



HINDUSTAN LEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2006

Rs. Crores

Unaudited Results for the Fourth Quarter ended 31st December			Unaudited Results for 9 Months ended 30th September	Audited Results for the Year Ended 31st December	
2006	2005		2006	2006	2005
3,156.10	2,974.33	1. Net Sales	8,947.29	12,103.39	11,060.55
2,286.84	2,117.60	i) Domestic FMCG - HPC	6,564.51	8,851.35	7,786.90
490.58	442.24	ii) Domestic FMCG - Foods (including Ice Cream)	1,350.25	1,840.83	1,688.10
2,777.42	2,559.84	Domestic FMCG - Total (i+ii)	7,914.76	10,692.18	9,475.00
347.31	357.34	iii) Exports	931.57	1,278.88	1,347.80
31.37	34.07	iv) Others	79.25	110.62	159.55
3,156.10	2,951.25	a) Continuing Business (i+ii+iii+iv)	8,925.58	12,081.68	10,982.35
-	23.08	b) Discontinued business	21.71	21.71	78.20
106.95	64.20	2. Other Income	247.57	354.52	304.78
77.29	37.60	a) Operational	114.17	191.46	152.49
29.66	26.60	b) Financial	133.40	163.06	152.29
(2,656.07)	(2,492.54)	3. Total Expenditure (d+e+f+g)	(7,799.26)	(10,455.33)	(9,617.22)
(11.57)	(111.81)	a) Increase/(decrease) in stock in trade	127.54	115.97	(48.12)
(1,206.15)	(1,091.92)	b) Consumption of raw/packing materials	(3,661.09)	(4,867.24)	(4,500.10)
(493.73)	(401.88)	c) Purchase of goods	(1,257.78)	(1,751.51)	(1,613.91)
(1,711.45)	(1,605.61)	d) Cost of Goods Sold (a+b+c)	(4,791.33)	(6,502.78)	(6,162.13)
(133.57)	(110.42)	e) Staff Cost	(509.24)	(642.81)	(591.32)
(284.02)	(265.37)	f) Advertising & Promotions	(988.86)	(1,272.88)	(1,005.67)
(527.03)	(511.14)	g) Other expenditure	(1,509.83)	(2,036.86)	(1,858.10)
(1.83)	(3.58)	4. Interest	(8.91)	(10.74)	(19.19)
605.15	542.41	5. Gross Profit [1+2-3-4]	1,386.69	1,991.84	1,728.92
(34.22)	(31.62)	6. Depreciation / Amortisation	(95.94)	(130.16)	(124.45)
543.10	487.77	7. Profit before interest and taxation [1+2(a)-3-6]	1,166.26	1,709.36	1,471.37
570.93	510.79	8. Profit before taxation [5-6]	1,290.75	1,861.68	1,604.47
(82.35)	(49.27)	9. Provision for taxation - current tax	(212.65)	(295.00)	(253.00)
(9.44)	(30.31)	10. Provision for taxation - deferred tax	(17.36)	(26.80)	(41.00)
4.29	7.29	11. Taxation Adjustments of Previous Periods (net)	(4.50)	(0.21)	44.04
483.43	438.50	12. Profit after taxation, before exceptional items [8-9-10-11]	1,056.24	1,539.67	1,354.51
27.75	82.36	13. Exceptional Items, net of taxes	287.95	315.70	53.59
511.18	520.86	14. Net Profit [12+13]	1,344.19	1,855.37	1,408.10
220.68	220.12	Paid up Equity Share Capital (face value Re 1 per share)	220.64	220.68	220.12
		Reserves excluding Revaluation Reserve		2,502.14	2,084.84
2.32	2.37	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	6.09	8.41	6.40
9.27	9.46	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.12	8.41	6.40
1,071,926,637	1,066,394,333	Aggregate of Non-Promoters Holdings			
48.57%	48.45%	- Number of Shares	1,071,555,651	1,071,926,637	1,066,394,333
		- Percentage of Shareholding	48.57%	48.57%	48.45%

