



Unilever Pakistan Foods Limited  
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February 17, 2011  
The Secretary  
Karachi Stock Exchange (Guarantee) Limited  
Karachi.

By Hand & Fax  
111 573 329

The Secretary  
Lahore Stock Exchange (Guarantee) Limited  
Lahore.

By Courier & Fax  
042 111 441 441

Dear Sirs,

**UNILEVER PAKISTAN FOODS LIMITED**

**Financial Results for the year ended December 31, 2010**

At its meeting held today, the 17<sup>th</sup> February 2011 at 14:30 Hrs at Karachi, our Board of Directors approved the Audited Financial Results of the Company for the year ended December 31, 2010.

The Company achieved a robust 19.6% growth despite challenging economic conditions. All major categories contributed to this growth. Rising input costs were partially offset by cost savings initiatives. Price increases were taken selectively to maintain competitiveness. Strong volume and value growth resulted in improved gross margin and 147% higher profit after tax and earnings per share.

	<u>2010</u>	<u>2009</u>
	(Rupees in thousands)	
Sales	4,040,887	3,376,511
<u>Less: Cost of Sales</u>	<u>(2,506,003)</u>	<u>(2,122,144)</u>
<b>Gross Profit</b>	<b>1,534,884</b>	<b>1,254,367</b>
<u>Less: Distribution, Admin &amp; Other Operating Expenses</u>	<u>(889,950)</u>	<u>(967,798)</u>
<u>Add: Other Operating Income</u>	<u>23,576</u>	<u>30,161</u>
<u>Less: Restructuring Cost</u>	<u>(10,202)</u>	<u>(52,557)</u>
<b>Profit from Operations</b>	<b>658,308</b>	<b>264,173</b>
<u>Less: Finance Cost</u>	<u>(12,449)</u>	<u>(22,517)</u>
<b>Profit before Taxation</b>	<b>645,859</b>	<b>241,656</b>
<u>Less: Taxation</u>	<u>(208,396)</u>	<u>(64,864)</u>
<b>Profit after Tax</b>	<b>437,463</b>	<b>176,792</b>
<b>EPS-basic (Rupees)</b>	<b>71.04</b>	<b>28.71</b>