



Unilever Pakistan Foods Limited  
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February 22, 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

Dear Sirs,

**UNILEVER PAKISTAN FOODS LIMITED**

**FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2012**

At its meeting held on February 21, 2013 at 14:30 Hrs at Karachi, our Board of Directors approved the Audited Financial Results of the Company for the year ended December 31, 2012.

In a tough operating environment, sales growth slowed from 22% in 2011 to 19% in 2012. Growth of EPS also declined from 41% in 2011 to 16% in 2012 with gross margin down by 90 bps vs. previous year.

	2012	2011
	(Rupees in thousands)	
Sales	5,861,096	4,940,251
<u>Less: Cost of Sales</u>	<u>(3,633,950)</u>	<u>(3,015,502)</u>
<b>Gross Profit</b>	<b>2,227,146</b>	<b>1,924,749</b>
<u>Less: Distribution, Admin &amp; Other Operating expenses</u>	<u>(1,234,534)</u>	<u>(1,059,977)</u>
<u>Add: Other Operating Income</u>	<u>73,820</u>	<u>82,582</u>
<u>Less: Restructuring Cost</u>	<u>-</u>	<u>(30,359)</u>
<b>Profit from Operations</b>	<b>1,066,432</b>	<b>916,995</b>
<u>Less: Finance Cost</u>	<u>(8,066)</u>	<u>(6,863)</u>
<b>Profit before Taxation</b>	<b>1,058,366</b>	<b>910,132</b>
<u>Less: Taxation</u>	<u>(343,194)</u>	<u>(293,437)</u>
<b>Profit after Tax</b>	<b>715,172</b>	<b>616,695</b>
<b>EPS-basic (Rupees)</b>	<b>116.14</b>	<b>100.15</b>