



27th April, 2023

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: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to the Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the Investor Presentation on Audited Financial Results of the Company for the quarter and financial year ended 31st March, 2023.

We are also enclosing herewith a copy of a Press Release which will be disseminated shortly. The Press Release is self-explanatory.

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 / FCS No: F3354

Hindustan Unilever Limited

MQ & FY 2023 Results

27th April 2023



Hindustan Unilever Limited





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 realised. 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

Chief Executive Officer
and Managing Director



Hindustan Unilever Limited



FY'23 : Strong all-round performance in a challenging environment



| Underlying Volume Gr. | Business Winning | EBITDA | EPS |
|-----------------------|------------------|--------|-----|
|-----------------------|------------------|--------|-----|

5%

>75%

23.4%

13%

YoY Growth

Business winning shares

9% YoY growth

YoY Growth



Driven by a clear and compelling strategy

Navigating the short term challenges with agility



Growing our consumer franchise

&



Protecting our business model

While making progress on our long-term strategic priorities



Developing our portfolio



Win with our brands powered by purpose and innovation



Lead in the channels of the future



Build differentiated structures and capabilities



Build purpose-led, future-fit organisation



FY'23 highlights : Home Care



- 28% revenue growth, volumes grew close to double-digits
- Premium portfolio continues to grow ahead of the rest of the portfolio
- 'Surf excel' became the first Home & Personal Care brand in India to cross US\$ 1 bn in turnover
- Home Care liquids crosses Rs. 3000 cr. turnover led by effective market development actions
- 'Vim' recognised by Kantar for fastest consumer reach growth* globally in the last decade

* across FMCG brands



FY'23 highlights : Beauty & Personal Care



- 12% revenue growth, volumes grew low single digit despite decline in market volumes
- 'Lux' & 'Pond's' cross Rs. 2000 cr. turnover each; five BPC brands in this club now
- Transforming portfolio through innovations and entry into fast growing demand spaces
 - 3 new brands launched in premium beauty – 'Acne Squad', 'Find Your Happy Place' and 'Novology'
 - Forayed into Health & Wellbeing with strategic investments in 'Oziva' and 'Wellbeing Nutrition'
 - Premium grew significantly ahead of the rest of the portfolio



FY'23 highlights : Foods & Refreshment



- 5% revenue growth led by Ice Cream, Coffee and Foods. Volumes grew low single digit
- HFD continues to gain consumer traction driven by market development; penetration and market shares grew handsomely
- Value and volume market leader in Tea; widened gap vs nearest competition
- Driving portfolio transformation:
 - Key innovations include 'Horlicks Millets', 'Kissan Hazelnut Choco Peanut Butter', 'Knorr Korean Meal Pots'
 - De-seasonalising Ice Cream through innovations and activations
 - Divested non-core business of Salt & Atta



Hindustan Unilever Limited

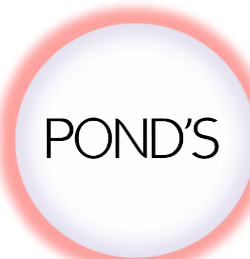
Our brands are getting bigger...

FY'23 Turnover

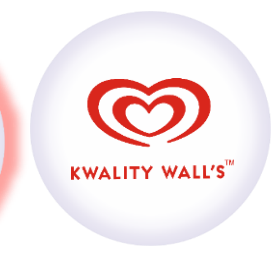
₹50 Bn+



₹20 Bn+



₹10 Bn+



19

brands >₹10 bn

2

New brands >₹20 bn

3

New brands >₹10 bn

Product Superiority



Award winning marketing campaigns

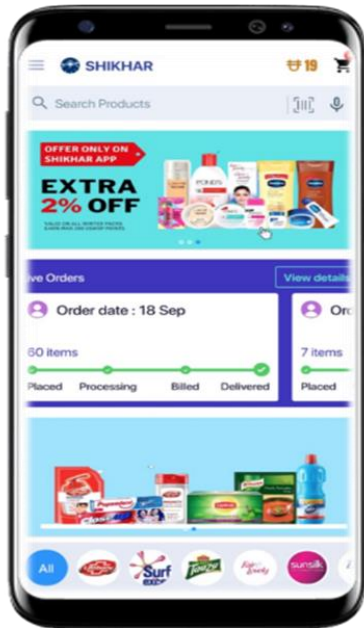


2X more superior products vs 2019



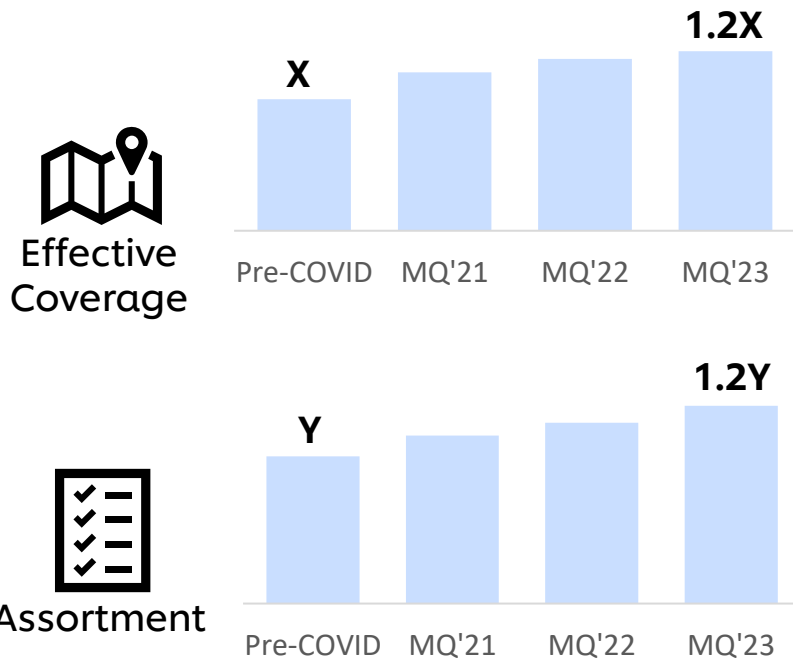
Winning with customers

Shikhar in 1.2 million stores



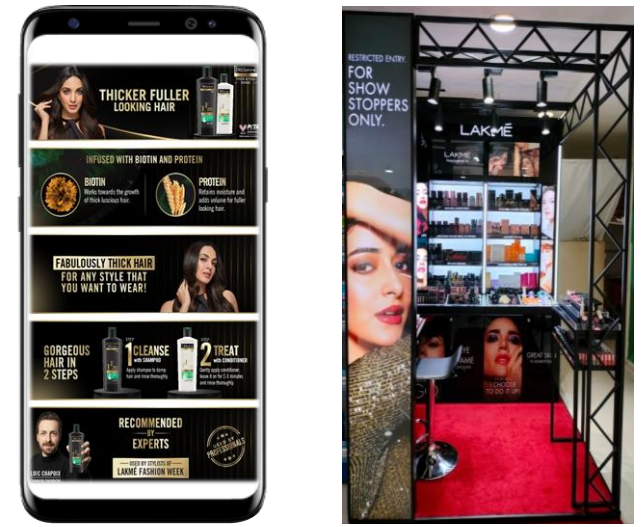
Digitised demand capture >30%

Excellent execution



Continuously stepping-up coverage & assortment

Perfect stores



Online & Offline



Agile & future-fit operations

Agile Innovation Hub

REPEATABLE | DIGITAL | DATA LED



60 SKUs launched through the AI Hub platform

Digitised factories



**7 nano factories
DBNR* < 3.5 days**

Automated warehouse



Faster fulfilment

*DBNR : Days before next run for A class SKUs



Doing well by doing good

Climate & Waste

97%

Reduction in CO₂ Emissions (kg/tonne of production) in manufacturing operations vs 2008



48%

Reduction in Water consumption in our manufacturing operations vs 2008



>1 lakh tonne

Plastic waste collection & safe disposal **Plastic Neutral** since 2021*



55%

Reduction in total waste generated from HUL's factories vs 2008



Nature

2.6 trillion litres

Cumulative Water potential created by HUF along with its partners



95%

Paper and board in packaging sourced from sustainable sources



82%

Tomatoes from sustainable sources



69%

Tea from sustainable sources



Social

>9 million

People reached through Prabhat initiatives on economic empowerment, environment sustainability, health, etc.



