



Hindustan Unilever Limited

22nd July, 2021

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 / Madam,

Sub: Investor Presentation

This is further to our letter dated 8th July, 2021, intimating a presentation to be made to Analysts / Investors on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended 30th June, 2021 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 Unaudited Standalone and Consolidated Financial Results of the Company for the quarter ended 30th June, 2021.

You are requested to take the above information on your record.

Thanking you,

Yours faithfully,

For **HINDUSTAN UNILEVER LIMITED**

DEVOPAM
NARENDRA
BAJPAI

Digitally signed by
DEVOPAM NARENDRA
BAJPAI
Date: 2021.07.22 13:20:03
+05'30'

Dev Bajpai
Executive Director, Legal & Corporate Affairs
and Company Secretary
DIN: 00050516 / FCS No: 3354

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.
लाइफबुय साबुन से हाथ धोएं.

प्रमाणित
100%
क्रॉसप्रॉटेक्ट



*लाइफ बुय साबुन से हाथ धोने का क्रॉसप्रॉटेक्ट क्वालिटी बिंदु शीतलूक का इस्तेमाल करके हाथ धोने के साथ-साथ लाइफ बुय हैंड सैनिटाइजर का उपयोग करें।
लाइफ बुय साबुन से हाथ धोने से कोरोना वायरस को फैलने से रोकें।



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



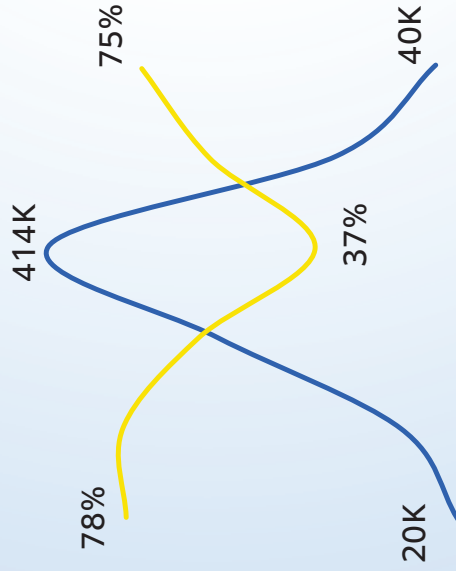
*AS PER NIELSEN RETAIL INDEX DATA FOR MAY MARCH 2020 | ALL INDIA (URBAN+RURAL) MARKET IN WASHING POWDER CATEGORY.



Hindustan Unilever Limited

Operating context

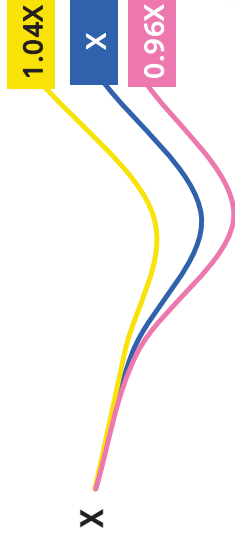
Mobility severely impacted in May, recovering sharply



