## HINDUSTAN LEVER LIMITED

## UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH 2006

Rs. Crores

	Unaudited Results for the Quarter ended 31st March		Audited results for the Year ended 31st December 2005
	2006	2005	
1. Net Sales	2,798.05	2,506.38	11,060.55
i) Domestic FMCG - HPC	2,798.03	1,724.38	7,836.82
ii) Domestic FMCG - Foods (including Ice Cream)	432.13	389.86	1,688.10
Domestic FMCG - Total ( i+ii)	2,500.54	2,114.24	9,524.92
iii) Exports	275.53	342.14	1,347.80
iv) Others	21.98	27.91	187.83
a) Continuing Business ( i+ii+iii+iv)	2.798.05	2.484.29	11.060.55
b) Discontinued business	-	22.09	,
2. Other Income	69.36	74.64	304.78
a) Operational	36.50	50.15	152.49
b) Financial	32.86	24.49	152.29
3. Total Expenditure (d+e+f+g)	(2,467.50)	(2,262.91)	(9,617.22
a) Increase/(decrease) in stock in trade	53.25	109.60	(48.12
b) Consumption of raw/packing materials	(1,201.62)	(1,147.43)	(4,500.10
c) Purchase of goods	(376.52)	(410.13)	(1,613.91
d) Cost of Goods Sold (a+b+c)	(1,524.89)	(1,447.96)	(6,162.13
e) Staff Cost	(156.35)	(164.36)	(591.32
f) Advertising & Promotions	(303.34)	(208.73)	,
g) Other expenditure	(482.92)	(441.86)	(1,858.10
4. Interest	(2.05)	(4.56)	(19.19
5. Gross Profit [1+2-3-4]	397.86	313.55	1,728.92
6. Depreciation / Amortisation	(33.86)	(31.00)	(124.45
7. Profit before interest and taxation [1+2(a)-3-6]	333.19	262.62	1,471.37
8. Profit before taxation [5-6]	364.00	282.55	1,604.47
9. Provision for taxation - current tax	(61.88)	(52.81)	(253.00
10. Provision for taxation - deferred tax	(3.64)	(7.77)	(41.00
11. Taxation Adjustments of Previous Periods (net)	(4.50)	36.75	44.04
12. Profit after taxation, before exceptional items [8-9-10-11]	293.98	258.72	1,354.51
13. Exceptional Items, net of taxes	148.88	(8.47)	53.59
14. Net Profit [12+13]	442.86	250.25	1,408.10
Paid up Equity Share Capital ( face value Re 1 per share)	220.14	220.12	220.12
Reserves excluding Revaluation Reserve			2,084.84
Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	2.01	1.14	6.40
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.05	4.56	6.40
Aggregate of Non-Promoters Holdings			
- Number of Shares	1,066,551,518	1,066,394,333	1,066,394,333
- Percentage of Shareholding	48.45%	48.45%	48.45%

Registered Office : Hindustan Lever House, 165/166 , Backbay Reclamation, Mumbai - 400 020

## SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

Segment Revenue (Sales and Income from Services)		Unaudited Results for		Audited Results for
Segment Revenue (Sales and Income from Services)		the quarte	the quarter ended	
- Soaps and Detergents		31st March 2006	31st March 2005	31st December 2005
- Soaps and Detergents	Segment Revenue (Sales and Income from Services)			
- Personal Products	· · · · · · · · · · · · · · · · · · ·	1.318.58	1.136.79	4,961.71
Beverages   317.66   302.41   1,277		,	,	2,951.87
Figure   F	- Beverages	317.66	302.41	1,277.45
Exports   275.53   342.14   1,347   1,347   1,347   1,347   34.02   70.36   250	- Processed Foods Total	88.19	67.35	313.72
Others (includes Chemicals, Plantations etc)         34.02         70.36         250           Total Segment Revenue         2,826.29         2,542.06         11,201           Less: Inter segment revenue         (1.47)         (4.23)         (7           Net Segment Revenue         2,824.82         2,537.83         11,193           Segment Results (Profit before interest and tax)           - Soaps and Detergents         152.35         130.08         683           - Personal Products         186.76         144.40         845           - Beverages         62.00         63.37         242           - Personal Products         0.31         (2.06)         (16           - Lee Creams         0.84         (3.09)         5           - Exports         6.00         6.01         49           - Exports         (5.05)         (2.77)         (27           Total Segment Results         405.21         335.94         1,781           Less: Interest Expense         (2.05)         (4.56)         (19           Add/(Less): Other unallocable expenditure net of unallocable income         (39.16)         (48.83)         (158           Total Employed (Segment assets less Segment liabilities)         9.08         395.09         <	- Ice Creams	26.45	20.39	98.15
Total Segment Revenue         2,826.29         2,542.06         11,201           Less: Inter segment revenue         (1.47)         (4.23)         (7           Net Segment Revenue         2,824.82         2,537.83         11,193           Segment Results (Profit before interest and tax)         - 2,824.82         2,537.83         11,193           Segment Results (Profit before interest and tax)         152.35         130.08         683           - Personal Products         186.76         144.40         845           - Beverages         62.00         63.37         242           - Processed Foods Total         0.31         (2.06)         (16           - Ice Creams         8.00         6.01         49           - Others         (5.05)         (2.77)         (27           Total Segment Results         8.00         6.01         49           - Others         (5.05)         (2.77)         (27           Total Segment Results         (2.05)         (4.56)         (19           Less: Interest Expense         (2.05)         (4.56)         (19           Add/(Less): Other unallocable expenditure net of unallocable income         (39.16)         (48.83)         (158           Total Profit Before Tax         364.00	- Exports	275.53	342.14	1,347.80
Less : Inter segment revenue	- Others (includes Chemicals, Plantations etc)	34.02	70.36	250.45
Net Segment Revenue   2,824.82   2,537.83   11,193	Total Segment Revenue	2,826.29	2,542.06	11,201.15
Segment Results (Profit before interest and tax)   - Soaps and Detergents   152.35   130.08   683	Less : Inter segment revenue	(1.47)	(4.23)	(7.27)
- Soaps and Detergents	Net Segment Revenue	2,824.82	2,537.83	11,193.88
- Soaps and Detergents				
- Soaps and Detergents	Segment Results (Profit before interest and tax)			
- Beverages 62.00 63.37 242 - Processed Foods Total 0.31 (2.06) (16 - Ice Creams 0.84 (3.09) 5 - Exports 8.00 6.01 49 - Others (5.05) (2.77) (27 - Total Segment Results 405.21 335.94 1,781 - Less: Interest Expense (2.05) (4.56) (19 - Add/(Less): Other unallocable expenditure net of unallocable income (39.16) (48.83) (158 - Total Profit Before Tax 364.00 282.55 1,604  Capital Employed (Segment assets less Segment liabilities) - Soaps and Detergents 9.08 395.09 (63 - Personal Products 121.25 243.02 227 - Beverages 60.27 73.61 (62 - Foods 2.92 8.78 (1 - Exports 392.37 378.06 429 - Others 392.37 378.06 429 - Others	· · · · · · · · · · · · · · · · · · ·	152.35	130.08	683.69
- Processed Foods Total - Ice Creams - Rexports - Exports - Others - Other unallocable expenditure net of unallocable income - Others - Other unallocable expenditure net of unallocable income - Others	- Personal Products	186.76	144.40	845.21
- Ice Creams	- Beverages	62.00	63.37	242.40
- Exports	- Processed Foods Total	0.31	(2.06)	(16.10)
