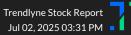
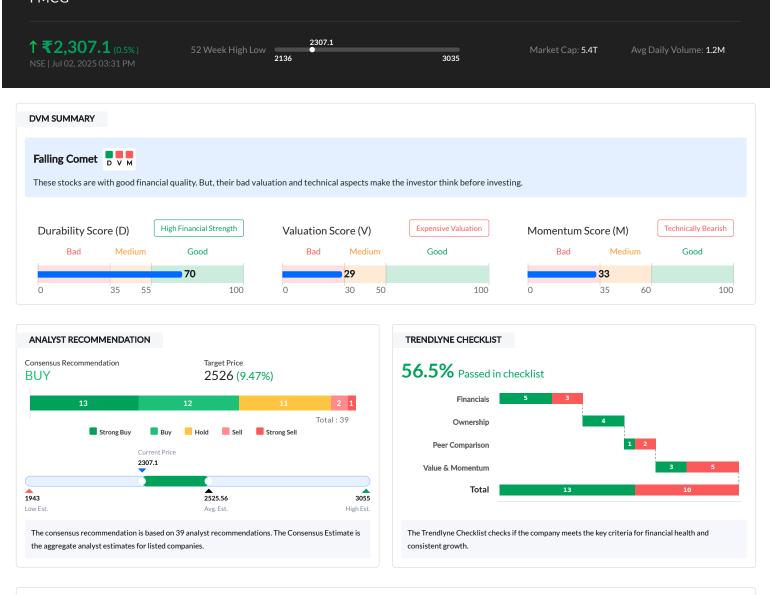
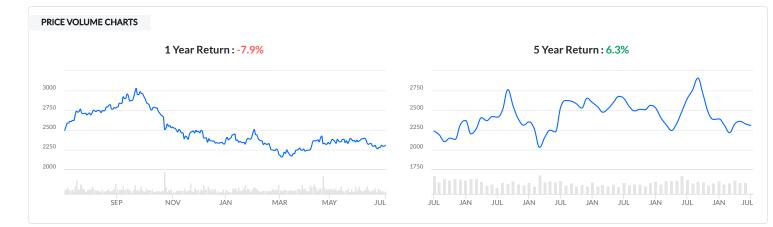
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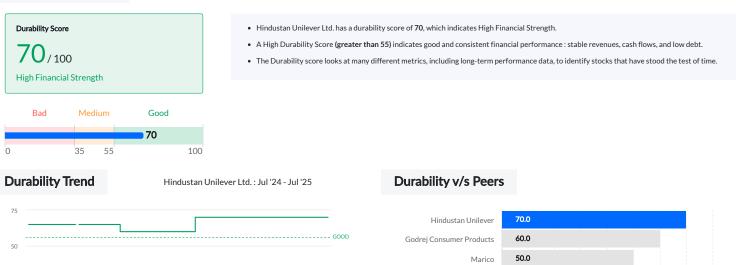
#### KEY STATISTICS

Ratios			Financials		
PE TTM	ROE Annual %	ROCE Annual %	Operating Revenue TTM	Revenue Growth Annual YoY %	Net Profit Annual
50.9	21.6	22.9	63121.0	2.3	10649.0
Above industry Median	Above industry Median		Market Leader	Below industry Median	Market Leader
EBIT Annual Margin %	PEG TTM	Long Term Debt To Equity Annual			
23.0	14.1	-	Net Profit TTM Growth %       3.6	Dividend yield 1yr %	EPS TTM Growth %
	PEG TTM is much higher than 1	Low in industry	Below industry Median	Market Leader	



**Personal Products** FMCG

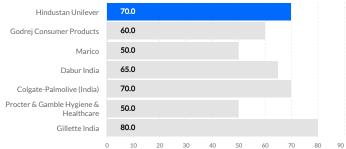
# **Durability Summary**





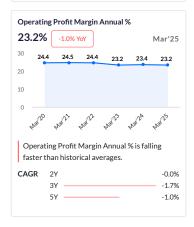
Score Distribution (% of time in each zone) Good Medium Bad 100.0% 0% 0%

