



Unilever Pakistan Foods Limited

Avari Plaza Fatima Jinnah Road
Karachi-75530

T: +92 21 35660062

F: +92 21 35674968

email: corporate.affairs@unilever.com

www.unilever.pk

February 27th, 2018

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 year ended December 31, 2017

At its meeting held on February 26th, 2017 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, 2017.

Sales grew by 13.5% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 0.6% to 45.0% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 6.23% versus the same period last year.

	2017 (Rupees in thousands)	2016
<i>Sales</i>	10,745,260	9,466,836
<i>Less: Cost of Sales</i>	(5,911,696)	(5,264,621)
Gross Profit	4,833,564	4,202,215
<i>Less: Distribution, Admin & Other Operating expenses</i>	(3,089,609)	(2,520,330)
<i>Add: Other Income</i>	202,771	120,343
Profit from Operations	1,946,726	1,802,228
<i>Less: Finance Cost</i>	(26,020)	(34,470)
Profit before Taxation	1,920,706	1,767,758
<i>Less: Taxation</i>	(565,033)	(491,669)
Profit after Tax	1,355,673	1,276,089
<i>Add/ (less): Other comprehensive income</i>	(4,992)	1,525
Total Comprehensive income	1,350,681	1,277,614
EPS-basic and diluted (Rupees)	220.16	207.24

DIVIDEND

Interim Dividend 2017 (already paid) Rs. 205.00 or 2050%.

Final Dividend 2017 : NIL.

(2016: Rs. 278.00 per Ordinary Share of Rs. 10/-)



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ISSUANCE OF RIGHT SHARES

The Board of Directors has decided to issue 3.45% approx. Right Shares 212,332 ordinary shares of face value of Rs.10/- each, at a premium of Rs. 5,990 per share in proportion of 1 share for every 29 ordinary shares. We are enclosing herewith following documents as required for the purpose of Right Shares.

- Board of Directors' resolution for the issue of Right Shares - Annexure- I
- Statement regarding purpose of right issue, benefit to the Company, use of funds and the financial projections for five years duly signed by all the directors who were present in the meeting - Annexure – II

ANNUAL GENERAL MEETING

The Board has approved the convening of the next Shareholders Annual General Meeting for April 09, 2018 at 03.00 p.m. in Karachi.

CLOSURE OF SHARE TRANSFER BOOKS

The Share Transfer Books of the Company will be closed from March 27, 2018 to April 09, 2018 (both days inclusive) to determine the entitlement for right shares and attending the Annual General Meeting. The books will re-open on April 10, 2018. 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 March 26, 2018 will be treated in time for the purpose of determining the entitlement for right shares and attending the Annual General Meeting.

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 superior 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

AMAN GHANCHI
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



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ANNEXURE I

Extracts from the Minutes of the Meeting of Board of Directors held on 26th February 2018

RESOLVED THAT for the purpose of expanding manufacturing capacity of the Company the Board of Directors hereby approve to increase paid up capital of the Company from Rs. 61,576,180 to Rs. 63,699,500 by offering 212,332 ordinary shares in proportion of 1 ordinary shares for every 29 ordinary share held (@3.45%) at a subscription price of Rs. 6,000 each (inclusive of premium of Rs. 5,990 per share), to the Members, whose names appear on the Register of Members as at the close of business on March 26th, 2018, in proportion to their respective shareholdings in the Company, i.e. as rights, in accordance with Section 83(1) of the Companies Act, 2017.

FURTHER RESOLVED THAT fractional right entitlements shall not be offered to the members and the same will be consolidated in the name of Company Secretary and sold on the Pakistan Stock Exchange Limited, and proceeds thereof shall be distributed, in due course, to the members in accordance with their respective entitlements.

FURTHER RESOLVED THAT the right shares so offered shall be subject to the following:

- (a) The offer shall be open till the last payment date to be announced, subject to the approval of schedule of Rights Issue by the Pakistan Stock Exchange Limited (PSX).
- (b) Member shall have the right to accept or renounce, in favour of any other person or shareholder, the right shares so offered and if the offer not accepted or renounced by any member by the last payment date, such Member shall be deemed to have decline the offer.
- (c) The right shares shall rank pari passu with the existing ordinary shares of the Company in all respects.

FURTHER RESOLVED THAT the share transfer books of the Company be closed from March 27, 2018 to April 09, 2018 (both days inclusive), for the purpose of determination of entitlement of existing members for offering right shares of the Company.



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FURTHER RESOLVED THAT the Chief Executive and Company Secretary be and are hereby jointly authorized to appoint any two banks as underwriters, required in terms of Capital Issue Rules, 1996, to finalize the terms and conditions of their appointments, to sign underwriting agreements and all other necessary documents or undertaking and to take all necessary actions on behalf of the Company.

