


Hindustan Unilever Limited

DQ'20 Results: 27th January 2021


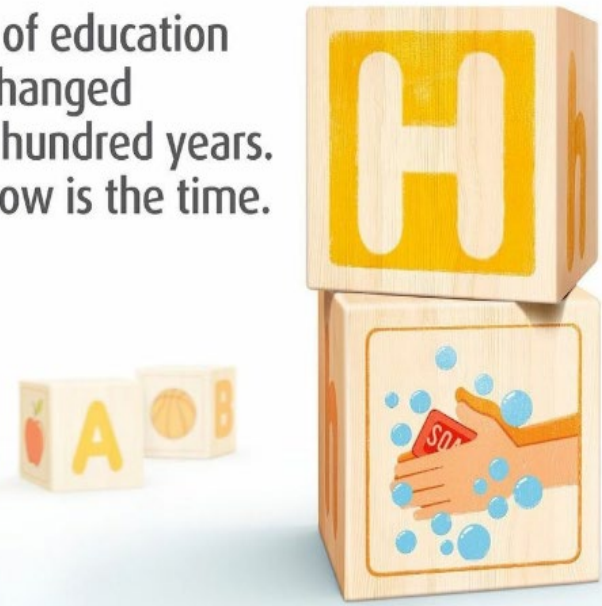


Accept
your
child's
meeting
invite
too.



Global
Handwashing Day 2020

The ABCs of education
haven't changed
in over a hundred years.
Maybe, now is the time.



H for **HAT**
HANDWASHING



After **30**
bone density
starts
declining*

Get **100%** daily
Calcium and
Vitamin D.#



Horlicks
**Women's
PLUS**
NUTRIENTS FOR
STRONG BONES
caramel
flavour

Horlicks Women's Plus is a nourishing beverage to be consumed as part of a daily diet.
*IJMR 127, Mar 2006, pp 263-268. #As per ICMR 2010 guidelines for women.

WOMEN HORLICKS PLUS CONTAINS ARTIFICIAL SWEETENER AND FOR CALORIE CONSCIOUS

This contains Acesulfame potassium. Not recommended for children. No Sugar added in the product.

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


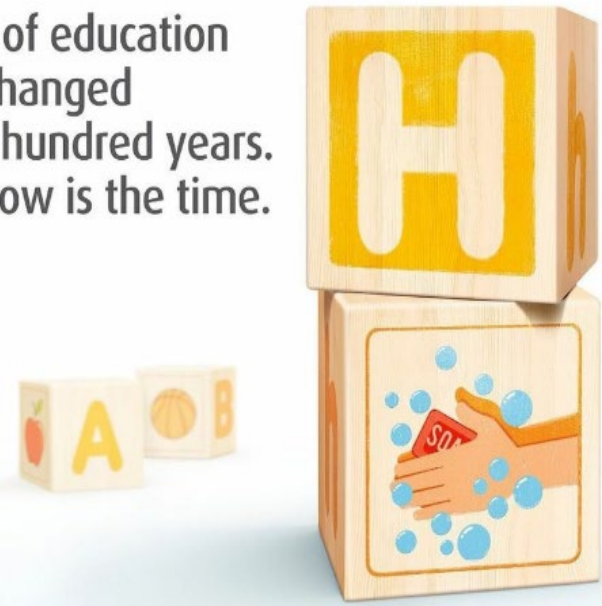


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Our strategy is serving us well

