

Hindustan Unilever Limited,
Unilever House,
B D Sawant Marg, Chakala,
Andheri East, Mumbai 400 099

Tel: +91 (22) 50433000 | Web: www.hul.co.in | CIN: L15140MH1933PLC002030



Hindustan Unilever Limited

23rd July, 2024

Stock Code BSE: 500696
NSE: HINDUNILVR
ISIN: INE030A01027

BSE Limited,
Corporate Relationship Department,
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051

Dear Sir / Madam,

Sub: Outcome of the Board Meeting held on 23rd July, 2024

This is further to our letter dated 11th July, 2024, intimating the date of Board Meeting for consideration of Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June, 2024.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations, 2015'), we would like to inform you that the Board in its meeting held today has approved the Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June, 2024.

We attach herewith a copy of the approved Unaudited Standalone and Consolidated Financial Results along with the Limited Review Report of the Auditors. We are arranging to publish these results in the newspapers as per Regulation 47 of Listing Regulations, 2015.

Please take the above information on record.

Thanking You.

Yours faithfully,

For Hindustan Unilever Limited

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NARENDRA
BAJPAI

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Dev Bajpai
Executive Director, Legal & Corporate Affairs
and Company Secretary
DIN : 00050516 / Membership No. F3354

Encl: as above

Walker Chandiok & Co LLP

16th Floor, Tower III,
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Mumbai - 400013
Maharashtra, India

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Independent Auditor's Review Report on the Standalone Unaudited Quarterly Financial Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of **Hindustan Unilever Limited**

1. We have reviewed the accompanying statement of standalone unaudited financial results ('the Statement') of **Hindustan Unilever Limited** ('the Company') for the quarter ended **30 June 2024**, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. The Statement, which is the responsibility of the Company's management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under Section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as above nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

Hindustan Unilever Limited
Independent Auditor's Review Report on the Unaudited Quarterly Financial Results

5. The review of the standalone unaudited financial results for the quarter ended 30 June 2023 and audit of standalone financial results for the quarter and year ended 31 March 2024 included in the Statement was carried out and reported by B S R & Co. LLP who has expressed an unmodified conclusion vide their review report dated 20 July 2023 and an unmodified opinion vide their audit report dated 24 April 2024, respectively, whose reports have been furnished to us and which have been relied upon by us for the purpose of our review of the Statement. Our conclusion is not modified in respect of this matter.

For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

Aasheesh
Arjun Singh

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Aasheesh Arjun Singh

Partner

Membership No. 210122

UDIN: 24210122BKEWLM9869

Place: Mumbai

Date: 23 July 2024



Hindustan Unilever Limited

STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2024

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
			quarter ended 31st March	year ended 31st March
2024	2023		2024	2024
		Revenue from operations		
15,166	14,931	Sale of products	14,693	59,579
173	217	Other operating revenue	164	890
257	185	Other income	220	973
15,596	15,333	TOTAL INCOME	15,077	61,442
		EXPENSES		
4,478	4,471	Cost of materials consumed	4,308	17,791
3,018	2,893	Purchases of stock-in-trade	2,864	11,544
(48)	224	Changes in inventories of finished goods, work-in-progress and stock-in-trade	(21)	(8)
602	651	Employee benefits expense	774	2,782
85	47	Finance costs	102	302
298	257	Depreciation and amortisation expense	289	1,097
		Other expenses		
1,644	1,481	Advertising and promotion	1,586	6,380
2,039	1,907	Others	1,911	7,790
12,116	11,931	TOTAL EXPENSES	11,813	47,678
3,480	3,402	Profit before exceptional items and tax	3,264	13,764
(48)	(37)	Exceptional items (net charge)	(17)	(89)
3,432	3,365	Profit before tax	3,247	13,675
		Tax expenses		
(828)	(842)	Current tax	(854)	(3,446)
(66)	(51)	Deferred tax credit/(charge)	13	(115)
2,538	2,472	PROFIT FOR THE PERIOD (A)	2,406	10,114
		OTHER COMPREHENSIVE INCOME		
		Items that will not be reclassified subsequently to profit or loss		
-	10	Remeasurements of the net defined benefit plans	15	36
-	(2)	Tax on above	(4)	(9)
		Items that will be reclassified subsequently to profit or loss		
(1)	2	Fair value of debt instruments through other comprehensive income	2	2
0	(0)	Tax on above	(0)	(0)
(1)	4	Fair value of cash flow hedges through other comprehensive income	4	(1)
(0)	(2)	Tax on above	(2)	(3)
(2)	12	OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)	15	25
2,536	2,484	TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	2,421	10,139
235	235	Paid up Equity Share Capital (Face value of Re. 1 per share)	235	235
		Other Equity		50,738
		Earnings per equity share (Face value of Re. 1 each)		
10.80	10.52	Basic (in Rs.)	10.25	43.05
10.80	10.52	Diluted (in Rs.)	10.25	43.05

