

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
LIFEBUOY 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

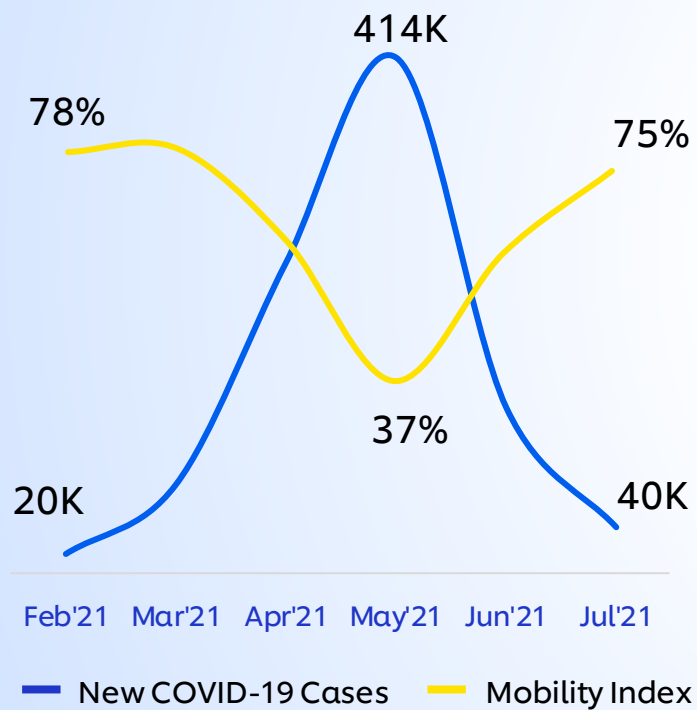


*AS PER NIELSEN RETAIL INDEX DATA FOR MAT MARCH 2020 | ALL INDIA (URBAN+RURAL) MARKET IN WASHING POWDER CATEGORY.

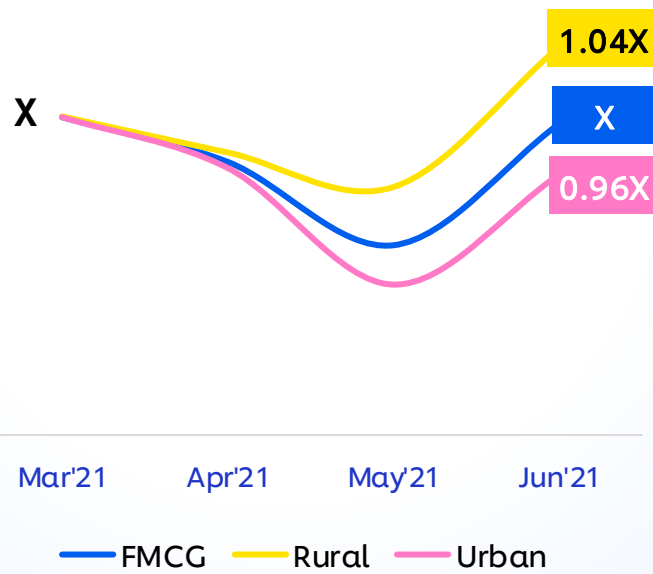


Operating context

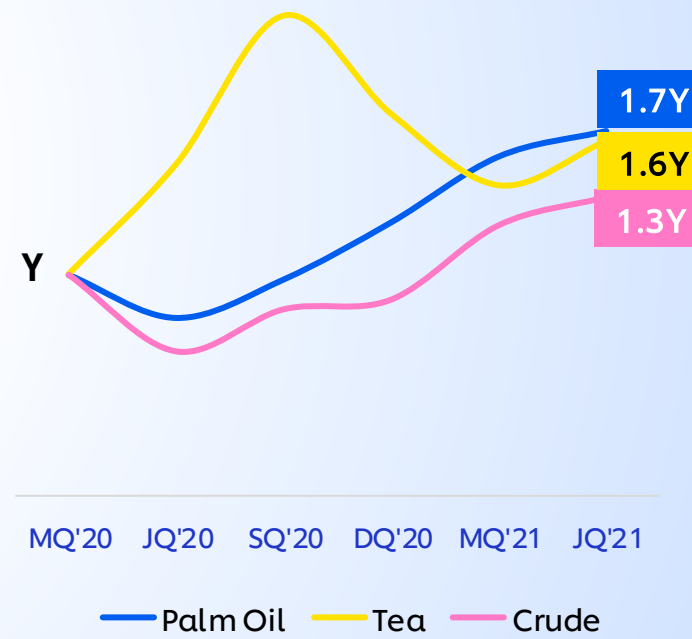
Mobility severely impacted in May, recovering sharply