Feb'21 Mar'21 Apr'21 May'21 Jun'21 Jul'21

— New COVID-19 Cases — Mobility Index

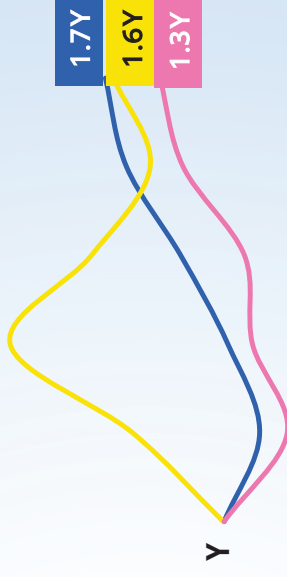
Rural leading FMCG growth



Mar'21 Apr'21 May'21 Jun'21

— FMCG — Rural — Urban

Inflationary pressures continue



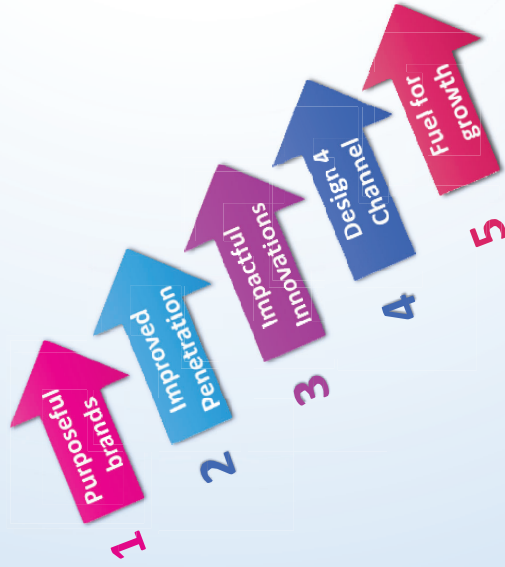
MQ'20 JQ'20 SQ'20 DQ'20 MQ'21 JQ'21

— Palm Oil — Tea — Crude

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

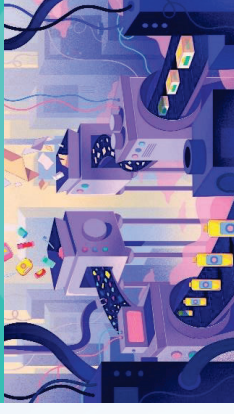
Fundamentals of growth



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

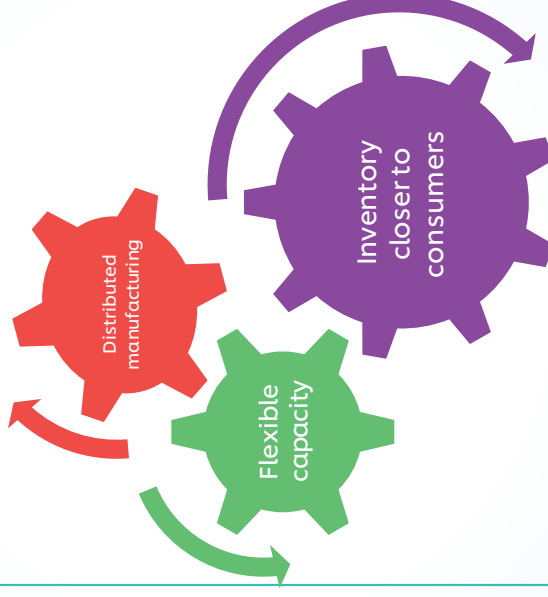


60 Doctors (+40%)



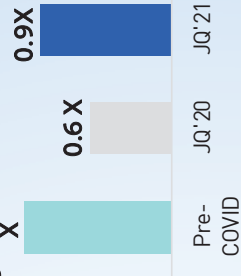
+200 Tie ups

Resilient Supply Chain



Coverage & Assortment

Effective Coverage*



Assortment



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

Impactful innovations meeting consumer demand

LAKMÉ
ABSOLUTE

PERFECT RADIANCE
BRIGHTENING DAY CRÈME
WITH SUNSCREENS

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



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

LAKMÉ 9to5
 VITAMIN C+ FACIAL SERUM
 30ml / 1.0 fl.oz.

Peppermint

INDIA'S FIRST

MOUTHWASH THAT FIGHTS

COVID-19 CORONAVIRUS

IN 30s*

*As per SARS-CoV-2 tested in vitro 2020

A vibrant advertisement for Cadbury Crackle Creamy Tub. The central focus is a blue tub of the product, topped with a gold band. The tub features the 'Cadbury' logo in white script and 'crackle' in a yellow box. A red heart-shaped logo with 'QUALITY MILK' is also visible. The tub is surrounded by a generous amount of chocolate shavings and nuts. To the left, a gold band is shown with two scoops of the creamy chocolate filling. The background is a deep purple, and the overall composition is dynamic and appetizing.

The image contains two separate advertisements. The left advertisement features a white bottle of Vaseline Ice Cream Intense Cooling Lotion and a white tub of Vaseline Ice Cream. The right advertisement is for 'No Onion No Garlic' Tomato Sauce, showing a man holding a large garlic bulb and a can of the sauce.

