



Hindustan Unilever Limited

Q4FY26 Highlights

- Consolidated revenue grew 8% YoY to ₹16,207crs, supported by underlying volume growth of 7%.
- During the year, management undertook several decisive measures to accelerate growth, including portfolio sharpening, scaling investments to build consumer demand at scale, strengthening frontline demand-generation capabilities, and simplifying the organisational structure to improve speed, focus, and execution efficiency.
- Despite recent input cost pressures arising from the West Asia conflict and elevated crude-linked commodity prices, management maintained its medium-term EBITDA margin guidance of around 23.5% and reiterated its expectation of improved performance in FY27 compared with FY26.
- Looking ahead, Hindustan Unilever remains well-positioned to navigate the volatile operating environment, supported by its strong brand portfolio, robust balance sheet, and operational agility. The company continues to focus on strengthening its consumer franchise while delivering sustainable and competitive growth.
- Reported profit after tax increased 21% YoY to ₹2,994crs, aided by proceeds from the divestment of its stake in Nutritionalab Pvt. Ltd.
- Management also remains focused on sequential gross margin improvement through multiple initiatives, including narrowing the price-cost gap, accelerating end-to-end productivity programs, and driving a favourable product mix.
- For FY26, consolidated revenue grew 5% YoY to ₹63,636crs, with underlying volume growth of 4%.

Concall Highlights

- 50% of the portfolio is classified as core, but slightly above 50% is split between future core and market makers. In the core portfolio, the objective is to keep brands healthy, contemporary, and competitive. With strong brand equities and unmatched reach, HUL continues to leverage these strengths to elevate consumer experience.
- Growth was aided by GST benefits and the multiple initiatives undertaken by the company in transforming its product portfolio and channels.
- **Home Care (38% of revenue; segmental margin 19.1%):** Home Care grew 9%, marking its highest growth in 11 quarters. Fabric Wash delivered double-digit growth, and Household Care delivered high-single-digit growth. Liquids portfolio accelerated its robust double-digit growth trajectory, while powders and bars also recorded a step-up in performance. The segment continued to strengthen its market leadership, backed by strong fundamentals, consumer-centric innovations, and sustained market development. Surf Excel continues to leverage high-impact events like the Indian Premier League (IPL) to amplify brand love and reach by entering into partnerships with widely followed IPL franchises in the quarter.
- **Beauty & Wellbeing (23% of revenue; segmental margin 29%):** Beauty & Wellbeing delivered 8% USG with mid-single digit UVG. Hair Care reported strong double-digit growth and continued to strengthen its leadership position. Growth was broad-based across brands and formats. In Skin Care and Colour Cosmetics, strong performance in the premium portfolio was offset by subdued performance in mass skin care. Skin Care maintained its strong double-digit growth momentum in Channels of the Future and continued to gain market share. During the quarter, the sunscreen portfolio was strengthened through market development initiatives, including the launch of Lakmē Sun Gel ₹10 access pack and Vaseline Cloud Soft with SPF 50. In FY'26, Vaseline and Sunsilk

Important Data

Nifty	23,815
Sensex	76,015
Close* (₹)	2,307.20
Market Cap (₹ crs)	5,42,732.09
52W High/Low	2,750/2,023
BSE Code	500696
NSE Code	HINDUNILVR
Bloomberg Code	HUVR:IN

*Close as on 11th May 2026

Shareholding Pattern (%) – Mar'26

Promoter	61.9
FII	10.1
DII	16.3
Public & Others	11.8

Financials

Particulars	₹ crs		
	FY24	FY25	FY26
Revenues	61,896	62,175	63,636
YoY Growth	2%	2.2%	5.3%
EBITDA	14,659	14,851	15,054
EBITDA Margin	24%	23.6%	23.4%
Reported PAT	10,282	10,671	10,652
PAT Margin	17%	16.9%	16.6%
EPS	43.8	45.4	45.3
PE	52.6	50.8	50.9

Source: Company, Way2Wealth

Relative performance

Absolute Return (%)	1 Yr	3Yr	5 Yr
HUL	1	-9	1
Nifty 50	-6	29	60
Sensex	-9	21	54

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both crossed the ₹1,000crs annual turnover milestone, taking HUL's total number of brands above ₹1,000crs to 20 brands.