Variability (Range) Maximum Minimum 70.0 (01 Jul '25) 60.0 (21 Jan '25)

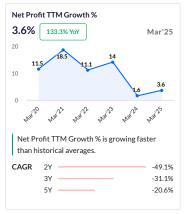


Hindustan Unilever Ltd. (70) has second-highest Durability score amongst its peers, behind Gillette India Ltd. (80) and tied with Colgate-Palmolive (India) Ltd. and 2 others

















# **Financial Metrics**

20k

10k

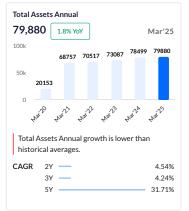
YoY

QoQ

# HINDUSTAN UNILEVER LTD. **Personal Products**

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# **Balance Sheet**

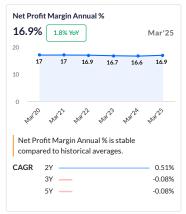


# Cashflow



# **Financial Ratios**











ROCE Annual %

876

Mai 20

historical averages.

CAGR 2Y -

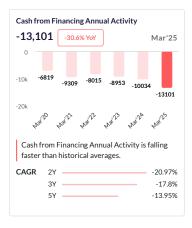
3Y —

5Y \_\_\_\_\_

100

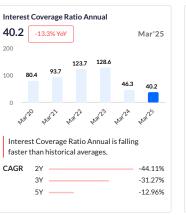
50

22.9% 5.5% YoY

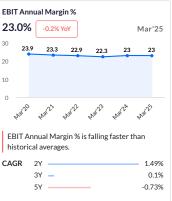


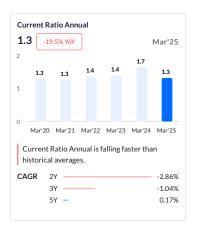










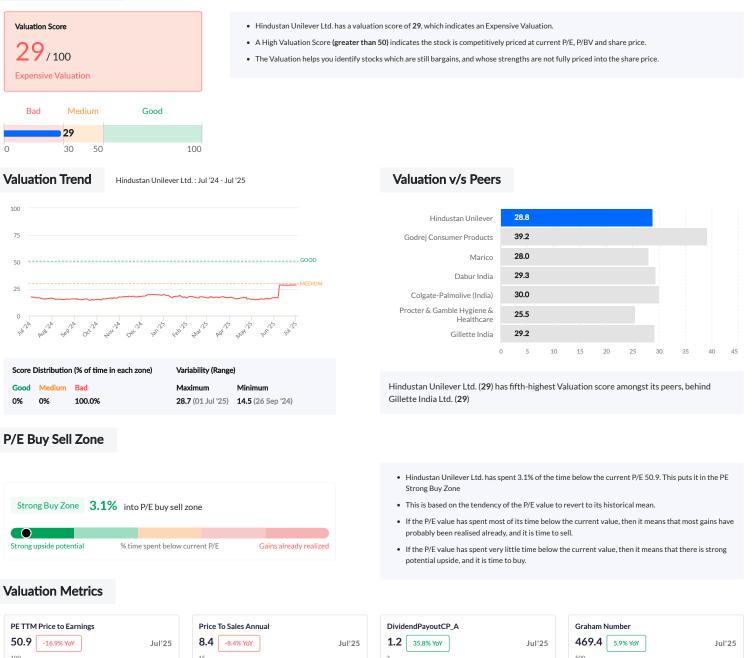


# Key Metrics - Peer Comparison

	COMPARISON	HINDUSTAN UNILEVER LTD. (1)	GODREJ CONSUMER PRODUCTS LTD. (2)	MARICO LTD. (3)	DABUR INDIA LTD. (4)	COLGATE-PALMOLIVE (INDIA) LTD. (5)	PROCTER & GAMBLE HYGIENE & HEALTHCARE LTD. (6)	GILLETTE INDIA LTD. (7)
Valuation Score	<b>i</b> buu.	28.8	39.2	28.0	29.3	30.0	25.5	29.2
P/E Ratio TTM	IIIIII	50.9	64.9	56.7	48.9	46.1	60.3	65.3
Forward P/E Ratio	HILL	50.7	50.3	50.3	44.0	44.0	54.1	-
PEG Ratio TTM	1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	14.1	0.2	5.7	-13.3	5.4	-16.3	1.7
Forward PEG Ratio	L	14.4	1.9	4.0	3.8	9.5	3.2	-
Price to Book Value	III	10.7	9.9	19.8	8.3	40.1	43.9	31.5
Price to Sales TTM	malt	8.6	8.4	8.5	6.9	11.0	10.1	12.1
Price to Sales Annual	math	8.4	8.3	7.8	7.1	10.8	13.1	9.0
EV to EBITDA	mult	33.0	36.7	35.8	31.5	30.5	48.1	35.4
Market Cap to Sales	math	8.4	8.3	7.8	7.1	10.8	13.1	9.0
Price to Free Cash Flow	1	5258.0	51.7	93.0	132.3	-220.9	-107.3	20.0
