



## Hindustan Unilever Limited

Hindustan Unilever Limited  
Unilever House  
B D Sawant Marg  
Chakala, Andheri East  
Mumbai 400 099

Tel: +91 (22) 3983 0000  
Web: [www.hul.co.in](http://www.hul.co.in)  
CIN: L15140MH1933PLC002030

23rd July, 2019

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,

**Sub: Investor Presentation**

This is further to our letter dated 8th July, 2019, 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, 2019 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, 2019.

Please take the above information on record.

Thanking You.

Yours faithfully,  
**For Hindustan Unilever Limited**

**Dev Bajpai**  
Executive Director, Legal & Corporate Affairs  
and Company Secretary  
DIN: 00050516 / Membership No: F3354



# Hindustan Unilever Limited

## JQ'19 Results Presentation : 23<sup>rd</sup> July 2019



# 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 statements 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



# Clear and compelling strategy

## Purpose-led, Future-Fit



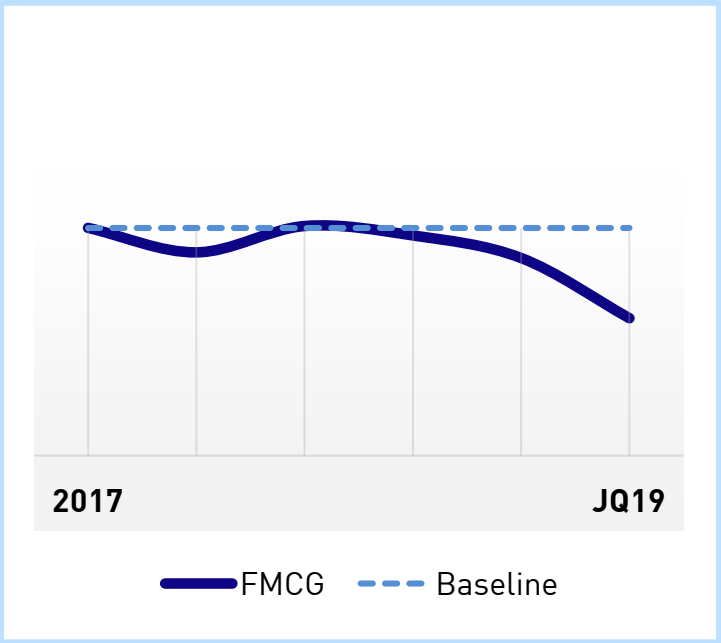
## Growth



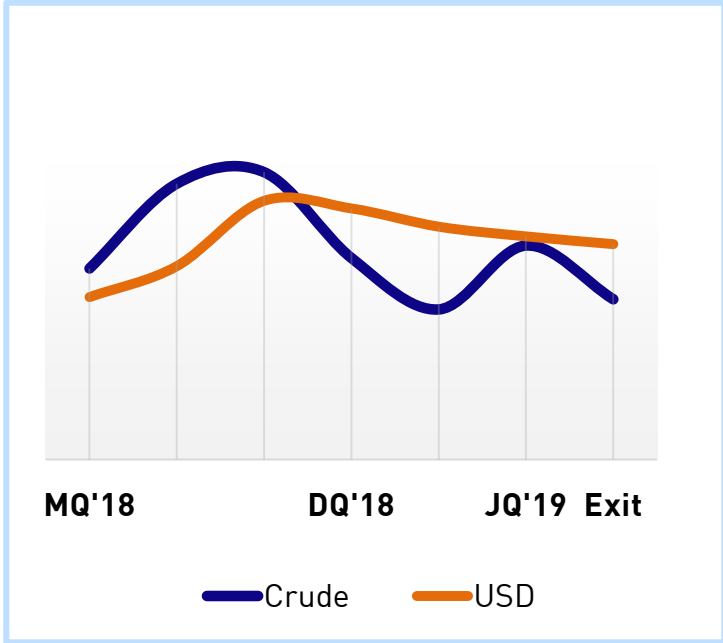
**Consistent, Competitive,  
Profitable, Responsible  
Growth**

