



HINDUSTAN LEVER LIMITED

Unaudited Financial Results for the Quarter ended 31st March, 2005

Continuing sales growth of 6.9%.  
FMCG sales growth of 7.1% led by HPC sales growth of 9.6%.

Rs. Crores

	Unaudited Results for the Quarter Ended 31 st March		Audited results for the Year ended 31st December 2004
	2005	2004	
	0		
<b>1. Net Sales</b>	<b>2,506.38</b>	<b>2,353.34</b>	<b>9,926.95</b>
i) Domestic FMCG - HPC	1,724.38	1,572.81	6,882.82
ii) Domestic FMCG - Foods (including Ice Cream)	389.86	401.76	1,565.70
<b>Domestic FMCG - Total ( i+ii)</b>	<b>2,114.24</b>	<b>1,974.57</b>	<b>8,448.52</b>
iii) Exports	342.14	303.70	1,249.02
iv) Others	50.00	66.89	227.55
<b>a) Continuing Business ( i+ii+iii+iv)</b>	<b>2,506.38</b>	<b>2,345.16</b>	<b>9,925.09</b>
<b>b) Discontinued business</b>	<b>-</b>	<b>8.18</b>	<b>1.86</b>
<b>2. Other Income</b>	<b>74.64</b>	<b>71.35</b>	<b>318.84</b>
a) Operational	50.15	28.15	138.41
b) Financial	24.49	43.20	180.43
<b>3. Total Expenditure (d+e+f+g)</b>	<b>(2,262.91)</b>	<b>(1,993.43)</b>	<b>(8,489.58)</b>
a) Increase/(decrease) in stock in trade	109.60	102.14	(54.87)
b) Consumption of raw/packing materials	(1,147.43)	(977.66)	(3,884.82)
c) Purchase of goods	(410.13)	(383.67)	(1,472.39)
<b>d) Cost of Goods Sold (a+b+c)</b>	<b>(1,447.96)</b>	<b>(1,259.19)</b>	<b>(5,412.08)</b>
e) Staff Cost	(164.36)	(163.49)	(574.84)
f) Advertising & Promotions	(208.73)	(204.78)	(835.98)
g) Other expenditure	(441.86)	(365.97)	(1,666.68)
<b>4. Interest</b>	<b>(4.56)</b>	<b>(31.79)</b>	<b>(129.98)</b>
<b>5. Gross Profit [1+2-3-4]</b>	<b>313.55</b>	<b>399.47</b>	<b>1,626.23</b>
<b>6. Depreciation / Amortisation</b>	<b>(31.00)</b>	<b>(29.10)</b>	<b>(120.90)</b>
<b>7. Profit before interest and taxation [1+2(a)-3-6]</b>	<b>262.62</b>	<b>358.96</b>	<b>1,454.88</b>
<b>8. Profit before taxation [5-6]</b>	<b>282.55</b>	<b>370.37</b>	<b>1,505.33</b>
9. Provision for taxation - current tax	(59.71)	(82.00)	(266.00)
10. Provision for taxation - deferred tax	(0.87)	(1.19)	(54.74)
11. Taxation Adjustments of Previous Periods (net)	36.75	15.73	14.70
<b>12. Profit after taxation, before exceptional items [8-9-10-11]</b>	<b>258.72</b>	<b>302.91</b>	<b>1,199.29</b>
13. Exceptional Items, net of taxes	(8.47)	(8.03)	(1.93)
<b>14. Net Profit [12+13]</b>	<b>250.25</b>	<b>294.88</b>	<b>1,197.36</b>
<b>Paid up Equity Share Capital ( face value Re 1 per share)</b>	<b>220.12</b>	<b>220.12</b>	<b>220.12</b>
<b>Reserves excluding Revaluation Reserve</b>			<b>1,871.92</b>
<b>Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.</b>	<b>1.14</b>	<b>1.34</b>	<b>5.44</b>
<b>Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.</b>	<b>4.56</b>	<b>5.36</b>	<b>5.44</b>
<b>Aggregate of Non-Promoters Holdings</b>			
- Number of Shares	1,066,394,333	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 2005	31st March 2004	31st December 2004
<b>Segment Revenue (Sales and Income from Services)</b>			
- Soaps and Detergents	1,136.79	1,032.01	4,470.74
- Personal Products	602.62	553.42	2,472.24
- Beverages	302.41	302.95	1,194.55
- Processed Foods	67.35	79.54	285.07
- Ice Creams	20.39	20.12	88.94
- Exports	342.14	303.70	1,249.02
- Others (includes Chemicals, Plantations etc)	70.36	93.28	300.15
<b>Total Segment Revenue</b>	<b>2,542.06</b>	<b>2,385.02</b>	<b>10,060.71</b>
Less : Inter segment revenue	(4.23)	(9.11)	(25.42)
<b>Net Segment Revenue</b>	<b>2,537.83</b>	<b>2,375.91</b>	<b>10,035.29</b>
	(0.00)		
<b>Segment Results (Profit before interest and tax)</b>			
- Soaps and Detergents	130.08	207.83	775.06
- Personal Products	144.40	175.59	807.50
- Beverages	63.37	60.45	238.71
- Processed Foods	(2.06)	(7.05)	(81.76)
- Ice Creams	(3.09)	(3.19)	(4.69)
- Exports	6.01	11.79	39.62
- Others	(2.77)	(10.14)	(32.87)
<b>Total Segment Results</b>	<b>335.94</b>	<b>435.28</b>	<b>1,741.57</b>
Less : Interest Expense	(4.56)	(31.79)	(129.98)
Add/(Less) : Other unallocable expenditure net of unallocable income	(48.83)	(33.12)	(106.26)
<b>Total Profit Before Tax</b>	<b>282.55</b>	<b>370.37</b>	<b>1,505.33</b>
	(0.00)		
<b>Capital Employed (Segment assets less Segment liabilities)</b>			
- Soaps and Detergents	395.09	457.17	276.86
- Personal Products	243.02	272.95	291.72
- Beverages	73.61	36.19	(21.18)
- Foods	8.78	89.72	13.10
- Ice Creams	(3.56)	2.97	(0.38)
- Exports	378.06	330.94	448.56
- Others	63.65	128.40	63.43
<b>Total Capital Employed in segments</b>	<b>1,158.65</b>	<b>1,318.34</b>	<b>1,072.11</b>
Add : Unallocable corporate assets less corporate liabilities	1,184.62	1,115.28	1,020.60
<b>Total Capital Employed in company</b>	<b>2,343.27</b>	<b>2,433.62</b>	<b>2,092.71</b>
	(0.00)	-	

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