



HINDUSTAN LEVER LIMITED

Unaudited Financial Results for the Quarter ended 30th September, 2005

FMCG sales growth at 15.9%. Total sales (underlying) grow 13.8%
HPC grows 16% across categories led by Laundry and Hair
Growth in Foods broad-based at 15%
EBIT grows 3.2%; PAT before exceptional items grows 15.2%

Unaudited Results for the for the Third Quarter ended 30th September		Unaudited Results for the 9 Months ended 30th September		Audited results for the Year ended 31st December 2004
2005	2004	2005	2004	Rs. Crores
2,731.54	2,401.14	8,074.24	7,326.12	9,926.95
1,954.90	1,683.85	5,698.20	5,057.09	6,882.82
428.18	372.81	1,245.86	1,160.49	1,565.70
2,383.08	2,056.66	6,944.06	6,217.58	8,448.52
273.09	295.65	937.70	928.80	1,249.02
75.37	47.27	192.48	170.04	227.55
2,731.54	2,399.58	8,074.24	7,316.42	9,925.09
-	1.56	-	9.70	1.86
84.88	85.68	238.87	227.29	318.84
33.87	26.36	115.20	95.43	138.41
51.01	59.32	123.67	131.86	180.43
(2,387.17)	(2,062.48)	(7,140.70)	(6,308.67)	(8,489.58)
23.75	(30.52)	62.31	(16.21)	(54.87)
(1,128.14)	(908.89)	(3,362.58)	(2,822.07)	(3,884.82)
(407.16)	(364.71)	(1,236.67)	(1,140.10)	(1,472.39)
(1,511.55)	(1,304.12)	(4,536.94)	(3,978.38)	(5,412.08)
(172.41)	(150.34)	(511.17)	(485.14)	(574.84)
(240.52)	(197.27)	(735.82)	(658.71)	(835.98)
(462.69)	(410.75)	(1,356.77)	(1,186.44)	(1,666.68)
(4.77)	(34.12)	(14.88)	(97.66)	(129.98)
424.48	390.22	1,157.53	1,147.08	1,626.23
(32.50)	(30.11)	(95.33)	(87.82)	(120.90)
345.74	334.91	953.41	1,025.06	1,454.88
391.98	360.11	1,062.20	1,059.26	1,505.33
(62.71)	(76.27)	(203.73)	(231.61)	(266.00)
(3.92)	(1.37)	(10.69)	(1.60)	(54.74)
-	-	36.75	15.73	14.70
325.35	282.47	884.53	841.78	1,199.29
0.61	41.85	(26.68)	21.91	(1.93)
325.96	324.32	857.85	863.69	1,197.36
220.12	220.12	220.12	220.12	220.12
1.48	1.47	3.90	3.92	5.44
5.92	5.89	5.20	5.23	5.44
1,066,394,333	1,066,394,333	1,066,394,333	1,066,394,333	1,066,394,333
48.45%	48.45%	48.45%	48.45%	48.45%

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

Unaudited Results for the Quarter ended			Unaudited Results for the nine months ended		Audited Results for the year ended
30th Sept 2005	30th Sept 2004		30th Sept 2005	30th Sept 2004	31st December 2004
1,242.88	1,113.12	Segment Revenue (Sales and Income from Services)			
729.05	585.32	- Soaps and Detergents	3,666.90	3,322.76	4,470.74
324.00	291.44	- Personal Products	2,080.61	1,775.50	2,472.24
81.51	61.13	- Beverages	938.64	863.93	1,194.55
22.98	20.67	- Processed Foods	227.18	222.90	285.07
273.09	295.65	- Ice Creams	80.98	75.88	88.94
89.38	65.39	- Exports	937.70	928.80	1,249.02
		- Others (includes Chemicals, Plantations etc)	237.22	232.91	300.15
2,762.89	2,432.72	Total Segment Revenue	8,169.23	7,422.68	10,060.71
(2.90)	(4.67)	Less : Inter segment revenue	(9.94)	(19.42)	(25.42)
2,759.99	2,428.05	Net Segment Revenue	8,159.29	7,403.26	10,035.29
		Segment Results (Profit before interest and tax)			
173.26	165.11	- Soaps and Detergents	476.46	544.14	775.06
215.64	194.99	- Personal Products	570.10	575.17	807.50
56.67	58.48	- Beverages	174.61	169.66	238.71
(6.17)	(12.97)	- Processed Foods	(12.75)	(47.41)	(81.76)
2.61	(0.41)	- Ice Creams	4.58	(0.81)	(4.69)
1.98	3.85	- Exports	10.24	24.51	39.62
(8.50)	(2.22)	- Others	(29.84)	(21.97)	(32.87)
435.49	406.83	Total Segment Results	1,193.40	1,243.29	1,741.57
(4.77)	(34.12)	Less : Interest Expense	(14.88)	(97.66)	(129.98)
(38.74)	(12.60)	Add/(Less) : Other unallocable expenditure net of unallocable income	(116.32)	(86.37)	(106.26)
391.98	360.11	Total Profit Before Tax	1,062.20	1,059.26	1,505.33
		Capital Employed (Segment assets less Segment liabilities)			
142.98	290.18	- Soaps and Detergents	142.98	290.18	276.86
271.32	335.38	- Personal Products	271.32	335.38	291.72
(39.44)	(58.37)	- Beverages	(39.44)	(58.37)	(21.18)
8.35	60.35	- Foods	8.35	60.35	13.10
(0.64)	(3.21)	- Ice Creams	(0.64)	(3.21)	(0.38)
360.92	414.93	- Exports	360.92	414.93	448.56
48.51	108.40	- Others	48.51	108.40	63.43
792.00	1,147.66	Total Capital Employed in segments	792.00	1,147.66	1,072.11
1,526.22	1,231.57	Add : Unallocable corporate assets less corporate liabilities	1,526.22	1,231.57	1,020.60
2,318.22	2,379.23	Total Capital Employed in company	2,318.22	2,379.23	2,092.71