

RESULTS FOR SEPTEMBER QUARTER 2012

16% DOMESTIC CONSUMER SALES GROWTH; PAT (bei) UP 23% IN SEPTEMBER QUARTER 2012

Mumbai, October 26th, 2012: Hindustan Unilever Limited announced its results for the quarter ending 30th September 2012.

During the quarter, the Domestic Consumer business sustained its robust performance growing at 16% with underlying volume growth of 7%. Overall growth in the quarter was impacted by the budget rationalization in the Canteen Stores Department (CSD).

Soaps and Detergents grew 22%; double digit growth across all segments

Laundry delivered another quarter of strong performance with all brands and formats growing in double digits. The focus on driving upgradation saw both Surf and Rin register double digit volume growth. Comfort fabric conditioners continued to lead market development; the portfolio was expanded with the launch of the One Rinse variant. Household Care also registered double digit growth.

Skin Cleansing sustained its broad based growth momentum. While Dove and Pears are driving category premiumization, Lifebuoy recorded one of its highest growth rates. The liquids portfolio saw accelerated growth led by Lifebuoy Handwash and Lux Bodywash.

Personal Products grew 12%; growth stepped up in Hair and Oral

Hair delivered a strong quarter with broad based growth. During the quarter, the TRESemmé brand was launched in India with an exciting proposition of 'salon style hair at home everyday'. The portfolio was further strengthened with the relaunch of Clinic Plus and a new Hair Fall Rescue range under Dove.

Oral Care registered volume led double digit growth with Close Up buoyed by its re-launch in the quarter and Pepsodent driven by the premium range.

In Skin Care, growth was led by Ponds, Vaseline and Dove. The re-launch of Fair & Lovely (FAL) in the previous quarter has been well received.

Beverages grew 10%; led by premium Tea and Coffee

Tea growth was led by the top end while growth in the mass end was revived with the re-launch of Taaza. In Coffee, Bru sustained its growth momentum across both Instant and Roast & Ground (R&G) formats and the premium range was expanded with a new offering – Bru Exotica Guatemala.

Packaged Foods grew 10%; driven by key brands

Knorr soups grew in double digits through focused in-market activation and actions are in place to step up growth in the rest of the portfolio. Kissan Ketchups sustained growth in non-CSD channels and Kwaliti Walls maintained its double digit growth trajectory.

Volatile cost environment; competitive intensity heightens

The operating context remained challenging during the quarter with a volatile cost environment and heightened competitive intensity. Overall industry media spend was up significantly to its highest levels in over 15 quarters. A&P was stepped up and maintained at competitive levels, higher by 118 Crores (+70 bps) in the quarter.

Profit After Tax (bei) up 23%

Profit before interest and tax (PBIT) grew by 19% with PBIT margin improving 100 bps. Profit after tax but before exceptional items, PAT (bei), grew by 23% to Rs. 806 Crores during the quarter. Net Profit at Rs.807 Crores grew 17%.

The Board of Directors have declared an interim dividend of Rs 4.5 per equity share of face value Re. 1 each, for the year ending 31st March 2013. In addition, an amount of Rs 8 per share has been declared as a Special Dividend to be paid out of the accumulated P&L balance and exceptional income generated in the first half of FY 2012-13 and will be funded from the current cash balances.

Harish Manwani, Chairman commented: "In a volatile and uncertain environment, we continue to sustain our growth momentum while steadily improving our margins. Our consistent performance is being driven by a relentless focus on brand building, bigger and better innovations and disciplined execution in the marketplace."





HINDUSTAN UNILEVER LIMITED DECLARES A 'SPECIAL DIVIDEND'

SPECIAL DIVIDEND OF Rs. 8 PER SHARE IN ADDITION TO INTERIM DIVIDEND OF Rs 4.5 PER SHARE

Mumbai, October 26th, 2012: The Board of Directors of Hindustan Unilever Limited today declared a Special Dividend of Rs 8 per share (Face Value of Re. 1 each) to be paid to its shareholders on record date as of 2-Nov-2012. The dividend will be paid to shareholders on or after 16-Nov-2012. The payment of Special Dividend will be made in addition to the Interim Dividend of Rs 4.5 per share for the year ending 31st March 2013, declared by the Board at the same meeting.