- Others (5.05) (2.77) (27  Total Segment Results 405.21 335.94 1,781  Less: Interest Expense (2.05) (4.56) (19  Add/(Less): Other unallocable expenditure net of unallocable income (39.16) (48.83) (158  Total Profit Before Tax 364.00 282.55 1,604  Capital Employed (Segment assets less Segment liabilities)  - Soaps and Detergents 9.08 395.09 (63  - Personal Products 121.25 243.02 227  - Beverages 60.27 73.61 (62  - Foods 2.92 8.78 (1  - Ice Creams (10.11) (3.56) (9  - Exports 392.37 378.06 429  - Others (5.73) 63.65 5	- Ice Creams	0.84	(3.09)	5.08
Total Segment Results       405.21       335.94       1,781         Less: Interest Expense       (2.05)       (4.56)       (19         Add/(Less): Other unallocable expenditure net of unallocable income       (39.16)       (48.83)       (158         Total Profit Before Tax       364.00       282.55       1,604         Capital Employed (Segment assets less Segment liabilities)       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	- Exports	8.00	6.01	49.06
Less: Interest Expense       (2.05)       (4.56)       (19         Add/(Less): Other unallocable expenditure net of unallocable income       (39.16)       (48.83)       (158         Total Profit Before Tax       364.00       282.55       1,604         Capital Employed (Segment assets less Segment liabilities)       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	- Others	(5.05)	(2.77)	(27.68)
Add/(Less): Other unallocable expenditure net of unallocable income       (39.16)       (48.83)       (158         Total Profit Before Tax       364.00       282.55       1,604         Capital Employed (Segment assets less Segment liabilities)       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	Total Segment Results	405.21	335.94	1,781.66
Total Profit Before Tax       364.00       282.55       1,604         Capital Employed (Segment assets less Segment liabilities)       9.08       395.09       (63         - Soaps and Detergents       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	Less : Interest Expense	(2.05)	(4.56)	(19.19)
Capital Employed (Segment assets less Segment liabilities)       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	Add/(Less): Other unallocable expenditure net of unallocable income	(39.16)	(48.83)	(158.00)
- Soaps and Detergents       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5	Total Profit Before Tax	364.00	282.55	1,604.47
- Soaps and Detergents       9.08       395.09       (63         - Personal Products       121.25       243.02       227         - Beverages       60.27       73.61       (62         - Foods       2.92       8.78       (1         - Ice Creams       (10.11)       (3.56)       (9         - Exports       392.37       378.06       429         - Others       (5.73)       63.65       5				
- Personal Products     121.25     243.02     227       - Beverages     60.27     73.61     (62       - Foods     2.92     8.78     (1       - Ice Creams     (10.11)     (3.56)     (9       - Exports     392.37     378.06     429       - Others     (5.73)     63.65     5	Capital Employed (Segment assets less Segment liabilities)			
- Beverages 60.27 73.61 (62 - Foods 2.92 8.78 (1 - Ice Creams (10.11) (3.56) (9 - Exports 392.37 378.06 429 - Others (5.73) 63.65 5	- Soaps and Detergents	9.08	395.09	(63.33)
- Foods 2.92 8.78 (1 - Ice Creams (10.11) (3.56) (9 - Exports 392.37 378.06 429 - Others (5.73) 63.65 5	- Personal Products	121.25	243.02	227.80
- Ice Creams     (10.11)     (3.56)     (9       - Exports     392.37     378.06     429       - Others     (5.73)     63.65     5	- Beverages	60.27	73.61	(62.07)
- Exports 392.37 378.06 429 - Others (5.73) 63.65 5	- Foods	2.92	8.78	(1.63)
- Others (5.73) 63.65 5	- Ice Creams	(10.11)	(3.56)	(9.43)
· /	- Exports	392.37	378.06	429.95
Total Capital Employed in segments 570.05 1,158.65 526		, ,		5.50
			,	526.79
	Add : Unallocable corporate assets less corporate liabilities		,	1,778.84
Total Capital Employed in company 2,785.24 2,343.27 2,305	Total Capital Employed in company	2,785.24	2,343.27	2,305.63

Registered Office : Hindustan Lever House, 165/166 , Backbay Reclamation, Mumbai - 400 020

## Notes on segmental information

Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other un-allocable expenditure includes expenses incurred on common services not directly identifiable to the individual segments and corporate expenses. Un-allocable expenditure (net) is net of income from investment of surplus funds and dividends from subsidiary companies.

Capital Employed figures are as at 31st March 2006 and 31st March 2005. Unallocated corporate assets less corporate liabilities mainly relate to investments.