



**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](http://www.pg.com/en_IN)

November 5, 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 Limited  
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 September 30, 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 September 30, 2019 were approved.

We are enclosing herewith the following:

- a. Unaudited Financial Results for the quarter ended September 30, 2019;
- b. Press Release; and
- c. Limited Review Report in respect of the Unaudited Financial Results for the quarter ended September 30, 2019 furnished by Statutory Auditors of the Company.

Kindly take the same on record. 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 ENDED 30th SEPTEMBER 2019

(₹ in Lakhs)

| Particulars   | (1)                               | (2)   | (3)   | (4)                                |
|---|-----------------------------------|---|---|------------------------------------|
|   | Three Months Ended 30th Sept 2019 | Preceding Three Months Ended 30th June 2019 | Corresponding Three Months Ended 30th Sept 2018 | Previous Year Ended 30th June 2019 |
|   | (Unaudited)                       | (Audited) Refer Note 7 below                | (Unaudited)                                     | (Audited)                          |
| 1 Revenue from operations   | 85 214                            | 63 729                                      | 79 180  | 2 94 650                           |
| 2 Other income (Refer Note 4)   | 1 102                             | 969   | 2 356   | 5 334                              |
| <b>3 Total income (1+2)</b>   | <b>86 316</b>                     | <b>64 698</b>                               | <b>81 536</b>                                   | <b>2 99 984</b>                    |
| <b>4 Expenses</b>   |                                   |   |   |                                    |
| a) Cost of raw and packing materials consumed   | 33 488                            | 26 398                                      | 26 051  | 95 064                             |
| b) Purchases of stock-in-trade (Traded goods)   | 1 127                             | 2 107                                       | 10 427  | 32 195                             |
| c) Changes in inventories of finished goods, work-in-progress and stock-in-trade      | ( 862)                            | ( 2 540)                                    | ( 4 959)  | ( 3 773)                           |
| d) Employee benefits expense  | 4 207                             | 2 507                                       | 3 581   | 13 238                             |
| e) Finance costs  | 36                                | 404   | 42  | 548                                |
| f) Depreciation expense   | 1 145                             | 1 281                                       | 1 207   | 4 978                              |
| g) Advertising & sales promotion expenses   | 10 446                            | 7 019                                       | 8 320   | 31 331                             |
| h) Other expenses   | 18 591                            | 21 757                                      | 14 804  | 65 670                             |
| <b>Total expenses</b>   | <b>68 178</b>                     | <b>58 933</b>                               | <b>59 473</b>                                   | <b>2 39 251</b>                    |
| <b>5 Profit before tax (3-4)</b>  | <b>18 138</b>                     | <b>5 765</b>                                | <b>22 063</b>                                   | <b>60 733</b>                      |
| <b>6 Tax expense</b>  |                                   |   |   |                                    |
| a) Current tax  | 4 305                             | 2 113                                       | 8 019   | 22 185                             |
| b) Deferred tax   | 149                               | ( 81)                                       | ( 367)  | ( 1 019)                           |
| c) Prior year tax adjustments   | ----                              | ( 2 346)                                    | ----  | ( 2 346)                           |
|   | <b>4 454</b>                      | <b>( 314)</b>                               | <b>7 652</b>                                    | <b>18 820</b>                      |
| <b>7 Profit for the period (5-6)</b>  | <b>13 684</b>                     | <b>6 079</b>                                | <b>14 411</b>                                   | <b>41 913</b>                      |
| <b>8 Other comprehensive income</b>   |                                   |   |   |                                    |
| Items that will not be reclassified to profit or loss:                                |                                   |   |   |                                    |
| Re- measurement of the defined benefit plans  | ( 257)                            | ( 907)                                      | 186   | ( 1 026)                           |
| Income tax effect on above  | 65                                | 318   | ( 64)   | 359                                |
| <b>Total other comprehensive income for the period</b>                                | <b>( 192)</b>                     | <b>( 589)</b>                               | <b>122</b>                                      | <b>( 667)</b>                      |
| <b>9 Total comprehensive income for the period (7+8)</b>                              | <b>13 492</b>                     | <b>5 490</b>                                | <b>14 533</b>                                   | <b>41 246</b>                      |
| 10 Paid-up equity share capital (Face Value ₹ 10 per equity share)                    | 3 246                             | 3 246                                       | 3 246   | 3 246                              |
| 11 Other Equity   |                                   |   |   | 87 660                             |
| <b>12 Earnings per Share (Face value of ₹ 10 per equity share) (not annualised) :</b> |                                   |   |   |                                    |
| a) Basic  | 42.16                             | 18.73                                       | 44.40   | 129.12                             |
| b) Diluted  | 42.16                             | 18.73                                       | 44.40   | 129.12                             |

