

Hindustan Unilever Limited,  
Unilever House,  
B D Sawant Marg, Chakala,  
Andheri East, Mumbai 400 099

Tel: +91 (22) 50433000 | Web: www.hul.co.in | CIN: L15140MH1933PLC002030



Hindustan Unilever Limited

27th January, 2021

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

Stock Code BSE: 500696 / NSE: HINDUNILVR / ISIN: INE030A01027

Dear Sir,

**Sub: Outcome of the Board Meeting held on 27th January, 2021**

This is further to our letter dated 14th January, 2021, intimating the date of Board Meeting for consideration of Unaudited Standalone and Consolidated Financial Results for the quarter ended 31st December, 2020.

1. 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 in its meeting held today has approved the unaudited standalone and consolidated financial results for the quarter ended 31st December, 2020.

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 Regulation 47 of Listing Regulations, 2015.

2. The Board of Directors of the Company in its meeting held today, based on the recommendation of the Nomination & Remuneration Committee, approved the appointment of Mr. Ritesh Tiwari, presently, VP Finance – Global Performance Management as Executive Director Finance and CFO of the Company to succeed Mr. Srinivas Phatak, presently Executive Director Finance & IT and CFO of the Company, who has been appointed EVP Financial Control and Risk Management, Unilever. The appointment of Mr. Ritesh Tiwari is subject to such statutory approvals as may be applicable. These changes shall be effective from May 1, 2021. A Press Release issued in this regard is also attached herewith.

Please take the above information on record.

Thanking You.

Yours faithfully,  
**For Hindustan Unilever Limited**

**Dev Bajpai**  
Executive Director, Legal & Corporate Affairs  
and Company Secretary  
DIN : 00050516 / Membership No. F3354



Encl: A/a

# B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,  
Nesco IT Park 4, Nesco Center,  
Western Express Highway,  
Goregaon (East), Mumbai - 400 063

Telephone: +91 22 6257 1000  
Fax: +91 22 6257 1010

## Limited Review Report on Unaudited Quarterly and Year-to-date Standalone Financial Results of Hindustan Unilever Limited under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### To the Board of Directors of Hindustan Unilever Limited

1. We have reviewed the accompanying Statement of unaudited standalone financial results of Hindustan Unilever Limited ('the Company') for the quarter ended 31 December 2020 and year to date results for the period from 1 April 2020 to 31 December 2020 ('the Statement').
2. This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under 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. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (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 Statement is 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.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (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

**ANIRUDDHA  
SHREEKANT  
GODBOLE**

Digitally signed by  
ANIRUDDHA SHREEKANT  
GODBOLE  
Date: 2021.01.27  
15:32:18 +05'30'

**Aniruddha Godbole**

*Partner*

Membership No: 105149

ICAI UDIN: 21105149AAAAAS2976

Mumbai  
27 January 2021

Registered Office.

**Notes:**

1. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 27th January, 2021.
2. The text of the above statement was approved by the Board of Directors at their meeting held on 27th January, 2021. 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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

ANIRUDDHA  
SHREEKANT  
GODBOLE

Digitally signed by  
ANIRUDDHA SHREEKANT  
GODBOLE  
Date: 2021.01.27 15:38:46  
+05'30'

Place: Mumbai  
Date: 27<sup>th</sup> January, 2021

By order of the Board

SANJIV MEHTA  
Digitally signed by  
SANJIV MEHTA  
Date: 2021.01.27  
15:16:39 +05:30'

Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]



