



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
CIN: L15140MH1933PLC002030

17th January, 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 7th January, 2019, intimating a presentation to be made to analysts/investors on financial results of the Company for the quarter ended 31st December, 2018 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 financial results of the Company for the quarter ended 31st December, 2018.

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



Hindustan Unilever Limited

DQ'18 Results Presentation : 17th 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

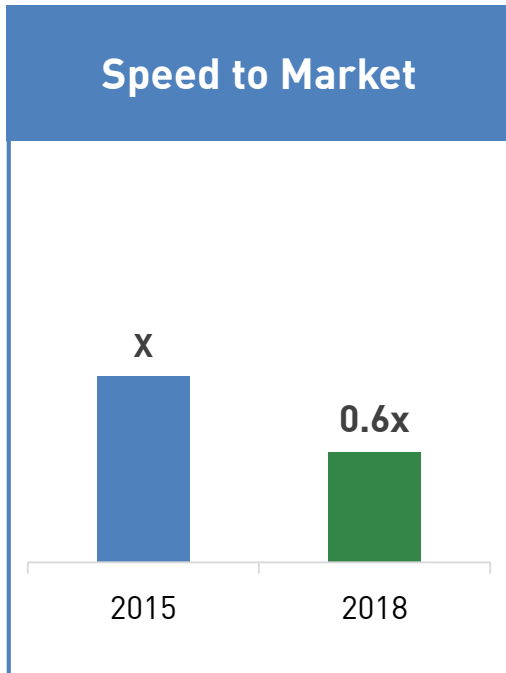
DQ'18: Strong volume led growth

- ❑ Domestic Consumer Growth 13%; Underlying Volume Growth 10%**

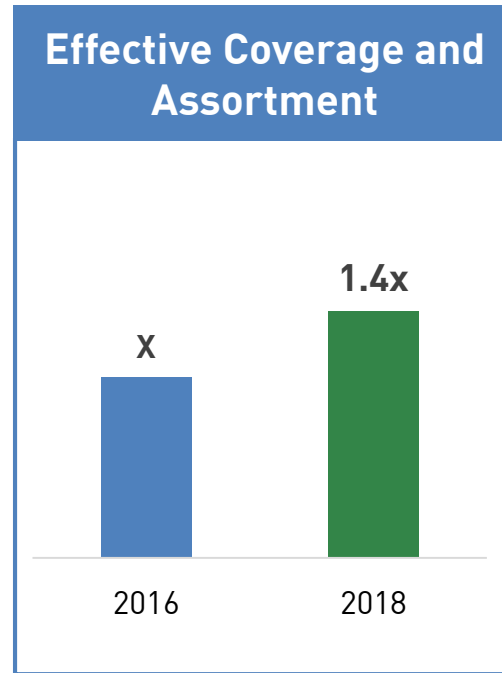
- ❑ EBITDA at Rs. 2046 crores up 22%; margin up by 170 bps**
 - Volatility in crude and currency well managed; mix improvement and operating leverage aids margin expansion

- ❑ PAT (bei) at Rs. 1401 crores up 17%; Net Profit at Rs. 1444 crores up 9%**

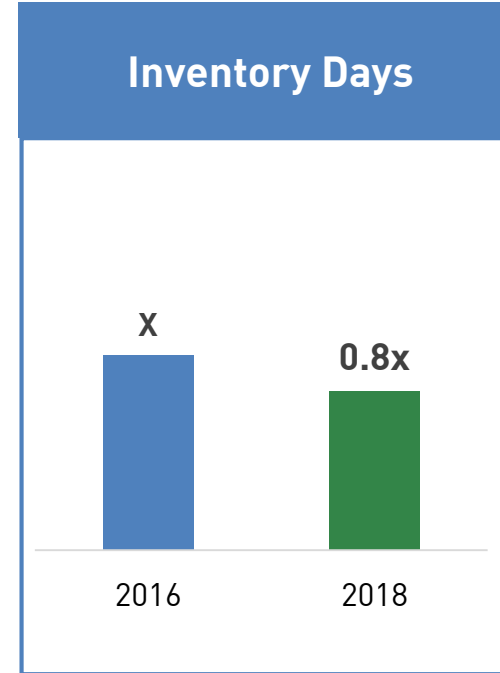
Speed and Agility across value chain is serving us well



