

Hindustan Unilever Limited – Results for Quarter and Financial Year ending 31st March 2011

Double digit sales growth across all business segments

Mumbai, May 9th 2011: Hindustan Unilever Limited (HUL) announced results for the quarter and financial year ending 31st March 2011.

March Quarter 2011:

During the quarter, Domestic Consumer and FMCG business grew 14%, with strong performance across Home and Personal Care (HPC) and Foods segments.

Home and Personal Care business grew by 13.6%. Soaps and Detergents grew strongly at 11.4%. In Laundry, Surf, Rin and Wheel delivered double digit volume growth. During the financial year, Rin turnover crossed Rs.1000 crores. Comfort continued to build the fabric conditioner market with strong momentum. In Skin Cleansing, Dove, Pears and Liril grew strongly, driving category premiumization. Hand and Body Wash liquid volumes doubled during the quarter.

Personal Products continued its strong momentum with 16.2% growth during the quarter. Skin care growth was driven by innovations - launch of FAL Anti Marks Eraser Pen, Lifebuoy Health Talc, relaunch of Ponds Talc and Lakme Sun Expert. Hair and Oral grew in double digits. Dove hair care range continued to outperform in an intensely competitive environment.

Foods business grew 15.4% across categories. Beverages grew by 11.2%, with both Tea and Coffee performing well. 3 Roses was relaunched, promoting the health benefits of tea. Taj Tea Bags continued to develop the market with strong double digit growth. Coffee portfolio was expanded with launch of Bru Lite – a premium offering in instant coffee. In Packaged Foods, Kissan and Knorr continued to grow strongly. Consistent with the Company's strategy to expand the packaged foods business, Kissan introduced offerings in three new segments – Juices, Spreads and Malted Food Drinks. Ice Creams category delivered strong growth, driven by the launch of new variants and formats and the continued expansion of Swirl Parlours, which now exceed 150 outlets. Progress on Pureit water business is in line with plans and a new integrated 'Direct to Home' and 'Retail' distribution model was rolled out.

Input cost inflation continued to remain high and volatile driven by crude and palm oil. Cost of goods sold went up by 290 bps. Buying efficiencies and cost saving programs remain a priority and are being further scaled up. A&P spends, at Rs.623 crores, remained competitive at 12.7% of sales, with increased brand investment in Personal Products and Foods. Profit before interest and tax (PBIT) grew by 8.4% with PBIT margin lower by 60 bps on account of input cost inflation. Financial income increased by Rs. 28 crore through sound treasury management. Profit after tax but before exceptional items, PAT (bei), grew by 22% to Rs. 515 crore during the quarter. Net Profit at Rs.569 crore was lower by 2%, due to extraordinary income in the previous year. Share buyback was successfully completed during the quarter.

Financial Year 2010-11:

Domestic Consumer business grew 11% driven by a strong 13% volume growth. PBIT margins declined by 190 bps on account of higher input cost inflation and 60 bps increase in brand investment. Both PAT (bei) and Net Profit increased by 4.7% with Net Profit rising to Rs 2306 crores for the full year.

The Board of Directors have proposed a final dividend of Rs.3.50 per share for the financial year ending 31st March, 2011, subject to approval of the shareholders at the Annual General Meeting. Together with interim dividend of Rs 3.00 per share, the total dividend for the financial year ending 31st March, 2011 amounts to Rs.6.50 per share.

Harish Manwani, Chairman commented: "Our performance has been strong and consistent through the year, driven by our strategy of growing the core and leading market development of the segments and categories of the future. Input costs remain high with the added challenge of volatility, while the competitive environment has further intensified. In this context, we will continue to focus on the best value for our consumers and customers through innovations and strong cost efficiency programmes. The business is being managed even more dynamically to deliver long-term competitive, profitable and sustainable growth."



