



Hindustan Unilever Limited

Hindustan Unilever Limited

JQ'19 Results Presentation : 23rd July 2019

Fair & Lovely | NOW IN A SOAP

AB GLOW MILEGA SABUN SE

NEW *Fair & Lovely*
GLOWING SKIN SOAP
MULTI VITAMIN

Fair & Lovely

Creative Visualization

Surf excel
Easy Wash
LIQUID

Surf excel
Easy Wash
LIQUID

For Bucket Wash

CLEAN KARO
BODY SE POLLUTION,
WITH
LIPTON GREEN TEA

Lipton

NEW BLEND
SUPERIOR TASTE

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 statements 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.



Hindustan Unilever Limited

Sanjiv Mehta

Chairman & Managing Director

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Clear and compelling strategy

Purpose-led, Future-Fit



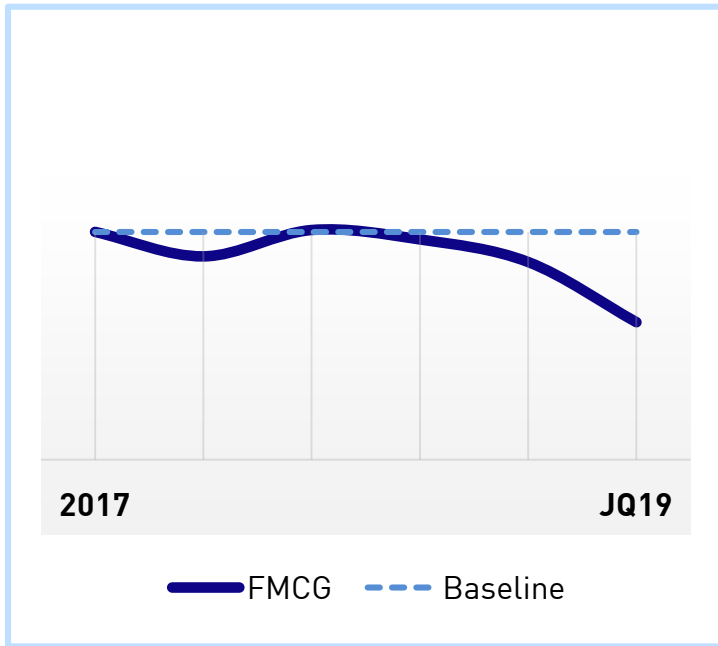
Growth



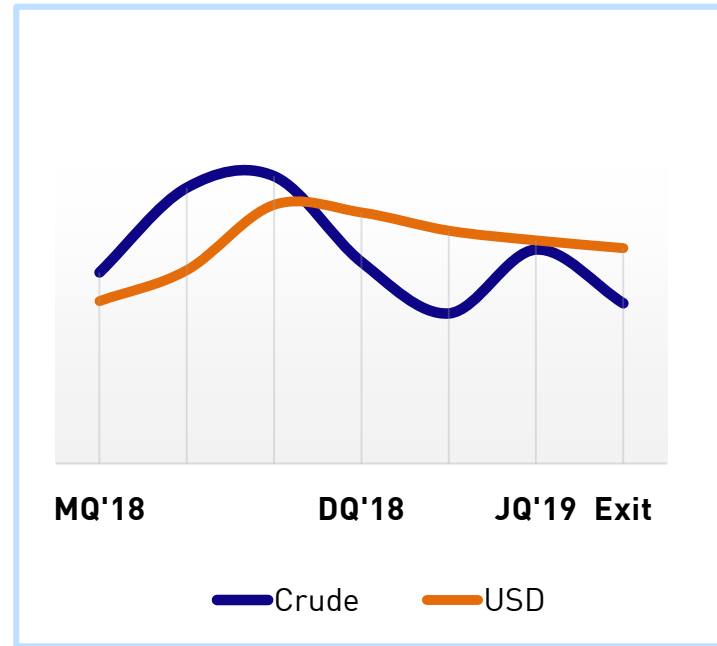
**Consistent, Competitive,
Profitable, Responsible
Growth**

