



Procter & Gamble Hygiene  
and Health Care Limited  
CIN: L24239MH1964PLC012971  
Registered 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

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

March 13, 2019

**Ref: Scrip Code: 500459**

Dear Sir / Madam,

**Sub: Investor Presentation**

Further to our letter dated March 12, 2019, informing regarding meetings with institutional investors, we are enclosing herewith corporate presentation.

Kindly take the same on record.

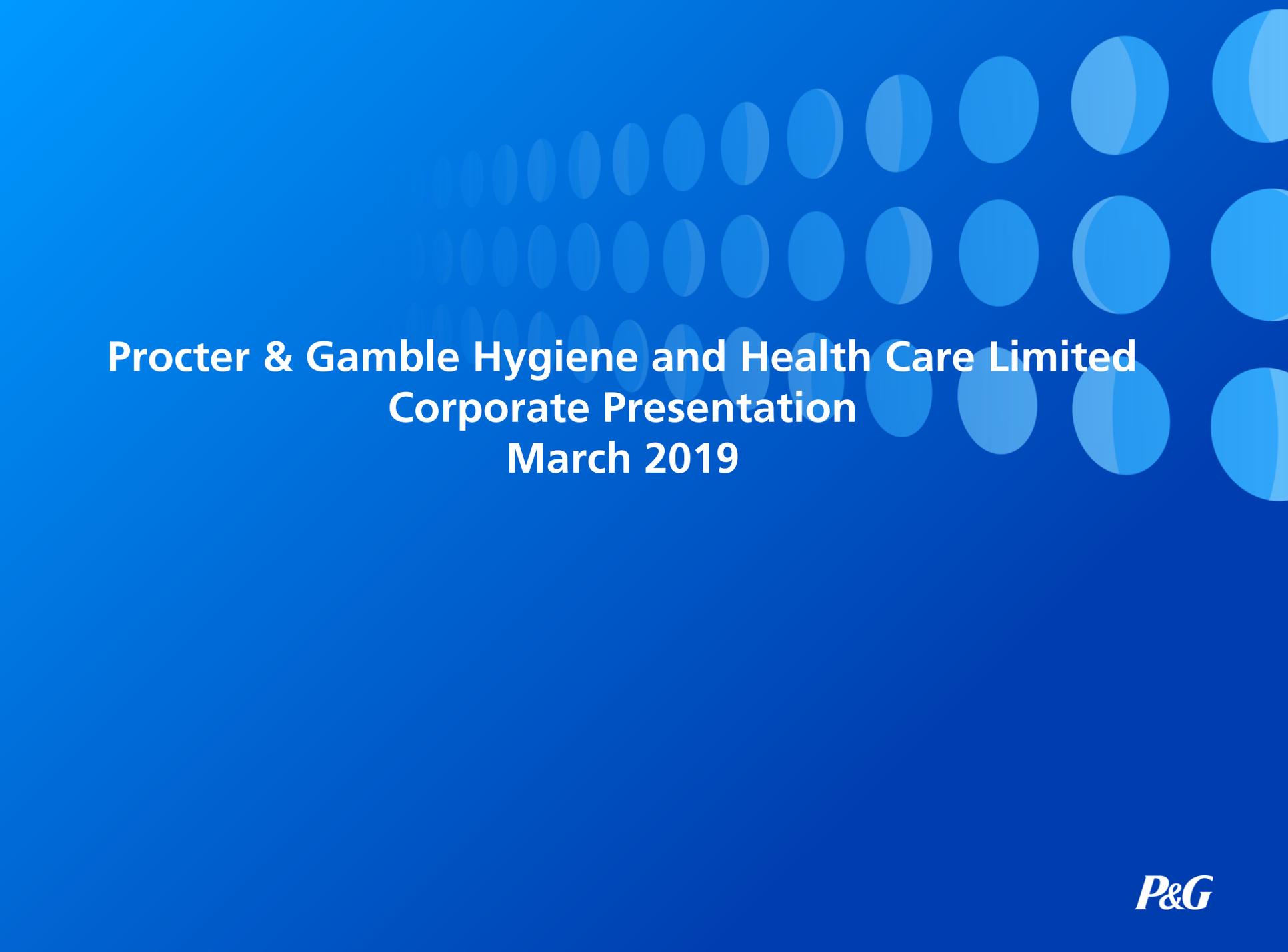
Thanking you,

Yours faithfully,

*For Procter & Gamble Hygiene and Health Care Limited*

*Flavia Machado*  
Company Secretary  
& Compliance Officer





**Procter & Gamble Hygiene and Health Care Limited  
Corporate Presentation  
March 2019**

---

This Presentation (“Presentation”) is issued by the Company for general information purposes only, without regard to specific objectives, suitability, financial situations and needs of any particular person and no part of this Presentation should form the basis of, or be relied upon, in connection with any investment decision. This presentation does not solicit any action based on the material contained herein. Nothing in this presentation is intended by the Company to be construed as legal, accounting or tax advice. This Presentation has been prepared by the Company based upon information available in the public domain.

Though we have taken care not to, this Presentation may include statements that are, or may be deemed or construed to be, “forward-looking statements”. These statements are based on current expectations and assumptions, which are subject to risks and uncertainties that may cause results to differ materially from those expressed or implied in the forward-looking statements. We undertake no obligation to update or revise publicly any such statements, whether because of new information, future events or otherwise.

Unless otherwise stated in this Presentation, the information contained herein is based on management information and estimates. The Company, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein.

None of the Company or any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in this Presentation. By reviewing this Presentation, you acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

# Introduction to P&G Global



# Evolving and Winning over 180 years



**Strong Long-Term Share Price  
Performance Coupled with 128  
Consecutive Years of Dividends and  
62 Consecutive Years of Dividend  
Increases**



# Product Innovation

First heavy-duty household synthetic laundry

1946: Tide®





# Product Innovation

Its Proprietary “Dry-Weave” topsheet is P&G’s first breakthrough in feminine protection

