

## HINDUSTAN LEVER LIMITED

Unaudited Financial Results for the quarter ended 30th September 2001

	Unaudited Results for the Quarter ended 30th September		Unaudited Results for the 9 Months ending 30th September		Year ended 31st December 2000 (Audited)
	2001	2000	2001	2000	
Net Sales	2,635.22	2,461.90	8,208.98	7,955.69	10,603.79
Other Income	113.36	91.87	306.76	259.26	345.07
Total Expenditure (d+e+f)	(2,228.41)	(2,106.20)	(7,071.49)	(6,964.45)	(9,139.68)
a) Increase/(decrease) in stock in trade	41.93	15.05	77.42	(100.47)	(83.84)
b) Consumption of raw/packing materials	(955.36)	(876.08)	(2,929.32)	(2,783.99)	(3,745.77)
c) Purchase of goods	(605.26)	(605.18)	(2,009.63)	(2,038.05)	(2,613.35)
d) Cost of Goods Sold (a+b+c)	(1,518.69)	(1,466.21)	(4,861.53)	(4,922.51)	(6,442.96)
e) Staff Cost	(152.80)	(181.44)	(445.05)	(517.36)	(614.35)
f) Other expenditure	(556.92)	(458.55)	(1,764.91)	(1,524.58)	(2,082.37)
Interest	(2.54)	(3.21)	(5.80)	(8.80)	(13.15)
Gross Profit	517.63	444.37	1,438.45	1,241.70	1,796.03
Depreciation / Amortisation	(39.27)	(29.90)	(105.25)	(96.46)	(130.94)
Profit before taxation	478.36	414.47	1,333.20	1,145.24	1,665.09
Provision for taxation (incl deferred tax)	(100.71)	(83.31)	(292.23)	(264.73)	(355.00)
Profit after taxation, before exceptional items	377.65	331.16	1,040.97	880.51	1,310.09
Exceptional Items, net of taxes	21.51	-	163.96	-	-
Net Profit	399.16	331.16	1,204.93	880.51	1,310.09
Paid up Equity Share Capital ( face value Re 1per share)	220.06	220.06	220.06	220.06	220.06
Shares to be issued consequent to merger with International Bestfoods Limited	0.06	-	0.06	-	-
Total Paid up Equity Share Capital (face value Re 1 per share)	220.12	220.06	220.12	220.06	
Reserves excluding Revaluation Reserve					2,267.50
Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	1.81	1.50	5.47	4.00	5.95
Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	7.25	6.02	7.30	5.34	5.95

**Segment wise Revenue, Results and Capital Employed, under Clause 41 of the Listing Agreement**

**(Rs Crores)**

	<b>Unaudited Results for the quarter ended 30th September 2001</b>	<b>Unaudited Results for the 9 months ended 30th September 2001</b>
<b>Segment Revenue (Sales and Income from Services)</b>		
- Soaps and Detergents	1,070.30	3,258.02
- Personal Products	499.98	1,592.69
- Beverages	336.18	1,046.09
- Foods	202.78	550.10
- Ice Creams	36.19	135.39
- Exports	419.94	1,361.45
- Others	150.06	490.46
<b>Total Segment Revenue</b>	<b>2,715.43</b>	<b>8,434.20</b>
Less : Inter segment revenue	(73.87)	(206.66)
<b>Net sales/income from operations</b>	<b>2,641.56</b>	<b>8,227.54</b>
<b>Segment Results (Profit before interest and tax)</b>		
- Soaps and Detergents	270.75	674.95
- Personal Products	145.05	435.65
- Beverages	51.46	156.46
- Foods	(9.73)	(6.53)
- Ice Creams	(8.63)	(17.83)
- Exports	10.95	45.95
- Others	1.26	35.96
<b>Total Segment Results</b>	<b>461.11</b>	<b>1,324.61</b>
Less : Interest Expense	(2.54)	(5.81)
Add : Unallocable income net of Other unalloc	19.79	14.40
<b>Total Profit Before Tax</b>	<b>478.36</b>	<b>1,333.20</b>
<b>Capital Employed (Segment assets less Segment liabilities)</b>		
- Soaps and Detergents	(30.86)	(30.86)
- Personal Products	(60.12)	(60.12)
- Beverages	87.72	87.72
- Foods	59.39	59.39
- Ice Creams	54.60	54.60
- Exports	260.67	260.67
- Others	149.65	149.65
<b>Total Capital Employed in segments</b>	<b>521.05</b>	<b>521.05</b>
Add : Unallocable corporate assets less corporate liabilities	2,603.12	2,603.12
<b>Total Capital Employed in company</b>	<b>3,124.17</b>	<b>3,124.17</b>

**Notes :**

1) Segments have been identified in line with the Accounting Standard on Segment Reporting (AS-17), taking into account the organisation structure as well as the differential risks and returns of these segments.

2) Details of products/services included in each of the above segments (domestic business) are given below :

So: Soaps and Detergents includes Soaps, Detergent Bars and Powders, Laundry Soaps and Scourers

Per Personal Products includes Oral Care Products, Hair Care Products, Skin Care Products, Colour Cosmetics and Deodorants

Be\ Beverages includes Tea and Coffee

Foc Foods includes Oils and Fats, Culinary Products and Branded Staple Products

Oth Others comprise Chemicals & Agri, etc

3) Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments.

Other unallocable expenditure includes expenses incurred on common services provided to the segments which are not directly identifiable to the individual segments as well as expenses incurred at a corporate level which relate to the company as a whole.

Unallocable income mainly includes income from investment of surplus funds and dividends from subsidiary companies.

Capital Employed figures are as at 30th September 2001. Unallocated corporate assets mainly relate to investments.