



# Hindustan Unilever Limited

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

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Web: www.hul.co.in  
CIN: L15140MH1933PLC002030

17th January, 2018

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 17th January, 2018**

This is further to our letter dated 8th January, 2018, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 31st December, 2017.

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'), we would like to inform you that the Board of Directors in their meeting held today have approved the unaudited financial results for the quarter ended 31st December, 2017. 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 attached herewith.

We are arranging to publish these results in the newspapers as per Regulation 47 of Listing Regulations.

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  
DIN : 00050516 / Membership No. F3354



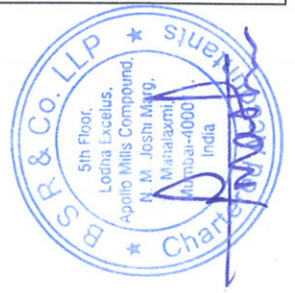
Encl: as above



# HINDUSTAN UNILEVER LIMITED

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

STANDALONE		Unaudited Results for the Quarter ended		Particulars	STANDALONE	
		31st December 2017	30th Sep 2017		Unaudited Results for the Nine months ended 31st December 2017	Unaudited Results for the Year ended 31st March 2017
8,323	8,124	8,199	8,199	Revenue from operations	25,616	33,895
267	193	110	110	Sale of products (including excise duty)	505	592
152	83	204	204	Other operating revenue	469	526
<b>8,742</b>	<b>8,400</b>	<b>8,513</b>	<b>8,513</b>	Other income	<b>26,590</b>	<b>35,013</b>
3,188	2,574	2,885	2,885	<b>EXPENSES</b>	8,977	11,363
768	1,021	1,061	1,061	Cost of materials consumed	2,957	4,166
(51)	149	(17)	(17)	Purchases of stock-in-trade	(16)	156
-	612	-	-	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	693	218
491	409	435	435	Excise duty	1,345	1,924
5	5	6	6	Employee benefits expenses	16	1,232
121	100	115	115	Finance costs	350	22
1,107	885	1,023	1,023	Depreciation and amortisation expenses	3,035	396
1,407	1,312	1,240	1,240	Other expenses	3,902	3,470
<b>7,036</b>	<b>7,067</b>	<b>6,748</b>	<b>6,748</b>	Advertising and promotion	<b>21,259</b>	<b>28,858</b>
1,706	1,333	1,765	1,765	Others	4,535	6,155
(21)	153	36	36	Profit before exceptional items and tax	2	241
<b>1,685</b>	<b>1,486</b>	<b>1,801</b>	<b>1,801</b>	Exceptional items (net credit/ (charge))	5,333	6,396
(297)	(468)	(537)	(537)	Profit before tax	(1,452)	(1,865)
(62)	20	12	12	Tax expenses	5	(41)
<b>1,326</b>	<b>1,038</b>	<b>1,276</b>	<b>1,276</b>	Current tax	<b>3,886</b>	<b>4,490</b>
-	-	-	-	Deferred tax credit/(charge)	-	-
(1)	(1)	1	1	<b>PROFIT FOR THE PERIOD (A)</b>	-	(32)
0	0	(0)	(0)	OTHER COMPREHENSIVE INCOME	(3)	11
(1)	(1)	1	1	Items that will not be reclassified subsequently to profit or loss	1	(0)
1,325	1,037	1,277	1,277	Remeasurements of the net defined benefit plans	(2)	(20)
216	216	216	216	Tax on above	3,884	4,470
6.13	4.80	5.90	5.90	Items that will be reclassified subsequently to profit or loss	216	216
6.13	4.79	5.90	5.90	Fair value of debt instruments through other comprehensive income	15.28	20.75
				Tax on above	15.28	20.74
				<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)</b>	4,470	6,274
				<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)</b>	3,306	4,470
				Paid up Equity Share Capital (face value Re. 1 per share)	216	216
				Other Equity	17.95	20.75
				Earnings per equity share (Face value of Re 1 each)	17.95	20.74
				Basic (in Rs)	17.95	20.75
				Diluted (in Rs)	17.95	20.74







