

Notes:

1. Net sales grew by 10.7% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 10.5% with a 8.9% growth in HPC and 13.2% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 59152 lakhs (SQ'09: Rs. 60572 lakhs) declined by 2.3%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) for the quarter at Rs. 53365 lakhs (SQ'09: Rs. 49972 lakhs) grew by 6.8 %.
4. Other Operating Income includes credit of Rs. 424 lakhs for SQ'10 (SQ'09: charge of Rs. 913 lakhs) & credit of Rs. 1746 lakhs for Apr – Sept 10 (Apr- Sep 09: charge of Rs. 4094 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 SQ'10 include profit on sale of properties Rs. 2556 lakhs (SQ'09: Rs. 3084 lakhs), provision for expenses related to buyback of shares Rs. 271 lakhs (SQ'09: Rs. Nil), profit on sale of long term trade investments Rs. 2030 lakhs (SQ'09: Rs. Nil) and restructuring costs of Rs. 271 lakhs (SQ'09: Rs. 16602 lakhs).
7. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. Nil (SQ' 09: credit of Rs. 1820 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
8. As per the approval of the members dated 26th July, 2010, by way of Postal Ballot, the “Buy-back Scheme” was implemented by the Company from the open market using the nationwide electronic trading facilities of BSE and NSE.

The scheme commenced from 23rd August, 2010. Till 30th September 2010, 200,000 shares were bought back under the scheme for consideration of Rs. 534 lakhs. The average price was Rs. 266.75 per share.

9. Investor complaints status:
All 25 complaints received during September Quarter 2010 have been resolved.
No complaints were pending for resolution either at the beginning or at the end of quarter ended 30th September 2010.
10. The Board of Directors at their meeting held on 25th October, 2010 have resolved to pay Interim Dividend of Rs.3.00 per share of Re.1/- for the financial year. The dividend will be payable on or after 15th November, 2010.
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 25th October, 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: 25th October, 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 30th September 2010, 30th September 2009 and 31st March 2010. 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.