



# emami limited

Regd. Office : 687, Anandapur, Emami Tower,  
E.M. Bypass, Kolkata 700 107

UNAUDITED FINANCIAL RESULTS (CONSOLIDATED) FOR THE QUARTER/HALF YEAR ENDED 30th SEPTEMBER, 2011

₹ in lacs

| S.N | PARTICULARS  | CONSOLIDATED  |               |                 |               |                |
|-----|--|---------------|---------------|-----------------|---------------|----------------|
|     |  | Quarter Ended |               | Half Year Ended |               | Year Ended     |
|     |  | 30.09.11      | 30.09.10      | 30.09.11        | 30.09.10      | 31.03.11       |
|     |  | Reviewed      |               | Reviewed        |               | Audited        |
| 1.  | <b>Sales / Income from Operations</b>  | <b>31,043</b> | <b>26,860</b> | <b>61,034</b>   | <b>50,990</b> | <b>127,778</b> |
| 2.  | Total Expenditure:   |               |               |                 |               |                |
|     | a. (Increase)/Decrease in Stock in Trade and Work in progress                            | (1,419)       | (3,166)       | (485)           | (3,159)       | (2,848)        |
|     | b. Consumption of Raw Materials  | 10,067        | 8,602         | 18,935          | 14,342        | 34,676         |
|     | c. Purchase of Traded goods  | 3,820         | 5,012         | 7,427           | 8,575         | 20,490         |
|     | d. Employees cost  | 2,350         | 1,732         | 4,381           | 3,367         | 7,371          |
|     | e. Advertisement and Sales promotion   | 5,324         | 4,508         | 11,181          | 9,804         | 23,050         |
|     | f. Depreciation, Amortisation and Impairment   | 3,014         | 2,948         | 5,989           | 5,863         | 11,609         |
|     | g. Transfer from General Reserve   | (2,552)       | (2,552)       | (5,104)         | (5,104)       | (10,209)       |
|     | h. Other expenditure   | 5,294         | 4,437         | 9,925           | 8,293         | 19,695         |
|     | <b>i. Total</b>  | <b>25,899</b> | <b>21,521</b> | <b>52,250</b>   | <b>41,981</b> | <b>103,834</b> |
| 3.  | <b>Profit from Operations before Other Income, Interest and Exceptional Items (1-2i)</b> | <b>5,145</b>  | <b>5,339</b>  | <b>8,785</b>    | <b>9,009</b>  | <b>23,944</b>  |
| 4.  | Foreign Exchange (Gain)/Loss   | 657           | (356)         | 505             | (358)         | (1,181)        |
| 5.  | Other Income   | 893           | 235           | 1,052           | 336           | 670            |
| 6.  | <b>Profit before Interest and Exceptional Items (3-4+5)</b>                              | <b>5,380</b>  | <b>5,930</b>  | <b>9,331</b>    | <b>9,703</b>  | <b>25,795</b>  |
| 7.  | Interest   | (222)         | (321)         | (554)           | (448)         | (1,117)        |
| 8.  | <b>Profit after Interest but before Exceptional Items (6-7)</b>                          | <b>5,603</b>  | <b>6,251</b>  | <b>9,886</b>    | <b>10,151</b> | <b>26,912</b>  |
| 9.  | Exceptional items  | -             | -             | -               | -             | -              |
| 10. | <b>Profit/(Loss) from Ordinary Activities before tax (8-9)</b>                           | <b>5,603</b>  | <b>6,251</b>  | <b>9,886</b>    | <b>10,151</b> | <b>26,912</b>  |
| 11. | Tax Expense  | 539           | 916           | 672             | 1,291         | 4,041          |
| 12. | <b>Net Profit/(Loss) from Ordinary Activities after tax (10-11)</b>                      | <b>5,064</b>  | <b>5,335</b>  | <b>9,214</b>    | <b>8,860</b>  | <b>22,871</b>  |
| 13. | Extraordinary item (net of tax expense)  | -             | -             | -               | -             | -              |
| 14. | <b>Net Profit/(Loss) for the period (12-13)</b>  | <b>5,064</b>  | <b>5,335</b>  | <b>9,214</b>    | <b>8,860</b>  | <b>22,871</b>  |
| 15. | Share of Minority Interest   | -             | -             | -               | -             | (1)            |
| 16. | <b>Net Profit after Minority Interest (14-15)</b>  | <b>5,064</b>  | <b>5,335</b>  | <b>9,214</b>    | <b>8,860</b>  | <b>22,872</b>  |
| 17. | Paid - up equity share capital (Face Value - ₹1 per Share)                               | 1,513         | 1,513         | 1,513           | 1,513         | 1,513          |
| 18. | Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year | -             | -             | -               | -             | 67,472         |
| 19. | <b>Basic &amp; Diluted Earning Per Share (₹)</b>   | <b>3.35</b>   | <b>3.53</b>   | <b>6.09</b>     | <b>5.86</b>   | <b>15.12</b>   |
| 20. | <b>Aggregate of non-promoters Share holding</b>  |               |               |                 |               |                |
|     | - no. of shares  | 4,12,52,508   | 4,12,52,508   | 4,12,52,508     | 4,12,52,508   | 4,12,52,508    |
|     | - percentage of shareholding   | 27.26         | 27.26         | 27.26           | 27.26         | 27.26          |
| 21. | <b>Promoters and Promoter Group Shareholding:</b>  |               |               |                 |               |                |
|     | <b>a. Pledged/ Encumbered</b>  |               |               |                 |               |                |
|     | - Number of Equity Shares of ₹1 each   | 1,12,05,884   | 1,49,80,000   | 1,12,05,884     | 1,49,80,000   | 1,16,75,000    |
|     | - Percentage of Shareholding   | 10.18         | 13.61         | 10.18           | 13.61         | 10.61          |
|     | (As a percentage of total shareholding of promoter and promoter group)                   |               |               |                 |               |                |
|     | - Percentage of Shareholding   | 7.40          | 9.90          | 7.40            | 9.90          | 7.71           |
|     | (As a percentage of total share capital of the company)                                  |               |               |                 |               |                |
|     | <b>b. Non- Encumbered</b>  |               |               |                 |               |                |
|     | - Number of Equity Shares of ₹1 each   | 9,88,53,354   | 9,50,79,238   | 9,88,53,354     | 9,50,79,238   | 9,83,84,238    |
|     | - Percentage of Shareholding   | 89.81         | 86.39         | 89.81           | 86.39         | 89.39          |
|     | (As a percentage of total shareholding of promoter and promoter group)                   |               |               |                 |               |                |
|     | - Percentage of Shareholding   | 65.33         | 62.84         | 65.33           | 62.84         | 65.03          |
|     | (As a percentage of total share capital of the company)                                  |               |               |                 |               |                |

