



CUPID LIMITED

Manufacturers and Suppliers of Male & Female Condoms

Date: - 02/07/2020

To,

Department of Corporate Services,

BSE LIMITED,

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai – 400 001

SCRIP CODE: 530843

The National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor, Bandra-Kurla

Complex, Bandra (East),

Mumbai - 400051

Fax No. – 6641 8125 / 26

SCRIP CODE: CUPID

**SUBJECT: - NEWSPAPER CLIPPINGS OF AUDITED FINANCIAL RESULTS FOR
QUARTER AND YEAR ENDED ON 31ST MARCH. 2020**

Dear Sir / Madam,

With reference to captioned subject enclosed herewith the Newspaper Clippings of Audited Financial Results for quarter and year ended on 31st March, 2020 published by the company in newspapers named as "Business Standard" (English Language) and "Maharashtra Times" (Marathi Language) dated 2nd July, 2020.

This is for your information.

Please take the same on your records and acknowledge the receipt.

Thanking you.

For Cupid Limited



Saurabh V. Karmase

Company Secretary and Compliance officer

ECSIN: EA041701A000083921

Name of Newspapers: - Business Standard (English) & Maharashtra Times (Marathi)

Date of Publication: - 2nd July, 2020

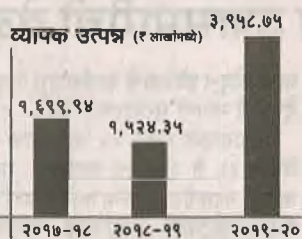
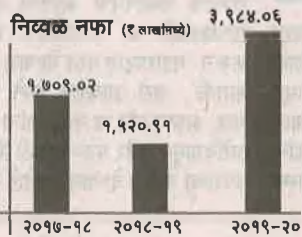
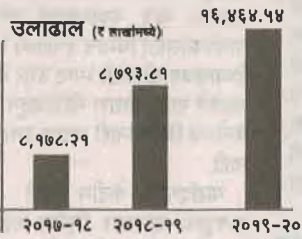
क्युपिड लिमिटेड

पुरुष/स्त्रियांचे कंडोम्स आणि लुब्रिकंट्स यांचे उत्पादक व निर्यातदार

मार्च ३१, २०२० ला संपलेल्या तिमाही आणि वर्षाकरीता
लेखापरिक्षित वित्तीय निष्कर्षांचा अर्क

(₹ लाखांमध्ये)

अनु क्रमांक	तपशिल	तिमाही संपला			वर्ष संपले	
		३१/०३/२०२०	३१/१२/२०१९	३१/०३/२०१९	३१/०३/२०२०	३१/०३/२०१९
		(लेखापरिक्षित)	(अलेखापरिक्षित)	(लेखापरिक्षित)	(लेखापरिक्षित)	(लेखापरिक्षित)
१.	प्रचलनातुन एकुण महसुल	४,२६९.६९	४,३५७.२४	३,७३७.०१	१६,४६४.५४	८,७९३.८१
२.	कर कालावधी पूर्वीसाठी निव्वळ नफा (अपवादात्मक आणि असामान्य बाबीपूर्वी)	१,३९२.००	१,३९२.९९	६२९.३४	५,२७०.४१	२,०९९.३४
३.	कर कालावधी पूर्वीसाठी निव्वळ नफा (अपवादात्मक आणि असामान्य बाबीनंतर)	१,३९२.००	१,३९२.९९	६२९.३४	५,२७०.४१	२,०९९.३४
४.	कर नंतरच्या कालावधीसाठी निव्वळ नफा	१,०४३.४१	१,०२९.२५	४३५.६५	३,९८४.०६	१,५२०.९९
५.	कालावधीसाठी एकुण व्यापक उत्पन्न	१,०९८.९०	१,०२९.२५	४४६.५९	३,९५८.७५	१,५२४.३५
अ)	भरणा केलेले समभाग भांडवल	१,३३३.८०	१,३३३.८०	१,३३३.८०	१,३३३.८०	१,३३३.८०
ब)	ताळेबंदानुसार पुनर्मुल्यांकन राखीव वगळता राखीव ठेव	-	-	-	९,०१२.४७	६,२५९.७२
क)	प्रतिभाग मिळकत (दर्शनी मुल्य ₹ १०/- प्रत्येकी) i) बेसीक (₹ मध्ये) ii) डायल्युटेड (₹ मध्ये)	७.८२ ७.८२	७.६६ ७.६६	३.२७ ३.२७	२९.८७ २९.८७	११.४० ११.४०



सूचना :- उपरोक्त वित्तीय निष्कर्षांचे तपशिलवार स्वरूप सेबी (लिस्टिंग ऑडिगेशनस अँड डिस्कलोजर रिग्युलरमेंट्स) रेग्युलेशन २०१५च्या रेग्युलेशन ३३ अंतर्गत स्टॉक एक्स्चेंजस सोबत फाईल केले आहे. सदर वित्तीय निष्कर्षांचे संपूर्ण स्वरूप स्टॉक एक्स्चेंजसच्या वेबसाईट www.bseindia.com आणि www.nseindia.com तसेच कंपनीची वेबसाईट www.cupidlimited.com वर उपलब्ध आहेत.