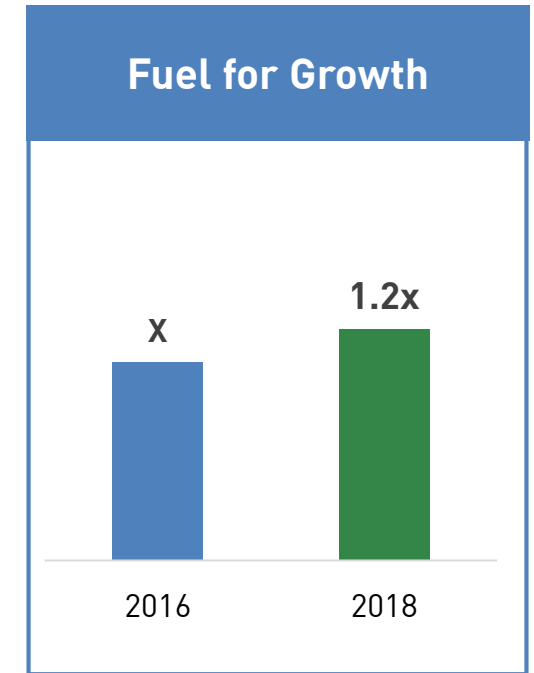
Faster landing of innovations



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

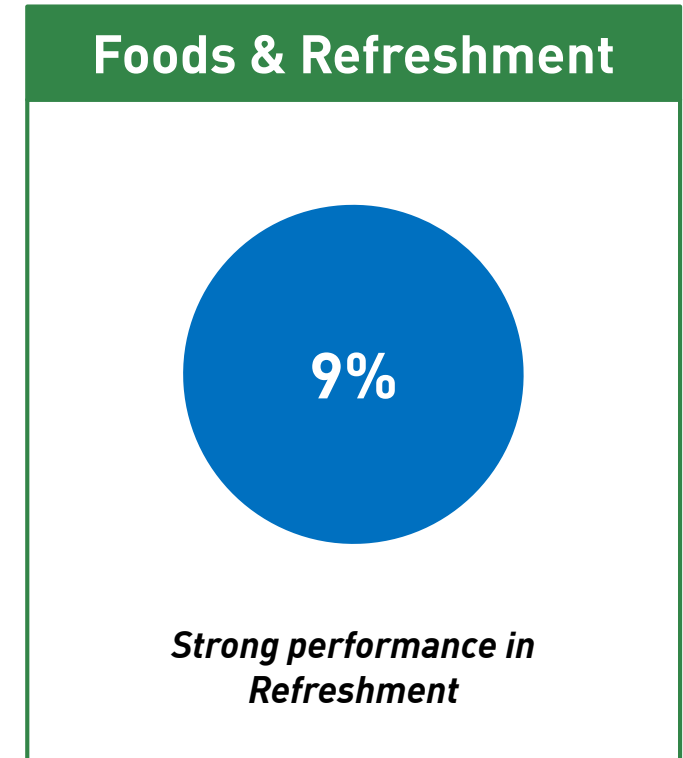
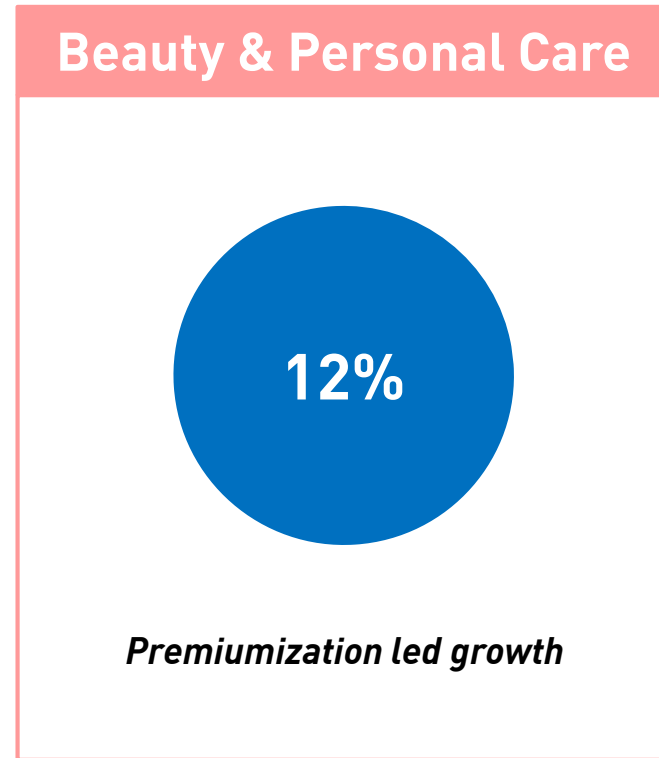
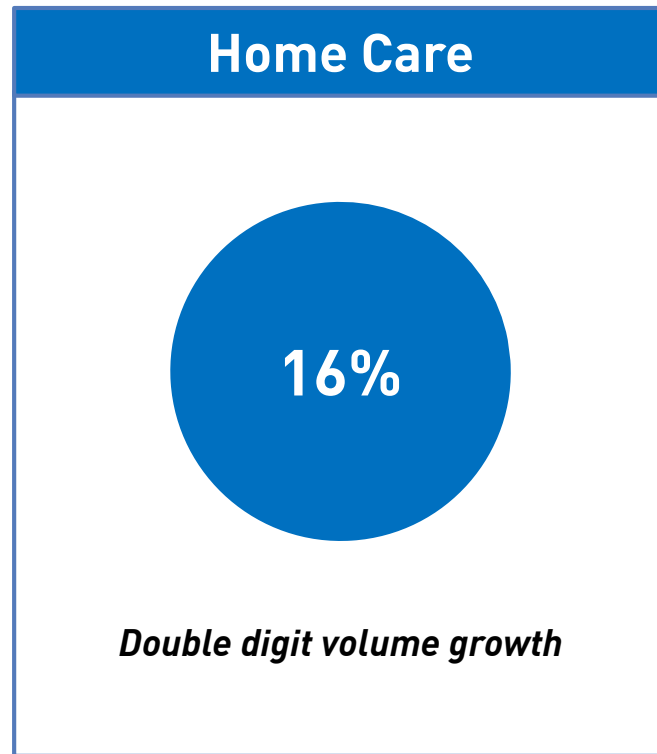


