



# 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

14th October, 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 3rd October, 2019, intimating a presentation to be made to Analysts / Investors on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended 30th September, 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 financial results of the Company for the quarter and half year ended 30th September, 2019.

Please take the above information on record.

Thanking You.

Yours faithfully,  
**For Hindustan Unilever Limited**

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





Hindustan Unilever Limited

# Hindustan Unilever Limited

## SQ'19 Results Presentation : 14<sup>th</sup> 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

kissan  
FRESH TOMATO KETCHUP

100% PEEL

50% EXTRA

CHOTU

Now at ₹70 ₹50 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

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

kissan  
FRESH TOMATO KETCHUP

100% peel

50% EXTRA

CHOTU

Now at ₹70 only

₹50 only

450g

kissan  
FRESH TOMATO KETCHUP

# Clear and compelling strategy

## Purpose-led, Future-Fit



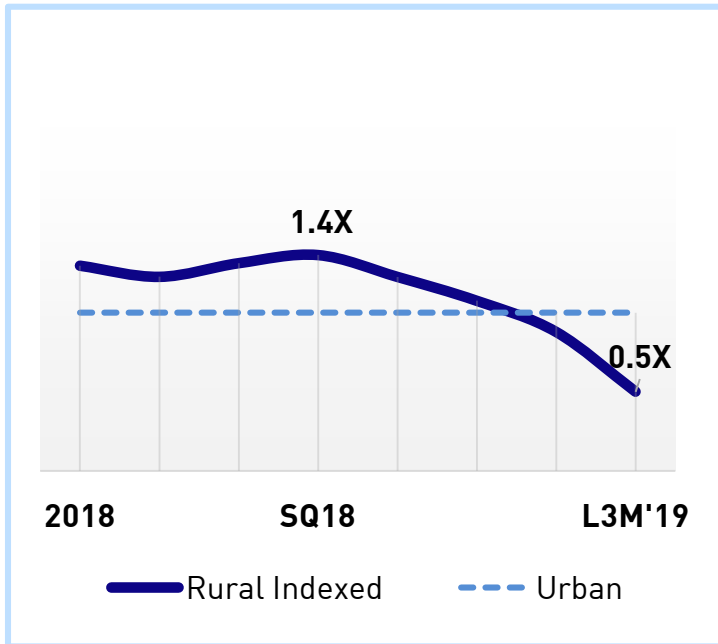
## Growth



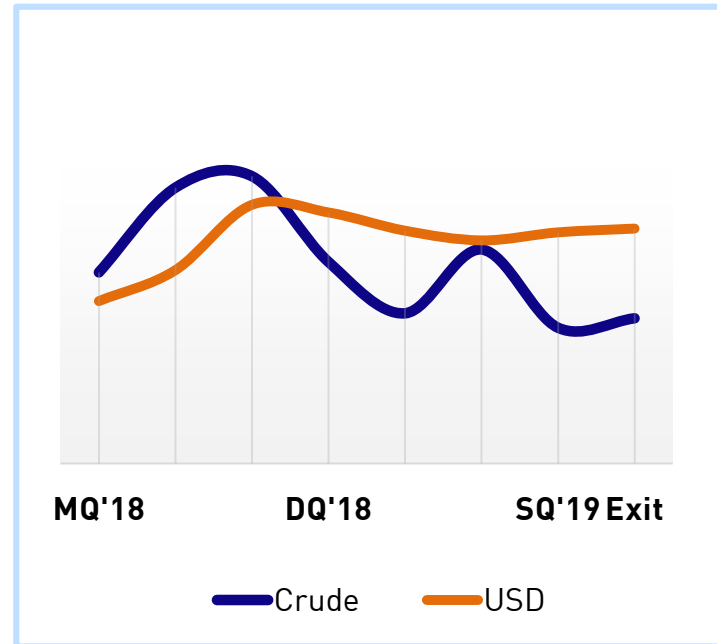
**Consistent, Competitive,  
Profitable, Responsible  
Growth**