क्युपिड लिमिटेड करिता
स्वाक्षरी/-
प्रदिप कुमार जैन
स्वतंत्र संचालक

ठिकाण :- मुंबई
तारीख :- ३० जून, २०२०



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One step closer

Here's how FMCG firms are going directly to the consumer

SHUBHOMOY SIKDAR

On the one hand, there are lockdown-induced supply chain disruptions, circumspect shopkeepers and the unwillingness of the customer to step out. On the other hand, there is a constant demand for food products and even stockpiling by consumers. FMCG companies have stepped into the resultant gaps and have started to explore direct-to-consumer (DTC) distribution channels. Going beyond the dominant general trade, the fast-emerging modern trade and even traditional e-commerce — say grocery delivery platforms or marketplaces — these companies are reaching the customer's doorstep in their two-wheelers and four-wheelers or with their pop-up outlets, leveraging their own apps and in most instances, cutting out the intermediate channels.

Take Dabur's immunity vans. These specially-designed vans are moving around residential localities across India, reaching out to consumers educating them about the need to boost immunity to fight illnesses, besides giving them access to the pharmaceutical-FMCG firm's range of ayurvedic preventive health care products. These vans have been crisscrossing 10 cities. One van has been allocated to each city and for this the company has tied up with third-party vendors and activation agencies to roll it out.

But what is the need for a company like Dabur that has a strong and wide distribution channel (remember pharmacies that could operate all through the lockdown phase are also an important retail point for Dabur) to experiment with DTC?

Dabur India Ltd Chief Executive Officer Mohit Malhotra says these "immunity vans" were rolled out after observing that consumers were facing difficulties in stepping out of their homes to go to the markets and buying its products. "To bridge that need gap, we have been trying out new strategies to ensure uninterrupted supply of essential products to our consumers."

Dabur's move is in line with some recommendations — explore direct-to-con-



NEW INITIATIVES

■ Dabur is reaching customers' doorsteps with its immunity-boosting products through vans which move from one locality to another

■ Mondelez is pushing its impulse products by tying up with RWAs; bulk deliveries are made for residents of housing societies

■ Leading packaged drinking water manufacturers are using micro-delivery platforms which gives them a better control over supply

sumer distribution channels, diversify supply chains and identify alternative suppliers across geographies — in EY's *Covid-19 and Emergence of a New Consumer Products Landscape in India* report released last month. For some others, such as Mondelez which sells chocolates and cookies among other things, or soft-drinks firms Coca-Cola and PepsiCo, it is also an imperative because impulse consumption has dropped significantly.

In the city of Mumbai where cases of coronavirus infection rose alarmingly, Mondelez India partnered with Near.Store which enabled it to reach out to customers via RWA deliveries. On the exclusivity of this arrangement, Parveen Dalal, sales director, Mondelez India, says: "We are targeting about 180 housing societies in Mumbai and servicing close to 22,000 families/households. While this is a starting point for us, we are working towards extending this service in other cities as well."

A PepsiCo spokesperson says with social distancing becoming a norm, it is imperative for businesses to make their D2C channel more efficient. "For foods, we have tied up with Swiggy and Dunzo for exclusive Lay's and Kurkure e-stores and for the beverage category (Pepsi, Dew, Slice, Tropicana, 7UP) we have tied up with Swiggy stores where we ensure availability of our products on demand and delivery within two hours."

Another category where PepsiCo has a presence in is packaged drinking water (brand: Aquafina). To achieve what the company describes "exponentially greater reach", it has tied up with micro-delivery platform OwO. "With OwO, access to large multi-storied residential societies is faster, thereby helping us increase awareness and consumption. Our research has shown that consumers prefer dealing with such apps as they find it convenient," says the spokesperson.

Besides PepsiCo, OwO, which started last month, has Bisleri, Parle Agro's Bailley, Coca Cola's Kinley, Patanjali's Divyajal, on board. It started with water delivery across Gurugram and plans to expand its operations to other cities.

Says Ajay Channani, CEO, OwO Technologies, "The other e-commerce platforms, including many that failed, work with a marketplace model. Ours is an inventory-led model where we don't deliver a bunch of different articles looking at a certain route. At the moment, we only deliver water — we promise the consumer a particular time and deliver precisely then. Water and milk are categories where one cannot wait. Because we buy stocks from the companies and deliver to the customer through our own trained staff, the multiplicity of channels via third-party deliveries is completely ruled out."

