



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2012

STANDALONE		Particulars	STANDALONE		STANDALONE	CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March	2011		Unaudited Results for the Quarter ended 31st December	2011		Audited Results for the Year ended 31st March	2011
2012	2011		2011	2011		2012	2011
566,048	489,367	1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	584,431	1,338,101	2,173,560	2,298,773	1,964,769
448,024	362,391	i) Domestic FMCG - HPC	447,061	1,443,457	1,723,533	1,721,283	1,441,780
101,436	94,148	ii) Domestic FMCG - Foods	96,401	391,897	391,897	391,897	347,151
549,460	456,539	iii) Others	543,462	1,790,608	2,115,430	2,113,180	1,786,931
16,588	32,628	1.b. Other Operating Income	40,968	147,493	58,130	185,593	175,838
10,542	7,473	1. Total Income from operations (net) [1.a. + 1.b.]	11,179	35,450	38,077	44,860	37,496
576,590	496,840	2. Expenses [sum of (a) to (g)]	595,610	1,873,551	2,211,637	2,343,633	2,002,255
498,958	438,183	a) Cost of materials consumed	504,243	1,727,795	1,904,328	2,018,631	1,754,063
207,955	211,108	b) Purchases of stock-in-trade	234,603	858,489	858,489	948,701	779,687
76,621	74,829	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	76,128	302,414	302,414	281,949	289,275
27,649	(19,517)	d) Employee benefits expense	(2,738)	12,873	12,873	9,515	(30,760)
27,513	23,460	e) Depreciation and amortisation expense	27,412	110,728	110,728	120,094	101,486
5,707	5,563	f) Advertising & Promotions	5,682	21,825	21,825	23,354	22,929
67,733	62,328	g) Other expenses	69,018	263,478	263,478	269,696	279,705
85,780	80,412	3. Profit from operations before other income, finance costs and exceptional items (1-2)	94,138	334,521	334,521	355,322	331,741
77,632	58,657	4. Other Income	91,367	245,756	307,309	325,002	245,756
6,995	6,031	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	8,008	27,288	27,831	25,962	25,518
84,628	64,688	6. Finance costs	99,375	273,044	335,140	350,964	273,710
20	2	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	45	124	124	165	101
84,608	64,686	8. Exceptional items - credit/(charge)	99,330	273,020	335,016	350,799	273,609
2,808	8,360	9. Profit from ordinary activities before tax (7+8)	(1,238)	11,887	11,887	11,369	22,082
87,416	73,046	10. Tax expense	99,092	293,703	346,903	362,168	295,691
(18,755)	(18,128)	11. Net Profit from ordinary activities After Tax (9+10)	(22,711)	(77,763)	(77,763)	(62,154)	(65,028)
69,661	56,918	12. Extraordinary items	75,381	230,599	289,140	280,014	230,663
68,661	56,918	13. Net Profit for the period (11+12)	75,381	230,599	289,140	280,014	230,663
-	-	14. Share of profit of associates	-	-	-	-	-
-	-	15. Minority Interest	-	-	-	-	-
68,661	56,918	16. Net Profit after taxes, minority interest and share of profit of associates (13+14+15)	75,381	230,599	289,140	279,066	(1,058)
21,615	21,595	17. Paid up Equity Share Capital (face value Re. 1 per share)	21,610	21,595	21,615	21,615	21,595
3.18	2.61	18. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	3.49	244,290	329,611	346,426	251,833
3.18	2.61	19.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):	3.49	10.58	12.46	12.92	10.53
3.18	2.61	(a) Basic - Rs.	3.49	10.56	12.45	12.91	10.52
3.18	2.61	(b) Diluted - Rs.	3.49	10.58	12.46	12.92	10.53
3.18	2.61	19.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):	3.49	10.56	12.45	12.91	10.52
3.18	2.61	(a) Basic - Rs.	3.49	10.56	12.45	12.91	10.52
3.18	2.61	(b) Diluted - Rs.	3.49	10.56	12.45	12.91	10.52
1,026,663,032	1,024,622,508	A. PARTICULARS OF SHAREHOLDING	1,026,195,165	1,024,622,508	1,026,663,032	1,026,663,032	1,024,622,508
47.50%	47.45%	1. Public Shareholding	47.45%	47.45%	47.50%	47.50%	47.45%
-	-	- Number of Shares	-	-	-	-	-
-	-	- Percentage of Shareholding	-	-	-	-	-
-	-	2. Promoters and Promoter Group Shareholding	-	-	-	-	-
-	-	a) Pledged/Encumbered	-	-	-	-	-
-	-	- Number of shares	-	-	-	-	-
-	-	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-
-	-	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-
-	-	b) Non-Encumbered	-	-	-	-	-
-	-	- Number of shares	-	-	-	-	-
-	-	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	-	-	-	-	-
-	-	- Percentage of shares (as a % of the total share capital of the company)	-	-	-	-	-
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	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%	100.00%
52.50%	52.55%	- Percentage of shares (as a % of the total share capital of the company)	52.51%	52.55%	52.50%	52.50%	52.55%
1,134,849,460	1,134,849,460	B. INVESTOR COMPLAINTS	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	Pending at the beginning of the quarter	100.00%	100.00%	100.00%	100.00%	100.00%
52.50%	52.55%	Received during the quarter	52.51%	52.55%	52.50%	52.50%	52.55%
52.50%	52.55%	Disposed of during the quarter	52.51%	52.55%	52.50%	52.50%	52.55%
52.50%	52.55%	Remaining unresolved at the end of the quarter	52.51%	52.55%	52.50%	52.50%	52.55%
1,134,849,460	1,134,849,460	Quarter ended 31st March 2012	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460	1,134,849,460
100.00%	100.00%	NIL	100.00%	100.00%	100.00%	100.00%	100.00%
52.50%	52.55%	18	52.51%	52.55%	52.50%	52.50%	52.55%
52.50%	52.55%	18	52.51%	52.55%	52.50%	52.50%	52.55%
52.50%	52.55%	NIL	52.51%	52.55%	52.50%	52.50%	52.55%



Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2012

(Rs. in lakhs)

Statement of Assets and Liabilities		Standalone		Consolidated	
Particulars		Audited Results for the Year ended 31st March		Audited Results for the Year ended 31st March	
		2012	2011	2012	2011
A	EQUITY AND LIABILITIES				
1	Shareholders' funds				
	(a) Share capital	21,615	21,595	21,615	21,595
	(b) Reserves and surplus	329,678	244,357	346,493	251,900
	(c) Money received against share warrants	-	-	-	-
	Sub-total - Shareholders' funds	351,293	265,952	368,108	273,495
2	Share application money pending allotment	-	-	-	-
3	Minority interest *	-	-	1,830	1,458
4	Non-current liabilities				
	(a) Long-term borrowings	-	-	-	-
	(b) Deferred tax liabilities (net)	-	-	-	-
	(c) Other long-term liabilities	32,969	21,920	33,167	21,923
	(d) Long-term provisions	66,695	66,387	67,430	67,366
	Sub-total - Non-current liabilities	99,664	88,307	100,597	89,289
5	Current liabilities				
	(a) Short-term borrowings	-	-	-	-
	(b) Trade payables	462,296	500,905	484,387	507,902
	(c) Other current liabilities	54,677	55,459	56,436	56,656
	(d) Short-term provisions	127,897	105,643	129,367	105,982
	Sub-total - Current liabilities	644,870	662,007	670,190	670,540
	TOTAL - EQUITY AND LIABILITIES	1,095,827	1,016,266	1,140,725	1,034,782
B	ASSETS				
1	Non-current assets				
	(a) Fixed assets	236,292	245,786	249,050	251,264
	(b) Goodwill on consolidation *	-	-	-	-
	(c) Non-current investments	18,631	12,058	7,025	4,841
	(d) Deferred tax assets (net)	21,424	20,966	20,991	20,737
	(e) Long-term loans and advances	39,618	40,031	38,082	40,427
	(f) Other non-current assets	-	-	-	-
	Sub-total - Non-current assets	315,965	318,841	315,148	317,269
2	Current assets				
	(a) Current investments	225,190	114,009	225,191	114,009
	(b) Inventories	251,665	281,077	266,737	287,569
	(c) Trade receivables	67,899	94,321	85,674	96,329
	(d) Cash and cash equivalents	183,004	162,847	199,643	177,568
	(e) Short-term loans and advances	48,579	41,635	44,611	38,262
	(f) Other current assets	3,525	3,536	3,721	3,776
	Sub-total - Current assets	779,862	697,425	825,577	717,513
	TOTAL - ASSETS	1,095,827	1,016,266	1,140,725	1,034,782

