

# Hindustan Unilever Limited



Hindustan Unilever Limited

## DQ'18 Results Presentation : 17<sup>th</sup> January 2019



 All new Dove,  
for an all new you.

With unbeatable damage repair\*.

*Dove*  
  
NUTRITIVE  
SOLUTIONS



no digital  
distortion

New pack and formulation.

# 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.

# Agenda



Strategy

Current Quarter Performance

Nine Months Results

Looking Ahead

# Clear and compelling strategy

## Living our Purpose



## Growth



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

# DQ'18: Summary

## Market

- ❑ Demand stable; rural grows ahead of urban
- ❑ Significant crude and currency volatility

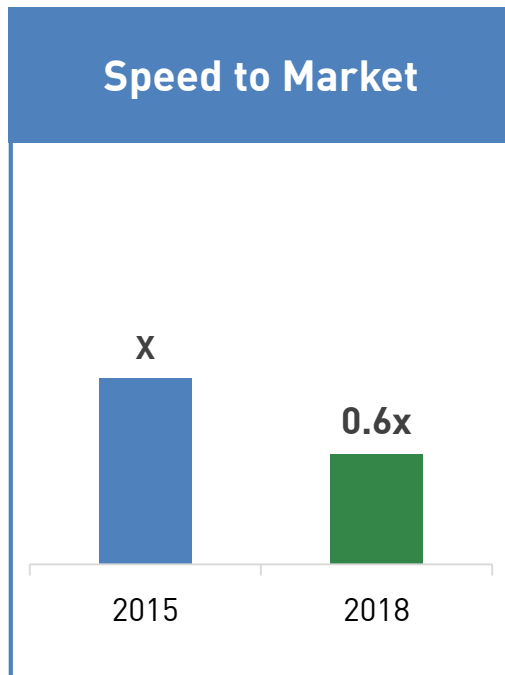
## HUL

- ❑ Strong volume led growth
- ❑ HUL Board approves merger of HUL and GSK CH India subject to regulatory and shareholder approvals

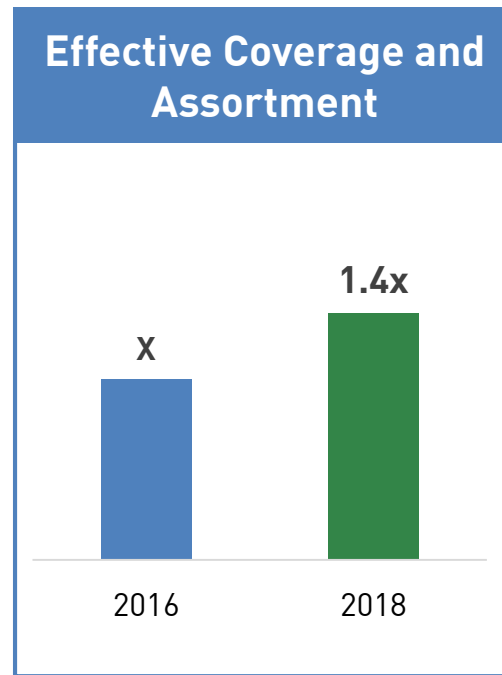
## **DQ'18: Strong volume led growth**

- ❑ Domestic Consumer Growth 13%; Underlying Volume Growth 10%**
  
- ❑ EBITDA at Rs. 2046 crores up 22%; margin up by 170 bps**
  - Volatility in crude and currency well managed; mix improvement and operating leverage aids margin expansion
  
