



Hindustan Unilever Limited

23rd July, 2024

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 ended 30th June, 2024.

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: 2024.07.23
15:44:24 +05'30'

Dev Bajpai

**Executive Director, Legal & Corporate Affairs
and Company Secretary**

DIN:00050516 / Membership No: F3354

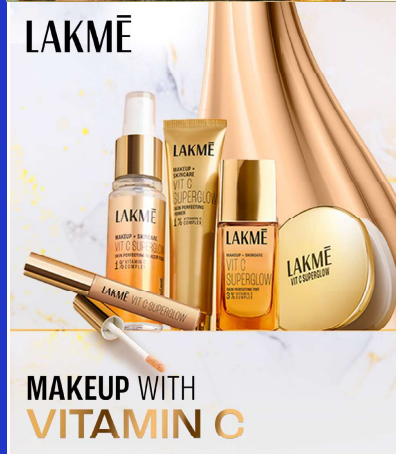
Hindustan Unilever Limited

JQ'24 Results

23rd July 2024



Hindustan Unilever Limited



Safe harbour statement

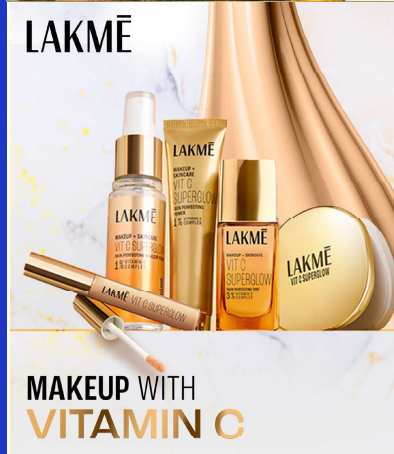
This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations 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



Operating environment

Market Demand



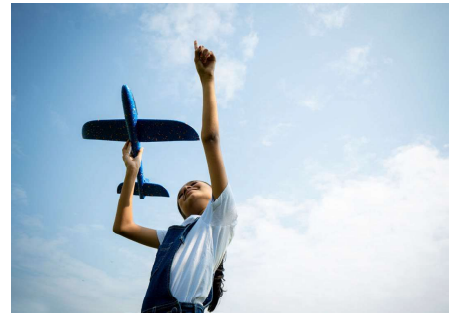
Gradual recovery in rural demand continued

Commodity Prices



Range-bound commodity prices following an inflation-deflation cycle

Consumption Trends



More aspirational, more premium, more digital

Our Priorities – Accelerate volume growth, Strengthen competitiveness and Maintain healthy margins

JQ'24: Financial Highlights

Growth

₹ 15,166 cr.

Turnover

2%

Underlying Sales Growth

4%

Underlying Volume Growth

Margins

23.8%

EBITDA % of TO

+170 bps

Gross Margin vs. JQ'23

Earnings

₹ 2,538 cr.

Net Profit

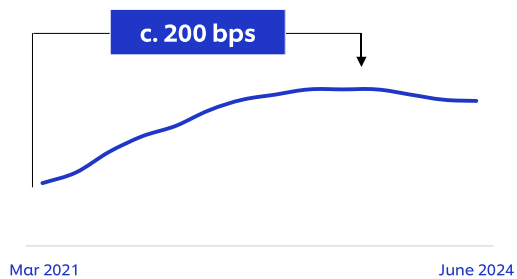
3%

EPS Growth vs JQ'23

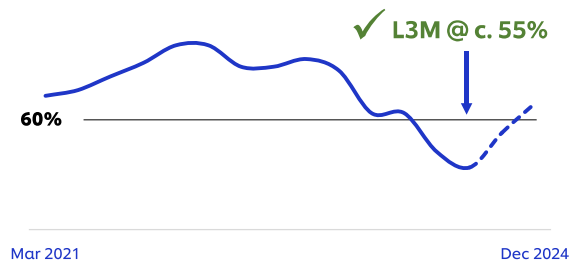
Underlying Sales Growth (USG) - increase in turnover for the period, excluding any change resulting from acquisitions and disposal
Underlying Volume Growth (UVG) - volume growth including the impact of mix of turnover realization of products sold

JQ'24: Competitive performance

Corporate Market Shares (MAT)



Business Winning Shares (MAT)



Backed by strong business fundamentals

95% + Value Weighted Distribution

75% + Business with stable/ gaining Brand Power

Business winning shares and corporate value shares as per June'24 MAT based on Nielsen market data (HUL relevant categories)
Value Weighted Distribution as per May'24 Month based on Nielsen market data (HUL relevant categories)
Business with stable/ winning Brand Power as per Kantar for JQ'24 MAT