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

STANDALONE		Particulars	STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended 31st March	2011	Unaudited Results for the Quarter ended 31st March	2011	Audited Results for the Year ended 31st March	2012	Audited Results for the Year ended 31st March
2012		2011				
283,438	220,750	264,813	Segment Revenue (Sales and Other operating income)	1,063,628	1,063,628	880,118
171,094	146,085	188,772	- Soaps and Detergents	684,586	684,586	585,727
68,317	63,470	67,093	- Personal Products	261,743	261,743	234,650
34,805	31,737	30,666	- Beverages	135,946	135,946	117,842
18,230	34,138	43,606	- Packaged Foods	63,636	63,636	182,205
575,884	495,180	594,950	- Others (includes Exports, Chemicals, Water, etc)	2,209,539	2,209,539	2,000,542
-	-	-	Total Segment Revenue	-	-	-
575,884	495,180	594,950	Less: Inter-Segment Revenue	1,971,569	1,971,569	2,000,542
-	-	-	Net Segment Revenue	2,209,539	2,209,539	2,000,542
32,008	15,504	35,589	Segment Results (Profit before tax and interest from ordinary activities)	123,327	123,326	82,077
44,919	36,519	48,812	- Soaps and Detergents	174,460	174,284	146,956
9,538	9,928	10,518	- Personal Products	36,668	36,668	35,776
(371)	465	(597)	- Beverages	2,417	2,417	2,987
(489)	1,519	3,435	- Packaged Foods	(2,492)	1,143	5,683
85,905	64,935	97,757	- Others (includes Exports, Chemicals, Water, etc)	334,380	334,380	273,479
(20)	(2)	(45)	Total Segment Results	(124)	(124)	(101)
1,531	8,113	380	Less: Finance costs	12,647	12,647	22,313
87,416	73,046	98,092	Add/(Less): Other unallocable income net of unallocable expenditure	346,903	346,903	295,691
-	-	-	Total Profit Before Tax from ordinary activities	-	-	-
(4,078)	(36,558)	(48,307)	Capital Employed (Segment assets less Segment liabilities)	(4,078)	(4,078)	(36,558)
2,545	15,068	6,098	- Soaps and Detergents	2,545	2,545	15,068
29,993	34,624	22,824	- Personal Products	29,993	29,993	12,350
21,487	13,345	18,500	- Beverages	21,487	21,488	34,623
(7,507)	16,964	9,606	- Packaged Foods	(7,507)	16,964	13,345
42,440	43,443	8,721	- Others (includes Exports, Chemicals, Water, etc)	42,440	43,443	20,045
308,653	222,509	376,652	Total Capital Employed in segments	308,653	308,653	43,805
351,293	265,952	365,283	Add: Unallocable corporate assets less corporate liabilities	351,293	351,293	231,148
-	-	-	Total Capital Employed in company	-	-	274,953

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

Notes:

- Domestic Consumer Business (FMCG + Water) grew by 20.5% with a 23.6% growth in HPC and 7.7% growth in Foods businesses. Net Sales grew by 15.7% during the quarter.
- Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 77632 lakhs (MQ'11: Rs. 58657 lakhs) grew by 32.3%.
- Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) for the quarter at Rs. 66359 lakhs (MQ'11: Rs. 51457 lakhs) grew by 29.0%.
- During financial year 2011-12, Domestic Consumer Business (FMCG + Water) grew by 17.5%, Net Sales grew by 12.1% and Profit after tax from ordinary activities before Exceptional Items grew by 20.2%.
- Other income includes interest income, dividend income and net gain on sale of other non trade current investments.
- Exceptional items in MQ'12 include profit on sale of properties Rs. 3473 lakhs (MQ'11: Rs. 4778 lakhs), loss on sale of a stake in a subsidiary Rs. 68 lakhs (MQ'11: Rs. Nil), provision for retirement benefits of Rs. 578 lakhs arising out of change in actuarial assumptions (MQ'11: Rs. 3903 lakhs reduction), restructuring costs of Rs. 73 lakhs (MQ'11: Rs. 181 lakhs), write back of provision against advance to a wholly owned subsidiary of Rs. 668 lakhs (MQ'11: Rs. Nil), loss on capital reduction of a wholly owned subsidiary of Rs. 613 lakhs (MQ'11: Rs. Nil) and provision for expenses related to buyback of shares Rs. Nil (MQ'11: Rs. 140 lakhs).
- Taxation for the quarter includes adjustments of previous years amounting to a credit of Rs. 421 lakhs (MQ'11: charge of Rs. 630 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
- In order to fully exploit the opportunity in exports market and to provide necessary focus, flexibility and speed to the business, the Board of Directors approved a 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') on 9th May, 2011 which subsequently was approved by the shareholders on 28th July, 2011. The Hon'ble High Court of Bombay sanctioned the Scheme with the appointed date of 1st April, 2011 vide an order dated 18th November, 2011, the certified copy of which was received by the company 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 has been accounted by the company by recording the transfer of the relevant assets and liabilities of the demerged business undertaking at their book values as of the appointed date and the corresponding consideration received aggregating to Rs 70.12 Crores in the form of investment in the shares issued by UIEL (465,000 shares of Rs 10/- each issued at a premium of Rs 1498/- per share) resulting in no gain or loss to the company. Accordingly, the financial results of the demerged business undertaking do not form part of the unaudited financial results of the company for the quarter ended 31st March, 2012 and of the audited results of the company for the year ended 31st March, 2012. However, the unaudited results of the company for the quarter ended 31st December, 2011 and 31st March, 2011 and the audited results of the company for the year ended 31st March, 2011 included the results of the said demerged business undertaking and hence, to that extent, previous quarter and year figures are not comparable with the current quarter and year figures. Given below are the results of the company excluding the results of the demerged business undertaking for each of the periods represented:

STANDALONE			Rs. In Lakhs		
Unaudited Results for the quarter ended 31st March		Unaudited results for the quarter ended 31st December	Particulars	STANDALONE Audited results for the year ended	
2012	2011	2011		2012	2011
As reported	Comparable, adjusted for above	Comparable, adjusted for above		As reported	Comparable, adjusted for above
576,590	472,920	567,208	Total Income	2,211,637	1,879,624
489,174	401,985	472,813	Total Expenses	1,864,734	1,593,493
87,416	70,935	94,395	Profit Before Tax	346,903	286,131
(18,755)	(15,697)	(21,851)	Tax Expense	(77,763)	(61,512)
68,661	55,238	72,544	Profit After Tax	269,140	224,619

*** No impact on consolidated accounts as the FMCG Exports business division is demerged into a wholly owned subsidiary

9. The Board of Directors at their meeting held on Tuesday, 1st May, 2012 recommended a final dividend of Rs. 4.00 per share of Re.1 each, for the financial year ended 31st March, 2012. Together with the interim dividend of Rs. 3.50 per share paid on 22nd November, 2011, the total dividend for the financial year ended 31st March, 2012 works out to Rs. 7.50 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Friday, 27th July, 2012.
10. The current period/year figures in this statement have been reported in the format recommended as per the SEBI circular dated 16 April 2012. The comparative figures have also been accordingly restated to conform with the current period presentation.
11. The figures of last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year excluding the results of the demerged business undertaking as mentioned in Note 8 above.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 1st May, 2012.

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

By order of the Board



Nitin Paranjpe
Managing Director & CEO

Place: Mumbai
Date: 1st May, 2012

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 March 2012, 31st December 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.