Graham Number	•	469.4	220.1	101.0	114.5	268.7	1229.7	1117.4

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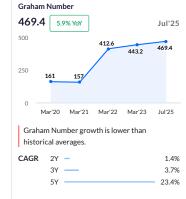
# Valuation Summary











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01 Jul '25

#### **Momentum Summary**

35

**Momentum Trend** 

60





100

Hindustan Unilever Ltd. : Jul '24 - Jul '25

ore Distribution (% of time in each zone)		(% of time in each zone)	Variability (Range)	
od	Medium	Bad	Maximum	Minimum
.9%	79.0%	10.1%	67.4 (26 Sep '24)	31.1 (21 Jan

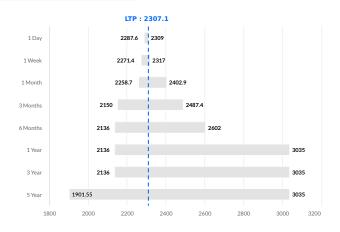
'25)

# **Price Change Analysis**

Sco

Go

10.



#### Hindustan Unilever 33.5 Godrej Consumer Products 45.7 64.1 Marico 51.0 Dabur India 38.5 Colgate-Palmolive (India) Procter & Gamble Hygiene & 40.5 Healthcare 57.2 Gillette India 0 10 20 40

Hindustan Unilever Ltd.  $({\bf 33})$  has lowest Momentum score amongst its peers, behind Colgate-Palmolive (India) Ltd.  $({\bf 39})$ 

# **Key Momentum Metrics**

Momentum v/s Peers

Day RSI	Day MFI
46.8	62.1
RSI is 46.8, RSI below 30 is considered oversold	MFI is 62.1, MFI below 30 is considered
and above 70 overbought	oversold and above 70 overbought
Day MACD	Day MACD Signal Line
-16.2	-15.6
MACD is below its Signal and Center Line, this is a strong bearish indicator.	MACD is below its Signal and Center Line, this is a strong bearish indicator.
Day ATR	

30.8

# **Exponential Moving Averages**

Hindustan Unilever Ltd. is trading below 5 out of 8 EMAs.

BEARISH		BUL	LISH	
5/8	5/8		3/8	
Bullish v/s Bearish SMAs (if the current price is above a moving average, it			is considered bullish)	
5Day EMA	2297.9	26Da	ay EMA	2318.8
10Day EMA	2300	50Da	ay EMA	2326.6
12Day EMA	2302.6	1000	Day EMA	2342.5
20Day EMA	2313.2	2000	Day EMA	2390.2

# **Simple Moving Averages**

Hindustan Unilever Ltd. is trading below 6 out of 8 SMAs.

