



## Hindustan Unilever Limited

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

Tel: +91 (22) 3983 0000  
Web: www.hul.co.in  
CIN: L15140MH1933PLC002030

18th July, 2016

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,

**Sub: Outcome of the Board Meeting held on 18th July, 2016**

This is further to our letter dated 8th July, 2016, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 30th June, 2016. Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Board of Directors in their meeting held today:

1. have approved the unaudited financial results for the quarter ended 30th June, 2016. We attach herewith a copy of the approved unaudited financial results along with the limited review report of the auditors. A copy of the Press Release issued in this regard is also attached herewith.

We are arranging to publish these results in the newspapers as per the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

2. have approved the company's intention to divest its shareholding in Kimberly-Clark Lever Private Limited (KCLL) to its JV partner, Kimberly-Clark Corporation (KCC). The above decision is in line with HUL's objective to focus on its core business. KCC remains committed to building the business for the long term in India and growing its core categories. Over the next several months, both HUL and KCC will work together to define the terms and the future operating model for the business. In the interim both parties are committed to ensuring that the business operations continue as usual and the transition is smooth.

HUL and KCC have enjoyed a long-standing partnership for over two decades and have built a strong foundation for the Baby & Child Care and Feminine Care business in India under the brands 'Huggies' and 'Kotex' respectively. The JV was formed as a 50:50 partnership in 1995 bringing together HUL's strength in sales & distribution and category expertise from KCC.

3. have approved the changes in the Management Committee of the Company, with the appointment of Mr. Srinandan Sundaram as Executive Director, Sales and Customer Development of the Company replacing Mr. Punit Misra, who has decided to pursue an opportunity outside the Company. This change will be effective from 1<sup>st</sup> September, 2016. A press release issued in this regard is attached.



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4. the Company has decided to set up new manufacturing unit in Assam with the proposed investment of about Rs.1000 crores. This investment is subject to receipt of requisite approvals and clearances. The new unit will augment the production capacity of Personal Care products for the Company. A press release issued in this regard is attached.

Please take the above information on record.

Thanking You.

Yours faithfully,  
For Hindustan Unilever Limited



**Dev Bajpai**  
Executive Director (Legal & Corporate Affairs)  
and Company Secretary  
Membership No. F3354

# BSR & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## Review report

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

We have reviewed the accompanying statement of unaudited financial results ('the Statement') of Hindustan Unilever Limited ('the Company') for the quarter ended 30 June 2016 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

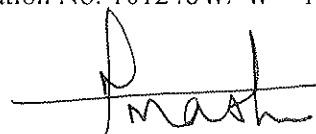
This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity' issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable Accounting Standards i.e. Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **BSR & Co. LLP**  
*Chartered Accountants*

Firm's Registration No: 101248W/ W – 100022



**Akeel Master**  
*Partner*

Membership No: 046768

Mumbai  
18 July 2016

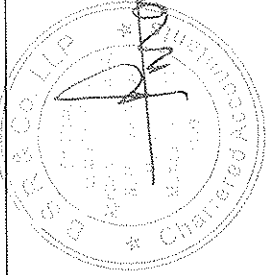
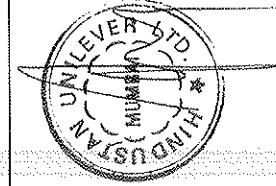


