



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

15th January, 2016

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 15th January, 2016

This is further to our letter dated 6th January, 2016, intimating the date of Board Meeting for consideration of unaudited financial results for the quarter ended 31st December, 2015.

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, 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, 2015.

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 also attached herewith.

We are arranging to publish these results in the newspapers as per the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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
Membership No. F3354

CC : National Securities Depository Limited
: Central Depository Services (India) Limited

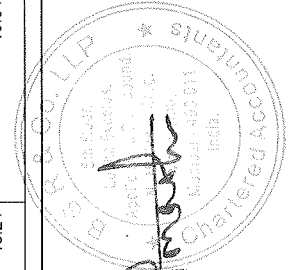


Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31 DECEMBER 2015

Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Nine Months ended		Audited Results for the Year ended	
2015	2014		2015	2014	2015	2014
7,82,286	7,57,918	7,81,964	7,81,964	23,61,587	22,61,549	30,17,050
15,813	19,514	13,575	13,575	42,564	51,449	63,512
7,98,099	7,77,432	7,95,539	7,95,539	24,04,151	23,12,998	30,80,562
6,63,234	6,51,590	6,70,567	6,70,567	20,01,164	19,45,610	25,88,407
2,69,939	2,86,063	2,90,283	2,90,283	8,43,000	8,93,813	11,86,731
97,605	94,912	97,597	97,597	2,97,426	2,78,397	3,69,796
7,670	3,824	2,068	2,068	13,935	7,450	5,828
40,164	44,179	38,082	38,082	1,14,596	1,19,047	1,57,889
8,216	7,308	7,614	7,614	23,323	21,617	28,669
1,13,779	97,712	1,14,504	1,14,504	3,43,622	2,84,705	3,87,494
1,26,861	1,17,592	1,20,419	1,20,419	3,65,262	3,40,581	4,52,000
1,34,865	1,25,842	1,24,972	1,24,972	4,02,987	3,67,388	4,92,155
13,961	12,007	17,016	17,016	41,838	51,998	61,839
1,48,826	1,37,849	1,41,988	1,41,988	4,44,825	4,19,386	5,53,994
5	424	3	3	15	1,682	1,682
1,48,821	1,37,425	1,41,985	1,41,985	4,44,810	4,17,704	5,52,312
(7,961)	39,658	(1,214)	(1,214)	(8,199)	48,490	66,430
1,40,860	1,77,083	1,40,771	1,40,771	4,36,611	4,66,194	6,18,742
43,720	51,966	44,547	44,547	1,37,333	1,36,477	1,87,216
97,140	1,25,217	96,224	96,224	2,99,278	3,29,717	4,31,526
-	-	-	-	-	-	-
97,140	1,25,217	96,224	96,224	2,99,278	3,29,717	4,31,526
21,639	21,632	21,639	21,639	21,639	21,632	21,635
4.49	5.79	4.45	4.45	13.83	15.24	19.95
4.49	5.79	4.45	4.45	13.83	15.24	19.94
4.49	5.79	4.45	4.45	13.83	15.24	19.95
4.49	5.79	4.45	4.45	13.83	15.24	19.94



[Handwritten Signature]