Rural leading FMCG growth

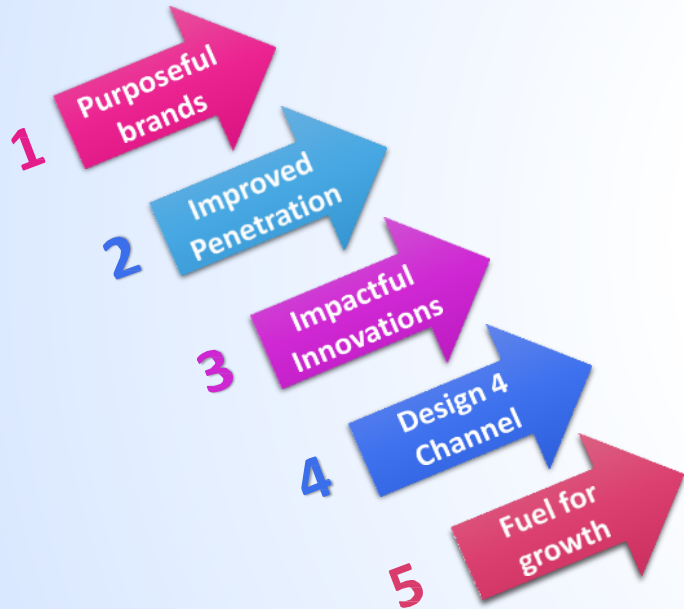


Inflationary pressures continue



Navigating Wave 2 : Greater resilience, better responsiveness

Fundamentals of growth



People



Supply



Demand



Cost & Cash



Underpinned by Technology

Execution : More agile, more decisive

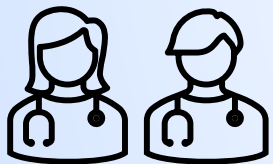
Care for our People



c.90% Vaccinated
(at least 1 Dose)



