



22nd July, 2021

CIN: L15140MH1933PLC002030

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 / Madam,

**Sub: Outcome of the Board Meeting held on 22nd July, 2021**

This is further to our letter dated 8th July, 2021, wherein we had intimated to the Exchange, the date of Board Meeting for consideration of Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June, 2021.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Board today have approved the Unaudited Standalone and Consolidated Financial Results for the quarter ended 30th June, 2021. We attach herewith a copy of the approved Unaudited Standalone and Consolidated 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.

The Company has also announced the early retirement of Mr. Dev Bajpai, Whole time Director who has been functioning as the Executive Director- Legal & Corporate Affairs and Company Secretary since 2010. Mr. Bajpai will remain in the services of the Company till 31st March 2022. The press release issued in this regard is attached herewith.

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

Thanking you,

Yours faithfully,

For **HINDUSTAN UNILEVER LIMITED**

**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

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## Limited Review Report on Unaudited Quarterly 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 30 June 2021 ('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. Attention is drawn to the fact that the figures for the 3 months ended 31 March 2021 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year. The figures up to the end of the third quarter of previous financial year had only been reviewed and not subjected to audit.
5. 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

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**Aniruddha Godbole**  
Partner

Membership No: 105149

ICAI UDIN: 21105149AAAEE5969

Mumbai  
22 July 2021

Registered Office:



## Hindustan Unilever Limited

### STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2021

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
2021	2020		quarter ended 31st March 2021	year ended 31st March 2021
11,730	10,406	<b>Revenue from operations</b>	11,947	45,311
185	154	Sale of products	185	685
67	156	Other operating revenue	109	513
<b>11,982</b>	<b>10,716</b>	<b>Other income</b>	<b>12,241</b>	<b>46,509</b>
		<b>TOTAL INCOME</b>		
		<b>EXPENSES</b>		
3,551	3,575	Cost of materials consumed	3,849	14,951
2,223	1,686	Purchases of stock-in-trade	2,045	7,117
131	(174)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(138)	(391)
618	592	Employee benefits expenses	522	2,229
11	29	Finance costs	9	108
244	242	Depreciation and amortisation expenses	249	1,012
		Other expenses		
1,024	797	Advertising and promotion	1,413	4,737
1,521	1,440	Others	1,484	6,029
<b>9,323</b>	<b>8,187</b>	<b>TOTAL EXPENSES</b>	<b>9,433</b>	<b>35,792</b>
<b>2,659</b>	<b>2,529</b>	<b>Profit before exceptional items and tax</b>	<b>2,808</b>	<b>10,717</b>
(26)	(118)	Exceptional items [net credit/ (charge)]	14	(227)
<b>2,633</b>	<b>2,411</b>	<b>Profit before tax</b>	<b>2,822</b>	<b>10,490</b>
		<b>Tax expenses</b>		
(540)	(601)	Current tax	(624)	(2,458)
(32)	71	Deferred tax credit/(charge)	(55)	(78)
<b>2,061</b>	<b>1,881</b>	<b>PROFIT FOR THE PERIOD (A)</b>	<b>2,143</b>	<b>7,954</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	(9)	(3)
(0)	(1)	Tax on above	3	1
		<b>Items that will be reclassified subsequently to profit or loss</b>		
(0)	-	Fair value of debt instruments through other comprehensive income	0	(0)
0	-	Tax on above	(0)	0
3	32	Fair value of cash flow hedges through other comprehensive income	17	70
4	(29)	Tax on above	(4)	(47)
<b>9</b>	<b>4</b>	<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)</b>	<b>7</b>	<b>21</b>
<b>2,070</b>	<b>1,885</b>	<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)</b>	<b>2,150</b>	<b>7,975</b>
235	235	<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	235	235
		<b>Other Equity</b>		47,199
		<b>Earnings per equity share (Face value of Re. 1 each)</b>		
8.77	8.01	Basic (in Rs.)	9.12	33.85
8.77	8.01	Diluted (in Rs.)	9.12	33.85

