

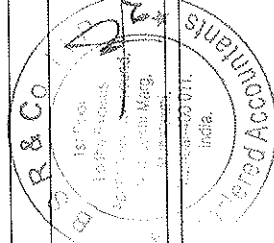


Hindustan Unilever Limited

## HINDUSTAN UNILEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2015

| STANDALONE                                         |                                                    | Particulars                                                                                  | STANDALONE                                    |                                               | CONSOLIDATED  |
|----------------------------------------------------|----------------------------------------------------|----------------------------------------------------------------------------------------------|-----------------------------------------------|-----------------------------------------------|---------------|
| Unaudited Results for the Quarter ended 31st March | Unaudited Results for the Quarter ended 31st March |                                                                                              | Audited Results for the Year ended 31st March | Audited Results for the Year ended 31st March |               |
| 2015                                               | 2014                                               |                                                                                              | 2015                                          | 2014                                          | 2014          |
| 752,500                                            | 683,582                                            | 1.a. Net Sales from Operations (Net of excise duty)                                          | 3,017,050                                     | 2,740,829                                     | 2,853,944     |
| 12,063                                             | 15,828                                             | 1.b. Other Operating Income                                                                  | 63,512                                        | 61,084                                        | 69,430        |
| 767,563                                            | 709,410                                            | 1. Total Income from Operations (net) [1.a. + 1.b.]                                          | 3,080,562                                     | 2,801,913                                     | 2,923,374     |
| 642,797                                            | 608,232                                            | 2. Expenses (sum of (a) to (g))                                                              | 2,586,407                                     | 2,380,442                                     | 2,478,361     |
| 292,918                                            | 291,004                                            | a) Cost of materials consumed                                                                | 1,186,731                                     | 1,115,961                                     | 1,188,868     |
| 91,399                                             | 95,066                                             | b) Purchases of stock-in-trade                                                               | 369,795                                       | 335,019                                       | 315,163       |
| (1,622)                                            | (12,967)                                           | c) Changes in inventories of finished goods, work-in-progress and stock-in-trade             | 5,828                                         | (16,638)                                      | (17,130)      |
| 38,842                                             | 37,825                                             | d) Employee benefits expense                                                                 | 157,889                                       | 143,595                                       | 157,266       |
| 7,052                                              | 6,577                                              | e) Depreciation and amortisation expense                                                     | 28,668                                        | 26,055                                        | 29,554        |
| 102,789                                            | 84,034                                             | f) Advertising & Promotions                                                                  | 387,484                                       | 361,360                                       | 367,466       |
| 111,419                                            | 106,713                                            | g) Other expenses                                                                            | 452,000                                       | 415,070                                       | 437,074       |
| 124,766                                            | 101,178                                            | 3. Profit from operations before other income, finance costs and exceptional items (1-2)     | 492,155                                       | 421,471                                       | 445,013       |
| 9,841                                              | 15,083                                             | 4. Other income                                                                              | 61,839                                        | 62,103                                        | 56,665        |
| 134,807                                            | 116,241                                            | 5. Profit from ordinary activities before finance costs and exceptional items (3+4)          | 553,994                                       | 483,574                                       | 502,025       |
| -                                                  | 533                                                | 6. Finance costs                                                                             | 1,682                                         | 3,603                                         | 1,770         |
| 134,807                                            | 115,708                                            | 7. Profit from ordinary activities after finance costs but before exceptional items (5-6)    | 552,312                                       | 479,971                                       | 497,957       |
| 17,940                                             | 6,603                                              | 8. Exceptional items - net credit (charge)                                                   | 66,430                                        | 22,868                                        | 67,922        |
| 152,547                                            | 122,311                                            | 9. Profit from Ordinary Activities Before Tax (7+8)                                          | 618,742                                       | 502,839                                       | 631,951       |
| 50,739                                             | 35,098                                             | 10. Tax expense                                                                              | 167,216                                       | 116,090                                       | 194,400       |
| 101,808                                            | 87,213                                             | 11. Net Profit from Ordinary Activities After Tax (9-10)                                     | 451,526                                       | 386,749                                       | 437,551       |
