



02<sup>nd</sup> Sep 2025

Result Update – Q1FY26

II 02<sup>nd</sup> Sep 2025

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# Hindustan Unilever Ltd.

#### Q1FY26 was aided by broad-based growth across segments; momentum expected to sustain

CMP	Target	Potential Upside	Market Cap (INR Bn)	Recommendation	Sector
INR 2,650	INR 2,870	8.3%	6,22 <b>8</b>	ACCUMULATE	Consumer

# **Result highlights**

HUL's Q1FY26 performance was mixed, as revenue was broadly in line with our estimates; however, EBITDA stood below our estimates (-2.8%) led by elevated operating costs, while net profit stood above our expectations (+5.7%), led by one-off i.e., lower ETR.

**Revenue:** Consolidated revenue grew at a moderate pace of 5.1% YoY (+5.4% QoQ) to INR 1,65,140 Mn., in-line with our estimates. The growth was led by underlying volume growth (UVG) of 4.0%, driven by broad-based USG (underlying sales growth) across segments including Beauty and Wellbeing, Personal Care, Foods, and Home Care. Volume growth was observed across all categories (Expersonal care) as the growth in the personal care segment was led by growth in pricing, offset by decline in volumes by lower-single digit. Categories including fabric liquids, premium hair care and skin care, health and wellbeing, premium skin cleansing bars (including Lux), bodywash, and coffee witnessed double-digit growth, underscoring premiumization and strong consumer traction.

Margin and Profitability: Gross margin contracted by 187bps YoY (-126bps QoQ) to 50.1%, led by mismatch between pricing and costs, driven by strategic actions taken to drive growth in selective segments. Further, EBITDA declined marginally by 0.7% YoY (+2.7% QoQ) to INR 37,180 Mn., while the EBITDA margins declined by 132bps YoY (-58bps QoQ) to 22.5%, majorly driven by higher input material cost on account of adverse product mix. Adjusted Net profit increased by 8.5% YoY (+10.8% QoQ) to INR 28,830 Mn., mostly driven by decline in tax outgo (-41.7%), partly offset by higher D&A, Interest expenses and lower other income.

**Portfolio premiumization to anchor future growth:** The Company has accelerated its shift towards the 'future core' and 'market makers' portfolio, contributing ~50.0%+ of the business and is poised to drive ~80.0% of incremental growth. Strategic investments have resulted in a 500bps shift from the traditional core to high-growth segments. Beauty and Wellbeing portfolio has scaled to INR 30,000 Mn., led by Oziva and Minimalist (INR 10,000 Mn. combined), growing at robust pace of 25.0% YoY. Within the core, Glow & Lovely gained sequentially post relaunch, while Horlicks improved led by correction in the pack-price architecture.

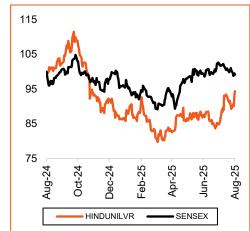
**Outlook:** We expect the Company to outperform in H1FY26E over H2FY25, led by stronger volume offtake aided by continued transformation in the and on the back of improving macro tailwinds. Further, we expect price growth to remain in the low single digits over FY26E, assuming stability in commodity prices.

**Valuation:** We have revised our FY26E/FY27E EPS estimates by +1.0%/-3.2%, as we factor marginally higher revenue growth and weaker margins in the near term.

We have roll-forwarded our valuation basis to Jun'27 estimates. We value Hindustan Unilever at 55.0x Jun'27 EPS (~to its 3-year Avg. NTM P/E), implying a target price of INR 2,870.

We reiterate our "ACCUMULATE" rating on the stock, led by anticipated recovery in gross margin and enhanced competitive intensity through the remainder of FY26E.

