



### Statement of Financial Results for the Quarter and for the Year ended March 31, 2012

#### Part - I

(₹ in Lacs)

S. No.	Particulars	Standalone				Consolidated*		Consolidated**	
		Unaudited		Audited		Audited		Audited	
		3 months ended 31/03/2012	Preceding 3 months ended 31/12/2011	Corresponding 3 months ended 31/03/2011 in the previous year	Year to date figures for current year ended 31/03/2012	Year to date figures for previous year ended 31/03/2011	Year to date figures for current year ended 31/03/2012	Year to date figures for previous year ended 31/03/2011	Year to date figures for current year ended 31/03/2012
1.	(a) Net Sales/Income from Operations	14,658.63	11,229.83	10,984.13	47,223.53	35,867.26	47,223.53		
	(b) Other Operating Income	44.87	19.69	27.09	107.94	76.80	107.94		
	Total Income from operations (1)	14,703.50	11,249.52	11,011.22	47,331.47	35,944.06	47,331.47		
2.	Expenditure								
	(a) Cost of materials consumed	6,268.27	4,095.83	4,348.77	19,441.90	13,259.05	19,441.90		
	(b) Purchase of stock-in-trade	993.48	936.38	717.92	3,444.33	2,411.75	3,444.33		
	(c) Change in inventories of finished goods, work-in-progress and stock in trade	(376.96)	108.27	18.76	(895.94)	(169.94)	(895.94)		
	(d) Employee benefit expenses	583.31	596.28	404.42	2,289.60	1,626.02	2,289.60		
	(e) Depreciation & amortisation	80.57	77.74	46.71	259.92	179.40	260.15		
	(f) Advertisement	1,333.82	938.40	525.85	3,777.62	1,644.75	3,777.62		
	(g) Other Expenditure	2,504.98	1,709.89	1,891.41	7,610.17	6,279.50	7,622.13		
	Total expenses(2)	11,387.47	8,462.79	7,953.84	35,927.60	25,230.53	35,939.79		
3.	Profit/(Loss) from operations before other income, finance costs & exceptional items (1-2)	3,316.03	2,786.73	3,057.38	11,403.87	10,713.53	11,391.68		
4.	Other Income	1,004.46	790.15	953.14	3,737.66	1,701.59	3,737.66		
5.	Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)	4,320.49	3,576.88	4,010.52	15,141.53	12,415.12	15,129.34		
6.	Finance Costs	1.76	1.65	2.55	7.85	10.56	7.85		
7.	Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)	4,318.73	3,575.23	4,007.97	15,133.68	12,404.56	15,121.49		
8.	Exceptional Items	0.00	0.00	632.68	0.00	1,896.25	0.00		
9.	Profit / (Loss) from ordinary activities before tax (7-8)	4,318.73	3,575.23	3,375.29	15,133.68	10,508.31	15,121.49		
10.	Tax Expense	913.90	687.71	686.75	3,124.90	2,098.03	3,113.97		
11.	Net Profit / (Loss) from ordinary activities after tax (9-10)	3,404.83	2,887.52	2,688.54	12,008.78	8,410.28	12,007.52		
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)	3,404.83	2,887.52	2,688.54	12,008.78	8,410.28	12,007.52		
14.	Share of Profit / (Loss) of Associates	0.00	0.00	0.00	0.00	0.00	0.00		
15.	Minority Interest	0.00	0.00	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)	3,404.83	2,887.52	2,688.54	12,008.78	8,410.28	12,007.52		
17.	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		
18.	Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year	0.00	0.00	0.00	41,310.18	36,158.53	41,308.92		
19.	(i) Earnings per share (before extraordinary items) (₹ per share) (not annualised):								
	(a) Basic	2.31	1.96	1.82	8.14	6.04	8.14		
	(b) Diluted	2.31	1.96	1.82	8.14	6.04	8.14		
	(ii) Earnings per share (after extraordinary items) (₹ per share) (not annualised):								
	(a) Basic	2.31	1.96	1.82	8.14	6.04	8.14		
	(b) Diluted	2.31	1.96	1.82	8.14	6.04	8.14		

Not Applicable

\* The consolidated statement of financial results and assets & liabilities includes figures of wholly owned subsidiary Uptown Properties & Leasing (P) Ltd which was acquired during current financial year.

\*\* Since the Company did not have any subsidiary during the previous year ended March 31, 2011, corresponding previous year figures are not applicable.

