



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2013**

STANDALONE		Particulars	STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March	2012	Unaudited Results for the Quarter ended 31st December 2012	2013	2012	Audited Results for the Year ended 31st March	2012
636,714	566,048	643,369	2,520,638	2,173,560	2,631,715	2,236,773
496,046	440,260	507,084	1,977,006	1,978,017	1,978,017	1,698,134
116,727	101,436	108,765	438,755	391,897	438,753	391,897
612,773	541,696	615,649	2,415,759	2,089,380	2,416,770	2,090,031
23,941	24,332	27,520	104,879	84,180	214,945	203,742
9,867	10,542	22,714	60,393	38,077	66,684	44,860
646,391	576,590	668,483	2,581,021	2,211,637	2,700,399	2,343,633
555,546	498,958	562,532	2,204,248	1,904,323	2,304,989	2,018,631
292,906	207,955	255,190	1,028,466	858,489	1,098,782	948,701
82,836	76,621	78,379	323,531	302,414	312,526	291,949
7,514	27,649	8,340	(3,113)	12,873	(2,600)	9,516
31,228	27,513	34,271	131,834	110,726	141,268	120,094
6,142	5,707	5,928	23,602	21,825	25,132	23,354
82,113	67,733	82,216	323,188	263,478	338,997	289,696
92,807	85,780	98,208	376,740	334,521	400,884	355,322
91,035	77,632	102,951	376,773	307,309	395,400	325,002
10,593	6,936	13,371	60,690	27,831	53,203	23,562
101,618	84,628	116,322	437,463	335,140	448,603	350,984
601	20	753	2,515	124	2,572	163
101,017	84,608	115,569	434,948	335,018	446,031	350,799
941	2,808	(728)	60,840	11,887	11,369	11,369
101,958	87,416	114,841	495,788	346,903	506,603	362,168
(23,236)	(18,755)	(27,705)	(116,121)	(77,763)	(122,656)	(82,154)
78,720	68,661	87,136	379,667	269,140	393,937	280,014
78,720	68,661	87,136	379,667	269,140	393,937	280,014
78,720	68,661	87,136	379,667	269,140	393,937	280,014
78,720	68,661	87,136	379,667	269,140	393,937	280,014
21,525	21,515	21,620	21,625	21,615	21,625	21,615
3.64	3.18	4.03	245,710	329,611	264,785	346,426
3.64	3.18	4.03	17.56	12.46	17.71	12.92
3.64	3.18	4.03	17.55	12.45	17.70	12.91
3.64	3.18	4.03	17.56	12.46	17.71	12.92
3.64	3.18	4.03	17.55	12.45	17.70	12.91
1,027,622,850	1,026,663,032	1,027,111,959	1,027,622,850	1,026,663,032	1,027,622,850	1,026,663,032
47.52%	47.50%	47.51%	47.52%	47.50%	47.52%	47.50%
Nil	Nil	Nil	Nil	Nil	Nil	Nil
NA	NA	NA	NA	NA	NA	NA
NA	NA	NA	NA	NA	NA	NA
1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
52.48%	52.50%	52.49%	52.48%	52.50%	52.48%	52.50%

Quarter ended 31st March, 2013

Pending at the beginning of the quarter
Received during the quarter
Disposed of during the quarter
Remaining unresolved at the end of the quarter

Nil

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Nil



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2013

(Rs. in lakhs)