| -                                                  | -                                                  | 12. Extraordinary items                                                                      | -                                             | -                                             | -             |
| 101,808                                            | 87,213                                             | 13. Net Profit for the period (11+12)                                                        | 451,526                                       | 386,749                                       | 437,551       |
| -                                                  | -                                                  | 14. Share of profit of associates                                                            | -                                             | -                                             | (1,243)       |
| -                                                  | -                                                  | 15. Minority Interest                                                                        | -                                             | -                                             | 394,557       |
| -                                                  | -                                                  | 16. Net Profit after taxes, minority interest and share of profit of associates (13+14+15)   | 451,526                                       | 386,749                                       | 436,308       |
| 21,635                                             | 21,627                                             | 17. Paid up Equity Share Capital (face value Re. 1 per share)                                | 21,635                                        | 21,627                                        | 21,627        |
| 4.71                                               | 4.03                                               | 18. Reserves excluding Revaluation Reserve as per balance sheet                              | 350,776                                       | 305,011                                       | 380,462       |
| 4.70                                               | 4.03                                               | 18.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised): | 19.95                                         | 17.88                                         | 20.17         |
| -                                                  | -                                                  | (a) Basic - Rs.                                                                              | 19.94                                         | 17.87                                         | 20.16         |
| -                                                  | -                                                  | (b) Diluted - Rs.                                                                            | 19.95                                         | 17.88                                         | 20.17         |
| 4.71                                               | 4.03                                               | 18.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised): | 19.94                                         | 17.87                                         | 20.16         |
| 4.70                                               | 4.03                                               | (a) Basic - Rs.                                                                              | -                                             | -                                             | -             |
| -                                                  | -                                                  | (b) Diluted - Rs.                                                                            | -                                             | -                                             | -             |
| 709,051,993                                        | 708,283,434                                        | A. PARTICULARS OF SHAREHOLDING                                                               | 709,051,993                                   | 708,283,434                                   | 708,283,434   |
| 32.77%                                             | 32.75%                                             | 1. Public Shareholding                                                                       | 32.77%                                        | 32.75%                                        | 32.77%        |
| -                                                  | -                                                  | - 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                                      | 1,454,412,858                                      | B. INVESTOR COMPLAINTS                                                                       | 1,454,412,858                                 | 1,454,412,858                                 | 1,454,412,858 |
| 100.00%                                            | 100.00%                                            | Pending at the beginning of the quarter                                                      | 100.00%                                       | 100.00%                                       | 100.00%       |
| 67.23%                                             | 67.25%                                             | Received during the quarter                                                                  | 67.23%                                        | 67.25%                                        | 67.25%        |
| -                                                  | -                                                  | Disposed of during the quarter                                                               | -                                             | -                                             | -             |
| -                                                  | -                                                  | Remaining unresolved at the end of the quarter                                               | -                                             | -                                             | -             |
| Quarter ended 31st March 2015                      |                                                    |                                                                                              |                                               |                                               |               |
| Nil                                                |                                                    |                                                                                              |                                               |                                               |               |
| 28                                                 |                                                    |                                                                                              |                                               |                                               |               |
| Nil                                                |                                                    |                                                                                              |                                               |                                               |               |



| SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED |          |                                                            |  |                                                                           |                                               |           |                                               |           |                |
|----------------------------------------------------|----------|------------------------------------------------------------|--|---------------------------------------------------------------------------|-----------------------------------------------|-----------|-----------------------------------------------|-----------|----------------|
| STANDALONE                                         |          |                                                            |  | Particulars                                                               | STANDALONE                                    |           | CONSOLIDATED                                  |           |                |
| Unaudited Results for the Quarter ended 31st March | 2014     | Unaudited Results for the Quarter ended 31st December 2014 |  |                                                                           | Audited Results for the Year ended 31st March | 2015      | Audited Results for the Year ended 31st March | 2015      | (Rs. in Lakhs) |
| 2015                                               |          |                                                            |  |                                                                           |                                               |           |                                               |           |                |
| 367,371                                            | 349,712  | 360,022                                                    |  | Segment Revenue (Sales and Other operating income)                        | 1,487,661                                     | 1,368,341 | 1,487,650                                     | 1,368,341 |                |
| 224,968                                            | 198,329  | 245,455                                                    |  | - Soaps and Detergents                                                    | 900,653                                       | 812,091   | 910,003                                       | 819,436   |                |
| 97,615                                             | 86,904   | 91,965                                                     |  | - Personal Products                                                       | 363,149                                       | 331,186   | 363,126                                       | 331,186   |                |
| 47,683                                             | 41,968   | 41,988                                                     |  | - Beverages                                                               | 189,180                                       | 164,830   | 189,180                                       | 164,830   |                |
| 29,470                                             | 29,579   | 35,350                                                     |  | - Packaged Foods                                                          | 131,291                                       | 115,630   | 239,201                                       | 230,631   |                |
| 767,107                                            | 706,492  | 774,780                                                    |  | - Others (includes Exports, Water, Infant Care Products, etc)             | 3,071,934                                     | 2,792,078 | 3,189,160                                     | 2,914,424 |                |
| -                                                  | -        | -                                                          |  | Total Segment Revenue                                                     | -                                             | -         | -                                             | -         |                |
| -                                                  | -        | -                                                          |  | Less: Inter Segment Revenue                                               | -                                             | -         | -                                             | -         |                |
| 767,107                                            | 706,492  | 774,780                                                    |  | Net Segment Revenue                                                       | 3,071,934                                     | 2,792,078 | 3,189,160                                     | 2,914,424 |                |
| 48,825                                             | 42,171   | 50,241                                                     |  | Segment Results (Profit before tax and interest from ordinary activities) | 203,365                                       | 178,581   | 206,550                                       | 180,234   |                |
| 62,452                                             | 49,581   | 68,091                                                     |  | - Soaps and Detergents                                                    | 242,435                                       | 206,806   | 242,353                                       | 205,677   |                |
| 18,161                                             | 16,304   | 14,100                                                     |  | - Personal Products                                                       | 61,456                                        | 58,069    | 61,456                                        | 58,069    |                |
| 2,540                                              | 2,296    | (2,126)                                                    |  | - Beverages                                                               | 8,317                                         | 6,126     | 8,317                                         | 6,126     |                |
| (783)                                              | (2,505)  | (376)                                                      |  | - Packaged Foods                                                          | (1,548)                                       | (3,700)   | 19,610                                        | 20,533    |                |
| 131,195                                            | 107,847  | 129,930                                                    |  | - Others (includes Exports, Water, Infant Care Products, etc)             | 514,025                                       | 445,882   | 538,286                                       | 470,639   |                |
| -                                                  | (533)    | (424)                                                      |  | Total Segment Results                                                     | (1,682)                                       | (3,603)   | (1,770)                                       | (4,068)   |                |
| 21,352                                             | 14,997   | 47,577                                                     |  | Less: Finance Costs                                                       | 106,389                                       | 60,560    | 95,435                                        | 54,947    |                |
| 152,547                                            | 122,311  | 177,083                                                    |  | Add(Less): Other unallocable income net of unallocable expenditure        | 618,742                                       | 502,839   | 631,951                                       | 521,518   |                |
|                                                    |          |                                                            |  | Total Profit Before Tax from ordinary activities                          |                                               |           |                                               |           |                |
|                                                    |          |                                                            |  | Capital Employed (Segment assets less Segment liabilities)                |                                               |           |                                               |           |                |
| (12,333)                                           | (23,091) | (49,817)                                                   |  | - Soaps and Detergents                                                    | (12,333)                                      | (23,091)  | 5,237                                         | (9,866)   |                |
| (42,760)                                           | (47,509) | (77,545)                                                   |  | - Personal Products                                                       | (42,760)                                      | (47,509)  | (38,535)                                      | (46,313)  |                |
| 37,720                                             | 34,735   | 5,234                                                      |  | - Beverages                                                               | 37,720                                        | 34,735    | 37,720                                        | 34,735    |                |
| 21,592                                             | 17,428   | 14,054                                                     |  | - Packaged Foods                                                          | 21,592                                        | 17,428    | 21,592                                        | 17,428    |                |
| (2,457)                                            | (2,160)  | (375)                                                      |  | - Others (includes Exports, Water, Infant Care Products, etc)             | (2,457)                                       | (2,160)   | 30,787                                        | 28,788    |                |
| 1,762                                              | (20,597) | (108,449)                                                  |  | Total Capital Employed in segments                                        | 1,762                                         | (20,597)  | 56,801                                        | 22,772    |                |
| 370,716                                            | 348,302  | 611,479                                                    |  | Add: Unallocable corporate assets less corporate liabilities              | 370,716                                       | 348,302   | 347,842                                       | 333,185   |                |
| 372,478                                            | 327,705  | 503,030                                                    |  | Total Capital Employed                                                    | 372,478                                       | 327,705   | 404,643                                       | 355,957   |                |

