



HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPTEMBER 2004

\* VOLUME GROWTH OF 6% IN HPC ; VALUE GROWTH OF 2.7%  
 \* VOLUME MARKET SHARE GAINED IN HAIR AND LAUNDRY  
 \* HPC ADVERTISING SPEND UP 27%  
 \* EBIT DECLINES 30.6% MAINLY DUE TO CONTINUING PRICE AND BRAND INVESTMENT  
 \* EBIT MARGINS IMPROVES BY 100 BPS OVER JQ

Rs. Crores

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for the 9 Months ended 30th September		Year ended
2004	2003		2004	2003	31st December 2003
					(Audited)
2,401.14	2,482.97	1. Net Sales	7,326.12	7,554.87	10,138.35
1,683.85	1,639.43	i) Domestic FMCG - HPC	5,057.09	4,968.00	6,734.08
372.21	423.35	ii) Domestic FMCG - Foods (including Ice Cream)	1,168.03	1,256.19	1,692.81
2,056.06	2,062.78	Domestic FMCG - Total ( i+ii)	6,225.12	6,224.19	8,426.89
295.65	288.05	iii) Exports	928.80	913.47	1,246.30
49.43	80.50	iv) Others	172.20	198.63	246.45
2,401.14	2,431.33	a) Continuing Business ( i+ii+iii+iv)	7,326.12	7,336.29	9,919.64
-	51.64	b) Discontinued business	-	218.58	218.71
85.68	111.72	2. Other Income	227.29	358.78	459.83
26.36	36.16	a) Operational	95.43	130.39	185.42
59.32	75.56	b) Financial	131.86	228.39	274.41
(2,062.48)	(2,006.84)	3. Total Expenditure (d+e+f+g)	(6,308.67)	(6,188.49)	(8,161.69)
(30.52)	48.42	a) Increase/(decrease) in stock in trade	(16.21)	43.87	104.14
(908.89)	(1,013.62)	b) Consumption of raw/packing materials	(2,822.07)	(2,965.35)	(3,959.63)
(364.71)	(338.50)	c) Purchase of goods	(1,140.10)	(1,105.81)	(1,429.76)
(1,304.12)	(1,303.70)	d) Cost of Goods Sold (a+b+c)	(3,978.38)	(4,027.29)	(5,285.25)
(150.34)	(139.01)	e) Staff Cost	(485.14)	(459.35)	(578.63)
(197.27)	(182.69)	f) Advertising & Promotions	(658.71)	(589.35)	(759.09)
(410.75)	(381.44)	g) Other expenditure	(1,186.44)	(1,112.50)	(1,538.72)
(34.12)	(31.30)	4. Interest	(97.66)	(34.44)	(66.76)
390.22	556.55	5. Gross Profit [1+2-3-4]	1,147.08	1,690.72	2,369.73
(30.11)	(29.61)	6. Depreciation / Amortisation	(87.82)	(91.86)	(124.79)
334.91	482.68	7. Profit before interest and taxation [1+2(a)-3-6]	1,025.06	1,404.91	2,037.29
360.11	526.94	8. Profit before taxation [5-6]	1,059.26	1,598.86	2,244.94
(76.27)	(96.90)	9. Provision for taxation - current tax	(231.61)	(332.72)	(427.36)
(1.37)	(21.89)	10. Provision for taxation - deferred tax	(1.60)	(24.14)	(60.94)
(0.00)	-	11. Taxation Adjustments of Previous Periods (net)	15.73	-	47.69
282.47	408.15	12. Profit after taxation, before exceptional items [8-9-10-11]	841.78	1,242.00	1,804.33
41.85	35.07	13. Exceptional Items, net of taxes	21.91	35.07	(32.54)
324.32	443.22	14. Net Profit [12+13]	863.69	1,277.07	1,771.79
220.12	220.12	Paid up Equity Share Capital ( face value Re 1 per share)	220.12	220.12	220.12
		Reserves excluding Revaluation Reserve			1,917.93
