

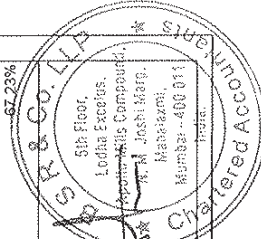


Hindustan Unilever Limited

HINDUSTAN UNILEVER LIMITED

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND SIX MONTHS ENDED 30TH SEPTEMBER, 2015

Unaudited Results for the Quarter ended 30th September	2014	Unaudited Results for the Quarter ended 30th June 2015	Particulars	Unaudited Results for the Six Months ended 30th September		Audited Results for the Year ended 31st March 2015
				2015	2014	
7,81,964	7,46,554	7,97,337	1.a. Net Sales from Operations (Net of excise duty)	15,79,301	15,03,632	30,17,050
13,575	17,379	13,176	1.b. Other Operating Income	26,751	31,935	63,512
7,95,539	7,63,933	8,10,513	1. Total Income from operations (net) [1.a. + 1.b.]	16,06,052	15,35,567	30,80,562
6,70,667	6,47,368	6,67,363	2. Expenses [sum of (a) to (g)]	12,94,020	12,94,020	25,88,407
2,90,283	2,97,466	2,83,778	a) Cost of materials consumed	5,74,061	6,07,750	11,86,731
97,597	93,339	1,02,224	b) Purchases of stock-in-trade	1,83,485	1,86,821	3,69,795
2,068	5,091	4,197	c) Changes in inventories of finished goods, work-in-progress and stock-in-trade	3,626	6,265	5,828
38,082	41,301	36,350	d) Employee benefits expense	74,432	74,432	1,57,889
7,614	7,637	7,493	e) Depreciation and amortisation expense	14,309	15,107	28,669
1,14,504	92,505	1,15,339	f) Advertising & Promotions	2,29,843	1,86,993	3,87,494
1,20,419	1,10,027	1,17,962	g) Other expenses	2,22,869	2,36,401	4,52,000
1,24,972	1,16,565	1,43,150	3. Profit from operations before other income, finance costs and exceptional items (1-2)	2,68,132	2,41,547	4,92,155
17,016	19,780	10,851	4. Other income	27,877	39,991	61,839
1,41,988	1,36,345	1,54,011	5. Profit from ordinary activities before finance costs and exceptional items (3+4)	2,95,999	2,81,538	5,53,994
3	633	7	6. Finance costs	1,258	1,258	1,682
1,41,985	1,35,712	1,54,004	7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	2,95,989	2,80,280	5,52,312
(1,214)	4,868	976	8. Exceptional items - net credit (charge)	8,832	8,832	66,430
1,40,771	1,40,580	1,54,980	9. Profit from Ordinary Activities Before Tax (7+8)	2,95,712	2,89,112	6,18,742
44,547	41,764	49,066	10. Tax expense	84,611	84,611	1,87,216
96,224	98,816	1,05,914	11. Net Profit from Ordinary Activities After Tax (9-10)	2,02,138	2,04,501	4,31,526
96,224	98,816	1,05,914	12. Extraordinary items	-	-	-
			13. Net Profit for the period (11+12)	2,02,138	2,04,501	4,31,526
21,639	21,632	21,638	14. Paid up Equity Share Capital (face value Re. 1 per share)	21,639	21,632	21,635
4.45	4.57	4.90	15. Reserves excluding Revaluation Reserve as per balance sheet	9.34	9.45	19.95
4.45	4.57	4.89	16.i Earnings Per Share (EPS) before extraordinary items (of Re. 1/- each) [not annualised]:	9.34	9.45	19.94
			(a) Basic - Rs.			
			(b) Diluted - Rs.			
4.45	4.57	4.90	16.ii Earnings Per Share (EPS) after extraordinary items (of Re. 1/- each) [not annualised]:	9.34	9.45	19.95
4.45	4.57	4.89	(a) Basic - Rs.			
			(b) Diluted - Rs.			
70,94,55,769	70,87,37,237	70,93,99,722	A. PARTICULARS OF SHAREHOLDING	70,94,55,769	70,87,37,237	70,90,51,993
32.79%	32.76%	32.78%	1. Public Shareholding	32.79%	32.76%	32.77%
			- Number of Shares			
			- Percentage of Shareholding			
			2. Promoters and Promoter Group Shareholding			
			a) Pledged/Encumbered			
			- Number of shares			
			- Percentage of shares (as a % of the total shareholding of promoters and promoter group)			
			- Percentage of shares (as a % of the total share capital of the company)			
			b) Non-Encumbered			
			- Number of shares			
			- Percentage of shares (as a % of the total shareholding of promoters and promoter group)			
			- Percentage of shares (as a % of the total share capital of the company)			
1,45,44,12,858	1,45,44,12,858	1,45,44,12,858	B. INVESTOR COMPLAINTS	1,45,44,12,858	1,45,44,12,858	1,45,44,12,858
100.00%	100.00%	100.00%	Pending at the beginning of the quarter	100.00%	100.00%	100.00%
67.21%	67.24%	67.22%	Received during the quarter	67.21%	67.24%	67.23%
			Disposed of during the quarter			
			Remaining unresolved at the end of the quarter			
			Quarter ended 30th September 2015			
			Nil	Nil	Nil	Nil
			29	29	29	29
			Nil	Nil	Nil	Nil



SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Unaudited Results for the Quarter ended		Particulars	Unaudited Results for the Six months ended		Audited Results for the year ended
30th September	30th June		30th September	30th June	
2015	2014		2015	2014	2015
3,81,557	3,75,510	Segment Revenue (Sales and Other operating income)	7,67,098	7,60,268	14,87,661
2,34,557	2,14,274	- Soaps and Detergents	4,75,114	4,30,230	9,00,653
95,255	89,913	- Personal Products	1,86,745	1,73,569	3,63,149
50,709	45,131	- Beverages	1,11,503	99,509	1,89,180
32,427	36,180	- Packaged Foods	63,673	66,471	1,31,291
7,94,605	7,61,008	- Others (includes Exports, Water, Infant Care Products, etc)	16,04,133	15,30,047	30,71,934
		Total Segment Revenue			
		Less: Inter Segment Revenue			
7,94,605	7,61,008	Net Segment Revenue	16,04,133	15,30,047	30,71,934
49,030	51,119	Segment Results (Profit before tax and interest from ordinary activities)			
61,185	52,226	- Soaps and Detergents	1,08,826	1,04,299	2,03,365
13,780	15,570	- Personal Products	1,32,484	1,11,891	2,42,435
2,687	1,996	- Beverages	28,133	29,195	61,456
1,943	1,157	- Packaged Foods	8,125	7,903	8,317
1,27,725	1,22,070	- Others (includes Exports, Water, Infant Care Products, etc)	587	(388)	(1,548)
(3)	(533)	Total Segment Results	2,78,155	2,52,900	5,14,025
13,949	19,143	Less: Finance Costs	(10)	(1,258)	(1,682)
1,40,771	1,40,580	Add(Less): Other unallocable income net of unallocable expenditure	17,606	37,470	1,06,399
		Total Profit Before Tax from ordinary activities	2,95,751	2,89,112	6,18,742
(35,559)	(37,767)	Capital Employed (Segment assets less Segment liabilities)			
(35,277)	(61,192)	- Soaps and Detergents	(35,559)	(37,767)	(12,333)
27,581	9,461	- Personal Products	(35,277)	(61,192)	(42,760)
27,736	15,423	- Beverages	27,581	9,461	37,720
(2,031)	(5)	- Packaged Foods	27,736	15,423	21,592
(17,550)	(74,080)	- Others (includes Exports, Water, Infant Care Products, etc)	(2,031)	(5)	(2,457)
5,92,989	6,05,640	Total Capital Employed in segments	(17,550)	(74,080)	1,762
5,75,439	5,31,560	Add: Unallocable corporate assets less corporate liabilities	5,92,989	6,05,640	3,70,716
		Total Capital Employed	5,75,439	5,31,560	3,72,478

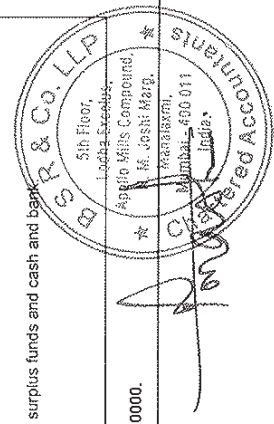
Notes on Segment Information:

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 30th September, 2015, 30th June, 2015, 30th September, 2014 and 31st March, 2015. Unallocable corporate assets less corporate liabilities mainly represent investment of surplus funds and cash and bank balances.

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, Andher East, Mumbai 400 099. CIN : L15140MH1933PLC002030. Tel : +91 (22) 3983 0000.

