



Hindustan Unilever Limited

Hindustan Unilever Limited
Unilever House
B D Sawant Marg
Chakala, Andheri East
Mumbai 400 099

Tel: +91 (22) 3983 0000
Web: www.hul.co.in
CIN: L15140MH1933PLC002030

14th October, 2019

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 3rd October, 2019, 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, 2019 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 financial results of the Company for the quarter and half year ended 30th September, 2019.

Please take the above information on record.

Thanking You.

Yours faithfully,
For Hindustan Unilever Limited

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





Hindustan Unilever Limited

Hindustan Unilever Limited

SQ'19 Results Presentation : 14th October 2019



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



Clear and compelling strategy

Purpose-led, Future-Fit



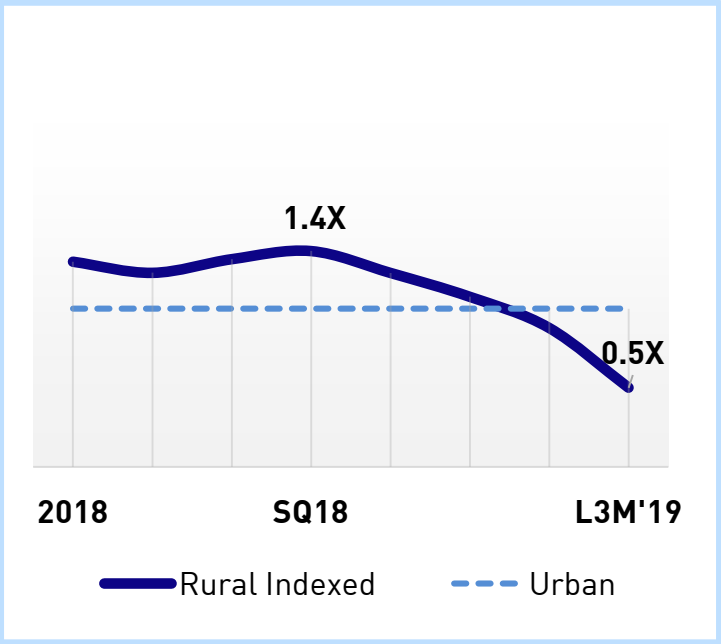
Growth



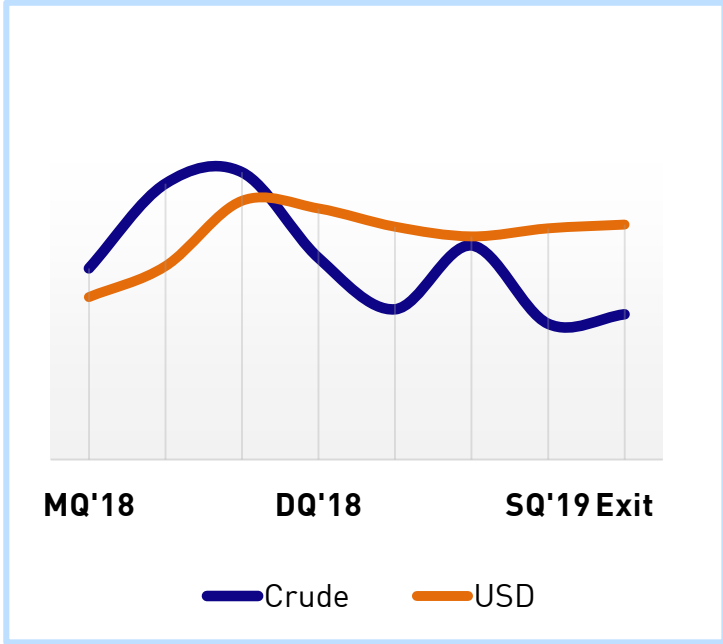
**Consistent, Competitive,
Profitable, Responsible
Growth**

