



20th October, 2020

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 7th October, 2020, intimating a presentation to be made to Analysts / Investors on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended 30th September, 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 and half year ended 30th September, 2020.

Please take the above information on record.

Thanking You.

Yours faithfully,

For Hindustan Unilever Limited

DEVOPAM NARENDRA
BAJPAI
Date: 2020.10.20
14:24:14 +05'30'

Dev Bajpai

Executive Director, Legal & Corporate Affairs
and Company Secretary

DIN:00050516 / FCS No: F3354

HINDUSTAN UNILEVER LIMITED

SQ'20 Results Presentation

20th October, 2020

Sensitivity: Public



Hindustan Unilever Limited

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

20th October, 2020

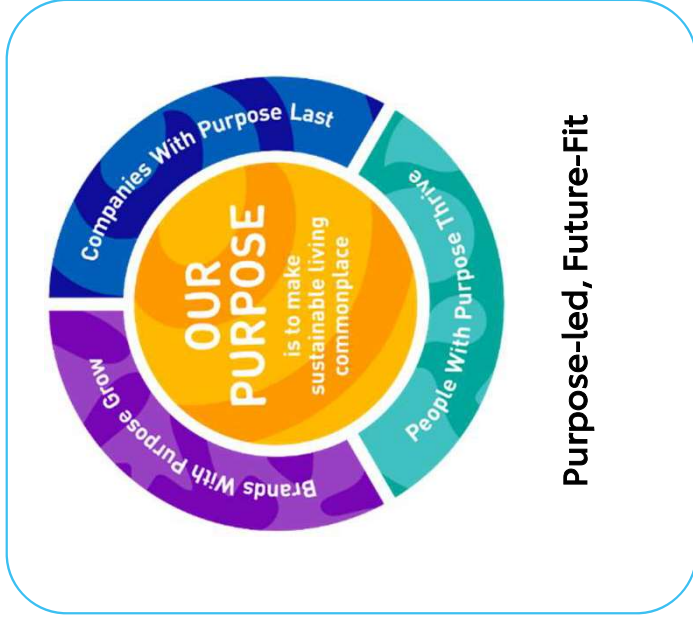
Sensitivity: Public



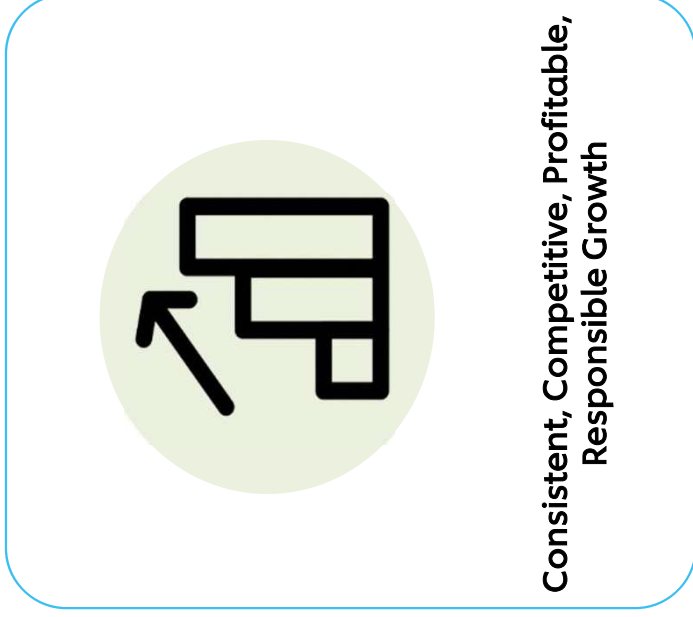
Hindustan Unilever Limited

Our strategy is serving us well

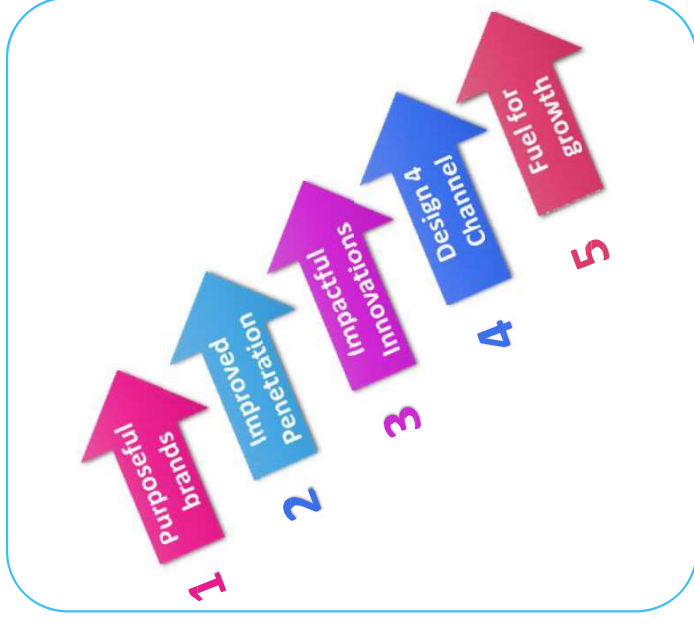
Guiding framework



4G growth model



Fundamentals of growth



Operating environment

Sequential easing



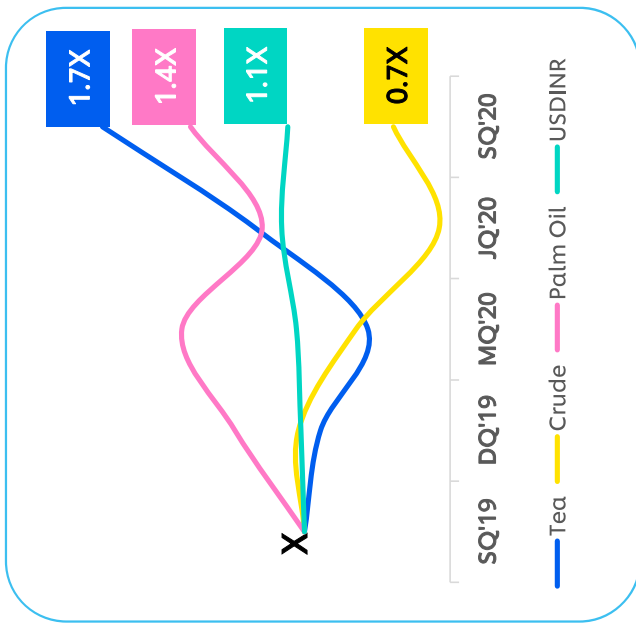
Economic activities picking up

Rural performing better



Good monsoon | Higher MSPs |
Govt support | Demand relocation

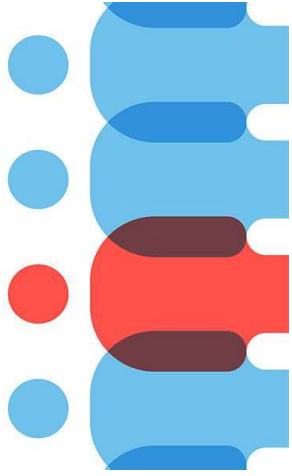
Commodity and currency volatility continues



Progressively improving

People #1 priority

Safety



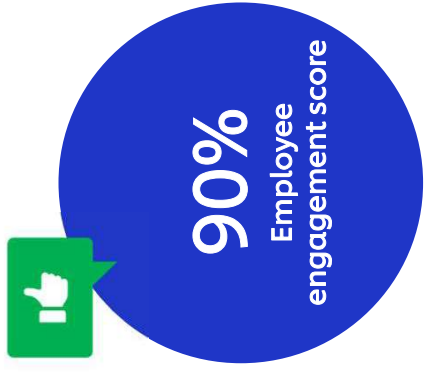
Tiered operating protocol |
COVID Insurance coverage for >44K