Market Context

Market growth moderates



Crude and Currency volatile



Welcome Policy announcements

Benefits in medium term



Performance Summary

JQ'19

Domestic Consumer
Growth

+7%

Underlying Volume
Growth

+5%

Comparable EBITDA
Margin*

26%

Comparable EBITDA
Improvement*

+150 bps

Shareholders' & creditors'
approval in place



Proposal filed with NCLT

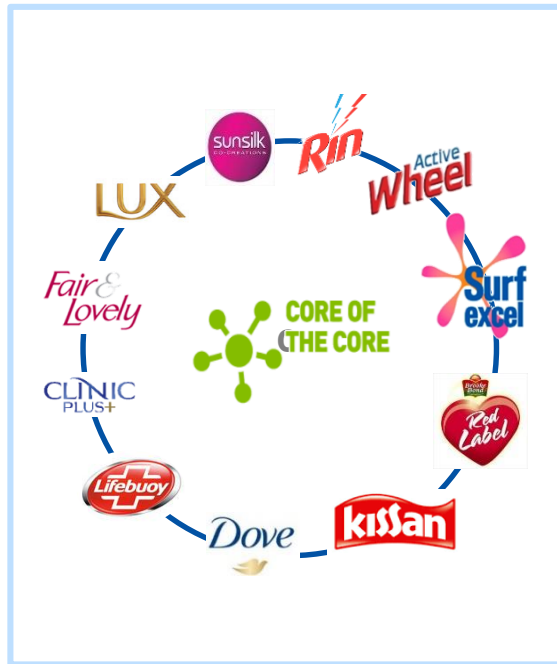
Sustainable Living



* Reported EBITDA improvement of 250bps at a reported margin of 27%; Comparable EBITDA improvement arrived after adjusting for Ind AS 116 impact

Our performance drivers

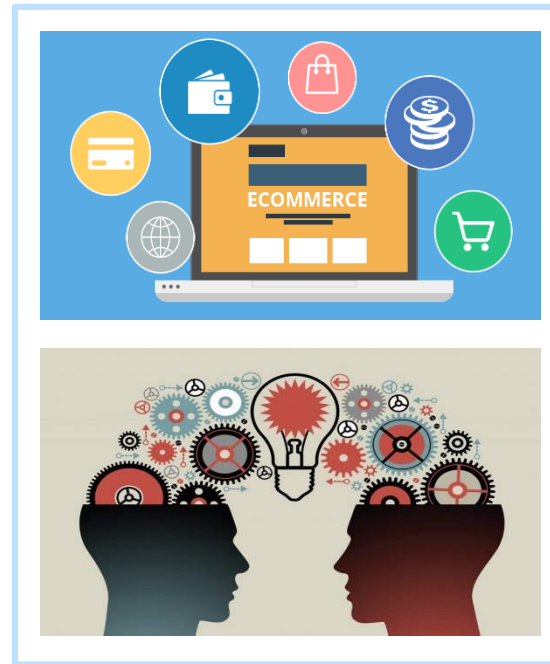
Focus on Core



Driving premiumization & Market Development



Innovate for the Future



Flawless Execution



Re-imagine HUL: Build Digital Capabilities across the Value Chain



Hindustan Unilever Limited

Srinivas Phatak

Chief Financial Officer

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JQ'19: Resilient and profitable

Growth

Domestic Consumer
Growth

+7%

+5%

Underlying Volume Growth

EBITDA

Comparable EBITDA
Growth*

+13%

+150 bps

Comparable Margin
Improvement*

PAT (bei)

PAT (bei) Growth

+12%

1,751cr

PAT (bei)

Net Profit

PAT Growth

+15%

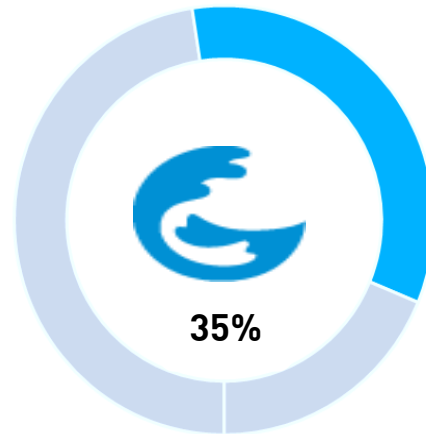
1,755cr

PAT

* Reported EBITDA improvement of 250bps with a reported EBITDA growth of 18%; Comparable EBITDA arrived after adjusting for Ind AS 116 impact

