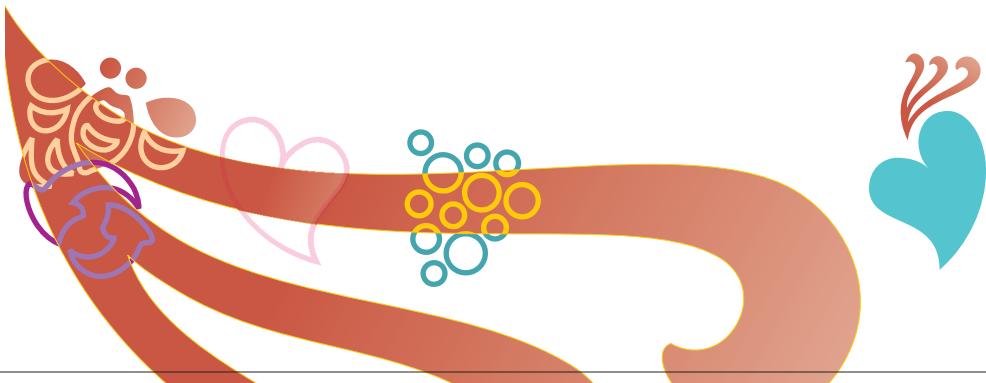




Unilever

UNILEVER PAKISTAN LIMITED

**CONDENSED INTERIM FINANCIAL INFORMATION
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009**



UNILEVER PAKISTAN LIMITED

COMPANY INFORMATION

BOARD OF DIRECTORS

| | |
|--------------------|----------------------------|
| Mr. Ehsan A. Malik | Chairman & Chief Executive |
| Mr. Imran Husain | Executive Director & CFO |
| Mr. M. Qayser Alam | Executive Director |
| Mr. Noeman Shirazi | Executive Director |
| Ms. Shazia Syed | Executive Director |
| Mr. Zaffar A. Khan | Non- Executive Director |
| Mr. Khalid Rafi | Non- Executive Director |

COMPANY SECRETARY

Mr. Amar Naseer

AUDIT COMMITTEE

| | |
|--------------------|------------------------------------|
| Mr. Zaffar A. Khan | Chairman |
| Mr. Khalid Rafi | Member |
| Mr. Qayser Alam | Member |
| Mr. Imtiaz Jaleel | Head of Internal Audit & Secretary |

AUDITORS

Messrs A.F. Ferguson & Co.
State Life Building No. 1-C
I.I. Chundrigar Road
Karachi.

REGISTERED OFFICE

Avari Plaza
Fatima Jinnah Road
Karachi.

SHARE REGISTRATION OFFICE

C/o Famco Associates (Pvt.) Ltd.
State Life Building No. 1-A
I.I. Chundrigar Road
Karachi.

WEBSITE ADDRESS

www.unileverpakistan.com.pk

UNILEVER PAKISTAN LIMITED

DIRECTORS' REVIEW

Turnover grew by 22% in the first nine months of 2009 despite challenging security and economic environment. Third quarter performance was broad based with strong volume growth in HPC, Ice-cream and Spreads. Gross Margin for nine months was healthy and in line with last year. Focus remained on enhancing consumer value while continuing to invest behind brands. Earnings per share grew by 16.4%.

| | Nine months ended September 30 | |
|---------------------------------|--------------------------------|------------|
| | 2009 | 2008 |
| Net Sales (Rs.000) | 28,508,781 | 23,280,935 |
| Profit before taxation (Rs.000) | 3,370,165 | 2,888,621 |
| Profit after taxation (Rs.000) | 2,292,248 | 1,969,757 |
| | 172.43 | 148.17 |

Home & Personal Care

HPC turnover grew by 29%. Surf, Lifebuoy, Sunsilk, Ponds and Fair & Lovely delivered strong volume growth by virtue of enhanced consumer value, supported by increased advertising and promotional effectiveness. Our diversified brand portfolio straddles the socio economic pyramid. This helped meet the challenge of recessionary pressures as consumers continued to down-trade. Surf built on its brand equity and remained top of mind with consumers through its "Dirt is Good" campaign. Lifebuoy's "Healthy Ho Ga Pakistan" activity was well received. Sunsilk's *Conditioners* campaign is playing the role of category building.

Beverages

Beverages volume declined sharply in the face of rampant smuggling through misuse of the Afghanistan Pakistan Transit Trade Agreement. In addition, sharp increase in international tea cost and the depreciating Rupee continue to impact margin. Consumer value enhancing exercises included promotions in both Lipton tea bags and packet teas.

Frozen Dessert / Ice Cream

Off-take in Frozen desserts / Ice cream improved in the quarter ended 30th September despite continuing power outages. Innovations like Black Forest Cake launched during Ramzan were well received as Wall's built on its strategy of making Ice Cream consumption a part of Eid celebrations. Paddle Pop "Pyrata" and Moo range also continue to appeal to young consumers. The company was able to maintain key consumer price points to provide maximum value to our customers.

Spreads

The category continued to achieve reasonable top line growth with Blue Band at the forefront with its "Growth Meter" campaign.

Future Outlook

The company's broad portfolio of popular brands, backed by heightened media presence is well poised to benefit from upturn in consumer sentiment. Strong distribution network in rural areas and superior presence in Modern Trade will positively impact share in these growing parts of the marketplace. On-ground brand activation campaigns in urban areas may be constrained by security conditions. Stability in commodity costs and exchange value of the Rupee are key to maintaining margin. Volume and profitability of the Beverages business are contingent on favourable change in tariffs and / or the transit treaty with Afghanistan. Lobbying by Pakistan Tea Association and the company has yet to yield positive result.