LAKMÉ ABSOLUTE
PUSH MATTE LIP CRAYON

#GetYourCrayOn
ULTRA SMOOTH
CREAMY MATTE

LAKMÉ ABSOLUTE
PUSH MATTE LIP CRAYON
PINK

LAKMÉ ABSOLUTE
PUSH MATTE LIP CRAYON
PINK

LAKMÉ ABSOLUTE
PUSH MATTE LIP CRAYON
PINK

FREE SAMPLES

For even toned underarms & 48h odour protection

100% Natural
100% Fragrance Free
100% Hypoallergenic

 **Dove**
Axe
Body Wash
Deodorant
Shampoo
Soap
Conditioner
Body Lotion
Body Cream
Body Oil
Body Butter
Body Milk
Body Gel
Body Spray
Body Powder
Body Cream
Body Lotion
Body Oil
Body Butter
Body Milk
Body Gel
Body Spray
Body Powder

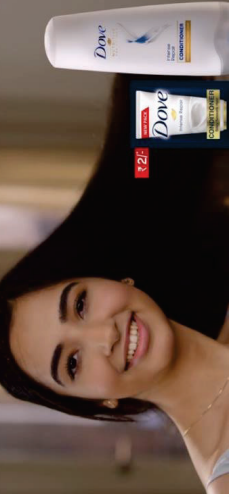


Hindustan Unilever Limited

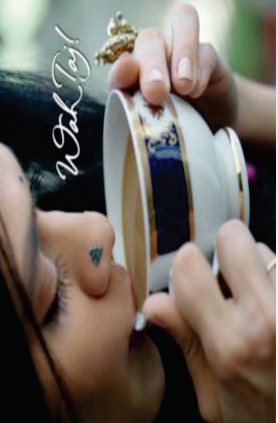
Communications driving salience



आपकी सुरक्षा के लिए हमने डॉ. अशोक कुमार कापूर को डॉ. अशोक कुमार कापूर का चरित्र बनाया है।
डॉ. अशोक कुमार कापूर को डॉ. अशोक कुमार कापूर के रूप में चित्रित किया गया है।
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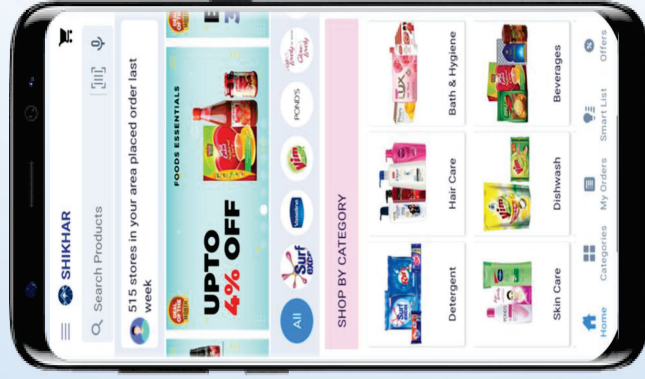


यहाँ कोई भी जीतें,
असली जीत कोरोना के खिलाफ, साबुन से हाथ रखे साफ।



Digitised demand capture : >10% of the business

eRTM - Shikhar



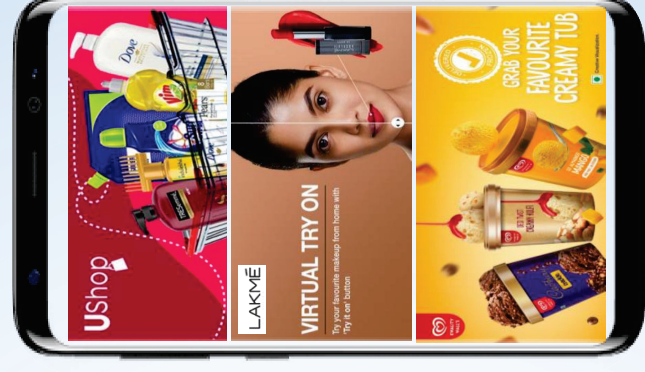
6X contribution vs JQ'20

Accelerating eCommerce



2X contribution vs JQ'20

Direct to Consumer



Exploring new routes to consumer

JQ'21 : Robust performance in a challenging environment

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



* 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.
लाइफबुय साबुन से हाथ धोएं.