Good performance in Home Care and F&R

HOME CARE



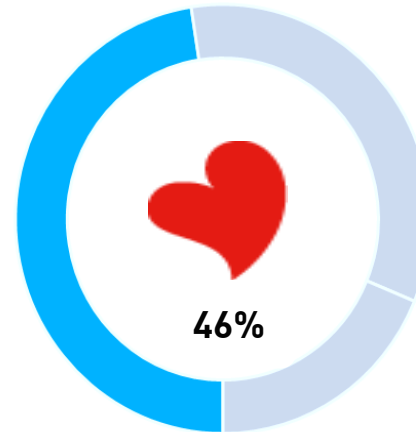
35%

Sales Growth

10%

Volume led growth sustains

BEAUTY & PERSONAL CARE

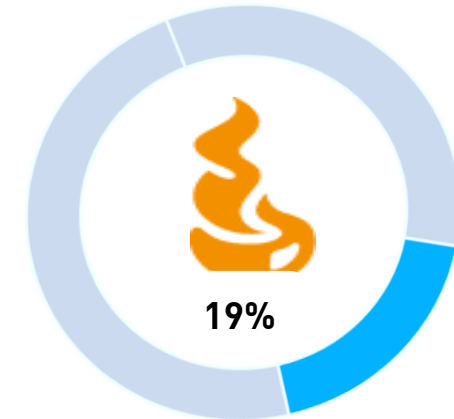


46%

4%

Personal products perform well

FOODS & REFRESHMENT



19%

8%

Secular growth across the portfolio

Innovations and activations in the quarter

Pears
naturale

NEW
**Pears®
naturale**

Goodness of
**100% Natural
Ingredients**

sunsilk

NEW SUNSILK
WITH **2X
MORE VOLUME
AND BOUNCE**

INFUSED WITH
COCONUT WATER
AND ALOE VERA

LAKME

ALL-IN-ONE PAN-CAKE
FOUNDATION COMPACT CONCEALER

NATURAL MARBLE
NATURAL CORAL
NATURAL PEARL
NATURAL SHELL

அட்டகாசமான* பிரகாசம்
ஷைன் ஆக்டிவ்ஸ் உடன்.

NEW
Rin

Fair & Lovely | GLOWING
SKIN SOAP

NEW

Fair & Lovely
GLOWING SKIN
SOAP
MULTI VITAMIN

WHAT DOES IT MEAN
TO BE A REAL MAN?

AXE

MAKE YOUR
OWN RULES

WITH
Arre

#ABTERIBAARI
MUSIC VIDEO

Introducing
**LIPTON JAPANESE
MATCHA GREEN TEA**

100% finely ground green tea
leaves from Nishio, Japan.

