



## Hindustan Unilever Limited

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

23rd January, 2017

Stock Code BSE: 500696  
NSE: HINDUNILVR  
ISIN: INE030A01027

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

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 23rd January, 2017**

This is further to our letter dated 9th January, 2017, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 31st December, 2016.

Pursuant to 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, 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 attached herewith. We are arranging to publish these results in the newspapers as per Listing Regulations.
- approved the appointment of Mr. Dev Bajpai as Director on the Board of the Company. Mr. Dev Bajpai shall continue to act as the Company Secretary and Compliance Officer of the Company. A copy of the Press Release issued in this regard is also attached herewith.

Please take the above information on record.

Thanking You.

Yours faithfully,  
**For Hindustan Unilever Limited**

  
**Sanjiv Mehta**  
Managing Director and CEO  
DIN: 06699923





# HINDUSTAN UNILEVER LIMITED

## STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2016

| Unaudited Results for the Quarter ended 31st December | Unaudited Results for the Quarter ended 30th September | Particulars  | Unaudited Results for Nine months ended 31st December |           | Audited Results for the Year ended 31st March |
|---|--|--|---|-----------|---|
|   |  |  | 2016  | 2015      |   |
| 2016  | 2015   |  |   |           |   |
| 8,124.48  | 8,226.55   | 1.a. Sales from Operations   | 25,121.98   | 24,736.68 | 32,929.38                                     |
| 193.46  | 158.13   | 1.b. Other Operating Income  | 479.04  | 425.64    | 561.90  |
| 8,317.94  | 8,384.68   | 1. Total Income from operations (net) [1.a. + 1.b.]  | 25,601.02   | 25,162.32 | 33,491.28                                     |
| 7,062.70  | 7,036.66   | 2. Expenses (sum of (a) to (h))  | 21,493.06   | 21,116.72 | 28,062.89                                     |
| 2,573.97  | 2,689.63   | a) Cost of materials consumed  | 8,246.48  | 8,422.87  | 11,267.04                                     |
| 1,021.22  | 976.05   | b) Purchases of stock-in-trade   | 3,198.08  | 2,974.26  | 3,951.15                                      |
| 149.45  | 76.70  | c) Changes in inventories of finished goods, work-in-progress and stock-in-trade             | 217.60  | 139.35    | 87.11   |
| 611.96  | 620.73   | d) Excise Duty   | 1,924.17  | 1,822.51  | 2,430.31                                      |
| 409.26  | 396.92   | e) Employee benefits expense   | 1,231.77  | 1,130.23  | 1,572.80                                      |
| 100.20  | 82.16  | f) Depreciation and amortisation expense   | 287.99  | 233.23    | 320.75  |
| 885.12  | 920.75   | g) Advertising & Promotions  | 2,616.25  | 2,734.52  | 3,599.97                                      |
| 1,311.52  | 1,273.72   | h) Other expenses  | 3,770.72  | 3,659.75  | 4,833.76                                      |
| 1,255.24  | 1,348.02   | 3. Profit from operations before other income, finance costs and exceptional items (1-2)     | 4,107.96  | 4,045.60  | 5,428.39                                      |
| 82.44   | 145.07   | 4. Other income  | 442.86  | 462.39    | 563.81  |
| 1,337.68  | 1,493.09   | 5. Profit from ordinary activities before finance costs and exceptional items (3+4)          | 4,550.82  | 4,507.99  | 5,992.20                                      |
| 4.56  | 4.49   | 6. Finance costs   | 15.45   | 13.69     | 15.27   |
| 1,333.12  | 1,488.60   | 7. Profit from ordinary activities after finance costs but before exceptional items (5-6)    | 4,535.37  | 4,494.30  | 5,976.93                                      |
| 153.05  | (79.61)  | 8. Exceptional items - net credit / (charge)   | 242.06  | (81.99)   | (30.80)                                       |
| 1,486.17  | 1,408.99   | 9. Profit from Ordinary Activities Before Tax (7+8)  | 4,777.43  | 4,412.31  | 5,946.13                                      |
| 448.24  | 437.33   | 10. Tax expense  | 1,470.00  | 1,389.32  | 1,809.60                                      |
| 1,037.93  | 971.66   | 11. Net Profit from Ordinary Activities After Tax (9-10)                                     | 3,307.43  | 3,022.99  | 4,136.53                                      |
| -   | -  | 12. Extraordinary items  | -   | -         | -   |
| 1,037.93  | 971.66   | 13. Net Profit for the period (11+12)  | 3,307.43  | 3,022.99  | 4,136.53                                      |
| (1.14)  | (0.42)   | 14. Other Comprehensive Income (Net of tax) - net credit / (charge)                          | (0.85)  | (1.16)    | (11.99)                                       |
| 1,036.79  | 971.24   | 15. Total Comprehensive Income (13+14)   | 3,306.58  | 3,021.83  | 4,124.54                                      |
| 216.43  | 216.39   | 16. Paid up Equity Share Capital (face value Re. 1 per share)                                | 216.43  | 216.39    | 216.39  |
| 4.80  | 4.49   | 17. Reserves excluding Revaluation Reserve as per Balance Sheet                              | 15.28   | 13.97     | 6,062.74                                      |
| 4.79  | 4.49   | 18.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) (not annualised): | 15.28   | 13.97     | 19.12   |
|   |  | (a) Basic - Rs.  | 15.28   | 13.97     | 19.11   |
|   |  | (b) Diluted - Rs.  |   |           |   |
| 4.80  | 4.49   | 18.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) (not annualised): | 15.28   | 13.97     | 19.12   |
| 4.79  | 4.49   | (a) Basic - Rs.  | 15.28   | 13.97     | 19.11   |
|   |  | (b) Diluted - Rs.  |   |           |   |



