



27th January, 2021

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,

Sub: Investor Presentation

This is further to our letter dated 14th January, 2021, intimating a presentation to be made to Analysts / Investors on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended 31st December, 2020 after the Board Meeting.

Pursuant to the Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to Analysts / Investors on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended 31st December, 2020.

Please take the above information on record.

Thanking You.

Yours faithfully,

For Hindustan Unilever Limited

DEVOPAM Digitally signed by
DEVOPAM
NARENDRA NARENDRA BAJPAI
Date: 2021.01.27
A BAJPAI 16:22:32 +05'30'

Dev Bajpai

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

Hindustan Unilever Limited

DQ'20 Results: 27th January 2021

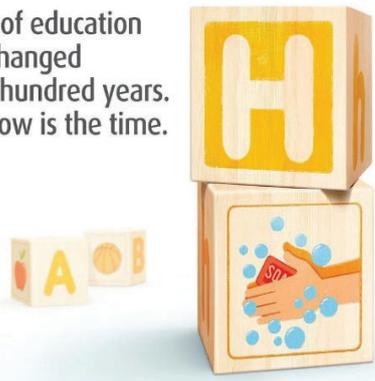


Accept your child's meeting invite too.



Global Handwashing Day 2020

The ABCs of education haven't changed in over a hundred years. Maybe, now is the time.




H for HAT HANDWASHING

After 30 bone density starts declining*

Get 100% daily Calcium and Vitamin D!



Horlicks Women's PLUS

Horlicks Women's Plus is a nourishing beverage to be consumed as part of a daily diet. *LPM 12, Mar 2008, pp 202-206. RAs per ICMR 2010 guidelines for women. WOMEN'S PLUS CONTAINS ARTIFICIAL SWEETENERS AND FOOD CALORIE CONSIDERABLE. This contains Aspartame substitute. Not recommended for children. No Sugar added in the product.

Safe Harbor 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 realized. 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.



Sanjiv Mehta

Chairman & Managing Director

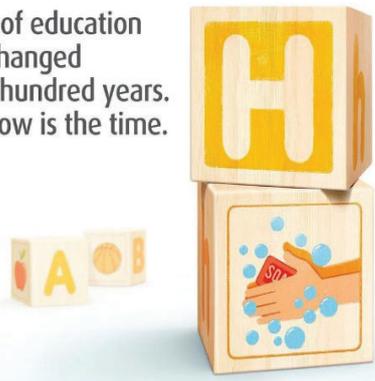


Accept your child's meeting invite too.



Global Handwashing Day 2020

The ABCs of education haven't changed in over a hundred years. Maybe, now is the time.




H for HAT HANDWASHING

After **30** bone density starts declining*

Get 100% daily Calcium and Vitamin D!



Horlicks Women's PLUS

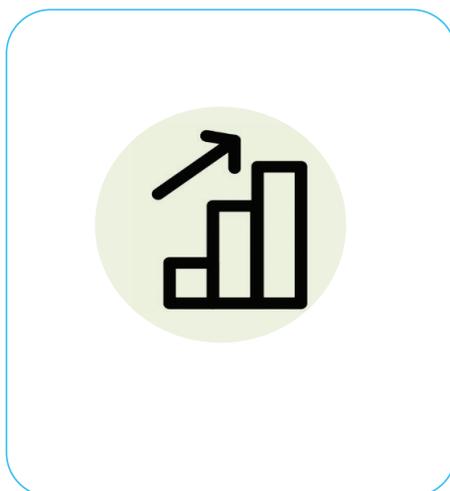
Horlicks Women's Plus is a nourishing beverage to be consumed as part of a daily diet. *LPM 12, Mar 2008, pp 202-206. 814 mg per 100g (2010 guidelines for women). WOMEN'S HOLLICKS PLUS CONTAINS ARTIFICIAL SWEETENERS AND FOOD COLORING. This contains Aspartame additive. Not recommended for children. No Sugar added in the product.

