

# Financial Performance

## 10 year track record

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008-09
	Rs. crores									
<b>Profit &amp; Loss Account</b>	(15 months)									
Gross Sales*	10917.69	11392.14	11781.30	10951.61	11096.02	10888.38	11975.53	13035.06	14715.10	21649.51
Other Income	318.98	345.07	381.79	384.54	459.83	318.83	304.79	354.51	431.53	567.79
Interest	(22.39)	(13.15)	(7.74)	(9.18)	(66.76)	(129.98)	(19.19)	(10.73)	(25.50)	(25.32)
Profit Before Taxation @	1387.94	1665.09	1943.37	2197.12	2244.95	1505.32	1604.47	1861.68	2146.33	3025.12
Profit After Taxation @	1069.94	1310.09	1540.95	1731.32	1804.34	1199.28	1354.51	1539.67	1743.12	2500.71
Earnings Per Share of Re. 1#	4.86	5.95	7.46	8.04	8.05	5.44	6.40	8.41	8.73	11.46
Dividend Per Share of Re. 1#	2.90	3.50	5.00	5.16	5.50	5.00	5.00	6.00	9.00	7.50
<b>Balance Sheet</b>										
Fixed Assets	1087.17	1203.47	1320.06	1322.34	1369.47	1517.56	1483.53	1511.01	1708.14	2078.85
Investments	1006.11	1769.74	1635.93	2364.74	2574.93	2229.56	2014.20	2413.93	1440.80	332.62
Net Deferred Tax	-	-	246.48	269.92	267.44	226.00	220.14	224.55	212.39	254.83
Net Current Assets	187.25	(373.38)	(75.04)	(239.83)	(368.81)	(409.30)	(1355.31)	(1353.40)	(1833.57)	(182.85)
	<b>2280.53</b>	<b>2599.83</b>	<b>3127.43</b>	<b>3717.17</b>	<b>3843.03</b>	<b>3563.82</b>	<b>2362.56</b>	<b>2796.09</b>	<b>1527.76</b>	<b>2483.45</b>
Share Capital	220.06	220.06	220.12	220.12	220.12	220.12	220.12	220.68	217.74	217.99
Reserves & Surplus	1883.20	2268.16	2823.57	3438.75	1918.60	1872.59	2085.50	2502.81	1221.49	1843.52
Loan Funds	177.27	111.61	83.74	58.30	1704.31	1471.11	56.94	72.60	88.53	421.94
	<b>2280.53</b>	<b>2599.83</b>	<b>3127.43</b>	<b>3717.17</b>	<b>3843.03</b>	<b>3563.82</b>	<b>2362.56</b>	<b>2796.09</b>	<b>1527.76</b>	<b>2483.45</b>

\* Sales before Excise Duty Charged @ Before Exceptional/Extraordinary Items # Adjusted for bonus

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008-09
<b>Segment-wise Sales (%)</b>										
Soaps, Detergents & Household Care	41	40	40	45	44	45	45	47	47	49
Personal Products	17	17	21	22	24	26	28	29	29	29
Foods	34	37	33	30	29	27	25	22	22	20
Chemicals, Agri, Fertilisers & Animal Feeds	6	4	3	2	2	1	1	1	1	1
Others	2	2	3	1	1	1	1	1	1	1
EBIT as % of Sales	10.7	12.3	14.0	17.6	18.4	13.4	12.3	13.1	13.1	13.1
Fixed Assets Turnover (No. of times)	10.0	9.5	8.9	8.3	8.1	7.2	8.1	8.6	8.6	8.3*
Economic Value Added (EVA) (Rs. crores)	694	858	1080	1236	1429	886	1014	1126	1314	2097
PAT / Sales (%)	9.8	11.5	13.1	15.8	16.3	11.0	11.3	11.8	11.8	11.6
Return on Capital Employed (%)	61.8	64.6	62.4	59.4	60.2	45.9	68.7	67.0	78.0	107.5*
Return on Net Worth (%)	50.9	52.7	53.9	48.4	82.8	57.2	61.1	68.1	80.1	103.6*

\* Shown on an annualised basis

	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008-09
	Rs. crores									
HUL Share Price on BSE (Rs. Per Share of Re. 1)*	225.00	206.35	223.65	181.75	204.70	143.50	197.25	216.55	213.90	237.50
Market Capitalisation	49513	45409	49231	40008	45059	31587	43419	47788	46575	51770
Exports**	1803	1934	1845	1411	1416	1459	1461	1369	1413	1630
Contribution to Exchequer	2341	2524	2478	2609	2999	2674	2638	2813	3133	4429

\* Based on year-end closing prices quoted in the Bombay Stock Exchange, adjusted for bonus shares

\*\* Includes exports made by subsidiaries