

Reckitt, distributors at loggerheads over perks

SHARLEEN D'SOUZA
Mumbai, 2 November

Reckitt Benckiser India has started to incentivise its distributors and retailers by giving them Amazon and Flipkart vouchers on completing sales targets, which was earlier given in cash. Some of its distributors have protested the move.

Fast-moving consumer goods companies typically incentivise the supply chain with cash on meeting their sales targets. The company has also changed the 'return of damaged goods' policy with its distributors. Earlier, the goods could be returned without any specific time frame. However, this has now to be done within six months.

Reckitt, the maker of Dettol soaps, has sent a 'cease and desist' order to some distributors affiliated with the Tamil Nadu Consumer Products Distributors Association. In the order, it stated that the distributors have spread a false campaign against the company and its officers.

Business Standard has accessed the cease and desist order. It states: "This action has inflicted significant harm



FLASHPOINT

- Reckitt Benckiser India is incentivising distributors and retailers with Amazon and Flipkart vouchers instead of cash
- The company has also changed its damaged goods returns policy
- Some distributors have opposed the company's move
- Reckitt has sent a cease-and-desist order to some distributors

upon our Client's reputation, resulting in a substantial loss of goodwill." "As a consumer welfare association, you were fully aware that your statements would be det-

rimonial to Reckitt India and its reputation. Consequently, you are liable to Reckitt for defamation by slander and/or libel under Section 499 of the Indian Penal Code, 1860, as your defamatory remarks have caused injury to Reckitt India's reputation," the order said. It also said that failure to comply with the company's demand will leave it with no choice but to pursue all available legal remedies, including but not limited to seeking restraint orders, damages and criminal action, for the harm caused to its business.

Emails sent to Reckitt Benckiser India last week did not elicit a response till press time.

All India Consumer Products Distributors' Federation (AICPDF), a representative body of distributors, in a statement told Business Standard that these notices have been issued in response to some of its distributors protesting against the alleged unfair practices.

It also said: "AICPDF has been vocal about raising concerns regarding the business practices of Reckitt Benckiser India, which they argue are detrimental to the interests of small distributors and traders."

Dabur net rises 5%, ad spends increase 42%

AKSHARA SRIVASTAVA
New Delhi, 2 November

Fast-moving consumer goods (FMCG) major Dabur on Thursday reported a 5.1 per cent increase in net profit from the year-ago period to ₹515.1 crore in the quarter ended September 30, on the back of category-leading growth from its key brands. Analysts, on average, had expected a profit of ₹513 crore, according to LSEG data. Meanwhile, ad spends in the quarter marked a 42.6 per cent growth in the consolidated business. It had reported a net profit of ₹490.1 crore in the same period last year.

The company recorded a volume growth of 3 per cent. It reported a 7.3 per cent increase in net sales at ₹3,203.84 crore.

Dabur appoints former CEC as independent director

Dabur India Limited on Thursday announced the appointment of Sushil Chandra, former Chief Election Commissioner of India and former chairman of the Central Board of Direct Taxes, as an additional director in the category of non-executive independent director.

Hero Moto records 15% retail sales growth in 17 days of festival season

DEEPAK PATEL
New Delhi, 2 November

Hero MotoCorp, India's largest two-wheeler maker, on Thursday said its retail sales have grown by 15 per cent during the first 17 days of the festival season this year as compared to the same period last year amid high demand for entry-level motorcycles.

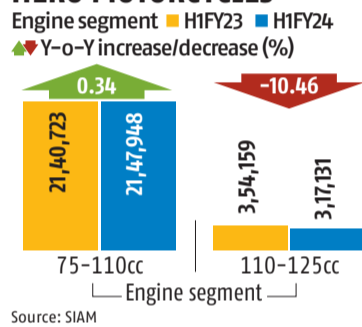
The wholesales of Hero's entry-level motorcycles (75cc-125cc) — which comprises brands such as Passion, Glamour and HF Deluxe — did not show significant growth in the first half of the financial year, according to the SIAM data.

In the 75cc-110cc segment, there was a marginal year-on-year (Y-o-Y) volume growth of only 0.34 per cent, with a total of 2,148 million units sold.

In the 110cc-125cc segment, the volume sales witnessed a notable decline of 10.46 per cent Y-o-Y.

In the post results call with analysts, Ranjivjit Singh, chief growth officer, Hero MotoCorp, said the company has prepared well for the anticipated "bounce back of demand" during the festival season.

SALES OF ENTRY-LEVEL HERO MOTORCYCLES



Source: SIAM

festival season.

The festival season for auto companies commences with the first day of Navratri and culminates with the celebration of Diwali. This year, Navratri began on October 15.

The company's dealers have increased their stock levels in anticipation of high sales during the festival season. Singh said the inventory levels will come down to 4-6 weeks once the festival season is over.