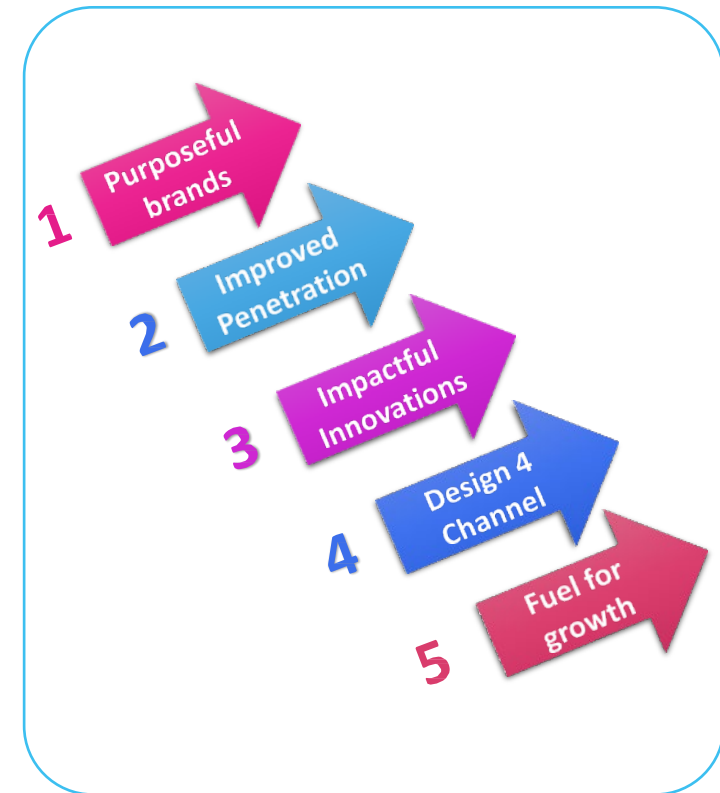
Purpose-led, Future-fit



Consistent, Competitive,
Profitable, Responsible Growth

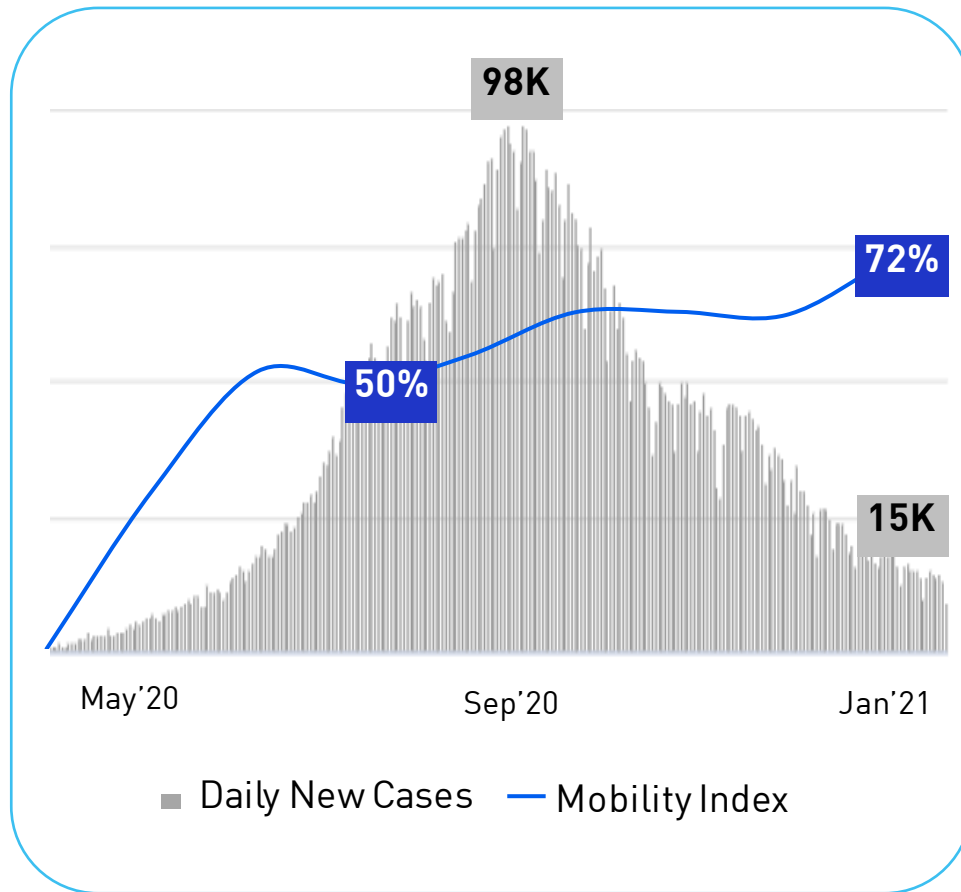


Fundamentals of growth

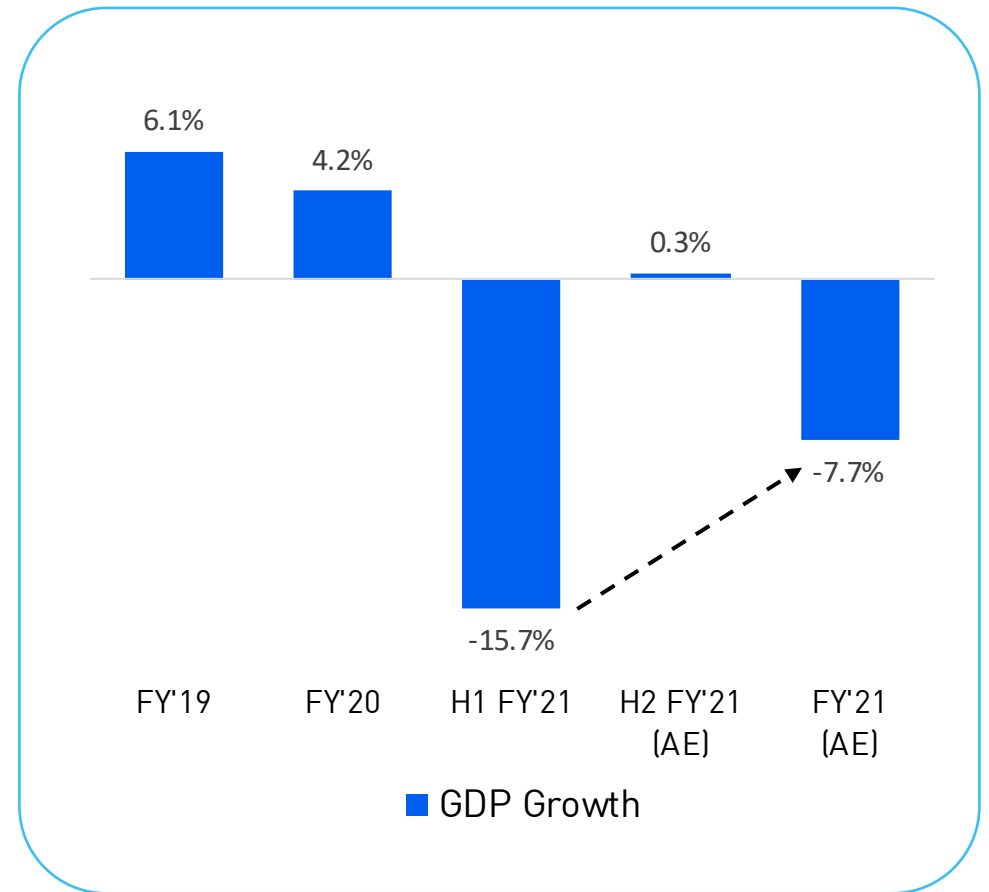


India : On the road to recovery