Our strategy is serving us well

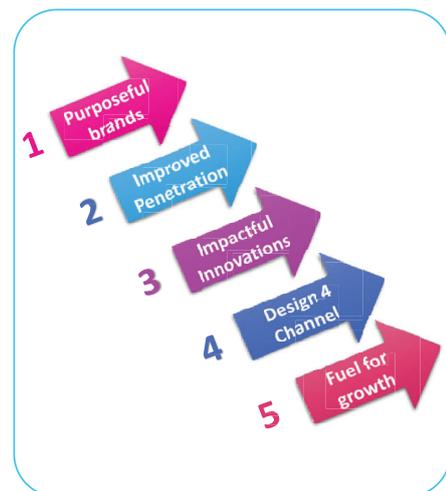
Purpose-led, Future-fit



Consistent, Competitive, Profitable, Responsible Growth

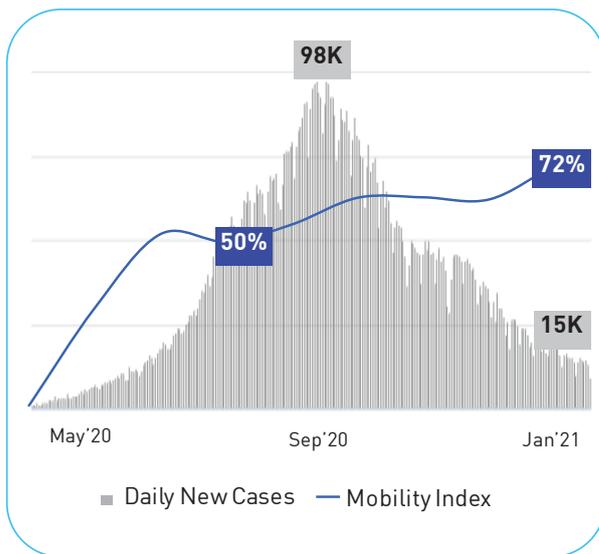


Fundamentals of growth

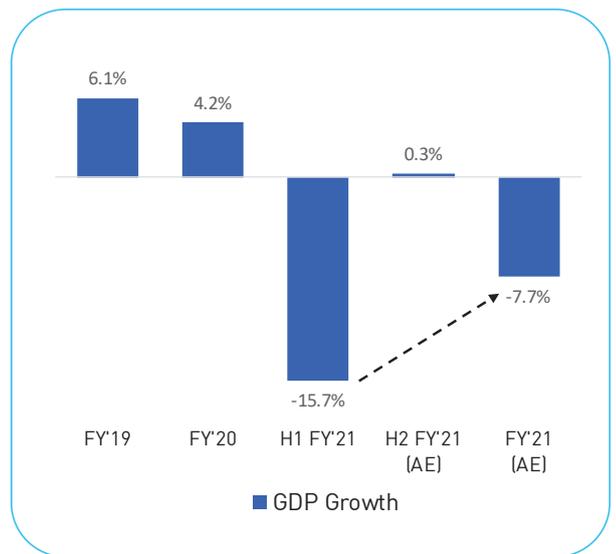


India : On the road to recovery

COVID cases decline; mobility on the rise



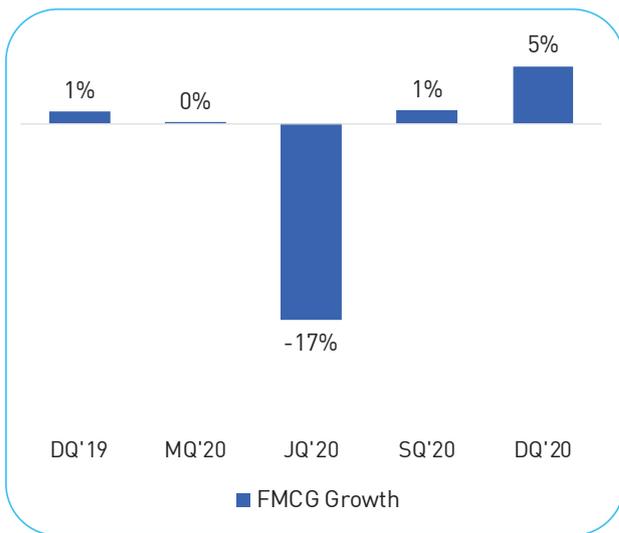
Economic activity picking up



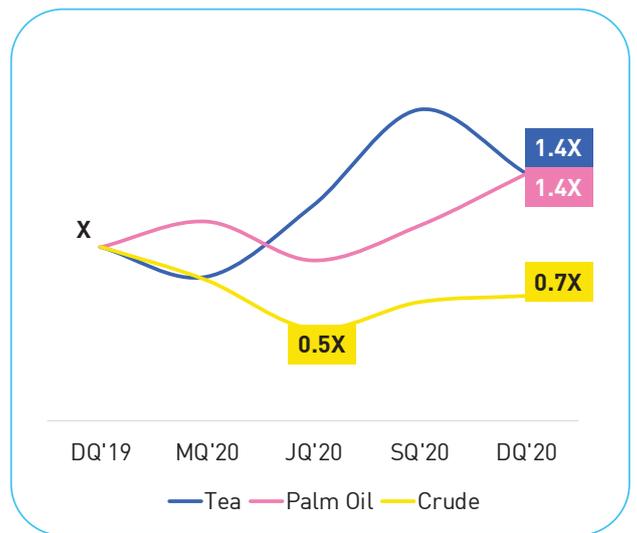
Sources:
 COVID Cases - Worldometer
 Google COVID-19 Community Mobility Reports
 Real GDP growth - National Statistical Office (NSO), Govt. of India

Operating context

FMCG growths reviving



Inflationary pressures elevated in select commodities



Source: FMCG growths from Nielsen Retail Audit

Our growth drivers

Impactful innovations



Accelerating e-commerce



Execution excellence



Hygiene: Needs & Benefits



Nature Protect Hygiene range