TILE SHOPPING MADE



EXTRACT OF STATEMENT OF CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2023

S. No.	Particulars	Consolidated			
		For the Quarter Ended on 30-09-2023	For the Quarter Ended on 30-09-2022	For the Half Year Ended on 30-09-2023	For the Year Ended on 31-03-2023
		Unaudited	Unaudited	Unaudited	Audited
1	Total income from Operations	15,973	17,300	30,385	70,507
2	Net Profit for the period (before Tax and Exceptional items)	92	792	(82)	2,987
3	Net Profit for the period (before Tax after Exceptional items)	92	792	(82)	2,987
4	Net Profit for the period (after Tax after Exceptional items)	69	599	(63)	2,248
5	Total Comprehensive Income for the period (Comprising Profit for the Period after Tax and Other Comprehensive Income after Tax)	74	611	(55)	2,264
6	Paid up Equity Share Capital (Face value of ₹10/- each)	1,455	1,446	1,455	1,449
7	Reserves (excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year	-	-	-	29,576
8	Earnings Per Share (of ₹10/- each) (For continuing and discontinued operations) (Not Annualised)				
a)	Basic (amount in ₹)	0.48	4.15	(0.43)	15.56
b)	Diluted (amount in ₹)	0.47	4.07	(0.43)	15.29

Notes:

1. Summarised Standalone Un-Audited Financial Performance of the Company is as under:

S. No.	Particulars	Standalone			
		For the Quarter Ended on 30-09-2023	For the Quarter Ended on 30-09-2022	For the Half Year Ended on 30-09-2023	For the Year Ended on 31-03-2023
		Unaudited	Unaudited	Unaudited	Audited
1	Total income from Operations	15,973	17,300	30,385	70,507
2	Net Profit for the period (before Tax and Exceptional items)	56	774	(125)	2,912
3	Net Profit for the period (after Tax after Exceptional items)	33	582	(106)	2,173
4	Total Comprehensive Income for the period (Comprising Profit for the Period after Tax and Other Comprehensive Income after Tax)	38	594	(98)	2,189

2. The above results have been reviewed and recommended by the Audit Committee and then approved by the Board of Directors at their respective meetings held on 2nd November, 2023. The financial results for the quarter and period ended September 30, 2023 have been limited reviewed by the Statutory Auditors of the Company.

3. The above is an extract of the detailed format of quarterly/half yearly/annual financial results filed with the stock exchanges under regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation, 2015. The full format of the quarterly/half yearly/annual financial results is available on the stock exchange websites of BSE (www.bseindia.com) and NSE (www.nseindia.com) and Company's website at https://www.orientbell.com.

4. There is no change(s) in accounting policies which impact on net profit / loss, total comprehensive income or any other relevant financial item(s).

Place : New Delhi
Date : 2nd November 2023

For and on behalf of the Board of Directors of Orient Bell Limited
Madhur Daga
Managing Director

Orient Bell Limited

CIN: L14101UP1977PLC021546

Registered Office : 8, Industrial Area, Sikandrabad - 203205, Dist. Bulandshahr, U. P.
Corporate Office : Iris House, 16 Business Center, Nangal Raya, New Delhi-110 046
☎ +91-11-47119100 | ✉ investor@orientbell.com | 🌐 www.orientbell.com



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Microsoft India

Ms. Virginia Sharma
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Google Cloud

Mr. Sandeep Dutta
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Chief Data Scientist & Managing Partner
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Mr. Nitin Jain
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Extract of Consolidated Unaudited Financial Results for the Quarter / Half year ended 30th September, 2023. (₹ in Lakhs)

Particulars	Quarter Ended		Half Year Ended	
	30.09.2023	30.09.2022	30.09.2023	30.09.2022
1. Total income from operations	1,91,573	1,98,421	3,79,100	3,82,410
2. Net Profit for the period (before Tax, Exceptional and/or Extraordinary items)	10,351	9,106	18,460	12,129
3. Net Profit for the period before tax (after Exceptional and/or Extraordinary items)	10,351	9,106	18,460	12,129
4. Net Profit for the period after tax (after Exceptional and/or Extraordinary items)	7,601	6,804	13,514	9,028
5. Total Comprehensive Income for the period	7,595	6,798	13,502	9,021
6. Equity Share Capital	5,393	5,342	5,393	5,342
7. Earnings Per Share (of Rs. 5/- each) in Rs.				
1. Basic:	7.06	6.37	12.55	8.46
2. Diluted:	6.99	6.25	12.42	8.30

Notes:
1 The above is an extract of the detailed format of Unaudited Consolidated Financial Results for the quarter and half year ended 30th September, 2023 filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Unaudited Standalone and Consolidated Financial Results for the quarter and half year ended 30th September, 2023 are available on the websites of the Stock Exchange(s) i.e. NSE at www.nseindia.com and BSE at www.bseindia.com and the Company's website www.surya.co.in.
2 The Key Standalone Financial Information is as under:

Particulars	Quarter Ended		Half Year Ended	
	30.09.2023	30.09.2022	30.09.2023	30.09.2022
1 Total income from operations	1,91,550	1,98,416	3,79,063	3,82,363
2 Profit before tax	10,334	9,104	18,435	12,106
3 Profit after tax	7,588	6,802	13,495	9,010

SURYA ROSHNI LIMITED

Regd. Office : Prakash Nagar, Sankhol, Bahadurgarh, Haryana - 124507
Corp. Office : 2nd Floor, Padma Tower-I, Rajendra Place, New Delhi - 110008
CIN No.: L31501HR1973PLC007543, Tel. +91-11-47108000
Website: www.surya.co.in, email-id : investor@rosnhni.com

For Surya Roshni Limited
SD/
Vinay Surya
Managing Director
DIN: 00515803
New Delhi, November 02, 2023

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