

Notes:

1. Net sales grew by 11.6% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 11.8% with a 11.6% growth in HPC and 11.3% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 66865 lakhs (DQ'09: Rs. 74249 lakhs) declined by 9.9%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) for the quarter at Rs. 58671 lakhs (DQ'09: Rs. 59915 lakhs) declined by 2.1%.
4. Other Operational Income includes income of Rs. 47 lakhs for DQ'10 (DQ'09: debit of Rs. 1520 lakhs) & credit of Rs. 1793 lakhs for Apr – Dec 10 (Apr- Dec 09 charge of Rs. 5614 lakhs) on account of foreign exchange Mark to Market (MTM) valuation of open forward contracts & monetary items (viz. foreign currency receivables & payables) respectively in line with AS -11.
5. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
6. Exceptional items in DQ'10 include profit on sale of properties Rs.4922 lakhs (DQ'09: Rs. 4952 lakhs), profit on sale of long term trade investments Rs. 1592 lakhs (DQ'09: Rs. Nil), restructuring costs of Rs. 85 lakhs (DQ'09: Rs. 724 lakhs) and profit on transfer of assets to a subsidiary Rs. Nil (DQ'09: Rs 220 lakhs)
7. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. 171 lakhs (DQ' 09: credit of Rs. 2334 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
8. Investor complaints status:
All 25 complaints received during DQ' 10 have been resolved.
No complaints were pending for resolution either at the beginning or at the end of quarter ended 31st December 2010.
9. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 25th January, 2011.

Limited Review : The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hul.co.in>

By Order of the Board

Place: Mumbai
Date: 25th January, 2011

Nitin Paranjpe
Managing Director & CEO

Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represents amount identifiable to each of the segments. Other unallocable expenditure net of unallocable income includes expenses on common services not directly identifiable to individual segments, corporate expenses, interest/dividend/ other financial income (net) and exceptional items.

Capital Employed figures are as at 31st December 2010, 31st December 2009 and 31st March 2010. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.