



Procter & Gamble Hygiene
and Health Care Limited
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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

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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®





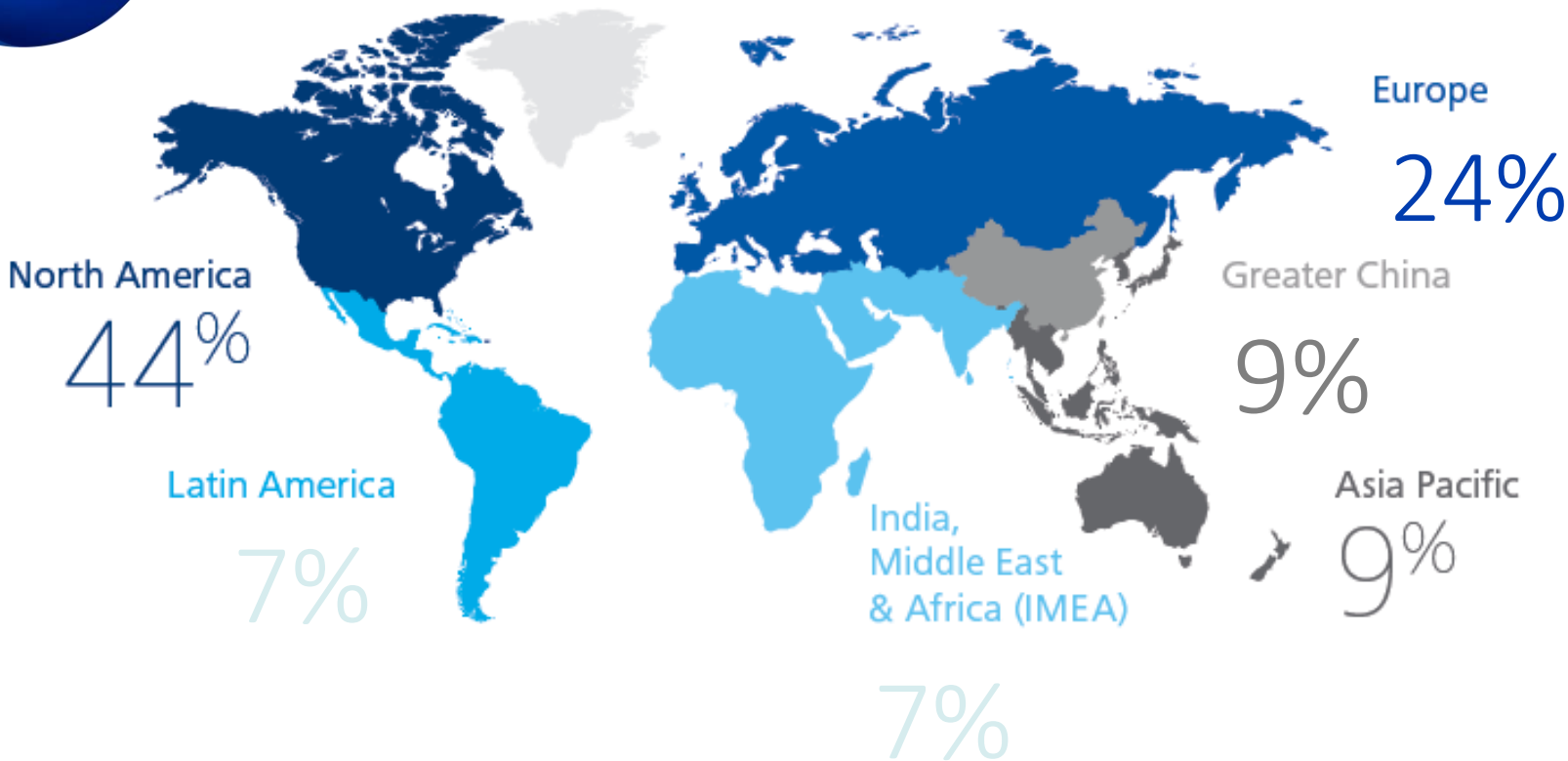
Highlights