The payout for the Special Dividend will be made out of the accumulated Profit & Loss Account balance and the exceptional income generated primarily through the sale of properties in the first half of FY 2012-13 and will be funded from the cash balances of the company.

The last time that the company announced a Special Dividend was 5 years ago in October 2007, when a Special Platinum Jubilee Dividend of Rs 3 per share was paid out to commemorate 75 years of HUL's existence in India.

Harish Manwani, Chairman commented: "HUL has a robust Balance Sheet and a track record of strong profit and cash generation. The payment of the Special Dividend provides a cash return to our shareholders from accumulated profits built up from the company's consistent performance over the last few years and the exceptional income generated from the sale of properties in the first half of this year."



HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30TH SEPTEMBER, 2012

(Rs. in lakhs)

Unaudited Results for the Quarter ended 30th September		Unaudited Results for the Quarter ended 30th June		Particulars	Unaudited Results for the Six months ended 30th September		Audited Results for the Year ended 31st March
2012	2011	2012			2012	2011	2012
615,541	551,600	625,015		1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	1,240,556	1,101,191	2,173,560
481,313	409,267	492,564		i) Domestic FMCG - HPC	973,877	817,588	1,697,483
106,264	97,347	106,997		ii) Domestic FMCG - Foods	213,261	194,060	391,897
587,577	506,614	599,561		Domestic FMCG - Total (i+ii)	1,187,138	1,011,648	2,089,380
27,964	44,986	25,454		iii) Others	53,418	89,543	84,180
15,540	9,412	12,862		1.b. Other Operating Income	28,402	18,707	38,077
631,081	561,012	637,877		1. Total Income from operations (net) [1.a. + 1.b.]	1,268,958	1,119,898	2,211,637
539,176	484,054	546,995		2. Expenses [sum of (a) to (g)]	1,086,171	973,133	1,904,328
270,084	229,829	250,286		a) Cost of materials consumed	520,370	441,801	858,489
82,603	76,311	79,713		b) Purchases of stock-in-trade	162,316	153,290	302,414
(25,742)	(5,263)	6,775		c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(18,967)	13,763	12,873
33,049	28,731	33,286		d) Employee benefits expense	66,335	57,354	110,728
5,769	5,710	5,763		e) Depreciation and amortisation expense	11,532	11,330	21,825
76,898	65,137	81,961		f) Advertising & Promotions	158,859	128,432	263,478
96,515	83,599	89,211		g) Other expenses	185,726	167,163	334,521
91,905	76,958	90,882		3. Profit from operations before other income, finance costs and exceptional items (1-2)	182,787	146,765	307,309
14,875	8,111	21,861		4. Other Income	36,736	13,171	27,831
106,780	85,069	112,743		5. Profit from ordinary activities before finance costs and exceptional items (3+4)	219,523	159,936	335,140
633	54	528		6. Finance costs	1,161	56	124
106,147	85,015	112,215		7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	218,362	159,880	335,016
158	4,442	60,469		8. Exceptional Items - credit (net)	60,627	10,317	11,887
106,305	89,457	172,684		9. Profit from Ordinary Activities Before Tax (7+8)	278,989	170,197	346,903
(25,613)	(20,565)	(39,565)		10. Tax expense	(65,178)	(38,589)	(77,763)
80,692	68,892	133,119		11. Net Profit from Ordinary Activities After Tax [9+10]	213,811	131,608	269,140
-	-	-		12. Extraordinary Items	-	-	-
80,692	68,892	133,119		13. Net Profit for the period (11+12)	213,811	131,608	269,140
21,619	21,610	21,618		14. Paid up Equity Share Capital (face value Re. 1 per share)	21,619	21,610	21,615
				15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year			329,611
3.73	3.19	6.16		16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):			
3.73	3.19	6.16		(a) Basic - Rs.	9.89	6.09	12.46
				(b) Diluted - Rs.	9.89	6.09	12.45
3.73	3.19	6.16		16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):			
