



Hindustan Unilever Limited

Hindustan Unilever Limited

SQ'19 Results Presentation : 14th October 2019

CLINIC PLUS+
— तुम स्ट्रॉंग हो —



#MeriBetiStrong

EXPERT CARE WASH FOR FASHIONWEAR

love & care
EXPERT CARE WASH

SHINING SILKS
FINE COTTONS
SOFT WOOLLENS

love & care
EXPERT CARE WASH

love & care
EXPERT CARE WASH

kissan
FRESH TOMATO KETCHUP

CHOTU
FRESH TOMATO KETCHUP

50% EXTRA

Now at ₹70 only

450g



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.



Hindustan Unilever Limited

Sanjiv Mehta Chairman & Managing Director

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Clear and compelling strategy

Purpose-led, Future-Fit



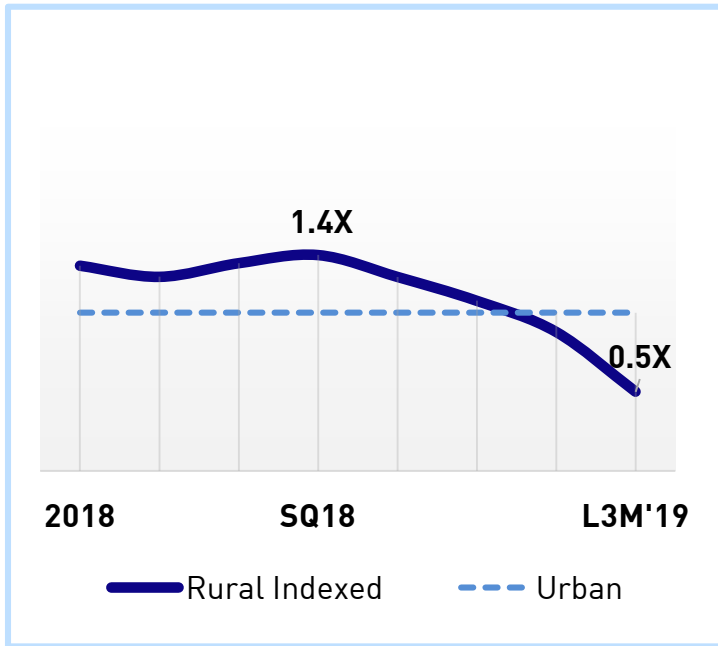
Growth



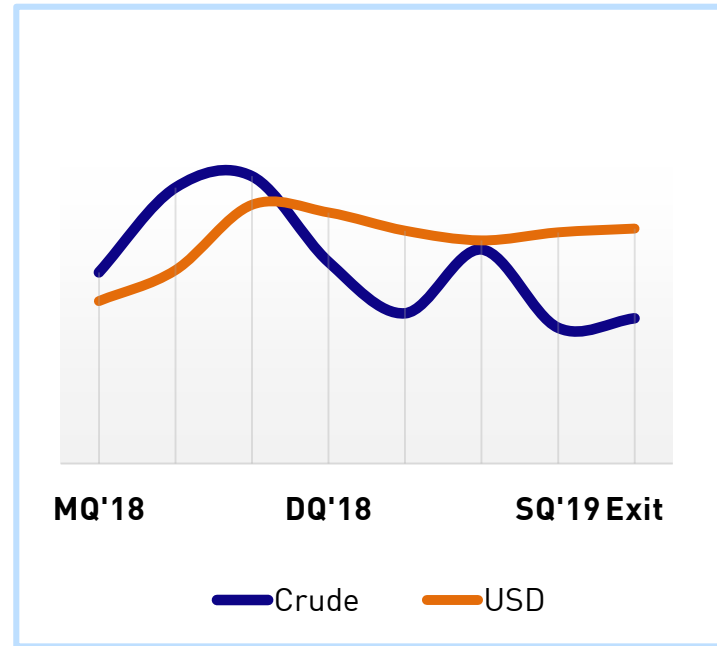
**Consistent, Competitive,
Profitable, Responsible
Growth**

