



HINDUSTAN LEVER LIMITED

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2004

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 31 st December	
2004	2003		2004	2004	2003
2,600.83	2,583.48	1. Net Sales	7,326.12	9,926.95	10,138.35
1,825.73	1,766.08	i) Domestic FMCG - HPC	5,057.09	6,882.82	6,734.08
399.53	436.62	ii) Domestic FMCG - Foods (including Ice Cream)	1,168.03	1,567.56	1,692.81
2,225.26	2,202.70	Domestic FMCG - Total (i+ii)	6,225.12	8,450.38	8,426.89
320.22	311.62	iii) Exports	928.80	1,249.02	1,225.09
55.35	69.16	iv) Others	172.20	227.55	267.66
2,600.83	2,583.48	a) Continuing Business (i+ii+iii+iv)	7,326.12	9,926.95	9,919.64
-	-	b) Discontinued business	-	-	218.71
91.55	101.05	2. Other Income	227.29	318.84	459.83
42.98	55.03	a) Operational	95.43	138.41	185.42
48.57	46.02	b) Financial	131.86	180.43	274.41
(2,180.91)	(1,973.20)	3. Total Expenditure (d+e+f+g)	(6,308.67)	(8,489.58)	(8,161.69)
(38.66)	60.27	a) Increase/(decrease) in stock in trade	(16.21)	(54.87)	104.14
(1,062.75)	(994.28)	b) Consumption of raw/packing material	(2,822.07)	(3,884.82)	(3,959.63)
(332.29)	(323.95)	c) Purchase of goods	(1,140.10)	(1,472.39)	(1,429.76)
(1,433.70)	(1,257.96)	d) Cost of Goods Sold (a+b+c)	(3,978.38)	(5,412.08)	(5,285.25)
(89.70)	(119.28)	e) Staff Cost	(485.14)	(574.84)	(578.63)
(177.27)	(169.74)	f) Advertising & Promotions	(658.71)	(835.98)	(759.09)
(480.24)	(426.22)	g) Other expenditure	(1,186.44)	(1,666.68)	(1,538.72)
(32.32)	(32.32)	4. Interest	(97.66)	(129.98)	(66.76)
479.15	679.01	5. Gross Profit [1+2-3-4]	1,147.08	1,626.23	2,369.73
(33.08)	(32.93)	6. Depreciation / Amortisation	(87.82)	(120.90)	(124.79)
429.82	632.38	7. Profit before interest and taxation [1+2(a)-3-6]	1,025.06	1,454.88	2,037.29
446.07	646.08	8. Profit before taxation [5-6]	1,059.26	1,505.33	2,244.94
(34.39)	(94.64)	9. Provision for taxation - current tax	(231.61)	(266.00)	(427.36)
(53.14)	(36.80)	10. Provision for taxation - deferred tax	(1.60)	(54.74)	(60.94)
(1.03)	47.69	11. Taxation Adjustments of Previous Periods (net)	15.73	14.70	47.69
357.51	562.33	12. Profit after taxation, before exceptional items [8-9-10-11]	841.78	1,199.29	1,804.33
(23.84)	(67.61)	13. Exceptional Items, net of taxes	21.91	(1.93)	(32.54)
333.67	494.72	14. Net Profit [12+13]	863.69	1,197.36	1,771.79
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		1,871.92	1,917.93
1.52	2.25	Basic and Diluted Earnings per Share of Re 1 (not annualised) - Rs.	3.92	5.44	8.05
6.06	8.99	Basic and Diluted Earnings per Share of Re 1 (annualised) - Rs.	5.23	5.44	8.05
		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	
2004	2003		2004	2003
		Segment Revenue (Sales and Income from Services)		
1,147.98	1,095.33	- Soaps and Detergents	4,470.74	4,379.43
696.74	688.46	- Personal Products	2,472.24	2,410.18
330.62	308.69	- Beverages	1,194.55	1,184.18
62.17	108.02	- Processed Foods Total	285.07	602.46
62.17	108.02	Processed Foods Continuing	285.07	384.71
-	-	Processed Foods Discontinued	-	217.75
13.06	15.69	- Ice Creams	88.94	93.39
320.22	311.62	- Exports	1,249.02	1,225.09
67.24	110.29	- Others (includes Chemicals, Plantations etc)	300.15	387.86
2,638.03	2,638.10	Total Segment Revenue	10,060.71	10,282.59
(6.00)	(8.11)	Less : Inter segment revenue	(25.42)	(37.11)
2,632.03	2,629.99	Net Segment Revenue	10,035.29	10,245.48
		Segment Results (Profit before interest and tax)		
230.92	324.12	- Soaps and Detergents	775.06	1,088.28
232.34	293.67	- Personal Products	807.50	884.10
69.05	60.09	- Beverages	238.71	224.84
(34.35)	4.44	- Processed Foods Total	(81.76)	0.56
(34.35)	4.44	Processed Foods Continuing	(81.76)	4.31
-	-	Processed Foods Discontinued	-	(3.75)
(3.88)	(5.40)	- Ice Creams	(4.69)	0.39
15.11	23.73	- Exports	39.62	61.53
(10.90)	(5.39)	- Others	(32.87)	(15.00)
498.29	695.26	Total Segment Results	1,741.57	2,244.70
(32.32)	(32.32)	Less : Interest Expense	(129.98)	(66.76)
(19.90)	(16.86)	Add/(Less) : Other unallocable expenditure net of unallocable incor	(106.26)	67.00
446.07	646.08	Total Profit Before Tax	1,505.33	2,244.94
		Capital Employed (Segment assets less Segment liabilities)		
276.86	162.37	- Soaps and Detergents	276.86	162.37
291.72	212.30	- Personal Products	291.72	212.30
(21.18)	(32.22)	- Beverages	(21.18)	(32.22)
13.10	53.84	- Foods	13.10	53.84
(0.38)	6.18	- Ice Creams	(0.38)	6.18
448.56	340.31	- Exports	448.56	340.31
63.43	119.44	- Others	63.43	119.44
1,072.11	862.22	Total Capital Employed in segments	1,072.11	862.22
1,020.60	1,276.50	Add : Unallocable corporate assets less corporate liabilities	1,020.60	1,276.50
2,092.71	2,138.72	Total Capital Employed in company	2,092.71	2,138.72