1983: Always®





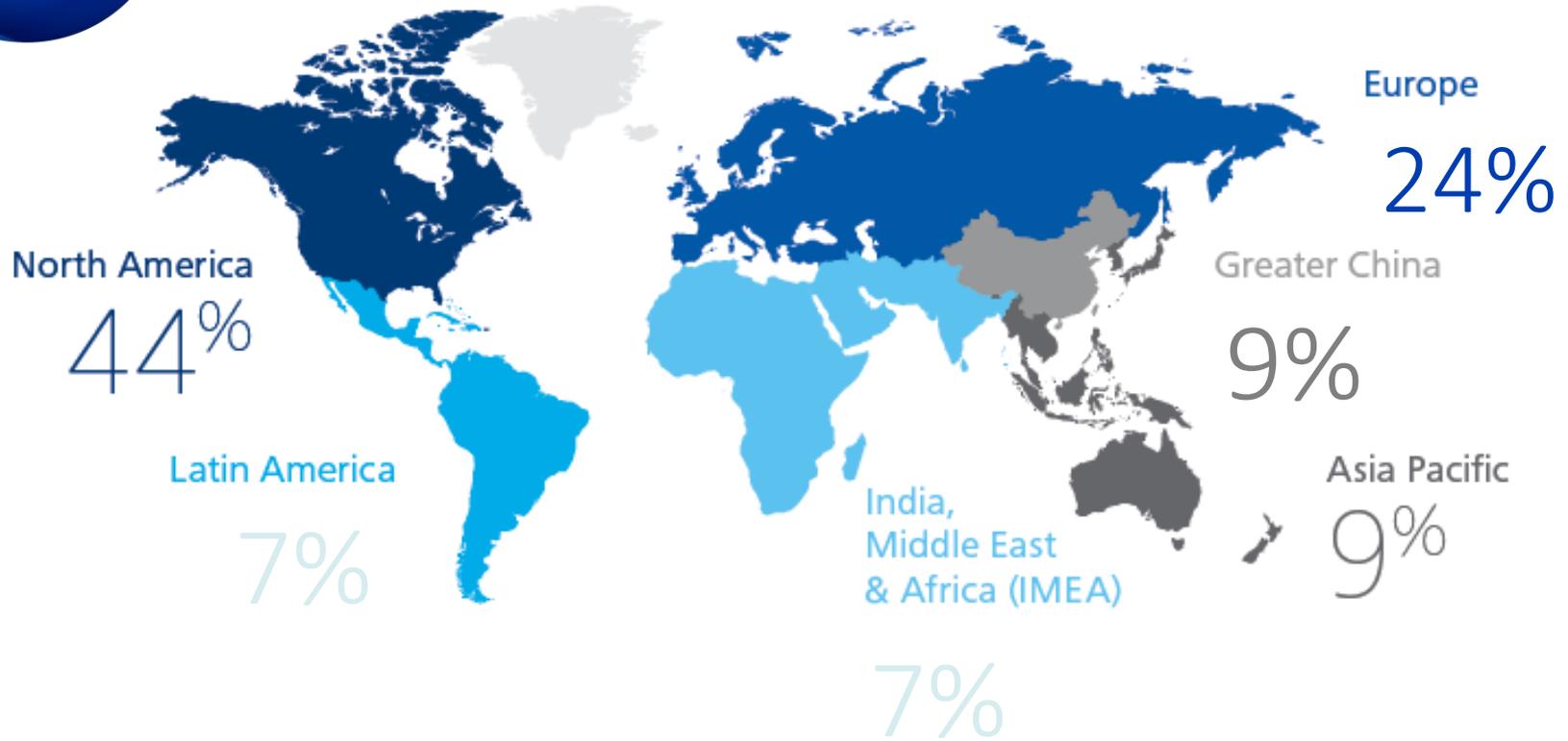
# Highlights

- \$66.8 Billion in Sales
- More than 180 Countries
- 92,000 Employees





# Sales by Geographic Region





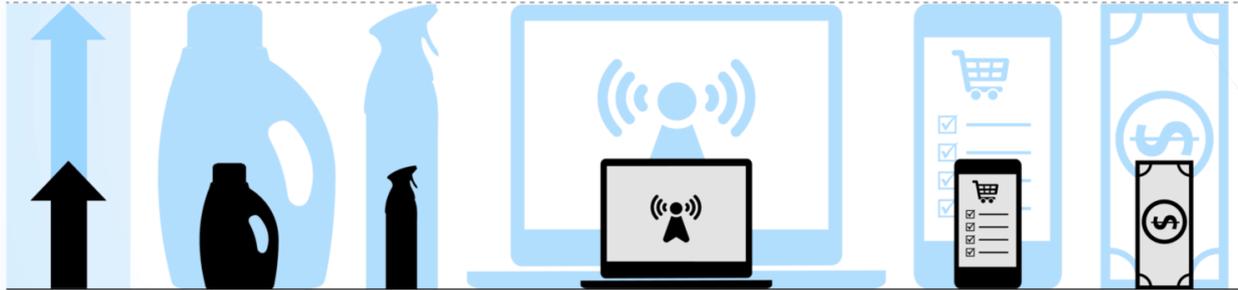
# Portfolio: 10 Categories

Baby	Fem	Family	Fabric	Home	Hair	Skin & PC	Grooming	Oral	PHC

# Our **GROWTH** Strategy

**SUPERIORITY  
TO WIN WITH  
CONSUMERS**

*New Standard  
of Excellence*



**Irresistibly  
Superior  
Products**

**Irresistibly  
Superior  
Packaging**

