



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 7337  
www.pg.com/en\_IN

May 8, 2019

To,  
The Corporate Relations Department  
The BSE Limited  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400001.  
Ref:- Scrip Code:- 500459

To,  
The Listing Department  
The National Stock Exchange of India Limit  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex, Bandra (East),  
Mumbai - 400051  
Ref:- Scrip Code:- PGHH

Dear Sir / Madam,

**Sub:- Unaudited Financial Results for the quarter ended March 31, 2019**

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 March 31, 2019 were approved.

We are enclosing herewith the following:

- Unaudited Financial Results for the quarter ended March 31, 2019;
- Press Release; and
- Limited Review Report in respect of the Unaudited Financial Results for the quarter ended March 31, 2019 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*

*Flavia Machado*  
Company Secretary





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STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2019

(₹ in Lakhs)

Particulars	(1)	(2)	(3)	(4)	(5)	(6)
	Three Months Ended 31st March 2019 (Unaudited)	Preceding Three Months Ended 31st Dec 2018 (Unaudited)	Corresponding Three Months Ended 31st March 2018 (Unaudited)	Nine Months Ended 31st March 2019 (Unaudited)	Corresponding Nine Months Ended 31st March 2018 (Unaudited)	Previous Year Ended 30th June 2018 (Audited)
1 Revenue from operations	69 934	81 807	56 889	2 30 921	1 93 064	2 45 529
2 Other income (Refer Note 3)	843	1 166	661	4 365	1 724	2 407
3 <b>Total income (1+2)</b>	<b>70 777</b>	<b>82 973</b>	<b>57 550</b>	<b>2 35 286</b>	<b>1 94 788</b>	<b>2 47 936</b>
4 <b>Expenses</b>						
a) Cost of raw and packing materials consumed	21 366	21 249	11 528	68 666	41 180	54 483
b) Purchase of stock-in-trade (Traded goods)	5 669	13 992	7 382	30 088	28 271	34 222
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	2 580	1 146	1 573	( 1 233)	6 820	6 164
d) Employee benefits expense	3 458	3 692	3 266	10 731	9 085	11 523
e) Finance costs	54	48	39	144	127	532
f) Depreciation expense	1 256	1 234	1 368	3 697	4 004	5 237
g) Impairment of property, plant & equipment	----	----	1 259	----	1 259	1 259
h) Advertising & sales promotion expenses	7 024	8 968	7 255	24 312	19 279	26 052
i) Other expenses	15 472	13 637	11 248	43 913	34 024	50 287
<b>Total expenses</b>	<b>56 879</b>	<b>63 966</b>	<b>44 918</b>	<b>1 80 318</b>	<b>1 44 049</b>	<b>1 89 759</b>
5 <b>Profit before tax (3-4)</b>	<b>13 898</b>	<b>19 007</b>	<b>12 632</b>	<b>54 968</b>	<b>50 739</b>	<b>58 177</b>
6 <b>Tax expense</b>						
a) Current tax	5 081	6 972	3 872	20 072	17 588	20 646
b) Deferred tax	( 194)	( 377)	436	( 938)	147	72
	<b>4 887</b>	<b>6 595</b>	<b>4 308</b>	<b>19 134</b>	<b>17 735</b>	<b>20 718</b>
7 <b>Profit for the period (5-6)</b>	<b>9 011</b>	<b>12 412</b>	<b>8 324</b>	<b>35 834</b>	<b>33 004</b>	<b>37 459</b>
8 <b>Other comprehensive income</b>						
Other comprehensive income not to be reclassified to profit or loss:						
Re- measurement of the defined benefit plans	( 8)	( 297)	892	( 119)	298	744
Income tax effect	3	102	( 309)	41	( 103)	( 257)
<b>Total other comprehensive income for the period</b>	<b>( 5)</b>	<b>( 195)</b>	<b>583</b>	<b>( 78)</b>	<b>195</b>	<b>487</b>
9 <b>Total comprehensive income for the period (7+8)</b>	<b>9 006</b>	<b>12 217</b>	<b>8 907</b>	<b>35 756</b>	<b>33 199</b>	<b>37 946</b>
10 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3 246	3 246	3 246	3 246	3 246	3 246
11 Reserves as per balance sheet						77 304
12 <b>Earnings per Share (Face value of ₹ 10 per equity share) (not annualised) :</b>						
a) Basic	27.76	38.24	25.64	110.39	101.68	115.40
b) Diluted	27.76	38.24	25.64	110.39	101.68	115.40
<b>See accompanying notes to the financial results</b>						