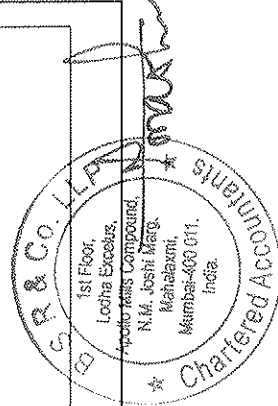
#### Notes on Segment Information:

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 March, 2015, 31st March, 2014 and 31st December, 2014. 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.

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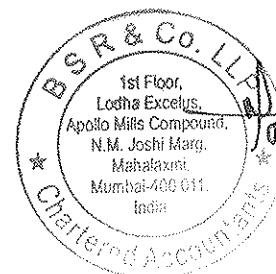


Hindustan Unilever Limited

**HINDUSTAN UNILEVER LIMITED**  
**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2015**

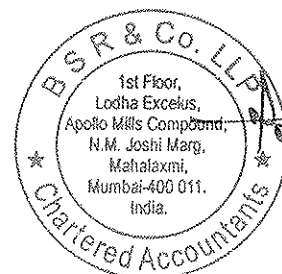
(Rs. in Lakhs)

| Statement of Assets and Liabilities |                                           | STANDALONE             |                        | CONSOLIDATED           |                        |
|-------------------------------------|-------------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                     |                                           | As at 31st March, 2015 | As at 31st March, 2014 | As at 31st March, 2015 | As at 31st March, 2014 |
| Particulars                         |                                           |                        |                        |                        |                        |
| <b>A</b>                            | <b>EQUITY AND LIABILITIES</b>             |                        |                        |                        |                        |
| 1                                   | Shareholders' funds                       |                        |                        |                        |                        |
|                                     | (a) Share capital                         | 21,635                 | 21,627                 | 21,635                 | 21,627                 |
|                                     | (b) Reserves and surplus                  | 350,843                | 306,078                | 380,529                | 332,102                |
|                                     | (c) Money received against share warrants | -                      | -                      | -                      | -                      |
|                                     | Sub-total - Shareholders' funds           | 372,478                | 327,705                | 402,164                | 353,729                |
| 2                                   | Share application money pending allotment | -                      | -                      | -                      | -                      |
| 3                                   | Minority interest                         | -                      | -                      | 2,480                  | 2,228                  |
| 4                                   | Non-current liabilities                   |                        |                        |                        |                        |
|                                     | (a) Long-term borrowings                  | -                      | -                      | 700                    | 844                    |
|                                     | (b) Deferred tax liabilities (net)        | -                      | -                      | 37                     | 22                     |
|                                     | (c) Other long-term liabilities           | 17,011                 | 27,882                 | 17,824                 | 28,555                 |
|                                     | (d) Long-term provisions                  | 95,635                 | 92,399                 | 99,356                 | 98,369                 |
|                                     | Sub-total - Non-current liabilities       | 112,646                | 120,281                | 117,917                | 127,790                |
| 5                                   | Current liabilities                       |                        |                        |                        |                        |
|                                     | (a) Short-term borrowings                 | -                      | -                      | 3,604                  | 3,714                  |
|                                     | (b) Trade payables                        | 528,890                | 562,384                | 550,731                | 582,486                |
|                                     | (c) Other current liabilities             | 90,805                 | 91,133                 | 95,277                 | 96,650                 |
|                                     | (d) Short-term provisions                 | 258,587                | 198,337                | 270,907                | 208,814                |
|                                     | Sub-total - Current liabilities           | 878,282                | 851,854                | 920,519                | 891,664                |
|                                     | <b>TOTAL - EQUITY AND LIABILITIES</b>     | <b>1,363,406</b>       | <b>1,299,840</b>       | <b>1,443,080</b>       | <b>1,375,411</b>       |
| <b>B</b>                            | <b>ASSETS</b>                             |                        |                        |                        |                        |
| 1                                   | Non-current assets                        |                        |                        |                        |                        |
|                                     | (a) Fixed assets                          | 293,654                | 274,184                | 325,613                | 303,766                |
|                                     | (b) Goodwill on consolidation             | -                      | -                      | 8,118                  | 8,118                  |
|                                     | (c) Non-current investments               | 65,411                 | 63,617                 | 32,390                 | 38,019                 |
|                                     | (d) Deferred tax assets (net)             | 19,596                 | 16,173                 | 19,979                 | 17,977                 |
|                                     | (e) Long-term loans and advances          | 58,346                 | 60,551                 | 58,724                 | 54,646                 |
|                                     | (f) Other non-current assets              | 44                     | 68                     | 46                     | 70                     |
|                                     | Sub-total - Non-current assets            | 437,051                | 414,593                | 444,870                | 422,596                |
| 2                                   | Current assets                            |                        |                        |                        |                        |
|                                     | (a) Current investments                   | 262,382                | 245,795                | 270,118                | 245,795                |
|                                     | (b) Inventories                           | 260,268                | 274,753                | 284,879                | 293,983                |
|                                     | (c) Trade receivables                     | 78,294                 | 81,643                 | 101,118                | 101,681                |
|                                     | (d) Cash and bank balances                | 253,756                | 222,097                | 268,949                | 251,603                |
|                                     | (e) Short-term loans and advances         | 65,727                 | 52,878                 | 64,679                 | 50,487                 |
|                                     | (f) Other current assets                  | 5,928                  | 8,081                  | 8,467                  | 9,266                  |
|                                     | Sub-total - Current assets                | 926,355                | 885,247                | 998,210                | 952,815                |
|                                     | <b>TOTAL - ASSETS</b>                     | <b>1,363,406</b>       | <b>1,299,840</b>       | <b>1,443,080</b>       | <b>1,375,411</b>       |



