



Unilever Pakistan Limited
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28 October, 2008

The Secretary / General Manager,
Karachi Stock Exchange (Guarantee) Limited, Karachi

By UAN Fax
(111-573-329)

The Secretary / General Manager,
Lahore Stock Exchange (Guarantee) Limited, Lahore

By UAN Fax
(042- 111-441-441)

The Secretary / General Manager,
Islamabad Stock Exchange (Guarantee) Limited, Islamabad

By Fax
(051- 2275044)

Dear Sirs,

Financial Results for the period (January – September), 2008

In the first nine months of 2008, sales revenue grew by 33%. Gross margin however, declined due to unprecedented input cost inflation and devaluation of the Rupee. Optimised investment behind brands and trade, powerful innovation and a tight control over costs helped the Company strengthen market position and improve profit after tax and EPS by 46%

At its meeting held today at 2 p.m. our Board of Directors has approved the unaudited Financial Statements of the Company for the nine months ended September 30, 2008.

	Quarter ended		Nine months ended	
	September 30, 2008	September 30, 2007	September 30, 2008	September 30, 2007
	← (Rupees in thousand) →			
Sales	8,449,171	5,949,721	23,280,935	17,544,872
Cost of sales	(5,246,648)	(3,542,800)	(14,735,530)	(10,614,083)
Gross profit	3,202,523	2,406,921	8,545,405	6,930,789
Distribution costs	(1,632,041)	(1,352,077)	(4,456,493)	(3,954,666)
Administrative expenses	(310,145)	(260,951)	(841,778)	(754,371)
Other operating expenses	(85,235)	(62,611)	(255,301)	(187,152)
Other operating income	3,151	47,180	121,322	159,253
Profit from operations	1,178,253	778,462	3,113,155	2,193,853
Finance costs	(166,951)	(29,234)	(224,534)	(110,083)
Profit before taxation	1,011,302	749,228	2,888,621	2,083,770
Taxation	(322,290)	(261,450)	(918,864)	(733,951)
Profit after taxation	689,012	487,778	1,969,757	1,349,819
Earnings per share - basic and diluted (Rupees)	51.83	36.69	148.17	101.54