- **Personal Care (14% of revenue; segmental margin ~18%):** Personal Care grew 5%. Skin Cleansing delivered high-single digit growth, driven by outperformance in Dove and Lux. Continued market development initiatives fueled double-digit competitive growth in Premium Soaps and Bodywash. Oral Care reported low-single digit growth while Closeup strengthened its market share. In the quarter, presence in the high-growth freshness segment was expanded through the launch of Lifebuoy Ice Bath, offering instant cooling powered by Cool Sense Actives technology. In Oral Care, the sensitive care portfolio was strengthened with the launch of Pepsodent Sensitive Care, combining rapid sensitivity relief with cavity protection.
- **Foods & Refreshment (22% of revenue; segmental margin ~20%):** Foods delivered 5% USG led by high-single digit UVG. Tea reported low-single digit UVG. Coffee continued its strong double-digit growth momentum, supported by volume and price. Lifestyle Nutrition achieved double-digit growth, driven by strong performance in Horlicks and Boost. Expansion into new demand spaces, along with the Horlicks relaunch, is delivering early encouraging results. Packaged Foods reported mid-single digit growth led by Ketchup, Chutneys, Mayonnaise, and Unilever Foods Solutions. During the quarter, Horlicks Masterbrand was extended into the fast-growing protein segment with the launch of Horlicks Protein Ready-to-Drink in four flavors. In Tea, the premiumization agenda was accelerated through the relaunch of Lipton Green Tea with a refreshed and youthful proposition.
- Margins in the home care segment stood at 19.1% (30bps YoY), personal care stood at 18.7% (flat YoY), Foods & Refreshments was 20.2% (200bps YoY), Beauty & Wellbeing was 29.1% (-290bps YoY).
- In e-commerce, the company delivered over 25% turnover growth; in Quick Commerce, the company doubled turnover in FY26.
- Raw material costs increased by 8-10%. The company took 2-5% of price hike across the portfolio to mitigate the inflationary pressure.

Risk

- Slower recovery in demand
- Inflationary raw material prices

VIEW

Hindustan Unilever reported revenue growth of 8% YoY and underlying volume growth of 7% in Q4FY26, led by healthy momentum in the Home Care and Beauty & Personal Care segments. Management continues to prioritize volume-led growth, even at the cost of some near-term margin pressure. The company has also announced a capex plan of nearly ₹20 billion focused on premium and high-growth categories, while reiterating confidence in delivering improved performance in FY27 despite ongoing input cost pressures linked to elevated crude prices and geopolitical tensions in West Asia.

Supported by its strong brand portfolio, leadership across key categories, and extensive distribution network, Hindustan Unilever remains well-positioned to benefit from a gradual recovery in urban and rural consumption trends.

At the current market price of ₹2,307, the stock is trading at ~50.9x its FY26E Adjusted EPS of ₹45.3. We recommend long-term investors to accumulate the stock on declines for steady long-term wealth creation.

Consolidated Financials

(₹ crs)

