

Hindustan Lever Limited

MQ 2003 Results



MQ 2003 Results

Highlights

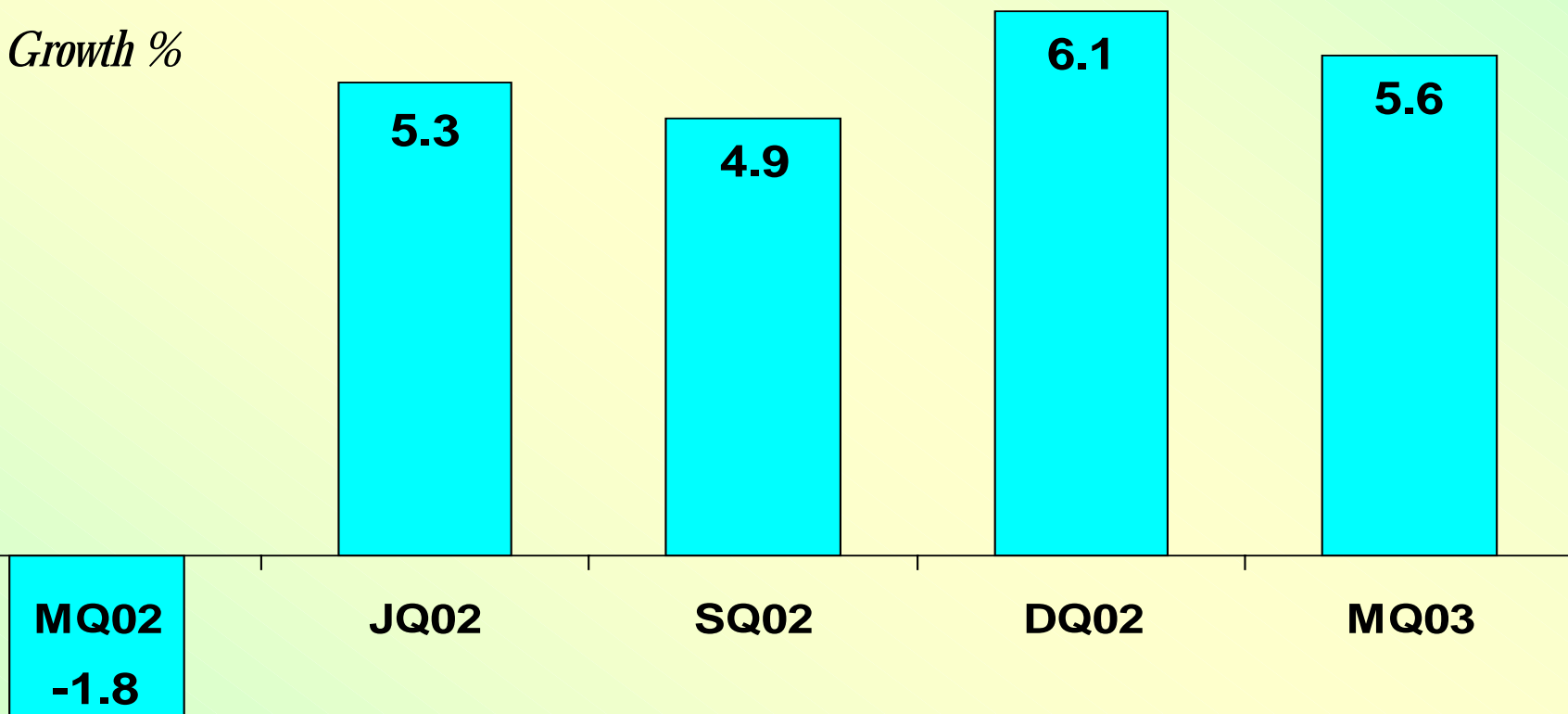
- HPC sustains high growth
 - Strong growth in HPC power brands 8%
 - HPC sales up by 5.6%
 - Strong volume growth of 11.5%
- Processed Foods registers positive growth 3.4%
- Continuing Exports show strong double digit growth 15.2%
- Operating Profits (PBIT) up 9.1%, Margin Expansion by 127 bps
- Profit Before Tax grows by 10.6%
- Profit After Tax (before exceptionals) grows by 8.2%



HPC Growth sustained growth momentum

“four consecutive quarters”

