

Hindustan Unilever Limited

JQ'21 Results : 22nd July 2021

**THIS IS NOT AN AD FOR LIFEBOUY.
THIS IS AN APPEAL TO EVERY INDIAN.**

The key to defeating Coronavirus is **YOU**.



WEAR A MASK



VACCINATE



**KEEP
SOCIAL DISTANCE**



**WASH HANDS WITH
LIFEBOUY or ANY SOAP**

Protecting India from Coronavirus is now in **YOUR** hands.

Issued in public interest by





Safe harbour 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



कोरोना वायरस को फैलने से रोकें.
लाइफ़बॉय साबुन से हाथ धोएं.

प्रमाणित
100%
फॉर्मूला



*साबुन और पानी से हाथ धोना या अल्कोहोल आधारित हैंड सैनिटाइज़र का इस्तेमाल करना एक ऐसा उपाय है जो कोरोना वायरस को फैलने से रोकने के लिए बताया जा रहा है. स्वास्थ्य अधिकारियों द्वारा बताए गए दिशानिर्देशों का पालन करें.



Reduce
belly fat with
Green Tea



Based on studies, consuming 7-8 cups of Green tea (600mg catechins)* day for 8-12 weeks as part of balanced diet and active lifestyle helps reduce weight and waist circumference. A cup of Lipton Green tea ~20-30 mg caffeine. Pregnant and nursing mothers to follow doctor's advice.



ONLY TRUST

INDIA'S NO.1*

WASHING MACHINE
SPECIALIST DETERGENT

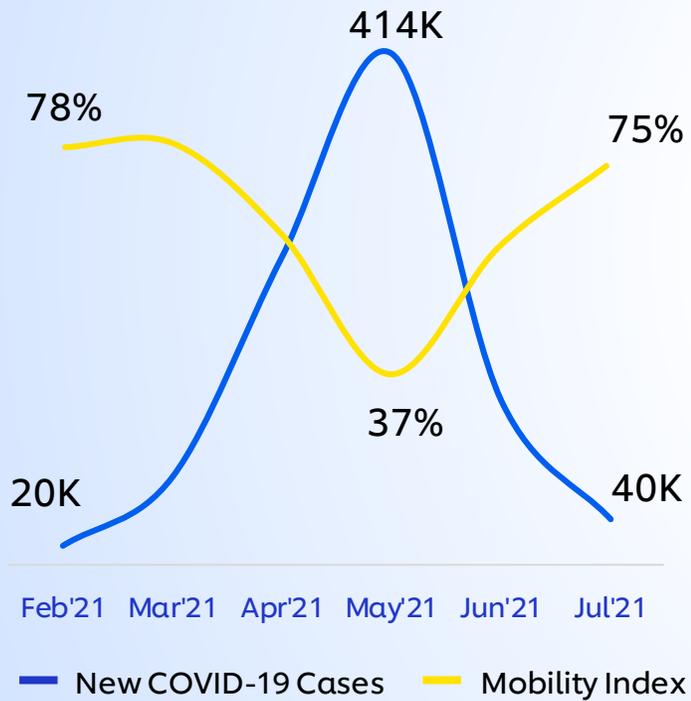


*AS PER NIELSEN RETAIL INDEX DATA FOR MAT MARCH 2020 | ALL INDIA (URBAN+RURAL) MARKET IN WASHING POWDER CATEGORY.