Hindustan Unilever Limited

STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2020

Unaudited Results for the quarter ended 31st December		Unaudited Results for the quarter ended 30th September	Particulars	Unaudited Results for nine months ended 31st December		Audited Results for the year ended 31st March
2020	2019	2020		2020	2019	2020
11,882	9,696	11,276	Revenue from operations			
180	112	166	Sale of products	33,364	29,388	38,273
97	140	151	Other operating revenue	500	386	512
<b>11,989</b>	<b>9,948</b>	<b>11,593</b>	<b>Other income</b>	<b>404</b>	<b>467</b>	<b>733</b>
			<b>TOTAL INCOME</b>	<b>34,268</b>	<b>30,241</b>	<b>38,518</b>
			<b>EXPENSES</b>			
3,420	2,793	4,107	Cost of materials consumed	11,102	9,183	11,572
1,887	1,561	1,499	Purchases of stock-in-trade	5,072	4,341	5,342
152	136	(231)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(253)	99	(121)
556	454	559	Employee benefits expenses	1,707	1,336	1,691
41	25	29	Finance costs	99	80	106
272	232	249	Depreciation and amortisation expenses	763	683	938
			Other expenses			
			Advertising and promotion			
1,388	1,183	1,139	Others	3,324	3,522	4,686
1,605	1,256	1,500	<b>TOTAL EXPENSES</b>	<b>4,545</b>	<b>3,758</b>	<b>5,015</b>
<b>9,321</b>	<b>7,620</b>	<b>8,851</b>	<b>PROFIT BEFORE EXCEPTIONAL ITEMS AND TAX</b>	<b>7,909</b>	<b>7,239</b>	<b>8,289</b>
			Exceptional items [net credit/(charge)]	(241)	(138)	(197)
<b>2,638</b>	<b>2,328</b>	<b>2,742</b>	<b>Profit before tax</b>	<b>7,668</b>	<b>7,100</b>	<b>9,052</b>
(42)	(99)	(81)	<b>Tax expenses</b>			
<b>2,596</b>	<b>2,229</b>	<b>2,661</b>	Current tax	(1,834)	(1,799)	(2,202)
			Deferred tax credit/(charge)	(23)	(82)	(152)
(614)	(606)	(619)	<b>PROFIT FOR THE PERIOD (A)</b>	<b>5,811</b>	<b>5,219</b>	<b>6,738</b>
(61)	(7)	(33)	<b>OTHER COMPREHENSIVE INCOME</b>			
<b>1,921</b>	<b>1,616</b>	<b>2,009</b>	Items that will not be reclassified subsequently to profit or loss			
			Remeasurements of the net defined benefit plans	6	-	(68)
			Tax on above	(2)	-	17
			Items that will be reclassified subsequently to profit or loss			
			Fair value of debt instruments through other comprehensive income	(0)	(1)	(1)
			Tax on above	0	0	0
			Fair value of cash flow hedges through other comprehensive income	53	4	(77)
			Tax on above	(43)	(1)	40
			<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)</b>	<b>14</b>	<b>2</b>	<b>(88)</b>
<b>1,938</b>	<b>1,616</b>	<b>2,002</b>	<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)</b>	<b>5,825</b>	<b>5,221</b>	<b>6,649</b>
235	216	235	<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	235	216	216
			<b>Other Equity</b>			7,815
			<b>Earnings per equity share (Face value of Re. 1 each)</b>			
8.18	7.47	8.55	Basic (in Rs.)	24.73	24.11	31.13
8.18	7.47	8.55	Diluted (in Rs.)	24.73	24.11	31.12