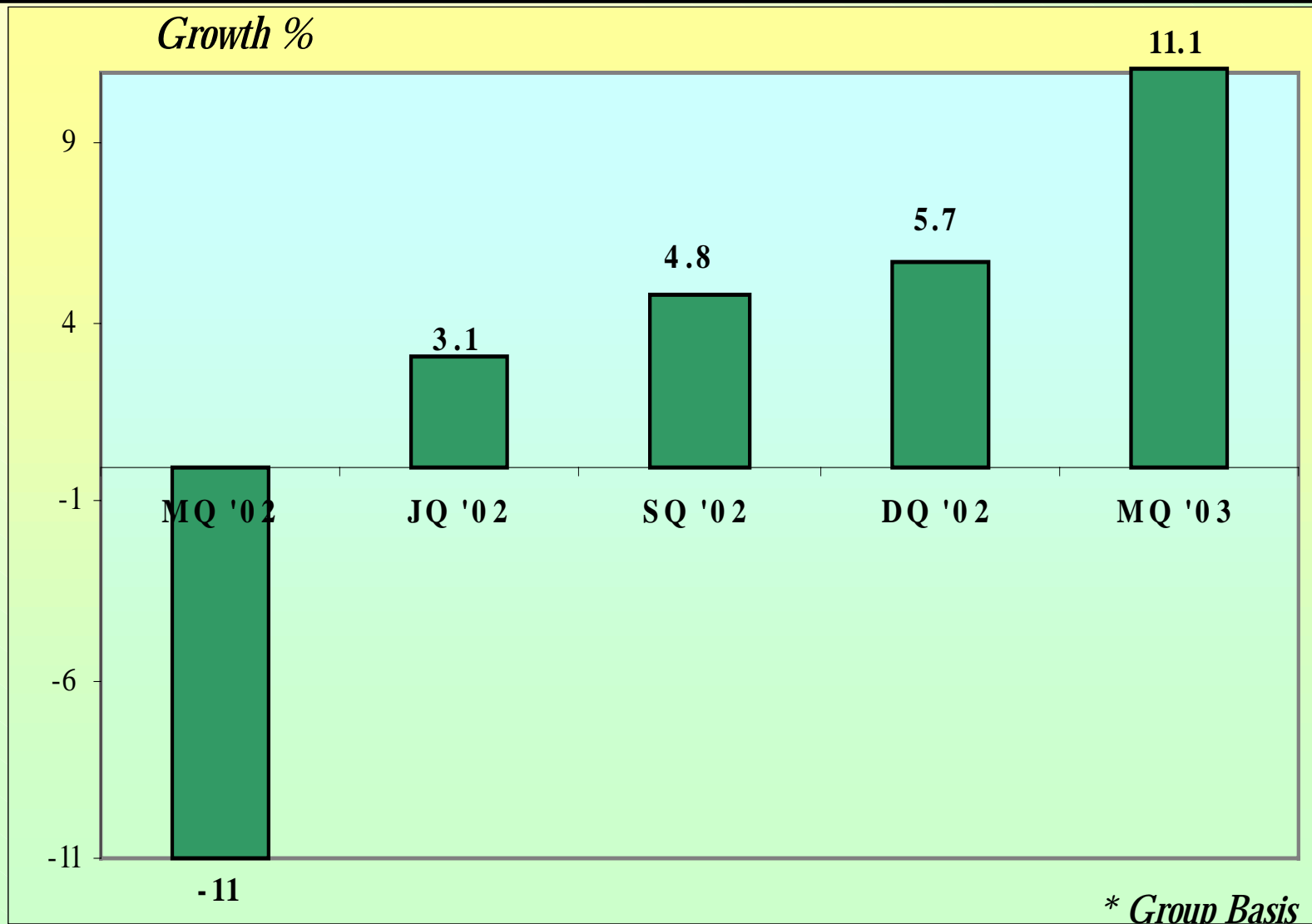
Growth %



...accounts for 64% of revenue & 82% of profits

