

HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2013

Particulars	Unaudited Results for the Quarter ended 30th June		Unaudited Results for the Quarter ended 30th March	Audited Results for the year ended 31st March
	2013	2012		
1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	688,749	625,015	636,714	2,520,638
i) Domestic FMCG - HPC	521,674	492,584	496,045	1,977,006
ii) Domestic FMCG - Foods	120,371	106,997	116,727	438,753
iii) Others	642,045	599,561	612,773	2,415,759
1.b. Other Operating Income	26,704	25,454	23,941	104,879
1. Total Income from operations (net) [1.a. + 1.b.]	12,155	12,862	9,657	60,383
2. Expenses [sum of (a) to (g)]	680,904	637,877	648,581	2,881,921
a) Cost of materials consumed	578,988	546,985	555,546	2,204,248
b) Purchases of stock-in-trade	282,523	250,286	252,805	1,028,466
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	74,982	79,713	82,836	323,531
d) Employee benefits expense	10,775	6,775	7,514	(3,113)
e) Depreciation and amortisation expense	34,168	33,286	31,228	131,834
f) Advertising & Promotions	6,644	5,763	6,142	23,602
g) Other expenses	88,978	81,961	82,113	323,188
3. Profit from operations before other income, finance costs and exceptional items (1-2)	100,918	99,211	92,807	376,740
4. Other income	101,916	90,832	91,033	376,773
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	17,675	21,851	10,583	60,590
6. Finance costs	119,591	112,743	101,618	437,463
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	522	528	601	2,515
8. Exceptional items - net credit (charge)	118,969	112,215	101,017	434,948
9. Profit from Ordinary Activities Before Tax (7+8)	10,625	60,469	941	60,840
10. Tax expense	129,594	172,684	101,958	495,788
11. Net Profit from Ordinary Activities After Tax (9-10)	27,659	39,565	23,238	116,121
12. Extraordinary items	101,925	133,119	78,720	379,567
13. Net Profit for the period (11+12)	101,925	133,119	78,720	379,567
14. Paid up Equity Share Capital (face value Re. 1 per share)	21,625	21,618	21,625	21,625
15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year				245,710
16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	4.71	6.16	3.64	17.56
(b) Diluted - Rs.	4.71	6.16	3.64	17.55
16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	4.71	6.16	3.64	17.56
(b) Diluted - Rs.	4.71	6.16	3.64	17.55
A. PARTICULARS OF SHAREHOLDING				
1. Public Shareholding				
- Number of Shares	1,027,622,850	1,026,944,674	1,027,622,850	1,027,622,850
- Percentage of Shareholding	47.52%	47.50%	47.52%	47.52%
2. Promoters and Promoter Group Shareholding				
a) Pledged/Encumbered				
- Number of shares				
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)				
b) Non-Encumbered				
- Number of shares				
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)				
- Percentage of shares (as a % of the total share capital of the company)				
B. INVESTOR COMPLAINTS				
Pending at the beginning of the quarter				
Received during the quarter				
Disposed of during the quarter				
Remaining unresolved at the end of the quarter				

Townsend & Lewes
Chartered Accountants
FRN 301758E

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SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Particulars	(Rs. in lakhs)			
	Unaudited Results for the Quarter ended		Unaudited Results for the Quarter ended	Audited Results for the year ended
	2013	30th June 2012	31st March 2013	31st March 2013
Segment Revenue (Sales and Other operating income)				
- Soaps and Detergents				
- Personal Products	340,766	316,305	319,139	1,270,182
- Beverages	188,338	184,708	183,112	747,166
- Packaged Foods	75,737	65,407	80,810	297,466
- Others (includes Exports, Water, Infant Care Products, etc)	45,788	43,698	37,233	150,574
Total Segment Revenue	27,908	25,024	645,318	2,574,666
Less: Inter Segment Revenue	678,537	636,514		
Net Segment Revenue				
Segment Results (Profit before tax and interest from ordinary activities)				
- Soaps and Detergents	678,537	636,514	645,318	2,574,666
- Personal Products				
- Beverages	43,932	38,523	38,303	161,553
- Packaged Foods	46,816	47,567	47,173	194,886
- Others (includes Exports, Water, Infant Care Products, etc)	13,868	9,495	13,619	47,467
Total Segment Results	3,839	2,478	1,397	3,702
Less: Finance Costs	(308)	(433)	(1,808)	(3,900)
Add/(Less): Other unallocable income net of unallocable expenditure	108,147	97,630	98,684	403,698
Total Profit Before Tax from ordinary activities	(622)	(528)	(601)	(2,515)
Capital Employed (Segment assets less Segment liabilities)				
- Soaps and Detergents	75,582	3,875	101,958	495,788
- Personal Products	129,594	172,684		
- Beverages				
- Packaged Foods	(60,714)	(43,391)	4,027	4,027
- Others (includes Exports, Water, Infant Care Products, etc)	(45,352)	(26,705)	(29,549)	(29,549)
Total Capital Employed in segments	16,243	14,369	25,892	25,892
Add: Unallocable corporate assets less corporate liabilities	15,424	15,527	17,510	17,510
Total Capital Employed	(6,146)	(1,378)	(3,899)	(3,899)
	(79,545)	(41,576)	13,981	13,981
	448,872	526,585	253,421	253,421
	369,327	485,007	267,402	267,402