	Statement of Assets and Liabilities Particulars	STANDALONE		CONSOLIDATED	
		As at 31st March		As at 31st March	
		2013	2012	2013	2012
A	EQUITY AND LIABILITIES				
1	Shareholders' funds				
	(a) Share capital	21,625	21,615	21,625	21,615
	(b) Reserves and surplus	245,777	329,678	264,852	346,493
	(c) Money Received against share warrants	-	-	-	-
	Sub-total - Shareholders' funds	267,402	351,293	286,477	368,108
2	Share application money pending allotment				
3	Minority Interest			2,086	1,830
4	Non-current liabilities				
	(a) Long-term borrowings	-	-	844	-
	(b) Deferred tax liabilities (net)	-	-	-	-
	(c) Other long-term liabilities	47,625	32,969	48,212	33,167
	(d) Long-term provisions	70,634	66,695	71,013	67,430
	Sub-total - Non-current liabilities	118,259	99,664	120,069	100,597
5	Current liabilities				
	(a) Short-term borrowings	-	-	1,630	-
	(b) Trade payables	516,769	462,296	534,174	484,387
	(c) Other current liabilities	61,815	54,677	65,911	56,436
	(d) Short-term provisions	187,202	127,897	198,837	129,367
	Sub-total - Current liabilities	765,586	644,870	800,552	670,190
	TOTAL - EQUITY AND LIABILITIES	1,151,247	1,095,827	1,209,184	1,140,725
B	ASSETS				
1	Non-current assets				
	(a) Fixed assets	250,854	236,292	265,385	249,050
	(b) Goodwill on consolidation	-	-	-	-
	(c) Non-current investments	54,803	18,631	39,532	7,025
	(d) Deferred tax assets (net)	20,478	21,424	20,852	20,991
	(e) Long-term loans and advances	38,429	40,127	42,164	38,082
	(f) Other non-current assets	29,684	-	29,685	-
	Sub-total - Non-current assets	394,248	316,474	397,618	315,148
2	Current assets				
	(a) Current investments	178,263	225,190	185,702	225,191
	(b) Inventories	252,699	251,665	270,597	266,737
	(c) Trade receivables	83,348	67,899	99,653	85,674
	(d) Cash and bank balances	170,789	183,004	190,071	199,643
	(e) Short-term loans and advances	64,826	48,070	58,198	44,611
	(f) Other current assets	7,074	3,525	7,345	3,721
	Sub-total - Current assets	756,999	779,353	811,566	825,577
	TOTAL - ASSETS	1,151,247	1,095,827	1,209,184	1,140,725

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SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

STANDALONE		STANDALONE		STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March	Unaudited Results for the Quarter ended 31st December 2012	Particulars	Audited Results for the Year ended 31st March	Audited Results for the Year ended 31st March	Audited Results for the Year ended 31st March	Audited Results for the Year ended 31st March	(Rs. in lakhs)
2013	2012		2013	2012	2013	2012	
319,139	263,438	Segment Revenue (Sales and Other operating income)	1,270,182	1,063,628	1,270,182	1,063,628	
183,112	163,330	- Soaps and Detergents	747,166	658,536	752,250	662,781	
80,810	88,317	- Personal Products	297,466	261,743	297,466	261,743	
37,233	34,805	- Beverages	150,574	135,946	150,574	135,947	
25,024	25,984	- Packaged Foods	109,278	89,686	223,788	218,230	
645,318	575,884	- Others (includes Exports, Chemicals, Water, etc)	2,574,666	2,209,539	2,694,260	2,342,329	
		Total Segment Revenue					
		Less: Inter Segment Revenue					
645,318	575,884	Net Segment Revenue	2,574,666	2,209,539	2,594,260	2,342,329	
38,303	32,008	Segment Results (Profit before tax and interest from ordinary activities)	161,553	123,327	161,553	123,326	
47,173	45,553	- Soaps and Detergents	194,886	174,925	192,974	175,672	
13,619	9,838	- Personal Products	47,457	36,668	47,457	36,668	
1,397	(371)	- Beverages	3,702	2,417	3,702	2,417	
(1,808)	(1,123)	- Packaged Foods	(3,900)	(2,957)	16,679	13,931	
96,684	85,905	- Others (includes Exports, Chemicals, Water, etc)	403,698	334,380	422,365	352,014	
(601)	(20)	Total Segment Results	(2,515)	(124)	(2,572)	(165)	
3,875	1,531	Less: Finance Costs	94,605	12,647	86,810	10,319	
101,958	87,416	Add/(Less): Other unallocable income net of unallocable expenditure	495,788	348,903	506,503	362,168	
		Total Profit Before Tax from ordinary activities					
		Capital Employed (Segment assets less Segment liabilities)					
4,027	(4,078)	- Soaps and Detergents	4,027	(4,078)	4,027	(4,078)	
(29,549)	(25,598)	- Personal Products	(29,549)	(25,549)	(28,374)	(25,549)	
25,892	29,993	- Beverages	25,892	29,993	25,892	29,993	
17,510	21,487	- Packaged Foods	17,510	21,487	17,509	21,488	
(3,899)	(7,507)	- Others (includes Exports, Chemicals, Water, etc)	(3,899)	(7,507)	13,452	2,947	
13,981	42,440	Total Capital Employed in segments	13,981	42,440	32,506	55,507	
253,421	308,853	Add: Unallocable corporate assets less corporate liabilities	253,421	308,853	256,057	314,431	
267,402	351,293	Total Capital Employed	267,402	351,293	288,563	369,938	

