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Dear Sir,

**Sub:** Publication

**Ref:** Scrip Code..

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held on Friday,

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We request you to

Thanking you,

Yours truly,

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Company Secretar

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# India is a phenomenal market for us: HUL chief

India is Unilever's largest market after the US, contributing 10% to its top line

VIVEAT SUSAN PINTO  
Mumbai, 4 February

India is a phenomenal market, where Hindustan Unilever (HUL) enjoys a long history and leadership position, Alan Jope, chief executive officer, Unilever, said in an investor call on Thursday.

"Eighty-four per cent of the India business has been growing volume share and there is a significant opportunity for growth," Jope said while laying out the company's road map. India is Unilever's largest market after the US, contributing 10 per cent to its top line. The US contributes 18 per cent and China 6 per cent to Unilever's turnover.

The consumer goods major, which reported a 3.5 per cent increase in underlying sales for the October-December period, will increasingly bet on India, China, and the US as it seeks to aggressively grow in a post-pandemic world. Unilever follows a January-December accounting year.

The December quarter results are the first since Unilever consolidated its headquarters in London in June, moving away from its longstanding Anglo-Dutch structure. Jope said the company would continue to simplify operations and look at a flatter reporting structure as it sought to be future-ready.

Key categories such as beauty and personal care grew 1.5 per cent, home care by 4.7 per cent, and foods and refreshment by 5.4 per cent in the December quarter, Unilever said.

The company has set long-term tar-

“84 PER CENT OF THE INDIA BUSINESS HAS BEEN GROWING VOLUME SHARE AND THERE IS A SIGNIFICANT OPPORTUNITY FOR GROWTH”  
ALAN JOPE  
Chief executive officer, Unilever

gets, saying it will aim for underlying sales growth in the range of 3-5 per cent as markets recover in India and China. It will also aim for profit growth to be ahead of sales growth, led by a continued focus on cost savings. Inflationary pressures, however, in inputs such as crude oil and agri commodities, are forcing Unilever to take calibrated price hikes across categories in a bid to protect margins.

Greame Pitkethly, chief financial officer of Unilever, said raw material prices would rise even more in 2021 and that the company would have to be at the "top of its game" in terms of pricing this calendar year.

Unilever has forecast €2 billion (or \$2.38 billion) per annum in savings, though restructuring costs in 2021 and the next year would be in the range of €1 billion (or \$1.19 billion). Restructuring costs are expected to reduce after 2022, the company said.

India, China, and the US contribute a third to Unilever's top line. Jope said he would like to see their total contribution to company topline go up to 60 per cent by 2030.

For this, Unilever is counting on categories such as hygiene, skincare, beauty, functional nutrition and plant-based foods to drive growth. It is also looking to expand its presence in e-commerce, a channel that has grown significantly in the last one year, as stay-at-home consumers turned online for their grocery needs.

In 2020, Unilever saw 61 per cent growth in its e-commerce business over the previous year, taking its overall contribution to topline at 9 per cent. Pitkethly said the company was digitising traditional trade stores it was reaching directly in markets such as India, where the retail universe is estimated at 14 million stores.

Of these, Unilever reaches 5 million outlets directly, and 1.5 million outlets have been digitised to ensure they are part of the growing online universe that is now counting on neighbourhood stores for fulfillment and delivery.

For the full year 2020, Unilever's underlying sales growth was 1.9 per cent, led by 1.2 per cent rise in beauty and personal care, 4.5 per cent in home care, and 1.3 per cent in foods and refreshment.

## CORPORATE SCORECARD

## HPCL doubles consolidated net profit in Q3

TWESH MISHRA  
New Delhi, 4 February

Consolidated net profit of Hindustan Petroleum Corporation (HPCL) for the third quarter of 2020-2021 doubled to ₹2,373.71 crore from ₹1,027.23 crore in the year-ago period. The higher profit is on account of inventory, exchange gains, and higher sales.

The public sector oil and gas company's consolidated total income increased to ₹78,324.98 crore, up from ₹75,048.60 crore in the same quarter of FY20.

Gross refinery margin (GRM), a measure of the gain per barrel of crude oil processed, stood at \$1.87 per barrel for the October-December 2020 period against \$1.79 per barrel in the corresponding previous period.

Inventory gains in the quarter under review stood at ₹1,323 crore compared to ₹43 crore in the year-ago quarter. HPCL reported a currency exchange gain of ₹297 crore against ₹82 crore last year.

HPCL said domestic sales of petroleum products grew 2.7 per cent to 10.03 million metric tonnes year-on-year compared to industry growth of 0.30 per cent. The sales of petrol increased by 6.4 per cent, diesel by 1.2 per cent, and LPG or cooking gas by 5.9 per cent.

M K Surana, chairman and managing director of HPCL, indicated there may not be much relief in sight for consumers with petrol and diesel prices remaining high driven by market forces.

