



Procter & Gamble Hygiene  
and Health Care Limited  
Registered Office  
P&G Plaza  
Cardinal Graciosa Road, Chakala  
Andheri (E), Mumbai 400 099  
(91 - 22) 2826 6000 phone  
(91 - 22) 6883 9896 fax  
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Part I

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>ST</sup> MARCH 2012

(₹ in Lakhs)

Particulars	(1) Three Months Ended 31 <sup>st</sup> March 2012	(2) Preceding Three Months Ended 31 <sup>st</sup> December 2011	(3) Corresponding Three Months Ended 31 <sup>st</sup> March 2011	(4) Nine Months Ended 31 <sup>st</sup> March 2012	(5) Corresponding Nine Months Ended 31 <sup>st</sup> March 2011	(6) Previous Year Ended 30 <sup>th</sup> June 2011
(Refer Notes Below)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1 Gross Sales	32764	35554	24720	98600	79345	103702
Less : Excise Duty	144	122	1282	389	3781	3677
1 Income from Operations						
(a) Net sales / income from operations (Net of excise duty)	32620	35432	23439	98211	75564	100025
(b) Other operating income	68	68	54	221	176	262
Total income from operations (net)	32688	35500	23493	98432	75740	100287
2 Expenses						
a) Cost of materials consumed	7786	9457	9495	29586	21487	29970
b) Purchases of stock-in-trade	5543	4449	2726	12061	7571	9053
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(275)	384	(3852)	(1046)	(407)	(68)
d) Employee benefits expenses	1730	1788	1392	5049	3675	5057
e) Advertising & sales promotion expenses	5260	6966	3796	18516	13947	18478
f) Royalty expenses	1386	1731	693	4597	3850	5169
g) Depreciation and amortisation expenses	712	655	573	2010	1595	2216
h) Other expenses	5544	4584	4398	14007	11725	16274
Total expenses	27688	30012	19421	84780	63443	88151
3 Profit from operations before other income, finance cost and exceptional items (1-2)	5002	5488	4072	13852	12297	14136
4 Other income	1796	1258	824	4022	2436	3541
5 Profit from ordinary activities before finance costs and exceptional items (3+4)	6798	6744	4896	17874	14733	17677
6 Finance cost	1	-	-	1	1	3
7 Profit from ordinary activities after finance costs but before exceptional items (5-6)	8797	6744	4896	17673	14732	17674
8 Exceptional items	-	-	-	-	-	-
9 Profit from ordinary activities before tax (7+8)	8797	6744	4896	17673	14732	17674
10 Tax expense	1592	1625	1002	3071	3207	2586
11 Net Profit from ordinary activities after tax (9-10)	5205	5119	3894	14602	11525	15088
12 Extraordinary item (net of tax expense)	-	-	-	-	-	-
13 Net profit for the period (11+12)	5205	5119	3894	14602	11525	15088
14 Paid-up equity share capital (Face Value ₹ 10 per equity share)	3246	3246	3246	3246	3246	3246
15 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						56817
16.i Earnings per Share - (before extraordinary items), (of ₹ 10 each) (not annualised) :						
a) Basic	16.04	15.77	11.99	44.98	35.50	46.48
b) Diluted	16.04	15.77	11.99	44.98	35.50	46.48
16.ii Earnings per Share - (after extraordinary items), (of ₹ 10 each) (not annualised) :						
a) Basic	16.04	15.77	11.99	44.98	35.50	46.48
b) Diluted	16.04	15.77	11.99	44.98	35.50	46.48

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Part II

SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2012

Particulars	(1) Three Months Ended 31 <sup>st</sup> March 2012	(2) Preceding Three Months Ended 31 <sup>st</sup> December 2011	(3) Corresponding Three Months Ended 31 <sup>st</sup> March 2011	(4) Nine Months Ended 31 <sup>st</sup> March 2012	(5) Corresponding Nine Months Ended 31 <sup>st</sup> March 2011	(6) Previous Year Ended 30 <sup>th</sup> June 2011
<b>A PARTICULARS OF SHAREHOLDING</b>						
1 Public shareholding						
- Number of shares	9530963	9530963	9530963	9530963	9530963	9530963
- Percentage of shareholding	29.36	29.36	29.36	29.36	29.36	29.36
2 Promoters & Promoter Group Shareholding						
a) Pledged / Encumbered						
- Number of shares	NIL	NIL	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	22929773	22929773
- Percentage of shares (as a % of the total shareholding of Promoter & 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)	70.64	70.64	70.64	70.64	70.64	70.64

<b>B INVESTOR COMPLAINTS</b>	<b>THREE MONTHS ENDED 31<sup>st</sup> MARCH 2012</b>
1 Pending at the beginning of the quarter	-
Received during the quarter	81
Disposed of during the quarter	81
Remaining unresolved at the end of the quarter	-

Notes :

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective Meetings held on 30<sup>th</sup> April 2012 and have been subjected to Limited Review by the Auditors of the Company in compliance with Clause 41 of the Listing agreement with the Stock exchanges.
- During the quarter, pursuant to the orders of the Income Tax Appellate Tribunal at Mumbai in respect of earlier years, the company has received refund of ₹ 2243 lakhs (previous periods : ₹ NIL) including interest of ₹1081 lakhs (previous periods : ₹ NIL). The Income Tax department has preferred an appeal against the said orders before the Hon'ble High Court of Judicature at Mumbai which is presently pending. As a result, in the view of the management, there is considerable uncertainty as regards the outcome of the said appeals and the ultimate recognition of the refunds received. Consequently, no effect has been given to the above orders in the results for the quarter.
- Tax expense comprises of current tax and deferred tax and is net of adjustment towards Minimum Alternative Tax (MAT) credit entitlement.
- 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.
- Previous period's / year's figures have been regrouped / rearranged wherever considered necessary.

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

Shantanu Khosla  
Managing Director

Place : Mumbai  
Date : 30<sup>th</sup> April 2012.