On behalf of the Board

Ehsan A. Malik
Chairman & Chief Executive

October 26, 2009

UNILEVER PAKISTAN LIMITED

CONDENSED INTERIM BALANCE SHEET AS AT SEPTEMBER 30, 2009

| | Note | Unaudited September 30, 2009 (Rupees in thousand) | Audited December 31, 2008 |
|--|------|--|---------------------------------|
| ASSETS | | | |
| Non-current assets | | | |
| Property, plant and equipment | 3 | 4,804,985 | 4,428,278 |
| Intangibles | | 3,652 | 7,303 |
| Long term investments | | 95,202 | 95,202 |
| Long term loans | | 112,791 | 120,545 |
| Long term deposits and prepayments | | 423,852 | 540,027 |
| Retirement benefits - prepayments | 4 | 168,611 | 205,355 |
| | | 5,609,093 | 5,396,710 |
| Current assets | | | |
| Stores and spares | | 261,742 | 241,753 |
| Stock in trade | | 4,144,370 | 4,251,914 |
| Trade debts | | 522,961 | 228,763 |
| Loans and advances | | 146,374 | 123,904 |
| Trade deposits and short term prepayments | | 673,658 | 516,443 |
| Other receivables | | 53,347 | 218,329 |
| Tax refunds due from Government | | 264,006 | 301,813 |
| Cash and bank balances | | 92,162 | 106,789 |
| | | 6,158,620 | 5,989,708 |
| Total assets | | 11,767,713 | 11,386,418 |
| EQUITY AND LIABILITIES | | | |
| Capital and reserves | | | |
| Share capital | | 669,477 | 669,477 |
| Reserves | | 1,857,986 | 1,546,281 |
| | | 2,527,463 | 2,215,758 |
| Surplus on revaluation of fixed assets | | 13,130 | 13,613 |
| LIABILITIES | | | |
| Non-current liabilities | | | |
| Liabilities against assets subject to finance leases | | 62,186 | 77,327 |
| Deferred taxation | | 501,033 | 369,653 |
| Retirement benefits obligations | 4 | 299,763 | 239,794 |
| | | 862,982 | 686,774 |
| Current liabilities | | | |
| Trade and other payables | | 6,631,590 | 4,547,794 |
| Accrued interest / mark up | | 21,356 | 64,075 |
| Current maturity of liabilities against assets subject to finance leases | | 27,245 | 32,322 |
| Provisions | | 397,007 | 593,559 |
| Dividend payable | | 1,223,036 | - |
| Running finance under mark up arrangements | | 63,904 | 3,232,523 |
| | | 8,364,138 | 8,470,273 |
| Total liabilities | | 9,227,120 | 9,157,047 |
| Contingency and commitments | 5 | | |
| Total equity and liabilities | | 11,767,713 | 11,386,418 |

The annexed notes 1 to 11 form an integral part of this condensed interim financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED

CONDENSED INTERIM PROFIT AND LOSS ACCOUNT FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

| | Note | Quarter ended | | Nine months ended | |
|--|------|-----------------------|-----------------------|-----------------------|-----------------------|
| | | September 30, 2009 | September 30, 2008 | September 30, 2009 | September 30, 2008 |
| ← (Rupees in thousand) → | | | | | |
| Sales | 6 | 10,528,435 | 8,449,171 | 28,508,781 | 23,280,935 |
| Cost of sales | | (6,685,219) | (5,293,038) | (18,229,651) | (14,874,598) |
| Gross profit | | 3,843,216 | 3,156,133 | 10,279,130 | 8,406,337 |
| Distribution costs | | (1,813,336) | (1,632,041) | (5,629,516) | (4,456,493) |
| Administrative expenses | | (238,336) | (265,975) | (757,157) | (709,678) |
| Other operating expenses | | (116,079) | (83,015) | (272,807) | (248,333) |
| Other operating income | | 16,540 | 3,151 | 128,660 | 121,322 |
| Restructuring cost | | (10,900) | - | (10,900) | - |
| Profit from operations | | 1,681,105 | 1,178,253 | 3,737,410 | 3,113,155 |
| Finance costs | | (125,788) | (166,951) | (367,245) | (224,534) |
| Profit before taxation | | 1,555,317 | 1,011,302 | 3,370,165 | 2,888,621 |
| Taxation | | (489,651) | (322,290) | (1,077,917) | (918,864) |
| Profit after taxation | | 1,065,666 | 689,012 | 2,292,248 | 1,969,757 |
| Other comprehensive income | | | | | |
| Surplus on revaluation of fixed assets incremental depreciation | | 248 | 248 | 743 | 737 |
| Income tax relating to component of other comprehensive income | | (87) | (87) | (260) | (258) |
| Other comprehensive income net of tax | | 161 | 161 | 483 | 479 |
| Total comprehensive income | | 1,065,827 | 689,173 | 2,292,731 | 1,970,236 |
| Earnings per share - basic and diluted (Rupees) | | 80.16 | 51.83 | 172.43 | 148.17 |

The annexed notes 1 to 11 form an integral part of this condensed interim financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED

CONDENSED INTERIM CASH FLOW STATEMENT FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

| | Note September 30, 2009 | September 30, 2008 |
|---|--|-----------------------|
| | (Rupees in thousand) | |
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Cash receipts from customers | 34,611,865 | 28,008,950 |
| Cash paid to suppliers, service providers and employees | (21,319,085) | (19,559,703) |
| Payments of indirect taxes and other statutory duties | (6,594,539) | (5,471,140) |
| Payments of royalty and technical services fee | (886,323) | (691,122) |
| Finance costs paid | (409,964) | (199,691) |
| Income tax paid | (857,357) | (793,768) |
| Retirement benefit obligations paid | (37,915) | (7,966) |
| Decrease / (increase) in long term loans | 7,754 | (59,294) |
| Decrease / (increase) in long term deposits and prepayments | 116,175 | (538,845) |
| Net cash from operating activities | 4,630,611 | 687,421 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of property, plant and equipment | (755,547) | (1,134,843) |
| Sale proceeds of property, plant and equipment on disposal | 52,121 | 42,017 |
| Return received on savings accounts and term deposits | 676 | 2,048 |
| Dividend received | 12 | 12 |
| Net cash used in investing activities | (702,738) | (1,090,766) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Decrease in liabilities against assets subject to finance leases | (24,170) | (22,780) |
| Dividends paid | (749,711) | (1,392,619) |
| Short term loan received from associated undertaking | - | 1,023,000 |
| Net cash used in financing activities | (773,881) | (392,399) |
| Net increase / (decrease) in cash and cash equivalents | 3,153,992 | (795,744) |
| Cash and cash equivalents at the beginning of the period | (3,125,734) | (234,875) |
| Cash and cash equivalents at the end of the period | 7 28,258 | (1,030,619) |

