

Notes:

1. Net sales grew by 14.8% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 14.8% with a 15.4% growth in HPC and 14.9% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 69807 lakhs (JQ'10: Rs. 62744 lakhs) grew by 11.3%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 5 below) for the quarter at Rs. 57841 lakhs (JQ'10: Rs. 52120 lakhs) grew by 11%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
5. Exceptional items in JQ'11 include profit on sale of properties Rs. 5099 lakhs (JQ'10: Rs. 1849 lakhs), profit on sale of long term trade investments Rs. Nil (JQ'10: Rs. 441 lakhs), restructuring costs of Rs. 595 lakhs (JQ'10: Rs. 440 lakhs) and write back of provision pertaining to a brand disposed in an earlier year Rs 957 lakhs (JQ'10: Rs. Nil).

During the quarter, Hindustan Field Services Pvt. Ltd. ceased to be a subsidiary company consequent to dilution of the company's stake from 51% to 7.69%. The profit on dilution of such stake amounting to Rs 414 lakhs is included under Exceptional items.

6. In order to fully exploit the opportunity in exports market and to provide necessary focus, flexibility and speed to the business, the Board of Directors has approved a proposal for demerger of FMCG exports business including specific exports related manufacturing units of the Company into its wholly owned subsidiary Unilever India Exports Ltd. (UIEL) with effect from 1st April, 2011. Pending approval by the shareholders and by the Hon'ble Mumbai High Court, the financial results of the FMCG exports business continue to be reported as part of the company's results for the quarter.
7. Investor complaints status:
All 18 complaints received during JQ'11 have been resolved. No complaints were pending for resolution either at the beginning or at the end of June 2011 quarter.
8. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 28th July, 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 needs to be explained.

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

By order of the Board

Place: Mumbai
Date: 28th July, 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 income net of unallocable expenditure” 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 30th June 2011, 30th June 2010 and 31st March 2011 respectively. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. The Company has reviewed the segment reporting that existed as at 31st March, 2011 in light of changes to the management structure over the years, priorities for the future and the requirements of Accounting Standard 17 issued by the Institute of Chartered Accountants of India. Arising from the review, the Company has decided to combine Ice Creams and Processed Foods into the Packaged Foods segment. Consequently, the Foods business will be reported under two distinct business segments viz. Beverages and Packaged Foods. This change does not have a material impact on the company's segment reporting for the current period or earlier periods reported. Following this change, the company has restated the corresponding figures of segment information for all periods presented.
3. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.