# 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\*

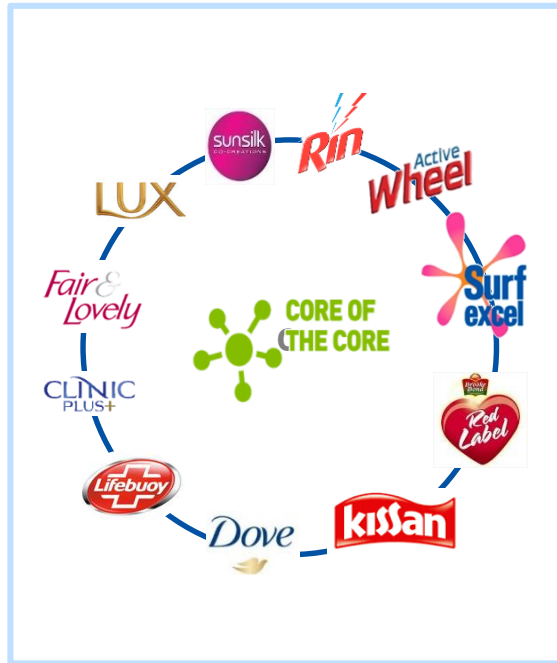
+200 bps

## Sustainable Living



# Our performance drivers

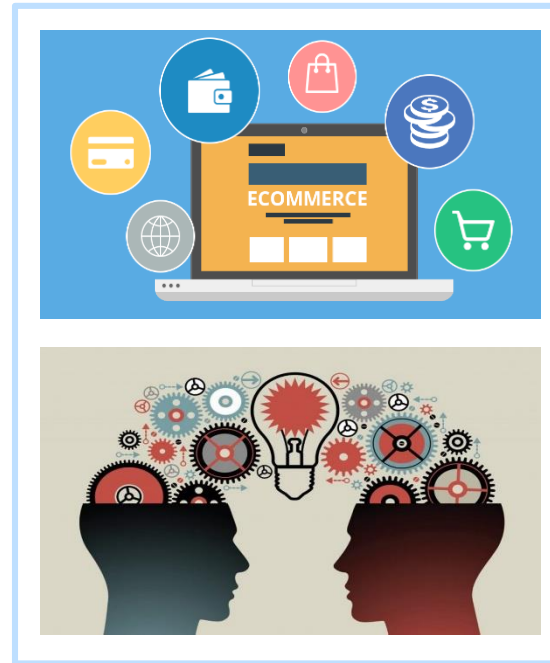
## Focus on Core



## 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

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

kissan  
FRESH TOMATO KETCHUP

100% peel

50% EXTRA

CHOTU

Now at ₹70 only

₹50 only

450g

kissan  
FRESH TOMATO KETCHUP

# 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

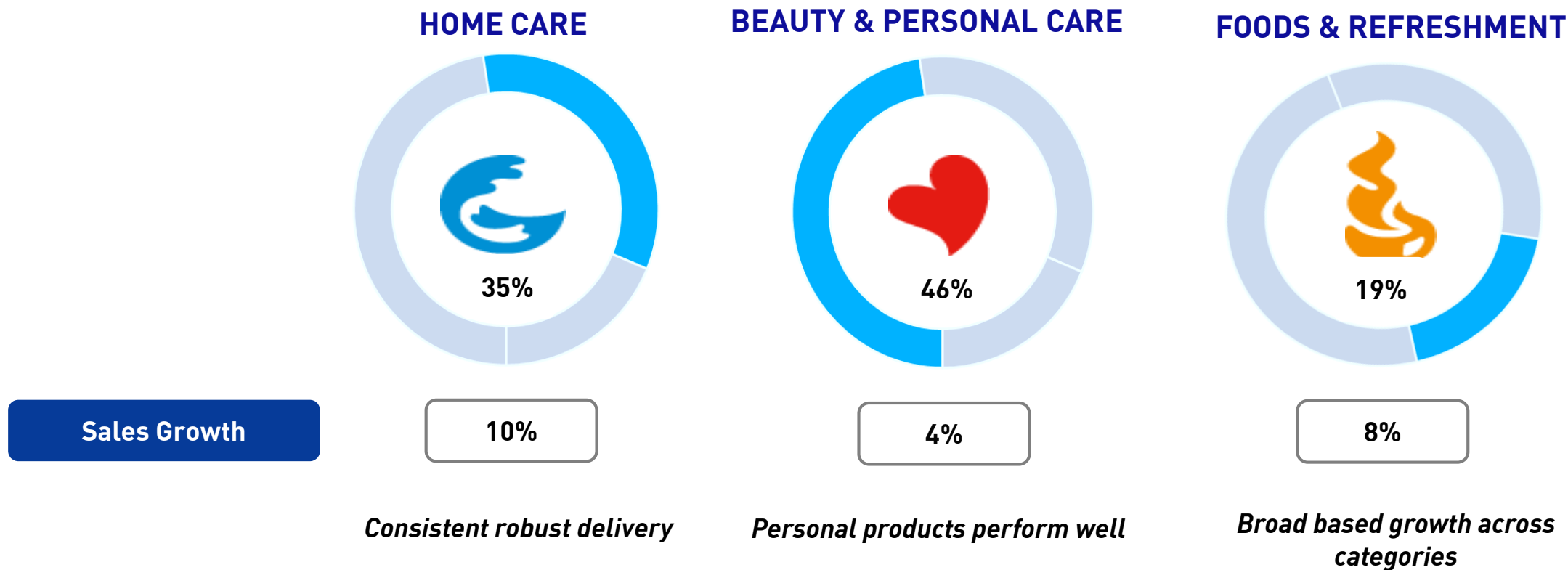
PAT Growth

**+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 is shown in a blue jar with a dollop of gel on top. The background is a light blue gradient with water droplets.

NEW  
Goodness of **100% Natural** Ingredients  
For Natural Glowing Skin

**Pears' naturale**

This advertisement shows a collection of Pears' naturale products including a green bottle of body wash, a pink bottle of body wash, a white bottle of body wash, a pink bar of soap, and a green bar of soap. The background is white with green leaves and a pomegranate.

**LAKME ABSOLUTE MATTE REVOLUTION**  
FEEL OUR LIGHTEST MATTE

**#FreeYourLips**

This advertisement features a woman in a maroon sari with a dark red lipstick. The background is dark with a burst of maroon flowers. The Lakme logo is visible on the lipstick packaging.

**Domex**

வெக்கப்படுத்தும்  
**டாய்ஸெட் பிரஷ்ஸைஷ் எழுங்க**

This advertisement shows a man in a blue shirt holding a blue brush. The background is a blue wall with a white brush graphic. The Domex logo is in the top right corner.

new MICELLAR WATER  
**lose the makeup not the glow**  
POND'S

supercharged with **Vitamins**

**POND'S Vitamin MICELLAR WATER**

This advertisement shows three bottles of POND'S Vitamin Micellar Water in different colors (green, pink, white). The background is pink with water droplets and bubbles.

**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 holding a white cup. The background is dark with a red sari draped across it. The product bottle is on the left.

**#TforTogetherness**  
A true story of our lives.

This advertisement shows a close-up of a woman smiling and holding a white cup. The background is dark and blurry.