*[Signature]*

*[Signature]*



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

| Unaudited Results for the Quarter ended |                  | Unaudited Results for the Quarter ended | Particulars  | Unaudited Results for Nine months ended |                  | Audited Results for the year ended 31st March |
|---|------------------|---|--|---|------------------|---|
| 2016                                    | 2015             | 30th September 2016                     |  | 2016                                    | 2015             | 2016  |
| 2,689.06                                | 2,661.66         | 2,777.00                                | <b>Segment Revenue (Sales and Other operating income)</b>                              | 8,342.03                                | 8,014.35         | 10,812.52                                     |
| 3,980.17                                | 4,090.48         | 4,027.95                                | - Home Care  | 12,229.71                               | 12,241.18        | 16,011.44                                     |
| 278.50                                  | 277.20           | 277.82                                  | - Personal Care  | 828.55                                  | 807.70           | 1,095.71                                      |
| 1,164.12                                | 1,076.44         | 1,169.17                                | - Foods  | 3,548.21                                | 3,306.18         | 4,482.00                                      |
| 195.40                                  | 268.91           | 218.08                                  | - Refreshments   | 617.31                                  | 763.74           | 1,052.80                                      |
| <b>8,307.25</b>                         | <b>8,374.69</b>  | <b>8,470.02</b>                         | - Others (includes Exports, Infant & Feminine Care etc.)                               | <b>25,565.81</b>                        | <b>25,133.15</b> | <b>33,454.47</b>                              |
| 234.24                                  | 235.64           |   | <b>Segment Results (Profit before tax and interest from ordinary activities)</b>       |   |                  |   |
| 920.81                                  | 990.70           | 280.04                                  | - Home Care  | 870.14                                  | 750.34           | 1,052.65                                      |
| 26.14                                   | 34.91            | 922.57                                  | - Personal Care  | 2,864.74                                | 2,899.68         | 3,802.33                                      |
| 171.29                                  | 159.53           | 13.71                                   | - Foods  | 56.82                                   | 72.66            | 110.77  |
| (16.55)                                 | (6.39)           | 172.59                                  | - Refreshments   | 535.94                                  | 485.06           | 679.38  |
| <b>1,335.93</b>                         | <b>1,414.39</b>  | 9.14                                    | - Others (includes Exports, Infant & Feminine Care etc.)                               | (16.88)                                 | (4.23)           | 9.29  |
| (4.56)                                  | (4.49)           | <b>1,398.05</b>                         | <b>Total Segment Results</b>   | <b>4,310.76</b>                         | <b>4,203.51</b>  | <b>5,654.42</b>                               |
| 154.80                                  | (0.91)           | (4.94)                                  | Less: Finance Costs  | (15.45)                                 | (13.69)          | (15.27)                                       |
| <b>1,486.17</b>                         | <b>1,408.99</b>  | 183.14                                  | Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure | 482.12                                  | 222.49           | 306.98  |