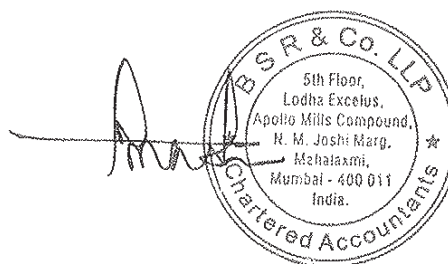




Hindustan Unilever Limited
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(Rs. in Lakhs)

Standalone Statement of Assets and Liabilities		As at 30th September, 2015	As at 31st March, 2015
Particulars		Unaudited	Audited
A	EQUITY AND LIABILITIES		
1	Shareholders' funds		
	(a) Share capital	21,639	21,635
	(b) Reserves and surplus	5,53,800	3,50,843
	Sub-total - Shareholders' funds	5,75,439	3,72,478
2	Non-current liabilities		
	(a) Other long-term liabilities	13,204	17,011
	(b) Long-term provisions	1,28,371	95,635
	Sub-total - Non-current liabilities	1,41,575	1,12,646
3	Current liabilities		
	(a) Trade payables	5,57,108	5,28,890
	(b) Other current liabilities	1,17,298	90,805
	(c) Short-term provisions	24,393	2,58,587
	Sub-total - Current liabilities	6,98,799	8,78,282
	TOTAL - EQUITY AND LIABILITIES	14,15,813	13,63,406
B	ASSETS		
1	Non-current assets		
	(a) Fixed assets	3,04,939	2,93,654
	(b) Non-current investments	65,411	65,411
	(c) Deferred tax assets (net)	22,507	19,596
	(d) Long-term loans and advances	54,488	58,346
	(e) Other non-current assets	77	44
	Sub-total - Non-current assets	4,47,422	4,37,051
2	Current assets		
	(a) Current investments	2,07,550	2,62,382
	(b) Inventories	2,35,206	2,60,268
	(c) Trade receivables	1,10,094	78,294
	(d) Cash and bank balances	3,41,519	2,53,756
	(e) Short-term loans and advances	62,847	65,727
	(f) Other current assets	11,175	5,928
	Sub-total - Current assets	9,68,391	9,26,355
	TOTAL - ASSETS	14,15,813	13,63,406



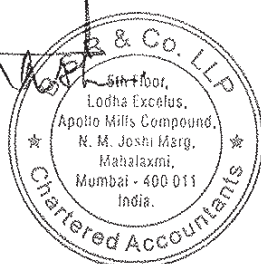
Notes:

1. Net Sales grew by 4.7% during the quarter with Domestic Consumer Business (FMCG + Water) growing by 5.1%.
2. Operating Profit (Profit from Operations before Other Income, Finance costs and Exceptional Items) for the quarter at Rs. 124,972 lakhs (SQ'14: Rs. 116,565 lakhs) grew by 7.2%.
3. Profit after tax before Exceptional Items (refer note 6 below) for the quarter is at Rs.97,031 lakhs (SQ'14: Rs. 95,697 lakhs) grew by 1.4%.
4. Employee benefit expense for the quarter includes a one-time credit of an amount of Rs 1,746 lakhs on account of adjustments for un-utilized pension corpus relating to earlier years. (SQ '14: Nil).
5. Other income includes interest income, dividend income and net gain on sale of other non-trade current investments aggregating to Rs. 8,016 lakhs (SQ'14: Rs. 9,825 lakhs) and dividend income from trade non-current investments Rs 9,000 lakhs (SQ'14: Rs. 9,955 lakhs).
6. Exceptional items, net debit in SQ'15 include profit on sale of surplus properties Rs. 962 lakhs (SQ'14: Rs. 4,925 lakhs) and restructuring expenses Rs. 2,176 lakhs (SQ'14: Rs. 57 lakhs).
7. The Board of Directors at their meeting held on 14th October, 2015 have resolved to pay Interim Dividend of Rs. 6.50 per share of nominal value of Re.1/- for the financial year. The interim dividend will be payable on or after 2nd November, 2015 and the record date for determining entitlement has been fixed as 20th October, 2015.
8. During the quarter, the Company has entered into an agreement for sale and transfer of its bread and bakery business on a going concern basis under the brand "Modern" to Nimman Foods Private Limited, an investee company of the Everstone Group. The transaction is subject to statutory approvals and requisite clearances. HUL's decision to divest is in line with its strategy to exit non-core businesses, while continuing to drive its growth agenda in the core packaged foods business. The business continues to be operated by HUL till closure and there is no impact of this transaction on financial results for the quarter.
9. Previous period figures have been re-grouped/reclassified wherever necessary, to conform to this period's classification.
10. The text of the above statement was approved by the Board of Directors at their meeting held on 14th October, 2015.

