



Hindustan Unilever Limited

19th October, 2023

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: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on Unaudited Financial Results of the Company for the quarter and half year ended 30th September, 2023.

We are also enclosing herewith a copy of a Press Release which will be disseminated shortly. The Press Release is self-explanatory.

Please take the above information on record.

Thanking You.

Yours faithfully,

**For Hindustan Unilever Limited**

DEVOPAM  
NARENDRA  
BAJPAI

Digitally signed by  
DEVOPAM NARENDRA  
BAJPAI  
Date: 2023.10.19  
15:39:07 +05'30'

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

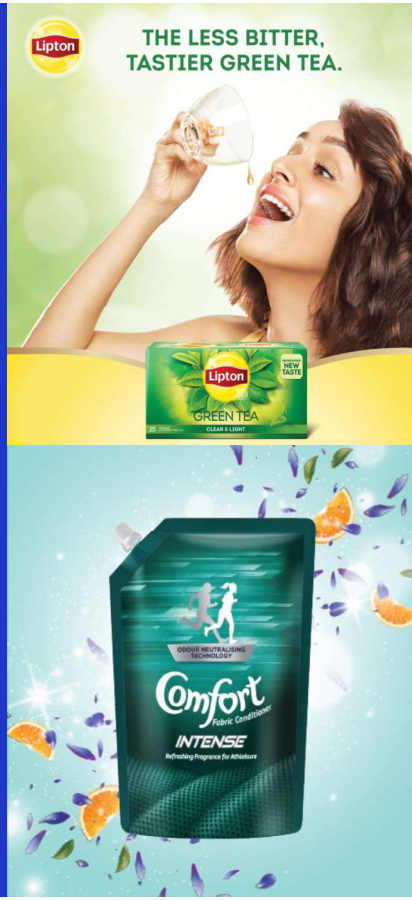
Hindustan  
Unilever  
Limited

SQ'23  
Results

19<sup>th</sup> October 2023



Hindustan Unilever Limited



## Safe harbour statement

This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realised. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.