FURTHER RESOLVED THAT the Chief Executive and Company Secretary be and are hereby jointly authorized to appoint Standard Chartered Bank Limited as Banker to the Right Issue, to finalize terms and conditions of their appointment, to open with the banker account of Unilever Pakistan Foods Limited – Rights Shares Subscription Account-2018 for the collection of right subscription money and to operate the aforesaid bank account in all respects and give all such instruction and directions, to the banker, as are necessary for the purpose of right issue and transfer of proceeds to the Company's Account.

FURTHER RESOLVED THAT the prescribed Circular under section 83(2) of the Companies Act 2017, required to accompany the offer of right shares, a copy whereof is attached hereto together with Right Intimation Letter for CDC Account Holders and Letter of Rights for physical shareholders, including therein the conditions and procedures for payment, acceptance, subscription or renunciation etc. of offer of right shares, initialed by Company Secretary for the purposes of identification, be and are hereby principally approved, subject to finalization of schedule of Right Issue by the PSX, be signed jointly by Ms. Shazia Syed, Director and Mr. Sohail Hanif Baig, Director and that copies of such circular be filed with the Registrar of Companies and be sent to each Member along with such Member's letter of rights offer as mentioned aforesaid.

FURTHER RESOLVED THAT the Company Secretary be and is hereby singly authorized to prepare tentative schedule of right issue, submit it with PSX with all necessary documents and undertakings required for seeking approval of the schedule from the PSX and make alterations, if so required by PSX, and to get necessary approvals.

FURTHER RESOLVED THAT a statement containing the purpose of right issue, its benefits to the Company, use of funds, risk factors associated with the right issue and financial projections for five(5) years be and hereby approved by the board and signed by the members attending the board meeting.

FURTHER RESOLVED THAT the Chief Executive and Company Secretary be and are hereby authorized, jointly or severally, to receive the subscription amount from sponsors- the holding company any time after the announcement of right issue but not later than 15 days from the last date of payment.



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FURTHER RESOLVED THAT the Chief Executive and Company Secretary be and are hereby authorized, jointly or severally, to negotiate with the underwriters for allotment of unsubscribed portion of Right Shares to any or all of the underwriter(s) / or to any or all of the directors or to the holding company or any other person, as per the decision of the Board.

FURTHER RESOLVED THAT the Directors of the Company and/or the Company Secretary be and are hereby authorized, jointly or severally, to take all necessary steps for and in connection with and filing of returns with the Registrar of Companies, Securities & Exchange Commission of Pakistan and to take all other actions as required by the SECP/PSX/CDC or any other authority under the law or otherwise deemed necessary for issue of right shares and in that connection to sign all requisite applications, undertakings and other documents on behalf of the Company.

FURTHER RESOLVED THAT the Director Mr. Ali Tariq, attending the meeting through Video-call will be signing the extracts of this Board Resolution and Statement of Purpose and send scan copies through email immediately, and the same shall be deemed as original and together with the similar set of documents signed by the Directors, attending the meeting in person, shall constitute one and the same documents.

Kamran Y. Mirza Shazia Syed Sohail Hanif Baig Zulfikar Monnoo Adil Monnoo

Kamal Monnoo Badaruddin F. Vellani Farheen Salman Amir Ali Tariq



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FURTHER RESOLVED THAT fractional right entitlements shall not be offered to the members and the same will be consolidated in the name of Company Secretary and sold on the Pakistan Stock Exchange Limited, and proceeds thereof shall be distributed, in due course, to the members in accordance with their respective entitlements.

FURTHER RESOLVED THAT the right shares so offered shall be subject to the following:

- (a) The offer shall be open till the last payment date to be announced, subject to the approval of schedule of Rights Issue by the Pakistan Stock Exchange Limited (PSX).
- (b) Member shall have the right to accept or renounce, in favour of any other person or shareholder, the right shares so offered and if the offer not accepted or renounced by any member by the last payment date, such Member shall be deemed to have decline the offer.
- (c) The right shares shall rank pari passu with the existing ordinary shares of the Company in all respects.

FURTHER RESOLVED THAT the share transfer books of the Company be closed from March 27, 2018 to April 09, 2018 (both days inclusive), for the purpose of determination of entitlement of existing members for offering right shares of the Company.



