

CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED JUNE 30, 2020

COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Kamran Y. Mirza

Mr. Amir R. Paracha Mr. Aly Yusuf Ms. Farheen Salman Amir Mr. Zulfikar Monnoo Mr. Muhammad Adil Monnoo Mr. Kamal Monnoo Mr. Sarfaraz Ahmed Rehman Mr. Khalid Mansoor Mr. Ali Tariq Independent Director & Chairman of the Board Executive Director & Chief Executive Officer Executive Director & Chief Financial Officer Executive Director Non-Executive Director Non-Executive Director Independent Director Non-Executive Director Non-Executive Director

Company Secretary

Mr. Aman Ghanchi

Audit Committee

Mr. Khalid Mansoor Mr. Zulfikar Monnoo Mr. Muhammad Adil Monnoo Mr. Sarfaraz Ahmed Rehman Mr. Kamran Y. Mirza Mr. Moiz Idris Rajput

Human Resource & Remuneration Committee

Mr. Kamran Y. Mirza Mr. Zulfikar Monnoo Mr. Kamal Monnoo Mr. Sarfaraz Ahmed Rehman Mr. Amir R. Paracha Ms. Kanize Fathema Zuberi

Auditors

Messrs KPMG Taseer Hadi & Co. Chartered Accountants Sheikh Sultan Trust Building No. 2 Beaumont Road, Karachi - 75530 Pakistan

Registered Office

Avari Plaza Fatima Jinnah Road Karachi - 75530

Share Registration Office

CDC Share Register Service Limited CDC House. 99-B. Block "B" S.M.C.H.S. Main Shahra-e-Faisal Karachi - 74400

Website Address

www.unilever.pk

Chairman & Member Member Member Member Secretary & Head of Internal Audit

Chairman & Member Member Member Member Secretary & Head of HR

Directors' Review

The directors are pleased to present the financial information for the half year ended June 30, 2020.

Sales grew by 17.4% on the back of strong brand equity, wider reach and effective spending on advertisement and promotion matched by timely pricing. Gross Margin increased by 0.96% to 42.4% due to savings and other initiatives. Earnings per share (EPS) increased by 81.1% versus the same period last year.

Half year

Financial Highlights

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	ended .	June 30,	
	2020	2019	Increase
			%
	← Rs	ʻ000 — 🕨	
Net Sales	7,670,039	6,535,224	17.4%
Profit before Taxation	1,908,833	1,382,159	38.1%
Profit after Taxation	1,726,317	953,134	81.1%
Earnings per Share (Rs.)	271.01	149.63	81.1%

Future Outlook

The rapid spread of COVID -19 has caused severe disruption to the global socio-economic environment & Pakistan was no exception. Towards the beginning of the last quarter, the Government of Pakistan ordered a strict lock down which adversely impacted the industrial & commercial activities with ensuing hardship on the general public. As a responsible corporate citizen, your company contributed to the wellbeing of all the stake holders, while complying with the successive directives of the Federal & Provincial Governments. Despite the abnormal conditions, your company's performance in the last quarter was very encouraging.

Your company is cognizant of the challenges but will strive to continue to deliver creditable results, for the benefit of all the stake holders, based on its inherent strengths. These are access to global expertise, superior consumer understanding, continuous innovations & world class customer service.

Thanking you all.

On behalf of the Board

Amir R. Paracha Chief Executive Officer

Karachi August 25, 2020 Kamran Y. Mirza Chairman

INDEPENDENT AUDITOR'S REVIEW REPORT To the members of Unilever Pakistan Foods Limited Report on review of Interim Financial Statements

Introduction

We have reviewed the accompanying condensed interim statement of financial position of **Unilever Pakistan Foods Limited** as at June 30, 2020 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the condensed interim financial statements for the six months period then ended (here-in-after referred to as the "interim financial statements"). Management is responsible for the preparation and presentation of these interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these financial statements based on our review.

Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements are not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

Other matter

The figures of condensed interim statement of profit or loss and other comprehensive income for the three months period ended 30 June 2020 and 30 June 2019 in the interim financial statements have not been reviewed and we do not express a conclusion on them.