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the		Audited Results for the Year ended
2015	2014		Quarter ended 30th September 2015	Quarter ended 31st December 2014	
3,62,982	3,60,022	Segment Revenue (Sales and Other operating income)	3,81,657	11,20,080	14,87,661
2,59,293	2,45,455	- Soaps and Detergents	2,34,557	7,34,407	9,00,653
98,407	91,965	- Personal Products	95,255	2,85,152	3,63,149
46,954	41,988	- Beverages	50,709	1,58,457	1,89,180
29,463	35,350	- Packaged Foods	32,427	93,136	1,31,291
7,97,099	7,74,780	- Others (includes Exports, Water, Infant Care Products, etc.)	7,94,605	24,01,232	30,71,934
-	-	Total Segment Revenue	-	-	-
-	-	Less: Inter Segment Revenue	-	-	-
7,97,099	7,74,780	Net Segment Revenue	7,94,605	24,01,232	30,71,934
50,892	50,241	Segment Results (Profit before tax and interest from ordinary activities)	49,030	1,59,718	2,03,365
74,832	68,091	- Soaps and Detergents	61,185	2,07,316	2,42,435
17,280	14,100	- Personal Products	13,780	45,413	61,456
1,494	(2,126)	- Beverages	2,687	9,619	8,317
(3,531)	(376)	- Packaged Foods	1,043	(2,944)	(1,548)
1,40,967	1,29,930	- Others (includes Exports, Water, Infant Care Products, etc.)	1,27,725	4,19,122	5,14,025
(5)	(424)	Total Segment Results	(3)	(15)	(1,682)
(102)	47,577	Less: Finance Costs	13,049	17,504	1,06,399
1,40,860	1,77,083	Add/(Less): Other unallocable income net of unallocable expenditure	1,40,771	4,66,194	6,18,742
-	-	Total Profit Before Tax from ordinary activities	-	-	-
(50,035)	(49,817)	Capital Employed (Segment assets less Segment liabilities)	(35,559)	(50,035)	(12,333)
(72,353)	(77,545)	- Soaps and Detergents	(35,277)	(72,353)	(42,760)
26,200	5,234	- Personal Products	27,581	26,200	37,720
23,719	14,054	- Beverages	27,736	23,719	21,592
(5,291)	(375)	- Packaged Foods	(2,031)	(5,291)	(2,457)
(77,760)	(1,08,449)	- Others (includes Exports, Water, Infant Care Products, etc.)	(17,550)	(77,760)	1,762
5,83,825	6,11,479	Total Capital Employed in segments	5,92,989	(1,08,449)	3,70,716
5,06,065	5,03,030	Add: Unallocable corporate assets less corporate liabilities	5,75,439	5,83,825	3,70,716
-	-	Total Capital Employed	-	5,06,065	3,72,478

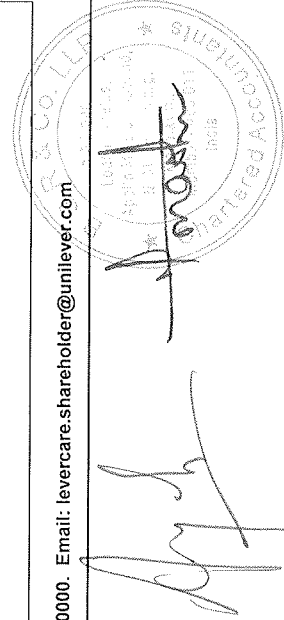
Notes on Segment Information:

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 December, 2015, 31st September, 2014, 30th September, 2015 and 31st March, 2015. 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.

Registered Office : Unilever House, B. D. Sawant Marg, Chakala, Andheri East, Mumbai 400 099. CIN : L15140MH19333PLC002030. Tel : +91 (22) 3983 0000. Email: levercare.shareholder@unilever.com



Notes:

1. Net Sales grew by 3.2% during the quarter with Domestic Consumer Business (FMCG and Water) growing by 3.3%.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 134,865 lakhs (DQ'14: Rs. 125,842 lakhs) grew by 7.2%.
3. Profit after tax before Exceptional Items (refer note 6 below) for the quarter is at Rs.102,386 lakhs (DQ'14: Rs. 95,532 lakhs) grew by 7.2%.
4. Employee benefit expense for the base quarter DQ'14 included a one-time charge of an amount of Rs 3,853 Lakhs on account of provision for select contested matters; DQ'15: Nil.
5. Other income includes interest income, dividend income and net gain on sale of other non-trade current investments aggregating to Rs. 9,408 lakhs (DQ'14: Rs. 12,007 lakhs) and dividend income from trade non-current investments Rs 4,553 lakhs (DQ'14: Rs. Nil).
6. Exceptional items, net charge in DQ'15 includes profit on sale of surplus properties Rs. 3,691 lakhs (DQ'14: Rs. 40,729 lakhs) and provision towards restructuring & select contested matters of Rs. 11,652 lakhs (DQ'14: Rs. 1,071 lakhs).
7. During the quarter, the Company has signed an agreement with Mosons Group to acquire the trademarks "Indulekha" and "Vayodha", intellectual property, design and knowhow. The transaction is subject to fulfilment of certain conditions and the parties will work together to complete this over the next few months. The business continues to be operated by the Mosons Group till closing and there is no impact of this transaction on the financial results for the quarter/nine month ended 31 December 2015.
8. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 15th January, 2016.