## Ahead of stake sale, BigBasket logs ₹611-cr loss

SAMREEN AHMAD  
Bengaluru, 4 February

Supermarket Grocery Supplies, which operates online grocery store BigBasket, reported a consolidated net loss of ₹611 crore in FY20, a 6.7 per cent rise compared to the previous financial year.

According to financial data accessed by business intelligence platform Tofler, the Bengaluru-headquartered company posted a 36 per cent jump in revenue at ₹3,822 crore in FY20 as compared to the previous financial year.

BigBasket, which is soon to be acquired by the Tata Group, saw its total expenses widen 31 per cent from ₹3,376 crore in FY19 to ₹4,433 crore in FY20. The Tata Group is

in advanced talks to buy a majority stake in BigBasket in a deal that is likely to value the online grocer at \$1.6 billion.

BigBasket had earlier said that it has seen an 84 per cent increase in the number of new customers accompanied by 50 per cent higher retention rates as

## NTPC posts 10% rise in net, to pay interim dividend

The total income of the company rose 5.19%

SHREYA JAI  
New Delhi, 4 February

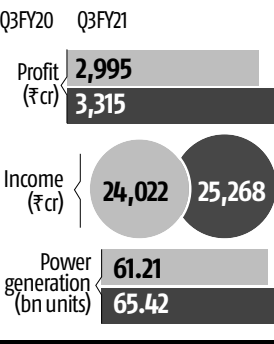
State-owned power generation major NTPC posted a 10 per cent increase in net profit at ₹3,315.34 crore for the quarter ended December 2020 from ₹2,995.14 crore in the year-ago period.

The total income of the company rose 5.19 per cent during the quarter to ₹25,268.56 crore against ₹24,022.62 crore in Q3FY20. Its gross power generation in the quarter was 65.42 billion units against 61.21 billion units during the corresponding period.

On nine-month basis, the company's profit before tax was ₹9,290.30 crore against ₹8,860.37 crore in the same period in FY20. The total income during the same period increased by 4.3 per cent to ₹72,312 crore.

The board of NTPC approved an interim dividend for FY21 at 30 per cent

### POWERING UP



of paid-up share capital i.e. ₹3 per equity share of face value of ₹10 each.

The company offered a 20-25 per cent rebate on the capacity charges of the power supplied during the lockdown period. The total amount of ₹1,363 crore has been approved by the board for FY21.

compared to pre-Covid levels. The Alibaba-backed firm is currently recording about 20 million orders per month, and reached the milestone of \$1 billion run-rate in annual revenues last year.

According to a RedSeer and BigBasket report, the total size of the e-grocery market in the country is expected to grow from \$1.9 billion in 2019 to \$3 billion by the end of 2020. At an annual growth rate of 57 per cent, it is expected to touch \$18 billion by 2024.

With marquee players such as Amazon and Reliance making serious bets in the online grocery space, the segment is likely to see intense competition in the coming months.

## JSW Energy bets big on hydropower projects

SHREYA JAI  
New Delhi, 4 February

JSW Energy is among the few privately owned power generators betting big on hydropower, which is a revenue spinner for the company.

"We are optimistic about the hydropower sector. More so, after the hydropower purchase obligation (HPO) notification by the Ministry of

Power. This will lead to more power purchase agreements. We will be looking at larger hydropower projects," said Prashant Jain, joint managing director and chief executive officer, JSW Energy.

JSW is operating 1.3-gigawatt (Gw) hydropower projects currently. Recently, the Haryana Electricity Regulatory Commission had approved a power procurement offer of

JSW Energy for supply of 240 megawatt of hydropower. The company is expecting to commission the project by 2024-25.

The power ministry, in a recent notification dated January 29, had extended the mandatory HPO till 2030. The Centre is aiming to add 30 Gw of hydropower by 2030. HPO entails the compulsory purchase of hydropower by states as a percentage of their total

energy demand.

JSW Energy, which declared its third-quarter (Q3) results last week, saw an uptick in revenue from its hydropower units (quarterly). Jain said the Covid-19 pandemic did not have much of an impact on its business. Hydropower, solar, and wind units are categorized essential services and have a 'must-run' status.