The engagement partner on the review resulting in this independent auditor's review report is **Moneeza Usman Butt.**

King Jacey Hall

Date: 26 August 2020

KPMG Taseer Hadi & Co. Chartered Accountants

Karachi

CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2020 (UNAUDITED)

	Note	Unaudited June 30, 2020	Audited December 31, 2019
		(Rupees in t)	housand) ——>
ASSETS			
Non-current assets			
Property, plant and equipment	4	3,630,714	3,654,460
Right-of-use assets		6,141	18,594
Intangible assets		81,637	81,637
Long term deposit and prepayment		2,980	2,980
Long term loans and advances		4,563	5,157
		3,726,035	3,762,828
Current assets			
Stores and spares		158,713	140,520
Stock in trade		1,435,290	902,351
Trade debts		644,209	868,282
Loans and advances		26,015	13,854
Trade deposits and short term prepayments		31,498	14,408
Other receivables		73,800	32,050
Sales tax refundable		314,559	203,749
Taxation - net		373,297	426,235
Cash and bank balances		1,715,380	724,556
		4,772,761	3,326,005
Total assets		8,498,796	7,088,833
EQUITY AND LIABILITIES			
Share capital and reserves			
Share capital		63,699	63,699
Reserves		2,234,188	2,240,498
		2,297,887	2,304,197
LIABILITIES		_,,	2,001,101
Non-current liabilities			
Staff retirement benefits		27,915	24,141
Deferred taxation		351,932	280,539
		379,847	304,680
Current liabilities			,
- 1 1 1 1	-		4 000 507
Trade and other payables	5	5,197,345	4,263,527
Unpaid dividend		541,591	27,348
Unclaimed dividend	0	22,835	21,504
Provisions	6	57,799	67,251
Accrued interest / mark up		500	34,717 30,392
Current portion of lease liabilities Short term borrowings		992	30,392 35,217
Chort Citri Dorrowings			·
T - 4 - 1 11 - 1, 1114		5,821,062	4,479,956
Total liabilities		6,200,909	4,784,636
Total equity and liabilities		8,498,796	7,088,833
Contingency and commitments	7		

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2020 (UNAUDITED)

		Three months	period ended	Six months p	eriod ended
	Note	June 30, 2020	June 30, 2019	June 30, 2020	June 30, 2019
		2020	(Rupees in t		2019
			(Rupees in	inousand) ——	F
Sales - net	8	3,781,975	3,217,708	7,670,039	6,535,224
Cost of sales		(2,115,149)	(1,949,454)	(4,416,308)	(3,825,386)
Gross profit		1,666,826	1,268,254	3,253,731	2,709,838
Distribution cost		(547,085)	(703,634)	(1,130,658)	(1,263,847)
Administrative expenses		(100,019)	(101,966)	(152,935)	(185,879)
Other operating expenses		(83,521)	(33,511)	(135,439)	(79,352)
Other income		39,122	214,750	89,482	256,793
		975,323	643,893	1,924,181	1,437,553
Finance cost		(3,165)	(26,763)	(15,348)	(55,394)
Profit before taxation		972,158	617,130	1,908,833	1,382,159
Taxation					
- current		(54,062)	(178,838)	(111,039)	(381,595)
- deferred		(18,767)	(42,539)	(71,477)	(47,430)
		(72,829)	(221,377)	(182,516)	(429,025)
Profit after taxation		899,329	395,753	1,726,317	953,134
Other comprehensive income		-	-	-	-
Total comprehensive incom	е	899,329	395,753	1,726,317	953,134
		4	(Rupe	ees) ————	
Earnings per share - basic and	d diluted	141.18	62.13	271.01	149.63

CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2020 (UNAUDITED)