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" includes interest/ dividend/ other financial income (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Capital Employed figures are as at 31st March, 2013, 31st March, 2012, 31st December, 2012. 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 13.0% with a 12.7% growth in HPC and 15.1% growth in Foods businesses. Net Sales grew by 12.5% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 91035 lakhs (MQ'12: Rs. 77632 lakhs) grew by 17.3%.
3. Profit after tax from ordinary activities before Exceptional Items, net of tax (refer note 6 below) for the quarter at Rs. 78084 lakhs (MQ'12: Rs. 66359 lakhs) grew by 17.7%.
4. During financial year 2012-13, Domestic Consumer Business (FMCG + Water) grew by 15.5%, Net Sales grew by 16.0% and Profit after tax from ordinary activities before Exceptional Items grew by 24.6%.
5. Other income includes interest income, dividend income and net gain on sale of other non trade current investments.
6. Exceptional items in MQ'13 include profit on sale of properties Rs. Nil (MQ'12: Rs. 3472 lakhs), loss on sale of a stake in a subsidiary Rs. Nil (MQ'12: Rs. 68 lakhs), reduction in provision for retirement benefits of Rs. 1039 lakhs arising out of change in actuarial assumptions (MQ'12: Rs. 578 lakhs provision), restructuring costs of Rs. 98 lakhs (MQ'12: Rs. 73 lakhs), write back of provision against advance to a wholly owned subsidiary of Rs. Nil (MQ'12: Rs. 668 lakhs), and loss on capital reduction of a wholly owned subsidiary of Rs. Nil (MQ'12: Rs. 613 lakhs).
7. Taxation for MQ'12 includes write back of excess tax provisions of earlier years amounting to a credit of Rs. 421 lakhs, MQ'13 Rs. Nil.
8. The Company has entered into a Share Purchase Agreement with the promoters of M/s. Aquagel Chemicals Private Limited (ACPL) for acquisition of 74% of the equity share capital of ACPL. The Company was earlier holding an investment to the extent of 26% of the equity share capital of ACPL. Consequent to the acquisition of remaining 74% of the equity share capital, ACPL has become a wholly owned subsidiary with effect from 1st April, 2013.
9. The Board of Directors at their meeting held on Monday, 29th April, 2013 recommended a final dividend of Rs. 6.00 per share of Re.1 each, for the financial year ended 31st March, 2013. Together with the interim dividend of Rs. 4.50 per share and special dividend of Rs. 8.00 per share paid on 16th November, 2012, the total dividend for the financial year ended 31st March, 2013 works out to Rs. 18.50 per share of Re.1 each. Final dividend, subject to approval of shareholders, will be paid on or after Tuesday, 30th July, 2013.
10. The current period/year figures in this statement have been reported in the format recommended as per the SEBI circular dated 16th April, 2012. The comparative figures have also been accordingly restated to conform to the current period presentation.
11. The figures of last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 29th April, 2013.

For more details, visit our website at <http://www.hul.co.in>

By order of the Board



Place: Mumbai
Date: 29th April, 2013



Nitin Paranjpe
Managing Director & CEO

RESULTS FOR THE QUARTER AND FINANCIAL YEAR ENDING 31st MARCH 2013

13% DOMESTIC CONSUMER SALES GROWTH; PAT (bei) UP 18% IN MARCH QUARTER 2013

Mumbai, April 29th, 2013: Hindustan Unilever Limited announced its results for the quarter and financial year ending 31st March 2013.

