

RESULTS FOR DECEMBER QUARTER 2013

10% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 13% IN DECEMBER QUARTER 2013

Mumbai, January 27th, 2014: Hindustan Unilever Limited announced its results for the quarter ending 31st December 2013.

During the quarter, the Domestic Consumer business grew at 10%, ahead of market, with 4% underlying volume growth.

Soaps and Detergents deliver a healthy performance

Skin Cleansing delivered another quarter of volume led growth. The category performance was driven by Dove, Pears, Lifebuoy and Breeze. Pears was relaunched during the quarter with a new proposition around younger looking skin. The liquids portfolio saw accelerated growth led by Lifebuoy Handwash.

In Laundry, growth was led by the premium segment. Surf growth was buoyed by the robust performance in Surf Excel Easy Wash and Excel Matic while Rin saw good growth on the bars portfolio. Wheel was re-launched with a superior formulation at the end of the quarter. Comfort fabric conditioners continued to lead market development with sustained high growth. Household Care delivered another strong quarter with both Vim and Domex growing in double digits.

Personal Products growth steps up

Skin Care grew well in a slowing market. The re-launch of Fair & Lovely, with the new 'Best Ever Formula' and a focused activation plan in the last quarter, is on track. Lakme and Dove grew well and the facial cleansing portfolio registered strong growth, driven by a range of differentiated innovations launched earlier in the year.

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

In Oral Care, both Pepsodent and Close Up delivered stepped up double digit growth in a competitive market. Pepsodent GermiCheck which was relaunched in the last quarter with a superior product and proposition did particularly well. A&P investments were significantly stepped up to sustain our competitive position in this category.

Colour Cosmetics maintained its strong innovation led growth momentum across both Lakme and Elle 18. Lakme continues to strengthen its position in premium make up driven by a range of exciting and contemporary offerings from Absolute and 9 to 5.

Beverages led by double digit growth in tea

Tea delivered another quarter of broad based growth with Taj Mahal, Red Label, 3 Roses and Taaza growing in double digits, driven by a strengthened mix and focused in-market activities. The sustained thrust on leading market development for tea bags, enabled flavoured and green tea bags more than double sales in the quarter. The Lipton Clear Green Tea portfolio was expanded with the launch of new packs. In a slowing Coffee market, Bru continued to drive category premiumization, led by Bru Gold.

Packaged Foods growth steps up; Kissan, Knorr and Kwality Walls grow in double digits

Kissan further accelerated with both Ketchups and Jams delivering strong growth on the back of impactful activation. Knorr had a good quarter particularly on Instant Soups which more than doubled volumes while the growth in Kwality Walls was driven by sharper in-market execution and the robust performance of Cornetto and Creamy Delights. Magnum continues to do well.

PBIT margins expand 50bps

The operating context during the quarter remained challenging with market growth under pressure, firm input costs given the Rupee depreciation, an uncertain media environment and the high competitive intensity. Cost Inflation was managed through a combination of judicious pricing action, unwinding of promotions and substantial cost savings. Investment behind brands was sustained at competitive levels; overall A&P was up by Rs.107 Crores (+40 bps) in the quarter. Despite this step up, Profit before interest and tax (PBIT) grew by 13% and PBIT margin improved by 50 bps. Profit after tax before exceptional items, PAT (bei), grew by 9% to Rs.995 Crores while Net Profit at Rs.1062 Crores was up 22%, aided by exceptional items.

Harish Manwani, Chairman commented: "Our growth has been competitive and profitable and the results are a reflection of how we dynamically managed the business despite the headwinds in the environment. Looking forward, we are conscious of the uncertain macro context but remain positive on the mid to long term opportunities in our sector. We are determined to stay the course on our strategy and will continue to invest in the business for the long term."