COVID cases decline; mobility on the rise



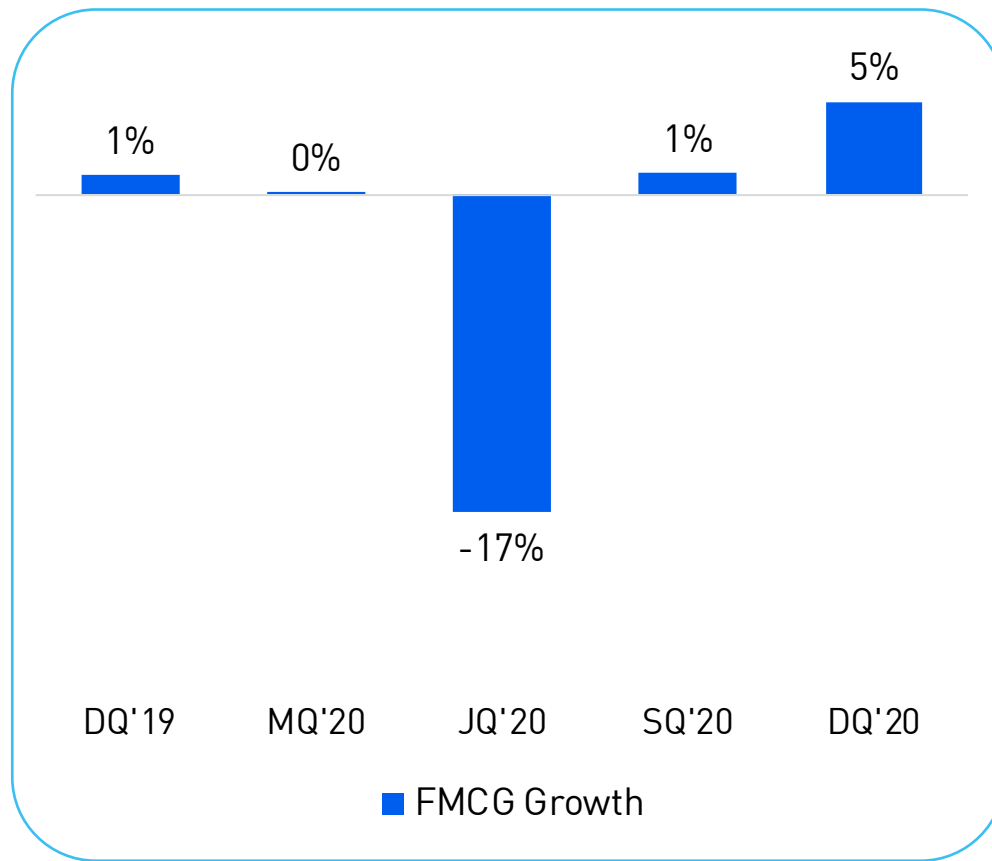
Economic activity picking up



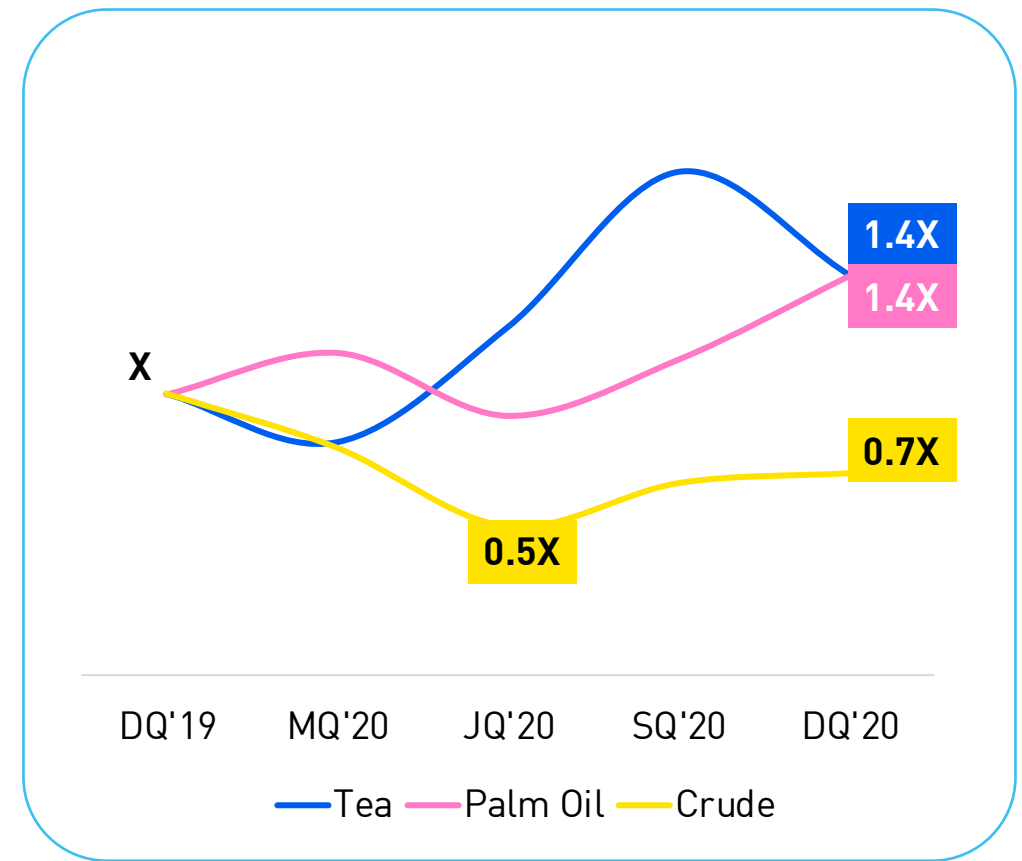
Sources:
 COVID Cases – Worldometer
 Google COVID-19 Community Mobility Reports
 Real GDP growth – National Statistical Office (NSO), Govt. of India