March Quarter 2013

During the quarter, the Domestic Consumer business grew at 13% with strong 6% underlying volume growth. Both Home and Personal Care (HPC) and Foods & Beverages (F&B) registered double digit growth.

Soaps and Detergents grew 13%; broad based growth

Skin Cleansing delivered a robust performance with double digit volume growth in Dove, Lux and Lifebuoy. The quarter witnessed price deflation as the benefit of the lower commodity cost was passed on to consumers. The liquids portfolio was further strengthened with the relaunch of the Dove Bodywash range.

Laundry maintained its double digit growth across formats. Surf and Rin continue to drive category upgradation, clocking in another quarter of double digit volume growth. Vim led the solid growth in Household Care.

Personal Products grew 12%; growth accelerates in Hair and Oral Care

In Skin, Ponds and Lakme did particularly well. Ponds Age Miracle sustained its strong growth momentum while Lakme growth was driven by the Perfect Radiance range. Fair & Lovely maintained its strong position albeit in a slowing mass skin lightening segment. The facewash portfolio was further strengthened with two new differentiated offerings – Lakme Nourishing Glow Clean Up and Ponds White Beauty Tan Removal Scrub.

Hair Care had a very good quarter with strong volume led double digit growth. Clinic Plus grew well driven by its relaunch, Sunsilk accelerated through impactful activation and Dove growth was led by a strong performance on bottles. TRESEmmé continues to gain consumer franchise while the initial response to the Dove Elixir range of premium hair oils has been very positive.

Oral Care registered volume led double digit growth driven by a further step up in both Close Up and Pepsodent. A range of premium toothbrushes were launched under Pepsodent Expert Protection.

Beverages grew 18%; robust growth across portfolio

Tea delivered another strong performance with double digit growth across all key brands. Actions taken over time to strengthen the core, extend distribution, deploy engaging activation and market development for tea bags has helped step up growth in this category. In Coffee, Bru sustained its growth momentum.

Packaged Foods grew 7%

Kissan Ketchups maintained its double digit growth path while growth accelerated on the Knorr soups portfolio. The initial response to the Soupy Noodles relaunch in the last quarter has been encouraging. Ice Creams grew modestly impacted by a slowdown in the market.

Profit After Tax (bei) up 18%

While commodity costs were relatively benign during the quarter, competitive intensity remained at high levels. We continued to invest behind our brands - A&P was up 144 Crores (+90 bps) in the quarter. Despite this step up, Profit before interest and tax (PBIT) grew by 17% and PBIT margin improved by 60 bps. Profit after tax but before exceptional items, PAT (bei), grew by 18% to Rs. 781 Crores during the quarter. Net Profit at Rs.787 Crores grew 15%.

Financial Year 2012-13

The Domestic Consumer business grew by 16% with 7% underlying volume growth. All segments grew in double digits. Profit before interest and tax (PBIT) grew by 23% with PBIT margin improving 80 bps. Profit after tax but before exceptional items, PAT (bei), grew by 28% to Rs. 3314 Crores with Net Profit at Rs.3797 Crores growing 41%.

The Board of Directors has proposed a final dividend of Rs. 6 per share for the financial year ending 31st March, 2013, subject to the approval of the shareholders at the Annual General Meeting. Together with interim dividend of Rs 4.50 per share and special dividend of Rs 8 per share, the total dividend for the financial year ending 31st March, 2013 amounts to Rs. 18.50 per share.

Harish Manwani, Chairman commented: "In a challenging environment, we have delivered broad based competitive growth and margin improvement. We have continued to invest in strengthening our brands, stepped up innovation and driven in-market execution and operational efficiencies even harder. At the same time, we are making good progress on our Sustainable Living Plan agenda. While there are near term concerns around slowing market growth and inflationary pressures on consumers, we are confident of the medium to long term growth prospects of the FMCG sector and remain focused on delivering consistent and competitive growth with sustainable operating margin improvement."

