



Hindustan Unilever Limited

27th April, 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 Audited Financial Results of the Company for the quarter and financial year ended 31st March, 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: 2023.04.27
12:09:53 +05'30'

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

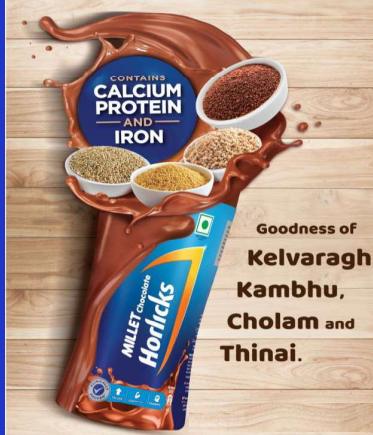
Hindustan Unilever Limited

MQ & FY 2023 Results

27th April 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.

Sanjiv Mehta

Chief Executive Officer
and Managing Director



Hindustan Unilever Limited



FY'23 : Strong all-round performance in a challenging environment

Turnover	YoY Growth
Rs. 58,154 cr.	16%
	Δ Turnover
	Rs. 7,818 cr.

Underlying Volume Gr.

Business Winning

EBITDA

EPS

5%

>75%

23.4%

13%

YoY Growth

Business winning shares

9% YoY growth

YoY Growth

Driven by a clear and compelling strategy

Navigating the short term challenges with agility



Growing our consumer franchise

&



Protecting our business model

While making progress on our long-term strategic priorities



Developing our portfolio



Win with our brands powered by purpose and innovation



Lead in the channels of the future



Build differentiated structures and capabilities



Build purpose-led, future-fit organisation



Hindustan Unilever Limited

FY'23 highlights : Home Care



- 28% revenue growth, volumes grew close to double-digits
- Premium portfolio continues to grow ahead of the rest of the portfolio
- 'Surf excel' became the first Home & Personal Care brand in India to cross US\$ 1 bn in turnover
- Home Care liquids crosses Rs. 3000 cr. turnover led by effective market development actions
- 'Vim' recognised by Kantar for fastest consumer reach growth* globally in the last decade

* across FMCG brands

FY'23 highlights : Beauty & Personal Care

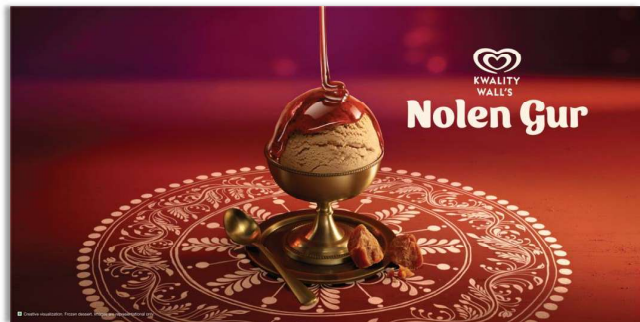


- 12% revenue growth, volumes grew low single digit despite decline in market volumes
- 'Lux' & 'Pond's' cross Rs. 2000 cr. turnover each; five BPC brands in this club now
- Transforming portfolio through innovations and entry into fast growing demand spaces
 - 3 new brands launched in premium beauty – 'Acne Squad', 'Find Your Happy Place' and 'Novology'
 - Forayed into Health & Wellbeing with strategic investments in 'Oziva' and 'Wellbeing Nutrition'
 - Premium grew significantly ahead of the rest of the portfolio



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FY'23 highlights : Foods & Refreshment



- 5% revenue growth led by Ice Cream, Coffee and Foods. Volumes grew low single digit
- HFD continues to gain consumer traction driven by market development; penetration and market shares grew handsomely
- Value and volume market leader in Tea; widened gap vs nearest competition
- Driving portfolio transformation:
 - Key innovations include 'Horlicks Millets', 'Kissan Hazelnut Choco Peanut Butter', 'Knorr Korean Meal Pots'
 - De-seasonalising Ice Cream through innovations and activations
 - Divested non-core business of Salt & Atta



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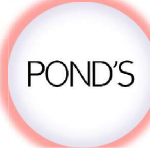
Our brands are getting bigger...

FY'23 Turnover

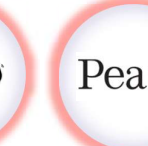
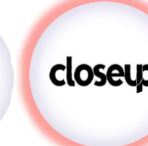
₹50 Bn+



