

**Notes:**

1. Total sales grew by 13.8% during the quarter. FMCG sales grew by 12.3% with a 10.0% growth in HPC business and 22.9% growth in Foods.
2. Operating profit (Profit before Interest and Tax) for the quarter grew by 13.7%; Profit Before Tax grew by 13.9%, while PAT grew by 13.6%. Net Profit declined by 11.3% due to the impact of profit on sale of Nihar brand in the base (March quarter 2006).
3. Exceptional items (net of tax) for March Quarter '07 comprise: Reduction in tax liability arising from the amalgamation of Modern Foods (India) Limited, an erstwhile subsidiary, with the Company (Rs. 45.8 crores); Profit arising from transfer of two factory units (Jamnagar and Shamnagar) and Janmam land of the Company to three separate subsidiaries (Rs. 17.5 crores) and other one off items aggregating to a net expenditure of Rs. 4.3 crores.
4. The Honourable High Court of Mumbai, approved the amalgamation of Modern Foods (India) Limited and its subsidiary with the Company, effective 1<sup>st</sup> October 2006. Accordingly the results of Modern Foods (India) Limited and its subsidiary for MQ '07 are included in the above results.
5. The results for the quarter are not comparable to those of MQ'06 to the extent of amalgamation of Modern Foods (India) Limited and its subsidiary with the Company.

Adjusting for the above, net sale for MQ'07 is Rs 3164.53 crores (MQ '06: Rs 2798.05 crores); Profit before interest and tax is Rs. 378.65 crores (MQ'06: Rs. 333.19 crores); PAT is Rs. 333.58 crores (MQ'06: Rs. 293.98 crores) and Net Profit is Rs 392.62 crores (MQ'06: Rs. 442.86 crores).

6. Provision for Taxation includes Fringe Benefit Tax of Rs 10 crores.
7. Investor complaints status

Complaints pending resolution as on 1 <sup>st</sup> January 2007	: 02
Complaints received during MQ '07	: 53
Complaints resolved during MQ '07	: 53
Being progressed for resolution as on 31 <sup>st</sup> March 2007	: 02
8. Previous period figures have been regrouped / restated wherever necessary to conform to this period's classification.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 30<sup>th</sup> April 2007.

For more details, visit our website at <http://www.hll.com>

By order of the Board

Place: Mumbai  
Date: 30<sup>th</sup> April, 2007

Managing Director & CEO

## **Notes on Segment Information**

1. Adjusting for the disposal of Nihar brand, Personal Products segment revenue growth in MQ '07 is 10.5%.
2. Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other un-allocable expenditure includes expenses incurred on common services not directly identifiable to the individual segments and corporate expenses. Un-allocable expenditure (net) is net of income from investment of surplus funds and dividends from subsidiary companies.

Capital Employed figures are as at 31<sup>st</sup> March 2007 and 31<sup>st</sup> March 2006. Unallocated corporate assets less corporate liabilities mainly relate to investments.