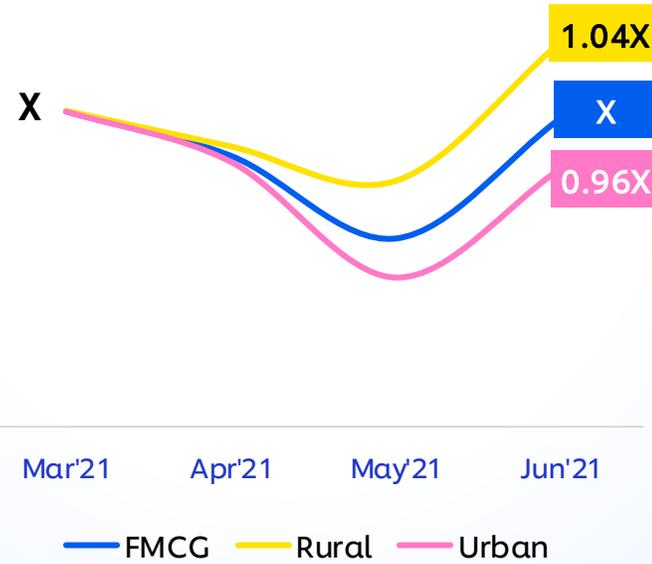


Operating context

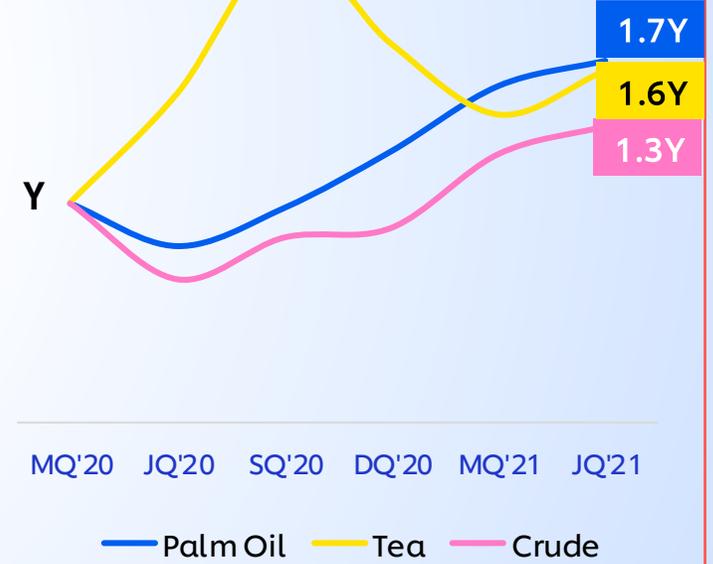
Mobility severely impacted in May, recovering sharply



Rural leading FMCG growth



Inflationary pressures continue



Sources:
 COVID Cases: Ourworldindata as of 19th July 2021
 Mobility: Google LLC "Google COVID-19 Community Mobility Reports <https://www.google.com/covid19/mobility/> Accessed: 21st July 2021
 FMCG Rural and Urban Growth based on Nielsen retail audit



Navigating Wave 2 : Greater resilience, better responsiveness

Fundamentals of growth



People



Supply



Demand



Cost & Cash



Underpinned by Technology



Execution : More agile, more decisive

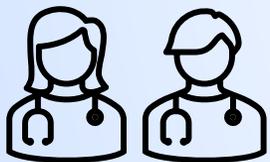
Care for our People



c.90% Vaccinated
(at least 1 Dose)



45 Fully equipped
Ambulances



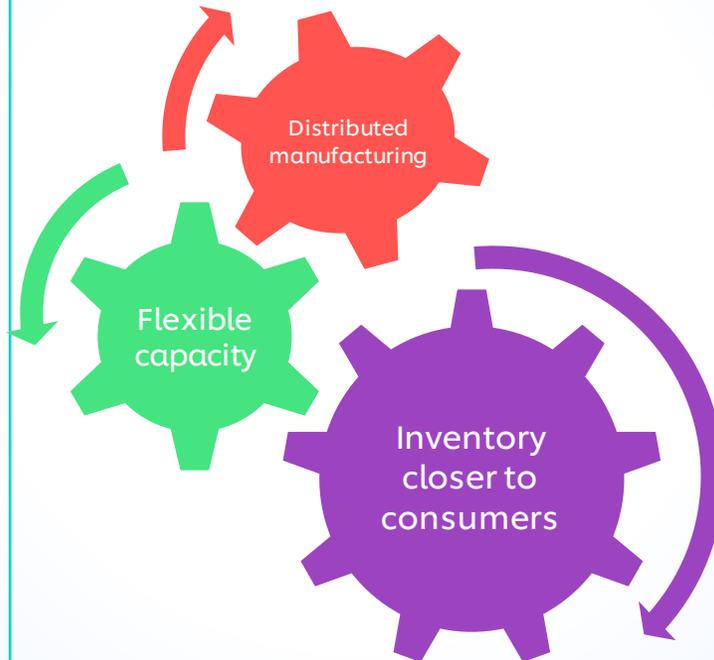
60 Doctors (+40%)



**HOSPITAL
PARTNERSHIPS**

+200 Tie ups

Resilient Supply Chain

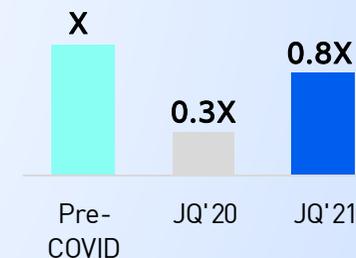


Coverage & Assortment

Effective Coverage*



Assortment



*No. of outlets with monthly average billing >INR 500



Impactful innovations meeting consumer demand

3in1 SMART SHOTS
Surf excel MATIC
 THE SMART WAY TO DO LAUNDRY

CRUNCHY IN CREAMY TUB
NEW
Cadbury crackle

Vaseline
 MOISTURIZING GELS
24 HOURS HYDRATION!
 Rose Water Gel
 Lavender Gel

Vaseline
 Ice Cool Hydration
 INSTANT COOLING
 BODY ICE CREAM

LAKMÉ ABSOLUTE
 ECO REFILL. 85% LESS PLASTIC
 50 g JAR + REFILL ₹499 ONLY
PERFECT RADIANCE
 BRIGHTENING DAY CRÈME WITH SUNSCREENS