₹20 Bn+



₹10 Bn+



19

brands >₹10 bn

2

New brands >₹20 bn

3

New brands >₹10 bn

...and stronger

Product Superiority



2X more superior products vs 2019

Award winning marketing campaigns

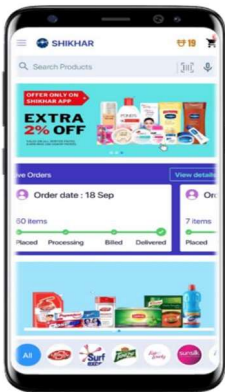




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Winning with customers

Shikhar in 1.2 million stores

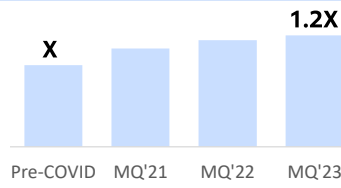


Digitised demand capture >30%

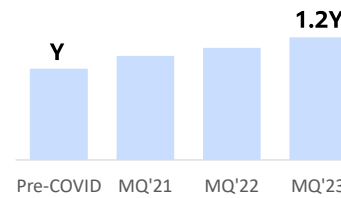
Excellent execution



Effective Coverage

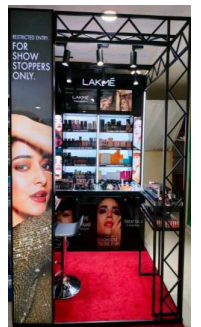


Assortment



Continuously stepping-up coverage & assortment

Perfect stores



Online & Offline

Agile & future-fit operations

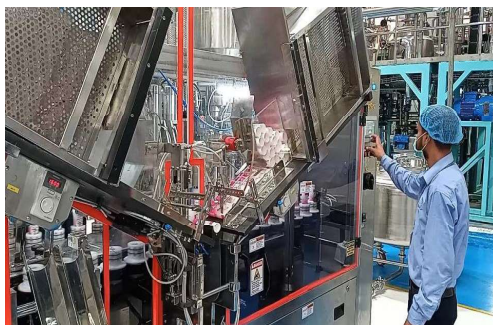
Agile Innovation Hub

REPEATABLE | DIGITAL | DATA LED



**60 SKUs launched through
the AI Hub platform**

Digitised factories



**7 nano factories
DBNR* < 3.5 days**

Automated warehouse



Faster fulfilment

*DBNR : Days before next run for A class SKUs

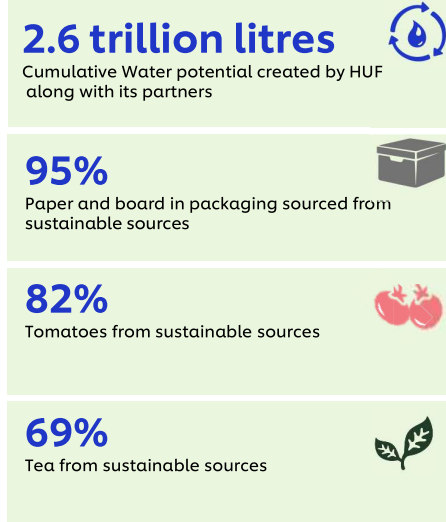
Sensitivity: Public

Doing well by doing good

Climate & Waste



Nature



Social



* For Calendar Year 2021 and 2022

Sensitivity: Public



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Rohit Jawa



- 2022 : Chief of Transformation, Unilever
- 2017 : EVP, North Asia and Chairman, Unilever China
- 2013 : EVP, Chairman and CEO, Unilever Philippines
- 2010 : SVP, Global Marketing Operations
- 2006 : Regional VP, Laundry, Global VP Radiant brand, Unilever Asia
- 2004 : VP, Home Care, Unilever Vietnam
- 2002 : General Manager, Western Region, Hindustan Unilever
- 1988 : Management trainee, Sales & Marketing roles, Hindustan Unilever

Ritesh Tiwari

Chief Financial Officer



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Operating context : Inflation moderating sequentially

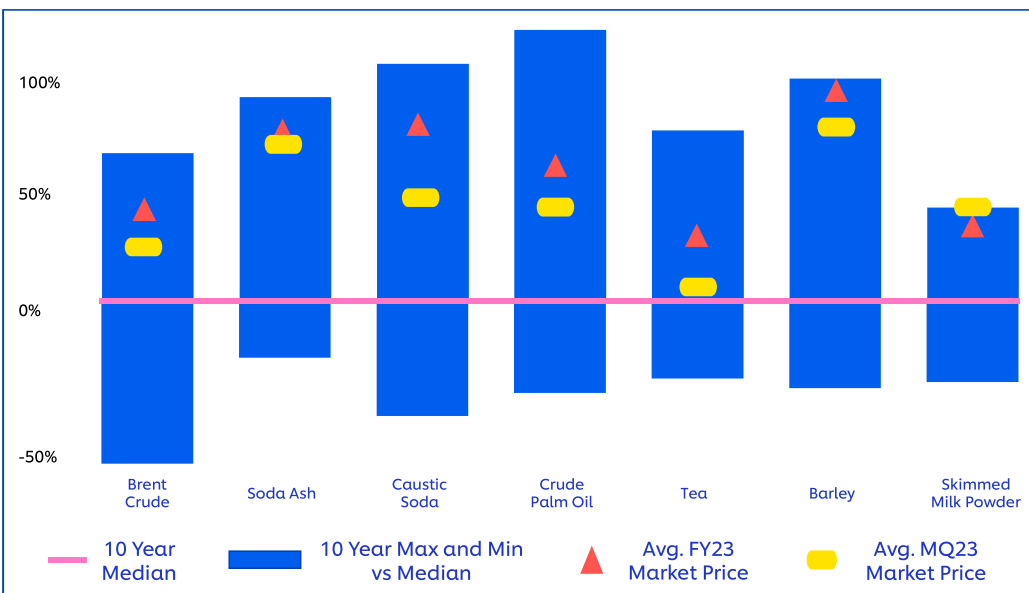
YoY inflation softening

MQ'23 vs MQ'22

Brent Crude	-16%
Soda Ash	-6%
Caustic Soda	-25%
Crude Palm Oil	-39%
Tea	-1%
Barley	8%
Milk Powder (SMP)	18%

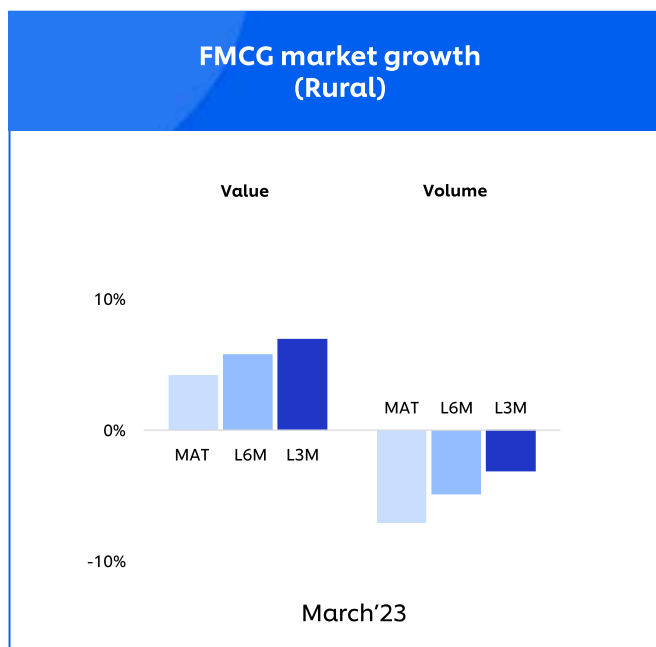
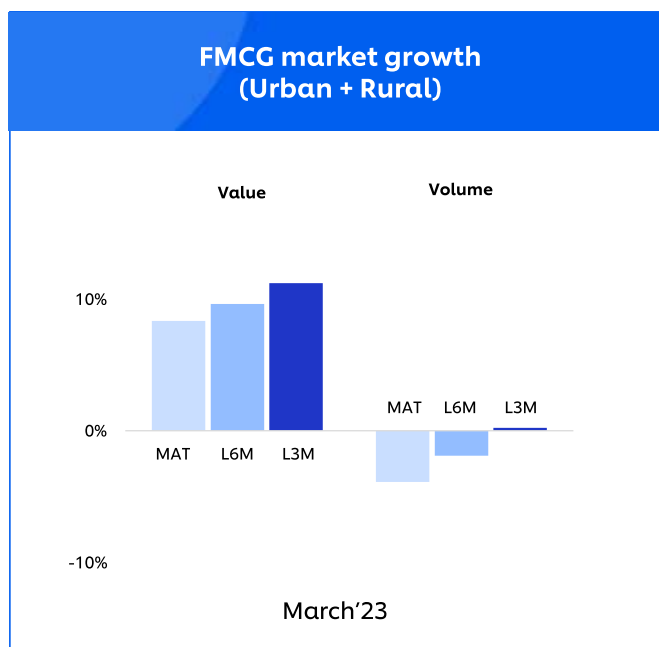
Lapping high base | Sequential easing

