



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

14th May, 2018

CIN: L15140MH1933PLC002030
Stock Code- BSE: 500696
NSE: HINDUNILVR

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

**Sub: Audited financial results and recommendation of dividend
for the financial year ended 31st March, 2018.**

Dear Sir,

This is further to our letter dated 2nd May, 2018, wherein we had intimated to the Exchange, the date of Board Meeting for consideration of audited financial results for the financial year ended 31st March, 2018.

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform you that the Board of Directors in their meeting held today have:

- approved the annual accounts for the financial year ended 31st March, 2018.

The Company's turnover for the financial year ended 31st March, 2018 was Rs. 34,619 as against turnover of Rs. 33,895 crores for the financial year ended 31st March, 2017.

The Profit before tax was Rs. 7,285 as against Rs. 6,396 crores for the corresponding year. Depreciation/ amortization for the year was Rs. 478 as against Rs. 396 crores in the corresponding year. Exceptional Items for the period amounted to a loss of Rs. 62 as against gain of Rs. 241 crores in the corresponding year.

Provision for taxation (including deferred tax) is Rs. 2,048 (Last Year: Rs. 1,906 Crores). Profit after Tax and Net Profit increased to Rs. 5,237 (Last Year - Rs. 4,490 Crores).

It is hereby declared that the Auditors of the Company, M/s. B S R & Co. LLP, Chartered Accountants, has issued the Audit Reports for Financial Statements as prepared under the Companies Act, 2013 and Financial Results as prepared under SEBI (Listing Obligations and Disclosure requirements) Regulations, 2015 for the financial year ended 31st March, 2018 with an unmodified opinion.



Hindustan Unilever Limited

Please find enclosed herewith a copy of the audited financial results of the Company for the financial year ended 31st March, 2018 along with the copy of the Auditor's Report. A copy of the Press Release issued in this regard is also attached herewith.

- recommended a final dividend of Rs. 12/- for the financial year ended 31st March, 2018 on Equity Shares of Re. 1/- each.

The Company had earlier paid an interim dividend of Rs. 8/- per share on 14th November, 2017. The total dividend for the said period amounts to Rs. 20/- per Equity Share of face value of Re. 1/- each. The final dividend, subject to the approval of shareholders, will be paid to the shareholders on or after 4th July, 2018.

- decided to hold the 85th Annual General Meeting on Friday, 29th June, 2018.
- resolved to close the Register of Members of the Company from Saturday, 23rd June, 2018 to Friday, 29th June, 2018 (both days inclusive) for the purpose of payment of Final Dividend and Annual General Meeting of the Company.

You are requested to take the above information on your record.

Thanking You.

Yours faithfully,
For Hindustan Unilever Limited

Dev Bajpai
Executive Director, Legal & Corporate Affairs
and Company Secretary
DIN: 00050516 / FCS No.: 3354



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

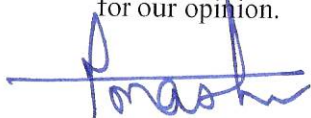
Independent Auditor's Report on Annual Standalone Financial Results of Hindustan Unilever Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Hindustan Unilever Limited

We have audited the accompanying annual standalone financial results of Hindustan Unilever Limited ('the Company') for the year ended 31 March 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations'). Attention is drawn to the fact that the figures for the quarter ended 31 March 2018 and the corresponding quarter ended in the previous year as reported in these annual standalone financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the end of the third quarter of the relevant financial year. Also the figures up to the end of the third quarter had only been reviewed and not subjected to audit.

These annual standalone financial results have been prepared on the basis of the annual standalone Ind AS financial statements and reviewed quarterly standalone financial results upto the end of the third quarter which are the responsibility of the Company's management. Our responsibility is to express an opinion on these annual standalone financial results based on our audit of the annual standalone Ind AS financial statements which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the annual standalone financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as the annual standalone financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.



