

# Zydus Wellness

**Registered Office:**

Zydus Wellness Ltd., Zydus Tower, Satellite Cross Roads, Sarkhej-Gandhinagar Highway,  
Ahmedabad 380015, Gujarat, INDIA. Tel: +91-79-26868100 (20 Lines) Fax: +91-79-26862253  
Website: www.zyduswellness.in

Date: 7<sup>th</sup> February, 2013

Listing Department  
**BOMBAY STOCK EXCHANGE LIMITED**  
P J Towers, Dalal Street, Fort,  
Mumbai-400 001

**Code: 531 335**

Listing Department  
**NATIONAL STOCK EXCHANGE OF INDIA LIMITED**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E),  
Mumbai-400 051

**Code: ZYDUSWELL**

Re: **Unaudited Financial Results for the quarter / nine months ended on 31<sup>st</sup>  
December, 2012**

Dear Sir,

Please find enclosed the unaudited financial results for the quarter / nine months ended on 31<sup>st</sup> December, 2012, reviewed by the Audit Committee and taken on record by the Board of Directors today i.e. 7<sup>th</sup> February, 2013 pursuant to Clause 41 of the Listing Agreement.

Please receive the same in order.

Thanking you,

Yours faithfully,  
For, **ZYDUS WELLNESS LIMITED**

  
**DHAVAL N. SONI**  
**COMPANY SECRETARY**

Encl.: As above

**PART-I**

**Statement of Unaudited [Provisional] Results for the Quarter and Nine Months Ended 31/12/2012**

| Rupees in Lacs            |                                     |  |  |   |                                | Sr. No.     | Particulars   | Rupees in Lacs            |                                     |  |  |   |                                |
|---------------------------|-------------------------------------|--|--|---|--------------------------------|-------------|---|---------------------------|-------------------------------------|--|--|---|--------------------------------|
| CONSOLIDATED              |                                     |  |  |   |                                |             |   | COMPANY                   |                                     |  |  |   |                                |
| 3 Months ended 31/12/2012 | Preceding 3 months ended 30/09/2012 | Corresponding 3 months ended 31/12/2011 in the previous year | Year to date figures for the current period ended 31/12/2012 | Year to date figures for the previous year ended 31/12/2011 | Previous year ended 31/03/2012 |             |   | 3 Months ended 31/12/2012 | Preceding 3 months ended 30/09/2012 | Corresponding 3 months ended 31/12/2011 in the previous year | Year to date figures for the current period ended 31/12/2012 | Year to date figures for the previous year ended 31/12/2011 | Previous year ended 31/03/2012 |
| [Unaudited]               | [Unaudited]                         | [Unaudited]  | [Unaudited]  | [Unaudited]   | [Audited]                      | [Unaudited] | [Unaudited]   | [Unaudited]               | [Unaudited]                         | [Unaudited]  | [Audited]  |   |                                |
| <b>10,177</b>             | 9,650                               | 7,958  | <b>30,159</b>  | 25,884  | 34,464                         | 1           | <b>Income from operations</b>   |                           |                                     |  |  |   |                                |
| <b>597</b>                | 509                                 | 433  | <b>1,746</b>   | 896   | 1,445                          | i           | Gross Sales   | <b>3,107</b>              | 2,890                               | 3,849  | <b>8,972</b>   | 17,555  | 20,954                         |
|                           |                                     |  |  |   |                                | ii          | Less : Excise Duty  | <b>57</b>                 | 51                                  | 32   | <b>157</b>   | 84  | 118                            |
| <b>9,580</b>              | 9,141                               | 7,525  | <b>28,413</b>  | 24,988  | 33,019                         | a           | Net Sales   | <b>3,050</b>              | 2,839                               | 3,817  | <b>8,815</b>   | 17,471  | 20,836                         |
| <b>14</b>                 | 14                                  | 34   | <b>47</b>  | 67  | 126                            | b           | Other operating income  | <b>2,286</b>              | 2,302                               | 1,286  | <b>5,705</b>   | 2,559   | 4,523                          |
| <b>9,594</b>              | 9,155                               | 7,559  | <b>28,460</b>  | 25,055  | 33,145                         | c           | Total income from operations (net)  | <b>5,336</b>              | 5,141                               | 5,103  | <b>14,520</b>  | 20,030  | 25,359                         |