#### NOTES :

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 7th November 2011. The Statutory Auditors of the company have carried out Limited review of these results and the results are being published in accordance with clause 41 of the Listing Agreement.
- The unaudited financial results (consolidated) for the quarter ended 30th September, 2011 comprise of Emami Limited and its subsidiaries viz. Emami UK Limited, Emami Bangladesh Limited, and Emami International FZE. It also comprises the subsidiary and step down subsidiary of Emami International FZE viz. Emami Overseas FZE, U.A.E and Pharma Derm S.A.E. Co., Egypt.
- The Company has considered extra ordinary notional loss of ₹ 657 lakhs arising on restatement of forex assets and liabilities as on 30th September '2011 as "foreign exchange loss" since the same has resulted from exceptionally volatile global market developments during the quarter. This loss, being notional, may or may not materialize on maturity.
- Information on standalone figures for the Quarter ended and Half Year ended 30th September, 2011 -

| Particulars                   | Quarter Ended |            | Half-Year Ended |            | Year Ended |
|-------------------------------|---------------|------------|-----------------|------------|------------|
|                               | 30.09.2011    | 30.09.2010 | 30.09.2011      | 30.09.2010 | 31.03.2011 |
| (i) Turnover (₹ in Lacs)      | 29,690        | 26,223     | 58,426          | 49,365     | 122,115    |
| (ii) PAT (₹ in Lacs)          | 5,001         | 5,666      | 8,985           | 9,388      | 22,749     |
| (iii) Basic & Diluted EPS (₹) | 3.31          | 3.74       | 5.94            | 6.20       | 15.03      |

The Standalone financial results are being forwarded to the Stock Exchanges (NSE, BSE & CSE) for uploading on their respective websites and the same are also made available on the company's website viz. www.emamilt.in

- Interest (Refer point no. 7) is net of interest expenditure of ₹ 610 lacs (PY ₹ 192) during this quarter and ₹ 932 lacs (PY ₹ 609 lacs) during half year ended as on 30th September, 2011.
- As the Company's business activity falls within a single primary business segment, viz. "Personal and Healthcare", the disclosure requirements of Accounting Standard - 17 "Segment Reporting", notified in Companies (Accounting Standards) Rules, 2006 are not applicable.
- There were no complaints from Investors outstanding at the beginning of the quarter. Three complaints were received during this quarter and all of them have been disposed off and there was no complaint pending as on 30th September, 2011.
- Comparative figures have been rearranged / regrouped wherever necessary.