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





Sales by Geographic Region



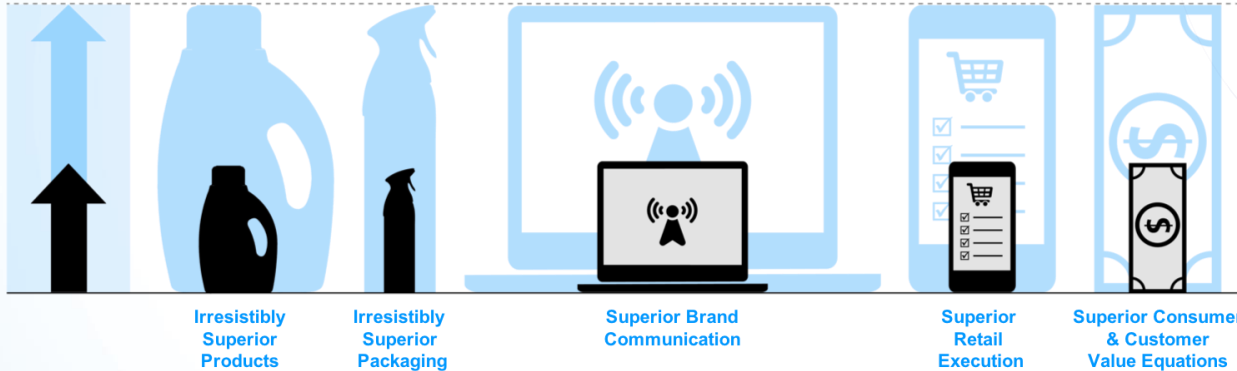
Portfolio: 10 Categories

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

Our **GROWTH** Strategy

**SUPERIORITY
TO WIN WITH
CONSUMERS**

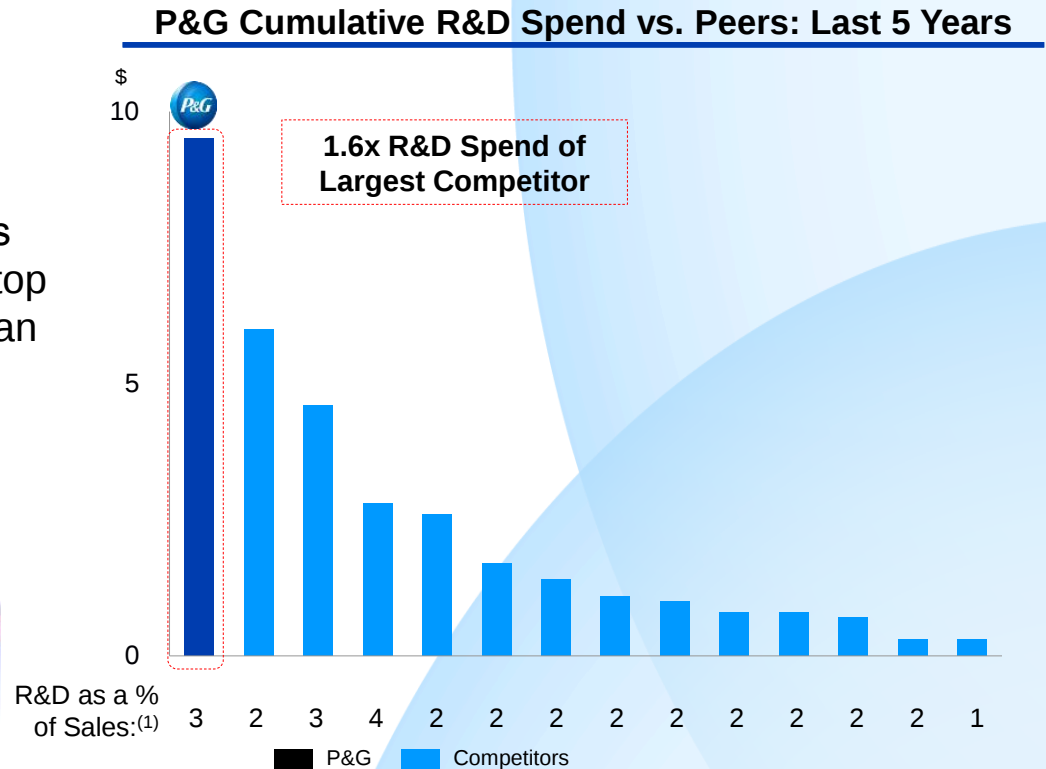
*New Standard
of Excellence*