>1.9 lakh

Shakti entrepreneurs empowered



> 3 lakh

People have access to safe sanitation through Project **Suvidha**



40%

Gender diversity in our managerial workforce



* For Calendar Year 2021 and 2022



Rohit Jawa



2022 : Chief of Transformation, Unilever

2017 : EVP, North Asia and Chairman, Unilever China

2013 : EVP, Chairman and CEO, Unilever Philippines

2010 : SVP, Global Marketing Operations

2006 : Regional VP, Laundry, Global VP Radiant brand, Unilever Asia

2004 : VP, Home Care, Unilever Vietnam

2002 : General Manager, Western Region, Hindustan Unilever

1988 : Management trainee, Sales & Marketing roles, Hindustan Unilever

Ritesh Tiwari

Chief Financial Officer



Hindustan Unilever Limited





Operating context : Inflation moderating sequentially

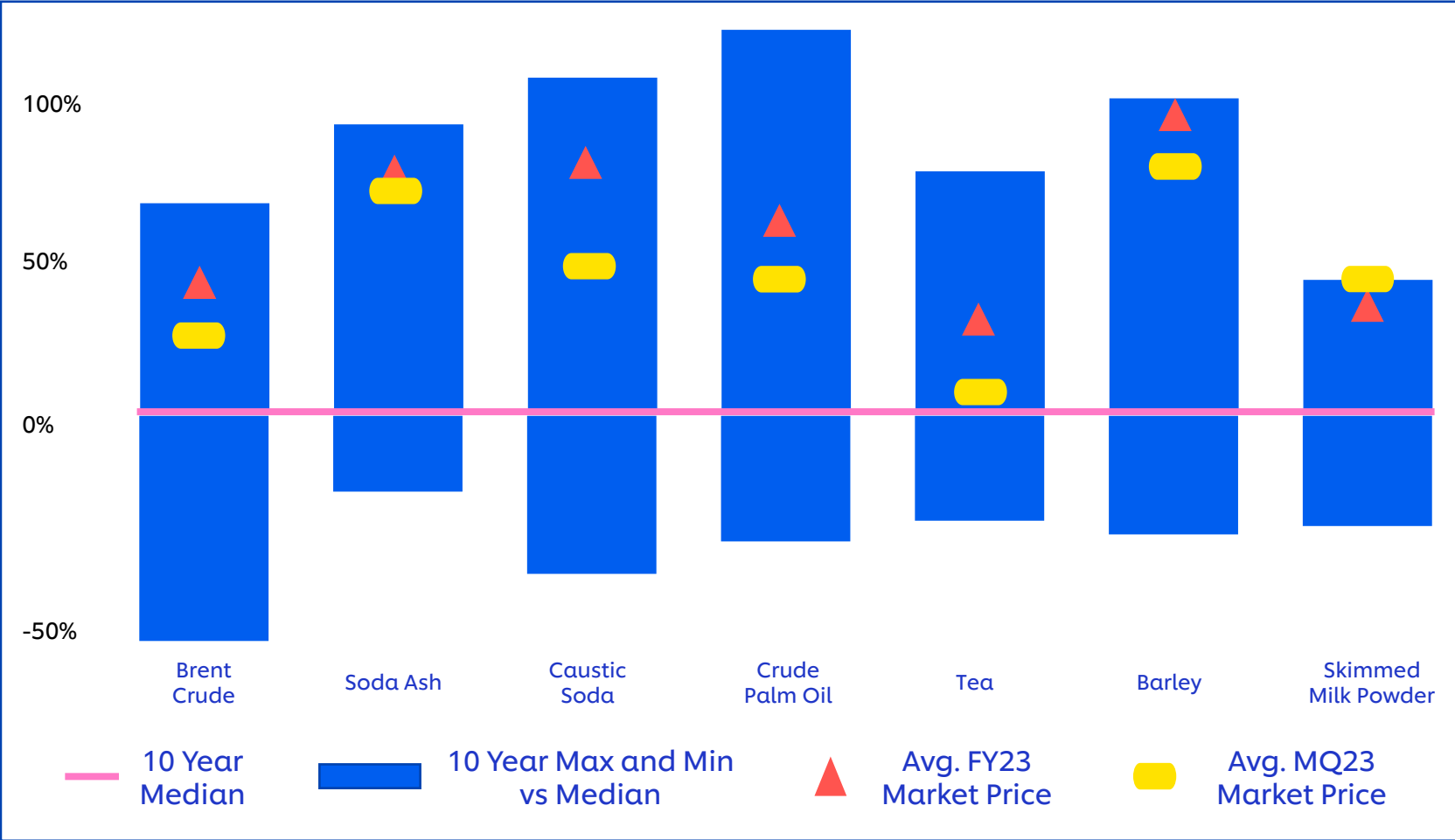
YoY inflation softening

MQ'23 vs MQ'22

| | |
|--------------------------|-------------|
| Brent Crude | -16% |
| Soda Ash | -6% |
| Caustic Soda | -25% |
| Crude Palm Oil | -39% |
| Tea | -1% |
| Barley | 8% |
| Milk Powder (SMP) | 18% |

Lapping high base | Sequential easing

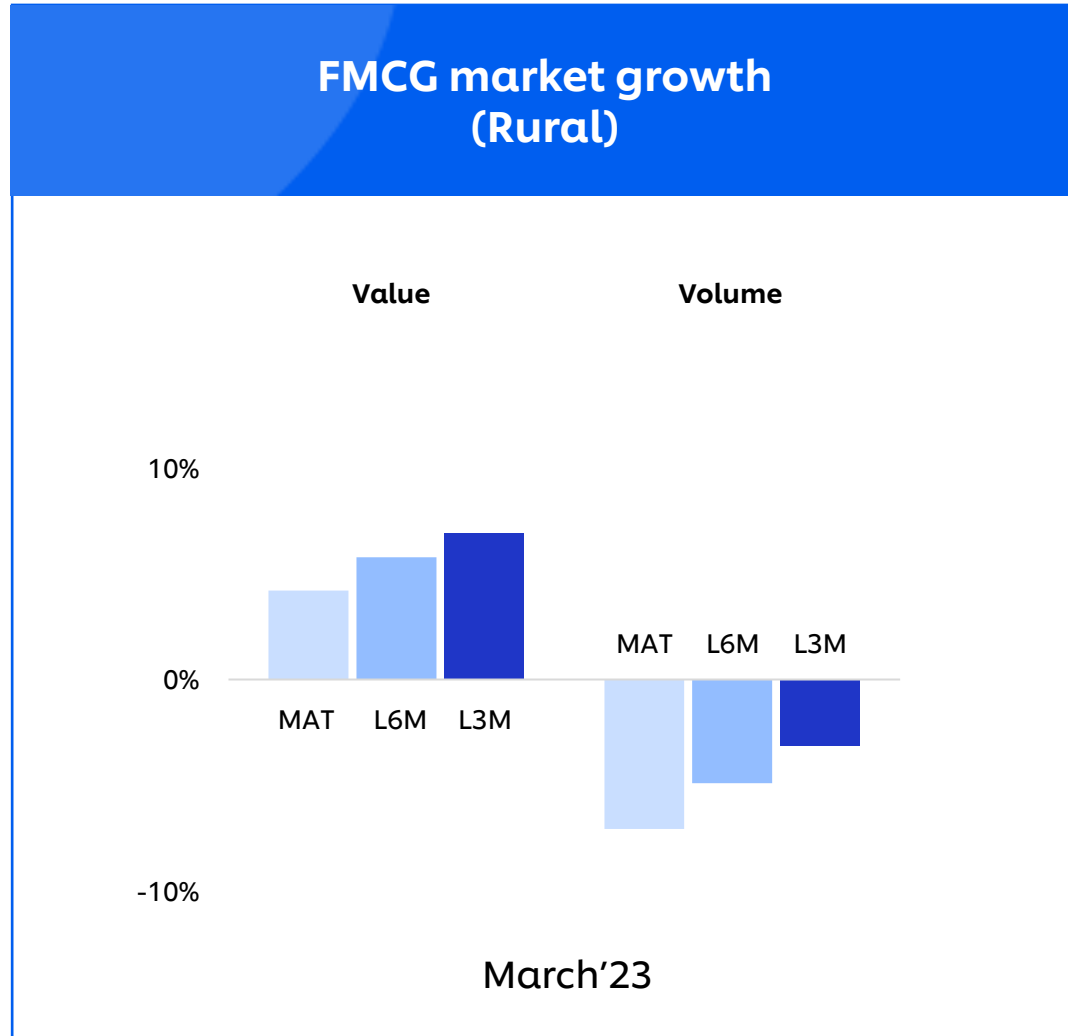
Key commodities remain elevated vs long term averages



Negative value (-) denotes deflation



FMCG Market : Gradual improvement in volumes





MQ'23 : Strong all-round performance continues

Turnover Growth

Growth

11%

4%

Underlying Volume Growth

EBITDA

Margin

23.7%

-90 bps

Change YoY

PAT (bei)*

INR

2,471 cr.

