



Hindustan Lever Limited

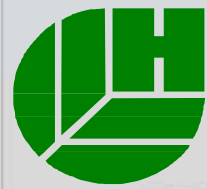
Financial results SQ'03



SQ 2003 Results

Headlines

- **HLL Growth doubles to 6.8%**
- **Power Brands Surge by 9.8%**
 - **HPC up 7.7%**
 - **Foods up 19.9%**
- **Beverages Cheer with 9.0% Growth**
 - **Brooke Bond Master Brand grows 22.3%**
- **Processed Foods continue high growth at 21.0%**
- **Exceptional Growth in Skin (+42.5%), Toothpastes (+10.8%), Colour Cosmetics (+33.7%)**
- **Operating Profit up by 6.3%, EBITDA up by 5.6%**



SQ 2003 Results **Highlights**

- **Continuing businesses accelerate, grow by (+6.8%); Continuing FMCG (+6.1%)**
- **Overall sales growth momentum continues; (+4.2%) growth**
- **Power Brands (HPC + Foods*) grow by (+9.8%)**
- **HPC sustains growth(+5.2%) in a declining market(-6.7%)**
 - **HPC power brands grow by 7.7% - Led by Skin, Colour and Toothpaste**
 - **Fabric Wash back to growth (+2.0%) driven by revival in Rin (+9.3%)**

** Foods excludes Edible Oils and Fats business - Since disposed Off*

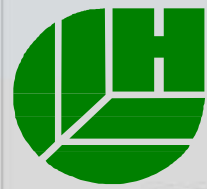


SQ 2003 Results

Highlights

- **Total Foods*** shows strong growth (+10.0%) in a declining market(-7.7%)
- **Beverages** back to growth (+9.0%)
- **Processed Foods*** maintains strong momentum grows by (+21.0%)
- **Foods* Power Brands** grow by a strong (+19.9%)
 - Master Brand “Brooke Bond” grows by (+22.3%)
 - Kissan grows by (+41.9%); Knorr grows by (+58.0%)
- **Exports** grow by (+5.1%)