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

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
			quarter ended 31st March	year ended 31st March
2021	2020		2021	2021
		<b>Segment Revenue (Sales and Other operating income)</b>		
3,797	3,392	- Home Care	3,840	13,959
4,573	4,039	- Beauty & Personal Care	4,549	17,964
3,319	2,958	- Foods & Refreshment	3,511	13,204
226	171	- Others (includes Exports, Consignment, etc.)	232	869
<b>11,915</b>	<b>10,560</b>	<b>Total Segment Revenue</b>	<b>12,132</b>	<b>45,996</b>
		<b>Segment Results</b>		
662	637	- Home Care	812	2,773
1,287	1,134	- Beauty & Personal Care	1,252	5,127
600	582	- Foods & Refreshment	575	2,189
54	49	- Others (includes Exports, Consignment, etc.)	69	223
<b>2,603</b>	<b>2,402</b>	<b>Total Segment Results</b>	<b>2,708</b>	<b>10,312</b>
(26)	(118)	Add/(Less): Exceptional Items [net credit/ (charge)]	14	(227)
(11)	(29)	Less: Finance Costs	(9)	(108)
67	156	Add/(Less): Finance Income and Other unallocable income net of unallocable expense	109	513
<b>2,633</b>	<b>2,411</b>	<b>Total Profit Before Tax</b>	<b>2,822</b>	<b>10,490</b>
		<b>Segment Assets</b>		
3,222	3,094	- Home Care	3,175	3,175
5,388	5,681	- Beauty & Personal Care	5,524	5,524
49,229	48,960	- Foods & Refreshment	49,509	49,509
498	366	- Others (includes Exports, Consignment, etc.)	466	466
8,181	12,151	- Unallocable corporate assets	9,442	9,442
<b>66,518</b>	<b>70,252</b>	<b>Total Segment Assets</b>	<b>68,116</b>	<b>68,116</b>
		<b>Segment Liabilities</b>		
3,426	3,238	- Home Care	3,404	3,404
5,380	5,395	- Beauty & Personal Care	5,535	5,535
3,246	3,103	- Foods & Refreshment	3,358	3,358
328	214	- Others (includes Exports, Consignment, etc.)	334	334
8,649	11,471	- Unallocable corporate liabilities	8,051	8,051
<b>21,029</b>	<b>23,421</b>	<b>Total Segment Liabilities</b>	<b>20,682</b>	<b>20,682</b>

**Notes:**

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. "Other unallocable income net of unallocable expense" 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 30th June 2021, 31st March 2021 and 30th June 2020. Unallocable corporate assets, unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

2. The figures for the quarter ended 31st March 2021 are the balancing figure between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the financial year ended 31st March 2021.

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 13% during the quarter. Underlying domestic consumer business sales grew by 12% during the quarter.
2. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs.2,847 crores (JQ 20: Rs.2,644 crores) grew by 8%. EBITDA margin declined by 110 bps vs JQ 20.
3. Profit after tax before exceptional items for the quarter at Rs. 1,962 (JQ 20: Rs.1,873 crores) grew by 5%.
4. Exceptional items in JQ 21 include restructuring expenses of Rs. 11 crores (JQ 20: Rs.29 crores) and acquisition and disposal related cost of Rs. 15 crores (JQ 20: Rs.89 crores).
5. Profit after tax for the quarter at Rs.2,061 crores (JQ 20: Rs.1,881 crores) grew by 10%.
6. The figures for the quarter ended 31st March 2021 are the balancing figure between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the financial year ended 31st March 2021.
7. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 22nd July 2021.
8. The statutory auditors have expressed an unmodified report on the above results.
9. The text of the above statement was approved by the Board of Directors at their meeting held on 22nd July 2021.

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).

Place: Mumbai  
Date: 22nd July 2021

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By order of the Board

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MEHTA

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Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

# B S R & Co. LLP

Chartered Accountants

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## Limited Review Report on Unaudited Quarterly 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 30 June 2021 (“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
Pond’s 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
Bhavishya Alliance Child Nutrition Initiatives	Wholly owned subsidiary
Unilever India Limited	Wholly owned subsidiary
Unilever Nepal Limited	Subsidiary

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

5. Attention is drawn to the fact that the figures for the 3 months ended 31 March 2021 as reported in these financial results are the balancing figures between audited figures in respect of the full previous financial year and the published year to date figures up to the third quarter of the previous financial year.
6. 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 7 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.
7. 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 revenue of Rs. 100 crores, total net profit after tax of Rs. 15 crores and total comprehensive income of Rs. 15 crores, for the quarter ended 30 June 2021, as considered in the Statement. 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  
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GODBOLE**