# Market Context

## Market growth moderates



## Crude and Currency volatile



## Welcome Policy announcements Benefits in medium term





# Performance Summary

JQ'19

Domestic Consumer  
Growth

+7%

Underlying Volume  
Growth

+5%

Comparable EBITDA  
Margin\*

26%

Comparable EBITDA  
Improvement\*

+150 bps

Shareholders' & creditors'  
approval in place



Proposal filed with NCLT

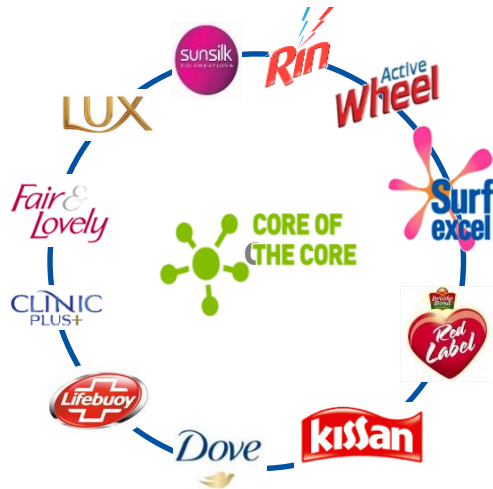
Sustainable Living



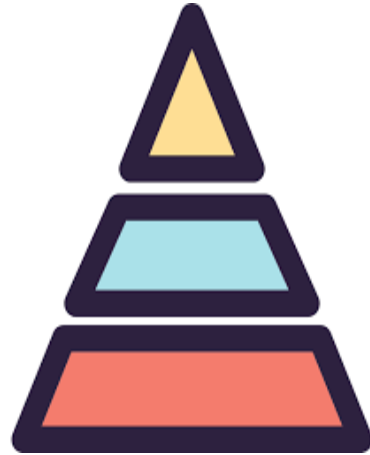
\* Reported EBITDA improvement of 250bps at a reported margin of 27%; Comparable EBITDA improvement arrived after adjusting for Ind AS 116 impact

# Our performance drivers

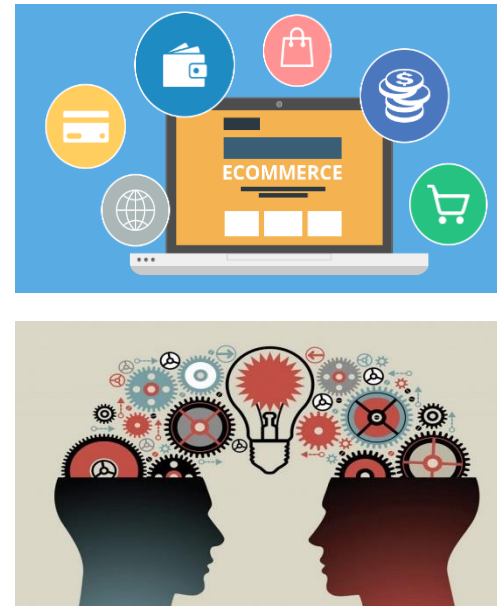
## Focus on Core



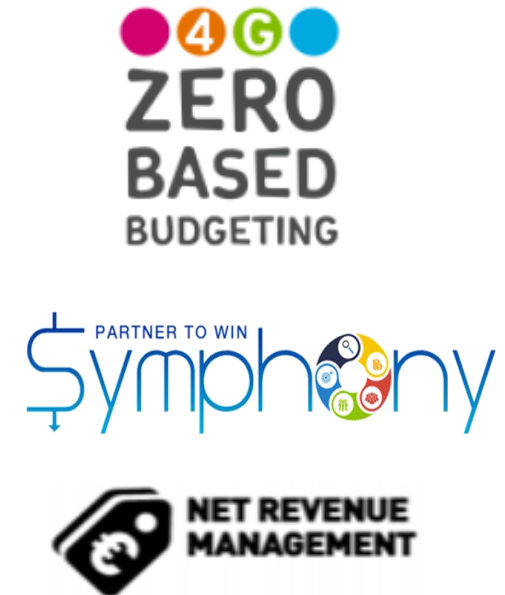
## Driving premiumization & Market Development



