

# **GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**

**UNAUDITED FINANCIAL RESULTS FOR THE  
QUARTER ENDED MARCH 31, 2012**

## **GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**

<b>PART I</b>	<b>(Rs. in Lakhs)</b>			
<b>Statement of Standalone Unaudited Results for the Quarter ended 31st Mar 12</b>				
<b>PARTICULARS</b>	<b>QUARTER ENDED</b>			<b>ACCOUNTING YEAR</b>
	<b>(UNAUDITED)</b>			<b>(AUDITED)</b>
	<b>Mar 31,2012</b>	<b>Dec 31,2011</b>	<b>Mar 31,2011</b>	<b>December 31, 2011</b>
<b>1. (a) Net Sales / Income from Operations</b>	<b>8,13,02</b>	<b>6,02,05</b>	<b>7,10,01</b>	<b>26,85,51</b>
<b>(b) Other Operating Income</b>	<b>23,39</b>	<b>22,74</b>	<b>17,41</b>	<b>85,17</b>
<b>Total Income from operations (Net)</b>	<b>8,36,41</b>	<b>6,24,79</b>	<b>7,27,42</b>	<b>27,70,68</b>
<b>2. Expenditure:</b>				
<b>a) (Increase)/Decrease in Stock in Trade and Work in Progress</b>	<b>77,52</b>	<b>(72,34)</b>	<b>15,90</b>	<b>(44,00)</b>
<b>b) Consumption of Raw Materials</b>	<b>1,71,88</b>	<b>1,94,32</b>	<b>1,67,10</b>	<b>7,00,62</b>
<b>c) Consumption of Packing Materials</b>	<b>50,64</b>	<b>61,12</b>	<b>53,40</b>	<b>2,31,79</b>
<b>d) Purchase of traded goods</b>	<b>30,30</b>	<b>31,03</b>	<b>33,76</b>	<b>1,34,33</b>
<b>e) Employee benefits expense</b>	<b>66,06</b>	<b>61,70</b>	<b>62,44</b>	<b>2,58,37</b>
<b>f) Advertising &amp; Promotion</b>	<b>1,09,14</b>	<b>1,14,16</b>	<b>1,03,55</b>	<b>4,37,34</b>
<b>g) Depreciation and Amortisation expense</b>	<b>11,92</b>	<b>12,09</b>	<b>10,93</b>	<b>45,98</b>
<b>h) Other Expenditure</b>	<b>1,45,81</b>	<b>1,50,43</b>	<b>1,28,57</b>	<b>5,42,10</b>
<b>i) Total Expenditure (a+b+c+d+e+f+g+h)</b>	<b>6,63,27</b>	<b>5,52,51</b>	<b>5,75,65</b>	<b>23,06,53</b>
<b>3. Profit from Operations before Other Income, finance costs &amp; Exceptional Items (1-2)</b>	<b>1,73,14</b>	<b>72,28</b>	<b>1,51,77</b>	<b>4,64,15</b>
<b>4. Other Income</b>	<b>24,46</b>	<b>25,91</b>	<b>16,58</b>	<b>79,58</b>
<b>5. Profit from Ordinary activities before finance costs &amp; exceptional Items (3+4)</b>	<b>1,97,60</b>	<b>98,19</b>	<b>1,68,35</b>	<b>5,43,73</b>
<b>6. Finance costs</b>	<b>1,18</b>	<b>88</b>	<b>66</b>	<b>3,47</b>
<b>7. Profit from Ordinary activities after finance costs but before exceptional items (5-6)</b>	<b>1,96,42</b>	<b>97,31</b>	<b>1,67,69</b>	<b>5,40,26</b>
<b>8. Exceptional Items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>9. Profit (+) / Loss (-) from Ordinary Activities Before Tax (7+8)</b>	<b>1,96,42</b>	<b>97,31</b>	<b>1,67,69</b>	<b>5,40,26</b>
<b>10. Tax expense</b>	<b>64,45</b>	<b>38,21</b>	<b>57,07</b>	<b>1,85,05</b>
<b>11. Net Profit (+) / Loss (-) from Ordinary Activities after Tax (9-10)</b>	<b>1,31,97</b>	<b>59,10</b>	<b>1,10,62</b>	<b>3,55,21</b>
<b>12. Extraordinary Items (net of tax expense)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>13. Net Profit (+) / Loss (-) for the period (11-12)</b>	<b>1,31,97</b>	<b>59,10</b>	<b>1,10,62</b>	<b>3,55,21</b>
<b>14. Paid Up Equity Share Capital</b>	<b>42,06</b>	<b>42,06</b>	<b>42,06</b>	<b>42,06</b>
<b>- Face Value of Equity Shares-Rs.</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>
<b>15. Reserves excluding Revaluation Reserves as per Balance Sheet of the previous accounting year</b>				<b>11,02,12</b>
<b>16. Earnings Per Share (EPS) - Rs.</b>				
<b>(a) Basic and diluted EPS before Extraordinary items for the period and for the previous year (not annualized)</b>	<b>31.38</b>	<b>14.05</b>	<b>26.30</b>	<b>84.46</b>
<b>(b) Basic and diluted EPS after Extraordinary items for the period and for the previous year (not annualized)</b>	<b>31.38</b>	<b>14.05</b>	<b>26.30</b>	<b>84.46</b>