The annexed notes 1 to 11 form an integral part of this condensed interim financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

| | SHARE CAPITAL | RESERVES | | | | SUB TOTAL | TOTAL |
|---|------------------|--|----------------|----------|--------------------------|------------------|------------------|
| | | Difference of capital under schemes of arrangements for amalgamations | Contingency | Other | REVENUE | | |
| | | | | | Unappropriated profit | | |
| ← (Rupees in thousand) → | | | | | | | |
| Balance as at January 1, 2008 | 669,477 | 70,929 | 363,106 | 33,895 | 842,420 | 1,310,350 | 1,979,827 |
| Total comprehensive income for the nine months ended September 30, 2008 | - | - | - | - | 1,970,236 | 1,970,236 | 1,970,236 |
| Transferred from unappropriated profit to contingency reserve - Note 5.1 | - | - | 50,201 | - | (50,201) | - | - |
| Employee benefits cost under IFRS 2 | | | | | | | |
| - "Share-based Payment" | | | | | | | |
| - Charge for the period | - | - | - | 18,440 | - | 18,440 | 18,440 |
| - Settlement during the period | - | - | - | (30,601) | - | (30,601) | (30,601) |
| | - | - | - | (12,161) | - | (12,161) | (12,161) |
| Dividends | | | | | | | |
| For the year ended December 31, 2007 | | | | | | | |
| - On cumulative preference shares | | | | | | | |
| @ 5% per share | - | - | - | - | (239) | (239) | (239) |
| - Final dividend on ordinary shares | | | | | | | |
| @ Rs. 63 per share | - | - | - | - | (837,514) | (837,514) | (837,514) |
| For the year ended December 31, 2008 | | | | | | | |
| - Interim dividend on ordinary shares | | | | | | | |
| @ Rs. 66 per share | - | - | - | - | (877,395) | (877,395) | (877,395) |
| Balance as at September 30, 2008 | 669,477 | 70,929 | 413,307 | 21,734 | 1,047,307 | 1,553,277 | 2,222,754 |
| Balance as at January 1, 2009 | 669,477 | 70,929 | 321,471 | - | 1,153,881 | 1,546,281 | 2,215,758 |
| Total comprehensive income for the nine months ended September 30, 2009 | - | - | - | - | 2,292,731 | 2,292,731 | 2,292,731 |
| Dividends | | | | | | | |
| For the year ended December 31, 2008 | | | | | | | |
| - On cumulative preference shares | | | | | | | |
| @ 5% per share | - | - | - | - | (239) | (239) | (239) |
| - Final dividend on ordinary shares | | | | | | | |
| @ Rs. 57 per share | - | - | - | - | (757,751) | (757,751) | (757,751) |
| For the year ended December 31, 2009 | | | | | | | |
| - Interim dividend on ordinary shares | | | | | | | |
| @ Rs. 92 per share | - | - | - | - | (1,223,036) | (1,223,036) | (1,223,036) |
| Balance as at September 30, 2009 | 669,477 | 70,929 | 321,471 | - | 1,465,586 | 1,857,986 | 2,527,463 |

The annexed notes 1 to 11 form an integral part of this condensed interim financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED

NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

1. BASIS OF PREPARATION

This condensed interim financial information has been prepared in accordance with the requirements of International Accounting Standard No. 34, "Interim Financial Reporting" and is being submitted to the shareholders as required by Section 245 of the Companies Ordinance, 1984 and the Listing Regulations of the Karachi, Lahore and Islamabad Stock Exchanges.

2. ACCOUNTING POLICIES

The present accounting policies, adopted for the preparation of this condensed interim financial information are the same as those applied in the preparation of the preceding annual financial statements of the Company for the year ended December 31, 2008.

| | September 30, 2009 | Audited December 31, 2008 |
|---|-----------------------|---------------------------------|
| | (Rupees in thousand) | |
| 3. PROPERTY, PLANT AND EQUIPMENT | | |
| Operating assets - at net book value | 4,258,946 | 3,988,216 |
| Capital work in progress - at cost | | |
| Civil works | 7,686 | 25,600 |
| Plant and machinery | 538,353 | 414,462 |
| | 546,039 | 440,062 |
| | 4,804,985 | 4,428,278 |

3.1 Details of additions and disposals to operating assets during the nine months ended September 30, 2009 are:

| | Additions (at cost) | | Disposals (at net book value) | |
|--|------------------------|-----------------------|----------------------------------|-----------------------|
| | September 30, 2009 | September 30, 2008 | September 30, 2009 | September 30, 2008 |
| | (Rupees in thousand) | | | |
| Owned | | | | |
| Leasehold land | - | - | 181 | - |
| Building on freehold land | 22,807 | 60,510 | - | - |
| Building on leasehold land | 2,358 | 272 | - | - |
| Plant and machinery | 520,481 | 979,379 | 5,344 | 3,836 |
| Electrical, mechanical and office equipment | 97,154 | 54,105 | 82 | 89 |
| Furniture and fittings | 4,070 | 3,518 | 296 | 393 |
| Motor vehicles | 2,700 | 21,099 | 8,565 | 8,749 |
| Assets held under finance leases | | | | |
| Motor vehicles | 3,952 | 54,396 | 1,218 | 1,344 |
| | 653,522 | 1,173,279 | 15,686 | 14,411 |

4. RETIREMENT BENEFITS

With effect from January 1, 2009 the Company has given option to its management staff for a new defined contribution plan i.e., DC Pension Fund in place of existing pension and management gratuity defined benefit schemes. As a result, present value of obligation as at January 1, 2009 amounting to Rs. 225.02 million under the existing pension and management gratuity plans in respect of employees who have opted for the new scheme has been transferred to the DC Pension Fund.