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FURTHER RESOLVED THAT the Chief Executive and Company Secretary be and are hereby jointly authorized to appoint Standard Chartered Bank Limited as Banker to the Right Issue, to finalize terms and conditions of their appointment, to open with the banker account of Unilever Pakistan Foods Limited – Rights Shares Subscription Account-2018 for the collection of right subscription money and to operate the aforesaid bank account in all respects and give all such instruction and directions, to the banker, as are necessary for the purpose of right issue and transfer of proceeds to the Company's Account.

FURTHER RESOLVED THAT the prescribed Circular under section 83(2) of the Companies Act 2017, required to accompany the offer of right shares, a copy whereof is attached hereto together with Right Intimation Letter for CDC Account Holders and Letter of Rights for physical shareholders, including therein the conditions and procedures for payment, acceptance, subscription or renunciation etc. of offer of right shares, initialed by Company Secretary for the purposes of identification, be and are hereby principally approved, subject to finalization of schedule of Right Issue by the PSX, be signed jointly by Ms. Shazia Syed, Director and Mr. Sohail Hanif Baig, Director and that copies of such circular be filed with the Registrar of Companies and be sent to each Member along with such Member's letter of rights offer as mentioned aforesaid.

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FURTHER RESOLVED THAT a statement containing the purpose of right issue, its benefits to the Company, use of funds, risk factors associated with the right issue and financial projections for five(5) years be and hereby approved by the board and signed by the members attending the board meeting.

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FURTHER RESOLVED THAT the Directors of the Company and/or the Company Secretary be and are hereby authorized, jointly or severally, to take all necessary steps for and in connection with and filing of returns with the Registrar of Companies, Securities & Exchange Commission of Pakistan and to take all other actions as required by the SECP/PSX/CDC or any other authority under the law or otherwise deemed necessary for issue of right shares and in that connection to sign all requisite applications, undertakings and other documents on behalf of the Company.

FURTHER RESOLVED THAT the Director Mr. Ali Tariq, attending the meeting through Video-call will be signing the extracts of this Board Resolution and Statement of Purpose and send scan copies through email immediately, and the same shall be deemed as original and together with the similar set of documents signed by the Directors, attending the meeting in person, shall constitute one and the same documents.

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ANNEXURE II

STATEMENT OF PURPOSE OF RIGHT ISSUE, BENEFITS, USE OF FUNDS, FINANCIAL PLAN AND FINANCIAL PROJECTIONS AS REQUIRED UNDER THE COMPANIES (ISSUE OF CAPITAL) RULES, 1996

AS REQUIRED UNDER THE COMPANIES (ISSUE OF CAPITAL) RULES, 1998

Purpose of the Right Issue	The purpose of right issue is to raise equity for expansion of existing manufacturing capacity to support the increasing volume demands.																																															
Quantum of Issue and Price	The right issue is 3.45 % approx. of the existing paid capital (6,157,618 ordinary shares) i.e. 01 share for every 29 ordinary shares held, resulting in issuance of 212,332 right shares.																																															
Issue Price & Justification of Premium	The right shares will be offered at an issue price of Rs. 6,000/- per share, including premium of Rs. 5,990/- per share. The growth plans of the Company, its historical financial performance as well as the current market price of the share, justifies the amount of premium charged against the book value. The rights price per share is at a discount to the prevailing market price per share.																																															
Benefits to the Company	Expansion of overall business and portfolio, resulting in increased revenues and profitability of the Company.																																															
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Financial Plan	<table><tr><th>Description</th><th>Rs. in '000'</th></tr><tr><td>Buildings</td><td>278</td></tr><tr><td>Plant and Machinery</td><td>980</td></tr><tr><td>Miscellaneous Expenses</td><td>402</td></tr><tr><td>Contingencies</td><td>84</td></tr><tr><td>Total Project Cost</td><td>1,744</td></tr><tr><td>To be financed by Equity</td><td>1,274</td></tr><tr><td>To be financed by internally generated funds / bank borrowing</td><td>470</td></tr><tr><td>Total</td><td>1,744</td></tr></table>					Description	Rs. in '000'	Buildings	278	Plant and Machinery	980	Miscellaneous Expenses	402	Contingencies	84	Total Project Cost	1,744	To be financed by Equity	1,274	To be financed by internally generated funds / bank borrowing	470	Total	1,744																									
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Financial Projections	<table><tr><th>Rs. in million</th><th>2018</th><th>2019</th><th>2020</th><th>2021</th><th>2022</th></tr><tr><td>Sales</td><td>12,438</td><td>14,209</td><td>16,098</td><td>18,206</td><td>20,573</td></tr><tr><td>Gross Profit</td><td>5,620</td><td>6,449</td><td>7,338</td><td>8,335</td><td>9,460</td></tr><tr><td>Profit Before Interest & Tax</td><td>2,316</td><td>2,698</td><td>3,127</td><td>3,597</td><td>4,153</td></tr><tr><td>Profit After Tax</td><td>1613</td><td>2522</td><td>2923</td><td>3380</td><td>3902</td></tr><tr><td>Total Assets</td><td>5,276</td><td>6,416</td><td>6,503</td><td>6,794</td><td>7,120</td></tr><tr><td>Total Liabilities</td><td>3,791</td><td>4,288</td><td>4,819</td><td>5,411</td><td>6,076</td></tr></table>						Rs. in million	2018	2019	2020	2021	2022	Sales	12,438	14,209	16,098	18,206	20,573	Gross Profit	5,620	6,449	7,338	8,335	9,460	Profit Before Interest & Tax	2,316	2,698	3,127	3,597	4,153	Profit After Tax	1613	2522	2923	3380	3902	Total Assets	5,276	6,416	6,503	6,794	7,120	Total Liabilities	3,791	4,288	4,819	5,411	6,076
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NOTE: The information given above reflects bonafide current business perceptions of the Directors as to costs and future performance of the Company's business, trading policies and Government policies. Neither the Company nor the Directors accept any responsibility for conclusions drawn or investment decisions made by any member or any other person based on the above information.																																																

