



HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE 2006

Rs. Crores

Unaudited Results for the Second Quarter ended 30th June			Unaudited Results for the Six Months ended 30th June		Audited results for the Year ended 31st December 2005
2006	2005		2006	2005	
3,083.23	2,836.32	1. Net Sales	5,881.28	5,342.70	11,060.55
2,286.37	2,007.07	i) Domestic FMCG - HPC	4,333.07	3,730.36	7,786.90
444.33	427.82	ii) Domestic FMCG - Foods (including Ice Cream)	876.46	817.68	1,688.10
2,730.70	2,434.89	Domestic FMCG - Total (i+ii)	5,209.53	4,548.04	9,475.00
328.67	322.47	iii) Exports	604.20	664.61	1,347.80
23.86	46.33	iv) Others	45.84	74.24	159.55
3,083.23	2,803.69	a) Continuing Business (i+ii+iii+iv)	5,859.57	5,286.89	10,982.35
-	32.63	b) Discontinued business	21.71	55.81	78.20
81.40	79.36	2. Other Income	150.76	153.99	304.78
36.00	31.18	a) Operational	72.50	81.33	152.49
45.40	48.18	b) Financial	78.26	72.66	152.29
(2,668.64)	(2,490.62)	3. Total Expenditure (d+e+f+g)	(5,136.14)	(4,753.53)	(9,617.22)
(1.01)	(71.05)	a) Increase/(decrease) in stock in trade	52.24	38.56	(48.12)
(1,224.53)	(1,087.00)	b) Consumption of raw/packing materials	(2,426.15)	(2,234.44)	(4,500.10)
(418.30)	(419.38)	c) Purchase of goods	(794.82)	(829.51)	(1,613.91)
(1,643.84)	(1,577.43)	d) Cost of Goods Sold (a+b+c)	(3,168.73)	(3,025.39)	(6,162.13)
(175.55)	(174.40)	e) Staff Cost	(331.90)	(338.76)	(591.32)
(345.27)	(286.57)	f) Advertising & Promotions	(648.61)	(495.30)	(1,005.67)
(503.98)	(452.22)	g) Other expenditure	(986.90)	(894.08)	(1,858.10)
(3.43)	(5.55)	4. Interest	(5.48)	(10.11)	(19.19)
492.56	419.51	5. Gross Profit [1+2-3-4]	890.42	733.05	1,728.92
(30.05)	(31.83)	6. Depreciation / Amortisation	(63.91)	(62.83)	(124.45)
420.54	345.05	7. Profit before interest and taxation [1+2(a)-3-6]	753.73	607.67	1,471.37
462.51	387.68	8. Profit before taxation [5-6]	826.51	670.22	1,604.47
(75.65)	(88.21)	9. Provision for taxation - current tax	(137.53)	(141.02)	(253.00)
(7.60)	1.00	10. Provision for taxation - deferred tax	(11.24)	(6.77)	(41.00)
-	-	11. Taxation Adjustments of Previous Periods (net)	(4.50)	36.75	44.04
379.26	300.47	12. Profit after taxation, before exceptional items [8-9-10-11]	673.24	559.18	1,354.51
1.33	(18.82)	13. Exceptional Items, net of taxes	150.21	(27.29)	53.59
380.59	281.65	14. Net Profit [12+13]	823.45	531.89	1,408.10
220.57	220.12	Paid up Equity Share Capital (face value Re 1 per share)	220.57	220.12	220.12
		Reserves excluding Revaluation Reserve			2,084.84
1.73	1.28	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	3.73	2.42	6.40
6.90	5.12	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.47	4.83	6.40
1,070,891,536	1,066,394,333	Aggregate of Non-Promoters Holdings			
48.55%	48.45%	- Number of Shares	1,070,891,536	1,066,394,333	1,066,394,333
		- Percentage of Shareholding	48.55%	48.45%	48.45%

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

Rs. Crores

Unaudited Results for the Second Quarter ended 30th June			Unaudited Results for Six months ended 30th June		Audited Results for the year ended 31st December 2005
2006	2005		2006	2005	
		Segment Revenue (Sales and Income from Services)			
1,455.92	1,287.58	- Soaps and Detergents	2,774.50	2,424.02	4,961.71
846.72	747.43	- Personal Products	1,612.58	1,351.56	2,951.87
300.55	312.23	- Beverages	618.21	614.64	1,277.45
97.26	78.32	- Processed Foods	185.45	145.67	313.72
50.50	37.61	- Ice Creams	76.95	58.00	98.15
328.67	322.47	- Exports	604.20	664.61	1,347.80
37.92	78.64	- Others (includes Chemicals, Plantations etc)	71.94	147.84	250.45
3,117.54	2,864.28	Total Segment Revenue	5,943.83	5,406.34	11,201.15
(1.92)	(2.81)	Less : Inter segment revenue	(3.39)	(7.04)	(7.27)
3,115.62	2,861.47	Net Segment Revenue	5,940.44	5,399.30	11,193.88
		Segment Results (Profit before interest and tax)			
208.42	171.15	- Soaps and Detergents	360.77	303.20	683.69
241.39	207.33	- Personal Products	428.15	354.46	845.21
40.71	53.94	- Beverages	102.71	117.94	242.40
4.20	(4.52)	- Processed Foods	4.51	(6.58)	(16.10)
10.88	5.06	- Ice Creams	11.72	1.97	5.08
15.60	2.25	- Exports	23.60	8.26	49.06
(19.24)	(13.24)	- Others (includes Chemicals, Plantations etc)	(24.29)	(21.34)	(27.68)
501.96	421.97	Total Segment Results	907.17	757.91	1,781.66
(3.43)	(5.55)	Less : Interest Expense	(5.48)	(10.11)	(19.19)
(36.02)	(28.74)	Add/(Less) : Other unallocable expenditure net of unallocable income	(75.18)	(77.58)	(158.00)
462.51	387.68	Total Profit Before Tax	826.51	670.22	1,604.47
		Capital Employed (Segment assets less Segment liabilities)			
(57.87)	174.33	- Soaps and Detergents	(57.87)	174.33	(63.33)
101.68	181.73	- Personal Products	101.68	181.73	227.80
(15.18)	13.75	- Beverages	(15.18)	13.75	(62.07)
19.38	3.90	- Processed Foods	19.38	3.90	(1.63)
4.50	(11.48)	- Ice Creams	4.50	(11.48)	(9.43)
371.57	372.75	- Exports	371.57	372.75	429.95
2.25	73.75	- Others	2.25	73.75	5.50
426.33	808.73	Total Capital Employed in segments	426.33	808.73	526.79
2,000.28	1,811.03	Add : Unallocable corporate assets less corporate liabilities	2,000.28	1,811.03	1,778.84
2,426.61	2,619.76	Total Capital Employed in company	2,426.61	2,619.76	2,305.63