HELLMANN'S REAL MAYONNAISE
 NOW IN A LARGE PACK
HELLMANN'S WORLD'S NO. 1 MAYONNAISE BRAND*

LAKMÉ ABSOLUTE
 PLUSH MATTE LIP CRAYON
#GetYourCrayOn
 ULTRA SMOOTH CREAMY MATTE
 FREE SHARPENER

NO ONION NO GARLIC
 TOMATO SAUCE AT **₹120/-**
kissan
 NO ONION NO GARLIC TOMATO SAUCE

LAKMÉ 9to5
 VITAMIN C+ FACIAL SERUM
 FOR SMOOTH AND NOURISHED SKIN

Pepsodent
 with **CPC** TECHNOLOGY
INDIA'S FIRST
 MOUTHWASH THAT FIGHTS COVID-19 CORONAVIRUS
 IN **30s***

LAKMÉ

Dove
 Ultra Smooth Creamy Matte
 For even toned underarms & 48h odour protection
 48h odour protection
 1/4 moisturizing cream



Communications driving salience




Lifebuoy

SILVER SHIELD FORMULA

100% Stronger Gorm Protection*

Total 10

साबुन और पानी से हाथ धोना या अलकोहल आधारित हैंड सैनिटाइजर्स का उपयोग करना कोविडवायरस फैलने के जोखिम को घटाने में मदद करने के लिए एक सुरक्षित मया उपाय है। कृपया स्वास्थ्य अधिकारियों द्वारा सुझाए गए अतिरिक्त दिशानिर्देशों का पालन करें।

JOINT COLLABORATION WITH MCGM TO DISINFECT MUMBAI



Domex

CORONAVIRUS IS TOUGH, DOMEX IS TOUGHER.

Domex KILLS CORONAVIRUS INSTANTLY.




Lipton GREEN TEA PURE & LIGHT

sunsilk

KOMMUNE

SAPNO KA EMAIL



POND'S

POND'S SUPER LIGHT GEL

ऑयल-फ्री मॉइस्चराइजर

for Water Fresh Glow

- विना पियरिंग
- 24 घंटे मॉइस्चराइजिंग
- हर मौसम के लिए



closeup

RED HOT MENTHOL STAY

FIGHTS GERMS, FRESHENS BREATH.



अब वक़्त है चमकने का



Rin

पोलिप्रस्ट पर चुनिंदा डाइस के लेब टेस्ट पर आधारित। पानी के क्लोरिन लेवल और फेब्रिक के डाइस के अनुसार लामों में अंतर हो सकता है।

Wah Taj!




Dove

CONDITIONER



यहाँ कोई भी जीतें, असली जीत कोरोना के खिलाफ, साबुन से हाथ रखे साफ।



Vim

VIM MATIC DISHWASHER TABLET

ALL-IN-ONE FORMULA

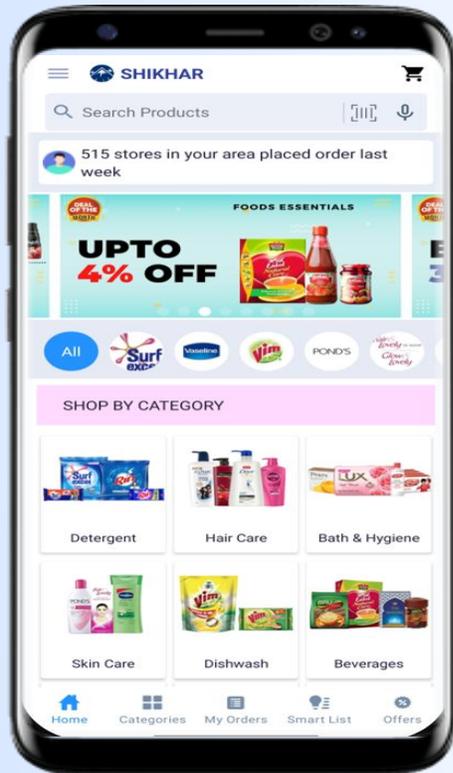
SALT, DETERGENT POWDER, RINSE AID





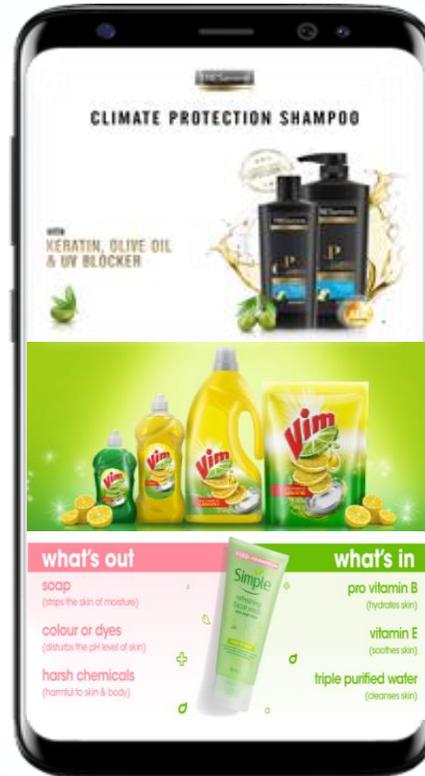
Digitised demand capture : >10% of the business

