

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2011

	Unaudited Results for the Quarter ended 30th June		Audited Results for the Accounting year ended 31st March 2011
	2011	2010	
			Rs. Lakhs
<b>1.a. Net Sales from Operations [sum of (i) to (iv)]</b>	<b>550,389</b>	<b>479,389</b>	<b>1,940,111</b>
i) Domestic FMCG - HPC	413,324	358,317	1,443,457
ii) Domestic FMCG - Foods	96,713	84,206	347,151
Domestic FMCG - Total (i+ii)	510,037	442,523	1,790,608
iii) Exports	30,450	26,298	109,313
iv) Others	9,902	10,568	40,190
<b>1.b. Other Operating Income</b>	<b>7,547</b>	<b>8,232</b>	<b>33,409</b>
<b>1. Total Income [1.a. + 1.b.]</b>	<b>557,936</b>	<b>487,621</b>	<b>1,973,520</b>
<b>2. Expenditure [sum of (a) to (g)]</b>	<b>488,129</b>	<b>424,877</b>	<b>1,725,672</b>
a) Decrease/(increase) in stock in trade and work in progress	19,026	11,107	(29,053)
b) Consumption of raw/packing materials	211,410	168,326	752,926
c) Purchase of traded goods	76,979	65,227	281,813
d) Employees Cost	28,623	25,061	96,126
e) Depreciation/Amortisation	5,620	5,350	22,083
f) Advertising & Promotions	63,295	75,121	276,423
g) Other expenditure	83,176	74,685	325,354
<b>3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)</b>	<b>69,807</b>	<b>62,744</b>	<b>247,848</b>
4. Other Income	5,060	4,213	25,194
5. Profit before Interest & Exceptional Items (3+4)	74,867	66,957	273,042
6. Interest expense	2	8	24
7. Profit after Interest but before exceptional Items (5-6)	74,865	66,949	273,018
8. Exceptional Items - gain	5,875	1,850	20,683
<b>9. Profit from Ordinary Activities Before Tax (7+8)</b>	<b>80,740</b>	<b>68,799</b>	<b>293,701</b>
10. Tax expense	(18,024)	(15,478)	(63,104)
11. Net Profit from Ordinary Activities After Tax [9+10]	62,716	53,321	230,597
12. Extraordinary Items	-	-	-
<b>13. Net Profit for the period (11+12)</b>	<b>62,716</b>	<b>53,321</b>	<b>230,597</b>
<b>14. Paid up Equity Share Capital (face value Re 1 per share)</b>	<b>21,607</b>	<b>21,821</b>	<b>21,595</b>
<b>15. Reserves excluding Revaluation Reserve</b>			<b>241,730</b>
<b>16. Earnings Per Share (EPS) -</b>			
Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	2.90	2.44	10.58
Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	2.90	2.44	10.56
Basic Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	2.90	2.44	10.58
Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	2.90	2.44	10.56
<b>17. Public Shareholding</b>			
- Number of Shares	1,025,834,100	1,047,230,942	1,024,622,508
- Percentage of Shareholding	47.48%	47.99%	47.45%
<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)	52.52%	52.01%	52.55%

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

	Rs. Lakhs		
	Unaudited Results for the Quarter ended 30th June		Audited Results for the Accounting year ended
	2011	2010	31st March 2011
<b>Segment Revenue (Sales and Income from Services)</b>			
- Soaps and Detergents	255,504	226,446	879,156
- Personal Products	163,070	136,551	584,410
- Beverages	60,856	53,784	234,397
- Packaged Foods	37,208	31,575	117,715
- Exports	30,634	26,477	109,965
- Others (includes Chemicals, Water, etc)	10,660	11,258	43,803
<b>Total Segment Revenue</b>	<b>557,932</b>	<b>486,091</b>	<b>1,969,446</b>
Less : Inter segment revenue	-	-	-
<b>Net Segment Revenue</b>	<b>557,932</b>	<b>486,091</b>	<b>1,969,446</b>
<b>Segment Results (Profit before tax and interest from ordinary activities)</b>			
- Soaps and Detergents	23,606	24,875	83,406
- Personal Products	41,326	33,879	149,481
- Beverages	7,540	6,953	35,776
- Packaged Foods	1,738	2,587	3,233
- Exports	2,368	2,269	9,155
- Others (includes Chemicals, Water, etc)	(256)	(2,661)	(7,495)
<b>Total Segment Results</b>	<b>76,322</b>	<b>67,902</b>	<b>273,556</b>
Less : Interest Expense	(2)	(8)	(24)
Add/(Less) : Other unallocable income net of unallocable expenditure	4,420	905	20,169
<b>Total Profit Before Tax from ordinary activities</b>	<b>80,740</b>	<b>68,799</b>	<b>293,701</b>
<b>Capital Employed (Segment assets less Segment liabilities)</b>			
- Soaps and Detergents	(26,346)	(62,178)	(37,623)
- Personal Products	1,688	(10,920)	14,502
- Beverages	25,666	14,215	34,217
- Packaged Foods	11,168	1,250	13,131
- Exports	18,847	19,149	19,561
- Others	(6,171)	(8,743)	(2,863)
<b>Total Capital Employed in segments</b>	<b>24,852</b>	<b>(47,227)</b>	<b>40,925</b>
Add : Unallocable corporate assets less corporate liabilities	303,464	359,610	222,467
<b>Total Capital Employed in company</b>	<b>328,316</b>	<b>312,383</b>	<b>263,392</b>