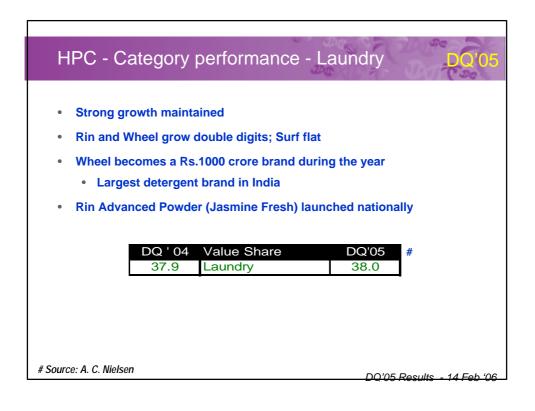
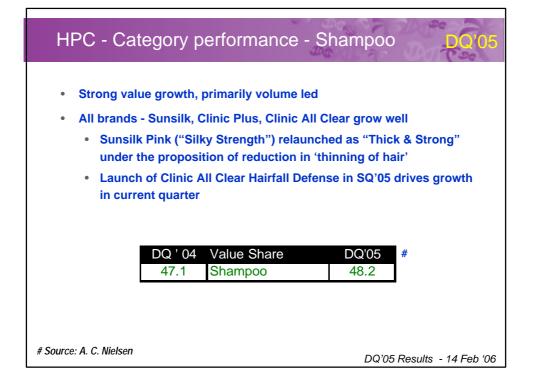


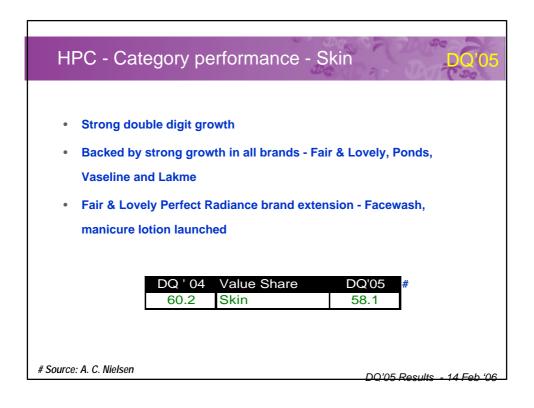
Sales summary		Da Da	2	DQ'05		
Rs Crores	DQ'05	DQ'04	Growth%			
HPC	2141	1826	17.3			
Foods	442	405	9.1			
FMCG	2583	2231	15.8			
Exports	357	320	11.6			
Others	34	50	(31.4)			
Net Sales	2974	2601	14.4			
<ul> <li>Sales include impact of merger of subsidiaries / demerger of plantations</li> </ul>						
			DQ'05 Res	sults - 14 Feb '06		

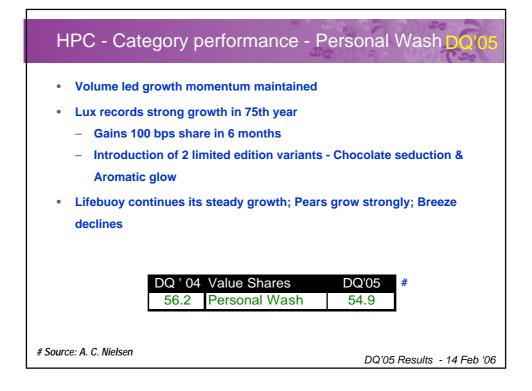
Strong growth across segme	ents DQ'05
	<u>Segment</u> <u>Growth %</u>
Soaps & Detergents	13.0
Personal Products	25.0
Beverages	2.5
Processed Foods	39.2
Ice Cream	31.5
FMCG	15.8
	DQ'05 Results - 14 Feb '06