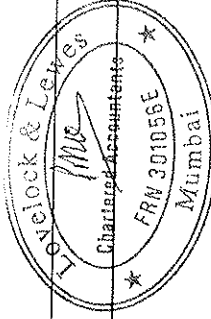
Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest, dividend, gain on sale of investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Capital Employed figures are as at 30th June, 2013, 30th June, 2012, 31st March, 2013. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

2. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.

Registered Office : Unilever House, B.D Sawant Marg, Chakala Andheri (E), Mumbai 400 099



Notes:

1. Domestic Consumer Business (FMCG + Water) grew by 7.1% with a 5.9% growth in HPC and 12.5% growth in Foods businesses. Net Sales grew by 7% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 101,916 lakhs (JQ'12: Rs. 90,882 lakhs) grew by 12.1%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax and prior period tax adjustments (refer note 5 and note 6 below) for the quarter at Rs. 88,513 lakhs (JQ'12: Rs. 85,458 lakhs) grew by 3.6%.
4. Other income includes recurring items such as interest income, dividend income and net short term gain on sale of other non trade current investments aggregating to Rs. 7,974 lakhs (JQ'12: Rs. 11,241 lakhs), and net long term gain on sale of other non trade investments of Rs. 7,275 lakhs (JQ'12: Rs. 7,171 lakhs) and interest on income tax refunds of Rs. 2,426 lakhs (JQ'12: Rs. 3,449 lakhs).
5. Exceptional items, net credit in JQ'13 include profit on sale of surplus properties Rs. 10,625 lakhs (JQ'12: Rs. 60,724 lakhs) and restructuring costs of Rs. Nil (JQ'12: Rs. 255 lakhs)
6. Taxation for the quarter includes net write back of excess tax provisions of earlier years amounting to Rs. 6,421 lakhs (JQ'12: Rs. 1,583 lakhs).
7. Unilever PLC ("the Acquirer") along with Unilever NV in its capacity as person acting in concert with the Acquirer (jointly "the Acquirers") announced Voluntary Open Offer on 30th April, 2013 under SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 for acquisition of 48,70,04,772 equity shares of Re.1 each of the Company, representing 22.52% of the total share capital from the public shareholders. As per the Post Offer advertisement issued by HSBC Securities and Capital Markets (India) Private Limited, Manager to the Open Offer and published on 11th July 2013, pursuant to closing of the tendering period on 4th July 2013, 31,95,63,398 shares representing 14.78% shares were acquired in the offer which pending registration in the Register of Members will increase the share holding of the Acquirers to 67.26%
8. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 26th July, 2013.

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

Nitin Paranjpe

Place: Mumbai
Date: 26th July, 2013

Nitin Paranjpe
Managing Director & CEO



The Board of Directors
Hindustan Unilever Limited
Unilever House
B.D.Sawant Marg, Chakala
Andheri (East)
Mumbai – 400 099

1. We have reviewed the results of Hindustan Unilever Limited (the "Company") for the quarter ended June 30, 2013 which are included in the accompanying 'Statement of Unaudited standalone financial results for the quarter ended 30th June, 2013' (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Lovelock & Lewes
Firm Registration Number: 301056E
Chartered Accountants



Pradip Kanakia
Partner
Membership Number: 39985

Mumbai
July 26, 2013



RESULTS FOR JUNE QUARTER 2013

7% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 12% IN JUNE QUARTER 2013

Mumbai, July 26th, 2013: Hindustan Unilever Limited announced its results for the quarter ending 30th June 2013.

