



Unilever Pakistan Foods Limited
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27 October 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 3636 8485

Dear Sirs,

UNILEVER PAKISTAN FOODS LIMITED

Financial Results for the Period January - September 2011

At its meeting held today, the 27th October 2011 at 14:30 Hrs at Karachi, our Board of Directors has approved the un-audited Financial Information of the Company for the nine months ended September 30, 2011.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	September 30, 2011	September 30, 2010	September 30, 2011	September 30, 2010
	(Rupees in thousands)			
Sales	1,238,642	1,066,747	3,784,796	3,112,718
<u>Less: Cost of Sales</u>	<u>(731,224)</u>	<u>(658,670)</u>	<u>(2,253,446)</u>	<u>(1,885,412)</u>
Gross Profit	507,418	408,077	1,531,350	1,227,306
<u>Less: Distribution, Admin & Other Operating Expenses</u>	<u>(348,892)</u>	<u>(208,496)</u>	<u>(859,287)</u>	<u>(699,975)</u>
<u>Add: Other Operating Incomes</u>	<u>17,759</u>	<u>2,800</u>	<u>51,408</u>	<u>12,111</u>
<u>Less: Restructuring Cost</u>	<u>-</u>	<u>(10,202)</u>	<u>(5,000)</u>	<u>(10,202)</u>
Profit from Operations	176,285	192,179	718,471	529,240
<u>Less: Finance Cost</u>	<u>(1,320)</u>	<u>(6,278)</u>	<u>(4,001)</u>	<u>(13,028)</u>
Profit before Taxation	174,965	185,901	714,470	516,212
<u>Less: Taxation</u>	<u>(67,102)</u>	<u>(61,034)</u>	<u>(241,439)</u>	<u>(171,562)</u>
Profit after Tax	107,863	124,867	473,031	344,650
EPS-basic (Rupees)	17.62	20.28	76.82	55.97