

Notes:

1. Continuing sales declined by 1.2%. HPC sales grew by 2.7%. Operating Profit (Profit before Interest and Tax) for September quarter declined 30.6% primarily due to decline in Soaps and Detergents Segmental margins. However PBT declined 31.7%, due to lower treasury income. PAT declined by 30.8%. Net Profit after exceptional items declined by 26.8%.
2. The results for the quarter are not comparable to those of the previous period to the extent of : Sale of Edible Oils and Fats Business effective from 29.08.03

Adjusting for above, net sales for SQ '04 is Rs. 2401.14 crores (SQ '03: Rs. 2431.33 crores), Profit Before Interest and Tax for SQ '04 is Rs. 334.91 crores (SQ'03: Rs. 481.39 crores) and Profit After Tax is Rs 282.47 crores (SQ 03: Rs 407.15).

3. Exceptional items for SQ 04	Rs. Crores
Profit on Disposal of land	71.99
Restructuring costs - Compensation under Voluntary Separation Schemes	(38.23)
Provision for estimated loss on disposal of fixed assets	(9.30)
Tax on the above	
Current Tax	2.80
Deferred Tax	14.59
Exceptional Items (net of tax)	41.85

4. Investor complaints status

Complaints pending resolution as on 1 st July 2004	: 07
Complaints received during SQ' 04	: 51
Complaints resolved during SQ' 04	: 56
Being progressed for resolution as on 30 th September 2004	: 02

The Board of Directors at their meeting held on 28th October 2004 has fixed 1st December, 2004 as the RECORD DATE for ascertaining the name of debentureholders who would be entitled to redemption as well as half yearly interest payment @ 9% p.a.

Debentureholders holding debentures in physical form need not surrender the Debenture Certificate to the Company.

5. Previous period figures have been regrouped / restated wherever necessary to conform to this period's classification.
6. The text of the above statement was approved by the Board of Directors at their meeting held on 28th October 2004.

Limited Review :

The Limited Review by the Statutory Auditors for the quarter as required under clause 41 of the Listing Agreement has been completed and the related Report forwarded to the Stock Exchanges. This Report does not have any impact on the above Results and Notes which need to be explained.

For more details, visit our website at <http://www.hll.com>

Place: Mumbai
Date: 28th October 2004

By order of the Board
Vice - Chairman

Notes on Segment Information

1. Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other un-allocable expenditure includes expenses incurred on common services not directly identifiable to the individual segments and corporate expenses. Un-allocable expenditure (net) is net of income from investment of surplus funds and dividends from subsidiary companies.

Capital Employed figures are as at 30th September 2004 and 30th September 2003. Unallocated corporate assets less corporate liabilities mainly relate to investments net of bonus debentures outstanding.

2. Beverages segment results include Rs. 5.10 crs credit arising out of resolution of a sales-tax dispute. Processed foods segment results include Rs. 8.50 crs profit arising out of disposal of fixed assets of a closed location.