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

STANDALONE			Particulars	STANDALONE	
Unaudited Results for the Quarter ended		Audited Results for the Year ended		Unaudited Results for the	
31st December	30th Sep			2017	2016
2017	2016	2017	2017	2016	2017
2,741	2,689	2,739	8,527	8,342	11,346
4,090	3,980	3,910	12,368	12,230	16,304
300	279	282	866	829	1,124
1,248	1,164	1,222	3,816	3,548	4,848
211	195	150	529	617	819
<b>8,590</b>	<b>8,307</b>	<b>8,303</b>	<b>26,106</b>	<b>25,566</b>	<b>34,441</b>
<b>Segment Revenue (Sales and Other operating income)</b>					
- Home Care					
- Personal Care					
- Foods					
- Refreshments					
- Others (includes Exports, Infant & Feminine Care etc.)					
<b>Total Segment Revenue</b>					
<b>Segment Results (Profit from ordinary activities before tax and interest)</b>					
- Home Care					
- Personal Care					
- Foods					
- Refreshments					
- Others (includes Exports, Infant & Feminine Care etc.)					
<b>Total Segment Results</b>					
Less: Finance Costs					
Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure					
<b>Total Profit Before Tax from ordinary activities</b>					
<b>Segment Assets</b>					
- Home Care					
- Personal Care					
- Foods					
- Refreshments					
- Others (includes Exports, Infant & Feminine Care etc.)					
- Unallocable corporate assets					
<b>Total Segment Assets</b>					
<b>Segment Liabilities</b>					
- Home Care					
- Personal Care					
- Foods					
- Refreshments					
- Others (includes Exports, Infant & Feminine Care etc.)					
- Unallocable corporate liabilities					
<b>Total Segment Liabilities</b>					

**Notes on Segment Information:**

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





**Notes:**

1. According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the quarter ended 31st December, 2016 was reported inclusive of excise duty. Goods and Service Tax ("GST") has been implemented with effect from 1st July, 2017 which replaces Excise Duty and other input taxes. As per Ind AS 18, the revenue for the quarter ended 31st December, 2017 is reported net of GST.
2. In compliance with IND AS 20 on Government Grants, the amount of budgetary support under Goods and Service Tax, GST Refunds, to be received from the Government of India in relation to the existing eligible units under the different Industrial Promotion Schemes have been recognised as "Other Operating Income". In past periods these credits were netted off from the excise cost reported in the Statement of Profit and Loss.
3. Comparable Domestic Consumer sales growth and comparable EBITDA margin improvement (mentioned in note 4 and 5 below) for DQ 17 has been arrived at by adjusting:
  - a) Excise Duty, other net input taxes from reported sales of DQ 16, and
  - b) GST Refunds to the reported sales of DQ 17.
4. In view of the accounting impact as shared in note 1 to 3 above, while the Reported Net Sales grew by 2% during the quarter, Comparable Domestic Consumer sales grew by 17% during the quarter.
5. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs.1,680 crores (DQ 16: Rs 1,355 crores) grew by 24%. Comparable EBITDA margin improvement is 110 bps vs DQ 16.
6. Profit After Tax before Exceptional Items for the quarter at Rs 1,198 crores (DQ 16: Rs 920 crores) grew by 30%.
7. Exceptional items, net hit in DQ 17 includes restructuring expenses Rs.27 crores (DQ 16: Rs. 6 crores), profit on sale of surplus properties Rs.6 crores (DQ 16: Rs. 159 crores).
8. Profit After Tax for the quarter at Rs. 1,326 crores (DQ 16: Rs.1,038 crores) grew by 28 %.
9. Due to paucity of time, it was not possible to immediately pass on the benefit of the 15th November GST rate reductions on some of the pipeline stocks to the end consumers. An estimated value of Rs. 119 crores has been 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.
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, 2018.
12. The text of the above statement was approved by the Board of Directors at their meeting held on 17th January, 2018. 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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Place: Mumbai  
Date: 17<sup>th</sup> January, 2018



By order of the Board

Sanjiv Mehta  
Managing Director & CEO  
[DIN: 06699923]





# B S R & Co. LLP

Chartered Accountants

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Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

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Fax +91 (22) 4345 5399

## Limited Review Report on Quarterly Unaudited Financial Results of Hindustan Unilever Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### 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 and nine months ended 31 December 2017, attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

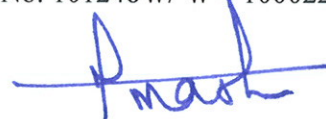
This statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the statement based on our review.

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 results 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 Statement prepared in accordance with applicable Accounting Standards i.e. Indian Accounting Standards ('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 and SEBI circular dated 5 July 2016 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP**  
*Chartered Accountants*

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



**Akeel Master**  
*Partner*

Membership No: 046768

Mumbai  
17 January 2018



Hindustan Unilever Limited

## RESULTS FOR THE QUARTER ENDING 31<sup>st</sup> DECEMBER 2017

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

**Mumbai, January 17<sup>th</sup>, 2018:** Hindustan Unilever Limited announced its results for the quarter ending 31<sup>st</sup> 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