Unrecognised actuarial losses of Rs. 37.01 million have been recognised in this financial information as a result of option availed by the employees.

5. CONTINGENCY AND COMMITMENTS

5.1 CONTINGENCY

The contingency amount reported in respect of Sindh Development Infrastructure Fee / Cess in the annual financial statements has remained constant to Rs. 321.47 million as at September 30, 2009. There has been no change in its status from December 31, 2008.

5.2 COMMITMENTS

The commitments for capital expenditure outstanding as at September 30, 2009 amounted to Rs. 75.92 million (December 31, 2008: Rs. 126.23 million).

6. SEGMENT ANALYSIS

6.1 SEGMENT RESULTS

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|---|------------------------------|------------------|------------------|----------------|-------------------|
| | ← (Rupees in thousand) → | | | | |
| For the quarter ended September 30, 2009 | | | | | |
| Turnover | <u>6,077,568</u> | <u>2,912,697</u> | <u>1,309,731</u> | <u>228,439</u> | <u>10,528,435</u> |
| Segment result | <u>1,403,741</u> | <u>192,622</u> | <u>137,612</u> | <u>54,107</u> | <u>1,788,082</u> |
| For the quarter ended September 30, 2008 | | | | | |
| Turnover | <u>4,841,907</u> | <u>2,390,463</u> | <u>1,029,920</u> | <u>186,881</u> | <u>8,449,171</u> |
| Segment result | <u>984,285</u> | <u>251,315</u> | <u>33,923</u> | <u>(9,186)</u> | <u>1,260,337</u> |

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|---|--------------------------|------------------|------------------|-----------------|-------------------|
| | ← (Rupees in thousand) → | | | | |
| For nine months ended September 30, 2009 | | | | | |
| Turnover | <u>16,064,420</u> | <u>8,320,048</u> | <u>3,443,508</u> | <u>680,805</u> | <u>28,508,781</u> |
| Segment result | <u>2,956,664</u> | <u>576,864</u> | <u>308,743</u> | <u>57,221</u> | <u>3,899,492</u> |
| For nine months ended September 30, 2008 | | | | | |
| Turnover | <u>12,432,246</u> | <u>7,194,391</u> | <u>3,118,985</u> | <u>535,313</u> | <u>23,280,935</u> |
| Segment result | <u>2,544,165</u> | <u>635,456</u> | <u>81,646</u> | <u>(14,133)</u> | <u>3,247,134</u> |

Reconciliation of segment results with profit after tax is as follows:

| | Quarter ended | | Nine months ended | |
|--------------------------------------|--------------------------|----------------|--------------------|------------------|
| | September 2009 | September 2008 | September 2009 | September 2008 |
| | ← (Rupees in thousand) → | | | |
| Total profit for reportable segments | <u>1,788,082</u> | 1,260,337 | <u>3,899,492</u> | 3,247,134 |
| Administrative expenses unallocated | <u>3,462</u> | (2,220) | <u>(7,035)</u> | (6,968) |
| Other operating expenses | <u>(116,079)</u> | (83,015) | <u>(272,807)</u> | (248,333) |
| Other operating income | <u>16,540</u> | 3,151 | <u>128,660</u> | 121,322 |
| Restructuring costs | <u>(10,900)</u> | - | <u>(10,900)</u> | - |
| Finance cost | <u>(125,788)</u> | (166,951) | <u>(367,245)</u> | (224,534) |
| Taxation | <u>(489,651)</u> | (322,290) | <u>(1,077,917)</u> | (918,864) |
| Profit after tax | <u>1,065,666</u> | <u>689,012</u> | <u>2,292,248</u> | <u>1,969,757</u> |

6.2 SEGMENT ASSETS

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|--|--------------------------|------------------|------------------|----------------|------------------|
| | ← (Rupees in thousand) → | | | | |
| As at September 30, 2009 | | | | | |
| Total segment assets | <u>3,745,243</u> | <u>2,178,413</u> | <u>3,135,076</u> | <u>123,286</u> | <u>9,182,018</u> |
| As at December 31, 2008 - Audited | | | | | |
| Total segment assets | <u>3,448,520</u> | <u>1,779,154</u> | <u>3,469,902</u> | <u>66,356</u> | <u>8,763,932</u> |

Segment assets consist primarily of property, plant and equipment, intangibles, stores and spares, stock in trade and trade and other debts.