** Foods excludes Edible Oils and Fats business - Since disposed Off*

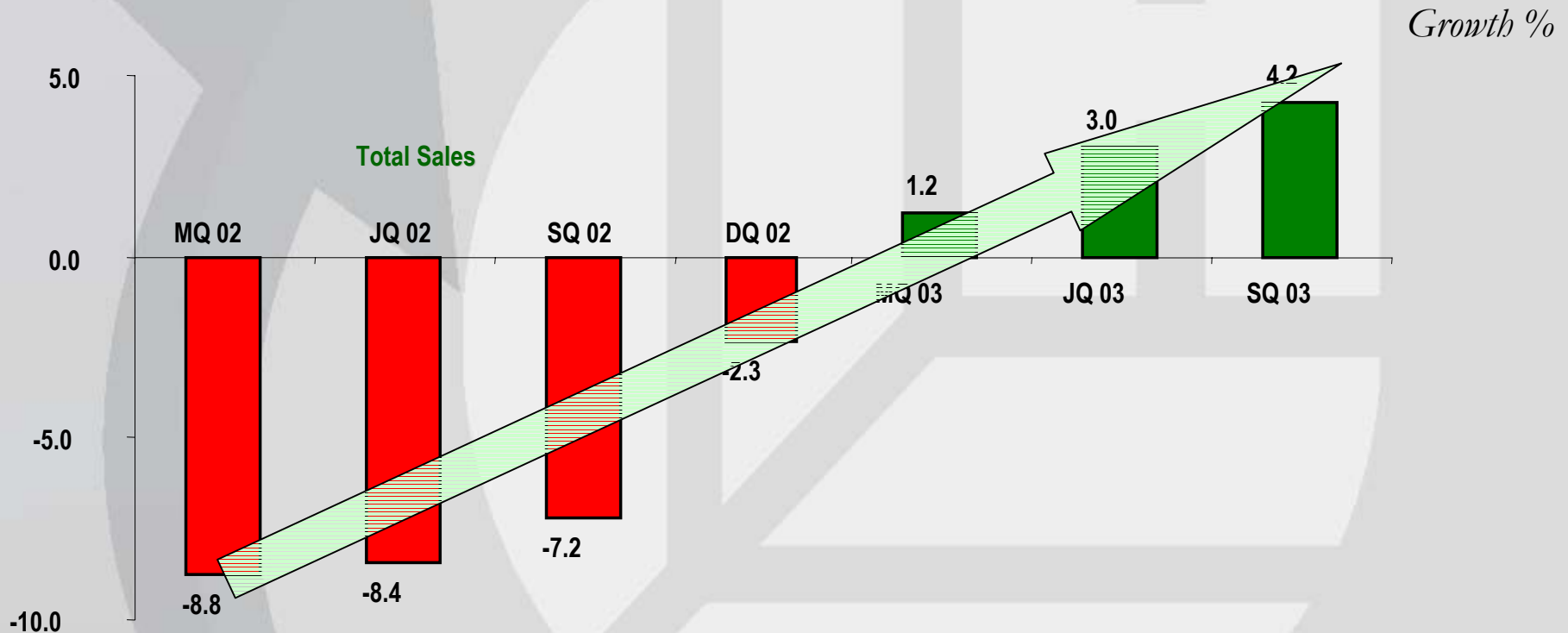


SQ 2003 Results **Highlights**

- **Operating Profits (PBIT) improves by 6.3%**
- **Profit Before Tax lower by (-)1.5% due to interest on Bonus Debentures (Rs 30 Cr)**
- **Profit After Tax (before exceptionals) lower by (-)2.9%**
- **Net Profit Grows by (+7.2%) (aided by net exceptional income of Rs 35.1 Cr)**