3.73	3.19	6.16		(a) Basic - Rs.	9.89	6.09	12.46
				(b) Diluted - Rs.	9.89	6.09	12.45
A. PARTICULARS OF SHAREHOLDING							
1. Public Shareholding							
1,027,068,638	1,026,110,257	1,026,944,674		- Number of Shares	1,027,068,638	1,026,110,257	1,026,663,032
47.51%	47.48%	47.50%		- Percentage of Shareholding	47.51%	47.48%	47.50%
2. Promoters and Promoter Group Shareholding							
a) Pledged/Encumbered							
Nil	Nil	Nil		- Number of shares	Nil	Nil	Nil
NA	NA	NA		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA
NA	NA	NA		- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA
b) Non-Encumbered							
1,134,849,460	1,134,849,460	1,134,849,460		- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	100.00%		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%
52.49%	52.52%	52.50%		- Percentage of shares (as a % of the total share capital of the company)	52.49%	52.52%	52.50%
B. INVESTOR COMPLAINTS					Quarter ended 30th September 2012		
Pending at the beginning of the quarter					Nil		
Received during the quarter					12		
Disposed of during the quarter					12		
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 30th September		Unaudited Results for the Quarter ended 30th June	Particulars	Unaudited Results for the Six months ended 30th September		Audited Results for the Year ended 31st March
2012	2011	2012		2012	2011	2012
			Segment Revenue (Sales and Other operating income)			
317,615	259,614	316,305	- Soaps and Detergents	633,920	515,377	1,063,628
174,454	155,622	184,708	- Personal Products	359,162	313,848	658,536
71,956	65,416	65,407	- Beverages	137,363	126,333	261,743
36,629	33,230	43,698	- Packaged Foods	80,327	70,476	135,946
28,837	46,620	26,396	- Others (includes Exports, Chemicals, Water, etc)	55,233	92,961	89,686
629,491	560,502	636,514	Total Segment Revenue	1,266,005	1,118,995	2,209,539
-	-	-	Less: Inter Segment Revenue	-	-	-
629,491	560,502	636,514	Net Segment Revenue	1,266,005	1,118,995	2,209,539
			Segment Results (Profit before tax and interest from ordinary activities)			
45,355	32,123	38,523	- Soaps and Detergents	83,878	55,729	123,327
42,261	39,648	47,567	- Personal Products	89,828	80,720	174,925
10,305	8,773	9,495	- Beverages	19,800	16,313	36,668
90	1,647	2,478	- Packaged Foods	2,568	3,385	2,417
205	1,377	(433)	- Others (includes Exports, Chemicals, Water, etc)	(228)	3,743	(2,957)
98,216	83,568	97,630	Total Segment Results	195,846	159,890	334,380
(633)	(54)	(528)	Less: Finance Costs	(1,161)	(56)	(124)
8,722	5,943	75,582	Add/(Less): Other unallocable income net of unallocable expenditure	84,304	10,363	12,647
106,305	89,457	172,684	Total Profit Before Tax from ordinary activities	278,989	170,197	346,903
			Capital Employed (Segment assets less Segment liabilities)			
(50,521)	(37,574)	(43,391)	- Soaps and Detergents	(50,521)	(37,574)	(4,078)
(23,664)	6,426	(26,705)	- Personal Products	(23,664)	6,426	2,545
(1,595)	12,480	14,369	- Beverages	(1,595)	12,480	29,993
15,971	14,704	15,527	- Packaged Foods	15,971	14,704	21,487
(1,264)	10,404	(1,378)	- Others (includes Exports Chemicals, Water, etc)	(1,264)	10,404	(7,507)
(61,073)	6,440	(41,578)	Total Capital Employed in segments	(61,073)	6,440	42,440
626,871	391,240	526,585	Add: Unallocable corporate assets less corporate liabilities	626,871	391,240	308,853
565,798	397,680	485,007	Total Capital Employed	565,798	397,680	351,293

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" includes interest/ dividend/ other financial income (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Capital Employed figures are as at 30th September, 2012, 30th September, 2011, 30th June, 2012 and 31st March 2012. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

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



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

(Rs. in lakhs)

