



**Unilever Pakistan Limited**  
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April 20, 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 period January - March 2012**

At its meeting held today, April 20, 2012 at 10:30 Hrs at Karachi, our Board of Directors has approved the un-audited Financial Statements of the Company for the Quarter ended March 31, 2012.

Profit after tax increased by 16% on the back of 11% growth in sales. Gross margins improved by 70 bps as a result of better cost absorption, improved operational leverage and well timed price corrections to offset the impact of higher input costs. Despite an increase of 14% in advertising and promotion spend on nine more brands than same period last year, Earnings Per Share grew at a higher rate than turnover. A larger, more diversified portfolio will help reach more consumers in additional categories, thereby strengthening the Company's position as the leading FMCG business in Pakistan.