



HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31 ST MARCH 2007

Rs. Crores

	Unaudited Results for the Quarter ended 31st March		Audited results for the Year ended 31st December 2006
	2007	2006	
1. Net Sales	3,184.32	2,798.05	12,103.39
i) Domestic FMCG - HPC	2,251.69	2,046.70	8,851.35
ii) Domestic FMCG - Foods (including Ice Cream)	531.18	432.13	1,840.83
Domestic FMCG - Total (i+ii)	2,782.87	2,478.83	10,692.18
iii) Exports	351.93	275.53	1,278.88
iv) Others	49.52	21.98	110.62
a) Continuing Business (i+ii+iii+iv)	3,184.32	2,776.34	12,081.68
b) Discontinued business	-	21.71	21.71
2. Other Income	90.80	69.36	354.52
a) Operational	49.73	36.50	191.46
b) Financial	41.07	32.86	163.06
3. Total Expenditure (d+e+f+g)	(2,822.35)	(2,467.50)	(10,455.33)
a) Increase/(decrease) in stock in trade	75.81	53.25	115.97
b) Consumption of raw/packing materials	(1,294.87)	(1,201.62)	(4,867.24)
c) Purchase of goods	(548.57)	(376.52)	(1,751.51)
d) Cost of Goods Sold (a+b+c)	(1,767.63)	(1,524.89)	(6,502.78)
e) Staff Cost	(178.68)	(156.35)	(642.81)
f) Advertising & Promotions	(356.37)	(303.34)	(1,272.88)
g) Other expenditure	(519.67)	(482.92)	(2,036.86)
4. Interest	(5.13)	(2.05)	(10.74)
5. Gross Profit [1+2-3-4]	447.64	397.86	1,991.84
6. Depreciation / Amortisation	(32.90)	(33.86)	(130.16)
7. Profit before interest and taxation [1+2(a)-3-6]	378.80	333.19	1,709.36
8. Profit before taxation [5-6]	414.74	364.00	1,861.68
9. Provision for taxation - current tax	(76.19)	(61.88)	(295.00)
10. Provision for taxation - deferred tax	(4.69)	(3.64)	(26.80)
11. Taxation Adjustments of Previous Periods (net)	-	(4.50)	(0.21)
12. Profit after taxation, before exceptional items [8-9-10-11]	333.86	293.98	1,539.67
13. Exceptional Items, net of taxes	59.03	148.88	315.70
14. Net Profit [12+13]	392.89	442.86	1,855.37
Paid up Equity Share Capital (face value Re 1 per share)	220.68	220.14	220.68
Reserves excluding Revaluation Reserve			2,502.14
Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	1.78	2.01	8.41
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.12	8.05	8.41
Aggregate of Non-Promoters Holdings			
- Number of Shares	1,071,982,517	1,066,551,518	1,071,926,637
- Percentage of Shareholding	48.58%	48.45%	48.57%