



Hindustan Unilever Limited

## **RESULTS FOR THE QUARTER ENDING 30<sup>th</sup> JUNE 2019**

### **7% DOMESTIC CONSUMER GROWTH, 12% PAT (BEI) GROWTH**

**Mumbai, July 23<sup>rd</sup>, 2019:** Hindustan Unilever Limited (HUL) announced its results for the quarter ending 30<sup>th</sup> June 2019.

Domestic Consumer Growth was 7% with Underlying Volume Growth at 5%. Reported EBITDA improvement was 250 bps (150 bps on comparable basis after adjusting for accounting impact of Ind AS 116 on leases). Profit after tax (bei) grew by 12%.

#### **Home Care**

Home Care sustained its journey of double-digit growth. Fabric Wash performance was driven by our relentless focus on core and market development initiatives. Rin brand was relaunched nationally this quarter. Household Care delivered another quarter of strong performance with innovations and relaunches continuing to build momentum. In Water Purifiers, we continue to focus on the premium range; the redesigned 'Go-to-Market' model is now in place.

#### **Beauty & Personal Care**

Within Beauty and Personal Care, Personal Products performance was steady while Personal Wash witnessed a muted delivery particularly in the popular segment. Skin Care registered broad based growth across brands. Pond's Men range was relaunched and FAL Ayurveda facewash & facial kits were launched during the quarter. Hair Care had a good performance across the portfolio. Two new Sunsilk variants with natural ingredients were launched nationally to enhance our presence in naturals. Colour Cosmetics sustained its double-digit growth with a slew of shade expansions increasing online and offline traffic. Elle 18 Lasting Glow Compact was launched nationally. In Oral Care, we continued to see good momentum on Close Up & Lever Ayush. In Deodorants, our focus is on driving market development and strengthening our brand purpose. Personal wash saw national launches of Lux Botanicals and Pears Naturale range in the premium segment and launch of Fair & Lovely Soap in select geographies.

#### **Foods & Refreshment**

Foods & Refreshment delivered a steady performance. Beverages witnessed a reasonable quarter driven by consistent strategy across brands and markets. Ice Cream and Frozen Desserts had a good season and delivered strong double-digit growth led by innovations. In Foods, our core segments performed well. We continue to leverage new trends in consumer taste preferences through innovations.

#### **Margin improvement sustained**

Margin expansion was driven by improved mix, leverage in operating and advertising spends and our savings agenda. Earnings before interest, tax, depreciation and amortization (EBITDA) at Rs. 2647 Crores was up by 18% (13% on comparable basis after adjusting for accounting impact of Ind AS 116). Profit after tax (bei), at Rs. 1751 Crores was up 12%, and Profit after tax, at Rs. 1755 Crores was up by 15%.

Sanjiv Mehta, Chairman and Managing Director commented: Against the backdrop of moderate market growth, HUL has delivered a resilient performance driven by expansion of our consumer franchise, improvement in portfolio mix and sustained growth in margins. Our focus on strengthening the core, leading market development & premiumisation, driving channel transformation and building brands with purpose, continues to serve us well.

We continue to make good progress on our strategic initiatives to make sustainable living common place and build a business which is purpose led and future fit. We have received approval from our Shareholders and Creditors for the proposed merger with GSK CH and subject to NCLT approvals, are on track to complete the integration of the business before the end of 2019. We believe our business is well positioned to unlock the structural FMCG India opportunity as well as in terms of navigating the short-term challenges arising from softening of growth.





# Hindustan Unilever Limited

## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2019

(Rs in Crores)

