

Press Release

Hindustan Unilever Limited – September Quarter 2008 Results

- Net sales grow by 20%; FMCG Sales growth at 22%, continues to be ahead of aggregated market growth and is well balanced across segments. Underlying volume growth at 7%.
- Profit before Interest, Tax and Exceptional Items grows 17%; PAT after exceptional items grows by 32%.

Mumbai, October 24th 2008: Hindustan Unilever Limited (HUL) announced its results for September Quarter 2008. Net Sales grew by 20% and FMCG by 22% with underlying volume growth of 7%.

HPC Business grew 22.5%, driven by strong volume and price growth. All categories grew well. Laundry category continued robust growth across all three brands - Surf, Rin and Wheel. Growth in Personal Wash was mostly price led with Lux and Lifebuoy leading category growth. Shampoo category maintained excellent growth performance, with newly introduced Dove improving market share. Skin category grew well with all brands growing and the new masstige Ponds range continuing to gain momentum. Oral category growth was led by Close up. Some of the innovation during this quarter were Lux almond and cream, Rin matic, Clinic All Clear –soft & shiny, Axe – dark temptations and Close Up was relaunched.

Foods business grew by 17.5% with a strong performance across Beverages, Processed foods and ice cream. In Beverages, both Tea and Coffee continued to deliver high growth; Processed foods growth was driven by strong volumes in Knorr and Kissan. Knorr soups and mixes expanded variants. Icecream delivered a well balanced growth between volume and price.

Pureit is national and has further expanded its footprint, with current coverage of over 600 towns. The water business continues to meet all action standards.

Input cost inflation, especially crude based, peaked during the quarter. Aggressive cost savings program and pricing actions helped fully offset the impact. Investment behind

brands and new categories were sustained during the quarter, growing 14%. PBIT (bei) grew 16.9% and PBIT margin for the quarter at 12.9% of Sales, was 30 bps below September quarter2007, entirely from Soaps and Detergents, which suffered the maximum cost escalation. Profit after Tax (PAT) from ordinary activities grew by 32% and Net Profit grew by 34%, due to exceptional income from profit on sale of properties.

Mr. Harish Manwani, Chairman commented: "Consumer spending remains robust in FMCG and we continue to improve our turnover ahead of aggregated market growth. We have sustained volume growth in a high inflationary environment and offset the cost impact through aggressive cost management and judicious pricing. Softening of commodity prices, if sustained, will augur well both for consumers and the business. With strong leadership positions, market development will continue to be a major source of growth. We remain focussed on sustaining competitive growth in our core categories and selectively building new categories."

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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Notes:

1. Net sales grew by 19.7% during the quarter. FMCG sales grew by 21.6% with a 22.5% growth in HPC and 17.5% growth in Foods businesses.
2. Operating Profit (Profit Before Interest, Taxation and Exceptional Items) for the quarter at Rs 52009 lakhs (SQ'07: Rs 44490 lakhs) grew by 16.9%. Net Profit for the quarter increased by 34%.
3. Interest expense/income - net (item 5 in the table above) consists of interest expense of Rs 650 lakhs (SQ'07: Rs 675 lakhs) and interest/dividend income of Rs 4739 lakhs (SQ'07: Rs 7326 lakhs).
4. Exceptional items in SQ'08 include restructuring costs of Rs 2243 lakhs (SQ'07: Rs Nil) and profit on sale of properties Rs 13116 lakhs (SQ'07: net gain Rs. 430 lakhs).
5. Other Operational Income includes gains of Rs. 2162 lakhs for SQ'08 & Rs.5901 lakhs for Cum Sept 08 (SQ'07 loss of Rs.84 lakhs & Cum Sept 07 loss of Rs.1930 lakhs) on account of mark to market valuation of open forward contracts & monetary items (viz. foreign currency receivables & payables) in line with AS -11.
6. Investor complaints status

Complaints pending resolution as on 1 st July, 2008	: 00
Complaints received during SQ '08	: 27
Complaints resolved during SQ '08	: 27
Complaints pending for resolution as on 30 th September, 2008	: 00
7. Provision for taxation for the quarter includes Fringe Benefit Tax of Rs. 875 lakhs.
8. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
9. 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.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 24th October, 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: 24th October, 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 September 2008 and 30th September 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.



