



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH 2010

Rs. Lakhs

STANDALONE			STANDALONE			CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March			Audited Results for the Twelve Months & Accounting Year ended	Unaudited Results for the Twelve Months ended	Audited Results for the Fifteen Months & Accounting Year ended	Audited Results for the Twelve Months & Accounting Year ended	Audited Results for the Fifteen Months & Accounting Year ended
2010	2009		31st March 2010	31st March 2009	31st March 2009	31st March 2010	31st March 2009
431,575	398,833	1.a. Net Sales [sum of (i) to (iv)]	1,752,380	1,647,675	2,023,933	1,776,427	2,050,110
319,035	302,384	i) Domestic FMCG - HPC	1,314,964	1,233,085	1,504,257	1,314,327	1,502,760
81,551	69,197	ii) Domestic FMCG - Foods	306,236	268,175	329,299	306,236	329,299
400,586	371,581	Domestic FMCG - Total (i+ii)	1,621,200	1,501,260	1,833,556	1,620,563	1,832,059
25,467	21,856	iii) Exports	100,017	116,997	156,729	106,561	165,663
5,522	5,396	iv) Others	31,163	29,418	33,648	49,303	52,388
6,449	6,898	1.b. Other Operational Income	20,153	30,687	38,417	21,491	39,041
438,024	405,731	1. Total Income [1.a. + 1.b.]	1,772,533	1,678,362	2,062,350	1,797,918	2,089,151
383,505	350,224	2. Expenditure [sum of (a) to (g)]	1,515,939	1,438,755	1,777,861	1,538,030	1,802,010
(22,905)	(4,369)	a) (Increase)/decrease in stock in trade and work in progress	(2,272)	(18,649)	(42,156)	(1,628)	(42,918)
177,345	159,944	b) Consumption of raw/packing materials	660,887	670,037	838,654	680,505	861,366
67,312	52,477	c) Purchase of goods	229,174	225,669	284,507	217,499	273,566
23,810	23,435	d) Employees Cost	93,630	93,859	115,212	97,801	119,636
5,029	4,125	e) Depreciation/Amortisation	18,403	15,901	19,530	19,194	19,997
62,652	45,055	f) Advertising & Promotions	239,143	169,179	213,092	244,902	217,386
70,262	69,557	g) Other expenditure	276,974	282,759	349,022	279,757	352,977
54,519	55,507	3. Profit from Operations Before Interest and Exceptional Items (1-2)	256,594	239,607	284,489	259,888	287,141
2,841	2,026	4. Other Income	14,811	18,197	20,555	12,906	18,965
57,360	57,533	5. Profit before Interest & Exceptional Items (3+4)	271,405	257,804	305,044	272,794	306,106
14	221	6. Interest expense	698	2,182	2,532	747	2,645
57,346	57,312	7. Profit after Interest but before exceptional Items (5-6)	270,707	255,622	302,512	272,047	303,461
14,339	(10,709)	8. Exceptional Items - (loss)/gain	5,545	(1,881)	(1,630)	5,379	(772)
71,685	46,603	9. Profit Before Tax (7+8)	276,252	253,741	300,882	277,426	302,689
(18,776)	(7,104)	10. Tax expense	(61,637)	(41,308)	(50,355)	(62,824)	(51,794)
52,909	39,499	11. Net Profit After Tax from ordinary activities [9+10]	214,615	212,433	250,527	214,602	250,895
5,211	-	12.a Extraordinary Items (net of tax) - gain/(loss)	5,588	(881)	(881)	1,859	99
		12.b Minority Interest -Profit/ (Loss)				798	543
58,120	39,499	13. Net Profit after Minority Interest (11+12a-12.b)	220,203	211,552	249,646	215,663	250,451
21,817	21,799	14. Paid up Equity Share Capital (face value Re 1 per share)	21,817	21,799	21,799	21,817	21,799
		15. Reserves excluding Revaluation Reserve	236,468		184,285	245,009	191,882
		16. Earnings Per Share (EPS) -					
2.43	1.81	Basic Earnings per Share of Re 1 (before Extraordinary Items *) - Rs.	9.84	9.75	11.50	9.84	11.49
2.42	1.81	Diluted Earnings per Share of Re 1 (before Extraordinary Items *) - Rs.	9.83	9.73	11.48	9.83	11.47
2.66	1.81	Basic Earnings per Share of Re 1 (after Extraordinary Items *) - Rs.	10.10	9.70	11.46	9.89	11.50
2.66	1.81	Diluted Earnings per Share of Re 1 (after Extraordinary Items *) - Rs.	10.08	9.69	11.44	9.87	11.47
		* and Minority Interest for consolidated results.					
		17. Public Shareholding					
1,046,837,321	1,045,026,617	- Number of Shares	1,046,837,321	1,045,026,617	1,045,026,617	1,046,837,321	1,045,026,617
47.98%	47.94%	- Percentage of Shareholding	47.98%	47.94%	47.94%	47.98%	47.94%
		18. Promoters and Promoter Group Shareholding					
		a) Pledged/Encumbered					
Nil	Nil	- Number of shares	Nil	Nil	Nil	Nil	Nil
NA	NA	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA	NA
NA	NA	- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	NA	NA
		b) Non-Encumbered					
1,134,849,460	1,134,849,460	- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%
52.02%	52.06%	- Percentage of shares (as a % of the total share capital of the company)	52.02%	52.06%	52.06%	52.02%	52.06%

