



HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 31ST MARCH 2004

* VOLUME GROWTH ACCELERATES TO 7% IN HPC ; VALUE GROWTH OF 3.5%
 * FOODS POWER BRANDS GROW 8% ; OVERALL FOODS GROWTH 1.4%
 * CONTINUING SALES GROW 3%
 * EBIT DECLINES 13.7% MAINLY DUE TO STRATEGIC PRICING AND BRAND INVESTMENT

	Unaudited Results for the Quarter ended 31 st March		Rs. Crores Year ended 31st December 2003 (Audited)
	2004	2003	
1. Net Sales	2,353.34	2,370.93	10,138.35
i) Domestic FMCG - HPC	1,572.81	1,519.74	6,734.08
ii) Domestic FMCG - Foods (including Ice Cream)	409.94	404.28	1,692.81
Domestic FMCG - Total (i+ii)	1,982.75	1,924.02	8,426.89
iii) Exports	311.24	315.62	1,246.30
iv) Others	59.35	44.06	246.45
a) Continuing Business (i+ii+iii+iv)	2,353.34	2,283.70	9,919.64
b) Discontinued business	-	87.23	218.71
2. Other Income	71.35	148.45	459.83
a) Operational	28.15	63.37	185.42
b) Financial	43.20	85.08	274.41
3. Total Expenditure (d+e+f+g)	(1,993.43)	(1,987.54)	(8,161.69)
a) Increase/(decrease) in stock in trade	102.14	47.84	104.14
b) Consumption of raw/packing materials	(977.66)	(962.39)	(3,959.63)
c) Purchase of goods	(383.67)	(355.13)	(1,429.76)
d) Cost of Goods Sold (a+b+c)	(1,259.19)	(1,269.68)	(5,285.25)
e) Staff Cost	(163.49)	(162.96)	(578.63)
f) Advertising & Promotions	(204.78)	(209.09)	(759.09)
g) Other expenditure	(365.97)	(345.81)	(1,538.72)
4. Interest	(31.79)	(1.83)	(66.76)
5. Gross Profit [1+2-3-4]	399.47	530.01	2,369.73
6. Depreciation / Amortisation	(29.10)	(30.76)	(124.79)
7. Profit before interest and taxation [1+2(a)-3-6]	358.96	416.00	2,037.29
8. Profit before taxation [5-6]	370.37	499.25	2,244.94
9. Provision for taxation - current tax	(82.00)	(115.82)	(427.36)
10. Provision for taxation - deferred tax	(1.19)	(0.51)	(60.94)
11. Taxation Adjustments of Previous Periods (net)	15.73	-	47.69
12. Profit after taxation, before exceptional items [8-9-10-11]	302.91	382.92	1,804.33
13. Exceptional Items, net of taxes	(8.03)	-	(32.54)
14. Net Profit [12+13]	294.88	382.92	1,771.79
Paid up Equity Share Capital (face value Re 1 per share)	220.12	220.12	220.12
Total Paid up Equity Share Capital (face value Re 1 per share)	220.12	220.12	220.12
Reserves excluding Revaluation Reserve			1,917.93
Basic and Diluted Earnings per Share of Re 1 (not annualised)	1.34	1.74	8.05

Basic and Diluted Earnings per Share of Re 1 (annualised) - F	5.36	6.96	8.05
Aggregate of Non-Promoters Holdings			
- Number of Shares	1,066,394,333	1,066,394,333	1,066,394,333
- 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
	31 st March 2004	31 st March 2003	31 st December 2003
Segment Revenue (Sales and Income from Services)			
- Soaps and Detergents	1,032.01	999.25	4,379.43
- Personal Products	553.42	533.79	2,410.18
- Beverages	302.95	294.95	1,184.18
- Processed Foods Total	79.54	167.41	602.46
Processed Foods Continuing	79.54	79.90	384.71
Processed Foods Discontinued	-	87.51	217.75
- Ice Creams	20.12	19.88	93.39
- Exports	311.24	315.62	1,246.30
- Others (includes Chemicals, Plantations etc)	85.74	74.05	366.65
Total Segment Revenue	2,385.02	2,404.95	10,282.59
Less : Inter segment revenue	(9.11)	(12.63)	(37.11)
Net Segment Revenue	2,375.91	2,392.32	10,245.48
Segment Results (Profit before interest and tax)			
- Soaps and Detergents	207.83	219.75	1,088.28
- Personal Products	175.59	172.24	884.10
- Beverages	60.45	62.04	224.84
- Processed Foods Total	(7.05)	(5.21)	0.56
Processed Foods Continuing	(7.05)	(1.31)	4.31
Processed Foods Discontinued	-	(3.90)	(3.75)
- Ice Creams	(3.19)	7.31	0.39
- Exports	11.79	20.30	61.53
- Others	(10.14)	2.20	(15.00)
Total Segment Results	435.28	478.63	2,244.70
Less : Interest Expense	(31.79)	(1.83)	(66.76)
Add/(Less) : Other unallocable expenditure net of unallocable	(33.12)	22.45	67.00
Total Profit Before Tax	370.37	499.25	2,244.94
Capital Employed (Segment assets less Segment liabilities)			
- Soaps and Detergents	457.17	259.90	162.37
- Personal Products	272.95	122.37	212.30
- Beverages	36.19	(11.86)	(32.22)
- Foods	89.72	5.63	53.84
- Ice Creams	2.97	(0.89)	6.18
- Exports	330.94	297.93	340.31
- Others	128.40	88.66	119.44
Total Capital Employed in segments	1,318.34	761.74	862.22
Add : Unallocable corporate assets less corporate liabilities	1,115.28	3,280.06	1,276.50
Total Capital Employed in company	2,433.62	4,041.80	2,138.72

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