8%

Growth YoY

Net Profit

INR

2,552 cr.

10%

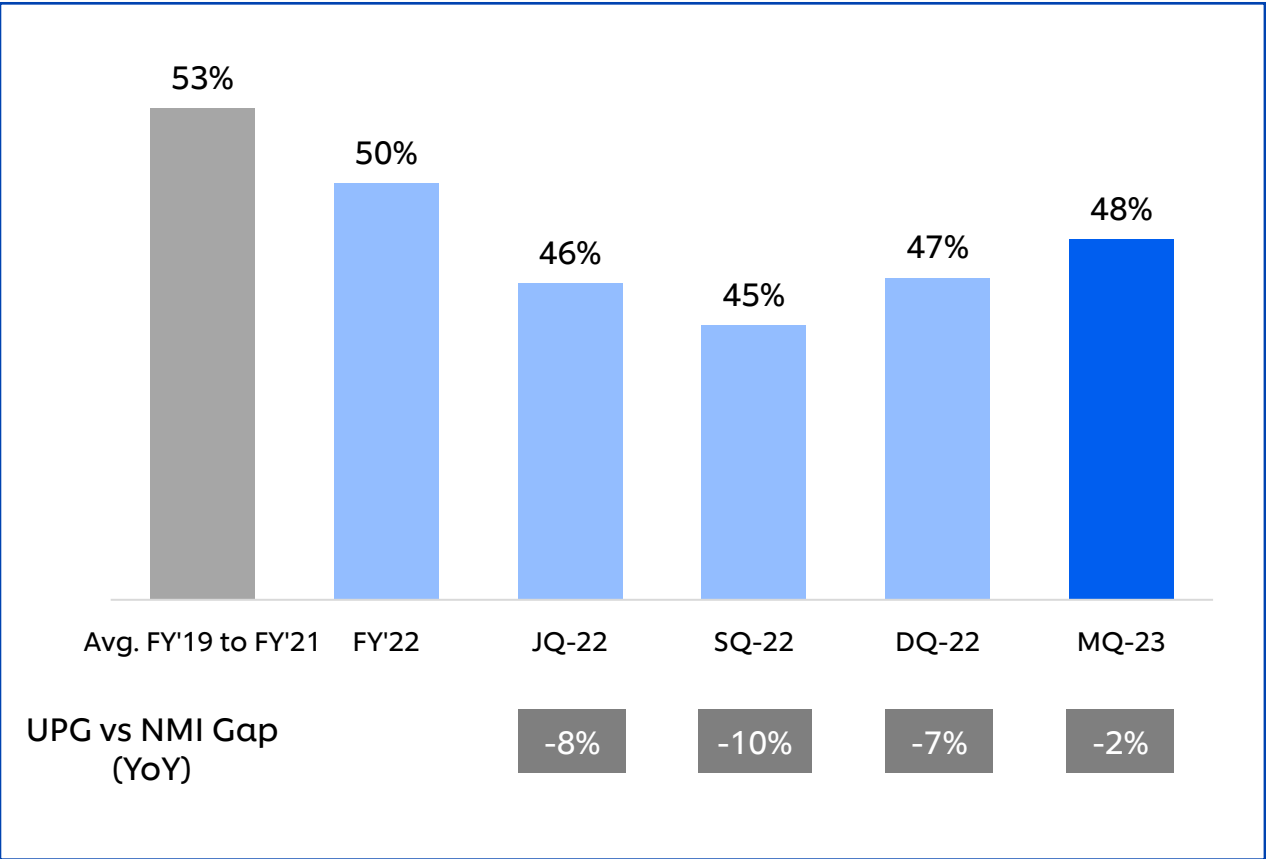
EPS Growth YoY

*PAT (bei) : Profit After Tax before exceptional items

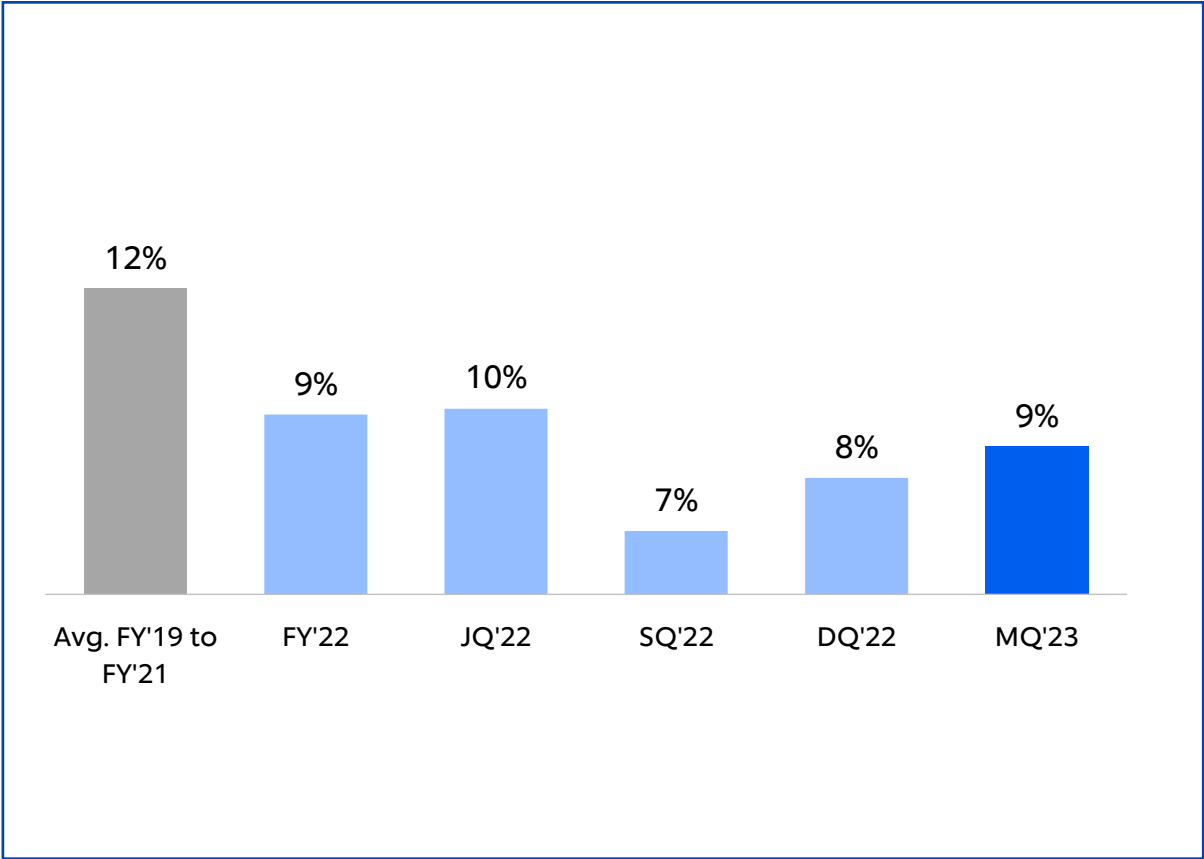


Building back gross margins, stepping up A&P

Gross Margin up sequentially



Stepped-up A&P investments



Continue to drive productivity improvement and pricing agility

Net Material Inflation = Material Cost Inflation post impacts of buying efficiencies, hedging, product design to value, etc.