Wellbeing



Leadership check-ins |
HUL learns together | Mental health week

Morale



Purpose and inspiration |
Growth mindset | Employee NPS

We look after our people and they look after our business

Resilience and agility in operations



Service levels @ **PRE-COVID**

120+ Alternate suppliers



~90 Flex formulations



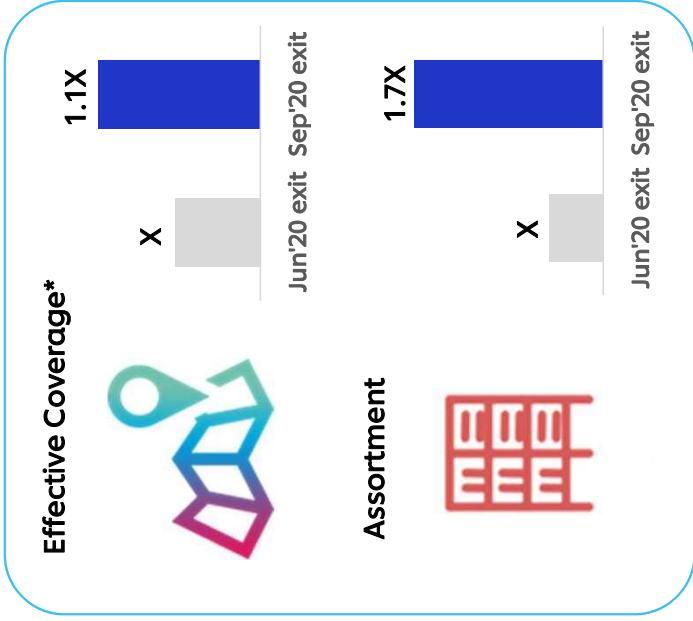
100% Factories & depots operational



8 Wage settlements during COVID

Sharpening our execution edge

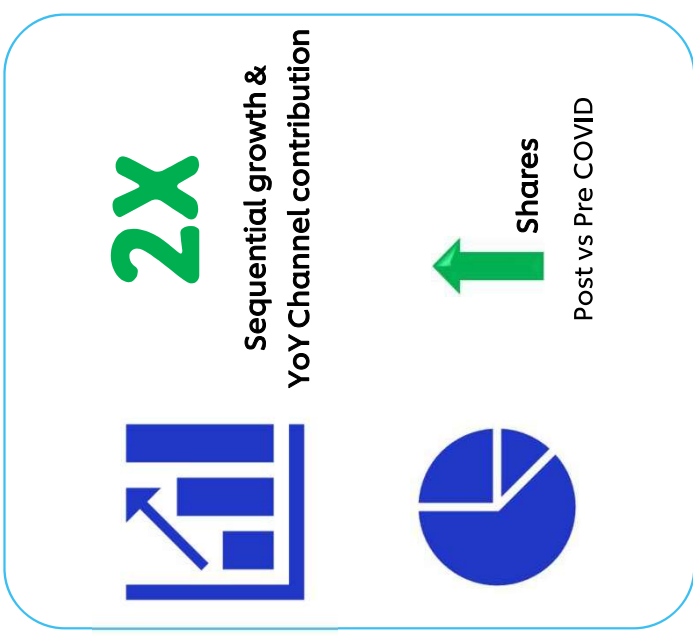
Stepping up coverage and assortment



Digitizing general trade



Accelerating e-commerce



Repurposing our brands

This is a public service message from Lifebuoy

CLINIC PLUS+
साफ़ बाल, मजबूत बाल

Hamam
#StaySafeInside
@Hamam

#BACHPAN ZARA RUKJA

Everybody needs strong immunity
Horlicks contains immunity-supporting nutrients like **Vitamin C, Vitamin D and Zinc**

Dove
Aap agra, khayal rakho, baalon ki life chhodo hum par.
Dove Intense Repair

Kuldan Tiffin
SNACKAT HOME STAY AT HOME

ONLY DETERGENT IS NOT ENOUGH.
Add **ANTI-BACTERIAL ACTION & SHINE**.

Red Label
शुद्धि. अहोरात्र

ISSUED IN PUBLIC INTEREST
3 SIMPLE STEPS TO DESTROY CORONAVIRUS IN 60 SECONDS**

- DISINFECT HIGH-TOUCH SURFACES REGULARLY** with undiluted Domex Ever Cleaner with 70% alcohol on door handles, switches and bathroom fixtures.
- LEAVE THE SURFACES WET FOR 60 SECONDS*** long enough to kill the viruses.
- WIPE IN ONE DIRECTION ONLY** to avoid re-contaminating the surfaces as you're wiping.

