Hindusta Unitery Chaited HINDUSTAN UNILEVER LIMITED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST MARCH, 2015

Unaudited Results for the Quarter ended Unaudited Results for the Quarter ended Part All All All All All All All All All Al	ed Tarticulars ed Tarticulars F87.918 1.a. Net Sales from Operations (Net of excise duty) F87.918 1.a. Net Sales from Operations (net) {1.a. + 1.b.} F87.52 1. Total income from operations (net) {1.a. + 1.b.} F87.53 2. Expenses sum of (a) to (g)) E86.59 2 2 Consumed F88.53 1. Order on set laid on onsumed F88.54 2. Description of the set laid on onsumed F88.54 3. Description of the set laid on onsumed F88.55 3. Description of the set laid on onsumed F88.55 3. Description on onsumed F88.56 3. Description on onsumed F88.57 3.00 Changes in inventories of finished goods, work-in-progress and stock-in, trade F88.58 4.912 3. Description on onsumed F88.58 5. Description	2015 2010 2	014	Year ended 31st March	72
31st March 31st Decemb 2014 2014 2014 2014 2015 2016 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2010 2015 2015	nogress and	5	2014		_
65.500 65.502 12.063 15.828 12.063 15.828 15.828 10.8410 87.583 608.410 17.593 608.232 29.1004 291.004 11.622 11.2.987 85.42 85.066 11.419 37.825 86.577 84.034 11.419 106.713 22.786 106.713 11.419 15.063 24.607 116.241 116.241 15.063 24.607 116.241 14.776 15.063	n.progress and	3 047 050		2015	2014
15,628 709,410 709,410 600,232 291,004 291,004 37,005 6,577 84,034 106,713 11,06,713 11,06,241 11,6,441 11,6,441	progress and	000,000	2,740,829	3,119,972	2,853,944
709,410 608,232 291,004 95,066 (12,987) 97,825 6,577 84,034 106,713 116,241 116,241 116,241 116,241	progress and	63,512	61,084	17.247	2 003 374
608,232 291,004 95,066 (12,987) 37,825 6,577 84,034 106,713 116,241 116,241 116,241	progress and	3,080,562	2,801,913	3,197,219	2,325,314
291.004 95.066 (12.987) 37.825 8.577 84.034 106.713 15.063 116.241 116.241 116.241	progress and	2,588,407	7,360,444	1 256 921	1 188 968
(12.987) 37.825 6.577 84.034 106.713 15.063 11.6.241 11.6.241 11.6.241 14.78	progress and	369.796	335,019	354,982	315,163
(12.967) 37.285 6.577 84.034 106.713 101.178 116.241 116.241	Unatique III il retinuite de universe goude, vonem progress and second control establishe de un institute goude. Employee benefits expense.	5.828	(16,638)	5.704	(17,130)
6.327 84.034 106,713 101,178 116,241 116,241 115,241 115,241	Employers of the system of the	157,889	143,595	172,387	157,266
106,713 106,713 101,178 15,083 116,241 533 445,708		28,669	26,055	32.239	367.456
106,713 101,178 15,062 116,241 15,33 145,738	f) Advertising & Promotions	387,494	415.070	471,493	437,074
101,178 15,063 116,241 116,241 145,708	g) Other expenses	492,155	421,471	509,134	445,013
15,055 116,241 533 145,708	Profit from operations perofe other illiconing, littleance costs and exceptional remarks.	61,839	62,103	56,665	57,012
533	12,307 Pt. Olite income activities before finance costs and exceptional items (3+4).	553,994	483,574	565,799	502,025
115 708	Finance Costs	1,682	3,603	1,770	730 707
	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	552,312	479,973	554,023	155,154
6.603 39,658		66,430	22.808	631 951	521.518
122,311 177,083	9. Profit from Ordinary Activities Before Tax (7+8)	187 248	116.090	194,400	125,944
35,098 51,866	3 Tax expense	431.526	386,749	437,551	395,574
101,808 87,213 125,217 11	1. Net Profit from Ordinary Activities Afret 1 ax 19-10/				
75C 3CF 0.00 mg	17. Extraordinary treems:	431,526	386,749	437,551	395,574
	14. Share of profit of associates	*	***************************************	(4.943)	(4.01)
15		202 FOX	985 749	436.308	394,557
16	16. Net Profit after taxes, minority interest and share of profit of associates (13+14+15)	270110+			
21632 17	17. Paid up Equity Share Capital (face value Re. 1 per share)	21,635	21,627	21,635	21,627
	18. Reserves excluding Revaluation Reserve as per balance sheet	350,776	306,011	380,462	555,035
4.71 4 03 5.79 (a)	19.1 Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised): (3) Basic - Rs (4) Basic - Rs	19.95	17.88	20.17 20.16	18.24
4.03	(b) Dituted - Ks. 19 ii Earnings Per Share (EPS) affer extraordinary items (of Re. 11- each) (not annualised):	1	000	, C	18 24
4.71 4.03 5.79 (a) 4.03 5.79 (b) (b) 4.03 5.79 (c)	(a) Basic - Rs. (b) Diuled - Rs.	19.95	17.87	20 16	(8.23
	A PARTICULARS OF SHAREHOLDING				
709,051,993 708,283,434 708,818,526 -1 32,75% 32,77% 32,77%	1, Fublic Sharerbolung 708,818,526 - Number of Shares 32,77%; Percentage of Sharerbolding	709.051.993 32.77%	708,283,434 32,75%	709,051,993	/08.283.434 32.75%
	2, Promoters and Promoter Group Shareholding				
	a) Pledged/Enoumbered	Ē	N	īZ :	7
N. A.	- Number of shares - Percentage of shares (as a % of the total shareholding of promoters and promoter group)	A'A	AN AN	K K	A AN
NA NA	Percentage of shares (as a % of the total share capital of the company)	ž	<u>.</u>		
030 C18 L38 x	b) Non-Encumbered . Number of shares	1,454,412,858	1,454,412,858	1,454,412,858	1,454,412,858
100.00%	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)	100,00%	67.25%	67.23%	67.25%
	PANYESTOR COMPLAINTS	Quarter ended 31st March 2015			
31		Ē			
		28 28			