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2011

Rs. Lakhs

STANDALONE			STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March			Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
2011	2010		2011	2010	2011	2010
489,935	431,575	1.a. Net Sales from Operations [sum of (i) to (iv)]	1,940,111	1,752,380	1,969,102	1,776,427
362,391	319,035	i) Domestic FMCG - HPC	1,443,457	1,314,964	1,444,168	1,314,327
94,148	81,551	ii) Domestic FMCG - Foods	347,151	306,236	347,151	306,236
456,539	400,586	Domestic FMCG - Total (i+ii)	1,790,608	1,621,200	1,791,319	1,620,563
27,804	25,467	iii) Exports	109,313	100,017	116,527	106,561
5,592	5,522	iv) Others	40,190	31,163	61,256	49,303
6,726	6,449	1.b. Other Operating Income	33,409	20,153	35,733	21,491
496,661	438,024	1. Total Income [1.a. + 1.b.]	1,973,520	1,772,533	2,004,835	1,797,918
437,574	383,505	2. Expenditure [sum of (a) to (g)]	1,725,672	1,515,939	1,754,322	1,538,030
(19,518)	(22,905)	a) (Increase)/decrease in stock in trade and work in progress	(29,053)	(2,272)	(29,411)	(1,628)
210,498	177,345	b) Consumption of raw/packing materials	752,926	660,887	777,368	680,505
74,829	67,312	c) Purchase of goods	281,813	229,174	269,269	217,499
23,460	23,810	d) Employees Cost	96,126	93,630	101,641	97,801
5,563	5,029	e) Depreciation/Amortisation	22,083	18,403	22,929	19,194
62,329	62,652	f) Advertising & Promotions	276,423	239,143	283,310	244,902
80,413	70,262	g) Other expenditure	325,354	276,974	329,216	279,757
59,087	54,519	3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)	247,848	256,594	250,513	259,888
5,598	2,841	4. Other Income	25,194	14,811	23,197	12,906
64,685	57,360	5. Profit before Interest & Exceptional Items (3+4)	273,042	271,405	273,710	272,794
2	14	6. Interest expense	24	698	101	747
64,683	57,346	7. Profit after Interest but before exceptional Items (5-6)	273,018	270,707	273,609	272,047
8,360	14,339	8. Exceptional Items - (loss)/gain	20,683	5,545	22,083	5,379
73,043	71,685	9. Profit from Ordinary Activities Before Tax (7+8)	293,701	276,252	295,692	277,426
(16,128)	(18,776)	10. Tax expense	(63,104)	(61,637)	(65,029)	(62,824)
56,915	52,909	11. Net Profit from ordinary Activities After Tax [9+10]	230,597	214,615	230,663	214,602
-	5,211	12.a. Extraordinary Items (net of tax Rs. Nil ; Apr-Mar 10: Rs.111 Lakhs) - gain/(loss)	-	5,588	-	1,859
		12.b. Minority Interest -Profit/ (Loss)			1,058	798
56,915	58,120	13. Net Profit for the period (11+12.a-12.b)	230,597	220,203	229,605	215,663
21,595	21,817	14. Paid up Equity Share Capital (face value Re 1 per share)	21,595	21,817	21,595	21,817
		15. Reserves excluding Revaluation Reserve	241,730	236,468	249,273	245,009
		16. Earnings Per Share (EPS) -				
2.61	2.43	Basic Earnings per Share of Re 1 (before Extraordinary Items *) - Rs.	10.58	9.84	10.53	9.84
2.61	2.42	Diluted Earnings per Share of Re 1 (before Extraordinary Items *) - Rs.	10.56	9.83	10.52	9.83
2.61	2.66	Basic Earnings per Share of Re 1 (after Extraordinary Items *) - Rs.	10.58	10.10	10.53	9.89
2.61	2.66	Diluted Earnings per Share of Re 1 (after Extraordinary Items *) - Rs.	10.56	10.08	10.52	9.87
		* and Minority Interest for consolidated results.				
		17. Public Shareholding				
1,024,622,508	1,046,837,321	- Number of Shares	1,024,622,508	1,046,837,321	1,024,622,508	1,046,837,321
47.45%	47.98%	- Percentage of Shareholding	47.45%	47.98%	47.45%	47.98%
		18. Promoters and Promoter Group Shareholding				
		a) Pledged/Encumbered				
Nil	Nil	- Number of shares	Nil	Nil	Nil	Nil
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	NA
		b) Non-Encumbered				
1,134,849,460	1,134,849,460	- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
52.55%	52.02%	- Percentage of shares (as a % of the total share capital of the company)	52.55%	52.02%	52.55%	52.02%

