



Unilever Pakistan Foods Limited
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October 22, 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

Dear Sirs,

UNILEVER PAKISTAN FOODS LIMITED

Financial Results for the period January - September 2012

At its meeting held today, the 22nd October 2012 at 14:30 Hrs at Karachi, our Board of Directors has approved the un-audited Financial Information of the Company for the nine months ended September 30, 2012.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>September 30, 2012</u>	<u>September 30, 2011</u>	<u>September 30, 2012</u>	<u>September 30, 2011</u>
	(Rupees in thousands)			
Sales	1,413,807	1,238,642	4,420,394	3,784,796
<u>Less: Cost of Sales</u>	<u>(882,675)</u>	<u>(731,224)</u>	<u>(2,691,668)</u>	<u>(2,253,446)</u>
Gross Profit	531,132	507,418	1,728,726	1,531,350
<u>Less: Distribution, Admin & Other operating Expenses</u>	<u>(337,870)</u>	<u>(348,892)</u>	<u>(958,324)</u>	<u>(859,287)</u>
<u>Add: Other operating Incomes</u>	<u>24,558</u>	<u>17,759</u>	<u>59,207</u>	<u>51,408</u>
	217,820	176,285	829,609	723,471
Restructuring Cost	-	-	-	(5,000)
Profit from Operations	217,820	176,285	829,609	718,471
<u>Less: Finance Cost</u>	<u>(1,902)</u>	<u>(1,320)</u>	<u>(12,861)</u>	<u>(4,001)</u>
Profit before Taxation	215,918	174,965	816,748	714,470
<u>Less: Taxation</u>	<u>(69,586)</u>	<u>(67,102)</u>	<u>(269,273)</u>	<u>(241,439)</u>
Profit after Tax	146,332	107,863	547,475	473,031
EPS-basic (Rupees)	23.76	17.62	88.91	76.82