



Hindustan Unilever Limited

RESULTS FOR THE QUARTER ENDING 31ST DECEMBER 2018

13% DOMESTIC CONSUMER GROWTH, 10% UNDERLYING VOLUME GROWTH

Mumbai, January 17th, 2019: Hindustan Unilever Limited (HUL) announced its results for the quarter ending 31st December 2018.

Domestic Consumer Growth was 13% with Underlying Volume Growth at 10%. EBITDA margin was up 170 bps and Profit after tax (before exceptional items) grew by 17%.

As announced earlier, during the quarter, the Board of Directors had approved a scheme of amalgamation between HUL and GlaxoSmithKline Consumer Healthcare Limited (GSK CH India) subject to shareholder and statutory approvals. The transaction is an all equity merger with 4.39 shares of HUL being allotted for every share in GSK CH India. This transaction values the total business being acquired at INR 317 bln.

Home Care

Home Care continued its impressive performance with both Fabric Wash and Household Care delivering double-digit growth. Fabric Wash performance was driven by our focus on the core, premiumization and targeted market development initiatives. The growth momentum in Household Care continued with increased penetration of bars in rural markets. In Water Purifiers, we are realigning our portfolio strategy towards premium devices while phasing out the gravity segment.

Beauty & Personal Care

Beauty & Personal Care had a very good quarter. Personal Wash growth continued to be driven by premiumization of the portfolio. Skin Care witnessed excellent growth enabled by stellar execution of winter portfolio. Hair Care continued to perform strongly; Dove was relaunched with new formulation and communication. In Colour Cosmetics, Lakmé continued to lead trends and drive growth by fulfilling the rising aspirations of women in India. Deodorants had another quarter of robust double-digit delivery and Rexona Men anti-perspirants was launched in Tamil Nadu & Bangalore.

Foods & Refreshment

Beverages delivered good growth by leveraging the opportunity in the mass segment and driving premiumization through green tea. Ice Cream and Frozen Desserts sustained its growth momentum; Magnum Hazelnut was launched in select geographies. Foods maintained its steady growth trajectory.

Margin improvement sustained: EBITDA margin up by 170 bps

Prudent management of volatility in costs (crude and currency led) along with improved mix and operating leverage has driven margin improvement. Earnings before interest, tax, depreciation and amortization (EBITDA) at Rs. 2046 Crores was up by 22%. Profit after tax (bei), at Rs. 1401 Crores was up 17%, and Profit after tax, at Rs. 1444 Crores was up by 9%.

Sanjiv Mehta, Chairman and Managing Director commented: "We have delivered another strong performance in the quarter, with double digit volume growth and improvement in margins. Our focus on strengthening the core and leading market development by tapping into emerging trends has been yielding results across categories. We are making headway in 'Reimagining HUL' agenda by building an organization which is purpose led and future fit.

In the near term, demand is likely to be stable. We will keep a close watch on the macro-economic environment and respond with agility. We remain focused on our strategic agenda of delivering Consistent, Competitive, Profitable and Responsible growth."





