



# HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH SEPT 2006

Rs. Crores

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for the Nine Months ended 30th September		Audited results for the Year ended 31st December 2005
2006	2005		2006	2005	
3,066.01	2,731.54	1. Net Sales	8,947.29	8,074.24	11,060.55
2,231.44	1,940.99	i) Domestic FMCG - HPC	6,564.51	5,671.35	7,786.90
473.79	428.18	ii) Domestic FMCG - Foods (including Ice Cream)	1,350.25	1,245.86	1,688.10
2,705.23	2,369.17	Domestic FMCG - Total ( i+ii)	7,914.76	6,917.21	9,475.00
327.37	273.09	iii) Exports	931.57	937.70	1,347.80
33.41	51.24	iv) Others	79.25	125.48	159.55
3,066.01	2,693.50	a) Continuing Business ( i+ii+iii+iv)	8,925.58	7,980.39	10,982.35
-	38.04	b) Discontinued business	21.71	93.85	78.20
96.81	84.88	2. Other Income	247.57	238.87	304.78
41.67	33.87	a) Operational	114.17	115.20	152.49
55.14	51.01	b) Financial	133.40	123.67	152.29
(2,663.13)	(2,387.17)	3. Total Expenditure (d+e+f+g)	(7,799.26)	(7,140.70)	(9,617.22)
75.29	23.75	a) Increase/(decrease) in stock in trade	127.54	62.31	(48.12)
(1,234.94)	(1,128.14)	b) Consumption of raw/packing materials	(3,661.09)	(3,362.58)	(4,500.10)
(462.96)	(407.16)	c) Purchase of goods	(1,257.78)	(1,236.67)	(1,613.91)
(1,622.61)	(1,511.55)	d) Cost of Goods Sold (a+b+c)	(4,791.33)	(4,536.94)	(6,162.13)
(177.34)	(172.41)	e) Staff Cost	(509.24)	(511.17)	(591.32)
(340.25)	(240.52)	f) Advertising & Promotions	(988.86)	(735.82)	(1,005.67)
(522.93)	(462.69)	g) Other expenditure	(1,509.83)	(1,356.77)	(1,858.10)
(3.43)	(4.77)	4. Interest	(8.91)	(14.88)	(19.19)
496.26	424.48	5. Gross Profit [1+2-3-4]	1,386.69	1,157.53	1,728.92
(32.03)	(32.50)	6. Depreciation / Amortisation	(95.94)	(95.33)	(124.45)
412.52	345.74	7. Profit before interest and taxation [1+2(a)-3-6]	1,166.26	953.41	1,471.37
464.23	391.98	8. Profit before taxation [5-6]	1,290.75	1,062.20	1,604.47
(75.11)	(62.71)	9. Provision for taxation - current tax	(212.65)	(203.73)	(253.00)
(6.12)	(3.92)	10. Provision for taxation - deferred tax	(17.36)	(10.69)	(41.00)
-	-	11. Taxation Adjustments of Previous Periods (net)	(4.50)	36.75	44.04
383.00	325.35	12. Profit after taxation, before exceptional items [8-9-10-11]	1,056.24	884.53	1,354.51
137.74	0.61	13. Exceptional Items, net of taxes	287.95	(26.68)	53.59
520.74	325.96	14. Net Profit [12+13]	1,344.19	857.85	1,408.10
220.64	220.12	Paid up Equity Share Capital ( face value Re 1 per share)	220.64	220.12	220.12
		Reserves excluding Revaluation Reserve			2,084.84
2.36	1.48	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	6.09	3.90	6.40
9.44	5.92	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	8.12	5.20	6.40
1,071,555,651	1,066,394,333	Aggregate of Non-Promoters Holdings			
48.57%	48.45%	- Number of Shares	1,071,555,651	1,066,394,333	1,066,394,333
		- Percentage of Shareholding	48.57%	48.45%	48.45%

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

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for Nine months ended 30th September		Audited Results for the year ended 31st December 2005
2006	2005		2006	2005	
		<b>Segment Revenue (Sales and Income from Services)</b>			
1,393.30	1,242.88	- Soaps and Detergents	4,167.80	3,666.90	4,961.71
853.82	729.05	- Personal Products	2,466.40	2,080.61	2,951.87
345.54	324.00	- Beverages	963.75	938.64	1,277.45
97.27	81.51	- Processed Foods	282.72	227.18	313.72
33.80	22.98	- Ice Creams	110.75	80.98	98.15
327.37	273.09	- Exports	931.57	937.70	1,347.80
48.00	89.38	- Others (includes Chemicals, Plantations etc)	119.94	237.22	250.45
3,099.10	2,762.89	<b>Total Segment Revenue</b>	<b>9,042.93</b>	<b>8,169.23</b>	<b>11,201.15</b>
(2.45)	(2.90)	Less : Inter segment revenue	(5.84)	(9.94)	(7.27)
3,096.65	2,759.99	<b>Net Segment Revenue</b>	<b>9,037.09</b>	<b>8,159.29</b>	<b>11,193.88</b>
		<b>Segment Results (Profit before interest and tax)</b>			
183.60	173.26	- Soaps and Detergents	544.37	476.46	683.69
240.93	215.64	- Personal Products	669.08	570.10	845.21
52.91	56.67	- Beverages	155.62	174.61	242.40
4.09	(6.17)	- Processed Foods	8.60	(12.75)	(16.10)
4.68	2.61	- Ice Creams	16.40	4.58	5.08
22.12	1.98	- Exports	45.72	10.24	49.06
(6.07)	(8.50)	- Others (includes Chemicals, Plantations etc)	(30.36)	(29.84)	(27.68)
502.26	435.49	<b>Total Segment Results</b>	<b>1,409.43</b>	<b>1,193.40</b>	<b>1,781.66</b>
(3.43)	(4.77)	Less : Interest Expense	(8.91)	(14.88)	(19.19)
(34.60)	(38.74)	Add/(Less) : Other unallocable expenditure net of unallocable income	(109.77)	(116.32)	(158.00)
464.23	391.98	<b>Total Profit Before Tax</b>	<b>1,290.75</b>	<b>1,062.20</b>	<b>1,604.47</b>
		<b>Capital Employed (Segment assets less Segment liabilities)</b>			
43.49	142.98	- Soaps and Detergents	43.49	142.98	(63.33)
135.67	271.32	- Personal Products	135.67	271.32	227.80
(62.03)	(39.44)	- Beverages	(62.03)	(39.44)	(62.07)
20.68	8.35	- Processed Foods	20.68	8.35	(1.63)
3.67	(0.64)	- Ice Creams	3.67	(0.64)	(9.43)
309.80	360.92	- Exports	309.80	360.92	429.95
(1.27)	48.51	- Others	(1.27)	48.51	5.50
450.01	792.00	<b>Total Capital Employed in segments</b>	<b>450.01</b>	<b>792.00</b>	<b>526.79</b>
2,508.90	1,526.22	Add : Unallocable corporate assets less corporate liabilities	2,508.90	1,526.22	1,778.84
2,958.91	2,318.22	<b>Total Capital Employed in company</b>	<b>2,958.91</b>	<b>2,318.22</b>	<b>2,305.63</b>