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AUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED 31ST DECEMBER 2004

* OPERATING PROFITS UP %, OPERATING MARGINS INCREASE BY UP BPS
 * DOMESTIC HPC SALES GREW BY % AND BY % IN JQ 03 -
 * FOODS AND BEVERAGES MARGINS CONTINUE TO IMPROVE
 * NET PROFIT (COMPARABLE BASIS) GROWS BY %
 * FINAL DIVIDEND UP BY % TO Rs. PER SHARE

Unaudited Results for the Fourth Quarter ended 31th December		Rs. Crores	
		Audited Results for the Year Ended 31 st December	
2003	2002	2004	2003
		10,598.20	10,836.95
		7,018.07	6,899.66
		1,720.45	1,878.14
		8,738.52	8,777.80
		1,459.92	1,416.19
		399.76	400.67
		10,598.20	10,594.66
		-	242.29
		303.61	431.82
		152.20	198.11
		151.41	233.71
		(9,108.07)	(8,840.83)
		(60.94)	103.50
		(4,228.27)	(4,342.77)
		(1,485.67)	(1,445.66)
		(5,774.88)	(5,684.93)
		(648.77)	(654.18)
		(876.89)	(797.81)
		(1,807.53)	(1,703.91)
		(136.25)	(69.12)
		1,657.49	2,358.82
		(195.68)	(199.99)
		1,446.65	1,994.24
		1,461.81	2,158.83
		(284.23)	(443.96)
		(51.06)	(62.52)
		13.99	48.00
		1,140.51	1,700.35
		60.81	(24.50)
		1,201.32	1,675.85
		4.89	2.47
		2.19	9.02
		1,208.40	1,687.34
		220.12	220.12
		1,890.24	1,926.64
-	-	5.49	7.67
		1,066,394,333	1,066,394,333
		48.45%	48.45%

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