Market Context

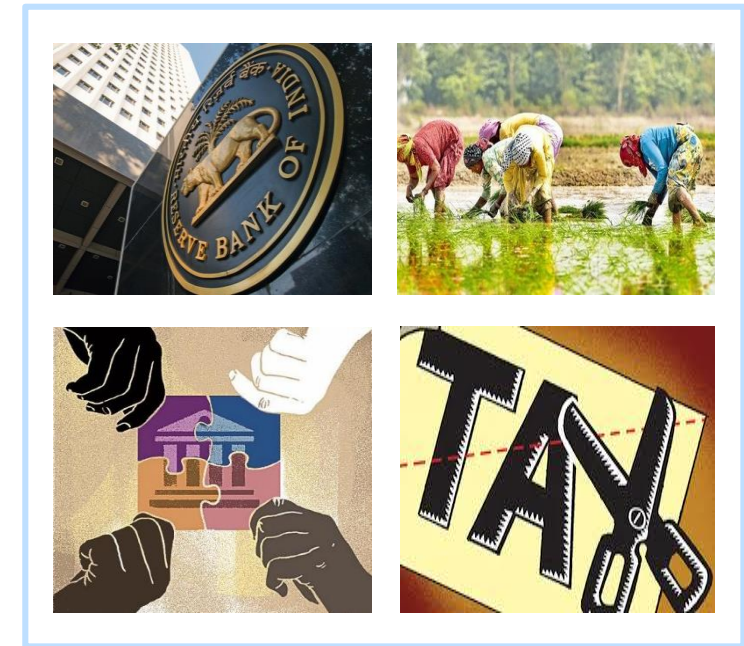
Rural leads slowdown



Crude and Currency volatile



Welcome policy initiatives



Performance Summary

SQ'19

Domestic Consumer
Growth

+7%

Underlying Volume
Growth

+5%

Comparable EBITDA
Margin*

24%

Comparable EBITDA
Improvement*

+200 bps

Sustainable Living

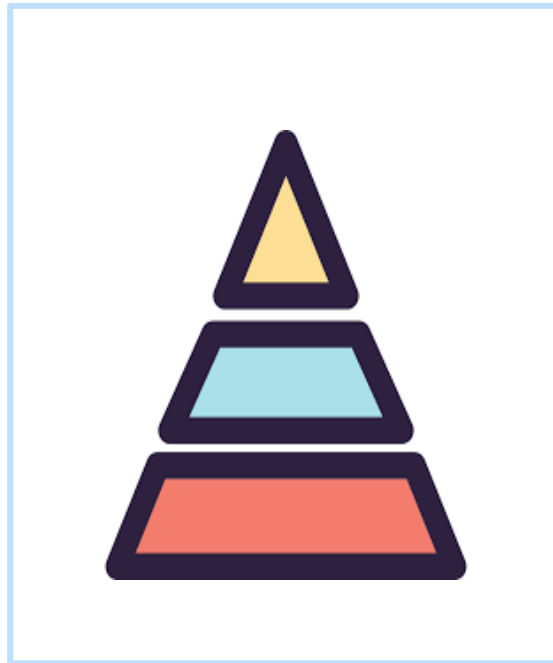


Our performance drivers

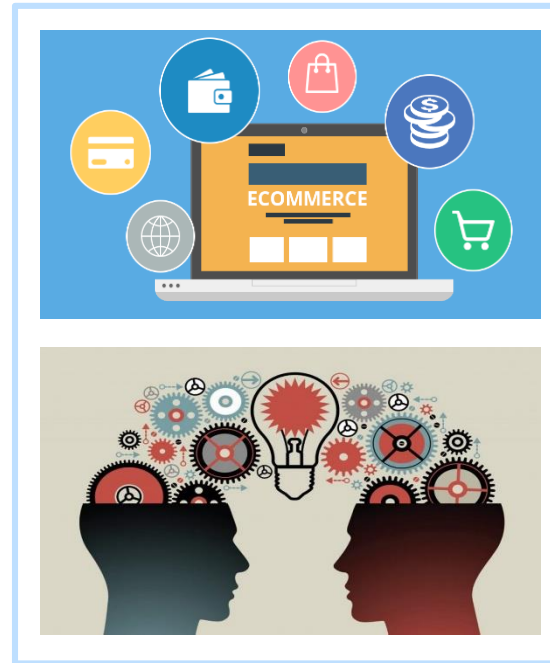
Focus on Core



Driving premiumization & Market Development



Innovate for the Future



Flawless Execution



Re-imagine HUL: Build Digital Capabilities across the Value Chain



Hindustan Unilever Limited