Transform to Outperform: Key Thrusts

1 Grow the Core through Unmissable Brand Superiority

2 Drive Premiumisation

3 Reshape Portfolio in High Growth Spaces

4 Lead in Channels of the Future

Enabled by Distinctive Capabilities

Winning in Many Indias

Net Productivity

Digital Transformation

Sustainability

Future Fit Talent & Organisation

JQ'24 Update: Grow the Core through Unmissable Brand Superiority

Newly formulated dishwash bars providing superior performance



Growing Brand Power



Bringing science & desire to the forefront of our proposition



Gaining Market Share

Brand Power as per Kantar for JQ'24 MAT
Market share as per Kantar for May'24 MAT

JQ'24 Update: Drive Premiumisation

Leading trends



Leveraging technology



Delivering new formats & benefits



Premium portfolio contribution up by c.300 bps over the last 3 years

Premium contribution basis Nielsen categorization (HUL relevant categories with categorization available)

JQ'24 Update: Reshape Portfolio in High Growth Spaces

Home Care liquids



Big Bets in Beauty



Bodywash



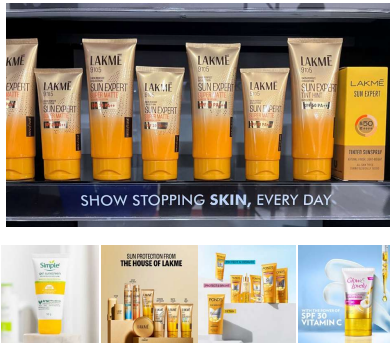
International Cuisine



Portfolio growth: c. 20% UVG & 50%+ in E-com

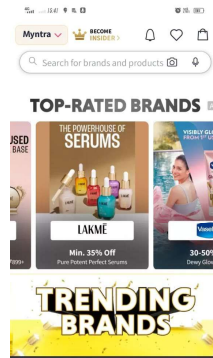
JQ'24 Update: Lead in Channels of the Future

Leading category growth in Modern Trade



MT shares > GT shares

Designing for customer in E-com



Growing 3X of Modern Trade

Digital Selling Hub



High Net Promoter Score >70%

Shares as of MAT June'24 based on Nielsen market data (HUL relevant categories)
E-com and Modern Trade growth for JQ'24

Ritesh Tiwari

Chief Financial Officer



Hindustan Unilever Limited



NEW

**All Day Nourish
+ UV Protect
Hair Serum**



*Navya,
Working Consultant*

LAKMĒ



**MAKEUP WITH
VITAMIN C**



**BRIGHT
LIKE NEW**



Introducing

BRU

**Southern
TRAILS**





WORLD'S NO. 1

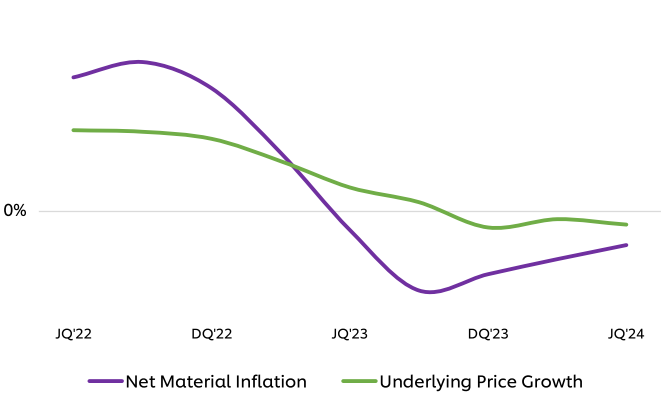


Commodity price trends

Commodity prices remain benign on a deflationary base

| | JQ'24 Inflation | |
|--|-----------------|-----------|
| | vs. JQ'23 | vs. JQ'22 |
| Crude Oil (Brent USD/bbl) | 10% | -25% |
| Soda Ash (INR/ton) | -15% | -15% |
| Palm Oil (BMD CPO USD/MT) | 0% | -45% |
| Skimmed Milk Powder (INR/kg) | -15% | -10% |
| Tea (INR/kg) | 15% | 10% |

Strategic pricing inline with Material Cost movement



Dynamic pricing to provide right price-value equation to consumers

+ve -Inflation, -ve - deflation
Commodity inflation/ deflation numbers rounded up

JQ'24 Results

| Topline | Gross Margin | EBITDA | PAT (bei) |
|--------------------------|-----------------|----------------|--------------------|
| Underlying Sales Growth | Margin | Margin | INR |
| 2% | 50.9% | 23.8% | ₹ 2,572 cr. |
| 4% | +170 bps | +20 bps | 3% |
| Underlying Volume Growth | Change YoY | Change YoY | Growth YoY |

A&P Investments at 10.8% is up by c.90 bps YoY as we continue to invest behind our brands