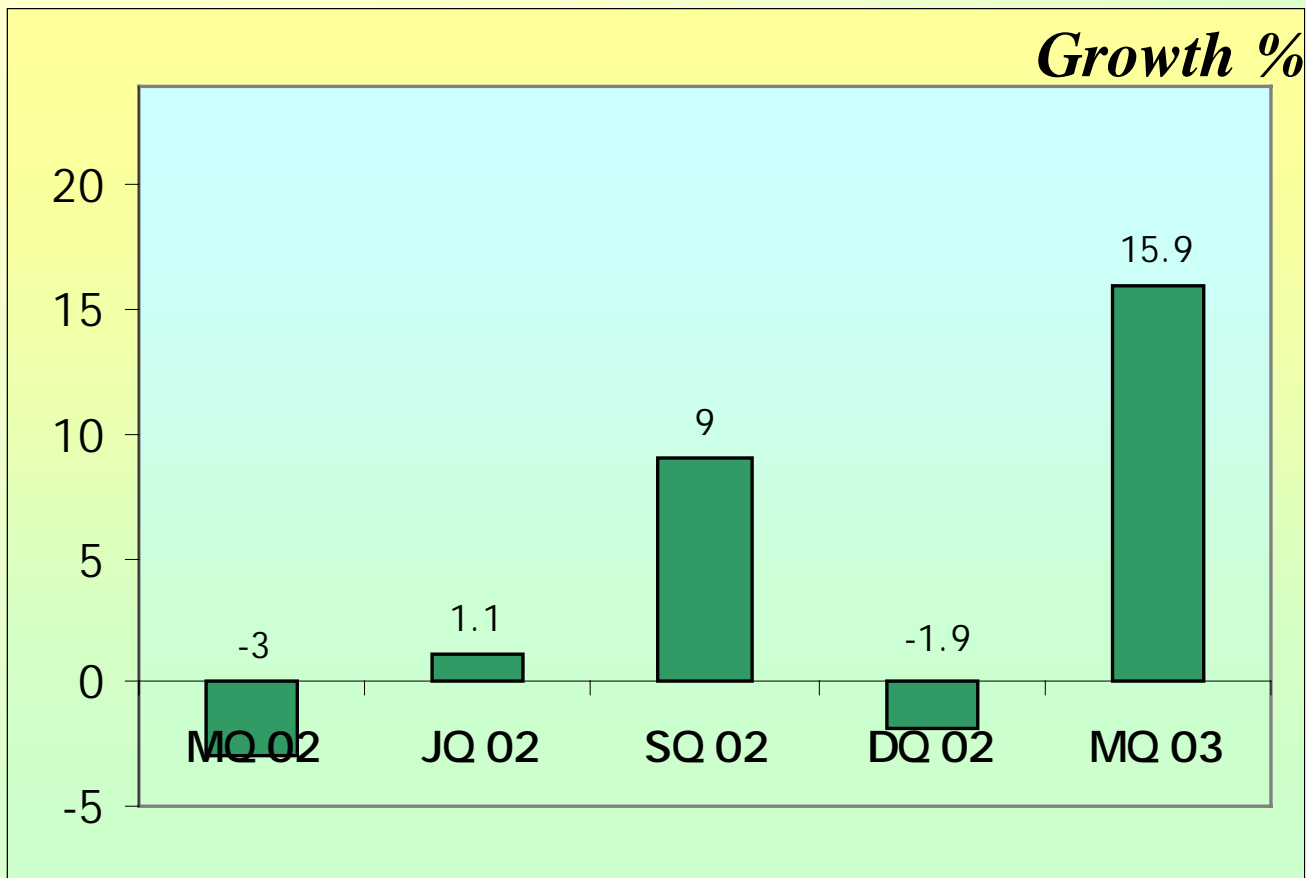


HPC Growth ...backed by strong volume growth





PP shows strong double digit growth...