Particulars	STANDALONE			
	Unaudited Results for the		Audited Results for the	
	quarter ended		quarter ended	year ended
	30th June		31st March	31st March
	2019	2018	2019	2019
<b>Revenue from operations</b>				
Sale of products	9,984	9,356	9,809	37,660
Other operating revenue	130	131	136	564
<b>Other income</b>	147	135	118	664
<b>TOTAL INCOME</b>	<b>10,261</b>	<b>9,622</b>	<b>10,063</b>	<b>38,888</b>
<b>EXPENSES</b>				
Cost of materials consumed	3,161	3,379	3,319	13,240
Purchases of stock-in-trade	1,333	905	1,284	4,708
Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	154	80	140	12
Employee benefits expenses	452	442	402	1,747
Finance costs	24	7	7	28
Depreciation and amortisation expenses	214	127	134	524
Other expenses				
Advertising and promotion	1,161	1,153	1,107	4,552
Others	1,206	1,277	1,372	5,328
<b>TOTAL EXPENSES</b>	<b>7,705</b>	<b>7,370</b>	<b>7,765</b>	<b>30,139</b>
<b>Profit before exceptional items and tax</b>	<b>2,556</b>	<b>2,252</b>	<b>2,298</b>	<b>8,749</b>
Exceptional items [net credit/ (charge)]	7	(59)	(71)	(227)
<b>Profit before tax</b>	<b>2,563</b>	<b>2,193</b>	<b>2,227</b>	<b>8,522</b>
<b>Tax expenses</b>				
Current tax	(819)	(656)	(722)	(2,565)
Deferred tax credit/(charge)	11	(8)	33	79
<b>PROFIT FOR THE PERIOD (A)</b>	<b>1,755</b>	<b>1,529</b>	<b>1,538</b>	<b>6,036</b>
<b>OTHER COMPREHENSIVE INCOME</b>				
<b>Items that will not be reclassified subsequently to profit or loss</b>				
Remeasurements of the net defined benefit plans	-	-	(7)	(7)
Tax on above	-	-	3	3
<b>Items that will be reclassified subsequently to profit or loss</b>				
Fair value of debt instruments through other comprehensive income	(0)	(2)	3	2
Tax on above	0	1	(1)	(1)
<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)</b>	<b>(0)</b>	<b>(1)</b>	<b>(2)</b>	<b>(3)</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)</b>	<b>1,755</b>	<b>1,528</b>	<b>1,536</b>	<b>6,033</b>
<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	<b>216</b>	<b>216</b>	<b>216</b>	<b>216</b>
<b>Other Equity</b>				<b>7,443</b>
<b>Earnings per equity share (Face value of Re. 1 each)</b>				
Basic (in Rs.)	<b>8.11</b>	<b>7.06</b>	<b>7.11</b>	<b>27.89</b>
Diluted (in Rs.)	<b>8.11</b>	<b>7.06</b>	<b>7.10</b>	<b>27.88</b>



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

(Rs in Crores)

Particulars	STANDALONE			
	Unaudited Results for the		Audited Results for the	
	quarter ended		quarter ended	year ended
	30th June		31st March	31st March
	2019	2018	2019	2019
<b>Segment Revenue (Sales and Other operating income)</b>				
- Home Care	3,465	3,146	3,502	12,876
- Beauty & Personal Care	4,589	4,407	4,393	17,655
- Foods & Refreshment	1,950	1,785	1,916	7,133
- Others (includes Exports, Infant & Feminine Care etc.)	110	149	134	560
<b>Total Segment Revenue</b>	<b>10,114</b>	<b>9,487</b>	<b>9,945</b>	<b>38,224</b>
<b>Segment Results</b>				
- Home Care	699	594	619	2,156
- Beauty & Personal Care	1,358	1,204	1,220	4,727
- Foods & Refreshment	379	328	346	1,230
- Others (includes Exports, Infant & Feminine Care etc.)	2	(2)	2	(0)
<b>Total Segment Results</b>	<b>2,438</b>	<b>2,124</b>	<b>2,187</b>	<b>8,113</b>
Add/(Less): Exceptional Items [net credit/ (charge)]	7	(59)	(71)	(227)
Less: Finance Costs	(24)	(7)	(7)	(28)
Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	142	135	118	664
<b>Total Profit Before Tax</b>	<b>2,563</b>	<b>2,193</b>	<b>2,227</b>	<b>8,522</b>
<b>Segment Assets</b>				
- Home Care	2,632	2,021	2,270	2,270
- Beauty & Personal Care	4,765	4,721	4,839	4,839
- Foods & Refreshment	1,945	1,712	2,179	2,179
- Others (includes Exports, Infant & Feminine Care etc.)	121	141	136	136
- Unallocable corporate assets	11,558	10,570	8,441	8,441
<b>Total Segment Assets</b>	<b>21,021</b>	<b>19,165</b>	<b>17,865</b>	<b>17,865</b>
<b>Segment Liabilities</b>				
- Home Care	3,251	2,951	2,752	2,752
- Beauty & Personal Care	5,386	4,944	5,059	5,059
- Foods & Refreshment	1,480	1,288	1,311	1,311
- Others (includes Exports, Infant & Feminine Care etc.)	52	60	59	59
- Unallocable corporate liabilities	4,862	4,447	1,025	1,025
<b>Total Segment Liabilities</b>	<b>15,031</b>	<b>13,690</b>	<b>10,206</b>	<b>10,206</b>

**Notes:**

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest income, dividend income, income from current investments (net), expenses on common services not directly identifiable to individual segments and corporate expenses.