Independent Auditor's Report on Annual Standalone Financial Results of Hindustan Unilever Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

In our opinion and to the best of our information and according to the explanations given to us, these annual standalone financial results:

- (i) are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (ii) give a true and fair view of the standalone net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**

Chartered Accountants

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



Akeel Master

Partner

Membership No: 046768

Mumbai
14 May 2018

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

Independent Auditor's Report on Annual Consolidated Financial Results of Hindustan Unilever Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

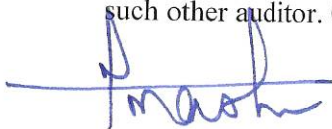
To the Board of Directors of Hindustan Unilever Limited

We have audited the accompanying annual consolidated financial results of Hindustan Unilever Limited (hereinafter referred to as 'the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group') for the year ended 31 March 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations').

These annual consolidated financial results have been prepared from annual consolidated Ind AS financial statements which are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial results based on our audit of such annual consolidated Ind AS financial statements, which have been prepared in accordance with the recognition and measurement principles laid down in the Companies (Indian Accounting Standards) Rules, 2015 as per Section 133 of the Companies Act, 2013 and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatements. An audit includes examining, on test check basis, evidence supporting the amounts disclosed as consolidated financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of one subsidiary included in the annual consolidated financial results, whose annual financial statements reflect total assets of Rs. 325 crores as at 31 March 2018 as well as the total revenue of Rs. 332 crores for the year ended 31 March 2018. These annual financial statements and other financial information have been audited by other auditor whose report has been furnished to us, and our opinion on the annual consolidated financial results, to the extent they have been derived from such annual financial statements is based solely on the report of such other auditor. Our opinion is not modified in respect of this matter.



Independent Auditor's Report on Annual Consolidated Financial Results of Hindustan Unilever Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Continued)

In our opinion and to the best of our information and according to the explanations given to us and based on consideration of report of other auditor on separate financial statements and on other information of the subsidiary as aforesaid, these annual consolidated financial results:

- (i) include the annual financial results of the following entities:

Name of the Entity	Relationship
Unilever India Exports Limited	Wholly owned subsidiary
Lakme Lever Private Limited	Wholly owned subsidiary
Pond's Export Limited	Wholly owned subsidiary
Daverashola Estates Private Limited	Wholly owned subsidiary
Jamnagar Properties Private Limited	Wholly owned subsidiary
Levindra Trust Limited	Wholly owned subsidiary
Levers Associated Trust Limited	Wholly owned subsidiary
Hindlever Trust Limited	Wholly owned subsidiary
Hindustan Unilever Foundation	Wholly owned subsidiary
Bhavishya Alliance Child Nutrition Initiatives	Wholly owned subsidiary
Unilever Nepal Limited	Subsidiary

- (ii) have been presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
- (iii) give a true and fair view of the consolidated net profit and other comprehensive income and other financial information for the year ended 31 March 2018.

For **B S R & Co. LLP**

Chartered Accountants

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

Akeel Master

Partner

Membership No: 046768

Mumbai
14 May 2018



HINDUSTAN UNILEVER LIMITED

STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2018

(Rs in Crores)

