

HINDUSTAN LEVER LIMITED

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

| Unaudited Re | esults for the | | | | | |
|---------------|------------------------|--|--|--|--|--|
| | for the Second Quarter | | | | | |
| ended 3 | | | | | | |
| 2005 | 2004 | | | | | |
| | | | | | | |
| 2,836.32 | 2,571.64 | | | | | |
| 2,018.92 | 1,800.43 | | | | | |
| 427.82 | 385.92 | | | | | |
| 2,446.74 | 2,186.35 | | | | | |
| 322.47 | 329.44 | | | | | |
| 67.11 | 55.89 | | | | | |
| 2,836.32 | 2,571.68 | | | | | |
| - | (0.04) | | | | | |
| 79.36 | 70.26 | | | | | |
| 31.18 | 40.91 | | | | | |
| 48.18 | 29.35 | | | | | |
| (2,490.62) | (2,252.75) | | | | | |
| (71.05) | (87.83) | | | | | |
| (1,087.00) | (935.52) | | | | | |
| (419.38) | (391.71) | | | | | |
| (1,577.43) | (1,415.06) | | | | | |
| (174.40) | (171.31) | | | | | |
| (286.57) | (256.66) | | | | | |
| (452.22) | (409.72) | | | | | |
| (5.55) | (31.75) | | | | | |
| 419.51 | 357.40 | | | | | |
| (31.83) | (28.61) | | | | | |
| 345.05 | 331.19 | | | | | |
| 387.68 | 328.79 | | | | | |
| (88.21) | (73.35) | | | | | |
| 1.00 | 0.96 | | | | | |
| - | - | | | | | |
| 300.47 | 256.40 | | | | | |
| (18.82) | (11.91) | | | | | |
| 281.65 | 244.49 | | | | | |
| | - | | | | | |
| | | | | | | |
| 220.12 | 220.12 | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| 1.28 | 1.11 | | | | | |
| 5.12 | 4.44 | | | | | |
| | | | | | | |
| | | | | | | |
| 1,066,394,333 | 1,066,394,333 | | | | | |
| 48.45% | 48.45% | | | | | |

| | | | Rs. Crores |
|---|----------------|--------------------------------------|---------------|
| | Unaudited Resu | Audited results for | |
| | Six Months | the Year ended 31st December 2004 | |
| | 30th Ju | | |
| | 2005 | 2004 | |
| 1. Net Sales | 5,342.70 | 4,924.98 | 9,926.95 |
| i) Domestic FMCG - HPC | 3,743.30 | 3,373.24 | 6,882.82 |
| ii) Domestic FMCG - Foods (including Ice Cream) | 817.68 | 787.68 | 1,565.70 |
| Domestic FMCG - Total (i+ii) | 4.560.98 | 4,160.92 | 8.448.52 |
| iii) Exports | 664.61 | 633.14 | 1,249.02 |
| iv) Others | 117.11 | 122.78 | 227.55 |
| a) Continuing Business (i+ii+iii+iv) | 5,342.70 | 4,916.84 | 9,925.09 |
| b) Discontinued business | - | 8.14 | 1.86 |
| 2. Other Income | 153.99 | 141.61 | 318.84 |
| a) Operational | 81.33 | 69.06 | 138.41 |
| b) Financial | 72.66 | 72.55 | 180.43 |
| 3. Total Expenditure (d+e+f+g) | (4,753.53) | (4,246.18) | (8,489.58) |
| a) Increase/(decrease) in stock in trade | 38.56 | 14.31 | (54.87) |
| b) Consumption of raw/packing materials | (2,234.44) | (1,913.18) | (3,884.82) |
| c) Purchase of goods | (829.51) | (775.38) | (1,472.39) |
| d) Cost of Goods Sold (a+b+c) | (3,025.39) | (2,674.25) | (5,412.08) |
| e) Staff Cost | (338.76) | (334.80) | (574.84) |
| f) Advertising & Promotions | (495.30) | (461.44) | (835.98) |
| g) Other expenditure | (894.08) | (775.69) | (1,666.68) |
| 4. Interest | (10.11) | (63.54) | (129.98) |
| 5. Gross Profit [1+2-3-4] | 733.05 | 756.87 | 1,626.23 |
| 6. Depreciation / Amortisation | (62.83) | (57.71) | (120.90) |
| 7. Profit before interest and taxation [1+2(a)-3-6] | 607.67 | 690.15 | 1,454.88 |
| 8. Profit before taxation [5-6] | 670.22 | 699.16 | 1,505.33 |
| 9. Provision for taxation - current tax | (141.02) | (155.35) | (266.00) |
| 10. Provision for taxation - deferred tax | (6.77) | (0.23) | (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] | 559.18 | 559.31 | 1,199.29 |
| 13. Exceptional Items, net of taxes | (27.29) | (19.94) | (1.93) |
| 14. Net Profit [12+13] | 531.89 | 539.37 | 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. | 2.42 | 2.45 | 5.44 |
| Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs. | 4.83 | 4.90 | 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