- ❑ PAT (bei) at Rs. 1401 crores up 17%; Net Profit at Rs. 1444 crores up 9%**

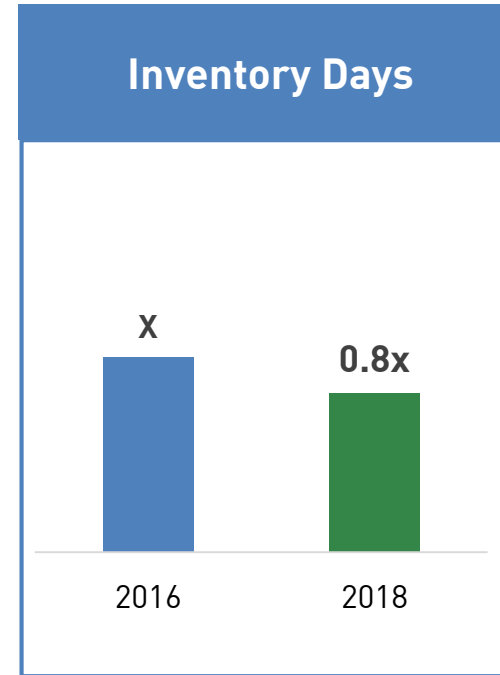
# Speed and Agility across value chain is serving us well