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 December	
2006	2005		2006	2005
		Segment Revenue (Sales and Income from Services)		
1,428.09	1,296.86	- Soaps and Detergents	5,595.89	4,961.71
893.39	871.26	- Personal Products	3,359.79	2,951.87
366.99	338.81	- Beverages	1,330.74	1,277.45
102.19	86.54	- Processed Foods Total	384.91	313.72
26.32	17.17	- Ice Creams	137.07	98.15
347.31	357.34	- Exports	1,278.88	1,347.80
60.30	55.26	- Others (includes Chemicals, Plantations etc)	180.24	250.45
3,224.59	3,023.24	Total Segment Revenue	12,267.52	11,201.15
(3.66)	(0.89)	Less : Inter segment revenue	(9.50)	(7.27)
3,220.93	3,022.35	Net Segment Revenue	12,258.02	11,193.88
		Segment Results (Profit before interest and tax)		
222.74	203.50	- Soaps and Detergents	773.09	683.69
284.56	275.11	- Personal Products	943.10	845.21
72.17	67.79	- Beverages	220.51	242.40
6.44	(3.35)	- Processed Foods Total	12.86	(16.10)
2.81	(1.19)	- Ice Creams	18.72	5.08
20.46	21.28	- Exports	66.37	49.06
(24.90)	(5.14)	- Others	(67.38)	(27.68)
584.28	558.01	Total Segment Results	1,967.27	1,781.66
(1.82)	(3.57)	Less : Interest Expense	(10.73)	(19.19)
(11.53)	(43.66)	Add/(Less) : Other unallocable expenditure net of unallocable income	(94.86)	(158.00)
570.93	510.78	Total Profit Before Tax	1,861.68	1,604.47
		Capital Employed (Segment assets less Segment liabilities)		
60.83	(63.33)	- Soaps and Detergents	60.83	(63.33)
160.02	227.80	- Personal Products	160.02	227.80
(43.61)	(62.07)	- Beverages	(43.61)	(62.07)
13.46	(1.63)	- Foods	13.46	(1.63)
6.44	(9.43)	- Ice Creams	6.44	(9.43)
291.42	429.95	- Exports	291.42	429.95
(8.90)	5.50	- Others	(8.90)	5.50
479.66	526.79	Total Capital Employed in segments	479.66	526.79
2,243.82	1,778.84	Add : Unallocable corporate assets less corporate liabilities	2,243.82	1,778.84
2,723.48	2,305.63	Total Capital Employed in company	2,723.48	2,305.63

AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2006

Rs. Crores

	Audited Results for the Year Ended 31 st December	
	2006	2005
1. Net Sales	12,410.98	11,565.83
i) Domestic FMCG - HPC	8,851.01	7,790.25
ii) Domestic FMCG - Foods (including Ice Cream)	1,923.77	1,786.36
Domestic FMCG - Total (i+ii)	10,774.78	9,576.61
iii) Exports	1,369.49	1,460.54
iv) Others	235.96	274.59
a) Continuing Business (i+ii+iii+iv)	12,380.23	11,311.74
b) Discontinued business	30.75	254.09
2. Other Income	392.92	313.38
a) Operational	248.57	182.81
b) Financial	144.35	130.57
3. Total Expenditure (d+e+f+g)	(10,798.91)	(10,129.46)
a) Increase/(decrease) in stock in trade	109.01	(54.36)
b) Consumption of raw/packing materials	(5,064.46)	(4,752.72)
c) Purchase of goods	(1,700.53)	(1,590.34)
d) Cost of Goods Sold (a+b+c)	(6,655.98)	(6,397.42)
e) Staff Cost	(691.91)	(691.80)
f) Advertising & Promotions	(1,300.97)	(1,037.79)
g) Other expenditure	(2,150.05)	(2,002.45)
4. Interest	(13.97)	(24.21)
5. Gross Profit [1+2-3-4]	1,991.02	1,725.54
6. Depreciation / Amortisation	(135.67)	(138.38)
7. Profit before interest and taxation [1+2(a)-3-6]	1,724.97	1,480.80
8. Profit before taxation [5-6]	1,855.35	1,587.17
9. Provision for taxation - current tax	(308.92)	(268.95)
10. Provision for taxation - deferred tax	(22.82)	(41.40)
11. Taxation Adjustments of Previous Periods (net)	(0.46)	46.02
12. Profit after taxation, before exceptional items [8-9-10-11]	1,523.15	1,322.83
13. Exceptional Items, net of taxes	370.50	37.39
14. Net Profit before share of results of associate and minority interests [12+13]	1,893.65	1,360.22
15. Share of net profit of Associates	0.51	(1.64)
16. Minority Interests	(3.63)	(2.66)
17. Net Profit	1,890.53	1,355.92
Paid up Equity Share Capital (face value Re 1 per share)	220.68	220.12
Reserves excluding Revaluation Reserve	2,402.13	1,948.70
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.57	6.16
Aggregate of Non-Promoters Holdings		
- Number of Shares	1,071,926,637	1,066,394,333
- Percentage of Shareholding	48.57%	48.45%

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