

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

17th January, 2019

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, 2019

This is further to our letter dated 7th January, 2019, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 31st December, 2018.

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

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5.2.23 9.18 Stee of podducts (including excise duty) 2.3 2.3 1.22 0.00 Cher operating merchane 2.43 2.63 3.18 3.18 3.343 Contex operating merchane 3.424 2.8 7.68 1.12 Contex operating merchane 3.424 2.8 2.8 7.68 1.12 Protrames of stock-th-frade 3.424 2.8 2.8 7.68 1.12 Protrames of stock-th-frade 3.445 2.1 2.1 1.107 1.107 1.106 2.1 2.445 2.3 2.445 2.3 1.107 1.106 Advertising and promotion 2.145 2.13 2.145 <td< th=""><th></th><th></th><th></th><th>Revenue from operations</th><th>0.07</th><th>1107</th><th>2018</th></td<>				Revenue from operations	0.07	1107	2018
1.20 8.172 3.00 3.00 5.172 Other foremally revenue (112) 4.28 5.172 4.28 5.23 4.28	100,8	8,323	9,138	Sale of products (including excise duty)	27,851	25,616	34,619
8,72 9,53 Orth, Income 23,25 24,65 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 26,55 27,75 27,12 27,04 27,12 27,04 27,12 27,14	106	152	305	C	428	505	599
3.188 3.345 Expension Expension 20020 200 768 7.81 7.82 Provises in morning of minine of goods (mounting attock-in-trade) and work. 1.34 2.425 2.425 2	9,664	8,742	9.539		546	469	569
3,188 3,342 Cost of metends consumed 9,921 9,923 9,921 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,921 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,923 9,9					C70'07	26,530	35,787
768 1/123 Durdhaes of stock-th-trade 3,23 3,23 3,23 3,23 3,23 2,23 <th2,23< th=""> 2,23 2,23 <th2< td=""><td>3,199</td><td>3,188</td><td>3,343</td><td></td><td>9.921</td><td>8 977</td><td>10/ 11</td></th2<></th2,23<>	3,199	3,188	3,343		9.921	8 977	10/ 11
(51) (60) Charges in inventiones of finabled goods (including stock-in-trade) and work. (128) 441 7 Enclose duy 1345 1345 121 1107 1107 1106 213 7 Depretedents and promotion 3304 330 1407 1106 Other expenses 330 3445 33 7,006 2,137 Depretedents 3445 33 345 21,13 7,006 2,137 Other expenses 33,045 33,045 33 345 345 33 345 345 33 345	1,337	768	1,182		3,424	2,957	3.812
41 43 Exceeded 13 Exceeded 13 14 13 14 13 13 14 13 13 13 13 13 13 13 13 13 13 13 13 13 13 14 13 14 13 14 13 14 13 14 13 14 13 14 13 14 13 14 13 14 13 13 13 13	(118)	(51)	(06)		(128)	(16)	(71)
431 Findhoyee benefits expenses 1345 121 100 Depresion and a mortisation expenses 21 1407 1106 Derresion and a mortisation expenses 3445 1407 1108 Anter expanses 3,445 7,036 2,157 Other expanses 3,445 1,107 1108 Anter expanses 3,445 7,036 2,157 Other expanses 3,445 1,706 2,167 Other expanses 3,445 1,706 2,167 Other expenses 2,355 1,726 2,167 Other expenses 2,355 1,685 2,152 Profit before tax 6,461 2,152 Profit before tax 2,162 4,418 1,326 1,325 Profit before tax 1,163 1,325 Profit before tax 1,162 4,418 1,325 Profit tor for exceptional in tax 6,451 1,325 Profit tor for exceptional in tax 6,451 1,325 Profit before tax 1,325	1	r		Excise duty		(200	
1 130 Protectation and amortisation expenses 230 1,107 1,108 Other expension and amortisation expenses 3445 1,407 1,108 Aventising and promotion 3,445 1,407 1,108 Aventising and promotion 3,445 1,407 1,238 Chare exceptional items and tax 3,445 1,706 2,187 Protit before exceptional items and tax 3,445 1,706 2,187 Protit before exceptional items and tax 3,445 (22) 1,358 2,152 2,153 2,451 1,368 2,152 Protit before exceptional items and tax 5,451 3,456 (23) 1,356 Protit before exceptional items and tax 5,451 5,237 (35) 5,152 Protit before exceptional items and tax 5,236 5,235 (35) 1,356 Protit before exceptional items and tax 5,451 5,451 (35) 1,356 Protit before exceptional items and tax 5,451 5,451 (36) Protit before exceptional items and tax 5,451<	465	491	438	Employee benefits expenses	1 315	093	693
