



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2007

Rs. Crores

Unaudited Results for the Fourth Quarter ended 31st December			Unaudited Results for 9 Months ended 30th September	Audited Results for the Year Ended 31st December	
2007	2006		2007	2007	2006
3,687.40	3,156.10	1. Net Sales	10,030.35	13,717.75	12,103.39
2,706.64	2,286.84	i) Domestic FMCG - HPC	7,236.93	9,943.57	8,851.35
571.80	490.58	ii) Domestic FMCG - Foods (including Ice Cream)	1,640.07	2,211.87	1,840.83
3,278.44	2,777.42	Domestic FMCG - Total (i+ii)	8,877.00	12,155.44	10,692.18
343.65	347.31	iii) Exports	998.61	1,342.26	1,278.88
65.31	31.37	iv) Others	154.74	220.05	110.62
3,687.40	3,156.10	a) Continuing Business (i+ii+iii+iv)	10,030.35	13,717.75	12,081.68
-	-	b) Discontinued business	-	-	21.71
159.70	106.95	2. Other Income	302.98	462.68	354.52
115.01	77.29	a) Operational	109.80	224.81	191.46
44.69	29.66	b) Financial	193.18	237.87	163.06
(3,123.20)	(2,656.07)	3. Total Expenditure (d+e+f+g)	(8,708.85)	(11,832.05)	(10,455.33)
17.05	(11.57)	a) Increase/(decrease) in stock in trade	127.35	144.40	115.97
(1,359.57)	(1,206.15)	b) Consumption of raw/packing materials	(3,930.81)	(5,290.38)	(4,867.24)
(557.57)	(493.73)	c) Purchase of goods	(1,607.31)	(2,164.88)	(1,751.51)
(1,900.09)	(1,711.45)	d) Cost of Goods Sold (a+b+c)	(5,410.77)	(7,310.86)	(6,502.78)
(194.47)	(133.57)	e) Staff Cost	(573.34)	(767.81)	(642.81)
(375.90)	(284.02)	f) Advertising & Promotions	(1,047.00)	(1,422.90)	(1,272.88)
(652.74)	(527.03)	g) Other expenditure	(1,677.74)	(2,330.48)	(2,036.86)
(2.58)	(1.83)	4. Interest	(22.92)	(25.50)	(10.74)
721.32	605.15	5. Gross Profit [1+2-3-4]	1,601.56	2,322.88	1,991.84
(36.88)	(34.22)	6. Depreciation / Amortisation	(101.48)	(138.36)	(130.16)
642.33	543.10	7. Profit before interest and taxation [1+2(a)-3-6]	1,329.82	1,972.15	1,709.36
684.44	570.93	8. Profit before taxation [5-6]	1,500.08	2,184.52	1,861.68
(93.50)	(82.35)	9. Provision for taxation - current tax	(284.71)	(378.21)	(295.00)
(38.63)	(9.44)	10. Provision for taxation - deferred tax	(0.30)	(38.93)	(26.80)
1.68	4.29	11. Taxation Adjustments of Previous Periods (net)	-	1.68	(0.21)
553.99	483.43	12. Profit after taxation, before exceptional items [8-9-10-11]	1,215.07	1,769.06	1,539.67
77.45	27.75	13. Exceptional Items, net of taxes	78.96	156.41	315.70
631.44	511.18	14. Net Profit [12+13]	1,294.03	1,925.47	1,855.37
217.75	220.68	Paid up Equity Share Capital (face value Re 1 per share)	220.77	217.75	220.68
		Reserves excluding Revaluation Reserve		1,220.82	2,502.14
2.90	2.32	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	5.86	8.73	8.41
11.60	9.27	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.82	8.73	8.41
1,042,613,895	1,071,926,637	Aggregate of Non-Promoters Holdings			
47.88%	48.57%	- Number of Shares	1,072,849,667	1,042,613,895	1,071,926,637
		- Percentage of Shareholding	48.60%	47.88%	48.57%

