



Procter & Gamble Hygiene  
and Health Care Limited  
Registered Office  
P&G Plaza  
Cardinal Gracias Road, Chakala  
Andheri (E), Mumbai 400 099  
(91 - 22) 2826 6000 phone  
(91 - 22) 6693 9696 fax  
www.pg.com

UNAUDITED FINANCIAL RESULTS OF THE QUARTER AND HALF-YEAR ENDED DECEMBER 31, 2011

(₹ In Lakhs)

	(1)	(2)	(3)	(4)	(5)	(6)
	Quarter Ended Dec 31, 2011 (Unaudited)	Quarter Ended Sept 30, 2011 (Unaudited)	Quarter Ended Dec 31, 2010 (Unaudited)	Half-Year Ended Dec 31, 2011 (Unaudited)	Half-Year Ended Dec 31, 2010 (Unaudited)	Previous accounting Year Ended June 30, 2011 (Audited)
1. (a) Net Sales / Income from Operation	35432	30159	29861	65591	52642	100025
(b) Other Operating Income	50	48	38	96	79	165
<b>Total</b>	<b>35482</b>	<b>30205</b>	<b>29899</b>	<b>65687</b>	<b>52721</b>	<b>100190</b>
2 Expenditure						
a) Decrease / (Increase) in stock in trade and Work-in-progress	384	(1155)	3425	(771)	3245	(66)
b) Consumption of raw & packaging materials	9457	12343	4918	21800	11992	29970
c) Purchase of Finished Goods	4449	2069	3101	6518	4845	9053
d) Employees Cost	1786	1533	1070	3319	2283	5057
e) Advertising & Sales Promotion expenses	6966	6290	5780	13256	10668	18478
f) Royalty expenses	1731	1480	1733	3211	3157	5169
g) Depreciation / Amortisation	855	643	541	1298	1022	2216
h) Other expenditure	4584	4147	4281	8731	7327	16274
i) Total expenditure	30012	27350	24849	57362	44539	86151
3 Profit from Operations before Other income, Interest and exceptional items (1-2)	5470	2855	5050	8325	8182	14039
4 Other Income	1274	1277	792	2551	1655	3638
5 Profit before Interest and Exceptional items (3+4)	6744	4132	5842	10876	9837	17677
6 Interest	-	-	1	-	1	3
7 Profit after Interest but before exceptional items (5-6)	6744	4132	5841	10876	9836	17674
8 Exceptional Items	-	-	-	-	-	-
9 Profit from Ordinary Activities before Tax (7+8)	6744	4132	5841	10876	9836	17674
10 Tax Expense / (Credit) - net	1625	(146)	1346	1479	2205	2586
11 Net Profit from Ordinary Activities after Tax (9-10)	5119	4278	4495	9397	7631	15088
12 Extraordinary Item (Net of tax expense)	-	-	-	-	-	-
13 Net profit for the period / year (11-12)	5119	4278	4495	9397	7631	15088
14 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3246	3246	3246	3246	3246	3246
15 Reserves excluding revaluation reserves (as per balance sheet of previous accounting year)						56817
16 Earnings per Share (EPS) - Basic and diluted EPS before Extraordinary items for the period, (not annualised) and for the previous year ( ₹ )	15.77	13.18	13.85	28.95	23.50	46.48
17 Public Shareholding						
- Number of Shares	9530963	9530963	9530963	9530963	9530963	9530963
- Percentage of shareholding	29.36	29.36	29.36	29.36	29.36	29.36
18 Promoters and promoter group shareholding						
a) Pledged / Encumbered						
- Number of Shares	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a percentage of the total shareholding of promoter group)						
- Percentage of shares (as a percentage of the total share capital of the company)						
b) Non-encumbered						
- Number of Shares	22929773	22929773	22929773	22929773	22929773	22929773
- Percentage of shares (as a percentage of the total shareholding of promoter group)	100.00	100.00	100.00	100.00	100.00	100.00
- Percentage of shares (as a percentage of the total share capital of the company)	70.64	70.64	70.64	70.64	70.64	70.64





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Notes :

1. Statement of Assets and Liabilities

(₹ In Lakhs)

Particulars	As at Dec 31, 2011	As at Dec 31, 2010
	Unaudited	Unaudited
<b>SOURCES OF FUNDS</b>		
<b>SHAREHOLDERS' FUNDS :</b>		
a) Capital	3246	3246
b) Reserves and Surplus	66214	57847
<b>DEFERRED TAX LIABILITY (NET)</b>	162	1062
<b>TOTAL</b>	<b>69622</b>	<b>62155</b>
<b>APPLICATION OF FUNDS</b>		
<b>FIXED ASSETS (Including Capital work-in-progress / Capital advances)</b>	19702	19613
<b>CURRENT ASSETS, LOANS AND ADVANCES</b>		
a) Inventories	7514	5743
b) Sundry Debtors	5601	3895
c) Cash and Bank Balances	15599	14412
d) Other Current Assets	1084	704
e) Loans and Advances	46148	35920
	75946	60674
<b>Less: CURRENT LIABILITIES AND PROVISIONS</b>		
a) Current Liabilities	25049	17579
b) Provisions	977	553
	26026	18132
<b>NET CURRENT ASSETS</b>	49920	42542
<b>TOTAL</b>	<b>69622</b>	<b>62155</b>

