



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2011

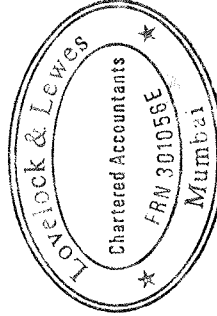
Unaudited Results for the Quarter ended		Unaudited Results for the Quarter ended		Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Nine Months ended		Audited Results for the Accounting year ended
2011	31st December	2010	30th September	2011	2010		2011	2010	31st March
585,273	502,701	552,216	1.a. Net Sales from Operations [sum of (i) to (iv)]	1,687,878	1,450,177		1,687,878	1,450,177	1,940,111
447,061	378,183	415,124	i) Domestic FMCG - HPC	1,275,509	1,081,067		1,275,509	1,081,067	1,443,457
96,401	85,565	97,347	ii) Domestic FMCG - Foods	1,565,970	1,334,070		1,565,970	1,334,070	1,790,608
543,462	463,748	512,471	Domestic FMCG - Total (i+ii)	92,832	81,509		92,832	81,509	109,313
33,496	28,890	28,886	iii) Exports	29,076	34,598		29,076	34,598	40,190
8,315	10,063	10,859	iv) Others	24,869	26,682		24,869	26,682	33,409
8,490	10,070	8,832	1.b. Other Operating Income	1,712,747	1,476,859		1,712,747	1,476,859	1,973,520
593,763	512,771	561,048	1. Total Income [1.a. + 1.b.]	1,474,615	1,288,099		1,474,615	1,288,099	1,725,672
502,396	445,906	484,090	2. Expenditure [sum of (a) to (g)]	11,025	(9,536)		11,025	(9,536)	(29,053)
(2,738)	(10,299)	(5,263)	a) Decrease/(increase) in stock in trade and work in progress	674,581	542,428		674,581	542,428	752,926
234,118	194,151	229,054	b) Consumption of raw/packing materials	229,418	206,984		229,418	206,984	281,813
76,128	73,084	76,311	c) Purchase of traded goods	84,766	72,666		84,766	72,666	96,126
27,412	23,104	28,731	d) Employees Cost	17,012	16,520		17,012	16,520	22,083
5,682	5,633	5,710	e) Depreciation/Amortisation	197,450	214,095		197,450	214,095	276,423
69,018	74,326	65,137	f) Advertising & Promotions	280,363	244,942		280,363	244,942	325,354
92,776	85,927	84,410	g) Other expenditure	238,132	188,760		238,132	188,760	247,848
91,367	66,865	76,958	3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)	20,835	19,597		20,835	19,597	25,194
8,008	7,702	7,767	4. Other Income	258,967	208,357		258,967	208,357	273,042
99,375	74,567	84,725	5. Profit before Interest & Exceptional Items (3+4)	101	21		101	21	24
45	6	54	6. Interest expense	258,866	208,336		258,866	208,336	273,018
99,330	74,561	84,671	7. Profit after Interest but before Exceptional Items (5-6)	9,079	12,323		9,079	12,323	20,683
(1,238)	6,429	4,442	8. Exceptional Items - credit/(charge)	267,945	220,659		267,945	220,659	293,701
98,092	80,990	89,113	9. Profit from Ordinary Activities Before Tax (7+8)	(60,956)	(46,976)		(60,956)	(46,976)	(63,104)
(22,711)	(17,239)	(20,221)	10. Tax expense	206,989	173,683		206,989	173,683	230,597
75,381	63,751	68,892	11. Net Profit from Ordinary Activities After Tax [9+10]	206,989	173,683		206,989	173,683	230,597
-	-	-	12. Extraordinary Items	-	-		-	-	-
75,381	63,751	68,892	13. Net Profit for the period (11+12)	206,989	173,683		206,989	173,683	230,597
21,610	21,821	21,610	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,610	21,821		21,610	21,821	21,595
3,49	2,92	3,19	15. Reserves excluding Revaluation Reserve	9,58	7,96		9,58	7,96	10,58
3,49	2,92	3,19	16. Earnings Per Share (EPS) - Basic Earnings per Share of Re. 1 (before Extraordinary Items) - Rs.	9,57	7,95		9,57	7,95	10,56
3,49	2,92	3,19	Diluted Earnings per Share of Re. 1 (before Extraordinary Items) - Rs.	9,58	7,96		9,58	7,96	10,58
3,49	2,92	3,19	Basic Earnings per Share of Re. 1 (after Extraordinary Items) - Rs.	9,57	7,95		9,57	7,95	10,56
3,49	2,92	3,19	Diluted Earnings per Share of Re. 1 (after Extraordinary Items) - Rs.	1,026,195,165	1,047,270,342		1,026,195,165	1,047,270,342	1,024,622,508
1,026,195,165	1,047,270,342	1,026,110,257	17. Public Shareholding - Number of Shares	47,49%	47,49%		47,49%	47,49%	47,45%
47,49%	47,99%	47,48%	Percentage of Shareholding						
			18. Promoters and Promoter Group Shareholding						
			a) Pledged/Encumbered						
			- Number of shares	Nil	Nil		Nil	Nil	Nil
			- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA		NA	NA	NA
			b) Non-Encumbered	NA	NA		NA	NA	NA
			- Percentage of shares (as a % of the total share capital of the company)						
			- Number of shares	1,134,849,460	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%	100.00%
			- Percentage of shares (as a % of the total share capital of the company)	52.51%	52.51%		52.51%	52.01%	52.55%

