

**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2012.**

(Rs. in lakhs)

STANDALONE			Particulars	STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March		Unaudited Results for the Quarter ended 31st December 2011		Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
2012	2011	2011		2012	2011	2012	2011
566,048	489,367	584,431	<b>1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]</b>	<b>2,173,560</b>	<b>1,938,101</b>	<b>2,298,773</b>	<b>1,964,769</b>
448,024	362,391	447,061	i) Domestic FMCG - HPC	1,723,533	1,443,457	1,721,283	1,441,780
101,436	94,148	96,401	ii) Domestic FMCG - Foods	391,897	347,151	391,897	347,151
549,460	456,539	543,462	Domestic FMCG - Total (i+ii)	2,115,430	1,790,608	2,113,180	1,788,931
16,588	32,828	40,969	iii) Others	58,130	147,493	185,593	175,838
10,542	7,473	11,179	1.b. Other Operating Income	38,077	35,450	44,860	37,486
<b>576,590</b>	<b>496,840</b>	<b>595,610</b>	<b>1. Total Income from operations (net) [1.a. + 1.b.]</b>	<b>2,211,637</b>	<b>1,973,551</b>	<b>2,343,633</b>	<b>2,002,255</b>
<b>498,958</b>	<b>438,183</b>	<b>504,243</b>	<b>2. Expenses [sum of (a) to (g)]</b>	<b>1,904,328</b>	<b>1,727,795</b>	<b>2,018,631</b>	<b>1,754,063</b>
207,955	211,108	234,603	a) Cost of materials consumed	858,489	755,049	948,701	779,687
76,621	74,829	76,128	b) Purchases of stock-in-trade	302,414	281,813	291,949	269,275
27,649	(19,517)	(2,738)	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	12,873	(29,053)	9,515	(30,776)
27,513	23,460	27,412	d) Employee benefits expense	110,728	96,126	120,094	101,486
5,707	5,563	5,682	e) Depreciation and amortisation expense	21,825	22,083	23,354	22,929
67,733	62,328	69,018	f) Advertising & Promotions	263,478	276,423	269,696	279,705
85,780	80,412	94,138	g) Other expenses	334,521	325,354	355,322	331,741
<b>77,632</b>	<b>58,657</b>	<b>91,367</b>	<b>3. Profit from operations before other income, finance costs and exceptional items (1-2)</b>	<b>307,309</b>	<b>245,756</b>	<b>325,002</b>	<b>248,192</b>
6,996	6,031	8,008	4. Other Income	27,831	27,288	25,962	25,518
<b>84,628</b>	<b>64,688</b>	<b>99,375</b>	<b>5. Profit from ordinary activities before finance costs and exceptional items (3+4)</b>	<b>335,140</b>	<b>273,044</b>	<b>350,964</b>	<b>273,710</b>
20	2	45	6. Finance costs	124	24	165	101
<b>84,608</b>	<b>64,686</b>	<b>99,330</b>	<b>7. Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>	<b>335,016</b>	<b>273,020</b>	<b>350,799</b>	<b>273,609</b>
2,808	8,360	(1,238)	8. Exceptional Items - credit/(charge)	11,887	20,683	11,369	22,082
<b>87,416</b>	<b>73,046</b>	<b>98,092</b>	<b>9. Profit from ordinary activities before tax (7+8)</b>	<b>346,903</b>	<b>293,703</b>	<b>362,168</b>	<b>295,691</b>
(18,755)	(16,128)	(22,711)	10. Tax expense	(77,763)	(63,104)	(82,154)	(65,028)
<b>68,661</b>	<b>56,918</b>	<b>75,381</b>	<b>11. Net Profit from ordinary activities After Tax [9+10]</b>	<b>269,140</b>	<b>230,599</b>	<b>280,014</b>	<b>230,663</b>
-	-	-	12. Extraordinary Items	-	-	-	-
<b>68,661</b>	<b>56,918</b>	<b>75,381</b>	<b>13. Net Profit for the period (11+12)</b>	<b>269,140</b>	<b>230,599</b>	<b>280,014</b>	<b>230,663</b>
-	-	-	14. Share of profit of associates	-	-	-	-
-	-	-	15. Minority Interest	-	-	(948)	(1,058)
<b>68,661</b>	<b>56,918</b>	<b>75,381</b>	<b>16. Net Profit after taxes, minority interest and share of profit of associates (13+14+15)</b>	<b>269,140</b>	<b>230,599</b>	<b>279,066</b>	<b>229,605</b>
21,615	21,595	21,610	17. Paid up Equity Share Capital (face value Re. 1 per share)	21,615	21,595	21,615	21,595
-	-	-	18. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	329,611	244,290	346,426	251,833
3.18	2.61	3.49	<b>19.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):</b>	12.46	10.58	12.92	10.53
3.18	2.61	3.49	(a) Basic - Rs.	12.45	10.56	12.91	10.52
-	-	-	(b) Diluted - Rs.	-	-	-	-
3.18	2.61	3.49	<b>19.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):</b>	12.46	10.58	12.92	10.53
3.18	2.61	3.49	(a) Basic - Rs.	12.45	10.56	12.91	10.52
-	-	-	(b) Diluted - Rs.	-	-	-	-
1,026,663,032	1,024,622,508	1,026,195,165	<b>A. PARTICULARS OF SHAREHOLDING</b>	1,026,663,032	1,024,622,508	1,026,663,032	1,024,622,508
47.50%	47.45%	47.49%	<b>1. Public Shareholding</b>	47.50%	47.45%	47.50%	47.45%
-	-	-	- Number of Shares	-	-	-	-
-	-	-	- Percentage of Shareholding	-	-	-	-
Nil	Nil	Nil	<b>2. Promoters and Promoter Group Shareholding</b>	Nil	Nil	Nil	Nil
NA	NA	NA	a) Pledged/Encumbered	NA	NA	NA	NA
NA	NA	NA	- Number of shares	NA	NA	NA	NA
-	-	-	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-
-	-	-	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-
1,134,849,460	1,134,849,460	1,134,849,460	b) Non-Encumbered	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	100.00%	- Number of shares	100.00%	100.00%	100.00%	100.00%
52.50%	52.55%	52.51%	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	52.50%	52.55%	52.50%	52.55%
-	-	-	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-