Market Context

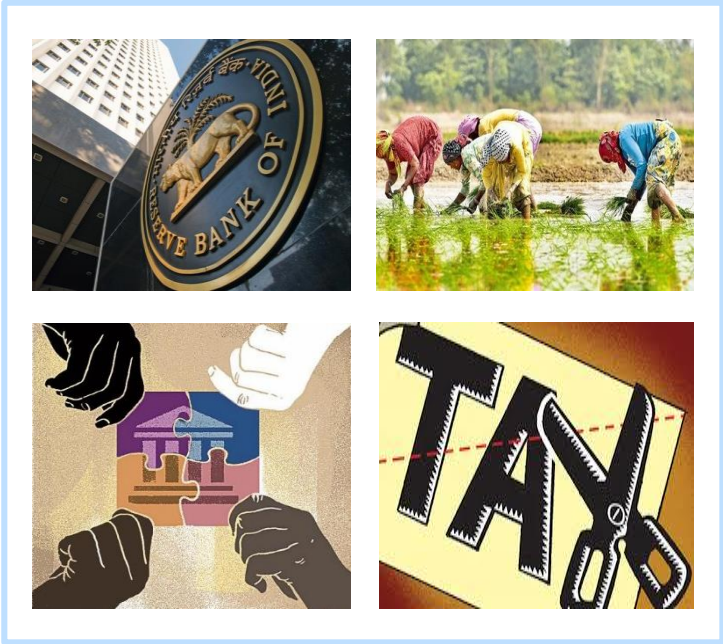
Rural leads slowdown



Crude and Currency volatile



Welcome policy initiatives



Performance Summary

SQ'19

Domestic Consumer
Growth

+7%

Underlying Volume
Growth

+5%

Comparable EBITDA
Margin*

24%

Comparable EBITDA
Improvement*

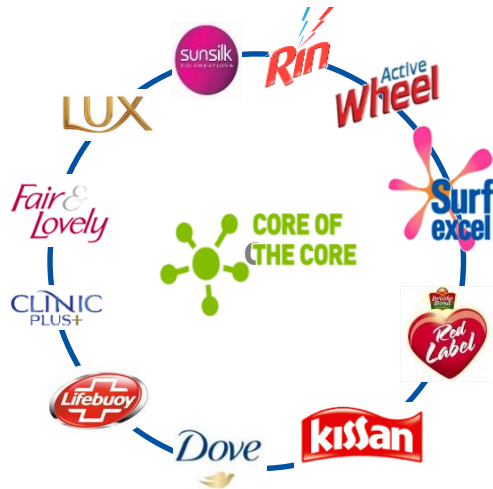
+200 bps

Sustainable Living

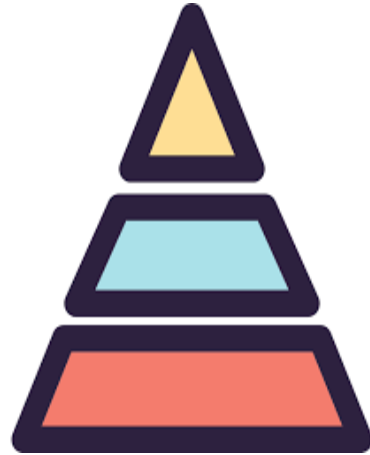


Our performance drivers

Focus on Core



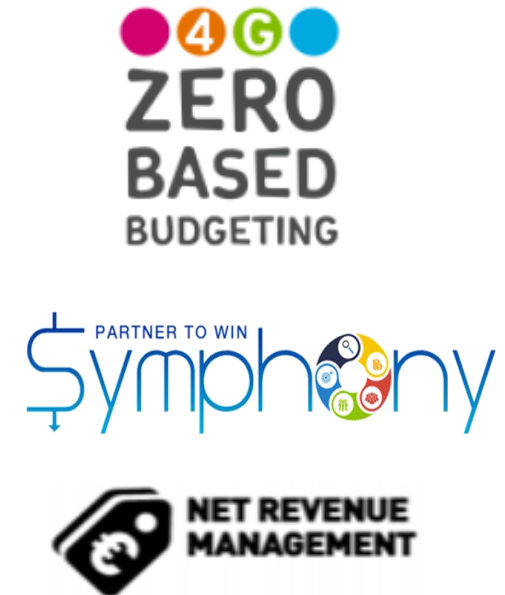
Driving premiumization & Market Development



Innovate for the Future



Flawless Execution



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



Hindustan Unilever Limited

Srinivas Phatak

Chief Financial Officer



SQ'19: Good performance in a challenging market

Growth

Domestic Consumer
Growth

+7%

+5%

Underlying Volume Growth

EBITDA

Comparable EBITDA
Growth*

+16%

+200 bps

Comparable Margin
Improvement*

PAT (bei)

PAT (bei) Growth

+20%

1,832cr

PAT (bei)