Operating context

FMCG growths reviving



Inflationary pressures elevated in select commodities



Our growth drivers

Impactful innovations



Accelerating e-commerce



Execution excellence



Hygiene: Needs & Benefits



Nature Protect Hygiene range

A multi-category hygiene mix powered by plant based actives



Domex Toilet Cleaner

Contains power of sodium hypochlorite, kills all germs dead



Surf Excel Active Hygiene

Remove 99.9% Coronavirus along with tough stains

Hygiene: Needs & Benefits



Lifebuoy Laundry Sanitizer

Anti-germ post wash liquid proven to remove 99.9% germs post wash



Vim Matic Dishwash

Specially designed to remove tough Indian grease



Lifebuoy Germ Kill Spray

Instant germ kill spray

Hygiene: Formats



Surf Excel Smart Spray
Fabric stain remover

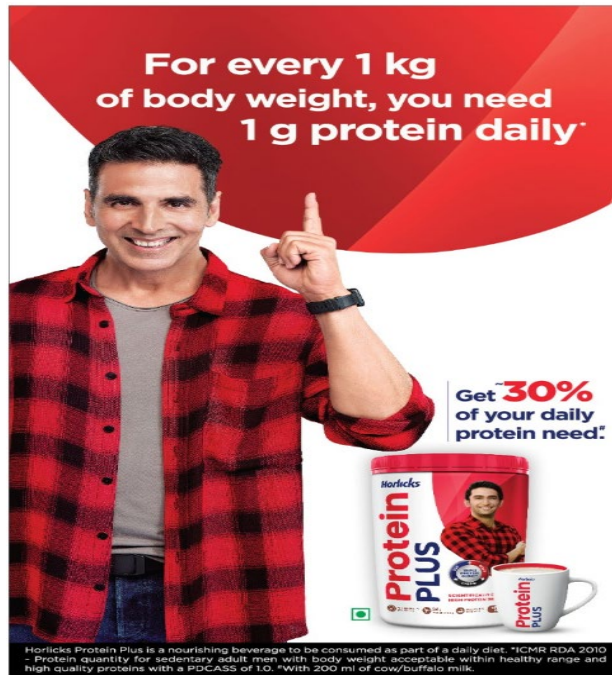


Lifebuoy Wet Wipes
Multi-purpose germ protection
wet wipes



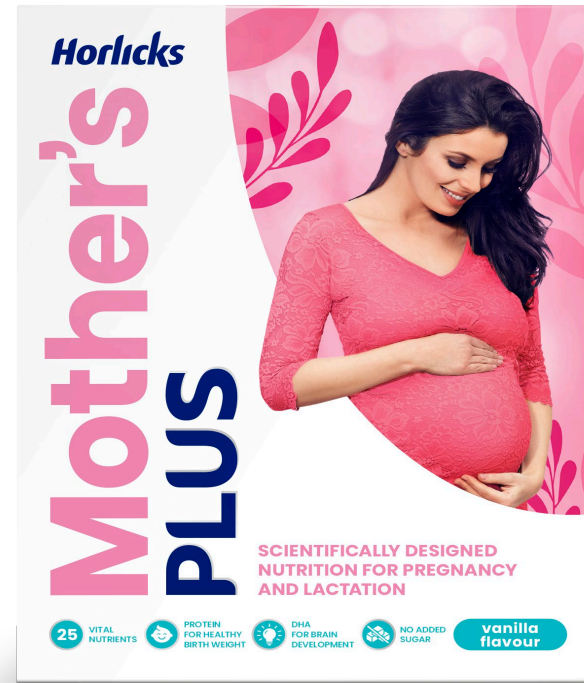
Domex Disinfectant Spray
Multi-purpose spray, kills
99.9% germs

Nutrition



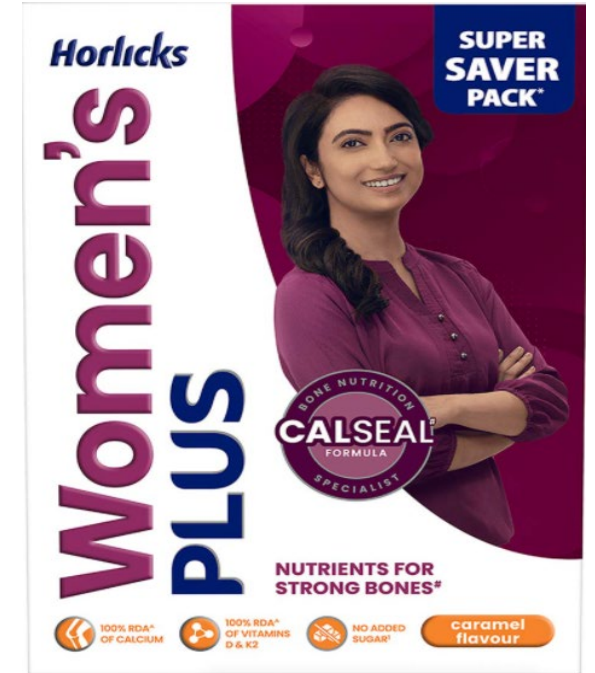
Horlicks Protein Plus

High protein nutritional beverage for adults



Horlicks Mother's Plus

Your baby's nourishment partner from pregnancy to lactation



Horlicks Women's Plus

Specialized nutrition for women

In-home



Kissan Peanut Butter

Rich in protein from 100% real peanuts



Bru Veda – Instant Coffee

With goodness of ayurveda



Knorr Chicken Cube

Flavour of slow cooked chicken in a cube

Care



Vaseline Anti- Bacterial Hand Cream
2 in 1 skin moisturization and germ protection



Clinic Plus Strength & Shine with Egg Protein
Makes hair strong & shiny



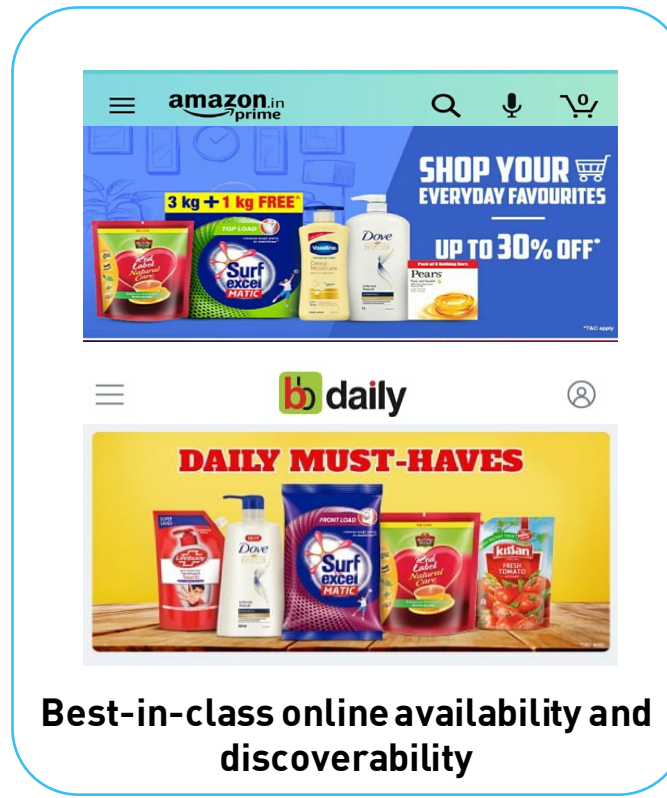
Tresemme Keratin Smooth Deep Smoothing Serum & Mask
For frizz controlled smooth hair

