



Unilever Pakistan Limited  
Avari Plaza,  
Fatima Jinnah Road,  
Karachi - 75530

T: +92 - 21 - 35660062  
F: +92 - 21 - 35681705  
F: +92 - 21 - 35674968

October 19, 2012

The Secretary  
Karachi Stock Exchange Limited  
Karachi

By Hand & Fax  
111 573 329

The Secretary  
Lahore Stock Exchange Limited  
Lahore

By Courier & Fax  
042 3636 8485

The Secretary  
Islamabad Stock Exchange Limited  
Islamabad

By Courier & Fax  
051 111 473 329

Dear Sirs,

**UNILEVER PAKISTAN LIMITED**  
**Financial Results for the period January - September 2012**

In its meeting held today, the 19<sup>th</sup> October 2012 at 10:30 a.m. at Karachi, our Board of Directors has approved the un-audited Financial Information of the Company for the nine months ended September 30, 2012.

Turnover growth improved from 12% at the half year to 15% for the nine months. A 195 bps higher gross margin was achieved through better cost absorption and improved sales mix. Advertising and promotion spend was lower than the corresponding period last year in which we introduced five new brands and a number of fresh formats. Higher sales, improved mix from a broader portfolio and lower advertising expenditure resulted in Earnings Per Share growth of 49% in the nine months.

**Condensed Financial Information**

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
	(Rupees in millions)			
Sales	16,181	13,368	43,981	38,171
<u>Less:</u> Cost of sales	<u>(10,271)</u>	<u>(8,557)</u>	<u>(27,957)</u>	<u>(25,010)</u>
<b>Gross Profit</b>	<b>5,910</b>	<b>4,811</b>	<b>16,024</b>	<b>13,161</b>
<u>Less:</u> Distribution costs	<u>(3,182)</u>	<u>(2,625)</u>	<u>(8,708)</u>	<u>(7,932)</u>
<u>Less:</u> Administrative expenses	<u>(545)</u>	<u>(434)</u>	<u>(1,445)</u>	<u>(1,158)</u>



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<u>Less:</u> Other Operating expenses	(160)	(124)	(426)	(315)
<u>Less:</u> Restructuring cost	-	-	-	(45)
<u>Add:</u> Other operating incomes	143	23	390	251
<b>Profit from operations</b>	<b>2,166</b>	<b>1,651</b>	<b>5,835</b>	<b>3,962</b>
Finance costs	(56)	(21)	(290)	(68)
<b>Profit before taxation</b>	<b>2,110</b>	<b>1,630</b>	<b>5,545</b>	<b>3,894</b>
<u>Less:</u> Taxation	(693)	(594)	(1,723)	(1,326)
<b>Profit after taxation</b>	<b>1,417</b>	<b>1,036</b>	<b>3,822</b>	<b>2,568</b>
<b>Earning per share - basic and diluted (Rupees)</b>	<b>106.58</b>	<b>77.94</b>	<b>287.50</b>	<b>193.15</b>

#### Interim Dividend

**Q3 2012: NIL** (Total cumulative dividend upto the First Half 2012 Rs.130/- or 260% per Ordinary Share of Rs.50/-, already paid).

Yours faithfully,  
 UNILEVER PAKISTAN LIMITED

AMAR NASEER  
 Company Secretary

Copy to: -

- The Securities & Exchange Commission of Pakistan, Islamabad. Fax. 051 9204915.
- The Central Depository Company of Pakistan Limited, Karachi. Fax No. 34326034.
- Famco Associates (Private) Limited, Karachi. Fax No. 32426752.