



June 16, 2025

To,
The Corporate Relations Department
The BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001.
Ref:- Scrip Code:- 500126

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:- Symbol:- PGHL

Dear Sir / Madam,

Sub: Analysts/Institutional Investors - presentation

This has reference to the virtual connect with analysts/ institutional investors to be held today, Monday, June 16, 2025 at 2:30 p.m. (IST).

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the presentation for the above meeting with analysts/ institutional investors.

Thanking you.

For **Procter & Gamble Health Limited**

Zeal Rupani
Company Secretary



Health

Investor and Analyst Connect
16 June 2025

Disclaimer

Business Use

This communication, except for the historical data, may contain forward-looking statements, including words, phrases, numbers that set forth anticipated results based on management's current plans and assumptions. Forward-looking statements are based on current expectations and assumptions, which are subject to risks and uncertainties that may cause results to differ materially from those expressed or implied in those statements. The Company cautions investors that any such forward-looking statements are not guarantees of future performance and that actual events or results may differ materially from those statements. Actual events or results may differ materially because of factors that affect international businesses and global economic conditions, as well as matters specific to the Company and the markets it serves. The Company undertakes no obligation to update these statements whether as a result of new information, future events or otherwise, except to the extent required by law.





Health

Investor and Analyst Connect
16 June 2025



FISCAL RESULTS

2024-25

DELIVERED A STRONG YEAR

FY 2024-25

Strong, balanced growth over the 9-month fiscal versus comparable past period

+8%
SALES

+27%
PAT



Considering that the company, effective this year, changed its Financial Year from July 1 – June 30 to April 1 – March 31, the current Financial Year of the Company covers a period of 9 months, from July 1, 2024, to March 31, 2025. The company performance has therefore been indexed versus the comparable 9-month period in the last year (July 1, 2023, to March 31, 2024). The performance versus a 12-month past fiscal will not be comparable.

INTEGRATED GROWTH STRATEGY

SUSTAINED EXCELLENCE

Baby	Pam	Family	Fabric	Home	Male	SPC	Grooming	Q&A	P&C
Banana	always	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
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Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy
Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy	Downy

PORTFOLIO

PERFORMANCE DRIVES
BRAND CHOICE



ORGANIZATION
EMPOWERED • AGILE
ACCOUNTABLE



SUPERIORITY
TO WIN WITH
CONSUMERS



**CONSTRUCTIVE
DISRUPTION**
ACROSS OUR BUSINESS



PRODUCTIVITY
TO FUEL INVESTMENTS



PORTFOLIO
PERFORMANCE DRIVES
BRAND CHOICE

TRUSTED, QUALITY, HIGHLY RECOMMENDED BRANDS





SUPERIORITY
TO WIN WITH CONSUMERS

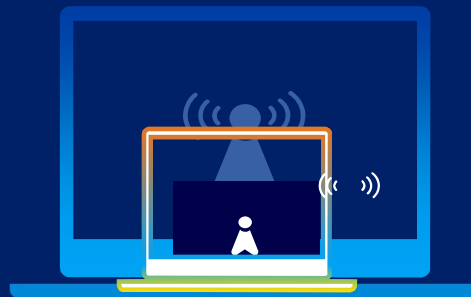
SUPERIORITY ACROSS 5 VOS* TO WIN WITH CONSUMERS



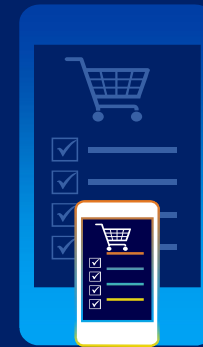
PRODUCT



PACKAGING



COMMUNICATION



RETAIL
EXECUTION



CONSUMER &
CUSTOMER
VALUE

*Vectors of Superiority

INTEGRATING VECTORS OF SUPERIORITY

NEUROBION

Superior Communication

Superior Product



Superior Packaging



Superior Customer Value



Superior Retail Execution



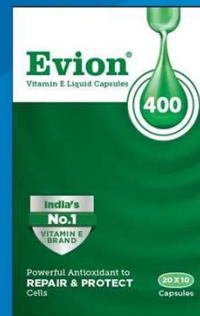


BIG-B Sir.. BIG-B Sir..