**B. INVESTOR COMPLAINTS**

Quarter ended 31st March 2012

Pending at the beginning of the quarter	NIL
Received during the quarter	18
Disposed of during the quarter	18
Remaining unresolved at the end of the quarter	NIL

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

(Rs. in lakhs)

STANDALONE			Particulars	STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March		Unaudited Results for the Quarter ended 31st December		Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
2012	2011	2011		2012	2011	2012	2011
			Segment Revenue (Sales and Other operating income)				
283,438	220,750	264,813	- Soaps and Detergents	1,063,628	880,106	1,063,628	880,118
171,094	146,085	188,772	- Personal Products	684,586	585,039	700,876	585,727
68,317	63,470	67,093	- Beverages	261,743	234,650	261,743	234,650
34,805	31,737	30,666	- Packaged Foods	135,946	117,843	135,947	117,842
18,230	34,138	43,606	- Others (includes Exports, Chemicals, Water, etc)	63,636	153,931	180,135	182,205
575,884	496,180	594,950	Total Segment Revenue	2,209,539	1,971,569	2,342,329	2,000,542
-	-	-	Less: Inter Segment Revenue	-	-	-	-
575,884	496,180	594,950	Net Segment Revenue	2,209,539	1,971,569	2,342,329	2,000,542
			Segment Results (Profit before tax and interest from ordinary activities)				
32,008	16,504	35,589	- Soaps and Detergents	123,327	82,077	123,326	82,077
44,919	36,519	48,812	- Personal Products	174,460	149,480	174,294	146,956
9,838	9,928	10,518	- Beverages	36,668	35,776	36,668	35,776
(371)	465	(597)	- Packaged Foods	2,417	2,987	2,417	2,987
(489)	1,519	3,435	- Others (includes Exports, Chemicals, Water, etc)	(2,492)	1,143	15,310	5,683
85,905	64,935	97,757	Total Segment Results	334,380	271,463	352,015	273,479
(20)	(2)	(45)	Less: Finance costs	(124)	(24)	(165)	(101)
1,531	8,113	380	Add/(Less): Other unallocable income net of unallocable expenditure	12,647	22,264	10,318	22,313
87,416	73,046	98,092	Total Profit Before Tax from ordinary activities	346,903	293,703	362,168	295,691
			Capital Employed (Segment assets less Segment liabilities)				
(4,078)	(36,558)	(48,307)	- Soaps and Detergents	(4,078)	(36,558)	(4,078)	(36,558)
2,545	15,068	6,098	- Personal Products	2,545	15,068	9,978	12,350
29,993	34,624	22,824	- Beverages	29,993	34,624	29,993	34,623
21,487	13,345	18,500	- Packaged Foods	21,487	13,345	21,488	13,345
(7,507)	16,964	9,606	- Others (includes Exports, Chemicals, Water, etc)	(7,507)	16,964	(1,874)	20,045
42,440	43,443	8,721	Total Capital Employed in segments	42,440	43,443	55,507	43,805
308,853	222,509	376,562	Add: Unallocable corporate assets less corporate liabilities	308,853	222,509	314,431	231,148
351,293	265,952	385,283	Total Capital Employed in company	351,293	265,952	369,938	274,953