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**Aniruddha Godbole**

*Partner*

Membership No: 105149

ICAI UDIN: 21105149AAAAEF8614

Mumbai  
22 July 2021



## Hindustan Unilever Limited

### CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2021

(Rs in Crores)

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
2021	2020		quarter ended 31st March 2021	year ended 31st March 2021
		<b>Revenue from operations</b>		
11,996	10,570	Sale of products	12,220	46,269
8	2	Sale of services	20	52
190	159	Other operating revenue	193	707
66	154	<b>Other income</b>	109	410
<b>12,260</b>	<b>10,885</b>	<b>TOTAL INCOME</b>	<b>12,542</b>	<b>47,438</b>
		<b>EXPENSES</b>		
3,680	3,685	Cost of materials consumed	3,812	15,432
2,232	1,652	Purchases of stock-in-trade	2,224	7,121
133	(173)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	(142)	(405)
654	624	Employee benefits expenses	555	2,358
13	31	Finance costs	11	117
260	257	Depreciation and amortisation expenses	266	1,074
		Other expenses		
1,029	800	Advertising and promotion	1,418	4,754
1,545	1,448	Others	1,523	6,142
<b>9,546</b>	<b>8,324</b>	<b>TOTAL EXPENSES</b>	<b>9,667</b>	<b>36,593</b>
<b>2,714</b>	<b>2,561</b>	<b>Profit before exceptional items and tax</b>	<b>2,875</b>	<b>10,845</b>
(27)	(119)	Exceptional items [net credit/ (charge)]	14	(239)
<b>2,687</b>	<b>2,442</b>	<b>Profit before tax from continuing operations</b>	<b>2,889</b>	<b>10,606</b>
		<b>Tax expenses</b>		
(556)	(613)	Current tax	(642)	(2,520)
(31)	68	Deferred tax credit/(charge)	(56)	(86)
<b>2,100</b>	<b>1,897</b>	<b>Profit after tax from continuing operations (A)</b>	<b>2,191</b>	<b>8,000</b>
(0)	(0)	<b>Profit/(Loss) from discontinued operations before tax</b>	(1)	(1)
-	-	Tax expenses of discontinued operations	-	-
<b>(0)</b>	<b>(0)</b>	<b>Profit/(Loss) from discontinued operations after tax (B)</b>	<b>(1)</b>	<b>(1)</b>
<b>2,100</b>	<b>1,897</b>	<b>PROFIT FOR THE PERIOD (A+B)</b>	<b>2,190</b>	<b>7,999</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	(9)	(3)
(0)	(1)	Tax on above	3	1
		<b>Items that will be reclassified subsequently to profit or loss</b>		
(0)	-	Fair value of debt instruments through other comprehensive income	0	(0)
0	-	Tax on above	(0)	0
3	32	Fair value of cash flow hedges through other comprehensive income	17	70
4	(29)	Tax on above	(4)	(47)
<b>9</b>	<b>4</b>	<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (C)</b>	<b>7</b>	<b>21</b>
<b>2,109</b>	<b>1,901</b>	<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B+C)</b>	<b>2,197</b>	<b>8,020</b>
		<b>Net Profit attributable to</b>		
2,097	1,898	a) Owners of the company	2,186	7,995
3	(1)	b) Non-controlling interest	4	4
		<b>Other comprehensive income attributable to</b>		
9	4	a) Owners of the company	7	21
0	-	b) Non-controlling interest	0	0
		<b>Total comprehensive income attributable to</b>		
2,106	1,902	a) Owners of the company	2,193	8,016
3	(1)	b) Non-controlling interest	4	4
235	235	<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	235	235
		<b>Other Equity</b>		47,439
		<b>Earnings per equity share from continuing operations (Face value of Re. 1 each)</b>		
8.92	8.08	Basic (in Rs.)	9.31	34.03
8.92	8.08	Diluted (in Rs.)	9.31	34.03
		<b>Earnings per equity share from discontinued operations (Face value of Re. 1 each)</b>		
(0.00)	(0.00)	Basic (in Rs.)	(0.00)	(0.00)
(0.00)	(0.00)	Diluted (in Rs.)	(0.00)	(0.00)
		<b>Earnings per equity share from continuing and discontinued operations (Face value of Re. 1 each)</b>		
8.92	8.08	Basic (in Rs.)	9.31	34.03
8.92	8.08	Diluted (in Rs.)	9.31	34.03

