



Results Summary

SQ'06

- Net Sales grow by 12.2%, Continuing business up 13.8%
- FMCG grows by 14.2%; HPC 15.0%, Foods 10.7%
 - Soaps & Detergents (12.1%), Personal Products (17.1%)
 - Beverages (6.6%), Processed Foods (19.3%), Icecream (47.1%)
- Exports business grow 19.9%
- A&P spends increase from 8.8% to 11.1% of sales
- PBIT grows by 19.3%, helped by better gross margins
- PAT and Net Profit grow by 18% and 60% respectively

SQ'06 Results - 31 October 2006

Highlights

SQ'06

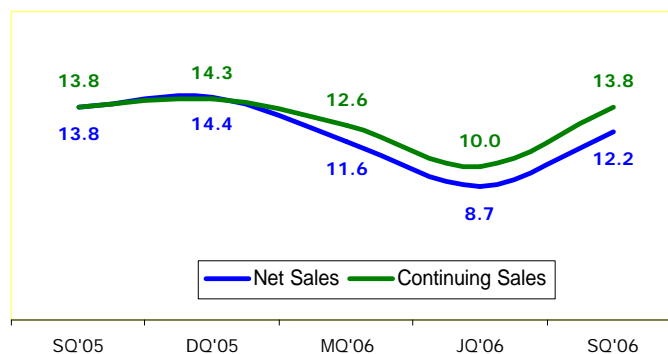
- FMCG market growth continues
- Higher volumes and richer mix contribute 3/4th of FMCG growth
- All HPC categories grow in double-digits, Processed Foods and Ice Creams grow well. Modest growth in Beverages
- Investments behind brands significantly stepped up
- Cost pressures continue particularly in Laundry -
 - Managed by selective price increases and Cost effectiveness programs

SQ'06 Results - 31 October 2006

Robust topline performance

SQ'06

Net Sales growth %

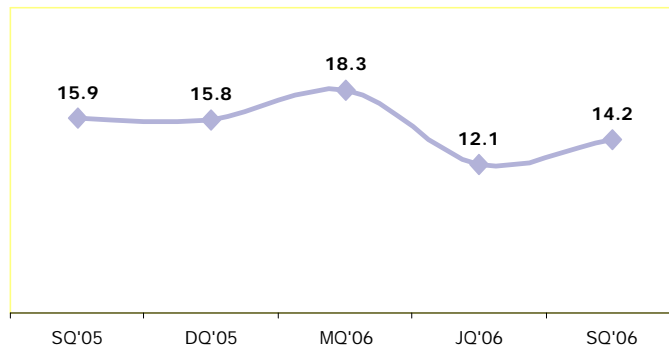


SQ'06 Results - 31 October 2006

Double-digit FMCG growth sustained

SQ'06

FMCG Sales growth %



FMCG volume/mix growth 10.8%

SQ'06 Results - 31 October 2006

Segment growths

SQ'06

	<u>Segment Growth %</u>
Soaps & Detergents	12.1
Personal Products	19.6 [^]
Beverages	6.6
Processed Foods	19.3
Ice Cream	47.1
FMCG	14.2

[^] Adjusted for discontinued business

SQ'06 Results - 31 October 2006



Highlights - Personal Products

SQ'06

- **High double-digit volume led growth in Shampoo; good portfolio performance**
 - Re-launch of Clinic Plus as “Daily Care” , launch of Anti- dandruff variant
 - Sunsilk grows well post relaunch in MQ
 - Clinic All Clear continues to grow very well on the back of strong activation and innovation
- **Strong growth in Skin , largely volume driven. Fair & Lovely leads the growth, excellent performance by Vaseline**
 - Fair & Lovely Menz Active – nationally launched
 - Fair & Lovely Skin Clarity launched in select stores
 - Ponds' Facewash range launched
- **CloseUp leads the growth in Toothpaste category. Color Cosmetics, Deodorants, Talc - all grow well**

SQ'06 Results - 31 October 2006

Foods Topline

SQ'06

Tea

Coffee

Icecream

Salt

Atta

Culinary

Beverages	-	6.6%
Processed Foods	-	19.3%
Icecream	-	47.1%

Foods	-	10.7%
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SQ'06 Results - 31 October 2006

Highlights - Foods

SQ'06

- **Tea returns to growth**
 - Relunched BrookeBond 'Taj Mahal' and Red Label leads growth
- **Good growth in Bru instant coffee, major competitive gains**
- **Successful brand relaunches drive Processed Foods growth**
- **Icecreams - Highest ever quarterly growth of 47% led by impulse category**