Accelerating E-commerce

Portfolio designed for channel

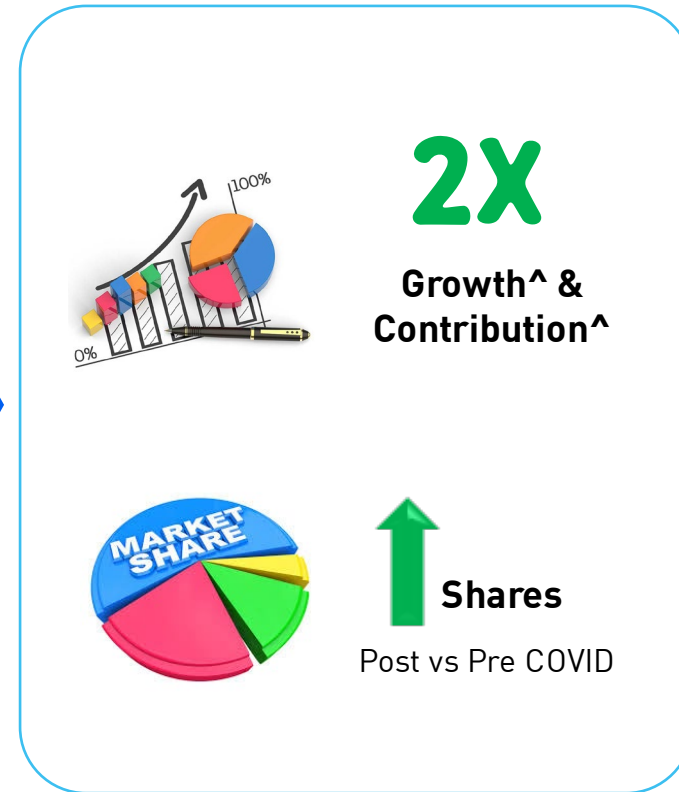


Everyday great execution



Best-in-class online availability and discoverability

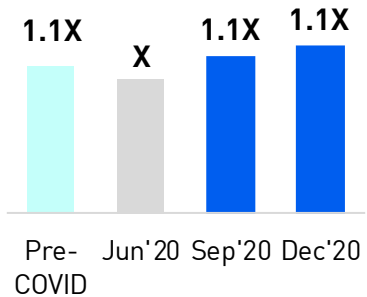
Strong performance



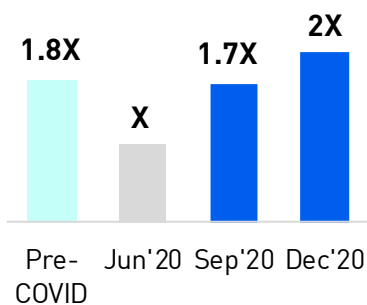
Execution excellence

Strengthening our coverage

Effective Coverage*



Assortment



Expanding rural reach

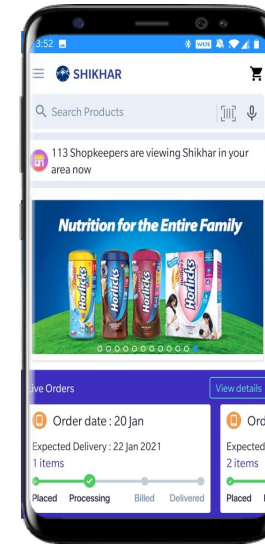


2X Growths
2020 vs 2019
Entrepreneurs
2020 vs 2016



>8 LAKH Assets deployed in DQ'20

E-route to market



3.4 LAKH
Outlets onboarded

6X
Avg. orders per month[^]

Strong progress on our 5 COVID priorities

Safety & wellbeing of our people



Ensuring continuity of supplies



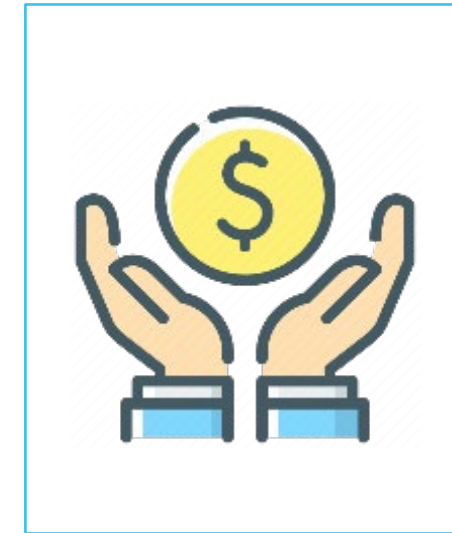
Keeping our fingers on the pulse of consumers



Helping the communities



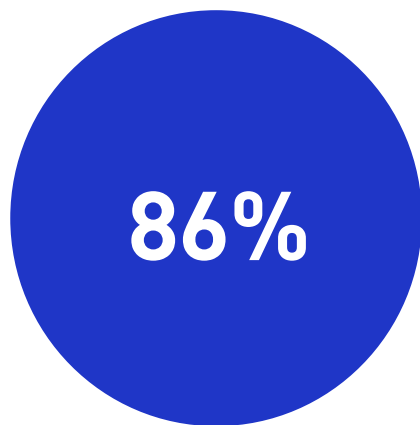
Heightened focus on cost & cash



DQ'20: Strong performance sustained

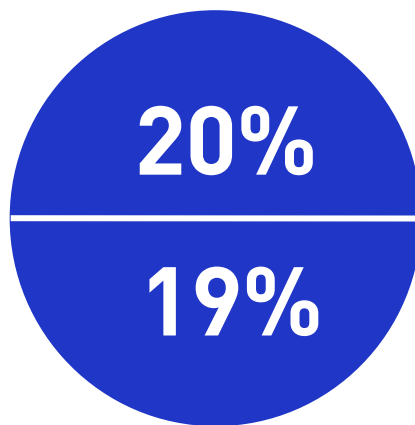
Strong fundamentals

% Business Gaining Penetration*



Growth competitive & profitable

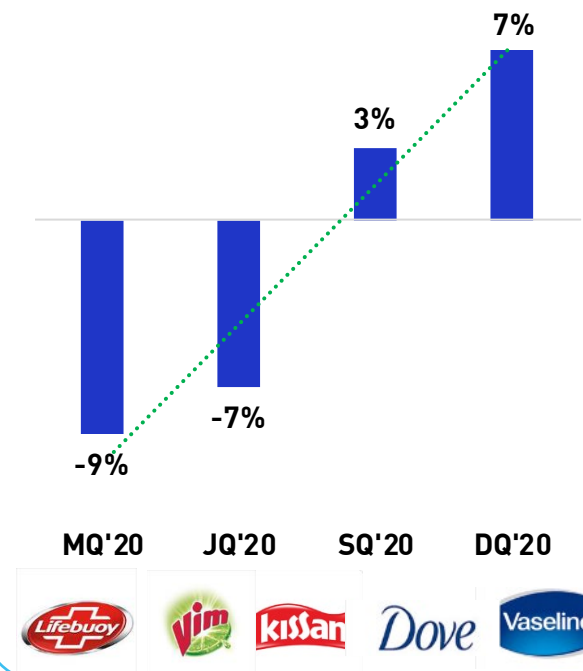
Reported TO Growth



PAT Growth

Business gaining momentum

Domestic Consumer Growth



Making sustainable living commonplace

Water



Hindustan Unilever Foundation (HUF)

>1,300 billion litres of water conservation potential created^

Sustainable sourcing



76% Tomatoes**
78% Tea**
sourced sustainably

Becoming plastic neutral



>67% Plastic recyclable*
58.5K tonnes
(60%) of plastic collected and processed in 2020

Health and well-being



>150 million people impacted till date

5 Suvidha centers operational in Mumbai

Enhancing livelihoods



>30 million person days employment generated by HUF^

~4.5 million people benefited under Prabhat^

136K Shakti entrepreneurs*

Environment

Society



Srinivas Phatak Chief Financial Officer



Accept
your
child's
meeting
invite
too.