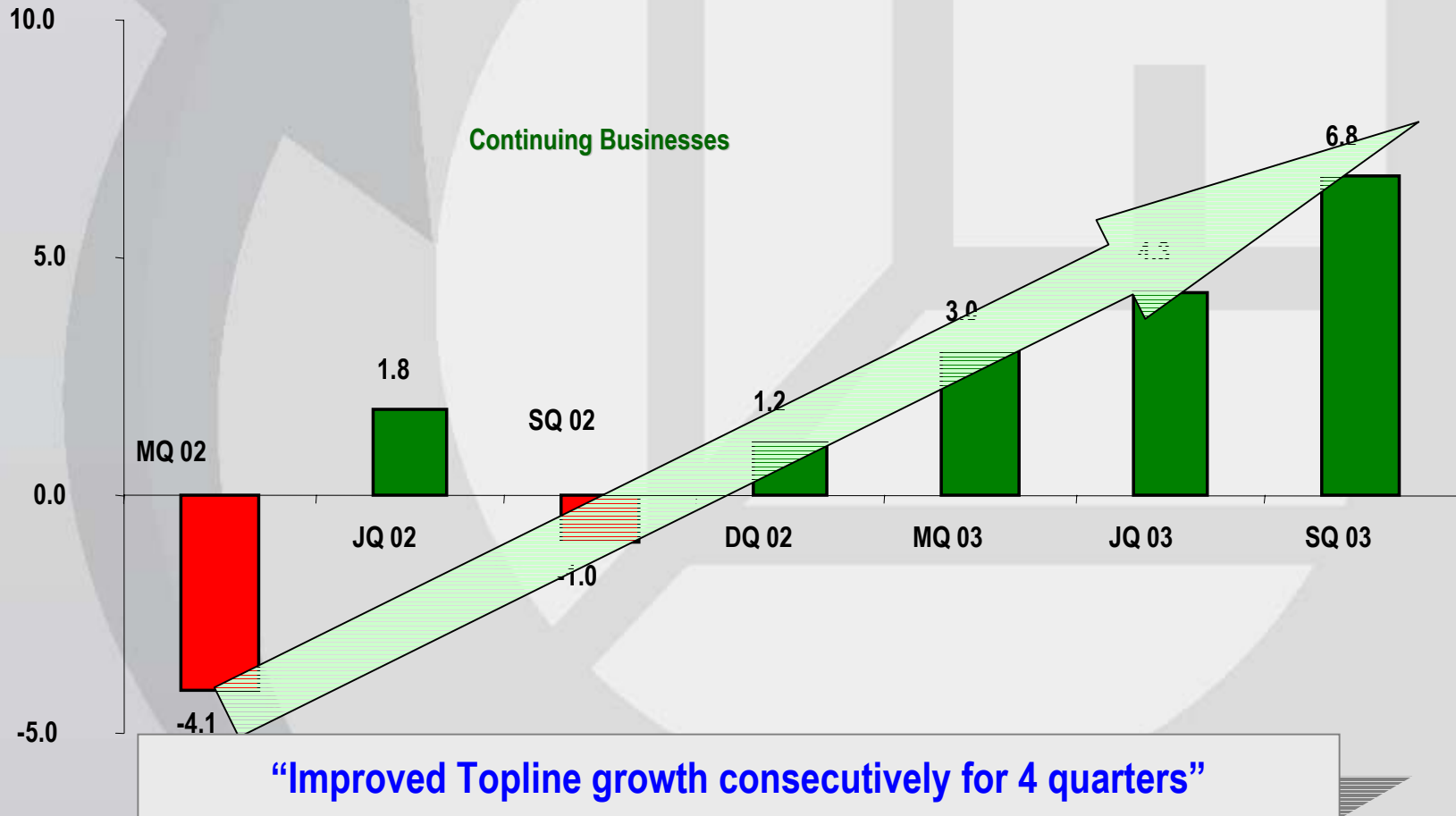
Total Sales Growth Momentum Continues

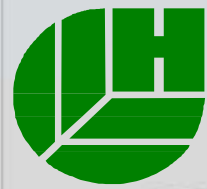


