

RESULTS FOR SEPTEMBER QUARTER 2012

16% DOMESTIC CONSUMER SALES GROWTH; PAT (bei) UP 23% IN SEPTEMBER QUARTER 2012

Mumbai, October 26th, 2012: Hindustan Unilever Limited announced its results for the quarter ending 30th September 2012.

During the quarter, the Domestic Consumer business sustained its robust performance growing at 16% with underlying volume growth of 7%. Overall growth in the quarter was impacted by the budget rationalization in the Canteen Stores Department (CSD).

Soaps and Detergents grew 22%; double digit growth across all segments

Laundry delivered another quarter of strong performance with all brands and formats growing in double digits. The focus on driving upgradation saw both Surf and Rin register double digit volume growth. Comfort fabric conditioners continued to lead market development; the portfolio was expanded with the launch of the One Rinse variant. Household Care also registered double digit growth.

Skin Cleansing sustained its broad based growth momentum. While Dove and Pears are driving category premiumization, Lifebuoy recorded one of its highest growth rates. The liquids portfolio saw accelerated growth led by Lifebuoy Handwash and Lux Bodywash.

Personal Products grew 12%; growth stepped up in Hair and Oral

Hair delivered a strong quarter with broad based growth. During the quarter, the TRESemmé brand was launched in India with an exciting proposition of 'salon style hair at home everyday'. The portfolio was further strengthened with the relaunch of Clinic Plus and a new Hair Fall Rescue range under Dove.

Oral Care registered volume led double digit growth with Close Up buoyed by its re-launch in the quarter and Pepsodent driven by the premium range.

In Skin Care, growth was led by Ponds, Vaseline and Dove. The re-launch of Fair & Lovely (FAL) in the previous quarter has been well received.

Beverages grew 10%; led by premium Tea and Coffee

Tea growth was led by the top end while growth in the mass end was revived with the re-launch of Taaza. In Coffee, Bru sustained its growth momentum across both Instant and Roast & Ground (R&G) formats and the premium range was expanded with a new offering – Bru Exotica Guatemala.

Packaged Foods grew 10%; driven by key brands

Knorr soups grew in double digits through focused in-market activation and actions are in place to step up growth in the rest of the portfolio. Kissan Ketchups sustained growth in non-CSD channels and Kwality Walls maintained its double digit growth trajectory.

Volatile cost environment; competitive intensity heightens

The operating context remained challenging during the quarter with a volatile cost environment and heightened competitive intensity. Overall industry media spend was up significantly to its highest levels in over 15 quarters. A&P was stepped up and maintained at competitive levels, higher by 118 Crores (+70 bps) in the quarter.

Profit After Tax (bei) up 23%

Profit before interest and tax (PBIT) grew by 19% with PBIT margin improving 100 bps. Profit after tax but before exceptional items, PAT (bei), grew by 23% to Rs. 806 Crores during the quarter. Net Profit at Rs.807 Crores grew 17%.

The Board of Directors have declared an interim dividend of Rs 4.5 per equity share of face value Re. 1 each, for the year ending 31st March 2013. In addition, an amount of Rs 8 per share has been declared as a Special Dividend to be paid out of the accumulated P&L balance and exceptional income generated in the first half of FY 2012-13 and will be funded from the current cash balances.

Harish Manwani, Chairman commented: "In a volatile and uncertain environment, we continue to sustain our growth momentum while steadily improving our margins. Our consistent performance is being driven by a relentless focus on brand building, bigger and better innovations and disciplined execution in the marketplace."





HINDUSTAN UNILEVER LIMITED DECLARES A 'SPECIAL DIVIDEND'

SPECIAL DIVIDEND OF Rs. 8 PER SHARE IN ADDITION TO INTERIM DIVIDEND OF Rs 4.5 PER SHARE

Mumbai, October 26th, 2012: The Board of Directors of Hindustan Unilever Limited today declared a Special Dividend of Rs 8 per share (Face Value of Re. 1 each) to be paid to its shareholders on record date as of 2-Nov-2012. The dividend will be paid to shareholders on or after 16-Nov-2012. The payment of Special Dividend will be made in addition to the Interim Dividend of Rs 4.5 per share for the year ending 31st March 2013, declared by the Board at the same meeting.