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on February 02, 2012.
- Tax expense / (credit) – (net) comprises of current tax and deferred tax and is net of adjustment towards Minimum Alternative Tax (MAT) credit entitlement.
- The Company operates in a single reportable business segment i.e. Manufacturing and Marketing of Health and Hygiene Products and one reportable Geographical segment i.e. within India.
- The Members of the Company at their Annual General Meeting held on November 23, 2011 had approved the payment of dividend for the year ended June 30, 2011 at ₹ 22.50 per equity shares (nominal value ₹ 10 per equity share) aggregating to ₹ 7304 lakhs and the same has been paid on November 30, 2011.
- Information on investor complaints for the three months ended on December 31, 2011 - (Nos) Opening : NIL, New : 47, Disposed : 47, Closing Balance : NIL.
- Previous period's / year's figures have been regrouped/rearranged wherever considered necessary.

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

Shantanu Khosla  
Managing Director

Place : Mumbai

Date : February 02, 2012





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**Procter & Gamble Hygiene and Health Care Limited delivers strong growth in Quarter 2  
Net sales up at 19 %, Earnings up +14% for the quarter ended 31 December, 2011**

**Mumbai, February 02, 2012** – Procter & Gamble Hygiene and Health Care Limited. (PGHHCL) today announced its unaudited financial results for the 2nd quarter ended December 31, 2011. The Company's Net Sales registered 19% increase at Rs.355 crores from Rs.299 crores over the corresponding quarter last year.

Procter & Gamble Hygiene and Health Care Limited grew sales in Feminine Care by posting gross sales growth of +24%. Growth in this category was driven by high levels of promotional & marketing initiatives amidst new category entrants. The Health care category witnessed +7% sales growth vs. year ago, driven by the launch of Vicks Vapocool in the Q4 quarter. Vicks and Whisper continue to be the market leaders in their respective categories.

Profit Before Tax (PBT) stood constant at Rs.67 crores for the quarter ended December 31, 2011 compared with Rs.58 crores for the corresponding quarter last year. Profit After Tax (PAT) stood at Rs.51 crores compared with Rs.44 crores in the corresponding quarter last year, an increase of +14%. Earnings are driven by continued focus on cost control.

**Sharing perspective on the results, Mr. Shantanu Khosla Managing Director, Procter & Gamble Hygiene and Health Care Limited (PGHHCL) said, "Procter & Gamble Hygiene and Health Care Ltd. has registered robust sales and volume growth for the quarter ended December 31, 2011. PGHHCL is committed to serving the consumer through superior value propositions and technological innovations, such as the recently introduced Vicks Vapocool, which further drive leadership of our brands. We remain committed to sustainable growth in India, and will continue to invest behind our purpose of touching and improving the lives of more Indian consumers, now and generations to come."**

**About Procter & Gamble Hygiene and Health Care Limited.**

Procter & Gamble Hygiene and Health Care Limited (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. 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-india.com](http://www.pg-india.com) for the latest news and in-depth information about P&G and its brands.

**For details contact:**

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**AUDITORS' REPORT  
TO THE BOARD OF DIRECTORS OF  
PROCTER & GAMBLE HYGIENE AND HEALTH CARE LIMITED**

We have reviewed the accompanying statement of Unaudited Financial Results of Procter & Gamble Hygiene and Health Care Limited ("the Company") for the quarter and half-year ended December 31, 2011 ("the Statement"). This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial results based on our review.

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 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 misstatements. 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 opinion.

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 accounting standards referred to in Section 211 (3C) of the Companies Act, 1956 and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreements with the stock exchanges, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Further, we also report that we have traced the number of shares as well as the percentage of shareholdings in respect of aggregate amount of public shareholdings and the number of shares as well as the percentage of shares pledged/encumbered and non-encumbered in respect of the aggregate amount of promoters and promoter group shareholding in terms of Clause 35 of the Listing Agreements and the particulars relating to undisputed investor complaints from the details furnished by the Registrars.

**For Deloitte, Haskins & Sells**  
Chartered Accountants  
(Registration No. 117366W)



**K. A. Katki**  
Partner

(Membership No. 038568)

Place: Mumbai  
Date: February 02, 2012