Rohit Jawa

Chief Executive Officer  
and Managing Director



Hindustan Unilever Limited

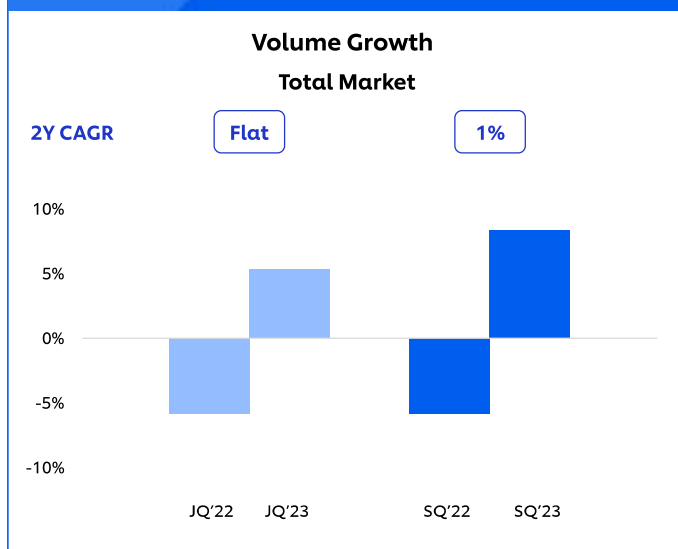




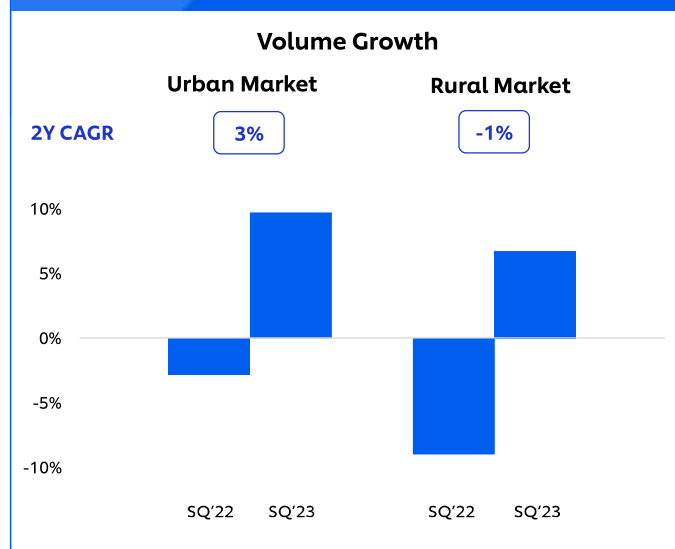


## FMCG demand trends remain stable

Gradual recovery in volumes,  
albeit on a soft base



Growth led by urban,  
while rural remains subdued

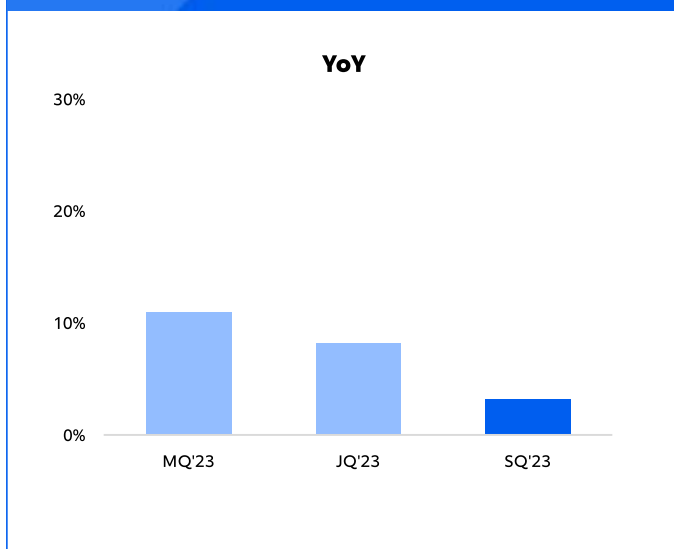


Market growth as per Nielsen FMCG Market Report September 2023 (HUL relevant categories)

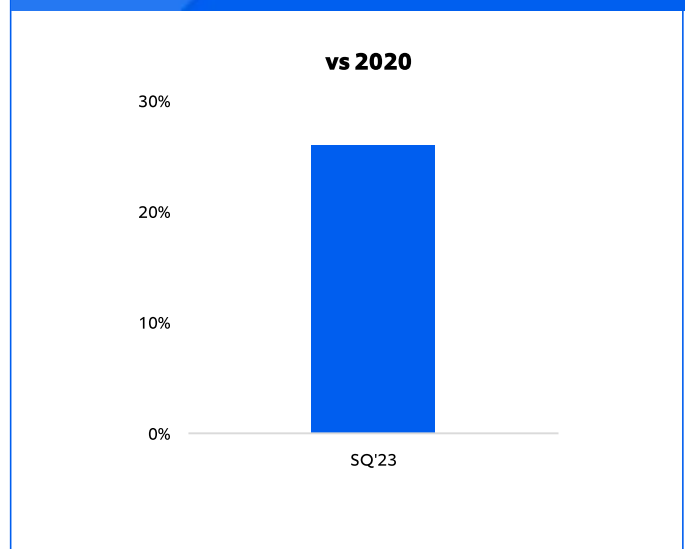
Sensitivity: Public

## Market price growth tailing off albeit remains high on 3-year basis

FMCG market price growth (YoY)



FMCG market cumulative price growth (3-year)



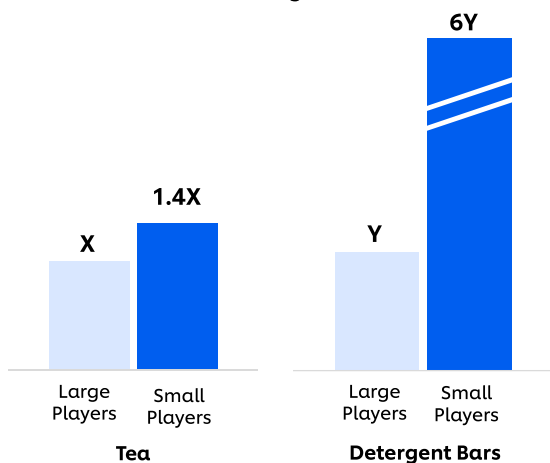
Market Price growth as per Nielsen FMCG Market Report September 2023 (HUL relevant categories)