The payout for the Special Dividend will be made out of the accumulated Profit & Loss Account balance and the exceptional income generated primarily through the sale of properties in the first half of FY 2012-13 and will be funded from the cash balances of the company.

The last time that the company announced a Special Dividend was 5 years ago in October 2007, when a Special Platinum Jubilee Dividend of Rs 3 per share was paid out to commemorate 75 years of HUL's existence in India.

Harish Manwani, Chairman commented: "HUL has a robust Balance Sheet and a track record of strong profit and cash generation. The payment of the Special Dividend provides a cash return to our shareholders from accumulated profits built up from the company's consistent performance over the last few years and the exceptional income generated from the sale of properties in the first half of this year."



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

1. We have reviewed the accompanying statement of 'Un-audited standalone financial results for the quarter ended 30th September, 2012 in which are included the results for the quarter ended 30th September 2012 of Hindustan Unilever Limited, 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 information is free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide 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
October 26, 2012



Hindustan Unilever Limited

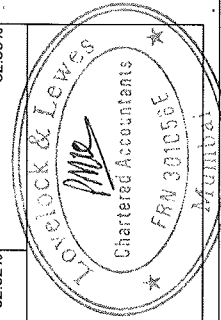
HINDUSTAN UNILEVER LIMITED**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30TH SEPTEMBER, 2012**

Unaudited Results for the Quarter ended 30th September		Particulars	Unaudited Results for the Quarter ended 30th June		Unaudited Results for the Six months ended 30th September		(Rs. in lakhs) Audited Results for the Year ended 31st March	
2012	2011		2012	2011	2012	2011	2012	2011
615,541	551,600	1.a. Net Sales from Operations(Net of excise duty) [sum of (i) to (iii)]	625,015		1,240,556	1,101,191	2,173,560	
481,313	409,267	i) Domestic FMCG - HPC	492,564		973,877	817,588	1,697,483	
106,264	97,347	ii) Domestic FMCG - Foods	106,997		213,261	194,060	391,897	
587,577	506,614	Domestic FMCG - Total (i+ii)	599,561		1,187,138	1,011,648	2,089,380	
27,964	44,986	iii) Others	25,454		53,418	89,543	84,180	
15,540	9,412	1.b. Other Operating Income	12,862		28,402	18,707	38,077	
631,081	561,012	1. Total Income from operations (net) [1.a. + 1.b.]	637,877		1,268,958	1,119,898	2,211,637	
539,176	484,054	2. Expenses [sum of (a) to (g)]	546,995		1,086,171	973,133	1,904,328	
270,084	229,829	a) Cost of materials consumed	250,286		520,370	441,801	858,489	
82,603	76,311	b) Purchases of stock-in-trade	79,713		162,316	153,290	302,414	
(25,742)	(5,263)	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	6,775		(18,967)	13,763	12,873	
33,049	28,731	d) Employee benefits expense	33,286		66,335	57,354	110,728	
5,769	5,710	e) Depreciation and amortisation expense	5,763		11,532	11,330	21,825	
76,898	65,137	f) Advertising & Promotions	81,961		158,859	128,432	263,478	
96,515	83,599	g) Other expenses	89,211		185,726	167,163	334,521	
91,905	76,958	3. Profit from operations before other income, finance costs and exceptional items (1-2)	90,882		182,787	146,765	307,309	
14,875	8,111	4. Other Income	21,861		36,736	13,171	27,831	
106,780	85,069	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	112,743		219,523	159,936	335,140	
633	54	6. Finance costs	528		1,161	56	124	
106,147	85,015	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	112,215		218,362	159,880	335,016	
158	4,442	8. Exceptional items - credit (net)	60,469		60,627	10,317	11,887	
106,305	89,457	9. Profit from Ordinary Activities Before Tax (7+8)	172,684		278,989	170,197	346,903	
(25,613)	(20,565)	10. Tax expense	(39,565)		(65,178)	(38,589)	(77,763)	
80,692	68,892	11. Net Profit from Ordinary Activities After Tax [9-10]	133,119		213,811	131,608	269,140	
-	-	12. Extraordinary items	-		-	-	-	
80,692	68,892	13. Net Profit for the period (11+12)	133,119		213,811	131,608	269,140	
21,619	21,610	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,618		21,619	21,610	21,615	
3.73	3.19	15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	6.16		9.89	6.09	12.46	
3.73	3.19	16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):	6.16		9.89	6.09	12.45	
		(a) Basic - Rs.	6.16		9.89	6.09	12.46	
		(b) Diluted - Rs.	6.16		9.89	6.09	12.45	
3.73	3.19	16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):	6.16		9.89	6.09	12.46	
3.73	3.19	(a) Basic - Rs.	6.16		9.89	6.09	12.46	
		(b) Diluted - Rs.	6.16		9.89	6.09	12.45	
1,027,068,638	1,026,110,257	A. PARTICULARS OF SHAREHOLDING	1,026,944,674		1,027,068,638	1,026,110,257	1,026,663,032	
47.51%	47.48%	1. Public Shareholding	47.50%		47.51%	47.48%	47.50%	
		- Number of Shares						
		- Percentage of Shareholding						
		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)						
		- Percentage of shares (as a % of the total share capital of the company)						
		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)						
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%	
52.49%	52.52%		52.50%		52.49%	52.52%	52.50%	
		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						
		Quarter ended 30th September 2012						
		Nil						
		12						
		12						
		Nil						

