



HINDUSTAN LEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2005

Rs. Crores

Unaudited Results for the Fourth Quarter ended 31th December			Unaudited Results for 9 Months ended 30th September	Audited Results for the Year Ended 31st December	
2005	2004		2005	2005	2004
2,974.33	2,600.83	1. Net Sales	8,086.22	11,060.55	9,926.95
2,140.67	1,825.73	i) Domestic FMCG - HPC	5,696.15	7,836.82	6,882.82
442.24	405.21	ii) Domestic FMCG - Foods (including Ice Cream)	1,245.86	1,688.10	1,565.70
2,582.91	2,230.94	Domestic FMCG - Total (i+ii)	6,942.01	9,524.92	8,448.52
357.34	320.22	iii) Exports	990.46	1,347.80	1,249.02
34.08	51.75	iv) Others	153.75	187.83	221.79
2,974.33	2,602.91	a) Continuing Business (i+ii+iii+iv)	8,086.22	11,060.55	9,919.33
-	(2.08)	b) Discontinued business	-	-	7.62
64.20	91.55	2. Other Income	240.58	304.78	318.84
37.60	42.98	a) Operational	114.89	152.49	138.41
26.60	48.57	b) Financial	125.69	152.29	180.43
(2,492.54)	(2,180.91)	3. Total Expenditure (d+e+f+g)	(7,124.68)	(9,617.22)	(8,489.58)
(111.81)	(38.66)	a) Increase/(decrease) in stock in trade	63.69	(48.12)	(54.87)
(1,091.92)	(1,062.75)	b) Consumption of raw/packing materials	(3,408.18)	(4,500.10)	(3,884.82)
(401.88)	(332.29)	c) Purchase of goods	(1,212.03)	(1,613.91)	(1,472.39)
(1,605.61)	(1,433.70)	d) Cost of Goods Sold (a+b+c)	(4,556.52)	(6,162.13)	(5,412.08)
(110.42)	(89.70)	e) Staff Cost	(480.90)	(591.32)	(574.84)
(265.37)	(177.27)	f) Advertising & Promotions	(740.30)	(1,005.67)	(835.98)
(511.14)	(480.24)	g) Other expenditure	(1,346.96)	(1,858.10)	(1,666.68)
(3.58)	(32.32)	4. Interest	(15.61)	(19.19)	(129.98)
542.41	479.15	5. Gross Profit [1+2-3-4]	1,186.51	1,728.92	1,626.23
(31.62)	(33.08)	6. Depreciation / Amortisation	(92.83)	(124.45)	(120.90)
487.77	429.82	7. Profit before interest and taxation [1+2(a)-3-6]	983.60	1,471.37	1,454.88
510.79	446.07	8. Profit before taxation [5-6]	1,093.68	1,604.47	1,505.33
(49.27)	(34.39)	9. Provision for taxation - current tax	(203.73)	(253.00)	(266.00)
(30.31)	(53.14)	10. Provision for taxation - deferred tax	(10.69)	(41.00)	(54.74)
7.29	(1.03)	11. Taxation Adjustments of Previous Periods (net)	36.75	44.04	14.70
438.50	357.51	12. Profit after taxation, before exceptional items [8-9-10-11]	916.01	1,354.51	1,199.29
82.36	(23.84)	13. Exceptional Items, net of taxes	(28.77)	53.59	(1.93)
520.86	333.67	14. Net Profit [12+13]	887.24	1,408.10	1,197.36
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		2,084.84	1,871.92
2.37	1.52	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	4.03	6.40	5.44
9.46	6.06	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	5.37	6.40	5.44
		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%

Registered Office : Hindustan Lever House, 165/166 , Backbay Reclamation, Mumbai - 400 020

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

Unaudited Results for the Quarter ended			Audited Results for the Year ended 31st December	
2005	2004		2005	2004
		Segment Revenue (Sales and Income from Services)		
1,296.86	1,147.98	- Soaps and Detergents	4,961.71	4,470.74
871.26	696.74	- Personal Products	2,951.87	2,472.24
338.81	330.62	- Beverages	1,277.45	1,194.55
86.54	62.17	- Processed Foods Total	313.72	285.07
17.17	13.06	- Ice Creams	98.15	88.94
357.34	320.22	- Exports	1,347.80	1,249.02
55.26	67.24	- Others (includes Chemicals, Plantations etc)	250.45	300.15
3,023.24	2,638.03	Total Segment Revenue	11,201.15	10,060.71
(0.89)	(6.00)	Less : Inter segment revenue	(7.27)	(25.42)
3,022.35	2,632.03	Net Segment Revenue	11,193.88	10,035.29
0.00	0.00	Segment Results (Profit before interest and tax)		
203.50	230.92	- Soaps and Detergents	683.69	775.06
275.12	232.33	- Personal Products	845.21	807.50
67.79	69.05	- Beverages	242.40	238.71
(3.35)	(34.35)	- Processed Foods Total	(16.10)	(81.76)
(1.19)	(3.88)	- Ice Creams	5.08	(4.69)
21.28	15.11	- Exports	49.06	39.62
(5.14)	(10.90)	- Others	(27.68)	(32.87)
558.01	498.28	Total Segment Results	1,781.66	1,741.57
(3.57)	(32.32)	Less : Interest Expense	(19.19)	(129.98)
(43.66)	(19.89)	Add/(Less) : Other unallocable expenditure net of unallocable income	(158.00)	(106.26)
510.78	446.07	Total Profit Before Tax	1,604.47	1,505.33
		Capital Employed (Segment assets less Segment liabilities)		
(63.33)	276.86	- Soaps and Detergents	(63.33)	276.86
227.80	291.72	- Personal Products	227.80	291.72
(62.07)	(21.18)	- Beverages	(62.07)	(21.18)
(1.63)	13.10	- Foods	(1.63)	13.10
(9.43)	(0.38)	- Ice Creams	(9.43)	(0.38)
429.95	448.56	- Exports	429.95	448.56
5.50	63.43	- Others	5.50	63.43
526.79	1,072.11	Total Capital Employed in segments	526.79	1,072.11
1,778.84	1,020.60	Add : Unallocable corporate assets less corporate liabilities	1,778.84	1,020.60
2,305.63	2,092.71	Total Capital Employed in company	2,305.63	2,092.71

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