

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 September 30, 2013 which are included in the accompanying 'Statement of Unaudited standalone financial results for the quarter and six months ended 30<sup>th</sup> September, 2013' and the statement of assets and liabilities as on that date (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  
October 26, 2013



**HINDUSTAN UNILEVER LIMITED**  
Hindustan Unilever Limited

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30TH SEPTEMBER, 2013**

Unaudited Results for the Quarter ended 30th September		Unaudited Results for the Quarter ended 30th June		Particulars	Unaudited Results for the Six Months ended 30th September		(Rs. in lakhs) Audited Results for the year ended 31st March	
2013	2012	2013	2012		2013	2012	2013	
674,720	615,541	668,749		1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	1,343,469	1,240,556	2,520,638	
524,201	481,313	521,674		i) Domestic FMCG - HPC	1,045,875	973,877	1,977,006	
121,746	106,264	120,371		ii) Domestic FMCG - Foods	242,117	213,261	438,753	
645,947	587,577	642,045		Domestic FMCG - Total (H+I)	1,287,992	1,187,138	2,415,759	
28,773	27,964	28,704		iii) Others	55,477	53,418	104,879	
14,544	15,540	12,155		1.b. Other Operating Income	28,699	28,402	60,383	
689,264	631,081	680,904		1. Total Income from operations (net) [1.a. + 1.b.]	1,370,168	1,268,958	2,581,021	
587,125	539,176	578,988		2. Expenses [sum of (a) to (g)]	1,166,113	1,086,171	2,204,248	
292,303	270,084	282,523		a) Cost of materials consumed	554,826	520,370	1,028,466	
81,227	82,603	74,982		b) Purchases of stock-in-trade	158,209	162,316	323,531	
(26,538)	(25,742)	10,775		c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(15,763)	(18,967)	(3,113)	
36,830	33,049	34,168		d) Employee benefits expense	70,998	66,335	131,834	
6,392	5,769	6,644		e) Depreciation and amortisation expense	13,036	11,532	23,602	
95,402	76,898	88,978		f) Advertising & Promotions	184,380	158,859	323,188	
101,509	96,515	100,918		g) Other expenses	202,427	185,726	376,740	
102,139	91,905	101,916		3. Profit from operations before other income, finance costs and exceptional items (1-2)	204,055	182,787	376,773	
15,099	14,875	17,675		4. Other Income	32,774	36,736	60,690	
117,238	106,780	119,591		5. Profit from ordinary activities before finance costs and exceptional items (3+4)	236,829	219,523	437,463	
628	633	622		6. Finance costs	1,250	1,161	2,515	
116,610	106,147	118,969		7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	235,579	218,362	434,948	
3,343	158	10,625		8. Exceptional items - net credit/ (charge)	13,968	60,627	60,840	
119,953	106,305	129,594		9. Profit from Ordinary Activities Before Tax (7+8)	249,547	278,989	495,788	
28,573	25,613	27,669		10. Tax expense	58,242	65,178	116,121	
91,380	80,692	101,925		11. Net Profit from Ordinary Activities After Tax (9-10)	193,305	213,811	379,667	
-	-	-		12. Extraordinary items	-	-	-	
91,380	80,692	101,925		13. Net Profit for the period (11+12)	193,305	213,811	379,667	
21,626	21,619	21,625		14. Paid up Equity Share Capital (face value Re. 1 per share)	21,626	21,619	21,625	
4.23	3.73	4.71		15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	8.94	9.89	17.56	
4.22	3.73	4.71		16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):	8.93	9.89	17.55	
				(a) Basic - Rs.				
				(b) Diluted - Rs.				
4.23	3.73	4.71		16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):	8.94	9.89	17.56	
4.22	3.73	4.71		(a) Basic - Rs.	8.93	9.89	17.55	
				(b) Diluted - Rs.				
				A. PARTICULARS OF SHAREHOLDING				
				1. Public Shareholding				
				- Number of Shares	708,156,159	1,027,622,850	1,027,622,850	
				- Percentage of Shareholding	32.75%	47.51%	47.52%	
				2. Promoters and Promoter Group Shareholding				
				a) Pledged/Encumbered				
				- Number of shares	Nil	Nil	Nil	
				- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	
				- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	
				b) Non-Encumbered				
				- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460	
				- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	
				- Percentage of shares (as a % of the total share capital of the company)	67.25%	52.49%	52.48%	
				B. INVESTOR COMPLAINTS				
				Pending at the beginning of the quarter	Nil	Nil	Nil	
				Received during the quarter	35	35	35	
				Disposed of during the quarter	Nil	Nil	Nil	
				Remaining unresolved at the end of the quarter				
				Quarter ended 30th September, 2013				