Hindustan Unilever Limited

## HINDUSTAN UNILEVER LIMITED

### STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE 2016

Particulars	Unaudited Results for the Quarter ended		Audited Results for the Quarter ended 31st March 2016	Audited Results for the Year ended 31st March 2016
	2016	2015		
1.a. Net Sales from Operations (Net of excise duty)	7,987.74	7,712.71	7,584.90	30,499.07
1.b. Other Operating Income	140.44	131.76	136.26	561.90
1. Total Income from operations (net) [1.a. + 1.b.]	8,128.18	7,844.47	7,721.16	31,060.97
2. Expenses (sum of (a) to (g))	6,585.58	6,407.39	6,338.37	25,632.58
a) Cost of materials consumed	2,918.05	2,833.36	2,844.17	11,267.04
b) Purchases of stock-in-trade	1,089.23	1,022.24	976.89	3,951.15
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(51.80)	41.97	(52.24)	87.11
d) Employee benefits expense	426.51	367.92	442.57	1,572.80
e) Depreciation and amortisation expense	93.29	74.93	87.52	320.75
f) Advertising & Promotions	879.75	892.73	865.45	3,599.97
g) Other expenses	1,230.55	1,184.24	1,174.01	4,833.76
3. Profit from operations before other income, finance costs and exceptional items (1-2)	1,542.60	1,437.08	1,382.79	5,428.39
4. Other income	107.59	122.96	101.42	563.81
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	1,650.19	1,560.04	1,484.21	5,992.20
6. Finance costs	5.95	4.67	1.58	15.27
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	1,644.24	1,555.37	1,482.63	5,976.93
8. Exceptional items - net credit/(charge)	70.77	9.76	51.19	(30.80)
9. Profit from Ordinary Activities Before Tax (7+8)	1,715.01	1,565.13	1,533.82	5,946.13
10. Tax expense	541.11	485.97	420.28	1,809.60
11. Net Profit from Ordinary Activities After Tax (9-10)	1,173.90	1,069.16	1,113.54	4,136.53
12. Extraordinary items	-	-	-	-
13. Net Profit for the period (11+12)	1,173.90	1,069.16	1,113.54	4,136.53
14. Paid up Equity Share Capital (face value Re. 1 per share)	216.42	216.38	216.39	216.39
15. Reserves excluding Revaluation Reserve as per Balance Sheet	-	-	-	6,062.74
16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	5.42	4.94	5.15	19.12
(b) Diluted - Rs.	5.42	4.94	5.15	19.11
16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised):				
(a) Basic - Rs.	5.42	4.94	5.15	19.12
(b) Diluted - Rs.	5.42	4.94	5.15	19.11



**SEGMENT WISE REVENUE, RESULTS, ASSETS, LIABILITIES AND CAPITAL EMPLOYED**

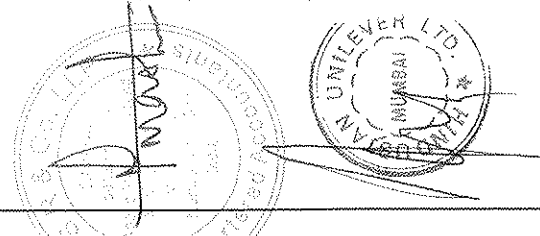
Particulars	Unaudited Results for the		Audited Results for the Quarter ended 31st March 2016	Audited Results for the year 31st March 2016
	Quarter ended 30th June 2015	Quarter ended 30th June 2016		
<b>Segment Revenue (Sales and Other operating income)</b>				
- Home Care	2,559.64	2,397.24	2,485.22	9,649.60
- Personal Care	3,898.60	3,817.10	3,507.82	14,857.74
- Foods	266.99	255.04	282.09	1,075.63
- Refreshments	1,191.16	1,129.65	1,152.89	4,398.68
- Others (includes Exports, Infant & Feminine Care etc.)	197.51	235.57	285.50	1,042.51
<b>Total Segment Revenue</b>	<b>8,113.90</b>	<b>7,834.60</b>	<b>7,713.52</b>	<b>31,024.16</b>
Less: Inter Segment Revenue	-	-	-	-
<b>Net Segment Revenue</b>	<b>8,113.90</b>	<b>7,834.60</b>	<b>7,713.52</b>	<b>31,024.16</b>
<b>Segment Results (Profit before tax and interest from ordinary activities)</b>				
- Home Care	355.85	290.09	302.31	1,052.65
- Personal Care	1,021.36	1,018.43	902.65	3,802.33
- Foods	16.97	21.39	38.11	110.77
- Refreshments	192.06	178.61	194.32	679.38
- Others (includes Exports, Infant & Feminine Care etc.)	(9.47)	(2.15)	13.52	9.29
<b>Total Segment Results</b>	<b>1,576.77</b>	<b>1,506.37</b>	<b>1,450.91</b>	<b>5,654.42</b>
Less: Finance Costs	(5.95)	(4.67)	(1.58)	(15.27)
Add/(Less): Other unallocable income net of unallocable expenditure	144.19	63.43	84.49	306.98
<b>Total Profit Before Tax from ordinary activities</b>	<b>1,715.01</b>	<b>1,565.13</b>	<b>1,533.82</b>	<b>5,946.13</b>
<b>Segment Assets</b>				
- Home Care	1,835.88	1,749.82	1,781.39	1,781.39
- Personal Care	3,729.90	3,289.02	3,278.59	3,278.59
- Foods	321.68	318.52	318.52	318.52
- Refreshments	1,479.46	1,404.29	1,664.47	1,664.47
- Others (includes Exports, Infant & Feminine Care etc.)	187.94	214.17	192.22	192.22
- Unallocable corporate assets	8,356.46	8,306.20	6,684.38	6,684.38
<b>Total Segment Assets</b>	<b>15,911.32</b>	<b>15,296.76</b>	<b>13,919.57</b>	<b>13,919.57</b>
<b>Segment Liabilities</b>				
- Home Care	2,257.36	2,143.86	2,044.97	2,044.97
- Personal Care	3,739.72	3,848.12	3,437.37	3,437.37
- Foods	291.31	299.69	285.88	285.88
- Refreshments	705.42	924.07	777.07	777.07
- Others (includes Exports, Infant & Feminine Care etc.)	69.30	99.87	62.59	62.59
- Unallocable corporate liabilities	3,870.49	3,108.19	1,032.56	1,032.56
<b>Total Segment Liabilities</b>	<b>10,933.60</b>	<b>10,423.80</b>	<b>7,640.44</b>	<b>7,640.44</b>
<b>Capital Employed (Segment assets less Segment liabilities)</b>				
- Home Care	(421.48)	(394.04)	(263.58)	(263.58)
- Personal Care	(9.82)	(559.10)	(158.78)	(158.78)
- Foods	30.37	33.57	32.64	32.64
- Refreshments	774.04	480.22	887.40	887.40
- Others (includes Exports, Infant & Feminine Care etc.)	118.64	114.30	129.63	129.63
- Unallocable corporate assets less liabilities	4,485.97	5,198.01	5,651.82	5,651.82
<b>Total Capital Employed</b>	<b>4,977.72</b>	<b>4,872.96</b>	<b>6,279.13</b>	<b>6,279.13</b>

