



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

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

26 August 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 First Half (January - June), 2013

At its meeting held on 26 August 2013 at 14:30 Hrs at Karachi, our Board of Directors has approved the Condensed Interim Financial Information of the Company for the half year ended June 30, 2013.

2013 continues to be a challenging year, with energy crisis, adverse security environment, market closures and slowdown in consumer demand impacting the business. Despite this, underlying sales grew by 15% and growth was broad based. Gross margin increased by 212 bps, through savings programs and a more favourable mix. In Quarter 2, we stepped up advertising and promotion in an environment with many players vying for a share of the shrinking consumer wallet. EPS grew by 17%.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>HALF YEAR ENDED</u>	
	June 30, 2013	June 30, 2012	June 30, 2013	June 30, 2012
	(Rupees in thousands)			
Sales	1,722,054	1,540,236	3,465,270	3,006,587
Less: Cost of Sales	(1,001,948)	(912,768)	(2,011,556)	(1,808,993)
Gross Profit	720,106	627,468	1,453,714	1,197,594
Less: Distribution, Admin & Other operating Expenses	(425,706)	(309,641)	(789,151)	(620,454)
Add: Other operating Incomes	17,401	8,030	27,761	34,649
Profit from Operations	311,801	325,857	692,324	611,789
Less: Finance Cost	(3,131)	(6,812)	(4,486)	(10,959)
Profit before Taxation	308,670	319,045	687,838	600,830
Less: Taxation	(94,507)	(105,844)	(218,787)	(199,687)
Profit after Tax	214,163	213,201	469,051	401,143
EPS-basic (Rupees)	34.78	34.62	76.17	65.15