Segment Assets and Segment Liabilities are as at 30th June 2019, 30th June 2018 and 31st March 2019. 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.

3. The figures for the quarter ended 31st March 2019 are the balancing figure between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the financial year ended 31st March 2019.

**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**





**Notes:**

1. Total sales and domestic consumer business grew by 7% during the quarter.
2. The Company has adopted Ind AS 116 effective 1st April 2019, using the modified retrospective method. The Company has applied the standard to its leases with the cumulative impact recognised on the date of initial application (1st April 2019). Accordingly, previous period information has not been restated.

This has resulted in recognising a right-of-use asset of Rs. 673 crores and a corresponding lease liability of Rs.725 crores. The difference of Rs. 35 crores (net of deferred tax asset created of Rs.17 crores) has been adjusted to retained earnings as at 1st April 2019.

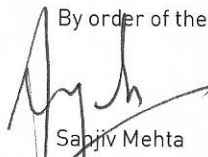
In the statement of profit and loss for the current period, operating lease expenses which were recognized as other expenses in previous periods is now recognized as depreciation expense for the right-of-use asset and finance cost for interest accrued on lease liability. The adoption of this standard did not have any significant impact on the profit for the period and earnings per share.

3. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs. 2,647 crores (JQ 18: Rs.2,251 crores) grew by 18%. Comparable EBITDA after adjusting for accounting impact of IND AS 116 grew by 13%. Comparable EBITDA margin improved by 150 bps vs JQ 18.
4. Profit after tax before exceptional items for the quarter at Rs. 1,751 crores (JQ 18: Rs.1,567 crores) grew by 12%.
5. Exceptional items in JQ 19 includes profit from sale of surplus properties Rs. 21 crores (JQ 18: Rs. Nil), provision towards restructuring and few contested matters Rs. 1 crore (JQ 18: Rs. 59 crores) and other acquisition and disposal related cost of Rs. 13 crores (JQ 18: Nil).
6. Profit after tax for the quarter at Rs. 1,755 crores (JQ 18: Rs. 1,529 crores) grew by 15%.
7. On 3rd December 2018, the Board of Directors of Hindustan Unilever Limited (HUL), subject to obtaining requisite approvals from statutory authorities and shareholders, had approved a Scheme of Amalgamation between HUL and GlaxoSmithKline Consumer Healthcare Limited (GSK CH India). The Scheme of Amalgamation was filed with the National Company Law Tribunal (NCLT) seeking directions to hold shareholder's and creditor's meetings. Pursuant to the order dated 2nd May 2019 passed by the NCLT, the Tribunal Convened Meeting of the Equity Shareholders and Unsecured creditors of the Company was held on 29th June 2019. The Equity Shareholders and Unsecured Creditors of the Company, in their respective meetings, approved the Resolution as set out in the Notice of Tribunal Convened Meeting, approving the Scheme of Amalgamation with requisite majority. The Company has now filed the requisite Company Scheme Petition seeking sanction of the NCLT.
8. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 23rd July 2019.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 23rd July 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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Place: Mumbai  
Date: 23rd July, 2019



By order of the Board  
  
Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]



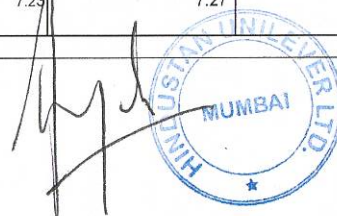


# Hindustan Unilever Limited

## STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2019

(Rs in Crores)