#### SHARE PRICE PERFORMANCE



MARKET DATA	
Shares outstanding (# Mn.)	2,350
Mkt Cap (INR Bn)	6,228
52 Week H/L (INR)	3,035/ 2,136
Volume Avg (3m K)	1,745
Face Value (INR)	1
Bloomberg Code	HUVR IN

<sup>\*</sup>Based on the previous closing Note: All the market data is as of the previous closing

**SHARE HOLDING PATTERN (%)** 

<sup>·</sup> 

		` '	
Particulars (%)	Jun-25	Mar-25	Dec-24
Promoters	61.9	61.9	61.9
FIIs	10.2	10.6	11.4
DIIs	16.0	15.5	14.7
Others	11.9	12.0	12.0
Total	100.0	100.0	100.0

6.1%

Revenue CAGR between FY25-FY27E 7.7%

Adj PAT CAGR between FY25-FY27E

#### **KEY FINANCIALS**

Particulars (INR Mn)	FY24	FY25	FY26E	FY27E	FY28E
Revenue	6,18,960	6,31,210	6,66,128	7,10,824	7,64,365
EBITDA	1,46,630	1,48,510	1,55,762	1,72,156	1,85,903
EBITDA Margin	23.7%	23.5%	23.4%	24.2%	24.3%
Adj PAT	1,02,710	1,03,440	1,11,446	1,19,925	1,30,376
Adj EPS	43.7	44.0	47.4	51.0	55.5

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# Hindustan Unilever Ltd.

# **Conference Call Highlights**

#### India business

- Domestic revenue grew marginally by 3.9% YoY to INR 159,300 Mn., led by a UVG of 3.0% YoY, led by improved performance across home care, beauty & wellbeing, and foods segments. Growth was broad-based and underpinned by market development initiatives and new launches.
- Volume growth was primarily driven by the home care and food portfolio, while beauty & wellbeing benefited from premiumization and innovation. Going forward, the company aims to sustain competitive, volume-led growth through continued investment in core categories and future-ready channels.
- Macroeconomic tailwinds including repo rate cuts, easing inflation, income tax rebates and a favorable monsoon are likely to aid a gradual recovery in FMCG demand. Rural demand outpaced urban growth during Q1FY26, driven by improved agricultural activity and easing price pressures.
- Gross margin contracted by 220bps YoY, led by mismatch between pricing and costs, driven by strategic actions taken to drive growth in selective segments. Moreover, sequential softening was observed in palm-based and crude derivatives, and tea prices. EBITDA margin declined by 120bps YoY to 22.3%, due to higher input material prices, adverse product mix, and higher operational expenses. Management expects margin to improve sequentially in Q2FY26E, led by better pricing dynamics, portfolio mix enhancement, and ramp-up in productivity initiatives. In the near term, it has maintained EBITDA margin guidance in the range of 22.0-23.0%.

#### Segment performance

- Home care grew by 4.0% YoY, led by high-single-digit volume growth. Fabric wash delivered mid-single-digit volume growth, with 'Surf Excel' growth remaining steady. Household care observed double-digit volume growth, particularly led by dishwash, partially offset by decline in pricing due to price reductions passed on to consumers.
- Liquids portfolio across both fabric and household care grew in double digits, supported by format expansion and market development. Key launches included Surf Excel Matic Express (optimized for short wash cycles) and the relaunch of Vim Pro Clean Liquids with RhamnoTech.
- Beauty and wellbeing revenue grew by 7.0% YoY led by low-single-digit volume growth, driven by stronger momentum across premium brands and new launches. Hair care saw mid-single-digit growth, with strong traction in the future core and market maker portfolio. Skincare and color cosmetics posted low-single-digit growth, aided by Ponds, Vaseline, and Simple.
- Health and wellbeing segment reported a significant uplift with OZiva's turnover tripling over the year. Key launches included Nexxus (science-backed premium hair care), Dove's Peptide Bond Strength range, and the expansion of Lakme's Retinol skincare line. Digital-first brands delivered robust performance, with OZiva reaching ARR of INR 4,500 Mn.+ (vs INR 1,000 Mn. preacquisition). Minimalist saw stronger growth traction, with synergies expected in R&D, sourcing, and global reach.
- Although Personal care delivered 6.0% revenue growth, yet volumes declined in the low single-digit range led by pricing interventions amid commodity inflation. Skin cleansing grew in mid-single-digits, with non-hygiene premium bars and bodywash categories registering double-digit growth. Relaunches included Liril, Dove Serum Bars, and Closeup with upgraded formulations.
- Oral care observed revenue growth of mid-single-digit, largely driven by increase in prices, with strong performance in the Closeup brand. Foods segment revenue grew by 5.0% YoY, supported by mid-single-digit volume growth. Tea recorded highsingle-digit growth, aided by pricing, while maintaining leadership in both value and volume. Coffee continued its double-digit trajectory, benefiting from momentum in digital and modern trade channels.
- Packaged foods witnessed mid-single-digit growth, led by future-core and market maker categories. Nutrition drinks showed sequential improvement, despite ongoing pressure. New launches included Red Label Instant Spiced Tea Mix and Boost Protein nutritional drink for adults.
- Ice cream posted high-single-digit volume-led growth, despite being impacted by the early onset of monsoon. The proposed demerger of the ice cream business will proceed with a 1:1 share entitlement and is expected to be effective from Q4FY26E.