SQ'06 Results - 31 October 2006

Exports Topline

SQ'06

HPC



Foods



Specialty (Non-FMCG)



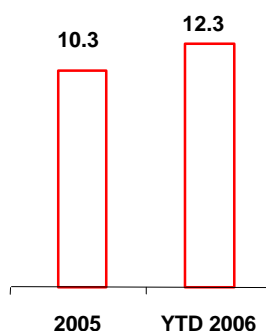
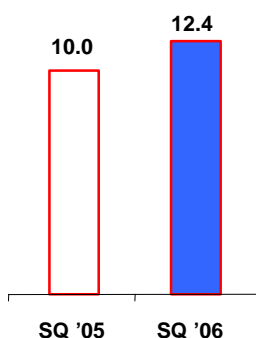
Strong double-digit growth in FMCG exports

SQ'06 Results - 31 October 2006

Investment behind brands stepped up

SQ'06

FMCG A&P as a % of FMCG Sales



- FMCG A&P spend for SQ'06 (Rs 340 crores) increases by 42% y-o-y

SQ'06 Results - 31 October 2006

Sales summary

SQ'06

Rs Crores	SQ'06	SQ'05	Growth%
HPC	2231	1941	15.0
Foods	474	428	10.7
FMCG	2705	2369	14.2
Exports	327	273	19.9
Others	33	51	(34.8) @
Continuing business	3066	2694	13.8
Discontinued business	0	38	(99.9) #
Net Sales	3066	2732	12.2

@ Others (SQ'05) includes Rs 18 cr of one-time domestic castor sales

Discontinued business (SQ'05) includes Plantations, Nihar

SQ'06 Results - 31 October 2006

Results

SQ'06

Rs Crores	SQ'06	SQ'05	Growth%
PBIT	413	346	19.3
<i>PBIT margin (percentage)</i>	13.5	12.7	↑ 80 bps
Financial Income (Net)	52	46	11.8
PBT	464	392	18.4
PAT bei	383	325	17.7
Exceptional Items	138	1	NM
Net Profit	521	326	59.8

- Net Profit higher (than PAT bei) due to impact of exceptional items (mainly due to sale of Tata Chemicals' shares)

SQ'06 Results - 31 October 2006

Segment Revenue

SQ'06

Rs Crores	SQ'06	SQ'05	Growth%
Soaps & Detergents	1393	1243	12.1
Personal Products	854	729	17.1
Beverages	346	324	6.6
Processed Foods	97	82	19.3
Ice Creams	34	23	47.1
Exports	327	273	19.9
Others	48	89	(46.3) *

- * Others includes castor sales and discontinued businesses of Plantations and Nihar

SQ'06 Results - 31 October 2006

Segment Results

SQ'06

Rs Crores	SQ'06	SQ'05	Growth%
Soaps & Detergents	184	173	6.0
Personal Products	241	216	11.7
Beverages	53	57	(6.6)
Processed Foods	4	(6)	NM
Ice Creams	5	3	79.3
Exports	^ 22	2	NM
Others	(6)	(9)	(28.6)

^ Impact of LIEL merger and higher HPC profitability

SQ'06 Results - 31 October 2006

Market shares

SQ'06

	Category	MQ'06	JQ'06	SQ'06	%
HPC	Personal Wash	55.8	54.6	53.8	
	Fabric Wash	35.6	35.3	35.5	
	Shampoo	47.7	48.0	48.9	
	Skin	54.8	54.3	54.2	
	Toothpaste	30.4	30.2	30.7	
Foods	Packet Tea	25.6	25.5	25.8	
	Instant Coffee	41.6	47.7	49.4	
	Branded Salt	12.4	12.0	11.4	
	Jams	69.9	69.0	70.1	
	Ketchup	24.8	24.9	27.7	

A C Nielsen has revised the Retail Panel for 2006 and consequently the market shares reflect this. The data for earlier periods is not strictly comparable.

SQ'06 Results - 31 October 2006

Key Innovations/Activations

SQ'06



FAL – Menz Active national launch



Ponds Face Wash



FAL – Skin Clarity



Hamam Ubtan launch



CP relaunch & CP Anti dandruff launch



Lux- White Glow & Uplifting Bar

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Key Innovations/Activations

SQ'06



Lifebuoy Handwash



Axe 'Click'



removes stains





removes stains



SQ'06 Results - 31 October 2006

