



Highlights

MQ'06

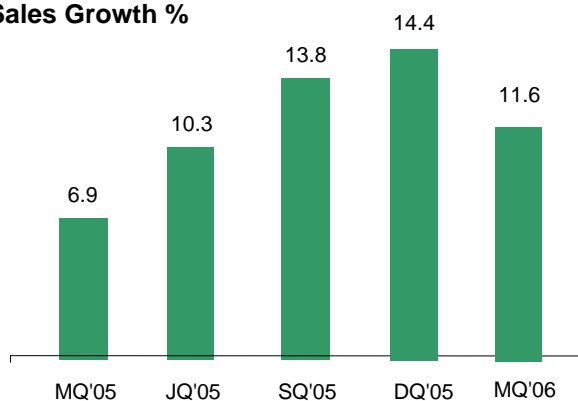
- Sales grow by 11.6% for the quarter
- FMCG grows by 18.3%; HPC (+20.0%), Foods (+10.8%)
- Growth broadbased and ahead of market
- A&P spends higher by 45.3%
- PBIT grows by 26.9%
 - PBIT margin improvement of 140 bps driven by better mix
- PAT bei grows by 13.6%
 - Underlying PAT bei grows by 34.5%
- Net Profit grows by 77.0%
 - Impact of Nihar brand sale, other exceptional items

MQ'06 Results - 28 Apr '06

Good sales growth continue

MQ'06

Sales Growth %



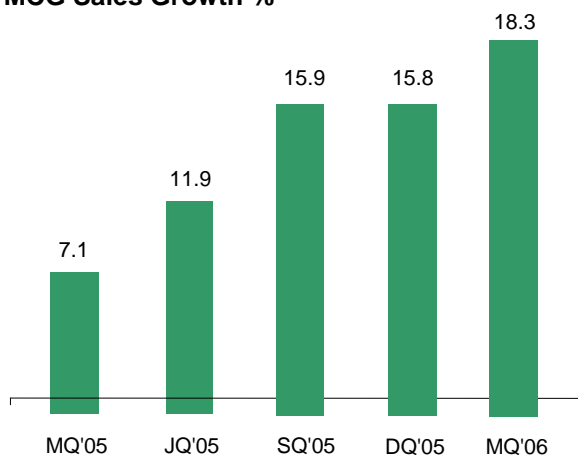
Underlying volume growth at 11%

MQ'06 Results - 28 Apr '06

HLL (FMCG) growth

MQ'06

FMCG Sales Growth %



MQ'06 Results - 28 Apr '06

Strong growth across segments MQ'06	
	<u>Segment Growth %</u>
Soaps & Detergents	16.0
Personal Products	27.1
Beverages	5.0
Processed Foods	30.9
Ice Cream	29.7
FMCG	18.3

MQ'06 Results - 28 Apr '06

All key HPC categories grow MQ'06	
Laundry	
Shampoo	
Skin	
Personal Wash	
Toothpaste	
Total HPC growth at 20%	

MQ'06 Results - 28 Apr '06

Highlights - Soaps & Detergents

MQ'06

- **Growth surges ahead in Laundry, All brands grow in double digits.**
Wheel Active relaunched as Active Colours
- **Volume led value growth sustained in Personal Wash.**
 - **Lux delivers high double digit growth**
 - Gains 220 bps share in 9 months
 - Aqua Sparkle & Festive Glow variants introduced in March
 - **Entire Lifebuoy range relaunched with better sensorial, improved product performance and new positioning**