Particulars	CONSOLIDATED			
	Unaudited Results for the quarter ended 30th June		Unaudited Results for the quarter ended 31st March	Audited Results for the year ended 31st March
	2019	2018	2019	2019
<b>Revenue from operations</b>				
Sale of products	10,197	9,616	10,018	38,579
Sale of services	28	24	29	105
Other operating revenue	139	138	154	626
<b>Other income</b>	145	131	113	550
<b>TOTAL INCOME</b>	<b>10,509</b>	<b>9,909</b>	<b>10,314</b>	<b>39,860</b>
<b>EXPENSES</b>				
Cost of materials consumed	3,254	3,499	3,432	13,707
Purchases of stock-in-trade	1,347	928	1,288	4,755
Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	165	92	130	12
Employee benefits expenses	485	470	432	1,875
Finance costs	27	7	7	33
Depreciation and amortisation expenses	229	138	144	565
Other expenses				
Advertising and promotion	1,167	1,161	1,118	4,607
Others	1,222	1,309	1,407	5,474
<b>TOTAL EXPENSES</b>	<b>7,896</b>	<b>7,604</b>	<b>7,958</b>	<b>31,028</b>
<b>Profit before exceptional items and tax</b>	<b>2,613</b>	<b>2,305</b>	<b>2,356</b>	<b>8,832</b>
Exceptional items [net credit/ (charge)]	7	(59)	(64)	(228)
<b>Profit before tax from continuing operations</b>	<b>2,620</b>	<b>2,246</b>	<b>2,292</b>	<b>8,604</b>
<b>Tax expenses</b>				
Current tax	(834)	(669)	(737)	(2,610)
Deferred tax credit/(charge)	9	(8)	19	66
<b>Profit after tax from continuing operations (A)</b>	<b>1,795</b>	<b>1,569</b>	<b>1,574</b>	<b>6,060</b>
<b>Profit/(Loss) from discontinued operations before tax</b>	<b>(0)</b>	<b>-</b>	<b>0</b>	<b>0</b>
Tax expenses of discontinued operations	-	-	-	-
<b>Profit/(Loss) from discontinued operations after tax (B)</b>	<b>(0)</b>	<b>-</b>	<b>0</b>	<b>0</b>
<b>PROFIT FOR THE PERIOD (A+B)</b>	<b>1,795</b>	<b>1,569</b>	<b>1,574</b>	<b>6,060</b>
<b>OTHER COMPREHENSIVE INCOME</b>				
<b>Items that will not be reclassified subsequently to profit or loss</b>				
Remeasurements of the net defined benefit plans	-	-	(8)	(8)
Tax on above	-	-	3	3
<b>Items that will be reclassified subsequently to profit or loss</b>				
Fair value of debt instruments through other comprehensive income	(0)	(2)	4	2
Tax on above	0	1	(1)	(1)
<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (C)</b>	<b>(0)</b>	<b>(1)</b>	<b>(2)</b>	<b>(4)</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B+C)</b>	<b>1,795</b>	<b>1,568</b>	<b>1,572</b>	<b>6,056</b>
<b>Net Profit attributable to</b>				
a) Owners of the company	1,792	1,565	1,571	6,054
b) Non-controlling interest	3	4	3	6
<b>Other comprehensive income attributable to</b>				
a) Owners of the company	(0)	(1)	(2)	(4)
b) Non-controlling interest	-	0	(0)	(0)
<b>Total comprehensive income attributable to</b>				
a) Owners of the company	1,792	1,564	1,569	6,050
b) Non-controlling interest	3	4	3	6
<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	<b>216</b>	<b>216</b>	<b>216</b>	<b>216</b>
<b>Other Equity</b>				<b>7,651</b>
<b>Earnings per equity share from continuing operations (Face value of Re. 1 each)</b>				
Basic (in Rs.)	8.28	7.23	7.27	27.97
Diluted (in Rs.)	8.27	7.23	7.27	27.96
<b>Earnings per equity share from discontinued operations (Face value of Re. 1 each)</b>				
Basic (in Rs.)	(0.00)	-	0.00	0.00
Diluted (in Rs.)	(0.00)	-	0.00	0.00
<b>Earnings per equity share from continuing and discontinued operations (Face value of Re. 1 each)</b>				
Basic (in Rs.)	8.28	7.23	7.27	27.97
Diluted (in Rs.)	8.27	7.23	7.27	27.96





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

(Rs in Crores)