Sensitivity: Public

## Competitive intensity remains high

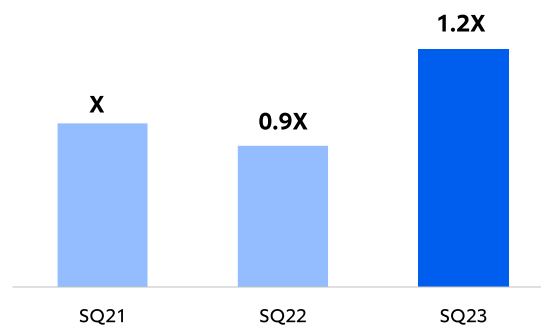
### Resurgence of small players in select categories

Market Value Growth (YoY)  
(L3M Aug'23)



### Media intensity up

Media GRPs for FMCG Market



Market growth as per Nielsen FMCG Market Report Aug 2023

GRP Trend as per BARC report (HUL relevant categories)

Sensitivity: Public



## SQ'23 Financial highlights

Turnover

**15,027 cr.**

Underlying Sales Growth

**4%**

Underlying Volume Growth

**2%**

EBITDA Margin

**24.6%**

**+130bps** YoY

PAT bei

**12%**

YoY growth

EPS

**4%**

YoY growth

1. Underlying Sales Growth (USG) refers to the increase in turnover for the period, excluding any change in turnover resulting from acquisitions, disposal  
2. Underlying Volume Growth (UVG) refers to volume growth including the impact of mix of turnover realization of products sold  
3. PAT (bei) : Profit After Tax before exceptional items