Key commodities remain elevated vs long term averages



Negative value (-) denotes deflation

FMCG Market : Gradual improvement in volumes



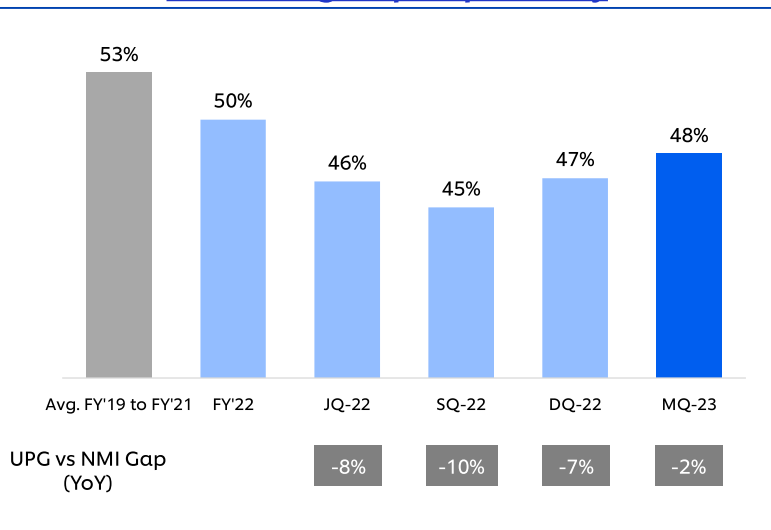
MQ'23 : Strong all-round performance continues

Turnover Growth	EBITDA	PAT (bei)*	Net Profit
Growth	Margin	INR	INR
11%	23.7%	2,471 cr.	2,552 cr.
4%	-90 bps	8%	10%
Underlying Volume Growth	Change YoY	Growth YoY	EPS Growth YoY

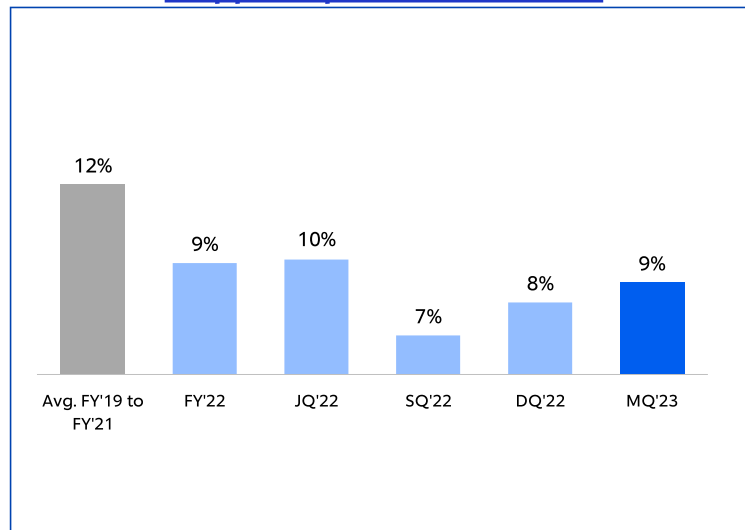
*PAT (bei) : Profit After Tax before exceptional items
Sensitivity: Public