**PRODUCTIVITY TO FUEL INVESTMENTS
LED BY THE BEST PEOPLE**

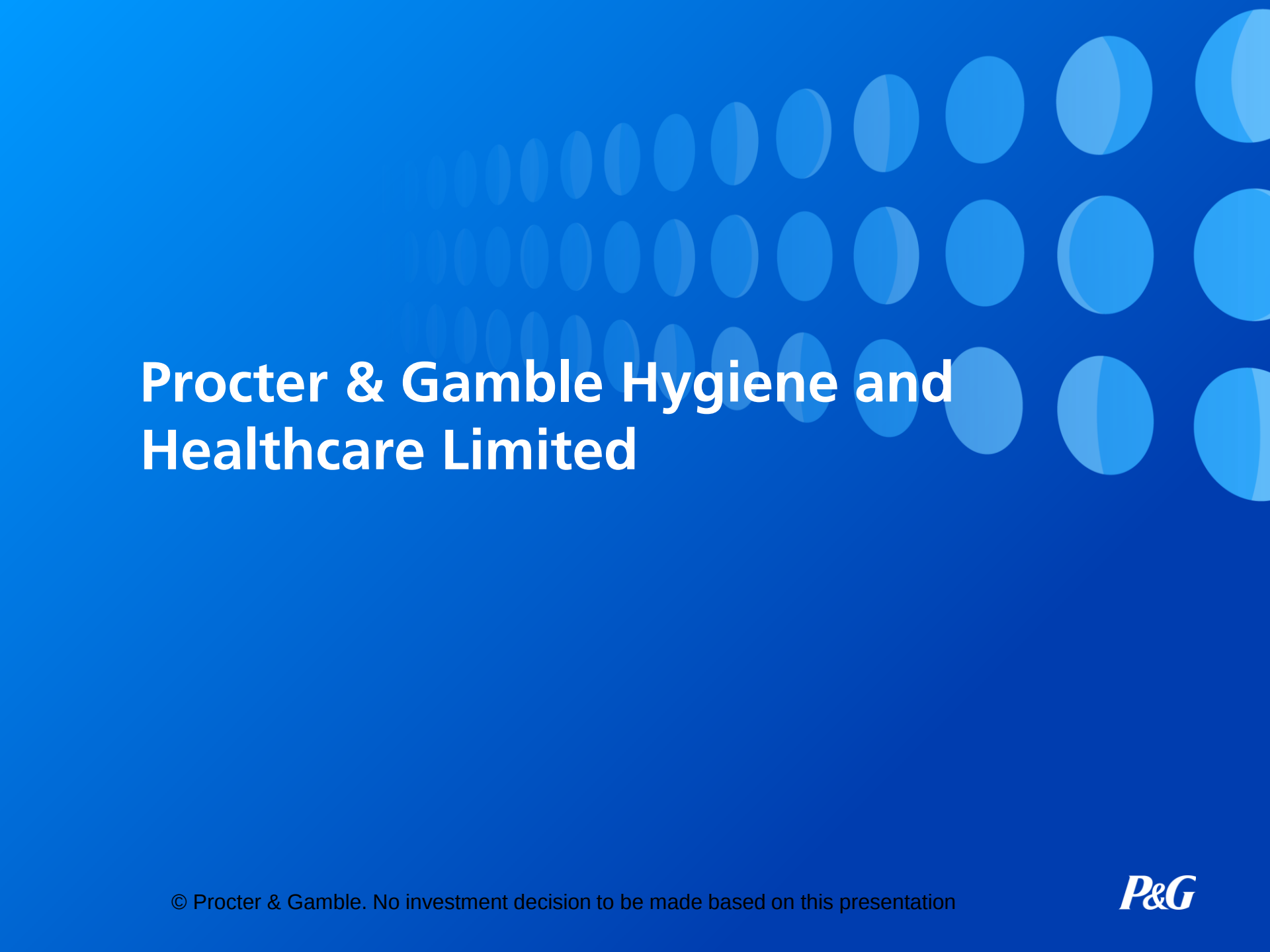
P&G Innovation Leads the Industry

- 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



Leading Global Brands





Procter & Gamble Hygiene and Healthcare Limited

P&G Hygiene and Healthcare – Market leading brands

Whisper



Market Share # 1

Vicks