eRTM - Shikhar



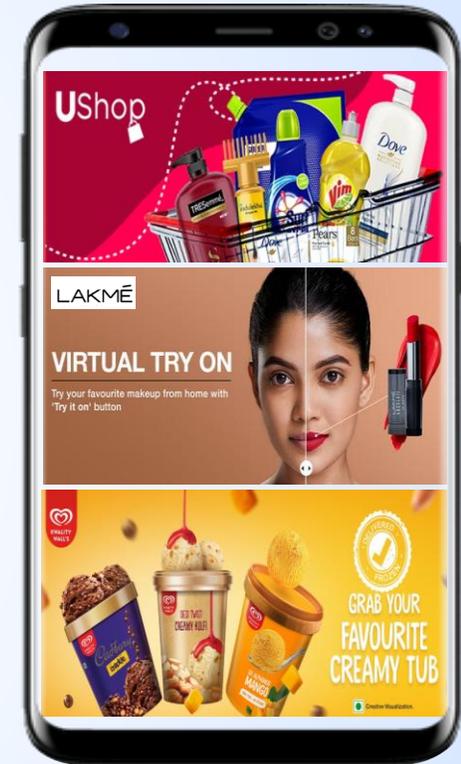
6X contribution vs JQ'20

Accelerating eCommerce



2X contribution vs JQ'20

Direct to Consumer



Exploring new routes to consumer



JQ'21 : Robust performance in a challenging environment

<p>>80%</p> <p>Business Gaining Relative Penetration*</p>	<p>12%</p> <p>Domestic Consumer Growth**</p>
<p>9%</p> <p>Underlying Volume Growth**</p>	<p>10%</p> <p>PAT Growth</p>

Supporting communities

MISSION **HOPE** 2021
Hindustan Unilever Limited
#HULStandsWithTheNation

* As per Kantar Worldpanel for L3M May 2021 on relative basis compared vs L3M May 2019
** Domestic consumer growth and underlying volume growth excludes the impact of acquisition of VWash



Our strategy remains consistent



Our Vision

is to be a leader in sustainable business. We will demonstrate how our purpose-led, future-fit business model drives superior performance delivering consistent, competitive, profitable and responsible growth.

Improve the health of the planet

Improve people's health confidence and wellbeing

Contribute to a fairer, more socially inclusive world



Five strategic choices

1. Developing our portfolio

2. Win with our brands as a force for good, powered by purpose and innovation

3. Lead in the channels of the future

4. Build differentiated structures and capabilities

5. Build a purpose-led, future-fit organisation and growth culture



Operational Excellence

Ritesh Tiwari Chief Financial Officer



कोरोना वायरस को फैलने से रोकें.
लाइफ़बाय साबुन से हाथ धोएं.