## Innovate for the Future



## Flawless Execution



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



# Srinivas Phatak

## Chief Financial Officer



# JQ'19: Resilient and profitable

## Growth

Domestic Consumer  
Growth

**+7%**

**+5%**

Underlying Volume Growth

## EBITDA

Comparable EBITDA  
Growth\*

**+13%**

**+150 bps**

Comparable Margin  
Improvement\*

## PAT (bei)

PAT (bei) Growth

**+12%**

**1,751cr**

PAT (bei)

## Net Profit

PAT Growth

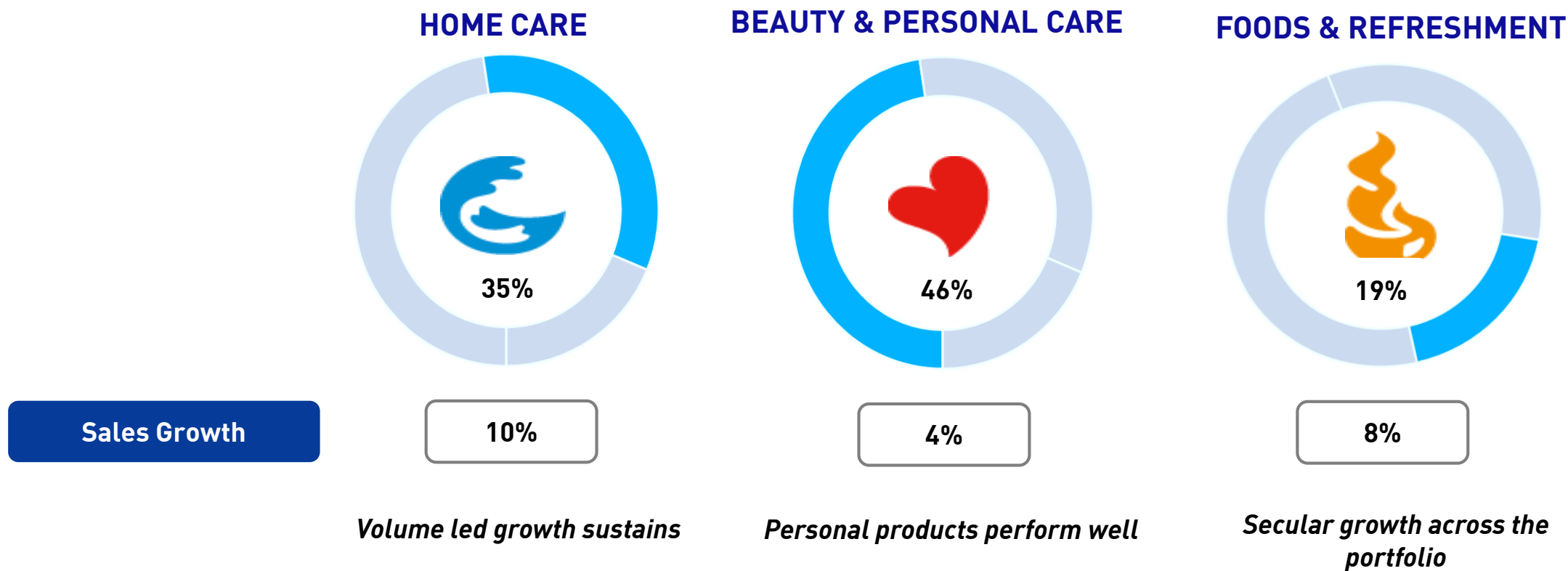
**+15%**

**1,755cr**

PAT

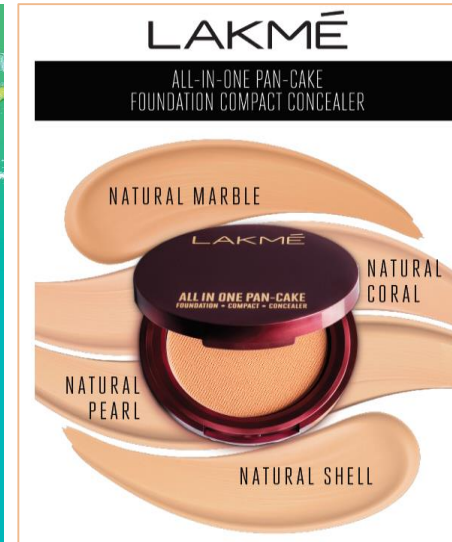
\* Reported EBITDA improvement of 250bps with a reported EBITDA growth of 18%; Comparable EBITDA arrived after adjusting for Ind AS 116 impact