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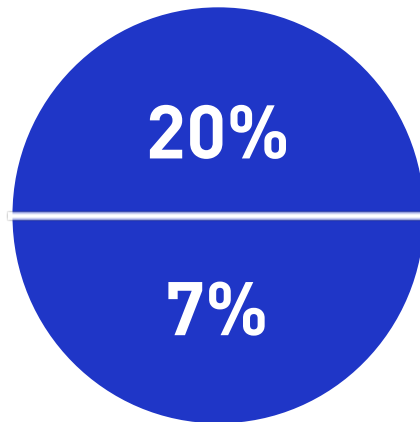
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DQ'20: Growth competitive and profitable

Growth

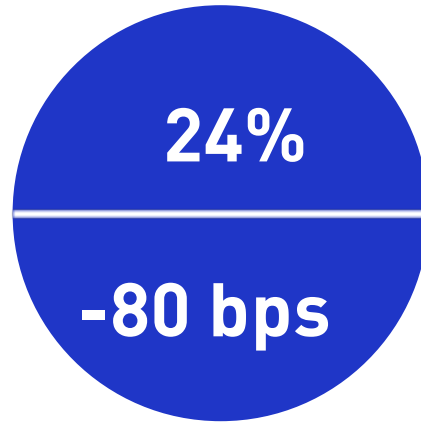
Reported Turnover Growth



Domestic Consumer Growth

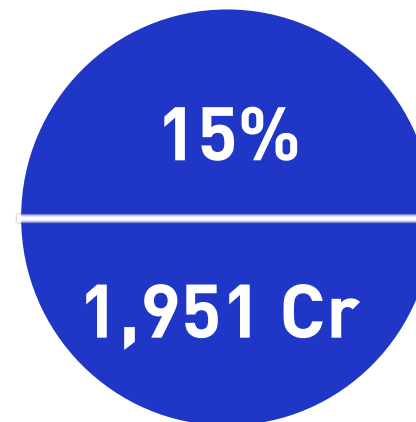
EBITDA

Margin



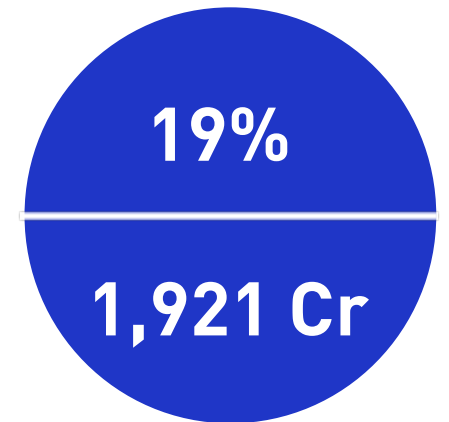
PAT (bei)

Gr %



Net Profit

Gr %

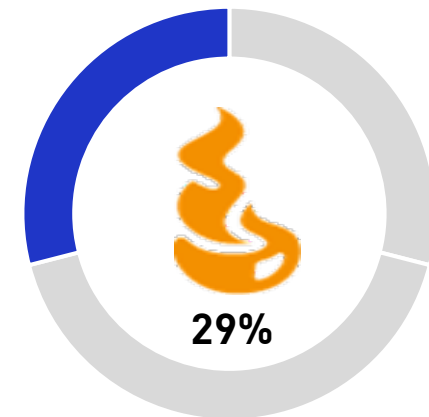
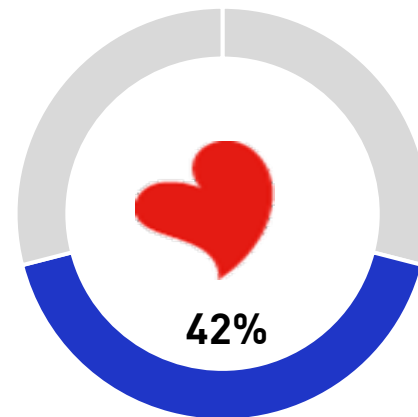
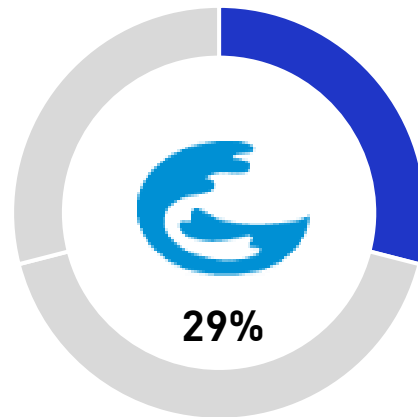


BPC and F&R lead strong performance; HC stable

HOME CARE

BEAUTY & PERSONAL CARE

FOODS & REFRESHMENT



Sales Growth*

-2%

9%

19%

Home Care

Double digit growth in HHC; Fabric wash improves sequentially



- Household Care:** Consecutive quarters of double-digit growth across segments led by penetration gains
 - *Launched Nature Protect and Vim Matic*

