

PRESS RELEASE

Hindustan Unilever Limited – March Quarter 2008 Results

- Net sales grow by 19.1%; FMCG Sales grow by 19.4%;
- Profit before Interest, Tax and Exceptional Items grows 22.7%; PAT grows by 16.5%.

Mumbai, April 28th 2008: Hindustan Unilever Limited (HUL) announced its results for March Quarter 2008. Net Sales grew by 19.1% on the back of a strong FMCG business growth of 19.4%.

HPC Business grew at 20.4% with strong growth across all categories. Laundry category continued its excellent performance with all brands, viz. Surf, Rin and Wheel, growing well. Personal Wash growth in the quarter was mainly driven by Lifebuoy. Shampoo category delivered very good growth; Dove continued its excellent performance gaining further market share. Skin category performed well with notable contribution by Fair and Lovely; Ponds top end range launched last year had another successful quarter. The Oral category too grew well. Sunsilk, Ponds Age Miracle, Lux Provocateur, Lifebuoy Active Fresh and Wheel Active Gold were some of the innovations in this quarter.

Foods business grew by 15.1% with good growth in the major categories. In Beverages, both Tea and Coffee registered another quarter of strong growth. Kissan and Knorr led the growth in Processed Foods. Kissan 'Amaze' was launched this quarter in Karnataka and Tamil Nadu. Appropriate marketing investments have been made behind this brand.

Water business has now been extended to 170 key towns across 19 states with continuing good consumer response.

Aggressive cost effectiveness measures mitigated the impact of escalating costs. The Company continued to invest behind its brands through appropriate levels of Advertising and Promotion spends. Profit before Interest, Tax and Exceptional Items increased by 22.7%, and PBIT margin for the quarter at 11.8% of Sales was 30 bps higher than in March quarter 2007. Profit after Tax (PAT) grew by 16.5%. The Net Profit for March

quarter 2007 included extraordinary gains arising from the merger/de-merger of businesses, and is hence not comparable.

Mr. Harish Manwani, Chairman commented: "We continue to sustain the growth momentum with a strong start to the year. Inflationary pressures are a cause for concern, but market growth continues to be strong and there is no evidence as yet of any significant impact on consumer spending in our FMCG categories. Our brand portfolio caters to consumers across income segments and, with our proven track record for delivering cost saving initiatives, we are confident to effectively manage the inflationary challenges in a competitive context."

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.

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Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH, 2008

Rs. Crores

	Unaudited Results for the Quarter ended 31st March		Audited results for the Year ended 31st December 2007
	2008	2007	
1. Net Sales [sum of (i) to (iv)]	3,793.94	3,184.32	13,717.75
i) Domestic FMCG - HPC	2,711.72	2,251.69	9,943.57
ii) Domestic FMCG - Foods	611.24	531.18	2,211.87
Domestic FMCG - Total (i+ii)	3,322.96	2,782.87	12,155.44
iii) Exports	397.32	351.93	1,342.26
iv) Others	73.66	49.52	220.05
2. Other Operational Income	77.30	34.17	186.61
3. Total Income (1+2)	3,871.24	3,218.49	13,904.36
4. Expenditure [sum of (a) to (g)]	3,422.41	2,852.71	11,970.41
a) (Increase)/decrease in stock in trade	(235.08)	(75.81)	(144.40)
b) Consumption of raw/packing materials	1,691.85	1,294.87	5,290.38
c) Purchase of goods	619.74	548.57	2,164.88
d) Employees Cost	213.52	178.68	767.81
e) Depreciation/Amortisation	36.30	32.90	138.36
f) Advertising & Promotions	432.53	356.37	1,422.90
g) Other expenditure	663.55	517.13	2,330.48
4.1. Profit Before Interest, Taxation and Exceptional Items (3-4)	448.83	365.78	1,933.95
5. Interest expense/(income) - net	(20.08)	(35.94)	(212.37)
6. Exceptional Items - loss/(gain)	(2.52)	(2.84)	(161.39)
7. Profit Before Tax from ordinary activities [3 - (4+5+6)]	471.43	404.56	2,307.71
8. Tax expense	90.48	77.48	446.97
9. Net Profit After Tax from ordinary activities [7-8]	380.95	327.08	1,860.74
10. Extraordinary Items (net of tax) - gain/(loss)	-	65.81	64.73
11. Net Profit [9+10]	380.95	392.89	1,925.47
Paid up Equity Share Capital (face value Re 1 per share)	217.80	220.68	217.75
Reserves excluding Revaluation Reserve			1,220.82
Basic and Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	1.75	1.48	8.44
Basic and Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	1.75	1.78	8.73
Public Shareholding			
- Number of Shares	1,043,134,106	1,071,982,517	1,042,613,895
- Percentage of Shareholding	47.89%	48.58%	47.88%