Reconciliation of segment assets with total assets in the balance sheet is as follows:

| | September 30, 2009 | Audited December 31, 2008 |
|-------------------------------|-------------------------------|---------------------------------|
| | (Rupees in thousand) | |
| Total for reportable segments | 9,182,018 | 8,763,932 |
| Unallocated assets | 2,585,695 | 2,622,486 |
| Total as per balance sheet | 11,767,713 | 11,386,418 |

| Nine months ended | |
|-------------------------------|-----------------------|
| September 30, 2009 | September 30, 2008 |
| (Rupees in thousand) | |

7. CASH AND CASH EQUIVALENTS

| | | |
|--|-----------------|-------------|
| Cash and bank balances | 92,162 | 140,658 |
| Running finance under mark up arrangements | (63,904) | (1,171,277) |
| | 28,258 | (1,030,619) |

8. RELATED PARTY TRANSACTIONS

Significant related party transactions are:

| Relationship with the Company | Nature of transactions | | |
|--|--|------------------|-----------|
| i. Ultimate parent company: | Royalty and technical services fee | 970,847 | 825,246 |
| ii. Other related parties: | Purchase of goods | 5,617,615 | 4,045,711 |
| | Reimbursement of expenses to related party | 31,977 | 21,660 |
| | Sale of goods | 67 | - |
| | Recovery of expenses from related party | 74,737 | 51,354 |
| | Fee for providing of services to related parties | 9,983 | 14,099 |
| | Purchase of fixed assets | 35,763 | - |
| | Short term loan received | - | 1,023,000 |
| | Interest on short term loan | - | 15,776 |
| iii. Key management personnel: | Salaries and other short term employee benefits | 68,786 | 50,100 |
| | Post employment benefits | 8,724 | 5,342 |
| iv. Others: | Donations | 5,622 | 5,134 |

9. MONOPOLY CONTROL AUTHORITY ORDER

There is no change in status as reported in the latest annual financial statements regarding the Monopoly Control Authority (MCA) Order terminating the non-competition agreement, requiring the Company to refund the amount of Rs. 250 million to Dalda Foods (Private) Limited. The MCA order was stayed and the appeal is pending for hearing.

10. CORRESPONDING FIGURES

10.1 Prior year figures have been rearranged for the purpose of better presentation and comparison and these are as follows:

| Reclassification from component | Reclassification to component | Quarter ended September 30, 2008 | Nine months ended September 30, 2008 | Year ended December 31, 2008 |
|--|--------------------------------------|---|---|-------------------------------------|
| Administrative expenses | Cost of sales | 46,390 | 139,068 | - |
| Operating expenses | Administrative expenses | 2,220 | 6,968 | - |
| Stock in trade | Stores and Spares | - | - | 9,856 |

11. DATE OF ISSUE

This condensed interim financial information has been authorised for issue on October 26, 2009 by the Board of Directors of the Company.

**CONDENSED INTERIM
CONSOLIDATED FINANCIAL INFORMATION
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009**

**Unilever Pakistan Limited and
Its Subsidiary Companies**

UNILEVER PAKISTAN LIMITED AND ITS SUBSIDIARY COMPANIES

CONDENSED INTERIM CONSOLIDATED BALANCE SHEET AS AT SEPTEMBER 30, 2009

| | Note | Unaudited September 30, 2009 | Audited December 31, 2008 |
|--|------|------------------------------------|---------------------------------|
| (Rupees in thousand) | | | |
| ASSETS | | | |
| Non-current assets | | | |
| Property, plant and equipment | 4 | 4,804,985 | 4,428,278 |
| Intangibles | | 3,652 | 7,303 |
| Long term investments | | 200 | 200 |
| Long term loans | | 112,791 | 120,545 |
| Long term deposits and prepayments | | 423,852 | 540,027 |
| Retirement benefits - prepayments | 5 | 168,611 | 205,355 |
| | | <u>5,514,091</u> | <u>5,301,708</u> |
| Current assets | | | |
| Stores and spares | | 261,742 | 241,753 |
| Stock in trade | | 4,144,370 | 4,251,914 |
| Trade debts | | 522,961 | 228,763 |
| Loans and advances | | 146,374 | 123,904 |
| Accrued interest / mark up | | 2,326 | 3,874 |
| Trade deposits and short term prepayments | | 673,658 | 516,443 |
| Other receivables | | 53,347 | 218,258 |
| Tax refunds due from Government | | 259,712 | 301,813 |
| Cash and bank balances | | 228,987 | 230,009 |
| | | <u>6,293,477</u> | <u>6,116,731</u> |
| Total assets | | <u><u>11,807,568</u></u> | <u><u>11,418,439</u></u> |
| EQUITY AND LIABILITIES | | | |
| Capital and reserves | | | |
| Share capital | | 669,477 | 669,477 |
| Reserves | | 1,896,273 | 1,575,643 |
| | | <u>2,565,750</u> | <u>2,245,120</u> |
| Surplus on revaluation of fixed assets | | 13,130 | 13,613 |
| LIABILITIES | | | |
| Non-current liabilities | | | |
| Liabilities against assets subject to finance leases | | 62,186 | 77,327 |
| Deferred taxation | | 501,033 | 369,653 |
| Retirement benefits obligations | 5 | 299,763 | 239,794 |
| | | <u>862,982</u> | <u>686,774</u> |
| Current liabilities | | | |
| Trade and other payables | | 6,633,158 | 4,549,434 |
| Taxation - provision less payments | | - | 1,019 |
| Accrued interest / mark up | | 21,356 | 64,075 |
| Current maturity of liabilities against assets subject to finance leases | | 27,245 | 32,322 |
| Provisions | | 397,007 | 593,559 |
| Dividend payable | | 1,223,036 | - |
| Running finance under mark up arrangements | | 63,904 | 3,232,523 |
| | | <u>8,365,706</u> | <u>8,472,932</u> |
| Total liabilities | | <u>9,228,688</u> | <u>9,159,706</u> |
| Contingency and commitments | 6 | | |
| Total equity and liabilities | | <u><u>11,807,568</u></u> | <u><u>11,418,439</u></u> |