STANDALONE SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

(Rs. in Crores)

(Rs. in Crores)

Unaudited Results for the the quarter ended 30th June		Particulars	Audited Results for the	
			quarter ended 31st March	year ended 31st March
2024	2023			2024
		Segment Revenue (Sales and Other operating income)		
5,675	5,425	- Home Care	5,715	21,900
3,199	3,103	- Beauty & Wellbeing	2,987	12,753
2,386	2,498	- Personal Care	2,063	9,412
3,850	3,797	- Foods & Refreshment	3,911	15,292
229	325	- Others (includes Exports, Consignment, etc.)	181	1,112
15,339	15,148	Total Segment Revenue	14,857	60,469
		Segment Results		
1,109	991	- Home Care	1,081	4,033
1,006	1,026	- Beauty & Wellbeing	917	4,165
418	446	- Personal Care	371	1,637
736	681	- Foods & Refreshment	739	2,851
39	120	- Others (includes Exports, Consignment, etc.)	38	407
3,308	3,264	Total Segment Results	3,146	13,093
		Unallocable items:		
(48)	(37)	Exceptional Items (net charge)	(17)	(89)
(85)	(47)	Finance Costs	(102)	(302)
257	185	Other Income	220	973
3,432	3,365	Total Profit Before Tax	3,247	13,675
		Segment Assets		
4,781	4,206	- Home Care	4,518	4,518
3,461	3,423	- Beauty & Wellbeing	3,544	3,544
3,141	2,825	- Personal Care	3,013	3,013
50,606	49,752	- Foods & Refreshment	50,666	50,666
185	689	- Others (includes Exports, Consignment, etc.)	388	388
13,404	11,773	- Unallocable corporate assets	14,947	14,947
75,578	72,668	Total Assets	77,076	77,076
		Segment Liabilities		
4,806	4,240	- Home Care	5,068	5,068
3,753	3,658	- Beauty & Wellbeing	3,251	3,251
2,764	2,645	- Personal Care	2,428	2,428
3,920	3,369	- Foods & Refreshment	3,734	3,734
169	424	- Others (includes Exports, Consignment, etc.)	142	142
12,296	10,793	- Unallocable corporate liabilities	11,480	11,480
27,708	25,129	Total Liabilities	26,103	26,103

Notes:

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other Income mainly includes interest income, dividend income and income from current investments (net).

Segment Assets and Segment Liabilities are as at 30th June 2024, 31st March 2024 and 30th June 2023. Unallocable corporate assets less Unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

2. The figures for the quarter ended 31st March 2024 are the balancing figures between audited figures in respect of full financial year and the limited reviewed published year to date figures up to the third quarter of the financial year ended 31st March 2024.

3. With effect from 1st April 2024, 'Beauty and Personal Care' segment has been split into 'Beauty & Wellbeing' and 'Personal Care'. Comparative information has been presented accordingly.

Registered Office : Unilever House, B.D. Sawant Marg, Chakala, Andheri East, Mumbai 400 099.

CIN : L15140MH1933PLC002030. Tel : +91 (22) 5043 3000.