JQ'24 Segment Results

| | Home Care | Beauty & Wellbeing | Personal Care | Foods & Refreshment |
|---------|--|--|---|--|
| |  |  |  |  |
| Revenue | ₹ 5,675 cr. | ₹ 3,199 cr. | ₹ 2,386 cr. | ₹ 3,850 cr. |
| Margins | 20% | 31% | 18% | 19% |

Home Care

Strong volume led performance

USG : 4%

UVG : High-single digit growth

- ❑ **Fabric Wash:** High-single digit volume growth. Broad based performance across segments and formats led by investments in premium and mass brands
- ❑ **Household Care:** Volumes grew in mid-single digit on the back of strong performance by premium dishwash portfolio.
- ❑ Both categories continue to have negative price growth reflecting commodity deflation
- ❑ Sale and divestment of 'Pureit' announced subject to customary closing conditions in line with our strategic intent to focus on our core portfolio



Beauty and Wellbeing

Volume driven growth led by Hair Care

USG : 3%

UVG : Mid-single digit growth

- ❑ **Hair Care:** Double-digit volume growth led by Clinic Plus, Sunsilk and Dove. Focus on innovations and market development actions in high growth demand spaces continues to yield results
- ❑ **Skin Care and Colour Cosmetics:** Muted volume performance in the quarter with mass portfolio declining. Growth momentum continues across premium skin portfolio and channels of the future



Personal Care

Resilient performance in Skin Cleansing

USG : -5%

UVG : Low-single digit growth

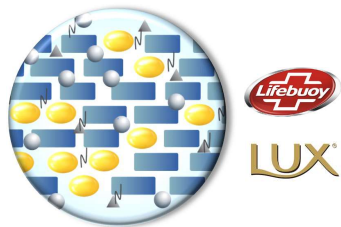
- ❑ **Oral Care:** Mid-single digit broad-based growth driven by pricing
- ❑ **Skin Cleansing:** Low-single digit volume growth while revenue declined due to pricing actions. Bodywash continues to strengthen market leadership. Visible early green shoots in bars indicate positive results from recent actions



Skin Cleansing: Introducing Stratos

A transformational sustainability-linked journey towards product superiority

Proprietary technology innovated over 5 years, 20+ patents filed



Re-formulated with added plant derived polysaccharides, vitamin blends, skin care actives and enhanced fragrance

Clinically and Consumer proven superior functional benefits

- ✔ Boosts Skin Barrier and Milder
- ✔ Superior Skin Glow and Even Tone
- ✔ More Efficacious Germ Protection

Winning in consumer blind tests, Proven in independent clinical studies and lab tests

Combining sustainable Palm while reducing wastage of Palm by up to 25%



100% No Deforestation, No Peat (NDP) Palm, Reduced commodity volatility, Reduced imports and Reduced greenhouse gases

Total Fatty Matter (TFM) content ≠ Quality of Soap

Foods & Refreshment

Stable performance, category impacted by a severe summer season

USG : 1%

UVG : Flat

- ❑ **Beverages:** Tea continued to cement its market leadership through value and volume share gains. Coffee grew in double digits driven by pricing and strong growth in channels of the future.
- ❑ **Nutrition Drinks (Horlicks & Boost):** Subdued performance in the quarter. Continue to gain market share and penetration on the back of sustained market development actions. Plus range maintains growth momentum.
- ❑ **Foods:** Low-single digit volume growth. Foods Solutions, Mayonnaise, Peanut Butter and International sauces continue to gain traction with consumers, boosted by partnerships, activations and product extensions
- ❑ **Ice Cream:** Double-digit volume growth aided by strong launches and sharp execution, in the season



JQ'24 Results summary

| Rs. Crores | | | |
|------------------------------|--------|--------|----------|
| Particulars | JQ'24 | JQ'23 | Growth |
| Sales | 15,166 | 14,931 | 2% |
| EBITDA | 3,606 | 3,521 | 2% |
| EBITDA Margin | 23.8% | 23.6% | + 20 bps |
| Other Income (Net) | 172 | 138 | |
| Exceptional Items | (48) | (37) | |
| PBT | 3,432 | 3,365 | 2% |
| Tax | 894 | 893 | |
| Net Profit | 2,538 | 2,472 | 3% |
| PAT before exceptional items | 2,572 | 2,500 | 3% |

Looking Ahead: Near term

Outlook

- ❑ FMCG and rural demand gradually improving
- ❑ Excluding the one-off indirect tax impact in the base:
 - Near-zero price growth, if commodity prices remain where they are
 - EBITDA margins to remain at current levels

Our priorities

- ❑ Focused on driving competitive volume led growth
- ❑ Continued investment behind brands and long-term strategic priorities
- ❑ Maintain cost savings and discipline through Net Productivity Programme