Srinivas Phatak

Chief Financial Officer

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SQ'19: Good performance in a challenging market

Growth

Domestic Consumer
Growth

+7%

+5%

Underlying Volume Growth

EBITDA

Comparable EBITDA
Growth*

+16%

+200 bps

Comparable Margin
Improvement*

PAT (bei)

PAT (bei) Growth

+20%

1,832cr

PAT (bei)

Net Profit

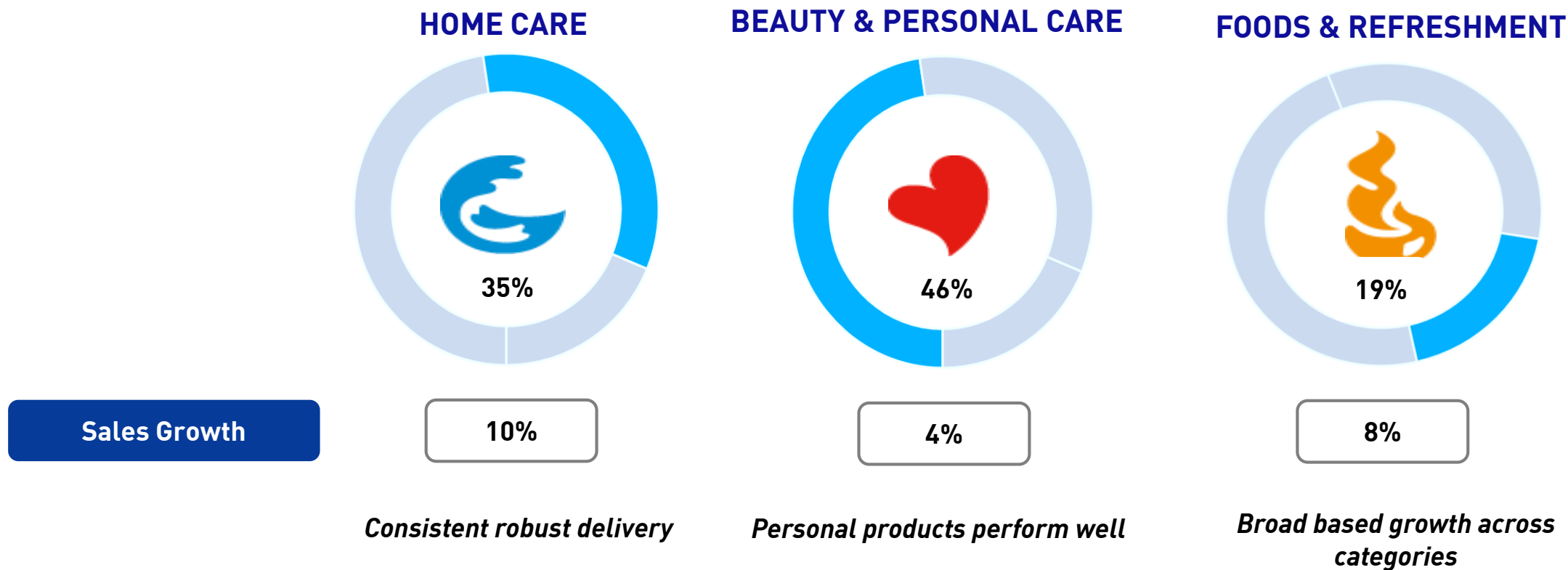
PAT Growth

+21%

1,848cr

PAT

Steady performance across Divisions



Innovations and activations in the quarter

POND'S
NEW
POND'S SUPER LIGHT GEL
OIL FREE MOISTURISER
for a **Water Fresh Glow**
NON-STICKY
24Hr MOISTURIZATION
FOR ALL SEASONS

