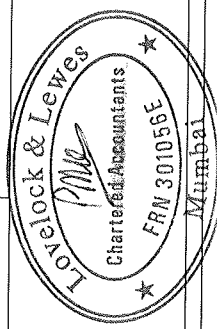




Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2012**

Unaudited Results for the Quarter ended 31st December		Unaudited Results for the Quarter ended 30th September	Particulars	Unaudited Results for the Nine months ended 31st December		Audited Results for the Year ended 31st March
2012	2011	2012		2012	2011	2012
643,369	584,431	615,541	1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	1,883,925	1,685,622	2,173,560
507,084	439,635	481,313	i) Domestic FMCG - HPC	1,480,961	1,257,223	1,687,483
108,765	96,401	106,284	ii) Domestic FMCG - Foods	322,026	290,461	391,897
615,849	536,036	587,577	Domestic FMCG - Total (i+ii)	1,802,987	1,547,684	2,089,380
27,520	48,395	27,964	iii) Others	80,938	137,938	84,180
22,114	11,122	15,540	1.b. Other Operating Income	50,516	29,829	38,077
665,483	595,553	631,081	1. Total Income from operations (net) [1.a. + 1.b.]	1,934,441	1,715,451	2,211,637
562,532	504,186	539,176	2. Expenses (sum of (a) to (g))	1,648,703	1,477,319	1,904,328
255,190	234,602	270,084	a) Cost of materials consumed	775,560	676,403	888,489
78,379	76,128	82,603	b) Purchases of stock-in-trade	240,695	229,418	302,414
8,340	(2,738)	(25,742)	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	11,025	11,025	12,873
34,271	27,412	33,049	d) Employee benefits expense	100,606	84,766	110,728
5,928	5,682	5,768	e) Depreciation and amortisation expense	17,460	17,012	21,825
82,216	69,018	76,898	f) Advertising & Promotions	241,075	197,450	263,478
98,208	94,082	96,515	g) Other expenses	283,934	261,245	334,521
102,951	91,367	91,905	3. Profit from operations before other income, finance costs and exceptional items (1-2)	285,738	238,132	307,309
13,371	8,008	14,875	4. Other Income	50,107	21,179	27,831
116,322	99,375	106,780	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	335,845	259,311	335,140
753	45	633	6. Finance costs	1,914	101	124
115,569	99,330	106,147	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	333,931	259,210	335,016
(728)	(1,238)	158	8. Exceptional items - net credit/ (charge)	59,899	9,079	11,887
114,841	98,092	106,305	9. Profit from Ordinary Activities Before Tax (7+8)	393,830	268,289	346,903
(27,705)	(22,711)	(25,613)	10. Tax expense	(92,863)	(77,763)	(77,763)
87,136	75,381	80,692	11. Net Profit from Ordinary Activities After Tax (9+10)	300,947	206,989	269,140
-	-	-	12. Extraordinary items	-	-	-
87,136	75,381	80,692	13. Net Profit for the period (11+12)	300,947	206,989	269,140
21,620	21,610	21,619	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,620	21,610	21,615
4.03	3.49	3.73	15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year	-	-	329,611
4.03	3.49	3.73	16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):	-	-	-
-	-	3.73	(a) Basic - Rs.	13.92	9.58	12.46
-	-	3.73	(b) Diluted - Rs.	13.92	9.57	12.45
4.03	3.49	3.73	16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):	-	-	-
4.03	3.49	3.73	(a) Basic - Rs.	13.92	9.58	12.46
4.03	3.49	3.73	(b) Diluted - Rs.	13.92	9.57	12.45
A. PARTICULARS OF SHAREHOLDING						
1,027,111,958 47.51%	Nil NA NA	1,027,068,638 47.51%	1. Public Shareholding	1,027,111,958 47.51%	Nil NA NA	Nil NA NA
			- Number of Shares			
			- Percentage of Shareholding			
1,134,849,460 100.00%	Nil NA NA	1,134,849,460 100.00%	2. Promoters and Promoter Group Shareholding	1,134,849,460 100.00%	Nil NA NA	1,134,849,460 100.00%
			a) Pledged/Encumbered			
			- Number of shares			
52.49%	1,134,849,460 100.00%	52.49%	- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	52.49%	52.51%	52.50%
			- Percentage of shares (as a % of the total share capital of the company)			
			b) Non-Encumbered			
1,134,849,460 100.00%	1,134,849,460 100.00%	52.49%	- Number of shares	1,134,849,460 100.00%	1,134,849,460 100.00%	1,134,849,460 100.00%
			- 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)			