The annexed notes 1 to 12 form an integral part of this condensed interim consolidated financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED AND ITS SUBSIDIARY COMPANIES
CONDENSED INTERIM CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

| | Note | Quarter ended | | Nine months ended | |
|---|------|-----------------------|-----------------------|-----------------------|-----------------------|
| | | September 30, 2009 | September 30, 2008 | September 30, 2009 | September 30, 2008 |
| ← (Rupees in thousand) → | | | | | |
| Sales | 7 | 10,528,435 | 8,449,171 | 28,508,781 | 23,280,935 |
| Cost of sales | | (6,685,219) | (5,293,038) | (18,229,651) | (14,874,598) |
| Gross profit | | 3,843,216 | 3,156,133 | 10,279,130 | 8,406,337 |
| Distribution costs | | (1,813,336) | (1,632,041) | (5,629,516) | (4,456,493) |
| Administrative expenses | | (238,346) | (266,039) | (757,187) | (710,220) |
| Other operating expenses | | (116,079) | (83,015) | (272,807) | (248,333) |
| Other operating income | | 20,977 | 6,032 | 142,421 | 129,970 |
| Restructuring cost | | (10,900) | - | (10,900) | - |
| Profit from operations | | 1,685,532 | 1,181,070 | 3,751,141 | 3,121,261 |
| Finance costs | | (125,789) | (166,951) | (367,246) | (224,534) |
| Profit before taxation | | 1,559,743 | 1,014,119 | 3,383,895 | 2,896,727 |
| Taxation | | (491,200) | (323,276) | (1,082,722) | (921,701) |
| Profit after taxation | | 1,068,543 | 690,843 | 2,301,173 | 1,975,026 |
| Other comprehensive income | | | | | |
| Surplus on revaluation of fixed assets incremental depreciation | | 248 | 248 | 743 | 737 |
| Income tax relating to component of other comprehensive income | | (87) | (87) | (260) | (258) |
| Other comprehensive income net of tax | | 161 | 161 | 483 | 479 |
| Total comprehensive income | | 1,068,704 | 691,004 | 2,301,656 | 1,975,505 |
| Earnings per share - basic and diluted (Rupees) | | 80.38 | 51.97 | 173.10 | 148.57 |

The annexed notes 1 to 12 form an integral part of this condensed interim consolidated financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED AND ITS SUBSIDIARY COMPANIES

CONDENSED INTERIM CONSOLIDATED CASH FLOW STATEMENT FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

Note **September 30,** September 30,
2009 2008
(Rupees in thousand)

CASH FLOWS FROM OPERATING ACTIVITIES

| | | |
|--|---------------------|--------------|
| Cash receipts from customers | 34,611,865 | 28,008,950 |
| Cash paid to suppliers, service providers and employees | (21,319,258) | (19,557,962) |
| Payments of indirect taxes and other statutory duties | (6,594,539) | (5,471,140) |
| Payments of royalty and technical services fee | (886,323) | (691,122) |
| Finance costs paid | (409,965) | (199,691) |
| Income tax paid | (858,888) | (796,811) |
| Retirement benefit obligations paid | (37,915) | (7,966) |
| Decrease / (increase) in long term loans | 7,754 | (59,294) |
| Decrease / (increase) in long term deposits and prepayments | 116,175 | (538,845) |
| Net cash from operating activities | 4,628,906 | 686,119 |

CASH FLOWS FROM INVESTING ACTIVITIES

| | | |
|--|------------------|-------------|
| Purchase of property, plant and equipment | (755,547) | (1,134,843) |
| Sale proceeds of property, plant and equipment on disposal | 52,121 | 42,017 |
| Return received on savings accounts and term deposits | 15,986 | 2,071 |
| Dividend received | 12 | 12 |
| Net cash used in investing activities | (687,428) | (1,090,743) |

CASH FLOWS FROM FINANCING ACTIVITIES

| | | |
|---|--------------------|-------------|
| Decrease in liabilities against assets subject to finance leases | (24,170) | (22,780) |
| Dividends paid | (749,711) | (1,392,619) |
| Short term loan received from associated undertaking | - | 1,023,000 |
| Net cash used in financing activities | (773,881) | (392,399) |
| Net increase / (decrease) in cash and cash equivalents | 3,167,597 | (797,023) |
| Cash and cash equivalents at the beginning of the period | (3,002,514) | (118,555) |
| Cash and cash equivalents at the end of the period | 8 165,083 | (915,578) |

The annexed notes 1 to 12 form an integral part of this condensed interim consolidated financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED AND ITS SUBSIDIARY COMPANIES

CONDENSED INTERIM CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

| | SHARE CAPITAL | RESERVES | | | | SUB TOTAL | TOTAL |
|---|------------------|--|------------------------|----------|-------------------------------------|------------------|------------------|
| | | Difference of capital under schemes of arrangements for amalgamations | CAPITAL Contingency | Other | REVENUE Unappropriated profit | | |
| | | | | | | | |
| Balance as at January 1, 2008 | 669,477 | 70,929 | 363,106 | 33,895 | 864,191 | 1,332,121 | 2,001,598 |
| Total comprehensive income for the nine months ended September 30, 2008 | - | - | - | - | 1,975,026 | 1,975,026 | 1,975,026 |
| Transferred from unappropriated profit to contingency reserve - Note 6.1 | - | - | 50,201 | - | (50,201) | - | - |
| Employee benefits cost under IFRS 2 | | | | | | | |
| - "Share-based Payment" | | | | | | | |
| - Charge for the period | - | - | - | 18,440 | - | 18,440 | 18,440 |
| - Settlement during the period | - | - | - | (30,601) | - | (30,601) | (30,601) |
| | - | - | - | (12,161) | - | (12,161) | (12,161) |
| Dividends | | | | | | | |
| For the year ended December 31, 2007 | | | | | | | |
| - On cumulative preference shares | | | | | | | |
| @ 5% per share | - | - | - | - | (239) | (239) | (239) |
| - Final dividend on ordinary shares | | | | | | | |
| @ Rs. 63 per share | - | - | - | - | (837,514) | (837,514) | (837,514) |
| For the year ended December 31, 2008 | | | | | | | |
| - Interim dividend on ordinary shares | | | | | | | |
| @ Rs. 66 per share | - | - | - | - | (877,395) | (877,395) | (877,395) |
| Balance as at September 30, 2008 | 669,477 | 70,929 | 413,307 | 21,734 | 1,073,868 | 1,579,838 | 2,249,315 |
| Balance as at January 1, 2009 | 669,477 | 70,929 | 321,471 | - | 1,183,243 | 1,575,643 | 2,245,120 |
| Total comprehensive income for the nine months ended September 30, 2009 | - | - | - | - | 2,301,656 | 2,301,656 | 2,301,656 |
| Dividends | | | | | | | |
| For the year ended December 31, 2008 | | | | | | | |
| - On cumulative preference shares | | | | | | | |
| @ 5% per share | - | - | - | - | (239) | (239) | (239) |
| - Final dividend on ordinary shares | | | | | | | |
| @ Rs. 57 per share | - | - | - | - | (757,751) | (757,751) | (757,751) |
| For the year ended December 31, 2009 | | | | | | | |
| - Interim dividend on ordinary shares | | | | | | | |
| @ Rs. 92 per share | - | - | - | - | (1,223,036) | (1,223,036) | (1,223,036) |
| Balance as at September 30, 2009 | 669,477 | 70,929 | 321,471 | - | 1,503,873 | 1,896,273 | 2,565,750 |