Monelock & Lewies

Chartered Accountants

FRN 301056E



SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

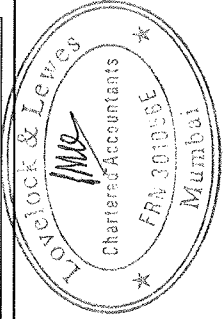
Unaudited Results for the Quarter ended 30th September		Particulars	Unaudited Results for the Quarter ended 30th June		Unaudited Results for the Six months ended 30th September	Audited Results for the Year ended 31st March	
2012	2011		2012	2011	2012	2011	2012
317,615	259,614	Segment Revenue (Sales and Other operating income)	316,305		633,920	515,377	1,063,628
174,454	155,622	- Soaps and Detergents	184,708		359,162	313,848	658,536
71,956	65,416	- Personal Products	65,407		137,363	126,743	261,743
36,629	33,230	- Beverages	43,698		80,327	70,476	135,946
28,837	46,620	- Packaged Foods	26,396		55,233	92,961	89,686
629,491	560,502	- Others (includes Exports, Chemicals, Water, etc)	636,514		1,266,005	1,118,995	2,209,539
-	-	Total Segment Revenue	-		-	-	-
629,491	560,502	Less: Inter Segment Revenue	636,514		1,266,005	1,118,995	2,209,539
45,355	32,123	Net Segment Revenue	38,523		83,878	55,729	123,327
42,261	39,648	Segment Results (Profit before tax and interest from ordinary activities)	47,567		89,828	80,720	174,925
10,305	8,773	- Soaps and Detergents	9,495		19,800	16,313	36,668
90	1,647	- Personal Products	2,478		2,568	3,385	2,417
205	1,377	- Beverages	(433)		(228)	3,743	(2,957)
98,216	83,568	- Packaged Foods	97,630		195,846	159,890	334,380
(633)	(54)	- Others (includes Exports, Chemicals, Water, etc)	(528)		(1,161)	(56)	(124)
8,722	5,943	Total Segment Results	75,582		84,304	10,363	12,647
106,305	89,457	Less: Finance Costs	172,684		278,989	170,197	346,903
		Add/(Less): Other unallocable income net of unallocable expenditure					
		Total Profit Before Tax from ordinary activities					
		Capital Employed (Segment assets less Segment liabilities)					
(50,521)	(37,574)	- Soaps and Detergents	(43,391)		(50,521)	(37,574)	(4,078)
(23,664)	6,426	- Personal Products	(26,705)		(23,664)	6,426	2,545
(1,595)	12,480	- Beverages	14,369		(1,595)	12,480	29,993
15,971	14,704	- Packaged Foods	15,527		15,971	14,704	21,487
(1,264)	10,404	- Others (includes Exports Chemicals, Water, etc)	(1,378)		(1,264)	10,404	(7,507)
(61,073)	6,440	Total Capital Employed in segments	(41,578)		(61,073)	6,440	42,440
626,871	391,240	Add: Unallocable corporate assets less corporate liabilities	526,585		626,871	391,240	308,853
565,798	397,580	Total Capital Employed	485,007		565,798	397,680	351,293

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 30th September, 2012, 30th September, 2011, 30th June, 2012 and 31st March 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.



