



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER 2009

Rs. Lakhs

Unaudited Results for the Quarter ended 31st December			Unaudited Results for the Nine Months ended 31st December		Audited Results for the Fifteen Months & Accounting Year ended 31st March 2009
2009	2008		2009	2008	
450,426	430,771	1.a. Net Sales [sum of (i) to (iv)]	1,320,805	1,248,842	2,023,933
338,913	326,882	i) Domestic FMCG - HPC	995,929	930,701	1,504,257
76,847	70,604	ii) Domestic FMCG - Foods	224,685	198,978	329,299
415,760	397,486	Domestic FMCG - Total (i+ii)	1,220,614	1,129,679	1,833,556
26,358	26,497	iii) Exports	74,550	95,140	156,729
8,308	6,788	iv) Others	25,641	24,023	33,648
6,897	7,096	1.b. Other Operational Income	13,704	23,789	38,417
457,323	437,867	1. Total Income [1.a. + 1.b.]	1,334,509	1,272,631	2,062,350
383,074	365,522	2. Expenditure [sum of (a) to (g)]	1,132,434	1,088,531	1,777,861
(2,492)	11,675	a) (Increase)/decrease in stock in trade and work in progress	20,633	(14,280)	(42,157)
163,367	168,985	b) Consumption of raw/packing materials	485,711	511,800	841,441
60,233	51,345	c) Purchase of goods	161,862	173,192	284,507
21,201	22,086	d) Employees Cost	69,820	70,424	115,212
4,501	4,057	e) Depreciation/Amortisation	13,374	11,776	19,530
63,288	38,031	f) Advertising & Promotions	176,491	124,124	213,092
72,976	69,343	g) Other expenditure	204,543	211,495	346,236
74,249	72,345	3. Profit from Operations Before Interest and Exceptional Items (1-2)	202,075	184,100	284,489
3,888	3,354	4. Other Income	11,970	16,171	20,555
78,137	75,699	5. Profit before Interest & Exceptional Items (3+4)	214,045	200,271	305,044
19	439	6. Interest expense	684	1,961	2,532
78,118	75,260	7. Profit after Interest but before exceptional Items (5-6)	213,361	198,310	302,512
4,448	(3,849)	8. Exceptional Items - (loss)/gain	(8,794)	8,828	(1,630)
82,566	71,411	9. Profit Before Tax (7+8)	204,567	207,138	300,882
(17,655)	(8,956)	10. Tax expense	(42,861)	(34,204)	(50,356)
64,911	62,455	11. Net Profit After Tax from ordinary activities [9+10]	161,706	172,934	250,526
-	(881)	12. Extraordinary Items (net of tax) - gain/(loss)	377	(881)	(881)
64,911	61,574	13. Net Profit (11+12)	162,083	172,053	249,645
21,814	21,795	14. Paid up Equity Share Capital (face value Re 1 per share)	21,814	21,795	21,799
		15. Reserves excluding Revaluation Reserve			184,285
		16. Earnings Per Share (EPS) -			
2.98	2.87	Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.41	7.93	11.50
2.97	2.86	Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.40	7.92	11.48
2.98	2.83	Basic Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	7.43	7.89	11.46
2.97	2.82	Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	7.42	7.88	11.44
		17. Public Shareholding			
1,046,592,345	1,044,616,471	- Number of Shares	1,046,592,345	1,044,616,471	1,045,026,617
47.98%	47.93%	- Percentage of Shareholding	47.98%	47.93%	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)	52.02%		52.06%

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

Unaudited Results for the Quarter ended 31st December			Unaudited Results for the Nine Months ended 31st December		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)			
207,194	212,342	- Soaps and Detergents	628,716	613,016	988,463
137,700	119,234	- Personal Products	379,269	330,996	538,453
55,111	51,063	- Beverages	157,227	137,420	229,951
18,719	17,145	- Processed Foods	53,321	49,533	80,830
3,675	3,427	- Ice Creams	17,570	15,288	23,531
26,527	26,677	- Exports	74,974	95,630	157,608
9,583	7,387	- Others (includes Chemicals, Water etc)	28,229	24,935	35,855
458,509	437,275	Total Segment Revenue	1,339,306	1,266,818	2,054,691
-	(176)	Less : Inter segment revenue	(385)	(428)	(792)
458,509	437,099	Net Segment Revenue	1,338,921	1,266,390	2,053,899
		Segment Results (Profit Before Tax from ordinary activities)			
27,845	35,010	- Soaps and Detergents	93,254	91,569	148,173
43,992	39,141	- Personal Products	102,315	94,421	142,896
8,173	6,512	- Beverages	24,079	18,915	30,815
(125)	(390)	- Processed Foods	(346)	249	145
(374)	(284)	- Ice Creams	1,426	1,299	862
753	1,555	- Exports	4,524	7,605	10,820
(1,495)	(2,546)	- Others (includes Chemicals, Water etc)	(5,273)	(7,973)	(13,447)
78,769	78,998	Total Segment Results	219,979	206,085	320,264
(19)	(439)	Less : Interest Expense	(684)	(1,961)	(2,532)
3,816	(7,148)	Add/(Less) : Other unallocable expenditure net of unallocable income	(14,728)	3,014	(16,850)
82,566	71,411	Total Profit Before Tax from ordinary activities	204,567	207,138	300,882
		Capital Employed (Segment assets less Segment liabilities)			
(26,144)	48,897	- Soaps and Detergents	(26,144)	48,897	59,349
(9,110)	7,998	- Personal Products	(9,110)	7,998	2,294
4,403	12,092	- Beverages	4,403	12,092	32,661
(1,534)	3,703	- Processed Foods	(1,534)	3,703	4,403
4,578	5,094	- Ice Creams	4,578	5,094	4,610
16,206	28,931	- Exports	16,206	28,931	32,099
(9,916)	(8,148)	- Others	(9,916)	(8,148)	(5,063)
(21,517)	98,567	Total Capital Employed in segments	(21,517)	98,567	130,353
315,900	169,420	Add : Unallocable corporate assets less corporate liabilities	315,900	169,420	75,798
294,383	267,987	Total Capital Employed in company	294,383	267,987	206,151