प्रमाणित
100%
फॉर्म्युला



*लाइफबुय साबुन से हाथ धोने का अनुशंसित आवृत्ति है: प्रतिगणक का इस्तेमाल करके हाथ धोने के बाद 20 सेकंड से कम से कम 20 सेकंड के लिए साबुन का पद. परंपरागत डिटर्जेंट्स से कम से कम 20 सेकंड के लिए हाथ धोने का अनुशंसित आवृत्ति है.



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

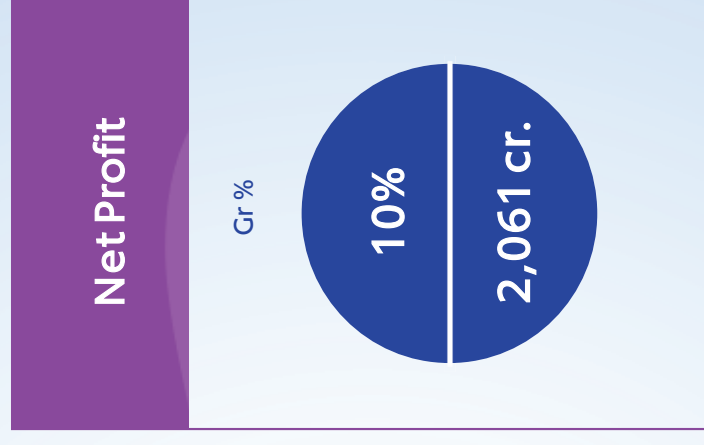
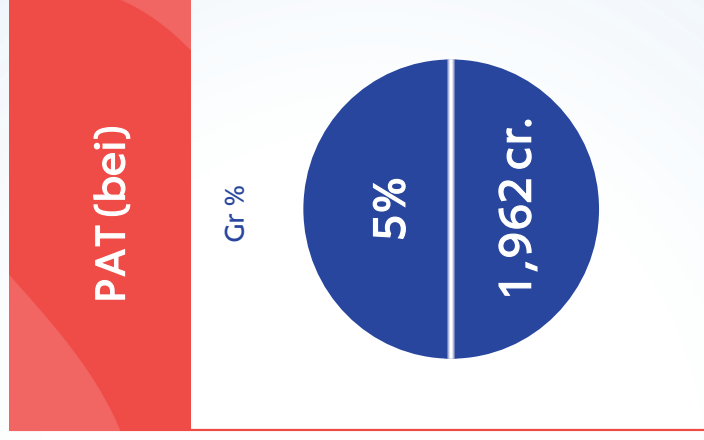
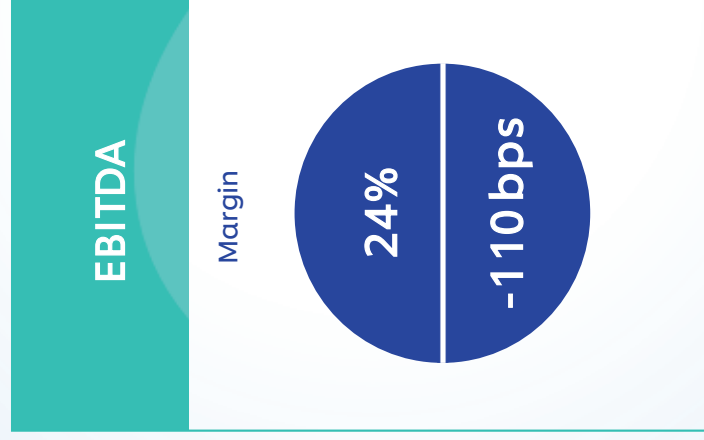
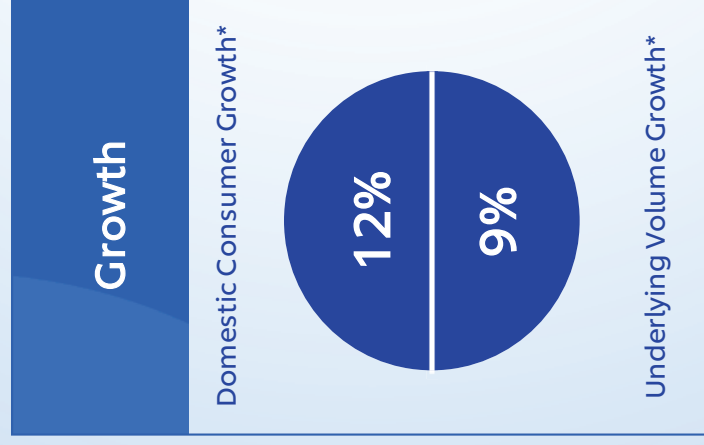
INDIA'S NO.1*