A multi-category hygiene mix powered by plant based actives



Domex Toilet Cleaner

Contains power of sodium hypochlorite, kills all germs dead



Surf Excel Active Hygiene

Remove 99.9% Coronavirus along with tough stains

Hygiene: Needs & Benefits



Lifebuoy Laundry Sanitizer

Anti-germ post wash liquid proven to remove 99.9% germs post wash



Vim Matic Dishwash

Specially designed to remove tough Indian grease



Lifebuoy Germ Kill Spray

Instant germ kill spray

Hygiene: Formats



Surf Excel Smart Spray
Fabric stain remover

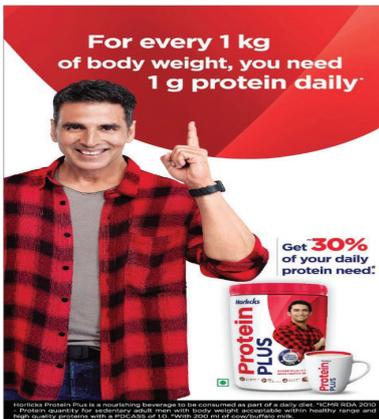


Lifebuoy Wet Wipes
Multi-purpose germ protection
wet wipes

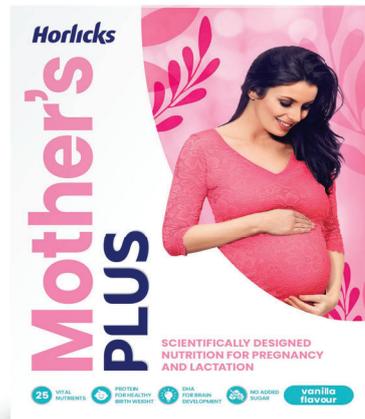


Domex Disinfectant Spray
Multi-purpose spray, kills
99.9% germs

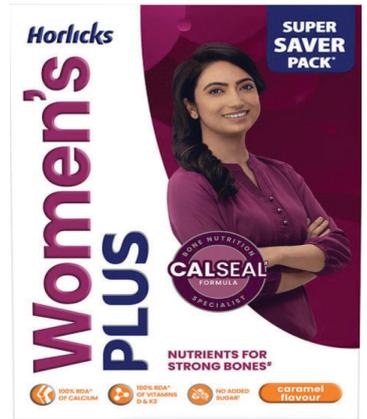
Nutrition



Horlicks Protein Plus
High protein nutritional beverage for adults



Horlicks Mother's Plus
Your baby's nourishment partner from pregnancy to lactation