|   |                  | <b>1,576.25</b>                         | <b>Total Profit Before Tax from ordinary activities</b>                                | <b>4,777.43</b>                         | <b>4,412.31</b>  | <b>5,946.13</b>                               |
| 1,943.88                                | 1,677.19         |   | <b>Segment Assets</b>  |   |                  |   |
| 3,767.22                                | 3,139.38         | 1,881.89                                | - Home Care  | 1,943.88                                | 1,677.19         | 1,781.39                                      |
| 307.84                                  | 275.59           | 4,010.18                                | - Personal Care  | 3,767.22                                | 3,139.38         | 3,278.59                                      |
| 1,445.72                                | 1,529.91         | 329.95                                  | - Foods  | 307.84                                  | 275.59           | 318.52  |
| 168.26                                  | 266.54           | 1,430.22                                | - Refreshments   | 1,445.72                                | 1,529.91         | 1,664.47                                      |
| 6,150.04                                | 6,797.54         | 163.03                                  | - Others (includes Exports, Infant & Feminine Care etc.)                               | 168.26                                  | 266.54           | 192.22  |
| <b>13,782.96</b>                        | <b>13,686.15</b> | 6,510.75                                | - Unallocable corporate assets   | 6,150.04                                | 6,797.54         | 6,684.38                                      |
|   |                  | <b>14,326.02</b>                        | <b>Total Segment Assets</b>  | <b>13,782.96</b>                        | <b>13,686.15</b> | <b>13,919.57</b>                              |
| 2,479.27                                | 2,303.31         |   | <b>Segment Liabilities</b>   |   |                  |   |
| 3,687.75                                | 4,010.30         | 2,291.56                                | - Home Care  | 2,479.27                                | 2,303.31         | 2,044.97                                      |
| 294.90                                  | 314.94           | 3,515.28                                | - Personal Care  | 3,687.75                                | 4,010.30         | 3,437.37                                      |
| 815.12                                  | 1,096.76         | 279.30                                  | - Foods  | 294.90                                  | 314.94           | 285.88  |
| 85.14                                   | 152.34           | 712.50                                  | - Refreshments   | 815.12                                  | 1,096.76         | 777.07  |
| 1,091.93                                | 643.71           | 70.75                                   | - Others (includes Exports, Infant & Feminine Care etc.)                               | 85.14                                   | 152.34           | 62.59   |
| <b>8,454.11</b>                         | <b>8,521.36</b>  | 1,376.15                                | - Unallocable corporate liabilities  | 1,091.93                                | 643.71           | 1,032.56                                      |
|   |                  | <b>8,245.54</b>                         | <b>Total Segment Liabilities</b>   | <b>8,454.11</b>                         | <b>8,521.36</b>  | <b>7,640.44</b>                               |

**Notes on Segment Information:**

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. Finance Income and Other "unallocable income net of unallocable expenditure" mainly includes interest, dividend, income from 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 2016, 30th September 2016, 31st December 2015 and 31st March, 2016. Unallocable corporate assets less Unallocable corporate liabilities mainly represent investment of surplus funds and cash and bank.

