

HINDUSTAN LEVER LIMITED

UNAUDITED FINANCIAL RESULTS FOR



PER ENDED 30TH SEPTEMBER 2003

Rs. Crores

* HLL GROWTH DOUBLES TO 7%
 * POWER BRANDS SURGE BY 10% - HPC UP 8% AND FOODS UP 20%
 * BEVERAGES CHEER WITH 9% GROWTH - BROOKE BOND MASTER BRAND GROWS 22%
 * PROCESSED FOODS CONTINUE HIGH GROWTH AT 21%
 * EXCEPTIONAL GROWTH IN SKIN (+42%), TOOTHPASTES (+11%), COLOUR COSMETICS (+34%)
 * OPERATING PROFIT UP BY 6.3%, EBITDA UP BY 5.6%

Unaudited Results for the Third Quarter ended 30th September		Unaudited Results for the 9 Months ended 30th September		
2003	2002	2003	2002	Year ended 31st December 2002 (Audited)
2,467.49	2,367.46	7,528.41	7,320.35	9,954.85
1,639.43	1,558.84	4,968.00	4,745.40	6,436.80
474.96	488.48	1,474.75	1,555.40	2,089.46
2,114.39	2,047.32	6,442.75	6,300.80	8,526.26
294.43	280.12	931.63	887.53	1,256.05
58.67	40.02	154.03	132.02	172.54
106.37	106.19	347.04	283.82	384.54
30.81	23.18	118.65	69.53	103.93
75.56	83.01	228.39	214.29	280.61
(1,986.01)	(1,905.41)	(6,150.29)	(5,988.71)	(7,998.99)
62.03	168.24	55.40	125.81	5.92
(1,008.41)	(1,006.68)	(2,962.28)	(2,928.21)	(3,906.83)
(338.13)	(346.71)	(1,101.97)	(1,004.18)	(1,294.72)
(1,284.51)	(1,185.15)	(4,008.85)	(3,806.58)	(5,195.63)
(139.02)	(150.91)	(459.36)	(454.71)	(599.11)
(182.74)	(217.80)	(590.56)	(682.13)	(841.86)
(379.74)	(351.55)	(1,091.52)	(1,045.29)	(1,362.39)
(31.30)	(1.76)	(34.44)	(7.79)	(9.18)
556.55	566.48	1,690.72	1,607.67	2,331.22
(29.61)	(31.34)	(91.86)	(101.33)	(134.10)
482.68	453.89	1,404.91	1,299.84	1,925.69
526.94	535.14	1,598.86	1,506.34	2,197.12
(96.90)	(120.41)	(332.72)	(338.93)	(458.94)
(21.89)	5.40	(24.14)	7.01	(20.91)
408.15	420.13	1,242.00	1,174.42	1,717.27
35.07	(6.84)	35.07	114.75	38.42
443.22	413.29	1,277.07	1,289.17	1,755.69
220.12	220.12	220.12	220.12	220.12
				3,438.09
2.01	1.88	5.80	5.86	7.98
8.05	7.51	7.74	7.81	7.98
1,066,394,333	1,066,394,333	1,066,394,333	1,066,394,333	1,066,394,333
48.45%	48.45%	48.45%	48.45%	48.45%

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT

Rs. Crores

Unaudited Results for the Third Quarter ended			Unaudited Results for the 9 Months ended		Unaudited Results for the Year ended
30th Sept 2003	30th Sept 2002		30th Sept 2003	30th Sept 2002	December 2002
		Segment Revenue (Sales and Income from Services)			
1,072.51	1,064.68	- Soaps and Detergents	3,284.10	3,256.19	4,385.03
582.52	505.70	- Personal Products	1,721.72	1,520.00	2,095.04
293.70	270.31	- Beverages	875.49	913.79	1,232.03
150.28	184.23	- Foods (includes Oils and Fats, Culinary and Branded Staples)	494.44	521.64	714.50
21.78	23.23	- Ice Creams	77.70	90.04	107.25
294.43	280.12	- Exports	931.63	887.53	1,256.05
85.08	86.42	- Others (includes Chemicals, Agri, Plantations etc)	232.95	261.88	343.76
2,500.30	2,414.69	Total Segment Revenue	7,618.03	7,451.07	10,133.66
(8.21)	(28.27)	Less : Inter segment revenue	(29.00)	(71.43)	(95.22)
2,492.09	2,386.42	Net Segment Revenue	7,589.03	7,379.64	10,038.44
		Segment Results (Profit before interest and tax)			
255.47	289.32	- Soaps and Detergents	764.16	803.15	1,134.49
202.51	165.18	- Personal Products	590.43	505.10	760.06
48.09	54.17	- Beverages	164.75	173.47	243.59
(3.42)	(7.37)	- Foods	(3.88)	(22.31)	(28.92)
(3.95)	(1.58)	- Ice Creams	5.79	(4.44)	(14.39)
2.82	11.74	- Exports	37.80	57.59	95.89
2.58	(0.97)	- Others	(9.61)	(7.29)	(7.88)
504.10	510.49	Total Segment Results	1,549.44	1,505.27	2,182.84
(31.30)	(1.76)	Less : Interest Expense	(34.44)	(7.79)	(9.18)
54.14	26.41	Add/(Less) : Other unallocable expenditure net of unallocable income	83.86	8.86	23.46
526.94	535.14	Total Profit Before Tax	1,598.86	1,506.34	2,197.12
		Capital Employed (Segment assets less Segment liabilities)			
137.14	181.83	- Soaps and Detergents	137.14	181.83	177.04
112.31	84.72	- Personal Products	112.31	84.72	91.51
(94.74)	(45.61)	- Beverages	(94.74)	(45.61)	(41.12)
51.57	(17.12)	- Foods	51.57	(17.12)	(34.90)
(3.18)	7.50	- Ice Creams	(3.18)	7.50	(2.71)
282.32	262.55	- Exports	282.32	262.55	265.04
143.52	91.90	- Others	143.52	91.90	105.22
628.94	565.77	Total Capital Employed in segments	628.94	565.77	560.08
1,757.72	3,216.77	Add : Unallocable corporate assets less corporate liabilities	1,757.72	3,216.77	3,098.80
2,386.66	3,782.54	Total Capital Employed in company	2,386.66	3,782.54	3,658.88