121 130 Depreciation and amortisation expenses 300 1,107 1,108 Adventing and promotion 3,445 3,956 7,036 7,352 TAL EXPENSES 3,445 3,956 7,036 7,352 TOTL EXPENSES 3,445 3,956 1,706 2,187 Profit before expetional items and tax 5,396 3,956 1,706 2,187 Profit before exceptional items and tax 5,396 3,956 1,706 2,187 Profit before exceptional items and tax 5,396 2,374 1,685 2,162 Totak Expenses 2,396 2,374 1,685 2,172 Exceptional items filed caredit/charge) 6,471 1,685 1,526 Totak expenses 6,236 1,326 1,555 Definer during the order of the net defined benefit plans 1,493 1,326 1,526 Totak expenses 1,946 1,326 1,526 Totak comproblemention to profit or loss 1,1 1,326 1,526 Totak comproblemention to profit or loss 1,1	2	5	7	Finance costs	210	40,-	000
1,107 1,108 Othersing and promotion 3,445 7,038 7,352 TOTAL EXPENSES 3,445 7,036 7,352 TOTAL EXPENSES 3,445 7,036 2,147 Point before exceptional items and tax 6,451 (21) (23) Point before exceptional items and tax 6,451 (23) 2,142 Proint before exceptional items and tax 6,451 (23) 2,142 Proint before exceptional items and tax 6,451 (23) 2,142 Proint before exceptional items and tax 6,451 (23) 2,142 Proint before exceptional items and tax 6,451 (23) 2,142 Proint before exceptional items and tax 6,451 (23) Current ax (1,982) 6,135 (52) (57) Unrent ax (1,983) (52) Deferred tax credit/charge) (1,984) (52) Deferred tax tax (1,984) (52) Deferred tax credit/charge) (1,984) (52) Deferred tax (1,984) (1) Defere	133	121	130	Depreciation and amortisation expenses	390	350	478
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7,036 7,552 TOTAL EXPENSES 2,153 TOTAL EXPENSES 2,350 1,706 2,187 Portit before exceptional items and tax (1,56) 2,163 1,865 2,163 Exceptional items inet credit (charge) (1,56) (1,56) 1,865 2,163 Portit before exceptional items and tax (1,56) (1,56) 2,163 2,163 Tax exceptional items inet credit (charge) (1,843) (1,843) 2,163 1,520 050 Deferred tax credit (charge) (1,843) 1,326 1,520 0,550 Deferred tax credit (charge) (1,843) 1,325 1,520 Deferred tax credit (charge) (1,843) 1,00 0 Deferred tax credit (charge) (1,843) 1,00 Deferred tax credit (charge) (1,843) 1,00 Deferred tax credit (charge) (1,843) 1,00 Deferred tax credit (charge) (1,843) 1,1326 1,520 Deferred tax credit (charge) (1,843) 1,1326 1,521 Tax on above (1,910) 1,1326 1,521 Deferred basequently to profit or loss 1,1326 1,523 Tax on above (1,910) 1,1326 1,521 Differ CowhereHENSIVE INCOME FOR THE PERIOD (a)<	1,443	1.407	1 236		3,445	3,035	4,105
1,706 2,167 2,167 2,167 Profit before exceptional items (net credit (charge)) 6,451 (201) (35) Exceptional items (net credit (charge)) 6,451 6,451 (207) (677) Curft before tax (150) 6,451 (62) (577) Curft before tax (157) (150) (677) (677) Curft before tax (157) (154) (677) (677) Curft before tax (154) (67) (677) Curft before tax (154) (67) (677) Curft before tax (156) (67) (67) 0 Deferred tax credit/charge) (156) (67) (67) 0 Deferred tax credit/charge) (156) (67) 0 Deferred tax credit/charge) (156) (156) (67) 0 Deferred tax credit/charge) (156) (156) (67) 0 Deferred tax credit/charge) (156) (156) (7) 0 Deferred tax credit/charge) (156) (156) (7) 0 0 Deferred tax credit/charge) (156) (7) 0 0 Deferred tax credit/charge) (156) (10) 0 1	7,652	7,036	7,352	A.105	3,956	3,902	5,167
1,000 2,137 Exceptional items and tax 6,441 1,685 2,133 Exceptional items (net cedit (charge)) (156) 1,685 2,135 Porti before exceptional items (net cedit (charge)) (156) 1,326 7,73 Current tax (156) 0,01 0 Deferred tax credit/(charge) (154) 1,326 1,525 Profit before tax (154) 0,01 0 Deferred tax credit/(charge) (154) 1,336 1,525 Profit before tax (154) 1,326 0 Deferred tax credit/(charge) (154) 1,326 1,525 Profit before tax (164) 1 (1) (1) (1) (1) 1 (1) (1) (1) (1) 1 (1) (1) (1) (1) 1,325 1,525 Inter classified subsequently to profit or loss (1) 1,326 1,526 Inter than this under comprehensive income (1) 1,326 1,525 Inter classified subsequently to profit or loss (1) 1,326 1,526 Inter comprehensive income (1) 1,326 1,526 Inter comprehensive income (1) 1,326 1,5	0100				1.0/11	1,203	440