1.47	2.01	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	3.92	5.80	8.05
5.89	8.05	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	5.23	7.74	8.05
		Aggregate of Non-Promoters Holdings			
1,066,394,333	1,066,394,333	- Number of Shares	1,066,394,333	1,066,394,333	1,066,394,333
48.45%	48.45%	- Percentage of Shareholding	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 9 Months ended		Audited Results for the 12 months ended
30th Sept 2004	30th Sept 2003		30th Sept 2004	30th Sept 2003	31st December 2003
		<b>Segment Revenue (Sales and Income from Services)</b>			
1,113.12	1,072.51	- Soaps and Detergents	3,322.76	3,284.10	4,379.43
585.32	582.52	- Personal Products	1,775.50	1,721.72	2,410.18
291.44	293.70	- Beverages	863.93	875.49	1,184.18
61.13	150.28	- Processed Foods Total	222.90	494.44	602.46
61.13	98.50	Processed Foods Continuing	222.90	276.69	384.71
-	51.78	Processed Foods Discontinued	-	217.75	217.75
20.67	21.78	- Ice Creams	75.88	77.70	93.39
295.65	288.05	- Exports	928.80	913.47	1,246.30
65.39	106.94	- Others (includes Chemicals, Agri, Plantations etc)	232.91	277.57	366.65
2,432.72	2,515.78	<b>Total Segment Revenue</b>	7,422.68	7,644.49	10,282.59
(4.67)	(8.21)	Less : Inter segment revenue	(19.42)	(29.00)	(37.11)
2,428.05	2,507.57	<b>Net Segment Revenue</b>	7,403.26	7,615.49	10,245.48
		<b>Segment Results (Profit before interest and tax)</b>			
165.11	255.47	- Soaps and Detergents	544.14	764.16	1,088.28
194.99	202.51	- Personal Products	575.17	590.43	884.10
58.48	48.09	- Beverages	169.66	164.75	224.84
(12.97)	(3.42)	- Processed Foods Total	(47.41)	(3.88)	0.56
(12.97)	(4.71)	Processed Foods Continuing	(47.41)	(0.13)	4.31
-	1.29	Processed Foods Discontinued	-	(3.75)	(3.75)
(0.41)	(3.95)	- Ice Creams	(0.81)	5.79	0.39
3.85	2.82	- Exports	24.51	37.80	61.53
(2.22)	2.58	- Others	(21.97)	(9.61)	(15.00)
406.83	504.10	<b>Total Segment Results</b>	1,243.29	1,549.44	2,244.70
(34.12)	(31.30)	Less : Interest Expense	(97.66)	(34.44)	(66.76)
(12.60)	54.14	Add/(Less) : Other unallocable expenditure net of unallocable income	(86.37)	83.86	67.00
360.11	526.94	<b>Total Profit Before Tax</b>	1,059.26	1,598.86	2,244.94
		<b>Capital Employed (Segment assets less Segment liabilities)</b>			
290.18	137.14	- Soaps and Detergents	290.18	137.14	162.37
335.38	112.31	- Personal Products	335.38	112.31	212.30
(58.37)	(94.74)	- Beverages	(58.37)	(94.74)	(32.22)
60.35	51.57	- Foods	60.35	51.57	53.84
(3.21)	(3.18)	- Ice Creams	(3.21)	(3.18)	6.18
414.93	282.32	- Exports	414.93	282.32	340.31
108.40	143.52	- Others	108.40	143.52	119.44
1,147.66	628.94	<b>Total Capital Employed in segments</b>	1,147.66	628.94	862.22
1,231.57	1,757.72	Add : Unallocable corporate assets less corporate liabilities	1,231.57	1,757.72	1,276.50
2,379.23	2,386.66	<b>Total Capital Employed in company</b>	2,379.23	2,386.66	2,138.72