



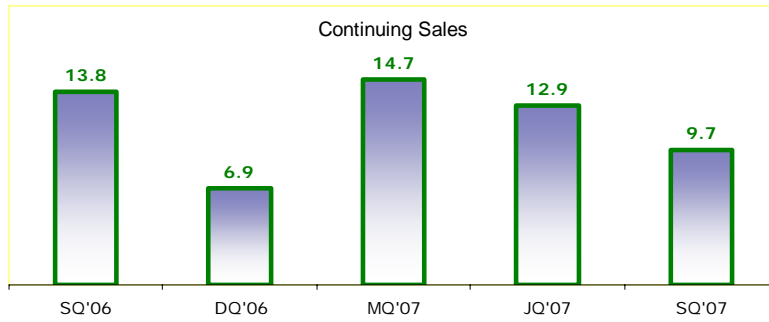
## Results Summary - SQ'07

- Net sales grows 9.7%
- FMCG business grows by 10.8%; HPC 9.5%, Foods 16.9%
- A&P spends up 4.2%
- PBIT grows 7.8%
- PAT (bei) grows by 6.9%
- Net Profit down 21.6% on account of exceptional Income in base

SQ'07 Results - 31<sup>st</sup> Oct'07

## Sales Performance

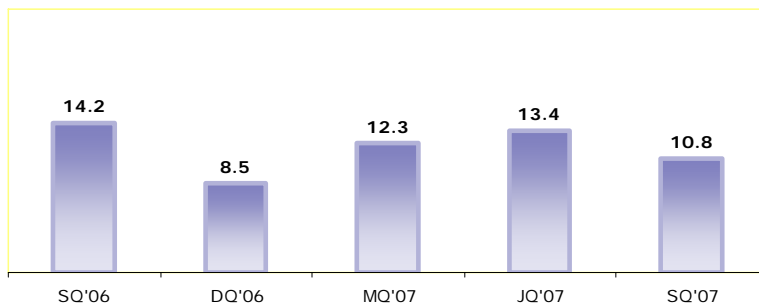
### Continuing Sales growth %



SQ'07 Results - 31<sup>st</sup> Oct'07

## FMCG Sales Growth

### FMCG Sales growth %



**Underlying volume growth for SQ'07 = 2.5 %**

SQ'07 Results - 31<sup>st</sup> Oct'07

## Sales summary

Rs Crores	SQ'07	SQ'06	Growth%
HPC	2444	2231	9.5
Foods	554	474	16.9
<b>FMCG</b>	<b>2998</b>	<b>2705</b>	<b>10.8</b>
Exports	314	327	(4.2)
Others	53	33	59.9
<b>Net Sales</b>	<b>3365</b>	<b>3066</b>	<b>9.7</b>

SQ'07 Results - 31<sup>st</sup> Oct'07

## Category Wise Sales growth

	<u>Growth %^^</u>
	<u>SQ'07</u>
<b>Soaps &amp; Detergents</b>	<b>12.9</b>
<b>Personal Products</b>	<b>4.0</b>
<b>Beverages</b>	<b>12.7</b>
<b>Processed Foods</b>	<b>33.4*</b>
<b>Ice Cream</b>	<b>12.9</b>
<b>FMCG</b>	<b>10.8*</b>

^ Excludes Other Segmental Income

\* Includes impact of Modern merger

SQ'07 Results - 31<sup>st</sup> Oct'07



- ### HPC Performance – Soaps and Detergents
- **Steady gain in Laundry Market Shares; 220 bps gain over SQ'06**
    - Strong growth across premium, popular & discount segments
  - **Share gains in Lux & Breeze in Personal Wash over SQ'06**
    - Category growth led by price
    - Lux Crystal Shine launched in Current quarter
- SQ'07 Results - 31<sup>st</sup> Oct'07*

## HPC Performance – Personal Products

- **Steady improvement in shares over last 2 quarters in Hair**
  - Category growth – price led across all brands
  - Dove Hair Care Range launched in JQ doing well
  - Share improvement post relaunch in Clinic All Clear
- **Market Shares at 55% are up 60 bps over SQ'06 in Skin**
  - FAL grows well post relaunch
  - Top End range of Pond's does well
- **Market Shares in Toothpaste down over last year but steady over last 2 Qtrs**
- **Personal Products growth impacted by a 7 week Lockout in Assam factory. The factory has since resumed operation**