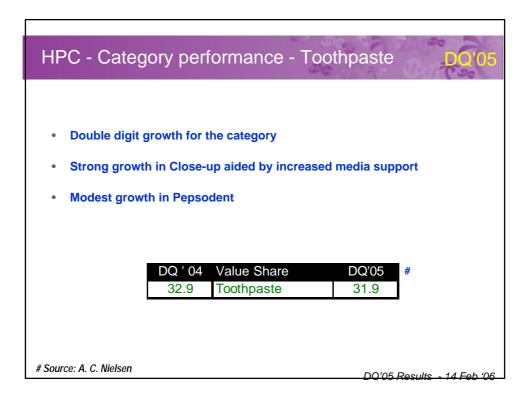




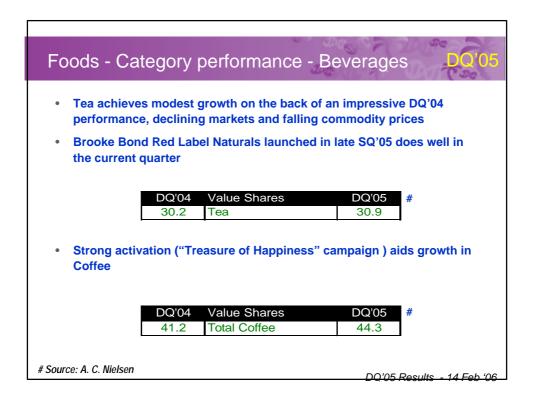


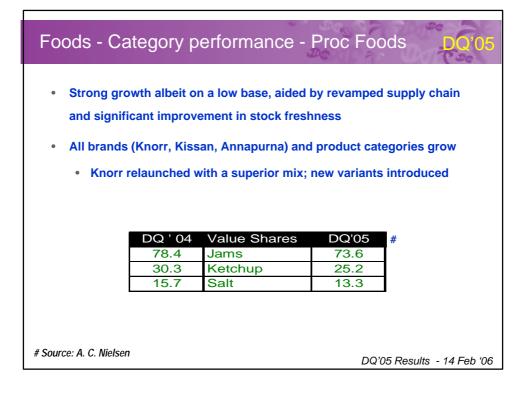


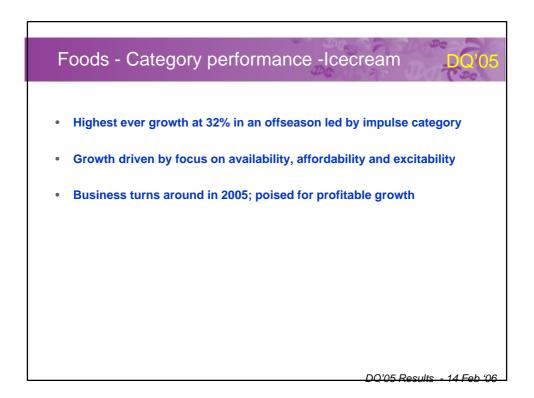


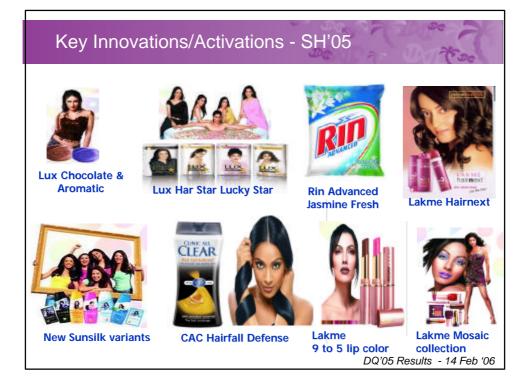


Foods Topline	DO DO DO
Теа	1
Coffee	1
Icecream	1
Salt	1
Atta	. ↓
Culinary	1
Foods g	rowth at 9.1%
	DQ'05 Results - 14 Feb '06