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

Unaudited Results for the Quarter ended 31st December	Unaudited Results for the Quarter ended 30th September	Particulars	Unaudited Results for the Nine Months ended 31st December		Audited Results for the Accounting year ended 31st March
			2011	2010	
2011	2010				(Rs. in lakhs)
264,597	219,293	Segment Revenue (Sales and Income from Services)			
188,617	165,468	- Soaps and Detergents	779,356	658,677	879,156
67,038	60,221	- Personal Products	512,950	438,504	584,410
30,641	27,003	- Beverages	193,220	171,005	234,397
33,750	29,091	- Packaged Foods	101,033	86,018	117,715
9,821	11,105	- Exports	93,477	82,038	109,965
594,464	512,181	- Others (includes Chemicals, Water, etc)	32,088	37,635	43,803
-	-	Total Segment Revenue	1,712,124	1,473,877	1,969,446
594,464	512,181	Less: Inter Segment Revenue	-	-	-
		Net Segment Revenue	1,712,124	1,473,877	1,969,446
35,589	16,933	Segment Results (Profit before tax and interest from ordinary activities)			
48,812	47,685	- Soaps and Detergents	91,318	66,818	83,406
10,518	10,138	- Personal Products	129,541	112,962	149,481
(597)	(1,664)	- Beverages	26,831	25,848	35,776
4,462	2,268	- Packaged Foods	2,788	2,474	3,233
(1,027)	(1,847)	- Exports	9,232	6,429	9,155
97,757	73,513	- Others (includes Chemicals, Water, etc)	(2,063)	(6,341)	(7,495)
(45)	(6)	Total Segment Results	257,647	208,190	273,556
380	7,483	Less: Interest Expense	(101)	(21)	(24)
98,092	80,990	Add/(Less): Other unallocable income net of unallocable expenditure	10,399	12,490	20,169
		Total Profit Before Tax from ordinary activities	267,945	220,659	293,701
(48,307)	(53,023)	Capital Employed (Segment assets less Segment liabilities)			
6,098	(21,912)	- Soaps and Detergents	(48,307)	(53,023)	(37,623)
22,824	20,768	- Personal Products	6,098	(21,912)	14,502
18,500	6,875	- Beverages	22,824	20,768	34,217
14,460	21,412	- Packaged Foods	18,500	6,875	13,131
(4,854)	(4,402)	- Exports	14,460	21,412	19,561
8,721	(30,282)	- Others (includes Chemicals, Water, etc)	(4,854)	(4,402)	(2,863)
376,562	386,536	Total Capital Employed in segments	8,721	(30,282)	40,925
385,283	356,254	Add: Unallocable corporate assets less corporate liabilities	376,562	386,536	222,467
		Total Capital Employed in company	385,283	356,254	263,392

