



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

August 25, 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 Half Year (January - June) 2017

At its meeting held on August 24, 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 half year ended June 30, 2017.

Sales grew by 14.0% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 1.1% to 45.2% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 35.2% versus the same period last year.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>HALF YEAR ENDED</u>	
	June 30, 2017	June 30, 2016	June 30, 2017	June 30, 2016
	(Rupees in thousands)			
Sales	2,804,317	2,524,244	5,573,339	4,890,978
<u>Less: Cost of Sales</u>	<u>(1,561,775)</u>	<u>(1,403,971)</u>	<u>(3,056,294)</u>	<u>(2,733,710)</u>
Gross Profit	1,242,542	1,120,273	2,517,045	2,157,268
<u>Less: Distribution, Admin & Other Operating Expenses</u>	<u>(828,420)</u>	<u>(838,084)</u>	<u>(1,493,944)</u>	<u>(1,415,537)</u>
<u>Add: Other Incomes</u>	<u>38,644</u>	<u>31,491</u>	<u>68,193</u>	<u>56,713</u>
<u>Less: Finance Cost</u>	<u>(12,817)</u>	<u>(6,497)</u>	<u>(14,624)</u>	<u>(13,644)</u>
Profit before Taxation	439,949	307,183	1,076,670	784,800
<u>Less: Taxation</u>	<u>(144,250)</u>	<u>(98,506)</u>	<u>(319,151)</u>	<u>(224,624)</u>
Profit after Tax	295,699	208,677	757,519	560,176
EPS-basic and diluted (Rupees)	48.02	33.89	123.02	90.97



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

Interim Dividend

In view of the financial results for the half year ended June 30, 2017, the Board of Directors has declared an interim dividend of Rs. 122.00 i.e. 1220% per Ordinary Share of Rs.10/- (Half year ended June 30, 2016: Rs. 90.97 i.e. 909.7% 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 September 18, 2017.

Closure of Share Transfer Books

The Share Transfer Books of the Company will be closed from September 19, 2017 to September 25, 2017 (both days inclusive), and will re-open on September 26, 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 September 18, 2017 will be treated in time for the purpose of payment of 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, deeper consumer understanding, powerful innovations and world class customer service. Our focus and efforts will continue to offer better value to consumers.

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