Particulars	CONSOLIDATED			
	Unaudited Results for the quarter ended 30th June		Unaudited Results for the Quarter ended 31st March	Audited Results for the year ended 31st March
	2019	2018	2019	2019
<b>Segment Revenue (Sales and Other operating income)</b>				
- Home Care	3,464	3,146	3,502	12,874
- Beauty & Personal Care	4,626	4,440	4,432	17,800
- Foods & Refreshment	1,950	1,783	1,916	7,131
- Others (includes Exports, Infant & Feminine Care etc.)	324	409	351	1,505
<b>Total Segment Revenue</b>	<b>10,364</b>	<b>9,778</b>	<b>10,201</b>	<b>39,310</b>
<b>Segment Results</b>				
- Home Care	699	592	620	2,156
- Beauty & Personal Care	1,364	1,210	1,235	4,751
- Foods & Refreshment	379	330	343	1,230
- Others (includes Exports, Infant & Feminine Care etc.)	53	49	52	178
<b>Total Segment Results</b>	<b>2,495</b>	<b>2,181</b>	<b>2,250</b>	<b>8,315</b>
Add/(Less): Exceptional Items [net credit/(charge)]	7	(59)	(64)	(228)
Less: Finance Costs	(27)	(7)	(7)	(33)
Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	145	131	113	550
<b>Total Profit Before Tax</b>	<b>2,620</b>	<b>2,246</b>	<b>2,292</b>	<b>8,604</b>
<b>Segment Assets</b>				
- Home Care	2,632	2,021	2,270	2,270
- Beauty & Personal Care	5,103	5,051	5,152	5,152
- Foods & Refreshment	1,945	1,712	2,179	2,179
- Others (includes Exports, Infant & Feminine Care etc.)	637	704	697	697
- Unallocable corporate assets	11,451	10,558	8,331	8,331
<b>Total Segment Assets</b>	<b>21,768</b>	<b>20,046</b>	<b>18,629</b>	<b>18,629</b>
<b>Segment Liabilities</b>				
- Home Care	3,251	2,951	2,752	2,752
- Beauty & Personal Care	5,465	5,010	5,102	5,102
- Foods & Refreshment	1,480	1,288	1,311	1,311
- Others (includes Exports, Infant & Feminine Care etc.)	283	324	296	296
- Unallocable corporate liabilities	5,040	4,731	1,283	1,283
<b>Total Segment Liabilities</b>	<b>15,519</b>	<b>14,304</b>	<b>10,744</b>	<b>10,744</b>

**Notes:**

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest income, dividend income, income from current investments (net), expenses on common services not directly identifiable to individual segments and corporate expenses.

Segment Assets and Segment Liabilities are as at 30th June 2019, 30th June 2018 and 31st March 2019. Unallocable corporate assets less Unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank balances.

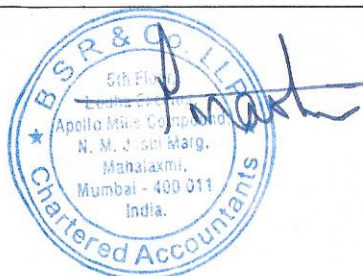
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3. The figures for the quarter ended 31st March 2019 are the balancing figure between audited figures in respect of full financial year and the unaudited year to date figures up to the third quarter of the financial year ended 31st March 2019.

**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**



**Notes:**

1. The Group has adopted Ind AS 116 effective 1st April 2019, using the modified retrospective method. The Group has applied the standard to its leases with the cumulative impact recognised on the date of initial application (1st April 2019). Accordingly, previous period information has not been restated.

This has resulted in recognising a right-of-use asset of Rs. 718 crores and a corresponding lease liability of Rs.780 crores. The difference of Rs. 43 crores (net of deferred tax asset of Rs.19 crores) has been adjusted to retained earnings as at 1st April 2019.

In the statement of profit and loss for the current period, operating lease expenses which were recognized as other expenses in previous periods is now recognized as depreciation expense for the right-of-use asset and finance cost for interest accrued on lease liability. The adoption of this standard did not have any significant impact on the profit for the period and earnings per share.

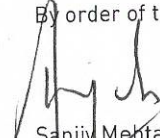
2. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 23rd July, 2019.
3. The text of the above statement was approved by the Board of Directors at their meeting held on 23rd July, 2019. The statutory auditors have expressed an unqualified 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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Place: Mumbai  
Date: 23<sup>rd</sup> July, 2019



By order of the Board

  
Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

