



Unilever Pakistan Limited
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August 03, 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 First Half (January - June), 2012

At its meeting held today, the 3rd of August 2012 at 10:00 Hrs at Karachi, our Board of Directors has approved the Condensed Interim Financial Information of the Company for the half year ended June 30, 2012.

Sales in first half of 2012 grew by 12%, with growth accelerating in Q2. Gross margin increased by 270 bps as a result of better cost absorption and improved sales mix. Advertising and promotion spend was lower than the corresponding period last year in which we introduced 5 new brands and additional formats to reach more consumers. Higher sales, improved mix from a broader portfolio, lower advertising expenditure, coupled with tax efficiencies resulted in Earnings Per Share growth of 57% in the first half.

Our tea business has been suffering from smuggling. Following many years of representations, the government reduced tax levies on tea. We immediately passed on the benefit to consumers through lower prices. This should create a more level playing field and in time generate more revenues for the exchequer. Further, the removal of Federal Excise Duty on shampoos and creams, benefit of which has also been passed to consumers, will help accelerate penetration and use of these products.