STANDALONE			Particulars	STANDALONE		CONSOLIDATED	
Audited Results for the quarter ended 31st March		Unaudited Results for the quarter ended 31st December		Audited Results for the year ended 31st March		Audited Results for the year ended 31st March	
2018	2017	2017		2018	2017	2018	2017
9,003	8,773	8,323	Revenue from operations				
-	-	-	Sale of products (including excise duty)	34,619	33,895	35,474	34,964
94	113	267	Sale of services	-	-	97	97
100	83	152	Other operating revenue	599	592	667	698
9,197	8,969	8,742	Other income	569	526	384	369
			TOTAL INCOME	35,787	35,013	36,622	36,128
			EXPENSES				
3,514	3,116	3,188	Cost of materials consumed	12,491	11,363	12,927	11,946
855	968	768	Purchases of stock-in-trade	3,812	4,166	3,875	4,223
(55)	(62)	(51)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(71)	156	(72)	144
-	673	-	Excise duty	693	2,597	693	2,597
400	388	491	Employee benefits expenses	1,745	1,620	1,860	1,743
4	6	5	Finance costs	20	22	26	35
128	108	121	Depreciation and amortisation expenses	478	396	520	432
			Other expenses				
1,070	853	1,107	Advertising and promotion	4,105	3,470	4,153	3,542
1,265	1,299	1,407	Others	5,167	5,068	5,303	5,224
7,181	7,349	7,036	TOTAL EXPENSES	28,440	28,858	29,285	29,886
			Profit before exceptional items and tax	7,347	6,155	7,337	6,242
(64)	(1)	(21)	Exceptional items [net credit/ (charge)]	(62)	241	(33)	237
1,952	1,619	1,685	Profit before tax from continuing operations	7,285	6,396	7,304	6,479
			Tax expenses				
(696)	(403)	(297)	Current tax	(2,148)	(1,865)	(2,216)	(1,947)
95	(33)	(62)	Deferred tax credit/(charge)	100	(41)	137	(30)
1,351	1,183	1,326	Profit after tax from continuing operations (A)	5,237	4,490	5,225	4,502
-	-	-	Profit/(Loss) from discontinued operations before tax	-	-	2	(13)
-	-	-	Tax expenses of discontinued operations	-	-	-	1
-	-	-	Profit/(Loss) from discontinued operations after tax (B)	-	-	2	(12)
1,351	1,183	1,326	PROFIT FOR THE PERIOD (A+B)	5,237	4,490	5,227	4,490
			OTHER COMPREHENSIVE INCOME				
(16)	(32)	-	Items that will not be reclassified subsequently to profit or loss				
5	11	-	Remeasurements of the net defined benefit plans	(16)	(32)	(15)	(33)
			Tax on above	5	11	5	11
1	3	(1)	Items that will be reclassified subsequently to profit or loss				
(0)	(1)	0	Fair value of debt instruments through other comprehensive income	(2)	1	(2)	2
(10)	(19)	(1)	Tax on above	1	(0)	1	(0)
1,341	1,164	1,325	OTHER COMPREHENSIVE INCOME FOR THE PERIOD (C)	(12)	(20)	(11)	(20)
			TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B+C)	5,225	4,470	5,216	4,470
			Net Profit attributable to				
1,351	1,183	1,326	a) Owners of the company	5,237	4,490	5,214	4,476
-	-	-	b) Non-controlling interest	-	-	13	14
(10)	(19)	(1)	Other comprehensive income attributable to				
-	-	-	a) Owners of the company	(12)	(20)	(11)	(20)
			b) Non-controlling interest	-	-	(0)	(0)
1,341	1,164	1,325	Total comprehensive income attributable to				
-	-	-	a) Owners of the company	5,225	4,470	5,203	4,456
			b) Non-controlling interest	-	-	13	14
			Earnings per equity share from continuing operations (Face value of Re. 1 each)				
6.24	5.47	6.13	Basic (in Rs.)	24.20	20.75	24.08	20.74
6.24	5.47	6.13	Diluted (in Rs.)	24.19	20.74	24.07	20.73
			Earnings per equity share from discontinued operations (Face value of Re. 1 each)				
-	-	-	Basic (in Rs.)	-	-	0.01	(0.06)
-	-	-	Diluted (in Rs.)	-	-	0.01	(0.06)
			Earnings per equity share from continuing and discontinued operations (Face value of Re. 1 each)				
6.24	5.47	6.13	Basic (in Rs.)	24.20	20.75	24.09	20.68
6.24	5.47	6.13	Diluted (in Rs.)	24.19	20.74	24.08	20.67



[Signature]



SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES

(Rs in Crores)