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फॉर्मूला



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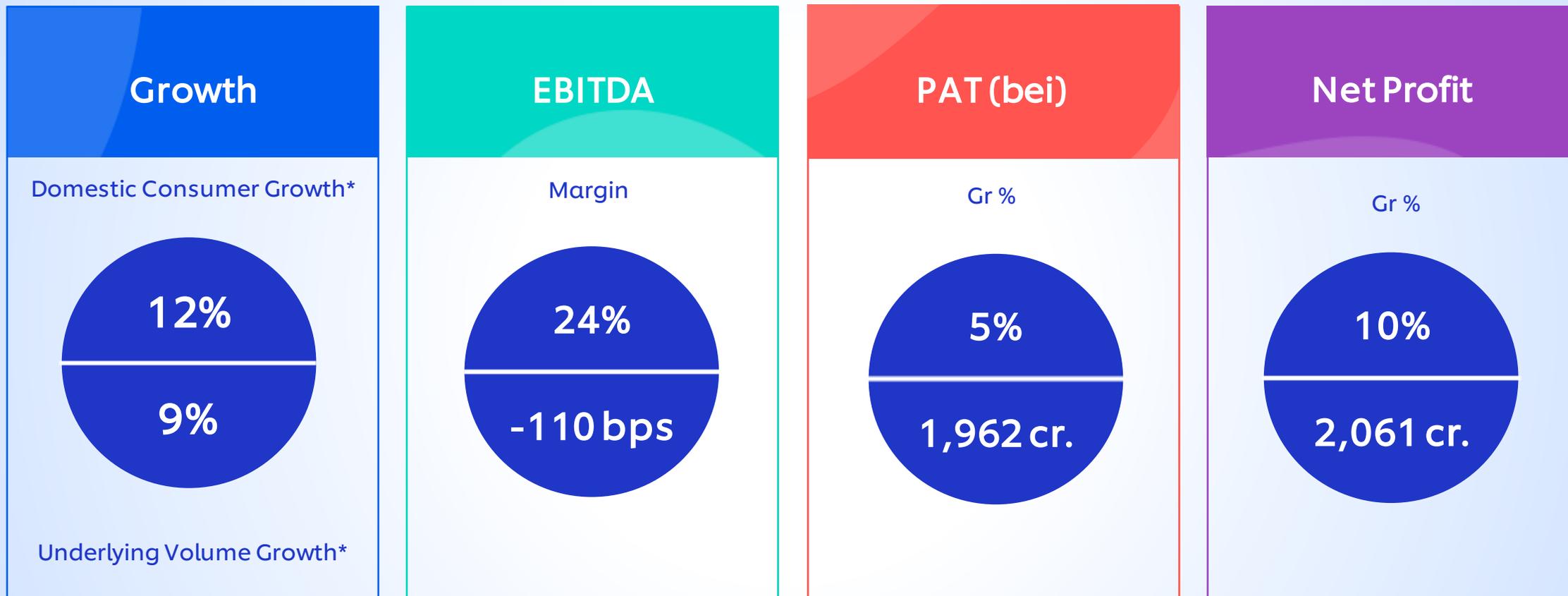
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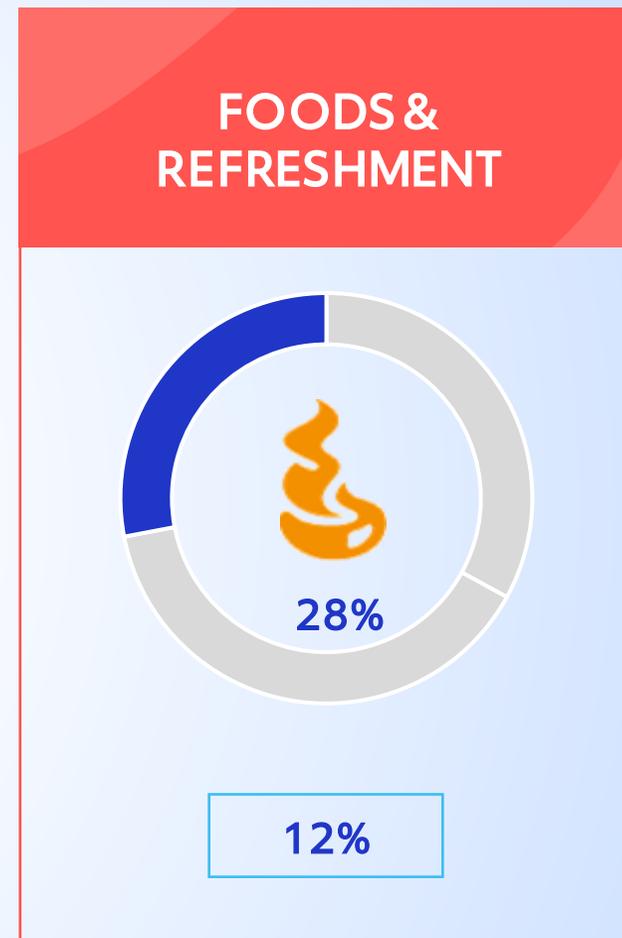
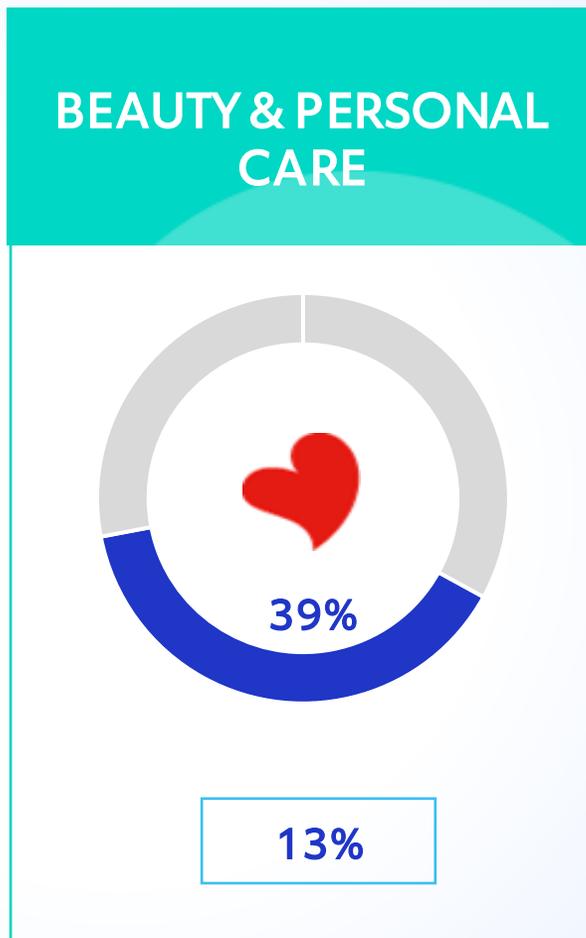
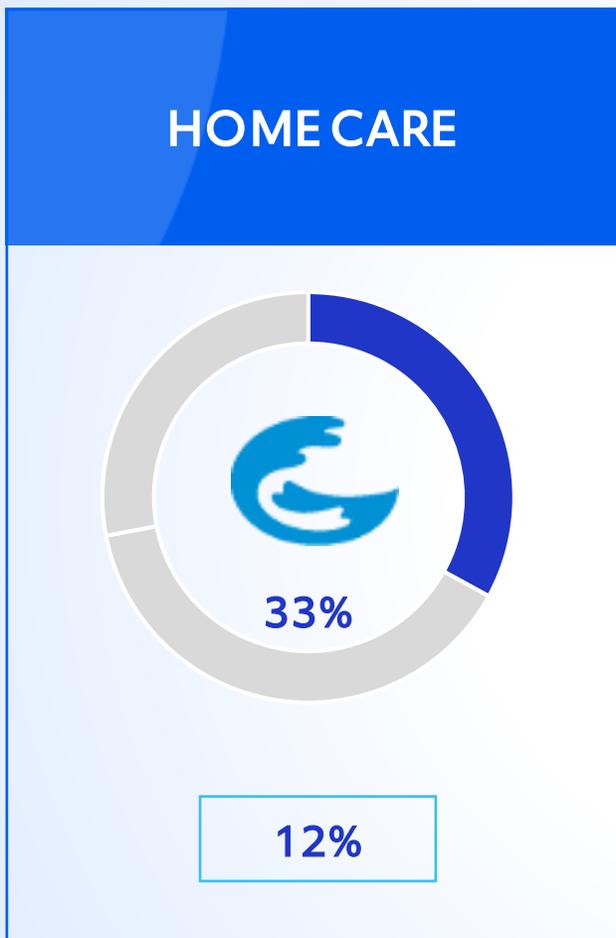
JQ'21 : Robust performance in a challenging environment



