

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30TH SEPTEMBER, 2011**

(Rs. in lakhs)

Unaudited Results for the Quarter ended 30th September		Particulars	Unaudited Results for the Six Months ended 30th September		Audited Results for the Accounting year ended
2011	2010		2011	2010	31st March 2011
<b>552,216</b>	<b>468,087</b>	<b>1.a. Net Sales from Operations [sum of (i) to (iv)]</b>	<b>1,102,605</b>	<b>947,476</b>	<b>1,940,111</b>
415,124	344,567	i) Domestic FMCG - HPC	828,448	702,884	1,443,457
97,347	83,232	ii) Domestic FMCG - Foods	194,060	167,438	347,151
512,471	427,799	Domestic FMCG - Total (i+ii)	1,022,508	870,322	1,790,608
28,886	26,321	iii) Exports	59,336	52,619	109,313
10,859	13,967	iv) Others	20,761	24,535	40,190
8,832	8,380	1.b. Other Operating Income	16,379	16,612	33,409
561,048	476,467	1. Total Income [1.a. + 1.b.]	1,118,984	964,088	1,973,520
484,090	417,315	2. Expenditure [sum of (a) to (g)]	972,219	842,192	1,725,672
(5,263)	(10,344)	a) Decrease/(increase) in stock in trade and work in progress	13,763	763	(29,053)
229,054	179,951	b) Consumption of raw/packing materials	440,464	348,277	752,926
76,311	68,692	c) Purchase of traded goods	153,290	133,919	281,813
28,731	24,501	d) Employees Cost	57,354	49,562	96,126
5,710	5,537	e) Depreciation/Amortisation	11,330	10,887	22,083
65,137	64,648	f) Advertising & Promotions	128,432	139,769	276,423
84,410	84,330	g) Other expenditure	167,586	159,015	325,354
<b>76,958</b>	<b>59,152</b>	<b>3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)</b>	<b>146,765</b>	<b>121,896</b>	<b>247,848</b>
7,767	7,682	4. Other Income	12,827	11,895	25,194
84,725	66,834	5. Profit before Interest & Exceptional Items (3+4)	159,592	133,791	273,042
54	7	6. Interest expense	56	15	24
84,671	66,827	7. Profit after Interest but before Exceptional Items (5-6)	159,536	133,776	273,018
4,442	4,044	8. Exceptional Items - gain	10,317	5,894	20,683
<b>89,113</b>	<b>70,871</b>	<b>9. Profit from Ordinary Activities Before Tax (7+8)</b>	<b>169,853</b>	<b>139,670</b>	<b>293,701</b>
(20,221)	(14,259)	10. Tax expense	(38,245)	(29,737)	(63,104)
68,892	56,612	11. Net Profit from Ordinary Activities After Tax [9+10]	131,608	109,933	230,597
-	-	12. Extraordinary Items	-	-	-
<b>68,892</b>	<b>56,612</b>	<b>13. Net Profit for the period (11+12)</b>	<b>131,608</b>	<b>109,933</b>	<b>230,597</b>
<b>21,610</b>	<b>21,821</b>	<b>14. Paid up Equity Share Capital (face value Re 1 per share)</b>	<b>21,610</b>	<b>21,821</b>	<b>21,595</b>
		<b>15. Reserves excluding Revaluation Reserve</b>			<b>241,730</b>
		<b>16. Earnings Per Share (EPS) -</b>			
3.19	2.59	Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	6.09	5.04	10.58
3.19	2.59	Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	6.09	5.03	10.56
3.19	2.59	Basic Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	6.09	5.04	10.58
3.19	2.59	Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	6.09	5.03	10.56
		<b>17. Public Shareholding</b>			
1,026,110,257	1,047,270,342	- Number of Shares	1,026,110,257	1,047,270,342	1,024,622,508
47.48%	47.99%	- Percentage of Shareholding	47.48%	47.99%	47.45%
		<b>18. Promoters and Promoter Group Shareholding</b>			
		a) Pledged/Encumbered			
Nil	Nil	- Number of shares	Nil	Nil	Nil
NA	NA	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA
NA	NA	- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA
		b) Non-Encumbered			
1,134,849,460	1,134,849,460	- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%
52.52%	52.01%	- Percentage of shares (as a % of the total share capital of the company)	52.52%	52.01%	52.55%