BEARISH			BULLISH		
	6/8				
Bullish v/s Bearish SMAs (if the current price is above a moving average, it is considered bullish)					
5Day SMA	2297	50Day SMA	2343.2		
10Day SMA	2290.2	100Day SMA	2308.4		
20Day SMA	2321.9	150Day SMA	2337.7		
30Day SMA	2335.6	200Day SMA	2428		

## **Momentum Oscillators**

Hindustan Unilever Ltd. is trading above 4 out of 9 Oscillators in bullish zone.

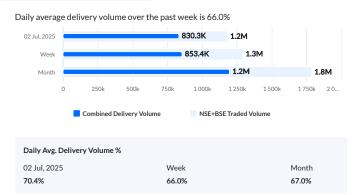
BEARISH	NEUTRAL	BULLISH	
3/9	2/9	4/9	
(if an oscill	Bullish v/s Bearish ator is in its negative rai	n Oscillators nge, it is considered bearish)	
RSI(14)	46.8 ∢►	MACD(12, 26, 9)	-16.2 🔻
Stochastic Oscillato	r <b>38.5</b> ⊾	Stochastic RSI	76.9 🛦
CCI 20	-41.0 🔻	William	-37.9
Awesome Oscillator	-45.6 🔻	Ultimate Oscillator	48.1 🛦
Momentum Oscillat	or <b>9.8</b>		
	◆ Neutral ▲ Bullis	sh ▼Bearish	

# **Volatility Metrics**

# Beta 1 month 3 month 1 year 3 year 0.77 0.4 0.49 0.17

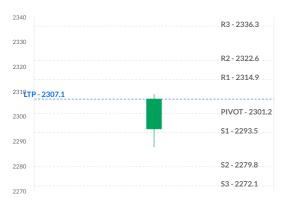
beta value for 3 month indicates price tends to be less volatile than the market

## **Daily Volume Analysis**



## **Pivot Support & Resistances**

Hindustan Unilever Ltd. at 2307.10 is trading above its Pivot 2301.23.



Day ADX	Day Bollinger Bands Mid_20_2
15	2321.9

# Active Candlesticks

Bullish Candlestick Pattern	Bearish Candlestick Patterns
<ul> <li>Bullish Engulfing</li> </ul>	No active candlesticks

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# **Checklist Summary**

56.5% pass 13 10 = Financial 5 3 +	Value & Momentum 3   5 + 4 + 1   2
nancial	Value & Momentum
riteria met   3 not met	3 criteria met   5 not met
Company has seen consistent profit growth in the last eight uarters? (© No bitock has seen consistent profit growth in the last eight quarters	The stock is in the Buy Zone according to its historical P/E?         The stock is in the Buy Zone according to its historical P/E
Company has seen consistent sales growth in the last eight quarters?	The stock is in the Buy Zone according to its historical P/BV?         The stock is in the Buy Zone according to its historical P/BV
Company has high Trendlyne Durability Score? itock has high Trendlyne Durability Score (>=60)	Company's valuation score signals overall affordability? Company's valuation score signals overall affordability
Company has high Piotroski Score? (>= 7)	Trendlyne Momentum Score shows bullishness?         Trendlyne Momentum Score shows bullishness
Company has Low Debt? Ctock has Low Debt	Stock is trading above all short term SMAs?         Stock is trading above all short term SMAs
Shareholder Value: Company has Strong ROE? Shareholder Value: Stock has Strong ROE	Stock is trading above all long term SMAs?         Stock is trading above all long term SMAs
Company has Positive Net Cash Flow? (tock has Positive Net Cash Flow)	Stock has bullish candlesticks?         Stock has bullish candlesticks OR Stock has no bearish candlesticks
Company is generating increasing cash from operations?	Stock has active positive breakouts?         Stock has active positive breakouts

