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UNILEVER PAKISTAN FOODS LIMITED

Financial Results for the Period January - March 2013

At its meeting held on April 23, 2013 at 14:30 Hrs at Karachi, our Board of Directors has approved the un-audited Financial Statements of the Company for the first quarter ended March 31, 2013.

In difficult operating environment, the Company's sales grew by 19%. Gross margin improved due to positive change in the sales mix. This helped to fund 35% higher investment in advertisement and promotion to counter high spend levels by competition. Profit after tax grew by 36%, also a result of better overhead cost absorption.

	January to March 2013	January to March 2012
	(Rupees in thousands)	
Sales	1,743,216	1,466,351
<u>Less:</u> Cost of Sales	<u>(1,009,608)</u>	<u>(896,225)</u>
Gross Profit	733,608	570,126
<u>Less:</u> Distribution, Admin & Other Operating Expenses	<u>(363,445)</u>	(310,813)
<u>Add:</u> Other operating Incomes	<u>10,360</u>	26,619
Profit from Operations	380,523	285,932
<u>Less:</u> Finance Cost	<u>(1,355)</u>	(4,147)
Profit before Taxation	379,168	281,785
<u>Less:</u> Taxation	<u>(124,280)</u>	(93,843)
Profit after Tax	<u>254,888</u>	<u>187,942</u>
EPS-basic (Rupees)	<u>41.39</u>	<u>30.52</u>

INTERIM DIVIDEND

Q1, 2013 : NIL (Q1, 2012 : Rs.25/- or 250% per ordinary share).

Future Outlook

External factors including concerns on security environment, political developments, inflation, renewed pressure on the Rupee value and power crisis continue to create a challenging environment for the business. We will continue to focus on consumer relevant innovations, offer better value products and invest in building stronger brands to overcome competition, intensity of which is growing.