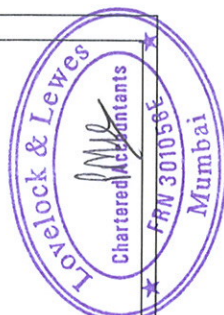


HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2013

Particulars	Unaudited Results for the Quarter ended		Unaudited Results for the Nine Months ended	Unaudited Results for the Nine Months ended		Audited Results for the year ended
	31st December	30th September		31st December	31st March	
	2013	2012	2013	2012	2013	2012
1.a. Net Sales from Operations (Net of excise duty) [sum of (i) to (iii)]	674,720	643,369	674,720	643,369	1,883,525	1,883,525
(i) Domestic FMCG - HFC	524,201	507,488	524,201	507,488	1,480,961	1,480,961
(ii) Domestic FMCG - Foods	121,746	108,765	121,746	108,765	322,026	322,026
(iii) Others	645,947	615,849	645,947	615,849	1,802,987	1,802,987
1.b. Other Operating Income	28,773	27,520	28,773	27,520	81,804	81,804
1. Total Income from operations (net) [1.a. + 1.b.]	14,544	22,114	14,544	22,114	45,256	45,256
2. Expenses [sum of (a) to (g)]	689,264	665,483	689,264	665,483	1,934,441	1,934,441
(a) Cost of materials consumed	587,125	562,532	587,125	562,532	1,772,210	1,772,210
(b) Purchases of stock-in-trade	292,303	255,190	292,303	255,190	824,977	775,560
(c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	81,227	78,379	81,227	78,379	239,953	240,695
(d) Employee benefits expense	(26,538)	8,340	(26,538)	8,340	(3,651)	(10,627)
(e) Depreciation and amortisation expense	36,830	34,271	36,830	34,271	105,770	100,606
(f) Advertising & Promotions	6,392	5,928	6,392	5,928	19,478	17,460
(g) Other expenses	95,402	82,216	95,402	82,216	277,326	241,075
3. Profit from operations before other income, finance costs and exceptional items (1-2)	101,509	98,208	101,509	98,208	308,357	283,934
4. Other Income	102,139	102,951	102,139	102,951	320,293	285,738
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	15,099	13,371	15,099	13,371	47,040	50,107
6. Finance costs	117,238	116,322	117,238	116,322	367,333	335,845
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	628	753	628	753	3,070	1,914
8. Exceptional items - net credit / (charge)	116,610	115,569	116,610	115,569	364,263	333,931
9. Profit from Ordinary Activities Before Tax (7+8)	3,343	(728)	3,343	(728)	16,265	59,899
10. Tax expense	119,953	114,641	119,953	114,641	380,528	393,830
11. Net Profit from Ordinary Activities After Tax (9-10)	28,573	27,705	28,573	27,705	80,992	92,883
12. Extraordinary items	91,380	87,136	91,380	87,136	299,536	300,947
13. Net Profit for the period (11+12)	91,380	87,136	91,380	87,136	299,536	300,947
14. Paid up Equity Share Capital (face value Re. 1 per share)	21,626	21,626	21,626	21,626	21,626	21,626
15. Reserves excluding Revaluation Reserve as per balance sheet of previous accounting year						
16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):						
(a) Basic - Rs.	4.03	4.03	4.23	4.23	13.85	13.92
(b) Diluted - Rs.	4.03	4.03	4.22	4.22	13.84	13.92
16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):						
(a) Basic - Rs.	4.03	4.03	4.23	4.23	13.85	13.92
(b) Diluted - Rs.	4.03	4.03	4.22	4.22	13.84	13.92
A. PARTICULARS OF SHAREHOLDING						
1. Public Shareholding						
- Number of Shares	708,217,669	708,217,669	708,217,669	708,217,669	1,027,111,958	1,027,111,958
- Percentage of Shares	32.75%	32.75%	32.75%	32.75%	47.51%	47.51%
2. Promoters and Promoter Group Shareholding						
a) Pledged/Encumbered	Nil	Nil	Nil	Nil	Nil	Nil
- Number of shares	NA	NA	NA	NA	NA	NA
- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	NA	NA	NA	NA	NA	NA
b) Non-Encumbered						
- Number of shares	1,134,849,460	1,134,849,460	1,454,412,858	1,454,412,858	1,134,849,460	1,134,849,460
- Percentage of shares (as a % of the total shareholding of promoters and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the company)	52.49%	52.49%	67.25%	67.25%	52.49%	52.49%
B. INVESTOR COMPLAINTS						
Pending at the beginning of the quarter	Nil	Nil	Nil	Nil	Nil	Nil
Received during the quarter	12	12	12	12	12	12
Disposed or during the quarter	Nil	Nil	Nil	Nil	Nil	Nil
Remaining unresolved at the end of the quarter						


