Unilever

Unilever Pakistan Limited
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October 19, 2012

The Secretary
Karachi Stock Exchange Limited
Karachi

By Hand & Fax
111 573 329

The Secretary
Lahore Stock Exchange Limited
Lahore

By Courier & Fax
042 3636 8485

The Secretary
Islamabad Stock Exchange Limited
Islamabad

By Courier & Fax
051 111 473 329

Dear Sirs,

UNILEVER PAKISTAN LIMITED
Financial Results for the period January - September 2012

In its meeting held today, the 19th October 2012 at 10:30 a.m. at Karachi, our Board of Directors has approved the un-audited Financial Information of the Company for the nine months ended September 30, 2012.

Turnover growth improved from 12% at the half year to 15% for the nine months. A 195 bps higher gross margin was achieved through better cost absorption and improved sales mix. Advertising and promotion spend was lower than the corresponding period last year in which we introduced five new brands and a number of fresh formats. Higher sales, improved mix from a broader portfolio and lower advertising expenditure resulted in Earnings Per Share growth of 49% in the nine months.

Condensed Financial Information

	QUARTER ENDED		NINE MONTHS ENDED	
	September 30, 2012	September 30, 2011	September 30, 2012	September 30, 2011
	(Rupees in millions)			
Sales	16,181	13,368	43,981	38,171
Less: Cost of sales	(10,271)	(8,557)	(27,957)	(25,010)
Gross Profit	**5,910**	**4,811**	**16,024**	**13,161**
Less: Distribution costs	(3,182)	(2,625)	(8,708)	(7,932)
Less: Administrative expenses	(545)	(434)	(1,445)	(1,158)