



**UNILEVER PAKISTAN FOODS LIMITED**  
 Avari Plaza Fatima Jinnah Road  
 Karachi-75530  
 T: +92 21 3566 0062  
 F: +92 21 3567 4968  
[www.unileverpakistanfoods.com](http://www.unileverpakistanfoods.com)  
[www.unileverpakistan.com](http://www.unileverpakistan.com)

March 08, 2016

The General Manager  
 Pakistan Stock Exchange Limited  
 Stock Exchange Building  
 Stock Exchange Road  
 Karachi

By Hand & PUCARS  
 (Fax No. 111 573 329)

Dear Sir,

**UNILEVER PAKISTAN FOODS LIMITED**  
**Financial Results for the year ended December 31, 2015**

At its meeting held on March 07, 2016 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the Audited Financial Results of the Company for the year ended December 31, 2015.

In 2015 the business grew by 10%, with underlying volume growth of 7%. Quarter 4 turnover growth was 15%. Gross margin for the year improved by 156 bps on the back of cost efficiencies, better volume absorption and sales mix. Advertising and promotion was stepped up by 203 bps, reinforcing our commitment to building brands for the long term. EPS grew by 5%.

	2015	2014
	(Rupees in thousands)	
Sales	8,571,097	7,787,059
<u>Less: Cost of Sales</u>	<u>(4,738,804)</u>	<u>(4,426,989)</u>
<b>Gross Profit</b>	<b>3,832,293</b>	<b>3,360,070</b>
<u>Less: Distribution, Admin &amp; Other Operating expenses</u>	<u>(2,233,692)</u>	<u>(1,733,930)</u>
<u>Add: Other Operating Income</u>	<u>103,174</u>	<u>113,582</u>
<b>Profit from Operations</b>	<b>1,701,775</b>	<b>1,739,722</b>
<u>Less: Finance Cost</u>	<u>(36,090)</u>	<u>(49,793)</u>
<b>Profit before Taxation</b>	<b>1,665,685</b>	<b>1,689,929</b>
<u>Less: Taxation</u>	<u>(433,557)</u>	<u>(518,108)</u>
<b>Profit after Tax</b>	<b>1,232,128</b>	<b>1,171,821</b>
<u>Add/ (less): Other comprehensive income</u>	<u>(4,421)</u>	<u>1,008</u>
<b>Total Comprehensive income</b>	<b>1,227,707</b>	<b>1,172,829</b>
<b>EPS-basic and diluted (Rupees)</b>	<b>200.09</b>	<b>190.29</b>



**UNILEVER PAKISTAN FOODS LIMITED**  
Avari Plaza Fatima Jinnah Road  
Karachi-75530  
T: +92 21 3566 0062  
F: +92 21 3567 4968  
[www.unileverpakistanfoods.com](http://www.unileverpakistanfoods.com)  
[www.unileverpakistan.com](http://www.unileverpakistan.com)

### **FINAL DIVIDEND**

In view of the financial results for the year 2015, the Directors have recommended a final cash dividend of Rs.96/- or ( 960%) per ordinary share of Rs.10/- each; in addition to the Interim dividend of Rs.54.00 per ordinary share, already paid during the year. The total dividend for the year 2015 amounts to Rs. 150/- (2014: Rs.94.00) per ordinary share. This will be payable to the Members on the number of ordinary shares held by them at the close of business on April 13, 2016.

### **CLOSURE OF SHARE TRANSFER BOOKS**

The Share Transfer Books of the Company will be closed from April 14, 2016 to April 20, 2016 (both days inclusive) to determine the entitlement for the final dividend. The books will re-open on April 21, 2016. Transfers in good order, received at the Company's Share Registration Office, **Central Depository Company of Pakistan Limited, Share Registrar Department, CDC House, 99-B, Block-B, S.M.C.H.S., Main Shahra-e-Faisal, Karachi - 74400** by the close of business on April 13, 2016 will be treated in time for the purpose of payment of Final Dividend to the transferees.

### **ANNUAL GENERAL MEETING**

The Board has approved the convening of the next Shareholders Annual General Meeting for April 20, 2016 at 10.30 a.m. in Karachi.

### **CHANGE OF DIRECTOR AND CHIEF EXECUTIVE**

The Board noted that Ms. Fariyha Subhani, Director & Chief Executive has submitted her resignation from the Directorship and as Chief Executive of the Company. The Board accepted the resignation of Ms. Fariyha Subhani as Director & Chief Executive of the Company with effect from March 06, 2016 and recorded appreciation for her services during her tenure on the Board. Ms. Shazia Syed, Director, has been appointed as Chief Executive of the Company with immediate effect and Ms. Farheen Salman has been co-opted/appointed as Director, with effect from March 07, 2016, to fill the casual vacancy on the Board.



**UNILEVER PAKISTAN FOODS LIMITED**  
Avari Plaza Fatima Jinnah Road  
Karachi-75530  
T: +92 21 3566 0062  
F: +92 21 3567 4968  
[www.unileverpakistanfoods.com](http://www.unileverpakistanfoods.com)  
[www.unileverpakistan.com](http://www.unileverpakistan.com)

### **FUTURE OUTLOOK**

Despite economic challenges, the business has continued to deliver profitable growth. The future outlook of the business is positive. We will plan to overcome any challenges through a combination of better consumer understanding, global expertise and R&D capability, powerful innovations and world class customer service. Our brands will remain our biggest strength as we continue to provide better value to meet consumers' everyday needs. To make all this possible, we will continue to attract, develop and retain the best talent in the country.

Yours faithfully,  
UNILEVER PAKISTAN FOODS LIMITED

AMAR NASEER  
Company Secretary

Copy to:

- The Securities & Exchange Commission of Pakistan, Islamabad. Fax: 051 9204915.
- The Central Depository Company of Pakistan Limited, Karachi. Fax: 021-34326034 / 34326016
- The Central Depository Company of Pakistan Limited, Share Registrar Department, Karachi. Fax: 021-34326053