



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER, 2007

Rs. Crores

Unaudited Results for the Fourth Quarter ended 31st December			Unaudited Results for 9 Months ended 30th September	Audited Results for the Year Ended 31st December	
2007	2006		2007	2007	2006
3,687.40	3,156.10	1. Net Sales	10,030.35	13,717.75	12,103.39
2,706.64	2,286.84	i) Domestic FMCG - HPC	7,236.93	9,943.57	8,851.35
571.80	490.58	ii) Domestic FMCG - Foods (including Ice Cream)	1,640.07	2,211.87	1,840.83
3,278.44	2,777.42	Domestic FMCG - Total ( i+ii)	8,877.00	12,155.44	10,692.18
343.65	347.31	iii) Exports	998.61	1,342.26	1,278.88
65.31	31.37	iv) Others	154.74	220.05	110.62
3,687.40	3,156.10	a) Continuing Business ( i+ii+iii+iv)	10,030.35	13,717.75	12,081.68
-	-	b) Discontinued business	-	-	21.71
159.70	106.95	2. Other Income	302.98	462.68	354.52
115.01	77.29	a) Operational	109.80	224.81	191.46
44.69	29.66	b) Financial	193.18	237.87	163.06
(3,123.20)	(2,656.07)	3. Total Expenditure (d+e+f+g)	(8,708.85)	(11,832.05)	(10,455.33)
17.05	(11.57)	a) Increase/(decrease) in stock in trade	127.35	144.40	115.97
(1,359.57)	(1,206.15)	b) Consumption of raw/packing materials	(3,930.81)	(5,290.38)	(4,867.24)
(557.57)	(493.73)	c) Purchase of goods	(1,607.31)	(2,164.88)	(1,751.51)
(1,900.09)	(1,711.45)	d) Cost of Goods Sold (a+b+c)	(5,410.77)	(7,310.86)	(6,502.78)
(194.47)	(133.57)	e) Staff Cost	(573.34)	(767.81)	(642.81)
(375.90)	(284.02)	f) Advertising & Promotions	(1,047.00)	(1,422.90)	(1,272.88)
(652.74)	(527.03)	g) Other expenditure	(1,677.74)	(2,330.48)	(2,036.86)
(2.58)	(1.83)	4. Interest	(22.92)	(25.50)	(10.74)
721.32	605.15	5. Gross Profit [1+2-3-4]	1,601.56	2,322.88	1,991.84
(36.88)	(34.22)	6. Depreciation / Amortisation	(101.48)	(138.36)	(130.16)
642.33	543.10	7. Profit before interest and taxation [1+2(a)-3-6]	1,329.82	1,972.15	1,709.36
684.44	570.93	8. Profit before taxation [5-6]	1,500.08	2,184.52	1,861.68
(93.50)	(82.35)	9. Provision for taxation - current tax	(284.71)	(378.21)	(295.00)
(38.63)	(9.44)	10. Provision for taxation - deferred tax	(0.30)	(38.93)	(26.80)
1.68	4.29	11. Taxation Adjustments of Previous Periods (net)	-	1.68	(0.21)
553.99	483.43	12. Profit after taxation, before exceptional items [8-9-10-11]	1,215.07	1,769.06	1,539.67
77.45	27.75	13. Exceptional Items, net of taxes	78.96	156.41	315.70
631.44	511.18	14. Net Profit [12+13]	1,294.03	1,925.47	1,855.37
217.75	220.68	Paid up Equity Share Capital ( face value Re 1 per share)	220.77	217.75	220.68
		Reserves excluding Revaluation Reserve		1,220.82	2,502.14
2.90	2.32	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	5.86	8.73	8.41
11.60	9.27	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.82	8.73	8.41
		Aggregate of Non-Promoters Holdings			
1,042,613,895	1,071,926,637	- Number of Shares	1,072,849,667	1,042,613,895	1,071,926,637
47.88%	48.57%	- Percentage of Shareholding	48.60%	47.88%	48.57%