This advertisement features a woman applying a light blue gel to her face. The product packaging is shown in a circular frame with water splashes. The text highlights its oil-free, non-sticky nature and 24-hour moisturization.

NEW
Goodness of **100% Natural** Ingredients
For Natural Glowing Skin
Pears' naturale
Pears' naturale
Pears' naturale

This advertisement displays a collection of Pears' naturale products, including a soap bar, a body wash bottle, and a lotion bottle, set against a background of green leaves and a pomegranate. The text emphasizes the use of 100% natural ingredients for glowing skin.

LAKMÉ ABSOLUTE MATTE REVOLUTION
FEEL OUR LIGHTEST MATTE
#FreeYourLips

This advertisement shows a woman in a dark red sari with a close-up of her lips. The text promotes the 'Absolute Matte Revolution' lipstick line, highlighting its lightest matte finish.

Domex
வெக்கப்படுத்தும்
டாய்ஸெட் பிரஷ்ஸைஷ் எழுங்க

This advertisement features a man in a blue shirt holding a blue brush. The text is in Tamil, promoting Domex disinfectant for cleaning and sanitizing.

new MICELLAR WATER
lose the **makeup**
not the **glow**
POND'S
supercharged with **Vitamins**
POND'S Vitamin MICELLAR WATER
POND'S Vitamin MICELLAR WATER
POND'S Vitamin MICELLAR WATER

This advertisement shows three bottles of POND'S Vitamin Micellar Water in different colors (green, pink, and white). The text promotes the product as a way to remove makeup without losing skin's natural glow, and mentions it is supercharged with vitamins.

love & care
EXPERT CARE WASH
SHINING SILKS
LOVE SILKS?
GIVE THEM THE EXPERT CARE WASH
OF LOVE & CARE

This advertisement features a woman in a red sari and a bottle of 'love & care' Expert Care Wash. The text promotes the product for washing silks, emphasizing its expertise in caring for delicate fabrics.

#TforTogetherness
A true story of our lives.

This advertisement shows a woman smiling while holding a cup of tea. The text promotes the '#TforTogetherness' campaign, which is a true story of lives.

Home Care

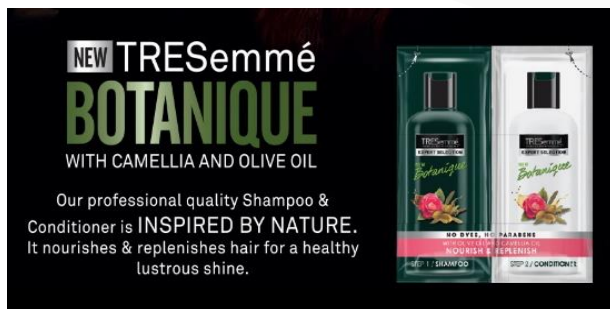
Consistent robust delivery



- ❑ **Fabric Wash:** Consistent topline delivery
 - Launched premium brand *Love & Care* in select channels
 - Launched *Magic Rinse* powder sachet in TN
- ❑ **Household Care:** Growth momentum driven by liquids upgradation and increased penetration on bars
 - *Domex Pick up the Brush* campaign extended to TN
- ❑ **Purifiers:** Good growth in the premium segment

