

## Notes:

1. Net sales grew by 13.5% during the quarter . Domestic Consumer Business (FMCG+ Water) grew by 13.8% with a 13.6 % growth in HPC and 15.4% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 59087 lakhs (MQ'10: Rs. 54519 lakhs) grew by 8.4%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 7 below) for the quarter at Rs. 51457 lakhs (MQ'10: Rs. 42224 lakhs) grew by 21.9%.
4. During financial year 2010-11, Net Sales grew by 10.7% and PAT-bei grew by 4.7%.
5. Other Operational Income includes a credit of Rs. 440 lakhs for MQ'11 (MQ'10: charge of Rs. 19 lakhs) and a credit of Rs.2233 lakhs for year ended 31<sup>st</sup> March' 11 (Year ended 31<sup>st</sup> March'10 : charge of Rs. 5633 lakhs) on account of mark to market valuation of open forward contracts and monetary items respectively (viz. foreign currency receivables & payables) in line with AS -11.
6. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
7. Exceptional items in MQ'11 include profit on sale of properties Rs. 4778 lakhs (MQ'10: Rs. 547 lakhs), profit on sale of long term trade investments Rs. Nil (MQ'10: Rs. 9110 lakhs), reduction in provision for retirement benefits of Rs. 3903 lakhs arising out of change in actuarial assumptions (MQ'10: Rs. 5336 lakhs net of impact on account of increase in gratuity limits), restructuring costs of Rs. 181 lakhs (MQ'10: Rs. 653 lakhs) and provision for expenses related to buyback of shares Rs.140 lakhs (MQ' 10 : Rs. Nil)
8. Extraordinary items in MQ'11 are Rs. Nil (MQ'10: Rs 5211 lakhs on account of writeback of provision against advances to and diminution in the value of Investments in Bon Ltd, an erstwhile subsidiary).
9. Taxation for the quarter includes adjustments of previous years amounting to a charge of Rs. 630 lakhs (MQ'10: credit of Rs. 241 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
10. As per the approval of the members dated 26<sup>th</sup> July, 2010, by way of Postal Ballot, the "Buy-back Scheme" was implemented by the Company by purchasing equity shares of the company from the open market using the nationwide electronic trading facilities of BSE and NSE.

The scheme commenced from 23<sup>rd</sup> August, 2010 and was announced as closed with effect from 28<sup>th</sup> March, 2011. During this period 22,883,204 equity shares of face value Re. 1/- each were bought back under the scheme for a consideration of Rs. 62529.68 lakhs (excluding brokerage and other charges applicable to the purchase) at an average price of Rs. 273.26.

### 11. Investor complaints status:

All 35 complaints received during MQ'11 have been resolved to the satisfaction of the investors.

No complaints were pending for resolution either at the beginning or at the end of March 2011 quarter.

12. The Board of Directors at their meeting held on Monday, 9<sup>th</sup> May, 2011 recommended a final dividend of Rs 3.50 per share of Re.1 each, for the financial year ended 31<sup>st</sup> March, 2011. Together with the interim dividend of Rs. 3.00 per share paid on 15<sup>th</sup> November, 2010, the total dividend for the financial year ended 31<sup>st</sup> March, 2011 works out to Rs. 6.50 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Monday, 1<sup>st</sup> August, 2011.
13. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
14. The text of the above statement was approved by the Board of Directors at their meeting held on 9<sup>th</sup> May, 2011.

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

By order of the Board

Place: Mumbai  
Date: 9<sup>th</sup> May, 2011

Nitin Paranjpe  
Managing Director & CEO

## **Notes on Segment Information**

1. Segment Revenue, Results and Capital Employed figures represent amounts 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 March 2011 and 31st March 2010 respectively. 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.