

Notes:

- Domestic Consumer Business (FMCG + Water) grew by 20.5% with a 23.6% growth in HPC and 7.7% growth in Foods businesses. Net Sales grew by 15.7% during the quarter.
- Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 77632 lakhs (MQ'11: Rs. 58657 lakhs) grew by 32.3%.
- Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) for the quarter at Rs. 66359 lakhs (MQ'11: Rs. 51457 lakhs) grew by 29.0%.
- During financial year 2011-12, Domestic Consumer Business (FMCG + Water) grew by 17.5%, Net Sales grew by 12.1% and Profit after tax from ordinary activities before Exceptional Items grew by 20.2%.
- Other income includes interest income, dividend income and net gain on sale of other non trade current investments.
- Exceptional items in MQ'12 include profit on sale of properties Rs. 3473 lakhs (MQ'11: Rs. 4778 lakhs), loss on sale of a stake in a subsidiary Rs. 68 lakhs (MQ'11: Rs. Nil), provision for retirement benefits of Rs. 578 lakhs arising out of change in actuarial assumptions (MQ'11: Rs. 3903 lakhs reduction), restructuring costs of Rs. 73 lakhs (MQ'11: Rs. 181 lakhs), write back of provision against advance to a wholly owned subsidiary of Rs. 668 lakhs (MQ'11: Rs. Nil), loss on capital reduction of a wholly owned subsidiary of Rs. 613 lakhs (MQ'11: Rs. Nil) and provision for expenses related to buyback of shares Rs. Nil (MQ'11: Rs. 140 lakhs).
- Taxation for the quarter includes adjustments of previous years amounting to a credit of Rs. 421 lakhs (MQ'11: charge of Rs. 630 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
- In order to fully exploit the opportunity in exports market and to provide necessary focus, flexibility and speed to the business, the Board of Directors approved a 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') on 9th May, 2011 which subsequently was approved by the shareholders on 28th July, 2011. The Hon'ble High Court of Bombay sanctioned the Scheme with the appointed date of 1st April, 2011 vide an order dated 18th November, 2011, the certified copy of which was received by the company 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 has been accounted by the company by recording the transfer of the relevant assets and liabilities of the demerged business undertaking at their book values as of the appointed date and the corresponding consideration received aggregating to Rs 70.12 Crores in the form of investment in the shares issued by UIEL (465,000 shares of Rs 10/- each issued at a premium of Rs 1498/- per share) resulting in no gain or loss to the company. Accordingly, the financial results of the demerged business undertaking do not form part of the unaudited financial results of the company for the quarter ended 31st March, 2012 and of the audited results of the company for the year ended 31st March, 2012. However, the unaudited results of the company for the quarter ended 31st December, 2011 and 31st March, 2011 and the audited results of the company for the year ended 31st March, 2011 included the results of the said demerged business undertaking and hence, to that extent, previous quarter and year figures are not comparable with the current quarter and year figures. Given below are the results of the company excluding the results of the demerged business undertaking for each of the periods represented:

STANDALONE				STANDALONE	
Unaudited Results for the quarter ended 31st March		Unaudited results for the quarter ended 31st December		Audited results for the year ended	
2012	2011	2011	Particulars	2012	2011
<i>As reported</i>	<i>Comparable, adjusted for above</i>	<i>Comparable, adjusted for above</i>		<i>As reported</i>	<i>Comparable, adjusted for above</i>
576,590	472,920	567,208	Total Income	2,211,637	1,879,624
489,174	401,985	472,813	Total Expenses	1,864,734	1,593,493
87,416	70,935	94,395	Profit Before Tax	346,903	286,131
(18,755)	(15,697)	(21,851)	Tax Expense	(77,763)	(61,512)
68,661	55,238	72,544	Profit After Tax	269,140	224,619

*** No impact on consolidated accounts as the FMCG Exports business division is demerged into a wholly owned subsidiary

9. The Board of Directors at their meeting held on Tuesday, 1st May, 2012 recommended a final dividend of Rs. 4.00 per share of Re.1 each, for the financial year ended 31st March, 2012. Together with the interim dividend of Rs. 3.50 per share paid on 22nd November, 2011, the total dividend for the financial year ended 31st March, 2012 works out to Rs. 7.50 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Friday, 27th July, 2012.
10. The current period/year figures in this statement have been reported in the format recommended as per the SEBI circular dated 16 April 2012. The comparative figures have also been accordingly restated to conform with the current period presentation.
11. The figures of last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year excluding the results of the demerged business undertaking as mentioned in Note 8 above.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 1st May, 2012.

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

By order of the Board

Place: Mumbai
Date: 1st May, 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 March 2012, 31st December 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.