



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

May 5, 2016

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

Ref:- Scrip Code:- 500459

Dear Sir / Madam,

**Sub: Unaudited Financial Results for the quarter and nine months ended March 31, 2016**

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 and nine months ended March 31, 2016 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter and nine months ended March 31, 2016
- b. Press Release
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter and nine months ended March 31, 2016 furnished by Statutory Auditors of the Company.

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

*For Procter & Gamble Hygiene and Health Care Limited*

*Preeti Bishnoi*  
Company Secretary

Encl: As Above





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(₹ in Lakhs)

Part I

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

| Particulars   | (1)   | (2)   | (3)  | (4)  | (5)   | (6)   |
|---|---|---|--|--|---|---|
|   | Three Months<br>Ended<br>31 <sup>st</sup> March 2016<br>(Unaudited) | Preceding<br>Three Months<br>Ended<br>31 <sup>st</sup> December 2015<br>(Unaudited) | Corresponding<br>Three Months<br>Ended<br>31 <sup>st</sup> March 2015<br>(Unaudited) | Nine Months<br>Ended<br>31 <sup>st</sup> March 2016<br>(Unaudited) | Corresponding<br>Nine Months<br>Ended<br>31 <sup>st</sup> March 2015<br>(Unaudited) | Previous<br>Year Ended<br>30 <sup>th</sup> June 2015<br>(Audited) |
| <b>1 Income from Operations</b>   | <b>61323</b>  | <b>71323</b>  | <b>55484</b>   | <b>192459</b>  | <b>177518</b>   | <b>233227</b>   |
| (a) Net Sales / Income from Operations (Net of excise duty)                                 | 57  | 47  | 39   | 147  | 105   | 152   |
| (b) Other operating income  | <b>61380</b>  | <b>71370</b>  | <b>55523</b>   | <b>192606</b>  | <b>177623</b>   | <b>233379</b>   |
| <b>Total income from operations (net)</b>   |   |   |  |  |   |   |
| <b>2 Expenses</b>   | <b>14931</b>  | <b>13980</b>  | <b>12084</b>   | <b>44296</b>   | <b>45430</b>  | <b>57886</b>  |
| (a) Cost of raw and packing materials consumed  | 7901  | 10171   | 7994   | 27680  | 25629   | 34330   |
| (b) Purchase of stock-in-trade  |   |   |  |  |   | (124)   |
| (c) Changes in inventories of finished goods, work-in-progress and stock-in-trade           | 198   | 2683  | 2285   | 796  | 1216  | 11329   |
| (d) Employee benefits expense   | 2645  | 2843  | 3752   | 8850   | 9340  | 5253  |
| (e) Depreciation and amortisation expense   | 1238  | 1419  | 1217   | 3928   | 3919  | 33273   |
| (f) Advertising & sales promotion expenses  | 9305  | 7842  | 6650   | 25916  | 25923   | 11144   |
| (g) Royalty expenses  | 3061  | 3547  | 2608   | 9578   | 8516  | 37099   |
| (h) Other expenses  | 10016   | 8699  | 7869   | 30883  | 28563   | 190190  |
| <b>Total expenses</b>   | <b>49295</b>  | <b>51184</b>  | <b>44459</b>   | <b>151927</b>  | <b>148536</b>   | <b>43189</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>7464</b>   |
| 4 Other income  | 2363  | 2059  | 1771   | 6543   | 5583  | 50653   |
| <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>572</b>  |
| 6 Finance costs   | 24  | 230   | 380  | 369  | 542   | 50081   |
| <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>15467</b>  |
| 8 Tax expense   | 4694  | 7345  | 3766   | 15475  | 10223   | 34614   |
| <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>3246</b>   |
| 10 Paid-up equity share capital (Face Value ₹ 10 per equity share)                          | 3246  | 3246  | 3246   | 3246   | 3246  | 119622  |
| 11 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year | -   | -   | -  | -  | -   | -   |
| <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  |

See accompanying notes to the financial results

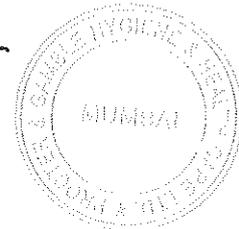
**Notes :**

- 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

*Al Rajwani*

Al Rajwani  
Managing Director



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

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## Procter & Gamble Hygiene and Health Care Ltd. continues to deliver Sustained Growth

*Net Sales up 11%; PAT up 12% for quarter ended March 31, 2016*

**Mumbai, May 5, 2016** – Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the quarter ended March 31, 2016. The Company delivered total net sales of Rs. 613 crores, up 11% versus year ago. Profit After Tax (PAT) was at Rs. 97 crores, up 12% versus year ago. The company continues to focus on productivity and cost efficiency.

Both the Feminine Care and Health Care businesses continued to deliver strong sales growth in a competitive market environment behind superior value propositions and strength of product portfolio.

About Procter & Gamble Hygiene and Health Care Ltd.

Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) is one of India's fastest growing FMCG companies that has in its portfolio WHISPER – India's leading Feminine Hygiene brand, and VICKS – India's No. 1 Health Care brand and Old Spice. The Company has carved a reputation for delivering high quality, value-added products to meet the needs of consumers. PGHHCL is committed to making every day in the lives of Indian consumers better through the quality of its products and the sincerity of its service. Please visit [www.pg.com](http://www.pg.com) for the latest news and in-depth information about P&G and its brands.

**For details contact:**

**Madison Public Relations:**

Malika Bhavnani +91 9820496099; [malika@fort.madisonindia.com](mailto:malika@fort.madisonindia.com)

# Deloitte Haskins & Sells LLP

Chartered Accountants  
Indiabulls Finance Centre  
Tower 3, 27th - 32nd Floor  
Senapati Bapat Marg  
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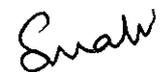
## INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

### TO THE BOARD OF DIRECTORS OF PROCTER & GAMBLE HYGIENE AND HEALTH CARE LIMITED

1. We have reviewed the accompanying Statement of Unaudited Financial Results of **Procter & Gamble Hygiene and Health Care Limited** ("the Company") for the Quarter and Nine Months ended 31<sup>st</sup> March, 2016 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard for Interim Financial Reporting (AS 25), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. 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 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 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 provides 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 aforesaid Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

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For **DELOITTE HASKINS & SELLS LLP**  
Chartered Accountants  
(Firm's Registration No. 117366W/W-100018)



Shyamak R Tata  
Partner  
(Membership No. 038320)

Mumbai, 5<sup>th</sup> May, 2016

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