# Good performance in Home Care and F&R





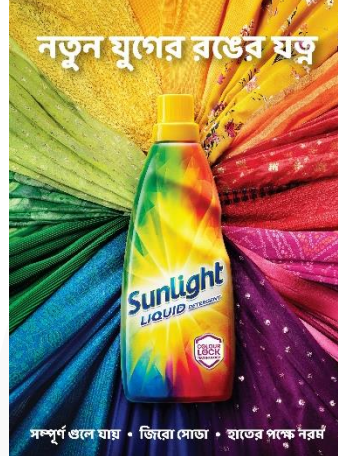
# Innovations and activations in the quarter





# Home Care

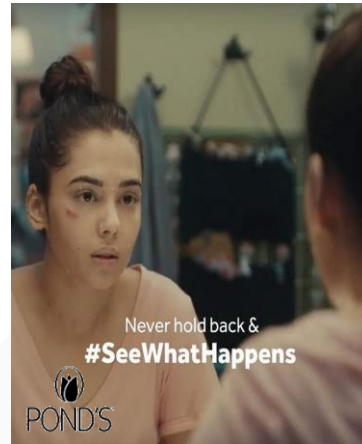
Volume led growth sustains



- ❑ **Fabric Wash:** Focus on core and market development drives growth
  - Relaunched *Rin* nationally
  - Launched *Sunlight liquid* in select geographies
- ❑ **Household Care:** Portfolio growth led by Central & South markets
  - Variants and relaunches continue to build momentum
- ❑ **Purifiers:** Focus on premium range. New Go To Market now in place

# Beauty & Personal Care

Personal products perform well



- ❑ **Personal Wash:** Popular segment soft; steady premium
  - Launched *Lux Botanicals* and *Pears Naturale* range nationally and *Fair & Lovely Soap* in select geographies
- ❑ **Skin Care:** Broad based growth across brands and segments
  - Relaunched *Pond's Men* range; launched *FAL Ayurveda* facewash and facial kits
- ❑ **Hair Care:** Good growth across the range
  - Launched new *Sunsilk variants* nationally with natural ingredients

# Beauty & Personal Care : Contd.

*Personal products perform well*



- ❑ **Colour Cosmetics:** Double digit growth sustains; Slew of shade expansions increase traffic online and offline
  - Launched *Elle 18 Lasting Glow compact* nationally
- ❑ **Oral Care:** Momentum on Close Up and Ayush Oral Care strengthens further
- ❑ **Deodorants:** Continue to drive market development and strengthen brand purpose
  - Axe “*Make your own rules*” #AbTeriBaari campaign launched nationally



# Foods & Refreshment

*Secular growth across the portfolio*



- ❑ **Beverages:** Reasonable quarter driven by consistent strategy across brands and markets
  - Leveraging new trends in consumer taste preferences through innovations
- ❑ **Ice Cream & Frozen Desserts:** Good season. Strong delivery led by innovations
- ❑ **Foods :** Core segments perform well; Market development continues to be key



# Segmental Performance

## HOME CARE



Segmental Revenue Growth\*

10%

Segmental Margins\*\*

20%

## BEAUTY & PERSONAL CARE



4%

30%

## FOODS & REFRESHMENT



8%

20%

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

*\*\* Segment Margins (EBIT) excludes exceptional items* 16

## JQ'19: Results summary

Particulars	JQ'19 (Reported)	JQ'18	Growth %
Sales	9984	9356	7
EBITDA	2647	2251	18*
Other Income	147	135	
Exceptional Items – Credit / (Charge)	7	(59)	
PBT	2563	2193	17
Less : Tax	808	664	
PAT bei	1751	1567	12
Net Profit	1755	1529	15

- Domestic Consumer Growth at 7%
- Comparable\* EBITDA growth at 13% with a comparable improvement of 150bps

# Looking ahead

## Near term

- ❑ Near term demand to remain subdued given macro economic conditions
- ❑ 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

## June Quarter 2019 results

Hindustan Unilever will release its financial results for June Quarter 2019 on Tuesday 23rd July, 2019.

[> June Quarter 2019 results](#)