# Home Care

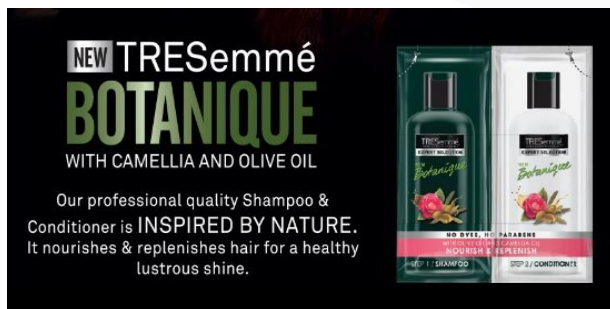
Consistent robust delivery



- ❑ **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

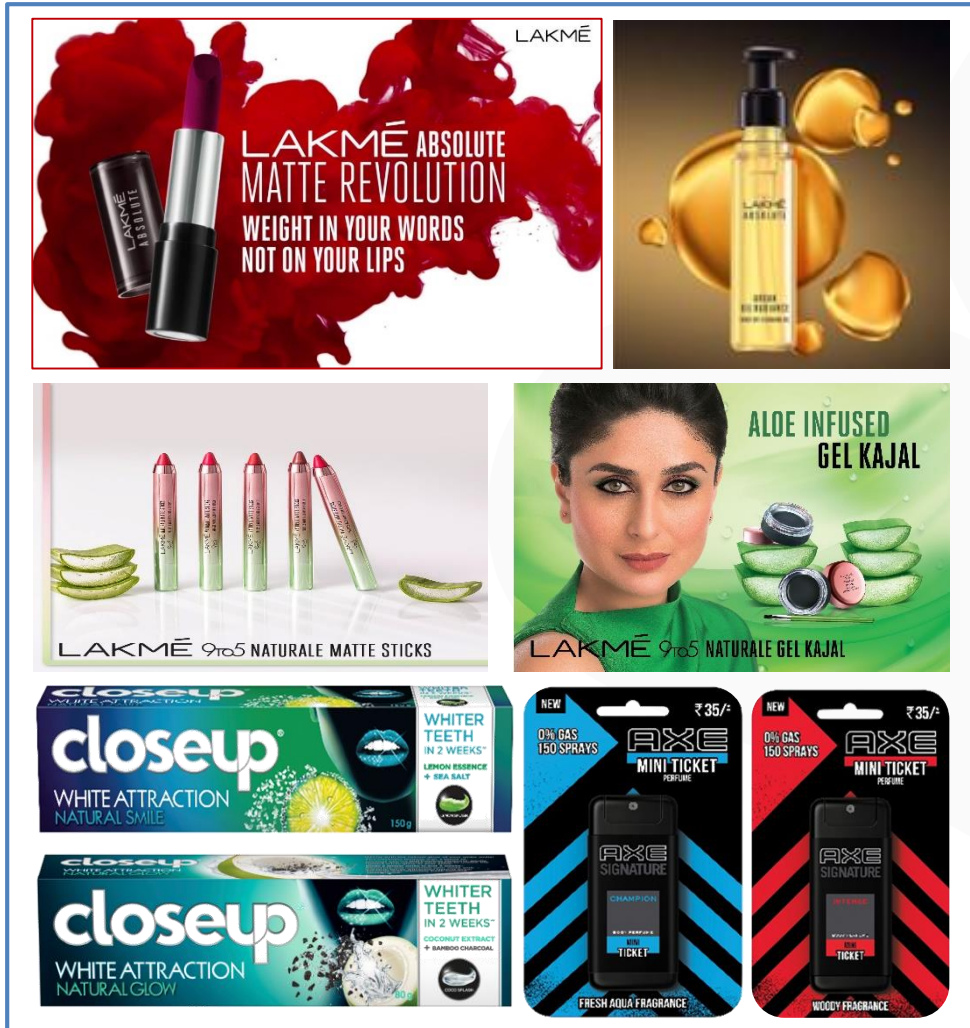
Personal products perform well



- ❑ **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



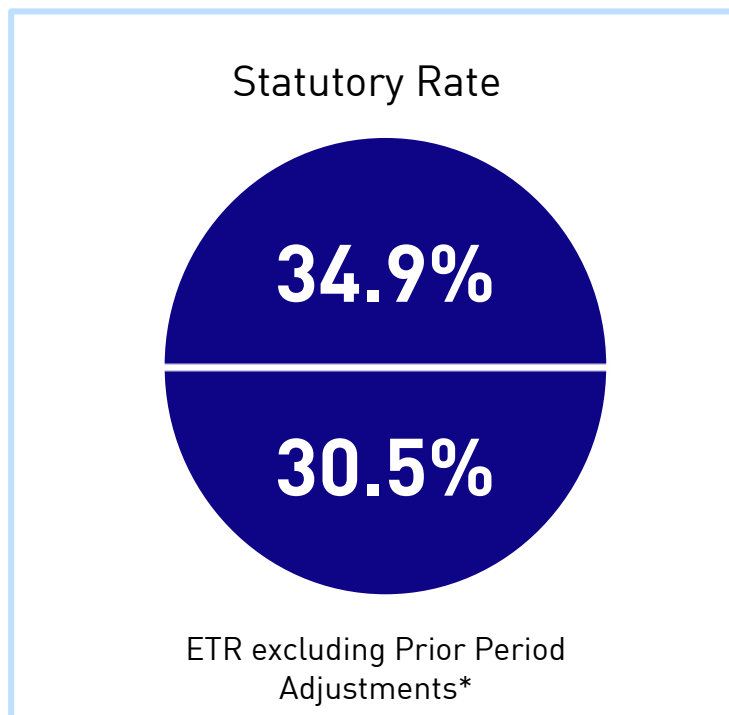
## SQ'19: Results summary

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%

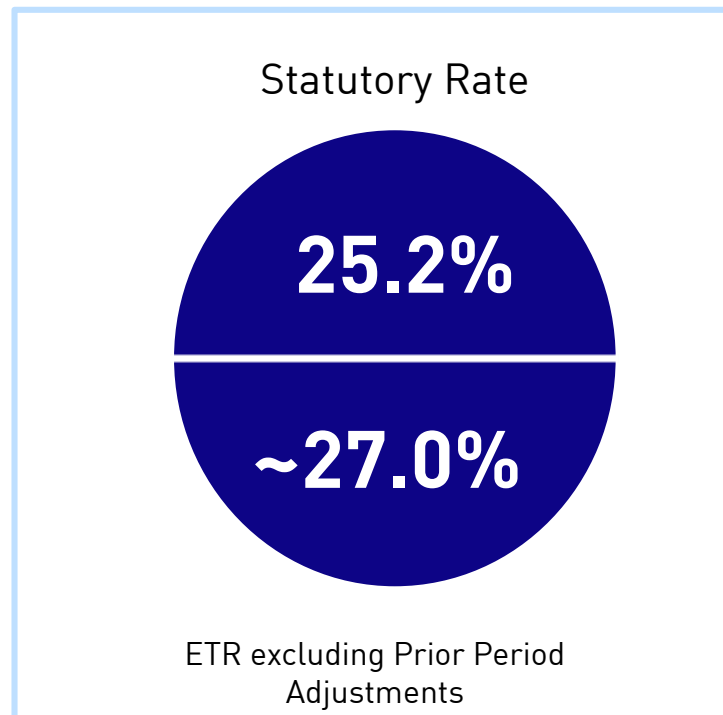
