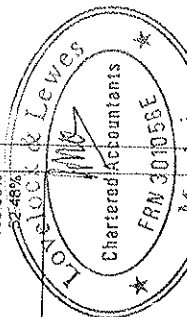




Hindustan Unilever Limited

**HINDUSTAN UNILEVER LIMITED****UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2013**

| Particulars                                                                                         | (Rs. in lakhs)                                         |                                                         |                                                    |
|-----------------------------------------------------------------------------------------------------|--------------------------------------------------------|---------------------------------------------------------|----------------------------------------------------|
|                                                                                                     | Unaudited Results for the Quarter ended 30th June 2013 | Unaudited Results for the Quarter ended 31st March 2013 | Audited Results for the year ended 31st March 2013 |
| <b>1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]</b>                    |                                                        |                                                         |                                                    |
| i) Domestic FMCG - HPC                                                                              | 868,749                                                | 625,015                                                 | 2,520,638                                          |
| ii) Domestic FMCG - Foods                                                                           | 521,674                                                | 496,046                                                 | 1,977,006                                          |
| Domestic FMCG - Total (i+ii)                                                                        | 1,390,423                                              | 1,121,061                                               | 4,497,644                                          |
| iii) Others                                                                                         | 642,045                                                | 599,561                                                 | 2,415,759                                          |
| <b>1.b. Other Operating Income</b>                                                                  | 26,704                                                 | 25,454                                                  | 104,879                                            |
| <b>1. Total Income from operations (net) [1.a. + 1.b.]</b>                                          | <b>1,417,127</b>                                       | <b>1,146,515</b>                                        | <b>4,602,523</b>                                   |
| <b>2. Expenses [sum of (a) to (g)]</b>                                                              |                                                        |                                                         |                                                    |
| a) Cost of materials consumed                                                                       | 680,904                                                | 637,877                                                 | 2,581,021                                          |
| b) Purchases of stock-in-trade                                                                      | 578,988                                                | 546,985                                                 | 2,204,248                                          |
| c) Changes in inventories of finished goods, work-in-progress and stock-in-trade                    | 262,523                                                | 250,286                                                 | 1,028,466                                          |
| d) Employee benefits expense                                                                        | 74,982                                                 | 79,713                                                  | 323,531                                            |
| e) Depreciation and amortisation expense                                                            | 10,775                                                 | 6,775                                                   | 33,113                                             |
| f) Advertising & Promotions                                                                         | 34,168                                                 | 33,286                                                  | 131,834                                            |
| g) Other expenses                                                                                   | 6,644                                                  | 5,763                                                   | 23,602                                             |
| <b>3. Profit from operations before other income, finance costs and exceptional items (1-2)</b>     | <b>88,978</b>                                          | <b>81,961</b>                                           | <b>323,188</b>                                     |
| 4. Other income                                                                                     | 100,918                                                | 89,211                                                  | 376,740                                            |
| <b>5. Profit from ordinary activities before finance costs and exceptional items (3+4)</b>          | <b>189,896</b>                                         | <b>171,172</b>                                          | <b>700,000</b>                                     |
| 6. Finance costs                                                                                    | 17,675                                                 | 21,851                                                  | 60,590                                             |
| <b>7. Profit from ordinary activities after finance costs but before exceptional items (5-6)</b>    | <b>172,221</b>                                         | <b>149,321</b>                                          | <b>639,410</b>                                     |
| 8. Exceptional items - net credit/charge                                                            | 622                                                    | 528                                                     | 2,515                                              |
| <b>9. Profit from Ordinary Activities Before Tax (7+8)</b>                                          | <b>172,843</b>                                         | <b>149,849</b>                                          | <b>641,925</b>                                     |
| 10. Tax expense                                                                                     | 10,625                                                 | 10,469                                                  | 50,840                                             |
| <b>11. Net Profit from Ordinary Activities After Tax (9-10)</b>                                     | <b>162,218</b>                                         | <b>139,380</b>                                          | <b>591,085</b>                                     |
| 12. Extraordinary items                                                                             | 27,663                                                 | 39,585                                                  | 495,788                                            |
| <b>13. Net Profit for the period (11+12)</b>                                                        | <b>189,881</b>                                         | <b>178,965</b>                                          | <b>1,086,873</b>                                   |
| 14. Paid up Equity Share Capital (face value Re. 1 per share)                                       | 101,925                                                | 133,119                                                 | 379,667                                            |
| 15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year         | 21,825                                                 | 21,825                                                  | 21,825                                             |
| <b>16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):</b> |                                                        |                                                         |                                                    |
| (a) Basic - Rs.                                                                                     | 4.71                                                   | 3.64                                                    | 17.56                                              |
| (b) Diluted - Rs.                                                                                   | 4.71                                                   | 3.64                                                    | 17.55                                              |
| <b>16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):</b> |                                                        |                                                         |                                                    |
| (a) Basic - Rs.                                                                                     | 4.71                                                   | 3.64                                                    | 17.56                                              |
| (b) Diluted - Rs.                                                                                   | 4.71                                                   | 3.64                                                    | 17.55                                              |
| <b>A. PARTICULARS OF SHAREHOLDING</b>                                                               |                                                        |                                                         |                                                    |
| 1. Public Shareholding                                                                              |                                                        |                                                         |                                                    |
| - Number of Shares                                                                                  | 1,027,622,850                                          | 1,027,622,850                                           | 1,027,622,850                                      |
| - Percentage of Shareholding                                                                        | 47.52%                                                 | 47.52%                                                  | 47.52%                                             |
| 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 promoter and promoter group)            | NA                                                     | NA                                                      | NA                                                 |
| b) Non-Encumbered                                                                                   |                                                        |                                                         |                                                    |
| - Number of shares                                                                                  | 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%                                            |
| - Percentage of shares (as a % of the total share capital of the company)                           | 52.48%                                                 | 52.48%                                                  | 52.48%                                             |
| <b>B. INVESTOR COMPLAINTS</b>                                                                       |                                                        |                                                         |                                                    |
| Pending at the beginning of the quarter                                                             | Nil                                                    | Nil                                                     | Nil                                                |
| Received during the quarter                                                                         | 16                                                     | 16                                                      | 16                                                 |
| Disposed of during the quarter                                                                      | Nil                                                    | Nil                                                     | Nil                                                |
| Remaining unresolved at the end of the quarter                                                      | Nil                                                    | Nil                                                     | Nil                                                |



# SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

| Particulars                                                               | (Rs. in lakhs)                          |                |                                         |                                    |
|---------------------------------------------------------------------------|-----------------------------------------|----------------|-----------------------------------------|------------------------------------|
|                                                                           | Unaudited Results for the Quarter ended |                | Unaudited Results for the Quarter ended | Audited Results for the year ended |
|                                                                           | 2013                                    | 30th June 2012 | 31st March 2013                         | 31st March 2013                    |
| Segment Revenue (Sales and Other operating income)                        |                                         |                |                                         |                                    |
| - Soaps and Detergents                                                    |                                         |                |                                         |                                    |
| - Personal Products                                                       | 340,766                                 | 316,305        | 319,139                                 | 1,270,182                          |
| - Beverages                                                               | 188,338                                 | 184,708        | 183,112                                 | 747,166                            |
| - Packaged Foods                                                          | 75,737                                  | 65,407         | 80,810                                  | 297,466                            |
| - Others (includes Exports, Water, Infant Care Products, etc)             | 45,788                                  | 43,698         | 37,233                                  | 150,574                            |
| Total Segment Revenue                                                     | 27,908                                  | 25,024         | 645,318                                 | 2,574,666                          |
| Less: Inter Segment Revenue                                               | 678,537                                 | 636,514        |                                         |                                    |
| Net Segment Revenue                                                       |                                         |                |                                         |                                    |
| Segment Results (Profit before tax and interest from ordinary activities) |                                         |                |                                         |                                    |
| - Soaps and Detergents                                                    | 678,537                                 | 636,514        | 645,318                                 | 2,574,666                          |
| - Personal Products                                                       |                                         |                |                                         |                                    |
| - Beverages                                                               | 43,932                                  | 38,523         | 38,303                                  | 161,553                            |
| - Packaged Foods                                                          | 46,816                                  | 47,567         | 47,173                                  | 194,886                            |
| - Others (includes Exports, Water, Infant Care Products, etc)             | 13,868                                  | 9,495          | 13,619                                  | 47,467                             |
| Total Segment Results                                                     | 3,839                                   | 2,478          | 1,397                                   | 3,702                              |
| Less: Finance Costs                                                       | (308)                                   | (433)          | (1,808)                                 | (3,900)                            |
| Add/(Less): Other unallocable income net of unallocable expenditure       | 108,147                                 | 97,630         | 98,684                                  | 403,698                            |
| Total Profit Before Tax from ordinary activities                          | (622)                                   | (528)          | (601)                                   | (2,515)                            |
| Capital Employed (Segment assets less Segment liabilities)                |                                         |                |                                         |                                    |
| - Soaps and Detergents                                                    | 22,069                                  | 75,582         | 3,875                                   | 94,605                             |
| - Personal Products                                                       | 129,594                                 | 172,684        | 101,958                                 | 495,788                            |
| - Beverages                                                               |                                         |                |                                         |                                    |
| - Packaged Foods                                                          | (60,714)                                | (43,391)       | 4,027                                   | 4,027                              |
| - Others (includes Exports, Water, Infant Care Products, etc)             | (45,352)                                | (26,705)       | (29,549)                                | (29,549)                           |
| Total Capital Employed in segments                                        | 16,243                                  | 14,369         | 25,892                                  | 25,892                             |
| Add: Unallocable corporate assets less corporate liabilities              | 15,424                                  | 15,527         | 17,510                                  | 17,510                             |
| Total Capital Employed                                                    | (6,146)                                 | (1,378)        | (3,899)                                 | (3,899)                            |
|                                                                           | (79,545)                                | (41,576)       | 13,981                                  | 13,981                             |
|                                                                           | 448,872                                 | 526,585        | 253,421                                 | 253,421                            |
|                                                                           | 369,327                                 | 485,007        | 267,402                                 | 267,402                            |