DOMEX IS PROVEN TO DESTROY CORONAVIRUS IN 60 SECONDS

*Based on 100% active ingredient. **Based on 70% alcohol content. Surface Preparation time: 1.5 L per measured in surface cleaning. © 2020 Hindustan Unilever Limited.

Contributing to communities # HULStandsWithTheNation



Soap donations



Health support



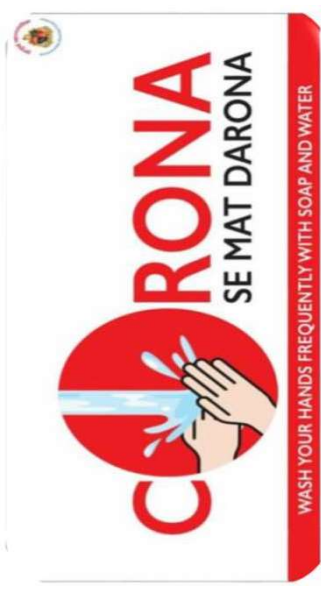
UNICEF campaign



Supporting essential workers



Food distribution



BMC campaign

₹ 100 cr. Pledge; 70% already deployed

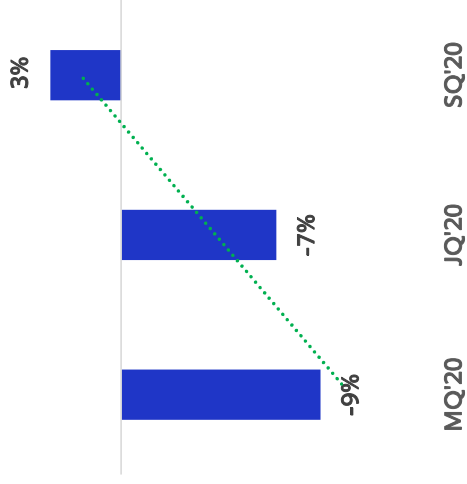
SQ'20: Growth competitive & profitable

Strong fundamentals



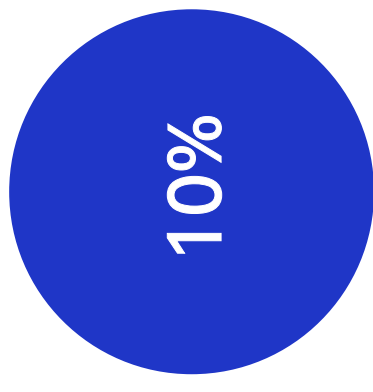
% Business gaining penetration[^]

Sequential step-up



Domestic consumer growth

Health, Hygiene and Nutrition outperform



USG: SQ'20

Srinivas Phatak

Chief Financial Officer

20th October, 2020

Sensitivity: Public



Hindustan Unilever Limited

SQ'20: Growth competitive and profitable

Growth

Reported Turnover Growth

16%

3%

Domestic Consumer Growth

EBITDA

Margin

25%

+30 bps

PAT (bei)