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



5th Floor,  
Apollo Mills Compound,  
N. M. Joshi Marg,  
Mahalaxmi, Registered Office : Unilever House, B.D. Sawant Marg, Chakala, Andheri East, Mumbai 400 099, CIN : L15140MH1933PLC0002030, Tel : +91 (22) 3983 0000. Email: levercare.shareholder@unilever.com  
Mumbai-400011  
India

## Notes:

1. The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS) prescribed under section 133 of Companies Act, 2013 read with the relevant rules thereunder and in terms of regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and SEBI circular dated 5<sup>th</sup> July 2016.
2. Net Sales growth was -1% during the quarter. Domestic Consumer Business (FMCG) growth (excluding the impact of acquisition in the current year and disposal in base year) was 0% for the quarter.
3. Earnings before Interest, tax, depreciation and amortization (EBITDA) for the quarter is at Rs.1,355.44 crores (DQ'15: Rs. 1,430.18 crores) down by 5 %.
4. Profit After Tax before Exceptional Items for the quarter is at Rs.919.86 crores (DQ'15: Rs.1,024.12 crores) down by 10 %.
5. Exceptional items, net credit in DQ'16 includes profit on sale of surplus properties Rs.159.00 crores (DQ'15: 36.91) and restructuring expenses Rs.5.95 crores (DQ'15: Rs.116.52 crores).
6. Profit After Tax for the quarter is at Rs.1037.93 crores (DQ'15: Rs.971.66 crores) up by 7 %.
7. The reconciliation of Net profit for the quarter, 9 months ended 31<sup>st</sup> December 2015 and year ended 31<sup>st</sup> March 2016 as prepared under Indian Generally Accepted Accounting Principles (IGAAP) with total comprehensive income as restated under Ind AS are summarised below:

(Rs. in Crores)

| Particulars  | Unaudited Results<br>for the Quarter ended<br>31st December 2015 | Unaudited Results<br>for Nine months ended<br>31st December 2015 | Audited Results for the<br>Year ended<br>31st March 2016 |
|--|--|--|--|
| <b>Reconciliation of Net Profit as reported earlier:</b>                           |  |  |  |
| <b>Net Profit for the period (as per IGAAP)</b>                                    | <b>971.40</b>  | <b>2,992.78</b>  | <b>4,082.37</b>  |
| Benefit/(Charge):  |  |  |  |
| (Increase)/Decrease in cost due to fair value accounting of share based payments   | 0.06   | 0.80   | 0.52   |
| Income accounted from unrecognised Plan asset in IGAAP reversed in Ind AS          | (6.09)   | (17.32)  | (23.58)  |
| Expected return on plan assets now recognised in Ind AS                            | 7.28   | 21.84  | 28.51  |
| Actuarial loss on Defined Benefit plans reclassified to Other Comprehensive Income | -  | -  | 3.60   |
| Fair value gains on Financial Instruments  | 0.11   | 44.01  | 70.46  |
| One-time gain on discounting of non-current provisions                             | -  | -  | 5.68   |
| Unwinding of discounted non-current provisions/liabilities                         | (0.97)   | (3.13)   | (2.37)   |
| Deferred Tax impact of above adjustments   | (0.13)   | (15.99)  | (28.66)  |
| <b>Net profit for the period (as per Ind-AS)</b>                                   | <b>971.66</b>  | <b>3,022.99</b>  | <b>4,136.53</b>  |
| Add: Other Comprehensive Income (Net of Tax)                                       | (0.42)   | (1.16)   | (11.99)  |
| <b>Total Comprehensive Income</b>  | <b>971.24</b>  | <b>3,021.83</b>  | <b>4,124.54</b>  |

8. Previous period figures have been re-grouped/re-classified wherever necessary
9. The above results have been reviewed by the Audit Committee and approved by the board of Directors at its meeting held on 23rd January, 2017. The statutory auditors have expressed an unqualified report on Limited Review of 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> January, 2017



By order of the Board

Sanjiv Mehta  
Managing Director & CEO  
[DIN: 06699923]

# B S R & 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 and nine months ended 31 December 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 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 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 **B S R & Co. LLP**  
*Chartered Accountants*

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

**Akeel Master**  
*Partner*

Membership No: 046768

Mumbai  
23 January 2017



## **RESULTS FOR THE QUARTER ENDING 31<sup>st</sup> DECEMBER 2016**

### **DOMESTIC CONSUMER BUSINESS FLAT; NET PROFIT UP 7%**

**Mumbai, January 23<sup>rd</sup>, 2016:** Hindustan Unilever Limited announced its results for the quarter ending 31<sup>st</sup> December 2016.