STANDALONE			Particulars	STANDALONE		CONSOLIDATED	
Audited Results for the quarter ended 31st March		Unaudited Results for the quarter ended 31st December		Audited Results for the year ended 31st March		Audited Results for the year ended 31st March	
2018	2017	2017		2018	2017	2018	2017
3,102	3,004	2,741	Segment Revenue (Sales and Other operating income)				
4,096	4,075	4,090	- Home Care	11,629	11,346	11,626	11,346
299	295	300	- Personal Care	16,464	16,304	16,588	16,432
1,409	1,300	1,248	- Foods	1,165	1,124	1,165	1,124
191	201	211	- Refreshments	5,225	4,848	5,214	4,848
			- Others (includes Exports, Infant & Feminine Care etc.)	721	819	1,630	1,960
9,097	8,875	8,590	Total Segment Revenue	35,204	34,441	36,223	35,710
			Segment Results (Profit before tax and interest)				
509	389	354	- Home Care	1,694	1,259	1,694	1,260
1,066	984	1,007	- Personal Care	4,100	3,848	4,098	3,852
31	28	11	- Foods	100	85	100	85
256	219	169	- Refreshments	894	755	894	755
2	(4)	(11)	- Others (includes Exports, Infant & Feminine Care etc.)	(21)	(21)	144	200
1,864	1,616	1,530	Total Segment Results	6,767	5,926	6,930	6,152
(4)	(6)	(5)	Less: Finance Costs	(20)	(22)	(26)	(35)
92	9	160	Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	538	492	402	349
1,952	1,619	1,685	Total Profit Before Tax	7,285	6,396	7,306	6,466
			Segment Assets				
2,100	1,892	2,051	- Home Care	2,100	1,892	2,100	1,892
4,873	4,097	4,710	- Personal Care	4,873	4,097	5,185	4,456
312	300	305	- Foods	312	300	312	300
1,608	1,542	1,507	- Refreshments	1,608	1,542	1,608	1,542
156	164	159	- Others (includes Exports, Infant & Feminine Care etc.)	156	164	662	633
8,100	6,756	7,213	- Unallocable corporate assets	8,100	6,756	7,995	6,883
17,149	14,751	15,945	Total Segment Assets	17,149	14,751	17,862	15,706
			Segment Liabilities				
2,865	2,337	2,908	- Home Care	2,865	2,337	2,865	2,337
4,860	3,815	4,904	- Personal Care	4,860	3,815	4,925	3,851
329	254	350	- Foods	329	254	329	255
989	807	1,011	- Refreshments	989	807	989	807
92	74	106	- Others (includes Exports, Infant & Feminine Care etc.)	92	74	342	300
939	974	933	- Unallocable corporate liabilities	939	974	1,111	1,390
10,074	8,261	10,212	Total Segment Liabilities	10,074	8,261	10,561	8,940

Notes 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 income, dividend income, income from current investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and unallocable exceptional items.

Segment Assets and Segment Liabilities are as at 31st March 2018, 31st December 2017 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 current 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

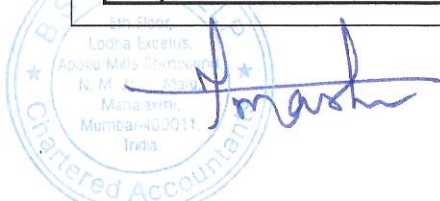




HINDUSTAN UNILEVER LIMITED
AUDITED BALANCE SHEET AS AT 31st MARCH, 2018

(Rs in Crores)