# Strategic and channel updates

- Portfolio transformation remains a key focus, with future-core and market maker segments now contributing over 50% of the business, up 500bps over the past two years.
- Premiumization continued to gain traction, led by new product launches, improved pack formats, and strong innovation across core brands. Dove, for instance, delivered competitive double-digit growth.
- Digital ecosystem expansion remained robust. Digital media now accounts for over 50% of total spending. Quick commerce turnover doubled YoY, while the e-B2B platform 'Shikhar' now services 1.3 Mn retailers nationwide.
- EPS growth aspiration remains intact, with a medium- to long-term target of delivering double-digit earnings growth backed by improved margins, innovation-led volume growth, and operational efficiency.

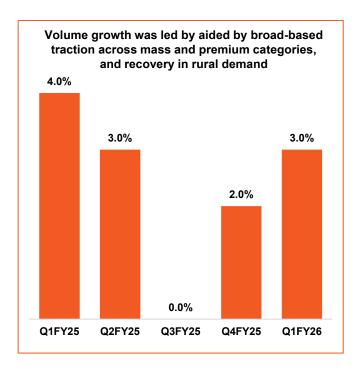
RESEARCH ANALYST

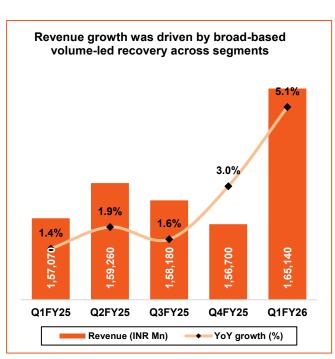
DEVEN CHOKSEY

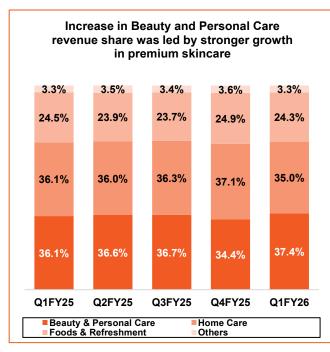
RESEARCH

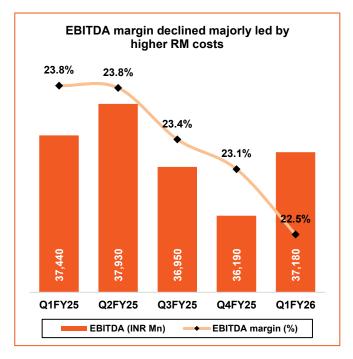
# Hindustan Unilever Ltd.

# **Story in Charts**









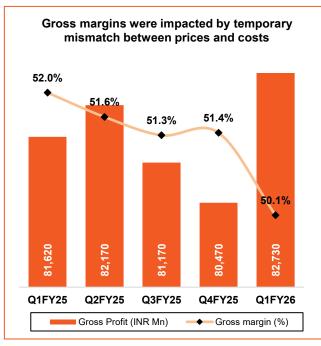
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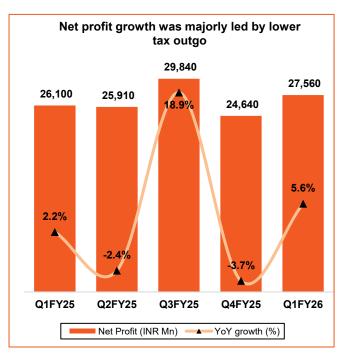
RESEARCH