## 4 criteria met | <mark>0 not met</mark>

FII/FPI or DIIs are buying the stock?	
Institutions have been increasing stake in the company over the past four quarters	⊘ Yes
Promoters are buying the stock or ownership is stable?	🕢 Yes
Promoters are buying the stock or ownership is stable	0 10
Promoter pledge is low and not increasing?	🖓 Yes
Promoter pledge is low and not increasing	0 10
Insiders have not sold stock in the past 3 months?	
Insider have not sold stock in the past 3 months	🧭 Yes

## 1 criteria met | 2 not met

<b>Company is giving better long term returns than the industry?</b> Company is giving better long term returns than the industry	No No
<b>Company's sales growth is better than the industry median?</b> Company's sales growth is better than the industry median	× No
<b>Company's profit growth is better than the industry median?</b> Company's profit growth is better than the industry median	⊘ Yes

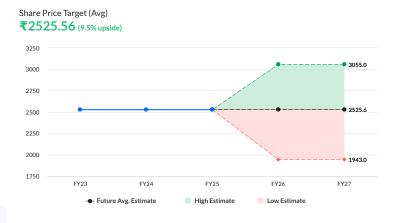
### Forecaster

# **Consensus Recommendation**



The consensus recommendation from 39 analysts for Hindustan Unilever Ltd. is BUY

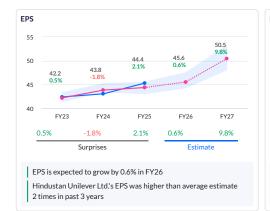
#### Share Price Target

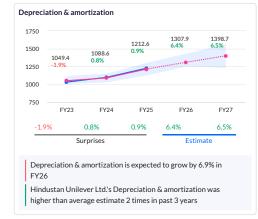


Hindustan Unilever Ltd.'s share price target is above the current price, with an upside of 9.5%

estimate 2 times in past 3 years

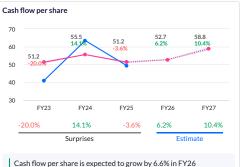
#### **Key Metrics - Average Estimates**



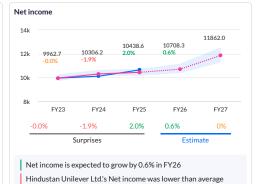




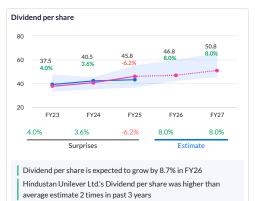
Interest expense is expected to grow by 4.0% in FY26 Hindustan Unilever Ltd.'s Interest expense was higher than average estimate 2 times in past 3 years



Hindustan Unilever Ltd.'s Cash flow per share was lower than average estimate 2 times in past 3 years



• Actual Revenue • Avg. Estimate



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#### Forecaster



Capital expenditure is expected to grow by 4.2% in FY26 Hindustan Unilever Ltd.'s Capital expenditure was lower than average estimate 2 times in past 3 years



estimate 3 times in past 3 years

#### Revenue 70912.3 7.7% 65462.8 6.1% 61563.2 -<mark>0.1%</mark> 60530.0 59140.1 FY23 FY25 FY27 FY24 FY26

Revenue is expected to grow by 6.5% in FY26

Hindustan Unilever Ltd.'s Revenue was lower than average



estimate 2 times in past 3 years

80k

70k

60k

50k

15172.6 10.2%

FY27

10.2%

57.0 **10.0%** 

....