“Improved Topline growth in each consecutive quarter in 2003”



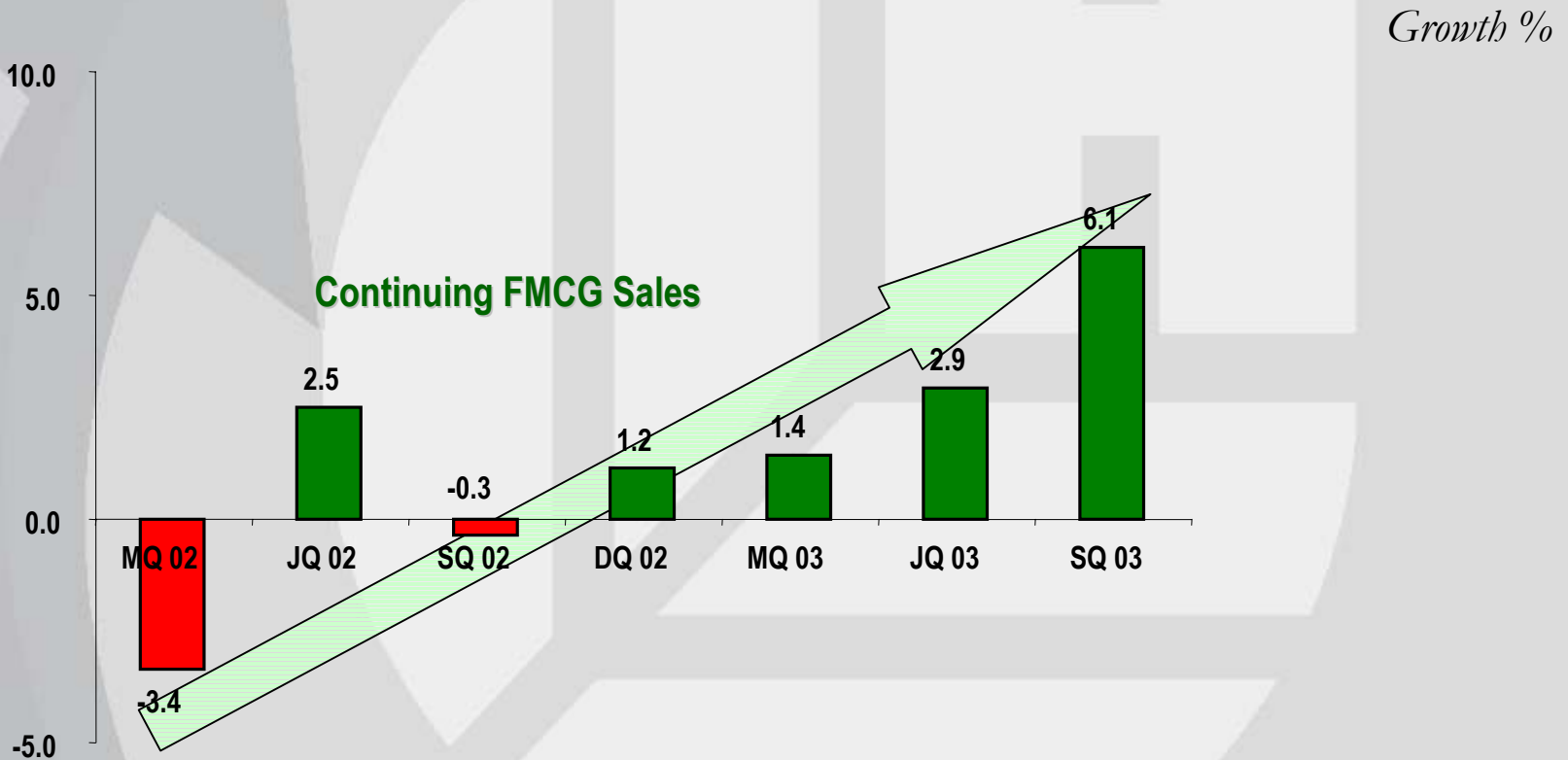
Continuing Business Sales Accelerate...