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

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

Rs. Lakhs

Unaudited Results for the Third Quarter ended 30th September		Unaudited Results for the Nine Months ended 30th September		Audited results for the Year ended 31st December 2007
2008	2007	2008	2007	
402,787	336,463	1,203,748	1,003,035	1,371,775
299,366	244,398	874,991	723,693	994,357
65,035	55,365	189,498	164,007	221,187
364,401	299,763	1,064,489	887,700	1,215,544
29,492	31,358	108,376	99,861	134,226
8,894	5,342	30,883	15,474	22,005
8,304	3,054	24,423	9,165	18,661
411,091	339,517	1,228,171	1,012,200	1,390,436
359,082	295,027	1,071,534	881,635	1,197,041
(26,343)	(9,977)	(49,463)	(12,735)	(14,440)
181,917	132,676	512,000	393,081	529,038
62,694	55,866	190,105	160,731	216,488
22,947	19,190	69,690	57,334	76,781
3,927	3,529	11,348	10,148	13,836
40,432	35,459	127,533	104,700	142,290
73,508	58,284	210,321	168,376	233,048
52,009	44,490	156,637	130,565	193,395
(4,089)	(6,651)	(13,303)	(17,026)	(21,237)
(10,873)	(430)	(12,929)	(4,852)	(16,139)
66,971	51,571	182,869	152,443	230,771
12,310	10,165	34,296	29,021	44,697
54,661	41,406	148,573	123,422	186,074
-	(600)	-	5,981	6,473
54,661	40,806	148,573	129,403	192,547
21,792	22,077	21,792	22,077	21,775
				122,082
2.51	1.88	6.82	5.59	8.44
2.51	1.85	6.82	5.86	8.73
1,044,307,542	1,072,849,667	1,044,307,542	1,072,849,667	1,042,613,895
47.92%	48.60%	47.92%	48.60%	47.88%

Registered Office : 165/166 , Backbay Reclamation, Mumbai - 400 020

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

Rs. Lakhs

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for the Nine Months ended 30th September		Audited Results for the year ended
2008	2007		2008	2007	31st December 2007
		Segment Revenue (Sales and Income from Services)			
198,625	157,605	- Soaps and Detergents	574,495	469,923	637,453
104,962	88,985	- Personal Products	313,650	261,554	367,183
44,217	39,171	- Beverages	129,454	112,857	153,278
17,389	12,928	- Processed Foods	47,586	39,474	53,773
4,661	3,720	- Ice Creams	15,559	13,194	16,064
29,610	31,461	- Exports	108,846	100,227	134,226
9,083	5,533	- Others (includes Chemicals, Water etc)	31,379	15,961	28,526
408,547	339,403	Total Segment Revenue	1,220,969	1,013,190	1,390,503
(165)	(185)	Less : Inter segment revenue	(407)	(463)	(682)
408,382	339,218	Net Segment Revenue	1,220,562	1,012,727	1,389,821
		Segment Results (Profit Before Tax from ordinary activities)			
26,845	25,694	- Soaps and Detergents	79,810	69,551	99,670
25,550	21,156	- Personal Products	80,451	66,974	103,621
6,255	5,506	- Beverages	17,382	16,904	23,161
261	173	- Processed Foods	812	573	1,872
212	45	- Ice Creams	1,292	1,189	1,365
3,168	624	- Exports	7,819	2,293	4,735
(2,887)	(2,348)	- Others (includes Chemicals, Water etc)	(8,479)	(6,081)	(11,274)
59,404	50,850	Total Segment Results	179,087	151,403	223,150
(650)	(675)	Less : Interest Expense	(1,876)	(2,292)	(2,550)
8,217	1,396	Add/(Less) : Other unallocable expenditure net of unallocable income	5,658	3,332	10,171
66,971	51,571	Total Profit Before Tax from ordinary activities	182,869	152,443	230,771
		Capital Employed (Segment assets less Segment liabilities)			
46,426	1,691	- Soaps and Detergents	46,426	1,691	12,624
19,840	19,593	- Personal Products	19,840	19,593	14,637
2,981	(3,501)	- Beverages	2,981	(3,501)	5,348
2,886	840	- Processed Foods	2,886	840	145
4,526	2,909	- Ice Creams	4,526	2,909	3,764
29,211	23,327	- Exports	29,211	23,327	30,765
(4,491)	(4,426)	- Others	(4,491)	(4,426)	(2,453)
101,379	40,433	Total Capital Employed in segments	101,379	40,433	64,830
104,566	181,253	Add : Unallocable corporate assets less corporate liabilities	104,566	181,253	79,093
205,945	221,686	Total Capital Employed in company	205,945	221,686	143,923