Under challenging market conditions, our Domestic Consumer business was flat. EBITDA margin was down 70 bps and Net Profit after Tax, (PAT) at Rs.1038 Crores grew 7%.

During the quarter, the squeeze in liquidity resulted in reduced trade pipelines and lower consumer offtake. The impact was varied across segments, channels and geographies. We responded to these adverse market conditions with speed by rejigging our supply chain, supported our channel partners by extending credit and enhanced our direct distribution coverage. We also sustained our brand building spends and our innovation initiatives. Despite the short term challenges of the quarter, the premium part of our portfolio continued to perform well.

#### **Home Care:**

Premium laundry performed well with sustained double digit growth in Surf. Home Care Liquids had another good quarter.

#### **Personal Care:**

Premium Personal Care continued its growth momentum across formats. Personal Wash volumes were impacted due to calibrated price increases to manage steep inflation in commodity costs. Baby Dove range of products have been well received by consumers.

This quarter we launched 'LEVER Ayush' - an exclusive Personal Care range of high performance products based on Ayurveda and supported by modern science. The LEVER Ayush range comprises of soaps, shampoos, tooth pastes, hand washes and face washes and has been launched across South India.

#### **Refreshment:**

Tea delivered broad based double-digit growth led by a differentiated region wise focus. Ice Cream & Frozen Desserts delivered robust activation-led growth.

#### **Foods:**

Focus on market development continued. The recently launched premium range of Kissan Jams is progressing well in the market place.

#### **EBITDA margins down 70 bps**

Cost of Goods Sold was higher by 60 bps due to rising input costs. Brand investments were maintained at competitive levels across segments. Earnings before interest, tax, depreciation and amortisation (EBITDA) was down by 5%. While Profit after tax before exceptional items, PAT (bei), at Rs. 920 Crores was down 10%, Net Profit at Rs.1038 Crores, was up 7% for the quarter on higher exceptional income.

Harish Manwani, Chairman commented: "The gradual recovery of the market was temporarily impacted by adverse liquidity conditions. However our performance demonstrated resilience and agility in this challenging environment. There are early signs of normalisation and our focus continues to remain on innovation led volume growth and improvement in margins. Our strategic agenda of delivering Consistent, Competitive, Profitable and Responsible growth remains unchanged."



## **Press Release**

### **HUL appoints Mr Dev Bajpai as Director on the Board of the Company**

Mumbai, January 23, 2017: Hindustan Unilever Limited (HUL), announced today that it has appointed Mr Dev Bajpai as Director on the Board of the Company. The appointment was approved by the Board of Directors of the Company today.

Commenting on the appointment, Mr Harish Manwani, Chairman, HUL, said, "Under Dev's leadership of the legal function, the Company has set new benchmarks on corporate governance and ethics. Dev has contributed significantly to industry led efforts on matters requiring advocacy and legislative changes".

Mr. Dev Bajpai (51) was appointed as the Executive Director – Legal and Company Secretary and as a member of the Management Committee of the Company in May 2010. Mr. Bajpai took additional responsibility of Corporate Affairs function in the year 2012. He has been a part of committees of apex industry organizations like Confederation of Indian Industry & Federation of Indian Chambers of Commerce and Industry. He is also a member of the Board of Governors of The Advertising Standards Council of India.

Mr. Bajpai is a Fellow Member of the Institute of Company Secretaries of India and has a law degree from University of Delhi. He has also completed an Executive Program for Corporate Counsels conducted by Harvard Law School. He has 29 years of experience in the areas of Legal, Governance, Tax and Corporate Affairs across diverse industries including Automobiles, FMCG, Hospitality and Private Equity. Prior to joining HUL, Mr Bajpai has worked in Maruti Udyog Limited, Marico Limited, The Indian Hotels Company Limited and ICICI Venture Funds Management Company Limited.

### **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.

### **Media Contacts:**

**Email:** [mediacentre.hul@unilever.com](mailto:mediacentre.hul@unilever.com)

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