



20th January, 2022

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 20th January, 2022**

This is further to our letter dated 4th January, 2022, intimating the date of Board Meeting for consideration of Unaudited Standalone and Consolidated Financial Results for the quarter ended 31st December, 2021.

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, 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.

2. The Board of Directors in its meeting held today, based on the recommendation of the Nomination and Remuneration Committee have approved the re-appointment of Mr. Dev Bajpai (DIN : 00050516) as a Whole-time Director of the Company, whose term was expiring on 22nd January, 2022 for a further period of five consecutive years or till such time he holds office as a Whole-time Director, whichever is earlier, with effect from 23rd January, 2022, subject to statutory approvals as may be applicable.

Further, this is to confirm that Mr. Dev Bajpai, is not debarred from holding the office of Whole-time Director pursuant to any SEBI order or any such authority. None of the Directors of the Company are inter-se related to Mr. Dev Bajpai.

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

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



*Hindustan Unilever Limited*

Please take the above information on record.

Thanking You.

Yours faithfully,  
**For Hindustan Unilever Limited**

**Sanjiv Mehta**  
**Chairman and Managing Director**  
**DIN : 06699923**  
Encl: as above

# 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, India

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## Limited Review Report on unaudited standalone financial results of Hindustan Unilever Limited for the quarter ended 31 December 2021 and year-to-date results for the period from 1 April 2021 to 31 December 2021 pursuant to Regulation 33 of Securities and Exchange Board of India (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 2021 and year-to-date results for the period from 1 April 2021 to 31 December 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 Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015. 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 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

ANIRUDDHA

SHREEKANT GODBOLE

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Aniruddha Godbole

Partner

Membership No.: 105149

UDIN: 22105149AAAAAB9292

Mumbai  
20 January 2022

Registered Office:



## Hindustan Unilever Limited

### STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2021

(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
2021	2020	2021		2021	2020	2021
12,900	11,682	12,516	<b>Revenue from operations</b>			
192	180	208	Sale of products	37,146	33,364	45,311
91	97	113	Other operating revenue	585	500	685
<b>13,183</b>	<b>11,959</b>	<b>12,837</b>	<b>Other income</b>	271	404	513
			<b>TOTAL INCOME</b>	<b>38,002</b>	<b>34,268</b>	<b>46,509</b>
			<b>EXPENSES</b>			
3,875	3,420	4,092	Cost of materials consumed	11,518	11,102	14,951
2,333	1,887	2,229	Purchases of stock-in-trade	6,785	5,072	7,117
61	152	(163)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	29	(253)	(391)
657	556	582	Employee benefits expenses	1,857	1,707	2,229
25	41	26	Finance costs	62	99	108
255	272	265	Depreciation and amortisation expenses	764	763	1,012
			Other expenses			
1,189	1,388	1,215	Advertising and promotion	3,428	3,324	4,737
1,698	1,605	1,637	Others	4,856	4,545	6,029
<b>10,093</b>	<b>9,321</b>	<b>9,883</b>	<b>TOTAL EXPENSES</b>	<b>29,299</b>	<b>26,359</b>	<b>35,792</b>
<b>3,090</b>	<b>2,638</b>	<b>2,954</b>	<b>Profit before exceptional items and tax</b>	<b>8,703</b>	<b>7,909</b>	<b>10,717</b>
(66)	(42)	(0)	Exceptional items [net credit/ (charge)]	(92)	(241)	(227)
<b>3,024</b>	<b>2,596</b>	<b>2,954</b>	<b>Profit before tax</b>	<b>8,611</b>	<b>7,668</b>	<b>10,490</b>
			<b>Tax expenses</b>			
(762)	(614)	(714)	Current tax	(2,016)	(1,834)	(2,458)
(19)	(61)	(53)	Deferred tax credit/(charge)	(104)	(23)	(78)
<b>2,243</b>	<b>1,921</b>	<b>2,187</b>	<b>PROFIT FOR THE PERIOD (A)</b>	<b>6,491</b>	<b>5,811</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	1	Remeasurements of the net defined benefit plans	5	6	(3)
(1)	(1)	(0)	Tax on above	(1)	(2)	1
			<b>Items that will be reclassified subsequently to profit or loss</b>			
6	(0)	(7)	Fair value of debt instruments through other comprehensive income	(1)	(0)	(0)
(2)	0	2	Tax on above	0	0	0
10	21	39	Fair value of cash flow hedges through other comprehensive income	52	53	70
7	(5)	(8)	Tax on above	3	(43)	(47)
<b>22</b>	<b>17</b>	<b>27</b>	<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (B)</b>	<b>58</b>	<b>14</b>	<b>21</b>
<b>2,265</b>	<b>1,938</b>	<b>2,214</b>	<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B)</b>	<b>6,549</b>	<b>5,825</b>	<b>7,975</b>
235	235	235	<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	235	235	235
			<b>Other Equity</b>			47,199
			<b>Earnings per equity share (Face value of Re. 1 each)</b>			
9.55	8.18	9.31	Basic (in Rs.)	27.63	24.73	33.85
9.55	8.18	9.31	Diluted (in Rs.)	27.63	24.73	33.85