|                           |                                     |  |  |   |                                | 2           | <b>Expenses</b>   |                           |                                     |  |  |   |                                |
| <b>2,908</b>              | 3,121                               | 2,781  | <b>8,596</b>   | 6,905   | 9,414                          | a           | Cost of materials consumed  | <b>1,493</b>              | 1,405                               | 1,559  | <b>4,301</b>   | 4,314   | 5,749                          |
| <b>131</b>                | 158                                 | 259  | <b>585</b>   | 2,123   | 2,366                          | b           | Purchases of stock-in-trade   | <b>131</b>                | 158                                 | 259  | <b>585</b>   | 2,123   | 2,366                          |
| <b>204</b>                | (508)                               | (155)  | <b>(167)</b>   | (193)   | (111)                          | c           | Changes in inventories of finished goods, work-in-progress and stock-in-trade                                   | <b>75</b>                 | (73)                                | 159  | <b>(52)</b>  | 928   | 1,165                          |
| <b>640</b>                | 740                                 | 556  | <b>2,020</b>   | 1,576   | 2,061                          | d           | Employee benefits expense   | <b>284</b>                | 336                                 | 181  | <b>901</b>   | 799   | 1,007                          |
| <b>104</b>                | 108                                 | 106  | <b>317</b>   | 280   | 386                            | e           | Depreciation and amortisation expense   | <b>60</b>                 | 60                                  | 58   | <b>178</b>   | 172   | 230                            |
| <b>1,461</b>              | 1,512                               | 854  | <b>5,992</b>   | 5,143   | 5,970                          | f           | Advertisement & sales promotion expenses  | <b>534</b>                | 362                                 | 37   | <b>1,059</b>   | 3,897   | 3,913                          |
| <b>1,600</b>              | 1,672                               | 1,134  | <b>4,781</b>   | 4,248   | 5,721                          | g           | Other expenses  | <b>804</b>                | 886                                 | 918  | <b>2,444</b>   | 3,069   | 3,938                          |
| <b>7,048</b>              | 6,803                               | 5,535  | <b>22,124</b>  | 20,082  | 25,807                         | h           | Total expenses  | <b>3,381</b>              | 3,134                               | 3,171  | <b>9,416</b>   | 15,302  | 18,368                         |
| <b>2,546</b>              | 2,352                               | 2,024  | <b>6,336</b>   | 4,973   | 7,338                          | 3           | <b>Profit / (Loss) from Operations before other income, finance costs and exceptional items (1-2)</b>           | <b>1,955</b>              | 2,007                               | 1,932  | <b>5,104</b>   | 4,728   | 6,991                          |
| <b>405</b>                | 399                                 | 226  | <b>1,151</b>   | 607   | 901                            | 4           | Other income  | <b>348</b>                | 381                                 | 221  | <b>1,051</b>   | 595   | 881                            |
| <b>2,951</b>              | 2,751                               | 2,250  | <b>7,487</b>   | 5,580   | 8,239                          | 5           | <b>Profit / (Loss) from ordinary activities before finance costs and exceptional items (3+4)</b>                | <b>2,303</b>              | 2,388                               | 2,153  | <b>6,155</b>   | 5,323   | 7,872                          |
| <b>3</b>                  | 3                                   | 3  | <b>8</b>   | 8   | 15                             | 6           | Finance costs   | <b>1</b>                  | 2                                   | 2  | <b>4</b>   | 5   | 11                             |
| <b>2,948</b>              | 2,748                               | 2,247  | <b>7,479</b>   | 5,572   | 8,224                          | 7           | <b>Profit / (Loss) from ordinary activities after finance costs but before exceptional items (5-6)</b>          | <b>2,302</b>              | 2,386                               | 2,151  | <b>6,151</b>   | 5,318   | 7,861                          |
| <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              | 8           | Exceptional items   | <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              |
