



Procter & Gamble Hygiene  
and Health Care Limited  
Registered Office  
P&G Plaza  
Cardinal Gracias Road, Chakala  
Andheri (E), Mumbai 400 099  
(91 - 22) 2826 6000 phone  
(91 - 22) 6693 9696 fax  
www.pg.com

Part I

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30<sup>th</sup> SEPTEMBER 2012

(₹ In Lakhs)

Particulars	(1) Three Months Ended 30 <sup>th</sup> September 2012 (Unaudited)	(2) Preceding Three Months Ended 30 <sup>th</sup> June 2012 (Unaudited)	(3) Corresponding Three Months Ended 30 <sup>th</sup> September 2011 (Unaudited)	(4) Previous Year Ended 30 <sup>th</sup> June 2012 (Audited)
<b>1 Income from Operations</b>				
(a) Net Sales / Income from Operations (Net of excise duty)	37496	31259	30159	129470
(b) Other operating income	66	50	66	271
<b>Total income from operations (net)</b>	<b>37562</b>	<b>31309</b>	<b>30225</b>	<b>129741</b>
<b>2 Expenses</b>				
a) Cost of raw and packing material consumed	13394	10003	12343	39589
b) Purchases of stock-in-trade	4661	2445	2069	14506
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(1754)	(621)	(1155)	(1667)
d) Employee benefits expense	2190	1417	1533	8466
e) Advertising & sales promotion expenses	6855	4828	6290	23344
f) Royalty expenses	1794	1745	1480	6342
g) Depreciation and amortisation expenses	775	798	643	2808
h) Other expenses	6138	7133	4147	21140
<b>Total expenses</b>	<b>34053</b>	<b>27748</b>	<b>27350</b>	<b>112528</b>
<b>3 Profit from operations before other income, finance cost and exceptional items (1-2)</b>	<b>3509</b>	<b>3561</b>	<b>2875</b>	<b>17213</b>
<b>4 Other income</b>	<b>2809</b>	<b>1070</b>	<b>1257</b>	<b>5092</b>
<b>5 Profit from ordinary activities before finance costs and exceptional items (3+4)</b>	<b>6318</b>	<b>4631</b>	<b>4132</b>	<b>22305</b>
<b>6 Finance cost</b>	-	2	-	3
<b>7 Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>	<b>6318</b>	<b>4629</b>	<b>4132</b>	<b>22302</b>
<b>8 Exceptional items</b>	-	-	-	-
<b>9 Profit from ordinary activities before tax (7+8)</b>	<b>6318</b>	<b>4629</b>	<b>4132</b>	<b>22302</b>
<b>10 Tax expense</b>	<b>1791</b>	<b>1102</b>	<b>(146)</b>	<b>4173</b>
<b>11 Net Profit from ordinary activities after tax (9-10)</b>	<b>4527</b>	<b>3527</b>	<b>4278</b>	<b>18129</b>
<b>12 Extraordinary item (net of tax expense)</b>	-	-	-	-
<b>13 Net profit for the period (11+12)</b>	<b>4527</b>	<b>3527</b>	<b>4278</b>	<b>18129</b>
<b>14 Paid-up equity share capital (Face Value ₹ 10 per equity share)</b>	<b>3246</b>	<b>3246</b>	<b>3246</b>	<b>3246</b>
<b>15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b>	-	-	-	<b>66458</b>
<b>16.i Earnings per Share - (before extraordinary items), (of ₹ 10 each) (not annualised) :</b>				
a) Basic	13.95	10.87	13.18	55.85
b) Diluted	13.95	10.87	13.18	55.85
<b>16.ii Earnings per Share - (after extraordinary items), (of ₹ 10 each) (not annualised) :</b>				
a) Basic	13.95	10.87	13.18	55.85
b) Diluted	13.95	10.87	13.18	55.85

See accompanying notes to the financial results.

Part II

SELECT INFORMATION FOR THE QUARTER ENDED 30<sup>th</sup> SEPTEMBER 2012

Particulars	(1) Three Months Ended 30 <sup>th</sup> September 2012	(2) Preceding Three Months Ended 30 <sup>th</sup> June 2012	(3) Corresponding Three Months Ended 30 <sup>th</sup> September 2011	(4) Previous Year Ended 30 <sup>th</sup> June 2012
<b>A PARTICULARS OF SHAREHOLDING</b>				
<b>1 Public shareholding</b>				
- Number of shares	9530963	9530963	9530963	9530963
- Percentage of shareholding	29.36	29.36	29.36	29.36
<b>2 Promoters &amp; Promoter Group Shareholding</b>				
a) Pledged / Encumbered				
- Number of shares	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total shareholding of Promoter & Promoter group)				
- Percentage of shares (as a % of the total share capital of the company)				
b) Non-encumbered				
- Number of shares	22929773	22929773	22929773	22929773
- Percentage of shares (as a % of the total shareholding of Promoter & Promoter group)	100.00	100.00	100.00	100.00
- Percentage of shares (as a % of the total share capital of the company)	70.64	70.64	70.64	70.64

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B INVESTOR COMPLAINTS	THREE MONTHS ENDED 30 <sup>th</sup> SEPTEMBER 2012
Pending at the beginning of the quarter	-
Received during the quarter	48
Disposed of during the quarter	48
Remaining unresolved at the end of the quarter	-

Notes :

- 1 The above unaudited results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 26<sup>th</sup> October 2012. The Statutory Auditors of the Company have carried out limited review of the above unaudited results pursuant to clause 41 of the Listing Agreement.
- 2 The Board of Directors at its meeting held on 23<sup>rd</sup> August 2012 has recommended a dividend of ₹ 22.5 per equity share (Nominal Value of ₹ 10 per equity share) amounting to ₹ 7 304 lakhs for the financial year ended 30<sup>th</sup> June 2012, subject to approval of Members at Annual General Meeting of the Company to be held on 6<sup>th</sup> December 2012.
- 3 Tax expense comprises of current tax and deferred tax and is net of adjustment towards Minimum Alternative Tax (MAT) credit entitlement.
- 4 The Company operates in a single reportable business segment i.e. Manufacturing and Marketing of Health and Hygiene Products and one reportable Geographical segment i.e. within India.
- 5 This being the first quarter, the cumulative year to date figures are same as quarter results.
- 6 Previous period's / year's figures have been regrouped / rearranged wherever considered necessary as per the format revised by SEBI in conformity with the amended Schedule VI to the Companies Act, 1956.

For and on behalf of the Board of Directors of  
Procter & Gamble Hygiene and Health Care Limited

  
Shantanu Khosla  
Managing Director

Place : Mumbai  
Date : 26<sup>th</sup> October 2012