**STANDALONE SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES**

Unaudited Results for the quarter ended 31st December		Unaudited Results for the quarter ended 30th September	Particulars	Unaudited Results for nine months ended 31st December		Audited Results for the year ended 31st March
2020	2019	2020		2020	2019	2020
(Rs in Crores)						
3,409	3,456	3,318	<b>Segment Revenue (Sales and Other operating Income)</b>			
4,841	4,412	4,535	- Home Care	10,119	10,292	13,642
3,356	1,865	3,379	- Beauty & Personal Care	13,415	13,544	17,345
256	75	210	- Foods & Refreshment	9,693	5,662	7,450
<b>11,862</b>	<b>9,808</b>	<b>11,442</b>	- Others (includes Exports, Infant & Feminine Care etc.)	637	276	348
			<b>Total Segment Revenue</b>	<b>33,864</b>	<b>29,774</b>	<b>38,785</b>
646	629	678	<b>Segment Results</b>			
1,413	1,252	1,328	- Home Care	1,961	1,923	2,559
473	334	559	- Beauty & Personal Care	3,875	3,925	4,870
50	(2)	55	- Foods & Refreshment	1,614	1,007	1,232
<b>2,582</b>	<b>2,213</b>	<b>2,620</b>	- Others (includes Exports, Infant & Feminine Care etc.)	154	2	6
(42)	(99)	(81)	<b>Total Segment Results</b>	<b>7,604</b>	<b>6,857</b>	<b>8,667</b>
(41)	(25)	(29)	Add/(Less): Exceptional Items (net credit/ (charge))	(241)	(139)	(197)
			Less: Finance Costs	(99)	(80)	(106)
97	140	151	Add/(Less): Finance income and Other unallocable income net of unallocable expenditure	404	462	728
<b>2,598</b>	<b>2,228</b>	<b>2,661</b>	<b>Total Profit Before Tax</b>	<b>7,668</b>	<b>7,100</b>	<b>9,092</b>
3,074	2,697	3,102	<b>Segment Assets</b>			
5,510	4,993	5,823	- Home Care	3,074	2,697	2,966
49,568	2,242	49,543	- Beauty & Personal Care	5,510	4,993	5,259
346	93	352	- Foods & Refreshment	49,568	2,242	2,554
7,655	9,001	8,068	- Others (includes Exports, Infant & Feminine Care etc.)	346	93	96
<b>66,153</b>	<b>19,026</b>	<b>66,908</b>	- Unallocable corporate assets	7,655	9,001	8,727
			<b>Total Segment Assets</b>	<b>66,153</b>	<b>19,026</b>	<b>19,602</b>
3,483	3,649	3,293	<b>Segment Liabilities</b>			
5,837	5,923	5,478	- Home Care	3,483	3,649	3,342
3,310	1,665	3,169	- Beauty & Personal Care	5,837	5,923	5,491
176	52	227	- Foods & Refreshment	3,310	1,695	1,599
8,043	1,099	8,097	- Others (includes Exports, Infant & Feminine Care etc.)	176	52	43
<b>20,849</b>	<b>12,418</b>	<b>20,264</b>	- Unallocable corporate liabilities	8,043	1,099	1,096
			<b>Total Segment Liabilities</b>	<b>20,849</b>	<b>12,418</b>	<b>11,571</b>

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, etc.

Segment Assets and Segment Liabilities are as at 31st December 2020, 30th September 2020, 31st March 2020 and 31st December 2019. Unallocable corporate assets, unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

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

**Notes:**

1. Total sales grew by 20% during the quarter. Underlying domestic consumer business sales (excluding the impact of business combinations) grew by 7% in the quarter.
2. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs.2,854 crores (DQ 19: Rs.2,445 crores) grew by 17%. EBITDA margin declined by 80 bps vs DQ 19.
3. Profit after tax before exceptional items for the quarter at Rs. 1,951 crores (DQ 19: Rs.1,691 crores) grew by 15%.
4. Exceptional items in DQ 20 include restructuring expenses of Rs. 21 crores (DQ 19: Rs. 64 crores), acquisition and disposal related cost of Rs. 21 crores (DQ 19: Rs. 37 crores) and profit from sale of surplus properties Rs. Nil (DQ 19: Rs. 2 crores).
5. Profit after tax for the quarter at Rs. 1,921 crores (DQ 19: Rs.1,616 crores) grew by 19%.
6. On 1st April 2020, the Board of Directors of Hindustan Unilever Limited (HUL) approved the amalgamation with GlaxoSmithKline Consumer Healthcare Limited (GSK CH India) post receiving all the necessary approvals with 1st April 2020 being the appointed date and effective date as per the scheme. Results for the quarter and nine months ended December 31, 2020 include the impact of the above transaction with effect from 1st April 2020 and are not comparable with previous corresponding periods.
7. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 27th January 2021.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 27th January 2021. 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](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

ANIRUDDH Digitally signed  
A by ANIRUDDH  
SHREEKANT  
SHREEKANT GODBOLE  
T GODBOLE Date: 2021.01.27  
15:34:11 +05'30'

Place: Mumbai  
Date: 27th January 2021

By order of the Board

SANJIV Digitally signed  
MEHTA by SANJIV  
MEHTA  
Date: 2021.01.27  
15:16:00 +05'30'

Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

# B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,  
Nesco IT Park 4, Nesco Center,  
Western Express Highway,  
Goregaon (East), Mumbai - 400 063

Telephone: +91 22 6257 1000  
Fax: +91 22 6257 1010

## Limited Review Report on Unaudited Quarterly and Year-to-date Consolidated Financial Results of Hindustan Unilever Limited under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

