



Unilever

Unilever Pakistan Limited
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August 09, 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

The Secretary
Islamabad Stock Exchange (Guarantee) Limited
Islamabad.

By Courier & Fax
051 111 473 329

Dear Sirs,

UNILEVER PAKISTAN LIMITED
Financial Results for the First Half (January - June), 2011

In its meeting held today, the 9th of August 2011 at 10:30 Hrs at Karachi, our Board of Directors has approved the Condensed Interim Financial Information of the Company for the half year ended June 30, 2011.

After-tax earnings increased by 29%. Turnover grew by 15.3%. Both were constrained by a number of factors. Smuggling of tea continued to affect volume and margin, power outages impacted distribution of ice cream, whilst pressure on disposable incomes slowed category growth. Offsetting positives were strong portfolio of brands augmented by five new entries, improvement in mix and more effective distribution. Input cost continued to increase on the back of rising commodity costs; margins, however, benefited from improved scale and timely but measured price corrections, preserving consumer value. The latter was supported by continued focus on product quality, bigger, better and faster innovation and competitive pricing. Profit after tax also benefited from lower financial charge stemming from further optimisation of working capital.

Home and Personal Care (HPC)

HPC grew by 18% as a result of new offerings and consumer relevant innovation in the core. Surf continues to consolidate its position as a value market leader despite stiff competition. Strong brand equity of popular brands - Lux, Rin, Fair & Lovely and Ponds, helped drive volume growth even as input cost inflation was offset through price increases. Strong media campaigns (Tools for Schools - Surf, Time to Shine - Rin, Purple Variant - Lux, Fairness Meter - Fair & Lovely, etc) strengthened market share despite the competitive heat.

Five new brands and formats were launched in the first half of the year. Sunlight Washing Powder, Dove Shampoo, Dove Soap, Vim Dishwash Liquid and Bars fill portfolio gaps and position the business for higher share of customer shelf and consumer wallet.