Hindustan Unilever Limited

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2018

STANDALONE		Particulars	STANDALONE		(Rs in Crores)
Unaudited Results for the quarter ended			Unaudited Results for the Nine months ended		
2018	2017		2018	2017	
9,357	8,323	Revenue from operations	27,851	25,816	34,519
201	257	Sale of products (including excise duty)	428	505	888
106	152	Other operating revenue	548	459	560
9,664	8,742	Other income	28,825	26,590	35,787
3,199	3,188	EXPENSES	8,921	8,977	12,491
1,337	768	Cost of materials consumed	3,424	2,957	3,812
(118)	(51)	Purchases of stock-in-trade	(128)	(10)	(71)
-	-	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	-	-	-
465	481	Excise duty	-	693	693
7	5	Employee benefits expenses	1,345	1,345	1,745
133	121	Finance costs	21	16	20
1,198	1,107	Depreciation and amortisation expenses	380	350	478
1,443	1,407	Other expenses	3,445	3,035	4,105
7,862	7,036	Advertising and promotion	3,956	3,902	5,167
2,012	1,706	Others	22,374	21,259	28,440
(92)	(21)	TOTAL EXPENSES	6,461	5,331	7,347
1,950	1,685	Profit before exceptional items and tax	(156)	2	(62)
(810)	(297)	Exceptional items (net credit/charge)	6,285	5,333	7,285
4	(62)	Profit before tax	(1,843)	(1,452)	(2,148)
1,444	1,326	Tax expenses	48	5	100
-	-	Current tax	4,498	3,886	5,237
-	-	Deferred tax credit/charge	-	-	(16)
-	-	PROFIT FOR THE PERIOD (A)	-	-	5
-	-	OTHER COMPREHENSIVE INCOME	-	-	-
1	(1)	Items that will not be reclassified subsequently to profit or loss	(1)	(3)	(2)
(1)	(0)	Re-measurements of the net defined benefit plans	0	1	1
0	(1)	Tax on above	(1)	(2)	(12)
1,444	1,325	Items that will be reclassified subsequently to profit or loss	4,497	3,884	5,225
215	218	Fair value of debt instruments through other comprehensive income	218	218	215
-	-	Tax on above	-	-	6,859
-	-	OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)	-	-	-
1,444	1,325	TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	4,497	3,884	5,225
215	218	Paid up Equity Share Capital (Face value Re. 1 per share)	218	218	215
-	-	Other Equity	20,78	17,95	24,20
6,67	6,13	Earnings per equity share (Face value of Re. 1 each)	20,78	17,95	24,20
6,67	6,13	Basic (in Rs.)	20,78	17,95	24,20
-	-	Diluted (in Rs.)	20,78	17,95	24,20

SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

STANDALONE		Particulars	STANDALONE		Audited Results for year ended 31st March 2018
			Unaudited Results for the quarter ended 31st December 2017	Unaudited Results for the Nine months ended 31st December 2017	
Unaudited Results for the quarter ended 31st December 2018	Unaudited Results for the quarter ended 30th September 2018				
3,148	3,080	Segment Revenue (Sales and Other operating income)			11,629
4,539	4,316	- Home Care		9,374	16,484
1,728	1,704	- Beauty & Personal Care		13,262	6,487
143	134	- Foods & Refreshment		5,217	624
9,558	9,234	- Others (includes Exports, Infant & Feminine Care etc.)		426	
		Total Segment Revenue	26,279	25,106	35,204
404	492	Segment Results			
1,162	1,115	- Home Care	1,498	1,185	1,694
244	288	- Beauty & Personal Care	3,439	3,034	4,100
(3)	2	- Foods & Refreshment	866	688	985
1,807	1,887	- Others (includes Exports, Infant & Feminine Care etc.)	(3)	(14)	(12)
(7)	(7)	Total Segment Results	5,800	4,903	6,767
150	262	Less: Finance Costs	(21)	(15)	(20)
1,950	2,152	Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	516	446	538
		Total Profit Before Tax	6,295	5,333	7,285
2,221	2,058	Segment Assets			
4,874	4,753	- Home Care	2,221	2,051	2,100
2,115	1,908	- Beauty & Personal Care	4,874	4,710	4,873
127	145	- Foods & Refreshment	2,115	1,826	1,936
8,078	8,818	- Others (includes Exports, Infant & Feminine Care etc.)	127	145	140
17,415	17,677	- Unallocable corporate assets	8,078	7,213	8,100
		Total Segment Assets	17,415	15,945	17,149
3,251	2,988	Segment Liabilities			
5,482	5,050	- Home Care	3,251	2,908	2,865
1,490	1,297	- Beauty & Personal Care	5,482	4,904	4,860
75	63	- Foods & Refreshment	1,490	1,376	1,330
993	1,275	- Others (includes Exports, Infant & Feminine Care etc.)	75	91	80
11,291	10,673	- Unallocable corporate liabilities	993	933	939
		Total Segment Liabilities	11,291	10,212	10,074

Notes on Segment Information:

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest income, dividend income, income from current investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and unallocable exceptional items.