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**NOTICE INVITING TENDER**  
(E - Procurement Mode only)  
E-tenders are invited for following items from reputed manufacturers directly or through their dealers / accredited agents through MSTC portal website [https://www.mstcecommerce.com/eprochome/nmddcbuyer\\_login.jsp](https://www.mstcecommerce.com/eprochome/nmddcbuyer_login.jsp)

Sl. No.	Tender No. & Brief Description of Item	Display and sale of Tender Documents
1	Global tender No:HQMM/ 2010-20/03X019,03Z903 & 03X018/380 Dtd. 06/02/2021 & ET- 818, Item :Supply, Erection and commissioning of 05 nos. of Hydraulic excavators having about 9 to 11 m3 bucket Capacity (Derated to 8 to 9 m3) under MARC for 12 years/32000 hour, whichever is earlier required for BIOM Kirandul & Bachel Complex of Dantewada (Dist) of Chattisgarh (State)- India <b>PRE-BID MEETING ON 17.02.2021 at 11 AM through MS Teams VC Mode.</b>	<b>DRAFT</b> 06.02.2021 to 17.02.2021 <b>FINAL</b> 04.03.2021 to 25.03.2021
2	Open Tender No: HQMM/2019-20/05H115/379 dated 04-02-2021, Item: Supply, Supervision of Assembling and commissioning of 2 Nos. Recon Engine assy. QST 30C on exchange basis suitable for 100 Ton capacity, BH100S Model, BEML Make Dumper as per technical specifications and scope of supply mentioned in Annexure - III of Tender required for NMDC Ltd., BIOM, Bachel Complex, Dantewada (Dist) of Chattisgarh (State)- India	05.02.2021 to 03.03.2021
3	Open Tender No: HQMM/36A300,36A102 & 36AN159/037 dated 04-02-2021, Item: Supply of 67 nos. of New OTR Tubeless Radial Tyres Size: 27.00R 49, Type E-4 with suitable O Rings, cut resistant suitably for 85/100 Ton Dumpers through E-Procurement and Reverse E-Auction Mode, required for NMDC Limited, BIOM, Kirandul Complex, Bachel Complex of Dantewada (Dist) Chattisgarh (State), & Donimalai Complex of Bellary (Dist), Karnataka (State)	05.02.2021 to 03.03.2021

Prospective bidders may visit our websites : [www.nmddc.co.in](http://www.nmddc.co.in); **CPP Portal** <https://procure.gov.in>; <https://mstcecommerce.com> and may download the tender documents. Any corrigendum to the above tender notice will be uploaded on our website only. Prospective bidders should visit our website from time to time to note the corrigendum, if any.  
**Chief General Manager (Materials)**

<div><div></div><div><b>NACL Industries Limited</b> CIN: L24219TG1986PLC016607 Regd. Office: Plot No.12-A, "C" Block, Lakshmi Towers, No.8-2-248/1/7/78, Nagarjuna Hills, Punjagutta, Hyderabad-500082, Telangana State, India. Phone : 040-24405100, Fax : 040-23358062, E-mail : cs-nacl@naclind.com, Website:www.naclind.com</div></div>							
Extract of the Statement of Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months Ended December 31, 2020 (₹ in Lakhs)							
Sl. No.	Particulars	Standalone			Consolidated		
		Quarter ended 31.12.2020 (Unaudited)	Nine months ended 31.12.2020 (Unaudited)	Quarter ended 31.12.2019 (Unaudited)	Quarter ended 31.12.2020 (Unaudited)	Nine months ended 31.12.2020 (Unaudited)	Quarter ended 31.12.2019 (Unaudited)
1	Total Income from Operations	26,782	86,981	24,055	26,776	86,976	24,055
2	Net Profit for the period (before Tax & Exceptional and/or Extraordinary items)	1,432	5,157	424	1,442	5,192	492
3	Net Profit for the period before Tax, (after Exceptional and/or Extraordinary items)	1,432	5,157	424	1,442	5,192	492
4	Net Profit for the period after Tax, (after Exceptional and/or Extraordinary items)	910	3,315	309	920	3,350	377
5	Total Comprehensive Income for the period [Comprising (Loss)/Profit for the period (after tax) and Other Comprehensive Income (after tax)]	924	3,297	315	933	3,329	383
6	Paid-up Equity Share Capital	1,962	1,962	1,676	1,962	1,962	1,676
7	Earnings per Share (of ₹ 1 each)						
a)	Basic	0.47	1.72	0.18	0.48	1.74	0.23
b)	Diluted	0.47	1.72	0.18	0.48	1.74	0.23
<b>NOTE :</b> 1 The above Unaudited Standalone and Consolidated Financial Results of NACL Industries Limited ("the Company") were reviewed by the Audit Committee at its meeting held on February 3, 2021 and has been approved by the Board of Directors at its meeting held on February 4, 2021. The Statutory Auditors have carried out a limited review of these Financial Results for the Quarter and Nine Months ended December 31, 2020 and have issued an unmodified report on these results. 2 The above is an extract of the detailed format of Statement of Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months Ended December 31, 2020 filed with BSE Limited & NSE Limited under Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of Statement of Unaudited Standalone and Consolidated Financial Results for the Quarter and Nine Months Ended December 31, 2020 is available on the website of BSE & NSE Limited and Company's website at <a href="http://www.naclind.com">www.naclind.com</a> <b>By Order of the Board</b> Sd/- <b>M. Pavan Kumar</b> Managing Director & CEO (DIN:01514557)							
Place : Hyderabad Date : February 4, 2021							