Horlicks Women's Plus
Specialized nutrition for women

In-home



Kissan Peanut Butter

Rich in protein from 100% real peanuts



Bru Veda – Instant Coffee

With goodness of ayurveda



Knorr Chicken Cube

Flavour of slow cooked chicken in a cube

Care



Vaseline Anti- Bacterial Hand Cream
2 in 1 skin moisturization and germ protection



Clinic Plus Strength & Shine with Egg Protein
Makes hair strong & shiny



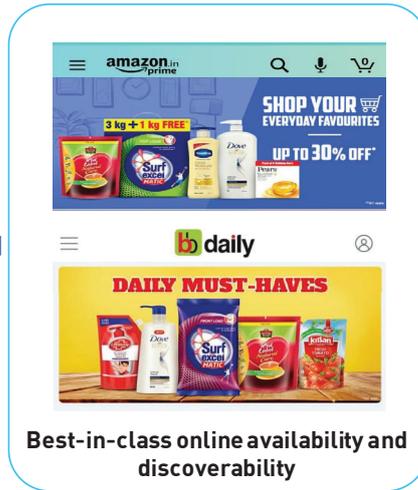
Tresemme Keratin Smooth Deep Smoothing Serum & Mask
For frizz controlled smooth hair

Accelerating E-commerce

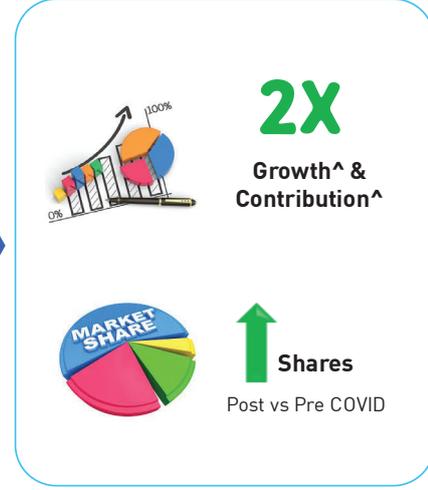
Portfolio designed for channel



Everyday great execution

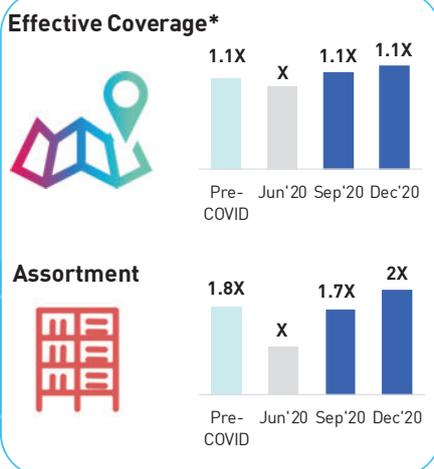


Strong performance



Execution excellence

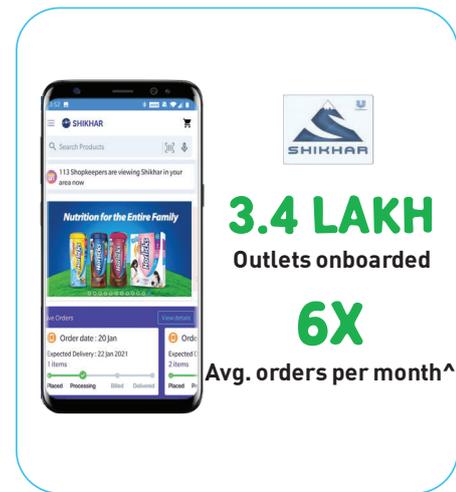
Strengthening our coverage



Expanding rural reach



E-route to market



*No. of outlets with monthly average billing >INR 500
^DQ'20 vs DQ'19

Strong progress on our 5 COVID priorities

Safety & wellbeing of our people



Ensuring continuity of supplies



Keeping our fingers on the pulse of consumers



Helping the communities



Heightened focus on cost & cash