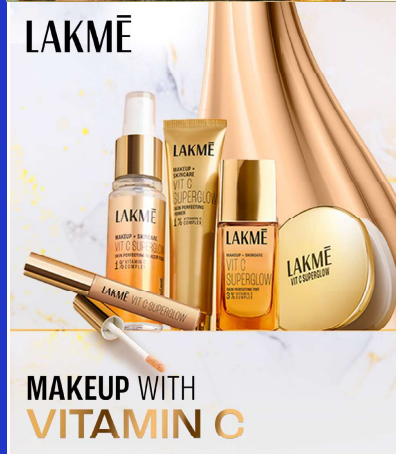
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JQ'24 Results

23rd July 2024



Hindustan Unilever Limited



STANDALONE RESULTS FOR THE QUARTER ENDED 30th JUNE 2024

4% Underlying Volume Growth, 2% Underlying Sales Growth, 23.8% EBITDA margin

Mumbai, 23rd July 2024: Hindustan Unilever Limited (HUL) announced its results for the quarter ended 30th June 2024.

June Quarter 2024 Results

HUL delivered a robust performance in JQ'24 with an Underlying Volume Growth¹ (UVG) of 4%. Underlying Sales Growth² (USG) was 2% due to the impact of price reductions taken during the year as we passed on benefits of lower commodity prices to consumers. EBITDA margin at 23.8% was up 20 bps YoY. Profit After Tax before exceptional items (PAT bei) and Profit After Tax (PAT) both grew 3% YoY.

Home Care: Strong volume led performance across formats and segments

Home Care delivered a strong performance with 4% USG and high-single digit UVG. Fabric Wash grew volumes in high-single digit led by structural actions taken across the portfolio, in both mass and premium segments. Household Care grew volumes in mid-single digit driven by strong performance in premium dishwash portfolio. We continued to strengthen our core dishwash portfolio by re-launching Vim bar with a superior formulation. Premiumisation journey in fabric wash liquids was further bolstered by the expansion of Rin liquids.

Beauty & Wellbeing: Mid-single digit volume growth led by Hair

Beauty & Wellbeing delivered 3% USG with mid-single digit UVG. Hair Care grew volumes in double-digit driven by a strong performance in Sunsilk, Clinic Plus and Dove. Skin care and Colour cosmetics had a muted volume performance in the quarter driven by decline in mass portfolio. Investments in channels as well as formats of the future and premium portfolio continued to yield healthy results. During the quarter, Dove glycolic hydration range, Vaseline gluta-hya overnight lotion and a range of innovations under Lakme skin and cosmetics capturing new trends were launched.

Personal Care: Resilient performance in Skin Cleansing

Personal Care delivered low-single digit UVG while USG declined by 5%. Skin Cleansing had a low-single digit volume growth but revenue declined on account of pricing actions taken. Bodywash continues to strengthen market leadership. Oral Care delivered mid-single digit growth driven by pricing. During the quarter, Lux and Lifebuoy were re-launched with a superior product formulation.

Foods & Refreshment: Stable performance

Foods & Refreshment had a USG of 1% with volumes remaining stable. The category was impacted by a harsh summer season. Nutrition Drinks (Horlicks & Boost) had subdued performance in the quarter albeit continuing to win competitively. Adult nutrition range performed well. Tea continued to cement its market leadership through value and volume share gains. Coffee delivered double digit growth driven by pricing. Foods grew volumes in low-single digit led by outperformance in Food Solutions, Mayonnaise, Peanut Butter, and International sauces. Ice-cream delivered double-digit volume growth aided by strong launches during the summer season. Bru's specialty coffee range 'Southern Trails', Kwality Walls' Strawberry Sundae, and Hellman's 5 in 1 mayonnaise seasoning mix were launched in the quarter.

Stepping up Gross Margins and Investments

EBITDA margin at 23.8% was up by 20 bps versus JQ'23. Gross Margin improved 170 bps and A&P investments increased 90 bps. We continue to focus on building back gross margin through improved price coverage and net productivity measures while stepping up investments behind our brands and future-fit capabilities to win competitively.

Rohit Jawa, CEO and Managing Director commented: 'HUL's first quarter performance reflects our decisive actions of transforming our portfolio in high growth spaces aided by gradual recovery of rural markets. Our commitment to unlocking access to aspiration, market making & premiumization supported by our distinctive capabilities is a key driver of our competitive edge.

We continue to focus on driving competitive volume growth, generating fuel to invest behind our brands and making our business future fit. We remain confident of the medium to long term potential of Indian FMCG sector. With our strong brands, execution prowess and distribution might, HUL is well positioned to leverage this growth opportunity as we continue transforming our business to outperform.'

1. Underlying volume growth (UVG) refers to volume growth including the impact of mix of turnover realization of products sold.
2. Underlying sales growth (USG) refers to the increase in turnover for the period, excluding any change in turnover resulting from acquisitions & disposal.'