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Quarter ended		Unaudited Results for the Six months ended		(Rs. in lakhs)	
2013	2012		2013	2012	2013	2012	for the year ended 31st March 2013	
338,077	317,615	Segment Revenue (Sales and Other operating income)	340,766		678,843	633,920	1,270,182	
195,034	174,454	- Soaps and Detergents	188,338		383,372	359,162	747,166	
83,542	71,956	- Personal Products	75,737		159,279	137,363	297,466	
39,798	36,629	- Beverages	45,788		85,586	80,327	150,574	
30,485	28,837	- Packaged Foods	27,908		58,393	55,233	109,278	
686,936	629,491	- Others (includes Exports, Water, Infant Care Products, etc)	678,537		1,365,473	1,266,005	2,574,666	
-	-	Total Segment Revenue	-		-	-	-	
-	-	Less: Inter Segment Revenue	-		-	-	-	
686,936	629,491	Net Segment Revenue	678,537		1,365,473	1,266,005	2,574,666	
47,389	45,355	Segment Results (Profit before tax and interest from ordinary activities)	43,932		91,321	83,878	161,553	
44,491	42,261	- Soaps and Detergents	46,816		91,307	89,828	194,886	
14,167	10,305	- Personal Products	13,868		28,035	19,800	47,457	
1,331	90	- Beverages	3,839		5,170	2,568	3,702	
462	205	- Packaged Foods	(308)		154	(228)	(3,900)	
107,840	98,216	- Others (includes Exports, Water, Infant Care Products, etc)	108,147		215,987	195,846	403,698	
(628)	(633)	Total Segment Results	(622)		(1,250)	(1,161)	(2,515)	
12,741	8,722	Less: Finance Costs	22,069		34,810	84,304	94,605	
119,953	106,305	Add/(Less): Other unallocable income net of unallocable expenditure	129,594		249,547	278,989	495,788	
		Total Profit Before Tax from ordinary activities						
(45,445)	(50,521)	Capital Employed (Segment assets less Segment liabilities)	(60,714)		(45,445)	(50,521)	4,027	
(44,995)	(23,664)	- Soaps and Detergents	(45,352)		(44,995)	(23,664)	(29,549)	
8,093	(1,595)	- Personal Products	16,243		8,093	(1,595)	25,892	
14,469	15,971	- Beverages	16,424		14,469	15,971	17,510	
(8,706)	(1,264)	- Packaged Foods	(6,146)		(8,706)	(1,264)	(3,899)	
(76,584)	(61,073)	- Others (includes Exports, Water, Infant Care Products, etc)	(79,545)		(76,584)	(61,073)	13,981	
538,863	626,871	Total Capital Employed in segments	448,872		538,863	626,871	253,421	
462,279	565,798	Add: Unallocable corporate assets less corporate liabilities	369,327		462,279	565,798	267,402	
		Total Capital Employed						

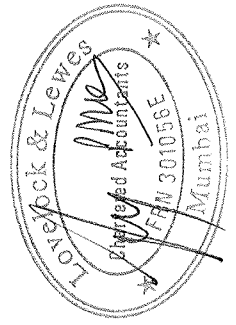
**Notes on Segment Information**

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 September, 2013, 30th September, 2012, 30th June, 2013 and 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