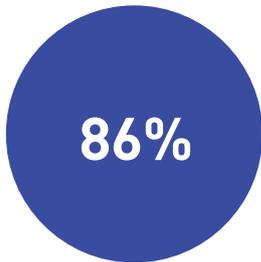
DQ'20: Strong performance sustained

Strong fundamentals

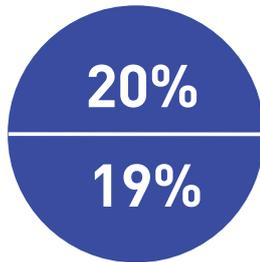
Growth competitive & profitable

Business gaining momentum

% Business Gaining Penetration*

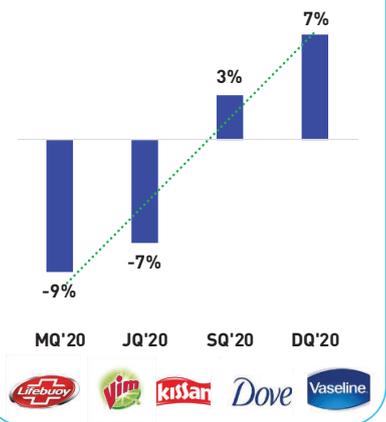


Reported TO Growth



PAT Growth

Domestic Consumer Growth



Making sustainable living commonplace

Water



Hindustan Unilever Foundation (HUF)

>1,300 billion litres of water conservation potential created^

Sustainable sourcing



76% Tomatoes**
78% Tea**
sourced sustainably

Becoming plastic neutral



>67% Plastic recyclable*
58.5K tonnes
(60%) of plastic collected and processed in 2020

Health and well-being



>150 million people impacted till date

5 Suvidha centers operational in Mumbai

Enhancing livelihoods



>30 million person days employment generated by HUF^

~4.5 million people benefited under Prabhat^

136K Shakti entrepreneurs*

Environment

Society



Srinivas Phatak

Chief Financial Officer

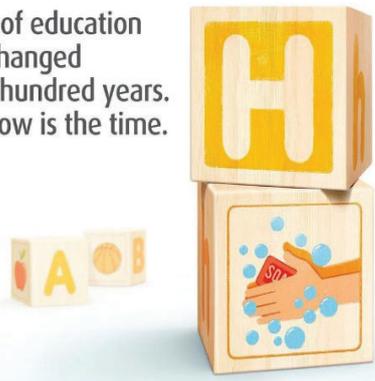


Accept your child's meeting invite too.



Global Handwashing Day 2020

The ABCs of education haven't changed in over a hundred years. Maybe, now is the time.




