



Unilever

31<sup>st</sup> January 2006

The Secretary,  
Karachi Stock Exchange (Guarantee) Limited,  
Karachi.

(BY HAND)

The Secretary,  
Lahore Stock Exchange (Guarantee) Limited,  
Lahore.

By Fax  
(042- 6368484/5)

The Secretary,  
Islamabad Stock Exchange (Guarantee) Limited,

By Fax  
(92-51- 2275044)

Dear Sirs,

**Financial Results for the year January 2005-December 2005**

At its meeting held today, our Board of Directors has approved the Financial Results of the Company for the year January 2005–December 2005.

The Company continues its sustained growth momentum in sales and profits. The improving business environment and the Government's rationalisation of taxes to build a level playing field have helped. Total sales, excluding the Dalda business sold in 2004, are up 11%. All businesses contributed to growth, notably Home and Personal Care sales up 15.5% and Ice Cream up 28.8%. Higher volumes, improved sales mix and cost savings resulted in a 26% increase in operating profit after excluding the impact in 2004 of the Dalda sale and restructuring costs.

	December 2005	December 2004
	—Rupees in Millions—	
Sales-Net	18,119	18,238
Less: Cost of Sales	<u>11,265</u>	<u>12,679</u>
Gross Profit	6,854	5,559
Less: Distribution, Admin & Other Operating Expenses	4,483	3,871
Add: Other Operating Income	<u>188</u>	<u>342</u>
	2,559	2,030
Profit on Sale of Discontinued Operation	-	940
Less: Restructuring Costs	<u>-</u>	<u>728</u>
Profit from Operations	2,559	2,242
Less: Finance Costs	<u>77</u>	<u>75</u>
Profit before Taxation	2,482	2,167
Less: Taxation	<u>880</u>	<u>442</u>
Profit after Tax	<u>1,602</u>	<u>1,725</u>
<b>EPS- basic (Rupees)</b>		
- from continuing operations	120	100
- restructuring costs charged in 2004	<u>-</u>	<u>(33)</u>
	120	67
- from discontinued operation and its disposal	<u>-</u>	<u>63</u>
<b>Total EPS</b>	<u>120</u>	<u>130</u>