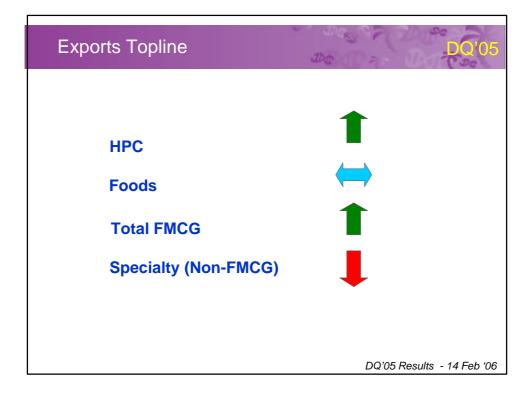


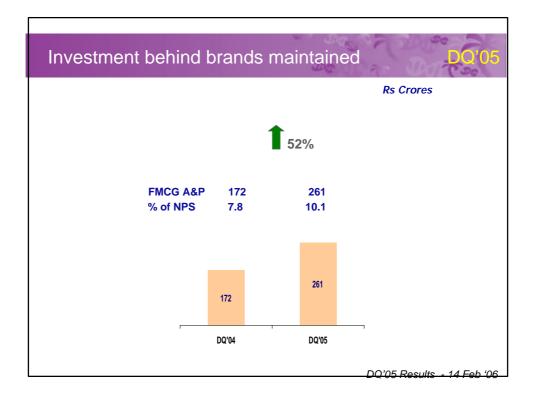




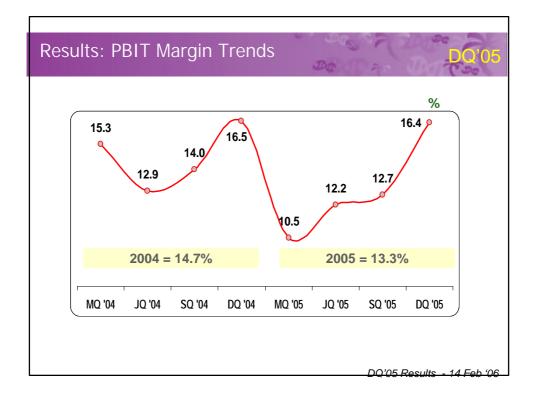








Re	sults		Day Da	2 200	DQ'(	
	Rs Crores	DQ'05	DQ'04	Growth%		
	PBIT	488	430	13.5		
	PBIT margin	16.4%	16.5%			
	Financial Income (Net)	23	16	41.7		
	PBT	511	446	14.5		
	РАТ	439	358	22.7		
	Exceptional Items	82	(24)			
	Net Profit	521	334	56.1		
	PAT higher due to tax incentives Includes impact of merger of subsidiaries / demerger of plantations					
				DQ'05 Result	s - 14 Feb '	

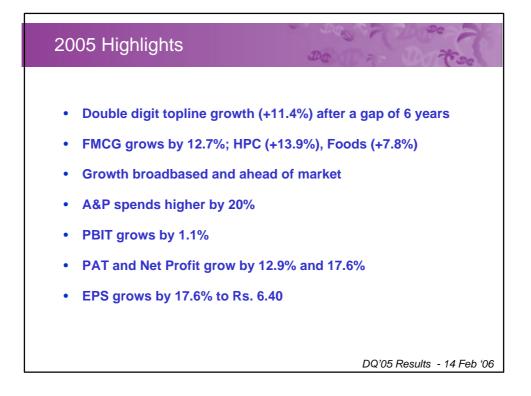


Understanding PBIT	Da Da	Da Participado			
	DQ'05	DQ'04			
PBIT margin (%)	16.4	16.5			
Margin improvements from: <ul> <li>Selective price increases</li> <li>Savings from cost effectiveness</li> <li>Better product mix</li> </ul>	programs				
<ul> <li>•Offset by:</li> <li>Aggressive brand innovation spends</li> <li>Investments in A&amp;P (▲ Rs 88 crores)</li> <li>Cost increases in Detergents ( Laundry ) not fully covered by price increase</li> </ul>					
		DQ'05 Results - 14 Feb '06			