See accompanying notes to the financial results



- 1 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 5th November, 2019 and have been subjected to a limited review by the Statutory Auditors of the Company.
- 2 The Company elected to exercise the option permitted under section 115BAA of the Income-Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly the Company has recognised Provision for Income Tax for the quarter ended 30th September 2019 and re-measured its Deferred Tax Assets basis the rate prescribed in the said section. The full impact of this change has been recognised in the financial results for the quarter ended 30th September 2019.
- 3 The Company has adopted Ind AS 116 effective 1st July, 2019, using the modified retrospective method. The Company has applied the standard to its leases with cumulative impact recognised on the date of initial application (1st July 2019). Accordingly, previous period information has not been restated and is to that extent not comparable.
- 4 Other income for the quarter ended 30th September 2018 and year ended 30th June 2019, includes an amount of Rs. 1,312 lakhs being one time gain from transfer of property in the quarter ended 30th September 2018.
- 5 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 corresponding previous quarter and for the year ended June 30, 2019 are not comparable to that extent.
- 6 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.
- 7 Previous period figures have been regrouped / reclassified wherever necessary. The figures for the preceding three months ended 30th June, 2019 are the balancing figures between the audited figures in respect of the full financial year ended 30th June, 2019 and the year to date figures upto the third quarter of that financial year.

Place : Mumbai  
Date : 5th November, 2019

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



Madhusudan Gopalan  
Managing Director





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## **Procter & Gamble Hygiene and Health Care Ltd. announces first quarter results**

*Sales up 8% for the first quarter ended September 30, 2019*

**Mumbai, November 5, 2019:** Procter & Gamble Hygiene and Health Care Ltd. (PGHHCL) announced today its financial results for the first quarter ended September 30, 2019. The company delivered sales of ₹852 crores, up 8% vs. year ago behind strong brand fundamentals. The Profit After Tax (PAT) was ₹137 crores, down 5% vs. year ago behind increased spending on advertising and innovation.

**Madhusudan Gopalan, Managing Director, Procter & Gamble Hygiene and Health Care Ltd.** said, *“In a challenging macro-economic environment our focus on raising the bar on superiority, improving productivity, and strengthening the organization culture has enabled us to deliver sustained growth during the first quarter. We will continue to remain focused on these strategies in line with our aim to drive balanced sales and profit growth.”*

In a challenging market environment, the Feminine Care business registered strong double-digit growth in the quarter, while the Health Care business grew ahead of the market.

### **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 [https://www.pg.com/en\\_IN/](https://www.pg.com/en_IN/) for the latest news and in-depth information about P&G and its brands.

### **For details contact:**

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# KALYANIWALLA & MISTRY LLP

CHARTERED ACCOUNTANTS

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**REVIEW REPORT TO  
THE BOARD OF DIRECTORS  
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 ended September 30, 2019, together with the notes thereon, ("the Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, (initialled by us for identification). This Statement which is the responsibility of the Company's Management and approved by the Board of Directors at its meetings held on November 5, 2019, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 'Interim Financial reporting' ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ("the Act") read with relevant Rules issued thereunder, as applicable 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 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 recognized 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, as amended, 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

UDIN: 19106548AAAAEZ2909

Mumbai, November 5, 2019

LLP IN : AAH - 3437

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