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, 2018

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, 2018

This is further to our letter dated 8th January, 2018, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 31st December, 2017.

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, 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 Regulation 47 of Listing Regulations.

Please take the above information on record.

Thanking You.

For Hindustan Unilever Limited

Sanjiv Mehta
Executive Director, Legal & External Affairs
and Company Secretary

HINDUSTAN UNILEVER LIMITED

STATEMENT OF UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2017

(Rs in Crores)

Particulars	STANDALONE			
	Unaudited Results for the Quarter ended 30th Sep		Unaudited Results for the Nine months ended 31st December		Audited Results for the Year ended 31st March
	2017		2017	2016	2017
Revenue from operations					
Sales of products (including excise duty)	8,199	8,124	25,615	25,122	33,895
Other operating revenue	110	193	506	479	592
Other income	204	83	469	443	526
TOTAL INCOME	8,513	8,400	26,590	26,044	35,013
EXPENSES					
Cost of materials consumed	2,885	2,574	8,977	8,246	11,363
Purchases of stock-in-trade	1,061	1,021	2,957	3,198	4,166
Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(17)	149	(16)	218	156
Excise duty	-	612	69	1,924	2,597
Employee benefits expenses	435	409	1,345	1,232	1,620
Finance costs	6	5	10	15	22
Depreciation and amortisation expenses	115	100	350	288	396
Other expenses					
Advertising and promotion			3,035	2,616	3,470
Others			3,902	3,772	5,068
Other expenses	1,023	885	21,259	21,509	28,858
TOTAL EXPENSES	1,240	1,312			
	6,748	7,067			
Profit before exceptional items and tax	1,765	1,333	5,331	4,535	6,155
Exceptional items [net credit/ (charge)]	36	153	242	242	241
Profit before tax	1,801	1,486	5,573	4,777	6,396
Tax expenses					
Current tax	(537)	(468)	(1,455)	(1,462)	(1,865)
Deferred tax credit/(charge)	12	20	(28)	(8)	(41)
PROFIT FOR THE PERIOD (A)	1,276	1,038	3,884	3,307	4,490
OTHER COMPREHENSIVE INCOME					
Items that will not be reclassified subsequently to profit or loss					
Remeasurements of the net defined benefit plans	-	-	-	-	(32)
Tax on above	-	-	-	-	11
Items that will be reclassified subsequently to profit or loss					
Fair value of debt instruments through other comprehensive income	1	(1)	(3)	(1)	1
Tax on above	(0)	0	1	0	(0)
OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)	1	(1)	(2)	(1)	(20)
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)	1,277	1,037	3,882	3,306	4,470
Paid up Equity Share Capital (face value Re. 1 per share)	216	216	216	216	216
Other Equity					6,274
Earnings per equity share (Face value of Re 1 each)					
Basic (in Rs)	5.90	4.80	17.95	15.28	20.75
Diluted (in Rs)	5.90	4.79	17.95	15.28	20.74

BSP & Co. LLP
5th Floor
Lodha Excelus,
Apollo Mills Compound
N. M. Joshi Marg,
Mahalaxmi
Mumbai-400011
India

HINDUSTAN UNILEVER LTD.
MUMBAI

Notes:

1. According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the quarter ended 31st December, 2016 was reported inclusive of excise duty. Goods and Service Tax ("GST") has been implemented with effect from 1st July, 2017 which replaces Excise Duty and other input taxes. As per Ind AS 18, the revenue for the quarter ended 31st December, 2017 is reported net of GST.

2. In compliance with IND AS 20 on Government Grants, the amount of budgetary support under Goods and Service Tax, GST Refunds, to be received from the Government of India in relation to the existing eligible units under the different Industrial Promotion Schemes have been recognised as "Other Operating Income". In past periods these credits were netted off from the excise cost reported in the Statement of Profit and Loss.

3. Comparable Domestic Consumer sales growth and comparable EBITDA margin improvement (mentioned in note 4 and 5 below) for DQ 17 has been arrived at by adjusting:

   a) Excise Duty, other net input taxes from reported sales of DQ 16, and
   b) GST Refunds to the reported sales of DQ 17.

4. In view of the accounting impact as shared in note 1 to 3 above, while the Reported Net Sales grew by 2% during the quarter, Comparable Domestic Consumer sales grew by 17% during the quarter.

5. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs.1,680 crores (DQ 16: Rs 1,355 crores) grew by 24%. Comparable EBITDA margin improvement is 110 bps vs DQ 16.