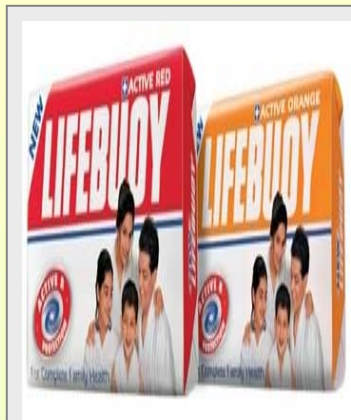
...Led by

16th April, 2003



MQ 2003 -

Brands delivering strong growth



Lifebuoy : 36%



Nihar : 11%



Pears : 21%



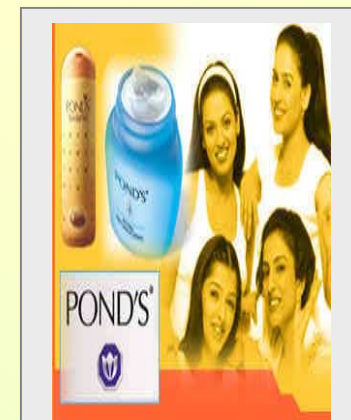
Pepsodent : 41%



FAL : 26%



Lakme : 53%

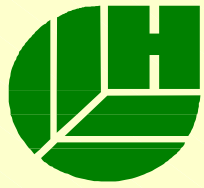


Ponds : 21%

**HPC
Power
Brands
Growth:
8.2%**

* Group Basis

16th April, 2003



MQ 2003 -

Brands delivering strong growth



Annapurna : 25.9%



Taaza : 10.5%



Bru : 17.5%



3 Roses : 10.0%

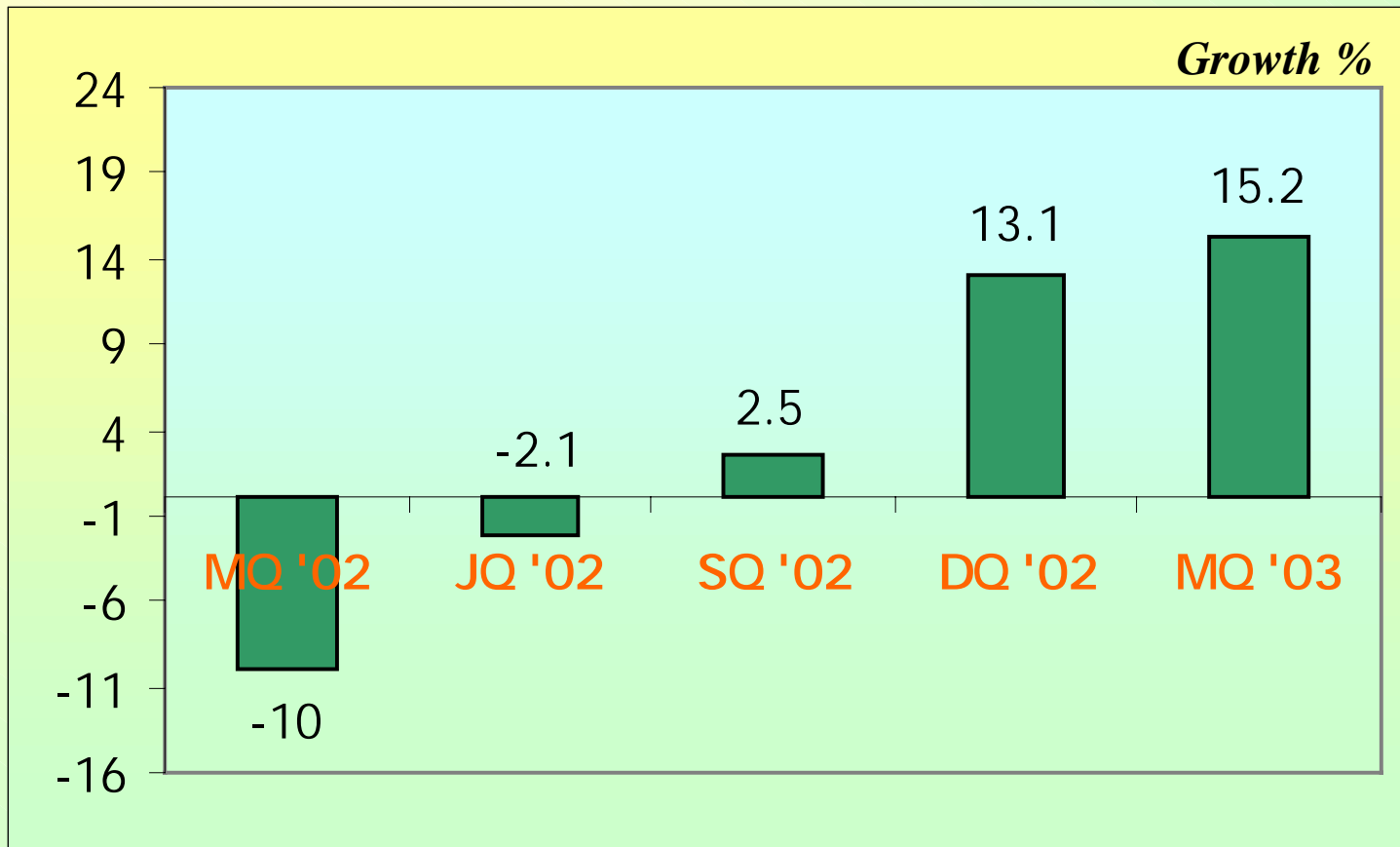
* Group Basis

16th April, 2003



Exports Strategy on track

Continuing exports delivers double digit growth



Strong growth realised from a core value adding exports portfolio...

16th April, 2003