Building back gross margins, stepping up A&P

Gross Margin up sequentially



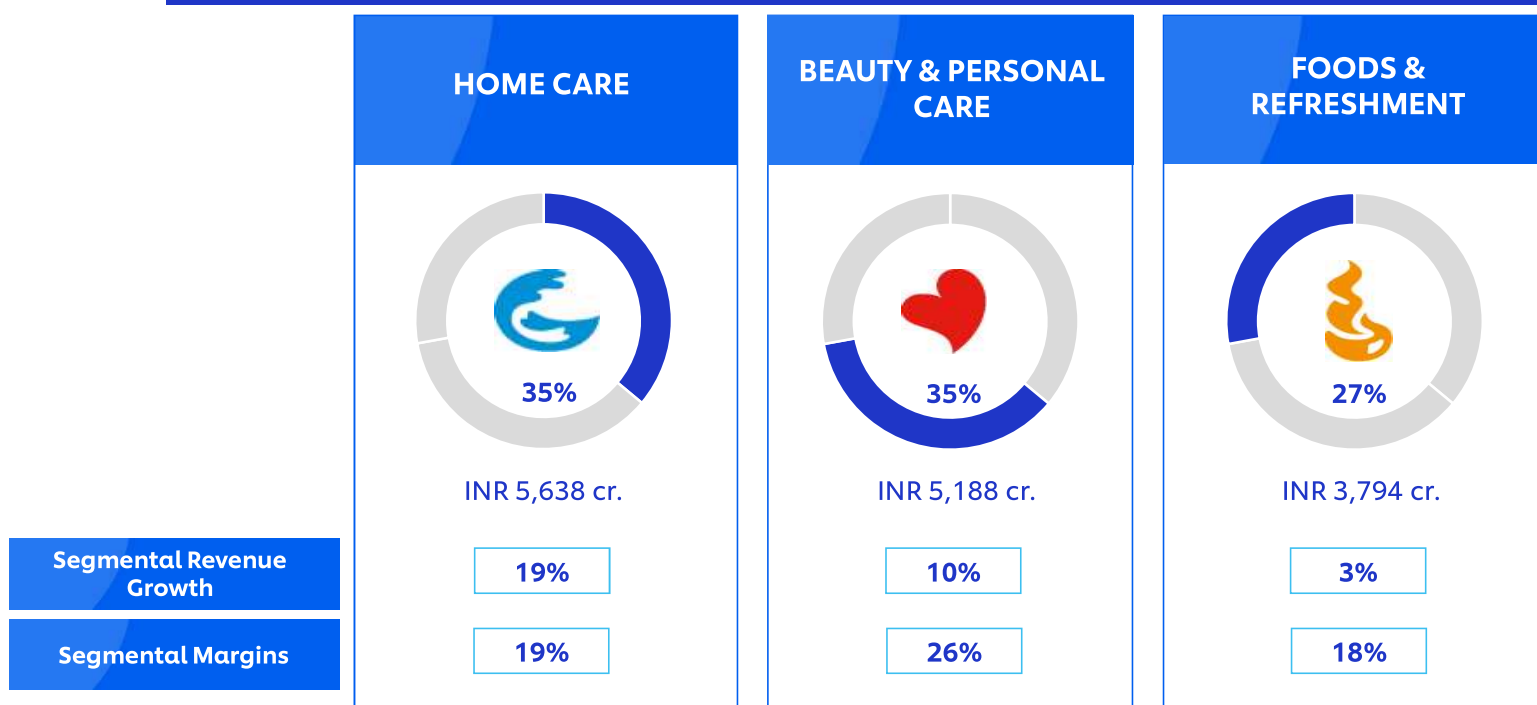
Stepped-up A&P investments



Continue to drive productivity improvement and pricing agility

Net Material Inflation = Material Cost Inflation post impacts of buying efficiencies, hedging, product design to value, etc.
 UPG : Underlying Price Growth
 Sensitivity: Public

MQ'23 : Segmental performance



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

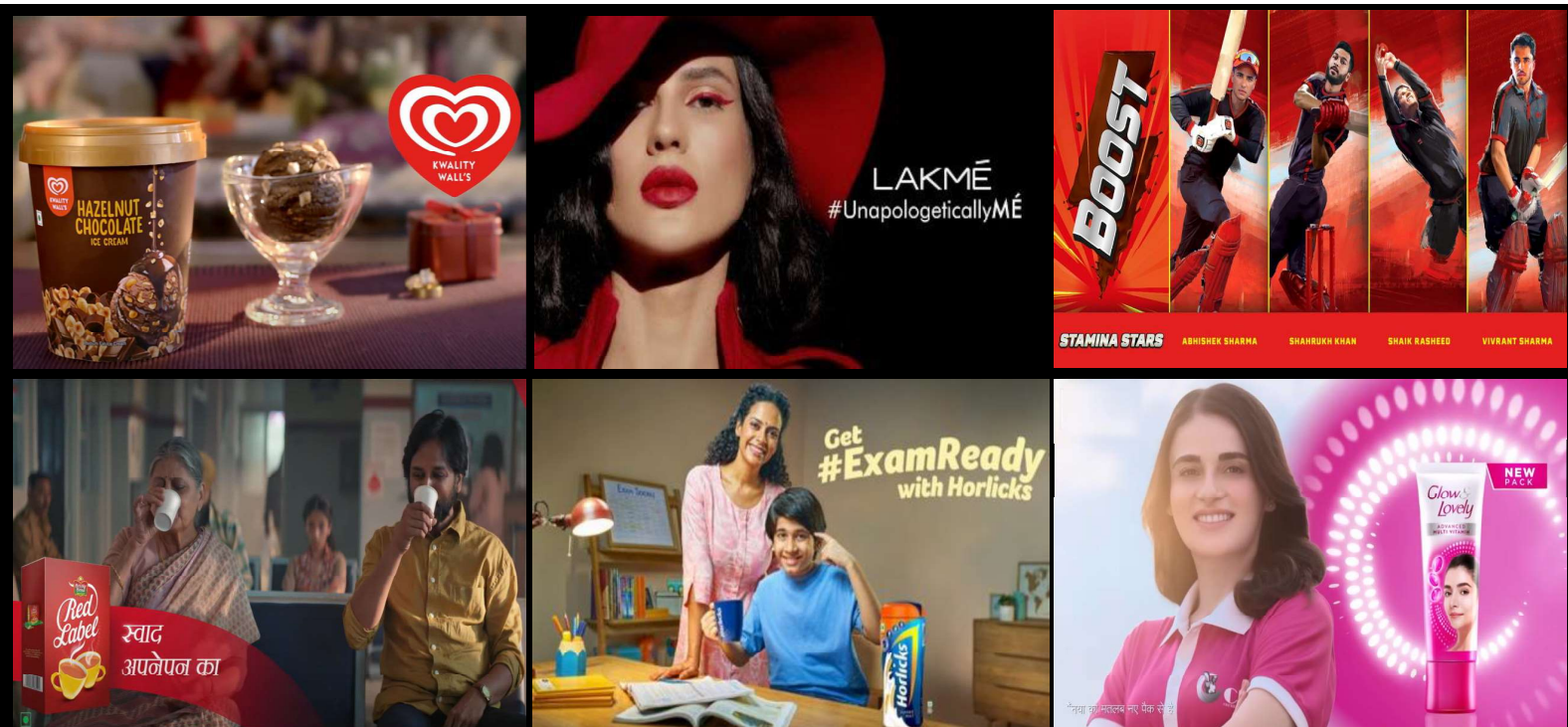
MQ'23 : Innovations (1/2)



