



Hindustan Unilever Limited

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

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

18th July, 2017

Stock Code BSE: 500696
NSE: HINDUNILVR
ISIN: INE030A01027

BSE Limited,
Corporate Relationship Department,
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor,
Plot No. C/1, G Block,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051

Dear Sir,

Sub: Outcome of the Board Meeting held on 18th July, 2017

This is further to our letter dated 7th July, 2017, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 30th June, 2017.

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 30th June, 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 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



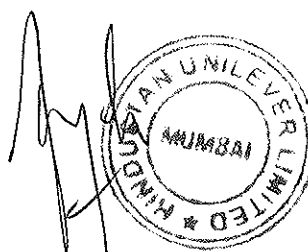
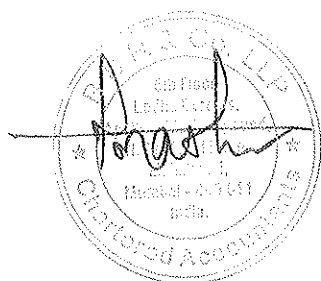


HINDUSTAN UNILEVER LIMITED

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2017

(Rs in Crores)

Particulars	STANDALONE		STANDALONE	
	Unaudited Results for the Quarter ended 30th June		Audited Results for the Quarter ended 31st March	Audited Results for the Year ended 31st March
	2017	2016	2017	2017
Revenue from operations				
Sale of products (including excise duty)	9,094	8,662	8,773	33,895
Other operating revenue	128	140	113	592
Other income	113	108	83	526
TOTAL INCOME	9,335	8,910	8,969	35,013
EXPENSES				
Cost of materials consumed	2,904	2,918	3,116	11,363
Purchases of stock-in-trade	1,128	1,089	968	4,166
Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	52	(52)	(62)	156
Excise duty	693	675	673	2,597
Employee benefits expenses	419	427	388	1,620
Finance costs	6	6	6	22
Depreciation and amortisation expenses	114	93	108	396
Other expenses				
Advertising and promotion	905	880	853	3,470
Others	1,255	1,230	1,299	5,068
TOTAL EXPENSES	7,476	7,266	7,349	28,858
Profit before exceptional items and tax	1,859	1,644	1,620	6,155
Exceptional items [net credit/ (charge)]	(13)	71	(1)	241
Profit before tax	1,846	1,715	1,619	6,396
Tax expenses				
Current tax	(618)	(524)	(403)	(1,865)
Deferred tax credit/(charge)	55	(17)	(33)	(41)
PROFIT FOR THE PERIOD (A)	1,283	1,174	1,183	4,490
OTHER COMPREHENSIVE INCOME				
Items that will not be reclassified subsequently to profit or loss				
Remeasurements of the net defined benefit plans	-	-	(32)	(32)
Tax on above	-	-	11	11
Items that will be reclassified subsequently to profit or loss				
Fair value of debt instruments through other comprehensive income	(3)	0	3	1
Tax on above	1	(0)	(1)	(0)
OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)	(2)	0	(19)	(20)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	1,281	1,174	1,164	4,470
Paid up Equity Share Capital (face value Re. 1 per share)	216	216	216	216
Other Equity				6,274
Earnings per equity share (Face value of Re 1 each)				
Basic (in Rs)	5.93	5.42	5.47	20.75
Diluted (in Rs)	5.93	5.42	5.47	20.74



SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

(Rs in Crores)

Particulars	Standalone		Standalone	
	Unaudited Results for the Quarter ended 30th June		Audited Results for the Quarter ended 31st March	Audited Results for the Year ended 31st March
	2017	2016	2017	2017
Segment Revenue (Sales and Other operating income)				
- Home Care	3,047	2,876	3,004	11,346
- Personal Care	4,368	4,222	4,075	16,304
- Foods	284	272	295	1,124
- Refreshments	1,346	1,215	1,300	4,848
- Others (includes Exports, Infant & Feminine Care etc.)	168	204	201	819
Total Segment Revenue	9,213	8,789	8,875	34,441
Segment Results (Profit from ordinary activities before tax and interest)				
- Home Care	448	356	389	1,259
- Personal Care	1,079	1,021	984	3,848
- Foods	41	17	28	85
- Refreshments	255	192	219	755
- Others (includes Exports, Infant & Feminine Care etc.)	(6)	(9)	(4)	(21)
Total Segment Results	1,817	1,577	1,616	5,926
Less: Finance Costs	(6)	(6)	(6)	(22)
Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	35	144	9	492
Total Profit Before Tax from ordinary activities	1,846	1,715	1,619	6,396
Segment Assets				
- Home Care	1,999	1,836	1,892	1,892
- Personal Care	4,328	3,730	4,097	4,097
- Foods	325	322	300	300
- Refreshments	1,388	1,479	1,542	1,542
- Others (includes Exports, Infant & Feminine Care etc.)	171	188	164	164
- Unallocable corporate assets	8,587	8,356	6,756	6,756
Total Segment Assets	16,798	15,911	14,751	14,751
Segment Liabilities				
- Home Care	2,463	2,257	2,337	2,337
- Personal Care	4,051	3,740	3,815	3,815
- Foods	275	291	254	254
- Refreshments	833	706	807	807
- Others (includes Exports, Infant & Feminine Care etc.)	77	69	74	74
- Unallocable corporate liabilities	3,935	3,871	974	974
Total Segment Liabilities	11,634	10,934	8,261	8,261

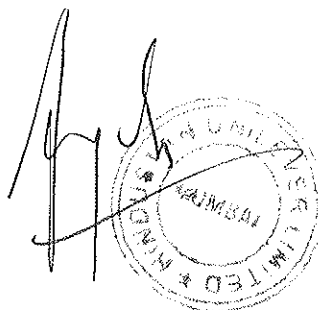
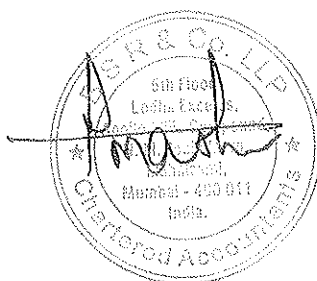
Note on Segment Information:

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, 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 30th June 2017, 30th June 2016 and 31st March 2017. 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.