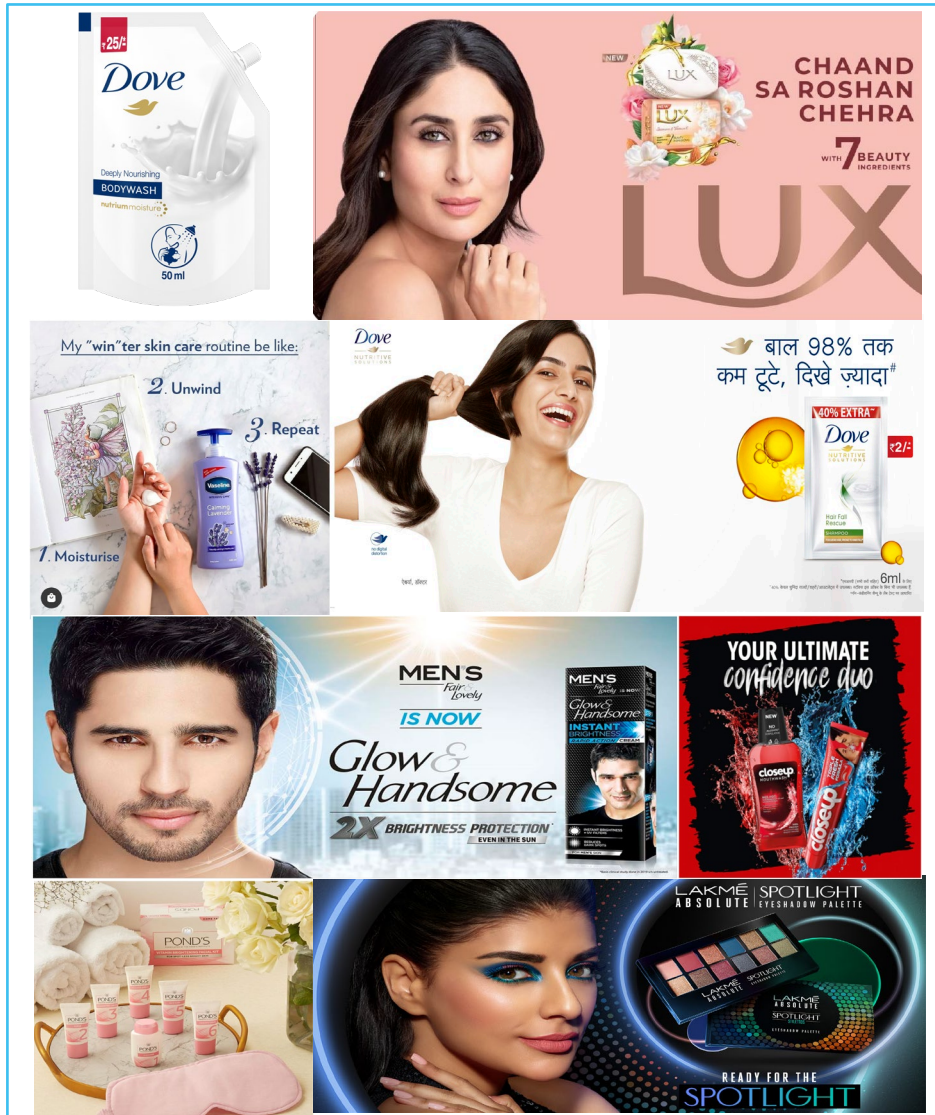
- Fabric Wash:** Competitiveness sustained, performance improving sequentially with increased mobility
 - *Liquids market development continues to yield good results;*
 - *Surf Excel Smart Spray and Active Hygiene launched*

- Purifiers:** Stable performance led by strong execution in e-commerce



Beauty & Personal Care

Strong broad based performance across all categories



- ❑ **Skin Cleansing:** High double-digit growths led by Lifebuoy. Premium Skin Cleansing (Dove & Pears) revives; grows double-digit. Lux growth momentum sustained
 - *Judicious pricing to manage commodity inflation*
- ❑ **Oral Care:** Strong double-digit growth led by Close Up; Pepsodent performs well
- ❑ **Hair Care:** Robust double-digit growths, broad-based performance across brands. Consumer focussed innovations yield good results
- ❑ **Skin Care:** Winter portfolio picks up momentum with strong performance in Vaseline; Facial Cleansing & Talc continue to do well
- ❑ **Color Cosmetics:** Improving sequentially