# Hindustan Unilever Ltd.

# **Result Snapshot**

Particulars (INR Mn)	Q1FY26	Q4FY25	Q1FY25	QoQ	YoY
Revenue from Operations	1,65,140	1,56,700	1,57,070	5.4%	5.1%
Total Expenditure	1,27,960	1,20,510	1,19,630	6.2%	7.0%
COGS	82,410	76,230	75,450	8.1%	9.2%
Employee Cost	7,260	8,560	6,560	(15.2%)	10.7%
Other expenses	38,290	35,720	37,620	7.2%	1.8%
EBITDA	37,180	36,190	37,440	2.7%	(0.7%)
EBITDA Margin (%)	22.5%	23.1%	23.8%	(58 bps)	(132 bps)
Depreciation	3,610	3,470	3,290	4.0%	9.7%
EBIT	33,570	32,720	34,150	2.6%	(1.7%)
Interest Expense	1,270	800	930	58.8%	36.6%
Other Income	2,010	3,090	2,570	(35.0%)	(21.8%)
PBT	34,310	35,010	35,790	(2.0%)	(4.1%)
Exceptional Items	(1,270)	(1,380)	(480)	(8.0%)	164.6%
Tax	5,350	8,870	9,170	(39.7%)	(41.7%)
Minority interest	130	120	40	8.3%	225.0%
PAT	27,560	24,640	26,100	11.9%	5.6%
EPS	11.7	10.5	11.1	11.9%	5.6%
Adj. PAT	28,830	26,020	26,580	10.8%	8.5%
Adj. EPS	12.3	11.1	11.3	10.8%	8.5%





VEN CHOKSEY

# Hindustan Unilever Ltd.

# Change in Estimates:

HUL's Q1FY26 performance was mixed, with revenue broadly in-line with expectations, while EBITDA stood below our estimates by 2.8% led by elevated input material prices, while the Adj. net profit stood above our estimates by 5.7%, aided by lower tax outgo. Segmental revenue growth was driven by underlying volume recovery and strong momentum across the premium category.

We remain constructive on the Company's medium-term growth outlook, backed by its transformation strategy across the portfolio, premiumization-led market share gains, and higher traction in Beauty & Wellbeing segment. It continued to invest in future core brands, driving innovation and for improving digital capabilities to position it well for sustainable growth. Although weaker gross margin and higher A&P spend may weigh on the profitability in near term, management remains confident of sequential improvement. We expect a strong margin recovery from H2FY26E onwards led as the gap between the price-cost narrows down. We maintain a positive stance on HUL's long-term structural strengths and its execution capabilities.

We have revised our FY26E/FY27E EPS estimates by +1.0%/-3.2%, as we factor marginally higher revenue growth and weaker margins in the near term.

	New Estimates			Old Estimates			Variation		
	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenue	6,66,128	7,10,824	7,64,365	6,64,947	7,12,826	NA	0.2%	-0.3%	NA
EBITDA	1,55,762	1,72,156	1,85,903	1,56,586	1,74,803	NA	-0.5%	-1.5%	NA
EBITDA Margin (%)	23.4%	24.2%	24.3%	23.5%	24.5%	NA	(17 bps)	(30 bps)	NA
Adj PAT	1,11,446	1,19,925	1,30,376	1,10,297	1,23,873	NA	1.0%	-3.2%	NA
Adj EPS	47.4	51.0	55.5	46.9	52.7	NA	1.0%	-3.2%	NA

Source: Company, DevenChoksey Research and Analysis

#### Valuation:

We have roll-forwarded our valuation basis to Jun'27 estimates. We value Hindustan Unilever at 55.0x Jun'27 EPS (~to its 3-year Avg. NTM P/E), implying a target price of INR 2,870. The stock is currently trading at 55.8x/51.8x based on FY26E/FY27E EPS estimates.

We reiterate our "ACCUMULATE" rating on the stock, led by anticipated recovery in gross margin and enhanced competitive intensity through the remainder of FY26E.