13632.7 4.2%

FY26

Est

4.2%

51.3 4.1%



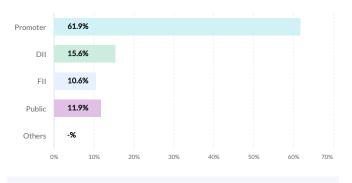
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# Jul 02, 2025 03:31 PM

Trendlyne Stock Report

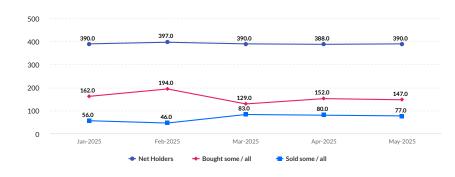
Actual Revenue
 Avg. Estimate

## **Shareholding Summary**



Retail investors (Promoter) form the biggest shareholding segment

# **Mutual Fund Holding and Action**



## **Major Shareholders**

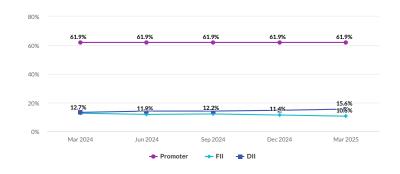
Hindustan Unilever Ltd. : Mar '25

Promoters		
Name	Shares %	Change %
UNILEVER PLC	47.4%	-
UNILEVER GROUP LIMITED	4.5%	-1.5%

# Bulk / Block Deals

Date	Client Name	Deal Type	Action	Avg Price	Qty	Exchange
16 Nov'23	AIA INTERNATIONAL LIMITED	Block	Sell	2,490.3	97,273	BSE
16 Nov'23	AIA VCC - AIA ASIAN EQUITY FUND	Block	Purchase	2,490.3	97,273	BSE
26 Oct'23	AIA INVESTMENT TRUST AIA SINGAPORE PARTICIPATING FUND HERITAGE USD	Block	Sell	2,479.9	5,797	BSE
26 Oct'23	AIA INVESTMENT TRUST AIA SINGAPORE PARTICIPATING FUND USD	Block	Sell	2,479.9	10,157	BSE
26 Oct'23	AIA INVESTMENT TRUST AIA SINGAPORE PARTCIPATING FUND HERITAGE SGD	Block	Sell	2,479.9	3,002	BSE
26 Oct'23	AIA INVESTMENT TRUST-AIA SINGAPORE PARTICIPATING FUND SGD	Block	Sell	2,479.9	117,561	BSE
26 Oct'23	AIA VCC - AIA ASIAN EQUITY FUND	Block	Purchase	2,479.9	136,517	BSE
19 Oct'23	AIA INVESTMENT TRUST - AIA SINGAPORE PARTICIPATING FUND SGD	Block	Sell	2,549.7	238,683	BSE
19 Oct'23	AIA INVESTMENT TRUST AIA SINGAPORE PARTICIPATING FUND HERITAGE USD	Block	Sell	2,549.7	11,769	BSE
19 Oct'23	AIA INVESTMENT TRUST AIA SINGAPORE PARTICIPATING FUND USD	Block	Sell	2,549.7	20,621	BSE

# **Shareholding Trend**





- Promoters holding remains unchanged at 61.90% in Mar 2025 qtr
- Mutual Funds have increased holdings from 6.08% to 6.42% in Mar 2025 qtr.
- Number of MF schemes increased from 393 to 403 in Mar 2025 qtr.
- FII/FPI have decreased holdings from 11.43% to 10.62% in Mar 2025 qtr
- Number of FII/FPI investors decreased from 1936 to 1904 in Mar 2025 qtr
- Institutional Investors have increased holdings from 26.16% to 26.17% in Mar 2025 qtr.

# Insider Trading / SAST

Reporting Date	Insider Name	Insider Type	Regulation	Action	Avg Price	Qty	Mode
05 Feb'25	Gerard Anthuan Irudayaraj	Employee	Insider Trading	Disposal	2,427	600	Market Sale
26 Nov'24	Padma Sanzgiri	Employees Immediate Relative	Insider Trading	Acquisition	-	3,280	Inheritance
11 Sep'24	Sandeep Kumar	Employees Immediate Relative	Insider Trading	Disposal	2,911.2	1,000	Market Sale
13 Aug'24	Gerard Anthuan Irudayaraj	Designated Person	Insider Trading	Disposal	2,747	880	Market Sale
12 Jun'24	Sairam Subramanian	Designated Person	Insider Trading	Disposal	2,571.6	502	Market Sale
07 Jun'24	Sindhu Ravindranathan	Designated Person	Insider Trading	Disposal	2,530	1,500	Market Sale
17 May'24	Padmanabhan Seetharam Nurani	Designated Person	Insider Trading	Acquisition	2,327	2	Market Purchase
17 May'24	Padmanabhan Seetharam Nurani	Designated Person	Insider Trading	Acquisition	2,327.6	172	Market Purchase
17 May'24	Padmanabhan Seetharam Nurani	Designated Person	Insider Trading	Acquisition	2,327.8	172	Market Purchase
17 May'24	Padmanabhan Seetharam Nurani	Designated Person	Insider Trading	Acquisition	2,327.7	6	Market Purchase

