

RESULTS FOR SEPTEMBER QUARTER 2012

16% DOMESTIC CONSUMER SALES GROWTH; PAT (bei) UP 23% IN SEPTEMBER QUARTER 2012

Mumbai, October 26th, 2012: Hindustan Unilever Limited announced its results for the quarter ending 30th September 2012.

During the quarter, the Domestic Consumer business sustained its robust performance growing at 16% with underlying volume growth of 7%. Overall growth in the quarter was impacted by the budget rationalization in the Canteen Stores Department (CSD).

Soaps and Detergents grew 22%; double digit growth across all segments

Laundry delivered another quarter of strong performance with all brands and formats growing in double digits. The focus on driving upgradation saw both Surf and Rin register double digit volume growth. Comfort fabric conditioners continued to lead market development; the portfolio was expanded with the launch of the One Rinse variant. Household Care also registered double digit growth.

Skin Cleansing sustained its broad based growth momentum. While Dove and Pears are driving category premiumization, Lifebuoy recorded one of its highest growth rates. The liquids portfolio saw accelerated growth led by Lifebuoy Handwash and Lux Bodywash.

Personal Products grew 12%; growth stepped up in Hair and Oral

Hair delivered a strong quarter with broad based growth. During the quarter, the TRESemmé brand was launched in India with an exciting proposition of 'salon style hair at home everyday'. The portfolio was further strengthened with the relaunch of Clinic Plus and a new Hair Fall Rescue range under Dove.

Oral Care registered volume led double digit growth with Close Up buoyed by its re-launch in the quarter and Pepsodent driven by the premium range.

In Skin Care, growth was led by Ponds, Vaseline and Dove. The re-launch of Fair & Lovely (FAL) in the previous quarter has been well received.

Beverages grew 10%; led by premium Tea and Coffee

Tea growth was led by the top end while growth in the mass end was revived with the re-launch of Taaza. In Coffee, Bru sustained its growth momentum across both Instant and Roast & Ground (R&G) formats and the premium range was expanded with a new offering – Bru Exotica Guatemala.

Packaged Foods grew 10%; driven by key brands

Knorr soups grew in double digits through focused in-market activation and actions are in place to step up growth in the rest of the portfolio. Kissan Ketchups sustained growth in non-CSD channels and Kwality Walls maintained its double digit growth trajectory.

Volatile cost environment; competitive intensity heightens

The operating context remained challenging during the quarter with a volatile cost environment and heightened competitive intensity. Overall industry media spend was up significantly to its highest levels in over 15 quarters. A&P was stepped up and maintained at competitive levels, higher by 118 Crores (+70 bps) in the quarter.

Profit After Tax (bei) up 23%

Profit before interest and tax (PBIT) grew by 19% with PBIT margin improving 100 bps. Profit after tax but before exceptional items, PAT (bei), grew by 23% to Rs. 806 Crores during the quarter. Net Profit at Rs.807 Crores grew 17%.

The Board of Directors have declared an interim dividend of Rs 4.5 per equity share of face value Re. 1 each, for the year ending 31st March 2013. In addition, an amount of Rs 8 per share has been declared as a Special Dividend to be paid out of the accumulated P&L balance and exceptional income generated in the first half of FY 2012-13 and will be funded from the current cash balances.

Harish Manwani, Chairman commented: "In a volatile and uncertain environment, we continue to sustain our growth momentum while steadily improving our margins. Our consistent performance is being driven by a relentless focus on brand building, bigger and better innovations and disciplined execution in the marketplace."





HINDUSTAN UNILEVER LIMITED DECLARES A 'SPECIAL DIVIDEND'

SPECIAL DIVIDEND OF Rs. 8 PER SHARE IN ADDITION TO INTERIM DIVIDEND OF Rs 4.5 PER SHARE

Mumbai, October 26th, 2012: The Board of Directors of Hindustan Unilever Limited today declared a Special Dividend of Rs 8 per share (Face Value of Re. 1 each) to be paid to its shareholders on record date as of 2-Nov-2012. The dividend will be paid to shareholders on or after 16-Nov-2012. The payment of Special Dividend will be made in addition to the Interim Dividend of Rs 4.5 per share for the year ending 31st March 2013, declared by the Board at the same meeting.

The payout for the Special Dividend will be made out of the accumulated Profit & Loss Account balance and the exceptional income generated primarily through the sale of properties in the first half of FY 2012-13 and will be funded from the cash balances of the company.

The last time that the company announced a Special Dividend was 5 years ago in October 2007, when a Special Platinum Jubilee Dividend of Rs 3 per share was paid out to commemorate 75 years of HUL's existence in India.

Harish Manwani, Chairman commented: "HUL has a robust Balance Sheet and a track record of strong profit and cash generation. The payment of the Special Dividend provides a cash return to our shareholders from accumulated profits built up from the company's consistent performance over the last few years and the exceptional income generated from the sale of properties in the first half of this year."

