

**Notes:**

1. Total sales grew by 9.7% during the quarter. FMCG sales grew by 10.8 %; HPC business grew by 9.5% and the Foods business grew by 16.9%.
2. Operating profit (Profit before Interest and Tax) for the quarter increased by 7.8%. Profit before tax was higher by 10.2%, while PAT grew by 6.9%. Net profit declined by 21.6% due to exceptional income in SQ'06.
3. Exceptional items (net of tax) for September Quarter '07 comprise: profit from sale of assets following closure of a unit (Rs 5.72 crores); provision for expenses related to buyback of shares (Rs 6.00 crores); and restructuring costs (Rs 0.96 crores).
4. The results for the quarter are not comparable to those of SQ'06 to the extent of amalgamation of Modern Foods (India) Limited and its subsidiary with the Company.

Adjusting for the above, net sales for SQ'07 is Rs. 3,340.85 crores (SQ'06: Rs. 3,066.01 crores); Profit before interest and tax is Rs. 443.62 crores (SQ'06: Rs. 412.52 crores); PAT is Rs. 408.08 crores (SQ'06: Rs. 383.00 crores) and Net Profit is Rs. 406.84 crores (SQ'06: Rs. 520.74 crores).

Similarly, net sales for CumSept'07 is Rs 9,965.54 crores (CumSept'06: Rs 8,947.29 crores); Profit before interest and tax is Rs 1,327.90 crores (CumSept'06: Rs 1,166.26 crores); PAT is Rs 1,212.97 crores (CumSept'06: Rs 1,056.24 crores) and Net Profit is Rs 1,291.94 crores (CumSept'06: Rs 1,344.19 crores).

5. Provision for Taxation includes Fringe Benefit Tax of Rs. 10 crores.
6. Investor complaints status  
Complaints pending resolution as on 1<sup>st</sup> July 2007 : 02  
Complaints received during SQ' 07\* : 53  
Complaints resolved during SQ' 07 : 54  
Being progressed for resolution as on 30th September 2007 : 01  
\* Essentially relating to status of share transfer requests and non receipt of dividend warrants
7. Previous period figures have been regrouped wherever necessary to conform to current period's classification.
8. The Board of Directors at their meeting held on 31st October, 2007 have resolved to pay Platinum Jubilee Dividend of Rs.3.00 per share. The dividend will be payable on 22.11.2007.

Notice is hereby given pursuant to Section 154 of the Companies Act, 1956 that the Company has fixed 8th November, 2007 as the RECORD DATE for the purpose of ascertaining the members who would be entitled to receive the Platinum Jubilee Dividend."

9. The text of the above statement was approved by the Board of Directors at their meeting held on 31<sup>st</sup> October 2007.

**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.hll.com>

By order of the Board

Place: Mumbai  
Date: 31<sup>st</sup> October 2007

Managing Director & CEO

### **Notes on segmental information**

1. 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 income includes income from investment of surplus funds and dividends from subsidiary companies.

Capital Employed figures are as at 30th September 2007 and 30th September 2006. Unallocated corporate assets less corporate liabilities mainly relate to investments

2. Previous period figures have been regrouped wherever necessary to conform to current period's classification.