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(297) (677) (677) (677) (677) (773) (677) (773) (7843) (7843) (7843) (7843) (7843) (786)	1,950	1.685	2.152	ш	(156)	2	(62)
(52) (677) (677) (677) (677) (62) 50 Deferred tax credit/charge) 46 (1,326 1,326 1,326 1,326 (1,326 0.71E R COMPREHENSIVE INCOME 0.71E R COMPREHENSIVE INCOME 46 (1,1) 0.71 0.71E R COMPREHENSIVE INCOME 46 (1,1) 0.72 0.71E R COMPREHENSIVE INCOME 46 (1,1) 1.326 1.326 1.326 (1,1) 0 0 1.326 1.326 (1,1) 0 0 0 0 (1,1) 0 0 0 0 (1,2) 1.325 1.525 1.526 1.527 (1,1) 1.325 1.525 1.526 1.526 (1,2) 0 0 0 1.439 (1,2) 1.325 1.525 1.526 1.526 1.325 1.525 1.526 1.526 1.610 216 216 216 216 216 216 216 1.910 1.9 216 216 216 216 216 216 1.910 1.9 216 216 1.910 1.9 216			12.11		6,295	5,333	7,285
(62) 50 1,326 Deferred tax credit(charge) 46 4,438 1,326 1,525 ROFIT FOR THE PERIOD (A) 46 4,438 1,326 1,525 0.01HER COMPREHENSIVE INCOME terms that will not be reclassified subsequently to profit or loss Promesurements of the net defined benefit plans Tax on above 46 (1) (1) (0) Tax on above (1) (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) (216 216 Paid up Equity Share Capital (Face value Re. 1 per share) 216 (218 7.04 Basic (in Rs.) 20.78	(510)	(297)	(677)		(1.843)	(1.452)	(2 148)
1,320 1,324 PROFIT FOR THE PERIOD (A) 4,498 3,8 - - - 4,498 3,8 - - - - - 4,498 3,8 - - - - - - 4,498 3,8 - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - - (1) (0) 0 OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) - - - - 1,325 1,525 1,525 1,525 1,525 - - - -	4 444	(62)	50	Deferred tax credit/(charge)	46	5	100
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(1) (1) (2) Remeasurements of the net defined benefit plans Tax on above Tax on above Tax on above (1) (0) Fair value of debt instruments through other comprehensive income (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) 1,325 1,525 1,525 TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) 216 216 216 216 4,497 3,86 6.13 7.04 Bair up Equity Share Capital (Face value Re. 1 per share) 216 216 2704 Basic (in Rs.) 20.78 175				OTHER COMPREHENSIVE INCOME Items that will not be reclassified subsequently to profit or loss			
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(1) (0) Fair value of debt instruments through other comprehensive income (1) (0) 0 Tax on above (1) (1) (0) 0 OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) 3,8 (1) (1) (0) OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B) (1) (1) (1) (1) (1) (1) 3,8 (1) (2) 216 216 216 216 216 216 216 216 216 216 216 216 216 216 (1) 216 216 216 Paid up Equity Share Capital (Face value Re. 1 per share) 216 217 20.78 171 20.78 171 20.78 171 217				Items that will be reclassified subsequently to profit or loss			
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1,325 1,525 TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B) 4,497 216 216 216 216 216 216 216 704 Faid up Equity Share Capital (Face value Re. 1 per share) 216 213 7.04 Basic (in Rs.) 20.78	0	(1)	(0)		(1)	(2)	(12)
216 216 Paid up Equity Share Capital (Face value Re. 1 per share) 216 0ther Equity 0ther Equity Earnings per equity share (Face value of Re. 1 each) 200 6.13 7.04 Basic (in Rs.) 20.78	1,444	1,325	1,525	TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	4,497	3,884	5,225
6.13 6.13 7.04 Basic (in Rs.) 20.78 20.78	216	216	216	Paid up Equity Share Capital (Face value Re. 1 per share) Other Equity	216	216	216 6,859
6.13 7.04 Basic (in Rs.) 20.78				Earnings per equity share (Face value of Re. 1 each)			
0.13 / .04 Diluted (in Rs.)	6.67 6.67	6.13 6.13	7.04	Basic (in Rs.) Diluted (in Rs.)	20.78	17.95	24.20