Optimized inventory holding while sustaining **high service levels**



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



NEW
Rexona
ACTIVE PROTECTANT
ANTIOXIDANT PROTECTION

Rexona
GET
10X
ODOUR PROTECTION*



new
closeup MOUTHWASH

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

NEW
NO ALCOHOL FORMULATION

closeup MOUTHWASH
RED HOT



LAKME
PEACH MILK
SOFT CRÈME
24HR MOISTURE LOCK



ACRAT PARTY

get ready to get rocked!

Brooke Bond
Red Label

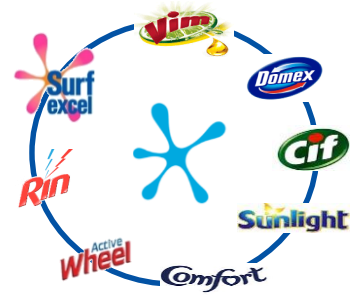
SAB RAB DE BANDE
ISSPESHAL MIX



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

Premiumization led growth



- ❑ **Personal Wash:** Growth driven by premium segment and differentiated propositions on freshness and naturals
 - Lifebuoy relaunched - enhanced proposition on germ protection with renewed communication
- ❑ **Skin Care:** Strong double digit growth
 - Robust growth in winter portfolio – stellar execution
 - Launched Rs.10 variants and tubs format across portfolio
- ❑ **Hair Care:** Strong growth led by the premium portfolio
 - Dove relaunched with new formulation, variants and communication