Beauty & Personal Care

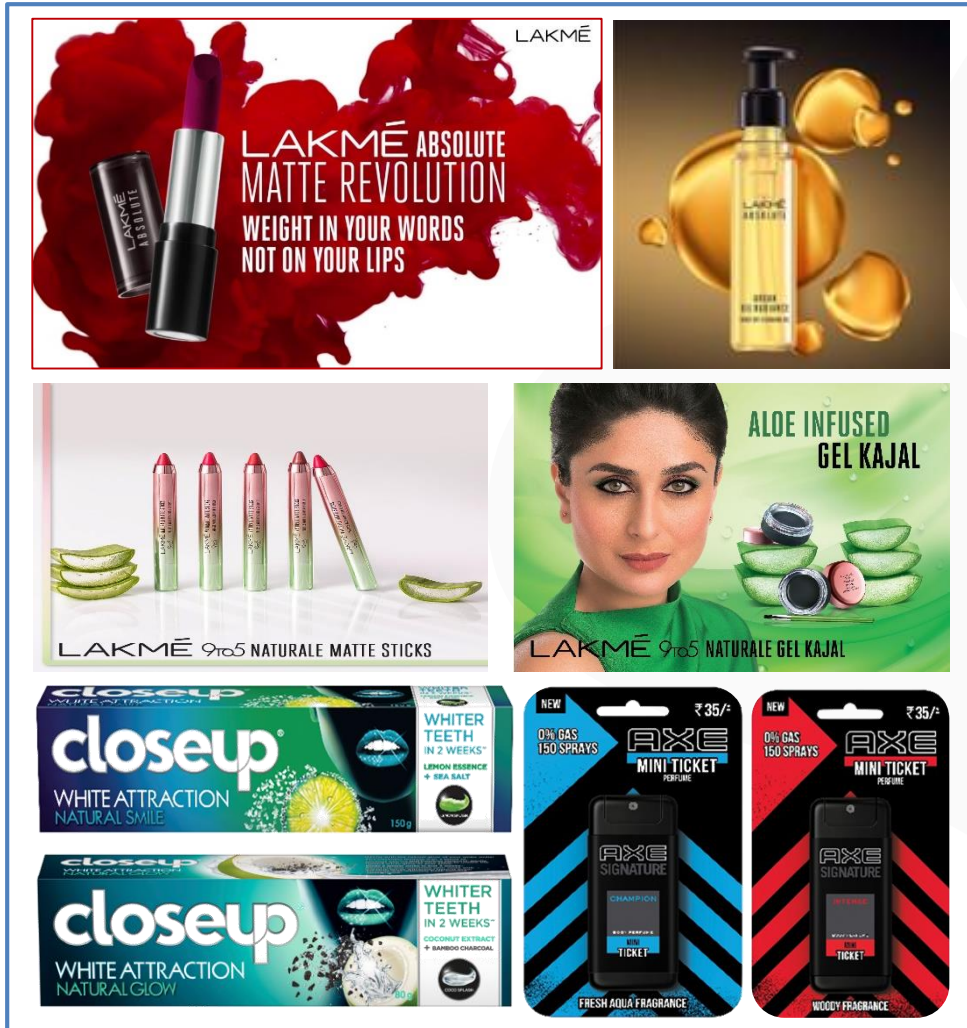
Personal products perform well



- ❑ **Personal Wash:** Pricing actions on popular segment landed
 - *Fair & Lovely* soap launch well received
 - Launched *Pears Naturale* bodywash range nationally
- ❑ **Skin Care:** Double digit growth backed by robust performance across brands
 - Launched *Pond's Super Light gel & Pond's Micellar water* range nationally
 - Launched *Elle 18* skin range in select geographies
- ❑ **Hair Care:** Steady performance across portfolio
 - Strengthening brand proposition through a national *Clinic Plus #MeriBetiStrong* campaign

Beauty & Personal Care : Contd.