### To the Board of Directors of Hindustan Unilever Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Hindustan Unilever Limited ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter ended 31 December 2020 and year to date results for the period from 1 April 2020 to 31 December 2020 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under 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. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33 (8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:

Name of the Entity	Relationship
Unilever India Exports Limited	Wholly owned subsidiary
Lakme Lever Private Limited	Wholly owned subsidiary
Ponds Exports 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
Bhavisbha Alliance Child Nutrition Initiatives	Wholly owned subsidiary
Unilever India Limited (incorporated on 7 June 2020)	Wholly owned subsidiary
Unilever Nepal Limited	Subsidiary

**Limited Review Report on Unaudited Quarterly and Year-to-date Consolidated Financial Results of Hindustan Unilever Limited under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015  
(Continued)**

5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review report of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial information of one (1) subsidiary, Unilever Nepal Limited, included in the Statement, whose interim financial information reflects total assets of Rs. 263 crores as at 31 December 2020 and total revenue of Rs. 74 crores and Rs. 216 crores, total net profit/(loss) after tax of Rs. 7 crores and Rs. 2 crores and total comprehensive income/(loss) of Rs. 7 crores and Rs. 2 crores, for the quarter ended 31 December 2020 and for the period from 1 April 2020 to 31 December 2020 respectively, as considered in the consolidated unaudited financial results. This interim financial information has been reviewed by other auditors whose report has been furnished to us by the management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, is based solely on the report of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of the above matter.

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

*Chartered Accountants*

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

**ANIRUDDHA  
SHREEKANT  
GODBOLE**

Digitally signed by  
ANIRUDDHA SHREEKANT  
GODBOLE  
Date: 2021.01.27 15:37:00  
+05'30'