MQ'23 : Innovations (2/2)



MQ'23 : Activations and communications





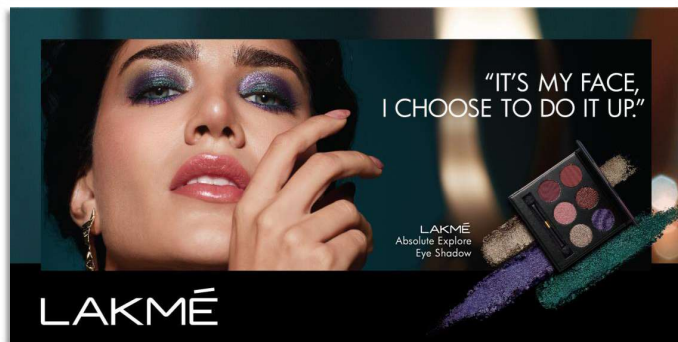
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HC : Stellar performance continues



- ❑ **Fabric Wash:** Strong double-digit growth led by premium portfolio
 - Handsome market share gains continue, both value and volume
- ❑ **Household Care:** Strong double-digit value and volume growth driven by outperformance in Dishwash

BPC : Broad-based double-digit growth



- ❑ **Skin Cleansing:** Double-digit growth led by 'Lux'. Price reductions taken in MQ'23 in soaps portfolio
 - Market development actions in bodywash continue to yield good results
- ❑ **Hair Care:** Strengthened market leadership and delivered volume led mid single-digit growth. Innovations and future formats continue to gain consumer relevance
- ❑ **Skin Care and Color Cosmetics:** Double digit growth led by strong performance in premium portfolio
 - Launched new specialist Skin Care brand 'Novology' in the masstige beauty segment
- ❑ **Oral Care:** Delivered high single digit growth. Close-up continues to do well



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F&R : Steady performance in Foods, Coffee and HFD



- ❑ **Beverages:** Strengthened market leadership in Tea. Higher inflation in premium teas vis-à-vis loose tea leading to consumers downgrading. Coffee continues to perform well delivering double-digit growth
- ❑ **Health Food Drinks:** Mid-single digit growth, broad-based across the portfolio. Market share and penetration gains continue
 - Market remains subdued due to inflation impact on consumption
- ❑ **Foods:** Mid single digit growth led by strong performance in Ketchup and Food Solutions (UFS). Hellman's Mayonnaise and Kissan Peanut butter continue to gain consumer traction
- ❑ **Ice Cream:** Delivered mid-single digit growth on a high base. Unseasonal rains impacted consumption

MQ'23 : Results summary

Rs. Crores

Particulars	MQ'23	MQ'22	Growth
Sales	14,638	13,190	11%
EBITDA	3,471	3,245	7%
EBITDA Margin	23.7%	24.6%	-90 bps
Other Income (Net)	136	86	
PBT	3,425	3,128	9%
Tax	873	801	
Net Profit	2,552	2,327	10%
PAT before exceptional items	2,471	2,283	8%

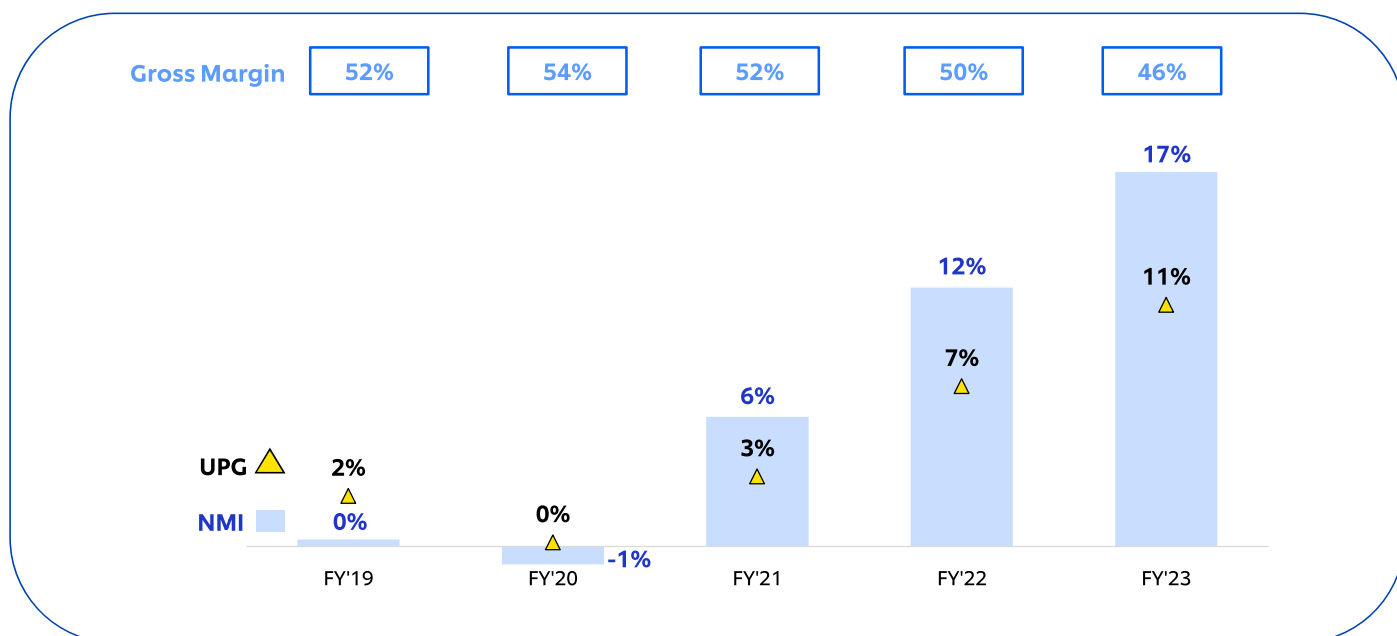
Note: Exceptional items includes prior period tax adjustment, profit from sale of property and brands

