

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2010

Rs. Lakhs

Unaudited Results for the Quarter ended 31st December			Unaudited Results for the Nine Months ended 31st December		Audited Results for the Accounting year ended
2010	2009		2010	2009	31st March 2010
502,701	450,426	<b>1.a. Net Sales from Operations [sum of (i) to (iv)]</b>	<b>1,450,177</b>	<b>1,320,805</b>	<b>1,752,380</b>
378,183	338,913	i) Domestic FMCG - HPC	1,081,067	995,929	1,314,964
85,565	76,847	ii) Domestic FMCG - Foods	253,003	224,685	306,236
463,748	415,760	Domestic FMCG - Total ( i+ii)	1,334,070	1,220,614	1,621,200
28,890	26,358	iii) Exports	81,509	74,550	100,017
10,063	8,308	iv) Others	34,598	25,641	31,163
10,070	6,897	1.b. Other Operating Income	26,682	13,704	20,153
512,771	457,323	<b>1. Total Income [1.a. + 1.b.]</b>	<b>1,476,859</b>	<b>1,334,509</b>	<b>1,772,533</b>
445,906	383,074	<b>2. Expenditure [sum of (a) to (g)]</b>	<b>1,288,099</b>	<b>1,132,434</b>	<b>1,515,939</b>
(10,299)	(2,492)	a) (Increase)/decrease in stock in trade and work in progress	(9,536)	20,633	(2,272)
194,151	162,718	b) Consumption of raw/packing materials	542,428	483,542	660,887
73,064	60,233	c) Purchase of goods	206,984	161,862	229,174
23,104	21,201	d) Employees Cost	72,666	69,820	93,630
5,633	4,501	e) Depreciation/Amortisation	16,520	13,374	18,403
74,326	63,288	f) Advertising & Promotions	214,095	176,491	239,143
85,927	73,625	g) Other expenditure	244,942	206,712	276,974
<b>66,865</b>	<b>74,249</b>	<b>3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)</b>	<b>188,760</b>	<b>202,075</b>	<b>256,594</b>
7,702	3,888	4. Other Income	19,597	11,970	14,811
74,567	78,137	<b>5. Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>208,357</b>	<b>214,045</b>	<b>271,405</b>
6	19	6. Interest expense	21	684	698
74,561	78,118	7. Profit after Interest but before exceptional Items (5-6)	208,336	213,361	270,707
6,429	4,448	8. Exceptional Items - (loss)/gain	12,323	(8,794)	5,545
<b>80,990</b>	<b>82,566</b>	<b>9. Profit from Ordinary Activities Before Tax (7+8)</b>	<b>220,659</b>	<b>204,567</b>	<b>276,252</b>
(17,239)	(17,655)	10. Tax expense	(46,976)	(42,861)	(61,637)
63,751	64,911	11. Net Profit from ordinary Activities After Tax [9+10]	173,683	161,706	214,615
-	-	12. Extraordinary Items (net of tax Rs. Nil ; Apr-Dec 09: Rs.111 Lakhs) - gain/(loss)	-	377	5,588
<b>63,751</b>	<b>64,911</b>	<b>13. Net Profit for the period (11+12)</b>	<b>173,683</b>	<b>162,083</b>	<b>220,203</b>
<b>21,821</b>	<b>21,814</b>	<b>14. Paid up Equity Share Capital ( face value Re 1 per share)</b>	<b>21,821</b>	<b>21,814</b>	<b>21,817</b>
		<b>15. Reserves excluding Revaluation Reserve</b>			<b>236,468</b>
		<b>16. Earnings Per Share (EPS) -</b>			
2.92	2.98	Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.96	7.41	9.84
2.92	2.97	Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.95	7.40	9.83
2.92	2.98	Basic Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	7.96	7.43	10.10
2.92	2.97	Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	7.95	7.42	10.08
		<b>17. Public Shareholding</b>			
1,047,270,342	1,046,592,345	- Number of Shares	1,047,270,342	1,046,592,345	1,046,837,321
47.99%	47.98%	- Percentage of Shareholding	47.99%	47.98%	47.98%
		<b>18. Promoters and Promoter Group Shareholding</b>			
		a) Pledged/Encumbered			
		- Number of shares	Nil	Nil	Nil
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA
		- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA
		b) Non-Encumbered			
		- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%
		- Percentage of shares (as a % of the total share capital of the company)	52.01%	52.02%	52.02%

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT**

Unaudited Results for the Quarter ended 31st December			Unaudited Results for the Nine Months ended 31st December		Audited Results for the Accounting year ended 31st March 2010
2010	2009		2010	2009	31st March 2010
		<b>Segment Revenue (Sales and Income from Services)</b>			
219,293	207,194	- Soaps and Detergents	658,677	628,716	826,564
165,468	137,700	- Personal Products	438,504	379,269	504,790
60,221	55,111	- Beverages	171,005	157,227	214,243
22,194	18,719	- Processed Foods	65,254	53,321	73,078
4,809	3,675	- Ice Creams	20,764	17,570	23,100
29,091	26,527	- Exports	82,038	74,974	100,525
11,105	9,583	- Others (includes Chemicals, Water etc)	37,635	28,229	34,672
512,181	458,509	<b>Total Segment Revenue</b>	1,473,877	1,339,306	1,776,972
-	-	Less : Inter segment revenue	-	(385)	(385)
512,181	458,509	<b>Net Segment Revenue</b>	1,473,877	1,338,921	1,776,587
		<b>Segment Results ( Profit Before Tax from ordinary activities)</b>			
16,933	27,845	- Soaps and Detergents	66,818	93,254	118,527
47,685	43,992	- Personal Products	112,962	102,315	129,652
10,138	8,173	- Beverages	25,848	24,079	31,975
(1,606)	(125)	- Processed Foods	452	(346)	444
(58)	(374)	- Ice Creams	2,022	1,426	1,269
2,268	753	- Exports	6,429	4,524	5,858
(1,847)	(1,495)	- Others (includes Chemicals, Water etc)	(6,341)	(5,273)	(7,202)
73,513	78,769	<b>Total Segment Results</b>	208,190	219,979	280,523
(6)	(19)	Less : Interest Expense	(21)	(684)	(698)
7,483	3,816	Add/(Less) : Other unallocable expenditure net of unallocable income	12,490	(14,728)	(3,573)
80,990	82,566	<b>Total Profit Before Tax from ordinary activities</b>	220,659	204,567	276,252
		<b>Capital Employed (Segment assets less Segment liabilities)</b>			
(53,023)	(26,144)	- Soaps and Detergents	(53,023)	(26,144)	(29,472)
(21,912)	(9,110)	- Personal Products	(21,912)	(9,110)	15,475
20,768	4,403	- Beverages	20,768	4,403	24,965
3,918	(1,534)	- Processed Foods	3,918	(1,534)	(1,530)
2,957	4,578	- Ice Creams	2,957	4,578	4,857
21,412	16,206	- Exports	21,412	16,206	18,892
(4,402)	(9,916)	- Others	(4,402)	(9,916)	(4,997)
(30,282)	(21,517)	<b>Total Capital Employed in segments</b>	(30,282)	(21,517)	28,190
386,536	315,900	Add : Unallocable corporate assets less corporate liabilities	386,536	315,900	230,162
356,254	294,383	<b>Total Capital Employed in company</b>	356,254	294,383	258,352