Place : Kolkata

Date : 7th November, 2011

For and on behalf of the Board

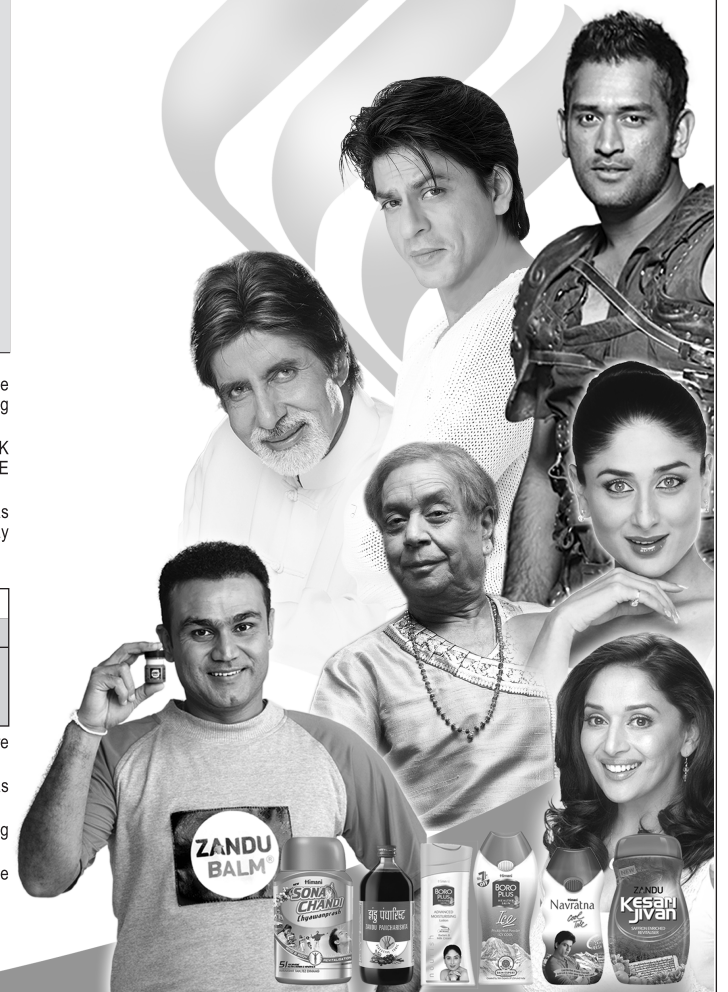
**Sushil Kr. Goenka**  
Managing Director

#### STATEMENT OF ASSETS AND LIABILITIES

₹ in lacs

| S.N.      | Particulars   | Consolidated   |                |
|-----------|---|----------------|----------------|
|           |   | As at 30.09.11 | As at 30.09.10 |
| <b>A.</b> | <b>Sources of Fund :</b>                                      |                |                |
| 1         | <b>Shareholders Fund</b>                                      |                |                |
|           | a. Share Capital  | 1,513          | 1,513          |
|           | b. Reserves and Surplus                                       | 76,797         | 64,790         |
|           | c. Minority Interest  | 8              | -              |
| 2         | <b>Loan Funds</b>   | 20,905         | 17,635         |
| 3         | <b>Deferred Tax Liability</b>                                 | 1,053          | 785            |
|           | <b>TOTAL</b>  | <b>100,276</b> | <b>84,723</b>  |
| <b>B.</b> | <b>Application of Funds :</b>                                 |                |                |
| 1         | <b>Goodwill on consolidation</b>                              | 77             | -              |
| 2         | <b>Net Fixed Assets</b>                                       | 51,273         | 51,835         |
| 3         | <b>Investments</b>  | 2,848          | 2,833          |
| 4         | <b>Foreign Currency Monetary Items Translation Difference</b> | -              | (49)           |
| 5         | <b>Current Assets, Loans and Advances :</b>                   |                |                |
|           | a. Inventories  | 14,934         | 13,692         |
|           | b. Sundry Debtors   | 8,915          | 6,585          |
|           | c. Cash and Bank balances                                     | 18,943         | 10,997         |
|           | d. Loans and Advances   | 14,243         | 13,908         |
|           | <b>Less : Current Liabilities and Provisions :</b>            |                |                |
|           | a. Liabilities  | 10,125         | 13,701         |
|           | b. Provisions   | 832            | 1,379          |
| 6         | <b>Miscellaneous Expenditure (Not witten off or Adjusted)</b> | -              | 2              |
|           | <b>TOTAL</b>  | <b>100,276</b> | <b>84,723</b>  |

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