| Rs | C | r۸ | res |
|----|---|----|-----|
| | | | |

| Unaudited Res | Unaudited Results for the | | Unaudited Results for | | Audited Results for |
|----------------|---------------------------|---|-----------------------|----------------|---------------------|
| Quarter | ended | | the six months ended | | the year ended |
| 30th June 2005 | 30th June 2004 | | 30th June 2005 | 30th June 2004 | 31st December 2004 |
| | | Segment Revenue (Sales and Income from Services) | | | |
| 1,287.58 | 1,177.63 | - Soaps and Detergents | 2,424.02 | 2,209.64 | 4,470.74 |
| 747.43 | 636.76 | - Personal Products | 1,351.56 | 1,190.18 | 2,472.24 |
| 312.23 | 269.54 | - Beverages | 614.64 | 572.49 | 1,194.55 |
| 78.32 | 82.23 | - Processed Foods | 145.67 | 161.77 | 285.07 |
| 37.61 | 35.09 | - Ice Creams | 58.00 | 55.21 | 88.94 |
| 322.47 | 329.44 | - Exports | 664.61 | 633.14 | 1,249.02 |
| 78.64 | 74.25 | - Others (includes Chemicals, Plantations etc) | 147.84 | 167.53 | 300.15 |
| 2,864.28 | 2,604.94 | Total Segment Revenue | 5,406.34 | 4,989.96 | 10,060.71 |
| (2.81) | (5.64) | Less : Inter segment revenue | (7.04) | (14.75) | (25.42) |
| 2,861.47 | 2,599.30 | Net Segment Revenue | 5,399.30 | 4,975.21 | 10,035.29 |
| | | Segment Results (Profit before interest and tax) | | | |
| 171.15 | 171.20 | - Soaps and Detergents | 303.20 | 379.03 | 775.06 |
| 207.33 | 204.59 | - Personal Products | 354.46 | 380.18 | 807.50 |
| 53.94 | 50.73 | - Beverages | 117.94 | 111.18 | 238.71 |
| (4.52) | (27.39) | - Processed Foods | (6.58) | (34.44) | (81.76) |
| 5.06 | 2.79 | - Ice Creams | 1.97 | (0.40) | (4.69) |
| 2.25 | 8.87 | - Exports | 8.26 | 20.66 | 39.62 |
| (13.24) | (9.59) | - Others | (21.34) | (19.73) | (32.87) |
| 421.97 | 401.20 | Total Segment Results | 757.91 | 836.48 | 1,741.57 |
| (5.55) | (31.75) | Less : Interest Expense | (10.11) | (63.54) | (129.98) |
| (28.74) | (40.66) | Add/(Less): Other unallocable expenditure net of unallocable income | (77.58) | (73.78) | (106.26 |
| 387.68 | 328.79 | Total Profit Before Tax | 670.22 | 699.16 | 1,505.33 |
| | | Capital Employed (Segment assets less Segment liabilities) | | | |
| 174.33 | 196.28 | - Soaps and Detergents | 174.33 | 196.28 | 276.86 |
| 181.73 | 236.53 | - Personal Products | 181.73 | 236.53 | 291.72 |
| 13.75 | (0.04) | - Beverages | 13.75 | (0.04) | (21.18 |
| 3.90 | 71.85 | - Foods | 3.90 | 71.85 | 13.10 |
| (11.48) | (3.33) | - Ice Creams | (11.48) | (3.33) | (0.38 |
| 372.75 | 341.08 | - Exports | 372.75 | 341.08 | 448.56 |
| 73.75 | 106.04 | - Others | 73.75 | 106.04 | 63.43 |
| 808.73 | 948.41 | Total Capital Employed in segments | 808.73 | 948.41 | 1,072.11 |
| 1,811.03 | 1,729.73 | Add : Unallocable corporate assets less corporate liabilities | 1,811.03 | 1,729.73 | 1,020.60 |
| 2,619.76 | 2,678.14 | Total Capital Employed in company | 2,619.76 | 2,678.14 | 2,092.71 |