**Notes on Segment Information:**

1. Segment Revenue, Results, Assets, Liabilities and Capital Employed figures 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.

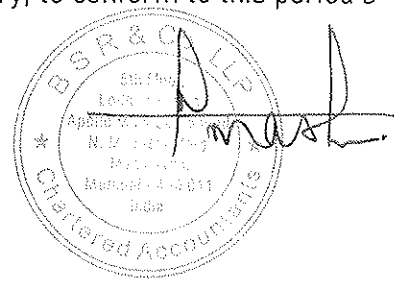
Capital Employed figures are as at 30th June 2016, 31st March, 2016 and 30th June 2015. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

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



## Notes:

1. The financial results are in compliance with Ind AS subsequent to its adoption with effect from 1st April 2015 pursuant to Ministry of Corporate Affairs notification dated 16th February 2015 notifying the Companies (Indian Accounting Standard) Rules 2015. The comparative figures for the previous periods have been restated to conform to the current period. A Limited Review by the Statutory Auditors for the quarter and comparable previous quarter has also been completed. The Report does not have any impact on the above Results and Notes which need to be explained. Additionally, Limited Review by the Statutory Auditors for the quarter ended 30<sup>th</sup> September, 2015 and 31<sup>st</sup> December, 2015 has also been completed. The restated financial results for the quarter and year ended 31<sup>st</sup> March, 2016 has been audited by the Statutory Auditors. The restated financial results and reconciliation of net profit as per para 32 of Ind AS 101 for quarter ended 30<sup>th</sup> June, 2015, 30<sup>th</sup> September, 2015, 31<sup>st</sup> December, 2015 and 31<sup>st</sup> March, 2016 has been annexed herewith in Annexure 1.
2. The Company has organised the businesses into four categories viz. Home care, Personal care, Foods, Refreshments and residual segments for 'Others' and has also made changes in the Management Committee for this purpose. Accordingly, the company has reported its segmental results for these categories. This change complies with the Ind AS segment reporting principles, and is made effective from 1 April 2016. The comparative figures for the previous periods for segment reporting have been restated to conform to the new segments, refer Annexure 1 attached herewith.
3. Net Sales grew by 3.6% during the quarter with Domestic Consumer Business (FMCG) growing by 4.0% (excluding the impact of acquisition in current year & disposal in base year).
4. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 1,542.60 crores (JQ'15: Rs. 1,437.08 crores) grew by 7.3%.
5. Profit after tax before Exceptional Items (refer note 6 below) for the quarter is at Rs.1,127.73 crores (JQ'15: Rs. 1,062.80 crores) grew by 6.1%.
6. Exceptional items, net credit in JQ'16 includes one-time write-back of provision for employee benefits on account of plan amendments basis actuarial valuation Rs. 115 crores (JQ'15: Nil), profit on sale of surplus properties Rs. 0.24 crores (JQ'15: Rs. 10.77 crores), Acquisition-related costs Rs. 11.94 crores (JQ'15: Nil) and restructuring expenses Rs. 32.53 crores (JQ'15: Rs. 1.01 crores).
7. On 7 April 2016 the Company completed the acquisition of flagship brand 'Indulekha' from Mosons group for a total cash consideration of Rs. 330 crores and a deferred consideration of 10% on the domestic turnover of the brands each year, payable annually for a 5 year period commencing financial year 2018-19. The deal envisaged the acquisition of the trademarks 'Indulekha' and 'Vayodha', intellectual property, design and knowhow. The transaction is accounted as business combination as per Ind AS 103.
8. As per Ind AS the fair value gain or loss on re-measurement of Debt instruments are accounted for in Other Comprehensive Income. The Company has recognised Rs. 0.25 crores, benefit (net of taxes) [JQ'15: Rs. 0.63 crores, charge (net of taxes)].
9. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.