MQ'06 Results - 28 Apr '06

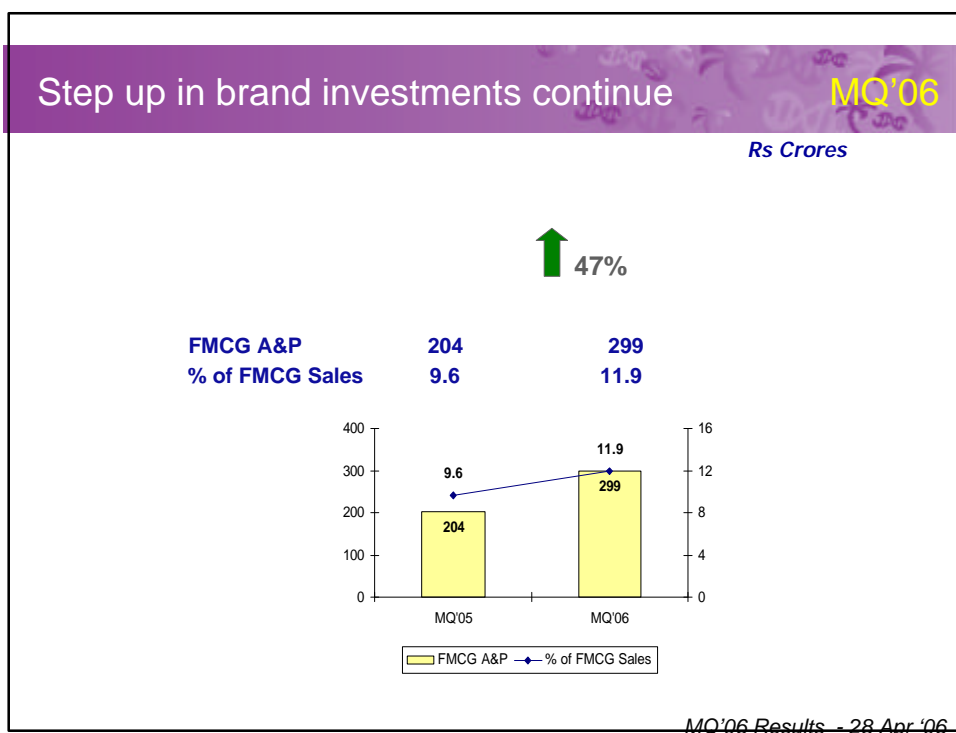
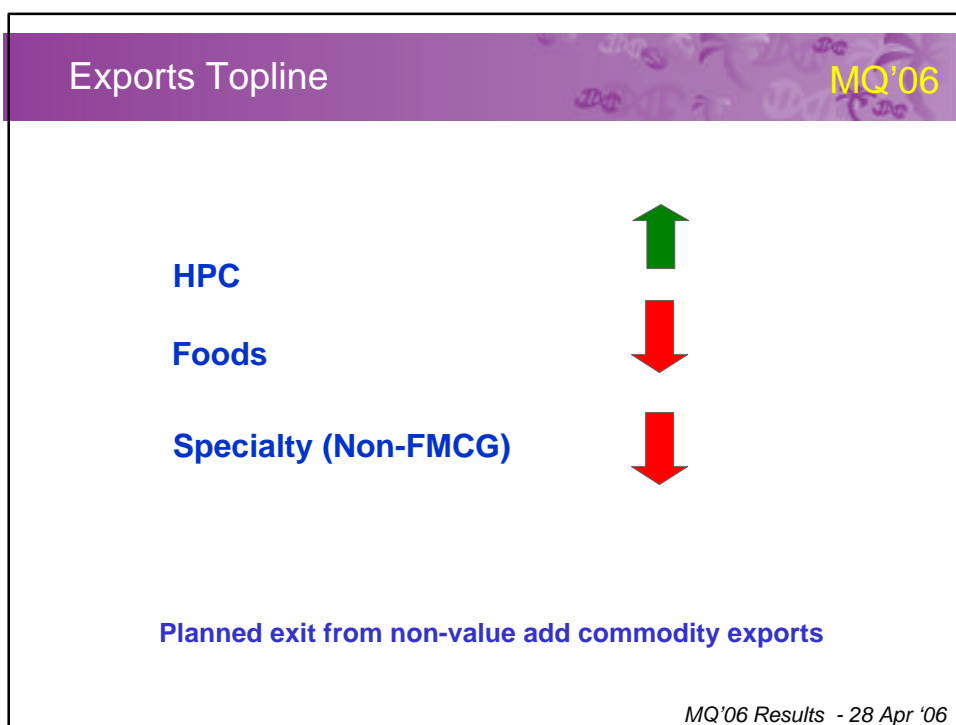
Highlights - Personal Products