INTEGRATING VECTORS OF SUPERIORITY

EVION

Superior Product



Superior Communication



Superior Customer Value



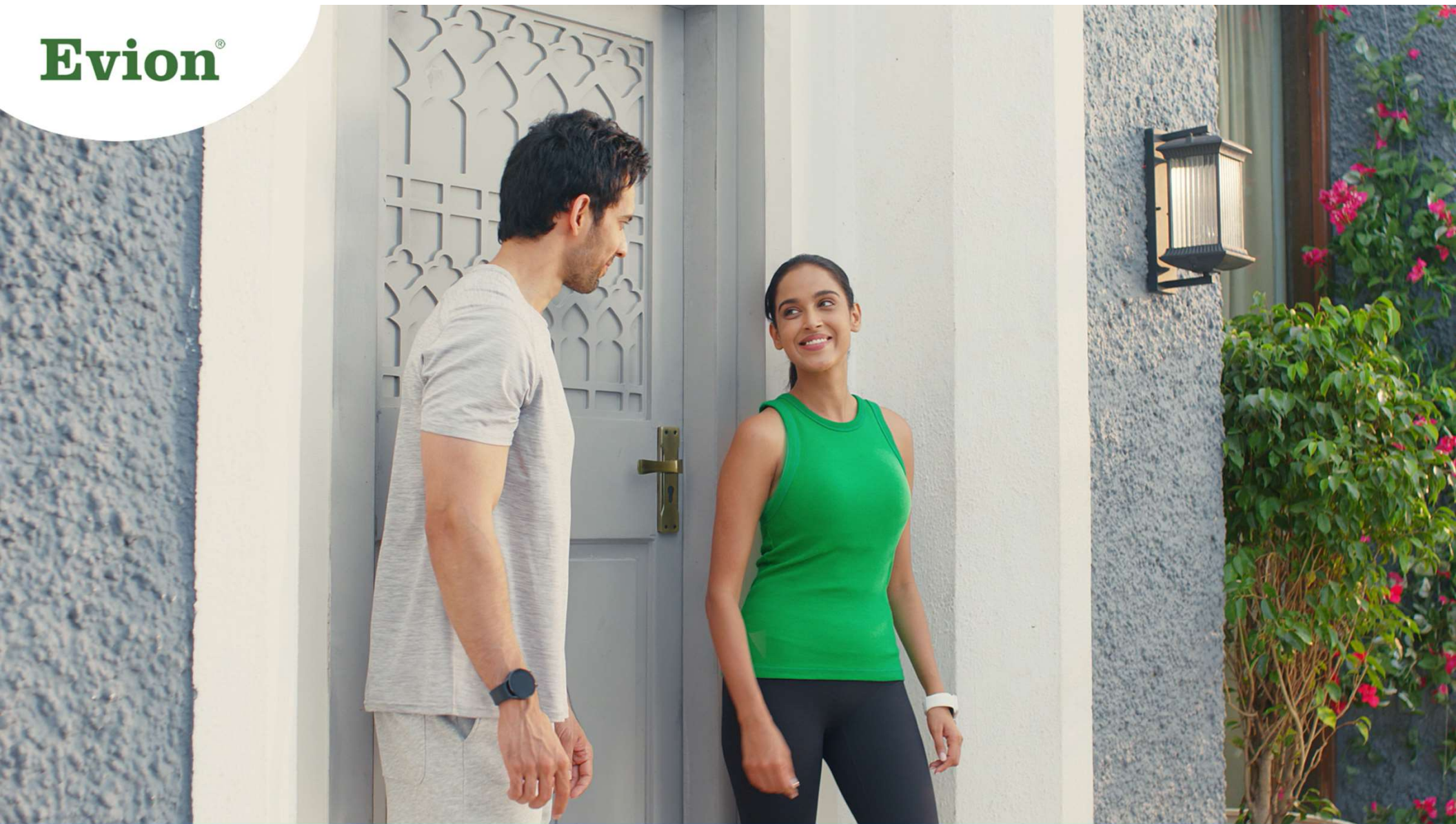
Superior Packaging



Superior Retail Execution



Evion®





**CONSTRUCTIVE
DISRUPTION**
ACROSS THE BUSINESS

SEEDING FOR THE FUTURE

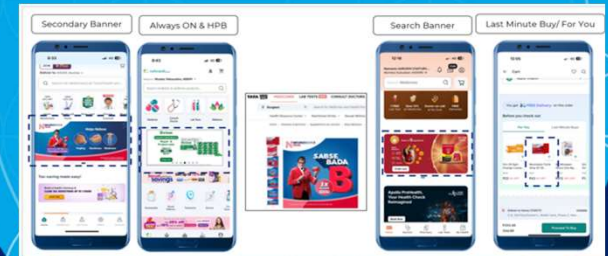
Partnering with
Distributors



Rural
Coverage Expansion



Leveraging
E-Commerce





PRODUCTIVITY
TO FUEL INVESTMENTS

PRODUCTIVITY INTEGRATED INTO THE STRATEGY

Delivering the same or better output measures...

with lower spending or resource investment.