Statement of Assets and Liabilities		STANDALONE		CONSOLIDATED	
		As at 31st March, 2018	As at 31st March, 2017	As at 31st March, 2018	As at 31st March, 2017
A	ASSETS				
1	Non-current assets				
	Property, plant and equipment	3,776	3,654	4,080	3,968
	Capital work-in-progress	430	203	461	229
	Goodwill	0	0	0	0
	Other intangible assets	366	370	367	370
	Goodwill on consolidation	-	-	81	81
	Investments in subsidiaries, associates and joint ventures	254	254	-	-
	Financial assets				
	- Investments	2	6	2	6
	- Loans	404	352	184	168
	- Other financial assets	6	6	6	6
	Non-current tax assets (net)	439	311	635	461
	Deferred tax assets (net)	255	160	302	170
	Other non-current assets	78	70	84	75
	Total Non-current assets	6,010	5,386	6,202	5,534
2	Current assets				
	Inventories	2,359	2,362	2,513	2,541
	Financial assets				
	- Investments	2,855	3,519	2,871	3,788
	- Loans	-	-	4	-
	- Trade receivables	1,147	928	1,310	1,085
	- Cash and cash equivalents	573	572	649	628
	- Bank balances other than cash and cash equivalents mentioned above	2,800	1,099	2,836	1,200
	- Other financial assets	829	306	805	331
	Other current assets	560	507	656	552
	Assets held for sale	16	72	16	47
	Total - Current assets	11,139	9,365	11,660	10,172
	TOTAL - ASSETS	17,149	14,751	17,862	15,706
B	EQUITY AND LIABILITIES				
1	EQUITY				
	Equity share capital	216	216	216	216
	Other equity	6,859	6,274	7,065	6,528
	Non-controlling interest	-	-	20	22
	Total - Equity	7,075	6,490	7,301	6,766
2	LIABILITIES				
	Non-current liabilities				
	Financial liabilities				
	- Other financial liabilities	115	71	119	73
	Provisions	772	485	800	514
	Non-current tax liabilities (net)	384	296	558	432
	Other non-current liabilities	167	207	197	207
	Total - Non-current liabilities	1,438	1,059	1,674	1,226
	Current liabilities				
	Financial liabilities				
	- Borrowings	-	-	-	277
	- Trade payables	7,013	6,006	7,170	6,186
	- Other financial liabilities	203	181	214	195
	Other current liabilities	769	628	815	664
	Provisions	651	387	688	392
	Total - Current liabilities	8,636	7,202	8,887	7,714
	TOTAL - EQUITY AND LIABILITIES	17,149	14,751	17,862	15,706



Handwritten signature



Notes:

1. According to the requirements of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, revenue for the quarter ended 31st March, 2017 was reported inclusive of excise duty. Goods and Services 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 March, 2018 is reported net of GST.
2. In compliance with IND AS 20 on Government Grants, the amount of budgetary support under Goods and Services 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 MQ 18 has been arrived at by adjusting:
 - a) Excise Duty, other net input taxes from reported sales of MQ 17, and
 - b) GST Refunds to the reported sales of MQ 18.
4. In view of the accounting impact as shared in note 1 to 3 above, while the Reported Net Sales grew by 3% during the quarter, Comparable Domestic Consumer sales grew by 16% during the quarter.
5. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs. 2,048 crores (MQ 17: Rs. 1,651 crores) grew by 24%. Comparable EBITDA margin improvement is 160 bps vs MQ 17.
6. Profit After Tax before Exceptional Items for the quarter at Rs 1,409 crores (MQ 17: Rs 1,118 crores) grew by 26%.
7. Exceptional items, net cost in MQ 18 includes restructuring expenses Rs.16 crores (MQ 17: Rs. 5 crores), profit on sale of surplus properties Nil (MQ 17: Rs. 4 crores) and a one time charge on account of fair valuation of contingent consideration payable with respect to a past brand acquisition Rs.48 crores (MQ 17: Nil).
8. Profit After Tax for the quarter at Rs. 1,351 crores (MQ 17: Rs.1,183 crores) grew by 14 %.
9. For FY 2017-18 net comparable sales grew by 11%, Domestic Consumer Business (FMCG) grew by 12%, Earnings before interest, tax, depreciation and amortization (EBITDA) grew by 20%, Profit after tax from ordinary activities before Exceptional Items grew by 21% and profit after tax grew at 17%
10. The Board of Directors at their meeting held on Monday, 14th May, 2018 recommended a final dividend of Rs 12.00 per share of Rs 1 each, for the financial year ended 31st March, 2018. Together with the interim dividend of Rs 8.00 per share paid on 14th November, 2017, the total dividend for the financial year ended 31st March, 2018 works out to Rs 20.00 per share of Rs 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Friday, 29th June 2018
11. 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. 124 crores has been proactively disclosed to the authorities 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 March 18.