YED
9
E P
Ę
臣
ÇAP
8
Ś
7
ESC
œ
H
Ž
屲
E E
SE
7
ñ
5
SE

Unaudited Results for the			STANDALONE	ALONE	CONSOLIDATED	IDATED
	Unaudited Results for the Particulars	ulars	Audited Results for the	suits for the	Audited Results for the	ults for the
-	Quarter ended 31st December		Year ended	anded	Year ended	nded
2014	2014		2015	2014	2015	2014
		Segment Revenue (Sales and Other operating income)				
349,712	360,022 - Soap	- Soaps and Detergents	1,487,661	1,368,341	1,487,650	1,368,341
198,329	245,455 - Pers	- Personal Products	900.653	812 091	910 003	819 436
86,904	_	Beverages	363 149	331 186	363 126	331 18B
41,968		- Packaned Foods	480 480	464 830	480 480	754 030
29,579		Others (includes Exports, Water Infant Care Products etc.)	131 201	145 630	220 204	220 624
706,492		Total Segment Revenue	3,071,934	2,792,078	3,189,160	2,914,424
-	- Less:	Less: Inter Segment Revenue	,			•
706,492	774,780 Net Se	Net Segment Revenue	3,071,934	2,792,078	3,189,160	2,914,424
	Segmi	Segment Results (Profit before tax and interest from ordinary activities)				
42,171	50,241 - Soap	- Soaps and Detergents	203,365	178,581	206,550	180,234
49,581	68,091 - Pers	- Personal Products	242,435	206,806	242,353	205,677
16,304	14,100 - Beve	- Beverages	61,456	58,069	61,456	58,069
2,296	(2,126) - Packaged Foods	kaged Foods	8,317		8,317	6,126
(2,505)	(376) - Othe	(376) - Others (includes Exports, Water, Infant Care Products, etc)	(1,548)		19,610	20,53
107,847	129,930 Total (129,930 Total Segment Results	514,025	4	538,286	470,639
(233)	(424) Less:	(424) Less: Finance Costs	(1,682)		(1,770)	(4,068)
14,997	47,577 Add/(L	47,577 Add/(Less): Other unallocable income net of unallocable expenditure	106,399	60,560	95,435	54.94
122,311	177,083 Total	Total Profit Before Tax from ordinary activities	618,742	502,839	631,951	521,518
	Capita	Capital Employed (Segment assets less Segment liabilities)				
(23,091)	(49,817) - Soap	(49,817) - Soaps and Detergents	(12,333)	(23,091)	5,237	(9.86
(47,509)	(77,545) - Personal Products	onal Products	(42,760)	(47,509)	(38,535)	(46.31
34,735	5,234 - Beverages	erages	37,720	34,735	37,720	34.73
17,428	14,054 - Pack	- Packaged Foods	21.592	17.428	21.592	17.42
(2,160)	(375) - Othe	(375) - Others (includes Exports, Water, Infant Care Products, etc)	(2,457)	(2.160)	30,787	26.788
(20,597)	(108,449) Total	(108,449) Total Capital Employed in segments	1,762	(20,597)	56,801	22,77
348,302	611,479 Add: E	Add: Unallocable corporate assets less corporate liabilities	370,716	348,302	347,842	333,18
207 705						

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.