H for HAT HANDWASHING

After 30 bone density starts declining*

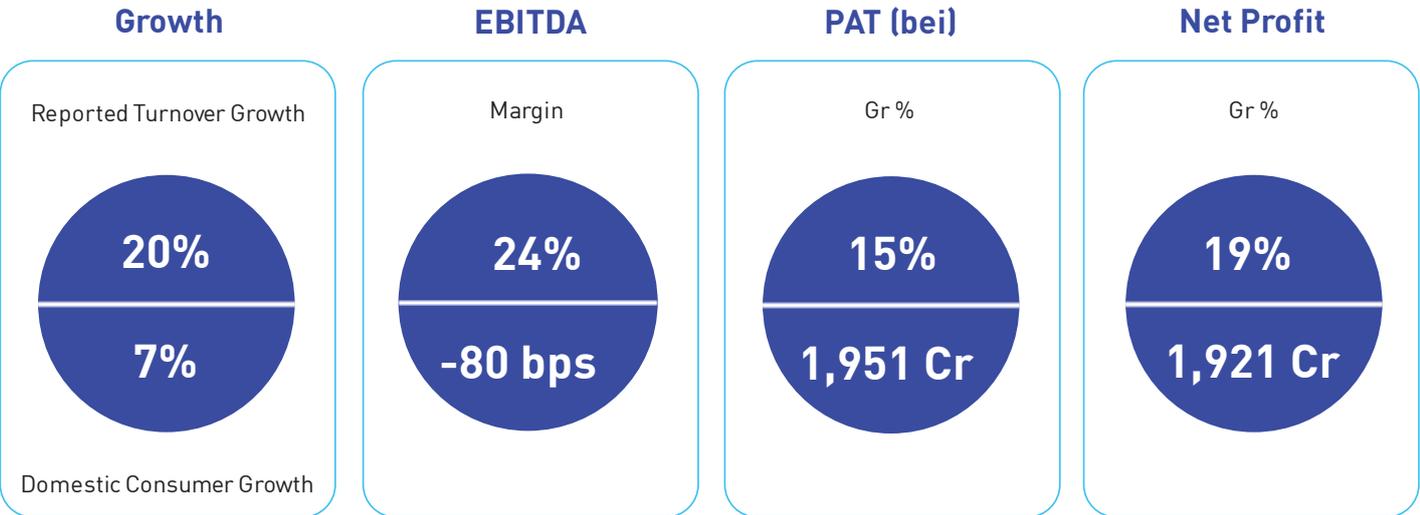
Get 100% daily Calcium and Vitamin D!



Horlicks Women's PLUS

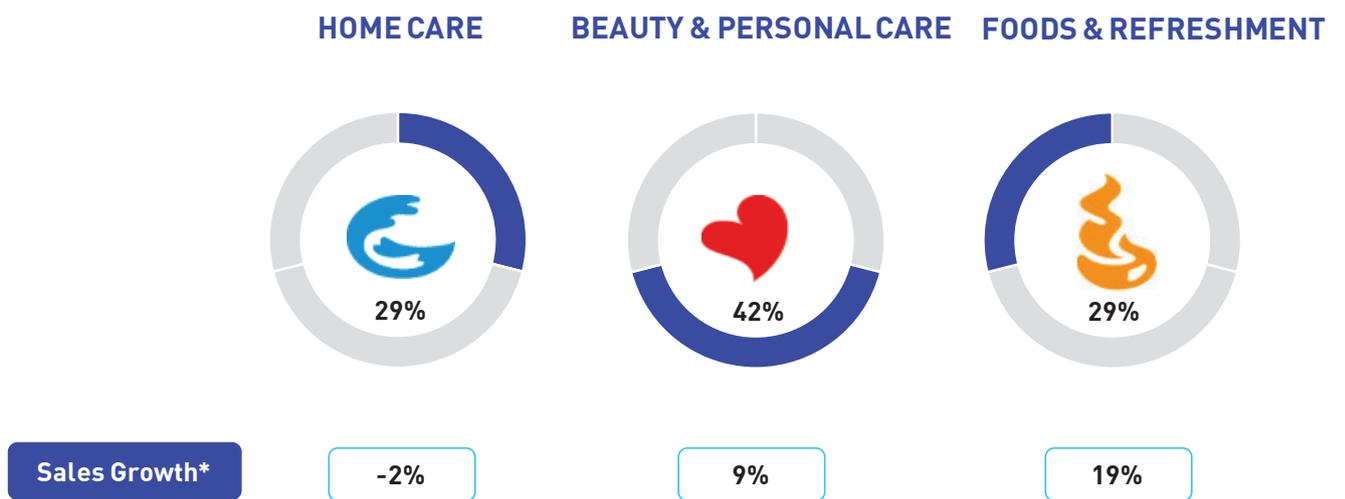
WOMEN'S HOLLICKS PLUS CONTAINS ARTIFICIAL SWEETENERS AND FOOD CALORIE CONSIDERABLE. This contains Aspartame substitute. Not recommended for children. No Sugar added in the product.

