

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	2,068.41	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)	(1,005.67)
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

	Unaudited Results for the quarter ended		Audited Results for the year ended
	31st March 2006	31st March 2005	31st December 2005
Segment Revenue (Sales and Income from Services)			
- Soaps and Detergents	1,318.58	1,136.79	4,961.71
- Personal Products	765.86	602.62	2,951.87
- Beverages	317.66	302.41	1,277.45
- Processed Foods Total	88.19	67.35	313.72
- Ice Creams	26.45	20.39	98.15
- Exports	275.53	342.14	1,347.80
- Others (includes Chemicals, Plantations etc)	34.02	70.36	250.45
Total Segment Revenue	2,826.29	2,542.06	11,201.15
Less : Inter segment revenue	(1.47)	(4.23)	(7.27)
Net Segment Revenue	2,824.82	2,537.83	11,193.88
Segment Results (Profit before interest and tax)			
- Soaps and Detergents	152.35	130.08	683.69
- Personal Products	186.76	144.40	845.21
- Beverages	62.00	63.37	242.40
- Processed Foods Total	0.31	(2.06)	(16.10)
- Ice Creams	0.84	(3.09)	5.08
- Exports	8.00	6.01	49.06
- Others	(5.05)	(2.77)	(27.68)
Total Segment Results	405.21	335.94	1,781.66
Less : Interest Expense	(2.05)	(4.56)	(19.19)
Add/(Less) : Other unallocable expenditure net of unallocable income	(39.16)	(48.83)	(158.00)
Total Profit Before Tax	364.00	282.55	1,604.47
Capital Employed (Segment assets less Segment liabilities)			
- Soaps and Detergents	9.08	395.09	(63.33)
- Personal Products	121.25	243.02	227.80
- Beverages	60.27	73.61	(62.07)
- Foods	2.92	8.78	(1.63)
- Ice Creams	(10.11)	(3.56)	(9.43)
- Exports	392.37	378.06	429.95
- Others	(5.73)	63.65	5.50
Total Capital Employed in segments	570.05	1,158.65	526.79
Add : Unallocable corporate assets less corporate liabilities	2,215.19	1,184.62	1,778.84
Total Capital Employed in company	2,785.24	2,343.27	2,305.63

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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.