Registered Office: Unilever House, B.D. Sawant Marg, Chakata, Andheri East, Mumbai 400 099. CIN: L15140MH1933PLC002030. Tel: +91 (22) 3983 00000.



(S)



Hindustan Unilever Limited

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

(Re in Lakhe)

					(Rs. in Lakhs)
		STANDALONE		CONSOLIDATED	
	Statement of Assets and Liabilities	As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2015	As at 31st March, 2014
	Particulars				
A	EQUITY AND LIABILITIES				
	la				
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	270 470		100 404	0.50 900
	Share application money pending allotment	372,478	327,705	40,2,164	353,729
	Minority Interest		·····	2.480	2,228
	inimority interest			2,400	2,228
4	Non-current liabilities	1			
	(a) Long-term borrowings	_ 1	_	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	l			
	(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
	TOTAL - EQUITY AND LIABILITIES	1,363,406	1,299,840	1,443,080	1,375,411
В	ASSETS				
1	Non-current assets				
' '	(a) Fixed assets	000.054	071.101	005 040	202 722
	(b) Goodwill on consolidation	293,654	274,184	325,613	303,766
	(c) Non-current investments	05.444	60.617	8,118	8,118
	(d) Deferred tax assets (net)	65,411 19,596	63,617	32,390	38,019
	(e) Long-term loans and advances	58,346	16,173	19,979	17,977
	(f) Other non-current assets	36,340	60,551 68	58,724 46	54,646 70
	Sub-total - Non-current assets	437,051	414,593	444,870	422,596
	Our total Montain about	401,001	414,000	444,070	422,396
2	Current assets ·			1	
	(a) Current investments	262,382	245.795	270,118	245,795
	(b) Inventories	260,268	274,753	284,879	293,983
- 1	(c) Trade receivables	78,294	81,643	101,118	101.681
- 1	(d) Cash and bank balances	253,756	222,097	268,949	251,603
- 1	(e) Short-term loans and advances	65,727	52,878	64,679	50,487
J	(f) Other current assets	5,928	8,081	8,467	9,266
	Sub-total - Current assets	926,355	885,247	998,210	952,815
	TOTAL - ASSETS	1,363,406	1,299,840	1,443,080	1,375,411

R& CO. 1st Floor, Lodhe Excelus Apollo Milis Compound, N.M. Joshi Marg, Mahalaxmi, Mumhal-400 011, India

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 1st 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 1st 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.

S. Co.

Ist Floor,
Lodha Excekus,
ApoRo Mills Comptond,
N.M. Joshi Marg,
Mahalaxmi,
Mumbai-400 011.
India.

- 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 8th May, 2015.

By order of the Board

Place: Mumbai

Date: 8th May 2015

M - - -

Managiก็ดี Director & CEO

8 CO.

1st Floor,
Lodha Excelus,
Apollo Mills Compound,
N.M. Joshi Marg.
Mahalaxmi,
Mumbai-400 011.

India.

BSR&Co.LLP

Chartered Accountants

1st Floor, Lodha Excelus, Apollo Mills Compound N. M. Joshi Marg, Mahalaxmi Mumbai - 400 011 India Telephone +91 (22) 3989 6000 Fax +91 (22) 3090 2511

Independent Auditor's Report on the financial results of Hindustan Unilever Limited pursuant to Clause 41 of Listing Agreement

To the Board of Directors of Hindustan Unilever Limited

We have audited the accompanying annual financial results of Hindustan Unilever Limited ('the Company') for the year ended 31 March 2015, attached herewith, being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. Attention is drawn to the fact that the figures for the quarter ended 31 March 2015 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

Management's Responsibility for the Financial Results

These financial results have been prepared on the basis of the annual financial statements and reviewed quarterly financial results upto the end of the third quarter. Management is responsible for the preparation of these financial results that give a true and fair view of the net profit and other financial information in accordance with the recognition and measurement principles laid down under section 133 of the Companies Act, 2013 read with rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India and in compliance with Clause 41 of the Listing Agreement.

This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial results based on our audit of the annual financial statements. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement(s).

An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

Independent Auditor's Report on the financial results of Hindustan Unilever Limited pursuant to Clause 41 of Listing Agreement (Continued)

Hindustan Unilever Limited

Opinion

In our opinion and to the best of our information and according to the explanations given to us, these financial results:

- (i) are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the year ended 31 March 2015

Report on other Legal and Regulatory Requirements

Further, we also report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholdings in respect of aggregate amount of public shareholdings, as furnished by the Company in terms of clause 35 of the Listing Agreement and found the same to be correct.