FY'23 : Solid all-round performance in a challenging environment

Turnover	EBITDA	PAT (bei)*	Net Profit
INR	INR	INR	INR
58,154 cr.	13,632	9,720 cr.	9,962 cr.
16%	9%	11%	13%
Growth YoY	Growth YoY	Growth YoY	EPS Growth YoY

*PAT (bei) : Profit After Tax before exceptional items
Sensitivity: Public

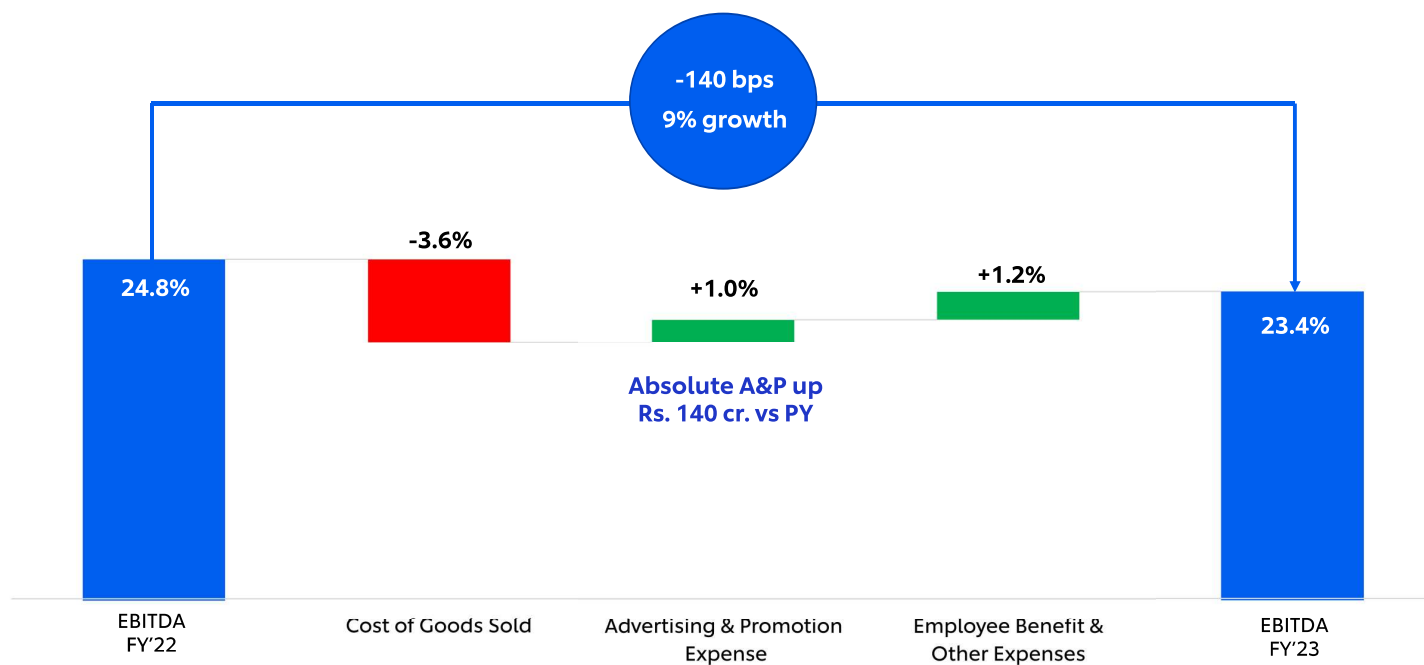
Unprecedented inflation impacting gross margin



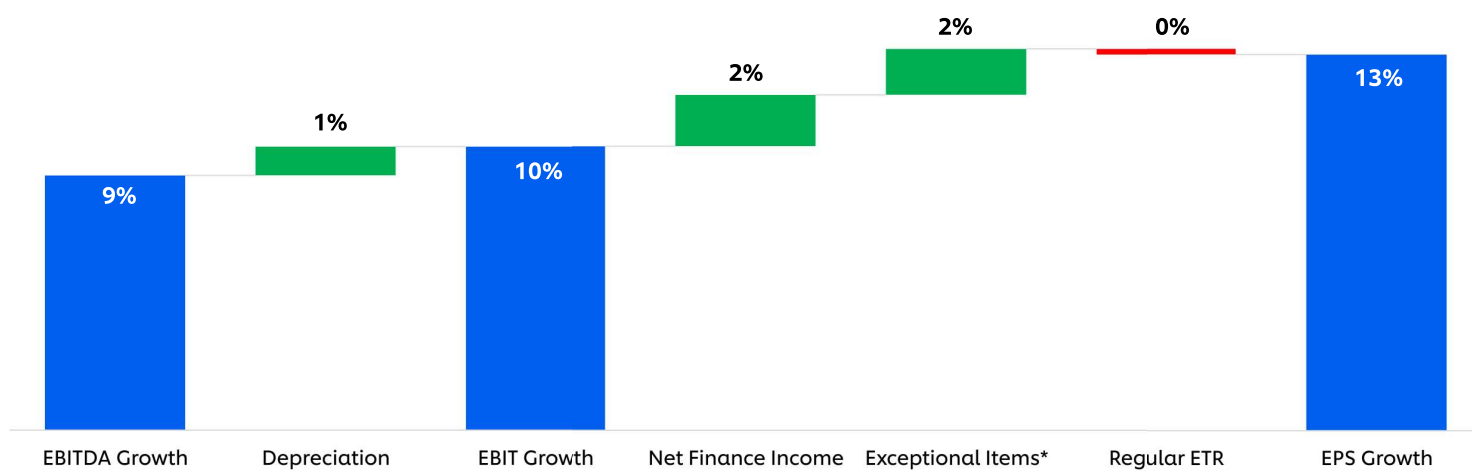
Net Material Inflation = Material Cost Inflation post impacts of buying efficiencies, hedging, product design to value, etc.