* Domestic consumer growth and underlying volume growth excludes the impact of acquisition of VWash



Broad based growth across Divisions



Sales Growth*

*Sales growth excludes the impact of acquisition of VWash



Home Care : Strong performance across Fabric wash & HHC



- ❑ Household Care: High teens growth on a strong base, led by Vim. Premiumisation continues to yield strong results
- ❑ Fabric Wash: Double-digit growth led by strong performance in premium portfolio
 - Launched 'Surf excel 3 in 1 Smart Shots'
 - Significant input cost inflation; calibrated pricing actions to continue
- ❑ Purifiers: Continues to improve sequentially led by acceleration in eCommerce



BPC : Double-digit growth led by Hair Care and Skin Care



- ❑ **Skin Cleansing:** Soaps delivered another strong quarter of growth. Premium portfolio performed well and grew sequentially. Hand hygiene declined on an exceptionally high base. VWash continued its strong momentum
 - *Inflationary pressures remain elevated; calibrated pricing actions continue*
- ❑ **Oral Care:** Closeup continues to do well
 - *Launched 'Pepsodent' Coronavirus fighting mouthwash*
- ❑ **Hair Care:** Strong double-digit growth led by contextual communications and healthy market share gains
- ❑ **Skin Care:** High double-digit growth as mobility improved vs JQ'20. Steady performance in Glow & Lovely with sequential penetration gains
- ❑ **Color Cosmetics:** Strong YOY recovery as mobility improved vs JQ'20



Foods & Refreshment : In-home performs well



- ❑ **Foods:** Soups and Ketchups continue their strong momentum and grew on a high base in JQ'20
- ❑ **Beverages:** Tea continues to gain share, grows high double-digit on a very strong base. Coffee had a soft quarter on the back of high teens growth in the base
- ❑ **Nutrition:** GTM integration progressing well, HFD grew volumes in mid-single digit. Gaining penetration sequentially
- ❑ **Ice Cream, Food Solutions & Vending:** YOY growth on a weak base, performance in the quarter adversely impacted due to limited mobility
 - Launched 'Kwality Wall's Cadbury Crackle' Tub