audited Results for the auticulares quarter ended 3015 September 2016 Particulares autor quarter ended 3145 September 2017 Denotion 2018 Denotion 2017 Audited Results for the avait rended 3145 Manuel 3145 Manuel 3146 Manuel 314	Addition Duratification Duratificatio	audited Results for the quarter ended 31st December 2018 2017	STANDALONE		IS	STANDALONE	(concomoul
The monthe ended alth September 2018 Farturates alth September 2018 Nume monthe ended alth September 2018 Value monthe ended alth September 2019 Value monthe ended alth September 2019 Value 2019 Value 2017 Value 2019	Bi 00 1.4.1 17 0 1.4.2 1 6 4.1 33 6.6.6 9.1.4.1 Bi	st December 201	Unaudited Results for		Unaudited Results f		Audited Results for
2018 2013 2017 2013 3,000 - Home Care - Home C	ai 0 14 0 14 0 14 0 14 19 19 19 19 19 19 19 19 19 19 19 19 19	201	the quarter ended 30th September	raniculars	Nine months end 31st Decembe		year ended 31st March
3.080 Beginent Revenue (Sales and Other operating income) 9.374 9.374 8.527 9.527 1.1 4.752 8.527 1.1 4.752 1.1 4.752 8.527 1.1 4.752 1.1 4.752 8.527 1.1 4.752 8.527 1.1 4.59 8.527 1.1 4.59 8.527 1.1 4.59 8.527 1.1 4.59 8.579 8.1 4.59 8.5 1.1 4.59 1.1 4.59 <th1.1 5.50 2.52 2.5</th1.1 	ain 0, 1,4,10, 1,4,10, 1,4,1, 3,5, 6, 4,1, 3,5, 6, 6, 1,1,1		2018		141.0	2017	2018
3.000 - Honune Care 3.000 - Honune Care 9.521 11, 4.714 - Foods & Refreshment 5.217 4.782 4.969 6. 1.714 - Foods & Refreshment 5.217 4.782 4.969 6. 9.2.34 Total Segment Revenue 28.279 26.106 35. 9.2.34 Total Segment Revenue 28.279 26.106 35. 9.2.34 Total Segment Revenue 28.279 26.106 35. 9.2.34 Total Segment Revenue 28.279 56.00 4.06 35. 2 - Others (Includes Exports, Infant & Feminine Care etc.) 28.33 1, 186 1, 148 4. 2 - Others (Includes Exports, Infant & Feminine Care etc.) 28.00 4.003 5.00 4.003 22 - Others (Includes Exports, Infant & Feminine Care etc.) 2.14 4.6 4.6 4.6 7.1 Segment Assets 2.16 0.016 2.1 4.05 5.33 7.7 22 Others (Includes Exports, Infant & Feminine Care etc.) 2.17 4.6 4.6 4.6 4.6 4.6 <td< td=""><td>ai 0 1,4,0 1,4,0 1,4,0 1,4,0 1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1</td><td></td><td></td><td>Segment Revenue (Sales and Other operating income)</td><td></td><td></td><td></td></td<>	ai 0 1,4,0 1,4,0 1,4,0 1,4,0 1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1,1			Segment Revenue (Sales and Other operating income)			
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1.70 1.70 521 4.75 6. 9,234 1 - Ghters (Includes Exponts, Infant & Feminine Care etc.) 23,15 24,106 35, 9,234 1 - Ghters (Includes Exponts, Infant & Feminine Care etc.) 23,275 26,106 35, 9,234 1 - Ghters (Includes Exponts, Infant & Feminine Care etc.) 28,275 26,106 35, 1115 - Beauty & Fersonal Care 3,343 3,034 4,45 2 - Others (Includes Exponts, Infant & Feminine Care etc.) 3,33 4,45 4,45 2 - Others (Includes Exponts, Infant & Feminine Care etc.) 3,343 3,034 4,45 2 - Others (Includes Exponts, Infant & Feminine Care etc.) 3,31 1,14 4,145 2 - Others (Includes Exponts, Infant & Feminine Care etc.) 3,31 4,45 4,45 2 - Externance Costs - Mol(Less): Finance Norme and Other unallocable income net 5,16 4,46 4,16 2 - Others (Includes Exponts, Infant & Feminine Care etc.) 2,115 1,416 4,16 2 - Others (Includes Exponts, Infant & Feminine Care etc.	ain 0 14 10 14 10 14 10 14 10 00 14 1 33, 00 0		4,316	- Beauty & Personal Care	13,262	12,368	16,46
