



## HINDUSTAN LEVER LIMITED

### UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31 ST MARCH 2007

Rs. Crores

	Unaudited Results for the Quarter ended 31st March		Audited results for the Year ended 31st December 2006
	2007	2006	
<b>1. Net Sales</b>	<b>3,184.32</b>	<b>2,798.05</b>	<b>12,103.39</b>
i) Domestic FMCG - HPC	2,251.69	2,046.70	8,851.35
ii) Domestic FMCG - Foods (including Ice Cream)	531.18	432.13	1,840.83
<b>Domestic FMCG - Total ( i+ii)</b>	<b>2,782.87</b>	<b>2,478.83</b>	<b>10,692.18</b>
iii) Exports	351.93	275.53	1,278.88
iv) Others	49.52	21.98	110.62
<b>a) Continuing Business ( i+ii+iii+iv)</b>	<b>3,184.32</b>	<b>2,776.34</b>	<b>12,081.68</b>
<b>b) Discontinued business</b>	<b>-</b>	<b>21.71</b>	<b>21.71</b>
<b>2. Other Income</b>	<b>90.80</b>	<b>69.36</b>	<b>354.52</b>
a) Operational	49.73	36.50	191.46
b) Financial	41.07	32.86	163.06
<b>3. Total Expenditure (d+e+f+g)</b>	<b>(2,822.35)</b>	<b>(2,467.50)</b>	<b>(10,455.33)</b>
a) Increase/(decrease) in stock in trade	75.81	53.25	115.97
b) Consumption of raw/packing materials	(1,294.87)	(1,201.62)	(4,867.24)
c) Purchase of goods	(548.57)	(376.52)	(1,751.51)
<b>d) Cost of Goods Sold (a+b+c)</b>	<b>(1,767.63)</b>	<b>(1,524.89)</b>	<b>(6,502.78)</b>
e) Staff Cost	(178.68)	(156.35)	(642.81)
f) Advertising & Promotions	(356.37)	(303.34)	(1,272.88)
g) Other expenditure	(519.67)	(482.92)	(2,036.86)
<b>4. Interest</b>	<b>(5.13)</b>	<b>(2.05)</b>	<b>(10.74)</b>
<b>5. Gross Profit [1+2-3-4]</b>	<b>447.64</b>	<b>397.86</b>	<b>1,991.84</b>
<b>6. Depreciation / Amortisation</b>	<b>(32.90)</b>	<b>(33.86)</b>	<b>(130.16)</b>
<b>7. Profit before interest and taxation [1+2(a)-3-6]</b>	<b>378.80</b>	<b>333.19</b>	<b>1,709.36</b>
<b>8. Profit before taxation [5-6]</b>	<b>414.74</b>	<b>364.00</b>	<b>1,861.68</b>
<b>9. Provision for taxation - current tax</b>	<b>(76.19)</b>	<b>(61.88)</b>	<b>(295.00)</b>
<b>10. Provision for taxation - deferred tax</b>	<b>(4.69)</b>	<b>(3.64)</b>	<b>(26.80)</b>
<b>11. Taxation Adjustments of Previous Periods (net)</b>	<b>-</b>	<b>(4.50)</b>	<b>(0.21)</b>
<b>12. Profit after taxation, before exceptional items [8-9-10-11]</b>	<b>333.86</b>	<b>293.98</b>	<b>1,539.67</b>
<b>13. Exceptional Items, net of taxes</b>	<b>59.03</b>	<b>148.88</b>	<b>315.70</b>
<b>14. Net Profit [12+13]</b>	<b>392.89</b>	<b>442.86</b>	<b>1,855.37</b>
 <b>Paid up Equity Share Capital ( face value Re 1 per share)</b>	 <b>220.68</b>	 <b>220.14</b>	 <b>220.68</b>
 <b>Reserves excluding Revaluation Reserve</b>			 <b>2,502.14</b>
<b>Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.</b>	<b>1.78</b>	<b>2.01</b>	<b>8.41</b>
<b>Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.</b>	<b>7.12</b>	<b>8.05</b>	<b>8.41</b>
 <b>Aggregate of Non-Promoters Holdings</b>			
- Number of Shares	1,071,982,517	1,066,551,518	1,071,926,637
- Percentage of Shareholding	48.58%	48.45%	48.57%

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

Rs. Crores

	Unaudited Results for the quarter ended 31st March		Audited Results for the year ended 31st December 2006
	2007	2006	
<b>Segment Revenue (Sales and Income from Services)</b>			
- Soaps and Detergents	1,444.53	1,318.58	5,595.89
- Personal Products	822.13	765.86	3,359.79
- Beverages	370.49	317.66	1,330.74
- Processed Foods	131.12	88.19	384.91
- Ice Creams	32.23	26.45	137.07
- Exports	351.93	275.53	1,278.88
- Others (includes Chemicals, Water etc)	63.13	34.02	180.24
<b>Total Segment Revenue</b>	<b>3,215.56</b>	<b>2,826.29</b>	<b>12,267.52</b>
Less : Inter segment revenue	(1.38)	(1.47)	(9.50)
<b>Net Segment Revenue</b>	<b>3,214.18</b>	<b>2,824.82</b>	<b>12,258.02</b>
<b>Segment Results (Profit before interest and tax)</b>			
- Soaps and Detergents	174.42	152.35	773.09
- Personal Products	203.02	186.76	943.10
- Beverages	55.59	62.00	220.51
- Processed Foods	7.38	0.31	12.86
- Ice Creams	1.31	0.84	18.72
- Exports	13.28	8.00	66.37
- Others (includes Chemicals, Water etc)	(15.72)	(5.05)	(67.38)
<b>Total Segment Results</b>	<b>439.28</b>	<b>405.21</b>	<b>1,967.27</b>
Less : Interest Expense	(5.13)	(2.05)	(10.73)
Add/(Less) : Other unallocable expenditure net of unallocable income	(19.41)	(39.16)	(94.86)
<b>Total Profit Before Tax</b>	<b>414.74</b>	<b>364.00</b>	<b>1,861.68</b>
<b>Capital Employed (Segment assets less Segment liabilities)</b>			
- Soaps and Detergents	159.80	9.08	60.83
- Personal Products	113.39	121.25	160.02
- Beverages	92.32	60.27	(43.61)
- Processed Foods	9.22	2.92	13.46
- Ice Creams	34.97	(10.11)	6.44
- Exports	299.00	392.37	291.42
- Others	(37.09)	(5.73)	(8.90)
<b>Total Capital Employed in segments</b>	<b>671.61</b>	<b>570.05</b>	<b>479.66</b>
Add : Unallocable corporate assets less corporate liabilities	2,265.36	2,215.19	2,243.82
<b>Total Capital Employed in company</b>	<b>2,936.97</b>	<b>2,785.24</b>	<b>2,723.48</b>

Registered Office : Hindustan Lever House, 165/166 , Backbay Reclamation, Mumbai - 400 02