**STANDALONE 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
2021	2020	2021		2021	2020	2021
			<b>Segment Revenue (Sales and Other operating income)</b>			
4,193	3,409	3,838	- Home Care	11,828	10,119	13,959
5,175	4,841	5,000	- Beauty & Personal Care	14,748	13,415	17,964
3,466	3,356	3,622	- Foods & Refreshment	10,407	9,693	13,204
258	256	264	- Others (includes Exports, Consignment, etc.)	748	637	869
<b>13,092</b>	<b>11,862</b>	<b>12,724</b>	<b>Total Segment Revenue</b>	<b>37,731</b>	<b>33,864</b>	<b>45,996</b>
			<b>Segment Results</b>			
864	646	728	- Home Care	2,254	1,961	2,773
1,441	1,413	1,390	- Beauty & Personal Care	4,118	3,875	5,127
646	473	664	- Foods & Refreshment	1,910	1,614	2,189
73	50	85	- Others (includes Exports, Consignment, etc.)	212	154	223
<b>3,024</b>	<b>2,582</b>	<b>2,867</b>	<b>Total Segment Results</b>	<b>8,494</b>	<b>7,604</b>	<b>10,312</b>
(66)	(42)	(0)	Add/(Less): Exceptional Items [net credit/ (charge)]	(92)	(241)	(227)
(25)	(41)	(26)	Less: Finance Costs	(62)	(99)	(108)
91	97	113	Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	271	404	513
<b>3,024</b>	<b>2,596</b>	<b>2,954</b>	<b>Total Profit Before Tax</b>	<b>8,611</b>	<b>7,668</b>	<b>10,490</b>
			<b>Segment Assets</b>			
3,393	3,074	3,510	- Home Care	3,393	3,074	3,175
5,467	5,510	5,874	- Beauty & Personal Care	5,467	5,510	5,524
49,389	49,568	49,533	- Foods & Refreshment	49,389	49,568	49,509
464	346	497	- Others (includes Exports, Consignment, etc.)	464	346	466
9,006	7,655	9,141	- Unallocable corporate assets	9,006	7,655	9,442
<b>67,719</b>	<b>66,153</b>	<b>68,555</b>	<b>Total Segment Assets</b>	<b>67,719</b>	<b>66,153</b>	<b>68,116</b>
			<b>Segment Liabilities</b>			
3,828	3,483	3,431	- Home Care	3,828	3,483	3,404
5,908	5,837	5,570	- Beauty & Personal Care	5,908	5,837	5,535
3,325	3,310	3,451	- Foods & Refreshment	3,325	3,310	3,358
253	176	286	- Others (includes Exports, Consignment, etc.)	253	176	334
8,004	8,043	8,121	- Unallocable corporate liabilities	8,004	8,043	8,051
<b>21,318</b>	<b>20,849</b>	<b>20,859</b>	<b>Total Segment Liabilities</b>	<b>21,318</b>	<b>20,849</b>	<b>20,682</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 2021, 30th September 2021, 31st March 2021 and 31st December 2020. 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 10% during the quarter. Underlying domestic consumer business sales grew by 11%.
2. Earnings before interest, tax, depreciation and amortization (EBITDA) for the quarter at Rs.3,279 crores (DQ 20: Rs. 2,854 crores) grew by 15%. EBITDA margin at 25.4% improved by 100 bps vs DQ 20.
3. Profit after tax before exceptional items for the quarter at Rs. 2,292 crores (DQ 20: Rs. 1,951 crores) grew by 17%.
4. Exceptional items in DQ 21 include restructuring expenses of Rs. 51 crores (DQ 20: Rs. 21 crores), acquisition and disposal related cost of Rs. 16 crores (DQ 20: Rs. 21 crores) and profit from sale of surplus properties Rs. 1 crore (DQ 20: Nil).
5. Profit after tax for the quarter at Rs. 2,243 crores (DQ 20: Rs. 1,921 crores) grew by 17%.
6. The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on 20th January 2022.
7. The statutory auditors have issued an unmodified report on the above results.
8. The text of the above statement was approved by the Board of Directors at their meeting held on 20th January 2022.