Foods & Refreshment

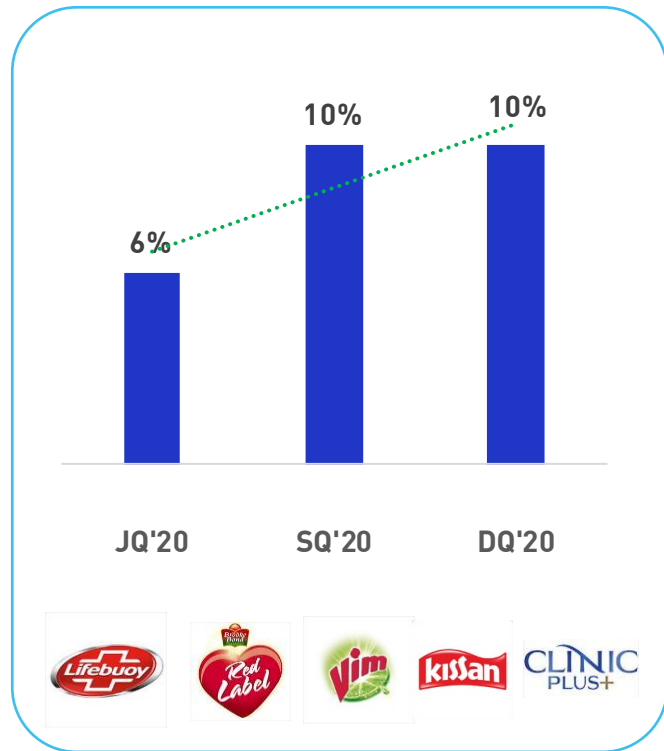
High growth momentum sustained



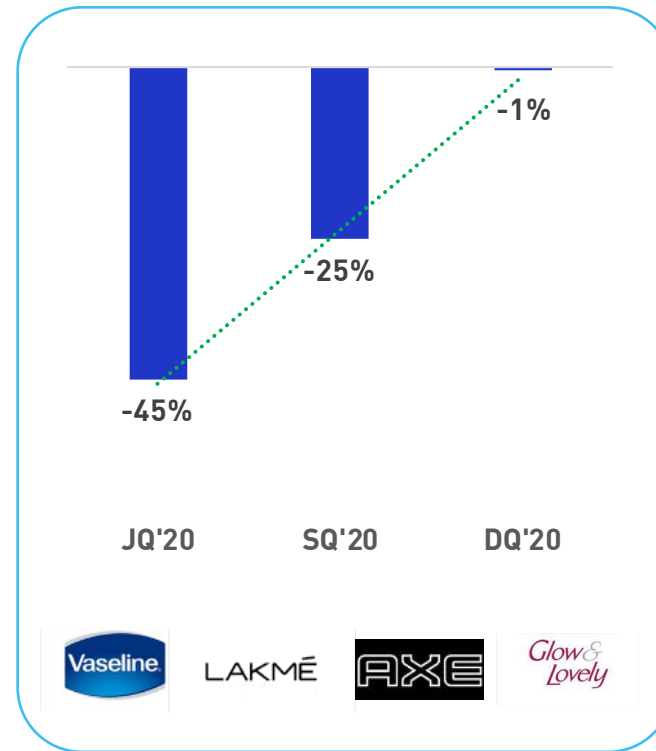
- ❑ **Foods:** 'In-home consumption' trend continues to support portfolio growth; double-digit growth in Ketchups & Soups
- ❑ **Beverages:** Tea continues to outperform with strong double-digit growth across brands; Coffee delivers well on a high base
 - *Bru Veda with goodness of Ayurveda launched in South*
- ❑ **Nutrition:** Double-digit growth* as business returns to normalcy post restoration of disrupted supply lines
 - *Horlicks targets adult nutrition with the relaunch of its Plus range*
- ❑ **Ice Cream, Food Solutions & Vending:** Improving progressively as Out-of-home consumption occasions increase

Health, Hygiene and Nutrition strong; Discretionary recovering

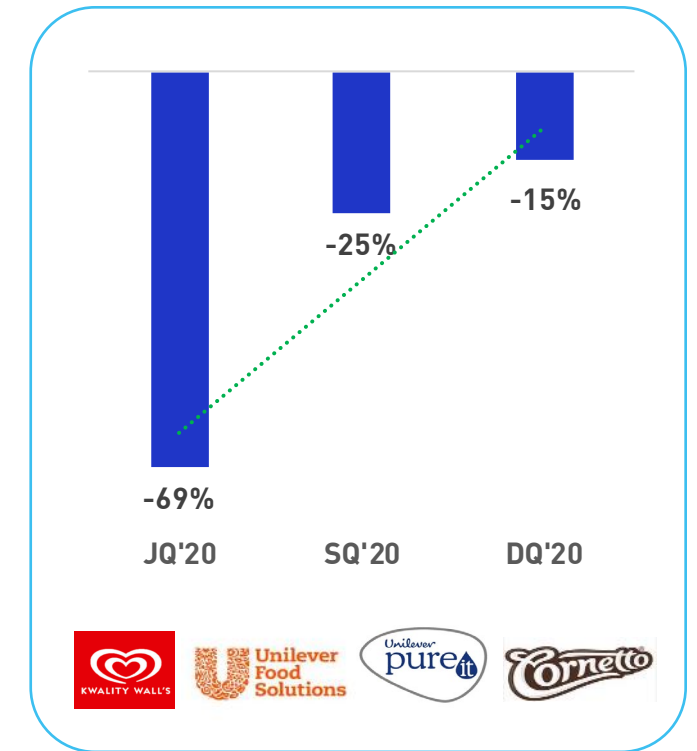
Health, Hygiene and Nutrition



Discretionary



Out of Home



Profitable volume growth remains our focus

Dial-up investments



Innovations



Market Development



E-commerce



Go to Market



Competitive Spends (overall)

Fuel growth



Accretive Mix



Net Revenue Management



Savings across value chain



Nutrition Synergies

Inflationary pressures weigh on margins in the short term

Segmental Performance

HOME CARE



INR 3,409 Cr

-1%

19%

BEAUTY & PERSONAL CARE

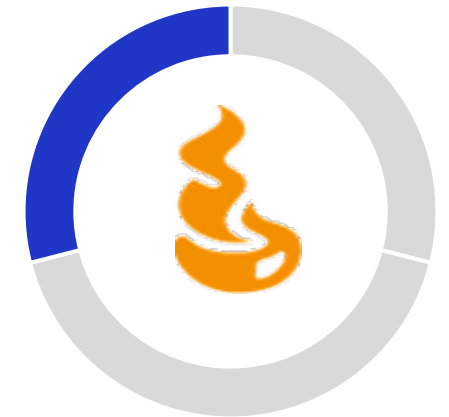


INR 4,841 Cr

10%

29%

FOODS & REFRESHMENT



INR 3,356 Cr

80%

14%

Segmental Revenue Growth*

Segmental Margins**

*Segment Revenue Growth = Segment Turnover growth + Other Operating Income + Impact of merger of GSK CH + Acquisition of VWash

** Segment Margins (EBIT) excludes exceptional items

DQ'20: Results Summary

Rs. Crores

Particulars	DQ'20	DQ'19	Growth %
Sales	11,682	9,696	20%*
EBITDA	2,854	2,445	17%
Other Income (Net)	56	115	
Exceptional Items – Credit / (Charge)	(42)	(99)	
PBT	2,596	2,229	16%
Tax	675	613	
PAT bei	1,951	1,691	15%
Net Profit	1,921	1,616	19%

- *Domestic Consumer Growth at 7%
- Exceptional items include costs related to restructuring and integration of Nutrition business



9-month performance

Rs. Crores

Particulars	YTD Dec'20	YTD Dec'19	Growth %
Sales	33,364	29,388	14%*
EBITDA	8,367	7,535	11%
PAT bei	5,859	5,274	11%
Net Profit	5,811	5,219	11%

- *Domestic Consumer Growth at 1%



Looking ahead

Near-term outlook

- ❑ Improving demand outlook
 - Invest behind consumer centric innovations, market development and capabilities
- ❑ Elevated inflationary pressures in select large categories
 - Drive mix, Net revenue management including judicious pricing and savings

Our focus

- ❑ Drive agility and responsiveness across the value chain given the challenging environment
- ❑ Deliver volume led competitive growth



For more information and updates

Visit our website

Investor Relations

December Quarter 2020 results

Hindustan Unilever will release its financial results for December Quarter 2020 on Wednesday, 27th January, 2021

> [December Quarter 2020 results](#)

The collage features three distinct advertisements. The leftmost ad shows a young girl in a pink dress holding a tennis racket, with the text 'Accept your child's meeting invite too.' and the Surf Excel logo. The middle ad features a woman's hands being washed, with the text 'The ABCs of education haven't changed in over a hundred years. Maybe, now is the time.' and the H-MAT Handwashing logo. The rightmost ad shows a woman's back with a blue spine graphic, with the text 'After 30 bone density starts declining' and the Women's Plus logo.