

Hindustan Unilever

CMP: ₹ 2,659.30

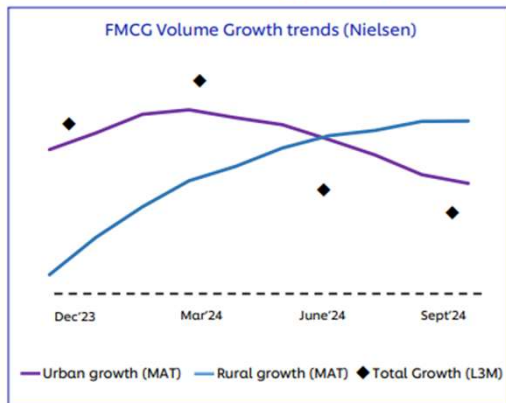
Date: 23 Oct, 2024



Results (Consolidated)

In ₹ Cr.	Q2 FY25	Q2 FY24	YOY	Q1 FY25	QOQ
Revenue	15,926	15,623	1.94%	15,707	1.39%
EBIDTA	3,793	3,744	1.31%	3,797	-0.11%
EBIDTA Margin (%)	23.82%	23.96%	(15) bps	24.17%	(36) bps
Net Profit	2,595	2,657	-2.33%	2,612	-0.65%
NPM (%)	16.29%	17.01%	(71) bps	16.63%	(34) bps
EPS (₹)	11.03	11.3	-2.39%	11.11	-0.72%

Urban growth moderating,
Rural recovering gradually



Result Highlights

- ✓ HUL's revenue from operations rose 1.94% to ₹ 15,926 cr in Q2 FY25 as compared to ₹ 15,623 cr in the previous quarter, volume growth of 3% missed to meet street estimates of 4%-5%.
- ✓ EBITDA margins were slightly down by 15 bps YOY on account of as a result of rising inflation in the raw materials, to reduce the pressure on EBITDA margin HUL reduced its spending on advertisements and promotions.
- ✓ HUL reported net profit of ₹ 2,595 cr, down from ₹ 2,657 cr in Q2 FY 24.
- ✓ The firm plans on undertaking volume-led growth to drive competition, and is also planning of price hikes in single digit if commodity price remain where they are now.
- ✓ In the September quarter FMCG demand witnessed a moderating demand in urban markets while the Rural demand has grown to surpass the urban demand.
- ✓ The firm announced that ice cream business will be separated, the ice cream arm accounts for 3% of HUL's revenues.

Disclaimer



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