Gr %

11%

2,035 Cr

Net Profit

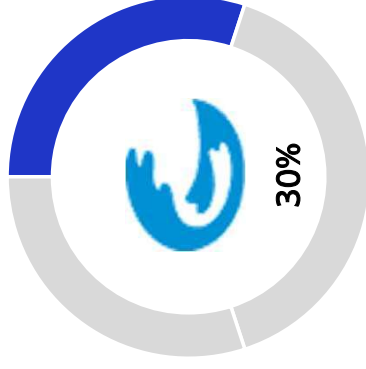
Gr %

9%

2,009 Cr

Foods & Refreshment accelerates; HC & BPC stabilize

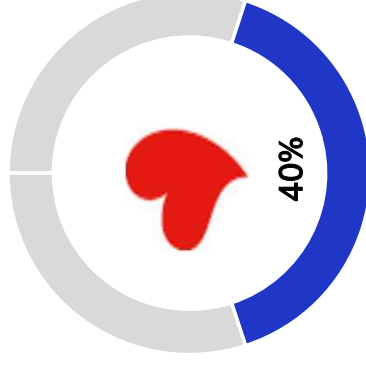
HOME CARE



-1%

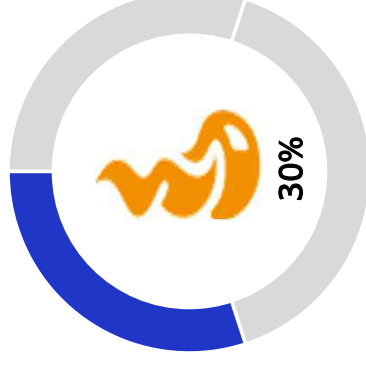
Sales Growth*

BEAUTY & PERSONAL CARE



0%

FOODS & REFRESHMENT



19%

Home Care

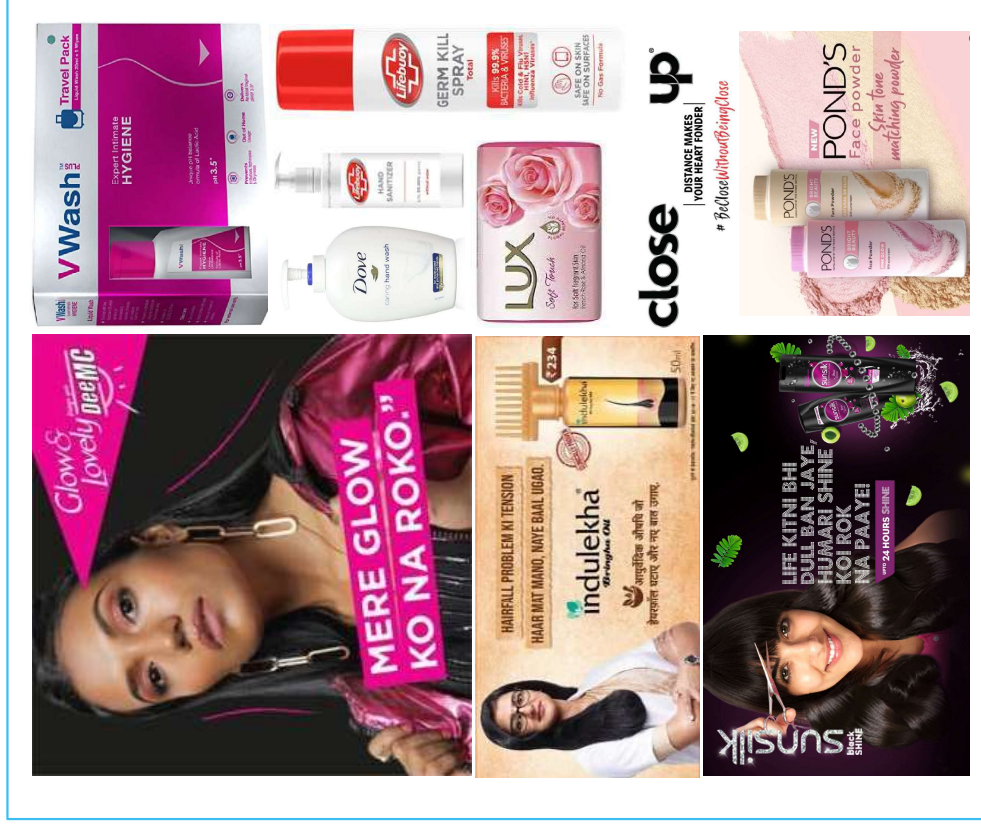
Portfolio of purposeful brands well positioned



- ❑ **Household Care:** Double digit growth across segments, penetration gains continue
 - Innovation intensity stepped up cater to 'clean living' needs
 - Domex range expanded pan India
- ❑ **Fabric Wash:** Lower commodity prices passed on; category consumption impacted due to confined living
 - Liquids market development continues to yield good results
- ❑ **Purifiers:** Recovers well, led by strong execution in e-commerce

