

FINANCIAL PERFORMANCE

10 YEAR RECORD

STANDALONE

(₹ crores)

Statement of Profit & Loss	IGAAP								IND AS		
	2008-09 (15 months)	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18
Sales (including excise duty)	21,650	18,220	20,285	22,800	26,680	28,947	32,086	33,856	32,929	33,895	34,619
Other Income	590	350	627	659	1,211	1,232	1,254	1,063	1,126	1,118	1,168
Interest	(25)	(7)	(0)	(1)	(25)	(36)	(17)	(0)	(15)	(22)	(20)
Profit Before Taxation [@]	3,025	2,707	2,730	3,350	4,349	4,800	5,523	5,910	5,977	6,155	7,347
Profit After Taxation [@]	2,501	2,103	2,153	2,599	3,314	3,555	3,843	4,078	4,116	4,247	5,135
Earnings Per Share of ₹ 1	11.46	10.10	10.58	12.46	17.56	17.88	19.95	18.87	19.12	20.75	24.20
Dividend Per Share of ₹ 1	7.50	6.50	6.50	7.50	18.50 ^{##}	13.00	15.00	16.00	16.00	17.00	20.00

[@] Before Exceptional/Extraordinary items [^]Based on Revised Schedule VI/Schedule III ^{##}Includes special dividend

^{##}Figures are restated as per IND AS

Balance Sheet	IGAAP								IND AS		
	2008-09 (15 months)	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18
Fixed Assets	2,079	2,436	2,458	2,363	2,509	2,742	2,937	3,300	3,300	4,227	4,572
Investments	333	1,264	1,261	2,438	2,331	3,094	3,278	2,967	2,780	3,779	3,111
Cash and Other Bank Balances	1,777	1,892	1,640	1,830	1,708	2,221	2,538	2,759	2,759	1,671	3,373
Net Assets (Current and Non-current)	(1,705)	(3,009)	(2,699)	(3,118)	(3,874)	(4,780)	(5,029)	(5,339)	(2,560)	(3,187)	(3,981)
	2,484	2,583	2,660	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075
Share Capital	218	218	216	216	216	216	216	216	216	216	216
Reserves & Surplus	1,844	2,365	2,444	3,297	2,458	3,061	3,508	3,471	6,063	6,274	6,859
Loan Funds	422	-	-	-	-	-	-	-	-	-	-
	2,484	2,583	2,660	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075

[^]Based on Revised Schedule VI/ Schedule III ^{##}Figures are restated as per IND AS

Key Ratios and EVA	IGAAP								IND AS		
	2008-09 (15 months)	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18
EBITDA (% of Gross Sales)	14.0	15.1	13.2	14.4	15.0	15.5	16.2	16.9	17.5	17.8	21.0
Fixed asset Turnover (No. of Turnover)	8.3 [*]	7.5	8.3	9.6	10.6	10.6	10.9	10.3	10.0	8.0	7.6
PAT / Gross Sales (%)	11.6	11.5	10.6	11.4	12.4	12.3	12.0	12.0	12.5	12.5	14.8
Return On Capital Employed (%)	107.5 [*]	103.8	87.5	96.8	109.1	130.2	127.7	128.4	105.8	105.9	118.9
Return On Net Worth (%)	103.6 [*]	88.2	74.0	77.7	94.7	104.1	99.5	88.7	72.8	76.6	84.5
Economic Value Added (EVA) (₹ crores)	2,154	1,791	1,750	2,250	2,926	3,147	3,380	3,526	3,438	3,498	4,258

^{*} Shown on annualised basis ^{##}Figures are restated as per IND AS

Return metrics (ROCE and RONW) are lower in Ind AS compared to IGAAP since under IND AS final dividend including taxes are accounted after approval in AGM only; whereas in IGAAP such dividends were recognised in the same year to which they relate to. The final dividend for the financial year 2016-17 was ₹ 2,605 crores.

Others	2008-09 (15 months)	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2016-17	2017-18
HUL Share Price on BSE (₹ Per Share of ₹ 1) [*]	238	239	285	410	466	604	873	870	910	1,336
Market Capitalisation (₹ crores)	51,770	52,077	61,459	88,600	1,00,793	1,30,551	1,88,849	1,88,154	1,96,902	289,159
Contribution to Exchequer (₹ crores)	4,429	3,704	3,953	4,839	6,365	6,680	8,309	8,856	9,249	7,283

^{*}Based on year-end closing prices quoted on BSE Limited