Standalone Statement of Assets and Liabilities		As at 30th September, 2012	As at 31st March, 2012
Particulars		Unaudited	Audited
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	21,619	21,615
	(b) Reserves and surplus	544,179	329,678
	Sub-total - Shareholders' funds	565,798	351,293
2	Non-current liabilities		
	(a) Other long-term liabilities	32,239	32,969
	(b) Long-term provisions	68,320	66,695
	Sub-total - Non-current liabilities	100,559	99,664
3	Current liabilities		
	(a) Trade payables	557,725	462,296
	(b) Other current liabilities	78,466	54,677
	(c) Short-term provisions	55,570	127,897
	Sub-total - Current liabilities	691,761	644,870
	TOTAL - EQUITY AND LIABILITIES	1,358,118	1,095,827
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	243,938	236,292
	(b) Non-current investments	18,568	18,631
	(c) Deferred tax assets (net)	22,114	21,424
	(d) Long-term loans and advances	38,424	39,618
	(e) Other non-current assets	29,618	-
	Sub-total - Non-current assets	352,662	315,965
2	Current assets		
	(a) Current investments	199,717	225,190
	(b) Inventories	272,036	251,665
	(c) Trade receivables	57,337	67,899
	(d) Cash and bank balances	418,691	183,004
	(e) Short-term loans and advances	48,994	48,579
	(f) Other current assets	8,681	3,525
	Sub-total - Current assets	1,005,456	779,862
	TOTAL - ASSETS	1,358,118	1,095,827

Notes:

- Domestic Consumer Business (FMCG + Water) grew by 15.9% with a 17.6% growth in HPC and 9.2% growth in Foods businesses. Net Sales grew by 11.6% during the quarter.
- Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 91,905 lakhs (SQ'11: Rs. 76,958 lakhs) grew by 19.4%.
- Profit after tax from ordinary activities before Exceptional Items (refer note 5 below) for the quarter at Rs. 80,587 lakhs (SQ'11: Rs. 65,593 lakhs) grew by 22.9%.
- Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 14,875 lakhs (SQ'11: Rs. 7,767 lakhs) and interest on income tax refunds of Rs. Nil (SQ'11: Rs. 344 lakhs).
- Exceptional items, net credit in SQ'12 include profit on sale of properties Rs. 580 lakhs (SQ'11: Rs. 4,728 lakhs) and restructuring costs of Rs. 422 lakhs (SQ'11: Rs. 286 lakhs)
- In the last quarter of the previous financial year, the Company completed the transfer of its FMCG Exports business division into its wholly owned subsidiary Unilever India Exports Limited, through a court approved Scheme of Arrangement, with the appointed date of 1st April 2011. The table below shows the results of the current quarter and six months ended 30th September 2012, as reported without the demerged business, and the results of the corresponding quarter of previous year and six months ended 30th September 2011, as adjusted for the results of the demerged business, so as to facilitate a meaningful comparison. The results for JQ 12 and for the previous year ended 31st March 2012, are as reported without the demerged business.

Rs. In Lakhs

	Unaudited results for the quarter ended 30th September		Unaudited results for the six months ended 30th September	
	2012	2011	2012	2011
	As reported	Comparable, adjusted for above	As reported	Comparable, adjusted for above
Total Income	631,081	536,444	1,268,958	1,068,813
Total Net Expenses	524,776	449,617	989,969	903,379
Profit Before Tax	106,305	86,827	278,989	165,434
Tax Expense	(25,613)	(19,962)	(65,178)	(37,501)
Profit After Tax	80,692	66,865	213,811	127,933

- The Board of Directors at their meeting held on 26th October, 2012 have resolved to pay Interim Dividend of Rs. 4.50 per share of Re.1/- for the financial year. In addition, Board of Directors further resolved to pay Special Dividend of Rs.8.00 per share of Re.1/-. Both Interim and Special dividend will be payable on or after 16th November, 2012 and the record date for determining entitlement has been fixed as November 2, 2012.
- The current period figures in this statement have been reported in the format recommended as per the SEBI circular dated 16th April 2012. The comparative figures have also been accordingly restated to conform to the current period presentation.
- The text of the above statement was approved by the Board of Directors at their meeting held on 26th October, 2012.

Limited Review: The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hul.co.in>

By order of the Board

Place: Mumbai
Date: 26th October, 2012

Nitin Paranjpe
Managing Director & CEO