Personal products perform well



- ❑ **Colour Cosmetics:** Strong growth sustained; Continued focus in channels of the future
 - Launched *Absolute Matte Revolution* lipstick nationally
 - *#FreeYourLips* campaign launched
- ❑ **Oral Care:** Portfolio growth led by freshness and naturals proposition
 - Launched *Closeup White Attraction variants* in select geographies
- ❑ **Deodorants:** Focus on market development cells amidst high competition
 - Launched *Axe Mini Ticket variants* in select geographies

Foods & Refreshment

Broad based growth across categories



- ❑ **Beverages:** Good growth delivery by leveraging purpose-led brands
 - New communications released on *Taj Mahal, Lipton & 3 Roses* tea
- ❑ **Ice Cream & Frozen Desserts:** Sustained strong growth momentum
- ❑ **Foods :** Good performance across core segments; Kissan brand equity strengthened further



Segmental Performance

HOME CARE



Segmental Revenue Growth*

9%

Segmental Margins**

18%

BEAUTY & PERSONAL CARE



5%

29%

FOODS & REFRESHMENT



8%

16%

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

** Segment Margins (EBIT) excludes exceptional items 16

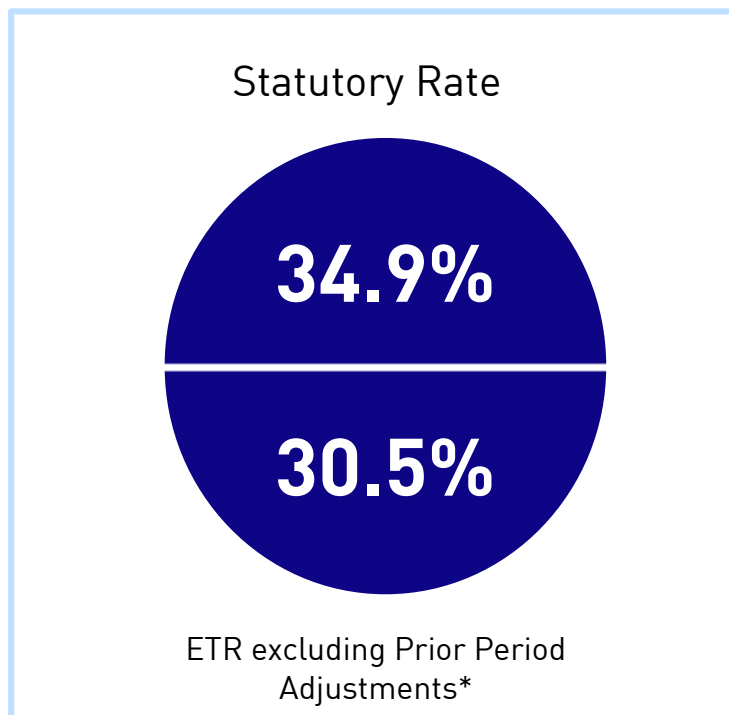
SQ'19: Results summary

Particulars	SQ'19 (Reported)	SQ'18	Growth %
Sales	9708	9138	6%
EBITDA	2443	2019	21%*
Other Income	180	305	
Exceptional Items – Credit / (Charge)	-47	-35	
PBT	2308	2152	7%
Less : Tax	460	627	
PAT bei	1832	1522	20%
Net Profit	1848	1525	21%
EPS	8.54	7.04	21%

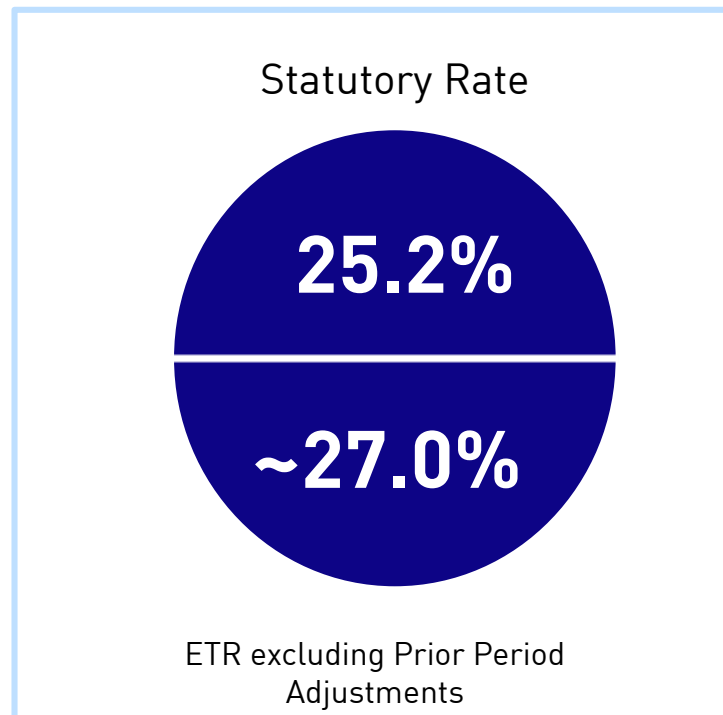
- Domestic Consumer Growth at 7%
- Comparable* EBITDA growth at 16% with a comparable improvement of 200bps