Home Care

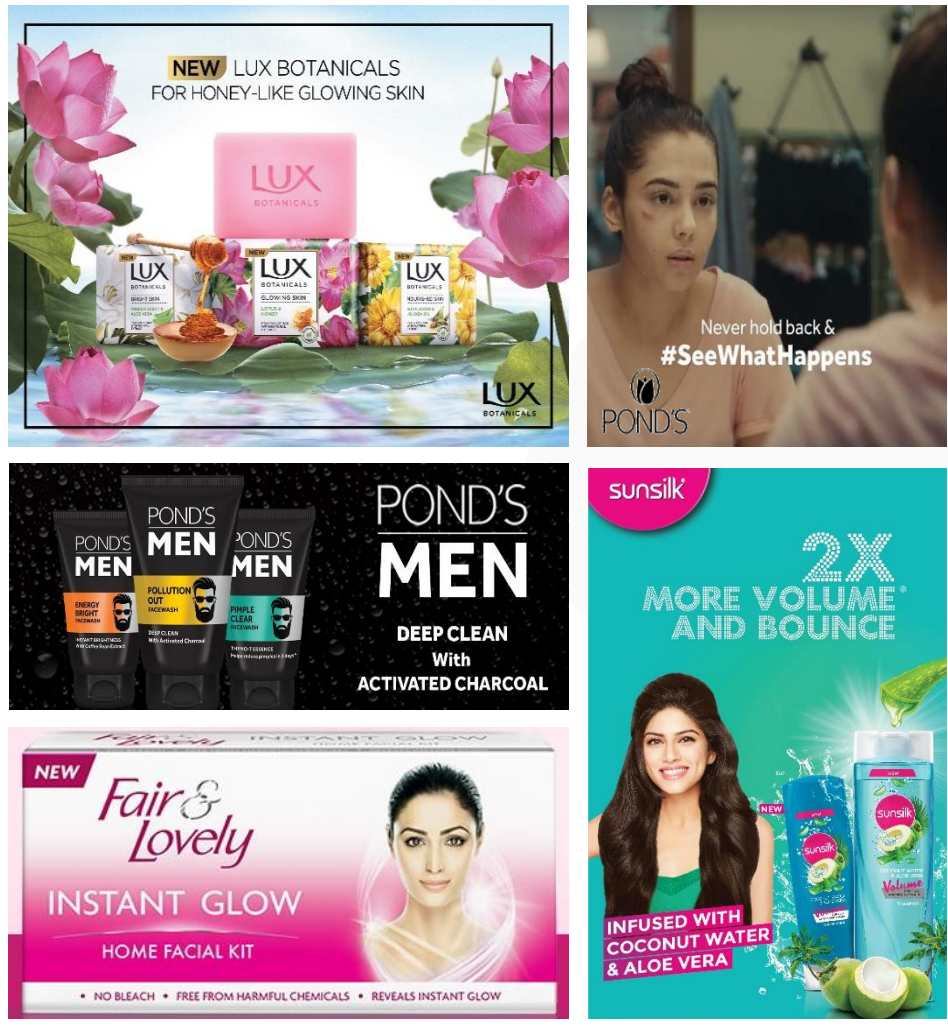
Volume led growth sustains



- ❑ **Fabric Wash:** Focus on core and market development drives growth
 - Relunched *Rin* nationally
 - Launched *Sunlight liquid* in select geographies
- ❑ **Household Care:** Portfolio growth led by Central & South markets
 - Variants and relaunches continue to build momentum
- ❑ **Purifiers:** Focus on premium range. New Go To Market now in place

Beauty & Personal Care

Personal products perform well



- ❑ **Personal Wash:** Popular segment soft; steady premium
 - Launched *Lux Botanicals* and *Pears Naturale* range nationally and *Fair & Lovely Soap* in select geographies

- ❑ **Skin Care:** Broad based growth across brands and segments
 - Relunched *Pond's Men* range; launched *FAL Ayurveda* facewash and facial kits

- ❑ **Hair Care:** Good growth across the range
 - Launched new *Sunsilk variants* nationally with natural ingredients

Beauty & Personal Care : Contd.

Personal products perform well



- ❑ **Colour Cosmetics:** Double digit growth sustains; Slew of shade expansions increase traffic online and offline
 - Launched *Elle 18 Lasting Glow compact* nationally
- ❑ **Oral Care:** Momentum on Close Up and Ayush Oral Care strengthens further
- ❑ **Deodorants:** Continue to drive market development and strengthen brand purpose
 - Axe “*Make your own rules*” #AbTeriBaari campaign launched nationally

Foods & Refreshment

Secular growth across the portfolio



- ❑ **Beverages:** Reasonable quarter driven by consistent strategy across brands and markets
 - Leveraging new trends in consumer taste preferences through innovations
- ❑ **Ice Cream & Frozen Desserts:** Good season. Strong delivery led by innovations
- ❑ **Foods :** Core segments perform well; Market development continues to be key

Segmental Performance

HOME CARE



BEAUTY & PERSONAL CARE



FOODS & REFRESHMENT



Segmental Revenue Growth*

10%

4%

8%

Segmental Margins**

20%

30%

20%

**Segment Revenue Growth = Segment Turnover growth including Other Operational Income (Excludes impact of A&D)*

*** Segment Margins (EBIT) excludes exceptional items* 16

JQ'19: Results summary

Particulars	JQ'19 (Reported)	JQ'18	Growth %
Sales	9984	9356	7
EBITDA	2647	2251	18*
Other Income	147	135	
Exceptional Items – Credit / (Charge)	7	(59)	
PBT	2563	2193	17
Less : Tax	808	664	
PAT bei	1751	1567	12
Net Profit	1755	1529	15

- Domestic Consumer Growth at 7%
- Comparable* EBITDA growth at 13% with a comparable improvement of 150bps

Looking ahead

Near term

- ❑ Near term demand to remain subdued given macro economic conditions
- ❑ Commodities and currency will continue to be volatile

Our strategy

- ❑ Company well positioned and our strategy remains unchanged
- ❑ Consistent, Competitive, Profitable, Responsible Growth



For more information and updates

Visit our website

June Quarter 2019 results

Hindustan Unilever will release its financial results for June Quarter 2019 on Tuesday 23rd July, 2019.

[> June Quarter 2019 results](#)