Most brands say these models are there to stay. But can D2C make a serious dent to the traditional supply channels? "To try and fulfill the latent need, which is there for the consumer is an 'opportunistic' model. In the short-term it is fine; in the long-term, they might look at rolling these back," says Devangshu Dutta, Chief Executive Officer of retail consultancy Third Eyesight.

More on www.business-standard.com

BRAND WORLD

Hector flashes the made-for-India badge

As the British-born auto brand from MG Motor completes a year in India, it keeps the celebratory pitch low and plays down its Chinese ownership

SHALLY SETH MOHILE
MUMBAI, 1 JULY

When MG Motor rolled its flagship SUV (sports utility vehicle) Hector out on to Indian roads a year ago, it was impossible to miss the marketing hoopla around the launch. On busy highways, large hoardings flashed life-size images of the then newly-appointed brand ambassador Benedict Cumberbatch, while the company's social media timelines buzzed hourly with updates, videos and memes.

On June 29, MG Motor completed a year of selling Hector, but the celebrations are a blink-and-miss. Caught in the cross-fire of Sino-India border skirmishes and strained by the severe impact of the pandemic on its business, Brand Hector is foregoing the bustle and frenzy for a quiet digital campaign that talks about its British roots, the smart tech powering its drive and its made-for-India models. The tone is subdued and the brand seems to be deliberately playing down its ownership by Chinese company, SAIC, as has been the case in the past too.

Experts say that this is the best way forward, if the brand is looking to steady its hand at the wheel in India. The pandemic is an operational challenge, to be met collectively, but the tension at the border is likely to cut deep. As it is for the other Chinese brands in the country, the threat of protests and a public boycott could be real for MG Motor too.

Rajiv Chhaba, president and managing director at MG Motor



MG Motor marks the first anniversary of its SUV, Hector, with a digital campaign that showcases the brand's technological capabilities and British roots

India holds out a different perspective. "The sentiments can be against certain products which have to be imported, but this is a British brand, made in India. If anything, the current situation tells us to do more and more," says Chhaba alluding to an aggressive localisation of the models and stepping up all its activities—offering direct and indirect employment, ensuring gender diversity at its plants, engaging in community services and supporting start-ups.

Brand Hector is not insulated from the rapidly growing anti-China sentiment in the country, but some experts said that it may be erroneous to look at MG Hector as a Chinese brand. "It's a British brand owned by a Chinese company and in some ways is like JLR being a British brand, owned by an Indian company," said Avik Chattopadhyay, founder at Expereal, a brand consulting firm. JLR buyers are drawn to the brand for its British manufacturing, design and legacy and the Indian connection is

not as deeply embedded into its identity. Ditto for Swedish auto brand Volvo, which also has a Chinese parent (Geely). "More than anything else what matters is the brand promise you are delivering. I like to believe we have been offering a great value proposition on technology and cost of ownership," said Chhaba.

Chhaba wants to play down the impact of the tensions at the border, but it is affecting the day-to-day operations of the company. For instance, the 100 per cent inspection policy on consignments from China, Chhaba agreed, has added another layer of complexity to an already complicated supply chain situation. MG Motor presently has a backlog of 12,000 units of Hector due to a slow ramp up of the model on the back of supply chain issues.

Expereal's Chattopadhyay says if the geo-political situation between the two countries continues, it will likely make things worse. And not just in

terms of a broken supply network but also in the way people perceive the brand. Owning a vehicle of China origin that costs ₹15-20 lakh, when there are options available in the market, may not go down too well. A car is always seen as an extension of one's personality and it needs to be seen if buyers will be comfortable making such a statement with a brand owned by a Chinese company.

Ravi Bhatia, president and director at JATO Dynamics, a global consulting firm, says that the situation is just a short term blip for the brand. "Globally, car brands changing ownership is a common phenomenon. People buy into a brand and are not concerned about ownership," he said. Also he and many others point out that Indian consumers are primarily value seekers and if MG Motor is able to deliver on its promises, be it the tech framework it claims to have built into the model or an attractive price point, Hector may find itself home and dry.

