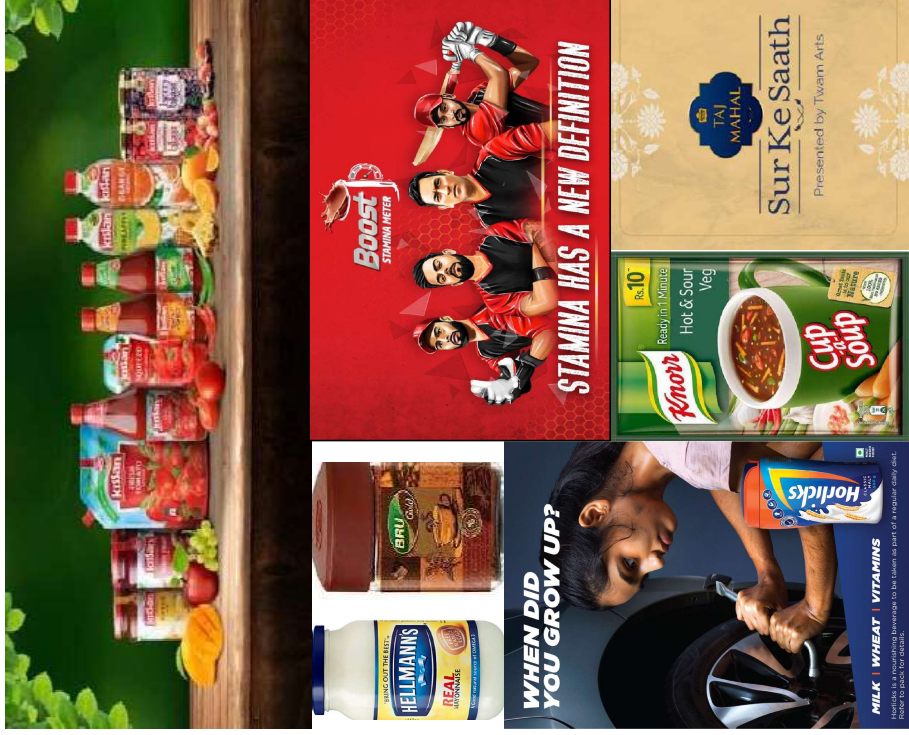


Foods & Refreshment

High growth momentum sustained



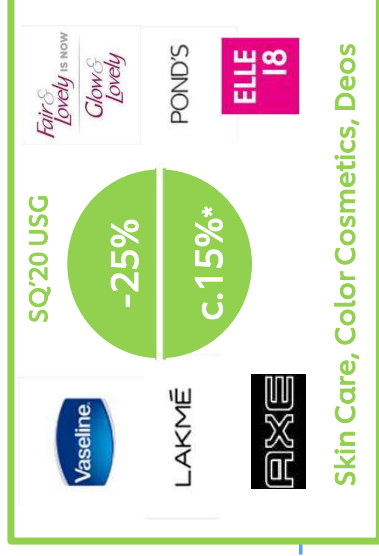
- ❑ **Foods:** 'In-home consumption' trend aids double digit portfolio growth
 - Both Kissan and Knorr seeing strong consumer traction
- ❑ **Beverages:** Tea and coffee continue to outperform
 - Tea: Double digit growth across brands; unprecedented tea inflation managed well
- ❑ **Nutrition:** Competitive 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

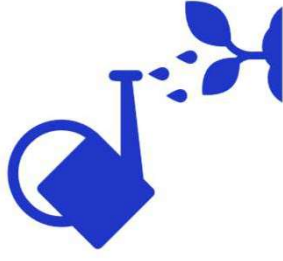
Savings

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

BEAUTY & PERSONAL CARE



INR 4,535 Cr

FOODS & REFRESHMENT



INR 3,379 Cr

Segmental Revenue Growth*

Segmental Margins**

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