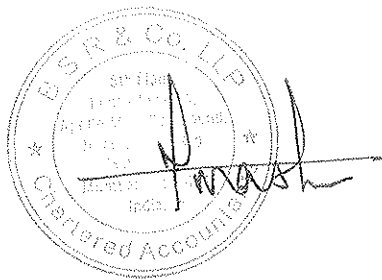
10. The text of the above statement was approved by the Board of Directors at their meeting held on 18<sup>th</sup> July, 2016.

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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Place: Mumbai  
Date: 18<sup>th</sup> July, 2016

By order of the Board

  
Sanjiv Mehta  
Managing Director & CEO  
[DIN: 06699923]





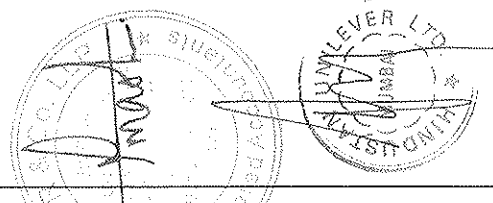
Hindustan Unilever Limited

# HINDUSTAN UNILEVER LIMITED

Annexure 1

RESTATED IND-AS FINANCIAL RESULTS & RECONCILIATION WITH PREVIOUS REPORTED NUMBERS FOR THE QUARTER ENDED 30TH JUNE, 2015, 30TH SEPTEMBER, 2015, 31ST DECEMBER, 2015, 31ST MARCH, 2016 AND YEAR ENDED 31ST MARCH, 2016

