

Press Release

Hindustan Unilever Limited – June Quarter 2008 Results

- Net sales grow by 21%; FMCG Sales grow by 19% ahead of aggregate market growth.
- Profit before Interest, Tax and Exceptional Items grows 21%; PAT grows by 13%.
- Interim dividend of Rs 3.50 per share.

Mumbai, July 25th 2008: Hindustan Unilever Limited (HUL) announced its results for June Quarter 2008. Net Sales grew by 21% driven by strong 19% growth in FMCG business.

HPC Business grew at 20% with strong growth in all categories. Laundry category continued its momentum with excellent performance across Surf, Rin and Wheel. Personal Wash growth was driven both by volume and price with Lux and Lifebuoy leading category growth. Shampoo category delivered strong volume led growth, with successful relaunch of Sunsilk and Dove continuing momentum. Skin category had robust growth across all brands and Ponds top end range was further extended during the quarter. Oral category grew well led by Close up. Some of the launches during this quarter were Lux Strawberry & Cream, Clinic plus multi sachet, Ponds Age Miracle – range extension, Axe Shock & Recover and Wheel Active Green.

Foods business grew by 14% with good underlying volume growth. In Beverages, both Tea and Coffee continued strong growth performance. Kissan and Knorr sustained high growth within Processed Foods; Knorr soups and mixes performed well. Kissan 'Amaze' is being test marketed in 3 Southern states. Icecream had a good quarter driven by growth in Takehome and Impulse segment and a new range, Paddle Pop was launched.

Water business is now national, with Pureit brand now extended to 364 towns across 20 states.

Focused action on cost management, improved portfolio mix and judicious pricing helped mitigate the impact of steep cost inflation. Investment behind brands and new categories continued during the quarter and grew by 30.5%. PBIT (bei) grew 20.7% and

PBIT margin for the quarter at 14.2% of Sales, was maintained at the same level as June quarter, 2007. Profit after Tax (PAT) from ordinary activities and Net Profit grew by 13.2% (the Net Profit for June quarter 2007 included higher exceptional income from sale of property). The Board declared an interim dividend of Rs 3.50 per share for extended 15months accounting year ending March 31, 2009.

Mr. Harish Manwani, Chairman commented: “ Building on the strong start to the year, we have sustained the growth momentum in this quarter. In the context of high cost inflation, the business is being managed dynamically using all available levers – cost management, enhanced mix and judicious pricing. We remain committed to sustaining long term competitiveness of our business and value creation for shareholders.”

About Hindustan Unilever Limited

Hindustan Unilever Limited (HUL) is India's largest Fast Moving Consumer Goods Company, touching the lives of two out of three Indians. HUL's mission is to “add vitality to life” through its presence in over 20 distinct categories in Home & Personal Care Products and Foods & Beverages. The company meets everyday needs for nutrition, hygiene, and personal care, with brands that help people feel good, look good and get more out of life.

Media Contacts:

Email: pressqueries.hul@unilever.com

Telephone: Prasad Pradhan – 022 3983 2429, R Ram - 022 39832413



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

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

Rs. Lakhs

Unaudited Results for the Second Quarter ended 30th June		Unaudited Results for the Six Months ended 30th June		Audited results for the Year ended 31st December 2007
2008	2007	2008	2007	
421,567	348,140	800,961	666,572	1,371,775
304,453	254,126	575,625	479,295	994,357
63,339	55,524	124,463	108,642	221,187
367,792	309,650	700,088	587,937	1,215,544
39,151	33,310	78,884	68,503	134,226
14,624	5,180	21,989	10,132	22,005
8,389	2,694	16,119	6,111	18,661
429,956	350,834	817,080	672,683	1,390,436
370,210	301,335	712,451	586,606	1,197,041
388	4,824	(23,120)	(2,758)	(14,440)
160,898	130,918	330,083	260,405	529,038
65,436	50,007	127,411	104,864	216,488
25,391	20,276	46,743	38,145	76,781
3,792	3,329	7,421	6,619	13,836
43,848	33,604	87,101	69,241	142,290
70,457	58,377	136,812	110,090	233,048
59,746	49,499	104,629	86,077	193,395
(7,206)	(6,781)	(9,214)	(10,375)	(21,237)
(1,804)	(4,138)	(2,056)	(4,422)	(16,139)
68,756	60,418	115,899	100,874	230,771
12,938	11,110	21,986	18,857	44,697
55,818	49,308	93,913	82,017	186,074
-	-	-	6,581	6,473
55,818	49,308	93,913	88,598	192,547
21,783	22,070	21,783	22,070	21,775
				122,082
2.56	2.23	4.31	3.72	8.44
2.56	2.23	4.31	4.01	8.73
1,043,491,536	1,072,127,669	1,043,491,536	1,072,127,669	1,042,613,895
47.90%	48.58%	47.90%	48.58%	47.88%