FMCG Sales

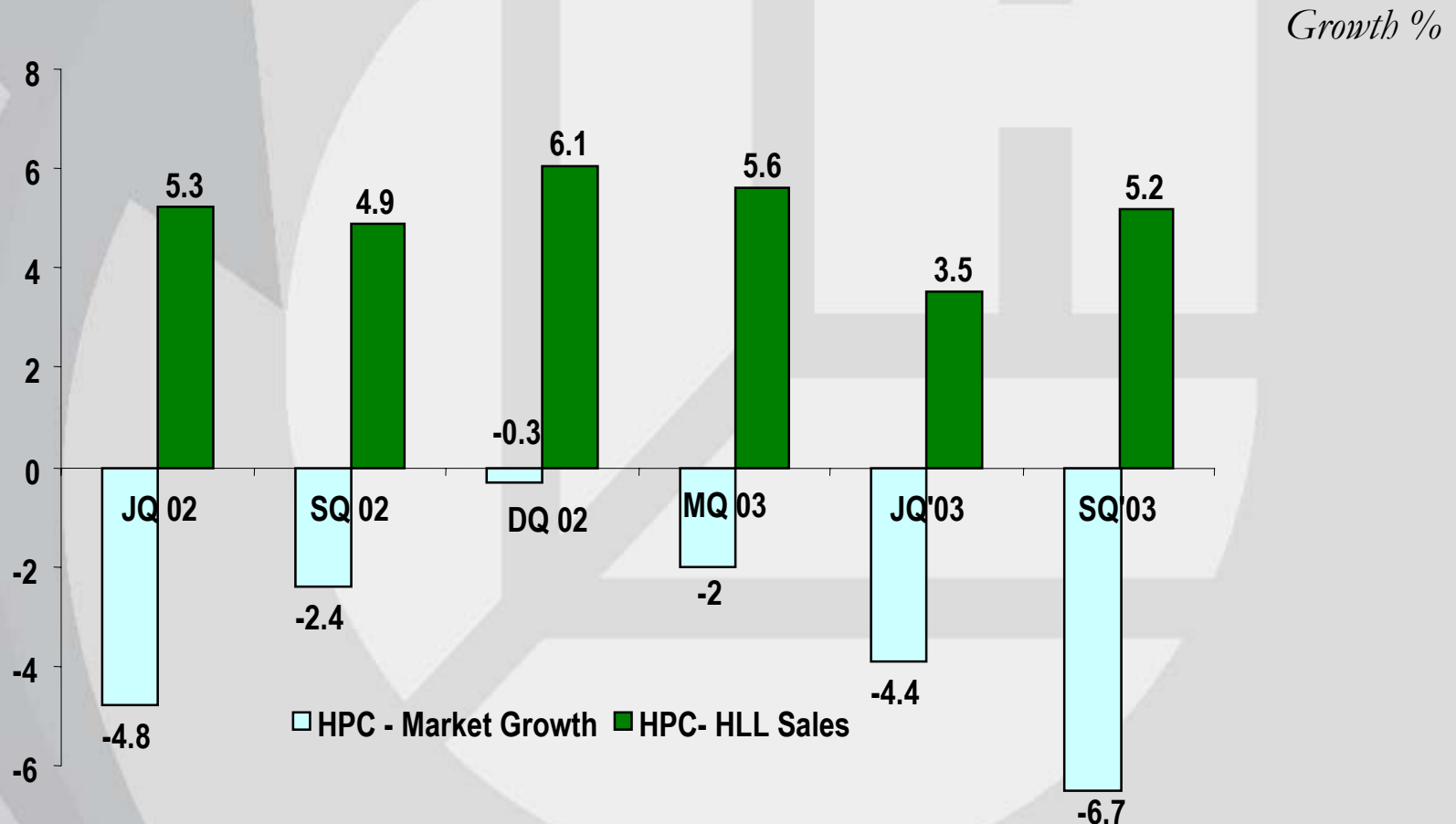
Growth Momentum Continues



“Improved Toplevel growth consecutively for 4 quarters”