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

Unaudited Results for the quarter ended 30th June		Particulars	Audited Results for the	
			quarter ended 31st March	year ended 31st March
2021	2020		2021	2021
		<b>Segment Revenue (Sales and Other operating income)</b>		
3,797	3,392	- Home Care	3,838	13,957
4,585	4,043	- Beauty & Personal Care	4,577	18,038
3,319	2,958	- Foods & Refreshment	3,511	13,204
493	338	- Others (includes Exports, Consignment, etc.)	507	1,829
<b>12,194</b>	<b>10,731</b>	<b>Total Segment Revenue</b>	<b>12,433</b>	<b>47,028</b>
		<b>Segment Results</b>		
662	637	- Home Care	812	2,773
1,287	1,124	- Beauty & Personal Care	1,259	5,134
600	582	- Foods & Refreshment	575	2,189
112	95	- Others (includes Exports, Consignment, etc.)	131	456
<b>2,661</b>	<b>2,438</b>	<b>Total Segment Results</b>	<b>2,777</b>	<b>10,552</b>
(27)	(119)	Add/(Less): Exceptional Items [net credit/(charge)]	14	(239)
(13)	(31)	Less: Finance Costs	(11)	(117)
66	154	Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	109	410
<b>2,687</b>	<b>2,442</b>	<b>Total Profit Before Tax From Continuing Operations</b>	<b>2,889</b>	<b>10,606</b>
		<b>Segment Assets</b>		
3,222	3,094	- Home Care	3,175	3,175
5,768	6,056	- Beauty & Personal Care	5,910	5,910
49,229	48,960	- Foods & Refreshment	49,510	49,510
1,139	806	- Others (includes Exports, Consignment, etc.)	1,068	1,068
7,866	11,997	- Unallocable corporate assets	9,094	9,094
<b>67,224</b>	<b>70,913</b>	<b>Total Segment Assets</b>	<b>68,757</b>	<b>68,757</b>
		<b>Segment Liabilities</b>		
3,426	3,238	- Home Care	3,404	3,404
5,488	5,471	- Beauty & Personal Care	5,636	5,636
3,246	3,103	- Foods & Refreshment	3,358	3,358
611	480	- Others (includes Exports, Consignment, etc.)	608	608
8,665	11,560	- Unallocable corporate liabilities	8,057	8,057
<b>21,436</b>	<b>23,852</b>	<b>Total Segment Liabilities</b>	<b>21,063</b>	<b>21,063</b>

**Notes:**

1. Segment Revenue, Results, Assets and Liabilities represent amounts identifiable to each of the segments. "Other unallocable income net of unallocable expense" 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 30th June 2021, 31st March 2021 and 30th June 2020. Unallocable corporate assets, unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

2. The figures for the quarter ended 31st March 2021 are the balancing figure between audited figures in respect of full financial year and the unaudited published year to date figures up to the third quarter of the financial year ended 31st March 2021.

**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. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 22nd July 2021.
2. The statutory auditors have expressed an unmodified report on the above results.
3. The text of the above statement was approved by the Board of Directors at their meeting held on 22nd July 2021.

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).

Place: Mumbai  
Date: 22nd July 2021

By order of the Board

**SANJIV  
MEHTA** Digitally signed  
by SANJIV MEHTA  
Date: 2021.07.22  
12:39:06 +05'30'

Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

**ANIRUDDHA  
SHREEKANT  
GODBOLE** Digitally signed by  
ANIRUDDHA  
SHREEKANT GODBOLE  
Date: 2021.07.22  
12:55:19 +05'30'

**STANDALONE RESULTS FOR THE QUARTER ENDED 30<sup>th</sup> JUNE 2021**

**12% DOMESTIC CONSUMER GROWTH, 10% PROFIT AFTER TAX GROWTH**

**Mumbai, 22<sup>nd</sup> July 2021:** Hindustan Unilever Limited announced its results for the quarter ended 30<sup>th</sup> June 2021.

**June Quarter 2021: Robust broad-based performance in a difficult environment**

In a challenging context of COVID Wave 2, HUL delivered a strong performance with Domestic Consumer Growth of 12%, Underlying Volume Growth of 9% and Profit after tax growth of 10%. Performance was broad based with all 3 divisions growing competitively and in double-digits. Our business fundamentals remain strong with a large part of our business gaining penetration.