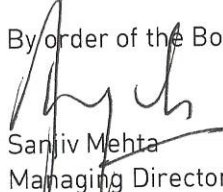


12. In addition to point 11 above, on behalf of our redistribution stockists, we have offered Rs. 36 crores towards additional realization which would have been made by them on their closing stock at the point of transition. This is only a pass through and has no impact on Company's financials.
13. Previous period figures have been re-grouped/re-classified wherever necessary.
14. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 14th May, 2018.
15. The text of the above statement was approved by the Board of Directors at their meeting held on 14th May, 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.

Place: Mumbai
Date: 14th May, 2018

By order of the Board


Sanjiv Mehta
Managing Director & CEO
[DIN: 06699923]





Hindustan Unilever Limited

RESULTS FOR THE QUARTER ENDING 31st MARCH 2018

16% COMPARABLE* DOMESTIC CONSUMER GROWTH, 11% UNDERLYING VOLUME GROWTH

Mumbai, May 14th, 2018: Hindustan Unilever Limited announced its results for the quarter ending 31st March 2018.

During the quarter, our Comparable* Domestic Consumer Growth was 16%^ with Underlying Volume growth at 11%. Comparable* EBITDA margin was up 160 bps^ and Net Profit at Rs.1351 Crores grew by 14%.

Home Care: Double-digit volume growth

Laundry saw robust double-digit growth across key brands. Comfort Pure - fabric conditioner for delicate baby skin, was launched. Household Care growth was led by strong performance in Vim.

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

Growth in Skin Care was led by Fair & Lovely and Pond's. Hair Care witnessed broad based volume led growth. Hair Care also saw the launch of Pure Derm - a new range of anti-dandruff shampoos. Colour cosmetics delivered yet another quarter of robust growth on the back of a strong innovations funnel. Growth in Oral Care and Deodorants was driven by new launches. In Personal Wash, growth was led by a sustained strong performance of the premium range.

Foods: Good growth in Kissan and Knorr

Kissan delivered strong growth led by Ketchups. Knorr franchise was expanded with new Knorr Pasta masala variants being launched in select geographies.

Refreshment: Robust growth across categories

Tea sustained double-digit growth by differentially leveraging the portfolio across the country and by driving market development. Coffee witnessed strong volume led growth. Ice Cream and Frozen Desserts grew in double-digits on the back of geographic expansion and exciting new launches including Kwality Walls Sandwich and Cloud Bite.

Margin improvement sustained: Comparable* EBITDA margin up by 160 bps^

Cost of Goods Sold were lower, supported by the strong savings program. Advertising and Promotion spends were stepped up to support innovations and marketing activations during the quarter. Earnings before interest, tax, depreciation and amortisation (EBITDA) at Rs. 2048 Crores was up by 24%. Profit after tax before exceptional items, PAT (bei), at Rs. 1409 Crores was up by 26%.

Financial Year 2017-18

Comparable* Domestic Consumer Growth was 12% with 6% Underlying Volume Growth and Comparable* EBITDA margin improvement was 155 Bps. Profit after tax before exceptional items, PAT (bei), grew by 21% to Rs. 5135 cr. and Net Profit at Rs. 5237 cr. was up by 17%. Our strong track record of cash generation was sustained. The Board of Directors have proposed a final dividend of Rs. 12 per share, subject to the approval of the shareholders at the AGM. Together with the interim dividend of Rs. 8 per share, the total dividend for the financial year ending 31st March 2018 amounts to Rs. 20 per share.

Harish Manwani, Chairman commented: "Despite a step-up in competitive intensity, we have delivered another strong performance for the quarter and the year. Growth and improvement in profitability have been sustained through a combination of winning innovations and a relentless focus on operational efficiencies. We are particularly pleased with our track record of sustained margin improvement for the seventh consecutive year.

In the near term, we are seeing a gradual improvement in demand and this augurs well for the sector. We will continue to manage our business dynamically and will remain focused on our strategy of delivering consistent, competitive, profitable and responsible growth."

*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.

^Reported Domestic Consumer Growth for the quarter was 3%; Reported improvement in EBITDA margin was 390 bps.