45 Fully equipped
Ambulances

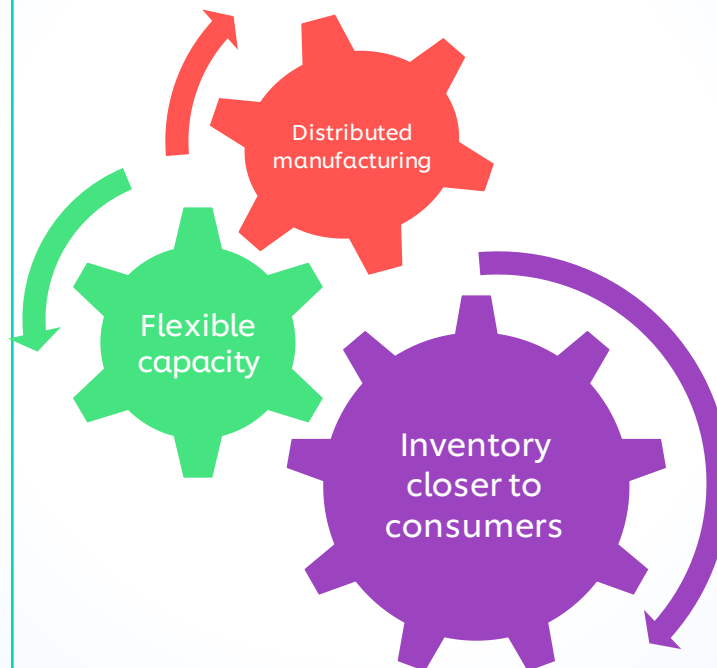


60 Doctors (+40%)



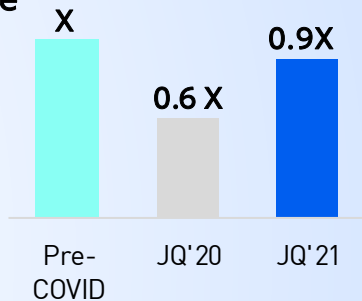
+200 Tie ups

Resilient Supply Chain

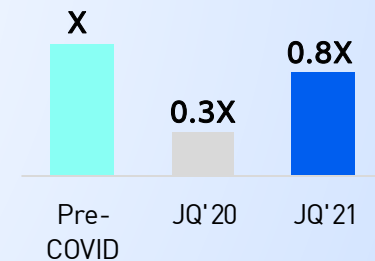


Coverage & Assortment

Effective Coverage*



Assortment



Impactful innovations meeting consumer demand



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

LAKMÉ ABSOLUTE

ECO REFILL. 85% LESS PLASTIC
50 g JAR + REFILL ₹499 ONLY

PERFECT RADIANCE
BRIGHTENING DAY CRÈME WITH SUNSCREENS





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




INDIA'S FIRST MOUTHWASH THAT FIGHTS COVID-19 CORONAVIRUS IN 30s*

*Against SARS-COV-2 tested in-vitro 2021

CRUNCHY IN CREAMY TUB

NEW



CADURBY AND CRACKLE are trademarks of Mondelez International Group, used under license.



HELLMANN'S MAYONNAISE NOW IN A LARGE PACK

HELLMANN'S WORLD'S NO. 1 MAYONNAISE BRAND*



LAKMÉ



Vaseline

MOISTURIZING GELS

24 HOURS HYDRATION!



24 HOURS HYDRATION BASED ON CLINICAL STUDY 2020



NO ONION NO GARLIC TOMATO SAUCE AT ₹120/-



LAKMÉ ABSOLUTE PLUSH MATTE LIP CRAYON



#GetYourCrayOn

ULTRA SMOOTH CREAMY MATTE



For even toned underarms & 48h odour protection



Communications driving salience



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 सुझाया गया उपाय है।
कृपया स्वास्थ्य अधिकारियों द्वारा सुझाए गए अतिरिक्त दिशानिर्देशों का पालन करें।

JOINT COLLABORATION
WITH MCGM TO
DISINFECT MUMBAI



CORONAVIRUS IS TOUGH,
DOMEX IS TOUGHER.

DOMEX KILLS
CORONAVIRUS
INSTANTLY.



POND'S

POND'S SUPER LIGHT GEL
ऑयल-फ्री मॉइस्चराइजर

Water Fresh Glow

- बिना पिचियस
- 24 घंटे मॉइस्चराइजेशन
- हर मौसम के लिए



closeup

RED HOT HEALTHY STRAT

FIGHTS GERMS,
FRESHENS
BREATH.





₹ 21/-

Dove

Conditioner



VIM MATIC

DISHWASHER
TABLET

ALL-IN-ONE FORMULA



Lipton

GREEN TEA

PURE & LIGHT

sunsilk

KOMMUNE

SAPNO KA
EMAIL



अब वफ़ात है
चमकने का



पोलिप्रैस्ट पर बुनियादी डाइस के लेब टेस्ट पर आधारित।
पानी के क्लोरीन लेवल और फेब्रिक के डाइस के अनुसार लाभों में अंतर हो सकता है।

Wah Taj!