Segment Assets and Segment Liabilities are as at 31st December 2018, 30th September 2018, 31st March 2018, 31st December 2017. Unallocable corporate Assets less Unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank balances.

2. Previous period figures have been re-grouped / re-classified wherever necessary, to conform to current period's classification.



Registered Office : Unilever House, B.D. Sawant Marg, Chakala, Andheri East, Mumbai 400 059.
CIN: L15140MH1933PLC002030. Tel : +91 (22) 3983 0000.
Email: leverscare.shareholder@unilever.com

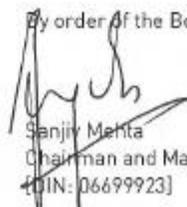
Notes:

1. Sales grew by 12% during the quarter, Domestic Consumer sales grew by 13% during the quarter.
2. The amount of budgetary support under GST (Goods and Service Tax) in relation to the existing eligible units under the different Industrial Promotion Schemes was recognized as "Other Operating Revenue" in JQ-18. In SQ-18, such amounts were recognized as "Other Income". The cumulative amount of budgetary support has now been reclassified as "Other Operating Revenue" in the quarter and for nine months ended December 31, 2018. This has no impact on reported Profit Before Tax (PBT).
3. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs. 2,046 crores (DQ 17: Rs.1,680 crores) grew by 22%. EBITDA margin improvement is 170 bps vs DQ 17.
4. Profit After Tax before Exceptional Items for the quarter at Rs. 1,401 crores (DQ 17: Rs 1,198 crores) grew by 17%.
5. Exceptional items, net charge in DQ 18 includes restructuring expenses Rs. 46 crores (DQ 17: Rs.27 crores), acquisition and disposal related cost Rs. 16 crores (DQ 17: Rs. Nil) and profit on sale of surplus properties Rs. Nil (DQ 17: Rs. 6 crores).
6. Tax Expenses for the quarter includes adjustments of previous years amounting to a credit of Rs. 83 crores (DQ 17: Rs. 142 crores).
7. Profit After Tax for the quarter at Rs. 1,444 crores (DQ 17: Rs.1,326 crores) grew by 9 %.
8. On 3rd December 2018, the Board of Directors of Hindustan Unilever Limited (HUL) approved a Scheme of Amalgamation between the Company and GlaxoSmithKline Consumer Healthcare Limited (GSK CH India) subject to obtaining requisite approvals from statutory authorities and shareholders. The proposed Scheme provides that on the Scheme coming into effect 4.39 shares of HUL of face value of Re. 1 each will be allotted for every 1 share of GSK CH India of face value of Rs. 10 each. The Company is in the process of seeking requisite approvals/ no objections from Stock Exchanges and Competition Commission of India (CCI) in this regard.
9. Pursuant to the order dated 30th August, 2018 the Hon'ble National Company Law Tribunal, Mumbai Bench, approved the Scheme of Arrangement for transfer of the balance of Rs. 2,187 crores standing to the credit of the General Reserves to the Profit and Loss Account. The Company filed the Order and the Scheme with the Registrar of Companies (ROC) on 5th October, 2018 and has subsequently reclassified the amount standing to the credit of the General Reserves to the Retained Earnings.
10. Previous period figures have been re-grouped/re-classified wherever necessary.
11. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 17th January, 2019.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 17th January, 2019. The statutory auditors have expressed an unqualified report on the above results.

For more details on Results, visit Investor Relations section of our website at <http://www.hul.co.in> and Financial Results under Corporates section of www.nseindia.com and www.bseindia.com.

Place: Mumbai
Date: 17th January, 2019



By order of the Board

Sanjiv Mehta
Chairman and Managing Director
(CIN: 06699923)