



**GlaxoSmithKline  
Pte Ltd**

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May 11, 2020

To.

|    |                                                                                                                                       |    |                                                                                                                          |
|----|---------------------------------------------------------------------------------------------------------------------------------------|----|--------------------------------------------------------------------------------------------------------------------------|
| 1. | National Stock Exchange of India Limited<br>Exchange Plaza, C - 1, Block – G,<br>Bandra Kurla Complex, Bandra (E)<br>Mumbai - 400 051 | 2. | BSE Limited<br>Corporate Relationship Department<br>Phiroze Jeejeebhoy Towers,<br>Dalal Street, Fort<br>Mumbai - 400 001 |
| 3. | Hindustan Unilever Limited,<br>Unilever House,<br>B. D. Sawant Marg,<br>Chakala, Andheri (E),<br>Mumbai - 400 099.                    |    |                                                                                                                          |

Dear Sir/ Ma'am,

Pease find enclosed herewith the disclosure under Regulation 29(2) of the SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 pursuant to the sale of shares of Hindustan Unilever Limited by GlaxoSmithKline Pte Ltd.

Request you to please take the above information on record.

For GlaxoSmithKline Pte Ltd

Name: Antony Braithwaite

**Authorised Signatory**

**Registered in Singapore**  
198102938-K

**Registered office**  
23 Rochester Park  
Singapore 139234  
Singapore



**Disclosure under Regulation 29(2) of SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011**

|                                                                                                                                                                                             |                                                                                   |                                                             |                                                            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------|------------------------------------------------------------|
| Name of the Target Company (TC)                                                                                                                                                             | Hindustan Unilever Limited                                                        |                                                             |                                                            |
| Name(s) of the acquirer and Persons Acting in Concert (PAC) with the acquirer                                                                                                               | GlaxoSmithKline Pte Ltd ("GSK Pte")<br>Person acting in concert: Horlicks Limited |                                                             |                                                            |
| Whether the acquirer belongs to Promoter/Promoter group                                                                                                                                     | No                                                                                |                                                             |                                                            |
| Name(s) of the Stock Exchange(s) where the shares of TC are Listed                                                                                                                          | National Stock Exchange of India Limited<br>BSE Limited                           |                                                             |                                                            |
| Details of the acquisition / disposal as follows                                                                                                                                            | Number                                                                            | % w.r.t. total share/voting capital wherever applicable (*) | % w.r.t. total diluted share/voting capital of the TC (**) |
| <b>Before the disposal under consideration, holding of:</b>                                                                                                                                 |                                                                                   |                                                             |                                                            |
| a) Shares carrying voting rights<br><br><i><b>Note:</b> Horlicks Limited (the PAC) held 79,688,346 equity shares representing 3.39% of the total diluted share/voting capital of the TC</i> | 54,083,698                                                                        | 2.30%                                                       | 2.30%                                                      |
| b) Shares in the nature of encumbrance (pledge/ lien/ non-disposal undertaking/ others)                                                                                                     | Nil                                                                               | Nil                                                         | Nil                                                        |
| c) Voting rights (VR) otherwise than by shares                                                                                                                                              | Nil                                                                               | Nil                                                         | Nil                                                        |
| d) Warrants/convertible securities/any other instrument that entitles the acquirer to receive shares carrying voting rights in the TC (specify holding in each category)                    | Nil                                                                               | Nil                                                         | Nil                                                        |
| e) Total (a+b+c+d)                                                                                                                                                                          | 54,083,698                                                                        | 2.30%                                                       | 2.30%                                                      |
| <b>Details of acquisition/ sale</b>                                                                                                                                                         |                                                                                   |                                                             |                                                            |
| a) Shares carrying voting rights acquired/sold                                                                                                                                              | 54,083,698                                                                        | 2.30%                                                       | 2.30%                                                      |
| b) VRs acquired /sold otherwise than by shares                                                                                                                                              | Nil                                                                               | Nil                                                         | Nil                                                        |
| c) Warrants/convertible securities/any other instrument that entitles the acquirer to receive shares carrying voting rights in the TC (specify holding in each category)                    | Nil                                                                               | Nil                                                         | Nil                                                        |



|                                                                                                                                                                                                                           |                                                                                                                                                                                                                                            |       |       |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-------|
| acquired/sold                                                                                                                                                                                                             |                                                                                                                                                                                                                                            |       |       |
| d) Shares encumbered / invoked/released by the acquirer                                                                                                                                                                   | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| e) Total (a+b+c+/-d)                                                                                                                                                                                                      | 54,083,698                                                                                                                                                                                                                                 | 2.30% | 2.30% |
| <b>After the acquisition/sale, holding of:</b>                                                                                                                                                                            |                                                                                                                                                                                                                                            |       |       |
| a) Shares carrying voting rights<br><br><i><b>Note:</b> Horlicks Limited (the PAC) has also sold 79,688,346 equity shares representing 3.39% of the total diluted share/voting capital of the TC, along with GSK Pte.</i> | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| b) Shares encumbered with the acquirer                                                                                                                                                                                    | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| c) VRs otherwise than by shares                                                                                                                                                                                           | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| d) Warrants/convertible securities/any other instrument that entitles the acquirer to receive shares carrying voting rights in the TC (specify holding in each category) after acquisition                                | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| e) Total (a+b+c+d)                                                                                                                                                                                                        | Nil                                                                                                                                                                                                                                        | Nil   | Nil   |
| Mode of <del>acquisition</del> / sale (e.g. open market / off-market / public issue / rights issue / preferential allotment / inter-se transfer etc).                                                                     | Open market                                                                                                                                                                                                                                |       |       |
| Date of <del>acquisition</del> / sale of shares / <del>VR or date of receipt of intimation of allotment of shares, whichever is applicable</del>                                                                          | May 7, 2020                                                                                                                                                                                                                                |       |       |
| Equity share capital / total voting capital of the TC before the said <del>acquisition</del> / sale                                                                                                                       | <p>Issued Capital: INR 2,402,586,975 comprising of 2,402,586,975 equity shares having face value of INR 1 each.</p> <p>Paid Up Capital: INR 2,349,467,999 comprising of 2,349,467,999 equity shares having a face value of INR 1 each</p>  |       |       |
| Equity share capital/ total voting capital of the TC after the said <del>acquisition</del> / sale                                                                                                                         | <p>Issued Capital: INR 2,402,586,975 comprising of 2,402,586,975 equity shares having face value of INR 1 each.</p> <p>Paid Up Capital: INR 2,349,467,999 comprising of 2,349,467,999 equity shares having a face value of INR 1 each</p>  |       |       |
| Total diluted share/voting capital of the TC after the said sale                                                                                                                                                          | <p>Issued Capital: INR 2,402,586,975 comprising of 2,402,586,975 equity shares having face value of INR 1 each.</p> <p>Paid Up Capital: INR 2,349,467,999 comprising of 2,349,467,999 equity shares having a face value of INR 1 each.</p> |       |       |



(\*) Total share capital/ voting capital to be taken as per the latest filing done by the company to the Stock Exchange under Clause 35 of the listing Agreement.

(\*\*) Diluted share/voting capital means the total number of shares in the TC assuming full conversion of the outstanding convertible securities/warrants into equity shares of the TC.

A handwritten signature in black ink, appearing to read 'A. ...' followed by a stylized flourish.

**Signature of the ~~acquirer / seller /~~ Authorised Signatory**

Place: London

Date: May 11, 2020