During the quarter, the Domestic Consumer business grew competitively at 7% with 4% underlying volume growth ahead of market.

Soaps and Detergents grew 8%; profitable broad based growth

Skin Cleansing sustained its strong performance, registering another quarter of double digit volume growth. Lifebuoy, Breeze, Dove and Lux delivered robust volumes. The quarter witnessed price deflation as the benefit of lower commodity costs were passed on to consumers.

In Laundry, Surf and Rin maintained double digit growth as they continue to drive category upgradation. The liquids portfolio was expanded with the launch of Surf Excel Detergent Liquid. Household Care grew in double digit and Vim Anti Germ Dishwash and Domex acid based toilet cleaners were introduced.

Personal Products grew 2% in a slowing market; double digit growth sustained in Hair, Oral and Colour Cosmetics

In Skin Care, Ponds, Lakmé and Dove delivered a good performance with double digit underlying volume growth. Fair & Lovely maintained its strong position in the mass skin lightening segment. However, it was impacted by a challenging market context and a strong base effect. Plans are underway to step up the growth momentum.

Hair Care had another good quarter with volume led double digit growth. Sunsilk and Clinic Plus sustained robust growth momentum and Dove growth was led by bottles. TRESemmé continues to make very good progress.

Oral Care registered double digit growth driven by the exciting activation on Close Up and a step up on Pepsodent Expert Protection.

Colour Cosmetics did particularly well, delivering stepped up double digit growth across both Lakmé and Elle 18. Lakmé continues to strengthen its position in Premium Make Up driven by the growing momentum on Absolute and 9 to 5 which nearly doubled sales this quarter.

In keeping with the thrust on building Beauty expertise, a number of differentiated innovations were launched. In Skin, Ponds BB Cream and Lakmé CC Cream were introduced and the facial cleansing portfolio was further strengthened with a new Lakmé Fresh Fairness Clean up range. Hair Care saw the launch of Sunsilk Radiant Shine, Dove Cellular Repair with keratin actives and TRESemmé Keratin Smooth. In addition, the global portfolio was leveraged to launch the TIGI range of premium hair care and styling offerings in select top end salons.

Beverages grew 16%; tea growth accelerated

Tea delivered one of its strongest quarters with double digit growth across all key brands. Actions taken to strengthen the core, extend distribution and impactful activation has enabled a step up in the growth momentum in this category. Taaza in particular had one of its best performances this quarter, on the back of a reinforced marketing mix. The continued thrust on market development for tea bags has enabled flavored and green teabags to nearly double in the quarter. In a slowing Coffee market, Bru grew well led by the core.

Packaged Foods grew 5%; driven by Kissan and Knorr Soups

Kissan and Knorr soups sustained double digit growth. The Knorr portfolio was expanded with the launch of the 'Easy to Cook' range of meal makers. Kwality Walls grew modestly, impacted by a slowdown in the Ice Cream market. An exciting range of innovations have been launched this season, including the test market launch of premium Magnum bars in Chennai, which has met with a positive initial response.

PBIT up 12%, margins expand +70bps

While commodity costs were relatively benign, PFAD prices started to move up and the Rupee sharply depreciated towards the end of the quarter. Competitive intensity remained at high levels and we continued to invest behind our brands - A&P was up Rs.70 Crores (+20 bps) in the quarter. Profit before interest and tax (PBIT) grew by 12% and PBIT margin improved by 70 bps. Profit after tax but before exceptional items, PAT (bei), grew by 4% to Rs.885 Crores during the quarter. Net Profit stood at Rs.1019 Crores, lower than the corresponding quarter of the previous year in view of a significant exceptional income generated in that quarter from the sale of properties.

Harish Manwani, Chairman commented: "In a difficult market environment, we have again delivered competitive growth and strong margin expansion through a sustained focus on innovation, in-market execution and robust cost management. While there are near term concerns particularly around slowing market growth, we are confident of the medium to long term growth prospects of the FMCG sector and our strategy of driving growth and profitability through innovation and operational excellence."

