



Statement of Standalone Unaudited Financial Results for the Quarter ended June 30, 2012

Part - I

(₹ in Lacs)

S. No.	Particulars	Unaudited			Audited
		3 months ended 30/06/2012	Preceding 3 months ended 31/03/2012	Corresponding 3 months ended 30/06/2011 in the previous year	Previous year ended 31/03/2012
1.	Income from Operations				
	(a) Net Sales/Income from Operations	13,804.88	14,658.63	10,657.80	47,223.53
	(b) Other Operating Income	18.92	44.87	10.38	107.94
	Total Income from Operations (Net)	13,823.80	14,703.50	10,668.18	47,331.47
2.	Expenditure				
	(a) Cost of materials consumed	5,047.90	6,268.27	4,684.09	19,441.90
	(b) Purchase of stock-in-trade	875.82	993.48	768.45	3,444.33
	(c) Change in inventories of finished goods, work-in-progress and stock in trade	202.65	(376.96)	(431.19)	(895.94)
	(d) Employee benefit expenses	692.83	583.31	540.52	2,289.60
	(e) Depreciation & amortisation	78.17	80.57	47.52	259.92
	(f) Advertisement	982.92	1,333.82	873.99	3,777.62
	(g) Other Expenditure	2,129.78	2,504.98	1,572.03	7,610.17
	Total Expenditure	10,010.07	11,387.47	8,055.41	35,927.60
3.	Profit/(Loss) from Operations before other income, finance costs & exceptional items (1-2)	3,813.73	3,316.03	2,612.77	11,403.87
4.	Other Income	900.90	1,004.46	954.20	3,737.66
5.	Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)	4,714.63	4,320.49	3,566.97	15,141.53
6.	Finance Costs	1.39	1.76	2.17	7.85
7.	Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)	4,713.24	4,318.73	3,564.80	15,133.68
8.	Exceptional Items	0.00	0.00	0.00	0.00
9.	Profit / (Loss) from ordinary activities before tax (7-8)	4,713.24	4,318.73	3,564.80	15,133.68
10.	Tax Expense	950.92	913.90	722.91	3,124.90
11.	Net Profit / (Loss) from ordinary activities after tax (9-10)	3,762.32	3,404.83	2,841.89	12,008.78
12.	Extraordinary items (net of tax expense)	0.00	0.00	0.00	0.00
13.	Net Profit/(Loss) for the period(11-12)	3,762.32	3,404.83	2,841.89	12,008.78
14.	Share of profit / (loss) of associates	0.00	0.00	0.00	0.00
15.	Minority interest	0.00	0.00	0.00	0.00
16.	Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (13 + 14 + 15)	3,762.32	3,404.83	2,841.89	12,008.78
17.	Paid-up equity share capital (Face Value - ₹ 1/- each, Prev. Year - ₹ 1/-each)	1,475.00	1,475.00	1,475.00	1,475.00
18.	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year				41,310.18
19. (i)	Earnings per share (before extraordinary items) (₹ per share) (not annualised):				
	(a) Basic	2.55	2.31	1.93	8.14
	(b) Diluted	2.55	2.31	1.93	8.14
19. (ii)	Earnings per share (after extraordinary items) (₹ per share) (not annualised):				
	(a) Basic	2.55	2.31	1.93	8.14
	(b) Diluted	2.55	2.31	1.93	8.14

Part - II

S. No.	Particulars	3 months ended 30/06/2012	Preceding 3 months ended 31/03/2012	Corresponding 3 months ended 30/06/2011 in the previous year	Previous year ended 31/03/2012
A.	PARTICULARS OF SHAREHOLDING				
1	Public shareholding				
	- Number of shares	22,500,000	22,500,000	22,500,000	22,500,000
	- Percentage of shareholding	15.25%	15.25%	15.25%	15.25%
2	Promoters and promoter group shareholding				
	a) Pledged/Encumbered				
	- Number of shares	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share holding of promoter and promoter group)	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil
	b) Non-Encumbered				
	- Number of shares	125,000,000	125,000,000	125,000,000	125,000,000
	- Percentage of shares (as a % of the total share holding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
	- Percentage of shares (as a % of the total share capital of the company)	84.75%	84.75%	84.75%	84.75%

Particulars	3 months ended 30/06/2012
B INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	0
Received during the quarter	4
Disposed of during the quarter	4
Remaining unresolved at the end of the quarter	0

Notes:

- As the Company's business activity falls within a single segment viz. 'Cosmetics and Toiletries' and the sales substantially being in the domestic market, the disclosure requirements of the Accounting Standard (AS) 17 "Segment Reporting" as prescribed by the Companies (Accounting Standard) Rules, 2006 are not applicable.
- Pursuant to the provisions of Clause 43A of the Listing Agreements with the Exchanges, the utilisation of the net proceeds of the IPO as stated in the Prospectus dated August 9, 2010 aggregating to ₹ 275.46 crore (estimated) [Actual - ₹ 278.04 crore] is as under:

Expenditure Items	Estimated Expenditure				Total expenditure incurred till June 30, 2012
	Fiscal 2011	Fiscal 2012	Fiscal 2013	Total	
Promotion of future products	60.70	71.30	88.00	220.00	12.96
Acquisition & other strategic initiatives	0.00	0.00	50.00	50.00	0.00
General corporate purposes	5.46	0.00	0.00	5.46	0.00

The total expenditure amounting to ₹ 12.96 crore pertains to launch of new product "cooling oil" by the Company. Pending utilisation, net proceeds of the IPO have been invested in interest bearing liquid instruments, bank deposits and other financial products as mentioned herein below:

Particulars	Amount (₹ in crore)
1. Fixed Deposits with Banks	31.00
2. In Certificate of Deposits of Banks	203.93
3. Bonds of Public Sector	30.15
Total	265.08

- Figures have been regrouped/rearranged wherever necessary.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 1, 2012.

Place : Mumbai
Date : August 1, 2012

For and on behalf of Board of Directors
Kushagra Bajaj
Chairman

