

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

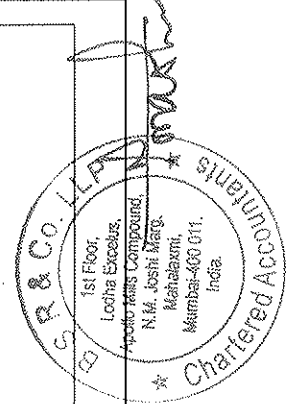
STANDALONE		Particulars	STANDALONE		CONSOLIDATED	
Unaudited Results for the Quarter ended			Audited Results for the Year ended		Audited Results for the Year ended	
2015	2014		2015	2014	2015	2014
367,371	349,712	360,022	1,487,661	1,366,341	1,487,650	1,368,341
224,968	198,329	245,455	900,653	812,091	910,003	819,436
97,615	86,904	91,965	363,149	331,186	363,126	331,186
47,683	41,968	41,988	189,180	184,830	189,180	184,830
29,470	29,579	35,350	131,291	115,630	239,201	230,631
767,107	706,492	774,780	3,071,934	2,792,078	3,189,160	2,914,424
-	-	-	-	-	-	-
767,107	706,492	774,780	3,071,934	2,792,078	3,189,160	2,914,424
48,825	42,171	50,241	203,365	178,581	206,550	180,234
62,452	49,581	68,081	242,435	206,806	242,353	205,677
18,161	16,304	14,100	61,456	58,059	61,456	58,059
2,540	2,296	(2,126)	8,317	6,126	8,317	6,126
(793)	(2,505)	(376)	(1,548)	(3,700)	19,610	20,533
131,195	107,847	129,930	514,025	445,882	538,286	470,639
-	(533)	(424)	(1,682)	(3,603)	(1,770)	(4,068)
21,352	14,997	47,577	106,389	60,560	95,435	54,947
152,547	122,311	177,083	618,742	502,839	631,951	521,518
(12,333)	(23,091)	(49,817)	(12,333)	(23,091)	5,237	(9,866)
(42,760)	(47,509)	(77,545)	(42,760)	(47,509)	(38,535)	(46,313)
37,720	34,735	5,234	37,720	34,735	37,720	34,735
21,592	17,428	14,054	21,592	17,428	21,592	17,428
(2,457)	(2,160)	(375)	(2,457)	(2,160)	30,787	28,788
1,762	(20,597)	(108,449)	1,762	(20,597)	56,801	22,772
370,716	348,302	611,479	370,716	348,302	347,842	333,185
372,478	327,705	503,030	372,478	327,705	404,643	355,957

Notes on Segment Information:

1. Segment Revenue, Results and Capital Employed figures represent amounts identifiable to each of the segments. Other "unallocable income net of unallocable expenditure" mainly includes interest, dividend, gain on sale of investments (net), expenses on common services not directly identifiable to individual segments, corporate expenses and exceptional items.

Capital Employed figures are as at 31st March, 2015, 31st March, 2014 and 31st December, 2014. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank.

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



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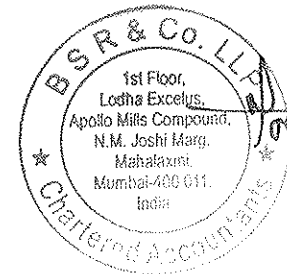


Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED
AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2015

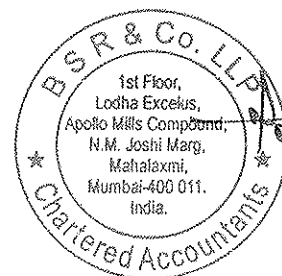
(Rs. in Lakhs)

