

FINANCIAL PERFORMANCE

10 YEARS RECORD

STANDALONE

[Rs. in Crores]

Statement of Profit & Loss	IGAAP							IND AS			
	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19
Gross Sales	18,220	20,285	22,800	26,680	28,947	32,086	33,856	32,929	33,895	34,619	37,660
Other Income (includes other operating income)	350	627	659	1,211	1,232	1,254	1,063	1,126	1,118	1,168	1,228
Interest	(7)	(0)	(1)	(25)	(36)	(17)	(0)	(15)	(22)	(20)	(28)
Profit Before Taxation [@]	2,707	2,730	3,350	4,349	4,800	5,523	5,910	5,977	6,155	7,347	8,749
Profit After Taxation [@]	2,103	2,153	2,599	3,314	3,555	3,843	4,078	4,116	4,247	5,135	6,080
Earnings Per Share of Re. 1	10.10	10.58	12.46	17.56	17.88	19.95	18.87	19.12	20.75	24.20	27.89
Dividend Per Share of Re. 1	6.50	6.50	7.50	18.50 ^{\$\$}	13.00	15.00	16.00	16.00	17.00	20.00	22.00

@ 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			
	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19
Fixed Assets	2,436	2,458	2,363	2,509	2,742	2,937	3,300	3,300	4,227	4,572	4,716
Investments	1,264	1,261	2,438	2,331	3,094	3,278	2,967	2,780	3,779	3,111	2,949
Cash and Other Bank Balances	1,892	1,640	1,830	1,708	2,221	2,538	2,759	2,759	1,671	3,373	3,688
Net Assets (Current and Non - Current)	(3,009)	(2,699)	(3,118)	(3,874)	(4,780)	(5,029)	(5,339)	(2,560)	(3,187)	(3,981)	(3,694)
	2,583	2,660	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075	7,659
Share Capital	218	216	216	216	216	216	216	216	216	216	216
Reserves & Surplus	2,365	2,444	3,297	2,458	3,061	3,508	3,471	6,063	6,274	6,859	7,443
	2,583	2,660	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075	7,659

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

Key Ratios and EVA	IGAAP							IND AS			
	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19
EBITDA (% of Gross Sales)	15.1	13.2	14.4	15.0	15.5	16.2	16.9	17.5	17.8	21.0	22.9
Fixed asset Turnover (No. of Turnover)	7.5	8.3	9.6	10.6	10.6	10.9	10.3	10.0	8.0	7.6	8.0
PAT / Gross Sales (%)	11.5	10.6	11.4	12.4	12.3	12.0	12.0	12.5	12.5	14.8	16.1
Return On Capital Employed (%)	103.8	87.5	96.8	109.1	130.2	127.7	128.4	105.8	105.9	118.9	131.2
Return On Net Worth (%)	88.2	74.0	77.7	94.7	104.1	99.5	88.7	72.8	76.7	84.5	90.5
Economic Value Added (EVA) (Rs. in crores)	1,791	1,750	2,250	2,926	3,147	3,380	3,526	3,438	3,498	4,258	5,291

[^]Based on Revised Schedule VI/ Schedule III ^{##}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.

Others	2009-10	2010-11 [^]	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2016-17	2017-18	2018-19
HUL Share Price on BSE (Per Share of Re. 1)*	239	285	410	466	604	873	870	910	1,336	1,708
Market Capitalisation (Rs. in crores)	52,077	61,459	88,600	1,00,793	1,30,551	1,88,849	1,88,154	1,96,902	2,89,159	3,69,688

*Based on year-end closing prices quoted on BSE Limited ^{##}Figures are restated as per IND AS