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

Rs. Crores

Unaudited Results for the Quarter ended			Unaudited Results for the Year ended 31st December	
2007	2006		2007	2006
1,689.15	1,428.09	Segment Revenue (Sales and Income from Services)	6,374.53	5,595.89
1,064.34	893.39	- Soaps and Detergents	3,671.83	3,359.79
408.49	366.99	- Personal Products	1,532.78	1,330.74
144.28	102.19	- Beverages	537.73	384.91
29.17	26.32	- Processed Foods	160.64	137.07
343.65	347.31	- Ice Creams	1,342.26	1,278.88
94.05	60.30	- Exports	285.26	180.24
3,773.13	3,224.59	- Others (includes Chemicals, Water etc)	13,905.03	12,267.52
(2.19)	(3.66)	Total Segment Revenue	(6.82)	(9.50)
3,770.94	3,220.93	Less : Inter segment revenue	13,898.21	12,258.02
		Net Segment Revenue		
		Segment Results (Profit before interest and tax)		
291.33	235.08	- Soaps and Detergents	996.70	738.00
355.26	275.96	- Personal Products	1,036.21	923.35
62.95	73.62	- Beverages	231.61	208.48
10.15	6.85	- Processed Foods	18.72	9.75
1.15	2.92	- Ice Creams	13.65	17.61
24.33	21.74	- Exports	47.35	63.28
(34.45)	(23.90)	- Others (includes Chemicals, Water etc)	(112.74)	(67.59)
710.72	592.27	Total Segment Results	2,231.50	1,892.88
(2.58)	(1.83)	Less : Interest Expense	(25.50)	(10.74)
(23.70)	(19.51)	Add/(Less) : Other unallocable expenditure net of unallocable income	(21.48)	(20.46)
684.44	570.93	Total Profit Before Tax	2,184.52	1,861.68
		Capital Employed (Segment assets less Segment liabilities)		
126.24	60.83	- Soaps and Detergents	126.24	60.83
146.37	160.02	- Personal Products	146.37	160.02
53.48	(43.61)	- Beverages	53.48	(43.61)
1.45	13.46	- Processed Foods	1.45	13.46
37.64	6.44	- Ice Creams	37.64	6.44
307.65	291.42	- Exports	307.65	291.42
(24.53)	(8.90)	- Others	(24.53)	(8.90)
648.30	479.66	Total Capital Employed in segments	648.30	479.66
790.93	2,243.82	Add : Unallocable corporate assets less corporate liabilities	790.93	2,243.82
1,439.23	2,723.48	Total Capital Employed in company	1,439.23	2,723.48

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2007

Rs. Crores

	Audited Results for the Year Ended 31 st December	
	2007	2006
1. Net Sales	13,913.40	12,410.98
i) Domestic FMCG - HPC	9,945.44	8,851.01
ii) Domestic FMCG - Foods (including Ice Cream)	2,211.56	1,923.77
Domestic FMCG - Total (i+ii)	12,157.00	10,774.78
iii) Exports	1,413.35	1,369.49
iv) Others	343.05	235.96
a) Continuing Business (i+ii+iii+iv)	13,913.40	12,380.23
b) Discontinued business	-	30.75
2. Other Income	453.14	392.92
a) Operational	229.12	248.57
b) Financial	224.02	144.35
3. Total Expenditure (d+e+f+g)	(12,009.17)	(10,798.91)
a) Increase/(decrease) in stock in trade	140.56	109.01
b) Consumption of raw/packing materials	(5,417.82)	(5,064.46)
c) Purchase of goods	(2,111.39)	(1,700.53)
d) Cost of Goods Sold (a+b+c)	(7,388.65)	(6,655.98)
e) Staff Cost	(785.24)	(691.91)
f) Advertising & Promotions	(1,455.45)	(1,300.97)
g) Other expenditure	(2,379.83)	(2,150.05)
4. Interest	(26.49)	(13.97)
5. Gross Profit [1+2-3-4]	2,330.88	1,991.02
6. Depreciation / Amortisation	(141.91)	(135.67)
7. Profit before interest and taxation [1+2(a)-3-6]	1,991.44	1,724.97
8. Profit before taxation [5-6]	2,188.97	1,855.35
9. Provision for taxation - current tax	(386.71)	(308.92)
10. Provision for taxation - deferred tax	(39.65)	(22.82)
11. Taxation Adjustments of Previous Periods (net)	5.05	(0.46)
12. Profit after taxation, before exceptional items [8-9-10-11-12]	1,767.66	1,523.15
13. Exceptional Items, net of taxes	151.20	370.50
14. Net Profit before share of results of associate and minority interests [12+13]	1,918.86	1,893.65
15. Share of net profit of Associates	-	0.51
16. Minority Interests	(3.98)	(3.63)
17. Net Profit	1,914.88	1,890.53
Paid up Equity Share Capital (face value Re 1 per share)	217.75	220.68
Reserves excluding Revaluation Reserve	1,289.75	2,402.13
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.69	8.57
Aggregate of Non-Promoters Holdings		
- Number of Shares	1,042,613,895	1,071,926,637
- Percentage of Shareholding	47.88%	48.57%