



**Unilever Pakistan Foods Limited**  
 Avari Plaza Fatima Jinnah Road  
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October 23, 2017

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 Nine Months ended September 30, 2017**

At its meeting held today, the October 23, 2017 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the nine months ended September 30, 2017.

Sales grew by 13.8% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 1.2% to 46.4% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 15.5% versus the same period last year.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>Sep 30, 2017</u>	<u>Sep 30, 2016</u>	<u>Sep 30, 2017</u>	<u>Sep 30, Sep 2016</u>
	(Rupees in thousands)			
Sales	2,550,246	2,246,972	8,123,585	7,137,950
<u>Less: Cost of Sales</u>	<u>(1,300,660)</u>	<u>(1,177,839)</u>	<u>(4,356,951)</u>	<u>(3,911,549)</u>
<b>Gross Profit</b>	<b>1,249,586</b>	<b>1,069,133</b>	<b>3,766,634</b>	<b>3,226,401</b>
<u>Less: Distribution, Admin &amp; Other Operating Expenses</u>	<u>(844,426)</u>	<u>(587,487)</u>	<u>(2,338,370)</u>	<u>(2,003,024)</u>
<u>Add: Other Incomes</u>	<u>21,164</u>	<u>28,351</u>	<u>89,356</u>	<u>85,064</u>
<u>Less: Finance Cost</u>	<u>3,017</u>	<u>(9,390)</u>	<u>(11,607)</u>	<u>(23,034)</u>
<b>Profit before Taxation</b>	<b>429,341</b>	<b>500,607</b>	<b>1,506,013</b>	<b>1,285,407</b>
<u>Less: Taxation</u>	<u>(119,825)</u>	<u>(137,265)</u>	<u>(438,976)</u>	<u>(361,889)</u>
<b>Profit after Tax</b>	<b>309,516</b>	<b>363,342</b>	<b>1,067,037</b>	<b>923,518</b>
<b>EPS-basic and diluted (Rupees)</b>	<b>50.27</b>	<b>59.01</b>	<b>173.29</b>	<b>149.98</b>



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### **Second Interim Dividend 2017**

In view of the financial results for the nine months ended September 30, 2017, the Board of Directors has declared second interim dividend of Rs. 50.00 i.e. 500% per Ordinary Share of Rs.10/-. This will be payable to the Members on the number of Ordinary Shares held by them at the close of business on November 14, 2017.

Together with the First Interim Dividend – 2017 of Rs. 122.00 or 1220% per Ordinary Share of Rs. 10/-, already paid, the total cumulative dividend upto the Third Quarter ended September 30, 2017 will thus amount to Rs 172.00 or 1720% per Ordinary Share of Rs. 10/-. (Total cumulative dividend upto the Third Quarter ended September 30, 2016: Rs. 90.97 or 909.7% per Ordinary Share of Rs.10/-).

### **Closure of Share Transfer Books**

The Share Transfer Books of the Company will be closed from November 15, 2017 to November 21, 2017 (both days inclusive), and will re-open on November 22, 2017. Transfers in good order, received at the Company's Share Registrar Office, Share Registrar Department, Central Depository Company of Pakistan Limited, CDC House, 99-B, Block "B", S.M.C.H.S., Main Shahrah-e-Faisal, Karachi - 74400, by the close of business on November 14, 2017 will be treated in time for the purpose of payment of Second Interim Dividend - 2017 to the transferees.

### **Future Outlook**

Despite challenging economic and operating environment, the business has continued to deliver profitable growth. We aim to overcome the challenges that lie ahead with our access to global expertise, better consumer understanding, continuous investment in product lines, innovations and world class customer service. We are confident that our dedicated and focused efforts will allow us to provide better value to meet consumers' everyday needs and deliver sustained profitable growth.

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