**Superior Brand  
Communication**

**Superior  
Retail  
Execution**

**Superior Consumer  
& Customer  
Value Equations**

**PRODUCTIVITY TO FUEL INVESTMENTS**

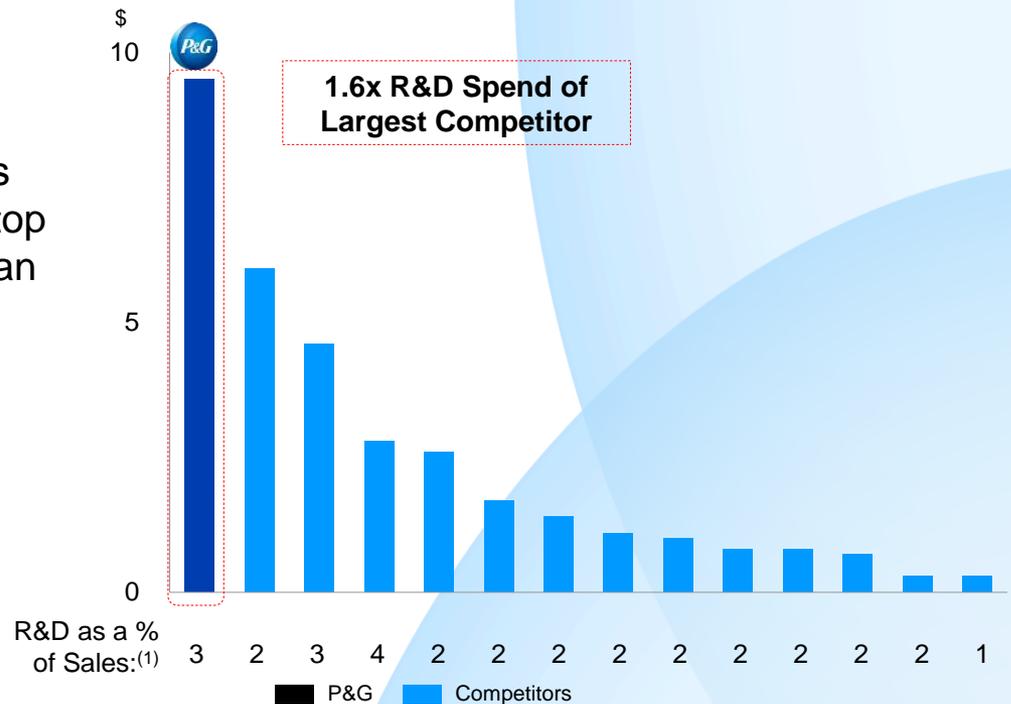
**LED BY THE BEST PEOPLE**

# P&G Innovation Leads the Industry

- P&G has been an innovation leader throughout its history
- Since the first US IRI New Product Pacesetters™ Report in 1995, P&G has had more than 170 products make the top 25 list in non-food categories—more than its six largest competitors combined



