



**Unilever Pakistan Foods Limited**  
 Avari Plaza,  
 Fatima Jinnah Road,  
 Karachi - 75530

T: +92 - 21 - 35660062  
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25 August 2015

The General Manager  
 Karachi Stock Exchange Limited  
 Karachi.

By Hand & Fax  
 111 573 329

The General Manager  
 Lahore Stock Exchange Limited  
 Lahore.

By Courier & Fax  
 042 3636 8485

Dear Sirs,

# **UNILEVER PAKISTAN FOODS LIMITED**

## **Financial Results for the Half Year (January - June), 2015**

At its meeting held on 24 August 2015 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the half year ended June 30, 2015.

Profit After Tax and Earnings Per Share increased by 14.5% in Q2 on the back of 38 bps higher Gross Margin vs. Q2 last year and 640 bps up on first quarter 2015 in which we had invested in strengthening formulations and innovation. Sales over the First Half are up 8.9% with Profit After Tax and EPS 8.2% higher than first half last year.

### Condensed Financial Information

|                                                                     | <b><u>QUARTER ENDED</u></b> |                          | <b><u>HALF YEAR ENDED</u></b> |                          |
|---------------------------------------------------------------------|-----------------------------|--------------------------|-------------------------------|--------------------------|
|                                                                     | <b>June 30,<br/>2015</b>    | <b>June 30,<br/>2014</b> | <b>June 30,<br/>2015</b>      | <b>June 30,<br/>2014</b> |
|                                                                     | (Rupees in thousands)       |                          |                               |                          |
| Sales                                                               | 2,334,238                   | 2,154,489                | 4,470,679                     | 4,105,879                |
| <b>Less: Cost of Sales</b>                                          | <b>(1,229,156)</b>          | <b>(1,142,834)</b>       | <b>(2,491,011)</b>            | <b>(2,274,947)</b>       |
| <b>Gross Profit</b>                                                 | <b>1,105,082</b>            | <b>1,011,655</b>         | <b>1,979,668</b>              | <b>1,830,932</b>         |
| <b>Less: Distribution, Admin &amp; Other<br/>operating Expenses</b> | <b>(632,659)</b>            | <b>(559,575)</b>         | <b>(1,090,524)</b>            | <b>(964,662)</b>         |
| <b>Add: Other operating Income</b>                                  | <b>33,051</b>               | <b>19,974</b>            | <b>50,270</b>                 | <b>34,099</b>            |
| <b>Less: Finance Cost</b>                                           | <b>(14,775)</b>             | <b>(15,926)</b>          | <b>(24,199)</b>               | <b>(20,814)</b>          |
| <b>Profit before Taxation</b>                                       | <b>490,699</b>              | <b>456,128</b>           | <b>915,215</b>                | <b>879,555</b>           |
| <b>Less: Taxation</b>                                               | <b>(117,654)</b>            | <b>(130,464)</b>         | <b>(245,459)</b>              | <b>(260,433)</b>         |
| <b>Profit after Tax</b>                                             | <b>373,045</b>              | <b>325,664</b>           | <b>669,756</b>                | <b>619,122</b>           |
| <b>EPS-basic (Rupees)</b>                                           | <b>60.58</b>                | <b>52.89</b>             | <b>108.77</b>                 | <b>100.55</b>            |



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### **Interim Dividend**

In view of the financial results for the half year ended June 30, 2015, the Board of Directors has declared an interim dividend of Rs. 54.00 i.e. 540% per Ordinary Share of Rs.10/- (Half year ended June 30, 2014: NIL). This will be payable to the Members on the number of Ordinary Shares held by them at the close of business on 15 September 2015.

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

The Share Transfer Books of the Company will be closed from 16 September 2015 to 22 September 2015 (both days inclusive), and will re-open on 23 September 2015. 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 15 September 2015 will be treated in time for the purpose of payment of Interim Dividend - 2015 to the transferees.

### **Future Outlook**

In the improving macro-economic environment and with increasing competitive intensity, the company will step-up investment in products, portfolio, brands and manufacturing facilities to accelerate 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