Quarter ended 31st December, 2013
 Nil
 12
 Nil



SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

	Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Quarter ended		Unaudited Results for the		(Rs. in lakhs) Audited Results for the year ended 31st March 2013
	2012			2013		2012		
	31st December	30th September		31st December	30th September	Nine months ended 31st December	2013	
	339,786	317,123	338,077	308,077	1,018,629	951,043	1,270,182	
	230,390	204,892	195,034	195,034	613,762	584,054	747,166	
	85,003	79,293	83,542	83,542	244,282	216,656	297,466	
	37,276	33,014	39,798	39,798	122,862	113,341	150,574	
	27,658	29,021	30,485	30,485	86,051	84,254	109,278	
	720,113	663,343	686,936	686,936	2,085,586	1,929,348	2,574,666	
	-	-	-	-	-	-	-	
	720,113	663,343	686,936	686,936	2,085,586	1,929,348	2,574,666	
	45,089	39,372	47,389	47,389	136,410	123,250	161,553	
	65,918	57,885	44,491	44,491	157,225	147,713	194,886	
	13,730	14,038	14,167	14,167	41,765	33,838	47,457	
	(1,340)	(263)	1,331	1,331	3,830	2,305	3,702	
	(1,349)	(1,864)	462	462	(1,195)	(2,092)	(3,900)	
	122,048	109,168	107,840	107,840	338,035	305,014	403,698	
	(1,820)	(753)	(628)	(628)	(3,070)	(1,914)	(2,515)	
	10,753	6,426	12,741	12,741	45,563	90,730	94,605	
	130,981	114,841	119,953	119,953	380,528	393,830	495,788	
	(35,129)	(39,171)	(45,445)	(45,445)	(35,129)	(39,171)	4,027	
	(55,513)	(25,598)	(44,995)	(44,995)	(55,513)	(25,598)	(29,549)	
	12,245	10,894	8,093	8,093	12,245	10,894	25,892	
	14,805	20,110	14,469	14,469	14,805	20,110	17,510	
	(7,032)	(2,935)	(8,706)	(8,706)	(7,032)	(2,935)	(3,999)	
	(70,624)	(36,700)	(76,584)	(76,584)	(70,624)	(36,700)	13,981	
	501,291	375,969	538,863	538,863	501,291	375,969	253,421	
	430,667	339,269	462,279	462,279	430,667	339,269	267,402	

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 December, 2013, 31st September, 2012, 30th September, 2013 and 31st March, 2013. 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, Chakala Andheri (E), Mumbai 400 099



Notes:

1. Net Sales grew by 9.4% during the quarter. Domestic Consumer Business (FMCG + Water) grew by 9.9% with a 9.9% growth in HPC and 10.3% growth in Foods businesses.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 116,238 lakhs (DQ'12: Rs. 102,951 lakhs) grew by 12.9%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax and prior period tax adjustments (refer note 5 and note 6 below) for the quarter at Rs. 95,474 lakhs (DQ'12: Rs. 87,309 lakhs) grew by 9.4%.
4. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 13,103 lakhs (DQ'12: Rs. 13,086 lakhs) and interest on income tax refund of Rs. 1,163 lakhs (DQ'12: Rs. 285 lakhs)
5. Exceptional items, net credit in DQ'13 include profit on sale of surplus properties Rs. 2,810 lakhs (DQ'12: Rs. 2,465 lakhs) and restructuring costs of Rs. 513 lakhs (DQ'12: Rs. 3,193 lakhs).
6. Taxation for the quarter includes net write back of excess tax provisions of earlier years amounting to Rs 9,288 lakhs (DQ '12: Rs. Nil)
7. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 27th January, 2014.

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: 27th January, 2014

By order of the Board


Sanjiv Mehta
Managing Director & CEO



The Board of Directors
Hindustan Unilever Limited
Unilever House
B.D.Sawant Marg, Chakala
Andheri (East)
Mumbai – 400 099

1. We have reviewed the results of Hindustan Unilever Limited (the "Company") for the quarter ended December 31, 2013 which are included in the accompanying 'Statement of Unaudited standalone financial results for the quarter and nine months ended 31st December, 2013' (the "Statement"), 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 statements are 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



Pradip Kanakia
Partner
Membership Number: 39985

Mumbai
January 27, 2014