



Hindustan Unilever Limited
HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST DECEMBER, 2010

Unaudited Results for the Quarter ended 31st December	Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Nine Months ended 31st December	Unaudited Results for the Nine Months ended 31st December		Audited Results for the Accounting year ended 31st March 2010
	2010	2009		2010	2009	
502,701	450,426	1.a. Net Sales from Operations [sum of (i) to (iv)]	1,450,177	1,320,805	1,752,380	
378,183	338,913	(i) Domestic FMCG - HPC	1,081,067	995,929	1,314,964	
85,565	76,847	(ii) Domestic FMCG - Foods	253,003	224,685	306,236	
483,748	415,760	Domestic FMCG - Total (i + ii)	1,334,070	1,220,614	1,621,200	
28,890	26,358	(iii) Exports	81,509	74,550	100,017	
10,063	8,308	(iv) Others	34,598	25,641	31,163	
10,070	6,897	1.b. Other Operating Income	26,682	13,704	20,153	
512,771	457,323	1. Total Income [1.a. + 1.b.]	1,476,859	1,334,509	1,772,533	
445,906	383,074	2. Expenditure [sum of (a) to (g)]	1,288,099	1,132,434	1,515,939	
(10,299)	(2,492)	a) (Increase)/decrease in stock in trade and work in progress	(9,536)	(20,633)	(2,272)	
194,151	162,718	b) Consumption of raw/packing materials	542,428	483,542	660,887	
73,064	60,233	c) Purchase of goods	206,984	161,862	229,174	
23,104	21,201	d) Employees Cost	72,666	69,820	93,630	
5,633	4,501	e) Depreciation/Amortisation	16,520	13,374	18,403	
74,326	63,288	f) Advertising & Promotions	214,095	176,491	239,143	
85,927	73,625	g) Other expenditure	244,942	206,712	276,974	
66,865	74,249	3. Profit from Operations Before Other Income, Interest and Exceptional Items (1-2)	188,760	202,075	256,594	
7,702	3,888	4. Other Income	19,597	11,970	14,811	
74,567	78,137	5. Profit before Interest & Exceptional Items (3+4)	208,357	214,045	271,405	
6	19	6. Interest expense	21	684	698	
74,561	78,118	7. Profit after Interest but before exceptional items (5-6)	208,336	213,361	270,707	
6,429	4,448	8. Exceptional Items - (loss)/gain	12,323	(6,794)	5,545	
80,990	82,566	9. Profit from Ordinary Activities Before Tax (7+8)	220,659	204,567	276,252	
(17,239)	(17,655)	10. Tax expense	(46,976)	(42,861)	(61,637)	
63,751	64,911	11. Net Profit from ordinary Activities After Tax [9+10]	173,683	161,706	214,615	
-	-	12. Extraordinary Items (net of tax Rs. Nil ; Apr-Dec 09: Rs.111 Lakhs) - gain/(loss)	-	377	5,588	
63,751	64,911	13. Net Profit for the period (11+12)	173,683	162,083	220,203	
21,821	21,814	14. Paid up Equity Share Capital (face value Re 1 per share)	21,821	21,814	21,817	
2.92	2.98	15. Reserves excluding Revaluation Reserve	7.96	7.41	9.84	
2.92	2.97	16. Earnings Per Share (EPS) -	7.95	7.40	9.83	
2.92	2.98	Basic Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.96	7.43	10.10	
2.92	2.97	Diluted Earnings per Share of Re 1 (before Extraordinary Items) - Rs.	7.95	7.42	10.08	
1,047,270,342	1,046,592,345	17. Public Shareholding	1,047,270,342	1,046,592,345	1,046,837,321	
47.98%	47.98%	- Number of Shares	47.99%	47.98%	47.98%	
		- Percentage of Shareholding				
		18. Promoters and Promoter Group Shareholding				
		a) Pledged/Encumbered				
		- Number of shares	Nil	Nil	Nil	
		- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NA	NA	NA	
		- Percentage of shares (as a % of the total share capital of the company)	NA	NA	NA	
		b) Non-Encumbered				
		- Number of shares	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%	
		- Percentage of shares (as a % of the total share capital of the company)	52.01%	52.02%	52.02%	


Notes:

1. Net sales grew by 11.6% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 11.8% with a 11.6% growth in HPC and 11.3% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Interest and Exceptional Items) for the quarter at Rs. 66865 lakhs (DQ'09: Rs. 74249 lakhs) declined by 9.9%.
3. Profit after tax from ordinary activities before Exceptional Items (refer note 6 below) for the quarter at Rs. 58671 lakhs (DQ'09: Rs. 59915 lakhs) declined by 2.1%.
4. Other Operational Income includes income of Rs. 47 lakhs for DQ'10 (DQ'09: debit of Rs. 1520 lakhs) & credit of Rs. 1793 lakhs for Apr – Dec 10 (Apr- Dec 09 charge of Rs. 5614 lakhs) on account of foreign exchange Mark to Market (MTM) valuation of open forward contracts & monetary items (viz. foreign currency receivables & payables) respectively in line with AS -11.
5. Other income includes interest income, dividend income and net gain on sale of other non trade investments.
6. Exceptional items in DQ'10 include profit on sale of properties Rs.4922 lakhs (DQ'09: Rs. 4952 lakhs), profit on sale of long term trade investments Rs. 1592 lakhs (DQ'09: Rs. Nil), restructuring costs of Rs. 85 lakhs (DQ'09: Rs. 724 lakhs) and profit on transfer of assets to a subsidiary Rs. Nil (DQ'09: Rs 220 lakhs)
7. Taxation for the quarter includes taxation adjustments of previous years amounting to a credit of Rs. 171 lakhs (DQ' 09: credit of Rs. 2334 lakhs). Taxation adjustments of previous years include, where applicable, interest, penalties, write back of excess tax provisions of earlier years, etc.
8. Investor complaints status:
All 25 complaints received during DQ' 10 have been resolved.
No complaints were pending for resolution either at the beginning or at the end of quarter ended 31st December 2010.
9. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 25th January, 2011.

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: 25th January, 2011

By Order of the Board 
Nitin Paranjpe
Managing Director & CEO

Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures represents amount identifiable to each of the segments. Other unallocable expenditure net of unallocable income 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 2010, 31st December 2009 and 31st March 2010. Unallocated corporate assets less corporate liabilities mainly represent investments of surplus funds.

2. Previous period figures have been re-grouped/restated wherever necessary to conform to this period's classification.



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 ended 31st December, 2010' (the 'Statement') in which are included the results for the quarter and nine months ended 31st December, 2010 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



Sharmila A. Karve
Partner
Membership No: 43229

Mumbai
January 25, 2011