	Note	June 30, 2020	June 30, 2019
		← (Rupees in t)	housand) ——►
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before taxation Adjustment for:		1,908,833	1,382,159
Depreciation		139,594	87,442
Depreciation on right-of-use asset		12,453	12,009
Capital work in progress Written off Finance cost		2,086	-
Provision for staff retirement benefits		9,522 4,184	49,687 3,458
Return on savings accounts		(58,236)	(568)
3		109,603	152,028
		2,018,436	1,534,187
Effect on cash flow due to working capital changes			
Decrease / (increase) in current assets			
Stores and spares		(18,193)	(19,249)
Stock in trade		(532,939)	23,809
Trade debts		224,073	(452,719)
Loans and advances		(12,161)	247
Trade deposits and short term prepayments Other receivables		(17,090)	4,038 (9,654)
Sales tax refundable		(41,750) (110,810)	(167,926)
		(508,870)	(621,454)
		(,,	
Increase / (decrease) in current liabilities		000.040	000.001
Trade and other payables Provisions		933,818 (9,452)	863,681 3,675
Provisions		924,366	867,356
Cash generated from operations		2,433,932	1,780,089
Mark-up paid		(43,740)	(38,937)
Income tax paid		(58,184)	(190,081)
Increase in long term loans and advances		594	544
Staff retirement benefits - contributions paid Net cash generated from operating activities		<u>(410)</u> 2,332,192	<u>(604)</u> 1,551,011
Net cash generated norm operating activities		2,332,192	1,551,011
CASH FLOWS USED IN INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(117,934)	(683,353)
Return received on savings accounts		58,236	568
Net cash used in investing activities		(59,698)	(682,785)
CASH FLOWS (USED IN) / FROM FINANCING ACTIVITIE	S		
Lease liability payments		(29,400)	(27,835)
Dividend paid*		(1,217,053)	(991,822)
Net cash (used in) / generated from financing activities		(1,246,453)	(1,019,657)
Net (decrease) / increase in cash and cash equivalents		1,026,041	(151,431)
Cash and cash equivalents at beginning of the period		689,339	175,822
Cash and cash equivalents at end of the period	9	1,715,380	24,391
*			o

* This includes dividend paid to Holding Company during the period amounting to Rs. 813 million (June 30, 2019: Rs. 771 million)

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2020 (UNAUDITED)

	Share			Reserves			Total
	Capital	Capit	al	Rever	iue	Sub Total	
	Issued, subscribed and paid-up capital	Share premium	Special	General	Unappropriated profit		
	4		(Rupee	s in thous	and) ———		
Balance as at December 31, 2019 (audited)	63,699	1,296,499	628	138	943,233	2,240,498	2,304,197
Transactions with owners of the Company - Distribution							
Final dividend for the year ended December 31, 2019 @ Rs. 142 per share	-	-	-	-	(904,533)	(904,533)	(904,533)
First Interim dividend for the year ending							
December 31, 2020 @ Rs. 130 per share	-	-	-	-	(828,094)	(828,094)	(828,094)
Total Comprehensive income for the period ended June 30, 2020							
Profit for the period Other Comprehensive Income	-	-	-	-	1,726,317 -	1,726,317 -	1,726,317 -
					1,726,317	1,726,317	1,726,317
Balance as at June 30, 2020 (unaudited)	63,699	1,296,499	628	138	936,923	2,234,188	2,297,887
Balance as at December 31, 2018 (audited, restated)	63,699	1,296,499	628	138	531,599	1,828,864	1,892,563
Transactions with owners of the Company - Distribution							
Final dividend for the year ended December 31, 2018 @ Rs. 76 per share	-	-	-	-	(484,113)	(484,113)	(484,113)
First Interim dividend for the year ending December 31, 2019 @ Rs. 88 per share	-	-	-	-	(560,553)	(560,553)	(560,553)
Total Comprehensive income for the period ended June 30, 2020							
Profit for the period Other Comprehensive Income	- -	- -	- -	-	953,134 - 953,134	953,134 - 953,134	953,134 - 953,134
Balance as at June 30, 2019 (unaudited)	63,699	1,296,499	628	138	440,067	1,737,332	1,801,031

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE SIX MONTHS PERIOD ENDED JUNE 30, 2020 (UNAUDITED)

1.1 BASIS OF PREPARATION

These condensed interim financial statements of Unilever Pakistan Foods Limited ("the Company") for the half year ended June 30, 2020 have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and provisions of and directives issued under the Companies Act, 2017. Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 and provisions of and companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 companies Act, 2017 have been followed. These financial statements have been prepared under the historical cost convention except as disclosed elsewhere.

These condensed interim financial statements are presented in Pakistani Rupees which is the functional currency of the Company and figures are rounded off to the nearest thousand of Rupees.

1.2 A novel strain of coronavirus (COVID-19) that first surfaced in China was classified as a pandemic by the World Health Organization on March 11, 2020, impacting countries globally. Measures taken to contain the spread of the virus, including travel bans, quarantines, social distancing, and closures of non-essential services and factories have triggered significant disruptions to businesses worldwide, resulting in an economic slowdown. The potential impacts from COVID-19 remain uncertain, including, among other things, on economic conditions, businesses and consumers. However, the impact varies from industry to industry in different jurisdictions. Based on management's assessment, COVID 19 does not have a significant impact on the Company considering demand from its customers, availability of imports and measures taken by Government to support the industry in which the Company operates.

2. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended December 31, 2019.

3 ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of these condensed interim financial statements in conformity with approved accounting standards requires management to make estimates, assumptions and use judgements that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgements and estimates made by the management in the preparation of these condensed interim financial statements are the same as those that were applied to financial statements as at and for the year ended December 31, 2019.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended December 31, 2019.

		Note	Unaudited June 30, 2020	Audited December 31, 2019
				thousand) ——►
4.	PROPERTY, PLANT AND EQUIPMENT			
	Operating assets - at net book value		3,458,951	3,198,712
	Capital work in progress - at cost		171,763	455,748
			3,630,714	3,654,460

4.1 Additions of operating fixed assets during the period are as follows:

	Additions	(at cost)
	Unauc	lited
	June 30,	June 30,
	2020	2019
	(Rupees in t)	housand) ——
Building on freehold land	125,917	72,854
Plant and machinery	229,670	217,874
Electrical, mechanical and office equipment	38,541	1,841
Furniture and fixtures	6,147	8,266
	400,275	300,835

5. TRADE AND OTHER PAYABLES

This includes Rs. 24.8 million (December 31, 2019: Rs. 35.4 million) with respect to contract liabilities.

		Note	Unaudited June 30, 2020	Audited December 31, 2019
6.	PROVISIONS	•	ι—— (Rupees ir	n thousand) ——►
	Sindh Infrastructure Cess	6.1	57,799	51,428
	Restructuring	6.2	-	15,823
		-	57,799	67,251

- 6.1 The change represents provision made during the period.
- 6.2 The change includes reversal amounting to Rs. 12.8 million and payment of 3 million.

7. CONTINGENCY AND COMMITMENTS

7.1 Contingency

There were no contingencies as on June 30, 2020.

7.2 Commitments

The commitments for capital expenditure outstanding as at June 30, 2020 amounted to Rs. 129.4 million (December 31, 2019: Rs. 207.5 million).

	Unaud	ited
	June 30,	June 30,
	2020	2019
	←─── (Rupees in t)	housand) ——►
8. SALES - net		
The Company analyses its net revenue by the following product groups:		
Products used by end consumers Products used by entities	7,015,613 654,426 7,670,039	5,483,471 1,051,753 6,535,224
9. CASH AND CASH EQUIVALENTS		
Cash and bank balances Short term borrowings	1,715,380 1,715,380	1,585,438 (1,561,047) 24,391

10. RELATED PARTY TRANSACTIONS

Related party transactions during the period other than those disclosed elsewhere in these financial statements are as follows:

Re	lationship with the company	Nature of transactions	Unaudited June 30, 2020 ◀─── (Rupees in	Unaudited June 30, 2019 thousand)
i)	Holding company	Royalty	2,307	840
ii)	Associated companies	Royalty and technology fee Purchase of goods & Property, Plant & Equipment Sale of goods Fee for receiving of services from related parties Fee for providing of services to related parties Contribution to: - Defined Contribution plan Settlement on behalf of: - Defined Contribution plan	318,781 1,055,028 27,639 439,984 15,402 7,960 18,348	258,828 1,043,226 22,620 401,777 36,546 9,772 16,721
iii)	Key management personnel	Salaries and other short-term employee benefits	8,844	14,311

Aggregate amount charged for fee to seven (June 30, 2019: seven) non-executive directors during the period amounting to Rs. 1.6 million (June 30, 2019: Rs. 2.1 million).

11. FINANCIAL RISK MANAGEMENT

The Company's activities are exposed to a variety of financial risk namely credit risk, foreign exchange risk, interest rate risk and liquidity risk. The Company is not exposed to any price risk as it does not hold any investment exposed to price risk. The Company has established adequate procedures to manage these risks.

These condensed interim financial statements do not include the financial risk management information and disclosures required in the annual financial statements; they should be read in conjunction with Company's annual financial statements as at December 31, 2019. There have been no changes in the risk management policies since the year end.

