

**Notes:**

1. Net sales grew by 4.6% during the quarter. FMCG sales grew by 4.6% with a 3.7% growth in HPC and 8.8% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Interest and Exceptional Items) for the quarter at Rs. 74249 lakhs (DQ'08: Rs. 72345 lakhs) grew by 2.6%.
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. 60918 lakhs (DQ'08: Rs. 60883 lakhs) grew by 0.1 %.
4. Other Operational Income includes charge of Rs. 1520 lakhs for DQ'09 (DQ'08: credit of Rs. 520 lakhs) & charge of Rs. 5614 lakhs for Apr – Dec 09 (Apr- Dec 08: credit of Rs. 5161 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 DQ'09 include profit on sale of properties Rs.4952 lakhs (DQ'08: Rs. 885 lakhs), profit on transfer of assets to a subsidiary Rs. 220 lakhs (DQ'08: Rs. nil), restructuring costs (net) of Rs. 724 lakhs (DQ'08: Rs. 4064 lakhs) and provision for write down of advances in a subsidiary Rs. nil (DQ' 08: Rs. 670 lakhs)
7. Extraordinary item (net of tax) for the quarter include provision for diminution in value of investment in a subsidiary Rs. nil (DQ' 08: Rs.980 lakhs) and profit on disposal of a brand Rs. nil (DQ'08: Rs. 99 lakhs).
8. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. 2334 lakhs (DQ' 08: credit of Rs. 5241 lakhs ). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
9. Investor complaints status:  
All 19 complaints received during DQ' 09 have been resolved.  
No complaints were pending for resolution either at the beginning or at the end of quarter ended 31st December 2009.
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 26<sup>th</sup> January, 2010.

**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: 26th January, 2010

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 31<sup>st</sup> December 2009, 31<sup>st</sup> December 2008 and 31st March 2009. 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.