SQ'07 Results - 31<sup>st</sup> Oct'07

## Foods Topline

Tea



Coffee



Culinary



Salt



Atta



Icecream



**Foods continues strong growth; 16.9% growth**

SQ'07 Results - 31<sup>st</sup> Oct'07

### Foods Performance

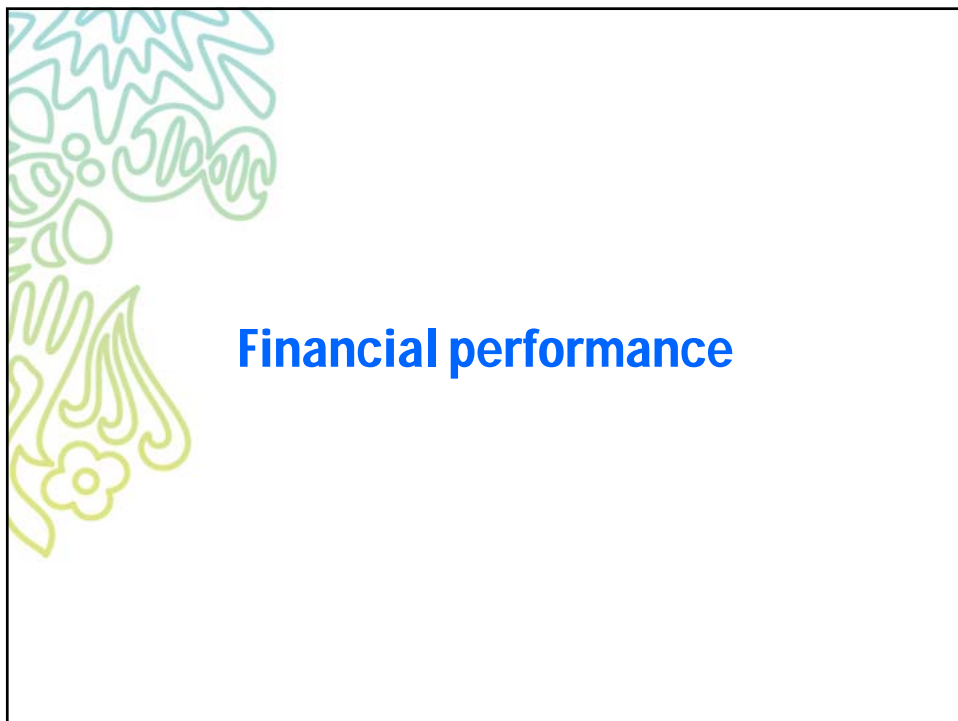
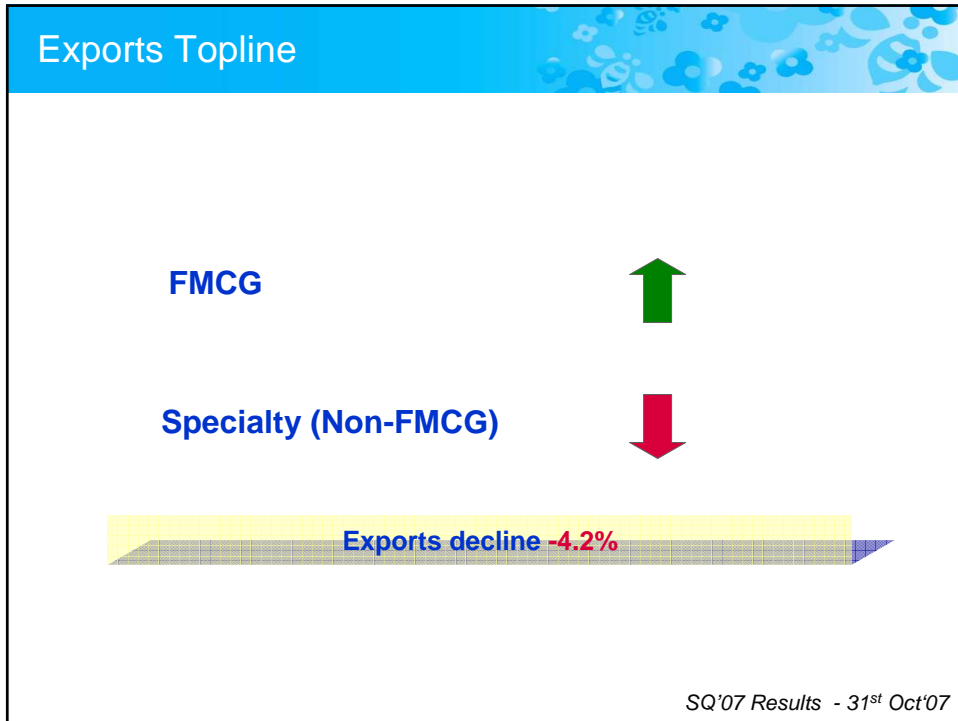
- **Tea shares steady over last 2 quarters**
  - All brands grow well
- **Coffee shares decline marginally over SQ'06**
  - Category led by Bru Instant continues to grow well
- **Culinary division continues to post strong growth**
  - Atta , Salt decline but improve profitability
  - Knorr Soups relaunched in current Quarter
- **Cup and Take home category leads Ice Cream growth**