Particulars	Unaudited Results for the Quarter ended 30th June 2015		Unaudited Results for the Quarter ended 30th September 2015		Unaudited Results for the Quarter ended 31st December 2015		Audited Results for the Quarter ended 31st March 2016		Audited Results for the Year ended 31st March 2016	
1. a. Net Sales from Operations (Net of excise duty)		7,712.71	7,595.64	7,584.90	7,505.82	7,584.90	7,584.90	30,499.07		
b. Other Operating Income		131.76	135.75	158.13	158.13	136.26	136.26	561.90		
1. Total Income from operations (net) [1.a. + 1.b.]		7,844.47	7,731.39	7,743.03	7,663.95	7,721.16	7,721.16	31,060.97		
2. Expenses [sum of (a) to (g)]		6,407.39	6,470.89	6,470.89	6,415.93	6,338.37	6,338.37	25,632.56		
a) Cost of materials consumed		2,833.36	2,899.88	2,899.88	2,899.88	2,844.17	2,844.17	11,267.04		
b) Purchases of stock-in-trade		1,022.24	975.97	975.97	975.97	976.89	976.89	3,951.15		
c) Changes in inventories of finished goods, work-in-progress and stock-in-trade		41.97	20.68	20.68	76.70	(52.24)	(52.24)	87.11		
d) Employee benefits expense		357.92	375.39	375.39	396.92	442.57	442.57	1,572.80		
e) Depreciation and amortisation expense		74.93	76.14	76.14	82.16	87.52	87.52	320.75		
f) Advertising & Promotions		892.73	921.04	921.04	920.75	865.45	865.45	3,599.97		
g) Other expenses		1,184.24	1,201.79	1,201.79	1,273.72	1,174.01	1,174.01	4,833.76		
3. Profit from operations before other income, finance costs and exceptional items (1-2)		1,437.08	1,260.50	1,260.50	1,348.02	1,382.79	1,382.79	5,428.39		
4. Other income		122.96	194.36	194.36	145.07	101.42	101.42	563.81		
5. Profit from ordinary activities before finance costs and exceptional items (3+4)		1,560.04	1,454.86	1,454.86	1,493.09	1,484.21	1,484.21	5,992.20		
6. Finance costs		4.67	4.53	4.53	4.49	1.58	1.58	15.27		
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)		1,555.37	1,450.33	1,450.33	1,488.60	1,482.63	1,482.63	5,976.93		
8. Exceptional items - net credit/(charge)		9.76	(12.14)	(12.14)	9.76	51.19	51.19	(30.80)		
9. Profit from Ordinary Activities Before Tax (7+8)		1,565.13	1,438.19	1,438.19	1,498.36	1,533.82	1,533.82	5,946.13		
10. Tax expense		485.97	456.02	456.02	437.33	420.28	420.28	1,809.60		
11. Net Profit from Ordinary Activities After Tax (9-10)		1,069.16	982.17	982.17	1,061.03	1,113.54	1,113.54	4,136.53		
12. Extraordinary items		-	-	-	-	-	-	-		
13. Net Profit for the period (11+12)		1,069.16	982.17	982.17	1,061.03	1,113.54	1,113.54	4,136.53		
14. Other Comprehensive Income		(0.63)	(0.11)	(0.11)	(0.42)	(10.83)	(10.83)	(11.99)		
15. Total Comprehensive Income (13+14)		1,068.53	982.06	982.06	1,060.61	1,102.71	1,102.71	4,124.54		
Reconciliation of Net Profit as reported earlier: Net Profit for the period (as per IGAAP) Benefit/(Charge):		1,059.14	962.24	962.24	971.40	1,089.59	1,089.59	4,082.37		
(Increase)/Decrease in cost due to fair value accounting of share based payments		0.41	0.33	0.33	0.06	(0.28)	(0.28)	0.52		
Income accounted from unrecognised Plan asset in IGAAP reversed in Ind AS		(5.56)	(5.65)	(5.65)	(6.09)	(6.26)	(6.26)	(23.58)		
Expected return on plan assets now recognised in Ind AS		7.28	7.28	7.28	7.09	6.67	6.67	28.51		
Actuarial loss on Defined Benefit plans reclassified to Other Comprehensive Income		-	-	-	-	3.60	3.60	3.60		
Fair value gains on Financial Instruments		14.35	29.55	29.55	0.11	26.45	26.45	70.46		
One-time gain on discounting of non-current provisions		-	-	-	-	5.68	5.68	5.68		
Unwinding of discounted non-current provisions/liabilities		(1.13)	(1.03)	(1.03)	(0.97)	0.76	0.76	(2.37)		
Deferred Tax impact of above adjustments		(5.31)	(10.55)	(10.55)	(0.13)	(12.67)	(12.67)	(28.66)		
Net profit for the period (as per Ind-AS)		1,069.16	982.17	982.17	971.66	1,113.54	1,113.54	4,136.53		
Reconciliation of Net Sales as reported earlier: Net Sales for the period (as per IGAAP) Less: Advertisement & Promotions Expenses (including visibility spends, channel spends, sales incentives, other customer reimbursements etc.) Net Sales for the period (as per Ind-AS)		7,973.37	7,819.64	7,819.64	7,822.86	7,809.40	7,809.40	31,425.27		
Less: Advertisement & Promotions Expenses (including visibility spends, channel spends, sales incentives, other customer reimbursements etc.)		(260.66)	(224.00)	(224.00)	(217.04)	(224.50)	(224.50)	(926.20)		
Net Sales for the period (as per Ind-AS)		7,712.71	7,595.64	7,595.64	7,605.82	7,584.90	7,584.90	30,499.07		
Reconciliation of Advertising & Promotions as reported earlier: Advertising & Promotions for the period (as per IGAAP) Less: Advertisement & Promotions Expenses (including visibility spends, channel spends, sales incentives, other customer reimbursements etc. netted off with Sales) Advertising & Promotions for the period (as per Ind-AS)		1,153.39	1,145.04	1,145.04	1,137.79	1,089.95	1,089.95	4,526.17		
Less: Advertisement & Promotions Expenses (including visibility spends, channel spends, sales incentives, other customer reimbursements etc. netted off with Sales)		(260.66)	(224.00)	(224.00)	(217.04)	(224.50)	(224.50)	(926.20)		
Advertising & Promotions for the period (as per Ind-AS)		892.73	921.04	921.04	920.75	865.45	865.45	3,599.97		
Advertising & Promotions as a % to Net Sales (as per IGAAP)		14.47%	14.64%	14.64%	14.54%	13.96%	13.96%	14.40%		
Advertising & Promotions as a % to Net Sales (as per Ind-AS)		11.57%	12.13%	12.13%	12.11%	11.41%	11.41%	11.80%		