Statement of Assets and Liabilities		STANDALONE		CONSOLIDATED	
		As at 31st March, 2015	As at 31st March, 2014	As at 31st March, 2015	As at 31st March, 2014
Particulars					
A	EQUITY AND LIABILITIES				
1	Shareholders' funds				
	(a) Share capital	21,635	21,627	21,635	21,627
	(b) Reserves and surplus	350,843	306,078	380,529	332,102
	(c) Money received against share warrants	-	-	-	-
	Sub-total - Shareholders' funds	372,478	327,705	402,164	353,729
2	Share application money pending allotment	-	-	-	-
3	Minority interest	-	-	2,480	2,228
4	Non-current liabilities				
	(a) Long-term borrowings	-	-	700	844
	(b) Deferred tax liabilities (net)	-	-	37	22
	(c) Other long-term liabilities	17,011	27,862	17,824	28,555
	(d) Long-term provisions	95,635	92,399	99,356	98,369
	Sub-total - Non-current liabilities	112,646	120,261	117,917	127,790
5	Current liabilities				
	(a) Short-term borrowings	-	-	3,604	3,714
	(b) Trade payables	528,890	562,384	550,731	582,486
	(c) Other current liabilities	90,805	91,133	95,277	96,650
	(d) Short-term provisions	258,587	198,337	270,907	208,814
	Sub-total - Current liabilities	878,282	851,854	920,519	891,664
	TOTAL - EQUITY AND LIABILITIES	1,363,406	1,299,840	1,443,080	1,375,411
B	ASSETS				
1	Non-current assets				
	(a) Fixed assets	293,654	274,184	325,613	303,766
	(b) Goodwill on consolidation	-	-	8,118	8,118
	(c) Non-current investments	65,411	63,617	32,390	38,019
	(d) Deferred tax assets (net)	19,596	16,173	17,979	17,977
	(e) Long-term loans and advances	58,346	60,551	58,724	54,646
	(f) Other non-current assets	44	68	46	70
	Sub-total - Non-current assets	437,051	414,593	444,870	422,596
2	Current assets				
	(a) Current investments	262,382	245,795	270,118	245,795
	(b) Inventories	260,268	274,753	284,879	293,983
	(c) Trade receivables	78,294	81,643	101,118	101,681
	(d) Cash and bank balances	253,756	222,097	268,949	251,603
	(e) Short-term loans and advances	65,727	52,878	64,679	50,487
	(f) Other current assets	5,928	8,081	8,467	9,266
	Sub-total - Current assets	926,355	885,247	998,210	952,815
	TOTAL - ASSETS	1,363,406	1,299,840	1,443,080	1,375,411



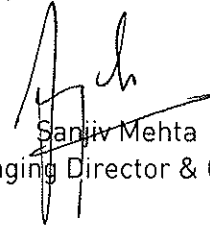
Notes:

1. Net Sales grew by 8.9% during the quarter with Domestic Consumer Business (FMCG + Water) growing by 8.6%.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 124,766 lakhs (MQ'14: Rs. 101,178 lakhs) grew by 23.3%.
3. Profit after tax from ordinary activities before Exceptional Items net of tax and prior period tax adjustments (refer note 9 and 10) for the quarter at Rs. 91,088 lakhs (MQ'14: Rs. 83,245 lakhs) grew by 9.4%.
4. Net Sales grew by 10.1 % during the financial year 2014-15. Domestic Consumer Business (FMCG + Water) grew by 10.0%, Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the year grew by 16.8% and Profit after tax from ordinary activities before Exceptional Items grew by 8.1%.
5. During the year, the Company has adopted estimated useful life of fixed assets as stipulated by Schedule II to the Companies Act 2013, applicable for accounting periods commencing 1st April 2014 or re-assessed useful life based on technical evaluation. Depreciation for the quarter includes an amount of Rs. 441 lakhs consequent to the revision in useful life effective 1st April 2014.
6. Net sales for the quarter Rs. 755,500 lakhs (MQ'14: Rs. 693,582 lakhs) includes an amount of Rs. 7,149 lakhs on account of a favourable outcome for a contested excise matter.
7. Other income includes interest income, dividend income and net gain on sale of other non trade current investments aggregating to Rs. 9,694 lakhs (MQ'14: Rs. 15,063 lakhs) and net gain on sale of non current investments Rs. 147 lakhs (MQ'14 : Nil).
8. Exceptional items, net credit in MQ'15 include profit on sale of surplus properties Rs. 707 lakhs (MQ'14: Rs. 1,558 lakhs), profit on sale of wholly owned subsidiary Brooke Bond Real Estates Private Limited for Rs. 16,897 lakhs (MQ'14: Nil), reduction in provision for retirement benefits arising out of change in actuarial assumptions of Rs 537 lakhs (MQ'14: Rs. 5,075 lakhs) and restructuring expenses Rs. 202 lakhs (MQ'14: Rs 30 lakhs).
9. Taxation for the quarter includes adjustments of previous years amounting to a charge of Rs. 4,537 lakhs (MQ'14: Nil).
10. The Board of Directors at their meeting held on Monday, 8th May, 2015 recommended a final dividend of Rs. 9.00 per share of Re.1 each, for the financial year ended 31st March, 2015. Together with the interim dividend of Rs. 6.00 per share paid on 3rd November, 2014, the total dividend for the financial year ended 31st March, 2015 works out to Rs.15.00 per share of Re. 1/- each. Final dividend, subject to approval of shareholders, will be paid on or after Friday, 3rd July 2015.