Registered Office : Unilever House, B. D. Sawant Marg, Chakala, Andheri (E), Mumbai 400 099



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2012

(Rs. in lakhs)

Statement of Assets and Liabilities		Standalone		Consolidated	
		Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
		2012	2011	2012	2011
Particulars					
<b>A</b>	<b>EQUITY AND LIABILITIES</b>				
<b>1</b>	<b>Shareholders' funds</b>				
	(a) Share capital	21,615	21,595	21,615	21,595
	(b) Reserves and surplus	329,678	244,357	346,493	251,900
	(c) Money received against share warrants	-	-	-	-
	<b>Sub-total - Shareholders' funds</b>	<b>351,293</b>	<b>265,952</b>	<b>368,108</b>	<b>273,495</b>
<b>2</b>	<b>Share application money pending allotment</b>	-	-	-	-
<b>3</b>	<b>Minority interest *</b>	-	-	<b>1,830</b>	<b>1,458</b>
<b>4</b>	<b>Non-current liabilities</b>				
	(a) Long-term borrowings	-	-	-	-
	(b) Deferred tax liabilities (net)	-	-	-	-
	(c) Other long-term liabilities	32,969	21,920	33,167	21,923
	(d) Long-term provisions	66,695	66,387	67,430	67,366
	<b>Sub-total - Non-current liabilities</b>	<b>99,664</b>	<b>88,307</b>	<b>100,597</b>	<b>89,289</b>
<b>5</b>	<b>Current liabilities</b>				
	(a) Short-term borrowings	-	-	-	-
	(b) Trade payables	462,296	500,905	484,387	507,902
	(c) Other current liabilities	54,677	55,459	56,436	56,656
	(d) Short-term provisions	127,897	105,643	129,367	105,982
	<b>Sub-total - Current liabilities</b>	<b>644,870</b>	<b>662,007</b>	<b>670,190</b>	<b>670,540</b>
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>1,095,827</b>	<b>1,016,266</b>	<b>1,140,725</b>	<b>1,034,782</b>
<b>B</b>	<b>ASSETS</b>				
<b>1</b>	<b>Non-current assets</b>				
	(a) Fixed assets	236,292	245,786	249,050	251,264
	(b) Goodwill on consolidation *	-	-	-	-
	(c) Non-current investments	18,631	12,058	7,025	4,841
	(d) Deferred tax assets (net)	21,424	20,966	20,991	20,737
	(e) Long-term loans and advances	39,618	40,031	38,082	40,427
	(f) Other non-current assets	-	-	-	-
	<b>Sub-total - Non-current assets</b>	<b>315,965</b>	<b>318,841</b>	<b>315,148</b>	<b>317,269</b>
<b>2</b>	<b>Current assets</b>				
	(a) Current investments	225,190	114,009	225,191	114,009
	(b) Inventories	251,665	281,077	266,737	287,569
	(c) Trade receivables	67,899	94,321	85,674	96,329
	(d) Cash and cash equivalents	183,004	162,847	199,643	177,568
	(e) Short-term loans and advances	48,579	41,635	44,611	38,262
	(f) Other current assets	3,525	3,536	3,721	3,776
	<b>Sub-total - Current assets</b>	<b>779,862</b>	<b>697,425</b>	<b>825,577</b>	<b>717,513</b>
	<b>TOTAL - ASSETS</b>	<b>1,095,827</b>	<b>1,016,266</b>	<b>1,140,725</b>	<b>1,034,782</b>