



Unilever Pakistan Limited
Avari Plaza,
Fatima Jinnah Road,
Karachi - 75530

T: +92 - 21 - 35660062
F: +92 - 21 - 35681705
F: +92 - 21 - 35674968

April 30, 2013

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 - March 2013

In its meeting held on 29 April 2012 at 2:30 p.m. in Karachi, our Board of Directors has approved the un-audited Financial Information of the Company for the First Quarter ended March 31, 2013.

Turnover grew by 3% in a challenging business environment, amid clear signs of slowdown in consumer demand. Additionally frequent market closures and the government's decision to reinstate GST at the full rate on Tea, which represents a third of our portfolio, forced a dry out to reflect higher taxes in consumer price on packs. This will adversely impact competitiveness of the formal sector against smuggled tea. An extended winter coupled with worse power outages than last year impacted the ice cream business. Gross margin declined by 77bps due to lower fixed cost absorption. We continued to invest competitively and strategically behind our brands, in an environment with many players vying for a share of the shrinking consumer wallet.