



Hindustan Unilever Limited

RESULTS FOR THE QUARTER ENDING 31st DECEMBER 2017

17% COMPARABLE* DOMESTIC CONSUMER GROWTH, EBITDA UP 24%

Mumbai, January 17th, 2018: Hindustan Unilever Limited announced its results for the quarter ending 31st December 2017.

During the quarter, our Comparable* Domestic Consumer Growth was 17% and Underlying Volume growth was 11%. This was on a weak base comparator. Comparable* EBITDA margin was up 110 bps and Net Profit at Rs.1326 Crores grew by 28%.

Home Care: Double-digit volume growth across categories

Laundry saw robust double-digit growth across key brands. Growth in Household Care was led by a strong performance in Vim. The Purifiers business saw the launch of air purifiers under the Pureit brand.

Personal Care: Broad-based growth across Personal Products and Personal Wash

Personal wash witnessed robust growth across key brands led by Dove and Pears. Growth in Skin Care was driven by the strong performance of Fair & Lovely. Hair Care witnessed broad based volume led growth. Indulekha brand has now been extended to include Indulekha Bringha shampoo, an 'Ayurvedic Medicine for Hairfall'. Colour cosmetics delivered yet another quarter of strong growth.

Foods: Strong growth led by Kissan

Kissan delivered broad based growth across Ketchups & Jams. Knorr growth was led by a strong performance in Soups.

Refreshment: Sustained robust performance

Tea continues to deliver double-digit growth. Coffee witnessed a strong performance and the growth momentum continued in Ice Cream and Frozen Desserts.

Margin improvement sustained: Comparable* EBITDA margin up by 110 bps

Cost of Goods Sold were lower, on the back of a strong savings program. Advertising and Promotion spends were stepped up to support innovations and market development activities. Earnings before interest, tax, depreciation and amortisation (EBITDA) at Rs. 1680 Crores was up by 24%. Profit after tax before exceptional items, PAT (bei), at Rs. 1198 Crores was up by 30%, Net Profit at Rs.1326 Crores, was up 28% for the quarter.

GST rate reduction in November'17

Effective 15th November, GST rates were reduced for some of our categories from 28% to 18%. While the implementation of this change was initiated immediately, it was not possible to pass on the entire benefit of this rate reduction on some of the pipeline stocks during the transition. An estimated value of Rs. 119 crores was proactively disclosed to the CBEC on this count and we have offered to pay this amount suo motu to the Government. This amount is not recognised as revenue and is accounted as a liability as on 31st December 17.

Harish Manwani, Chairman commented: "We have delivered another strong performance in the quarter, with broad based growth across categories and further improvement in margins. We remain positive about the mid-term outlook of the industry and will continue to invest strongly in our core brands and developing categories of the future. There are early signs of commodity cost inflation and we will further sharpen our focus on cost effectiveness programs and manage our business dynamically for competitiveness and sustained profitability."

*Comparable: Reflecting accounting impact of GST (Excise duty and net input taxes adjusted from sales of base quarter and GST refunds to the reported sales of current quarter)
For details refer to Quarter Results filed with the Stock Exchanges





HINDUSTAN UNILEVER LIMITED

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

STANDALONE		STANDALONE		STANDALONE	
Unaudited Results for the Quarter ended 31st December 2017	Unaudited Results for the Quarter ended 30th Sep 2017	Particulars		Unaudited Results for the Nine months ended 31st December 2017	Audited Results for the Year ended 31st March 2017
2017	2016	2017	2016	2017	2017
8,323	8,124	8,199		25,516	33,895
267	193	110		505	592
152	83	204		469	526
8,742	8,400	8,513		26,890	36,013
3,188	2,574	2,685		8,977	11,363
766	1,021	1,061		2,957	4,166
(51)	149	(17)		(16)	156
-	612	-		693	2,597
491	409	435		1,345	1,620
5	5	6		16	22
121	100	115		350	396
1,107	865	1,023		3,035	3,470
1,407	1,312	1,240		3,902	5,068
7,036	7,067	6,748		21,259	28,858
1,706	1,333	1,765		5,331	6,155
(21)	153	95		2	241
1,685	1,486	1,801		5,333	6,396
(207)	(468)	(537)		(1,452)	(1,865)
(62)	20	12		5	(41)
1,326	1,038	1,276		3,886	4,490
-	-	-		-	-
-	-	-		-	-
(1)	(1)	1		(3)	(1)
0	0	(0)		1	(0)
(1)	(1)	1		(2)	(20)
1,325	1,037	1,277		3,884	4,470
216	216	216		216	216
6.13	4.80	5.90		17.95	20.75
6.13	4.79	5.90		17.95	20.74



SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

STANDALONE		Particulars	STANDALONE		(Rs in Crores)
Unaudited Results for the Quarter ended 31st December 2016	Unaudited Results for the Quarter ended 30th Sep 2017		Unaudited Results for the Nine months ended 31st December 2016	Audited Results for the Year ended 31st March 2017	
2,741	2,689		2,738	8,527	
4,080	3,980	3,910	12,368	12,230	16,304
300	279	282	866	828	1,124
1,248	1,164	1,222	3,816	3,548	4,648
211	195	150	529	617	819
8,690	8,307	8,303	26,106	25,556	34,441
354	234	383	1,185	870	1,259
1,007	921	948	3,034	2,895	3,848
11	26	17	69	57	85
169	171	214	638	536	755
(11)	(16)	(6)	(23)	(17)	(21)
1,530	1,336	1,556	4,903	4,311	5,926
(5)	(5)	(6)	(17)	(16)	(22)
160	155	251	447	482	492
1,685	1,486	1,801	5,333	4,777	6,396
2,051	1,944	2,203	2,051	1,944	1,892
4,710	3,767	4,623	4,710	3,767	4,097
305	308	315	305	308	300
1,507	1,446	1,453	1,507	1,446	1,542
169	168	170	159	188	164
7,213	6,150	7,304	7,213	6,150	6,766
15,945	13,783	16,068	15,945	13,783	14,751
2,908	2,479	2,707	2,908	2,479	2,337
4,904	3,688	4,488	4,904	3,688	3,815
350	295	305	350	285	254
1,011	815	880	1,011	815	807
106	85	90	106	85	74
933	1,092	1,135	933	1,052	974
10,212	8,454	9,626	10,212	8,454	8,261

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, dividend, income from current investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Segment Assets and Segment Liabilities are as at 31st December 2017, 30th September 2017, 31st December 2016 and 31st March 2017. Unallocable corporate assets less Unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank.

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