Email: levercare.shareholder@unilever.com

Notes to standalone financial results:

1. Total sales at Rs. 15,166 crores grew by 2% during the quarter.
2. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs. 3,606 crores [JQ 23: Rs. 3,521 crores] grew by 2%. EBITDA margin at 23.8% increased by 20 bps vs JQ 23.
3. Profit after tax before exceptional items for the quarter at Rs. 2,572 crores [JQ 23: Rs. 2,500 crores] grew by 3%.
4. Exceptional items in JQ 24 include restructuring expenses of Rs. 48 crores [JQ 23: Rs. 47 crores] and acquisition and disposal related Rs. Nil [JQ 23: Rs.10 crores savings]
5. Profit after tax for the quarter at Rs. 2,538 crores [JQ 23: Rs. 2,472 crores] grew by 3%.
6. The Board of Directors at their meeting held on 15th July 2024 has approved the sale and divestment of the Company's Water Purification business carried under the brand 'Pureit', subject to customary closing conditions. This has no impact on the financial results for the quarter ended 30th June 2024.
7. The figures for the quarter ended 31st March 2024 are the balancing figure between audited figures in respect of full financial year and the limited reviewed published year to date figures up to the third quarter of the financial year ended 31st March 2024.
8. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 23rd July 2024.
9. The statutory auditors have issued an unmodified report on the above results.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 23rd July 2024.

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: 23rd July 2024

By order of the Board of Directors

**ROHIT
JAWA**

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Rohit Jawa
Managing Director and Chief Executive Officer
[DIN: 10063590]

**Aasheesh
Arjun Singh**

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Independent Auditor's Review Report on the Consolidated Unaudited Quarterly Financial Results of the Company pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)

To the Board of Directors of **Hindustan Unilever Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of **Hindustan Unilever Limited** ('the Holding Company'), its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), and its joint venture (refer Annexure 1 for the list of subsidiaries and joint venture included in the Statement) for the quarter ended 30 June 2024, being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) ('Listing Regulations').
2. This Statement, which is the responsibility of the Holding Company's management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under Section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the Listing Regulation, to the extent applicable.

4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review report of the other auditor referred to in paragraph 5 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.

5. We did not review the interim financial information of one (1) subsidiary, Unilever Nepal Limited, included in the Statement, whose interim financial information reflects total revenues of ₹ 131 crores, total net profit after tax of ₹ 33 crores, total comprehensive income of ₹ 33 crores, for the quarter, as considered in the Statement. This interim financial information has been reviewed by other auditor whose review report has been furnished to us by the management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of this subsidiary is based solely on the review report of such other auditor and the procedures performed by us as stated in paragraph 3 above.

Our conclusion is not modified in respect of this matter with respect to our reliance on the work done by and the report of the other auditor.

6. The Statement includes the Group's share of net loss after tax of ₹ 2 crores and total comprehensive loss of ₹ 2 crores for the quarter, in respect of one (1) joint venture, Nutritionalab Private Limited, based on their interim financial information, which have not been reviewed by their auditor, and has been furnished to us by the Holding Company's management. Our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this joint venture, is based solely on such unreviewed/unaudited interim financial information. According to the information and explanations given to us by the management, this interim financial information is not material to the Group.

Our conclusion is not modified in respect of this matter with respect to our reliance on the financial information certified by the management.

7. The review of consolidated unaudited quarterly financial results for the quarter ended 30 June 2023 and audit of consolidated financial results for the quarter and year ended 31 March 2024 included in the Statement was carried out and reported by B S R & Co. LLP who have expressed an unmodified conclusion vide their review report dated 20 July 2023 and an unmodified opinion vide their audit report dated 24 April 2024, respectively, whose reports have been furnished to us and which have been relied upon by us for the purpose of our review of the Statement. Our conclusion is not modified in respect of this matter.

For Walker Chandiok & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013

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Arjun Singh

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Aasheesh Arjun Singh

Partner

Membership No. 210122

UDIN: 24210122BKEWLN6435

Place: Mumbai

Date: 23 July 2024

Annexure 1

List of entities included in the Statement

Holding Company

- 1) Hindustan Unilever Limited

Subsidiary Companies

- 1) Unilever India Exports Limited *
- 2) Unilever India Limited
- 3) Lakme Lever Private Limited
- 4) Unilever Nepal Limited
- 5) Zywie Ventures Private Limited
- 6) Zenherb Labs Private Limited
- 7) Daverashola Estates Private Limited
- 8) Hindustan Unilever Foundation
- 9) Hindlever Trust Limited
- 10) Levers Associated Trust Limited
- 11) Levindra Trust Limited

Joint Venture

- 1) Nutritionalab Private Limited

* Pond's Export Limited and Jamnagar Properties Private Limited have merged with Unilever India Exports Limited w.e.f. 13 February 2024.



CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2024

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
			quarter ended 31st March	year ended 31st March
2024	2023			2024
		Revenue from operations		
15,497	15,240	Sale of products	15,013	60,852
26	27	Sale of services	28	114
184	229	Other operating revenue	169	930
257	183	Other income	231	811
15,964	15,679	TOTAL INCOME	15,441	62,707
		EXPENSES		
4,874	4,820	Cost of materials consumed	4,611	19,257
2,728	2,643	Purchases of stock-in-trade	2,568	10,514
(57)	216	Changes in inventories of finished goods, work-in-progress and stock-in-trade	78	(11)
656	705	Employee benefits expense	832	3,009
93	50	Finance costs	105	334
329	286	Depreciation and amortisation expense	320	1,216
		Other expenses		
1,681	1,505	Advertising and promotion	1,616	6,489
2,081	1,942	Others	1,970	7,975
12,385	12,167	TOTAL EXPENSES	12,100	48,783
3,579	3,512	Profit before exceptional items and tax and before share of equity accounted investee	3,341	13,924
(2)	(1)	Share of profit / (loss) of equity accounted investee, net of tax	0	(4)
3,577	3,511	Profit before exceptional items and tax	3,341	13,920
(48)	(37)	Exceptional items [net credit/ (charge)]	78	6
3,529	3,474	Profit before tax	3,419	13,926
		Tax expenses		
(853)	(864)	Current tax	(870)	(3,521)
(64)	(54)	Deferred tax credit/(charge)	12	(123)
2,612	2,556	PROFIT FOR THE PERIOD (A)	2,561	10,282
		OTHER COMPREHENSIVE INCOME		
		Items that will not be reclassified subsequently to profit or loss		
-	10	Remeasurements of the net defined benefit plans	15	36
-	(2)	Tax on above	(4)	(9)
		Items that will be reclassified subsequently to profit or loss		
(1)	2	Fair value of debt instruments through other comprehensive income	2	2
0	(0)	Tax on above	(0)	(0)
(1)	4	Fair value of cash flow hedges through other comprehensive income	4	(1)
(0)	(2)	Tax on above	(2)	(3)
(2)	12	OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)	15	25
2,610	2,568	TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	2,576	10,307
		Net Profit attributable to		
2,610	2,554	a) Owners of the Holding Company	2,558	10,277
2	2	b) Non-controlling interest	3	5
		Other comprehensive income attributable to		
(2)	12	a) Owners of the Holding Company	15	25
-	-	b) Non-controlling interest	0	0
		Total comprehensive income attributable to		
2,608	2,566	a) Owners of the Holding Company	2,573	10,302
2	2	b) Non-controlling interest	3	5
235	235	Paid up Equity Share Capital (Face value of Re. 1 per share)	235	235
		Other Equity		50,983
		Earnings per equity share (Face value of Re. 1 each)		
11.11	10.87	Basic (in Rs.)	10.89	43.74
11.11	10.87	Diluted (in Rs.)	10.89	43.74