**Aniruddha Godbole**

*Partner*

Membership No: 105149

ICAI UDIN: 21105149AAAAAT6204

Mumbai  
27 January 2021





## Hindustan Unilever Limited

### CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED AND NINE MONTHS ENDED 31ST DECEMBER, 2020

Unaudited Results for the quarter ended 31st December		Unaudited Results for the quarter ended 30th September		Particulars	Unaudited Results for nine months ended 31st December		Audited Results for the year ended 31st March
2020	2019	2020			2020	2019	2020
11,969	9,953	11,510		Revenue from operations			
20	25	10		Sale of products			
192	125	163		Sale of services	34,049	30,081	39,136
54	105	93		Other operating revenue	32	79	102
<b>12,235</b>	<b>10,208</b>	<b>11,776</b>		Other income	514	412	545
				<b>TOTAL INCOME</b>	<b>34,606</b>	<b>30,940</b>	<b>40,415</b>
				<b>EXPENSES</b>			
3,656	2,893	4,278		Cost of materials consumed	11,620	9,478	11,976
1,903	1,573	1,442		Purchases of stock-in-trade	4,897	4,392	6,391
139	16	(229)		Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(263)	134	(108)
591	487	588		Employee benefits expenses	1,803	1,434	1,820
44	27	31		Finance costs	106	88	118
286	248	265		Depreciation and amortisation expenses	608	721	1,002
				Other expenses			
1,392	1,171	1,144		Advertising and promotion	3,336	3,538	4,713
1,637	1,289	1,534		Others	4,619	3,836	5,120
<b>9,648</b>	<b>7,849</b>	<b>9,054</b>		<b>TOTAL EXPENSES</b>	<b>26,926</b>	<b>23,630</b>	<b>31,042</b>
<b>2,667</b>	<b>2,358</b>	<b>2,722</b>		<b>Profit before exceptional items and tax</b>	<b>7,870</b>	<b>7,310</b>	<b>9,373</b>
(51)	(100)	(83)		Exceptional items (net credit / charge)	(253)	(141)	(202)
<b>2,636</b>	<b>2,258</b>	<b>2,639</b>		<b>Profit before tax from continuing operations</b>	<b>7,717</b>	<b>7,169</b>	<b>9,171</b>
				<b>Tax expenses</b>			
(632)	(621)	(633)		Current tax	(1,878)	(1,834)	(2,243)
(86)	(7)	(32)		Deferred tax credit / charge	(30)	(91)	(156)
<b>1,938</b>	<b>1,631</b>	<b>1,974</b>		<b>Profit after tax from continuing operations (A)</b>	<b>5,809</b>	<b>5,244</b>	<b>6,764</b>
(0)	(0)	0		<b>Profit/(Loss) from discontinued operations before tax</b>	(0)	(0)	(6)
(0)	(0)	0		Tax expenses of discontinued operations	-	-	(2)
<b>1,938</b>	<b>1,631</b>	<b>1,974</b>		<b>PROFIT FOR THE PERIOD (A+B)</b>	<b>5,809</b>	<b>5,244</b>	<b>6,756</b>
				<b>OTHER COMPREHENSIVE INCOME</b>			
				<b>Items that will not be reclassified subsequently to profit or loss</b>			
2	-	2		Remeasurements of the net defined benefit plans	6	-	(68)
(1)	-	(0)		Tax on above	(2)	-	17
(0)	(1)	0		<b>Items that will be reclassified subsequently to profit or loss</b>			
0	0	(0)		Fair value of debt instruments through other comprehensive income	(0)	(1)	(1)
21	0	0		Tax on above	0	0	0
(5)	(0)	(9)		Fair value of cash flow hedges through other comprehensive income	53	4	(77)
<b>17</b>	<b>(1)</b>	<b>(7)</b>		Tax on above	(43)	(1)	40
<b>1,965</b>	<b>1,630</b>	<b>1,967</b>		<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (C)</b>	<b>14</b>	<b>2</b>	<b>(89)</b>
				<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B+C)</b>	<b>6,823</b>	<b>5,246</b>	<b>6,667</b>
				<b>Net Profit attributable to</b>			
1,937	1,627	1,974		a) Owners of the company	5,809	5,233	5,748
1	4	(0)		b) Non-controlling interest	0	11	8
				<b>Other comprehensive income attributable to</b>			
17	(1)	(7)		a) Owners of the company	14	2	(89)
				b) Non-controlling interest	-	-	-
<b>1,954</b>	<b>1,626</b>	<b>1,967</b>		<b>Total comprehensive income attributable to</b>	<b>6,823</b>	<b>5,235</b>	<b>6,669</b>
1	4	(0)		a) Owners of the company	0	11	8
				b) Non-controlling interest	-	-	-
235	216	235		<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	<b>235</b>	<b>216</b>	<b>216</b>
				<b>Other Equity</b>			<b>8,013</b>
				<b>Earnings per equity share from continuing operations (Face value of Re. 1 each)</b>			
8.24	7.51	8.40		Basic (in Rs.)	24.72	24.17	31.21
8.24	7.51	8.40		Diluted (in Rs.)	24.72	24.17	31.21
				<b>Earnings per equity share from discontinued operations (Face value of Re. 1 each)</b>			
(0.00)	(0.00)	0.00		Basic (in Rs.)	(0.00)	(0.00)	(0.04)
(0.00)	(0.00)	0.00		Diluted (in Rs.)	(0.00)	(0.00)	(0.04)
				<b>Earnings per equity share from continuing and discontinued operations (Face value of Re. 1 each)</b>			
8.24	7.51	8.40		Basic (in Rs.)	24.72	24.17	31.17
8.24	7.51	8.40		Diluted (in Rs.)	24.72	24.17	31.17

