



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  
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Part I

STATEMENT OF UNAUDITED FINANCIAL RESULTS OF THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2013

(₹ in Lakhs)

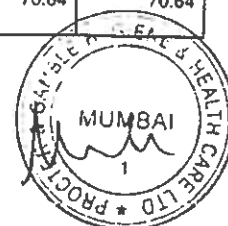
Particulars	(1) Three Months Ended 31 <sup>st</sup> March 2013 (Unaudited)	(2) Preceding Three Months Ended 31 <sup>st</sup> December 2012 (Unaudited)	(3) Corresponding Three Months Ended 31 <sup>st</sup> March 2012 (Unaudited)	(4) Nine Months Ended 31 <sup>st</sup> March 2013 (Unaudited)	(5) Corresponding Nine Months Ended 31 <sup>st</sup> March 2012 (Unaudited)	(6) 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)	41663	47057	32620	126216	98211	129470
(b) Other operating income	67	21	68	154	221	271
<b>Total income from operations (net)</b>	<b>41730</b>	<b>47078</b>	<b>32688</b>	<b>126370</b>	<b>98432</b>	<b>129741</b>
<b>2 Expenses</b>						
a) Cost of raw and packing materials consumed	9225	15308	7786	37927	29586	39589
b) Purchase of stock-in-trade	9024	4318	5543	18003	12061	14506
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(410)	(1068)	(275)	(3232)	(1046)	(1667)
d) Employee benefits expense	2646	2196	1730	7032	5049	6466
e) Depreciation and amortisation expense	759	677	712	2211	2010	2808
f) Advertising & sales promotion expenses	6539	9458	5260	22852	18516	23344
g) Royalty expenses	1926	2269	1386	5989	4597	6342
h) Other expenses	6234	8017	5276	20041	14007	21140
<b>Total expenses</b>	<b>35943</b>	<b>41175</b>	<b>27418</b>	<b>110823</b>	<b>84780</b>	<b>112528</b>
<b>3 Profit from operations before other income and finance costs (1-2)</b>	<b>5787</b>	<b>5903</b>	<b>5270</b>	<b>15547</b>	<b>13652</b>	<b>17213</b>
<b>4 Other income</b>	<b>1518</b>	<b>1368</b>	<b>1528</b>	<b>5347</b>	<b>4022</b>	<b>5092</b>
<b>5 Profit from ordinary activities before finance costs (3+4)</b>	<b>7305</b>	<b>7271</b>	<b>6798</b>	<b>20894</b>	<b>17674</b>	<b>22305</b>
<b>6 Finance costs</b>	<b>-</b>	<b>-</b>	<b>1</b>	<b>-</b>	<b>1</b>	<b>3</b>
<b>7 Profit from ordinary activities before tax (5-6)</b>	<b>7305</b>	<b>7271</b>	<b>6797</b>	<b>20894</b>	<b>17673</b>	<b>22302</b>
<b>8 Tax expense</b>	<b>2096</b>	<b>1872</b>	<b>1592</b>	<b>5759</b>	<b>3071</b>	<b>4173</b>
<b>9 Net profit for the period (7-8)</b>	<b>5209</b>	<b>5399</b>	<b>5205</b>	<b>15135</b>	<b>14602</b>	<b>18129</b>
<b>10 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>3246</b>	<b>3246</b>
<b>11 Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year</b>						
<b>12 Earnings per Share (of ₹ 10 each) (not annualised) :</b>						<b>66458</b>
a) Basic	16.05	16.63	16.04	46.63	44.98	55.85
b) Diluted	16.05	16.63	16.04	46.63	44.98	55.85

See accompanying notes to the financial results

Part II

SELECT INFORMATION FOR THE QUARTER AND NINE MONTHS ENDED 31<sup>st</sup> MARCH 2013

Particulars	(1) Three Months Ended 31 <sup>st</sup> March 2013	(2) Preceding Three Months Ended 31 <sup>st</sup> December 2012	(3) Corresponding Three Months Ended 31 <sup>st</sup> March 2012	(4) Nine Months Ended 31 <sup>st</sup> March 2013	(5) Corresponding Nine Months Ended 31 <sup>st</sup> March 2012	(6) 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	9530963	9530963
- Percentage of shareholding	29.36	29.36	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	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





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B INVESTOR COMPLAINTS	THREE MONTHS ENDED 31 <sup>st</sup> MARCH 2013
Pending at the beginning of the quarter	-
Received during the quarter	79
Disposed of during the quarter	79
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 25<sup>th</sup> April 2013. 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 Other Expenses includes the effect of net Exchange loss / (gain) in the respective periods as under:

Particulars	(1) Three Months Ended 31 <sup>st</sup> March 2013	(2) Preceding Three Months Ended 31 <sup>st</sup> December 2012	(3) Corresponding Three Months Ended 31 <sup>st</sup> March 2012	(4) Nine Months Ended 31 <sup>st</sup> March 2013	(5) Corresponding Nine Months Ended 31 <sup>st</sup> March 2012	(6) Previous Year Ended 30 <sup>th</sup> June 2012
₹ in lakhs	(13)	123	(268)	(238)	399	836

- 3 Tax expense comprises of current tax and deferred tax and in case of previous period / year 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 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 Khosia  
Managing Director

Place : Mumbai  
Date : 25<sup>th</sup> April 2013

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