## Competitive growth

Business winning value shares

**c.60%**

Business winning volume shares

**>75%**

Corporate share

YoY

**Moderate gains**  

---

**Strong gains**

2-year basis

## Responsible growth : Doing well by doing good

### Clean Future Summit



### Digitising Shakti



### Empowering retailers




## Incredible India to Inevitable India

### Fast growing economy

#### India's GDP Ranking

2027	3
2022	5
2020	6



Source- IMF

### Favourable demographics



**>1 Bn** Working class population  
**10 Mn** will get added every year

### Rapid digital evolution



Digital Democratisation  
Scalable Foundations

### Huge headroom for growth in FMCG

	Thailand	7X
	China	5X
	Philippines	5X
	Indonesia	4X
	India (\$50)	X

## HUL : Well placed to win

### India's largest FMCG Company

#### Segmental Revenue



**85%**  
of business

Market leadership

**19**  
brands

₹10Bn+ Turnover

**3Mn**  
stores

Direct Reach  
including Shakti entrepreneurs

Figures for FY 23

### Strong track record of value creation



Turnover

**9%**  
**CAGR**



UVG

**4.5%**  
**CAGR**



EBITDA%

**+800**  
**bps**



Net Profit

**10%**  
**CAGR**

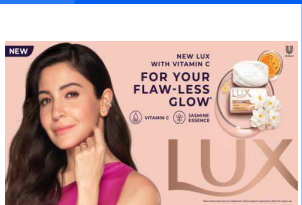
12  
10-year CAGR FY 23 vs FY 13



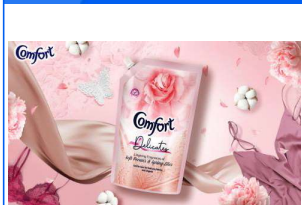
Hindustan Unilever Limited

## Key thrusts

### Grow the Core through product superiority



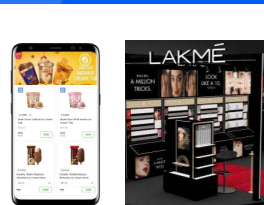
### Market Development & Premiumisation



### Portfolio transformation



### Winning in Channels of the Future



### Fuel for Growth



## Enabled by distinctive capabilities



WiMI



Digital



Sustainability



Future Fit Talent & Organisation



**Ritesh Tiwari**

Chief Financial Officer



Hindustan Unilever Limited



## SQ'23 Results

### Topline

Underlying Sales Growth

**4%**

**2%**

Underlying Volume Growth

### EBITDA

Margin

**24.6%**

**+130 bps**

Change YoY

### PAT (bei)

INR

**2,668 cr.**

**12%**

Growth YoY

### Net Profit

INR

**2,717 cr.**

**4%**

EPS Growth YoY

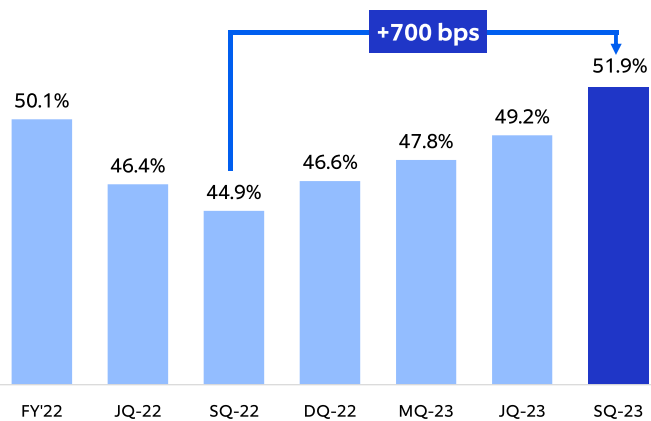
## SQ'23 Results excluding one off

Year on Year	SQ'23 (reported)	SQ'23 (excl. one-off)
Underlying Sales Growth	4%	3%
Underlying Price Growth	1%	Flat
Gross Margin $\Delta$	+700 bps	+650 bps
EBITDA Margin $\Delta$	+130 bps	+50 bps
PBT Growth	14%	9%
PAT bei Growth	12%	7%
Net Profit Growth	4%	-1%