VIM

VIM MATIC

DISHWASHER
TABLET

ALL-IN-ONE FORMULA

SALT

DETERGENT
POWDER

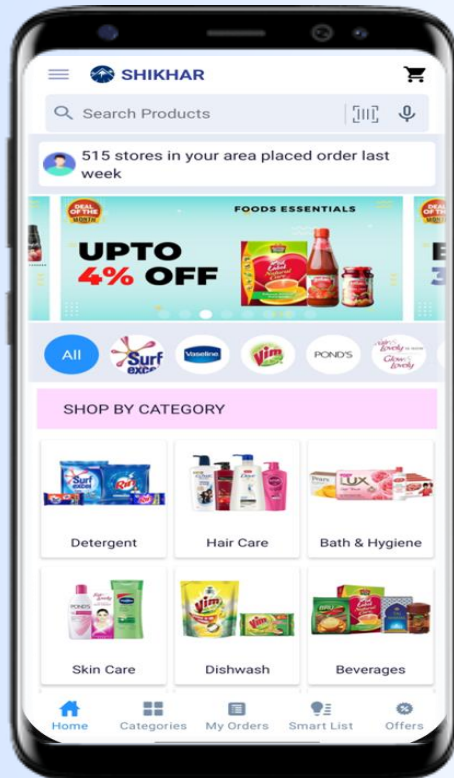
RINSE AID

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



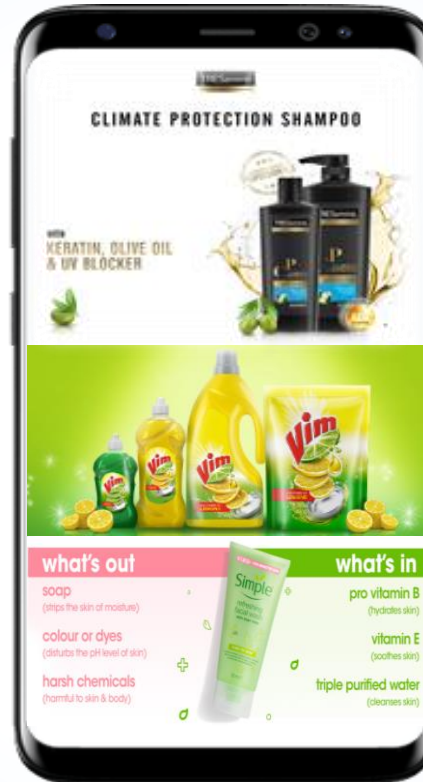
Digitised demand capture : >10% of the business

eRTM - Shikhar



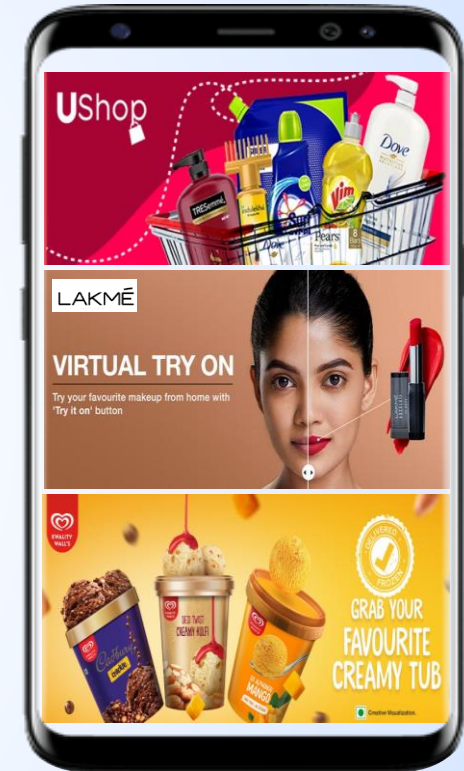
6X contribution vs JQ'20

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 H₂OPE

Hindustan Unilever Limited

#HULStandsWithTheNation

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.
लाइफ़बॉय साबुन से हाथ धोएं.

प्रमाणित
100%
फॉर्मूला



*साबुन और पानी से हाथ धोना या अल्कोहोल आधारित हैंड सैनिटाइजर 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