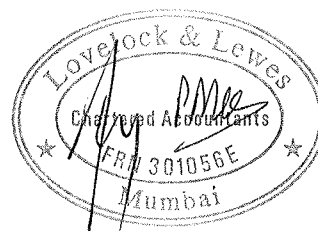




Hindustan Unilever Limited  
**HINDUSTAN UNILEVER LIMITED**

(Rs. in lakhs)

Standalone Statement of Assets and Liabilities		As at 30th September, 2013	As at 31st March, 2013
Particulars		Unaudited	Audited
<b>A</b>	<b>EQUITY AND LIABILITIES</b>		
<b>1</b>	<b>Shareholders' funds</b>		
	(a) Share capital	21,626	21,625
	(b) Reserves and surplus	440,653	245,777
	<b>Sub-total - Shareholders' funds</b>	<b>462,279</b>	<b>267,402</b>
<b>2</b>	<b>Non-current liabilities</b>		
	(a) Other long-term liabilities	48,141	47,625
	(b) Long-term provisions	70,373	70,634
	<b>Sub-total - Non-current liabilities</b>	<b>118,514</b>	<b>118,259</b>
<b>3</b>	<b>Current liabilities</b>		
	(a) Trade payables	574,882	516,769
	(b) Other current liabilities	83,662	61,615
	(c) Short-term provisions	50,110	187,202
	<b>Sub-total - Current liabilities</b>	<b>708,654</b>	<b>765,586</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,289,447</b>	<b>1,151,247</b>
<b>B</b>	<b>ASSETS</b>		
<b>1</b>	<b>Non-current assets</b>		
	(a) Fixed assets	254,843	250,854
	(b) Non-current investments	65,015	54,803
	(c) Deferred tax assets (net)	18,930	20,478
	(d) Long-term loans and advances	50,998	38,429
	(e) Other non-current assets	29,702	29,684
	<b>Sub-total - Non-current assets</b>	<b>419,488</b>	<b>394,248</b>
<b>2</b>	<b>Current assets</b>		
	(a) Current investments	232,704	178,263
	(b) Inventories	262,313	252,699
	(c) Trade receivables	67,940	83,348
	(d) Cash and bank balances	244,595	170,789
	(e) Short-term loans and advances	53,580	64,826
	(f) Other current assets	8,827	7,074
	<b>Sub-total - Current assets</b>	<b>869,959</b>	<b>756,999</b>
	<b>TOTAL - ASSETS</b>	<b>1,289,447</b>	<b>1,151,247</b>



**Notes:**

1. Net Sales grew by 9.6% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 9.9% with a 8.9% growth in HPC and 14.6% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 102,139 lakhs (SQ'12: Rs. 91,905 lakhs) grew by 11.1%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax (refer note 5 below) for the quarter at Rs. 88,300 lakhs (SQ'12: Rs. 80,587 lakhs) grew by 9.6%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 15,099 lakhs (SQ'12: Rs. 14,875 lakhs).
5. Exceptional items, net credit in SQ'13 include profit on sale of surplus properties Rs. 3,837 lakhs (SQ'12: Rs. 580 lakhs) and restructuring costs of Rs. 494 lakhs (SQ'12: Rs. 422 lakhs).
6. The Board of Directors at their meeting held on 26th October, 2013 have resolved to pay Interim Dividend of Rs. 5.50 per share of nominal value of Re.1/- for the financial year. The interim dividend will be payable on or after 15th November, 2013 and the record date for determining entitlement has been fixed as 1st November, 2013.
7. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 26th October, 2013.

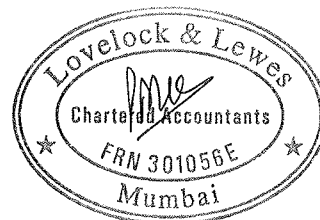
**Limited Review:** The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

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

Place: Mumbai  
Date: 26th October, 2013

By order of the Board

  
Sanjiv Mehta  
Managing Director & CEO



## **RESULTS FOR SEPTEMBER QUARTER 2013**

**10% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 11% IN SEPTEMBER QUARTER 2013**

**Mumbai, October 26<sup>th</sup>, 2013:** Hindustan Unilever Limited announced its results for the quarter ending 30<sup>th</sup> September 2013.