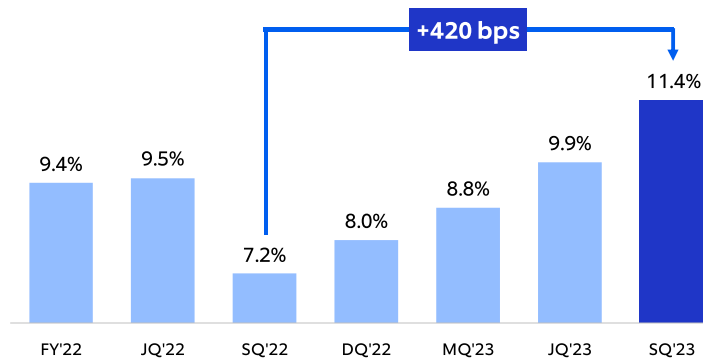
Note: One-off benefit in BPC segment

## Building back gross margins, stepping up A&P

### Gross Margin

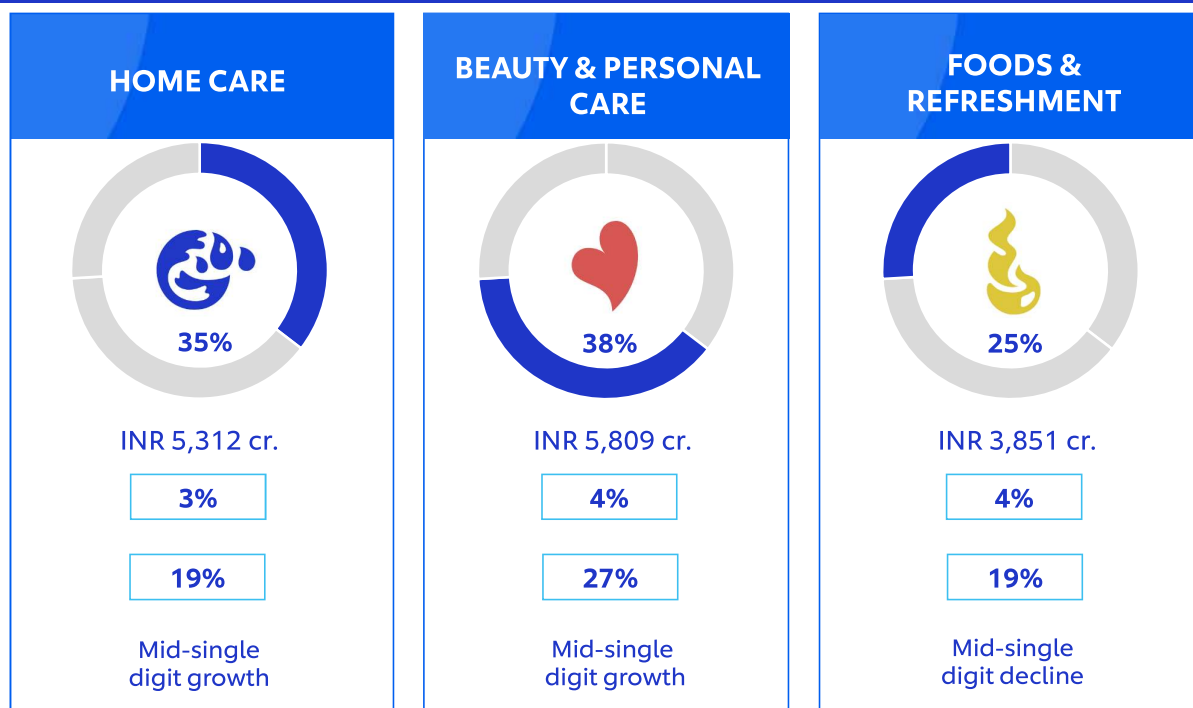


### Advertising & Promotion



Continue to drive productivity improvement and pricing agility

## SQ'23 : Segmental performance



Segment Revenue = Segment Turnover + Other Operating Income, Segment Margins (EBIT) excludes exceptional items. Excludes 'Others' segment, proportion of segments for same period last year

Underlying Sales Growth (USG) refers to the increase in turnover for the period, excluding any change in turnover resulting from acquisitions, disposal

Underlying volume growth (UVG) refers to volume growth including the impact of mix of turnover realization of products sold

Sensitivity: Public

## HC : Innovations and Activations

Introducing,  
**Comfort Intense**  
Fabric Conditioner



ODOUR NEUTRALIZING TECHNOLOGY

**Comfort**  
FABRIC CONDITIONER  
**INTENSE**  
Refreshing Fragrance for All Seasons



**NEW**

**Odour gone. 1 wash.**

**₹ 5/- only**



**Sunlight** **Sunlight**

**COLOUR LOCK** **COLOUR LOCK**

**NEW & IMPROVED** **NEW & IMPROVED**

কালার-লক টেকনোলজী  
এখন মাত্র **₹5 -এ**



**Vim**  
**pure**

**A NEW KIND OF 'CLEAN' FOR YOUR DISHES**

**PARABEN FREE** **PHOSPHATE FREE**





Hindustan Unilever Limited

## HC : Volume led growth on a very high base



- ❑ **Fabric Wash:** Volumes grew in mid-single digit driven by outperformance in premium portfolio
- ❑ **Household Care:** High-single digit volume growth led by Dishwash
- ❑ Price reductions taken in both Fabric Wash and Household Care portfolio. Stepped-up brand and marketing investments to protect competitive position

