

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%

Rs. Crores

Unaudited Re	esults for the					
for the Third G						
30th September						
2005	2004					
2,731.54	2,401.14					
1,954.90	1,683.85					
428.18	372.81					
2,383.08	2,056.66					
273.09	295.65					
75.37	47.27					
2,731.54	2,399.58					
-	1.56					
84.88	85.68					
33.87	26.36					
51.01	59.32					
(2,387.17)	(2,062.48)					
23.75	(30.52)					
(1,128.14)	(908.89)					
(407.16) (1,511.55)	(364.71) (1,304.12)					
(1,511.55)	(1,304.12)					
(240.52)	(197.27)					
(462.69)	(410.75)					
(4.77)	(34.12)					
424.48	390.22					
(32.50)	(30.11)					
345.74	334.91					
391.98	360.11					
(62.71)	(76.27)					
(3.92)	(1.37)					
-	-					
325.35	282.47					
0.61	41.85					
325.96	324.32					
220.12	220.12					
1.48	1.47					
1.46 5.92	1.47 5.89					
5.92	3.69					
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1,066,394,333	1,066,394,333					
48.45%	48.45%					

	Unaudited Results for the 9 Months ended 30th September		Audited results for the Year ended 31st December 2004	
	2005	2004		
1. Net Sales	8,074.24	7,326.12	9,926.95	
i) Domestic FMCG - HPC	5,698.20	5,057.09	6,882.82	
ii) Domestic FMCG - Foods (including Ice Cream)	1,245.86	1,160.49	1,565.70	
Domestic FMCG - Total (i+ii)	6,944.06	6,217.58	8,448.52	
iii) Exports	937.70	928.80	1,249.02	
iv) Others	192.48	170.04	227.55	
a) Continuing Business (i+ii+iii+iv)	8.074.24	7,316.42	9.925.09	
b) Discontinued business	0,074.24	9.70	1.86	
2. Other Income	238.87	227.29	318.84	
a) Operational	115.20	95.43	138.41	
b) Financial	123.67	131.86	180.43	
3. Total Expenditure (d+e+f+g)	(7,140.70)	(6,308.67)	(8,489.58)	
a) Increase/(decrease) in stock in trade	62.31	(16.21)	(54.87)	
b) Consumption of raw/packing materials	(3,362.58)	(2,822.07)	(3,884.82)	
c) Purchase of goods	(1,236.67)	(1,140.10)	(1,472.39)	
d) Cost of Goods Sold (a+b+c)	(4,536.94)	(3,978.38)	(5,412.08)	
e) Staff Cost	(511.17)	(485.14)	(574.84)	
f) Advertising & Promotions	(735.82)	(658.71)	(835.98)	
g) Other expenditure	(1,356.77)	(1,186.44)	(1,666.68)	
4. Interest	(14.88)	(97.66)	(129.98)	
5. Gross Profit [1+2-3-4]	1,157.53	1,147.08	1,626.23	
6. Depreciation / Amortisation	(95.33)	(87.82)	(120.90)	
7. Profit before interest and taxation [1+2(a)-3-6]	953.41	1,025.06	1,454.88	
8. Profit before taxation [5-6]	1,062.20	1,059.26	1,505.33	
9. Provision for taxation - current tax	(203.73)	(231.61)	(266.00)	
10. Provision for taxation - deferred tax	(10.69)	(1.60)	(54.74)	
11. Taxation Adjustments of Previous Periods (net)	36.75	15.73	14.70	
12. Profit after taxation, before exceptional items [8-9-10-11]	884.53	841.78	1,199.29	
13. Exceptional Items, net of taxes	(26.68)	21.91	(1.93)	
14. Net Profit [12+13]	857.85	863.69	1,197.36	
Paid up Equity Share Capital (face value Re 1 per share)	220.12	220.12	220.12	
Reserves excluding Revaluation Reserve			1,871.92	
Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	3.90	3.92	5.44	
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	5.20	5.23	5.44	
Aggregate of Non-Promoters Holdings				
- Number of Shares	1,066,394,333	1,066,394,333	1,066,394,333	
- Percentage of Shareholding	48.45%	48.45%	48.45%	

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

Unaudited Re Quarter		e		Unaudited Results for the nine months ended	
30th Sept 2005	30th Sept 2004		30th Sept 2005	30th Sept 2004	the year ended 31st December 2004
осии сори 2000	от соргасот	Segment Revenue (Sales and Income from Services)	осин осре 2000		0.01200002001
1,242.88	1,113.12	- Soaps and Detergents	3,666.90	3,322.76	4,470.74
729.05	585.32	- Personal Products	2,080.61	1,775.50	2,472.2
324.00	291.44	- Beverages	938.64	863.93	1,194.5
81.51	61.13	- Processed Foods	227.18	222.90	285.0
22.98	20.67	- Ice Creams	80.98	75.88	88.9
273.09	295.65	- Exports	937.70	928.80	1,249.0
89.38	65.39	- Others (includes Chemicals, Plantations etc)	237.22	232.91	300.1
2,762.89	2,432.72	Total Segment Revenue	8,169.23	7,422.68	10,060.7
(2.90)	(4.67)	Less : Inter segment revenue	(9.94)	(19.42)	•
2,759.99	2,428.05	Net Segment Revenue	8,159.29	7,403.26	10,035.2
		Segment Results (Profit before interest and tax)			
173.26	165.11	- Soaps and Detergents	476.46	544.14	775.0
215.64	194.99	- Personal Products	570.10	575.17	807.5
56.67	58.48	- Beverages	174.61	169.66	238.7
(6.17)	(12.97)	- Processed Foods	(12.75)	(47.41)	(81.7
2.61	(0.41)	- Ice Creams	4.58	(0.81)	(4.6
1.98	3.85	- Exports	10.24	24.51	39.6
(8.50)	(2.22)	- Others	(29.84)	(21.97)	(32.8
435.49	406.83	Total Segment Results	1,193.40	1,243.29	1,741.5
(4.77)	(34.12)	Less : Interest Expense	(14.88)	(97.66)	(129.9
(38.74)	(12.60)	Add/(Less): Other unallocable expenditure net of unallocable income	(116.32)	(86.37)	(106.2
391.98	360.11	Total Profit Before Tax	1,062.20	1,059.26	1,505.3
		Capital Employed (Segment assets less Segment liabilities)			
142.98	290.18	- Soaps and Detergents	142.98	290.18	276.8
271.32	335.38	- Personal Products	271.32	335.38	291.7
(39.44)	(58.37)	- Beverages	(39.44)	(58.37)	(21.1
8.35	60.35	- Foods	8.35	60.35	13.1
(0.64)	(3.21)	- Ice Creams	(0.64)	(3.21)	(0.3
360.92	414.93	- Exports	360.92	414.93	448.5
48.51	108.40	- Others	48.51	108.40	63.4
792.00	1,147.66	Total Capital Employed in segments	792.00	1,147.66	1,072.1
1,526.22	1,231.57	Add : Unallocable corporate assets less corporate liabilities	1,526.22	1,231.57	1,020.6
2,318.22	2,379.23	Total Capital Employed in company	2,318.22	2,379.23	2,092.7