Company	СМР	MCAP	Revenue CAGR	EBITDA CAGR	EBITDA Margin (%)	EV/E	BITDA	P/	E	ROE	€ (%)
	INR	INR Bn.	FY25-27E (%)	FY25-27E (%)	FY25	FY26E	FY27E	FY26E	FY27E	FY26E	FY27E
Hindustan Unilever	2,650	6,228	6.1%	7.7%	23.5%	39.5x	35.8x	55.9x	51.9x	22.1%	23.0%
Domestic Peers											
Godrej Consumer	1,255	1,284	10.0%	13.1%	20.8%	38.9x	33.8x	56.2x	47.4x	18.1%	19.9%
Tata Consumer	1,059	1,048	10.6%	14.8%	14.2%	37.5x	32.1x	62.4x	51.2x	8.0%	9.4%
Dabur	522	925	7.5%	9.0%	18.8%	35.8x	32.4x	47.3x	42.5x	17.5%	18.2%
Marico	731	948	14.0%	12.9%	20.2%	40.3x	34.3x	52.8x	45.0x	42.1%	45.2%
Britannia Industries	5,795	1,396	9.6%	12.9%	17.4%	39.5x	35.2x	56.3x	49.6x	52.7%	52.1%
Mean			10.3%	12.5%	18.3%	38.4x	33.6x	55.0x	47.1x	27.7%	28.9%
Median			10.0%	12.9%	18.8%	38.9x	33.8x	56.2x	47.4x	18.1%	19.9%

Source: Company, Bloomberg, DevenChoksey Research and Analysis

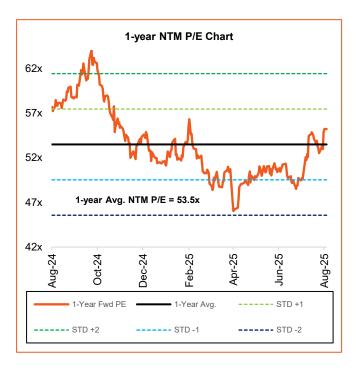
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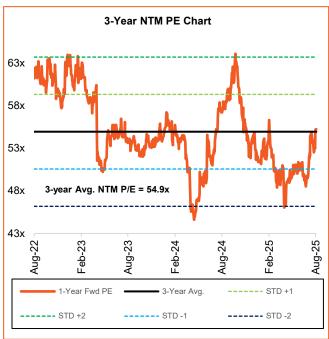
# RESEARCH ANALYST

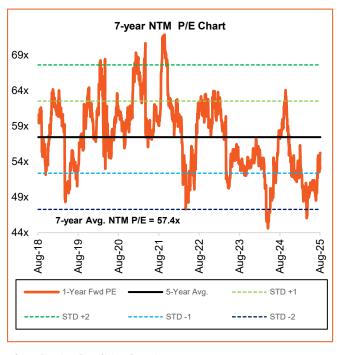
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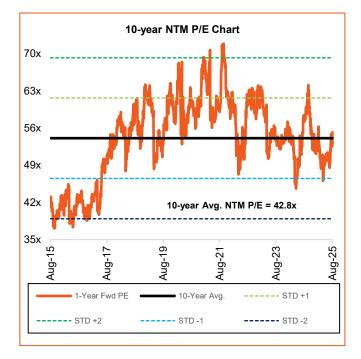
# Hindustan Unilever Ltd.

# **Valuation Charts**









Source: Bloomberg, DevenChoksey Research

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# Hindustan Unilever Ltd.

**KEY FINANCIALS** 

	Loss Statement

INR Mn	FY25	FY26E	FY27E	FY28E
Revenue	6,31,210	6,66,128	7,10,824	7,64,365
COGS	3,05,780	3,28,914	3,46,019	3,71,120
Gross profit	3,25,430	3,37,214	3,64,805	3,93,245
Employee cost	30,770	31,552	33,404	35,337
Other expenses	1,46,150	1,49,901	1,59,245	1,72,005
EBITDA	1,48,510	1,55,762	1,72,156	1,85,903
EBITDA Margin	23.5%	23.4%	24.2%	24.3%
D&A	13,550	14,690	16,005	17,025
EBIT	1,34,960	1,41,072	1,56,151	1,68,878
Interest expense	3,950	4,595	4,425	4,425
Other income	10,170	8,085	8,625	9,700
PBT	1,44,230	1,43,292	1,60,351	1,74,153
Tax	37,440	32,913	40,088	43,538
Minority interest	(300)	(202)	(338)	(239)
PAT	1,06,490	1,10,176	1,19,925	1,30,376
Adj. PAT	1,03,440	1,11,446	1,19,925	1,30,376
EPS (INR)	45.3	46.9	51.0	55.5
Adj. EPS	44.0	47.4	51.0	55.5

