

**Notes:**

1. Net sales grew by 16.4% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 16.5% with a 18.2% growth in HPC and 12.7% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs.91367 lakhs (DQ'10: Rs. 66865 lakhs) grew by 36.6%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 5 below) for the quarter at Rs.76217 lakhs (DQ'10: Rs. 58671 lakhs) grew by 29.9%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
5. Exceptional items in DQ'11 include restructuring costs of Rs. 1238 lakhs (DQ'10: Rs. 85 lakhs), profit on sale of properties Rs. Nil (DQ'10: Rs. 4922 lakhs), and profit on sale of long term trade investments Rs. Nil (DQ'10: Rs. 1592 lakhs).
6. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. Nil (DQ' 10: Rs. 171 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
7. The Scheme of Arrangement (the 'Scheme') for transfer of the FMCG Exports Business Division (the 'demerged business undertaking') of the Company into its wholly owned subsidiary Unilever India Exports Limited ('UIEL'), has been sanctioned by the Hon'ble High Court of Bombay with the appointed date of 1st April, 2011 during the current quarter vide an order dated 18th November, 2011, certified copy of which was received on 5th December, 2011. The Scheme became effective from 1st January, 2012 (the 'effective date') upon filing of the said order with the Registrar of Companies of Mumbai. In accordance with the Scheme, the above transfer of demerged business undertaking will be accounted by the company as of the effective date by recording the transfer of the relevant assets and liabilities of the demerged business undertaking at their book values and the corresponding consideration received in the form of investment in the shares issued by UIEL. Accordingly, the financial results of the FMCG Exports Business Division continue to be reported as part of the Company's results for the current quarter.

Given below are the results of the FMCG Exports Business Division transferred to UIEL as per the Scheme, for each of the periods presented:

Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Quarter ended 30th September	Particulars	Unaudited Results for the Nine months ended 31st December		Audited Results for the Accounting year ended 31st March
2011	2010	2011		2011	2010	2011
28403	24857	24568	Total Income	79488	70010	93928
24707	23009	21938	Total Expenses	71030	64546	86357
3696	1848	2630	Profit before Tax	8458	5464	7571
(860)	(393)	(603)	Tax Expense	(1948)	(1162)	(1592)
2836	1455	2027	Profit after Tax	6510	4302	5979

8. Investor complaints status:  
All 18 complaints received during DQ'11 have been resolved. No complaints were pending for resolution either at the beginning or at the end of December 2011 quarter.
9. The Board of Directors at their meeting held on 31<sup>st</sup> October, 2011 had declared an Interim Dividend of Rs 3.50 per share of Re.1/- each, for the current financial year . The dividend was paid on 22<sup>nd</sup> 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 6<sup>th</sup> February, 2012.

**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: 6<sup>th</sup> February, 2012

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 31st December 2011, 31st December 2010, 30th September 2011 and 31st March 2011. Unallocated corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

2. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.