MQ'06

- **Excellent volume led value growth in Shampoo**
 - **Clinic portfolio grow strongly, Sunsilk registers modest growth**
 - Clinic All Clear Hairfall Defense launched in SH'05 continues good performance
 - Sunsilk range relaunched in end-February
- **Fair & Lovely leads the double digit growth in Skin**
 - Very good quarter for Vaseline and Lakme Skin
 - Fair & Lovely Ayurvedic relaunched, FAL Menz Active test launched
- **CloseUp drives Toothpaste growth**
- **Color Cosmetics, Deodorants, Talc - all grow very well**

MQ'06 Results - 28 Apr '06





Sales summary

MQ'06

Rs Crores	MQ'06	MQ'05	Growth%
HPC	2068	1724	20.0
Foods	432	390	10.8
FMCG	2501	2114	18.3
Exports	276	342	(19.5)
Others	22	28	(21.2)
Net Sales	2798	2506	11.6

MQ'06 Results - 28 Apr '06

Results

MQ'06

Rs Crores	MQ'06	MQ'05	Growth%
PBIT	333	263	26.9
PBIT margin	11.9%	10.5%	
Financial Income (Net)	31	20	54.6
PBT	364	283	28.8
PAT bei	294	259	13.6

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Financial income increases due to higher investible surplus

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Excluding 'Tax adjustments of previous periods', Underlying PAT bei grows by 34.5%

Effective tax rate improves from 21.5% to 18.0%

MQ'06 Results - 28 Apr '06

Results

MQ'06

Rs Crores	MQ'06	MQ'05	Growth%
PAT bei	294	259	13.6
Exceptional Items	149	(9)	#
Net Profit	443	250	77.0

Exceptional items:

Item (Rs crores)	MQ'06	MQ'05
Nihar disposal	202	-
Provision for retirement, VRS & other employee benefits	(44)	-
Residual costs on disposal of plantation subsidiaries	(6)	-
Provision for diminution in value of investments in a subsidiary	(3)	-
Compensation under voluntary separation scheme	-	(9)
Exceptional items - Total	149	(9)

MQ'06 Results - 28 Apr '06

Segment Revenue

MQ'06

Rs Crores	MQ'06	MQ'05	Growth%
Soaps & Detergents	1319	1137	16.0
Personal Products	766	603	27.1
Beverages	318	302	5.0
Processed Foods	88	67	30.9
Ice Creams	26	20	29.7
Exports	276	342	(19.5)
Others	34	70	(51.6)

MQ'06 Results - 28 Apr '06

Segment Results

MQ'06

Rs Crores	MQ'06	MQ'05	Growth%
Soaps & Detergents	152.4	130.1	17.1
Personal Products	186.8	144.4	29.3
Beverages	62.0	63.4	(2.2)
Processed Foods	0.3	(2.1)	115.0
Ice Creams	0.8	(3.1)	127.2
Exports	8.0	6.0	33.1
Others	(5.1)	(2.8)	(82.3)

MQ'06 Results - 28 Apr '06

Market shares

MQ'06

%

	MQ'05	Category	SQ'05	DQ'05	MQ'06
HPC	56.0	Personal Wash	54.7	54.9	55.9
	37.6	Fabric Wash	38.6	38.0	37.0
	47.0	Shampoo	48.4	48.2	47.5
	60.0	Skin	59.1	58.1	57.1
	32.6	Toothpaste	32.5	31.9	31.0
Foods	30.2	Packet Tea	31.6	30.9	29.3
	36.6	Instant Coffee	44.3	40.3	37.3
	15.5	Branded Salt	13.9	13.3	12.0
	76.8	Jams	74.3	73.6	73.0
	29.6	Ketchup	26.8	25.2	23.9

MQ'06 Results - 28 Apr '06

Thank you



MQ'06 Results - 28 Apr '06