



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH, 2008

Rs. Crores

	Unaudited Results for the Quarter ended 31st March		Audited results for the Year ended 31st December 2007
	2008	2007	
1. Net Sales [sum of (i) to (iv)]	3,793.94	3,184.32	13,717.75
i) Domestic FMCG - HPC	2,711.72	2,251.69	9,943.57
ii) Domestic FMCG - Foods	611.24	531.18	2,211.87
Domestic FMCG - Total (i+ii)	3,322.96	2,782.87	12,155.44
iii) Exports	397.32	351.93	1,342.26
iv) Others	73.66	49.52	220.05
2. Other Operational Income	77.30	34.17	186.61
3. Total Income (1+2)	3,871.24	3,218.49	13,904.36
4. Expenditure [sum of (a) to (g)]	3,422.41	2,852.71	11,970.41
a) (Increase)/decrease in stock in trade	(235.08)	(75.81)	(144.40)
b) Consumption of raw/packing materials	1,691.85	1,294.87	5,290.38
c) Purchase of goods	619.74	548.57	2,164.88
d) Employees Cost	213.52	178.68	767.81
e) Depreciation/Amortisation	36.30	32.90	138.36
f) Advertising & Promotions	432.53	356.37	1,422.90
g) Other expenditure	663.55	517.13	2,330.48
4.1. Profit Before Interest, Taxation and Exceptional Items (3-4)	448.83	365.78	1,933.95
5. Interest expense/(income) - net	(20.08)	(35.94)	(212.37)
6. Exceptional Items - loss/(gain)	(2.52)	(2.84)	(161.39)
7. Profit Before Tax from ordinary activities [3 - (4+5+6)]	471.43	404.56	2,307.71
8. Tax expense	90.48	77.48	446.97
9. Net Profit After Tax from ordinary activities [7-8]	380.95	327.08	1,860.74
10. Extraordinary Items (net of tax) - gain/(loss)	-	65.81	64.73
11. Net Profit [9+10]	380.95	392.89	1,925.47
Paid up Equity Share Capital (face value Re 1 per share)	217.80	220.68	217.75
Reserves excluding Revaluation Reserve			1,220.82
Basic and Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	1.75	1.48	8.44
Basic and Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	1.75	1.78	8.73
Public Shareholding			
- Number of Shares	1,043,134,106	1,071,982,517	1,042,613,895
- Percentage of Shareholding	47.89%	48.58%	47.88%

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

Rs. Crores

	Unaudited Results for the quarter ended 31st March		Audited Results for the year ended 31st December 2007
	2008	2007	
Segment Revenue (Sales and Income from Services)			
- Soaps and Detergents	1,738.20	1,449.85	6,374.53
- Personal Products	1,018.88	825.23	3,671.83
- Beverages	430.97	372.14	1,532.78
- Processed Foods	151.98	131.62	537.73
- Ice Creams	36.98	32.41	160.64
- Exports	398.93	353.34	1,342.26
- Others (includes Chemicals, Water etc)	75.49	50.97	285.26
Total Segment Revenue	3,851.43	3,215.56	13,905.03
Less : Inter segment revenue	(1.54)	(1.38)	(6.82)
Net Segment Revenue	3,849.89	3,214.18	13,898.21
Segment Results (Profit Before Tax from ordinary activities)			
- Soaps and Detergents	232.51	173.07	996.70
- Personal Products	251.71	201.80	1,036.21
- Beverages	49.80	55.05	231.61
- Processed Foods	1.73	7.28	18.72
- Ice Creams	(2.90)	1.22	13.65
- Exports	17.69	13.21	47.35
- Others (includes Chemicals, Water etc)	(30.53)	(16.28)	(112.74)
Total Segment Results	520.01	435.35	2,231.50
Less : Interest Expense	(3.50)	(5.13)	(25.50)
Add/(Less) : Other unallocable expenditure net of unallocable income	(45.08)	(25.66)	101.71
Total Profit Before Tax from ordinary activities	471.43	404.56	2,307.71
Capital Employed (Segment assets less Segment liabilities)			
- Soaps and Detergents	314.18	159.80	126.24
- Personal Products	115.26	113.39	146.37
- Beverages	137.06	92.32	53.48
- Processed Foods	15.08	9.22	1.45
- Ice Creams	39.66	34.97	37.64
- Exports	365.61	299.00	307.65
- Others	(34.23)	(37.09)	(24.53)
Total Capital Employed in segments	952.62	671.61	648.30
Add : Unallocable corporate assets less corporate liabilities	875.92	2,265.36	790.93
Total Capital Employed in company	1,828.54	2,936.97	1,439.23