**CONSOLIDATED SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES**

*(Rs in Crores)*

Unaudited Results for the quarter ended 31st December		Unaudited Results for the quarter ended 30th September	Particulars	Unaudited Results for nine months ended 31st December		Audited Results for the year ended 31st March
2020	2019	2020		2020	2019	2020
3,409	3,456	3,318	<b>Segment Revenue (Sales and Other operating income)</b>			
4,868	4,448	4,550	- Home Care	10,119	10,290	13,840
3,356	1,865	3,379	- Beauty & Personal Care	13,461	13,654	17,488
548	334	436	- Foods & Refreshment	9,693	5,662	7,450
			- Others (includes Exports, Infant & Feminine Care etc.)	1,322	966	1,205
<b>12,181</b>	<b>10,103</b>	<b>11,683</b>	<b>Total Segment Revenue</b>	<b>34,595</b>	<b>30,572</b>	<b>39,783</b>
			<b>Segment Results</b>			
646	629	678	- Home Care	1,961	1,923	2,559
1,423	1,263	1,328	- Beauty & Personal Care	3,875	3,942	4,896
473	334	559	- Foods & Refreshment	1,614	1,007	1,232
136	55	95	- Others (includes Exports, Infant & Feminine Care etc.)	326	158	172
<b>2,677</b>	<b>2,281</b>	<b>2,660</b>	<b>Total Segment Results</b>	<b>7,775</b>	<b>7,030</b>	<b>8,859</b>
(51)	(100)	(83)	Add/(Less): Exceptional Items (net credit/(charge))	(253)	(141)	(200)
(44)	(27)	(31)	Less: Finance Costs	(106)	(88)	(116)
			Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	301	368	832
<b>2,636</b>	<b>2,259</b>	<b>2,639</b>	<b>Total Profit Before Tax From Continuing Operations</b>	<b>7,717</b>	<b>7,168</b>	<b>9,173</b>
			<b>Segment Assets</b>			
3,074	2,697	3,102	- Home Care	3,074	2,697	2,966
5,887	5,372	6,193	- Beauty & Personal Care	5,887	5,372	5,643
49,568	2,242	49,543	- Foods & Refreshment	49,568	2,242	2,554
929	591	882	- Others (includes Exports, Infant & Feminine Care etc.)	928	591	549
7,377	8,961	7,932	- Unallocable corporate assets	7,377	8,961	6,441
<b>66,835</b>	<b>19,863</b>	<b>67,652</b>	<b>Total Segment Assets</b>	<b>66,835</b>	<b>19,863</b>	<b>28,153</b>
			<b>Segment Liabilities</b>			
3,483	3,649	3,293	- Home Care	3,483	3,649	3,342
5,927	6,044	5,558	- Beauty & Personal Care	5,927	6,044	5,580
3,310	1,895	3,169	- Foods & Refreshment	3,310	1,895	1,599
443	282	489	- Others (includes Exports, Infant & Feminine Care etc.)	443	282	275
8,154	1,364	8,297	- Unallocable corporate liabilities	8,154	1,364	1,111
<b>21,317</b>	<b>13,034</b>	<b>20,806</b>	<b>Total Segment Liabilities</b>	<b>21,317</b>	<b>13,034</b>	<b>11,907</b>

**Notes:**

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 and corporate expenses, etc.

Segment Assets and Segment Liabilities are as at 31st December 2020, 30th September 2020, 31st March 2020 and 31st December 2019. Unallocable corporate assets, unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

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](mailto:levercare.shareholder@unilever.com)



Hindustan Unilever Limited

## RESULTS FOR THE QUARTER ENDING 31<sup>st</sup> DECEMBER 2020

### REPORTED TURNOVER UP 20% AND PAT UP 19%

**Mumbai, 27<sup>th</sup> January 2021:** Hindustan Unilever Limited (HUL) announced its results for the quarter ending 31<sup>st</sup> December 2020.

Growth in the quarter was competitive and profitable with Reported Turnover Growth of 20% and Profit after tax growth of 19%. Domestic Consumer Growth (excluding the impact of merger of GSK CH and acquisition of 'VWash') grew at 7%. Higher mobility, consumer relevant innovations and investments behind market development are driving business momentum. Our business fundamentals remain strong with 86% of our business gaining penetration. Health, hygiene and nutrition forming c.80% of our portfolio continues to grow in double digits and we have seen significant improvement in discretionary categories.

#### **Home Care:**

With increased mobility, Fabric Wash performance in the quarter improved sequentially. Our focus on driving market development has enabled us to grow Liquids and Fabric Sensations segments strongly. Household Care continued its strong performance across segments delivering double-digit growth. We continue to step up innovations and have launched 'Nature Protect' a range of multi category hygiene mix powered by plant-based actives. We also entered new demand spaces with launch of 'Vim Matic Dishwash', 'Surf Excel Smart Spray' and 'Surf Excel Active Hygiene' to cater to our consumer's needs.