Corporate Tax rate reduction impact

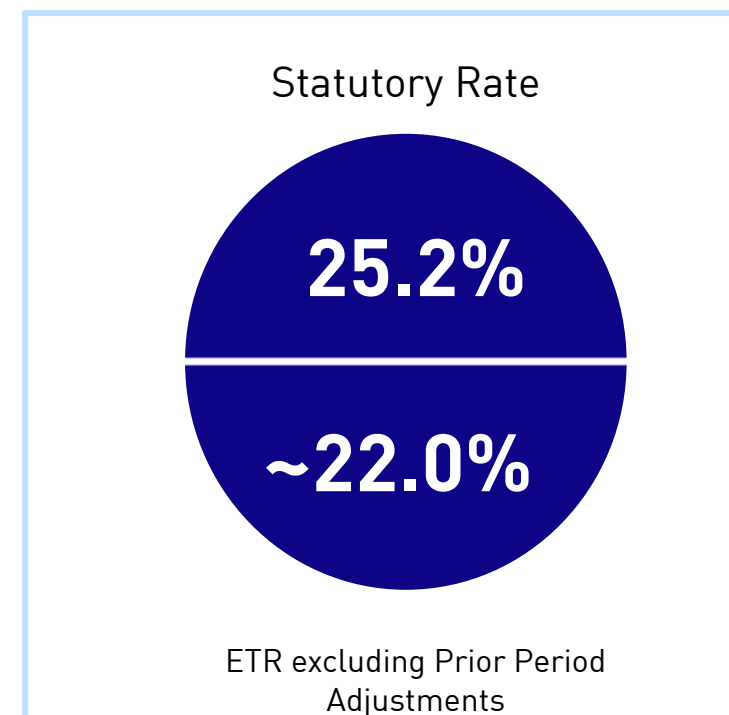
FY-19



FY-20



SQ-19





FIRST HALF 2019 – 20

First Half 2019-20: Results Summary

Rs. Crores

Particulars	FH19-20	FH18-19	Growth %
Sales	19692	18494	6%
EBITDA	5090	4270	19%
PAT bei	3583	3090	16%
Net Profit	3603	3054	18%

- Domestic Consumer Growth at 7%
- Comparable* EBITDA improvement of 170bps



Interim Dividend : Proposed Rs.11

Particulars	FH'19-20 Interim	FH'18-19 Interim
Dividend Per Share (Rs.)	11.0	9.0
No. of Shares (Cr.)	216	216
Total Dividend (Rs. Cr.)	2,381	1,948



Looking ahead

Near term

- ❑ Demand outlook continues to be challenging
- ❑ Policy initiatives augur well; income transference to rural a key imperative
- ❑ Commodities and currency will continue to be volatile

Our strategy

- ❑ Company well positioned and our strategy remains unchanged
- ❑ Consistent, Competitive, Profitable, Responsible Growth



For more information and updates

Visit our website

September Quarter 2019 results

Hindustan Unilever will release its financial results for September Quarter 2019 on Monday 14th October, 2019.

[> September Quarter 2019 results](#)