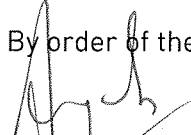
Limited Review: The Limited Review by the Statutory Auditors for the quarter as required under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

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: 15th January, 2016



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
Mumbai - 400 011
India

Telephone +91 (22) 4345 5300
Fax +91 (22) 4345 5399

Review report

To the Board of Directors of Hindustan Unilever Limited

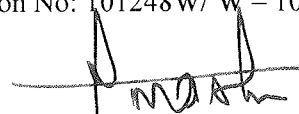
We have reviewed the accompanying statement of unaudited financial results ('the Statement') of Hindustan Unilever Limited ('the Company') for the quarter and nine months ended 31 December 2015. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 15 January 2016. Our responsibility is to issue a report on these financial statements 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 statements are free of material misstatement. A review is limited primarily to inquiries of 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 accompanying Statement of un-audited financial results prepared in accordance with Accounting Standards as per 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 other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 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

15 January 2016

RESULTS FOR DECEMBER QUARTER 2015

SUSTAINED VOLUME-LED PROFITABLE GROWTH: 6% UNDERLYING VOLUME GROWTH, OPERATING PROFIT (PBIT) UP 7%

Mumbai, January 15th, 2016: Hindustan Unilever Limited announced its results for the quarter ending 31st December 2015.

During the quarter, turnover grew at 3% with 6% underlying volume growth. The growth in the quarter continued to be impacted by the phasing out of Excise Duty incentives and price de-growth, as the benefit of lower commodity costs was passed on to consumers.

Soaps and Detergents: Robust volume growth offset by price deflation

The segment witnessed continued price deflation in the quarter given the benign input costs.

Skin Cleansing was driven by strong volume growth on Dove, Pears and Lifebuoy. The liquids portfolio registered another quarter of double digit growth.

In Laundry, growth momentum was sustained with both Surf and Rin growing volumes in double digit while Comfort Fabric Conditioners led market development of the category and delivered another quarter of high growth. Household Care performance was driven by Vim.

Personal Products: Healthy underlying performance

The reported growth of this segment was impacted by the delayed winter and the one-time realignment of channel spends undertaken with a view to driving its effectiveness in the marketplace

Skin Care delivered volume led growth driven by Fair and Lovely, Pond's and Lakme. Fair and Lovely continued to do well and saw an encouraging response to the BB cream. The performance of Pond's was led by premium skin lightening while Lakme growth was buoyed by premium innovations and facewash.

Hair Care maintained its strong volume led growth momentum, with Dove and TRESemmé leading the category performance.

In Oral Care, the overall performance was subdued. Close Up growth was driven by impactful activation while Pepsodent Clove and Salt continued to do well.

Lakme Colour Cosmetics sustained its strong innovation led growth across the core, Absolute and 9 to 5 ranges.

Beverages: Steady volume led growth

In Tea, Red Label, Taj Mahal and 3 Roses grew well, driven by focused in-market initiatives. Lipton Green Tea registered another quarter of high growth on sustained market development. In Coffee, Bru delivered double digit growth and achieved market leadership.

Packaged Foods: Ninth successive quarter of double digit growth

Sustained market development and recent innovations resulted in another quarter of double digit growth across all key brands. Kissan maintained its strong growth momentum across both Ketchups and Jams. Knorr growth was led by new variants of Instant Soups and a new range of Knorr Chef's Masalas was introduced at the quarter end. Ice Creams delivered another strong quarter, led by Magnum and sharper in-market execution on Kwalita Walls.

Margin improvement sustained

Input costs were benign resulting in a 290 bps reduction in cost of goods sold. Brand investments were sustained at competitive levels and overall A&P was up 160 crores (+165 bps). Profit before interest and tax (PBIT) grew by 7% and PBIT margin improved by +60 bps. Profit after tax before exceptional items, PAT (bei), grew by 7% to Rs.1024 crores, despite the higher effective tax rate. Net Profit at Rs.971 crores was impacted by the exceptional income from the sale of properties in the base quarter and provisions for restructuring & select contested matters.

Harish Manwani, Chairman commented: "We have stepped up investment behind our brands and delivered another quarter of profitable volume led growth, consistent with our strategic intent. In an environment of moderating growth and benign input costs, we remain focused on innovation and market development to drive volumes competitively whilst improving operating margins. As channels and markets evolve, we continue to make strategic interventions to strengthen our portfolio and sharpen our executional capabilities to serve our consumers even better"