	Carrying	amount	Carrying	amount
	Financial	Financial	Financial	Financial
	Assets	Liabilities	Assets	Liabilities
	Unauc	lited	Audi	ted
	June 30	, 2020	December	31, 2019
	•	(Rupees in t	thousand) —	
FINANCIAL ASSETS				
Loans	7,338	-	9,276	-
Trade debts	644,209	-	868,282	-
Long term deposits	2,980	-	2,980	-
Trade deposits	12,598	-	394	-
Other receivables	73,800	-	32,050	-
Cash and bank balances	1,715,380	-	724,556	-
	2,456,305	-	1,637,538	-
FINANCIAL LIABILITIES				
Derivative financial liability-				
measured at fair value				
Forward foreign exchange contract	-	4,405	-	16,868
Other financial liabilities- not				
measured at fair value				
Trade and other payables	-	4,875,211	-	4,042,955
Unpaid dividend	-	541,591	-	27,348
Unclaimed dividend	-	22,835	-	21,504
Short term borrowings	-	-	-	35,217
Accrued interest / mark up	-	500	-	34,717
Lease liability	-	992	-	30,392
		5,445,534	-	4,209,001

12. INTERIM DIVIDEND

The Board of Directors in its meeting held on August 25, 2020 declared a second interim cash dividend for the year ending December 31, 2020 of 141.00 per share (second interim dividend for the year ended December 31, 2019: Rs. 63.00 per share) amounting to Rs. 898 million (second interim dividend for the year ended December 31, 2019: Rs. 401.32 million).

13. CORRESPONDING FIGURES

Corresponding figures have been re-arranged and reclassified, wherever necessary for purpose of comparison and better presentation. The reclassification is mainly in cost of sales and finance cost and does not have a material effect on these interim condensed financial statements.

14. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on August 25, 2020 by the Board of Directors of the Company.

يونى ليوريا كستان فو ڈ زلمىشر

ڈا <mark>ئر یکٹر ان کا جائزہ</mark> ڈائر یکٹرز کمپنی کی ششاماہی رپورٹ اور مالیاتی گوشوارے برائے ۳۰ جون ^بیت پیش کررہے ہیں۔

بر وقت قیمتوں کے مطابق مماثل برانڈ کی ایکویٹی، وسیع پیانے پر رسائک اور اشتہار اور فروغ پر موثر اخراجات کی بد ولت فروخت میں ۴۲ء۷ فیصد کااضافہ ہوا۔ بچت اور دیگر اقدامات کی وجہ سے مجموعی مار جن میں ۴۹ء• فیصد اضافے سے ۴۲۶ فیصد تک اضافہ ہوا۔ گزشتہ سال اسی مدت کے مقابلہ میں فی حصص آمدنی (EPS) میں اءا ۸ فیصد کااضافہ ہواہے۔

اضافه %	مده ششهایی نتائج 2019	• ۳جون کو ختم ش 2020
		روپي ۲ 670 020
17.4% 38.1%	6,535,224 1,382,159	7,670,039 1,908,833
81.1%	953,134	1,726,317

مستقبل يرنظر

کوویڈ۔ ۹ اے تیزی سے پھیلاؤنے عالمی معاشر تی اور معاشی ماحول میں شدید خلل پید اکیا ہے اور پاکستان بھی اس میں متثنی نہیں تھا۔ آخری سہ ماہی کے آغاز کی طرف، حکومت پاکستان نے ایک سخت لاک ڈاؤن کا حکم دیا جس سے صنعتی اور منفی اثرات مرتب ہوئے۔ تجارتی سر گر میاں جس کے نتیج میں عام لو گوں کو مشکلات کا سامنا کرنا پڑتا ہے۔ ایک ذمہ دا ر کارپوریٹ شہری کی حیثیت سے، آپ کی کمپنی نے وفاقی اور صوبائی حکومتوں کی متواتر ہدایتوں کی تعمیل کرتے ہوئے، تمام اسٹیک ہولڈرز کی فلاح و بہود میں حصہ لیا۔ غیر معمولی حالات کے باوجود، آخری سہ ماہی میں آپ کی کمپنی کی کار کر دگ

آپ کی کمپنی چیلنجوں کاعلم رکھتی ہے لیکن اس کی مورو ٹی طاقتوں کی بنیاد پر تمام اسٹیک ہولڈرز کے مفاد میں ہم قابل اعتبار نتائج کی فراہمی کی کو شش جاری رکھیں گے۔ یہ ہیں عالمی مہارت تک ر سائی، اعلی صارف کی سمجھ ہو جھ، مسلسل بد عات اور عالمی معیار کی کسٹمر سروس۔

منجانب بورڈ

کامر ان مر زا عامر پراچہ چف ایگزیکیوٹیو آفیسر چئر مین كراچى 2020 آگست 2020

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