



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2007

Rs. Crores

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 2006
2007	2006		2007	2006	
3,481.40	3,083.23	1. Net Sales	6,665.72	5,881.28	12,103.39
2,541.26	2,286.37	i) Domestic FMCG - HPC	4,792.95	4,333.07	8,851.35
555.24	444.33	ii) Domestic FMCG - Foods (including Ice Cream)	1,086.42	876.46	1,840.83
3,096.50	2,730.70	Domestic FMCG - Total ( i+ii)	5,879.37	5,209.53	10,692.18
333.10	328.67	iii) Exports	685.03	604.20	1,278.88
51.80	23.86	iv) Others	101.32	45.84	110.62
3,481.40	3,083.23	a) Continuing Business ( i+ii+iii+iv)	6,665.72	5,859.57	12,081.68
-	-	b) Discontinued business	-	21.71	21.71
106.32	81.40	2. Other Income	197.12	150.76	354.52
27.47	36.00	a) Operational	77.20	72.50	191.46
78.85	45.40	b) Financial	119.92	78.26	163.06
(2,969.45)	(2,668.64)	3. Total Expenditure (d+e+f+g)	(5,791.80)	(5,136.14)	(10,455.33)
(48.24)	(1.01)	a) Increase/(decrease) in stock in trade	27.58	52.24	115.97
(1,309.18)	(1,224.53)	b) Consumption of raw/packing materials	(2,604.05)	(2,426.15)	(4,867.24)
(500.07)	(418.30)	c) Purchase of goods	(1,048.64)	(794.82)	(1,751.51)
(1,857.49)	(1,643.84)	d) Cost of Goods Sold (a+b+c)	(3,625.11)	(3,168.73)	(6,502.78)
(202.76)	(175.55)	e) Staff Cost	(381.45)	(331.90)	(642.81)
(336.04)	(345.27)	f) Advertising & Promotions	(692.41)	(648.61)	(1,272.88)
(573.16)	(503.98)	g) Other expenditure	(1,092.83)	(986.90)	(2,036.86)
(11.04)	(3.43)	4. Interest	(16.17)	(5.48)	(10.74)
607.23	492.56	5. Gross Profit [1+2-3-4]	1,054.87	890.42	1,991.84
(33.29)	(30.05)	6. Depreciation / Amortisation	(66.19)	(63.91)	(130.16)
506.13	420.54	7. Profit before interest and taxation [1+2(a)-3-6]	884.93	753.73	1,709.36
573.94	462.51	8. Profit before taxation [5-6]	988.68	826.51	1,861.68
(105.93)	(75.65)	9. Provision for taxation - current tax	(182.11)	(137.53)	(295.00)
3.90	(7.60)	10. Provision for taxation - deferred tax	(0.79)	(11.24)	(26.80)
-	-	11. Taxation Adjustments of Previous Periods (net)	-	(4.50)	(0.21)
471.91	379.26	12. Profit after taxation, before exceptional items [8-9-10-11]	805.78	673.24	1,539.67
21.17	1.33	13. Exceptional Items, net of taxes	80.20	150.21	315.70
493.08	380.59	14. Net Profit [12+13]	885.98	823.45	1,855.37
220.70	220.57	Paid up Equity Share Capital ( face value Re 1 per share)	220.70	220.57	220.68
2.23	1.73	Reserves excluding Revaluation Reserve			2,502.14
8.94	6.90	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	4.01	3.73	8.41
		Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.03	7.47	8.41
1,072,127,669	1,070,891,536	Aggregate of Non-Promoters Holdings			
48.58%	48.55%	- Number of Shares	1,072,127,669	1,070,891,536	1,071,926,637
		- Percentage of Shareholding	48.58%	48.55%	48.57%

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

Rs. Crores

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 2006
2007	2006		2007	2006	
		<b>Segment Revenue (Sales and Income from Services)</b>			
1,668.70	1,455.92	- Soaps and Detergents	3,113.23	2,774.50	5,595.89
897.77	846.72	- Personal Products	1,719.90	1,612.58	3,359.79
363.29	300.55	- Beverages	733.78	618.21	1,330.74
133.41	97.26	- Processed Foods	264.53	185.45	384.91
62.17	50.50	- Ice Creams	94.40	76.95	137.07
333.10	328.67	- Exports	685.03	604.20	1,278.88
63.87	37.92	- Others (includes Chemicals, Water etc)	127.00	71.94	180.24
3,522.31	3,117.54	<b>Total Segment Revenue</b>	6,737.87	5,943.83	12,267.52
(1.40)	(1.92)	Less : Inter segment revenue	(2.78)	(3.39)	(9.50)
3,520.91	3,115.62	<b>Net Segment Revenue</b>	6,735.09	5,940.44	12,258.02
		<b>Segment Results (Profit before interest and tax)</b>			
268.37	208.42	- Soaps and Detergents	442.79	360.77	773.09
263.21	241.39	- Personal Products	466.23	428.15	943.10
56.89	40.71	- Beverages	112.48	102.71	220.51
(1.93)	4.20	- Processed Foods	5.45	4.51	12.86
10.66	10.88	- Ice Creams	11.97	11.72	18.72
3.41	15.60	- Exports	16.69	23.60	66.37
(29.66)	(19.24)	- Others (includes Chemicals, Water etc)	(45.38)	(24.29)	(67.38)
570.95	501.96	<b>Total Segment Results</b>	1,010.23	907.17	1,967.27
(11.04)	(3.43)	Less : Interest Expense	(16.17)	(5.48)	(10.73)
14.03	(36.02)	Add/(Less) : Other unallocable expenditure net of unallocable income	(5.38)	(75.18)	(94.86)
573.94	462.51	<b>Total Profit Before Tax</b>	988.68	826.51	1,861.68
		<b>Capital Employed (Segment assets less Segment liabilities)</b>			
51.45	(57.87)	- Soaps and Detergents	51.45	(57.87)	60.83
155.82	101.68	- Personal Products	155.82	101.68	160.02
18.17	(15.18)	- Beverages	18.17	(15.18)	(43.61)
6.12	19.38	- Processed Foods	6.12	19.38	13.46
22.23	4.50	- Ice Creams	22.23	4.50	6.44
248.40	371.57	- Exports	248.40	371.57	291.42
(37.91)	2.25	- Others	(37.91)	2.25	(8.90)
464.28	426.33	<b>Total Capital Employed in segments</b>	464.28	426.33	479.66
2,109.64	2,000.28	Add : Unallocable corporate assets less corporate liabilities	2,109.64	2,000.28	2,243.82
2,573.92	2,426.61	<b>Total Capital Employed in company</b>	2,573.92	2,426.61	2,723.48