134 - Others (includes Exports, infant & Feminine Care etc.) 426 459 459 9,234 Toral Segment Revenue. 1185 1185 1185 1185 9,234 Toral Segment Revenue. 1181 1185 1185 1185 1,115 E eauly & Personal Care 3,439 3,034 4,4 2 Others (includes Exports, infant & Feminine Care etc.) 3,439 3,034 4,4 1,897 Toral Segment Revenue 3,439 3,034 4,4 4,4 2 Others (includes Exports, infant & Feminine Care etc.) (1) 8,66 6,90 4,46 4,46 7 AddULess): Finance Income and Other unallocable income net 2,15 10,116 2,15 11,49 11,69 4,46 2,155 Total Profit Before Tax 2,155 10,160 2,33 1,17 2,155 Total Profit Before Tax 8,18 1,106 2,215 1,17 2,155 Total Profit Before Tax 8,174 4,716 1,294 1,17 1,06 <t< td=""><td>ain 0 14, 10 14, 10 14, 10 14, 10 135, 14, 1</td><td></td><td>1,704</td><td>- Foods & Refreshment</td><td>5,217</td><td>4,752</td><td>6,487</td></t<>	ain 0 14, 10 14, 10 14, 10 14, 10 135, 14, 1		1,704	- Foods & Refreshment	5,217	4,752	6,487
9,234 Total Segment Revenue 28,279 26,106 36, 30,34 4, 4, 1,185 432 - Home Care 5,800 1,498 1,185 4, 4,903 4, 4,903 4, 4,903 4, 4,903 4, 4,903 4, 4,903 4, 4,903 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4, 4	ain 0, 1,4,0, 1,4,0, 7, 6, 4,1, 35,		134	- Others (includes Exports, Infant & Feminine Care etc.)	426	459	62
Segment Results 1,498 1,185 1,196 1,195 1,116	ain 0, 1,4,0 7,9,0 4,1, 6, 4,1		9,234	Total Segment Revenue	28,279	26,106	35,204
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2.88 Foods & Refreshment 9.004 0.017 0.017 0.017 <td>ain 0, 1,4,0 7,8 1,4,0 7, 6, 4</td> <td>~</td> <td>1 1 1 5</td> <td>- Beauty & Derconal Care</td> <td>007 0</td> <td>001.1</td> <td>60'- 7 7 0</td>	ain 0, 1,4,0 7,8 1,4,0 7, 6, 4	~	1 1 1 5	- Beauty & Derconal Care	007 0	001.1	60'- 7 7 0
2 - Others (includes Erroris) (14) 000 (14) 000 000 000 <	ain 0, 1, 4, 2, 7, 6, 6, 3, 1, 4, 2, 7, 6, 6, 6, 6, 7, 7, 7, 7, 7, 7, 6, 6, 7, 7, 7, 7, 7, 7, 7, 7, 7, 7, 7, 7, 7,		880	- Ennde & Patrashmant	000	1000	4,10
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2,152 Total Profit Before Tax 6,295 5,333 2,058 -Home Care 5,333 5,333 2,058 -Home Care 2,221 2,051 4,770 7,905 5,333 7,100 1,908 -Foods & Refreshment 1,826 4,710 1,908 -Foods & Refreshment 1,826 1,826 1,908 -Foods & Refreshment 1,7,415 1,826 1,400 -Others (includes Exports, Infant & Feminine Care etc.) 8,078 7,213 8,018 -Unallocable corporate assets 1,7,415 1,5945 1 1,507 Total Segment Liabilities 3,251 2,908 3,251 2,908 5,050 -Beauty & Personal Care 3,251 2,908 1,376 9,904 1,277 Total Segment Liabilities 3,251 2,908 9,904 1,376 1,287 -Foods & Refreshment 1,490 1,376 9,904 1,376 1,277 -Foods & Refreshment 1,490 1,376 9,91 9,91 1,287 -Foods & Refreshment 1,490 1,376 9,91				הישמורכסלי. דיוומוסט וווסטווט מווע כמוט שומוסטמטט וווסטווס ווכן britica שנומוסט שומוסט אישטי שומוסט אישר הישרו הישמורה באום הישמורים הישרות	516	146	EO
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2,058 - Home Care 2,051 - 2,051 4,753 - Beauty & Personal Care 4,874 4,710 1,908 - Foods & Refreshment 2,115 1,826 1,908 - Others (includes Exports, Infant & Feminine Care etc.) 8,074 4,710 1,908 - Others (includes Exports, Infant & Feminine Care etc.) 8,078 7,213 1,617 Total Segment Assets 1,7,415 1,5,945 1 17,617 Total Segment Assets 3,251 2,908 7,213 1 2,056 - Beauty & Personal Care 3,251 2,908 4,904 1 1,376 1 2,056 - Beauty & Personal Care 3,251 2,908 3,251 2,908 1 1 2,908 1 1 1,276 1,490 1,376 1 1 1,276 1,490 1,490 1,376 1 1,490 1,490 1,376 1 1 1,410 1,1,276 1,004 1,376 1 1 1,276 1,490 1,376 1 1 1,276 1,4100 1,376 1 1 1				Segment Assets			