*SQ'07 Results - 31<sup>st</sup> Oct'07*

### Market Share Performance

	SQ '06	JQ '07	SQ '07
Laundry	35.5	37.8	37.7
Personal Wash	54.1	54.0	53.2
Hair	48.9	47.5	47.7
Skin Care (12 month MAT)	54.4	55.1	55.0
Toothpaste	30.7	30.0	30.0
Tea	25.8	24.3	24.6
Instant Coffee	49.4	47.4	48.6

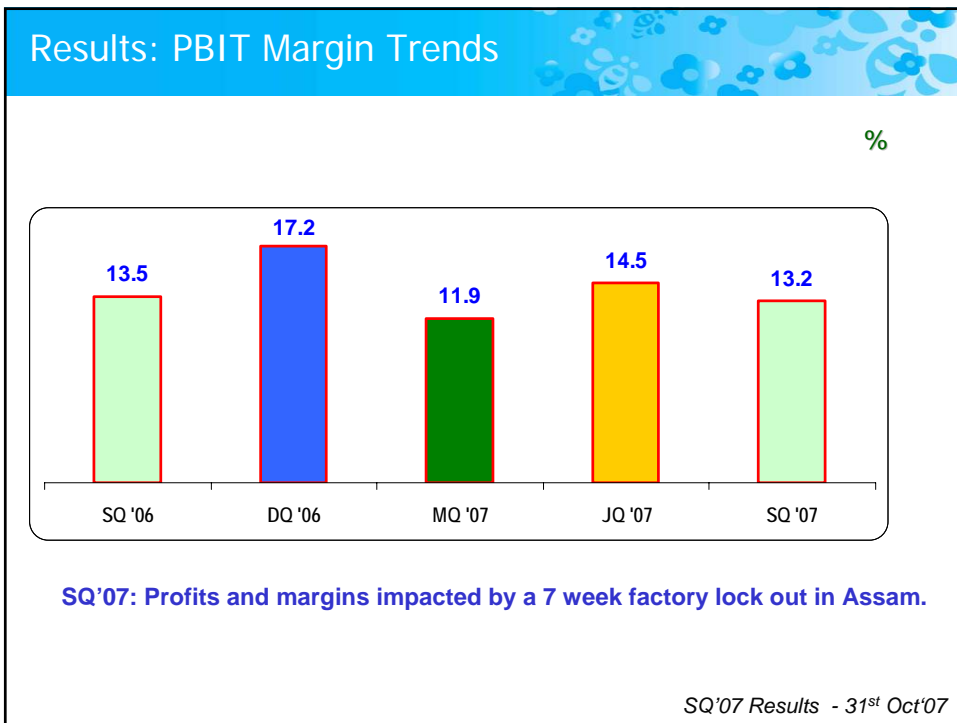
*Market shares - Source: A. C. Nielsen* *SQ'07 Results - 31<sup>st</sup> Oct'07*