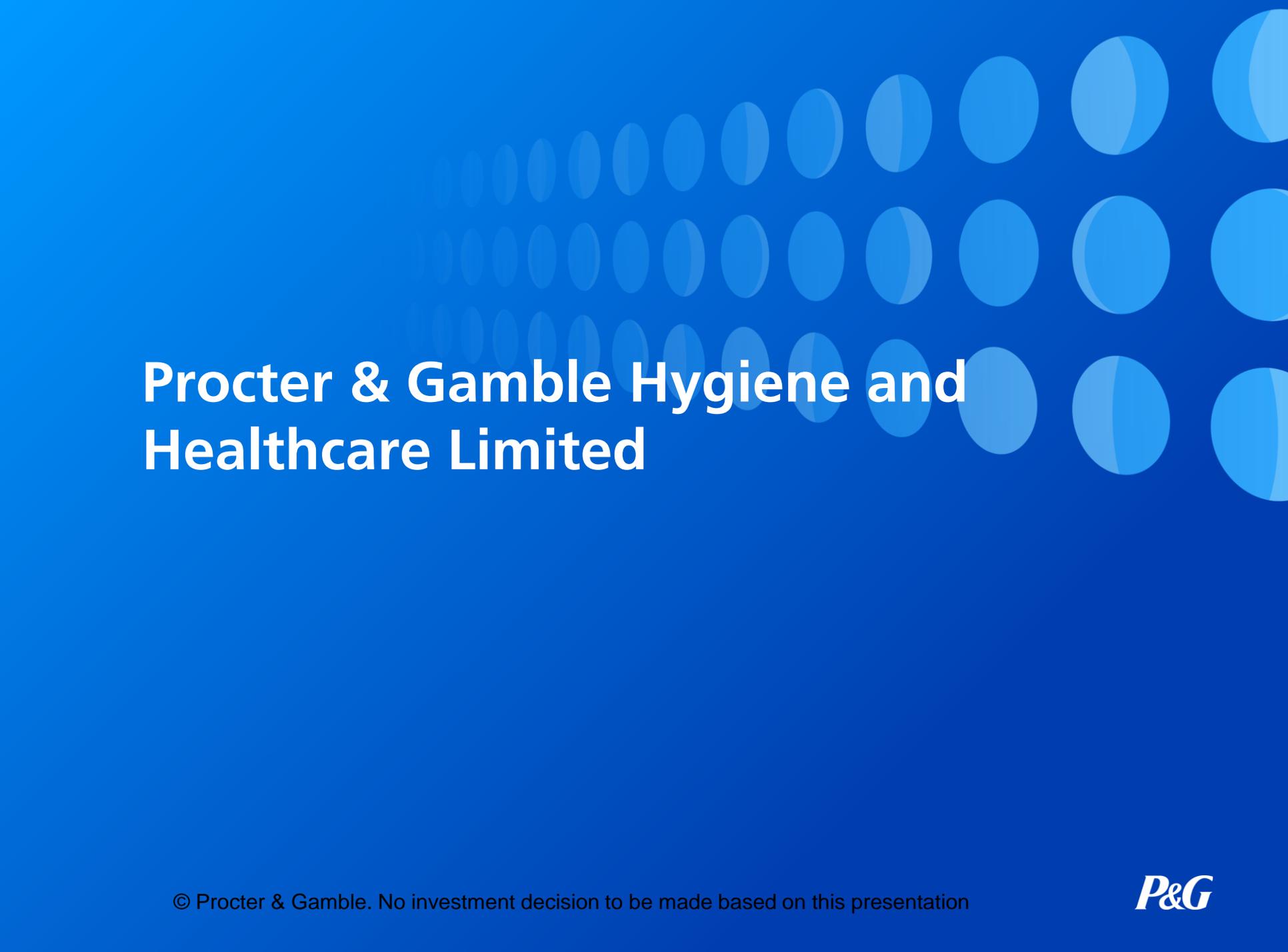
**P&G Cumulative R&D Spend vs. Peers: Last 5 Years**



# Leading Global Brands

---





# Procter & Gamble Hygiene and Healthcare Limited

# P&G Hygiene and Healthcare – Market leading brands

## Whisper



**Market Share # 1**

## Vicks



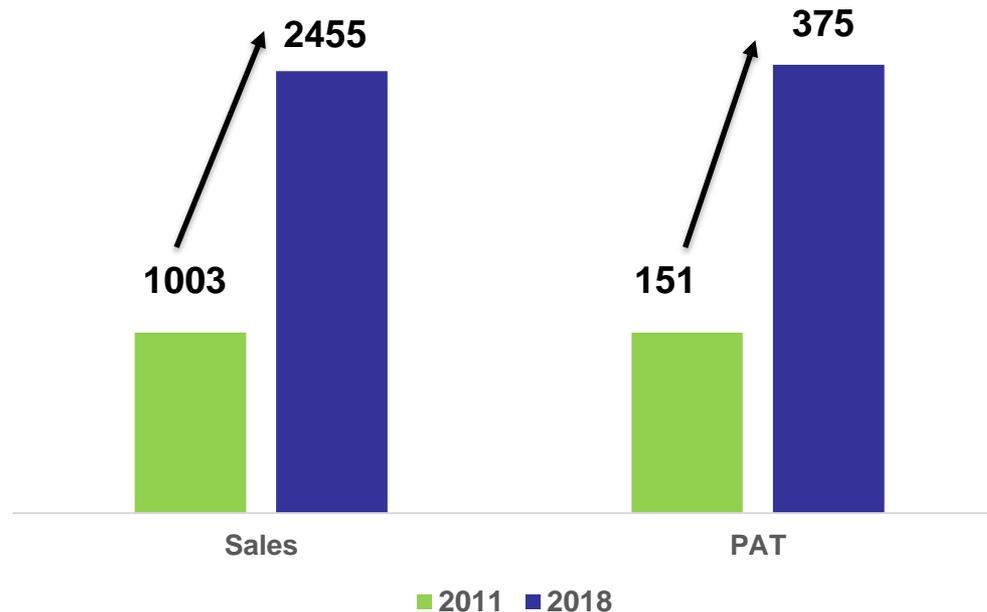
**Market Share # 1**



Market leaders in both categories that we operate in

# Business is Profitable and Growing

- Sales of INR ~2500Cr and among Top 100 listed entities
- Highly profitable with PAT margins at 15%
- Grown 2.5X Sales and profit in past 7 years