Net Profit

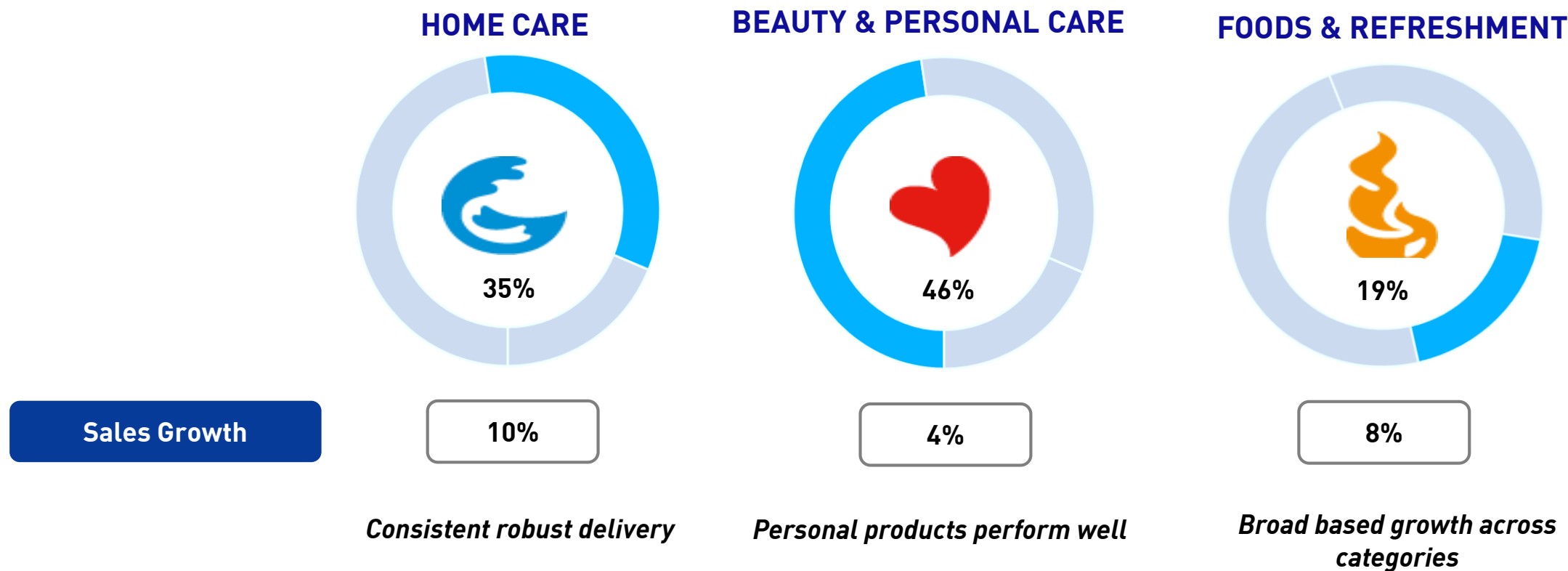
PAT Growth

+21%

1,848cr

PAT

Steady performance across Divisions



Innovations and activations in the quarter



Home Care

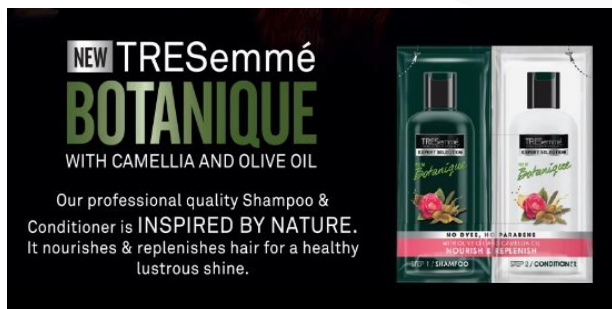
Consistent robust delivery



- ❑ **Fabric Wash:** Consistent topline delivery
 - Launched premium brand *Love & Care* in select channels
 - Launched *Magic Rinse* powder sachet in TN
- ❑ **Household Care:** Growth momentum driven by liquids upgradation and increased penetration on bars
 - *Domex Pick up the Brush* campaign extended to TN
- ❑ **Purifiers:** Good growth in the premium segment

Beauty & Personal Care

Personal products perform well



❑ **Personal Wash:** Pricing actions on popular segment landed

- Fair & Lovely soap launch well received
- Launched Pears Naturale bodywash range nationally

❑ **Skin Care:** Double digit growth backed by robust performance across brands

- Launched Pond's Super Light gel & Pond's Micellar water range nationally
- Launched Elle 18 skin range in select geographies

❑ **Hair Care:** Steady performance across portfolio

- Strengthening brand proposition through a national Clinic Plus #MeriBetiStrong campaign

Beauty & Personal Care : Contd.