UPG : Underlying Price Growth

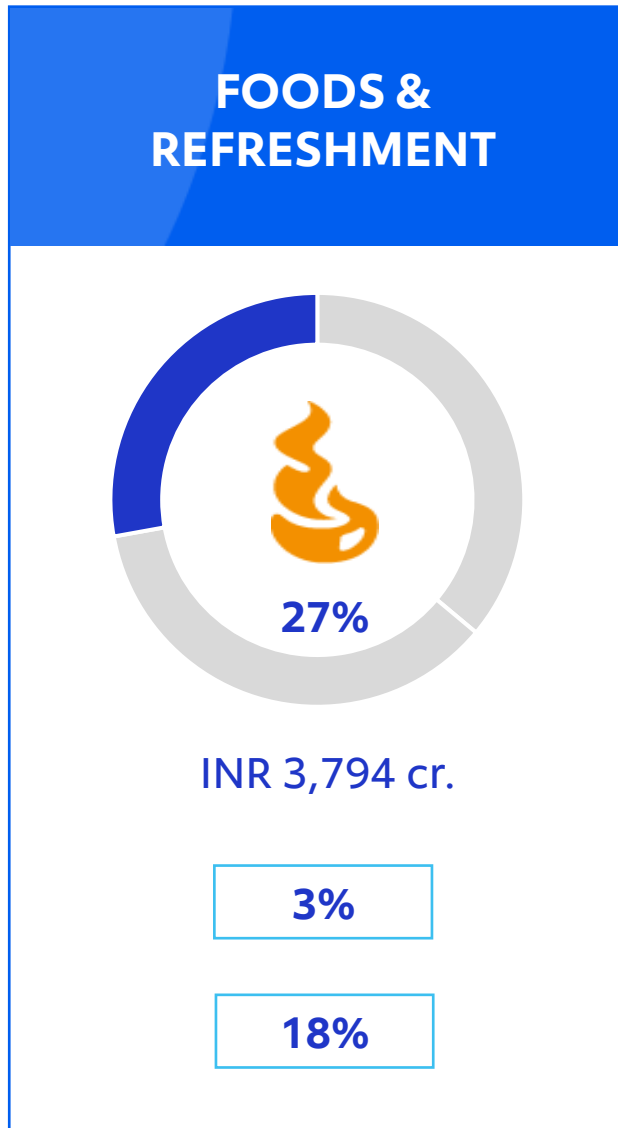
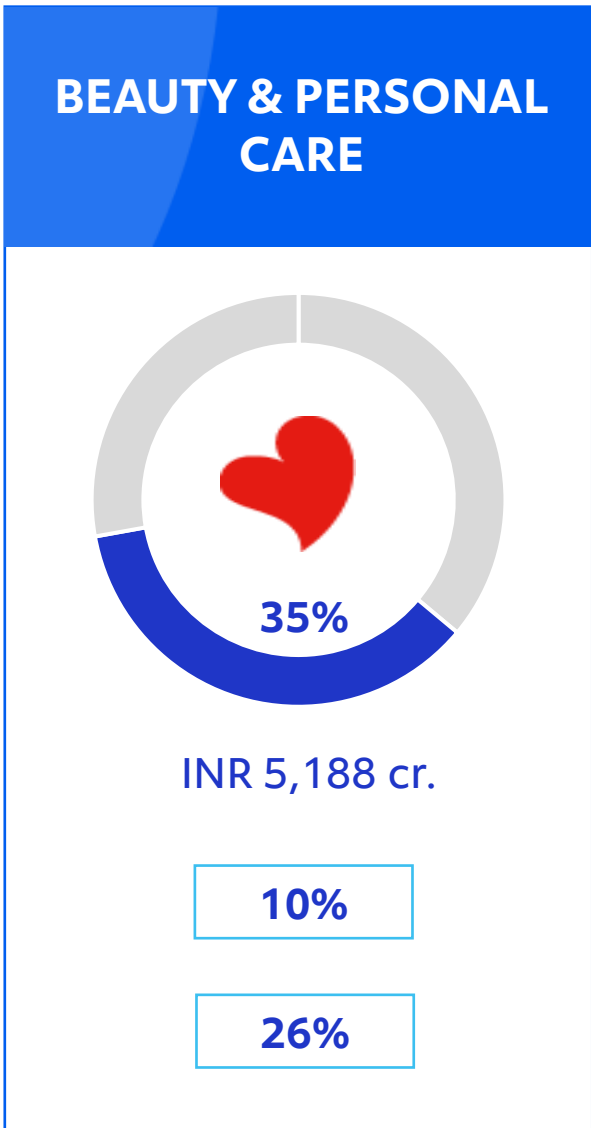
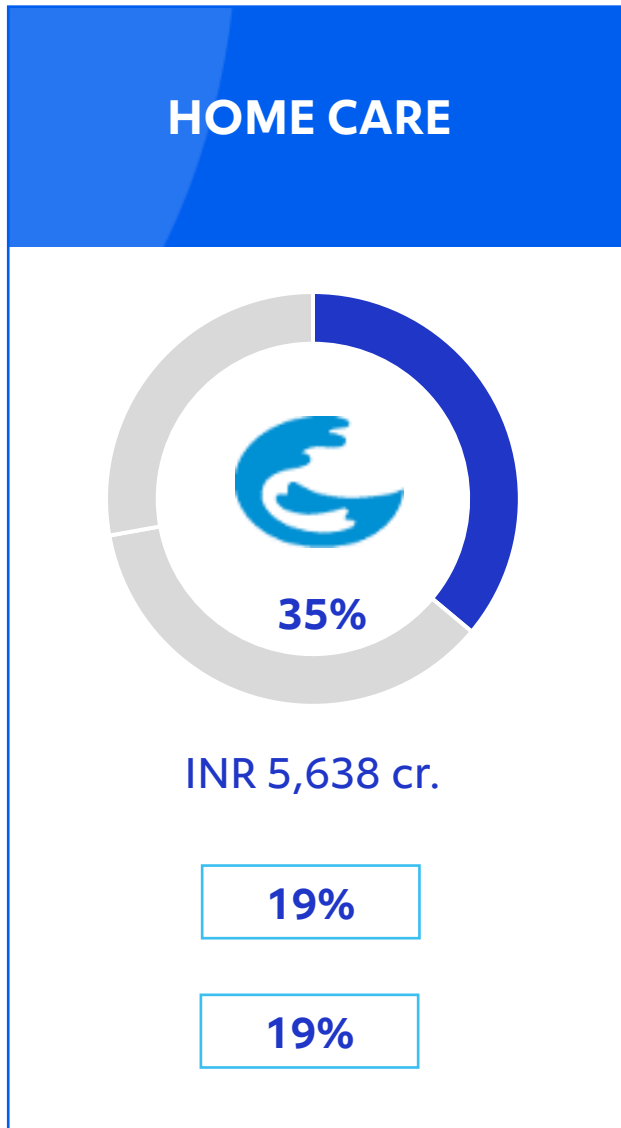
Sensitivity: Public



MQ'23 : Segmental performance

Segmental Revenue Growth

Segmental Margins



Segment Revenue Growth = Segment Turnover growth + Other Operating Income, Segment Margins (EBIT) excludes exceptional items

Excludes 'Others' segment, proportion of segments for same period last year

Sensitivity: Public



MQ'23 : Innovations (1/2)



RARE HIMALAYAN
INGREDIENT FOR
AN INDULGENT
BATH RITUAL

LUX
ESSENCE OF HIMALAYAS

Dove Beautiful Curls
You go, curl.

CAN'T SEE
THE MAKE UP.
SEE THE LOOK.

New LAKMÉ
CC Light Mousse

LAKMÉ

Get 100 hours
of hydration
Infused with Pentavitin

Simple

LOVE beauty AND planet

3 easy steps to
frizz-free, defined
& detangled curls

RICE WATER &
ANGELICA SEED OIL
shampoo, conditioner &
leave-in conditioner

CLEANSE
CONDITION
STYLE



MQ'23 : Innovations (2/2)

NEW
TRESemmé
USED BY PROFESSIONALS

— **HYALURONIC** —

3 DAYS
[NON-STOP HYDRATED LOOK]

Cornetto
Chuski
BOOST ICECREAM SANDWICH
HAZELNUT CHOCOLATE ICE CREAM

Milletts Made Tasty
Goodness of multi-millets, yummy taste of chocolate.

