

**Notes:**

1. Net sales grew by 7.8 % during the quarter. FMCG sales grew by 12.8% with a 11.9% growth in HPC and 17.3% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Interest and Exceptional Items) for the quarter at Rs. 67254 lakhs (JQ'08: Rs. 59746 lakhs) grew by 12.6%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) and Forex MTM (refer note 4 below) for the quarter at Rs. 55859 lakhs (JQ'08: Rs. 52350 lakhs) grew by 6.7%.
4. Other Operational Income includes charge of Rs. 3181 lakhs for JQ'09 (JQ'08: credit of Rs. 2479 lakhs) on account of foreign exchange Mark to Market (MTM) valuation of open forward contracts & monetary items (viz. foreign currency receivables & payables) 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 JQ'09 include profit on sale of properties Rs. 518 lakhs (JQ'08: Rs. 1449 lakhs) and restructuring costs of Rs. 242 lakhs (JQ'08: Rs. 1531 lakhs) & profit on sale of long term trade investment Rs. Nil (JQ 08: Rs. 1886 lakhs).
7. Extraordinary item – net of tax (Rs. 377 lakhs) for the quarter is on account of profit arising on disposal of a subsidiary, Shamnagar Estates Private Limited (Shamnagar Property).
8. The Finance (No. 2) Bill 2009, which was introduced in the Parliament on July 6, 2009 has proposed abolishment of Fringe Benefit Tax. Consequently, no Fringe Benefit Tax has been provided in the current quarter.
9. Investor complaints status  
All 20 complaints received during JQ' 09 have been resolved to the satisfaction of the investors.  
No complaints were pending for resolution either at the beginning or at the end of quarter ended 30<sup>th</sup> June 2009.
10. Consequent to change in accounting year from Calendar Year (January – December) to Financial Year (April – March), JQ 09 is the first quarter of the current year. To enable appropriate comparison, the figures of the corresponding quarter in the previous year are for June Quarter 2008.
11. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 28th July, 2009.

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

By order of the Board

Place: Mumbai  
Date: 28<sup>th</sup> July, 2009

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 30th June 2009, 30th June 2008 and 31st March 2009. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. Consequent to change in accounting year from Calendar Year (January – December) to Financial Year (April – March), JQ 09 is the first quarter of the current year. To enable appropriate comparison, the figures of the corresponding quarter in the previous year are for June Quarter 2008.
3. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.