



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

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

October 28, 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 Period January - September 2013

At its meeting held on 28th October 2013 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, 2013.

2013 has been a challenging year, with energy crisis, adverse security environment, and slowdown in consumer demand. Notwithstanding, sales grew by 27% in the 3rd quarter bringing year to date growth to 19%. Growth was broad based with gross margin up 305 bps, thanks to a more favourable mix. The Company continued to step up investment in advertising and promotion in an environment with many players vying for a share of the shrinking consumer wallet. Savings programme and growth leverage resulted in EPS improvement of 36%.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>September 30, 2013</u>	<u>September 30, 2012</u>	<u>September 30, 2013</u>	<u>September 30, 2012</u>
	(Rupees in thousands)			
Sales	1,791,795	1,413,807	5,257,065	4,420,394
Less: Cost of Sales	<u>1,029,234</u>	<u>882,675</u>	<u>3,040,790</u>	<u>2,691,668</u>
Gross Profit	762,561	531,132	2,216,275	1,728,726