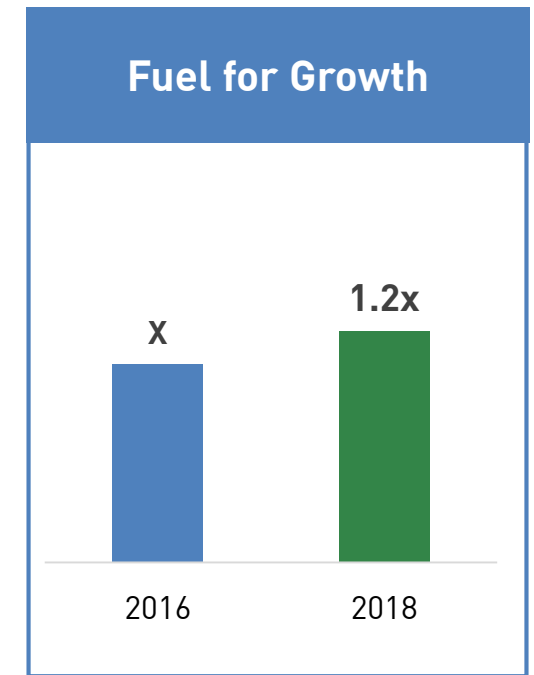
**Faster** landing of innovations



Enhanced **reach** and improved **quality of distribution**

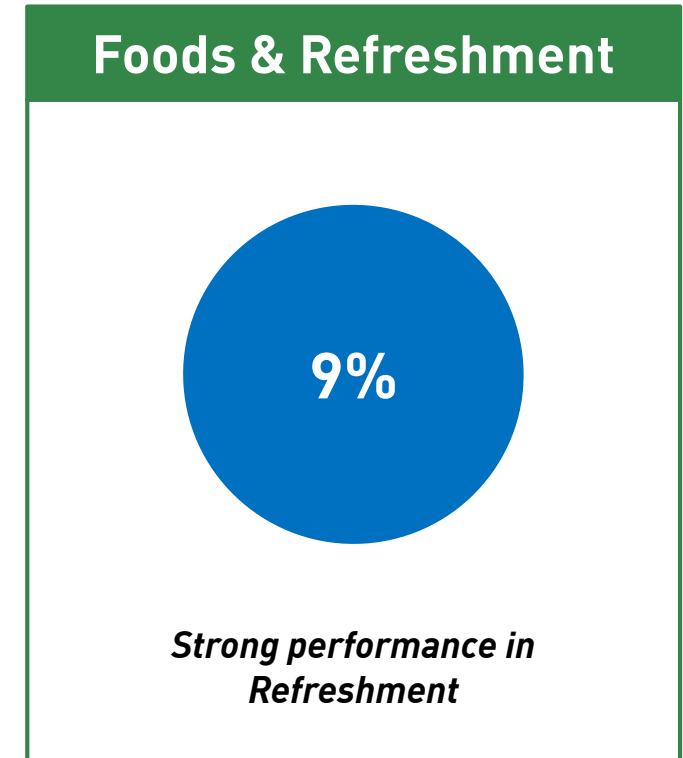
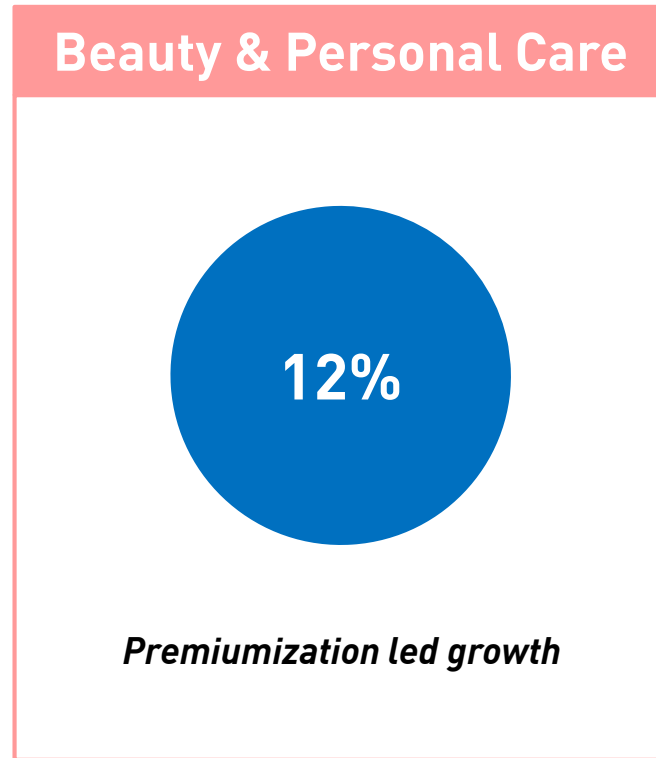
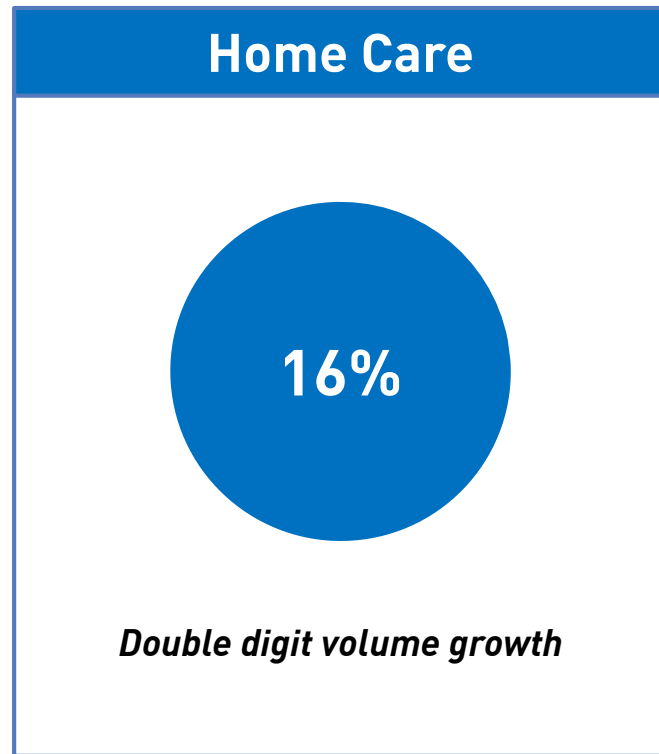


**Optimized inventory** holding while sustaining **high service levels**



**Savings % Turnover** dialled up

# Good growth across divisions



Sales Growth



# Continued focus on innovations and activations



Vaseline.

**VASELINE COCOA LOTION.**  
FOR SOFT, GLOWING SKIN.

Made with pure cocoa and shea butter, that deeply moisturizes your skin. Its rich, fragrant formula absorbs quickly to leave your skin soft and glowing.

WITH PURE COCOA & SHEA BUTTER



THE *Lux Superstars*  
INSPIRE ME

I am #HeForShe

Join the men of Bollywood as Lux in it's 90th year celebrates it's beautiful superstars on

**LUX GOLDEN ROSE AWARDS**



**Rexona**  
GET **10X**  
ODOUR PROTECTION\*



**new**  
**closeup** MOUTHWASH

with natural clove oil and anti germ formula for long lasting freshness



**LAKME**  
PEACH MILK  
SOFT CRÈME  
24HR MOISTURE LOCK



ACRAT PARTY

get ready to get rocked!