SORGHUM
FOXTAIL MILLET
FINGER MILLET
PEARL MILLET

MILLET Chocolate Horlicks

For Growing Kids 6+ yrs

Milk based food
Horlicks is a nourishing beverage to be taken as part of regular daily diet.
Creative representation. Fuller pack for more details.
Millets (17%) (Pearl Millet (8%), Finger Millet (3%), Foxtail millet (2%), Sorghum (1%))

GLUTA GLOW, LET IT SHOW.

GlutaGlow + Hyaluron

Vaseline
HEALTHY BRIGHT
Gluta-Hya
Dewy Radiance
10X more Hyaluronic Acid
NON-STICK

NEW
LEVER **āyush** Sensitivity Relief
Ayurvedic care for tooth sensitivity

LEVER **āyush** Sensitivity Relief
Ayurvedic care for tooth sensitivity

POWER OF 8 AYURVEDIC INGREDIENTS, FOR TOOTH SENSITIVITY

ନୂଆ ହାଲି
ଫିଙ୍ଗି
ଗହଳିଆ
ସଫେଇ

ବର୍ଦ୍ଧାନ୍ନ ବଢ଼େଇ

Active Wheel 2in1



MQ'23 : Activations and communications





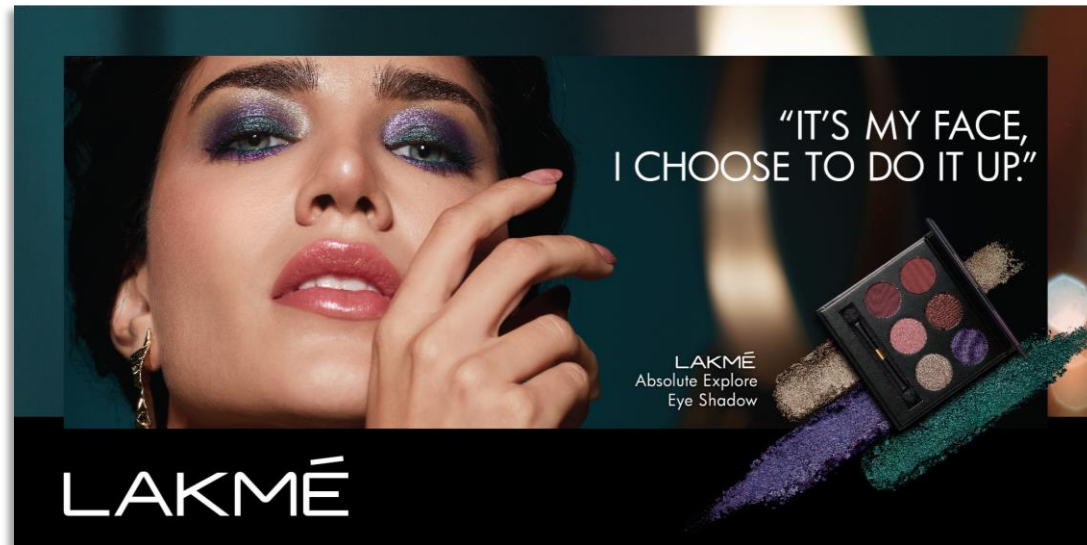
HC : Stellar performance continues



- ❑ **Fabric Wash:** Strong double-digit growth led by premium portfolio
 - Handsome market share gains continue, both value and volume
- ❑ **Household Care:** Strong double-digit value and volume growth driven by outperformance in Dishwash



BPC : Broad-based double-digit growth



- ❑ **Skin Cleansing:** Double-digit growth led by 'Lux'. Price reductions taken in MQ'23 in soaps portfolio
 - Market development actions in bodywash continue to yield good results
- ❑ **Hair Care:** Strengthened market leadership and delivered volume led mid single-digit growth. Innovations and future formats continue to gain consumer relevance
- ❑ **Skin Care and Color Cosmetics:** Double digit growth led by strong performance in premium portfolio
 - Launched new specialist Skin Care brand 'Novology' in the masstige beauty segment
- ❑ **Oral Care:** Delivered high single digit growth. Close-up continues to do well



F&R : Steady performance in Foods, Coffee and HFD



- ❑ **Beverages:** Strengthened market leadership in Tea. Higher inflation in premium teas vis-à-vis loose tea leading to consumers downgrading. Coffee continues to perform well delivering double-digit growth
- ❑ **Health Food Drinks:** Mid-single digit growth, broad-based across the portfolio. Market share and penetration gains continue
 - Market remains subdued due to inflation impact on consumption
- ❑ **Foods:** Mid single digit growth led by strong performance in Ketchup and Food Solutions (UFS). Hellman's Mayonnaise and Kissan Peanut butter continue to gain consumer traction
- ❑ **Ice Cream:** Delivered mid-single digit growth on a high base. Unseasonal rains impacted consumption



MQ'23 : Results summary

Rs. Crores

| Particulars | MQ'23 | MQ'22 | Growth |
|------------------------------|--------------|--------------|------------|
| Sales | 14,638 | 13,190 | 11% |
| EBITDA | 3,471 | 3,245 | 7% |
| EBITDA Margin | 23.7% | 24.6% | -90 bps |
| Other Income (Net) | 136 | 86 | |
| PBT | 3,425 | 3,128 | 9% |
| Tax | 873 | 801 | |
| Net Profit | 2,552 | 2,327 | 10% |
| PAT before exceptional items | 2,471 | 2,283 | 8% |

Note: Exceptional items includes prior period tax adjustment, profit from sale of property and brands



FY'23 : Solid all-round performance in a challenging environment

Turnover

INR

58,154 cr.

16%

Growth YoY

EBITDA

INR

13,632

9%

Growth YoY

PAT (bei)*

INR

9,720 cr.

11%

Growth YoY

Net Profit

INR

9,962 cr.