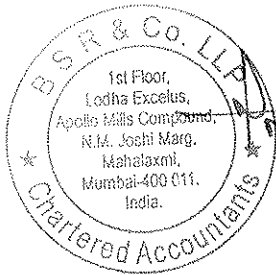
11. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
12. The figures of last quarter are the balancing figures between the audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.
13. The text of the above statement was approved by the Board of Directors at their meeting held on 8th May, 2015.

By order of the Board



Sanjiv Mehta
Managing Director & CEO

Place: Mumbai
Date: 8th May 2015



B S R & Co. LLP

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Independent Auditor's Report on the financial results of Hindustan Unilever Limited pursuant to Clause 41 of Listing Agreement

To the Board of Directors of Hindustan Unilever Limited

We have audited the accompanying annual financial results of Hindustan Unilever Limited ('the Company') for the year ended 31 March 2015, attached herewith, being submitted by the Company pursuant to the requirement of Clause 41 of the Listing Agreement except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the management and have not been audited by us. Attention is drawn to the fact that the figures for the quarter ended 31 March 2015 and the corresponding quarter ended in the previous year as reported in these financial results are the balancing figures between audited figures in respect of the full financial year and the published year to date figures up to 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.

Management's Responsibility for the Financial Results

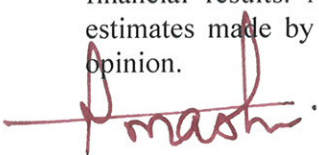
These financial results have been prepared on the basis of the annual financial statements and reviewed quarterly financial results upto the end of the third quarter. Management is responsible for the preparation of these financial results that give a true and fair view of the net profit and other financial information in accordance with the recognition and measurement principles laid down under section 133 of the Companies Act, 2013 read with rule 7 of the Companies (Accounts) Rules, 2014 and other accounting principles generally accepted in India and in compliance with Clause 41 of the Listing Agreement.

This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial results based on our audit of the annual financial statements. 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 financial statements are free of material misstatement(s).

An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit 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 the financial results of Hindustan Unilever Limited pursuant to Clause 41 of Listing Agreement
(Continued)**

Hindustan Unilever Limited

Opinion

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

- (i) are presented in accordance with the requirements of clause 41 of the Listing Agreement in this regard; and
- (ii) give a true and fair view of the net profit and other financial information for the year ended 31 March 2015

Report on other Legal and Regulatory Requirements

Further, we also report that we have, on the basis of the books of account and other records and information and explanations given to us by the management, also verified the number of shares as well as percentage of shareholdings in respect of aggregate amount of public shareholdings, as furnished by the Company in terms of clause 35 of the Listing Agreement and found the same to be correct.

For **B S R & Co. LLP**
Chartered Accountants
Firm's Registration No: 101248W/W-100022



Akeel Master
Partner
Membership No: 046768

Mumbai
8 May 2015



Hindustan Unilever Limited

RESULTS FOR QUARTER AND FINANCIAL YEAR ENDING 31st MARCH 2015

9% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 23% IN MARCH QUARTER 2015

Mumbai, May 8th, 2015: Hindustan Unilever Limited announced its results for the quarter and financial year ending 31st March 2015.

March Quarter 2015

During the quarter, the Domestic Consumer business grew at 9%, with 6% underlying volume growth, both ahead of market.