DQ'20: Growth competitive and profitable



Difference between Reported Turnover Growth and Domestic Consumer Growth reflects the impact of merger of GSK CH and acquisition of VWash 20

BPC and F&R lead strong performance; HC stable



Home Care

Double digit growth in HHC; Fabric wash improves sequentially



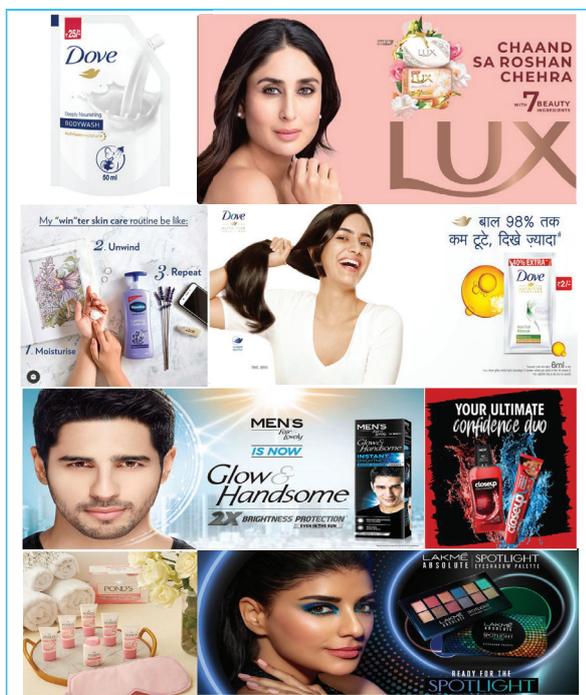
- Household Care:** Consecutive quarters of double-digit growth across segments led by penetration gains
 - Launched Nature Protect and Vim Matic

- Fabric Wash:** Competitiveness sustained, performance improving sequentially with increased mobility
 - Liquids market development continues to yield good results;
 - Surf Excel Smart Spray and Active Hygiene launched

- Purifiers:** Stable performance led by strong execution in e-commerce

Beauty & Personal Care

Strong broad based performance across all categories



- ❑ **Skin Cleansing:** High double-digit growths led by Lifebuoy. Premium Skin Cleansing (Dove & Pears) revives; grows double-digit. Lux growth momentum sustained
 - *Judicious pricing to manage commodity inflation*
- ❑ **Oral Care:** Strong double-digit growth led by Close Up; Pepsodent performs well
- ❑ **Hair Care:** Robust double-digit growths, broad-based performance across brands. Consumer focussed innovations yield good results
- ❑ **Skin Care:** Winter portfolio picks up momentum with strong performance in Vaseline; Facial Cleansing & Talc continue to do well
- ❑ **Color Cosmetics:** Improving sequentially

Foods & Refreshment

High growth momentum sustained

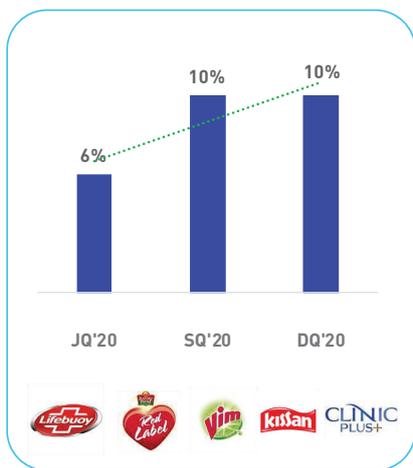


- ❑ **Foods:** 'In-home consumption' trend continues to support portfolio growth; double-digit growth in Ketchups & Soups
- ❑ **Beverages:** Tea continues to outperform with strong double-digit growth across brands; Coffee delivers well on a high base
 - *Bru Veda with goodness of Ayurveda launched in South*
- ❑ **Nutrition:** Double-digit growth* as business returns to normalcy post restoration of disrupted supply lines
 - *Horlicks targets adult nutrition with the relaunch of its Plus range*
- ❑ **Ice Cream, Food Solutions & Vending:** Improving progressively as Out-of-home consumption occasions increase