| <b>2,948</b>              | 2,748                               | 2,247  | <b>7,479</b>   | 5,572   | 8,224                          | 9           | <b>Profit / (Loss) from ordinary activities before tax (7+8)</b>  | <b>2,302</b>              | 2,386                               | 2,151  | <b>6,151</b>   | 5,318   | 7,861                          |
| <b>643</b>                | 339                                 | 357  | <b>1,393</b>   | 1,102   | 1,365                          | 10          | Tax expense   | <b>43</b>                 | 24                                  | 287  | <b>181</b>   | 899   | 1,093                          |
| <b>2,305</b>              | 2,409                               | 1,890  | <b>6,086</b>   | 4,470   | 6,859                          | 11          | <b>Net Profit / (Loss) from ordinary activities after tax (9-10)</b>  | <b>2,259</b>              | 2,362                               | 1,864  | <b>5,970</b>   | 4,419   | 6,768                          |
| <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              | 12          | Extraordinary items (net of tax expense)  | <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              |
| <b>2,305</b>              | 2,409                               | 1,890  | <b>6,086</b>   | 4,470   | 6,859                          | 13          | <b>Net Profit / (Loss) for the period (11-12)</b>   | <b>2,259</b>              | 2,362                               | 1,864  | <b>5,970</b>   | 4,419   | 6,768                          |
| <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              | 14          | Share of profit / (loss) of associates  | <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              |
| <b>(46)</b>               | (47)                                | (26)   | <b>(116)</b>   | (51)  | (91)                           | 15          | Minority interest   | <b>0</b>                  | 0                                   | 0  | <b>0</b>   | 0   | 0                              |
| <b>2,259</b>              | 2,362                               | 1,864  | <b>5,970</b>   | 4,419   | 6,768                          | 16          | <b>Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (13+14+15)</b> | <b>2,259</b>              | 2,362                               | 1,864  | <b>5,970</b>   | 4,419   | 6,768                          |
| <b>3,907</b>              | 3,907                               | 3,907  | <b>3,907</b>   | 3,907   | 3,907                          | 17          | Paid-up equity share capital (Face Value Rs. 10 /-)   | <b>3,907</b>              | 3,907                               | 3,907  | <b>3,907</b>   | 3,907   | 3,907                          |
|                           |                                     |  |  |   | 14,779                         | 18          | Reserves: excluding Revaluation Reserve as per balance sheet of previous accounting year                        |                           |                                     |  |  |   | 14,779                         |
| <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          | 19          | <b>Earnings per share (before extraordinary items)</b>  |                           |                                     |  |  |   |                                |
| <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          | i           | (of Rs. 10/- each) (not annualised):  |                           |                                     |  |  |   |                                |
|                           |                                     |  |  |   |                                | a           | Basic (Rs.)   | <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          |
|                           |                                     |  |  |   |                                | b           | Diluted (Rs.)   | <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          |
| <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          | 19          | <b>Earnings per share (after extraordinary items)</b>   |                           |                                     |  |  |   |                                |
| <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          | ii          | (of Rs. 10/- each) (not annualised):  |                           |                                     |  |  |   |                                |
|                           |                                     |  |  |   |                                | a           | Basic (Rs.)   | <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          |
|                           |                                     |  |  |   |                                | b           | Diluted (Rs.)   | <b>5.78</b>               | 6.05                                | 4.77   | <b>15.28</b>   | 11.31   | 17.32                          |