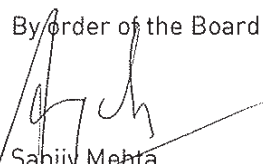
Limited Review: The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report is being forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hul.co.in>.

Place: Mumbai
Date: 14th October, 2015



By order of the Board


Sanjiv Mehta
Managing Director & CEO
[DIN: 06699923]

BSR & Co. LLP

Chartered Accountants

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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 six months ended 30 September 2015, 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. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors in their meeting held on 14 October 2015. Our responsibility is to issue a report on the Statement based on our review.

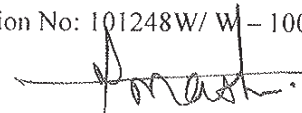
We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the 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.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited 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 Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For BSR & Co. LLP

Chartered Accountants

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



Akeel Master

Partner

Membership No: 046768

14 October 2015

RESULTS FOR SEPTEMBER QUARTER 2015

5% DOMESTIC CONSUMER SALES GROWTH, OPERATING PROFIT (PBIT) UP 7% IN SEPTEMBER QUARTER 2015

Mumbai, October 14th, 2015: Hindustan Unilever Limited announced its results for the quarter ending 30th September 2015.

During the quarter, the Domestic Consumer business grew at 5%, with 7% 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 partially offset by price deflation

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

In Laundry, growth was led by the premium segment, with Surf maintaining its strong momentum and Rin accelerating post relaunch. Comfort Fabric Conditioner delivered another strong performance on the back of sustained market development.

Household Care growth was driven by Vim, with the tubs and liquids portfolio doing well.

The segment witnessed further price deflation in the quarter due to soft commodity costs.

Personal Products: Healthy double digit growth

Skin Care delivered broad based growth across Fair and Lovely, Pond's, Lakme and Vaseline. Fair and Lovely continued to do well, while the performance of Pond's was led by premium skin lightening and Lakme by Perfect Radiance and CC Cream. The facial cleansing portfolio sustained high growth.

Hair Care maintained its momentum with another strong quarter of volume led double digit growth, as Dove growth accelerated and TRESemmé gained further ground.

In Oral Care, Close Up registered double digit growth on the back of impactful activation.

In Colour Cosmetics, Lakme delivered another quarter of innovation led double digit growth across the core, Absolute and 9 to 5 ranges.

Beverages: Steady performance

Tea growth was led by Red Label and another quarter of high growth on Lipton Green Tea, driven through impactful market activation. In Coffee, Bru Gold continued to lead category premiumisation and performed well.

Packaged Foods: Eighth successive quarter of double digit growth

Packaged Foods saw double digit growth across all key brands, driven by the continued focus on market development. Kissan sustained robust activation led growth across both Ketchups and Jams while Knorr growth was led by the strong performance on Instant Soups. In Ice Creams, Kwality Walls had a good quarter on sharper in-market execution and Magnum continues to perform well and delight its consumers.

Water: Leadership sustained in a challenging market context

In a soft market, Pureit continued to drive the performance of premium devices with a focus on Modern Trade and in-store execution. The business benefited from a strong performance in the ecommerce channel.

Margin improvement sustained

Lower input costs resulted in a 320 bps reduction in cost of goods sold. Brand investments were sustained at competitive levels across segments and overall A&P was up 220 Crores (+230bps). Profit before interest and tax (PBIT) grew by 7% and PBIT margin improved by +40 bps. Profit after tax before exceptional items, PAT (bei), grew by 1% to Rs.970 Crores while Net Profit was at Rs.962 Crores, the growth rate impacted by the exceptional income from the sale of properties in the base quarter and a higher effective tax rate.

The Board of Directors have declared an interim dividend of Rs 6.5 per equity share of face value Re. 1 each, for the year ending 31st March 2016.

Harish Manwani, Chairman commented: "The business delivered another quarter of profitable volume-led growth. We continue to invest behind our brands and in-market executional capabilities to drive the competitiveness of our portfolio. The deflationary commodity cost environment is likely to continue in the near term and our strategy of delivering consistent and competitive growth with sustainable improvement in operating margin remains unchanged."

