



Hindustan Unilever Limited

RESULTS FOR JUNE QUARTER 2012

19% DOMESTIC CONSUMER SALES GROWTH; PAT (bei) UP 48 % IN JUNE QUARTER 2012

Mumbai, July 23rd, 2012: Hindustan Unilever Limited announced its results for the quarter ending 30th June 2012.

During the quarter, the Domestic Consumer business grew at 19% with strong underlying volume growth of 9%. Both Home and Personal Care (HPC) and Foods registered double digit growth.

Soaps and Detergents grew 24%; broad based and ahead of market

Laundry sustained its robust growth trajectory with all brands growing in double digits across formats. Continued focus on driving upgradation saw the premium segment perform well with both Surf and Rin delivering double digit volume growth. Comfort fabric conditioners more than doubled during the quarter while Vim led the double digit growth in Household Care.

In Skin Cleansing, all segments and key brands grew in double digits. Dove and Pears continue to drive category premiumization while Lux accelerated its growth momentum. Liquids continued to build consumer franchise and grew strongly. The Axe brand was extended with the launch of the New Axe Bar Soap.

Personal Products grew 17%; led by double digit volume growth

In Skin Care, Fair & Lovely (FAL), Ponds and Lakme grew in double digits. FAL was relaunched during the quarter and Ponds performed well at the premium end led by Age Miracle. Other innovations include the introduction of Vaseline Heel Cream and relaunch of the Lakme Perfect Radiance range with revolutionary technology in skin lightening.

Hair delivered double digit growth across formats. Dove shampoo sustained its growth momentum with volumes more than doubling in the quarter. Hair conditioners continued to lead market development with sustained high growth.

In Oral Care, growth was stepped up to double digits. The Pepsodent Expert Protection range with advanced care benefits around whitening and sensitivity was launched towards the end of the quarter.

Beverages grew 7%; strong growth in Coffee

Tea growth was led by Modern Trade. Red Label delivered volume led double digit growth while emerging segments of Taj Mahal Tea Bags and Lipton Ice Tea grew well. Coffee sustained its growth momentum, with both Instant and Roast & Ground (R&G) doing well and the innovations in Bru continuing to lead category premiumization.

Packaged Foods grew 17%; driven by core

The growth in Kissan was led by volumes, with Ketchup posting its 11th consecutive quarter of double digit growth. While soups grew in double digits, actions are underway to step up growth in the rest of the Knorr portfolio. Kwality Walls had one of its strongest quarters on the strength of exciting innovations launched early in the season and continued focus on distribution expansion.

Water business on track

The Water business has delivered another quarter of strong growth. The portfolio was expanded with the launch of Pureit Advanced with patented germkill technology to provide the assurance of superior protection.

Inflationary pressures continue with currency offsetting commodity

Inflationary pressures during the quarter came primarily from currency depreciation. Cost pressures were managed dynamically through judicious pricing coupled with relentless focus on buying efficiencies and cost savings. Overall media intensity was up and A&P was maintained at competitive levels, higher by Rs 187 Crores (+160 bps) in the quarter.

Profit After Tax (bei) up 48%

Profit before interest and tax (PBIT) grew by 30% with PBIT margin improving 180 bps. Profit after tax but before exceptional items, PAT (bei), grew by 48% to Rs. 855 Crores during the quarter. Net Profit at Rs.1331 Crores grew 112% after accounting for an exceptional income of Rs 607 Crores arising from the sale of properties.

Harish Manwani, Chairman commented: "We have delivered another quarter of strong volume led growth with an improvement in margins. The environment continues to be challenging in terms of inflation and a general economic slowdown. In this context, we are implementing our strategy with even greater rigor and managing our business dynamically to remain competitive and cost efficient. We continue to drive innovation and execution to strengthen our core business while leading market development in the emerging categories."



HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2012

Particulars	(Rs. in lakhs)			
	Unaudited Results for the Quarter ended 30th June		Unaudited Results for the Quarter ended 31st March	Audited Results for the Year ended 31st March
	2012	2011	2012	2012
1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	625,015	549,591	566,048	2,173,560
i) Domestic FMCG - HPC	492,564	408,321	440,260	1,697,483
ii) Domestic FMCG - Foods	106,997	96,713	101,436	391,897
Domestic FMCG - Total (i+ii)	599,561	505,034	541,696	2,089,380
iii) Others	25,454	44,557	24,352	84,180
1.b. Other Operating Income	12,862	9,295	10,542	38,077
1. Total Income from operations (net) [1.a. + 1.b.]	637,877	558,886	576,590	2,211,637
2. Expenses [sum of (a) to (g)]	546,995	489,079	498,958	1,904,328
a) Cost of materials consumed	250,286	211,972	207,955	858,489
b) Purchases of stock-in-trade	79,713	76,979	76,621	302,414
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	6,775	19,026	27,649	12,873
d) Employee benefits expense	33,286	28,623	27,513	110,728
e) Depreciation and amortisation expense	5,763	5,620	5,707	21,825
f) Advertising & Promotions	81,961	63,295	67,733	263,478
g) Other expenses	89,211	83,564	85,780	334,521
3. Profit from operations before other income, finance costs and exceptional items (1-2)	90,882	69,807	77,632	307,309
4. Other Income	21,861	5,060	6,996	27,831
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	112,743	74,867	84,628	335,140
6. Finance costs	528	2	20	124
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	112,215	74,865	84,608	335,016
8. Exceptional Items - net credit/(charge)	60,469	5,875	2,808	11,887
9. Profit from Ordinary Activities Before Tax (7+8)	172,684	80,740	87,416	346,903
10. Tax expense	(39,565)	(18,024)	(18,755)	(77,763)
11. Net Profit from Ordinary Activities After Tax [9+10]	133,119	62,716	68,661	269,140
12. Extraordinary Items	-	-	-	-
13. Net Profit for the period (11+12)	133,119	62,716	68,661	269,140
14. Paid up Equity Share Capital (face value Re. 1 per share)	21,618	21,607	21,615	21,615
15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year				329,611
16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	6.16	2.90	3.18	12.46
(b) Diluted - Rs.	6.16	2.90	3.18	12.45
16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	6.16	2.90	3.18	12.46
(b) Diluted - Rs.	6.16	2.90	3.18	12.45
A. PARTICULARS OF SHAREHOLDING				
1. Public Shareholding				
- Number of Shares	1,026,944,674	1,025,834,100	1,026,663,032	1,026,663,032
- Percentage of Shareholding	47.50%	47.48%	47.50%	47.50%
2. Promoters and Promoter Group Shareholding				
a) Pledged/Encumbered				
- Number of shares	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	NA
- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	NA
b) Non-Encumbered				
- Number of shares	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the company)	52.50%	52.52%	52.50%	52.50%
B. INVESTOR COMPLAINTS				
Quarter ended 30th June 2012				
Pending at the beginning of the quarter	NIL			
Received during the quarter	5			
Disposed of during the quarter	5			
Remaining unresolved at the end of the quarter	NIL			