WASHING MACHINE
SPECIALIST DETERGENT



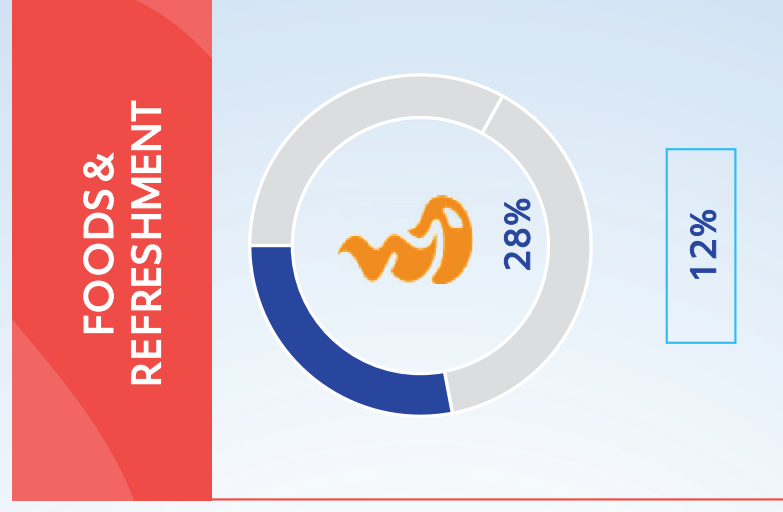
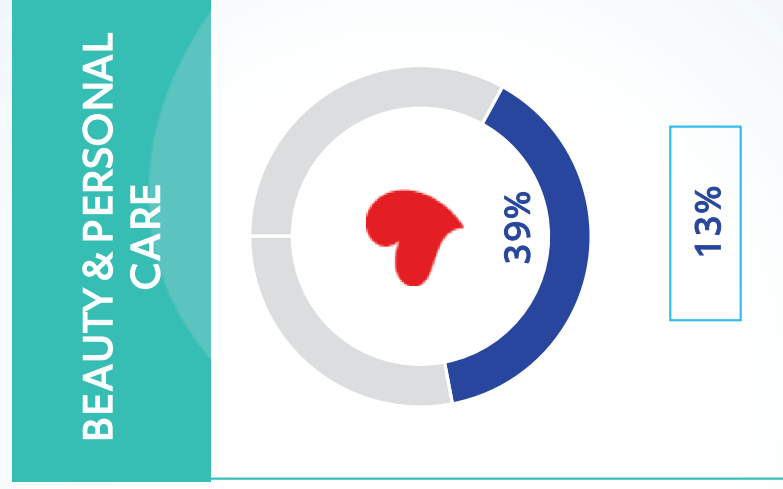
*AS PER NIELSEN RETAIL INDEX DATA FOR MAY MARCH 2020 | ALL INDIA (URBAN+RURAL) MARKET IN WASHING POWDER CATEGORY.

