Unilever

Unilever Pakistan Foods Limited
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April 24, 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 - 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
Less: Cost of Sales	**(1,009,608)**	(896,225)
Gross Profit	**733,608**	570,126
Less : Distribution, Admin & Other Operating Expenses	**(363,445)**	(310,813)
Add: Other operating Incomes	**10,360**	26,619
Profit from Operations	**380,523**	285,932
Less: Finance Cost	**(1,355)**	(4,147)
Profit before Taxation	**379,168**	281,785
Less: Taxation	**(124,280)**	(93,843)
Profit after Tax	**254,888**	187,942
EPS-basic (Rupees)	**41.39**	30.52