Particulars	Q4FY26	Q4FY25	VAR	Q3FY26	VAR	FY26	FY25	VAR
Sale of Products	16,172.0	14,955.0	8.1%	16,197.0	-0.2%	63,636.0	60,460.0	5.3%
Sale of Services] NM	35.0	30.0		38.0		127.0	113.0	
Other Operating Income	144.0	205.0	-29.8%	206.0	-30.1%	705.0	755.0	-6.6%
	16,351.0	15,190.0	7.6%	16,441.0	-0.5%	64,468.0	61,328.0	5.1%
Other Income	264.0	309.0	-14.6%	139.0	89.9%	751.0	1,017.0	-26.2%
TOTAL INCOME	16,615.0	15,499.0	7.2%	16,580.0	0.2%	65,219.0	62,345.0	4.6%
Cost Of Materials Consumed	5,205.0	4,676.0	11.3%	4,874.0	6.8%	20,981.0	19,034.0	10.2%
Purchase of stock in trade	3,101.0	2,705.0	14.6%	3,017.0	2.8%	11,113.0	10,861.0	2.3%
Stock Adjustment	(175.0)	25.0	-800.0%	100.0	-275.0%	(429.0)	(125.0)	243.2%
<i>RMC as a %age of sales</i>	49.8%	48.9%		48.7%		49.2%	48.6%	
Employee Benefit Expenses	847.0	820.0	3.3%	914.0	-7.3%	3,175.0	2,952.0	7.6%
<i>EPC as a %age of sales</i>	5.2%	5.4%		5.6%		4.9%	4.8%	
Advertisement & Promotion	1,509.0	1,423.0	6.0%	1,522.0	-0.9%	6,261.0	5,989.0	4.5%
<i>Advertisement Expenses as a %age of sales</i>	9.2%	9.4%	-0.1%	9.3%		9.7%	9.8%	-0.1%
Other Expenses	2,023.0	1,922.0	5.3%	2,226.0	-9.1%	8,313.0	7,911.0	5.1%
<i>Other Expenses as a %age of sales</i>	12.4%	12.7%		13.6%		12.9%	12.9%	
TOTAL EXPENDITURE	12,510.0	11,571.0	8.1%	12,653.0	-1.1%	49,414.0	46,622.0	6.0%
EBIDTA	3,841.0	3,619.0	6.1%	3,788.0	1.4%	15,054.0	14,706.0	2.4%
<i>EBIDTA Margins %</i>	23.5%	23.9%	-0.3%	23.1%		23.4%	24.0%	-0.6%
Finance Costs	76.0	77.0	-1.3%	88.0	-13.6%	410.0	381.0	7.6%
PBDT	4,029.0	3,851.0	4.6%	3,839.0	4.9%	15,395.0	15,342.0	0.3%
Depreciation	348.0	318.0	9.4%	337.0	3.3%	1,333.0	1,253.0	6.4%
PBT before exceptional items	3,681.0	3,533.0	4.2%	3,502.0	5.1%	14,062.0	14,089.0	-0.2%
Exceptional items	243.0	(135.0)	-280.0%	(583.0)	-141.7%	(250.0)	339.0	-173.7%
PBT	3,924.0	3,398.0	15.5%	2,919.0	34.4%	13,812.0	14,428.0	-4.3%
Tax	922.0	897.0	2.8%	801.0	15.1%	3,160.0	3,748.0	-15.7%
<i>Tax Rate</i>	23.5%	26.4%		27.4%		22.9%	26.0%	
Reported Profit After Tax from Continuing Operations	3,002.0	2,501.0	20.0%	2,118.0	41.7%	10,652.0	10,680.0	-0.3%
<i>PATM %</i>	18.4%	16.5%		12.9%		16.6%	17.4%	
Profit/Loss from Discontinued Operation	(8.0)	(26.0)	-69.2%	4,485.0	-100.2%	4,407.0	(9.0)	-49066.7%
Adjusted Profit After Extraordinary item	2,994.0	2,475.0	21.0%	6,603.0	-54.7%	15,059.0	10,671.0	41.1%
Other Comprehensive Income (Net of tax)- net credit / (charge)	235.0	(22.0)		(15.0)		202.0	(19.0)	
Total Comprehensive Income	3,229.0	2,453.0	31.6%	6,588.0	-51.0%	15,261.0	10,652.0	43.3%
EPS	12.7	10.5	21.0%	28.1	-54.7%	64.1	45.4	41.1%
Equity	235.0	235.0		235.0		235.0	235.0	
Face Value	1.0	1.0		1.0		1.0	1.0	

Source: Company, Way2Wealth

Segmental Performance

(₹ crs)