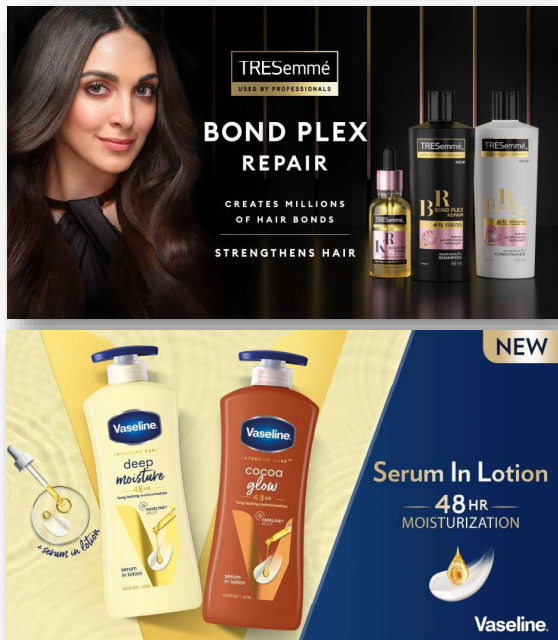
## BPC : Innovations and Activations





Hindustan Unilever Limited

## BPC : Volume driven mid-single digit growth



- ❑ **Skin Cleansing:** Declined as price cuts offset low-single digit volume growth. Lux and Hamam continue to outperform
  - Market development actions in bodywash continue to yield good results
- ❑ **Hair Care:** High single digit growth led by Clinic Plus and Indulekha
- ❑ **Skin Care and Colour Cosmetics:** Double-digit growth led by outperformance in Ponds and Vaseline. Focused interventions in new demand spaces and channels of the future fuel growth
- ❑ **Oral Care:** Mid-single digit growth led by Closeup

## F&R : Innovations and Activations





Hindustan Unilever Limited

## F&R : Mid-single digit growth driven by pricing



- ❑ **Beverages:** Tea delivered modest growth as category continued to witness consumers downgrading. Coffee grew in double-digits driven by pricing
- ❑ **Health Food Drinks:** Delivered price-led mid-single digit growth driven by activations and innovations
- ❑ **Foods:** Grew in mid-single digit on a high base. Food Solutions, Mayonnaise and Peanut Butter continue to deliver strong growth
- ❑ **Ice Cream:** Mid-single digit growth on a high base





Hindustan Unilever Limited

## HFD : Unlocking growth by building category relevance

### Business Performance

Penetration  Market Share 

- 1 Healthy recruitment but consumption impacted by inflation
- 2 Cost synergies unlocked ahead of plan, re-invested in product and A&P
- 3 Gross Margin impacted by inflation and mix