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

Particulars	(Rs. in lakhs)			
	Unaudited Results for the Quarter ended 30th June		Unaudited Results for the Quarter ended 31st March	Audited Results for the Year ended 31st March
	2012	2011	2012	2012
Segment Revenue (Sales and Other operating income)				
- Soaps and Detergents	316,305	255,763	283,438	1,063,628
- Personal Products	184,708	158,226	163,330	658,536
- Beverages	65,407	60,917	68,317	261,743
- Packaged Foods	43,698	37,246	34,805	135,946
- Others (includes Exports, Chemicals, Water, etc)	26,396	46,341	25,994	89,686
Total Segment Revenue	636,514	558,493	575,884	2,209,539
Less: Inter Segment Revenue	-	-	-	-
Net Segment Revenue	636,514	558,493	575,884	2,209,539
Segment Results (Profit before tax and interest from ordinary activities)				
- Soaps and Detergents	38,523	23,606	32,008	123,327
- Personal Products	47,567	41,072	45,553	174,925
- Beverages	9,495	7,540	9,838	36,668
- Packaged Foods	2,478	1,738	(371)	2,417
- Others (includes Exports, Chemicals, Water, etc)	(433)	2,366	(1,123)	(2,957)
Total Segment Results	97,630	76,322	85,905	334,380
Less: Finance Costs	(528)	(2)	(20)	(124)
Add/(Less): Other unallocable income net of unallocable expenditure	75,582	4,420	1,531	12,647
Total Profit Before Tax from ordinary activities	172,684	80,740	87,416	346,903
Capital Employed (Segment assets less Segment liabilities)				
- Soaps and Detergents	(43,391)	(26,346)	(4,078)	(4,078)
- Personal Products	(26,705)	1,688	2,545	2,545
- Beverages	14,369	25,666	29,993	29,993
- Packaged Foods	15,527	11,168	21,487	21,487
- Others (includes Exports, Chemicals, Water, etc)	(1,378)	12,676	(7,507)	(7,507)
Total Capital Employed in segments	(41,578)	24,852	42,440	42,440
Add: Unallocable corporate assets less corporate liabilities	526,585	303,464	308,853	308,853
Total Capital Employed	485,007	328,316	351,293	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 June, 2012, 30th June, 2011 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.

Notes:

1. Domestic Consumer Business (FMCG + Water) grew by 18.7% with a 20.6% growth in HPC and 10.6% growth in Foods businesses. Net Sales grew by 13.7% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 90,882 lakhs (JQ'11: Rs. 69,807 lakhs) grew by 30.2%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 5 below) for the quarter at Rs. 85,458 lakhs (JQ'11: Rs. 57,841 lakhs) grew by 47.7%.
4. Other income includes interest income, dividend income and net short term gain on sale of other non trade current investments aggregating to Rs. 11,241 Lakhs (JQ'11: Rs. 5,060 Lakhs), net long term gain on sale of other non trade investments of Rs. 7171 Lakhs (JQ'11: Rs. Nil) and interest on income tax refunds of Rs. 3,449 Lakhs (JQ'11: Rs. Nil).
5. Exceptional items, net credit in JQ'12 include profit on sale of properties Rs. 60,724 lakhs (JQ'11: Rs. 5,099 lakhs), restructuring costs of Rs. 255 lakhs (JQ'11: Rs. 595 lakhs), write back of provision pertaining to a brand disposed in an earlier year Rs. Nil (JQ'11: Rs. 957 lakhs) and profit on dilution of stake in erstwhile subsidiary Rs. Nil (JQ'11: Rs. 414 lakhs).
6. Taxation for the quarter includes write back of excess tax provisions of earlier years amounting to Rs. 1,583 lakhs (JQ'11: Rs. Nil).
7. 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, as reported without the demerged business, and the results of the corresponding quarter of previous year, as adjusted for the results of the demerged business, so as to facilitate a meaningful comparison. The results for MQ 12 and for the previous year ended 31st March 2012, are as reported without the demerged business:

	<i>Rs. In Lakhs</i>	
	Unaudited results for the quarter ended 30th June	
	2012	2011
	As reported	Comparable, adjusted for above
Total Income	637,877	532,369
Total Net Expenses	465,193	453,762
Profit Before Tax	172,684	78,607
Tax Expense	(39,565)	(17,539)
Profit After Tax	133,119	61,068

8. 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.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 23rd July, 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: 23rd July, 2012

Nitin Paranjpe
Managing Director & CEO