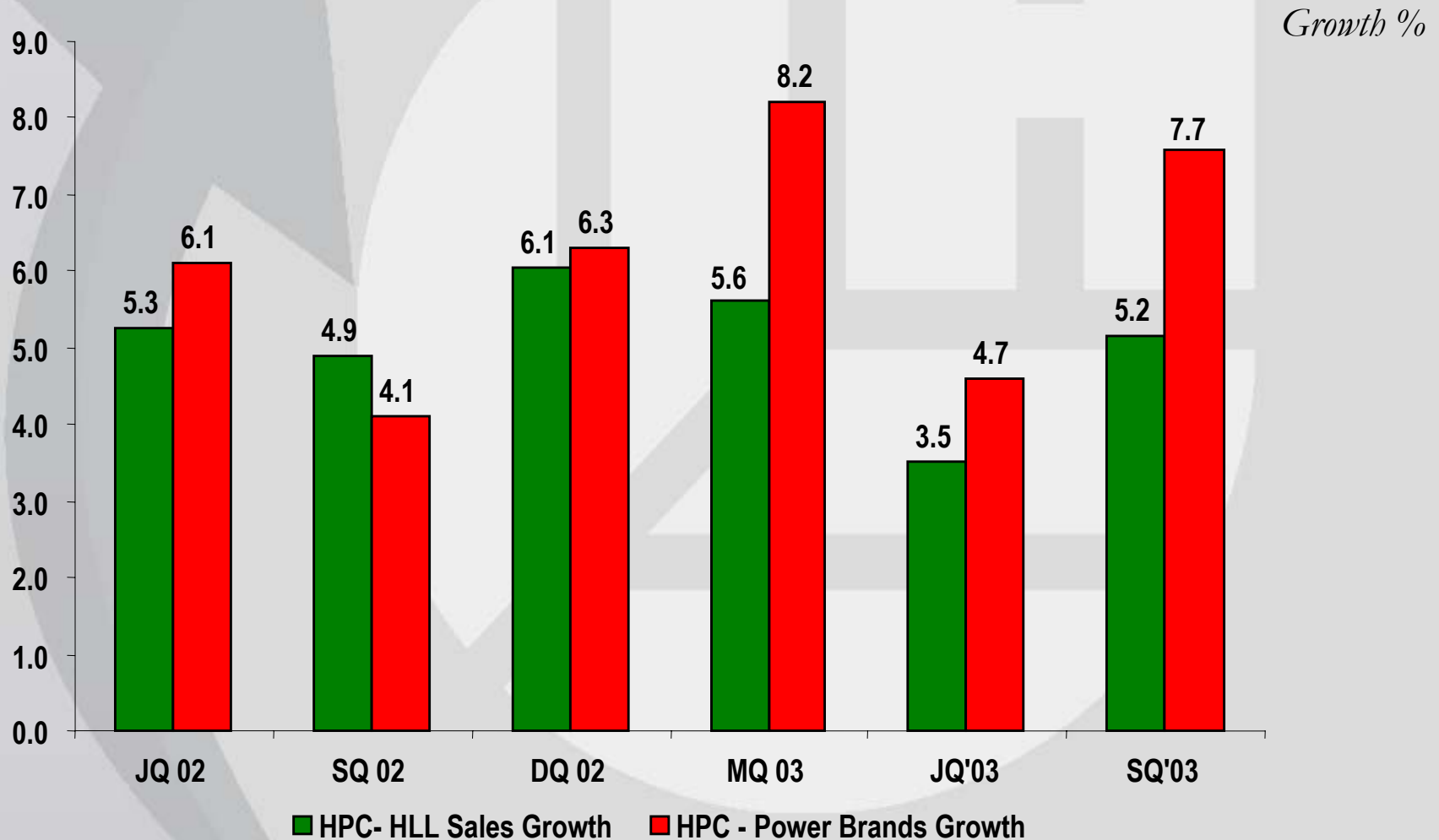
Sustained growth in a declining market

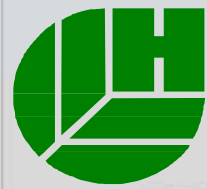


Six consecutive quarters of growth

**HPC**

Power Brands Drive Growth





HPC Power Brands

delivering strong growth - SQ'03



Lakme : 68%



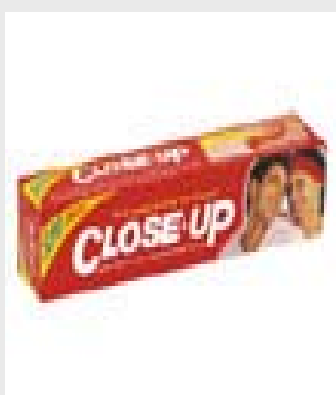
Nihar : 41%



FAL : 34%



Ponds : 20%



CloseUp : 10%



Rin : 9%



Wheel : 9%



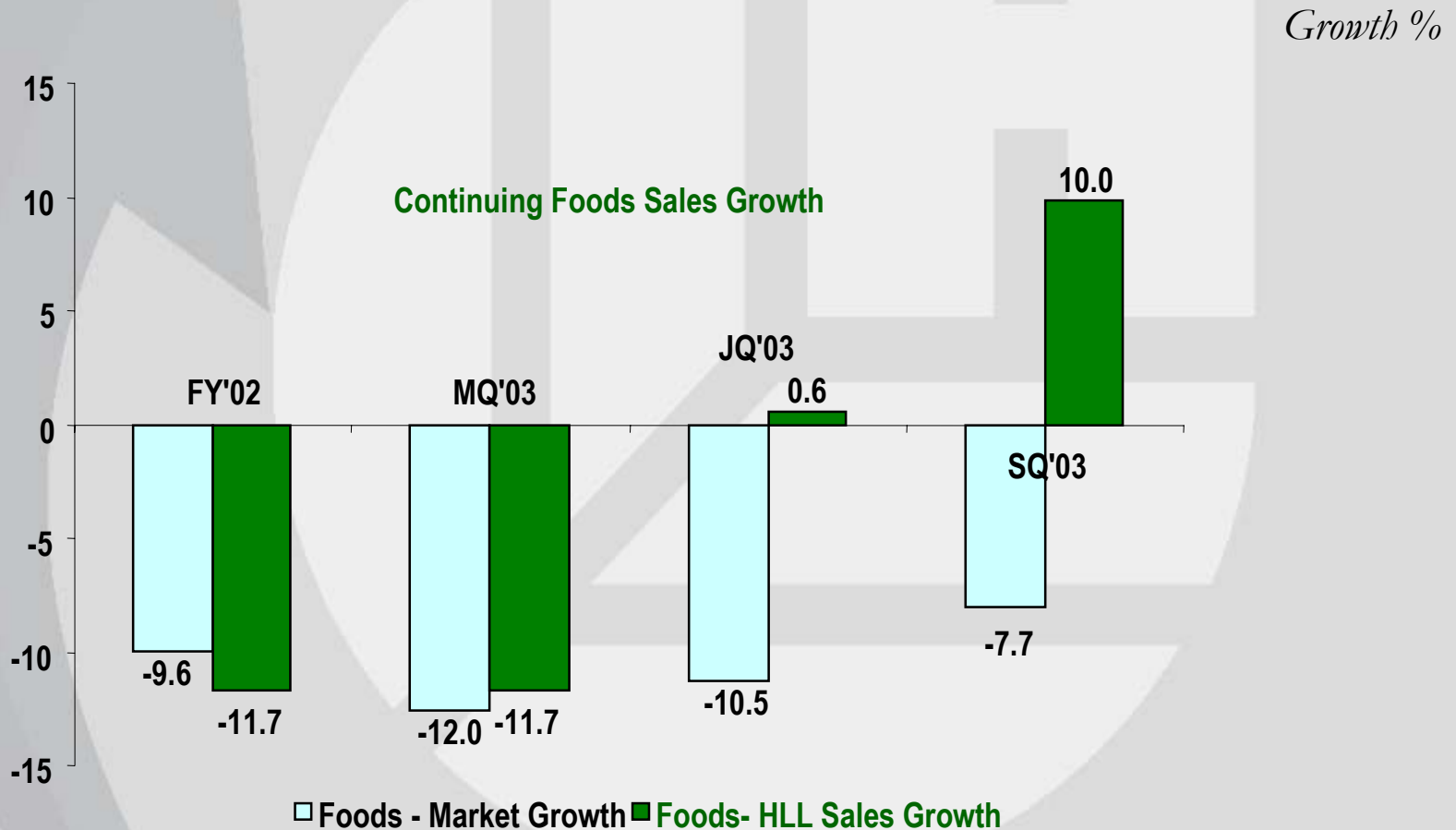
Lifebuoy : 8%

* Group Basis



