

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	
3,364.63	3,066.01	10,030.35	8,947.29	12,103.39
2,443.98	2,231.44	7,236.93	6,564.51	8,851.35
553.65	473.79	1,640.07	1,350.25	1,840.83
2,997.63	2,705.23	8,877.00	7,914.76	10,692.18
313.58	327.37	998.61	931.57	1,278.88
53.42	33.41	154.74	79.25	110.62
3,364.63	3,066.01	10,030.35	8,925.58	12,081.68
-	-	-	21.71	21.71
105.86	96.81	302.98	247.57	354.52
32.60	41.67	109.80	114.17	191.46
73.26	55.14	193.18	133.40	163.06
(2,917.04)	(2,663.13)	(8,708.85)	(7,799.26)	(10,455.33)
99.77	75.29	127.35	127.54	115.97
(1,326.76)	(1,234.94)	(3,930.81)	(3,661.09)	(4,867.24)
(558.66)	(462.96)	(1,607.31)	(1,257.78)	(1,751.51)
(1,785.65)	(1,622.61)	(5,410.77)	(4,791.33)	(6,502.78)
(191.90)	(177.34)	(573.34)	(509.24)	(642.81)
(354.59)	(340.25)	(1,047.00)	(988.86)	(1,272.88)
(584.90)	(522.93)	(1,677.74)	(1,509.83)	(2,036.86)
(6.75)	(3.43)	(22.92)	(8.91)	(10.74)
546.70	496.26	1,601.56	1,386.69	1,991.84
(35.29)	(32.03)	(101.48)	(95.94)	(130.16)
444.90	412.52	1,329.82	1,166.26	1,709.36
511.41	464.23	1,500.08	1,290.75	1,861.68
(102.60)	(75.11)	(284.71)	(212.65)	(295.00)
0.49	(6.12)	(0.30)	(17.36)	(26.80)
-	-	-	(4.50)	(0.21)
409.30	383.00	1,215.07	1,056.24	1,539.67
(1.24)	137.74	78.96	287.95	315.70
408.06	520.74	1,294.03	1,344.19	1,855.37
220.77	220.64	220.77	220.64	220.68
				2,502.14
1.85	2.36	5.86	6.09	8.41
7.39	9.44	7.82	8.12	8.41
1,072,849,667	1,071,555,651	1,072,849,667	1,071,555,651	1,071,926,637
48.60%	48.57%	48.60%	48.57%	48.57%

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

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	
		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