



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER, 2008

Rs. Lakhs

Unaudited Results for the Third Quarter ended 30th September		Unaudited Results for the Nine Months ended 30th September		Audited results for the Year ended 31st December 2007
2008	2007	2008	2007	
402,787	336,463	1,203,748	1,003,035	1,371,775
299,366	244,398	874,991	723,693	994,357
65,035	55,365	189,498	164,007	221,187
364,401	299,763	1,064,489	887,700	1,215,544
29,492	31,358	108,376	99,861	134,226
8,894	5,342	30,883	15,474	22,005
8,304	3,054	24,423	9,165	18,661
411,091	339,517	1,228,171	1,012,200	1,390,436
359,082	295,027	1,071,534	881,635	1,197,041
(26,343)	(9,977)	(49,463)	(12,735)	(14,440)
181,917	132,676	512,000	393,081	529,038
62,694	55,866	190,105	160,731	216,488
22,947	19,190	69,690	57,334	76,781
3,927	3,529	11,348	10,148	13,836
40,432	35,459	127,533	104,700	142,290
73,508	58,284	210,321	168,376	233,048
52,009	44,490	156,637	130,565	193,395
(4,089)	(6,651)	(13,303)	(17,026)	(21,237)
(10,873)	(430)	(12,929)	(4,852)	(16,139)
66,971	51,571	182,869	152,443	230,771
12,310	10,165	34,296	29,021	44,697
54,661	41,406	148,573	123,422	186,074
-	(600)	-	5,981	6,473
54,661	40,806	148,573	129,403	192,547
21,792	22,077	21,792	22,077	21,775
				122,082
2.51	1.88	6.82	5.59	8.44
2.51	1.85	6.82	5.86	8.73
1,044,307,542	1,072,849,667	1,044,307,542	1,072,849,667	1,042,613,895
47.92%	48.60%	47.92%	48.60%	47.88%

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

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

Rs. Lakhs

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for the Nine Months ended 30th September		Audited Results for the year ended 31st December 2007
2008	2007		2008	2007	
		Segment Revenue (Sales and Income from Services)			
198,625	157,605	- Soaps and Detergents	574,495	469,923	637,453
104,962	88,985	- Personal Products	313,650	261,554	367,183
44,217	39,171	- Beverages	129,454	112,857	153,278
17,389	12,928	- Processed Foods	47,586	39,474	53,773
4,661	3,720	- Ice Creams	15,559	13,194	16,064
29,610	31,461	- Exports	108,846	100,227	134,226
9,083	5,533	- Others (includes Chemicals, Water etc)	31,379	15,961	28,526
408,547	339,403	Total Segment Revenue	1,220,969	1,013,190	1,390,503
(165)	(185)	Less : Inter segment revenue	(407)	(463)	(682)
408,382	339,218	Net Segment Revenue	1,220,562	1,012,727	1,389,821
		Segment Results (Profit Before Tax from ordinary activities)			
26,845	25,694	- Soaps and Detergents	79,810	69,551	99,670
25,550	21,156	- Personal Products	80,451	66,974	103,621
6,255	5,506	- Beverages	17,382	16,904	23,161
261	173	- Processed Foods	812	573	1,872
212	45	- Ice Creams	1,292	1,189	1,365
3,168	624	- Exports	7,819	2,293	4,735
(2,887)	(2,348)	- Others (includes Chemicals, Water etc)	(8,479)	(6,081)	(11,274)
59,404	50,850	Total Segment Results	179,087	151,403	223,150
(650)	(675)	Less : Interest Expense	(1,876)	(2,292)	(2,550)
8,217	1,396	Add/(Less) : Other unallocable expenditure net of unallocable income	5,658	3,332	10,171
66,971	51,571	Total Profit Before Tax from ordinary activities	182,869	152,443	230,771
		Capital Employed (Segment assets less Segment liabilities)			
46,426	1,691	- Soaps and Detergents	46,426	1,691	12,624
19,840	19,593	- Personal Products	19,840	19,593	14,637
2,981	(3,501)	- Beverages	2,981	(3,501)	5,348
2,886	840	- Processed Foods	2,886	840	145
4,526	2,909	- Ice Creams	4,526	2,909	3,764
29,211	23,327	- Exports	29,211	23,327	30,765
(4,491)	(4,426)	- Others	(4,491)	(4,426)	(2,453)
101,379	40,433	Total Capital Employed in segments	101,379	40,433	64,830
104,566	181,253	Add : Unallocable corporate assets less corporate liabilities	104,566	181,253	79,093
205,945	221,686	Total Capital Employed in company	205,945	221,686	143,923