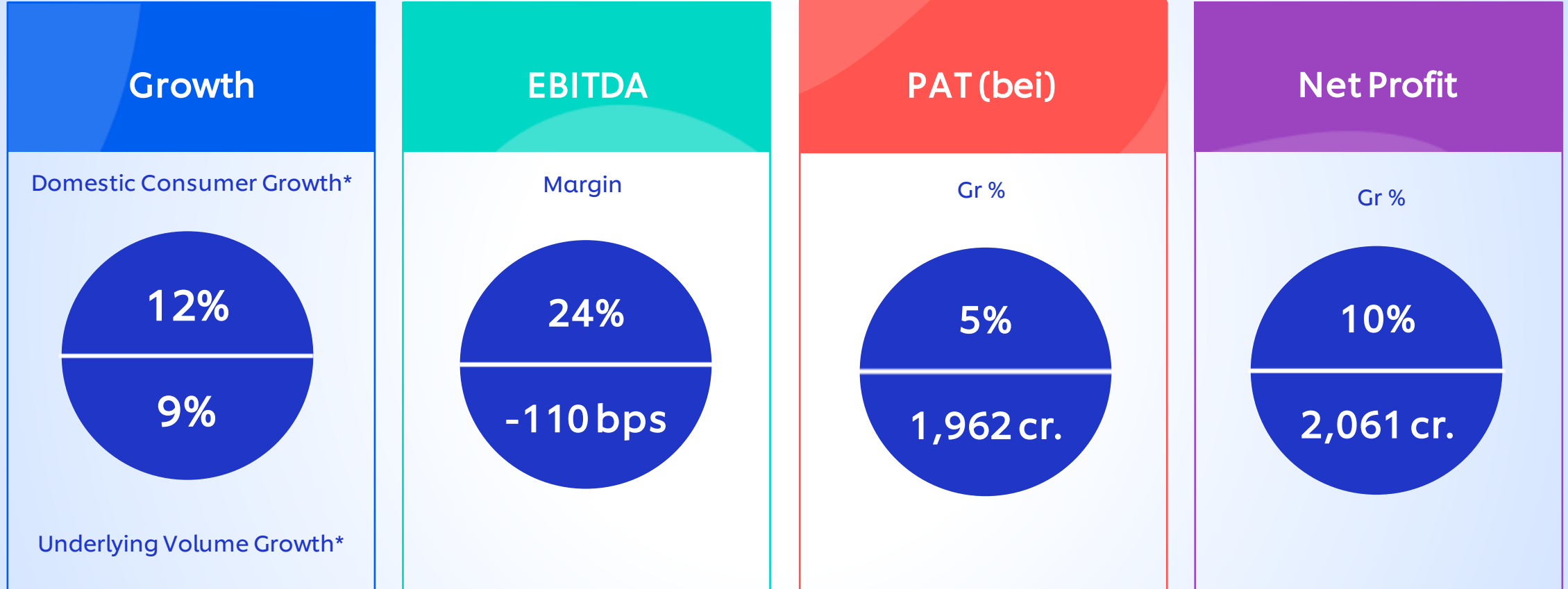
INDIA'S NO.1*

WASHING MACHINE
SPECIALIST DETERGENT



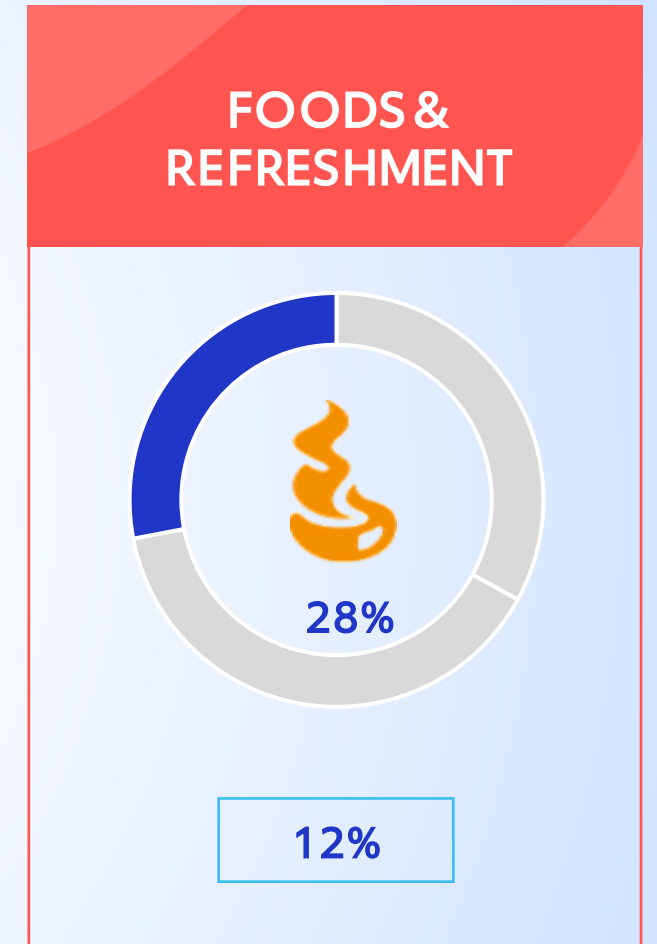
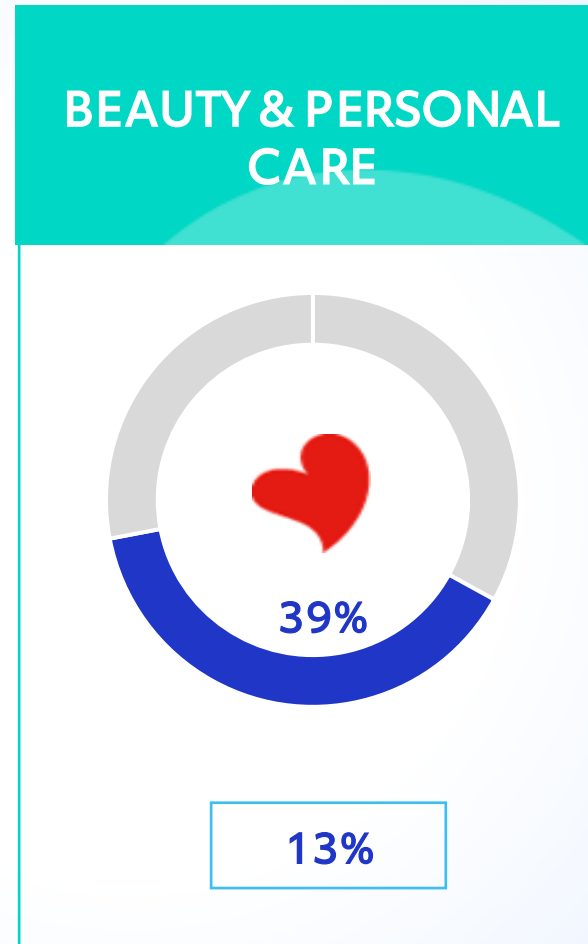