The annexed notes 1 to 12 form an integral part of this condensed interim consolidated financial information.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO

UNILEVER PAKISTAN LIMITED AND ITS SUBSIDIARY COMPANIES

NOTES TO THE CONDENSED INTERIM CONSOLIDATED FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2009 (UNAUDITED)

1. BASIS OF PRESENTATION

This condensed interim consolidated financial information includes the financial information of Unilever Pakistan Limited (the parent company), Lever Chemicals (Private) Limited, Levers Associated Pakistan Trust (Private) Limited and Sadiq (Private) Limited. The condensed interim financial information of the subsidiary companies has been consolidated on a line by line basis.

All inter company balances and transactions have been eliminated.

2. BASIS OF PREPARATION

This condensed interim consolidated financial information has been prepared in accordance with the requirements of International Accounting Standard No. 34, "Interim Financial Reporting" and is being submitted to the shareholders as required by Section 245 of the Companies Ordinance, 1984 and the Listing Regulations of the Karachi, Lahore and Islamabad Stock Exchanges.

3. ACCOUNTING POLICIES

The present accounting policies, adopted for the preparation of this condensed interim consolidated financial information are the same as those applied in the preparation of the preceding annual consolidated financial statements of the Group for the year ended December 31, 2008.

4. PROPERTY, PLANT AND EQUIPMENT

| | September 30, 2009 | Audited December 31, 2008 |
|--------------------------------------|-----------------------|---------------------------------|
| | (Rupees in thousand) | |
| Operating assets - at net book value | 4,258,946 | 3,988,216 |
| Capital work in progress - at cost | | |
| Civil works | 7,686 | 25,600 |
| Plant and machinery | 538,353 | 414,462 |
| | 546,039 | 440,062 |
| | <u>4,804,985</u> | <u>4,428,278</u> |

4.1 Details of additions and disposals to operating assets during the nine months ended September 30, 2009 are:

| | Additions (at cost) | | Disposals (at net book value) | |
|---|------------------------|-----------------------|----------------------------------|-----------------------|
| | September 30, 2009 | September 30, 2008 | September 30, 2009 | September 30, 2008 |
| | (Rupees in thousand) | | | |
| Owned | | | | |
| Leasehold land | - | - | 181 | - |
| Building on freehold land | 22,807 | 60,510 | - | - |
| Building on leasehold land | 2,358 | 272 | - | - |
| Plant and machinery | 520,481 | 979,379 | 5,344 | 3,836 |
| Electrical, mechanical and office equipment | 97,154 | 54,105 | 82 | 89 |
| Furniture and fittings | 4,070 | 3,518 | 296 | 393 |
| Motor vehicles | 2,700 | 21,099 | 8,565 | 8,749 |
| Assets held under finance leases | | | | |
| Motor vehicles | 3,952 | 54,396 | 1,218 | 1,344 |
| | <u>653,522</u> | <u>1,173,279</u> | <u>15,686</u> | <u>14,411</u> |

5. RETIREMENT BENEFITS

With effect from January 1, 2009 the Group has given option to its management staff for a new defined contribution plan i.e., DC Pension Fund in place of existing pension and management gratuity defined benefit schemes. As a result, present value of obligation as at January 1, 2009 amounting to Rs. 225.02 million under the existing pension and management gratuity plans in respect of employees who have opted for the new scheme has been transferred to the DC Pension Fund.

Unrecognised actuarial losses of Rs. 37.01 million have been recognised in this financial information as a result of option availed by the employees.

6. CONTINGENCY AND COMMITMENTS

6.1 CONTINGENCY

The contingency amount reported in respect of Sindh Development Infrastructure Fee / Cess in the annual consolidated financial statements has remained constant to Rs. 321.47 million as at September 30, 2009. There has been no change in its status from December 31, 2008.

6.2 COMMITMENTS

The commitments for capital expenditure outstanding as at September 30, 2009 amounted to Rs. 75.92 million (December 31, 2008: Rs. 126.23 million).