MATERIALS

MANUFACTURING

OVERHEAD

AD SPEND &
PROMOTION

WORKING
CAPITAL



INR 40 crores productivity savings for FY 24/25



ORGANIZATION
EMPOWERED • AGILE
ACCOUNTABLE



COMMUNITY IMPACT

PUBLIC HEALTH & ACCESS

TOWARDS BUILDING A HEALTHIER INDIA

ENABLING LAST MILE ACCESS TO HEALTH



HelpAge India Fighting isolation, poverty, neglect



जन स्वास्थ्य सहयोग
People's Health Support Group

**MOBILE HEALTHCARE UNITS
Across 8 States**

TOWARDS BUILDING A HEALTHIER INDIA

COMMUNITY INTERVENTIONS & BEHAVIORAL CHANGE



Yes to POSHAN



Xotej Jeeban



Arogya Sakhis



Swasthya Sakhi

Maternal & Child Health | Nutrition | Anemia Prevention



INTEGRATED GROWTH STRATEGY

SUSTAINED EXCELLENCE



PORTFOLIO
PERFORMANCE DRIVES
BRAND CHOICE



ORGANIZATION
EMPOWERED • AGILE
ACCOUNTABLE



SUPERIORITY
TO WIN WITH
CONSUMERS



**CONSTRUCTIVE
DISRUPTION**
ACROSS OUR BUSINESS



PRODUCTIVITY
TO FUEL INVESTMENTS

In Service to **Consumers, Customers, Employees, Society & Shareowners**



LONG TERM TRENDS

SUPERIOR RESULTS OVER THE P5Y

+7%
CAGR
NET SALES

+9%
CAGR
PAT

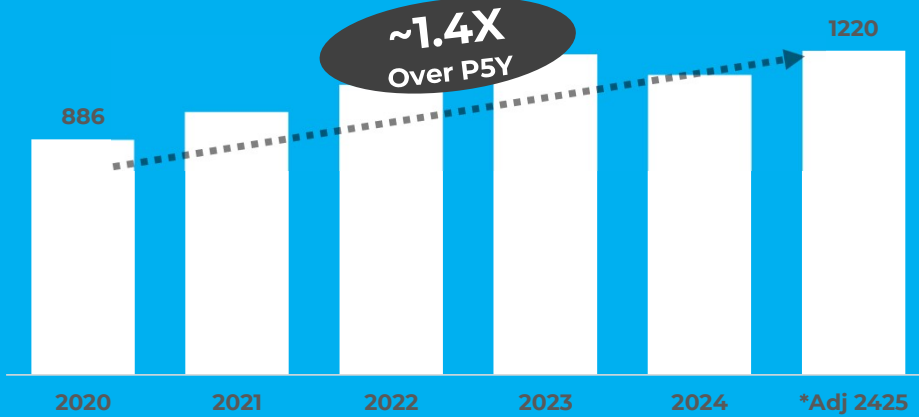
+34%
Increase in
ROE



Note: 1) Basis Published results; 2) Net Sales refers to revenue from operations; 3) PAT Excluding OCI; 4) ROE = PAT/ Avg. Equity; 5) Sales/ PAT of 2020 was 18 month period and hence above numbers are adjusted for 12-month estimates

SUPERIOR RESULTS OVER THE P5Y

Net Sales (in INR Cr.)



* Note: FY 24-25 was a 9-month year and hence above numbers are adjusted for 12-month estimates; Sales of 2020 was 18 month period and hence above numbers are adjusted for 12-month estimates

PAT (in INR Cr.)



* Note: FY 24-25 was a 9-month year and hence above numbers are adjusted for 12-month estimates; PAT of 2020 was 18 month period and hence above numbers are adjusted for 12-month estimates

CREATING SUPERIOR SHAREHOLDER VALUE



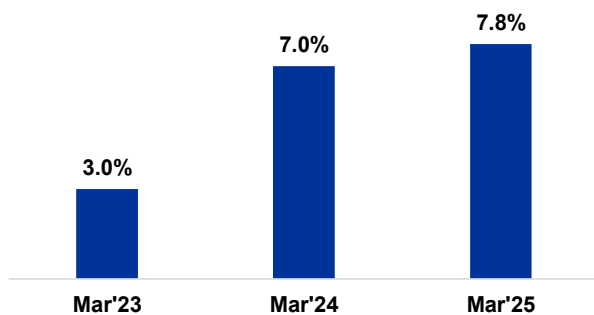


LANDSCAPE

Accelerating VMS category & emerging trends in India

Steady growth of VMS Category for past 2 years

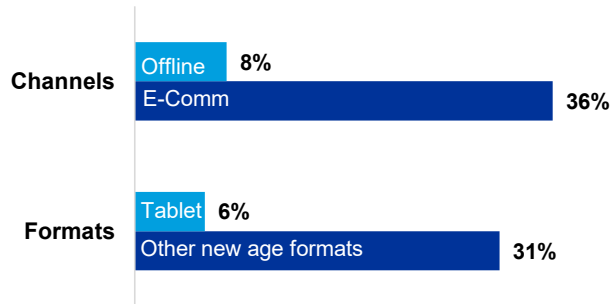
VMS Category – Value Growth%



*Offline channel growth trends

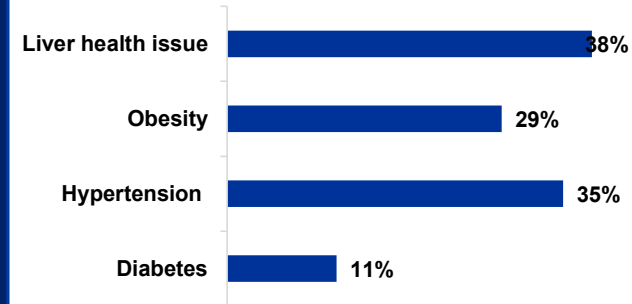
Acceleration seen in E-Commerce and Formats

Emerging Trends in VMS



Growing liver disease burden in India with high 38% prevalence !

Prevalence Of Lifestyle Diseases



% represent population suffering from these conditions



Q&A