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT**

(Rs. in lakhs)

Unaudited Results for the Quarter ended 30th September		Particulars	Unaudited Results for the Six Months ended 30th September		Audited Results for the Accounting year ended
2011	2010		2011	2010	31st March 2011
259,255	212,938	Segment Revenue (Sales and Income from Services)	514,759	439,384	879,156
161,263	136,485	- Soaps and Detergents	324,333	273,036	584,410
65,326	57,000	- Personal Products	126,182	110,784	234,397
33,184	27,440	- Beverages	70,392	59,015	117,715
29,093	26,470	- Packaged Foods	59,727	52,947	109,965
11,607	15,271	- Exports	22,267	26,530	43,803
		- Others (includes Chemicals, Water, etc)			
559,728	475,604	Total Segment Revenue	1,117,660	961,696	1,969,446
-	-	Less: Inter segment revenue	-	-	-
559,728	475,604	Net Segment Revenue	1,117,660	961,696	1,969,446
32,123	25,010	Segment Results (Profit before tax and interest from ordinary activities)	55,729	49,885	83,406
39,403	31,398	- Soaps and Detergents	80,729	65,277	149,481
8,773	8,757	- Personal Products	16,313	15,710	35,776
1,647	1,551	- Beverages	3,385	4,138	3,233
2,402	1,892	- Packaged Foods	4,770	4,161	9,155
(780)	(1,833)	- Exports	(1,036)	(4,494)	(7,495)
		- Others (includes Chemicals, Water, etc)			
83,568	66,775	Total Segment Results	159,890	134,677	273,556
(54)	(7)	Less: Interest Expense	(56)	(15)	(24)
5,599	4,103	Add/(Less): Other unallocable income net of unallocable expenditure	10,019	5,008	20,169
89,113	70,871	Total Profit Before Tax from ordinary activities	169,853	139,670	293,701
(37,574)	(56,712)	Capital Employed (Segment assets less Segment liabilities)	(37,574)	(56,712)	(37,623)
6,426	(17,077)	- Soaps and Detergents	6,426	(17,077)	14,502
12,480	3,504	- Personal Products	12,480	3,504	34,217
14,704	2,452	- Beverages	14,704	2,452	13,131
15,449	21,949	- Packaged Foods	15,449	21,949	19,561
(5,045)	(6,117)	- Exports	(5,045)	(6,117)	(2,863)
		- Others (includes Chemicals, Water, etc)			
6,440	(52,001)	Total Capital Employed in segments	6,440	(52,001)	40,925
391,240	420,841	Add: Unallocable corporate assets less corporate liabilities	391,240	420,841	222,467
397,680	368,840	Total Capital Employed in company	397,680	368,840	263,392

Registered Office : 165/166, Backbay Reclamation, Mumbai - 400 020

**HINDUSTAN UNILEVER LIMITED**  
**STATEMENT OF ASSETS AND LIABILITIES**

(Rs. in lakhs)

Particulars	STANDALONE	
	Unaudited as at 30th September, 2011	Unaudited as at 30th September, 2010
<b>SHAREHOLDERS' FUNDS</b>		
(a) Capital	21,610	21,821
(b) Reserves and Surplus	376,070	347,019
<b>LOAN FUNDS</b>	19,788	-
<b>TOTAL</b>	<b>417,468</b>	<b>368,840</b>
<b>FIXED ASSETS (including CWIP)</b>	242,896	244,654
<b>INVESTMENTS</b>	265,568	218,666
<b>DEFERRED TAX ASSET (NET)</b>	20,382	23,524
<b>CURRENT ASSETS, LOANS AND ADVANCES</b>		
(a) Inventories	251,082	238,451
(b) Sundry Debtors	75,878	62,825
(c) Cash and Bank Balances	156,448	211,562
(d) Other Current Assets	4,394	4,871
(e) Loans and Advances	81,503	67,418
<b>CURRENT LIABILITIES AND PROVISIONS</b>		
(a) Current Liabilities	(602,315)	(630,517)
(b) Provisions	(78,368)	(72,614)
<b>NET CURRENT ASSETS</b>	<b>(111,378)</b>	<b>(118,004)</b>
<b>TOTAL</b>	<b>417,468</b>	<b>368,840</b>