- Domestic Consumer Growth at 7%
- Comparable\* EBITDA growth at 16% with a comparable improvement of 200bps

# Corporate Tax rate reduction impact

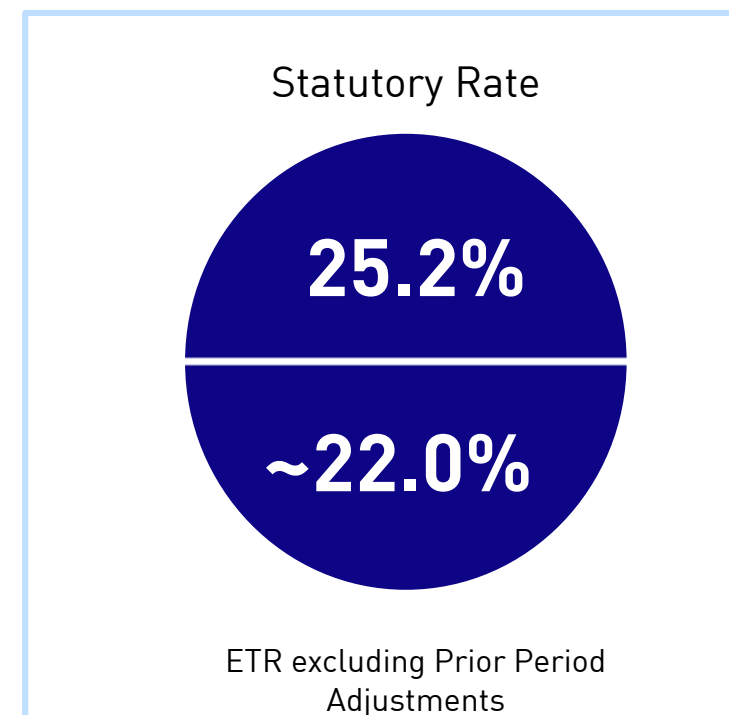
**FY-19**



**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
<b>Dividend Per Share (Rs.)</b>	<b>11.0</b>	<b>9.0</b>
No. of Shares (Cr.)	<b>216</b>	<b>216</b>
Total Dividend (Rs. Cr.)	<b>2,381</b>	<b>1,948</b>



# 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](#)

