



# Hindustan Unilever Limited

Hindustan Unilever Limited  
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Web: [www.hul.co.in](http://www.hul.co.in)  
CIN: L15140MH1933PLC002030

1st April, 2020

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**

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 made to the Analysts / Investors today.

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

GSK CONSUMER HEALTHCARE MERGER  
TRANSACTION UPDATE

1<sup>ST</sup> APRIL 2020



*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 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.

# Recap Dec 2018 : Announced merger of GSK Consumer Healthcare India with HUL

#1 HFD portfolio in largest HFD market



**Nourishing Malt-based Drinks**

**20+ different products and flavors**

**Strategic Rationale**

- ❑ **Market development opportunity**
  - ❑ Low penetration
  - ❑ Opportunity to drive premiumization
  - ❑ Leverage HUL distribution capabilities
  
- ❑ **Double digit growth potential for medium term and margin expansion of 800-1000 bps**  
*(on March 2018 financials)*

**Leverage on the Mega-Trend of Health & Wellness**

## India Transaction Highlights as at 3<sup>rd</sup> Dec 2018



### Value Equation

- Share Swap Ratio: 4.39 HUL shares for every 1 share held in GSK CH India



### Ownership post-merger

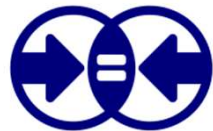
- GSK Plc (including Group Companies) to own 5.7% of merged entity
- Unilever shareholding in merged entity will be 61.9% vs. 67.2% prior to the merger



### OTC / OH

- HUL will distribute GSK's Over-the-Counter & Oral Health products under a consignment selling agreement (5years, mutually renewable)

## Merger effective 1<sup>st</sup> April



**1<sup>st</sup> April 2020**  
**Merger becomes effective**  
**with Board approval**



## We are delighted to welcome the Nutrition team into HUL family



**Sanjiv Mehta, Chairman and CEO, Hindustan Unilever**

**“Brands such as Horlicks and Boost are iconic**, and we are excited to have them in the Hindustan Unilever fold. The merger gives us a **unique opportunity to live our purpose and serve India** where Nutrition related challenges form the largest causes of disease – Malnutrition and Micronutrient deficiency and aligns well with the Government’s ambitious Swasth Bharat and Poshan Abhiyan programs. **I am delighted to welcome the ~3500 strong Nutrition Team to the HUL family.** Both organizations have common values coming from a lineage of respected parent companies and a shared heritage of building iconic trusted brands.”

## Transaction Update: Key Next Steps

1st April 2020



Record Date for shares (17<sup>th</sup> April 2020)

Allotment of Shares by HUL

Filings with ROC / SEBI/ RBI regarding allotment

Listing of Shares on Stock Exchanges

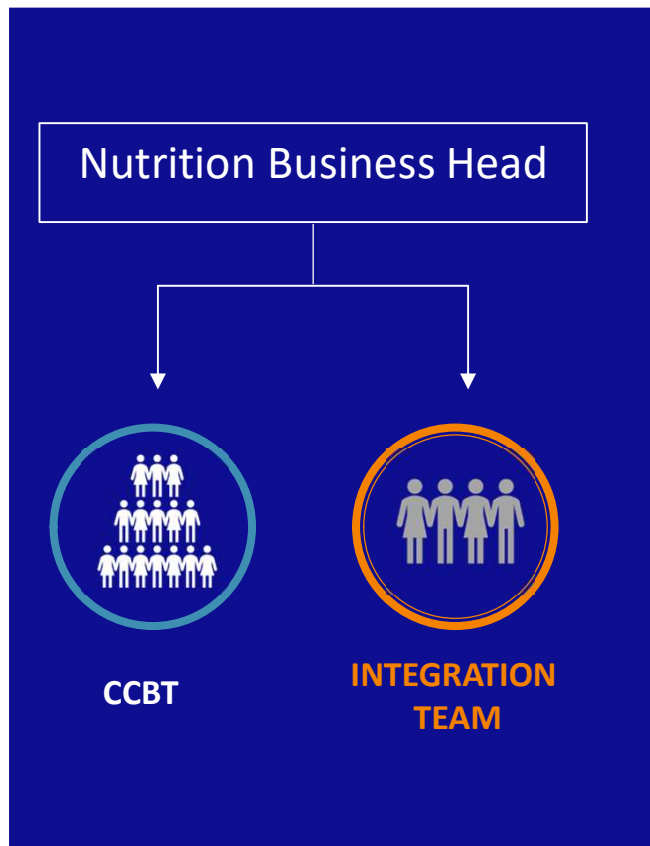
Share Trading commencement

Expected completion by end of April / early May

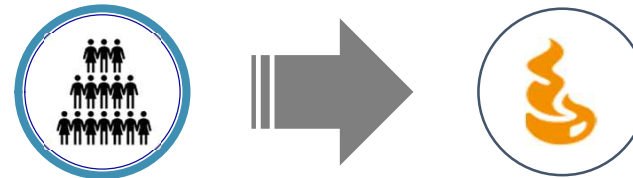
Financial update on merger to investors - early May



# Immediate focus to ensure a smooth transition, drive growth



Sensitivity: Public



## Nutrition a separate CCBT within F&R Division

- Business strategy & execution – Unlock the market development opportunity



## Integration team continues for next 18 months

- Charting of synergy plans
- Business Process and IT Harmonisation – Full IT integration likely to be completed by June 2021

## Horlicks Brand Acquisition Update



- ✓ HUL to acquire Horlicks brand for India from Horlicks Limited, a GSK Group entity based in UK for a consideration of Euro 375.6 million (Rs. 3,045 Cr.)
- ✓ Optimal utilization of cash on balance sheet to unlock value for HUL shareholders
- ✓ Ownership of the Brand will strengthen our ability to drive salience and serve the Indian consumers better

**THANK YOU**

For More Information



**VISIT OUR WEBSITE**

<http://www.hul.co.in/investorrelations/>

**If you're an institutional investor: contact our IR Team  
Investor.Relations-hul@unilever.com**

**All other shareholders: contact Corporate Communications  
Prasad Pradhan at P.Pradhan@unilever.com**

