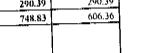


PEOPLE -

## AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013.

						(Rs in Lacs)
<u> </u>			Duarter Ended		<u>1</u> 7 , 17	
op	PARTICULARS	3]-Mar-2013	31-Dec-2012	31-Mar-2012	31-Mar-2013	31-Mar-2012
-		Audited (Refer Note 1)	Unaudited	Unaudited	Andited	Audited
Inc	ome from operations			361 46	1,718.00	1,643.42
lnc	come from Operation- Training Income & Consulting Income	417.61	404.94 404.94	361.46	1,718,00	1,643.42
Te	tal Income from operations	417.01				
	penditure	100.53	224.77	212.57	832,11	769.99
162	uployee benefit expense	189.73	224.71	37.32	-	197.34
	aining Centre Expense		52.00	40.11	221.21	178.26
	pyalty	53,78	21.72		92.24	100.45
	raining expenses	23.04			52,97	74.70
	epreciation and Amortisation expenses	11.62			370.09	335,46
	ther Expenses	106.78		1.00	1,568.62	1,656.20
_	All	384.95	411.31	4,10,112		
	out Expenditure roft / (Loss) from Operations before other income, finance costs	32.66	(6.37	(94.57	149,38	(12.78
3 P	nd exceptional terms (1-2)	37,44			1	329,92
_			27.7			
<del>-</del>	other become reflect (Loss) from ordinary activities before finance costs and	70.10	23,3	(68.50		317.14
5 ¢	exceptional Items (3+4)	3.99		2 6.96	21.15	27.59
				T -	0.40.50	289.55
i	immee costs Profit / (Loss) from ordinary activities after finance costs but	66.1	17.0	2 (75.40	249,50	239.00
7 1	pefore exceptional Items (5-6)			<u> </u>		240.5
8	Exceptional Items	66.1	17.0	2 (75.4)	5) 249.50	289,5
9	Profit / (Loss) from ordinary activities before tax					
10	Tax Expense	9,3	4 6.0	0 (14,7	(1) 49,34	60.0
	Income Tux	14.3		9 19.5	1 12.83	
	MAT Credit Income	171-1	0 (		4 2.67	112,4
	Income Tux- Earlier Years		<u> </u>	0.0	0 -	(74.3
	MAT Credit Income Account - Earlier Years		50) (5.	(13,1	2) 8.20	(34.8
	Deferred Tux	(8.0				63.2
		15.0	08 2.	***		
	Net Profit/(Loss) from Ordinary Activities after Tax for the perior	d     51.4	03 14.	60 (79.0	(8) 176.46	226.
11	(9-10)		_		<u> </u>	
ιż	Extraordinary Item ( net of Tax Expense)	51.	03 14.	60 (79.		
13	Net Profit/(Loss) for the period (11-12)	29.		29	04 29.04	
14	Proposed Dividend		94	4.	71 4.94	4.
15	Tax on Proposed Dividend					
l		5) 17	.05 14	.60 (113.	43) 142.49	
16	Net Profit/(Loss) for the period carried to Balance Sheet (13-14-)	/	0.39 290		39 290.3	
17	Paid-up Equity Share Capital (Rs)		-		748.8	3 606
18	La Line Condition Provide	<del></del>	<del></del>			
19	Earning Per Share a) Basic and Diluted EPS before Extraordinary items for the period, for the year to date and for the previous year (not	1	1.76	).50 (2	.74) 6.0	18 7
	Earning Per Share b) Basic and Diluted EPS after Extraordinary items for the period, for the year to date and for the previous year (not annualized) (Rs.)		1.76	0.50	(2.74) 6.1	08









WALCHAND PEOPLE FIRST

PARTICULARS		unrter Ended	Venr F	neteet	
		Unaudited	Year Ended Audited		
A. Particulars of Shareholding	31-Mar-2013	31-Dec-2012	31-Mar-2012	31-Mar-2013	31-Mar-201
Public Shareholding					
(a) Number of Shares	1,393,704	1,394,794	1.004.44		
(b) Percentage of Shareholding			1,395,196	1,393,704	1,395,196
2 Promotors and promoter group Shareholding	47,99%	48.03%	48.05%	47.99%	48.05%
(a) Pledged/ Encumbered	NIL				
- Number of shares	NIL.	NIL	NII,	NIL.	NII
- Percentage of shares( as a% of the total shareholding of promotor and promotor group)					
Percentage of sharest as a% of the total share capital of the company.)					
(b) Non - encumbered					
- Number of shares	1,510,186	1.500.004	·		
- Percentage of shares( as a% of the total shareholding of promotor	1,510,100	1,509,096	1,508,695	1,510,186	1,508,695
and promotor group)	100%	100%	100%	100%	100%
- Percentage of shares( as a% of the total share capital of the company)	52.01%	51,97%	51.95%	52.01%	51.95%

PARTICULARS				
FARIKULARS	3 months ended 31st March, 2013			
B. INVESTOR COMPLAINTS				
Pending at the beginning of the quarter	0			
Received during the quarter				
Disposed of during the quarter				
Remaining unresolved at the end of the quarter	0			

## NOTES:

- 1 The figures of the last quarter for the current year are the balancing figures between the audited figures in respect of the full financial year ended 31st March,2013 and the unaudited published year to date figures upto the third quarter ended 31st December,2012 which were subject to limited review.
- 2 The above results have been reviewed by the Audit Committee and were taken on record by the Board of Directors at its meeting held on 13th May,2013.
- 3 The Statutory Auditors of the company have carried out statutory audit of the above financial results of the company for the year ended 31st March, 2013.
- 4 The income from training fees has increased by 23% for the year ended 31st March 2013, as compared to last year. For the year ended 31st March 2012, income from operations included fixed income from training centres amounting to Rs 252 Lacs.
- 5 For the year ended 31st March 2012, other income includes interest received on income tax refunds amounting to Rs 236 Lacs.
- 6 The company has a single segment namely "Training". Therefore the company's business does not fall under different business segments as defined by Accounting Standard -17.
- 7 Previous year's figures have been regrouped / rearranged wherever necessary.
- 8 The Board of Directors have recommended a final dividend of 10% in its Board meeting held on 13th May,2013 which is subject to shareholders' approval.

Place : Mumbal

Date: May 13, 2013

By the order of the Board

Chairperson & Managing Director

Formerly Walchand Capital Limited.