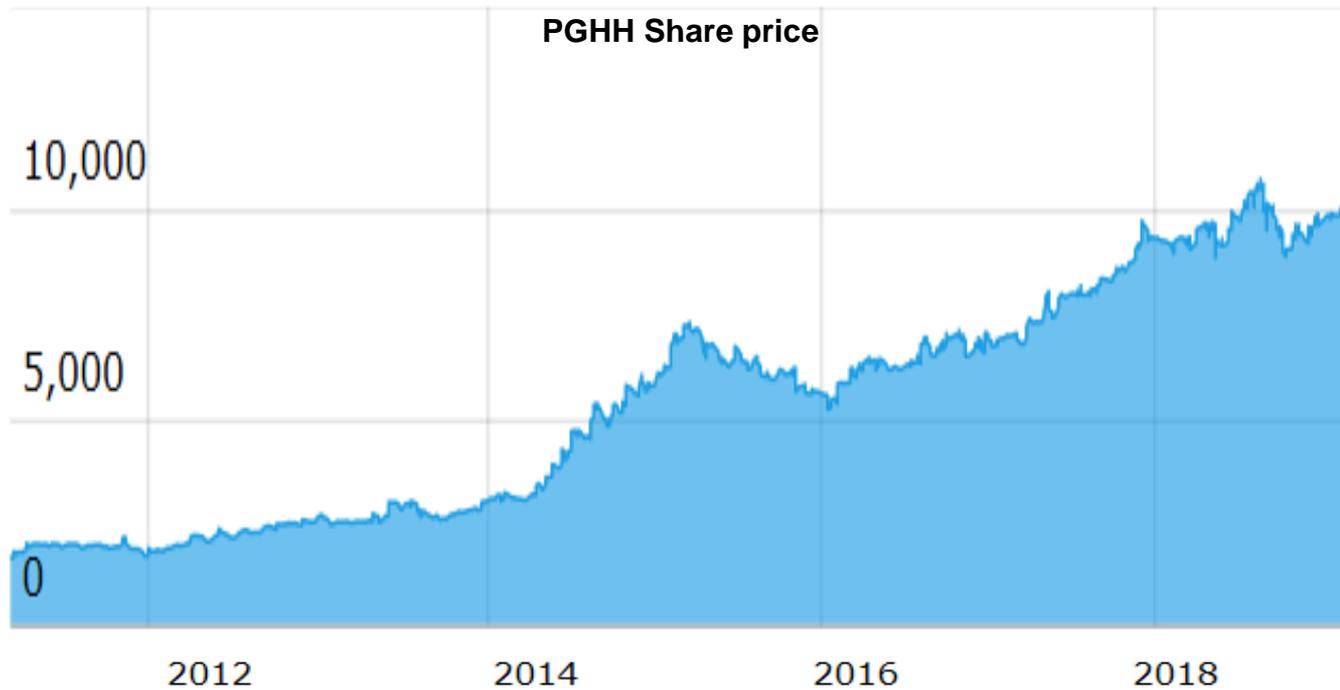


**14%+ CAGR in both profits and sales over 7 years**

# Creating significant shareholder value

---

- Dividends every year for last 25 years
- Stock price up 5X in the last 7 years
- Total return (incl Dividends) CAGR of 27%+ in last 7 years.