For more details on Results, visit the Investor Relations section of our website at <http://www.hul.co.in> and Financial Results under the Corporates section of [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Place: Mumbai  
Date: 20th January 2022

By order of the Board

**SANJIV SOSHIL  
MEHTA** Digitally signed by  
SANJIV SOSHIL MEHTA  
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Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

**ANIRUDDHA  
SHREEKANT GODBOLE** Digitally signed by ANIRUDDHA  
SHREEKANT GODBOLE  
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# B S R & Co. LLP

Chartered Accountants

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## Limited Review Report on unaudited consolidated financial results of Hindustan Unilever Limited for the quarter ended 31 December 2021 and year-to-date results for the period from 1 April 2021 to 31 December 2021 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

### 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 2021 and year-to-date results for the period from 1 April 2021 to 31 December 2021 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (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 Securities and Exchange Board of India 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

Registered Office:

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 revenues of Rs. 110 crores and Rs. 337 crores, total net profit after tax of Rs. 15 crores and Rs. 50 crores and total comprehensive income of Rs. 15 crores and Rs. 50 crores, for the quarter ended 31 December 2021 and for the period from 1 April 2021 to 31 December 2021 respectively, as considered in the unaudited consolidated financial results. This interim financial information has been reviewed by other auditors whose reports has been furnished to us by the Parent's 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 is not modified in respect of this matter.

