



Statement of Standalone Unaudited Results for the Quarter ended December 31, 2012

Part - I

(₹ in Lacs)

S. No.	Particulars	3 months ended 31/12/2012	Preceding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Year to date figures for current period ended 31/12/2012	Year to date figures for the previous period ended 31/12/2011	Previous year ended 31/03/2012
		Unaudited			Unaudited		Audited
1.	Income from Operations						
	(a) Net Sales/Income from Operations	14,806.00	13,585.72	11,229.83	42,196.60	32,564.90	47,223.53
	(b) Other Operating Income	22.48	15.65	19.69	57.05	63.07	107.94
	Total Income from Operations (1)	14,828.48	13,601.37	11,249.52	42,253.65	32,627.97	47,331.47
2.	Expenses						
	(a) Cost of materials consumed	5,181.17	5,047.48	4,095.83	15,276.55	13,173.63	19,441.90
	(b) Purchase of stock-in-trade	1,061.07	1,133.24	936.38	3,070.13	2,450.85	3,444.33
	(c) Change in inventories of finished goods, work-in-progress and stock in trade	(2.40)	(437.94)	108.27	(237.69)	(518.98)	(895.94)
	(d) Employee benefit expenses	685.56	673.20	596.28	2,051.59	1,706.29	2,289.60
	(e) Depreciation & amortisation	84.00	81.32	77.74	243.49	179.35	259.92
	(f) Advertisement	993.08	853.35	938.40	2,829.35	2,443.80	3,777.62
	(g) Other Expenditure	2,611.50	2,425.41	1,709.89	7,166.69	5,105.19	7,610.17
	Total Expenses (2)	10,613.98	9,776.06	8,462.79	30,400.11	24,540.13	35,927.60
3.	Profit/(Loss) from operations before other income, finance costs & exceptional items (1-2)	4,214.50	3,825.31	2,786.73	11,853.54	8,087.84	11,403.87
4.	Other Income	1,051.45	984.04	790.15	2,936.39	2,733.20	3,737.66
5.	Profit/(Loss) from ordinary activities before finance costs and exceptional items (3+4)	5,265.95	4,809.35	3,576.88	14,789.93	10,821.04	15,141.53
6.	Finance Costs	1.48	1.85	1.65	4.72	6.09	7.85
7.	Profit/(Loss) from ordinary activities after finance costs but before exceptional items (5-6)	5,264.47	4,807.50	3,575.23	14,785.21	10,814.95	15,133.68
8.	Exceptional Items	0.00	0.00	0.00	0.00	0.00	0.00
9.	Profit/(Loss) from ordinary activities before tax (7-8)	5,264.47	4,807.50	3,575.23	14,785.21	10,814.95	15,133.68
10.	Tax Expense	1,044.05	967.33	687.71	2,962.30	2,211.00	3,124.90
11.	Net Profit/(Loss) from ordinary activities after tax (9-10)	4,220.42	3,840.17	2,887.52	11,822.91	8,603.95	12,008.78
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)	4,220.42	3,840.17	2,887.52	11,822.91	8,603.95	12,008.78
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)	4,220.42	3,840.17	2,887.52	11,822.91	8,603.95	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	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	2.86	2.60	1.96	8.02	5.83	8.14
	(b) Diluted	2.86	2.60	1.96	8.02	5.83	8.14
19. (ii)	Earnings per share (after extraordinary items) (₹ per share) (not annualised):						
	(a) Basic	2.86	2.60	1.96	8.02	5.83	8.14
	(b) Diluted	2.86	2.60	1.96	8.02	5.83	8.14

Part - II

S. No.	Particulars	3 months ended 31/12/2012	Preceding 3 months ended 30/09/2012	Corresponding 3 months ended 31/12/2011 in the previous year	Year to date figures for current period ended 31/12/2012	Year to date figures for the previous period ended 31/12/2011	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	22,500,000	22,500,000
	- Percentage of shareholding	15.25%	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	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	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%	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%

Particulars	3 months ended 31/12/2012
B. INVESTOR COMPLAINTS	
Pending at the beginning of the quarter	0
Received during the quarter	5
Disposed of during the quarter	5
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 Agreement with the Stock 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: (₹ in crore)

Expenditure Items	Estimated Expenditure				Total expenditure incurred till Dec 31, 2012
	Fiscal 2011	Fiscal 2012	Fiscal 2013	Total	
Promotion of future products	60.70	71.30	88.00	220.00	22.66
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 ₹ 22.66 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	111.00
2. In Certificate of Deposits of Banks	50.28
3. Govt. Securities	35.08
4. Bonds of Public Sector Company	58.08
5. Debt Liquid Plan of Mutual Funds	0.94
Total	255.38

- The Board of Directors has declared an interim dividend at the rate of 650% (i.e. ₹ 6.50 per share) on equity shares of face value of ₹ 1/- each for the FY 2012-13.
- 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, 2012.
- Bajaj Bangladesh Limited, a wholly owned subsidiary, was incorporated w.e.f December 9, 2012, with an initial investment of Taka 2 lacs (equivalent to approx. ₹ 1.37 lacs) to take up hair oil and other related business in Bangladesh.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on January 11, 2013.

Place : Mumbai
Date : January 11, 2013

For and on behalf of Board of Directors
Kushagra Bajaj
Chairman