## **Notes:**

1. Net Sales grew by 8.9% during the quarter with Domestic Consumer Business (FMCG + Water) growing by 8.6%.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 124,766 lakhs (MQ'14: Rs. 101,178 lakhs) grew by 23.3%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax and prior period tax adjustments (refer note 9 and 10) for the quarter at Rs. 91,088 lakhs (MQ'14: Rs. 83,245 lakhs) grew by 9.4%.
4. Net Sales grew by 10.1 % during the financial year 2014-15. Domestic Consumer Business (FMCG + Water) grew by 10.0%, Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the year grew by 16.8% and Profit after tax from ordinary activities before Exceptional Items grew by 8.1%.
5. During the year, the Company has adopted estimated useful life of fixed assets as stipulated by Schedule II to the Companies Act 2013, applicable for accounting periods commencing 1<sup>st</sup> April 2014 or re-assessed useful life based on technical evaluation. Depreciation for the quarter includes an amount of Rs. 441 lakhs consequent to the revision in useful life effective 1<sup>st</sup> April 2014.
6. Net sales for the quarter Rs. 755,500 lakhs (MQ'14: Rs. 693,582 lakhs) includes an amount of Rs. 7,149 lakhs on account of a favourable outcome for a contested excise matter.
7. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 9,694 lakhs (MQ'14: Rs. 15,063 lakhs) and net gain on sale of non current investments Rs. 147 lakhs (MQ'14 : Nil).
8. Exceptional items, net credit in MQ'15 include profit on sale of surplus properties Rs. 707 lakhs (MQ'14: Rs. 1,558 lakhs), profit on sale of wholly owned subsidiary Brooke Bond Real Estates Private Limited for Rs. 16,897 lakhs (MQ'14: Nil), reduction in provision for retirement benefits arising out of change in actuarial assumptions of Rs 537 lakhs (MQ'14: Rs. 5,075 lakhs) and restructuring expenses Rs. 202 lakhs (MQ'14: Rs 30 lakhs).
9. Taxation for the quarter includes adjustments of previous years amounting to a charge of Rs. 4,537 lakhs (MQ'14: Nil).
10. The Board of Directors at their meeting held on Monday, 8th May, 2015 recommended a final dividend of Rs. 9.00 per share of Re.1 each, for the financial year ended 31st March, 2015. Together with the interim dividend of Rs. 6.00 per share paid on 3rd November, 2014, the total dividend for the financial year ended 31st March, 2015 works out to Rs.15.00 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Friday, 3rd July 2015.



11. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
12. 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.
13. The text of the above statement was approved by the Board of Directors at their meeting held on 8<sup>th</sup> May, 2015.

By order of the Board

  
Sanjiv Mehta

Managing Director & CEO

Place: Mumbai  
Date: 8<sup>th</sup> May 2015

