

**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

April 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 quarter ended March 31, 2018**

At its meeting held on April 27, 2018 at 15:30 Hrs at Karachi, the Board of Directors of the Company has approved the Audited Financial Results of the Company for the quarter ended March 31, 2018..

Sales grew by 16.6% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 1.5% to 47.6% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 25.9% versus the same period last year.

	2018 (Rupees in thousands)	2017
Sales	3,227,606	2,769,022
<u>Less: Cost of Sales</u>	<u>(1,692,742)</u>	<u>(1,494,519)</u>
Gross Profit	1,534,864	1,272,503
<u>Less: Distribution, Admin & Other Operating expenses</u>	<u>(792,882)</u>	<u>(665,523)</u>
<u>Add: Other Income</u>	<u>42,916</u>	<u>29,549</u>
Profit from Operations	784,898	636,529
<u>Less: Finance Cost</u>	<u>(16,401)</u>	<u>(1,807)</u>
Profit before Taxation	768,497	636,722
<u>Less: Taxation</u>	<u>(187,167)</u>	<u>(174,900)</u>
Profit after Tax	581,330	461,822
<u>Add/ (less): Other comprehensive income</u>	<u>-</u>	<u>-</u>
Total Comprehensive income	581,330	461,822
 EPS-basic and diluted (Rupees)	 94.41	 75.00

INTERIM DIVIDEND

In view of the financial results for the 1st Quarter January to March 2018, the Directors have recommended a interim cash dividend of Rs. 105/- i.e. (1050%) per ordinary share of Rs.10/- each; (1st Quarter January to March 2017: NIL). This will be payable to the Members on the number of ordinary shares held by them at the close of business on May 07, 2018.



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CLOSURE OF SHARE TRANSFER BOOKS

The Share Transfer Books of the Company will be closed from May 08, 2018 to May 14, 2018 (both days inclusive) to determine the entitlement for the final dividend. The books will re-open on May 15, 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 May 07, 2018 will be treated in time for the purpose of payment of Interim Dividend to the transferees.

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