



HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2014

(Rs. in Lakhs)

Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Quarter ended 30th September		Particulars	Unaudited Results for the Nine Months ended 31st December		Audited Results for the Year ended 31st March
2014	2013	2014	2013		2014	2013	2014
757,918	703,778	746,554	746,554	1.a. Net Sales from Operations (Net of excise duty)	2,261,549	2,047,247	2,740,829
19,514	18,557	17,379	17,379	1.b. Other Operating Income	51,449	45,256	61,084
777,432	722,335	763,933	763,933	1. Total Income from operations (net) [1.a. + 1.b.]	2,312,998	2,092,503	2,801,913
651,590	606,097	647,368	647,368	2. Expenses [sum of (a) to (g)]	1,945,610	1,772,210	2,380,442
286,063	270,151	297,468	297,468	a) Cost of materials consumed	893,813	824,977	1,115,981
94,912	83,744	93,339	93,339	b) Purchases of stock-in-trade	278,397	239,953	335,019
3,824	12,112	5,091	5,091	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	7,450	(3,651)	(16,638)
44,179	34,772	41,301	41,301	d) Employee benefits expense	119,047	105,770	143,595
7,308	6,442	7,637	7,637	e) Depreciation and amortisation expense	21,617	19,478	26,055
97,712	92,946	92,505	92,505	f) Advertising & Promotions	284,705	277,326	361,360
117,592	105,930	110,027	110,027	g) Other expenses	340,581	308,357	415,070
125,842	116,238	116,565	116,565	3. Profit from operations before other income, finance costs and exceptional items (1-2)	367,388	320,293	421,471
12,007	14,266	19,780	19,780	4. Other income	51,998	47,040	62,103
137,849	130,504	136,345	136,345	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	419,386	367,333	483,574
424	1,820	633	633	6. Finance costs	1,682	3,070	3,603
137,425	128,684	135,712	135,712	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	417,704	364,263	479,971
39,658	2,297	4,868	4,868	8. Exceptional Items - net credit/ (charge)	48,490	16,265	22,868
177,083	130,981	140,580	140,580	9. Profit from Ordinary Activities Before Tax (7+8)	466,194	380,528	502,839
51,866	24,750	41,764	41,764	10. Tax expense	136,477	80,992	116,090
125,217	106,231	98,816	98,816	11. Net Profit from Ordinary Activities After Tax (9-10)	329,717	299,536	386,749
-	-	-	-	12. Extraordinary Items	-	-	-
125,217	106,231	98,816	98,816	13. Net Profit for the period (11+12)	329,717	299,536	386,749
21,632	21,626	21,632	21,632	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,632	21,626	21,627
				15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year			306,011
				16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):			
5.79	4.91	4.57	4.57	(a) Basic - Rs.	15.24	13.85	17.88
5.79	4.91	4.57	4.57	(b) Diluted - Rs.	15.24	13.84	17.87
				16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):			
5.79	4.91	4.57	4.57	(a) Basic - Rs.	15.24	13.85	17.88
5.79	4.91	4.57	4.57	(b) Diluted - Rs.	15.24	13.84	17.87
				A. PARTICULARS OF SHAREHOLDING			
				1. Public Shareholding			
708,818,526	708,217,669	708,737,237	708,737,237	- Number of Shares	708,818,526	708,217,669	708,283,434
32.77%	32.75%	32.76%	32.76%	- Percentage of Shareholding	32.77%	32.75%	32.75%
				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 promoters 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			
1,454,412,858	1,454,412,858	1,454,412,858	1,454,412,858	- Number of shares	1,454,412,858	1,454,412,858	1,454,412,858
100.00%	100.00%	100.00%	100.00%	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	100.00%	100.00%
67.23%	67.25%	67.24%	67.24%	- Percentage of shares (as a % of the total share capital of the company)	67.23%	67.25%	67.25%
				B. INVESTOR COMPLAINTS			
				Pending at the beginning of the quarter	Nil		
				Received during the quarter	22		
				Disposed of during the quarter	22		
				Remaining unresolved at the end of the quarter	Nil		

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

(Rs. in Lakhs)

Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Quarter ended 30th September	Particulars	Unaudited Results for the Nine Months ended 31st December		Audited Results for the Year ended 31st March
2014	2013	2014		2014	2013	2014
360,022	339,786	375,510	Segment Revenue (Sales and Other operating income)	1,120,290	1,018,629	1,368,341
245,455	230,390	214,274	- Soaps and Detergents	675,685	613,762	812,091
91,965	85,003	89,913	- Personal Products	265,534	244,282	331,186
41,988	37,276	45,131	- Beverages	141,497	122,862	164,830
35,350	27,658	36,180	- Packaged Foods	101,821	86,051	115,630
			- Others (includes Exports, Water, Infant Care Products, etc)			
774,780	720,113	761,008	Total Segment Revenue	2,304,827	2,085,586	2,792,078
-	-	-	Less: Inter Segment Revenue	-	-	-
774,780	720,113	761,008	Net Segment Revenue	2,304,827	2,085,586	2,792,078
50,241	45,089	51,119	Segment Results (Profit before tax and interest from ordinary activities)	154,540	136,410	178,581
68,091	65,918	52,226	- Soaps and Detergents	179,982	157,225	206,806
14,100	13,730	15,570	- Personal Products	43,295	41,765	58,069
(2,126)	(1,340)	1,998	- Beverages	5,777	3,830	6,126
(376)	(1,349)	1,157	- Packaged Foods	(765)	(1,195)	(3,700)
			- Others (includes Exports, Water, Infant Care Products, etc)			
129,930	122,048	122,070	Total Segment Results	382,829	338,035	445,882
(424)	(1,820)	(633)	Less: Finance Costs	(1,682)	(3,070)	(3,603)
47,577	10,753	19,143	Add/(Less): Other unallocable income net of unallocable expenditure	85,047	45,563	60,560
177,083	130,981	140,580	Total Profit Before Tax from ordinary activities	466,194	380,528	502,839
(49,817)	(35,129)	(37,767)	Capital Employed (Segment assets less Segment liabilities)	(49,817)	(35,129)	(23,091)
(77,545)	(55,513)	(61,192)	- Soaps and Detergents	(77,545)	(55,513)	(47,509)
5,234	12,245	9,461	- Personal Products	5,234	12,245	34,735
14,054	14,805	15,423	- Beverages	14,054	14,805	17,428
(375)	(7,032)	(5)	- Packaged Foods	(375)	(7,032)	(2,160)
			- Others (includes Exports, Water, Infant Care Products, etc)			
(108,449)	(70,624)	(74,080)	Total Capital Employed in segments	(108,449)	(70,624)	(20,597)
611,479	501,291	605,640	Add: Unallocable corporate assets less corporate liabilities	611,479	501,291	348,302
503,030	430,667	531,560	Total Capital Employed	503,030	430,667	327,705

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 31st December, 2014, 31st December, 2013, 30th September, 2014 and 31st March, 2014. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

2. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.