**Red Label**

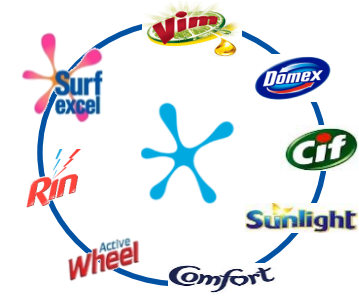
**SAB RAB DE BANDE ISSPESHAL MIX**



**NEW HAZELNUT**  
**MAGNUM**

# Home Care

Double digit volume growth



❑ **Fabric Wash:** Focus on the core, premiumization and targeted market development initiatives yield strong results

❑ **Household Care:** Growth momentum continues

- Increased category penetration of bars in rural markets
- Urban India upgradation on liquids

❑ **Purifiers:** Re-aligned portfolio strategy towards premium devices; phasing out gravity segment







# Beauty & Personal Care : Contd.

Premiumization led growth



- ❑ **Colour Cosmetics:** Lakmé continues to lead trends and drive growth by fulfilling the rising aspirations of women across India
- ❑ **Oral Care:** Growth on the back of good performance in north and central markets
  - Close Up Mouthwash launched in South
- ❑ **Deodorants:** Another quarter of strong double digit growth
  - Rexona Men anti-perspirants launched in Tamil Nadu & Bangalore

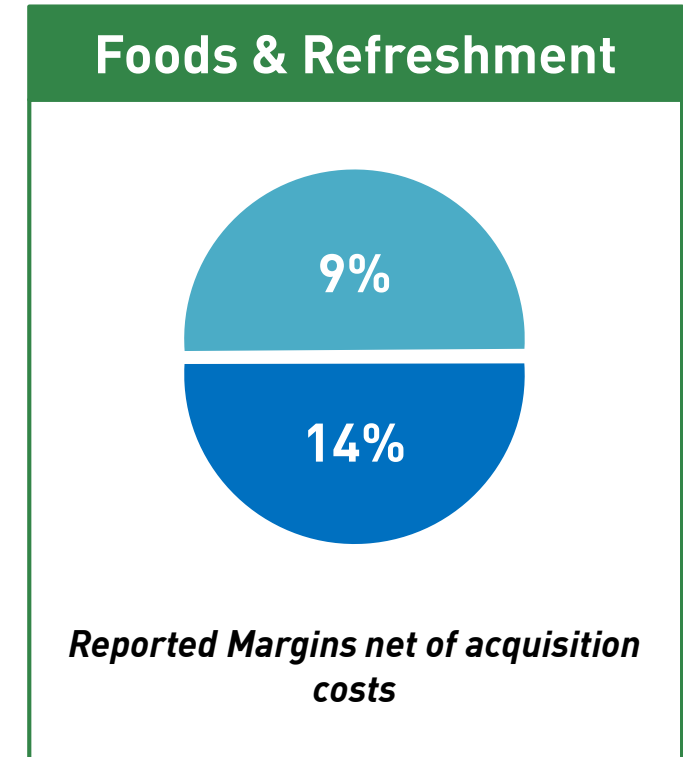
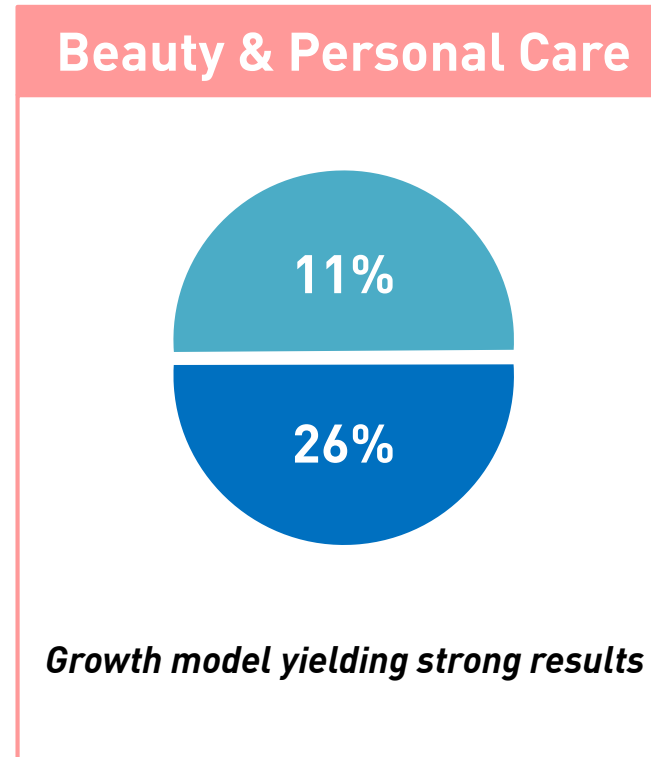
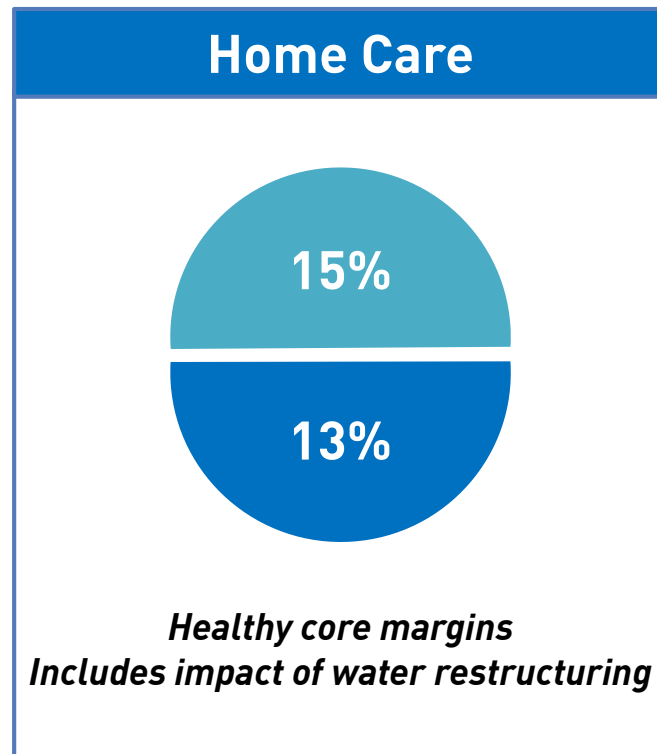
# Foods & Refreshment

