

## Notes:

1. Net sales grew by 16.8% during the quarter. FMCG sales grew by 21.2% with a 20.8% growth in HPC and 23.5% growth in Foods businesses.
2. Operating Profit (Profit Before Interest, Taxation and Exceptional Items) for the quarter at Rs. 72345 lakhs (DQ'07: Rs. 62830 lakhs) grew by 15.1%.
3. Profit after tax from ordinary activities (excluding exceptional items – net of tax) for the quarter at Rs. 61226 lakhs (DQ'07: Rs. 54305 lakhs) grew by 12.7 % and for twelve months ended Dec 08 at Rs. 198774 lakhs (Dec 07: Rs. 174144 lakhs) grew by 14.1% .
4. Other Operational Income includes gain of Rs. 520 lakhs for DQ'08 (DQ'07: Rs. 1053 lakhs) & Rs. 6421 lakhs for Cum Dec 08 (Cum Dec 07 loss of Rs. 877 lakhs) on account of mark to market valuation of open forward contracts & monetary items (viz. foreign currency receivables & payables) in line with AS -11.
5. Interest expense/(income) - net consists of interest expense of Rs. 439 lakhs (DQ'07: Rs. 258 lakhs) and interest/dividend income of Rs. 3354 lakhs (DQ'07: Rs. 4469 lakhs).
6. Exceptional items in DQ'08 include profit on sale of properties Rs. 885 lakhs (DQ'07: Rs. 7582 lakhs), gain/charge on account of changes in actuarial assumptions in valuation of long term employee benefits - refer note 11 (DQ'07: gain of Rs. 6298 lakhs) and restructuring costs (including amount payable in an Industrial Dispute principally for a closed undertaking) of Rs. 4064 lakhs (DQ'07: Rs. 2392 lakhs).
7. Provision for taxation for the quarter includes Fringe Benefit Tax of Rs. 875 lakhs (DQ'07: Rs. 1000 lakhs) and write back of Rs. 5241 lakhs (DQ 07 Rs. 168 lakhs) representing taxation adjustments of previous years.
8. Extraordinary Item for the quarter pertains to a provision for diminution in the value of investment and write down of advances in a subsidiary company.
9. Investor complaints status

Complaints pending resolution as on 1 <sup>st</sup> October, 2008	: 00
Complaints received during DQ '08	: 33
Complaints resolved during DQ '08	: 33
Complaints pending for resolution as on 31st December, 2008	: 00
10. The Board of Directors has approved a change in the Accounting year of the Company to commence from 1<sup>st</sup> April of every year and to end on 31<sup>st</sup> March of the following year. Consequently, as a transitional arrangement, the next Annual Accounts and Report of the Company will be for a period of 15 months commencing 1<sup>st</sup> January 2008 and ending 31<sup>st</sup> March 2009.
11. In view of the above change of the Accounting Year, actuarial valuation of long term employee benefits in terms of the requirement of AS -15 would be done as at 31<sup>st</sup> March 09 and appropriately accounted for.
12. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
13. The text of the above statement was approved by the Board of Directors at their meeting held on 25th January, 2009.

**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: 25<sup>th</sup> January, 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 un-allocable expenditure net of un-allocable income includes expenses on common services not directly identifiable to individual segments, corporate expenses, interest/dividend income (net) and exceptional items.

Capital Employed figures are as at 31st December 2008 and 31st December 2007. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. Un-allocable Capital employed as on 31<sup>st</sup> Dec 08 is more as compared to previous year as provision for final dividend for year 2007 was included in the capital employed for year 2007. Also refer Note 10 on change in Accounting year.
3. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.