#### Part - II

S. No.	Particulars	3 months ended 31/03/2012	Preceding 3 months ended 31/12/2011	Corresponding 3 months ended 31/03/2011 in the previous year	Current year ended 31/03/2012	Previous year ended 31/03/2011
<b>A.</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
1	Public shareholding					
	- Number of shares	22,500,000	22,500,000	4,500,000	22,500,000	4,500,000
	- Percentage of shareholding	15.25%	15.25%	15.25%	15.25%	15.25%
2	Promoters and Promoter Group Shareholding					
	a) Pledged/Encumbered					
	- Number of shares	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
	- Percentage of shares (as a % of the total share capital of the Company)	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
	- 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%
	- Percentage of shares (as a % of the total share capital of the Company)	84.75%	84.75%	84.75%	84.75%	84.75%

Particulars	3 months ended 31/03/2012
<b>B INVESTOR COMPLAINTS</b>	
Pending at the beginning of the quarter	0
Received during the quarter	3
Disposed of during the quarter	3
Remaining unresolved at the end of the quarter	0

#### Statement of Assets & Liabilities

(₹ in Lacs)

S. No.	Particulars	Standalone		Consolidated	
		As at year ended 31/03/2012	Previous year ended 31/03/2011	As at year ended 31/03/2012*	As at year ended 31/03/2011**
<b>I.</b>	<b>EQUITY AND LIABILITIES</b>				
(1)	<b>Shareholder's Funds</b>				
	(a) Share Capital	1,475.00	1,475.00	1,475.00	
	(b) Reserves and Surplus	41,310.18	36,158.53	41,308.92	
	(c) Money received against share warrants	-	-	-	
	<b>Sub-total-Shareholders funds</b>	42,785.18	37,633.53	42,783.92	
(2)	<b>Share application money pending allotment</b>	-	-	-	
(3)	<b>Minority Interest</b>	-	-	-	
(4)	<b>Non-Current Liabilities</b>				
	(a) Long-term borrowings	-	-	-	
	(b) Deferred tax liabilities (Net)	96.14	4.84	96.37	
	(c) Other Long term liabilities	37.46	28.09	37	
	(d) Long term provisions	7.23	147.65	7.23	
	<b>Sub-total-Non-current liabilities</b>	140.83	180.58	141.06	
(5)	<b>Current Liabilities</b>				
	(a) Short-term borrowings	-	-	-	
	(b) Trade payables	4,673.89	3,536.53	4,674.90	
	(c) Other current liabilities	1,806.18	1,200.77	1,806.67	
	(d) Short-term provisions	-	3,267.96	-	
	<b>Sub-total-Current liabilities</b>	6,480.07	8,005.26	6,481.57	
	<b>TOTAL EQUITIES &amp; LIABILITIES</b>	<b>49,406.08</b>	<b>45,819.37</b>	<b>49,406.55</b>	
<b>II.</b>	<b>ASSETS</b>				
(1)	<b>Non-current assets</b>				
	(a) Fixed assets				
	(i) Tangible assets	3,866.09	2,167.19	3,869.03	
	(ii) Intangible assets	24.30	1.45	24.30	
	(iii) Capital work-in-progress	-	28.96	-	
	(iv) Intangible assets under development	-	-	-	
	(b) Goodwill on consolidation	-	-	4,300.10	
	(c) Non-current investments	2,725	-	-	
	(d) Deferred tax assets (net)	-	-	-	
	(e) Long term loans and advances	5,049.85	40.93	84.85	
	(f) Other non-current assets	-	-	-	
	<b>Sub-total- Non current assets</b>	11,665.08	2,238.53	8,278.28	
(2)	<b>Current assets</b>				
	(a) Current investments	31,260.71	33,006.25	31,260.71	
	(b) Inventories	2,841.02	1,442.58	6,194.00	
	(c) Trade receivables	514.10	603.45	514.10	
	(d) Cash and cash equivalents	2,732.69	8,134.35	2,747.41	
	(e) Short-term loans and advances	105.57	42.24	122.46	
	(f) Other current assets	286.91	351.97	289.59	
	<b>Sub-total- Current assets</b>	37,741.00	43,580.84	41,128.27	
	<b>TOTAL ASSETS</b>	<b>49,406.08</b>	<b>45,819.37</b>	<b>49,406.55</b>	

Not Applicable

\* The consolidated statement of financial results and assets & liabilities includes figures of wholly owned subsidiary Uptown Properties & Leasing (P) Ltd which was acquired during current financial year.

\*\* Since the Company did not have any subsidiary during the previous year ended March 31, 2011, corresponding previous year figures are not applicable.

#### Notes:

- During the year Company paid an Interim Dividend @ 4.00/- per share i.e, 400% of its share capital. This translates into a cash outflow of ₹ 6857 lacs (including Corporate Dividend Tax) and a dividend payout ratio of 57%.  
The Board confirmed the aforesaid interim dividend as final dividend.
- 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:

Expenditure Items	Estimated Expenditure				Total expenditure incurred till Mar. 31, 2012
	Fiscal 2011	Fiscal 2012	Fiscal 2013	Total	
Promotion of future products	60.70	71.30	88.00	220.00	9.20
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 ₹ 9.20 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)
1. Fixed Deposits with Banks	9.00
2. In Certificate of Deposits of Banks	244.83
3. Bonds of Public Sector Bodies Corporate	15.00
4. In Current Account with Bank	0.01
Total	268.84

- Figures have been regrouped/rearranged wherever necessary.
- The figures of the last quarter are the balancing figure between audited figure in respect of full financial year and published year to date figures upto the third quarter of the current financial year.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on April 24, 2012.

Place : Mumbai  
Date : April 24, 2012

For and on behalf of Board of Directors  
Sumit Malhotra  
Managing Director