Notes:

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on 8th May, 2019 and have been subjected to a limited review by the Statutory Auditors of the Company.
- The above financial results have been prepared in accordance with Indian Accounting Standards ('Ind AS') notified under section 133 of the Companies Act, 2013 read with the relevant Rules issued thereunder and the other accounting principles generally accepted in India.
- Other income for the nine months ended 31st March 2019, includes an amount of Rs. 1,312 lakhs being one time gain from sale of property in the quarter ended September 30, 2018.
- The Goods and Services Tax (GST) council has exempted Sanitary Pads from GST with effect from July 27, 2018 (the transition date) vide notification no. G.S.R. 667(E) dated July 28, 2018, consequently, the Company's Fem Care Category is exempt from GST with effect from the said date. Post transition date, the GST on the inputs pertaining to Fem care products is being charged directly to the statement of profit and loss. Hence, the numbers for the previous quarter and nine months ended March 31, 2018, and for the year ended June 30, 2018 are not comparable to that extent.
- The Company has identified Health and Hygiene Products as its single primary reportable segment in accordance with the requirements of Ind AS 108 - Operating Segments. Accordingly, no separate segment information has been provided.
- Previous period figures have been regrouped / restated wherever necessary.

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

  
Madhusudan Gopalan  
Managing Director



Place : Mumbai  
Date : 8<sup>th</sup> May, 2019





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## **Procter & Gamble Hygiene and Health Care Ltd. Announces Third Quarter Results**

*Sales up 23%, PAT up 8% for the quarter ended March 31, 2019*

**Mumbai, May 8, 2019:** Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the quarter ended March 31, 2019. The company delivered sales of ₹699 crores, up 23% vs year ago (comparable sales\* up 15%) behind brand fundamentals, product innovation, strength of the product portfolio, and improved in-store execution.

The Profit After Tax (PAT) was ₹90 crores, up 8% vs year ago behind continued focus on productivity and cost efficiency.

**Madhusudan Gopalan, Managing Director, Procter & Gamble Hygiene and Health Care Ltd.** said, *“We have delivered strong double-digit growth for the third consecutive quarter this year driven by robust volume growth, category development and execution excellence. Our focus on raising the bar on superiority, innovation, improving productivity, and strengthening our organization and culture is delivering strong results in a competitive market environment. We will continue to focus on balanced top and bottom line growth to create value for shareholders.”*

Both the Feminine Care and Health Care businesses recorded double-digit growth.

*\*Comparable sales: Reported sales adjusted for impact of GST change versus previous year.*

### **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 products and superior value propositions to meet the needs of consumers. PGHHCL 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](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.bhavnani@madisonpr.in](mailto:malika.bhavnani@madisonpr.in)

# KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

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## **INDEPENDENT AUDITORS' REVIEW REPORT**

### **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 March 31, 2019, together with the notes thereon ('the Statement'), prepared by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016 (initialed by us for identification). This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors at its meeting held on May 8, 2019. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (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 financial statements are free from 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. It is substantially less in scope than an audit conducted in accordance with the generally accepted auditing standards, the objective of which is expression of an opinion regarding the financial statements taken as a whole. We have not performed an audit and accordingly, do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For KALYANIWALLA & MISTRY LLP  
CHARTERED ACCOUNTANTS**

Firm Reg. No.: 104607W/W100166



Roshni R. Marfatia

**PARTNER**

M. No.: 106548

Mumbai, May 8, 2019

LLP IN : AAH - 3437

REGISTERED OFFICE : ESPLANADE HOUSE, 29, HAZARIMAL SOMANI MARG, FORT, MUMBAI 400 001  
TEL.: (91) (22) 6158 6200, 6158 7200 FAX : (91) (22) 6158 6275