



12 February 2008

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

(BY HAND)

By Fax
(042- 6368484/5)

By Fax
(92-51- 2275044)

Dear Sirs,

Financial Results for the year January 2007-December 2007

At its meeting held today, our Board of Directors has approved the Financial Results of the Company for the year January 2007-December 2007.

2007 sales grew by 11%. Home & Personal Care continues to deliver significant increases in sales, especially in laundry, hair and skin care categories. Sales of Beverage declined due to price reductions and the rising volumes of smuggled teas. Ice Cream sales were impacted by unusual weather, erratic power supplies and production problems.

Underlying operating profit increased by 13%. In December the Company took a restructuring charge to further streamline manufacturing operations and administration. This restricted the growth in after tax profit to 3.4%.

	December 2007	December 2006 (restated)
	-----Rupees in Millions-----	
Sales-Net	23,332	20,988
<u>Less: Cost of Sales</u>	<u>14,249</u>	<u>13,245</u>
Gross Profit	9,083	7,743
<u>Less: Distribution, Admin & Other Operating Expenses</u>	<u>6,264</u>	<u>5,287</u>
<u>Add: Other Operating Income</u>	<u>191</u>	<u>203</u>
	<u>3,010</u>	<u>2,659</u>
<u>Less: Restructuring Costs</u>	<u>372</u>	<u>110</u>
Profit from Operations	2,638	2,549
<u>Less: Finance Costs</u>	<u>109</u>	<u>64</u>
Profit before Taxation	2,529	2,485
<u>Less: Taxation</u>	<u>842</u>	<u>853</u>
Profit after Tax	1,687	1,632
EPS- basic (Rupees)	127	123