**Notes :**

- [ 1 ] The above results for the quarter and nine months ended on December 31, 2012 were reviewed by the Audit Committee and then approved by the Board of Directors at their meeting held on February 7, 2012. The Statutory Auditors have carried out a limited review of the Quarterly results.
- [ 2 ] The Company operates in one segment, namely "Consumer Products".
- [ 3 ] Figures of the previous periods have been regrouped whenever considered necessary to conform to the grouping of the current periods.

**PART II**

**Select information for the Quarter and Nine Months ended 31/12/2012**

| 3 Months ended 31/12/2012 | Preceding 3 months ended 30/09/2012 | Corresponding 3 months ended 31/12/2011 in the previous year | Year to date figures for the current period ended 31/12/2012 | Year to date figures for the previous year ended 31/12/2011 | Previous year ended 31/03/2012 | Particulars | 3 Months ended 31/12/2012  | Preceding 3 months ended 30/09/2012 | Corresponding 3 months ended 31/12/2011 in the previous year | Year to date figures for the current period ended 31/12/2012 | Year to date figures for the previous year ended 31/12/2011 | Previous year ended 31/03/2012 |
|---------------------------|-------------------------------------|--|--|---|--------------------------------|-------------|--|-------------------------------------|--|--|---|--------------------------------|
|                           |                                     |  |  |   |                                | <b>A</b>    | <b>PARTICULARS OF SHAREHOLDING</b>   |                                     |  |  |   |                                |
|                           |                                     |  |  |   |                                | 1           | <b>Public shareholding</b>   |                                     |  |  |   |                                |
| 10,728,402                | 10,728,402                          | 10,728,402   | 10,728,402   | 10,728,402  | 10,728,402                     |             | - Number of shares   | 10,728,402                          | 10,728,402   | 10,728,402   | 10,728,402  | 10,728,402                     |
| 27.46%                    | 27.46%                              | 27.46%   | 27.46%   | 27.46%  | 27.46%                         |             | - Percentage of Shareholding   | 27.46%                              | 27.46%   | 27.46%   | 27.46%  | 27.46%                         |
|                           |                                     |  |  |   |                                | 2           | <b>Promoters and Promoter Group Shareholding</b>   |                                     |  |  |   |                                |
|                           |                                     |  |  |   |                                | a           | <b>Pledged / Encumbered</b>  |                                     |  |  |   |                                |
| Nil                       | Nil                                 | Nil  | Nil  | Nil   | Nil                            |             | - Number of shares   | Nil                                 | Nil  | Nil  | Nil   | Nil                            |
| N.A.                      | N.A.                                | N.A.   | N.A.   | N.A.  | N.A.                           |             | - Percentage of shares (as a % of the total shareholding of promoter and promoter group) | N.A.                                | N.A.   | N.A.   | N.A.  | N.A.                           |
| N.A.                      | N.A.                                | N.A.   | N.A.   | N.A.  | N.A.                           |             | - Percentage of shares (as a % of the total share capital of the company)                | N.A.                                | N.A.   | N.A.   | N.A.  | N.A.                           |
|                           |                                     |  |  |   |                                | b           | <b>Non - encumbered</b>  |                                     |  |  |   |                                |
| 28,343,687                | 28,343,687                          | 28,343,687   | 28,343,687   | 28,343,687  | 28,343,687                     |             | - Number of shares   | 28,343,687                          | 28,343,687   | 28,343,687   | 28,343,687  | 28,343,687                     |
| 100%                      | 100%                                | 100%   | 100%   | 100%  | 100%                           |             | - Percentage of shares (as a % of the total shareholding of Promoter and Promoter group) | 100%                                | 100.00%  | 100.00%  | 100%  | 100.00%                        |
| 72.54%                    | 72.54%                              | 72.54%   | 72.54%   | 72.54%  | 72.54%                         |             | - Percentage of shares (as a % of the total share capital of the company)                | 72.54%                              | 72.54%   | 72.54%   | 72.54%  | 72.54%                         |

| Particulars                                    | 3 months ended 31/12/2012 |
|--|---------------------------|
| <b>B</b>                                       |                           |
| <b>INVESTOR COMPLAINTS</b>                     |                           |
| Pending at the beginning of the quarter        | -                         |
| Received during the quarter                    | 15                        |
| Disposed of during the quarter                 | 15                        |
| Remaining unresolved at the end of the quarter | -                         |

Ahmedabad, February 07, 2013

For Zydus Wellness Limited,

*Pankaj R. Patel*  
Pankaj R. Patel  
Chairman