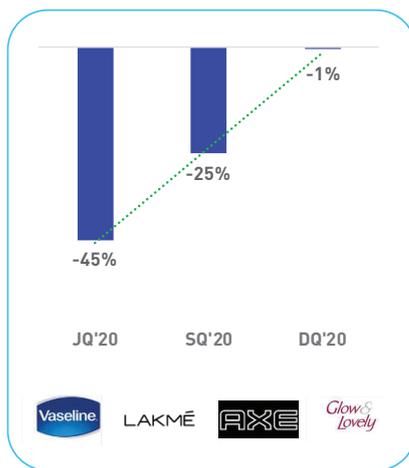
*For domestic business on sales as reported by GSK CH for DQ'19 24

Health, Hygiene and Nutrition strong; Discretionary recovering

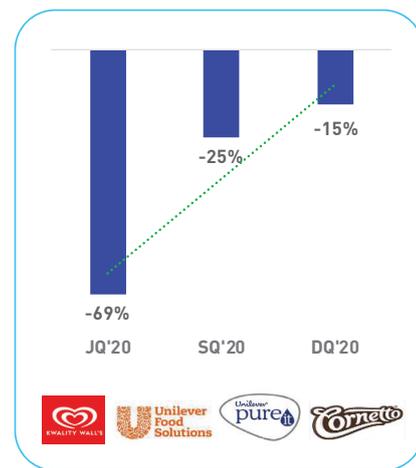
Health, Hygiene and Nutrition



Discretionary



Out of Home



Profitable volume growth remains our focus

Dial-up investments



Innovations



Market Development



E-commerce



Go to Market



Competitive Spends (overall)

Fuel growth



Accretive Mix



Net Revenue Management



Savings across value chain



Nutrition Synergies

Inflationary pressures weigh on margins in the short term

Segmental Performance

HOME CARE

BEAUTY & PERSONAL CARE

FOODS & REFRESHMENT



INR 3,409 Cr

-1%

19%



INR 4,841 Cr

10%

29%



INR 3,356 Cr

80%

14%

Segmental Revenue Growth*

Segmental Margins**

*Segment Revenue Growth = Segment Turnover growth + Other Operating Income + Impact of merger of GSK CH + Acquisition of VWash

** Segment Margins (EBIT) excludes exceptional items

DQ'20: Results Summary

Rs. Crores

Particulars	DQ'20	DQ'19	Growth %
Sales	11,682	9,696	20%*
EBITDA	2,854	2,445	17%
Other Income (Net)	56	115	
Exceptional Items – Credit / (Charge)	(42)	(99)	
PBT	2,596	2,229	16%
Tax	675	613	
PAT bei	1,951	1,691	15%
Net Profit	1,921	1,616	19%

- *Domestic Consumer Growth at 7%
- Exceptional items include costs related to restructuring and integration of Nutrition business

9-month performance

Rs. Crores

Particulars	YTD Dec'20	YTD Dec'19	Growth %
Sales	33,364	29,388	14%*
EBITDA	8,367	7,535	11%
PAT bei	5,859	5,274	11%
Net Profit	5,811	5,219	11%

- *Domestic Consumer Growth at 1%

Looking ahead

Near-term outlook

- ❑ Improving demand outlook
 - Invest behind consumer centric innovations, market development and capabilities
- ❑ Elevated inflationary pressures in select large categories
 - Drive mix, Net revenue management including judicious pricing and savings

Our focus

- ❑ Drive agility and responsiveness across the value chain given the challenging environment
- ❑ Deliver volume led competitive growth



For more information and updates

Visit our website

Investor Relations

December Quarter 2020 results

Hindustan Unilever will release its financial results for December Quarter 2020 on Wednesday, 27th January, 2021

> [December Quarter 2020 results](#)

Hindustan Unilever Limited
DQ'20 Results: 27th January 2021

Surf Clean
Accept your child's meeting invite too!

H-MIT
H-MIT HANDWASHING
The ABCs of education haven't changed in over a hundred years. Maybe, now is the time.

Women's Plus
After 30 bone density starts declining!
Get 30% daily Calcium and Vitamin D