Sensitivity: Public

Protecting business model through dynamic financial management



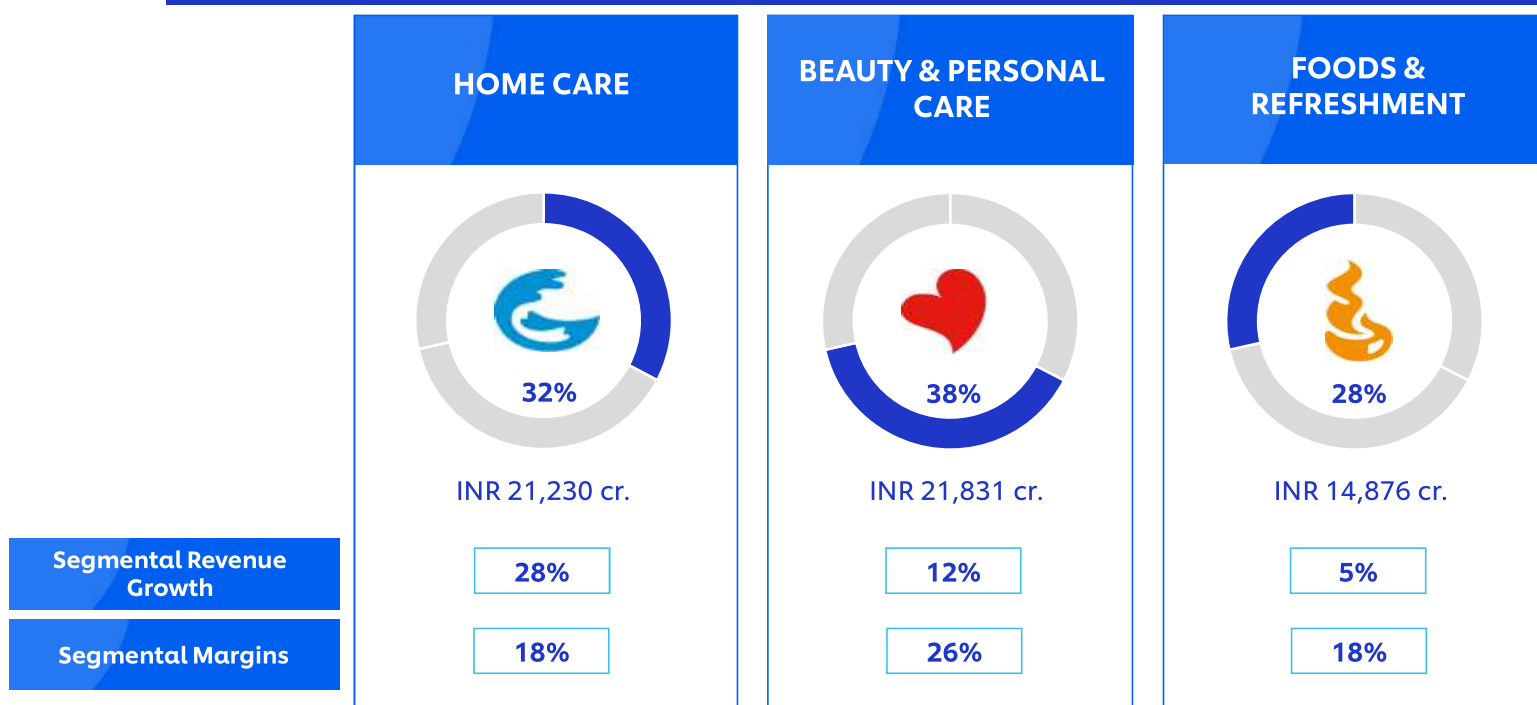
FY'23 : Delivering double digit EPS growth



Exceptional items include Tax Prior Period adjustments

Sensitivity: Public

FY'23 : Segmental performance



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

FY'23 : Proposed dividend

Particulars	FY'23	FY'22
Dividend per share	39	34
Interim	17	15
Final*	22	19
Total Dividend (Rs. Crores)	9,163	7,989

*Final Dividend number for FY 2022-23 is subject to approval by shareholders at the AGM

Sensitivity: Public

In summary

❑ FY'23: Strong performance in a challenging environment leading to 4G growth

- Topline grew 16% adding c.8000 crores to our turnover
- >75% business winning market shares
- Healthy bottomline with EBITDA growth of 9%, EPS grew 13%
- Best rated Indian FMCG company in ESG ratings by DJSI and Sustainalytics

❑ Protected our business model amidst volatility by growing our consumer franchise and maintaining margin in a healthy range

❑ Decisive actions taken to drive portfolio transformation and premiumisation

❑ Continued progress on long-term strategic priorities

Outlook



Hindustan Unilever Limited



Operating environment remains volatile

Uncertain global context

IMF International Monetary Fund

World Economic Outlook, April 2023: A Rocky Recovery

The outlook is uncertain again amid financial sector turmoil, high inflation, ongoing effects of Russia's invasion of Ukraine and three years of COVID.

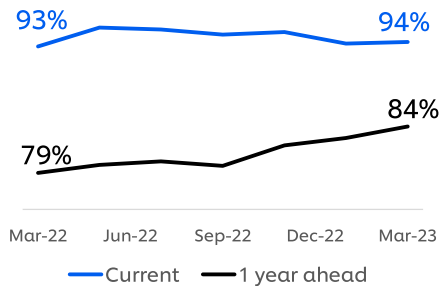
CNBC

Fed expects banking crisis to cause a recession this year

Key Points. Fallout from the U.S. banking crisis is likely to tilt the economy into recession later this year, according to Federal Reserve.

Consumers' perception of inflation remains high

RBI survey on consumers' perception of price Levels
March'23



Weather vagaries loom

The Guardian

Weather tracker: India temperatures hit 40C as heatwave continues

The heatwave that has been plaguing the states of West Bengal, Bihar and Andhra Pradesh in India is forecast to continue through the coming week.