Beauty & Personal Care

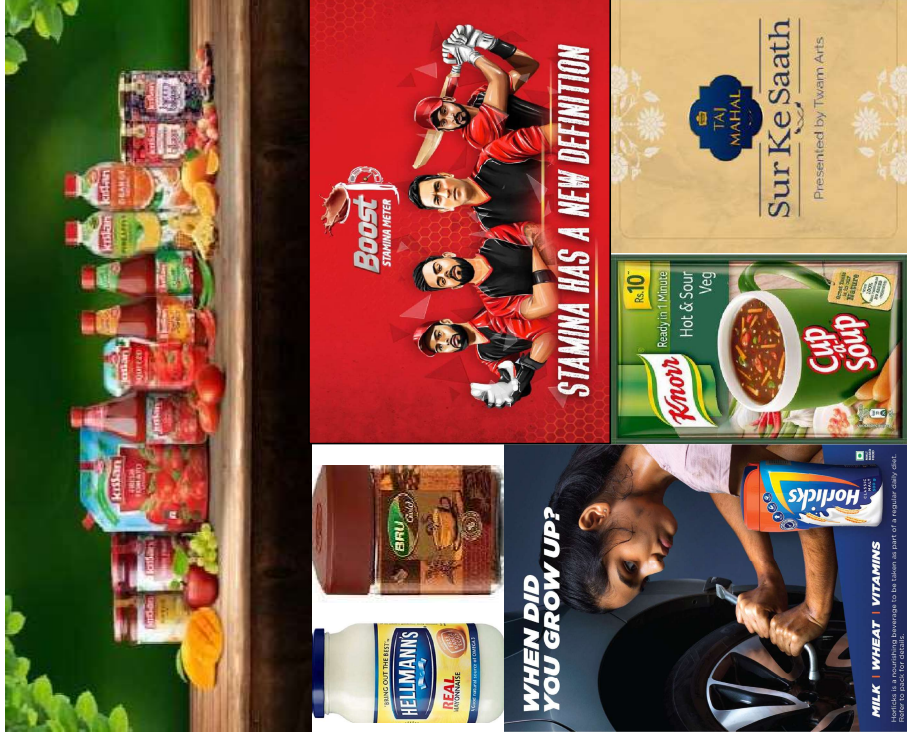
Good performance in Skin Cleansing, Hair and Oral; Skin Care revives



- ❑ **Skin Cleansing:** Double digit growth led by Lifebuoy, Lux performs well
 - Penetration led gains drive strong growth in handwash & sanitizers
 - VWash off to good a start
- ❑ **Oral Care:** Double-digit growth led by Close Up
- ❑ **Hair Care:** Double-digit growth. Broad-based performance across brands; communications repurposed to drive relevance and build salience
- ❑ **Skin Care:** Essentials portfolio resilient and growing. Glow and Lovely successfully on shelves with inclusive beauty commitment
 - Lower 'winter sell-in' given muted trade sentiments and liquidity constraints

Foods & Refreshment

High growth momentum sustained



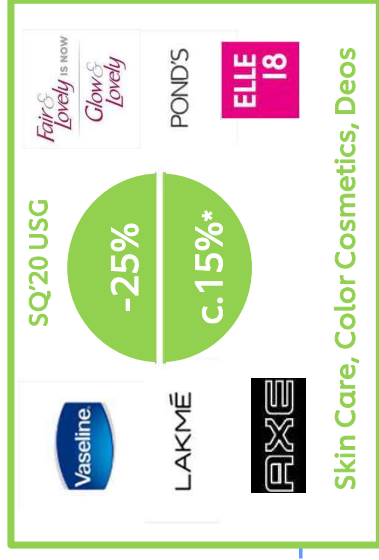
- ❑ **Foods:** 'In-home consumption' trend aids double digit portfolio growth
 - Both Kissan and Knorr seeing strong consumer traction
- ❑ **Beverages:** Tea and coffee continue to outperform
 - Tea: Double digit growth across brands; unprecedented tea inflation managed well
- ❑ **Nutrition:** Competitive performance; disrupted supply lines now fully restored
 - Boost goes national
 - Horlicks celebrates the confidence that empowers children
- ❑ **Ice Cream, Food Solutions & Vending:** Out-of-home consumption loss continues to impact performance