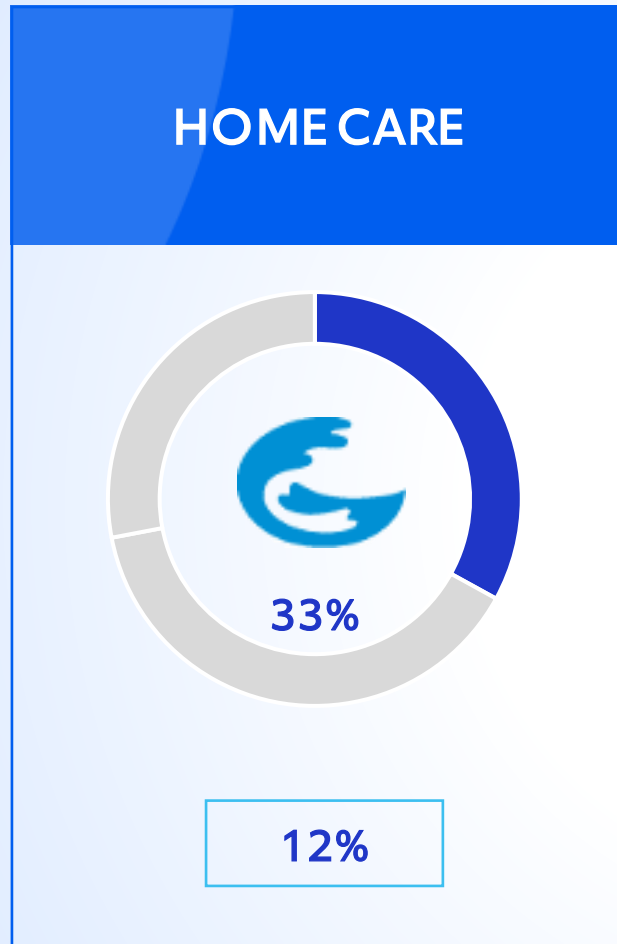
*AS PER NIELSEN RETAIL INDEX DATA FOR MAT MARCH 2020 | ALL INDIA (URBAN+RURAL) MARKET IN WASHING POWDER CATEGORY.