4,753 - Beauty & Personal Care 1,908 - Foods & Refreshment 1,908 - Foods & Refreshment 1,908 - Others (includes Exports, Infant & Feminine Care etc.) 8,078 - 1,826 1,301 - Others (includes Exports, Infant & Feminine Care etc.) 8,078 - 7,213 17,677 Total Segment Liabilities 2,988 - Home Care 5,050 - Beauty & Personal Care 5,050 - Beauty & Personal Care 1,274 1,396 5,050 - Beauty & Personal Care 1,27 - Home Care 5,050 - Beauty & Personal Care 1,275 - Unallocable corporate liabilities 5,050 - Beauty & Personal Care 1,275 - Unallocable corporate liabilities 1,271 1,291<			2,058	- Home Care	2.221	2.051	2.10
1,908 - Foods & Refreshment 2,115 1,926 1,926 140 - Others (includes Exports, Infant & Feminine Care etc.) 8,078 7,213 145 8,818 - Unallocable corporate assets 8,078 7,213 7,213 7,213 17,677 Total Segment Liabilities 8,078 7,213 7,213 7,213 8,810 - Unallocable corporate assets 17,415 15,945 1 1 2,908 Segment Liabilities 3,251 2,908 3,251 2,908 91 5,050 - Beauty & Personal Care 1,490 1,376 91 91 1,275 - Unallocable corporate liabilities 5,482 4,904 91 91 1,275 - Unallocable corporate liabilities 933 933 933 933 1,275 - Unallocable corporate liabilities 11,291 10,212 10,212 1			4,753	- Beauty & Personal Care	4,874	4,710	4.87
140 - Others (includes Exports, Infant & Feminine Care etc.) 127 145 8,818 - Unallocable corporate assets 7,213 7,213 17,677 Total Segment Assets 17,415 7,213 45 8,078 - Unallocable corporate assets 17,415 15,945 1 2,988 Home Care 8,078 7,213 1 1 2,988 Home Care 5,050 Eeouty & Personal Care 5,482 4,904 1 2,908 5,050 - Beauty & Personal Care 5,482 4,904 1			1,908	- Foods & Refreshment	2.115	1.826	1.93
8,818 - Unallocable corporate assets 8,078 7,213 8 17,677 Total Segment Assets 8,078 7,213 8 17,677 Total Segment Assets 17,415 15,945 17 2,988 - Home Care 3,251 2,908 2 5,050 - Beauty & Personal Care 3,251 2,908 2 1,297 - Foods & Refreshment 1,376 1 1 63 - Others (includes Exports, Infant & Feminine Care etc.) 993 933 933 1,275 - Unallocable corporate liabilities 11,291 10,212 10 212	aii 00 1422 8		140	- Others (includes Exports. Infant & Feminine Care etc.)	127	145	14
17,677 Total Segment Assets 17,415 15,945 1 2,988 - Home Care 3,251 2,908 4,904 5,050 - Beauty & Personal Care 3,251 2,908 4,904 1,297 - Rouck & Refreshment 1,490 1,376 931 6,050 - Others (includes Exports, Infant & Feminine Care etc.) 993 931 1,275 - Unallocable corporate liabilities 91 923 931 1,275 - Unallocable corporate liabilities 11,291 10,212 1			8,818	- Unallocable corporate assets	8 078	7 213	8 10
Segment Liabilities2,988- Home Care5,050- Beauty & Personal Care5,050- Beauty & Personal Care1,297- Foods & Refreshment63- Others (includes Exports, Infant & Feminine Care etc.)1,275- Unallocable corporate liabilities1,275- Unallocable corporate liabilities10,673Total Segment Liabilities			17,677	Total Segment Assets	17,415	15,945	17,14
2.988 - Home Care 3,251 2,908 5,050 - Beauty & Personal Care 5,482 4,904 1,297 - Foods & Refreshment 1,376 91 63 - Others (includes Exports, Infant & Feminine Care etc.) 75 91 1,275 - Unallocable corporate liabilities 93 93 10,673 Total Segment Liabilities 11,291 10,212 1				Segment Liabilities			