# Driven by continual innovations through the years

---

*A journey through changing times...*

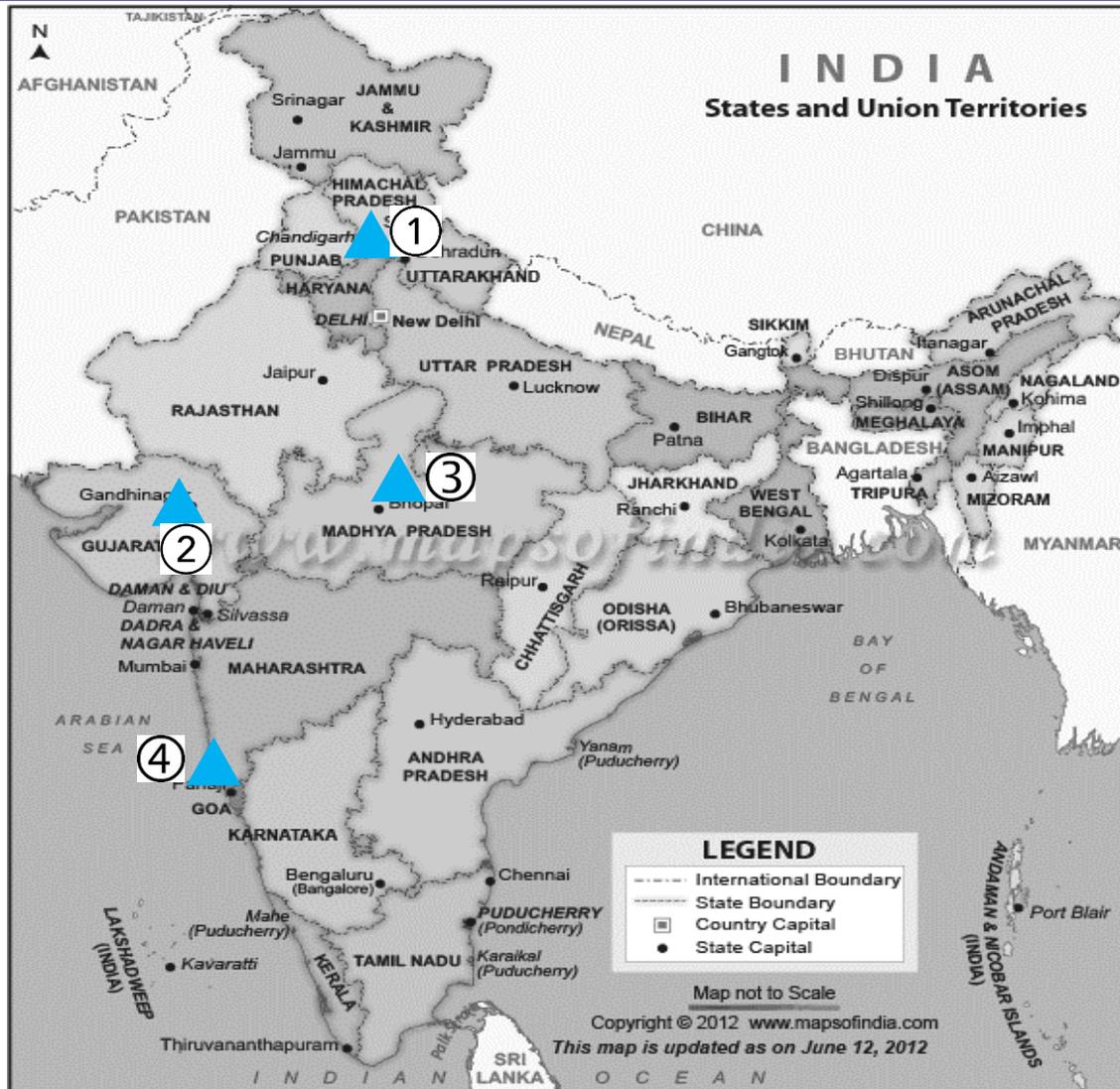
clean·dry·fresh  
*whisper*<sup>®</sup>

# Best in Class products using Best in class Technology

---



# Global Innovation – Local Production



**>99% of products manufactured locally**

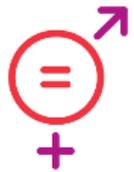
# Successful brands improve communities



## Community Impact



*Since inception, P&G Shiksha has supported 1800 schools across the country that will impact the lives of 1.4 million underprivileged children in India*



## Gender Equality

Women Business Entrepreneurship Program



## Environmental Sustainability



All our manufacturing sites in India are zero waste to landfill

---

THANK YOU