During the quarter, the Domestic Consumer business grew at 10%, ahead of market, driven by 5% underlying volume growth.

### **Soaps and Detergents grew 6%; healthy volume growth**

Skin Cleansing sustained its strong performance, registering its fourth successive quarter of double digit volume growth with Lifebuoy, Breeze and Lux leading category growth. The quarter saw price deflation arising from actions taken earlier in the year to pass on the benefit of lower commodity costs to consumers.

In Laundry, growth continued to be led by Surf and Rin while Wheel sales showed signs of stabilizing. Comfort fabric conditioners delivered robust growth on the back of sustained market development. Household Care continues to do very well with both Vim and Domex growing in double digit.

### **Personal Products grew 12% in a slowing market; double digit growth across categories**

In Skin Care, growth stepped up to double digit, aided by a favorable comparator and good sales in advance of winter. Fair & Lovely was re-launched towards the end of the quarter with the new 'Best Ever Formula' and a focused activation plan. Vaseline and Dove lotions did particularly well, Lakme registered one of its strongest quarters of innovation led growth while Ponds saw good growth on talc. The portfolio was expanded with the Lakme Youth Infinity range and differentiated offerings in facial cleansing under Lakme, Ponds and Dove.

Hair Care had another very good quarter with broad based double digit volume growth and TRESemmé gaining further ground. Hair conditioners continued to lead market development with sustained high growth. The global portfolio was further leveraged to launch the Toni & Guy range of premium hair care and styling offerings.

In Oral Care, both brands delivered double digit growth in the context of a sharp increase in competitive intensity and in media spends. Pepsodent was re-launched with a superior product and proposition while Close Up continued to be driven by exciting activation. A&P investments were significantly stepped up to sustain our competitive position in this category.

Colour Cosmetics maintained its strong innovation led growth momentum across the Lakme portfolio. Growth was driven by premium make-up with Absolute and 9 to 5 and a further acceleration in the growth of Elle 18.

### **Beverages grew 16%; another strong performance by tea**

Tea delivered one of its strongest quarters, sustaining broad based price-led growth and healthy volumes. All key brands grew in double digits led by mix improvements and strong in-market activities. The continued thrust on market development for tea bags enabled flavored and green teabags sales to nearly double in the quarter. In a slowing coffee market, Bru growth was led by the robust performance of Bru Gold.

### **Packaged Foods grew 9%; Kissan accelerates, Kwality Walls steps up**

Kissan maintained its double digit growth with a very good quarter for Ketchups while Knorr sales was driven by Instant Soups. Despite challenging market conditions, Kwality Walls stepped up to double digit growth through sharper in-market execution and the rollout of the 'Perfect Stores' program for the category.

### **Volatile cost environment; competitive intensity heightens**

The operating context during the quarter was challenging given the volatile cost environment, led by the Rupee depreciation, and heightened competitive intensity. Overall industry media spend was up to its highest levels in over 18 quarters, with a particularly sharp increase in Oral Care. We invested at competitive levels across segments with a significant step up in Personal Products – overall A&P spend was up by Rs.185 Crores (+165 bps) in the quarter.

### **PBIT up 11%, margins expand +20bps**

Despite a sharp increase in A&P spends, Profit before Interest and Tax (PBIT) grew by 11% with PBIT margin improving +20 bps. Profit after tax before exceptional items, PAT (bei), grew by 10% to Rs.883 Crores while Net Profit at Rs.914 Crores was up 13%.

The Board of Directors have declared an interim dividend of Rs 5.5 per equity share of face value Re. 1 each, for the year ending 31<sup>st</sup> March 2014.

Harish Manwani, Chairman commented: "We have delivered another quarter of competitive and profitable growth. The consistency and resilience of our performance, in what has been a challenging market environment for some quarters now, is a reflection of the discipline with which we are managing our business and executing our strategy. We continue to strengthen our business for the long term by driving innovation, investing behind our brands and further building organizational capabilities."