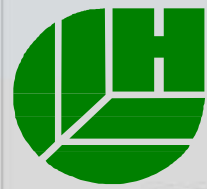
Total Foods Sales

Strong revival



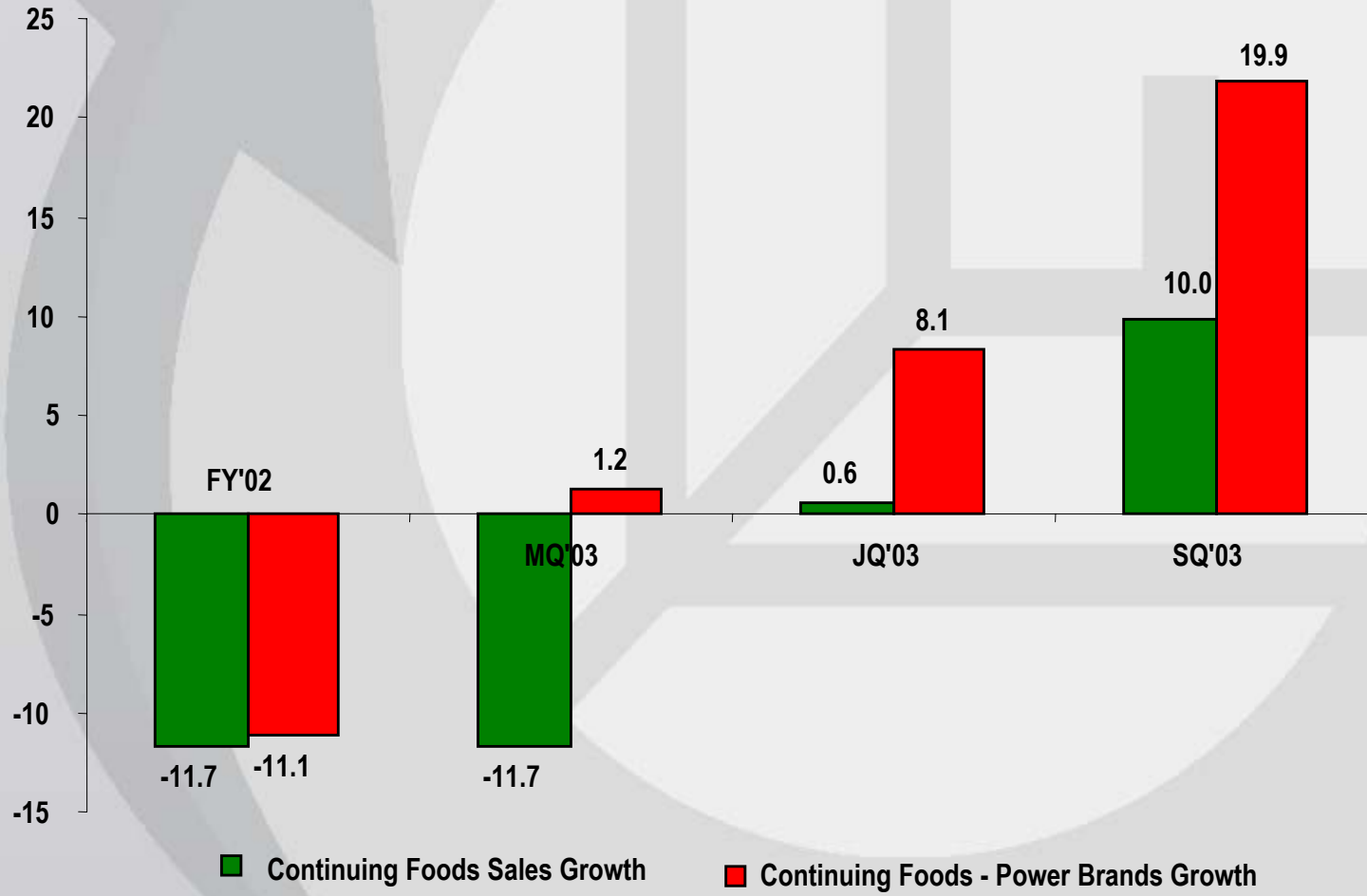
* Foods Market Growth excludes Edible Oils and Fats business - Since Disposed Off

* Total foods comprises of Beverages, Processed Foods and Ice Creams



Total Foods Power Brands Drive Growth

Growth %





Total Foods Power Brands delivering strong growth - SQ'03



Kissan : 42%



Knorr : 58%



Bru : 35%



Brooke Bond : 22.3%

* Group Basis



Brooke Bond Master Brand **delivering strong growth post relaunch** **Cheers Your Senses!!!**



Brooke Bond : 22.3%



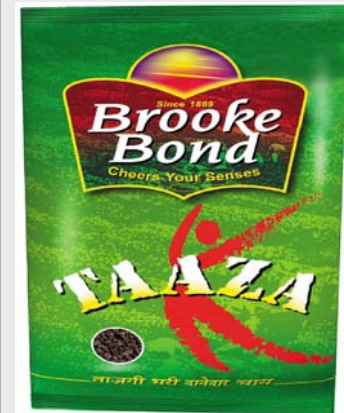
Taj : 24%



Red Label : 19%



3 Roses : 19%



Taaza : 30%

** Group Basis*



Topline Summary

HPC Growth = 5.2% ; PB Growth = 7.7%

Foods Growth = 10.0%; PB Growth = 19.9%

PB growth (HPC + Foods*) 9.8%

Exports Growth = 5.1%

** Foods excludes Edible Oils and Fats business - Since disposed Off*



Thank You