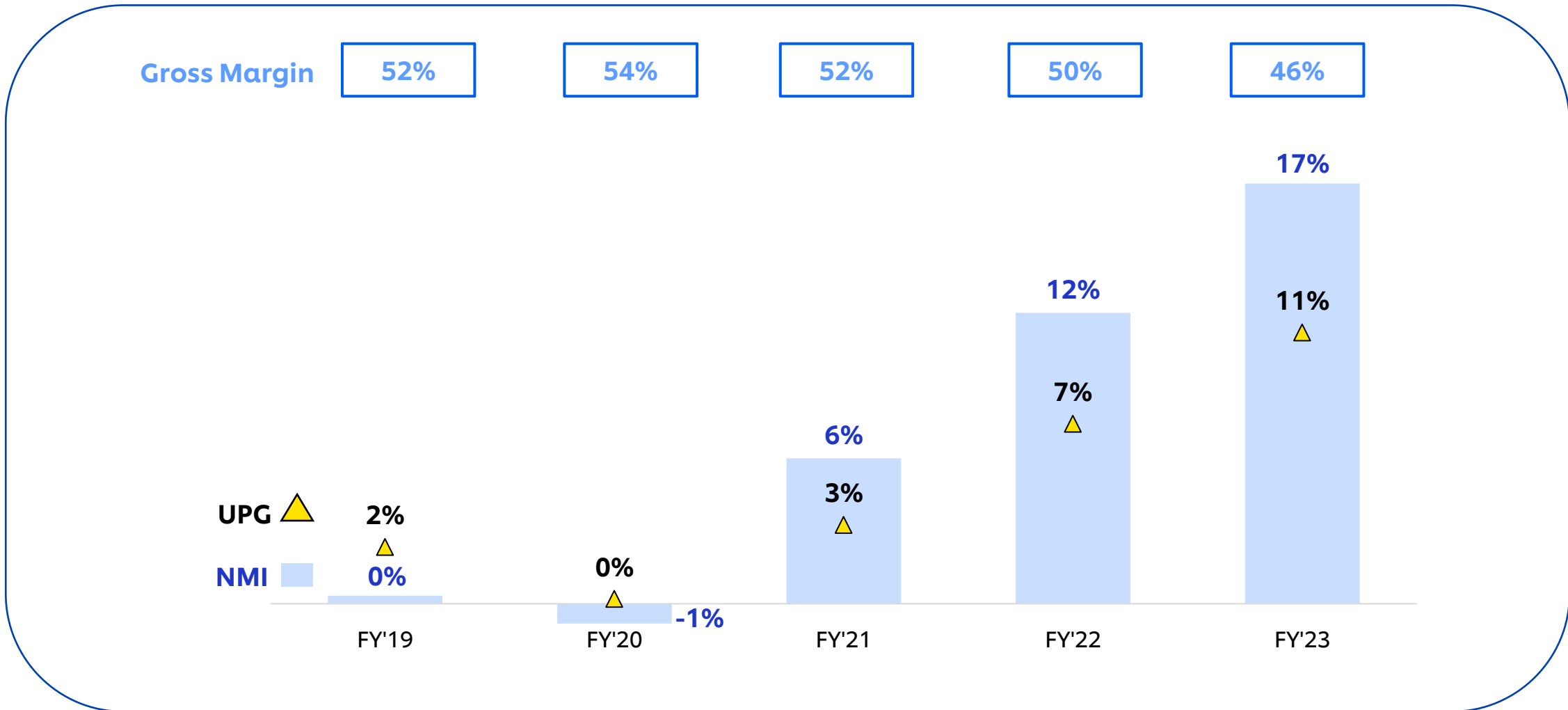
13%

EPS Growth YoY

*PAT (bei) : Profit After Tax before exceptional items



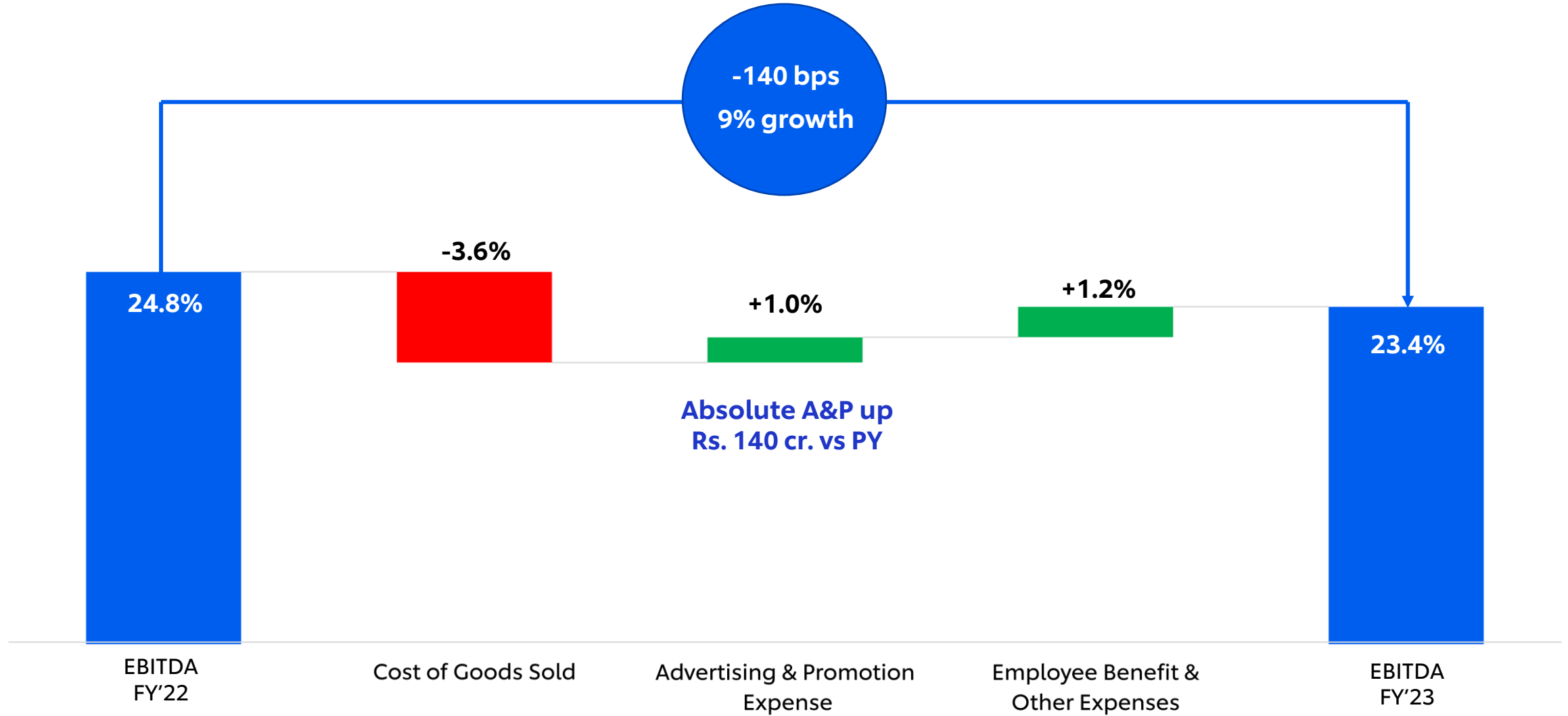
Unprecedented inflation impacting gross margin



Net Material Inflation = Material Cost Inflation post impacts of buying efficiencies, hedging, product design to value, etc.