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  
UDIN:22105149AAAAAC2255

Mumbai  
20 January 2022





# Hindustan Unilever Limited

## CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER, 2021

(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
2021	2020	2021		2021	2020	2021
13,196	11,969	12,812	Revenue from operations			
27	20	19	Sale of products	38,004	34,049	46,269
216	192	215	Sale of services	54	32	52
60	54	53	Other operating revenue	621	514	707
13,499	12,235	13,099	Other income	179	301	410
			<b>TOTAL INCOME</b>	<b>38,858</b>	<b>34,896</b>	<b>47,438</b>
			<b>EXPENSES</b>			
4,023	3,656	4,242	Cost of materials consumed	11,945	11,620	15,432
2,335	1,803	2,239	Purchases of stock-in-trade	6,806	4,897	7,121
55	139	(160)	Changes in inventories of finished goods (including stock-in-trade) and work-in-progress	28	(263)	(405)
692	591	620	Employee benefits expenses	1,966	1,803	2,358
27	44	28	Finance costs	68	106	117
272	286	281	Depreciation and amortisation expenses	813	808	1,074
			Other expenses			
1,193	1,392	1,226	Advertising and promotion	3,448	3,336	4,754
1,732	1,637	1,653	Others	4,930	4,619	6,142
10,329	9,548	10,129	<b>TOTAL EXPENSES</b>	<b>30,004</b>	<b>26,926</b>	<b>36,593</b>
3,170	2,687	2,970	Profit before exceptional items and tax	8,854	7,970	10,845
(67)	(51)	(5)	Exceptional items [net credit/ (charge)]	(99)	(253)	(239)
3,103	2,636	2,965	Profit before tax from continuing operations	8,755	7,717	10,606
			<b>Tax expenses</b>			
(783)	(632)	(728)	Current tax	(2,067)	(1,878)	(2,520)
(20)	(66)	(55)	Deferred tax credit/(charge)	(106)	(30)	(86)
2,300	1,938	2,182	Profit after tax from continuing operations (A)	6,582	5,809	8,000
0	(0)	3	Profit/(Loss) from discontinued operations before tax	3	(0)	(1)
-	-	-	Tax expenses of discontinued operations	-	-	-
0	(0)	3	Profit/(Loss) from discontinued operations after tax (B)	3	(0)	(1)
2,300	1,938	2,185	<b>PROFIT FOR THE PERIOD (A+B)</b>	<b>6,585</b>	<b>5,809</b>	<b>7,999</b>
			<b>OTHER COMPREHENSIVE INCOME</b>			
			Items that will not be reclassified subsequently to profit or loss			
2	2	1	Remeasurements of the net defined benefit plans	5	6	(3)
(1)	(1)	(0)	Tax on above	(1)	(2)	1
			Items that will be reclassified subsequently to profit or loss			
6	(0)	(7)	Fair value of debt instruments through other comprehensive income	(1)	(0)	(0)
(2)	0	2	Tax on above	0	0	0
10	21	39	Fair value of cash flow hedges through other comprehensive income	52	53	70
7	(5)	(8)	Tax on above	3	(43)	(47)
22	17	27	<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD (C)</b>	<b>58</b>	<b>14</b>	<b>21</b>
2,322	1,955	2,212	<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD (A+B+C)</b>	<b>6,643</b>	<b>5,823</b>	<b>8,020</b>
			<b>Net Profit attributable to</b>			
2,297	1,937	2,181	a) Owners of the company	6,575	5,809	7,995
3	1	4	b) Non-controlling interest	10	0	4
			<b>Other comprehensive income attributable to</b>			
22	17	27	a) Owners of the company	58	14	21
(0)	-	(0)	b) Non-controlling interest	(0)	-	0
			<b>Total comprehensive income attributable to</b>			
2,319	1,954	2,208	a) Owners of the company	6,633	5,823	8,016
3	1	4	b) Non-controlling interest	10	0	4
235	235	235	<b>Paid up Equity Share Capital (Face value Re. 1 per share)</b>	<b>235</b>	<b>235</b>	<b>235</b>
			<b>Other Equity</b>			<b>47,439</b>
			<b>Earnings per equity share from continuing operations (Face value of Re. 1 each)</b>			
9.78	8.24	9.27	Basic (in Rs.)	27.97	24.72	34.03
9.78	8.24	9.27	Diluted (in Rs.)	27.97	24.72	34.03
			<b>Earnings per equity share from discontinued operations (Face value of Re. 1 each)</b>			
0.00	(0.00)	0.01	Basic (in Rs.)	0.01	(0.00)	(0.00)
0.00	(0.00)	0.01	Diluted (in Rs.)	0.01	(0.00)	(0.00)
			<b>Earnings per equity share from continuing and discontinued operations (Face value of Re. 1 each)</b>			
9.78	8.24	9.28	Basic (in Rs.)	27.98	24.72	34.03
9.78	8.24	9.28	Diluted (in Rs.)	27.98	24.72	34.03