Discretionary & OOH less impacted than Wave 1

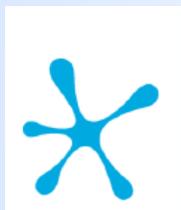
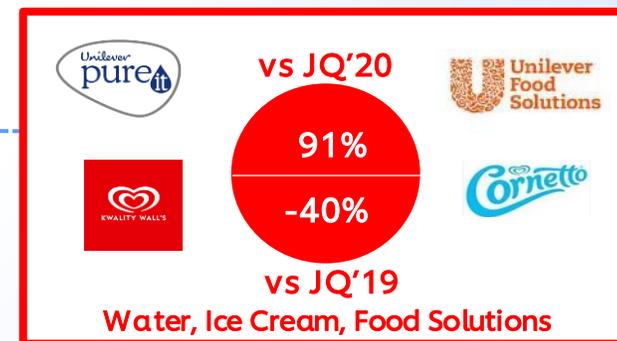
HEALTH, HYGIENE & NUTRITION (c. 85%)



DISCRETIONARY (c. 12%)



OUT OF HOME (c. 3%)





Nutrition : Integration progressing well

Business on virtuous cycle of growth

₹5 वाले हॉर्लिक्स में क्या है?

20g = 1/2 कप दूध (जितना कैल्शियम) + 1 कटोरी पालक (जितना आयरन) + 1/2 संतरे (जितना विटामिन C)

Small text at the bottom: हिन्दुस्तान लिमिटेड, इंडिया का प्रमुख दूध, दही, घी, मक्खन, चॉकलेट, बर्फी, आइसक्रीम, पाउडर, मसुरा, चने, मूंग, मूंगफली, आलू, आटा, आदि उत्पादों का सबसे बड़ा उत्पादक है। 20 ग्राम पाउडर के साथ 200 मिलीलीटर दूध मिलाकर पी सकते हैं।

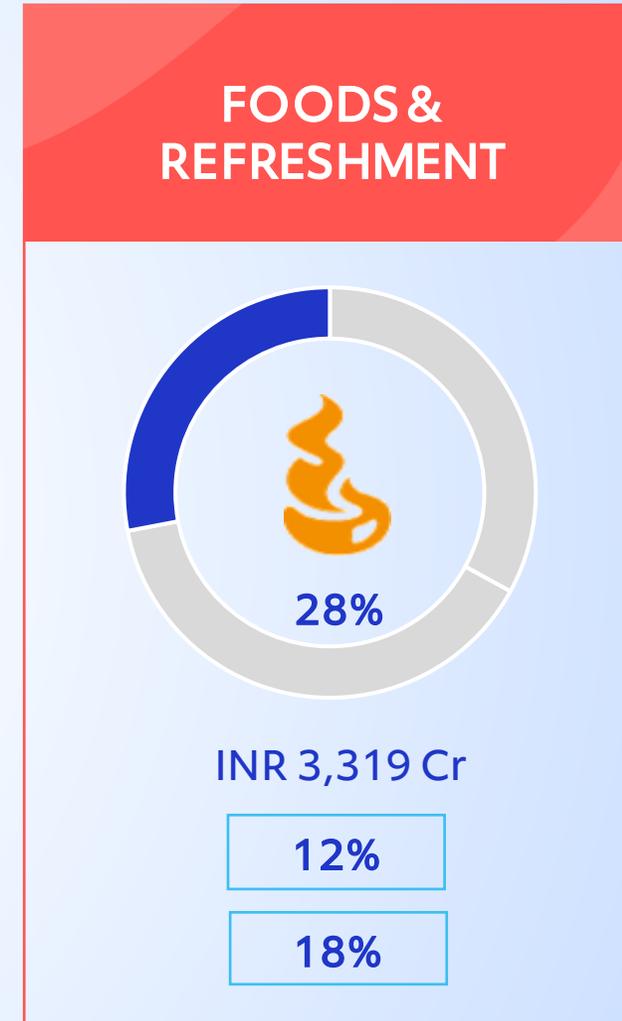
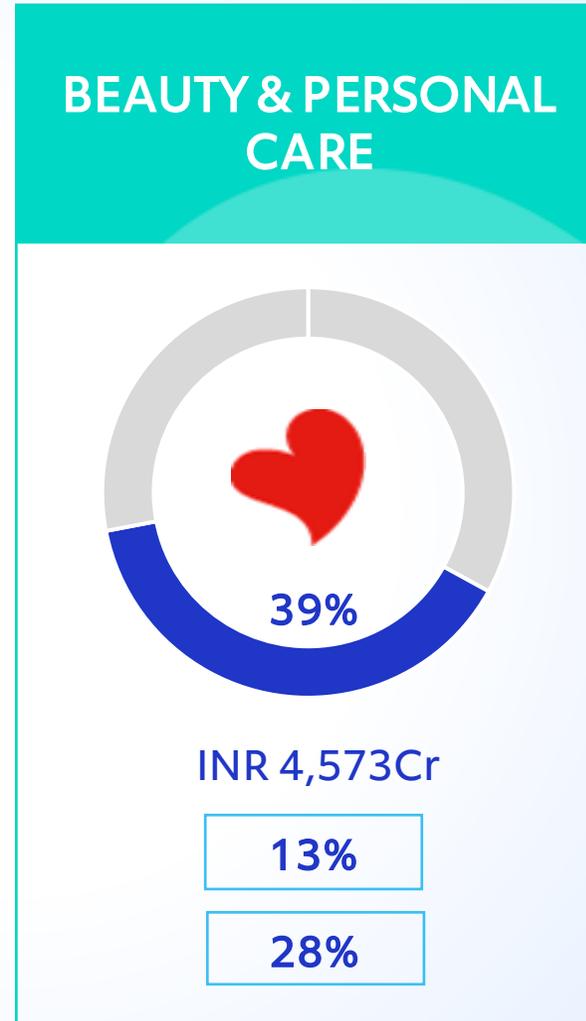
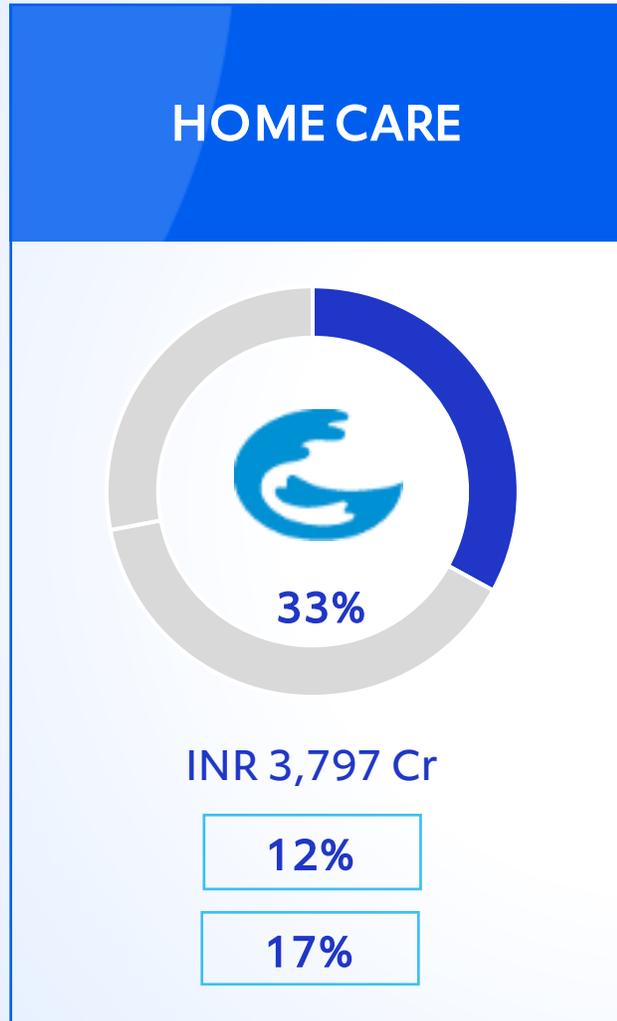
Boost IS THE SECRET OF MY ENERGY.