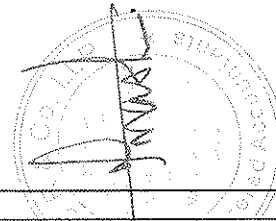


**RESTATED IND-AS SEGMENT WISE REVENUE, RESULTS, ASSETS, LIABILITIES AND CAPITAL EMPLOYED**

Particulars	(Rs. in Crores)			
	Standalone			
	Unaudited Results for the Quarter ended 30th June 2015	Unaudited Results for the Quarter ended 30th September 2015	Unaudited Results for the Quarter ended 31st December 2015	Audited Results for the Quarter ended 31st March 2016
<b>Segment Revenue (Sales and Other operating income)</b>				
- Home Care	2,397.24	2,401.61	2,365.53	2,485.22
- Personal Care	3,817.10	3,739.28	3,739.54	3,507.82
- Foods	255.04	266.68	271.82	282.09
- Refreshments	1,129.85	1,059.98	1,056.16	1,152.89
- Others (includes Exports, Infant & Feminine Care etc.)	235.57	254.54	266.90	285.50
<b>Total Segment Revenue</b>	<b>7,834.80</b>	<b>7,722.09</b>	<b>7,753.95</b>	<b>7,713.52</b>
Less: Inter Segment Revenue				
<b>Net Segment Revenue</b>	<b>7,834.80</b>	<b>7,722.09</b>	<b>7,753.95</b>	<b>7,713.52</b>
<b>Segment Results (Profit before tax and interest from ordinary activities)</b>				
- Home Care	290.09	224.61	235.64	302.31
- Personal Care	1,018.43	890.55	990.70	902.65
- Foods	21.39	16.36	34.91	38.11
- Refreshments	178.61	146.92	159.53	194.32
- Others (includes Exports, Infant & Feminine Care etc.)	(2.15)	4.31	(6.39)	13.52
<b>Total Segment Results</b>	<b>1,506.37</b>	<b>1,282.75</b>	<b>1,414.39</b>	<b>1,450.91</b>
Less: Finance Costs	(4.67)	(4.53)	(4.49)	(1.58)
Add/(Less): Other unallocable income net of unallocable expenditure	63.43	159.97	(0.91)	84.49
<b>Total Profit Before Tax from ordinary activities</b>	<b>1,565.13</b>	<b>1,438.19</b>	<b>1,408.99</b>	<b>1,533.82</b>
<b>Segment Assets</b>				
- Home Care	1,749.82	1,701.48	1,677.19	1,781.39
- Personal Care	3,289.02	3,197.21	3,139.38	3,278.59
- Foods	333.26	300.26	275.59	318.52
- Refreshments	1,404.29	1,349.66	1,529.91	1,664.47
- Others (includes Exports, Infant & Feminine Care etc.)	214.17	225.98	266.54	192.22
- Unallocable corporate assets	8,306.20	7,121.59	6,737.54	6,684.38
<b>Total Segment Assets</b>	<b>15,296.76</b>	<b>13,896.18</b>	<b>13,686.15</b>	<b>13,919.57</b>
<b>Segment Liabilities</b>				
- Home Care	2,143.86	2,134.84	2,303.31	2,044.97
- Personal Care	3,848.12	3,725.58	4,010.30	3,437.37
- Foods	289.69	292.84	314.94	285.88
- Refreshments	924.07	978.09	1,096.76	777.07
- Others (includes Exports, Infant & Feminine Care etc.)	99.87	65.47	152.34	62.59
- Unallocable corporate liabilities	3,108.19	840.57	643.71	1,032.56
<b>Total Segment Liabilities</b>	<b>10,423.80</b>	<b>8,037.39</b>	<b>8,521.36</b>	<b>7,640.44</b>
<b>Capital Employed (Segment assets less Segment liabilities)</b>				
- Home Care	(394.04)	(433.36)	(626.12)	(263.58)
- Personal Care	(559.10)	(528.37)	(870.92)	(158.78)
- Foods	33.57	7.42	(39.35)	32.64
- Refreshments	480.22	371.57	433.15	887.40
- Others (includes Exports, Infant & Feminine Care etc.)	114.30	160.51	114.20	129.63
- Unallocable corporate assets less liabilities	5,198.01	6,281.02	6,153.83	5,651.82
<b>Total Capital Employed</b>	<b>4,872.96</b>	<b>5,858.79</b>	<b>5,164.79</b>	<b>6,279.13</b>