### Market Development – More Users, More Usage, More Premium

#### Sharper proposition



#### Strengthening science backed credentials



#### Expanding Portfolio to new demand spaces



Remain confident of long-term prospects of the category



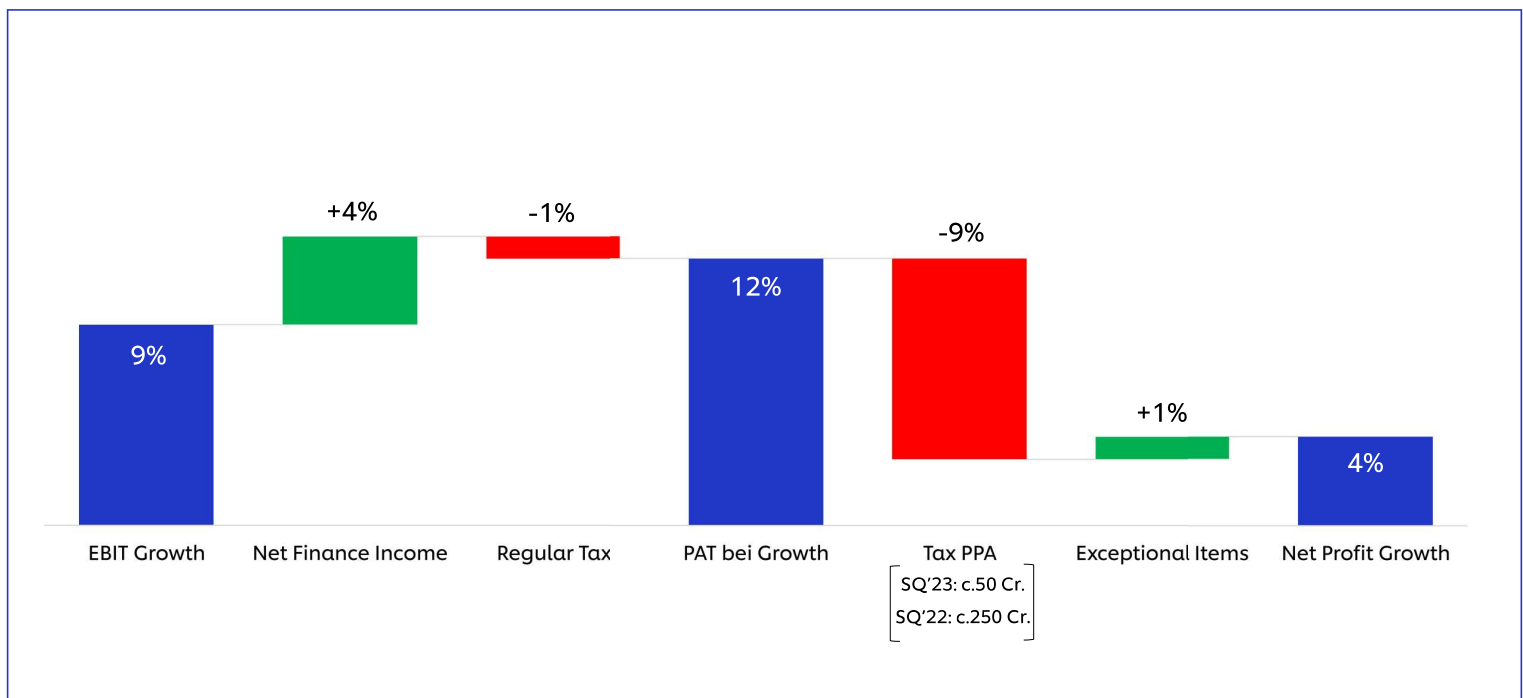
## SQ'23 Results summary

Rs. Crores

Particulars	SQ'23	SQ'22	Growth
Sales	15,027	14,514	4%
EBITDA	3,694	3,377	9%
EBITDA Margin	24.6%	23.3%	+130 bps
EBIT	3,425	3,129	9%
Other Income (Net)	211	90	
Exceptional Items	-5	-28	
PBT	3,631	3,191	14%
Tax	914	575	
PAT bei	2,668	2,379	12%
Net Profit	2,717	2,616	4%



## SQ'23 : EBIT to Net Profit movement



PPA – Prior Period Adjustment

Sensitivity: Public

## H1 2023-24 Results summary

Turnover	EBITDA	PAT (bei)	Net Profit
INR	Margin	INR	INR
<b>29,958 cr.</b>	<b>24.1%</b>	<b>5,168 cr.</b>	<b>5,189 cr.</b>
<b>5%</b>	<b>+90 bps</b>	<b>11%</b>	<b>6%</b>
Growth YoY	Change YoY	Growth YoY	EPS Growth YoY

## Interim dividend

Particulars	H1 2023-24	H1 2022-23	Growth
Dividend Per Share (Rs.)	18.0	17.0	
No. of Shares (Crores)	235	235	
Total Dividend (Rs. Crores)	4,229	3,994	6%

# Outlook



Hindustan Unilever Limited

## Cautiously optimistic in the near-term

### ❑ **Operating environment:**

- Expect tailwinds from a better festive season
- Rural recovery likely to remain gradual
- Competitive intensity to remain high
- Watchful of volatile commodity prices

### ❑ **Our outlook:**

- Price growth to be marginally negative if commodity prices remain where they are
- Focused on driving competitive volume growth
- Maintaining EBITDA margins in a healthy range whilst investing competitively behind our brands and long-term strategic priorities

**Our focus remains on delivering Consistent, Competitive, Profitable and Responsible Growth**





## STANDALONE RESULTS FOR THE QUARTER ENDED 30<sup>th</sup> SEPTEMBER 2023

**4% Underlying Sales Growth, 2% Underlying Volume Growth, 12% Profit After Tax (bei) Growth**

**Mumbai, 19<sup>th</sup> October 2023:** Hindustan Unilever Limited (HUL) announced its results for the quarter ended 30<sup>th</sup> September 2023.