<p>c.50%</p> <p>GTM integration completed</p>	<p>1.4x</p> <p>Increasing direct coverage</p>
<p>+0.5m contacts</p> <p>Market development</p>	<p>Continued journey on cost synergies</p>

JQ'21 : Segmental performance

Segmental Revenue Growth*

Segmental Margins**



*Segment Revenue Growth = Segment Turnover growth + Other Operating Income + Acquisition of VWash

** Segment Margins (EBIT) excludes exceptional items



JQ'21 : Results summary

Rs. Crores

Particulars	JQ'21	JQ'20	Growth%
Sales	11,730	10,406	13%*
EBITDA	2,847	2,644	8%
Other Income (Net)	56	127	
Exceptional Items – Credit / (Charge)	(26)	(118)	
PBT	2,633	2,411	9%
Tax	572	530	
PAT bei	1,962	1,873	5%
Net Profit	2,061	1,881	10%

- *Domestic Consumer Growth at 12% (excludes impact of acquisition of VWash)



Cautiously optimistic in the near term

- ❑ Mobility improving; our portfolio and capabilities will hold us in good stead
 - Possible surge in infection rates may cause uncertainty to demand
- ❑ Rural continues to be resilient; monsoon and crop sowing key
- ❑ Commodities remain volatile and elevated
 - Judicious pricing actions coupled with cost agility and savings programmes

Our focus

- ❑ Deliver volume led competitive growth with the right balance on pricing
- ❑ Consumer centric innovations, market development and digital transformation 'Re-imagining HUL'
- ❑ Win in high growth channels of eCommerce and General Trade



For more information and updates

Visit our website

June Quarter 2021 results

Hindustan Unilever will release its financial results for June Quarter 2021 on Thursday, 22nd July, 2021.

[> June Quarter 2021 results](#)

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