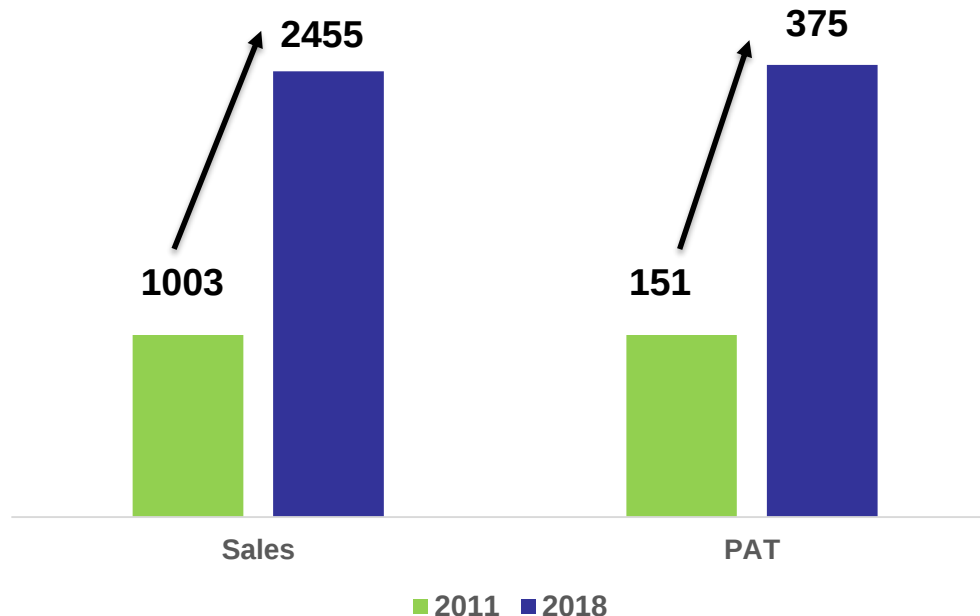
Market Share # 1



Market leaders in both categories that we operate in

Business is Profitable and Growing

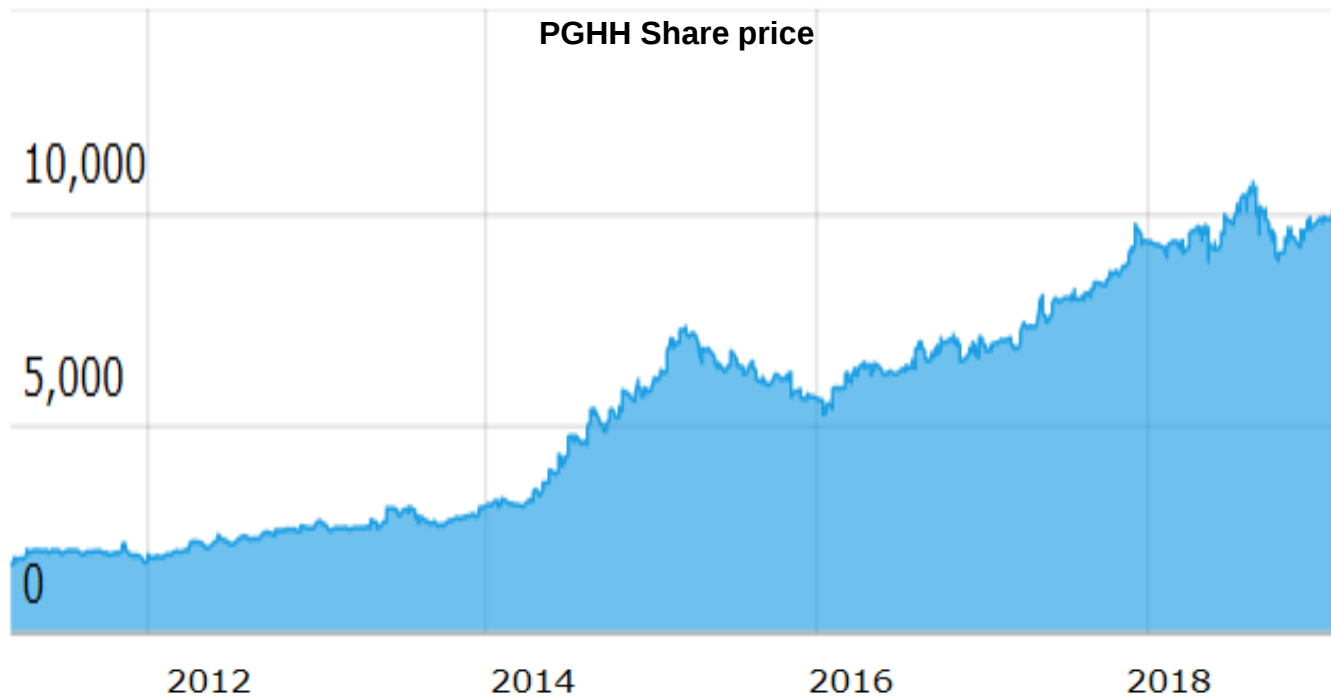
- Sales of INR ~2500Cr and among Top 100 listed entities
- Highly profitable with PAT margins at 15%
- Grown 2.5X Sales and profit in past 7 years



