



UNILEVER PAKISTAN FOODS LIMITED
 Avari Plaza Fatima Jinnah Road
 Karachi-75530
 T: +92 21 3566 0062
 F: +92 21 3567 4968

April 25, 2016

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

By Hand & PUCARS

Dear Sir,

UNILEVER PAKISTAN FOODS LIMITED

Financial Results for the First Quarter ended March 31, 2016

At its meeting held on April 22, 2016 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the three months ended March 31, 2016.

Sales grew by 10.8% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 288 percentage points to 43.82%, due to better cost absorption and efficiencies. Earnings per share (EPS) increased by 18.5% versus the same period last year.

Condensed Financial Information

	<u>QUARTER ENDED</u>	
	March 31, 2016	March 31, 2015
	(Rupees in Thousands)	
Sales	2,366,734	2,136,441
<u>Less: Cost of Sales</u>	<u>(1,329,739)</u>	<u>(1,261,855)</u>
Gross Profit	1,036,995	874,586
<u>Less: Distribution, Admin & Other operating Expenses</u>	<u>(577,453)</u>	<u>(457,865)</u>
<u>Add: Other operating Income</u>	<u>25,222</u>	<u>17,219</u>
<u>Less: Finance Cost</u>	<u>(7,147)</u>	<u>(9,424)</u>
Profit before Taxation	477,617	424,516
<u>Less: Taxation</u>	<u>(126,118)</u>	<u>(127,805)</u>
Profit after Tax	351,499	296,711
EPS-basic (Rupees)	57.08	48.19

Future Outlook

Despite a challenging operating environment & increasing competitive intensity, we are optimistic about the future outlook of the business. The company will continue to drive the agenda of improving consumer lives through relevant innovations and stronger brand equity.



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Dividend

Q1, 2016: NIL (Q1, 2015: NIL).

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
- Share Registrar Department, The Central Depository Company of Pakistan Limited, Karachi. Fax: 021-34326053