Kamran Y. Mirza

Shazia Syed

Sohail Hanif Baig

Zulfikar Monnoo

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Badaruddin F. Vellani

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Farheen Salman

Ali Tariq



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STATEMENT OF PURPOSE OF RIGHT ISSUE, BENEFITS, USE OF FUNDS, FINANCIAL PLAN AND FINANCIAL PROJECTIONS AS REQUIRED UNDER THE COMPANIES (ISSUE OF CAPITAL) RULES, 1996

AS RECOMMENDED BY THE COMPANIES (ISSUE OF CAPITAL) RULES, 1996

Purpose of the Right Issue	The purpose of right issue is to raise equity for expansion of existing manufacturing capacity to support the increasing volume demands.					
Quantum of Issue and Price	The right issue is 3.45 % approx. of the existing paid capital (6,157,618 ordinary shares) i.e. 01 share for every 29 ordinary shares held, resulting in issuance of 212,332 right shares.					
Issue Price & Justification of Premium	The right shares will be offered at an issue price of Rs. 6,000/- per share, including premium of Rs. 5,990/- per share. The growth plans of the Company, its historical financial performance as well as the current market price of the share, justifies the amount of premium charged against the book value. The rights price per share is at a discount to the prevailing market price per share.					
Benefits to the Company	Expansion of overall business and portfolio, resulting in increased revenues and profitability of the Company.					
Use of Funds	Fund will be utilized for investment in the expansion of manufacturing capacity to support the increasing volume demands.					
Financial Plan	Description				Rs. in '000'	
	Buildings				278	
	Plant and Machinery				980	
	Miscellaneous Expenses				402	
	Contingencies				84	
	Total Project Cost				1,744	
	To be financed by Equity				1,274	
	To be financed by internally generated funds / bank borrowing				470	
Total				1,744		
Risk Factor	There are no significant risk factors associated with the right issue.					
Financial Projections	Rs. in million	2018	2019	2020	2021	2022
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**DISCLOSURE FORM
IN TERMS OF SECTIONS 96 AND 131 OF THE SECURITIES ACT, 2015**

Name of Company	Unilever Pakistan Foods Limited
Date of Report	February 27, 2018
Registered Office	Avari Plaza, Fatima Jinnah Road, Karachi – 75530.
Contact Information	Aman Ghanchi Company Secretary Telephone: : +92 21 3566 0062 Email: Aman.Ghanchi@unilever.com

DISCLOSURE OF INSIDE INFORMATION BY LISTED COMPANY

The Board of Directors has decided to increase paid up capital of the Company from Rs. 61,576,180 to Rs. 63,699,500 by offering 212,332 ordinary shares in proportion of 01 ordinary shares for every 29-ordinary share held (@3.45%) at a subscription price of Rs. 6,000 each (inclusive of premium of Rs. 5,990 per share), to the Members, whose names appear on the Register of Members as at the close of business on March 26th, 2018, in proportion to their respective shareholdings in the Company.

The Share Transfer Books of the Company will be closed from March 27, 2018 to April 09, 2018 (both days inclusive) to determine the entitlement for right shares.

SIGNATURES

Pursuant to the requirements of the Securities Act, 2015, the Company has duly caused this form/statement to be signed on its behalf by the undersigned hereunto duly authorized.

For UNILEVER PAKISTAN FOODS LIMITED

AMAN GHANCHI
Company Secretary