



HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2013

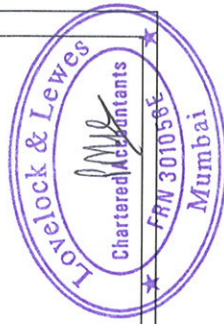
Unaudited Results for the Quarter ended 31st December	2012	Unaudited Results for the Quarter ended 30th September 2013	Particulars	Unaudited Results for the Nine Months ended 31st December		Audited Results for the year ended 31st March
				2013	2012	
2013	703,778	643,369	1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	2,047,247	1,883,925	2,520,638
	557,488	507,084	i) Domestic FMCG - HFC	1,603,363	1,480,961	1,977,006
	119,963	108,765	ii) Domestic FMCG - Foods	362,080	322,026	438,753
	677,451	615,849	Domestic FMCG - Total (i+ii)	1,965,443	1,802,987	2,415,759
	26,327	27,520	iii) Others	81,804	80,938	104,879
	18,557	22,114	1.b. Other Operating Income	45,256	50,516	60,383
	722,335	665,483	1. Total Income from operations (net) [1.a. + 1.b.]	2,092,503	1,934,441	2,581,021
	606,097	562,532	2. Expenses [sum of (a) to (g)]	1,772,210	1,648,703	2,204,248
	270,151	255,190	a) Cost of materials consumed	824,977	775,560	1,028,466
	83,744	78,379	b) Purchases of stock-in-trade	239,953	240,695	323,551
	12,112	8,340	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(3,651)	(10,627)	(3,113)
	34,772	34,271	d) Employee benefits expense	105,770	100,606	131,834
	6,442	5,928	e) Depreciation and amortisation expense	19,478	17,460	23,602
	92,946	82,216	f) Advertising & Promotions	277,326	241,075	323,188
	105,930	98,208	g) Other expenses	308,357	283,934	376,740
	116,238	102,951	3. Profit from operations before other income, finance costs and exceptional items (1-2)	320,293	285,738	376,773
	14,286	13,371	4. Other Income	47,040	50,107	60,690
	130,504	116,322	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	367,333	335,845	437,463
	1,820	753	6. Finance costs	3,070	1,914	2,515
	128,684	115,569	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	364,263	333,931	434,948
	2,297	(728)	8. Exceptional items - net credit/ (charge)	16,265	59,899	60,840
	130,981	114,841	9. Profit from Ordinary Activities Before Tax (7+8)	380,528	393,830	495,788
	24,750	27,705	10. Tax expense	80,992	92,883	116,121
	106,231	87,136	11. Net Profit from Ordinary Activities After Tax (9-10)	299,536	300,947	379,667
	-	-	12. Extraordinary Items	-	-	-
	106,231	87,136	13. Net Profit for the period (11+12)	299,536	300,947	379,667
2012	21,626	21,620	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,626	21,620	21,625
	4.91	4.03	15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	13.85	13.92	17.56
	4.91	4.03	16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):	13.84	13.92	17.55
	4.91	4.03	(a) Basic - Rs.	13.85	13.92	17.56
	4.91	4.03	(b) Diluted - Rs.	13.84	13.92	17.55
	4.91	4.03	16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):	13.85	13.92	17.56
	4.91	4.03	(a) Basic - Rs.	13.84	13.92	17.55
	4.91	4.03	(b) Diluted - Rs.	13.84	13.92	17.55
	708,217,669	1,027,111,958	A. PARTICULARS OF SHAREHOLDING	708,217,669	1,027,111,958	1,027,622,850
	32.75%	47.51%	1. Public Shareholding	32.75%	47.51%	47.52%
	-	-	- 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 promoters 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 promoters and promoter group)	-	-	-
	-	-	- Percentage of shares (as a % of the total share capital of the company)	-	-	-
	1,454,412,858	1,134,849,460	- Number of shares	1,454,412,858	1,134,849,460	1,134,849,460
	100.00%	100.00%	- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	100.00%	100.00%
	67.25%	52.49%	- Percentage of shares (as a % of the total share capital of the company)	67.25%	52.49%	52.48%

B. INVESTOR COMPLAINTS

Pending at the beginning of the quarter
Received during the quarter
Disposed of during the quarter
Remaining unresolved at the end of the quarter