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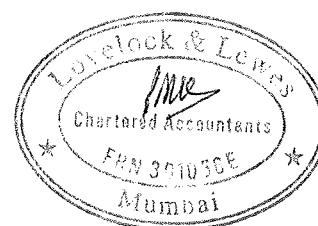


Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

(Rs. in lakhs)

Standalone Statement of Assets and Liabilities		As at 30th September, 2012	As at 31st March, 2012
Particulars		Unaudited	Audited
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	21,619	21,615
	(b) Reserves and surplus	544,179	329,678
	Sub-total - Shareholders' funds	565,798	351,293
2	Non-current liabilities		
	(a) Other long-term liabilities	32,239	32,969
	(b) Long-term provisions	68,320	66,695
	Sub-total - Non-current liabilities	100,559	99,664
3	Current liabilities		
	(a) Trade payables	557,725	462,296
	(b) Other current liabilities	78,466	54,677
	(c) Short-term provisions	55,570	127,897
	Sub-total - Current liabilities	691,761	644,870
	TOTAL - EQUITY AND LIABILITIES	1,358,118	1,095,827
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	243,938	236,292
	(b) Non-current investments	18,568	18,631
	(c) Deferred tax assets (net)	22,114	21,424
	(d) Long-term loans and advances	38,424	39,618
	(e) Other non-current assets	29,618	-
	Sub-total - Non-current assets	352,662	315,965
2	Current assets		
	(a) Current investments	199,717	225,190
	(b) Inventories	272,036	251,665
	(c) Trade receivables	57,337	67,899
	(d) Cash and bank balances	418,691	183,004
	(e) Short-term loans and advances	48,994	48,579
	(f) Other current assets	8,681	3,525
	Sub-total - Current assets	1,005,456	779,862
	TOTAL - ASSETS	1,358,118	1,095,827



21

Notes:

1. Domestic Consumer Business (FMCG + Water) grew by 15.9% with a 17.6% growth in HPC and 9.2% growth in Foods businesses. Net Sales grew by 11.6% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 91,905 lakhs (SQ'11: Rs. 76,958 lakhs) grew by 19.4%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 5 below) for the quarter at Rs. 80,587 lakhs (SQ'11: Rs. 65,593 lakhs) grew by 22.9%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 14,875 lakhs (SQ'11: Rs. 7,767 lakhs) and interest on income tax refunds of Rs. Nil (SQ'11: Rs. 344 lakhs).
5. Exceptional items, net credit in SQ'12 include profit on sale of properties Rs. 580 lakhs (SQ'11: Rs. 4,728 lakhs) and restructuring costs of Rs. 422 lakhs (SQ'11: Rs. 286 lakhs)
6. In the last quarter of the previous financial year, the Company completed the transfer of its FMCG Exports business division into its wholly owned subsidiary Unilever India Exports Limited, through a court approved Scheme of Arrangement, with the appointed date of 1st April 2011. The table below shows the results of the current quarter and six months ended 30th September 2012, as reported without the demerged business, and the results of the corresponding quarter of previous year and six months ended 30th September 2011, as adjusted for the results of the demerged business, so as to facilitate a meaningful comparison. The results for JQ 12 and for the previous year ended 31st March 2012, are as reported without the demerged business.

Rs. In Lakhs				
	Unaudited results for the quarter ended 30th September		Unaudited results for the six months ended 30th September	
	2012	2011	2012	2011
	As reported	Comparable, adjusted for above	As reported	Comparable, adjusted for above
Total Income	631,081	536,444	1,268,958	1,068,813
Total Net Expenses	524,776	449,617	989,969	903,379
Profit Before Tax	106,305	86,827	278,989	165,434
Tax Expense	(25,613)	(19,962)	(65,178)	(37,501)
Profit After Tax	80,692	66,865	213,811	127,933

7. The Board of Directors at their meeting held on 26th October, 2012 have resolved to pay Interim Dividend of Rs. 4.50 per share of Re.1/- for the financial year. In addition, Board of Directors further resolved to pay Special Dividend of Rs.8.00 per share of Re.1/-. Both Interim and Special dividend will be payable on or after 16th November, 2012 and the record date for determining entitlement has been fixed as November 2, 2012.
8. The current period 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.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 26th October, 2012.

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>

Place: Mumbai
Date: 26th October, 2012



By order of the Board

Nitin Paranjpe

Nitin Paranjpe
Managing Director & CEO