I'm also grateful to Madhu, Gautam and Sonali for having provided me ideas for my thoughts to be shared with your shareholders, and I thank the management for the same. Thank you very much.

**Mr. Ghanashyam Hegde - Company Secretary, Procter & Gamble Hygiene and Health Care Limited:**

Thank you, Mr. Dua. Now with your permission, I would like to take the shareholders through the items listed in the notice.

The notice dated October 25<sup>th</sup>, 2021 has been circulated by email to those members who have registered their email ids, and the same is also available on the website of the company and stock exchanges. There are four items being proposed under the ordinary business as ordinary resolutions which are:

Item no. 1: To adopt the financial statements for the financial year ended June 30<sup>th</sup>, 2021 together with the reports of the auditors and directors thereon.

Item no. 2: To confirm payment of interim dividend, special dividend and to declare final dividend for the financial year ended June 30<sup>th</sup>, 2021.

Item no. 3: To appoint a director in place of Mr. Karthik Natarajan who retires by rotation and being eligible, had kindly offered himself for reappointment.

Item no. 4: To appoint a director in place of Mr. Pramod Agarwal who retires by rotation and being eligible, had kindly offered himself for reappointment.



**Procter & Gamble Hygiene  
and Health Care Limited**  
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There are two items being proposed under special business or proposed as ordinary resolution. They are:

Item no. 5: Appointment of Mr. Ghanashyam Hegde, that's myself, as Executive Director of the company liable to retire by rotation.

Item no. 6: Ratification of payment of remuneration to the Cost Auditor for the financial year 2021-22.

The company had provided an e-voting facility for members to cast their vote through remote e-voting which had commenced on November 12<sup>th</sup>, 2021 at 9 a.m. and ended on Tuesday November 16<sup>th</sup>, 2021 at 5 p.m. Those who have not done so and are attending this AGM, shall be eligible to vote through the e-voting system within 15 minutes after the conclusion of this AGM. Mr. Makarand Joshi and Ms. Kumudini Bhalerao, practicing Company Secretaries have been appointed as the scrutinizers for conducting the scrutiny of the votes cast through e-voting at the meeting. The procedure for e-voting at the AGM is the same as that of remote e-voting mentioned in the AGM Notice. With that, now I hand it over back to Mr. Dua.

**Mr. Chittaranjan Dua - Chairman, Procter & Gamble Hygiene and Health Care Limited:**

Thank you. As some members have expressed their desire to speak at this AGM by registering as speakers, we will invite the speakers one by one. Members are requested to follow the instructions of the company. I appeal to the speakers to ask questions relating to accounts of the company for which we are meeting today, and please avoid questions already asked, and to be brief and limit the time to 3 minutes. The management will respond to the questions at the end of the session. I thank the speakers for extending this cooperation. I request the meeting host to assist in conducting the Q&A session.

*Mr. Dinesh Kotecha, Mr. Santosh Kumar Saraf, Ms. Vasudha Dakwe, Ms. Lekha Satish Shah, Mr. Atul Gadodia, Ms. Hutokshi Sam Patel, Mr. Yusuf Rangwala, Mr. Dinesh Bhatia, Mrs. Celestine Elizabeth Mascarenhas, Mr. Vinod Agarwal, Mr. Manoj Kumar Gupta, Mr. Rajesh Chainani, Mr. Gokul Maheshwari, Ms. Disha Sheth, Mr. Hariram Chaudhary, Mr. Suresh Khanolkar, Ms. Prakashini Ganesh Shenoy, Ms. Homayun Beruz Pouredehi, Mr. Aspi Bhesania and Mr. Manjeet Singh who had registered themselves as speakers, expressed their views on the Company and sought clarifications on the accounts of the Company, its business operations. The Management addressed the shareholders' queries and thanked the shareholders for their compliments and valuable feedback.*

**Mr. Chittaranjan Dua - Chairman & Independent Director, Procter & Gamble Hygiene & Health Care Limited:**

I think this now brings us towards the end of the meeting. Having answered your questions dear shareholders, I once again convey my heartfelt thanks to all of you and declare the meeting closed. This meeting will be deemed to be concluded with the declaration of the results. The results of the voting will be announced within 48 hours of conclusion of this meeting to the stock exchanges and will also be available on the website of the company. The e-voting facility will



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be open for the next 15 minutes to enable members to cast their votes. I again thank you and appreciate your time and interest in participating with us, and request all of you to stay safe and please take care of your health and happiness. Thank you. Namaskar.

**END OF TRANSCRIPT**