Quarter ended 31st December, 2013

Nil
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Nil



SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Quarter ended 30th September	Unaudited Results for the Nine months ended 31st December		Audited Results for the year ended 31st March
2013	2012			2013	2012	
339,786	317,123	Segment Revenue (Sales and Other operating income)	338,077	1,018,629	951,043	1,270,182
230,390	204,892	- Soaps and Detergents	195,034	613,762	584,054	747,166
85,003	79,293	- Personal Products	83,542	244,282	216,656	297,466
37,276	33,014	- Beverages	39,798	122,862	113,341	150,574
27,658	29,021	- Packaged Foods	30,485	86,051	84,254	109,278
720,113	663,343	- Others (includes Exports, Water, Infant Care Products, etc)	686,936	2,085,586	1,929,348	2,574,666
-	-	Total Segment Revenue	-	-	-	-
720,113	663,343	Less: Inter Segment Revenue	686,936	2,085,586	1,929,348	2,574,666
-	-	Net Segment Revenue	-	-	-	-
45,089	39,372	Segment Results (Profit before tax and interest from ordinary activities)	47,389	136,410	123,250	161,553
65,918	57,885	- Soaps and Detergents	44,491	157,225	147,713	194,886
13,730	14,038	- Personal Products	14,167	41,765	33,838	47,457
(1,340)	(263)	- Beverages	1,331	3,830	2,305	3,702
(1,349)	(1,864)	- Packaged Foods	462	(1,195)	(2,092)	(3,900)
122,048	109,168	- Others (includes Exports, Water, Infant Care Products, etc)	107,840	338,035	305,014	403,698
(1,820)	(753)	Total Segment Results	(628)	(3,070)	(1,914)	(2,515)
10,753	6,426	Less: Finance Costs	12,741	45,563	90,730	94,605
130,981	114,841	Add/(Less): Other unallocable income net of unallocable expenditure	119,953	380,528	393,830	495,788
-	-	Total Profit Before Tax from ordinary activities	-	-	-	-
(35,129)	(39,171)	Capital Employed (Segment assets less Segment liabilities)	(45,445)	(35,129)	(39,171)	4,027
(55,513)	(25,598)	- Soaps and Detergents	(44,995)	(55,513)	(25,598)	(29,549)
12,245	10,894	- Personal Products	8,093	12,245	10,894	25,892
14,805	20,110	- Beverages	14,469	14,805	20,110	17,510
(7,032)	(2,935)	- Packaged Foods	(8,706)	(7,032)	(2,935)	(3,999)
(70,624)	(35,700)	- Others (includes Exports, Water, Infant Care Products, etc)	(76,584)	(70,624)	(36,700)	13,981
501,291	375,969	Total Capital Employed in segments	538,863	501,291	375,969	253,421
430,667	339,269	Add: Unallocable corporate assets less corporate liabilities	462,279	430,667	339,269	267,402
-	-	Total Capital Employed	-	-	-	-

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 31st December, 2013, 31st December, 2012, 30th September, 2013 and 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/reclassified wherever necessary to conform to this period's classification.

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

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Notes:

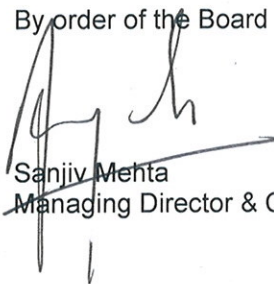
1. Net Sales grew by 9.4% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 9.9% with a 9.9% growth in HPC and 10.3% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 116,238 lakhs (DQ'12: Rs. 102,951 lakhs) grew by 12.9%.
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. 95,474 lakhs (DQ'12: Rs. 87,309 lakhs) grew by 9.4%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 13,103 lakhs (DQ'12: Rs. 13,086 lakhs) and interest on income tax refund of Rs. 1,163 lakhs (DQ'12: Rs. 285 lakhs)
5. Exceptional items, net credit in DQ'13 include profit on sale of surplus properties Rs. 2,810 lakhs (DQ'12: Rs. 2,465 lakhs) and restructuring costs of Rs. 513 lakhs (DQ'12: Rs. 3,193 lakhs).
6. Taxation for the quarter includes net write back of excess tax provisions of earlier years amounting to Rs 9,288 lakhs (DQ '12: Rs. Nil)
7. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 27th January, 2014.

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>

Place: Mumbai
Date: 27th January, 2014

By order of the Board


Sanjiv Mehta
Managing Director & CEO

