

Notes:

1. Net sales grew by 18% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 18.5% with a 20.5% growth in HPC and 17% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs.76958 lakhs (SQ'10: Rs. 59152 lakhs) grew by 30.1%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 5 below) for the quarter at Rs. 65249 lakhs (SQ'10: Rs. 53365 lakhs) grew by 22.3%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
5. Exceptional items in SQ'11 include profit on sale of properties Rs. 4728 lakhs (SQ'10: Rs. 2556 lakhs), restructuring costs of Rs. 286 lakhs (SQ'10: Rs. 271 lakhs), provision for expenses related to buyback of shares Rs. Nil (SQ'10: Rs. 271 lakhs) and profit on sale of long term trade investments Rs. Nil (SQ'10: Rs. 2030 lakhs).
6. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. 344 lakhs (SQ' 10: Rs. Nil). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
7. 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 and Shareholders have 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 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.
8. Investor complaints status:
All 12 complaints received during SQ'11 have been resolved. No complaints were pending for resolution either at the beginning or at the end of September 2011 quarter.
9. The Board of Directors at their meeting held on 31st October, 2011 have resolved to pay Interim Dividend of Rs 3.50 per share of Re.1/- for the financial year. The dividend will be payable on or after 22nd November, 2011.
10. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
11. The text of the above statement was approved by the Board of Directors at their meeting held on 31st October, 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: 31st October, 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 September 2011, 30th September 2010 and 31st March 2011. 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.