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

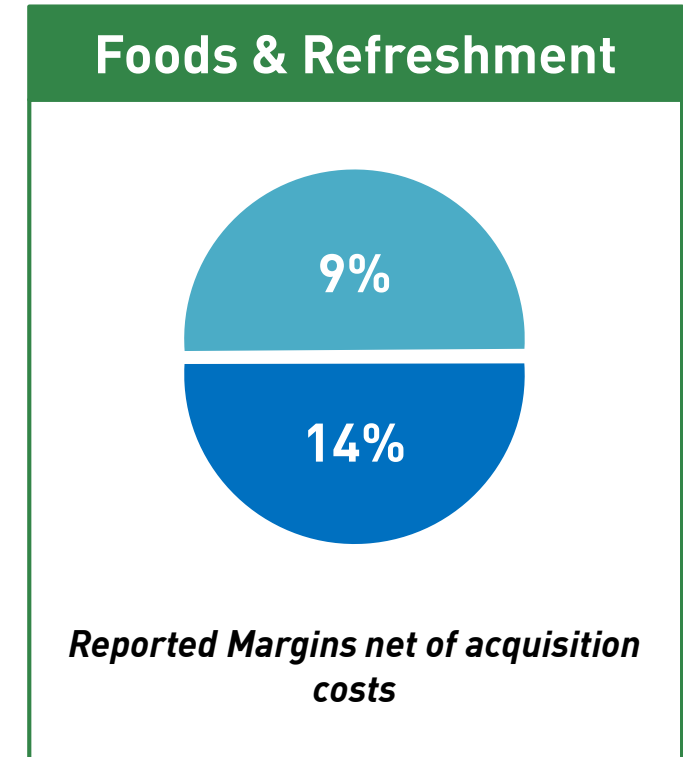
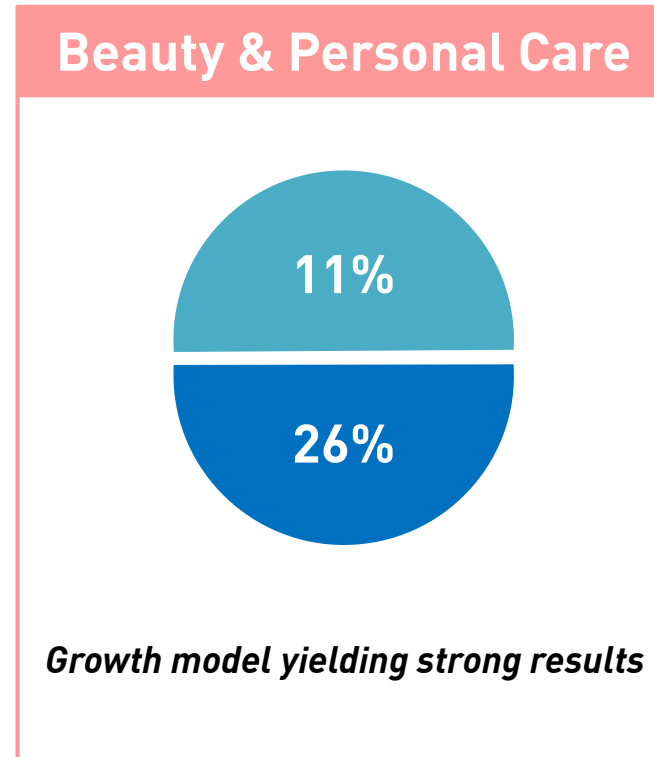
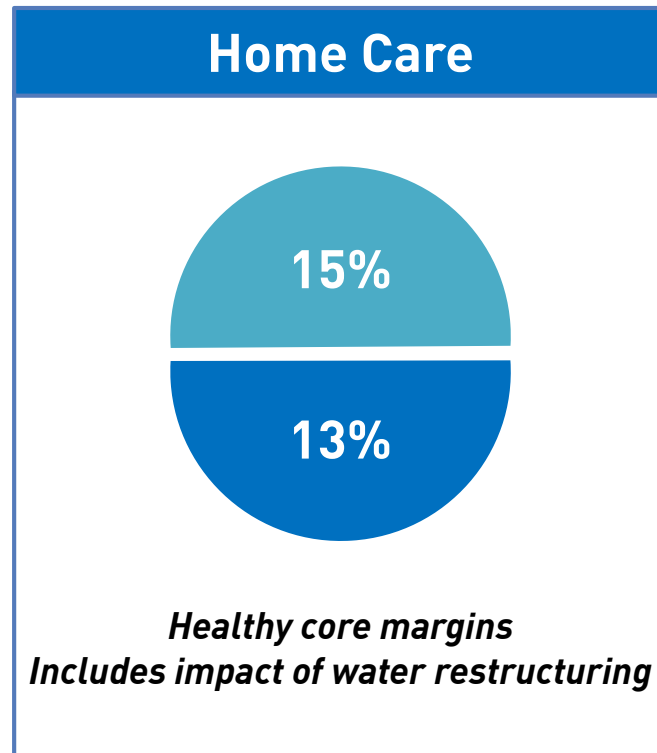
Foods & Refreshment

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

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](#)