Quarter ended 31st
December 2012

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

Nil

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25

Nil

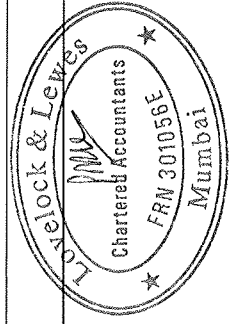
SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Unaudited Results for the Quarter ended	Unaudited Results for the Quarter ended	Particulars	Unaudited Results for the Nine months ended		Audited Results for the Year ended
			2012	2011	
2012	2011				2012
317,123	264,813	Segment Revenue (Sales and Other operating income)			1,063,628
204,892	181,340	- Soaps and Detergents	951,043	780,190	658,536
79,293	67,093	- Personal Products	564,054	495,188	261,743
33,014	30,665	- Beverages	216,656	193,426	135,946
29,021	51,037	- Packaged Foods	113,341	101,141	89,686
663,343	594,948	- Others (includes Exports, Chemicals, Water, etc)	84,254	143,998	2,209,539
-	-	Total Segment Revenue	1,929,348	1,713,943	-
663,343	594,948	Less: Inter Segment Revenue	-	-	2,209,539
		Net Segment Revenue	1,929,348	1,713,943	
39,372	35,589	Segment Results (Profit before tax and interest from ordinary activities)			123,327
57,885	48,653	- Soaps and Detergents	123,250	91,318	174,925
14,038	10,518	- Personal Products	147,713	129,373	36,668
(263)	(597)	- Beverages	33,838	26,831	2,417
(1,864)	3,594	- Packaged Foods	2,305	2,788	(2,957)
109,168	97,757	- Others (includes Exports, Chemicals, Water, etc)	(2,092)	7,337	334,380
(753)	(45)	Total Segment Results	305,014	257,647	12,647
6,426	380	Less: Finance Costs	(1,914)	(101)	(124)
114,841	98,092	Add/(Less): Other unallocable income net of unallocable expenditure	90,730	10,743	346,903
		Total Profit Before Tax from ordinary activities	393,830	268,289	
(39,171)	(48,307)	Capital Employed (Segment assets less Segment liabilities)			(4,078)
(25,598)	6,098	- Soaps and Detergents	(39,171)	(48,307)	2,545
10,894	22,824	- Personal Products	(25,598)	6,098	29,993
20,110	18,500	- Beverages	10,894	22,824	21,487
(2,935)	9,606	- Packaged Foods	20,110	18,500	(7,507)
(36,700)	8,721	- Others (includes Exports Chemicals, Water, etc)	(2,935)	9,606	42,440
375,969	376,562	Total Capital Employed in segments	(36,700)	8,721	308,853
339,269	385,283	Add: Unallocable corporate assets less corporate liabilities	375,969	376,562	351,293
		Total Capital Employed	339,269	385,283	

Notes on Segment Information

- Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" includes interest/ dividend/ other financial income (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.
Capital Employed figures are as at 31st December, 2012, 31st December, 2011, 30th September, 2012 and 31st March 2012. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.
- Previous period figures have been re-grouped/restated 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. Domestic Consumer Business (FMCG + Water) grew by 14.8% with a 15.3% growth in HPC and 12.8% growth in Foods businesses. Net Sales grew by 10.1% during the quarter.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 102,951 lakhs (DQ'11: Rs. 91,367 lakhs) grew by 12.7%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax (refer note 5 below) for the quarter at Rs. 87,309 lakhs (DQ'11: Rs. 76,217 lakhs) grew by 14.6%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 13,086 lakhs (DQ'11: Rs. 8,008 lakhs) and interest on income tax refunds of Rs. 285 lakhs (DQ'11: Rs. Nil).
5. Exceptional items, net debit in DQ'12 include profit on sale of properties of Rs. 2,465 lakhs (DQ'11: Rs. Nil) and restructuring costs of Rs. 3,193 lakhs (DQ'11: Rs. 1,238 lakhs)
6. In the last quarter of the previous financial year, the Company completed the transfer of its FMCG Exports business division into its wholly owned subsidiary Unilever India Exports Limited, through a court approved Scheme of Arrangement, with the appointed date of 1st April 2011. The table below shows the results of the current quarter and nine months ended 31st December 2012, as reported without the demerged business, and the results of the corresponding quarter of previous year and nine months ended 31st December 2011, as adjusted for the results of the demerged business, so as to facilitate a meaningful comparison. The results for SQ 2012 and for the previous year ended 31st March 2012, are as reported without the demerged business.

Rs. In Lakhs

	Unaudited results for the quarter ended 31st December		Unaudited results for the nine months ended 31st December	
	2012	2011	2012	2011
	As reported	Comparable, adjusted for above	As reported	Comparable, adjusted for above
Total Income	665,483	567,150	1,934,441	1,635,963
Total Net Expenses	550,642	472,754	1,540,611	1,376,132
Profit Before Tax	114,841	94,396	393,830	259,831
Tax Expense	(27,705)	(21,851)	(92,883)	(59,352)
Profit After Tax	87,136	72,545	300,947	200,479

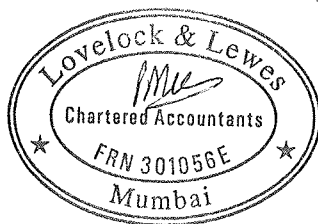
7. The current period figures in this statement have been reported in the format recommended as per the SEBI circular dated 16th April 2012. The comparative figures have also been accordingly restated to conform to the current period presentation.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 22nd January, 2013.

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>

By order of the Board

Place: Mumbai
Date: 22nd January, 2013



Nitin Paranjpe

Nitin Paranjpe
Managing Director & CEO