**Exhibit 3: Cash Flow Statement** 

INR Mn	FY25	FY26E	FY27E	FY28E
CFFO	1,18,860	1,32,771	1,41,849	1,54,490
CFFI	(12,540)	(17,319)	(18,481)	(19,873)
CFFF	(1,24,730)	(94,000)	(1,01,050)	(1,10,450)
Net Inc/Dec in cash	(1,300)	(4,595)	(4,425)	(4,425)
Opening Cash	60,714	48,505	33,807	18,498
Closing Cash	1,06,320	1,15,452	1,23,367	1,34,616

Exhibit 4: Key Ratios

Key Ratio	FY25	FY26E	FY27E	FY28E
Gross Margin (%)	51.6%	50.6%	51.3%	51.4%
EBITDA Margin (%)	23.5%	23.4%	24.2%	24.3%
RoE (%)	20.5%	22.1%	23.0%	24.1%
RoCE (%)	20.9%	21.7%	23.3%	24.5%
EV/EBITDA	35.3x	39.5x	35.8x	33.1x
PE	51.3x	55.9x	51.9x	47.8x

Exhil	oit 2: E	alance	Sheet
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Exhibit 2: Balance Sheet				
INR Mn	FY25	FY26E	FY27E	FY28E
Equity				
Equity Capital	2,350	2,350	2,350	2,350
Other Equity	4,93,740	5,10,077	5,29,199	5,49,315
Total Equity	4,96,090	5,12,427	5,31,549	5,51,665
Non-Current Liabilities				
Other financial liabilities	19,230	19,230	19,230	19,230
Provisions	15,280	15,280	15,280	15,280
Other Current Liabilities	1,02,830	1,02,830	1,02,830	1,02,830
Total Non-Current Liabilities	1,37,340	1,37,340	1,37,340	1,37,340
Current Liabilities				
Borrowings	10	10	10	10
Lease Liabiities	4,040	4,040	4,040	4,040
Trade Paybles	1,13,150	1,21,710	1,28,040	1,37,328
Other current liabilities	48,170	29,140	29,140	29,140
Total Current Liabilities	1,65,370	1,54,900	1,61,230	1,70,518
Total Liabilities	3,02,710	2,92,240	2,98,570	3,07,858
Non-Current Assets				
PPE	86,250	88,879	91,356	94,204
Intangible assets (inc. Goodwill)	4,57,100	4,57,100	4,57,100	4,57,100
Other current assets	34,940	34,940	34,940	34,940
Total Non-Current Assets	5,78,290	5,80,919	5,83,396	5,86,244
Current Assets				
Inventories	44,150	47,490	49,960	53,584
Trade Receivables	38,190	40,303	43,007	46,246
Investments	37,510	47,500	80,000	1,15,000
Cash and Bank	60,710	48,505	33,807	18,498
Oher current assets	39,950	39,950	39,950	39,950
Total Current Assets	2,20,510	2,23,748	2,46,724	2,73,279
Total Assets	7,98,800	8,04,667	8,30,119	8,59,523

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# Hindustan Unilever Ltd.

Hindustan Unilever Ltd.					
Date	CMP (INR)	TP(INR)	Recommendation		
02-Sep-25	2,650	2,870	ACCUMULATE		
28-Apr-25	2,318	2,559	ACCUMULATE		
23-Jan-25	2,343	2,659	ACCUMULATE		
24-Oct-24	2,659	2,796	ACCUMULATE		
25-Jul-24	2,717	2,956	ACCUMULATE		
27-Apr-24	2,223	2,526	ACCUMULATE		

Rating Legend (Expected over a 12-month period)			
Our Rating	Upside		
Buy	More than 15%		
Accumulate	5% – 15%		
Hold	0 – 5%		
Reduce	-5% – 0		
Sell	Less than – 5%		

#### ANALYST CERTIFICATION:

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#### Registered Office and Corporate Office:

5th Floor Abhishek Building, Behind Monginis Cake Factory, Off New Link Road, Andheri West, Mumbai-400058

RESEARCH ANALYST

Phone: +91-22-6696 5555 | Ext-519 www.devenchoksey.com

Ishank Gupta, fundamental-research2@devenchoksey.com