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



Notes:

1. Net sales grew by 16.4% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 16.5% with a 18.2% growth in HPC and 12.7% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs.91367 lakhs (DQ'10: Rs. 66865 lakhs) grew by 36.6%.
3. Profit after tax from ordinary activities before Exceptional Items (PAT-bei) (refer note 5 below) for the quarter at Rs.76217 lakhs (DQ'10: Rs. 58671 lakhs) grew by 29.9%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
5. Exceptional items in DQ'11 include restructuring costs of Rs. 1238 lakhs (DQ'10: Rs. 85 lakhs), profit on sale of properties Rs. Nil (DQ'10: Rs. 4922 lakhs), and profit on sale of long term trade investments Rs. Nil (DQ'10: Rs. 1592 lakhs).
6. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. Nil (DQ' 10: Rs. 171 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
7. The Scheme of Arrangement (the 'Scheme') for transfer of the FMCG Exports Business Division (the 'demerged business undertaking') of the Company into its wholly owned subsidiary Unilever India Exports Limited ('UIEL'), has been sanctioned by the Hon'ble High Court of Bombay with the appointed date of 1st April, 2011 during the current quarter vide an order dated 18th November, 2011, certified copy of which was received on 5th December, 2011. The Scheme became effective from 1st January, 2012 (the 'effective date') upon filing of the said order with the Registrar of Companies of Mumbai. In accordance with the Scheme, the above transfer of demerged business undertaking will be accounted by the company as of the effective date by recording the transfer of the relevant assets and liabilities of the demerged business undertaking at their book values and the corresponding consideration received in the form of investment in the shares issued by UIEL. Accordingly, the financial results of the FMCG Exports Business Division continue to be reported as part of the Company's results for the current quarter.

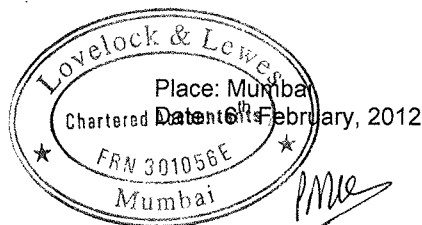
Given below are the results of the FMCG Exports Business Division transferred to UIEL as per the Scheme, for each of the periods presented:

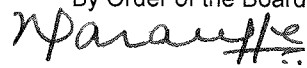
Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Quarter ended 30th September	Particulars	Unaudited Results for the Nine months ended 31st December		Audited Results for the Accounting year ended 31st March
2011	2010	2011		2011	2010	2011
28403	24857	24568	Total Income	79488	70010	93928
24707	23009	21938	Total Expenses	71030	64546	86357
3696	1848	2630	Profit before Tax	8458	5464	7571
(860)	(393)	(603)	Tax Expense	(1948)	(1162)	(1592)
2836	1455	2027	Profit after Tax	6510	4302	5979

8. Investor complaints status:
All 18 complaints received during DQ'11 have been resolved. No complaints were pending for resolution either at the beginning or at the end of December 2011 quarter.
9. The Board of Directors at their meeting held on 31st October, 2011 had declared an Interim Dividend of Rs 3.50 per share of Re.1/- each, for the current financial year. The dividend was paid on 22nd November, 2011.
10. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
11. The text of the above statement was approved by the Board of Directors at their meeting held on 6th February, 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

 Nitin Paranjpe
 Managing Director & CEO

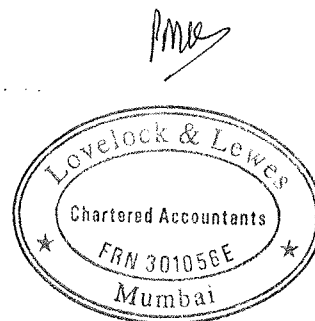
Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" 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 December 2011, 31st December 2010, 30th September 2011 and 31st March 2011. Unallocated 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.

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

1. We have reviewed the accompanying statement of 'Un-audited standalone financial results for the quarter and nine months ended 31st December, 2011' in which are included the results for the quarter ended 31st December, 2011 of Hindustan Unilever Limited 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 information is 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 No: 39985

Mumbai
February 06, 2012