HINDUSTAN UNILEVER LIMITED

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

Rs. Crores

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 2006
2007	2006		2007	2006	31St December 2000
3,364.63	3,066.01	1. Net Sales	10,030.35	8,947.29	12,103.3
2,443.98	2,231.44	i) Domestic FMCG - HPC	7,236.93	6,564.51	8,851.3
553.65	473.79	ii) Domestic FMCG - Foods (including Ice Cream)	1,640.07	1,350.25	1,840.83
2,997.63	2,705.23	Domestic FMCG - Total (i+ii)	8,877.00	7,914.76	10,692.1
313.58	327.37	iii) Exports	998.61	931.57	1,278.8
53.42	33.41	iv) Others	154.74	79.25	110.6
3,364.63	3,066.01	a) Continuing Business (i+ii+iii+iv)	10,030.35	8,925.58	12,081.6
-	-	b) Discontinued business	-	21.71	21.7°
105.86	96.81	2. Other Income	302.98	247.57	354.5
32.60	41.67	a) Operational	109.80	114.17	191.40
73.26	55.14	b) Financial	193.18	133.40	163.00
(2,917.04)	(2,663.13)	3. Total Expenditure (d+e+f+g)	(8,708.85)	(7,799.26)	(10,455.3
99.77	75.29	a) Increase/(decrease) in stock in trade	127.35	127.54	115.9
(1,326.76)	(1,234.94)	b) Consumption of raw/packing materials	(3,930.81)	(3,661.09)	(4,867.2
(558.66)	(462.96)	c) Purchase of goods	(1,607.31)	(1,257.78)	(1,751.5
(1,785.65)	(1,622.61)	d) Cost of Goods Sold (a+b+c)	(5,410.77)	(4,791.33)	(6,502.7
(191.90)	(177.34)	e) Staff Cost	(573.34)	(509.24)	(642.8
(354.59)	(340.25)	f) Advertising & Promotions	(1,047.00)	(988.86)	(1,272.8
(584.90)	(522.93)	g) Other expenditure	(1,677.74)	(1,509.83)	(2,036.8
(6.75)	(3.43)	4. Interest	(22.92)	(8.91)	(10.7
546.70	496.26	5. Gross Profit [1+2-3-4]	1,601.56	1,386.69	1,991.8
(35.29)	(32.03)	6. Depreciation / Amortisation	(101.48)	(95.94)	(130.10
444.90	412.52	7. Profit before interest and taxation [1+2(a)-3-6]	1,329.82	1,166.26	1,709.3
511.41	464.23	8. Profit before taxation [5-6]	1,500.08	1,290.75	1,861.6
(102.60)	(75.11)	9. Provision for taxation - current tax	(284.71)	(212.65)	(295.0
0.49	(6.12)	10. Provision for taxation - deferred tax	(0.30)	(17.36)	(26.8
0.43	(0.12)	11. Taxation Adjustments of Previous Periods (net)	(0.30)	(4.50)	(0.2
409.30	383.00	12. Profit after taxation, before exceptional items [8-9-10-11]	1,215.07	1,056.24	1,539.6
(1.24)	137.74	13. Exceptional Items, net of taxes	78.96	287.95	315.7
• •					
408.06	520.74	14. Net Profit [12+13]	1,294.03	1,344.19	1,855.3
220.77	220.64	Paid up Equity Share Capital (face value Re 1 per share)	220.77	220.64	220.6
		Reserves excluding Revaluation Reserve			2,502.1
1.85	2.36	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	5.86	6.09	8.4
7.39	9.44	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.82	8.12	8.4
		Aggregate of Non-Promoters Holdings			
072,849,667	1,071,555,651	- Number of Shares	1,072,849,667	1,071,555,651	1,071,926,63
48.60%	48.57%	- Percentage of Shareholding	48.60%	48.57%	48.57

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

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

Rs. Crores

	Unaudited Results for the			Unaudited Res	ults for the	Audited Results for
	Third Quarter			Nine Months ended		the year ended
	ended 30th			30th September		31st December 2006
-	2007	2006		2007	2006	
			Segment Revenue (Sales and Income from Services)			
	1,572.15	1,393.30	- Soaps and Detergents	4,685.38	4,167.80	5,595.89
	887.59	853.82	- Personal Products	2,607.49	2,466.40	3,359.79
	390.51	345.54	- Beverages	1,124.29	963.75	1,330.74
	128.92	97.27	- Processed Foods	393.45	282.72	384.91
	37.07	33.80	- Ice Creams	131.47	110.75	137.07
	313.58	327.37	- Exports	998.61	931.57	1,278.88
	64.21	48.00	- Others (includes Chemicals, Water etc)	191.21	119.94	180.24
	3,394.03	3,099.10	Total Segment Revenue	10,131.90	9,042.93	12,267.52
	(1.85)	(2.45)	Less : Inter segment revenue	(4.63)	(5.84)	(9.50)
	3,392.18	3,096.65	Net Segment Revenue	10,127.27	9,037.09	12,258.02
			Segment Results (Profit before interest and tax)			
	262.58	172.00	- Soaps and Detergents	705.37	502.92	773.09
	214.72	228.36	- Personal Products	680.95	647.39	943.10
	56.18	47.71	- Beverages	168.66	134.86	220.51
	3.12	(0.35)	- Processed Foods	8.57	2.90	12.86
	0.53	4.25	- Ice Creams	12.50	14.69	18.72
	6.33	20.52	- Exports	23.02	41.54	66.37
	(32.91)	(15.45)	- Others (includes Chemicals, Water etc)	(78.29)	(43.72)	(67.38)
	510.55	457.04	Total Segment Results	1,520.78	1,300.58	1,967.27
	(6.75)	(3.43)	Less : Interest Expense	(22.92)	(8.91)	(10.73)
	7.61	10.62	Add/(Less): Other unallocable expenditure net of unallocable income	2.22	(0.92)	(94.86)
	511.41	464.23	Total Profit Before Tax	1,500.08	1,290.75	1,861.68
	-			,	,	,
			Capital Employed (Segment assets less Segment liabilities)			
	16.91	43.49	- Soaps and Detergents	16.91	43.49	60.83
	195.93	135.67	- Personal Products	195.93	135.67	160.02
	(35.01)	(62.03)	- Beverages	(35.01)	(62.03)	(43.61)
	8.40	20.68	- Processed Foods	8.40	20.68	13.46
	29.09	3.67	- Ice Creams	29.09	3.67	6.44
	233.27	309.80	- Exports	233.27	309.80	291.42
	(44.26)	(1.27)	- Others	(44.26)	(1.27)	(8.90)
	404.33	450.01	Total Capital Employed in segments	404.33	450.01	479.66
	1,812.53	2,508.90	Add : Unallocable corporate assets less corporate liabilities	1,812.53	2,508.90	2,243.82
	2,216.86	2,958.91	Total Capital Employed in company	2,216.86	2,958.91	2,723.48