**Home Care:**

Home Care grew at 12% enabled by double-digit growth in Fabric Wash. Household care continued to perform well growing in high double-digits on a strong base. Liquids and Fabric Sensations continue to outperform benefitting from robust market development initiatives. We have taken calibrated price increase across fabric wash and household care portfolio to partly offset the high inflation in input costs. 'Surf Excel' extended its Matic range with the launch of 3 in 1 Smart Shots, a unique three chambers smart technology to provide advanced stain removal, long-lasting fragrance and care for fabrics.

**Beauty & Personal Care:**

Beauty & Personal Care grew 13% led by Hair Care and Skin Care, both growing in high double-digits. Contextual communications in Hair Care continue to yield good results. Skin Cleansing continued its strong momentum, soaps grew on a high base and premium segment performed well. Hand Hygiene portfolio declined against an exceptionally high base. 'VWash' had another strong quarter. A calibrated approach towards price increase has helped protect our business model as vegetable oil prices remain at elevated levels. Color Cosmetics recovered sharply from a weak base in JQ'20 although performance in the quarter was impacted by limited mobility. During this quarter we launched, 'Pepsodent' mouthwash that fights Coronavirus, new moisturizing gels and body lotions in 'Vaseline' and 'Lakme Lip Crayons'.

**Foods & Refreshment:**

Foods & Refreshment delivered another quarter of strong performance and grew at 12%. All our Tea brands continue to grow in high double-digits despite a very strong base in the prior year. Ketchups and Soups continue to perform well led by strong volume growth on a high base in JQ'20. Go-To-Market integration in Nutrition business is progressing well, Health Food Drinks gained penetration sequentially and grew volumes in mid-single digit. Ice Creams recovered and grew YoY from a weak base, although performance in the quarter was impacted by limited mobility. In partnership with Mondelez International, we have launched 'KwalityWall's Cadbury Crackle' frozen desert.

**Operating margins:**

EBITDA margins at 24% remain healthy. Profit after tax at Rs. 2,061 Crores increased by 10%. We continue to invest behind our brands and portfolio, and in future-fit capabilities. Our focused actions on net revenue management and savings have enabled us to manage inflationary pressures and deliver a healthy bottom-line performance.

**Sanjiv Mehta, Chairman and Managing Director commented:** 'In a challenging environment, we have delivered a strong performance across topline and bottomline. Our performance in the quarter has been resilient and is reflective of our capabilities, the agility in our operations and the intrinsic strength of our portfolio. The second wave of COVID-19 brought upon us a severe humanitarian crisis. We launched 'Mission HO<sub>2</sub>PE' to support the nation during this difficult period and have provided oxygen concentrators, facilitated upgradation of medical infrastructure, and are supporting vaccination of not only our employees and their dependents but also people in our extended value chain.'

Looking forward, we remain cautiously optimistic about the demand recovery. Our focus firmly remains behind delivering volume led competitive growth and margins in a healthy range.'



## **HUL announces key change to the Management Committee**

**July 22, 2021, Mumbai:** Hindustan Unilever Limited (HUL) today announced the retirement of Dev Bajpai, Executive Director, Legal & Corporate Affairs and Company Secretary, effective March 31<sup>st</sup>, 2022. Dev has been a key member of HUL Management Committee, the HUL Board of Directors and the South Asia Leadership team. Dev's successor will be announced in due course.

Dev joined HUL in 2010, with rich experience across the Automobile, Consumer Durables, Hospitality and FMCG sectors. He led Legal Affairs, Compliance, Corporate Affairs and Taxation across different organisations such as Maruti Udyog, Indian Hotels Company Limited and Marico. His legal expertise is widely recognised across Unilever and the industry at large. Over the last decade, HUL has seen progressive and proactive engagements under his leadership that helped unlock business growth and address some of the long-pending issues.

Sanjiv Mehta, Chairman and Managing Director, HUL said, "I would like to thank Dev for his immense contributions to the Company. Dev has played an outstanding role as a member of the Management Committee of HUL in the last decade. His sound advice on legal and corporate relations enabled HUL to navigate challenging issues and chart a growth journey seamlessly while maintaining the highest standards of Corporate Governance. He ensured that the largest M&A deal in the history of the FMCG sector was executed in a seamless manner. In the last several years, under his leadership, the Brand Protection team has set new benchmarks in controlling both online & offline counterfeiting. I respect Dev's decision to retire and explore new avenues and opportunities including spending time in the field of social change. I would like to wish him the very best for the next chapter in his life."

### **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:**

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