



Unilever Pakistan Foods Limited
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March 06, 2014

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, 2013

At its meeting held on March 05, 2014 at 14:30 Hrs at Karachi, our Board of Directors approved the Audited Financial Results of the Company for the year ended December 31, 2013.

In 2013 the Company delivered EPS growth of 38%, despite a challenging and competitive environment. Sales grew by 19% half of which was from volumes. Gross margin improved by 372bps.

Further to our earlier announcement, the figure for profit after tax is also disclosed in the summary below.

	2013	2012
	(Rupees in thousands)	
		(Re-stated)
<i>Sales</i>	6,958,846	5,861,096
<i>Less: Cost of Sales</i>	<u>(4,051,302)</u>	<u>(3,630,636)</u>
Gross Profit	2,907,544	2,230,460
<i>Less: Distribution, Admin & Other Operating expenses</i>	<u>(1,507,195)</u>	<u>(1,224,039)</u>
<i>Add: Other Operating Income</i>	<u>72,549</u>	<u>73,820</u>
Profit from Operations	1,472,898	1,080,241
<i>Less: Finance Cost</i>	<u>(9,043)</u>	<u>(8,066)</u>
Profit before Taxation	1,463,855	1,072,175
<i>Less: Taxation</i>	<u>(459,100)</u>	<u>(343,194)</u>
Profit after Tax	1,004,755	728,981
<i>(Less)/add: Other comprehensive income</i>	<u>(1,175)</u>	<u>898</u>
Total Comprehensive income	<u>1,003,580</u>	<u>729,879</u>
EPS-basic (Rupees)	<u>163.17</u>	<u>118.39</u>