Strong performance in Refreshment



- ❑ **Beverages:** Good growth by leveraging the opportunity at the bottom end with Taaza; driving premiumization through green tea
- ❑ **Ice Cream & Frozen Desserts:** Sustained strong growth momentum
  - Magnum Hazelnut launched in select geographies
- ❑ **Foods :** Steady growth trajectory maintained; market development key to drive penetration

# Segmental Performance



Segment Revenue Growth\*

Segment Margins

\*Segment Revenue Growth = Segment Turnover growth including Other Operational Income (Excludes impact of A&D) 14



## DQ'18: Results summary

Particulars	DQ'18	DQ'17 (Reported)	Growth %
Sales	9357	8323	12^
EBITDA	2046	1680	22
Other Income	106	152	
Exceptional Items – Credit / (Charge)	(62)	(21)	
PBT	1950	1685	16
Less : Tax	506	359	
PAT bei	1401	1198	17
Net Profit	1444	1326	9

- Domestic Consumer Growth at 13%^
- EBITDA improvement 170bps

# Nine months 2018-19: Results summary

*Rs. Crores*

Particulars	YTD DQ 18	YTD DQ 17	Growth %
Sales	27,851	25,616	9^
EBITDA	6,316	5,228	21
PAT bei	4,490	3,726	21
Net Profit	4,498	3,886	16

- Comparable\* Domestic Consumer Growth at 14%^
- Comparable\* EBITDA improvement 140bps



# Looking ahead

## Near term

- ❑ Demand outlook stable
- ❑ Macro economic environment will be a key watch out – for consumer demand as well as costs

## Our strategy

- ❑ Focus on volume driven growth and improvement in operating margin
- ❑ Consistent, Competitive, Profitable, Responsible Growth

# For more information and updates

Visit our website

<http://www.hul.co.in/investorrelations/>

## December Quarter 2018 results

Hindustan Unilever will release its financial results for December Quarter 2018 on Thursday 17 January, 2019.

[> December Quarter 2018 Results](#)

