



Unaudited Standalone Financial Results (Provisional) for the third quarter ended December 31, 2011

(₹ in Lakhs)

S. No.	Particulars	Unaudited			Unaudited		Audited
		Quarter ended 31.12.2011	Quarter ended 30.09.2011	Corresponding quarter ended 31.12.2010	Current Year 9 months ended 31.12.2011	Previous Year 9 months ended 31.12.2010	Previous accounting year ended 31.03.2011
1.	(a) Net Sales/Income from Operations	11,229.83	10,677.27	8,588.48	32,564.90	24,883.13	35,867.26
	(b) Other Operating Income	19.69	33.00	27.37	63.07	49.71	76.65
	Total Income (1)	11,249.52	10,710.27	8,615.85	32,627.97	24,932.84	35,943.91
2.	Expenditure						
	(a) (Increase)/decrease in stock in trade and work in progress	108.27	(196.06)	29.79	(518.98)	(188.70)	(169.94)
	(b) Consumption of raw materials	4,095.83	4,393.71	3,117.22	13,173.63	8,910.28	13,259.05
	(c) Purchase of traded goods	936.38	746.02	609.46	2,450.85	1,693.83	2,411.75
	(d) Employee Cost	596.28	569.49	399.68	1,706.29	1,221.60	1,625.97
	(e) Depreciation	77.74	54.09	46.36	179.35	132.69	179.40
	(f) Other Expenditure	2,648.29	2,454.68	1,858.30	7,548.99	5,506.99	7,924.15
	Total (2)	8,462.79	8,021.93	6,060.81	24,540.13	17,276.69	25,230.38
3.	Profit/(Loss) from Operations before Other Income, Interest & Exceptional Items (1-2)	2,786.73	2,688.34	2,555.04	8,087.84	7,656.15	10,713.53
4.	Other Income	790.15	988.85	492.85	2,733.20	748.45	1,701.59
5.	Profit/(Loss) before Interest and Exceptional Items (3+4)	3,576.88	3,677.19	3,047.89	10,821.04	8,404.60	12,415.12
6.	Interest (Net)	1.65	2.27	3.60	6.09	8.01	10.56
7.	Profit/(Loss) after Interest but before Exceptional Items (5-6)	3,575.23	3,674.92	3,044.29	10,814.95	8,396.59	12,404.56
8.	Exceptional Items	0.00	0.00	631.79	0.00	1,263.57	1,896.25
9.	Profit/(Loss) from Ordinary Activities before tax (7-8)	3,575.23	3,674.92	2,412.50	10,814.95	7,133.02	10,508.31
10.	Tax Expense	687.71	800.38	472.07	2,211.00	1,411.28	2,098.03
11.	Net Profit/(Loss) from Ordinary Activities after tax (9-10)	2,887.52	2,874.54	1,940.43	8,603.95	5,721.74	8,410.28
12.	Extraordinary items (net of tax expense)	0.00	0.00	0.00	0.00	0.00	0.00
13.	Net Profit/(Loss) for the period (11-12)	2,887.52	2,874.54	1,940.43	8,603.95	5,721.74	8,410.28
14.	Paid-up equity share capital (Face Value - ₹ 1/- each, Prev. Year - ₹ 5/-each)	1,475.00	1,475.00	1,475.00	1,475.00	1,475.00	1,475.00
15.	Reserves excluding Revaluation Reserves (as per balance sheet) of previous accounting year						36,158.53
16.	Earnings Per Share (EPS) (₹ Per share)						
	a) Basic and diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (not annualized)	1.96	1.95	1.32	5.83	4.19	6.04
	b) Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not annualized)	1.96	1.95	1.32	5.83	4.19	6.04
17.	Public shareholding						
	- Number of shares	22,500,000	22,500,000	4,500,000	22,500,000	4,500,000	4,500,000
	- Percentage of shareholding	15.25%	15.25%	15.25%	15.25%	15.25%	15.25%
18.	Promoters and promoter group Shareholding						
	a) Pledged/Encumbered						
	- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share holding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil	Nil
	- Percentage of shares (as a % of the total share capital of the company)	Nil	Nil	Nil	Nil	Nil	Nil
	b) Non-Encumbered						
	- Number of shares	125,000,000	125,000,000	25,000,000	125,000,000	25,000,000	25,000,000
	- Percentage of shares (as a % of the total share holding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	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%	84.75%	84.75%

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 crores (estimated) [Actual - ₹ 278.04 crores] is as under:

(₹ in crores)

Expenditure Items	Estimated Expenditure				Total expenditure incurred till Dec. 31, 2011
	Fiscal 2011	Fiscal 2012	Fiscal 2013	Total	
Promotion of future products	60.70	71.30	88.00	220.00	7.24
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 ₹ 7.24 crores pertains to launch of new product "cooling oil" by the Company during the first quarter of the Financial Year 2011-12. 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 crores)
(a) In units of Debt Mutual Funds	10.01
(b) In Certificate of Deposits of Banks	260.78
(c) In Current Account with Bank	0.01
Total	270.80

- There were Nil investor complaints pending at the beginning of the quarter. During the quarter, the Company has received 4 complaints from the investors. The Company has resolved all 4 complaints and no complaint was pending at the close of the quarter.
- The Board of Directors has declared an interim dividend at the rate of 400% (i.e. ₹ 4/- per share) on equity shares of face value of ₹ 1/- each for the FY 2011-12.
- Figures have been regrouped/rearranged wherever necessary.
- The Statutory Auditors have carried out the "Limited Review" of the results for the period ended December 31, 2011.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on February 07, 2012.

Place : Mumbai
Date : February 07, 2012

For and on behalf of Board of Directors
Kushagra Bajaj
Chairman