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



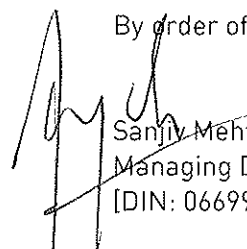
Notes:

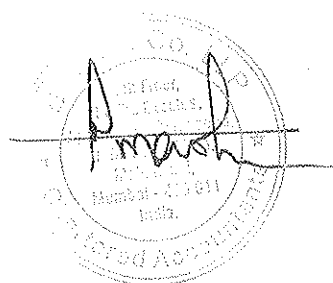
1. Net Sales grew by 5% during the quarter. Domestic Consumer Business (FMCG) growth was 6% for the quarter.
2. Earnings before Interest, tax, depreciation and amortization (EBITDA) for the quarter is at Rs. 1,866 crores (JQ'16: Rs 1,636 crores) grew by 14%.
3. Profit After Tax before Exceptional Items for the quarter is at Rs 1,292 crores (JQ'16: Rs 1,128 crores grew by 15%)
4. Exceptional items, net charge in JQ'17 includes profit on sale of surplus properties Rs.4 crores (JQ'16: Rs 0 crores), restructuring expenses 17 crores (JQ'16: Rs. 32 crores). JQ'16 exceptional items also includes acquisition related cost Rs. 12 crores and one time write back of provision for employee benefits on account of plan amendments basis actuarial valuation Rs.115 crores.
5. Profit After Tax for the quarter is at Rs. 1,283 crores (JQ'16:Rs.1,174 crores) grew by 9 %.
6. Previous period figures have been re-grouped/re-classified wherever necessary.
7. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 18th July, 2017.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 18th July, 2017. 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.bseindia.com.

Place: Mumbai
Date: 18th July, 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
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India

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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 ended 30 June 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
18 July 2017



Hindustan Unilever Limited

RESULTS FOR THE QUARTER ENDING 30th JUNE 2017

DOMESTIC CONSUMER GROWTH AT 6%; EBITDA UP 14%

Mumbai, July 18th, 2017: Hindustan Unilever Limited announced its results for the quarter ending 30th June 2017.

Under volatile market conditions, our Domestic Consumer business grew at 6% and Underlying Volume Growth remained flat. EBITDA margin was up 160 bps and Net Profit after Tax, (PAT) at Rs.1283 Crores grew 9%.

During the quarter, trade sentiment remained cautious, particularly in the run up to GST implementation. Despite high promotional intensity, stock pipelines remained low and varied across categories, channels and geographies. In these challenging circumstances we managed to deliver yet another quarter of resilient and profitable growth.

Home Care:

This quarter saw strong growth across mass & premium laundry. Surf, our largest brand maintained its robust volume-led growth momentum. However, the water business witnessed a muted quarter due to lower trade purchases and destocking before GST implementation.

Personal Care:

Personal wash witnessed broad based growth across all brands. Colour cosmetics delivered yet another quarter of robust growth. Fair & Lovely relaunch was well received.

This quarter, we launched 'Citra' - an iconic naturals brand from Asia in the Face Care segment. After a successful test market, we are also rolling out Lever Ayush, nationally. Lever Ayush is an ayurvedic range of personal care products spanning across 6 categories of skin care, soaps, hair care, hand wash, body lotions and oral care.

Foods & Refreshment:

Refreshments witnessed broad based, volume led growth. In Tea, double-digit growth was sustained by continuing to leverage our differentiated portfolio across different parts of India. Coffee and Ice Cream & Frozen Desserts also delivered a robust quarter. In Foods, the focus continued to be on market development for the category with Soups & Jams driving the category growth.

Margin improvement sustained: EBITDA margin up by 160 bps

Cost of Goods sold was down by 75 bps. While competitive Advertising and Promotion (A&P) spends were maintained, Zero Based Budgeting (ZBB) helped drive A&P percentage down by 20 bps and other expenses down by 40 bps. Earnings before interest, tax, depreciation and amortisation (EBITDA) was up by 14%. Profit after tax before exceptional items, PAT (beil), at Rs. 1292 Crores was up by 15%, Net Profit at Rs.1283 Crores, was up 9% for the quarter.

Harish Manwani, Chairman commented: "This quarter saw the announcement of the launch of GST, a ground-breaking tax reform for India. I am pleased with the manner in which our business worked closely with all key stakeholders including industry associations, the government and our trade partners to prepare the ground for a smooth transition. Despite the short term challenges of this transition, our company delivered yet another resilient performance. Both growth and margin improvement were delivered through a combination of sustained innovations, a comprehensive savings program and a relentless focus on execution in the market place. We remain positive on the medium term outlook for the industry and will continue to drive consumer value, which also delivers profitable volume driven growth for the company."