**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
2021	2020	2021		2021	2020	2021
			<b>Segment Revenue (Sales and Other operating income)</b>			
4,192	3,409	3,838	- Home Care	11,827	10,119	13,957
5,213	4,868	5,026	- Beauty & Personal Care	14,824	13,461	18,038
3,466	3,356	3,622	- Foods & Refreshment	10,407	9,693	13,204
568	548	560	- Others (includes Exports, Consignment, etc.)	1,621	1,322	1,829
<b>13,439</b>	<b>12,181</b>	<b>13,046</b>	<b>Total Segment Revenue</b>	<b>38,679</b>	<b>34,595</b>	<b>47,028</b>
			<b>Segment Results</b>			
861	646	728	- Home Care	2,251	1,961	2,773
1,454	1,423	1,399	- Beauty & Personal Care	4,140	3,875	5,134
646	473	664	- Foods & Refreshment	1,910	1,614	2,189
176	135	154	- Others (includes Exports, Consignment, etc.)	442	325	456
<b>3,137</b>	<b>2,677</b>	<b>2,945</b>	<b>Total Segment Results</b>	<b>8,743</b>	<b>7,775</b>	<b>10,562</b>
(67)	(51)	(5)	Add/(Less): Exceptional Items [net credit/(charge)]	(99)	(253)	(239)
(27)	(44)	(28)	Less: Finance Costs	(68)	(106)	(117)
60	54	53	Add/(Less): Finance Income and Other unallocable income net of unallocable expenditure	179	301	410
<b>3,103</b>	<b>2,636</b>	<b>2,965</b>	<b>Total Profit Before Tax From Continuing Operations</b>	<b>8,755</b>	<b>7,717</b>	<b>10,606</b>
			<b>Segment Assets</b>			
3,649	3,074	3,665	- Home Care	3,649	3,074	3,175
5,883	5,887	6,259	- Beauty & Personal Care	5,883	5,887	5,910
49,389	49,568	49,533	- Foods & Refreshment	49,389	49,568	49,510
1,186	929	1,143	- Others (includes Exports, Consignment, etc.)	1,186	929	1,068
8,457	7,377	8,776	- Unallocable corporate assets	8,457	7,377	9,094
<b>68,564</b>	<b>66,835</b>	<b>69,376</b>	<b>Total Segment Assets</b>	<b>68,564</b>	<b>66,835</b>	<b>68,757</b>
			<b>Segment Liabilities</b>			
3,883	3,483	3,474	- Home Care	3,883	3,483	3,404
6,048	5,927	5,688	- Beauty & Personal Care	6,048	5,927	5,636
3,325	3,310	3,451	- Foods & Refreshment	3,325	3,310	3,358
550	443	590	- Others (includes Exports, Consignment, etc.)	550	443	608
8,022	8,154	8,188	- Unallocable corporate liabilities	8,022	8,154	8,057
<b>21,828</b>	<b>21,317</b>	<b>21,391</b>	<b>Total Segment Liabilities</b>	<b>21,828</b>	<b>21,317</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 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 2021, 30th September 2021, 31st March 2021 and 31st December 2020. Unallocable corporate assets, unallocable corporate liabilities mainly represent investment of surplus funds, cash and bank balances and tax assets and liabilities.

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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 their meeting held on 20th January 2022.
2. The statutory auditors have issued 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 20th January 2022.

For more details on Results, visit the 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: 20th January 2022

ANIRUDDHA  
SHREEKANT  
GODBOLE

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ANIRUDDHA SHREEKANT  
GODBOLE  
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By order of the Board of Directors

SANJIV SOSHIL  
MEHTA

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Sanjiv Mehta  
Chairman and Managing Director  
[DIN: 06699923]

## STANDALONE RESULTS FOR THE QUARTER ENDED 31<sup>st</sup> December 2021

### 11% DOMESTIC CONSUMER GROWTH, 17% PROFIT AFTER TAX GROWTH

**Mumbai, 20<sup>th</sup> January 2022:** Hindustan Unilever Limited announced its results for the quarter ended 31<sup>st</sup> December 2021.