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*



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



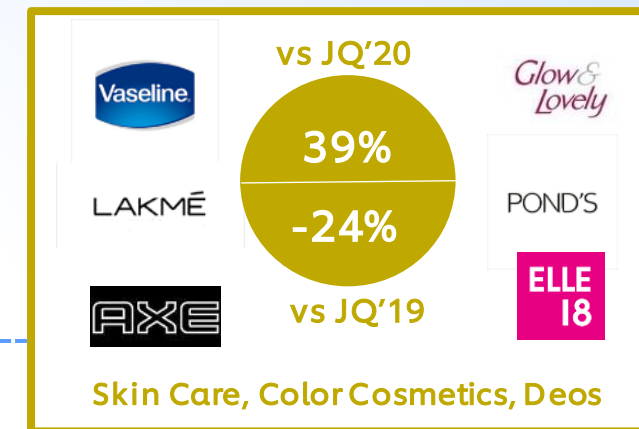
- ❑ **Foods:** Soups and Ketchups continue their strong momentum and grew on a high base in JQ'20
- ❑ **Beverages:** Tea continues to gain share, grows high double-digit on a very strong base. Coffee had a soft quarter on the back of high teens growth in the base
- ❑ **Nutrition:** GTM integration progressing 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

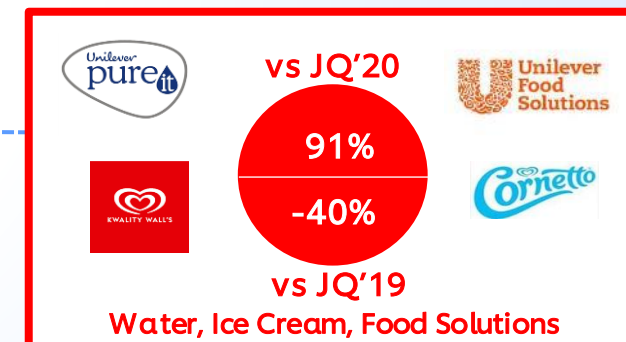
HEALTH, HYGIENE & NUTRITION (c. 85%)



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 संतरा
जितना विटामिन C

Boost IS THE SECRET OF MY ENERGY.