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

Rs. Lakhs

Unaudited Results for the Second Quarter ended 30th June			Unaudited Results for the Six Months ended 30th June		Audited Results for the year ended 31st December 2007
2008	2007		2008	2007	
		Segment Revenue (Sales and Income from Services)			
202,049	167,333	- Soaps and Detergents	375,870	312,318	637,453
106,800	90,046	- Personal Products	208,688	172,569	367,183
42,140	36,472	- Beverages	85,237	73,686	153,278
14,999	13,384	- Processed Foods	30,197	26,546	53,773
7,200	6,233	- Ice Creams	10,898	9,474	16,064
39,343	33,432	- Exports	79,236	68,766	134,226
14,748	5,331	- Others (includes Chemicals, Water etc)	22,296	10,428	28,526
427,279	352,231	Total Segment Revenue	812,422	673,787	1,390,503
(87)	(140)	Less : Inter segment revenue	(242)	(278)	(682)
427,192	352,091	Net Segment Revenue	812,180	673,509	1,389,821
		Segment Results (Profit Before Tax from ordinary activities)			
29,714	26,549	- Soaps and Detergents	52,965	43,857	99,670
29,730	25,638	- Personal Products	54,901	45,818	103,621
6,148	5,893	- Beverages	11,127	11,398	23,161
378	(328)	- Processed Foods	551	400	1,872
1,371	1,021	- Ice Creams	1,080	1,144	1,365
2,882	348	- Exports	4,651	1,669	4,735
(2,540)	(2,104)	- Others (includes Chemicals, Water etc)	(5,592)	(3,733)	(11,274)
67,683	57,017	Total Segment Results	119,683	100,553	223,150
(872)	(1,104)	Less : Interest Expense	(1,226)	(1,617)	(2,550)
1,945	4,505	Add/(Less) : Other unallocable expenditure net of unallocable income	(2,558)	1,938	10,171
68,756	60,418	Total Profit Before Tax from ordinary activities	115,899	100,874	230,771
		Capital Employed (Segment assets less Segment liabilities)			
20,090	5,145	- Soaps and Detergents	20,090	5,145	12,624
9,971	15,582	- Personal Products	9,971	15,582	14,637
7,775	1,817	- Beverages	7,775	1,817	5,348
3,356	612	- Processed Foods	3,356	612	145
4,177	2,223	- Ice Creams	4,177	2,223	3,764
35,283	24,840	- Exports	35,283	24,840	30,765
(2,689)	(3,791)	- Others	(2,689)	(3,791)	(2,453)
77,963	46,428	Total Capital Employed in segments	77,963	46,428	64,830
72,062	210,964	Add : Unallocable corporate assets less corporate liabilities	72,062	210,964	79,093
150,025	257,392	Total Capital Employed in company	150,025	257,392	143,923

Notes:

1. Net sales grew by 21.1% during the quarter. FMCG sales grew by 18.8% with a 19.8% growth in HPC and 14.1% growth in Foods businesses.
2. Operating Profit (Profit Before Interest, Taxation and Exceptional Items) for the quarter at Rs 59746 lakhs (JQ'07: Rs 49499 lakhs) grew by 20.7%; and Profit Before Tax and Exceptional items at Rs 66952 lakhs (JQ'07: Rs 56280 lakhs) grew by 19.0%. Net Profit for the quarter increased by 13.2% over the base period.
3. Interest expense/income - net (item 5 in the table above) consists of interest expense of Rs 872 lakhs (JQ'07: Rs 1104 lakhs) and interest/dividend income of Rs 8078 lakhs (JQ'07: Rs 7885 lakhs).
4. Exceptional items in JQ'08 includes restructuring costs of Rs 1531 lakhs (JQ'07: Rs 783 lakhs), profit on sale of properties Rs 1449 lakhs (JQ'07: Rs. 5021 lakhs), profit on sale of long term investments Rs.1886 lakhs (JQ'07 : Rs. Nil) and provision for diminution in value of investment in a subsidiary of Rs. Nil (JQ'07: Rs. 100 lakhs)
5. Investor complaints status

Complaints pending resolution as on 1 st April 2008	: 00
Complaints received during JQ '08	: 71
Complaints resolved during JQ '08	: 71
Complaints pending for resolution as on 30th June 2008	: 00
6. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
7. The Board of Directors at their meeting held on 25th July, 2008 have resolved to pay Interim Dividend of Rs. 3.50 per share of Re.1/- for the financial year. The dividend will be payable on or after 18th August, 2008.

Notice is hereby given, pursuant to Section 154 of the Companies Act, 1956 that the Company has fixed 5th August, 2008 as the RECORD DATE for the purpose of ascertaining the shareholders who would be entitled to receive the interim dividend for the financial year 1st January, 2008 to 31st March, 2009

8. The Board of Directors has approved a change in the Accounting year of the Company to commence from 1st April of every year and to end on 31st March of the following year. Consequently, as a transitional arrangement, the next Annual Accounts and Report of the Company will be for a period of 15 months commencing 1st January 2008 and ending 31st March 2009.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 25th July 2008.

Limited Review : The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hul.co.in>

By order of the Board

Place: Mumbai
Date: 25th July, 2008

Nitin Paranjpe
Managing Director & CEO

Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represents amount identifiable to each of the segments. Other unallocable expenditure net of unallocable income includes expenses on common services not directly identifiable to individual segments, corporate expenses, interest/dividend income (net) and exceptional items.

Capital Employed figures are as at 30th June 2008 and 30th June 2007. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.

<u>Consolidated Financial Results (Summary)</u>					
Unaudited Results for the Second Quarter ended 30th June			Unaudited Results for the Six Months ended 30th June		Audited Results for the year ended 31st December 2007
2008	2007		2008	2007	<i>(Rs Lakhs)</i>
428,155	353,338	Net Sales	811,870	676,213	1,391,340
55,758	49,541	Net Profit After Tax from ordinary activities (before Extraordinary Items)	94,340	82,016	186,844
55,640	49,458	Net Profit (after Extraordinary Items and Minority Interest)	94,122	87,435	191,489
2.56	2.24	Basic and Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	4.33	3.72	8.48
2.55	2.24	Basic and Diluted Earnings per Share of Re 1 (after Extraordinary Items and Minority Interest) - Rs.	4.32	3.96	8.69