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

Rs. Crores

	Unaudited Results for the quarter ended 31st March		Audited Results for the year ended 31st December 2007
	2008	2007	
Segment Revenue (Sales and Income from Services)			
- Soaps and Detergents	1,738.20	1,449.85	6,374.53
- Personal Products	1,018.88	825.23	3,671.83
- Beverages	430.97	372.14	1,532.78
- Processed Foods	151.98	131.62	537.73
- Ice Creams	36.98	32.41	160.64
- Exports	398.93	353.34	1,342.26
- Others (includes Chemicals, Water etc)	75.49	50.97	285.26
Total Segment Revenue	3,851.43	3,215.56	13,905.03
Less : Inter segment revenue	(1.54)	(1.38)	(6.82)
Net Segment Revenue	3,849.89	3,214.18	13,898.21
Segment Results (Profit Before Tax from ordinary activities)			
- Soaps and Detergents	232.51	173.07	996.70
- Personal Products	251.71	201.80	1,036.21
- Beverages	49.80	55.05	231.61
- Processed Foods	1.73	7.28	18.72
- Ice Creams	(2.90)	1.22	13.65
- Exports	17.69	13.21	47.35
- Others (includes Chemicals, Water etc)	(30.53)	(16.28)	(112.74)
Total Segment Results	520.01	435.35	2,231.50
Less : Interest Expense	(3.50)	(5.13)	(25.50)
Add/(Less) : Other unallocable expenditure net of unallocable income	(45.08)	(25.66)	101.71
Total Profit Before Tax from ordinary activities	471.43	404.56	2,307.71
Capital Employed (Segment assets less Segment liabilities)			
- Soaps and Detergents	314.18	159.80	126.24
- Personal Products	115.26	113.39	146.37
- Beverages	137.06	92.32	53.48
- Processed Foods	15.08	9.22	1.45
- Ice Creams	39.66	34.97	37.64
- Exports	365.61	299.00	307.65
- Others	(34.23)	(37.09)	(24.53)
Total Capital Employed in segments	952.62	671.61	648.30
Add : Unallocable corporate assets less corporate liabilities	875.92	2,265.36	790.93
Total Capital Employed in company	1,828.54	2,936.97	1,439.23

Notes:

1. Net sales grew by 19.1% during the quarter. FMCG sales grew by 19.4% with a 20.4% growth in HPC and 15.1% growth in Foods businesses.
2. Operating Profit (Profit Before Interest, Taxation and Exceptional Items) for the quarter at Rs 448.83 crores (MQ'07: Rs 365.78 crores) grew by 22.7%; and Profit Before Tax and Exceptional items at Rs 468.91 crores (MQ'07: Rs 401.72 crores) grew by 16.7%. Net Profit declined by 3.0% due to the impact of extraordinary gains in MQ'07, the base period.
3. Interest expense/income - net (item 5 in the table above) consists of interest expense of Rs 3.50 crores (MQ'07: Rs 5.13 crores) and interest/dividend income of Rs 23.58 crores (MQ'07: Rs 41.07 crores).
4. Exceptional items in MQ'08 includes restructuring costs of Rs 3.92 crores (MQ'07: Rs 10.18 crores) and profit on sale of properties Rs 6.44 crores (MQ'07: Rs. 13.02 crores).
5. Investor complaints status

Complaints pending resolution as on 1 st January 2008	: 02
Complaints received during MQ '08	: 35
Complaints resolved during MQ '08	: 37
Complaints pending for resolution as on 31 st March 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 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.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 28th April 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.hll.com>

By order of the Board

Place: Mumbai
Date: 28th April, 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 31st March 2008 and 31st March 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.

Consolidated Financial Results (Summary)

(Rs crores)

	Unaudited Results for the Quarter ended 31st March		Audited Results for the year ended 31st December 2007
	2008	2007	
Net Sales	3,837.16	3,228.75	13,913.40
Net Profit After Tax from ordinary activities (before Extraordinary Items)	385.82	324.75	1,868.44
Net Profit (after Extraordinary Items)	384.82	379.77	1,914.89
Basic and Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	1.77	1.47	8.48
Basic and Diluted Earnings per Share of Re 1 (after Extraordinary Items) - Rs.	1.77	1.72	8.69