Health, Hygiene & Nutrition accelerate

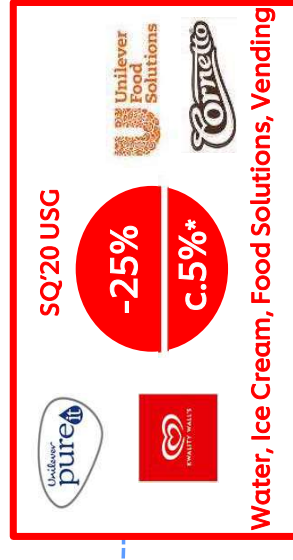
Health, Hygiene & Nutrition



Discretionary



Out of home



Playing all lines of P&L to deliver profitable growth

Net Revenue Management

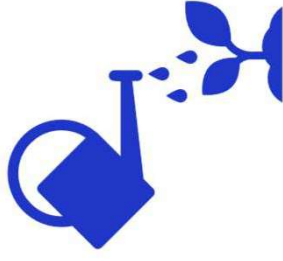
Savings

Competitive investments

Synergies from Nutrition



Calibrated pricing |
Trade spends rationalised



Sharper choices |
Fixed to variable cost



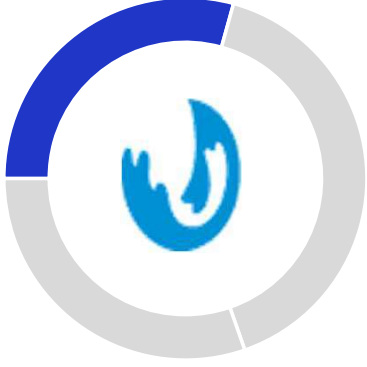
Heightened intensity |
Brand Reach & SOVs sustained



Procurement | A&P | Overheads

Segmental Performance

HOME CARE



INR 3,318 Cr

Segmental Revenue Growth*

-2%

Segmental Margins**

20%

BEAUTY & PERSONAL CARE



INR 4,535 Cr

0%

29%

FOODS & REFRESHMENT



INR 3,379 Cr

83%

17%

SQ'20: Results Summary

Rs. Crores

Particulars	SQ'20	SQ'19	Growth %
Sales	11,276	9,708	16%*
EBITDA	2,869	2,443	17%
Other Income (Net)	122	149	
Exceptional Items – Credit / (Charge)	(81)	(47)	
PBT	2,661	2,308	15%
Tax	652	460	
PAT bei	2,035	1,832	11%
Net Profit	2,009	1,848	9%

- *Domestic Consumer Growth at 3%
- Exceptional items include costs related to restructuring and integration of Nutrition business

First Half F.Y. 2020-21: Results Summary

Rs. Crores

Particulars	FH 20-21	FH 19-20	Growth %
Sales	21,682	19,692	10%*
EBITDA	5,513	5,090	8%
PAT bei	3,908	3,583	9%
Net Profit	3,890	3,603	8%

- *Domestic Consumer Growth at -2%
- Exceptional items include costs related to restructuring and Nutrition business merger and integration

Interim dividend: Proposed Rs.14 per share

Particulars	F.Y. 2020-21	F.Y. 2019-20
Dividend per share (Rs.)	14.0	11.0
No. of shares (Crores)	235	216
Total Dividend (Rs. Crores)	3,289	2,381

Looking ahead

Near-term outlook

- ❑ Cautious Optimism: The worst is possibly behind us; business picking up momentum
- ❑ Demand : Rural growths looking resilient and need to sustain. Urban demand outlook uncertain
- ❑ Inflation in select categories to continue; gross margins likely to remain under pressure

Organizational strengths



Brand portfolio



Talent & capabilities



Organizational speed and agility

Key metrics



Competitive volume-led growth



Absolute profit

Cash delivery

For more information and updates

Visit our website

Investor Relations

September Quarter 2020 results

Hindustan Unilever will release its financial results for September Quarter 2020 on Tuesday, 20th October, 2020.

> [September Quarter 2020 results](#)

Hindustan Unilever Limited
5Q'20 Results : 20th October 2020

Surf excel
REMOVES 99.9% GERMS™

Glow's lovely beauty
MERE GLOW KO NA ROKO.

Boost
STAMINA HAS A NEW DEFINITION