<b>Part II</b>				
<b>Select Information for the Quarter Ended 31st March 12</b>				
<b>A. PARTICULARS OF SHAREHOLDING</b>	<b>QUARTER ENDED</b>			<b>ACCOUNTING YEAR</b>
	<b>Mar 31,2012</b>	<b>Dec 31,2011</b>	<b>Mar 31,2011</b>	<b>December 31, 2011</b>
<b>1. Public Shareholding</b>				
-Number of Shares	2,39,03,295	2,39,03,295	2,39,03,295	2,39,03,295
-Percentage of Shareholding	56.84	56.84	56.84	56.84
<b>2. Promoters and Promoter Group Shareholding</b>				
<b>a) Pledged/Encumbered</b>				
- Number of shares	-	-	-	-
- Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group)	-	-	-	-
- Percentage of shares (as a % of the total share capital of the Company)	-	-	-	-
<b>b) Non-encumbered</b>				
- Number of shares	1,81,52,243	1,81,52,243	1,81,52,243	1,81,52,243
- Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group)	100.00	100.00	100.00	100.00
- Percentage of shares (as a % of the total share capital of the Company)	43.16	43.16	43.16	43.16

<b>B. INVESTOR COMPLAINTS</b>	
<b>Particulars</b>	<b>3 months ended 31st Mar 12</b>
Pending at the beginning of the quarter	NIL
Received during the quarter	37
Disposed of during the quarter	37
Remaining unresolved at the end of the quarter	NIL

**GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**  
**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31,2012**

**NOTES**

- (1) The Company's nutritional business is India focused and in a single business and geographical segment. Accordingly segment information is not applicable.**
- (2) The unaudited financial results for the quarter ended March 31, 2012 have been reviewed by the Audit Committee of the Board and approved by the Board of Directors of the Company at its meeting held on May 7,2012. The Limited Review for the unaudited financial results for the quarter ended March 31, 2012 , as required under Clause 41 of the Listing Agreement has been completed by the statutory auditors.**
- (3) The figures of the quarter ended December 31, 2011 are the balancing figures between the audited figures in respect of the full financial year ended December 31, 2011 and the published year to date figures up to the third quarter ended September 30, 2011**
- (4) Figures for the previous period have been regrouped/reclassified wherever necessary, to conform to the current period's classification.**

**REGD. OFFICE:PATIALA ROAD, NABHA 147201 (PUNJAB).  
HEAD OFFICE:DLF PLAZA TOWER, DLF CITY PHASE I,  
GURGAON - 122002, HARYANA.**

**ON BEHALF OF THE BOARD**

**GURGAON  
May 7, 2012**

**ZUBAIR AHMED  
MANAGING DIRECTOR**