#### December Quarter 2021: Strong all-round performance

Growth in the quarter was competitive and profitable with Domestic Consumer Growth of 11% and Profit After Tax (PAT) growth of 17%. Business fundamentals remained strong with handsome market share gains in all our divisions, both urban and rural markets and across price segments. Underlying Volume Growth at 2% was significantly ahead of the market.

#### Home Care:

Home Care growth at 23% was broad based with strong performance in Fabric Wash and Household Care. Fabric Wash grew in strong double-digits with all parts of the portfolio performing well. Household Care sustained its robust performance and grew in high teens on a strong base. Liquids and Fabric Sensations continue to outperform driven by effective market development actions. Calibrated price increases were taken across Fabric Wash and Household Care portfolios to partly offset the significant inflation in input costs.

#### Beauty & Personal Care:

Beauty & Personal Care grew 7% led by Skin Cleansing, Skin Care and Colour Cosmetics. Skin Cleansing delivered double digit growth driven by strong performance in 'Lux', 'Dove' and 'Pears'. Hair Care had a steady quarter enabled by strong performance in premium portfolio. Our brands 'Clinic Plus', 'Dove' and 'Sunsilk' were rated as the top 3 Hair Care brands in the country as per 'Kantar Brand Health Check Report'. A calibrated approach towards price increase in Skin Cleansing and Hair Care has helped protect our business model even as vegetable oils continue to inflate at record levels. Together, Skin Care and Colour Cosmetics delivered double-digit growth and are above pre-COVID levels. During this quarter, we had several innovations including 'Dove Love and Care' range of moisturizers, serums by clean beauty brand 'Simple', a new toothpaste 'Sensitive Mineral Active' launched in Tamil Nadu and 'Lakme' Volume Mascara, Liquid Concealer and Highlighter.

#### Foods & Refreshment:

Foods & Refreshment grew 3% on a very high prior year comparator, driven by solid performance in Tea and Ice-creams. Tea continued its robust performance and grew competitively on a strong base delivering high teens 2Y CAGR. Focus on market development actions in Health Food Drinks has resulted in handsome market share and penetration gains. Ice Creams had a very strong quarter delivering 2Y CAGR in high teens enabled by impactful innovations and effective activations. Foods grew on a strong base led by Jams and Ketchup. 'Kissan Peanut Butter' and 'Hellman's Mayonnaise' innovations continue to perform well. 'Bru' launched a new product 'Bru Beaten Coffee'.

#### Operating margins:

EBITDA margin at 25.4% improved 100 bps YoY. PAT at Rs. 2,243 Crores increased by 17% year-on-year. Profit after tax before exceptional items at Rs. 2,292 Crores was up 17%. In the context of unprecedented inflation, we continue to manage our business dynamically driving savings harder across all lines of P&L and taking calibrated pricing actions using the principles of Net Revenue Management. We continue to invest competitively behind our brands.

**Sanjiv Mehta, Chairman and Managing Director commented:** 'We have delivered a strong and resilient performance in the quarter despite moderation in market growths and significant levels of commodity inflation. I am particularly pleased that the growth is extremely competitive with our market share gains being highest in more than a decade. Our performance is reflective of our strategic clarity, strength of our brands, operational excellence, and dynamic financial management of our business.

In the near-term, operating environment will continue to remain challenging. In this scenario, we will manage our business with agility, continue to grow our consumer franchise whilst maintaining our margins in a healthy range. We remain confident of the medium to long term potential of Indian FMCG sector and HUL's ability to deliver a Consistent, Competitive, Profitable and Responsible growth.'