7. SEGMENT ANALYSIS

7.1 SEGMENT RESULTS

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|---|------------------------------|------------------|------------------|----------------|-------------------|
| | ← (Rupees in thousand) → | | | | |
| For the quarter ended September 30, 2009 | | | | | |
| Turnover | <u>6,077,568</u> | <u>2,912,697</u> | <u>1,309,731</u> | <u>228,439</u> | <u>10,528,435</u> |
| Segment result | <u>1,403,741</u> | <u>192,622</u> | <u>137,612</u> | <u>54,107</u> | <u>1,788,082</u> |
| For the quarter ended September 30, 2008 | | | | | |
| Turnover | <u>4,841,907</u> | <u>2,390,463</u> | <u>1,029,920</u> | <u>186,881</u> | <u>8,449,171</u> |
| Segment result | <u>984,285</u> | <u>251,315</u> | <u>33,923</u> | <u>(9,186)</u> | <u>1,260,337</u> |

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|---|------------------------|------------------|------------------|-----------------|-------------------|
| | (Rupees in thousand) | | | | |
| For nine months ended September 30, 2009 | | | | | |
| Turnover | <u>16,064,420</u> | <u>8,320,048</u> | <u>3,443,508</u> | <u>680,805</u> | <u>28,508,781</u> |
| Segment result | <u>2,956,664</u> | <u>576,864</u> | <u>308,743</u> | <u>57,221</u> | <u>3,899,492</u> |
| For nine months ended September 30, 2008 | | | | | |
| Turnover | <u>12,432,246</u> | <u>7,194,391</u> | <u>3,118,985</u> | <u>535,313</u> | <u>23,280,935</u> |
| Segment result | <u>2,544,165</u> | <u>635,456</u> | <u>81,646</u> | <u>(14,133)</u> | <u>3,247,134</u> |

Reconciliation of segment results with profit after tax is as follows:

| | Quarter ended | | Nine months ended | |
|--------------------------------------|----------------------|----------------|-------------------|------------------|
| | September 2009 | September 2008 | September 2009 | September 2008 |
| | (Rupees in thousand) | | | |
| Total profit for reportable segments | 1,788,082 | 1,260,337 | 3,899,492 | 3,247,134 |
| Administrative expenses unallocated | 3,452 | (2,284) | (7,065) | (7,510) |
| Other operating expenses | (116,079) | (83,015) | (272,807) | (248,333) |
| Other operating income | 20,977 | 6,032 | 142,421 | 129,970 |
| Restructuring costs | (10,900) | - | (10,900) | - |
| Finance cost | (125,789) | (166,951) | (367,246) | (224,534) |
| Taxation | (491,200) | (323,276) | (1,082,722) | (921,701) |
| Profit after tax | <u>1,068,543</u> | <u>690,843</u> | <u>2,301,173</u> | <u>1,975,026</u> |

7.2 SEGMENT ASSETS

| | Home and Personal Care | Beverages | Ice Cream | Other | Total |
|--|------------------------|------------------|------------------|----------------|------------------|
| | (Rupees in thousand) | | | | |
| As at September 30, 2009 | | | | | |
| Total segment assets | <u>3,745,243</u> | <u>2,178,413</u> | <u>3,135,076</u> | <u>123,286</u> | <u>9,182,018</u> |
| As at December 31, 2008 - Audited | | | | | |
| Total segment assets | <u>3,448,520</u> | <u>1,779,154</u> | <u>3,469,902</u> | <u>66,356</u> | <u>8,763,932</u> |

Segment assets consist primarily of property, plant and equipment, intangibles, stores and spares, stock in trade and trade and other debts.

Reconciliation of segment assets with total assets in the balance sheet is as follows:

| | September 30, 2009 | Audited December 31, 2008 |
|-------------------------------|----------------------|---------------------------|
| | (Rupees in thousand) | |
| Total for reportable segments | 9,182,018 | 8,763,932 |
| Unallocated assets | 2,625,550 | 2,654,507 |
| Total as per balance sheet | <u>11,807,568</u> | <u>11,418,439</u> |

Nine months ended
September 30, September 30,
2009 2008
(Rupees in thousand)

8. CASH AND CASH EQUIVALENTS

| | | |
|--|-----------------|------------------|
| Cash and bank balances | 228,987 | 255,699 |
| Running finance under mark up arrangements | (63,904) | (1,171,277) |
| | 165,083 | (915,578) |

9. RELATED PARTY TRANSACTIONS

Significant related party transactions are:

| Relationship with the Group | Nature of transactions | | |
|------------------------------------|--|------------------|-----------|
| i. Ultimate parent company: | Royalty and technical services fee | 970,847 | 825,246 |
| ii. Other related parties: | Purchase of goods | 5,617,615 | 4,045,711 |
| | Reimbursement of expenses to related party | 31,977 | 21,660 |
| | Sale of goods | 67 | - |
| | Recovery of expenses from related party | 74,737 | 51,354 |
| | Fee for providing of services to related parties | 9,983 | 14,099 |
| | Purchase of fixed assets | 35,763 | - |
| | Short term loan received | - | 1,023,000 |
| | Interest on short term loan | - | 15,776 |
| iii. Key management personnel: | Salaries and other short term employee benefits | 68,786 | 50,100 |
| | Post employment benefits | 8,724 | 5,342 |
| iv. Others: | Donations | 5,622 | 5,134 |

10. MONOPOLY CONTROL AUTHORITY ORDER

There is no change in status as reported in the latest annual financial statements regarding the Monopoly Control Authority (MCA) Order terminating the non-competition agreement, requiring the Group to refund the amount of Rs. 250 million to Dalda Foods (Private) Limited. The MCA order was stayed and the appeal is pending for hearing.

11. CORRESPONDING FIGURES

11.1 Prior year figures have been rearranged for the purpose of better presentation and comparison and these are as follows:

| Reclassification from component | Reclassification to component | Quarter ended September 30, 2008 | Nine months ended September 30, 2008 | Year ended December 31, 2008 |
|--|--------------------------------------|-------------------------------------|---|------------------------------------|
| Administrative expenses | Cost of sales | 46,390 | 139,068 | - |
| Operating expenses | Administrative expenses | 2,230 | 6,998 | - |
| Stock in trade | Stores and Spares | - | - | 9,856 |

12. DATE OF ISSUE

This condensed interim consolidated financial information has been authorised for issue on October 26, 2009 by the Board of Directors of the Group.

Ehsan A. Malik
Chairman & Chief Executive

Imran Husain
Director & CFO