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#### ABOUT THE COMPANY



#### Hindustan Unilever Ltd.

Hindustan Unilever is engaged in Fast Moving Consumer Goods business comprising primarily of Home Care, Beauty & Wellbeing, Personal Care and Foods segments. website: www.hul.co.in

#### BRANDS OWNED BY THE COMPANY ELLE I8 Lipton LINIC Hamam US+ Greentea Lipton Greentea BRYLCREEM CLINIC PLUS ELLE 18 Hamam indulekha LEVER ayush Horlicks Boost Cornetto BRU Brooke Bond Red Label Knorr Dove Annapurna KWALITY WALL'S Kissan Cif Comfort Surf excel Vim Soap AXE POND'S Pepsodent Lux aviance Vaseline TONI&GUY Lifebuoy TRESemme LAKME Fair & Lovely Pears Sunsilk closeup Active Wheel Brooke Bond Taaza Brooke Bond TAJ MAHAL Love beauty and planet Mother's Horlicks Rin Unilever pure it Domex love & care sunlight Brooke Bond 3 Roses Sure Women's Horlicks MAGNUM Junior Horlicks Horlicks GROWTH Plus Horlicks CARDIA Plus International Breeze Horlicks Protein Plus lite Horlicks CLEAR Rexona Citra PURE DERM Liril TIGI

#### MANAGEMENT INFORMATION

Rohit Jawa Executive Director, Managing Director, Chief Executive Officer		TIWARI	RITESH RAMKRISHNA TIWARI Executive Director(Finance,IT),Chief Financial		Biddappa Bittianda Ponnappa Executive Director,Chief People Officer(Transformation,Sustainability)		RADHIKA K SHAH Company Secretary,Compliance Officer	
232.3M Gross Remuneration	<b>2025-3-31</b> Year	Officer 93.8M Gross Remuneration	2025-3-31 Year	88.7M Gross Remuneration	<b>2025-3-31</b> Year			
IRECTOR INFORMAT	ΠΟΝ							
Rohit Jawa Managing Director & CEO		RITESH RAMKRISHNA TIWARI		Biddappa Bittian Whole-time Director	da Ponnappa	NEELAM DHAWAN Independent Director		
232.3M Gross Remuneration	<b>2025</b> Year	Executive Director (Finance) 93.9M Gross Remuneration	<b>2025</b> Year	88.7M Gross Remuneration	<b>2025</b> Year	5.8M Gross Remuneration	<b>2025</b> Year	

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# Detailed stock report terminology

Trendlyne's stock report is a comprehensive company analysis report based on its durability, valuation and momentum scores along with the forecaster data, to give you a detailed analysis. The report also includes Trendlyne's checklist summary, technical analysis, peer comparison, mutual fund holdings details, insider trading and more.

# **Durability Score**

Durability scores are calculated from 0-100, with zero the worst and 100 the best. Durability scores above 55 are considered good(G) and below 35 are considered bad(B). Scores between 35-55 are considered neutral/Medium/Middle(M). Stocks with a high durability score (top 20 percentile) are companies that have

consistently and over time, demonstrated good growth and cash flow, stable revenues and profits, and low debt.