**Notes on Segment Information:**

- Segment Revenue, Results, Assets, Liabilities and Capital Employed figures 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.
- Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.





Hindustan Unilever Limited

## RESULTS FOR QUARTER ENDING 30<sup>th</sup> JUNE 2016

### PROFITABLE VOLUME LED GROWTH SUSTAINED

Mumbai, July 18<sup>th</sup>, 2016: Hindustan Unilever Limited announced its results for the quarter ending 30<sup>th</sup> June 2016.

The financial results for the quarter have been prepared in compliance with the Indian Accounting Standards (Ind AS). Accordingly, with effect from 1<sup>st</sup> April 2016, the Company will report its results in the following four operating segments viz. Home Care, Personal Care, Foods and Refreshment, along with a residual category for 'Others'.

During the quarter, against the backdrop of a challenging environment where market growth further slowed down in both volume and value terms, the business continued to track ahead of market with sustained margin improvement. Domestic Consumer business growth was at 4%, with 4% underlying volume growth and operating margin expanded by 70 bps. The growth was broad based across the segments.

#### Home Care: Growth led by healthy volumes

In Fabric Wash, growth was driven by the premium segment with Surf, the largest brand sustaining its strong growth momentum. In Household Care, Vim liquids continued to do well while in Water, the strategic interventions taken to play in the wider market are starting to deliver, with devices registering robust growth in the quarter.

#### Personal Care: Step up in Personal Products, offset by deflation in Personal Wash

In Personal Wash, Lifebuoy, Pears and Dove led category volume growth while in Skin Care, growth was led by the premium segment with BB and CC creams delivering strong growth. Hair Care registered another quarter of volume led growth, with all key brands continuing to perform well. The acquisition of Indulekha was completed during the quarter and the brand started off on an encouraging note. In Oral Care, sampling activity was initiated during the quarter to induce trials on last quarter's relaunch of Pepsodent core with the 'best ever flavor'. Colour Cosmetics sustained innovation led growth with Lakme delivering another robust quarter on premium makeup. In Deodorants, Axe did well with the relaunch of the aerosol range during the quarter.

#### Refreshment: Steady growth

In Tea, Lipton Green Tea and the Natural Care portfolio led growth through market development. Coffee maintained its strong competitive position in a deflationary cost environment. Ice Cream & Frozen Desserts delivered another quarter of robust growth, driven by distribution expansion and sharper in-market execution.

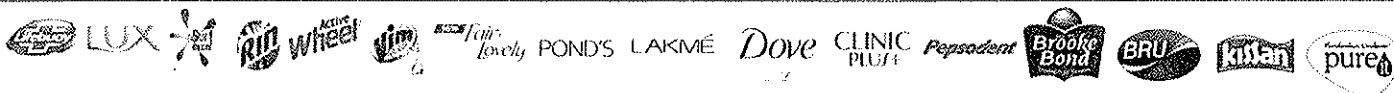
#### Foods: Healthy underlying growth driven by market development

Kissan sustained its strong growth on ketchups, while Knorr delivered robust growth on Instant Soups and Noodles.

