

# HINDUSTAN LEVER LIMITED

Unaudited Financial Results for the Quarter ended 30th June 2002

Rs Crores

Unaudited Results for the Second Quarter ended 30th June		Unaudited Results for the Six Months ended 30th June		Year ended 31st December 2001 (Audited)
2002	2001	2002	2001	
2,671.57	2,931.25	5,052.23	5,573.76	10,971.90
2,326.43	2,287.28	4,353.16	4,430.20	8,875.89
305.53	506.36	607.41	941.48	1,750.62
39.61	137.61	91.66	202.08	345.39
81.70	91.20	177.63	193.40	381.79
24.05	16.12	46.35	40.50	82.18
57.65	75.08	131.28	152.90	299.61
(2,199.37)	(2,538.99)	(4,182.64)	(4,843.08)	(9,257.92)
(72.99)	36.56	(42.43)	35.49	(4.64)
(997.84)	(1,031.33)	(1,921.53)	(1,973.96)	(3,849.57)
(368.31)	(725.34)	(750.55)	(1,404.37)	(2,499.75)
(1,439.14)	(1,720.11)	(2,714.51)	(3,342.84)	(6,353.96)
(158.01)	(143.69)	(303.80)	(292.25)	(591.70)
(239.47)	(261.87)	(464.33)	(459.26)	(823.82)
(362.75)	(413.32)	(700.00)	(748.73)	(1,488.44)
(2.46)	(2.16)	(6.03)	(3.26)	(7.74)
551.44	481.30	1,041.19	920.82	2,088.03
(31.57)	(32.79)	(69.99)	(65.98)	(144.66)
464.68	375.59	845.95	705.20	1,651.50
519.87	448.51	971.20	854.84	1,943.37
(127.13)	(101.78)	(218.52)	(191.52)	(397.69)
7.73	-	1.61	-	(4.73)
400.47	346.73	754.29	663.32	1,540.95
46.87	119.86	121.59	142.45	100.36
447.34	466.59	875.88	805.77	1,641.31
220.12	220.06	220.12	220.06	220.12
				2,822.90
2.03	2.12	3.98	3.66	7.46
8.13	8.48	7.96	7.32	7.46
1,066,394,333	1,065,745,600	1,066,394,333	1,065,745,600	1,066,394,333
48.45%	48.43%	48.45%	48.43%	48.45%

Segment wise Revenue, Results and Capital Employed, under Clause 41 of the (Rs Crores)		
Unaudited Results for the Second Quarter ended		Year ended
30th June 2002	30th June 2001	31st December 2001 (Audited)
		<b>Segment Revenue (Sales and Income from Services)</b>
1,210.10	1,144.21	- Soaps and Detergents 4,295.43
600.97	590.70	- Personal Products 2,217.94
296.97	318.59	- Beverages 1,418.82
175.82	173.78	- Foods (includes Oils and Fats, Culinary and Branded Staples ) 794.20
44.69	60.94	- Ice Creams 161.86
305.54	506.36	- Exports 1,750.62
92.00	215.76	- Others (includes Chemicals, Agri, Plantations etc) 654.73
2,726.09	3,010.34	<b>Total Segment Revenue 11,293.60</b>
(26.83)	(79.08)	<b>Less : Inter segment revenue (267.55)</b>
2,699.26	2,931.26	<b>Net Segment Revenue 11,026.05</b>
		<b>Segment Results (Profit before interest and tax)</b>
284.73	200.19	- Soaps and Detergents 978.63
185.66	154.05	- Personal Products 670.14
59.25	52.27	- Beverages 173.59
(9.12)	0.08	- Foods 6.92
4.94	(2.91)	- Ice Creams (26.52)
22.75	15.84	- Exports 82.04
3.79	32.52	- Others 24.59
552.00	452.04	<b>Total Segment Results 1,909.39</b>
(2.46)	(2.17)	<b>Less : Interest Expense (7.74)</b>
(29.67)	(1.36)	<b>Add/(Less) : Other unallocable expenditure net of unallocable incon 41.72</b>
519.87	448.51	<b>Total Profit Before Tax 1,943.37</b>
		<b>Capital Employed (Segment assets less Segment liabilities)</b>
61.44	(49.36)	- Soaps and Detergents 66.10
33.82	(91.91)	- Personal Products (46.24)
(86.54)	(0.64)	- Beverages (33.53)
(13.97)	54.74	- Foods 45.98
1.57	45.35	- Ice Creams 47.45
190.64	141.16	- Exports 275.40
84.49	128.42	- Others 154.01
271.45	227.76	<b>Total Capital Employed in segments 509.17</b>
3,648.13	2,534.55	<b>Add : Unallocable corporate assets less corporate liabilities 2,534.53</b>
3,919.58	2,762.31	<b>Total Capital Employed in company 3,043.70</b>
<b>Notes :</b>		
<p>1) Gross Margins have improved across the various segments during the quarter. Segment Profit is lower in Foods due to the continued investments in Advertising and Promotional spends. Improved results in Ice Creams reflect the results of the new business strategy. Segment Revenue and Results of Others Segment has been impacted by the disposal of the Quest, Nickel Catalyst, Adhesives, Seeds and Diversey Lever business between April 2001 and June 2002.</p>		
<p>2) Segment Revenue, Results and Capital Employed figures include the respective amounts identifiable to each of the segments. Other unallocable expenditure includes expenses incurred on common services provided to the segments which are not directly identifiable to the individual segments as well as expenses incurred at a corporate level which relate to the company as a whole. Unallocable income mainly includes income from investment of surplus funds and dividends from subsidiary companies. Capital Employed figures are as at 30th June 2002, 30th June 2001 and 31st December 2001. Unallocated corporate assets mainly relate to investments.</p>		
<p>3) Overall stocks in the company have declined during the quarter. However, capital employed in the Soaps and Detergents and Personal Products segment have increased mainly due to Capital Expenditure as part of the Long Term Manufacturing Strategy</p>		