



Unilever Pakistan Limited
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February 10, 2012

→ 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

The Secretary
Islamabad Stock Exchange (Guarantee) Limited
Islamabad.

By Courier & Fax
051 111 473 329

Dear Sirs,

UNILEVER PAKISTAN LIMITED
Financial Results for the year ended December 31, 2011

At its meeting held on February 09, 2012 at 14:30 Hrs at Karachi, our Board of Directors has approved the financial statements of the Company for the year 2011.

The company delivered profit after tax of Rs. 4,094 million, up 25% on previous year from 16% higher turnover. Operating conditions in Pakistan remained tough as economic growth for the second consecutive year was marred by floods, prolonged power outages, rising commodity costs and adverse security environment. Notwithstanding this, consumer demand remained resilient. Unilever further strengthened its foothold by launching seven new brands – the highest ever in a single year. The company now has a footprint that is significantly broader and a reach much deeper, helping millions of Pakistanis feel good, look good and get more out of life.

Home & Personal Care continues to deliver double digit growth in key categories; laundry, hair care and skin care. Six new brand launches, product renovations and market activations continue to be the drivers.

Beverages sales grew mainly on the back of price increases following an inflationary material cost environment, compounded by government levies. Smuggled tea continues to pose a threat to branded players; high government levies lead to high consumer price, deny the formal sector fuel to grow and provide smugglers incentive to evade.

Despite challenges, Ice Cream sales grew by 11% fuelled by strong innovation and launch of Fruttare. Greater focus on costs, a better product mix and pricing actions helped improve gross margins.