#### Margin improvement sustained

Lower input costs resulted in 100 bps reduction in Cost of Goods Sold. Brand investments were maintained at competitive levels across segments. Profit before interest and tax (PBIT) grew by 7% and PBIT margin improved by 70 bps. Profit after tax before exceptional items, PAT (bei), grew by 6% to Rs.1128 Crores. Net Profit at Rs.1174 Crores, was up 10%, aided by a one-time write back of provision for pension benefits arising from plan amendments.

Harish Manwani, Chairman commented: "In slowing market conditions, the business is tracking ahead of the market with sustained margin improvement. We continue to make progress on our priorities of strengthening the core of our business whilst driving operational efficiencies. While the near term market growth is likely to remain muted, we are optimistic for the medium term and remain focussed on driving competitive and profitable growth."





## Hindustan Unilever Limited

### Press Release

### **HUL announces new appointment to Management Committee**

**Mumbai, July 18, 2016:** Hindustan Unilever Limited (HUL) today announced a key change in the Management Committee of the Company. Punit Misra, currently Executive Director and Vice President, Sales and Customer Development, has decided to leave Hindustan Unilever to pursue an external opportunity.

Srinandan Sundaram, currently Vice President, Skin Care, will take over from Punit as the Executive Director, Sales & Customer Development, and will join the HUL Management Committee. The change will be effective from 1<sup>st</sup> September, 2016.

Mr. Sanjiv Mehta, CEO & Managing Director, HUL, said, "I would like to welcome Srinandan to the HUL Management Committee and wish him success in his new role. Under Srinandan's leadership, the Hair and Skin Care businesses have seen strong growth fuelled by innovations and brilliant marketing."

"I would also like to thank Punit for his invaluable contribution to Unilever over the last twenty years. He passionately led a transformational Customer Development (CD) agenda which has helped strengthen the CD function of HUL. I wish him the very best for his future endeavours," Sanjiv added.

### Notes to editor:

#### **Srinandan Sundaram** (age: 41 years)

Srinandan joined the company as a Management Trainee in 1999. Over the past 17 years, Srinandan has had stints spanning Customer Development (CD) and Marketing across a number of categories. Srinandan has held leadership roles in CD across General Trade and Modern Trade. Since 2009, Srinandan has led several categories in the Personal Care business including Oral Care, Deodorants, Hair Care and most recently Skin Care.

#### **About Hindustan Unilever Limited**

Hindustan Unilever Limited (HUL) is India's largest Fast Moving Consumer Goods company touching the lives of two out of three Indians. HUL works to create a better future every day. We help people feel good, look good and get more out of life with brands and services that are good for them and good for others.

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**Telephone:** Prasad Pradhan - 022 39832429, R Rammohan - 022 39832413



## Hindustan Unilever Limited

### Press Release

## **HUL to set up new manufacturing unit in Assam**

### ***Proposes investment of Rs.1000 crore***

Mumbai, July 18, 2016: Hindustan Unilever Limited (HUL) has proposed to make an investment of about Rs.1000 crores towards the setting up of a new manufacturing unit in the vicinity of its existing factory premises in Doom Dooma, Assam. This investment is subject to receipt of requisite approvals and clearances. The new unit that is envisaged to be commissioned in early 2017, will augment the production capacity of Personal Care products for HUL.

HUL has a manufacturing facility in Doom Dooma Industrial Estate of Upper Assam. The facility was originally set up in 2001 and currently houses three manufacturing units that produce Personal Care products (shampoo, skin creams and toothpaste).

The Government of Assam has been looking at attracting investment into the state by offering favourable policies that encourage and incentivise companies to set up manufacturing units. With over 15 years of operating experience in the State and considering the support from the State Government and the local community, HUL has decided to set up the new manufacturing unit in Assam.

It is also intended to encourage suppliers to establish units for packing material supplies and it is expected that the new unit will lead to the creation of ancillary, logistics and warehousing opportunities within the region.

This proposal is consistent with HUL's commitment to Make in India and a reflection of its priority to invest for sustained growth. Given the attractive outlook that the Company sees in Personal Care, the additional capacity will support the growth ambition and enable the business better serve its consumers. HUL has a wide footprint of manufacturing operations with over 30 factories located across India.

### **About Hindustan Unilever Limited**

Hindustan Unilever Limited (HUL) is India's largest Fast Moving Consumer Goods company with its products touching the lives of nine out of ten households in India. HUL works to create a better future every day.

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