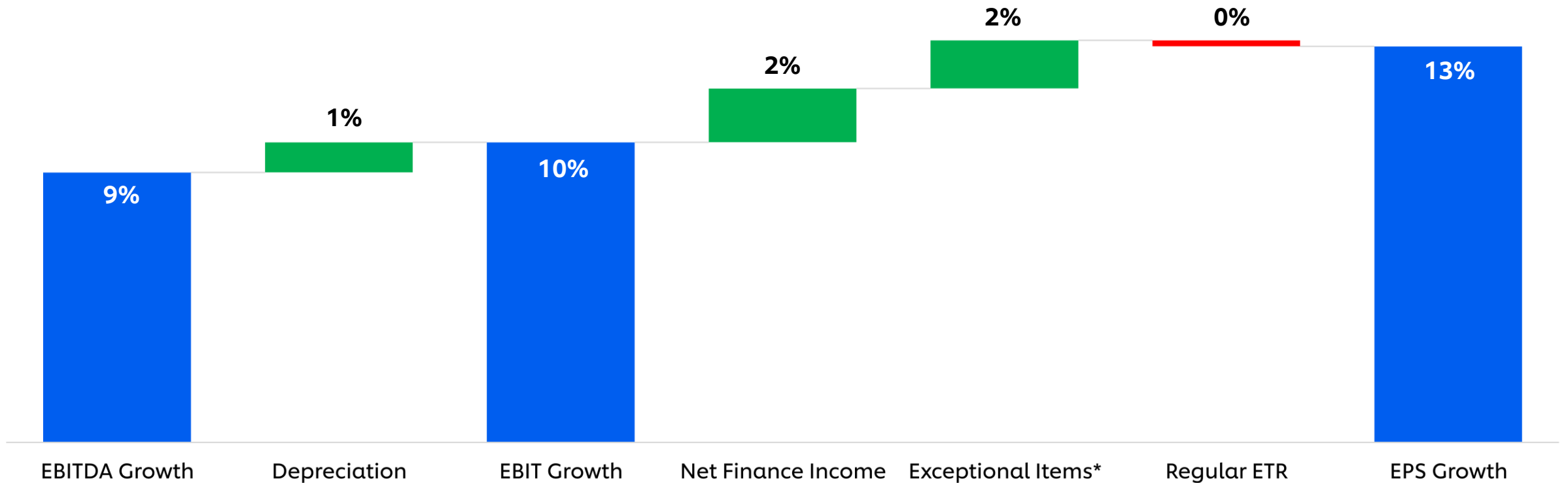


Protecting business model through dynamic financial management





FY'23 : Delivering double digit EPS growth



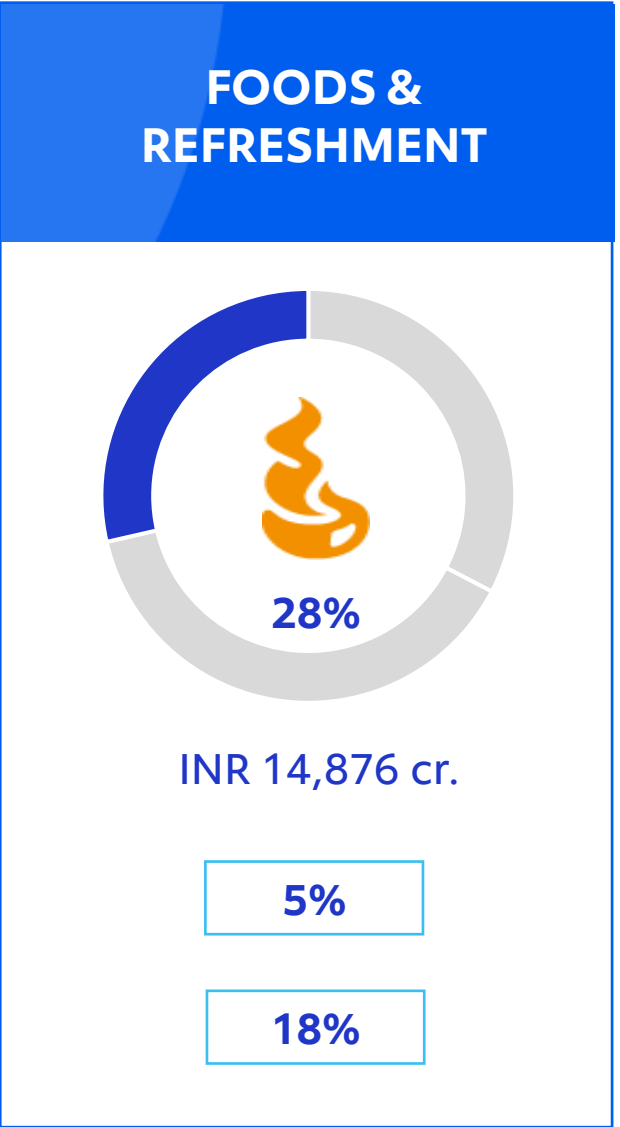
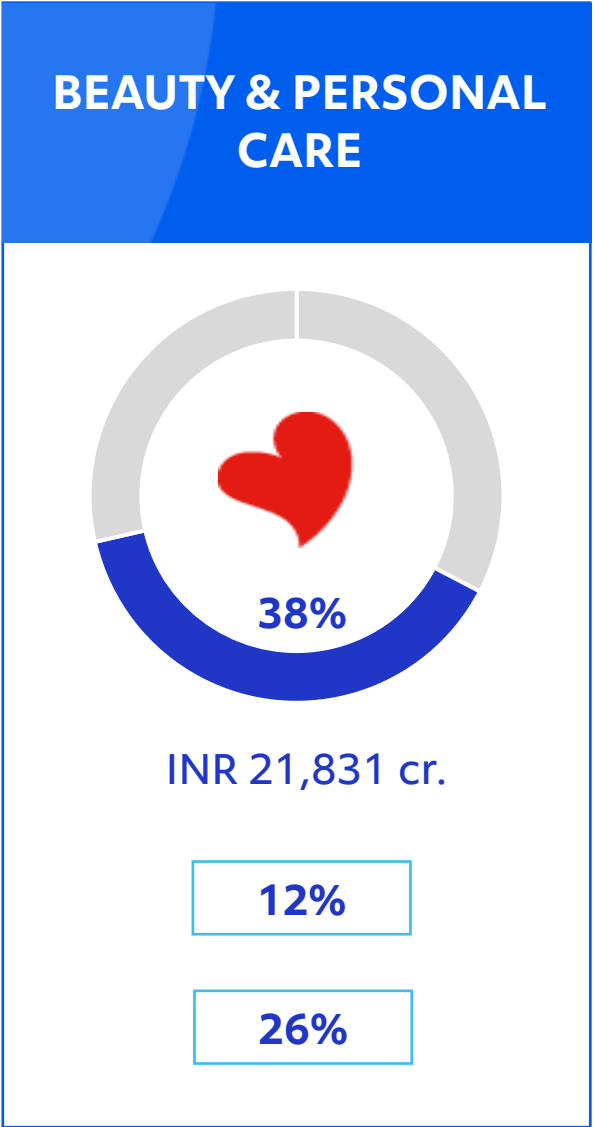
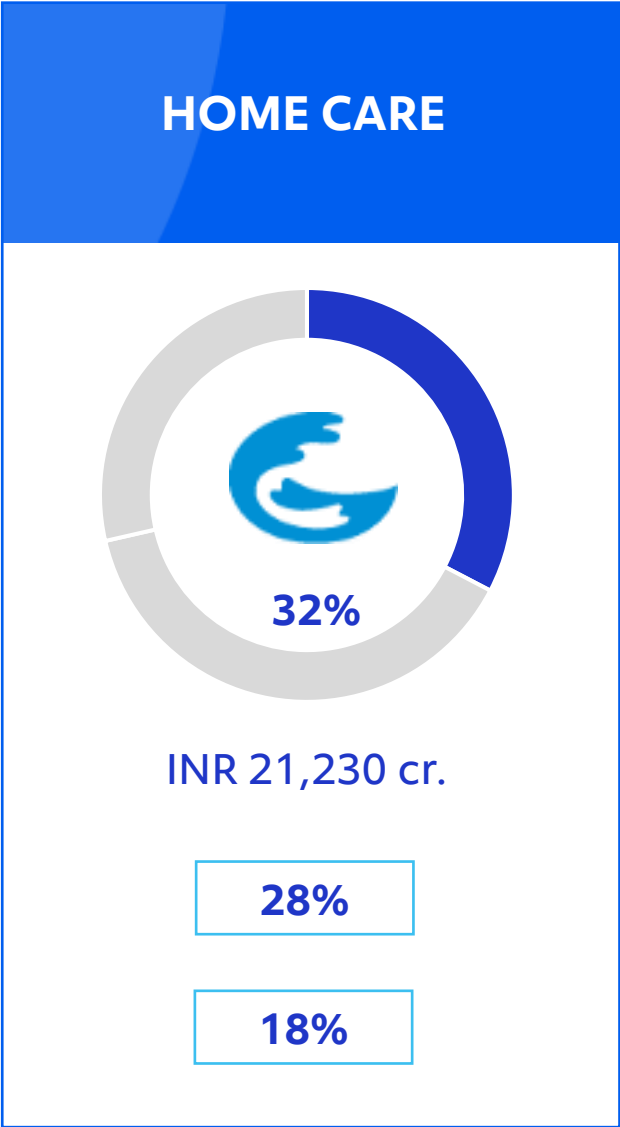
Exceptional items include Tax Prior Period adjustments



FY'23 : Segmental performance

Segmental Revenue Growth

Segmental Margins



Segment Revenue Growth = Segment Turnover growth + Other Operating Income, Segment Margins (EBIT) excludes exceptional items

Excludes 'Others' segment, proportion of segments for same period last year

Sensitivity: Public



FY'23 : Proposed dividend

| Particulars | FY'23 | FY'22 |
|-----------------------------|-------|-------|
| Dividend per share | 39 | 34 |
| Interim | 17 | 15 |
| Final* | 22 | 19 |
| Total Dividend (Rs. Crores) | 9,163 | 7,989 |

*Final Dividend number for FY 2022-23 is subject to approval by shareholders at the AGM



In summary

- ❑ **FY'23: Strong performance in a challenging environment leading to 4G growth**
 - Topline grew 16% adding c.8000 crores to our turnover
 - >75% business winning market shares
 - Healthy bottomline with EBITDA growth of 9%, EPS grew 13%
 - Best rated Indian FMCG company in ESG ratings by DJSI and Sustainalytics

- ❑ **Protected our business model amidst volatility by growing our consumer franchise and maintaining margin in a healthy range**

- ❑ **Decisive actions taken to drive portfolio transformation and premiumisation**

- ❑ **Continued progress on long-term strategic priorities**

Outlook



Hindustan Unilever Limited



Operating environment remains volatile

Uncertain global context

IMF International Monetary Fund

World Economic Outlook, April 2023: A Rocky Recovery

The outlook is uncertain again amid financial sector turmoil, high inflation, ongoing effects of Russia's invasion of Ukraine and three years of COVID.