Particulars	Q4FY26	Q4FY25	VAR [%]	Q3FY26	VAR [%]	FY26	FY25	VAR [%]
REVENUES								
Revenue from Operations	16,351.0	15,190.0	7.6%	16,441.0	-0.5%	64,468.0	61,328.0	5.1%
Home Care	6,344.0	5,815.0	9.10%	5,887.0	7.8%	23,672.0	22,958.0	3.11%
Mix %	38.8%	38.3%		35.8%		36.7%	37.4%	
Personal Care	2,229.0	2,126.0	4.8%	2,370.0	-5.9%	9,564.0	9,166.0	4.3%
Mix %	13.6%	14.0%		14.4%		14.8%	14.9%	
Foods & Refreshments	3,566.0	3,416.0	4.4%	3,689.0	-3.3%	14,061.0	13,501.0	4.1%
Mix %	21.8%	22.5%		22.4%		21.8%	22.0%	
Beauty & Wellbeing	3,697.0	3,265.0	13.2%	3,930.0	-5.9%	14,990.0	13,523.0	10.8%
Mix %	22.6%	21.5%		23.9%		23.3%	22.1%	
Others	515.0	568.0	-9.3%	565.0	-8.8%	2,181.0	2,180.0	0.0%
Mix %	8.1%	9.8%		9.6%		9.2%	9.5%	
Less : Inter Segment Revenues	0.0	0.0	-	0.0	-	0.0	0.0	-
Total Segment Revenue	16,351.0	15,190.0	7.6%	16,441.0	-0.5%	64,468.0	61,328.0	5.1%
Add : Other Unallocable Income	0.0	480.0	-100.0%	178.0	-100.0%	0.0	1,793.0	-100.0%
Net Revenue from Operations	16,351.0	15,670.0	4.3%	16,619.0	-1.6%	64,468.0	63,121.0	2.1%
PROFIT								
Profit/Loss Before Interest and Tax	3,493.0	3,272.0	6.8%	3,432.0	1.8%	13,599.0	13,496.0	0.8%
Margin %	21.4%	21.5%		20.9%		21.1%	22.0%	
Home Care	1,209.0	1,093.0	10.6%	1,100.0	9.9%	4,521.0	4,429.0	2.1%
Margin %	19.1%	18.8%	0.3%	18.7%		19.1%	19.3%	-0.2%
Personal Care	417.0	398.0	4.8%	475.0	-12.2%	1,805.0	1,631.0	10.7%
Margin %	18.7%	18.7%	0.0%	20.0%		18.9%	17.8%	1.1%
Foods & Refreshments	721.0	656.0	9.9%	773.0	-6.7%	2,824.0	2,765.0	2.1%
Margin %	20.2%	19.2%	1.0%	21.0%		20.1%	20.5%	-0.4%
Beauty & Wellbeing	1,076.0	1,046.0	2.9%	1,025.0	5.0%	4,161.0	4,188.0	-0.6%
Margin %	29.1%	32.0%	-2.9%	26.1%		27.8%	31.0%	-3.2%
Others	70.0	108.0	-35.2%	132.0	-47.0%	410.0	440.0	-6.8%
Margin %	13.6%	19.0%		23.4%		18.8%	20.2%	
Segment Results from Discontinued Operations		-29		-73.00		-122.00	43.00	
Less: Interest	76.0	77.0	-1.3%	88.0	-13.6%	410.0	381.0	7.6%
Other Un-allocable Expenditure	4.0	1.0		7.0		15.0	8.0	
Add: Other Unallocable Income	264.0	309.0	-14.6%	139.0	89.9%	751.0	1,017.0	-26.2%
Extra-Ordinary Income/Expense	247.0	(134.0)		(576.0)		235.0	347.0	
Net Profit/Loss Before Tax	3,924.0	3,398.0	15.5%	2,973.0	32.0%	13,812.0	14,428.0	-4.3%

Source: Company, Way2Wealth

Coverage

Date	Coverage	Report Price (₹)	Buy Range (₹)	Target Price (₹)
24-July-23	Quick Insight	2,604.0	2620 – 2670	3060 – 3080
23-Oct-23	Q2FY24	2,495.0		
26-Apr-24	Q4FY24	2,231.0		
25-July-24	Q1FY25	2,717.0		
25-Oct-24	Q2FY25	2,503.0		
28-Jan-25	Q3FY25	2,392.0		
25-Apr-25	Q4FY25	2,325.0		
04-Aug-25	Q1FY26	2,553.7		
16-Feb-26	Q3FY26	2,409.7		

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Disclosure of Interest Statement: HINDUSTAN UNILEVER LTD as on 12 May 2026

Name of the Security	HINDUSTAN UNILEVER LTD
Name of the analyst	Ashwini Sonawane
Analysts' ownership of any stock related to the information contained	NIL
Financial Interest	
Analyst :	No
Analyst's Relative : Yes / No	No
Analyst's Associate/Firm : Yes/No	No
Conflict of Interest	No
Receipt of Compensation	No
Way2Wealth ownership of any stock related to the information contained	NIL
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