#### **Beauty & Personal Care:**

Beauty & Personal Care grew 9% with robust performance across categories and strong double-digit growths in Skin Cleansing, Hair Care and Oral Care. Skin Cleansing performance was led by 'Lifebuoy' and double-digit growth in the premium segment. Skin Care portfolio growths were led by good demand pick-up in the winter portfolio. Our consumer-focused portfolio interventions in Hair Care are yielding strong results. 'Close Up' and 'Pepsodent' accelerated as contextual communications drove brand salience. Color Cosmetics performance is improving sequentially. During this quarter, we launched 'Vaseline Anti-Bacterial Hand Cream' and a new range of 'Dove' body lotions.

#### **Foods & Refreshment:**

Foods & Refreshment sustained the high growth momentum growing at 19%. In Tea, all our brands continue to grow in high double-digits and well ahead of the market. Coffee saw launch of 'Bru Veda', a new variant, with infusion of ayurvedic ingredients. In Foods, Ketchups and Soups performed strongly growing high double-digits. Our Nutrition business too grew in double-digits<sup>^</sup> as business returned to normalcy post restoration of disrupted supply lines. With relaunch as 'Plus' range from the house of 'Horlicks', we made strategic intervention into the high sciences space of adult nutrition. Ice Creams, Foods Solutions and Vending businesses are improving progressively as out-of-home consumption occasions increase.

#### **Operating margins:**

EBITDA margins at 24% remain healthy. Profit after tax at Rs. 1,921 Crores increased by 19%, Profit after tax (bei\*\*) at Rs. 1,951 Crores was up 15%. We have significantly dialed up investments behind our portfolio and in building future-fit capabilities. Net revenue management and savings agenda has enabled us drive healthy bottom line.

**Sanjiv Mehta, Chairman and Managing Director commented:** "With COVID cases coming down sharply and increasing mobility, economic activity in the country continues to improve. The rapid rollout of vaccines will give further impetus to economic growth. Our consumer relevant innovations, market development and execution excellence have enabled us to drive broad based growth across our categories in the December quarter. I am particularly pleased with the performance of our Nutrition business and with the recovery in the discretionary segments of our portfolio; these are structurally attractive and offer immense growth potential. The near-term demand outlook is improving, and we expect to see revival in urban while rural should continue to do well. Inflationary pressures are building up in select commodities and we will manage them judiciously. I am confident that we are very well positioned to capture the growth opportunities and accelerate momentum."

\*As per Kantar Worldpanel for L3M November'20, penetration gains are on relative basis. ^ For domestic business on sales reported by GSK CH for DQ'19. \*\*Before exceptional items



## **HUL announces key appointment to its Management Committee**

**MUMBAI, JANUARY 27, 2021:** Hindustan Unilever Limited (HUL) today announced the appointment of Ritesh Tiwari as Executive Director, Finance & Chief Financial Officer and a member of the Board, HUL with effect from May 1, 2021, subject to necessary government approvals. He will also take over as the Vice President Finance, South Asia, Unilever.

Ritesh Tiwari joined HUL as a management trainee in 1999 after completing his Chartered Accountancy from ICAI. Over the last 21 years, he has led a variety of teams, both within India and across Unilever in core finance and as a business partner to front-end sales, categories and supply chain. He is currently the VP Finance – Global Performance management and is based out of the United Kingdom.

Ritesh will succeed Srinivas Phatak who will move as EVP Financial Control and Risk Management, based out of Unilever's headquarters in London and be part of the Finance Leadership Executive Team.

Sanjiv Mehta, Chairman and Managing Director, HUL, said, "I would like to thank Srinivas for his purpose-driven leadership & invaluable contributions to the business. He has passionately led HUL's Finance function and steered the business through transformational changes such as the Goods and Services Tax implementation and GSK Consumer Healthcare (GSK CH) - HUL merger, the largest in the industry. I wish him the very best for his new role. I look forward to Ritesh taking the finance function to the next level of performance."

+++

### **About Hindustan Unilever Limited**

Hindustan Unilever Limited (HUL) is India's largest Fast-Moving Consumer Goods company with its products touching the lives of nine out of ten households in the country. HUL works to create a better future every day.

**For media enquiries:**

[mediacentre.hul@unilever.com](mailto:mediacentre.hul@unilever.com)