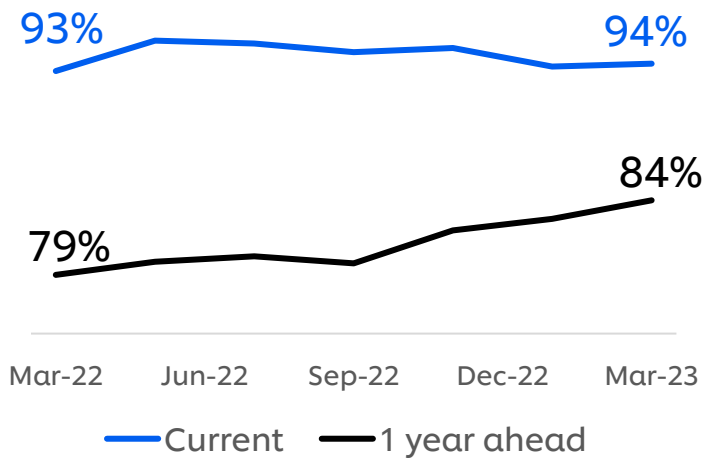
CNBC

Fed expects banking crisis to cause a recession this year

Key Points. Fallout from the U.S. banking crisis is likely to tilt the economy into recession later this year, according to Federal Reserve.

Consumers' perception of inflation remains high

RBI survey on consumers' perception of price Levels March'23



Weather vagaries loom

The Guardian

Weather tracker: India temperatures hit 40C as heatwave continues

The heatwave that has been plaguing the states of West Bengal, Bihar and Andhra Pradesh in India is forecast to continue through the coming week.

The Hindu

IMD forecasts a 'normal' monsoon, even as El Nino looms large

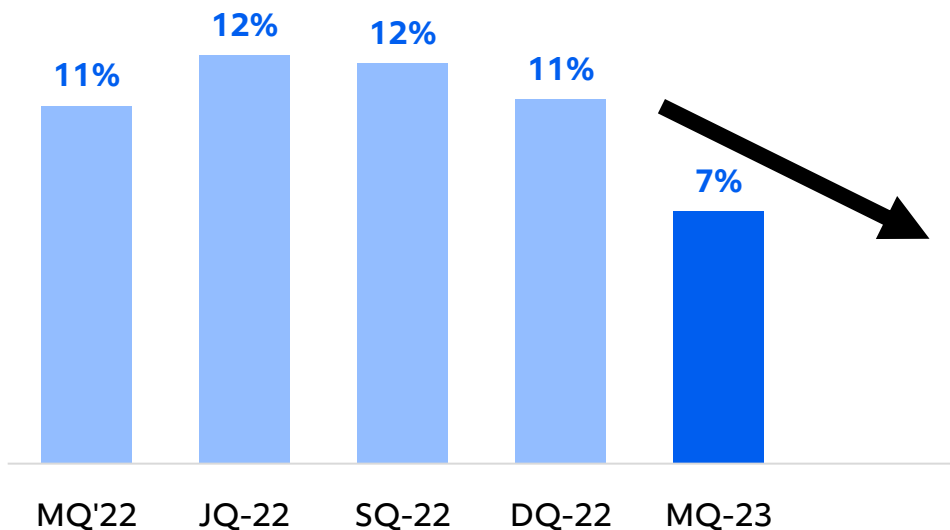
India's four-year run of munificent summer monsoon rainfall is likely to end this year, with the India Meteorological Department forecasting a 4% shortfall in the coming monsoon season.



Price and volume growth will re-balance

Price growth will tail-off further

HUL Price Growth (UPG)



**Lapping of high base |
Sequential reduction in prices**

Volumes to recover gradually

FMCG Market volumes flat
(YoY MQ'23)

0%

Rural Market Volumes declining
(YoY MQ'23)

-3%

Overall inflation elevated
(CPI Mar'23)

5.7%

Consumption habits revert with a lag



Looking ahead

Near-term

- ❑ Right price-value equation for competitive volume growth
- ❑ Build back Gross Margin
- ❑ Step-up investments in Advertising & Promotions

Mid-long term

- ❑ India FMCG sector continues to be very attractive
- ❑ Our value creation model remains unchanged: Topline driven with modest margin expansion and prudent capital discipline
- ❑ Creating a Purpose-led, Future-fit HUL

Our focus remains on delivering Consistent, Competitive, Profitable and Responsible Growth

Hindustan Unilever Limited

MQ & FY 2023 Results

27th April 2023



Hindustan Unilever Limited





Hindustan Unilever Limited

STANDALONE RESULTS FOR THE QUARTER AND FINANCIAL YEAR ENDED 31st MARCH 2023

MQ'23: 11% Turnover Growth, Underlying Volume Growth 4%, EPS Growth at 10%

FY'23: Turnover ₹58K Cr. up 16%, EPS Growth at 13%

Mumbai, 27th April 2023: Hindustan Unilever Limited announced its results for the quarter and year ended 31st March 2023.

March Quarter 2023: Strong all-round performance

HUL delivered strong performance with turnover growth of 11% and Underlying Volume Growth of 4%. Growth was competitive with more than 75% of the business winning market shares¹. Profit After Tax (PAT) grew 10%.

Home Care: Stellar performance continues

Home Care delivered another quarter of solid performance with 19% revenue growth. Both Fabric Wash and Household Care grew in strong double digits. Premium portfolio continued to outperform driven by effective market development actions.

Beauty & Personal Care: Broad-based double-digit growth

Beauty & Personal Care grew 10% with broad-based performance across categories. Skin Cleansing delivered double digit growth led by Lux. With softening in Palm Oil, further price reductions were taken in soaps portfolio. Hair Care continued its strong competitive performance and delivered volume led mid-single digit growth. Skin Care grew in double digits led by strong performance in premium portfolio. Further progress was made on portfolio transformation through innovations and entry into fast growing demand spaces. A new Skin Care brand 'Novology' in the masstige beauty segment, new range of Hair Care products by Dove and Tresemme, bathing range by Lux, Lakme's Lip and Face mousse were launched in the quarter.

Foods & Refreshment: Steady performance in Foods, Coffee and HFD

Foods & Refreshment grew 3% led by Foods, Coffee and Health Food Drinks (HFD). Tea strengthened its value and volume market leadership. Tea category witnessed consumers downgrading due to higher inflation in premium teas vis-à-vis loose tea. HFD continue to grow competitively and gain penetration. Coffee delivered double digit growth. Ice Cream grew in mid-single digit with unseasonal rains impacting consumption. Foods grew in mid-single digit led by strong performance in Ketchup and Foods Solutions. During the quarter, Millets Chocolate Horlicks and exciting flavours in Ice Cream including Salted Caramel Brownie, Hazelnut Chocolate and refreshing Ice Candies were launched.

Building back Gross Margin, stepping-up Advertising and promotions

Gross margin improved 120 bps vs DQ'22 with reduction in price vs. cost gap. We continued to invest competitively behind our brands and stepped-up A&P investments by 80 bps vs DQ'22. EBITDA margin at 23.7% remains healthy. PAT at Rs. 2,552 Crores was up 10% year-on-year.

Financial Year 2022-23:

Turnover at Rs. 58,154 Crores grew 16% with underlying volume growth of 5%. Growth was significantly ahead of the market leading to handsome market share gains. EBITDA margin remained healthy at 23.4% despite the unprecedented inflation during the year. PAT at Rs. 9,962 Crores and EPS at Rs 42 per share was up 13%. The Board of Directors have proposed a final dividend of Rs. 22 per share, subject to approval of shareholders at the AGM. Together with interim dividend of Rs. 17 per share, the total dividend for the year amounts to Rs. 39 per share an increase of 15% vs FY'22.

Sanjiv Mehta, CEO and Managing Director commented: 'In challenging circumstances of geopolitical uncertainties, high commodity inflation and tepid market growths, I am pleased that we have delivered yet another year of strong and resilient performance. We have added c. Rs. 8000 Crores to our topline in this fiscal with volume growth in mid-single digits despite decline in FMCG market volumes. We continue to make steady progress in future-proofing our business through portfolio transformation and building distinctive capabilities.

Looking forward, the near-term operating environment is likely to remain volatile. With inflation easing due to lapping of high base and sequential softening in a few commodities, price and volume growths will rebalance. Market volumes will recover gradually as consumption habits readjust. We remain focused on managing our business with agility and growing our consumer franchise whilst maintaining margins in a healthy range. We stay confident of the medium to long term potential of Indian FMCG sector and HUL's ability to deliver a Consistent, Competitive, Profitable and Responsible growth.'

1. As per March'23 Business Winning Report based on Nielsen market data

