



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER 2009

Rs. Lakhs

Unaudited Results for the Quarter ended 30th September			Unaudited Results for the Six Months ended 30th September		Audited Results for the Fifteen Months & Accounting Year ended 31st March 2009
2009	2008		2009	2008	
422,811	402,787	1.a. Net Sales [sum of (i) to (iv)]	870,379	818,071	2,023,933
316,434	299,366	i) Domestic FMCG - HPC	657,016	603,819	1,504,257
73,554	65,035	ii) Domestic FMCG - Foods	147,838	128,374	329,299
389,988	364,401	Domestic FMCG - Total (i+ii)	804,854	732,193	1,833,556
22,634	29,492	iii) Exports	48,192	68,643	156,729
10,189	8,894	iv) Others	17,333	17,235	33,648
4,112	8,304	1.b. Other Operational Income	6,807	16,693	38,417
426,923	411,091	1. Total Income [1.a. + 1.b.]	877,186	834,764	2,062,350
366,351	359,082	2. Expenditure [sum of (a) to (g)]	749,360	723,009	1,777,861
409	(26,343)	a) (Increase)/decrease in stock in trade and work in progress	23,125	(25,955)	(42,157)
165,395	181,917	b) Consumption of raw/packing materials	322,344	342,815	841,441
49,311	62,694	c) Purchase of goods	101,629	121,847	284,507
23,579	22,947	d) Employees Cost	48,619	48,338	115,212
4,624	3,927	e) Depreciation/Amortisation	8,873	7,719	19,530
57,092	41,473	f) Advertising & Promotions	113,203	86,093	213,092
65,941	72,467	g) Other expenditure	131,567	142,152	346,236
60,572	52,009	3. Profit from Operations Before Interest and Exceptional Items (1-2)	127,826	111,755	284,489
4,728	4,739	4. Other Income	8,082	12,817	20,555
65,300	56,748	5. Profit before Interest & Exceptional Items (3+4)	135,908	124,572	305,044
148	650	6. Interest expense	665	1,522	2,532
65,152	56,098	7. Profit after Interest but before exceptional Items (5-6)	135,243	123,050	302,512
(13,518)	10,873	8. Exceptional Items - (loss)/gain	(13,242)	12,677	(1,630)
51,634	66,971	9. Profit Before Tax (7+8)	122,001	135,727	300,882
(8,781)	(12,310)	10. Tax expense	(25,206)	(25,248)	(50,356)
42,853	54,661	11. Net Profit After Tax from ordinary activities [9+10]	96,795	110,479	250,526
-	-	12. Extraordinary Items (net of tax) - gain/(loss)	377	-	(881)
42,853	54,661	13. Net Profit (11+12)	97,172	110,479	249,645
21,809	21,792	14. Paid up Equity Share Capital (face value Re 1 per share)	21,809	21,792	21,799
		15. Reserves excluding Revaluation Reserve			184,285
		16. Earnings Per Share (EPS) -			
1.96	2.51	Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	4.44	5.07	11.50
1.96	2.50	Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	4.43	5.06	11.48
1.96	2.51	Basic Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	4.46	5.07	11.46
1.96	2.50	Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	4.45	5.06	11.44
		17. Public Shareholding			
1,046,048,640	1,044,307,542	- Number of Shares	1,046,048,640	1,044,307,542	1,045,026,617
47.96%	47.92%	- Percentage of Shareholding	47.96%	47.92%	47.94%
		18. Promoters and Promoter Group Shareholding			
		a) Pledged/Encumbered			
		- Number of shares	Nil		Nil
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA		NA
		- Percentage of shares (as a % of the total share capital of the company)	NA		NA
		b) Non-Encumbered			
		- Number of shares	1,134,849,460		1,134,849,460
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%		100.00%
		- Percentage of shares (as a % of the total share capital of the company)	52.04%		52.06%

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

Unaudited Results for the Quarter ended 30th September			Unaudited Results for the Six Months ended 30th September		Audited Results for the Fifteen Months & Accounting Year ended 31st March 2009
2009	2008		2009	2008	Rs. Lakhs
		Segment Revenue (Sales and Income from Services)			
200,369	198,625	- Soaps and Detergents	421,522	400,674	988,463
119,018	104,962	- Personal Products	241,569	211,762	538,453
52,158	44,217	- Beverages	102,116	86,357	229,951
17,392	17,389	- Processed Foods	34,602	32,388	80,830
5,036	4,661	- Ice Creams	13,895	11,861	23,531
22,700	29,610	- Exports	48,447	68,953	157,608
10,705	9,083	- Others (includes Chemicals, Water etc)	18,646	17,548	35,855
427,378	408,547	Total Segment Revenue	880,797	829,543	2,054,691
-	(165)	Less : Inter segment revenue	(385)	(252)	(792)
427,378	408,382	Net Segment Revenue	880,412	829,291	2,053,899
		Segment Results (Profit Before Tax from ordinary activities)			
27,262	26,845	- Soaps and Detergents	65,409	56,559	148,173
31,337	25,550	- Personal Products	58,323	55,280	142,896
8,873	6,255	- Beverages	15,906	12,403	30,815
(93)	261	- Processed Foods	(221)	639	145
252	212	- Ice Creams	1,800	1,583	862
1,717	3,168	- Exports	3,771	6,050	10,820
(984)	(2,887)	- Others (includes Chemicals, Water etc)	(3,778)	(5,427)	(13,447)
68,364	59,404	Total Segment Results	141,210	127,087	320,264
(148)	(650)	Less : Interest Expense	(665)	(1,522)	(2,532)
(16,582)	8,217	Add/(Less) : Other unallocable expenditure net of unallocable income	(18,544)	10,162	(16,850)
51,634	66,971	Total Profit Before Tax from ordinary activities	122,001	135,727	300,882
		Capital Employed (Segment assets less Segment liabilities)			
(9,556)	46,426	- Soaps and Detergents	(9,556)	46,426	59,349
(15,300)	19,840	- Personal Products	(15,300)	19,840	2,294
(882)	2,981	- Beverages	(882)	2,981	32,661
(740)	2,886	- Processed Foods	(740)	2,886	4,403
3,746	4,526	- Ice Creams	3,746	4,526	4,610
20,283	29,211	- Exports	20,283	29,211	32,099
(13,003)	(4,491)	- Others	(13,003)	(4,491)	(5,063)
(15,452)	101,379	Total Capital Employed in segments	(15,452)	101,379	130,353
243,807	104,566	Add : Unallocable corporate assets less corporate liabilities	243,807	104,566	75,798
228,355	205,945	Total Capital Employed in company	228,355	205,945	206,151