5,050- Beauty & Personal Care5,4824,9041,297- Foods & Refreshment1,3760.33- Others (includes Exports, Infant & Feminine Care etc.)75911,275- Unallocable corporate liabilities93393310,673Total Segment Liabilities11,29110,2121			2,988	- Home Care	3.251	2.908	2.86
1,297 - Foods & Refreshment 1,376 63 - Others (includes Exports, Infant & Feminine Care etc.) 75 1,275 - Unallocable corporate liabilities 10,673 Total Segment Liabilities			5,050	- Beauty & Personal Care	5,482	4.904	4.86
63 - Others (includes Exports, Infant & Feminine Care etc.) 75 91 1,275 - Unallocable corporate liabilities 93 933 10,673 Total Segment Liabilities 11,291 10,212 1			1,297	- Foods & Refreshment	1,490	1 376	1 33
1,275 - Unallocable corporate liabilities 93 93 93 93 10,673 Total Segment Liabilities 11,291 10,212 10,0	ainl		63	- Others (includes Exports Infant & Feminine Care etc.)	75	10	0
10,673 Total Segment Liabilities 11,291 10,212 10	air jo		1.275	- Unallocable corporate liabilities	200	16	030
	s on Segment Information: gment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly		10,673	Total Segment Liabilities	11.291	10.212	10.07
s on Segment Information:	s on Segment Information: gment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly						
	gment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly	s on Segment Informatic	:uo				

Segment Assets and Segment Liabilities are as at 31st December 2018, 30th September 2018, 31st March 2018 and 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 400 099. CIN: L15140MH1933PLC002030. Tel : +91 (22) 3983 0000. Email: levercare.shareholder@unilever.com

Ted Account

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N. M. Joshi

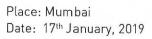
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Notes:

- 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%.
- 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.hul.co.in and Financial Results







By order of the Beard Sanj Mehta Chairman an Managing Director [DIN: 06 99923]

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

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

Board of Directors of Hindustan Unilever Limited

We have reviewed the accompanying statement of unaudited financial results of Hindustan Unilever Limited ('the Company') for the quarter ended 31 December 2018 and the year-to-date results for the period from 1 April 2018 to 31 December 2018 attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

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 results 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 specified under Section 143(10) of the Companies Act, 2013. 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 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. Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations 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 2019

> B S R & Co (a partnership firm with Registration No. BA61223) converted into B S R & Co. LLP (a Limited Liability, Partnership with LLP Registration No. AAB-8181) with effect from October 14, 2013

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



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."