6. Profit After Tax before Exceptional Items for the quarter at Rs 1,198 crores (DQ 16: Rs 920 crores) grew by 30%.

7. Exceptional items, net hit in DQ 17 includes restructuring expenses Rs.27 crores (DQ 16: Rs. 6 crores), profit on sale of surplus properties Rs.6 crores (DQ 16: Rs. 159 crores).

8. Profit After Tax for the quarter at Rs. 1,326 crores (DQ 16: Rs.1,038 crores) grew by 28 %.

9. Due to paucity of time, it was not possible to immediately pass on the benefit of the 15th November GST rate reductions on some of the pipeline stocks to the end consumers. An estimated value of Rs. 119 crores has been proactively disclosed to the CBEC on this count and we have offered to pay this amount suo motu to the Government. This amount is not recognised as revenue and is accounted as a liability as on 31st December 17.

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, 2018.

12. The text of the above statement was approved by the Board of Directors at their meeting held on 17th January, 2018. 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.

By order of the Board

Sanjiv Mehta
Managing Director & CEO
[DIN: 06699923]

HINDUSTAN UNILEVER LTD. MUMBAI

Place: Mumbai
Date: 17th January, 2018

B S R & Co. LLP 5th Floor, Lodha Excelus, Apollo Mills Compound, N. M. Joshi Marg, Mahalaxmi, Mumbai-400011. India Chartered Accountants

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

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 and nine months ended 31 December 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

Hindustan Unilever Limited

RESULTS FOR THE QUARTER ENDING 31st DECEMBER 2017

17% COMPARABLE* DOMESTIC CONSUMER GROWTH, EBITDA UP 24%

Mumbai, January 17th, 2018: Hindustan Unilever Limited announced its results for the quarter ending 31st December 2017.

During the quarter, our Comparable* Domestic Consumer Growth was 17% and Underlying Volume growth was 11%. This was on a weak base comparator. Comparable* EBITDA margin was up 110 bps and Net Profit at Rs.1326 Crores grew by 28%.

Home Care: Double-digit volume growth across categories

Laundry saw robust double-digit growth across key brands. Growth in Household Care was led by a strong performance in Vim. The Purifiers business saw the launch of air purifiers under the Pureit brand.

Personal Care: Broad-based growth across Personal Products and Personal Wash

Personal wash witnessed robust growth across key brands led by Dove and Pears. Growth in Skin Care was driven by the strong performance of Fair & Lovely. Hair Care witnessed broad based volume led growth. Indulekha brand has now been extended to include Indulekha Bringha shampoo, an 'Ayurvedic Medicine for Hairfall'. Colour cosmetics delivered yet another quarter of strong growth.

Foods: Strong growth led by Kissan

Kissan delivered broad based growth across Ketchups & Jams. Knorr growth was led by a strong performance in Soups.

Refreshment: Sustained robust performance

Tea continues to deliver double-digit growth. Coffee witnessed a strong performance and the growth momentum continued in Ice Cream and Frozen Desserts.

Margin improvement sustained: Comparable* EBITDA margin up by 110 bps

Cost of Goods Sold were lower, on the back of a strong savings program. Advertising and Promotion spends were stepped up to support innovations and market development activities. Earnings before interest, tax, depreciation and amortisation (EBITDA) at Rs. 1680 Crores was up by 24%. Profit after tax before exceptional items, PAT (bei), at Rs. 1198 Crores was up by 30%, Net Profit at Rs.1326 Crores, was up 28% for the quarter.

GST rate reduction in November'17

Effective 15th November, GST rates were reduced for some of our categories from 28% to 18%. While the implementation of this change was initiated immediately, it was not possible to pass on the entire benefit of this rate reduction on some of the pipeline stocks during the transition. An estimated value of Rs. 119 crores was proactively disclosed to the CBEC on this count and we have offered to pay this amount suo motu to the Government. This amount is not recognised as revenue and is accounted as a liability as on 31st December 17.

Harish Manwani, Chairman commented: "We have delivered another strong performance in the quarter, with broad based growth across categories and further improvement in margins. We remain positive about the mid-term outlook of the industry and will continue to invest strongly in our core brands and developing categories of the future. There are early signs of commodity cost inflation and we will further sharpen our focus on cost effectiveness programs and manage our business dynamically for competitiveness and sustained profitability."

*Comparable: Reflecting accounting impact of GST (Excise duty and net input taxes adjusted from sales of base quarter and GST refunds to the reported sales of current quarter) For details refer to Quarter Results filed with the Stock Exchanges