CUPID LIMITED

Manufacturer, Supplier & Exporter of Male Condoms, Female Condoms & Lubricants

EXTRACT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31st MARCH, 2020

(₹ in Lacs except EPS)

Sr. No.	PARTICULARS	QUARTER ENDED			YEAR ENDED	
		31.03.2020	31.12.2019	31.03.2019	31.03.2020	31.03.2019
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Total Revenue from operations	4,269.69	4,357.24	3737.01	16,464.54	8,793.81
2	Net Profit for the period (before Tax, Exceptional and Extraordinary items)	1,392.00	1,312.19	629.34	5,270.41	2,091.34
3	Net Profit for the period before tax (after Exceptional and Extraordinary items)	1,392.00	1,312.19	629.34	5,270.41	2,091.34
4	Net Profit for the period after tax	1,043.41	1,021.25	435.65	3,984.06	1,520.91
5	Total Comprehensive Income for the period	1,018.10	1,021.25	446.59	3,958.75	1,524.35
A	Paid up Equity Share Capital	1,333.80	1,333.80	1,333.80	1,333.80	1,333.80
B	Reserves excluding Revaluation Reserve as per balance sheet	—	—	—	9,012.47	6,259.72
C	Earnings Per Share (of ₹ 10/- each)					
	i] Basic (Amount in ₹)	7.82	7.66	3.27	29.87	11.40
	ii] Diluted (Amount in ₹)	7.82	7.66	3.27	29.87	11.40

TURNOVER (₹ in Lacs)

2017-18	2018-19	2019-20
8,178.21	8,793.81	16,464.54

PAT (₹ in Lacs)

2017-18	2018-19	2019-20
1,709.02	1,520.91	3,984.06

COMPREHENSIVE INCOME (₹ in Lacs)

2017-18	2018-19	2019-20
1,699.94	1,524.35	3,958.75

Notes: The above is an extract of the detailed format of Quarterly / Annual Financial Results filed with the Stock Exchange under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the Quarterly/Annual Financial Results are available on company's website at www.cupidlimited.com and on the website of the Stock Exchanges at www.bseindia.com and www.nseindia.com.

For CUPID LIMITED
Sd/-
Pradeep Kumar Jain
Independent Director

Place: Mumbai
Date: 30th June, 2020

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VODAFONE IDEA LIMITED

(Formerly Idea Cellular Limited)

Regd. Office: Suman Tower, Plot No. 18, Sector-11, Gandhinagar - 382 011, Gujarat
CIN: L32100GJ1996PLC030976 Tel: +91-79-66714000 Fax: +91-79-23232251
Email: shs@vodafoneidea.com Website: www.vodafoneidea.com

EXTRACT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31-MARCH-2020

(₹ Mn, except per share data)

Particulars	Quarter Ended	Year Ended	Quarter Ended	Year Ended
	31-March-20 Audited	31-March-20 Audited	31-March-19 Audited	31-March-19 Audited
Revenue from Operations	1,17,542	4,49,575	1,17,750	3,70,925
Loss before Tax and Exceptional items	(56,017)	(2,34,413)	(56,131)	(1,90,275)
Loss before Tax and after Exceptional items	(1,17,426)	(6,17,970)	(67,589)	(1,81,754)
Loss after Tax and Exceptional items	(1,16,435)	(7,38,781)	(48,819)	(1,46,039)
Total Comprehensive Income / (Loss)	(1,16,277)	(7,38,871)	(48,783)	(1,45,711)
Paid up Equity Share Capital (Face value ₹ 10 per share)	2,87,354	2,87,354	87,356	87,356
Reserves excluding Revaluation Reserve		(2,27,555)		5,08,992
Earnings Per Share for the period (₹)				
- Basic	(4.05)	(27.26)	(4.54)	(17.17)
- Diluted	(4.05)	(27.26)	(4.54)	(17.17)

Notes:

- The above audited consolidated financial results, as reviewed by the Audit Committee of the Board, were approved and taken on record by the Board of Directors at their meeting held on 30th June, 2020, as required under Regulation 33 of SEBI (LODR) Regulations, 2015, has been carried out by the Statutory Auditors.
- Key numbers of Standalone Financial Results :-

Particulars	Quarter Ended	Year Ended	Quarter Ended	Year Ended
	31-March-20 Audited	31-March-20 Audited	31-March-19 Audited	31-March-19 Audited
Revenue from Operations	1,16,719	4,47,150	1,17,149	3,68,595
Loss before Exceptional items and Tax	(55,731)	(2,35,625)	(56,426)	(1,89,282)
Loss before Tax for the period after Exceptional items	(1,19,488)	(6,22,867)	(68,128)	(1,76,915)
Loss after Tax	(1,19,488)	(7,31,315)	(49,265)	(1,40,553)

Note: The above is an extract of the detailed format of audited financial results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of audited financial results are available on the Stock Exchange websites, www.nseindia.com and www.bseindia.com and on the Company's website www.vodafoneidea.com.

For and on behalf of the Board of Directors of
VODAFONE IDEA LIMITED

Date : 30th June, 2020
Place : London

Ravinder Takkar
Managing Director & Chief Executive Officer