Personal products perform well



- ❑ **Colour Cosmetics:** Strong growth sustained; Continued focus in channels of the future
 - Launched *Absolute Matte Revolution* lipstick nationally
 - *#FreeYourLips* campaign launched
- ❑ **Oral Care:** Portfolio growth led by freshness and naturals proposition
 - Launched *Closeup White Attraction* variants in select geographies
- ❑ **Deodorants:** Focus on market development cells amidst high competition
 - Launched *Axe Mini Ticket* variants in select geographies

Foods & Refreshment

Broad based growth across categories



- ❑ **Beverages:** Good growth delivery by leveraging purpose-led brands
 - New communications released on *Taj Mahal*, *Lipton* & 3 *Roses* tea
- ❑ **Ice Cream & Frozen Desserts:** Sustained strong growth momentum
- ❑ **Foods :** Good performance across core segments; Kissan brand equity strengthened further

Segmental Performance

HOME CARE



Segmental Revenue Growth*

9%

Segmental Margins**

18%

BEAUTY & PERSONAL CARE



5%

29%

FOODS & REFRESHMENT



8%

16%

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

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

SQ'19: Results summary

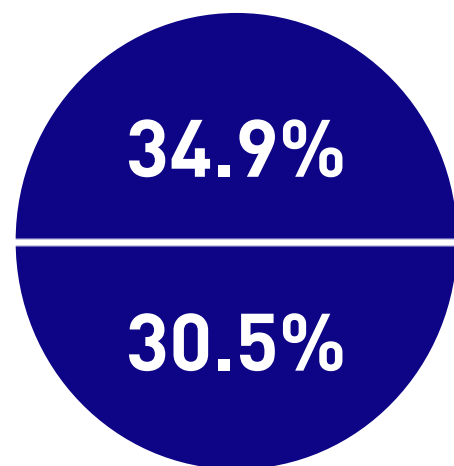
Particulars	SQ'19 (Reported)	SQ'18	Growth %
Sales	9708	9138	6%
EBITDA	2443	2019	21%*
Other Income	180	305	
Exceptional Items – Credit / (Charge)	-47	-35	
PBT	2308	2152	7%
Less : Tax	460	627	
PAT bei	1832	1522	20%
Net Profit	1848	1525	21%
EPS	8.54	7.04	21%

- Domestic Consumer Growth at 7%
- Comparable* EBITDA growth at 16% with a comparable improvement of 200bps

Corporate Tax rate reduction impact

FY-19

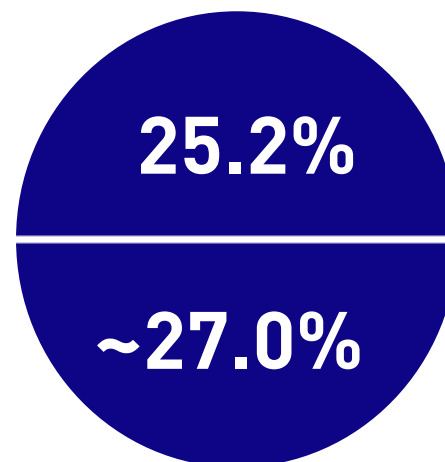
Statutory Rate



ETR excluding Prior Period Adjustments*

FY-20

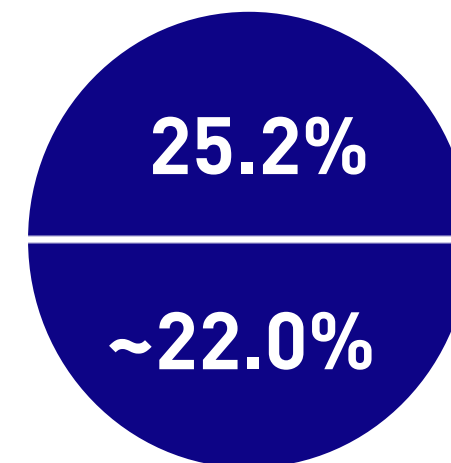
Statutory Rate



ETR excluding Prior Period Adjustments

SQ-19

Statutory Rate



ETR excluding Prior Period Adjustments

FIRST HALF 2019 – 20

First Half 2019-20: Results Summary

Rs. Crores

Particulars	FH19 20	FH18 19	Growth %
Sales	19692	18494	6%
EBITDA	5090	4270	19%
PAT bei	3583	3090	16%
Net Profit	3603	3054	18%

- Domestic Consumer Growth at 7%
- Comparable* EBITDA improvement of 170bps

Interim Dividend : Proposed Rs.11

Particulars	FH'19 20 Interim	FH'18 19 Interim
Dividend Per Share (Rs.)	11.0	9.0
No. of Shares (Crs.)	216	216
Total Dividend (Rs. Crs.)	2,381	1,948

Looking ahead

Near term

- ❑ Demand outlook continues to be challenging
- ❑ Policy initiatives augur well; income transference to rural a key imperative
- ❑ 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

September Quarter 2019 results

Hindustan Unilever will release its financial results for September Quarter 2019 on Monday 14th October, 2019.

> [September Quarter 2019 results](#)