For BSR & Co. LLP

Chartered Accountants

Firm's Registration No: 101248W/W-100022

Akeel Master

Partner

Membership No: 046768

Mumbai 8 May 2015



RESULTS FOR QUARTER AND FINANCIAL YEAR ENDING 31st MARCH 2015

9% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 23% IN MARCH QUARTER 2015

Mumbai, May 8th, 2015: Hindustan Unilever Limited announced its results for the quarter and financial year ending 31st March 2015.

March Quarter 2015

During the quarter, the Domestic Consumer business grew at 9%, with 6% underlying volume growth, both ahead of market.

Soaps and Detergents: Sustained growth

Skin Cleansing delivered volume-led growth driven by Lifebuoy, Liril and Pears. The liquids portfolio registered another strong quarter led by Lifebuoy Handwash.

In Laundry, growth was led by the premium segment with Surf maintaining its volume led double digit growth momentum and Rin delivering good growth on the bars portfolio. Comfort Fabric Conditioners continued to do well. Vim led the performance in Household Care.

The quarter witnessed price deflation across these categories, as the benefit of lower commodity costs was passed on to consumers.

Personal Products: Growth steps up across all categories

Skin Care delivered double digit growth driven by Fair and Lovely and Pond's. Fair and Lovely continued to perform well while Pond's growth was led by premium skin lightening and talc.

Hair Care sustained its strong volume led growth momentum with broad based double digit growth. Dove led the category performance while Clinic Plus, Sunsilk and TRESemmé continued to make very good progress.

In Oral Care, Close Up registered double digit growth on the back of impactful activation. Pepsodent growth was driven by Gum Care and Clove & Salt

Colour Cosmetics delivered innovation led double digit growth with Lakme continuing to strengthen its position in premium make up, driven by a range of exciting and contemporary offerings from Absolute and 9 to 5.

Beverages: Strong growth in Tea and Coffee

Tea delivered double digit growth led by Taj Mahal, Red Label and 3 Roses. Lipton Green Tea registered another quarter of high growth on sustained market development. In Coffee, the performance was driven by Bru Gold, which continued to lead category premiumisation.

Packaged Foods: Sixth successive quarter of double digit growth

Market development continues to be the focus, resulting in double digit growth across all key brands. Kissan sustained its strong activation-led growth momentum while Knorr registered volume led growth as Instant Soups more than doubled sales and new Chinese flavours were added to the Noodles portfolio. Ice Creams delivered another strong quarter, led by Magnum and sharper in-market execution on Kwality Walls. A new variant, Magnum Choco Cappuccino was introduced during the season.

Water: Strengthening category leadership

Pureit growth was led by the premium segment with Ultima (RO+UV) continuing to deliver strongly. The quarter saw the launch of a new Marvella (RO+UV) device.

Margin improvement sustained

Input costs were benign and this is reflected in the 310 bps reduction in Cost of Goods Sold. Investment behind brands was sustained at competitive levels; overall A&P was up by Rs.188 Crores (+150 bps). Profit before interest and tax (PBIT) grew by 23% and PBIT margin improved by 190 bps. The margin for the quarter includes a one-time credit of Rs 71.5 Crores towards a favourable outcome for a contested matter on Excise Duty. Profit after tax before exceptional items, PAT (bei), grew by 9% to Rs.911 Crores, impacted by the higher tax rate. Net Profit at Rs.1018 Crores, was up 17%, aided by the exceptional income arising from the sale of properties/subsidiary.

Financial Year 2014-15: Competitive and profitable growth delivered

The Domestic Consumer business grew by 10% with 5% underlying volume growth, both ahead of market. Profit before interest and tax (PBIT) grew by 17% with PBIT margin improving +90 bps. Profit after tax but before exceptional items, PAT (bei), grew by 8% to Rs. 3843 Crores, impacted by the higher tax rate. Net Profit at Rs. 4315 Crores was up 12%, aided by the exceptional income arising from property related sales. The strong track record of cash generation was sustained as cash from operations exceeded Rs.5000 Crores for yet another year.

The Board of Directors have proposed a final dividend of Rs. 9 per share, subject to the approval of the shareholders at the AGM. Together with the interim dividend of Rs 6 per share, the total dividend for the financial year ending 31st March, 2015 amounts to Rs. 15 per share.

Harish Manwani, Chairman commented: "We have delivered another year of strong performance with broad based growth ahead of the market and sustained margin improvement. Our strategy remains focused on strengthening the core of our business through innovation, leading market development and continuous improvement of our executional capabilities. Despite market challenges, our strategic agenda remains unchanged as we continue to manage our business even more dynamically for growth that is consistent, competitive, profitable and responsible."



