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

Rs. Lakhs

STANDALONE			STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March			Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
2011	2010		2011	2010	2011	2010
		Segment Revenue (Sales and Income from Services)				
220,479	197,848	- Soaps and Detergents	879,156	826,564	879,156	826,564
145,906	125,521	- Personal Products	584,410	504,790	587,799	505,507
63,392	57,016	- Beverages	234,397	214,243	234,397	214,243
25,003	19,757	- Processed Foods	90,257	73,078	90,257	73,078
6,694	5,530	- Ice Creams	27,458	23,100	27,458	23,100
27,927	25,551	- Exports	109,965	100,525	117,179	107,071
6,171	6,443	- Others (includes Chemicals, Water, etc)	43,803	34,672	65,605	53,379
495,572	437,666	Total Segment Revenue	1,969,446	1,776,972	2,001,851	1,802,942
-	-	Less : Inter segment revenue	-	(385)	-	(385)
495,572	437,666	Net Segment Revenue	1,969,446	1,776,587	2,001,851	1,802,557
		Segment Results (Profit Before Tax from ordinary activities)				
16,588	25,273	- Soaps and Detergents	83,406	118,527	83,406	118,527
36,519	27,337	- Personal Products	149,481	129,652	146,957	128,594
9,928	7,896	- Beverages	35,776	31,975	35,776	31,975
836	790	- Processed Foods	1,288	444	1,288	444
(77)	(157)	- Ice Creams	1,945	1,269	1,945	1,269
2,726	1,334	- Exports	9,155	5,858	9,146	6,164
(1,154)	(1,929)	- Others (includes Chemicals, Water, etc)	(7,495)	(7,202)	(2,947)	(2,644)
65,366	60,544	Total Segment Results	273,556	280,523	275,571	284,329
(2)	(14)	Less : Interest Expense	(24)	(698)	(101)	(747)
7,679	11,155	Add/(Less) : Other unallocable expenditure net of unallocable income	20,169	(3,573)	20,222	(6,156)
73,043	71,685	Total Profit Before Tax from ordinary activities	293,701	276,252	295,692	277,426
		Capital Employed (Segment assets less Segment liabilities)				
(37,623)	(29,472)	- Soaps and Detergents	(37,623)	(29,472)	(37,623)	(29,473)
14,502	15,475	- Personal Products	14,502	15,475	11,784	16,211
34,217	24,965	- Beverages	34,217	24,965	34,216	24,967
7,516	(1,530)	- Processed Foods	7,516	(1,530)	7,516	(1,530)
5,615	4,857	- Ice Creams	5,615	4,857	5,615	4,857
19,561	18,892	- Exports	19,561	18,892	20,980	19,220
(2,863)	(4,997)	- Others	(2,863)	(4,997)	(1,170)	(1,426)
40,925	28,190	Total Capital Employed in segments	40,925	28,190	41,318	32,826
222,467	230,162	Add : Unallocable corporate assets less corporate liabilities	222,467	230,162	231,075	235,113
263,392	258,352	Total Capital Employed in company	263,392	258,352	272,393	267,939

Registered Office : 165/166, Backbay Reclamation, Mumbai - 400 020

HINDUSTAN UNILEVER LIMITED

BALANCE SHEET AS AT 31ST MARCH, 2011

Rs. Lakhs

Particulars	STANDALONE		CONSOLIDATED	
	Audited as at 31st March, 2011	Audited as at 31st March, 2010	Audited as at 31st March, 2011	Audited as at 31st March, 2010
SHAREHOLDERS' FUNDS				
(a) Capital	21,595	21,817	21,595	21,817
(b) Reserves and Surplus	241,797	236,535	249,340	245,076
MINORITY INTERESTS	-	-	1,458	1,046
LOAN FUNDS	-	-	266	1,084
TOTAL	263,392	258,352	272,659	269,023
FIXED ASSETS (including CWIP)	246,824	243,607	252,314	249,434
INVESTMENTS	126,068	126,408	118,846	122,443
NET DEFERRED TAX ASSET (NET)	20,966	24,882	20,703	24,820
CURRENT ASSETS, LOANS AND ADVANCES				
(a) Inventories	281,126	217,993	287,377	222,641
(b) Sundry Debtors	94,320	67,160	95,489	68,481
(c) Cash and Bank Balances	164,001	189,221	178,726	201,238
(d) Other Current Assets	3,536	1,662	3,775	1,929
(e) Loans and Advances	66,536	60,740	66,322	59,638
CURRENT LIABILITIES AND PROVISIONS				
(a) Current Liabilities	(607,487)	(529,166)	(617,300)	(535,218)
(b) Provisions	(132,498)	(144,155)	(133,593)	(146,383)
NET CURRENT ASSETS	(130,466)	(136,545)	(119,204)	(127,674)
TOTAL	263,392	258,352	272,659	269,023