Hindustan Unilever Limited

c.50%

GTM integration
completed

1.4x

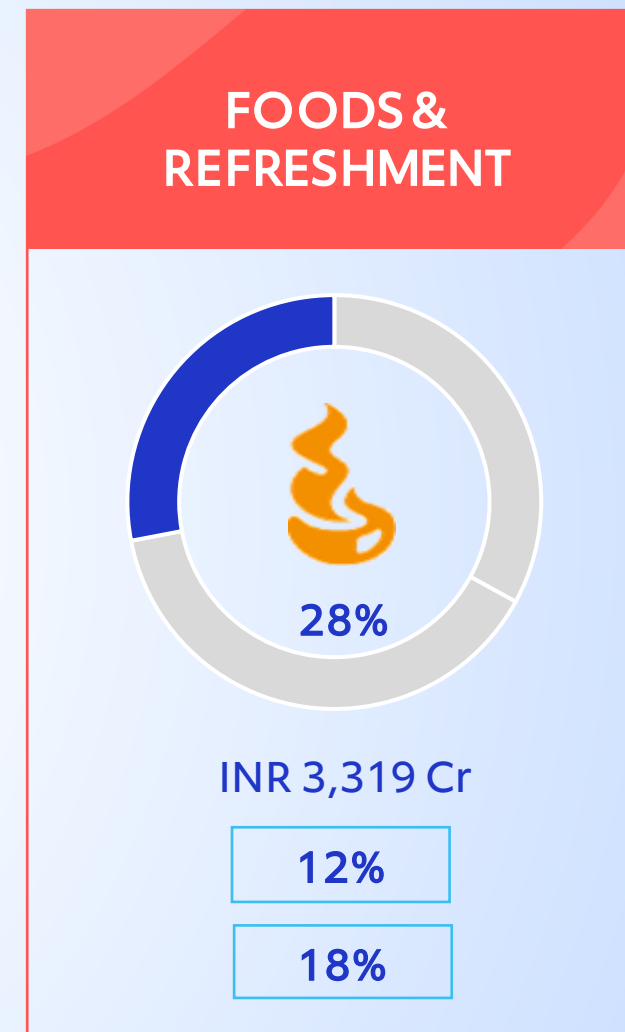
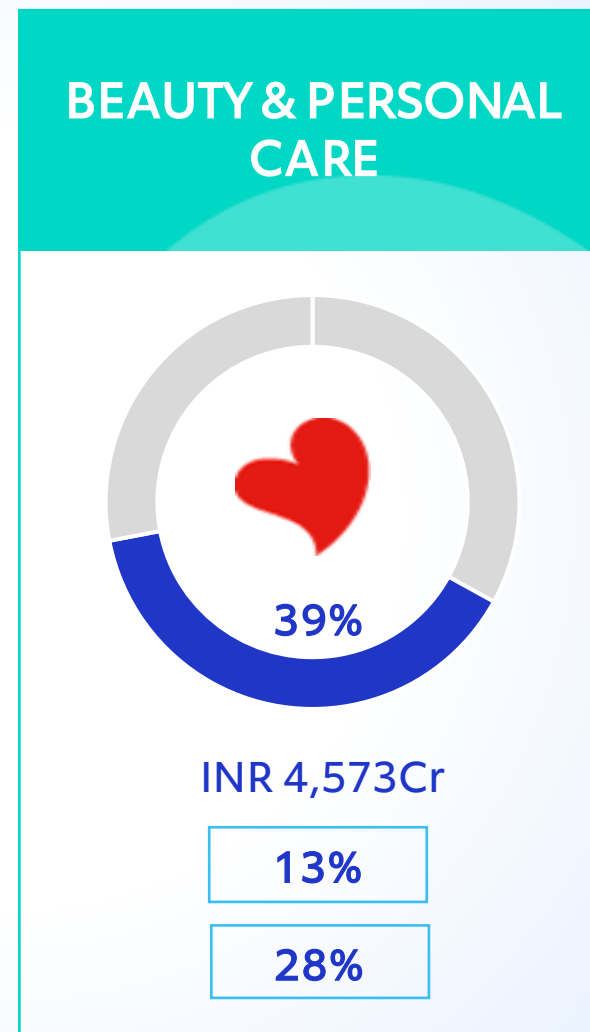
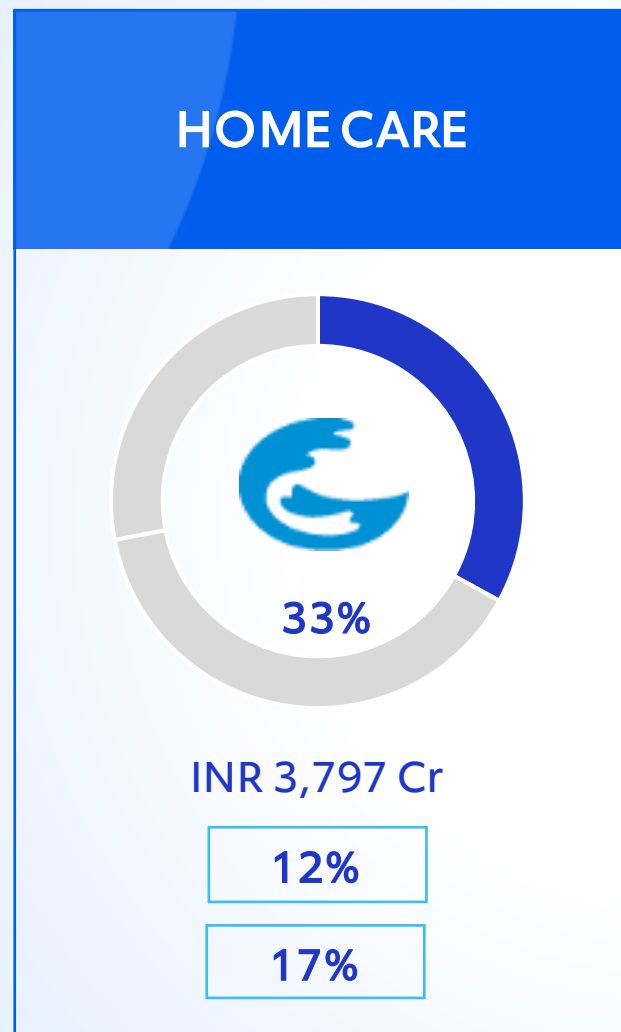
Increasing direct
coverage

**+0.5m
contacts**

Market development

**Continued
journey on
cost synergies**

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

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](#)

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
LIFEBUOY OR ANY SOAP

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

Issued in public interest by 