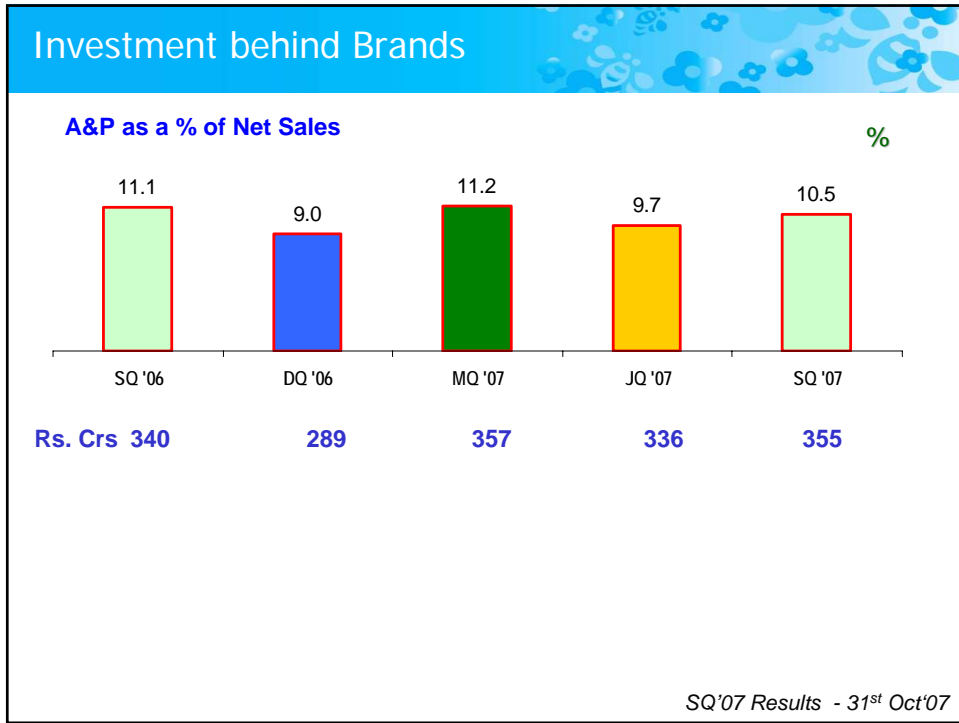
### Results

Rs Crores	SQ'07	SQ'06	Growth%
<b>EBITDA</b>	480	445	8.0
<b>PBIT</b>	445	413	7.8
<i>PBIT margin (percentage)</i>	13.2	13.5	
Financial Income (Net)	67	52	28.6
<b>PBT</b>	511	464	10.2
<b>PAT (bei)</b>	409	383	6.9
Exceptional Items	(1)	138	
<b>Net Profit</b>	408	521	(21.6)

*SQ'07 Results - 31<sup>st</sup> Oct'07*







### Key Innovations/Activations – SQ'07

**Deos and mail Toiletries**

**AXE Relaunch**

**Personal wash**

**Lux Crystal Shine**

**Skin Creams**

**FAL relaunch, Lakme Skin Balancing Toner and Strawberry Face Wash**

**Shampoos**

**Clinic All Clear Relaunch, Dove Sachet launch**

**Colour Cosmetics**

**Lakme 9-5 range, Elle 18 Range Extension**

**CPD**

**Knorr Soups Relaunch**

SQ'07 Results - 31<sup>st</sup> Oct'07

## Dividend


The Board of Directors declared a Platinum Jubilee dividend of Rs. 3.00 per share to commemorate the 75<sup>th</sup> year of the company.

*SQ'07 Results - 31<sup>st</sup> Oct'07*

**Thank you**


**For more information, please visit <http://www.hll.com>**

*SQ'07 Results - 31<sup>st</sup> Oct'07*



# HUL Results – SQ '07

31<sup>st</sup> Oct 2007



Hindustan Unilever Limited