



*Hindustan Unilever  
Limited*

# OVERVIEW OF THE COMPANY

- **INCORPORATED:** 1933
- **INDUSTRY:** CONSUMER GOODS.
- **HEADQUARTERS:** MUMBAI ,MAHARASHTRA.
- **KEY PEOPLE:** HARISH MANWANI(CHARIMAN)  
NITIN PARANJE(MD & CEO)
- **TURNOVER:** 25,206 CRS.
- **PEOPLE:** 16000 EMPLOYEES INCLUDING 1500 MANAGERS.
- **PARENTAGE:** PART OF 44.3 BILLION EUROS OF UNILEVER GROUP.
- **REACH:** 6.4 MILLION RETAIL OUTLETS.
- **R&D CENTRES:** MUMBAI & BANGALORE, INDIA.

# INTRODUCTION

- Hindustan Unilever Limited (HUL) is the largest FMCG company in India.
- It is owned by the British-Dutch company “Unilever” and has about 52% majority stake in Hindustan Unilever Limited .
- Its products include foods, beverages, cleaning agents and personal care products.
- It is headquartered in Mumbai, Maharashtra, India.
- Hindustan Unilever Limited has over 35 brands spanning 20 distinct categories.
- As per Nielsen market research data, two out of three Indians use HUL products.

# ORGANISATION STRUCTURE

## Board Of Directors



**Mr. Harish Manwani**  
Non-Executive Chairman



**Mr. Nitin Paranjpe**  
Managing Director and  
Chief Executive Officer



**Mr. Sridhar Ramamurthy**  
Executive Director, Finance  
& IT and Chief Financial  
Officer



**Mr. Pradeep Banerjee**  
Executive Director,  
Supply Chain



**Mr. Aditya Narayan**  
Independent Director



**Mr. S. Ramadorai**  
Independent Director



**Mr. O. P. Bhatt**  
Independent Director



**Dr. Sanjiv Misra**  
Independent Director



# COMPETITORS OF H.U.L

- DABUR INDIA
- GODREJ
- MARICO
- ITC

## Category wise Turnover

(Rs. crores)

Year (Sales)	2013	2012	2011	2010	2009
Soaps and Detergents	12,460.9	10,488.38	8,683.88	8,180.29	9,770.26
Personal Products	7,309.10	6,486.45	5,750.68	4,969.36	5,272.31
Beverages	2,913.67	2,577.02	2,309.23	2,119.44	2,272.29
Packaged Foods	1,473.86	1,341.93	1,162.28	942.91	1020.69
Others (including Exports, Chemicals, Infant Care Products, Water, etc.)	1,048.79	841.82	1,474.94	1315.65	1911.70
<b>Total</b>	<b>25,206.38</b>	<b>21,735.60</b>	<b>19,381.01</b>	<b>17,523.80</b>	<b>20,239.33</b>

Year (Income)	Mar'13	Mar'12	Mar'11	Mar'10	Mar'09
Net Sales Turnover	25810.21	22116.37	19333.30	17725.33	20601.56
Other Income	606.90	278.31	251.94	148.11	205.55
Total Income	26417.11	22394.68	19585.24	17873.44	20807.11

Year	2013	2012	2011	2010	2009
Profit and Loss for the Year	3172.44	2482.78	2124.36	2102.69	2346.32



## Key Ratios

Years	Mar-13	Mar-12	Mar-11	Mar-10	Mar-09
PE	32.1	36.5	29.6	26.5	29.3

## Current Market Value

<b>MARKET CAP (Rs Cr)</b>	<b>135,536.75</b>
P/E	38.90
FACE VALUE (Rs)	1.00

# MERGERS & ACQUISITIONS

## MERGERS:

THE ERSTWHILE TATA OIL MILLS COMPANY(TOMCO) IN  
1<sup>ST</sup> APRIL,1993

BROOKE BOND LIPTON INDIA LIMITED(BBLIL) IN  
1<sup>ST</sup> JANUARY,1996

POND'S (INDIA) LIMITED(PIL) IN 1998

## ACQUISITIONS:

BROOKE BOND IN 1984

LIPTON IN 1972

POND'S(INDIA) LIMITED IN 1986

LAKME LIMITED

50:50 JOINT VENTURE WITH US BASED KIMBERLY  
CLARK CORPORATION IN 1994

MODERN FOODS IN 2002



**THANK YOU....**