The durability score considers several different metrics and ratios around earnings and models these over time. Our stocks with high durability scores outperform the index significantly

# Valuation Score

Valuation scores are calculated from 0-100, with zero the worst and 100 the best.
 Valuation scores above 50 are considered good(G) and below 30 are considered bad(B).
 Scores between 30-50 are considered neutral/Medium/Middle(M)
 Stocks with a high valuation score (top 20 percentile) are companies whose business and financial advantages have not yet been priced into their share price. These companies typically have strong earnings but are currently flying under the radar, and Trendlyne's valuation score helps shine a spotlight on these companies.
 Firms with a low valuation score (bottom 20 percentile) are expensive stocks that have good broker coverage and already have their strengths priced in. They are popular but pricey. If you are buying them now it would be for a steep price tag: valuation scores help you identify that.

## **Momentum Score**

Scores are calculated from 0-100, with zero being the worst and 100 the best.
 Momentum scores above 59 are considered good(G) and below 30 are considered bad(B). Scores between 30-59 are considered neutral/Medium/Middle(M)
 Momentum score or momentum score identifies the bullish/bearish nature of the stock.
 Stocks with a high momentum score (which is calculated daily from over 30 technical indicators) are seeing their share price rise, and increase in volumes and sentiment.
 A low and falling momentum score indicates a falling share price. The pace at which this is changing is also important for the momentum score.

# Analyst recommendation

Analyst recommendation of a stock is an assessment made by financial analysts or brokerage firms about the investment potential of a particular stock. It is usually based on a thorough analysis of the company's financial performance, market trends, industry outlook, and other factors that may impact the stock's value. The analyst recommendation of a stock typically takes the form of a rating or a recommendation, such as "buy," "hold," or "sell." The recommendation is usually accompanied by a price target, which is the analyst's estimate of the stock's fair value.

A low and falling momentum score indicates a falling share price. The pace at which this is changing is also important for the momentum score.

# **Trendlyne Checklist Score**

Trendlyne Checklist evaluates a stock based on its financial performance, ownership, peer comparison, value and momentum. This helps give an overall performance of the company based on the score.

# PE buy/sell zone

The PE buy/sell zone is calculated based on how many days a stock has traded at its current PE level. The current PE is compared to the stock's historical PE performance, to find out how often (for how many days in the past) the stock has traded at its current PE value.

If the stock has usually traded above its current PE level (it's at a higher PE for the majority of trading days), then the stock is cheaper than usual and in the PE buy zone. If the stock has usually traded below its current PE level (it's at a lower PE for the majority of trading days), then the stock is more expensive than usual and in the PE sell zone.

# **Price Volume Charts**

 Price volume charts are a type of financial chart that combines two key pieces of information about a stock: its price and trading volume. They are commonly used in technical analysis to identify trends and patterns in the market.
 In a price volume chart, the price of the security is plotted on the vertical axis, while the trading volume is shown on the horizontal axis. Each data point on the chart represents a single trading day, and the size of the data point may be proportional to the trading volume.

# **Peer Comparison**

Peer comparison in financial analysis is a method of comparing the financial performance and position of one company to its competitors or peers in the same industry or sector. The purpose of this comparison is to gain insights into how the company is performing relative to its competitors and to identify areas where it may be underperforming or overperforming. In Trendlyne's stock report, DVM scores are also included in the peer comparison section.

# **Technical Analysis**

Technical analysis is a method of analyzing stocks and other financial instruments that relies on charts and statistical indicators to identify trends and patterns in price and trading volume.

Key momentum metrics included - relative strength index (RSI), Stochastic RSI, Ultimate Oscillator, moving average convergence divergence (MACD), average true range (ATR), money flow index (MFI), William, CCI 20 and Awesome Oscillator. Simple and exponential moving averages are also included.

To analyse the volatility of the stock, Beta over different periods of time, Average Directional Movement Index and Bollinger bonds are used. Along with this, active candlesticks, daily volume analysis is also provided in the rapport.

#### Disclaimer

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