

Notes:

1. Operating Profit (Profit before Interest and Tax) for the quarter has improved by 16.6 %, Profit Before Tax by 11.9 % and Profit After Tax by 11.2 %.
2. Sales of domestic Home and Personal Care categories grew by 4.9 %, led by a 6.8% growth in Power Brands. While sales of Culinary Products continued to grow well, other Foods categories declined mainly due to bearish commodity prices particularly in Tea. Continuing Exports businesses grew by 2.5 % while overall exports declined due to the discontinuation of traded exports.
3. With a view to harmonise the reporting of excise duty relating to outsourced products in line with that of in-house manufactured products, excise duty relating to outsourced products has been reduced from Purchase of Goods and adjusted as appropriate, in Net Sales. Consequently, Purchase of Goods is net of excise duty amounting to Rs 40 crs (SQ'02), Rs 70 crs (SQ'01), Rs 133 crs (9M'02), Rs 242 crs (9M'01) and Rs 304 crs (Year 2001). After adjusting for the movement in opening and closing inventories of such outsourced products, Net Sales is lower by Rs 38 crs (SQ'02), Rs 84 crs (SQ'01), Rs 137 crs (9M'02), Rs 238 crs (9M'01) and Rs 304 crs (Year 2001).

This reclassification has no impact on the profits of any of the reported periods.

4. Operating (PBIT) margins improved by 390 basis points after a 23.6 % increase in Advertising and Promotions spends. This was achieved through higher HPC volume, an improved portfolio mix, savings arising from past restructuring programmes as well as the benefits of several new cost management initiatives.
5. Operational Other Income comprises income from services rendered, royalty income and other miscellaneous income. Financial Other Income represents treasury income from deployment of surplus funds as well as dividends from investments in subsidiaries and other companies.
6. Business restructuring cost incurred and charged to the results of the quarter amounts to Rs. 10 crores and for the first nine months to Rs 26.98 crores (Rs. 11.25 crores - SQ '01 and Rs 33.75 crores - first nine months of 2001). These costs for the full year are currently estimated at Rs 45 crores.
7. In line with shareholder approval, Mushroom Exports business has been transferred to a subsidiary company effective 1st July 2002. The excess of the book value over the consideration amounting to Rs 6.84 crores has been included as an exceptional charge for the quarter.
8. The results for the quarter and nine months are not comparable to those of the previous year to the extent of :

Integration of Lakme Lever Limited, an erstwhile subsidiary, with the company	w.e.f April 2001
Sale of Quest Flavours and Fragrances business	w.e.f. April 2001
Amalgamation of International Bestfoods Limited with the Company and the related one-time reduction in tax liability	w.e.f. July 2001
Amalgamation of Aviance Limited with the Company	w.e.f. July 2001
Estimated costs for discontinuance of Thermometer operations	provided in SQ 2001
Sale of the Nickel Catalyst and Adhesives businesses	w.e.f. Dec 2001
Sale of the Seeds business	w.e.f April 2002
Transfer of the Leather Exports business to a subsidiary company	w.e.f April 2002
Sale of Diversey Lever Group	w.e.f May 2002
Transfer of Mushroom Exports business to a subsidiary company	w.e.f July 2002

Adjusting for above, net sales for SQ '02 is Rs. 2367.46 crores (SQ '01: Rs. 2502.45 crores), Profit Before Interest and Tax for SQ '02 is Rs. 453.89 crores (SQ '01: Rs. 390.36 crores) and PAT is Rs 420.13 crores (SQ '01 : Rs 378.56 crores).

Similarly, net sales for 9M '02 is Rs. 7313.74 crores (9M '01: Rs. 7817.19 crores), Profit Before Interest and Tax for 9M'02 is Rs. 1299.45 crores (9M'01: Rs. 1063.03 crores) and PAT for 9M'02 is Rs. 1174.12 crores (9M'01: Rs. 1006.10 crores).

9. Pursuant to the increase in cost of annuities by Life Insurance Corporation of India (LIC), the incremental liability was provisionally estimated at Rs 125 Crores gross of tax, and Rs 79.06 crores net of tax. The Company is carrying out a comprehensive actuarial valuation which will be completed in the fourth quarter, in line with the consistent past practice. The incremental one-time liability will be an exceptional charge in December Quarter 2002.
10. The text of the above statement was taken on record at the Board Meeting held on 25th October, 2002.

By order of the Board

Place: Mumbai
Date: 25th October, 2002

M.S.BANGA
CHAIRMAN

Notes on Segment Information

1. Gross Margins continued to improve across segments leading to improved Segment Results. Continuing Exports businesses grew by 2.5 % while overall exports declined due to the discontinuation of traded exports. Exports Segment results include a provision of Rs 13.91 crs (net) relating to prior periods. Others Segment has been impacted by the disposal of the Quest, Nickel Catalyst, Adhesives, Seeds and Diversey Lever businesses between April 2001 and June 2002. Reporting of excise duty relating to outsourced products has been harmonised in line with that of in-house manufactured products. Accordingly, excise duty relating to outsourced products has been reduced from Purchase of Goods and adjusted as appropriate in Segment Revenue, for all reported periods. This reclassification has no impact on the Segment Results of any of the reported periods.
2. Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other unallocable expenditure covers expenses incurred on common services not directly identifiable to the individual segments and corporate expenses. Unallocable income largely includes income from investment of surplus funds and dividends from subsidiary companies..

Capital Employed figures are as at 30th September 2002, 30th September 2001 and 31st December 2001. Unallocated corporate assets mainly relate to investments.

3. Overall Capital Employed has increased essentially due to :
 - ◆ Capital Expenditure as part of the Long Term Manufacturing Strategy
 - ◆ Strategic upstocking to meet the demands of the festival/winter season and planned marketing activities