CONSOLIDATED SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
2024	2023		quarter ended 31st March	year ended 31st March
2024	2023		2024	2024
		Segment Revenue (Sales and Other operating income)		
5,673	5,421	- Home Care	5,709	21,882
3,281	3,170	- Beauty & Wellbeing	3,062	13,037
2,386	2,498	- Personal Care	2,063	9,411
3,850	3,797	- Foods & Refreshment	3,910	15,291
517	610	- Others (includes Exports, Consignment, etc.)	466	2,275
15,707	15,496	Total Segment Revenue	15,210	61,896
		Segment Results		
1,136	1,013	- Home Care	1,111	4,127
1,001	1,023	- Beauty & Wellbeing	912	4,149
425	449	- Personal Care	379	1,661
736	681	- Foods & Refreshment	739	2,851
117	213	- Others (includes Exports, Consignment, etc.)	74	659
3,415	3,379	Total Segment Results	3,215	13,447
(2)	(1)	Add/(Less): Share of profit / (loss) of equity accounted investee, net of tax	0	(4)
		Unallocable items:		
(48)	(37)	Exceptional Items [net credit/(charge)]	78	6
(93)	(50)	Finance Costs	(105)	(334)
257	183	Other Income	231	811
3,529	3,474	Total Profit Before Tax	3,419	13,926
		Segment Assets		
5,225	4,614	- Home Care	5,016	5,016
4,019	3,986	- Beauty & Wellbeing	4,085	4,085
3,567	3,206	- Personal Care	3,429	3,429
50,606	49,752	- Foods & Refreshment	50,666	50,666
965	1,482	- Others (includes Exports, Consignment, etc.)	1,126	1,126
12,758	11,010	- Unallocable corporate assets	14,177	14,177
77,140	74,050	Total Assets	78,499	78,499
		Segment Liabilities		
4,871	4,273	- Home Care	5,203	5,203
3,888	3,781	- Beauty & Wellbeing	3,374	3,374
2,796	2,689	- Personal Care	2,459	2,459
3,920	3,369	- Foods & Refreshment	3,734	3,734
567	688	- Others (includes Exports, Consignment, etc.)	440	440
12,700	11,325	- Unallocable corporate liabilities	11,866	11,866
28,742	26,125	Total Liabilities	27,076	27,076

Notes:

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other Income mainly includes interest income, dividend income and income from current investments (net).

Segment Assets and Segment Liabilities are as at 30th June 2024, 31st March 2024, and 30th June 2023. Unallocable corporate assets less Unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

2. The figures for the quarter ended 31st March 2024 are the balancing figures between audited figures in respect of full financial year and the limited reviewed published year to date figures up to the third quarter of the financial year ended 31st March 2024.

3. With effect from 1st April 2024, 'Beauty and Personal Care' segment has been split into 'Beauty & Wellbeing' and 'Personal Care'. Comparative information has been presented accordingly.

Registered Office : Unilever House, B.D. Sawant Marg, Chakala, Andheri East, Mumbai 400 099.

CIN : L15140MH1933PLC002030. Tel : +91 (22) 5043 3000.

Email: levercare.shareholder@unilever.com

Notes to consolidated financial results:

1. Total sales at Rs. 15,523 crores grew by 2% during the quarter.
2. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs. 3,744 crores [JQ 23: Rs. 3,665 crores] grew by 2%. EBITDA margin at 24.1 % increased by 10 bps vs JQ 23.
3. Exceptional items in JQ 24 include restructuring expenses of Rs. 48 crores [JQ 23: Rs. 47 crores], acquisition and disposal related Rs. Nil [JQ 23: Rs. 10 crores savings]
4. Profit after tax for the quarter at Rs. 2,612 crores [JQ23: Rs. 2,556 crores] grew by 2%.
5. The Board of Directors at their meeting held on 15th July 2024 has approved the sale and divestment of the Company's Water Purification business carried under the brand 'Pureit', subject to customary closing conditions. This has no impact on the financial results for the quarter ended 30th June 2024.
6. The figures for the quarter ended 31st March 2024 are the balancing figure between audited figures in respect of full financial year and the limited reviewed published year to date figures up to the third quarter of the financial year ended 31st March 2024.
7. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 23rd July 2024.
8. The statutory auditors have issued an unmodified report on the above results.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 23rd July 2024.

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: 23rd July 2024

By order of the Board of Directors

**ROHIT
JAWA**

Rohit Jawa
Managing Director and Chief Executive Officer
[DIN: 10063590]

Digitally signed by
ROHIT JAWA
Date: 2024.07.23
15:26:20 +05'30'

**Aasheesh
Arjun Singh**

Digitally signed by
Aasheesh Arjun Singh
Date: 2024.07.23
15:35:14 +05'30'