### September Quarter 2023: Resilient performance in a challenging environment

HUL delivered a resilient and competitive performance in SQ'23 with Underlying Sales Growth<sup>1</sup> (USG) of 4% and Underlying Volume Growth<sup>2</sup> (UVG) of 2%. EBITDA margin at 24.6% was up 130 bps YoY. Profit After Tax before exceptional items (PAT bei) grew 12% and Profit After Tax (PAT) grew 4%. In the quarter, there was a one-off credit from favourable resolution of past indirect tax litigation benefiting both topline and bottomline. Excluding this one-off, USG, UVG, EBITDA margin, PAT (bei) growth would have been 3%, 2%, 23.8% and 7% respectively.

### Home Care: Volume led growth on a very high base

Home Care grew 3% with mid-single digit UVG. Fabric Wash had mid-single digit volume growth with the premium portfolio continuing to outperform. Household care volumes grew in high single digit led by Dishwash. Further price reductions were taken in both Fabric Wash and Household Care. Brand and marketing investments were stepped-up to protect our competitive position. During the quarter, Vim Pure range with plant-based actives and Comfort Intense Fabric Conditioner were launched.

### Beauty & Personal Care: Mid-single digit volume led growth

Beauty & Personal Care grew 4% with mid-single digit UVG. Skin Cleansing had a low-single digit volume growth with Lux and Hamam continuing to outperform. Revenue declined as further price reductions were taken in soaps. Skin Care and Colour Cosmetics grew double-digit driven by focused interventions in new demand spaces and channels of the future. Hair Care delivered high-single digit growth with Clinic Plus and Indulekha continuing to outperform. Oral Care grew mid-single digit led by Closeup. Key launches in this quarter include new range of Vaseline moisturizers, Lakme serums and cosmetics, Pond's serum, Indulekha Anti-Dandruff Oil and Shampoo.

### Foods & Refreshment: Mid-single digit growth driven by pricing

Foods & Refreshment grew 4%. Tea delivered a modest growth as the category continued to witness consumers downgrading. Coffee grew in double-digits. HFD delivered mid-single digit price led growth, broad-based across the portfolio. Foods and Ice Cream both grew in mid-single digit on a high base. Foods Solutions, Mayonnaise and Peanut Butter continue to clock strong growths. During the quarter, Horlicks Strength Plus, Slow Churn Ice Cream and new blends of Lipton Green Tea were launched.

### Building back Gross Margin and stepping up in Advertising & Promotions

Gross Margin and A&P investments increased 700 bps and 420 bps respectively vs SQ'22. EBITDA margin at 24.6% was up 130 bps YoY. PAT at Rs 2,717 Crores grew 4% YoY. PAT (bei) grew 12% YoY. The difference in PAT(bei) and PAT growths is largely due to higher prior period tax credits in SQ'22.

**Interim dividend:** The Board of Directors declared an interim dividend of INR 18/- per share for year ending 31<sup>st</sup> March 2024.

**Rohit Jawa, CEO and Managing Director commented:** 'We delivered a resilient and competitive growth whilst stepping up our EBITDA margin in a challenging operating environment, marked by subdued rural demand and heightened competitive intensity. Looking forward we remain cautiously optimistic. FMCG demand is likely to continue a gradual recovery with tailwinds from the upcoming festive season, sustained buoyancy of services and Government's thrust on capex. At the same time, we need to be watchful of volatile global commodity prices as well as the impact of monsoon on crop output and reservoir levels. In this context, our focus is to provide superior value to our consumers, drive competitive volume growth, and invest behind our brands. We remain confident of the mid to long term potential of Indian FMCG sector and HUL's ability to deliver a Consistent, Competitive, Profitable and Responsible growth.'

1. Underlying sales growth (USG) refers to the increase in turnover for the period, excluding any change in turnover resulting from acquisitions, disposal

2. Underlying volume growth (UVG) refers to volume growth including the impact of mix of turnover realization of products sold

