



Unaudited Financial Results (Provisional) for the third quarter ended December 31, 2010

(Rs. In Lakhs)

Sr. No.	Particulars	Unaudited		Unaudited		Audited
		Current Year 3 months ended 31.12.2010	Previous Year 3 months ended 31.12.2009	Current Year 9 months ended 31.12.2010	Previous Year 9 months ended 31.12.2009	Previous Accounting Year ended 31.03.2010
1.	(a) Net Sales/Income from Operations	8,588.48	6,921.81	24,883.13	20,849.22	29,457.76
	(b) Other Operating Income	27.37	7.34	49.71	24.51	34.49
	Total Income (1)	8,615.85	6,929.15	24,932.84	20,873.73	29,492.25
2.	Expenditure					
	(a) (Increase)/decrease in stock in trade and work in progress	29.79	203.54	(188.70)	(95.62)	26.07
	(b) Consumption of raw materials	3,117.22	2,046.38	8,910.28	6,779.57	9,515.52
	(c) Purchase of traded goods	609.46	518.42	1,693.83	1,453.76	2,013.57
	(d) Employee Cost	399.68	359.84	1,221.60	1,038.97	1,385.68
	(e) Depreciation	46.36	22.63	132.69	59.90	84.42
	(f) Other Expenditure	1,858.30	1,720.56	5,506.99	5,268.03	6,777.17
	(g) Total (2)	6,060.81	4,871.37	17,276.68	14,504.61	19,802.43
3.	Profit/(Loss) from Operations before Other Income, Interest & Exceptional Items (1-2)	2,555.04	2,057.78	7,656.15	6,369.12	9,689.82
4.	Other Income	492.85	196.94	748.45	454.55	478.90
5.	Profit/(Loss) before Interest and Exceptional Items (3+4)	3,047.88	2,254.72	8,404.60	6,823.66	10,168.72
6.	Interest (Net)	3.60	5.75	8.01	8.74	13.14
7.	Profit/(Loss) after Interest but before Exceptional Items (5-6)	3,044.29	2,248.97	8,396.59	6,814.92	10,155.58
8.	Exceptional Items	631.78	0.00	1,263.57	0.00	0.00
9.	Profit/(Loss) from Ordinary Activities before tax (7-8)	2,412.50	2,248.97	7,133.02	6,814.92	10,155.58
10.	Tax Expense	472.07	383.75	1,411.28	1,165.22	1,764.24
11.	Net Profit/(Loss) from Ordinary Activities after tax (9-10)	1,940.43	1,865.22	5,721.74	5,649.71	8,391.34
12.	Extraordinary items (net of tax expense)	0.00	0.00	0.00	0.00	0.00
13.	Net Profit/(Loss) for the period(11-12)	1,940.43	1,865.22	5,721.74	5,649.71	8,391.34
14.	Paid-up equity share capital (Face Value-Rs. 5/- each, Prev. Year-Re 10/-each)	1,475.00	1,000.00	1,475.00	1,000.00	1,250.00
15.	Reserves excluding Revaluation Reserves (as per balance sheet) of previous accounting year					1,541.21
16.	Earnings Per Share (EPS) (Rs. 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)	6.58	7.46	20.95	22.60	33.57
	b) Basic and diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not annualized)	6.58	7.46	20.95	22.60	33.57
17.	Public shareholding					
	- Number of shares	4,500,000	140	4,500,000	140	35
	- Percentage of shareholding	15.25%	0.00%	15.25%	0.00%	0.00%
18.	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	25,000,000	99,999,860	25,000,000	99,999,860	24,999,965
	- 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%	100.00%	84.75%	100.00%	100.00%

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.
- Out of an aggregate IPO expenses of Rs. 18.95 crores, an amount of Rs. 6.31 crores was already written off in the quarter ended September 30, 2010. A sum of Rs. 6.31 crores is written off during the current quarter and the balance amount of Rs. 6.33 crores would be adjusted in the last quarter of the current financial year.
- Pursuant to the provisions of Clause 43A of the Listing Agreements with the Exchanges, the utilisations of the net proceeds of the IPO as stated in the Prospectus dated August 9, 2010 aggregating to Rs. 275.46 crores is as under: (Rs. In crores)

Expenditure Items	Estimated Expenditure				Total expenditure incurred till
	Fiscal 2011	Fiscal 2012	Fiscal 2013	Total	Dec. 31, 2010
Promotion of future products	60.70	71.30	88.00	220.00	0.00
Acquisitions & 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

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 (Rs crores)
(a) In Fixed Deposits with Banks	205
(b) In units of Debt Mutual Funds	21
(c) In Certificate of Deposits	24
(d) In Debt Portfolio	30
Total	280

- There were 19 investor complaints pending at the beginning of the quarter. During the quarter, the Company has received 262 complaints from the investors and related to non receipt of application money refund in connection with the Company's IPO. The Company has resolved 281 complaints and no complaints were pending at the close of the quarter.
- 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, 2010.
- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on February 11, 2011.

Place : Mumbai
Date : February 11, 2011

For and on behalf of Board of Directors
Roshan F Hinger
Vice Chairman