JQ'21 : Robust performance in a challenging environment



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

Broad based growth across Divisions



Sales Growth*

*Sales growth excludes the impact of acquisition of WWash



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 'Surfexcel 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



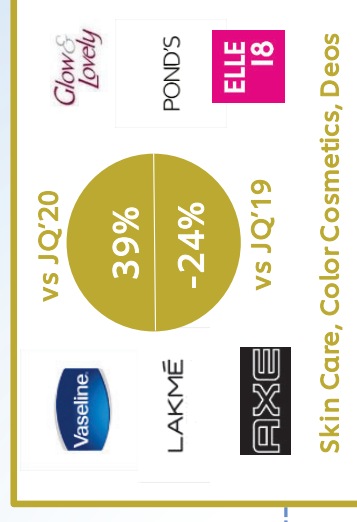
- ❑ **Foods:** Soups and Ketchups continue their strong momentum and grew on a high base in JQ'20
- ❑ **Beverages:** Tea continues to gain share, grows high double-digit on a very strong base. Coffee had a soft quarter on the back of high teens growth in the base
- ❑ **Nutrition:** GTM integration progressing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

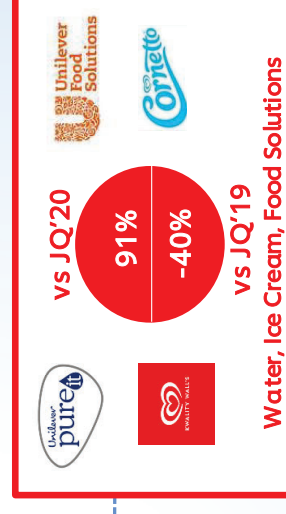
HEALTH, HYGIENE & NUTRITION (c. 85%)



DISCRETIONARY (c. 12%)



OUT OF HOME (c. 3%)



Nutrition : Integration progressing well

Business on virtuous cycle of growth



The advertisement features a chalkboard with a recipe for Boost energy drink. The recipe is written in Hindi and includes the following ingredients and quantities:

- 5 वाले हॉर्लिक्स में क्या है? (What is in 5 Halls?)
- 20g (written in yellow)
- 1/2 कप दूध (1/2 cup milk)
- 1/2 कटोरी पालक (1 bowl spinach)
- 1 कटोरी पालक (1 bowl spinach)
- 1/2 संतरे (1/2 orange)
- गिलना कैल्शियम (Gillana Calcium)
- गिलना आयरन (Gillana Iron)
- गिलना विटामिन C (Gillana Vitamin C)

Below the chalkboard, two athletes are shown holding Boost energy drink cans. The text "Boost IS THE SECRET OF MY ENERGY." is written vertically on the right side of the image.

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



Hindustan Unilever Limited

JQ'21 : Segmental performance

Segmental Revenue
Growth*

Segmental Margins**

HOME CARE

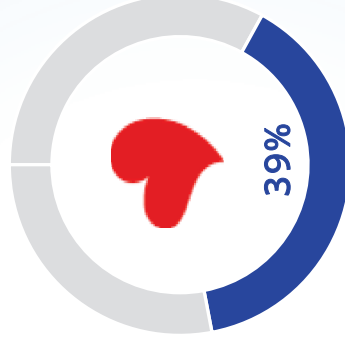


INR 3,797 Cr

12%

17%

BEAUTY & PERSONAL CARE

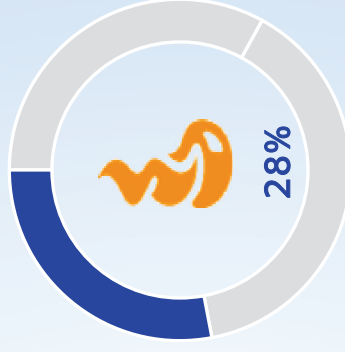


INR 4,573Cr

13%

28%

FOODS & REFRESHMENT



INR 3,319 Cr

12%

18%

*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](#)

Hindustan Unilever Limited

JQ'21 Results : 22nd July 2021

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VACCINATE



WASH HANDS WITH LIFEBOUY OR ANY SOAP

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



Launched in public interest by



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