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

Rs. Lakhs

STANDALONE			STANDALONE			CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March			Audited Results for the Twelve Months & Accounting Year ended	Unaudited Results for the Twelve Months ended	Audited Results for the Fifteen Months & Accounting Year ended	Audited Results for the Twelve Months & Accounting Year ended	Audited Results for the Fifteen Months & Accounting Year ended
2010	2009		31st March 2010	31st March 2009	31st March 2009	31st March 2010	31st March 2009
		Segment Revenue (Sales and Income from Services)					
197,848	201,626	- Soaps and Detergents	826,564	814,642	988,463	826,564	988,464
125,521	105,569	- Personal Products	504,790	436,565	538,453	505,507	538,783
57,016	49,434	- Beverages	214,243	186,854	229,951	214,243	229,951
19,757	16,099	- Processed Foods	73,078	65,632	80,830	73,078	80,830
5,530	4,545	- Ice Creams	23,100	19,833	23,531	23,100	23,531
25,551	22,085	- Exports	100,525	117,715	157,608	107,071	168,081
6,443	6,508	- Others (includes Chemicals, Water etc)	34,672	31,443	35,855	53,379	54,986
437,666	405,866	Total Segment Revenue	1,776,972	1,672,684	2,054,691	1,802,942	2,084,626
-	(209)	Less : Inter segment revenue	(385)	(637)	(792)	(385)	(4,157)
437,666	405,657	Net Segment Revenue	1,776,587	1,672,047	2,053,899	1,802,557	2,080,469
		Segment Results (Profit Before Tax from ordinary activities)					
25,273	33,353	- Soaps and Detergents	118,527	124,922	148,173	118,527	148,232
27,337	23,894	- Personal Products	129,652	118,315	142,896	128,594	142,961
7,896	6,551	- Beverages	31,975	25,466	30,815	31,975	30,830
790	(447)	- Processed Foods	444	(198)	145	444	150
(157)	(186)	- Ice Creams	1,269	1,113	862	1,269	863
1,334	1,436	- Exports	5,858	9,041	10,820	6,164	10,466
(1,929)	(2,422)	- Others (includes Chemicals, Water etc)	(7,202)	(10,395)	(13,447)	(2,644)	(10,151)
60,544	62,179	Total Segment Results	280,523	268,264	320,264	284,329	323,351
(14)	(221)	Less : Interest Expense	(698)	(2,182)	(2,532)	(747)	(2,645)
11,155	(15,355)	Add/(Less) : Other unallocable expenditure net of unallocable income	(3,573)	(12,341)	(16,850)	(6,156)	(18,017)
71,685	46,603	Total Profit Before Tax from ordinary activities	276,252	253,741	300,882	277,426	302,689
		Capital Employed (Segment assets less Segment liabilities)					
(29,472)	59,349	- Soaps and Detergents	(29,472)	59,349	59,349	(29,473)	59,187
15,475	2,294	- Personal Products	15,475	2,294	2,294	16,211	6,297
24,965	32,661	- Beverages	24,965	32,661	32,661	24,967	32,661
(1,530)	4,403	- Processed Foods	(1,530)	4,403	4,403	(1,530)	4,403
4,857	4,610	- Ice Creams	4,857	4,610	4,610	4,857	4,610
18,892	32,099	- Exports	18,892	32,099	32,099	19,220	33,758
(4,997)	(5,063)	- Others	(4,997)	(5,063)	(5,063)	(1,426)	(2,917)
28,190	130,353	Total Capital Employed in segments	28,190	130,353	130,353	32,826	137,999
230,162	75,798	Add : Unallocable corporate assets less corporate liabilities	230,162	75,798	75,798	235,113	76,526
258,352	206,151	Total Capital Employed in company	258,352	206,151	206,151	267,939	214,525

HINDUSTAN UNILEVER LIMITED

Rs. Lakhs

BALANCE SHEET AS AT 31st March, 2010

Particulars	STANDALONE		CONSOLIDATED	
	Audited as at 31st March, 2010	Audited as at 31st March, 2009	Audited as at 31st March, 2010	Audited as at 31st March, 2009
SHAREHOLDERS' FUND				
(a) Capital	(21,817)	(21,799)	(21,817)	(21,799)
(b) Reserves and Surplus	(236,535)	(184,352)	(245,076)	(191,948)
MINORITY INTEREST			(1,046)	(778)
LOAN FUNDS	0	(42,194)	(1,084)	(43,413)
FIXED ASSETS (including CWIP)	243,607	207,884	249,434	213,584
INVESTMENTS	126,408	33,262	122,442	28,764
NET DEFERRED TAX ASSET/(LIABILITY)	24,882	25,483	24,820	25,305
CURRENT ASSETS, LOAN AND ADVANCES				
(a) Inventories	217,993	252,886	222,641	258,053
(b) Sundry Debtors	67,844	53,689	69,167	56,057
(c) Cash and Bank Balances	189,221	177,735	201,238	186,411
(d) Other Current Assets	1,662	1,574	1,929	1,970
(e) Loans and Advances	60,056	74,212	58,953	74,529
Less: Current Liabilities and Provisions	(673,321)	(578,380)	(681,601)	(586,735)
MISCELLANEOUS EXPENDITURE (NOT WRITTEN OFF OR ADJUSTED)	-	-	-	-
PROFIT AND LOSS ACCOUNT	-	-	-	-
TOTAL	-	-	-	-