

Financial Performance

10 Years Record

Standalone

(₹ crores)

Statement of Profit & Loss Account	IGAAP					IND AS					
	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19	2019-20	2020-21
Gross Sales	22,800	26,680	28,947	32,086	33,856	32,929	33,895	34,619	37,660	38,273	45,311
Other Income (includes other operating income)	659	1,211	1,232	1,254	1,063	1,126	1,118	1,168	1,228	1,245	1,198
Interest	(1)	(25)	(36)	(17)	(0)	(15)	(22)	(20)	(28)	(106)	(108)
Profit Before Taxation [@]	3,350	4,349	4,800	5,523	5,910	5,977	6,155	7,347	8,749	9,289	10,717
Profit After Taxation [@]	2,599	3,314	3,555	3,843	4,078	4,116	4,247	5,135	6,080	6,743	7,963
Earnings Per Share of ₹1	12.46	17.56	17.88	19.95	18.87	19.12	20.75	24.20	27.89	31.13	33.85
Dividend Per Share of ₹1	7.50	18.50 ^{\$\$}	13.00	15.00	16.00	16.00	17.00	20.00	22.00	25.00	40.50 ^{\$\$}

[@] Before Exceptional/Extraordinary items ^{\$\$}Includes special dividend

[^] Based on Revised Schedule VI/Schedule III ^{##}Figures are restated as per IND AS

Balance Sheet	IGAAP					IND AS					
	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19	2019-20	2020-21
Fixed Assets	2,363	2,509	2,742	2,937	3,300	3,300	4,227	4,572	4,716	5,569	51,650
Investments	2,438	2,331	3,094	3,278	2,967	2,780	3,779	3,111	2,949	1,500	2,995
Cash and Other Bank Balances	1,830	1,708	2,221	2,538	2,759	2,759	1,671	3,373	3,688	5,017	4,321
Net Assets (Current and Non – Current)	(3,118)	(3,874)	(4,780)	(5,029)	(5,339)	(2,560)	(3,187)	(3,981)	(3,694)	(4,055)	(11,532)
	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075	7,659	8,031	47,434
Share Capital	216	216	216	216	216	216	216	216	216	216	235
Reserves & Surplus	3,297	2,458	3,061	3,508	3,471	6,063	6,274	6,859	7,443	7,815	47,199
	3,513	2,674	3,277	3,724	3,687	6,279	6,490	7,075	7,659	8,031	47,434

[^]Based on Revised Schedule VI/Schedule III ^{##}Figures are restated as per IND AS

Key Ratios and EVA	IGAAP					IND AS					
	2011-12 [^]	2012-13 [^]	2013-14 [^]	2014-15 [^]	2015-16 [^]	2015-16 ^{##}	2016-17	2017-18	2018-19	2019-20	2020-21
EBITDA (% of Gross Sales)	14.4	15.0	15.5	16.2	16.9	17.5	17.8	21.0	22.9	25.1	25.0
Fixed asset Turnover (No. of Turnover)	9.6	10.6	10.6	10.9	10.3	10.0	8.0	7.6	8.0	6.9	0.9
PAT/Gross Sales (%)	11.4	12.4	12.3	12.0	12.0	12.5	12.5	14.8	16.1	17.6	17.6
Return On Capital Employed (%)	96.8	109.1	130.2	127.7	128.4	105.8	105.9	118.9	131.2	128.5	22.9*
Return On Net Worth (%)	77.7	94.7	104.1	99.5	88.7	72.8	76.7	84.5	90.5	92.0	17.0*
Economic Value Added (EVA) (₹ crores)	2,250	2,926	3,147	3,380	3,526	3,438	3,498	4,258	5,291	6,085	3,810*

[^]Based on Revised Schedule VI/Schedule III ^{##}Figures are restated as per IND AS ^{*}Opening balances adjusted for GSK CH merger

Return metrics (ROCE and RONW) are lower in Ind AS compared to IGAAP since under IND AS final dividend including taxes are accounted after approval in AGM only; whereas in IGAAP such dividends were recognised in the same year to which they relate to

Return on Net Worth, Return on Capital Employed and Economic Value Added have dropped in financial year 2020-21 on account of increase in shareholders' equity pursuant to the merger of GSK CH

Others	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
HUL Share Price on BSE (Per Share of ₹1)*	410	466	604	873	870	910	1,336	1,708	2,298	2,431
Market Capitalisation (₹ crores)	88,600	1,00,793	1,30,551	1,88,849	1,88,154	1,96,902	2,89,159	3,69,688	4,97,514	5,71,133

*Based on year-end closing prices quoted on BSE Limited