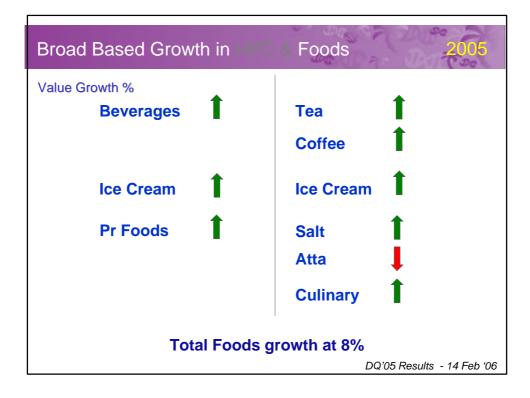
Understanding PBIT	De De	2005				
	2005	2004				
PBIT margin (%)	13.3	14.7				
•Margin improvements from:						
<ul> <li>Price increases in select categories</li> </ul>	<ul> <li>Price increases in select categories</li> </ul>					
<ul> <li>Savings from cost effectiveness</li> </ul>	s programs					
<ul> <li>Better product mix and improve</li> </ul>	<ul> <li>Better product mix and improved margins in Processed Foods</li> </ul>					
•Offset by:						
<ul> <li>Crude Oil price led cost escalat price increases</li> </ul>	ions in Detergents (	Laundry) not neutralized by				
<ul> <li>Higher investments in Brand but</li> </ul>	<ul> <li>Higher investments in Brand building - A&amp;P ( Rs 170 crores) &amp; Innovations</li> </ul>					
<ul> <li>One time credits in the base</li> </ul>						
		DO'05 Results - 14 Feb '06				

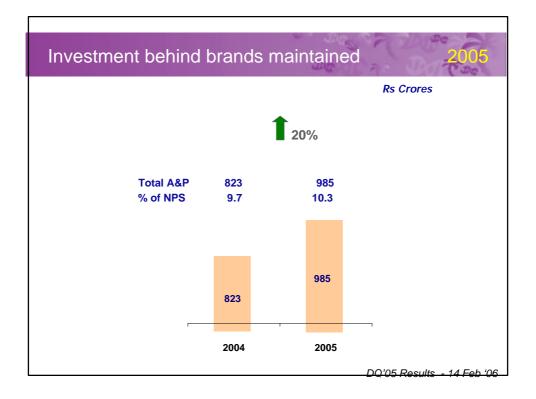
	Rs crores
PARTICULARS	DQ'05
Profit on transfer of Plantation divisions to subsidiaries	89
Profit on disposal of trade investment	44
One time reduction in tax liability on account of integration of TOCDL	23
Provision for diminution in value of investments in subsidiary companies / Joint ven	tures (33)
Provision towards impairment of tangible / intangible assets of a business	(25)
Cost arising out of termination of sourcing arrangement	(10)
Compensation under VRS	(6)
EXCEPTIONAL ITEMS	82











Rs Crores	2005	2004	Growth%
Sales	11061	9927	11.4
PBIT	1471	1455	1.1
РВТ	1604	1505	6.6
РАТ	1355	1199	12.9
Net Profit	1408	1197	17.6
EPS (Rs)	6.40	5.44	17.6

DQ'05 Results - 14 Feb '06

## 2005 Results - Cash generation

Rs Crores	2005	2004
Business Operation (post tax)	1521	1391
Working Capital Reduction	505	(89)
Treasury income	105	42
Total Cash Generated	2131	1344
Capex (Net)	(153)	(193)
Net Cash Generated	1978	1151

DQ'05 Results - 14 Feb '06

Dividend	De De	62 20 0 2 1	20		
<ul> <li>Board recommends a final dividend of Rs 2.50 per share</li> </ul>					
Dividend Per Share of Re 1	2005	2004			
Interim	2.50	2.50			
Distribution Tax	0.35	0.33			
Total Interim Dividend	2.85	2.83			
Final	2.50	2.50			
Distribution Tax	0.35	0.33			
Total Final Dividend	2.85	2.83			
Total Distribution (Incl Tax)	5.70	5.65			
	-				
		DQ'05 Resi	ults - 14 Feb '06		