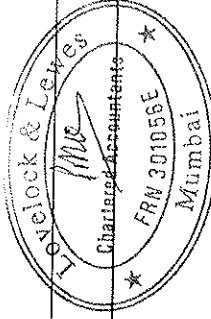
## Notes on Segment Information

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 30th June, 2013, 30th June, 2012, 31st March, 2013. 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.

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



**Notes:**

1. Domestic Consumer Business (FMCG + Water) grew by 7.1% with a 5.9% growth in HPC and 12.5% growth in Foods businesses. Net Sales grew by 7% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 101,916 lakhs (JQ'12: Rs. 90,882 lakhs) grew by 12.1%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax and prior period tax adjustments (refer note 5 and note 6 below) for the quarter at Rs. 88,513 lakhs (JQ'12: Rs. 85,458 lakhs) grew by 3.6%.
4. Other income includes recurring items such as interest income, dividend income and net short term gain on sale of other non trade current investments aggregating to Rs. 7,974 lakhs (JQ'12: Rs. 11,241 lakhs), and net long term gain on sale of other non trade investments of Rs. 7,275 lakhs (JQ'12: Rs. 7,171 lakhs) and interest on income tax refunds of Rs. 2,426 lakhs (JQ'12: Rs. 3,449 lakhs).
5. Exceptional items, net credit in JQ'13 include profit on sale of surplus properties Rs. 10,625 lakhs (JQ'12: Rs. 60,724 lakhs) and restructuring costs of Rs. Nil (JQ'12: Rs. 255 lakhs)
6. Taxation for the quarter includes net write back of excess tax provisions of earlier years amounting to Rs. 6,421 lakhs (JQ'12: Rs. 1,583 lakhs).
7. Unilever PLC ("the Acquirer") along with Unilever NV in its capacity as person acting in concert with the Acquirer (jointly "the Acquirers") announced Voluntary Open Offer on 30<sup>th</sup> April, 2013 under SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 for acquisition of 48,70,04,772 equity shares of Re.1 each of the Company, representing 22.52% of the total share capital from the public shareholders. As per the Post Offer advertisement issued by HSBC Securities and Capital Markets (India) Private Limited, Manager to the Open Offer and published on 11th July 2013, pursuant to closing of the tendering period on 4th July 2013, 31,95,63,398 shares representing 14.78% shares were acquired in the offer which pending registration in the Register of Members will increase the share holding of the Acquirers to 67.26%
8. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 26th July, 2013.

**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

*Nitin Paranjpe*

Place: Mumbai  
Date: 26th July, 2013

Nitin Paranjpe  
Managing Director & CEO



The Board of Directors  
Hindustan Unilever Limited  
Unilever House  
B.D.Sawant Marg, Chakala  
Andheri (East)  
Mumbai – 400 099

1. We have reviewed the results of Hindustan Unilever Limited (the "Company") for the quarter ended June 30, 2013 which are included in the accompanying 'Statement of Unaudited standalone financial results for the quarter ended 30<sup>th</sup> June, 2013' (the "Statement"), except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, *"Review of Interim Financial Information Performed by the Independent Auditor of the Entity"* issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Lovelock & Lewes  
Firm Registration Number: 301056E  
Chartered Accountants



Pradip Kanakia  
Partner  
Membership Number: 39985

Mumbai  
July 26, 2013