Notes:

1. Net sales grew by 13.5% during the quarter . Domestic Consumer Business (FMCG+ Water) grew by 13.8% with a 13.6 % growth in HPC and 15.4% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 59087 lakhs (MQ'10: Rs. 54519 lakhs) grew by 8.4%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 7 below) for the quarter at Rs. 51457 lakhs (MQ'10: Rs. 42224 lakhs) grew by 21.9%.
4. During financial year 2010-11, Net Sales grew by 10.7% and PAT-bei grew by 4.7%.
5. Other Operational Income includes a credit of Rs. 440 lakhs for MQ'11 (MQ'10: charge of Rs. 19 lakhs) and a credit of Rs.2233 lakhs for year ended 31st March' 11 (Year ended 31st March'10 : charge of Rs. 5633 lakhs) on account of mark to market valuation of open forward contracts and monetary items respectively (viz. foreign currency receivables & payables) in line with AS -11.
6. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
7. Exceptional items in MQ'11 include profit on sale of properties Rs. 4778 lakhs (MQ'10: Rs. 547 lakhs), profit on sale of long term trade investments Rs. Nil (MQ'10: Rs. 9110 lakhs), reduction in provision for retirement benefits of Rs. 3903 lakhs arising out of change in actuarial assumptions (MQ'10: Rs. 5336 lakhs net of impact on account of increase in gratuity limits), restructuring costs of Rs. 181 lakhs (MQ'10: Rs. 653 lakhs) and provision for expenses related to buyback of shares Rs.140 lakhs (MQ' 10 : Rs. Nil)
8. Extraordinary items in MQ'11 are Rs. Nil (MQ'10: Rs 5211 lakhs on account of writeback of provision against advances to and diminution in the value of Investments in Bon Ltd, an erstwhile subsidiary).
9. Taxation for the quarter includes adjustments of previous years amounting to a charge of Rs. 630 lakhs (MQ'10: credit of Rs. 241 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
10. As per the approval of the members dated 26th July, 2010, by way of Postal Ballot, the "Buy-back Scheme" was implemented by the Company by purchasing equity shares of the company from the open market using the nationwide electronic trading facilities of BSE and NSE.

The scheme commenced from 23rd August, 2010 and was announced as closed with effect from 28th March, 2011. During this period 22,883,204 equity shares of face value Re. 1/- each were bought back under the scheme for a consideration of Rs. 62529.68 lakhs (excluding brokerage and other charges applicable to the purchase) at an average price of Rs. 273.26.

11. Investor complaints status:

All 35 complaints received during MQ'11 have been resolved to the satisfaction of the investors.

No complaints were pending for resolution either at the beginning or at the end of March 2011 quarter.

12. The Board of Directors at their meeting held on Monday, 9th May, 2011 recommended a final dividend of Rs 3.50 per share of Re.1 each, for the financial year ended 31st March, 2011. Together with the interim dividend of Rs. 3.00 per share paid on 15th November, 2010, the total dividend for the financial year ended 31st March, 2011 works out to Rs. 6.50 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Monday, 1st August, 2011.
13. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
14. The text of the above statement was approved by the Board of Directors at their meeting held on 9th May, 2011.

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

By order of the Board

Place: Mumbai
Date: 9th May, 2011

Nitin Paranjpe
Managing Director & CEO

Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other unallocable expenditure net of unallocable income includes expenses on common services not directly identifiable to individual segments, corporate expenses, interest/dividend/ other financial income (net) and exceptional items.

Capital Employed figures are as at 31st March 2011 and 31st March 2010 respectively. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

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