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

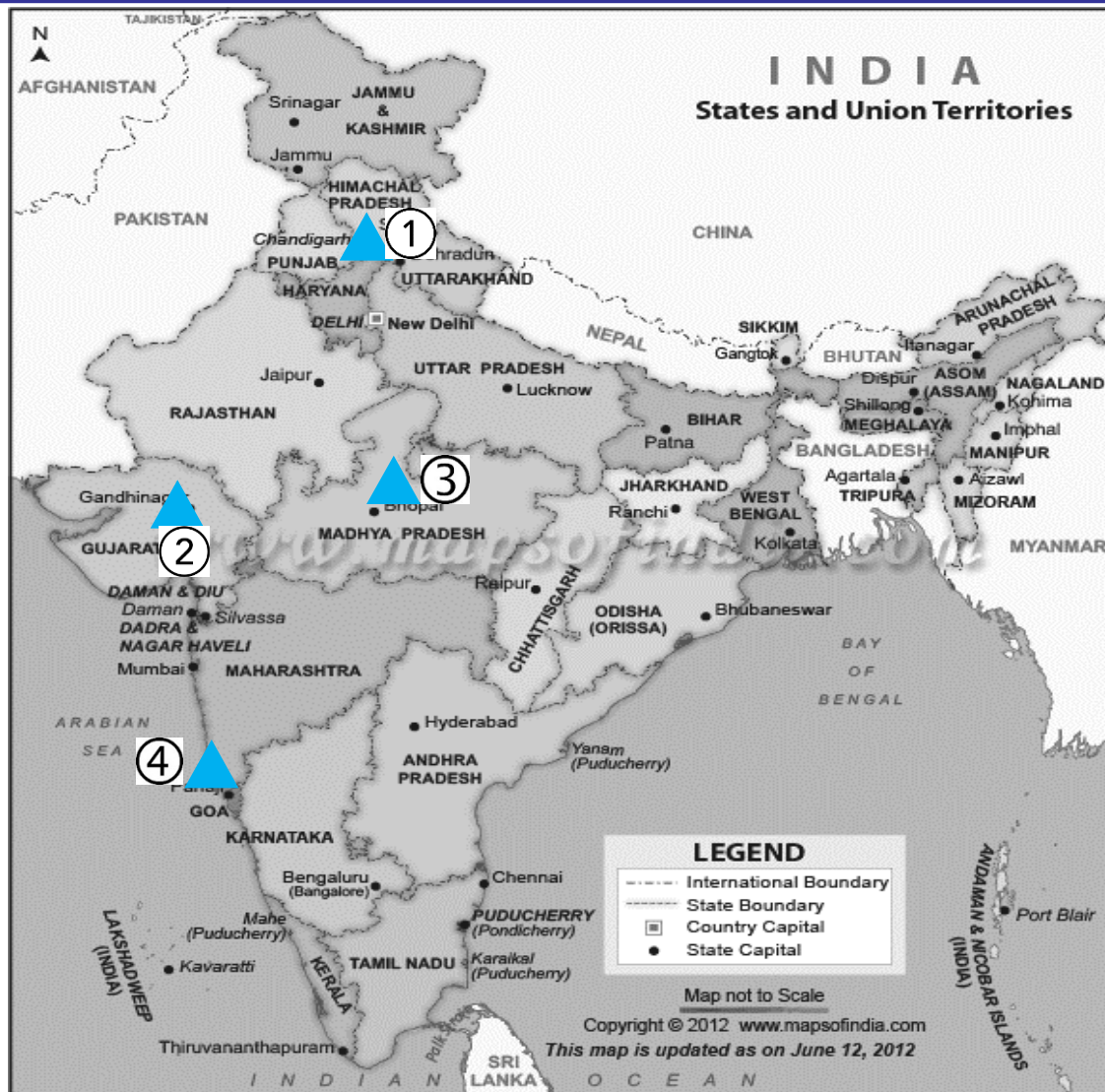
A journey through changing times...

clean·dry·fresh
whisper[®]

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