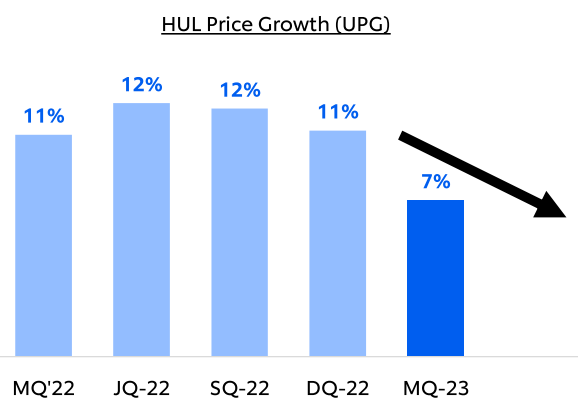
The Hindu

IMD forecasts a 'normal' monsoon, even as El Nino looms large

India's four-year run of munificent summer monsoon rainfall is likely to end this year, with the India Meteorological Department forecasting a 4% shortfall in the coming monsoon season.

Price and volume growth will re-balance

Price growth will tail-off further



Lapping of high base |
Sequential reduction in prices

Volumes to recover gradually

FMCG Market volumes flat
(YoY MQ'23)

0%

Rural Market Volumes declining
(YoY MQ'23)

-3%

Overall inflation elevated
(CPI Mar'23)

5.7%

Consumption habits revert with a lag

Looking ahead

Near-term

- ❑ Right price-value equation for competitive volume growth
- ❑ Build back Gross Margin
- ❑ Step-up investments in Advertising & Promotions

Mid-long term

- ❑ India FMCG sector continues to be very attractive
- ❑ Our value creation model remains unchanged:
Topline driven with modest margin expansion and prudent capital discipline
- ❑ Creating a Purpose-led, Future-fit HUL

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

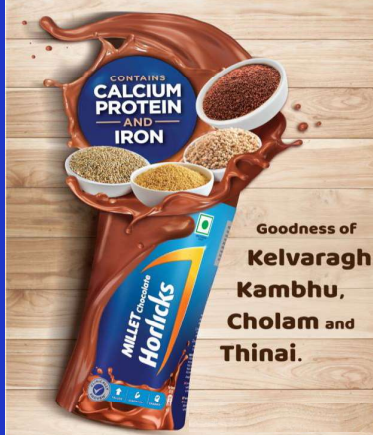
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MQ & FY 2023 Results

27th April 2023



Hindustan Unilever Limited



STANDALONE RESULTS FOR THE QUARTER AND FINANCIAL YEAR ENDED 31st MARCH 2023

MQ'23: 11% Turnover Growth, Underlying Volume Growth 4%, EPS Growth at 10%
FY'23: Turnover ₹58K Cr. up 16%, EPS Growth at 13%

Mumbai, 27th April 2023: Hindustan Unilever Limited announced its results for the quarter and year ended 31st March 2023.

March Quarter 2023: Strong all-round performance

HUL delivered strong performance with turnover growth of 11% and Underlying Volume Growth of 4%. Growth was competitive with more than 75% of the business winning market shares¹. Profit After Tax (PAT) grew 10%.

Home Care: Stellar performance continues

Home Care delivered another quarter of solid performance with 19% revenue growth. Both Fabric Wash and Household Care grew in strong double digits. Premium portfolio continued to outperform driven by effective market development actions.

Beauty & Personal Care: Broad-based double-digit growth

Beauty & Personal Care grew 10% with broad-based performance across categories. Skin Cleansing delivered double digit growth led by Lux. With softening in Palm Oil, further price reductions were taken in soaps portfolio. Hair Care continued its strong competitive performance and delivered volume led mid-single digit growth. Skin Care grew in double digits led by strong performance in premium portfolio. Further progress was made on portfolio transformation through innovations and entry into fast growing demand spaces. A new Skin Care brand 'Novology' in the masstige beauty segment, new range of Hair Care products by Dove and Tresemme, bathing range by Lux, Lakme's Lip and Face mousse were launched in the quarter.

Foods & Refreshment: Steady performance in Foods, Coffee and HFD

Foods & Refreshment grew 3% led by Foods, Coffee and Health Food Drinks (HFD). Tea strengthened its value and volume market leadership. Tea category witnessed consumers downgrading due to higher inflation in premium teas vis-à-vis loose tea. HFD continue to grow competitively and gain penetration. Coffee delivered double digit growth. Ice Cream grew in mid-single digit with unseasonal rains impacting consumption. Foods grew in mid-single digit led by strong performance in Ketchup and Foods Solutions. During the quarter, Millets Chocolate Horlicks and exciting flavours in Ice Cream including Salted Caramel Brownie, Hazelnut Chocolate and refreshing Ice Candies were launched.

Building back Gross Margin, stepping-up Advertising and promotions

Gross margin improved 120 bps vs DQ'22 with reduction in price vs. cost gap. We continued to invest competitively behind our brands and stepped-up A&P investments by 80 bps vs DQ'22. EBITDA margin at 23.7% remains healthy. PAT at Rs. 2,552 Crores was up 10% year-on-year.

Financial Year 2022-23:

Turnover at Rs. 58,154 Crores grew 16% with underlying volume growth of 5%. Growth was significantly ahead of the market leading to handsome market share gains. EBITDA margin remained healthy at 23.4% despite the unprecedented inflation during the year. PAT at Rs. 9,962 Crores and EPS at Rs 42 per share was up 13%. The Board of Directors have proposed a final dividend of Rs. 22 per share, subject to approval of shareholders at the AGM. Together with interim dividend of Rs. 17 per share, the total dividend for the year amounts to Rs. 39 per share an increase of 15% vs FY'22.

Sanjiv Mehta, CEO and Managing Director commented: 'In challenging circumstances of geopolitical uncertainties, high commodity inflation and tepid market growths, I am pleased that we have delivered yet another year of strong and resilient performance. We have added c. Rs. 8000 Crores to our topline in this fiscal with volume growth in mid-single digits despite decline in FMCG market volumes. We continue to make steady progress in future-proofing our business through portfolio transformation and building distinctive capabilities.

Looking forward, the near-term operating environment is likely to remain volatile. With inflation easing due to lapping of high base and sequential softening in a few commodities, price and volume growths will rebalance. Market volumes will recover gradually as consumption habits readjust. We remain focused on managing our business with agility and growing our consumer franchise whilst maintaining margins in a healthy range. We stay 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.'

1. As per March'23 Business Winning Report based on Nielsen market data