Soaps and Detergents: Sustained growth

Skin Cleansing delivered volume-led growth driven by Lifebuoy, Liril and Pears. The liquids portfolio registered another strong quarter led by Lifebuoy Handwash.

In Laundry, growth was led by the premium segment with Surf maintaining its volume led double digit growth momentum and Rin delivering good growth on the bars portfolio. Comfort Fabric Conditioners continued to do well. Vim led the performance in Household Care.

The quarter witnessed price deflation across these categories, as the benefit of lower commodity costs was passed on to consumers.

Personal Products: Growth steps up across all categories

Skin Care delivered double digit growth driven by Fair and Lovely and Pond's. Fair and Lovely continued to perform well while Pond's growth was led by premium skin lightening and talc.

Hair Care sustained its strong volume led growth momentum with broad based double digit growth. Dove led the category performance while Clinic Plus, Sunsilk and TRESemmé continued to make very good progress.

In Oral Care, Close Up registered double digit growth on the back of impactful activation. Pepsodent growth was driven by Gum Care and Clove & Salt variants.

Colour Cosmetics delivered innovation led double digit growth with Lakme continuing to strengthen its position in premium make up, driven by a range of exciting and contemporary offerings from Absolute and 9 to 5.

Beverages: Strong growth in Tea and Coffee

Tea delivered double digit growth led by Taj Mahal, Red Label and 3 Roses. Lipton Green Tea registered another quarter of high growth on sustained market development. In Coffee, the performance was driven by Bru Gold, which continued to lead category premiumisation.

Packaged Foods: Sixth successive quarter of double digit growth

Market development continues to be the focus, resulting in double digit growth across all key brands. Kissan sustained its strong activation-led growth momentum while Knorr registered volume led growth as Instant Soups more than doubled sales and new Chinese flavours were added to the Noodles portfolio. Ice Creams delivered another strong quarter, led by Magnum and sharper in-market execution on Kwality Walls. A new variant, Magnum Choco Cappuccino was introduced during the season.

Water: Strengthening category leadership

Pureit growth was led by the premium segment with Ultima (RO+UV) continuing to deliver strongly. The quarter saw the launch of a new Marvella (RO+UV) device.

Margin improvement sustained

Input costs were benign and this is reflected in the 310 bps reduction in Cost of Goods Sold. Investment behind brands was sustained at competitive levels; overall A&P was up by Rs.188 Crores (+150 bps). Profit before interest and tax (PBIT) grew by 23% and PBIT margin improved by 190 bps. The margin for the quarter includes a one-time credit of Rs 71.5 Crores towards a favourable outcome for a contested matter on Excise Duty. Profit after tax before exceptional items, PAT (bei), grew by 9% to Rs.911 Crores, impacted by the higher tax rate. Net Profit at Rs.1018 Crores, was up 17%, aided by the exceptional income arising from the sale of properties/subsidiary.

Financial Year 2014-15: Competitive and profitable growth delivered

The Domestic Consumer business grew by 10% with 5% underlying volume growth, both ahead of market. Profit before interest and tax (PBIT) grew by 17% with PBIT margin improving +90 bps. Profit after tax but before exceptional items, PAT (bei), grew by 8% to Rs. 3843 Crores, impacted by the higher tax rate. Net Profit at Rs. 4315 Crores was up 12%, aided by the exceptional income arising from property related sales. The strong track record of cash generation was sustained as cash from operations exceeded Rs.5000 Crores for yet another year.

The Board of Directors have proposed a final dividend of Rs. 9 per share, subject to the approval of the shareholders at the AGM. Together with the interim dividend of Rs 6 per share, the total dividend for the financial year ending 31st March, 2015 amounts to Rs. 15 per share.

Harish Manwani, Chairman commented: "We have delivered another year of strong performance with broad based growth ahead of the market and sustained margin improvement. Our strategy remains focused on strengthening the core of our business through innovation, leading market development and continuous improvement of our executional capabilities. Despite market challenges, our strategic agenda remains unchanged as we continue to manage our business even more dynamically for growth that is consistent, competitive, profitable and responsible."

