



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

T: +92 - 21 - 35660062  
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28 October 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 Nine months ended 30 September, 2015**

At its meeting held on 27 October 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 nine months ended 30 September, 2015.

Sales grew by 9% for the nine months ended September 2015 and gross margin improved by 39bps. In the discrete Q3, sales grew by 8% and gross margin improved by 202bps. However due to higher investment in innovations, EPS was flat. For the nine months EPS grew by 6%.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>September 30, 2015</u>	<u>September 30, 2014</u>	<u>September 30, 2015</u>	<u>September 30, 2014</u>
	(Rupees in thousands)			
Sales	1,938,087	1,794,513	6,408,766	5,900,392
<u>Less: Cost of Sales</u>	<u>(1,079,378)</u>	<u>(1,034,474)</u>	<u>(3,570,389)</u>	<u>(3,309,421)</u>
<b>Gross Profit</b>	<b>858,709</b>	<b>760,039</b>	<b>2,838,377</b>	<b>2,590,971</b>
<u>Less: Distribution, Admin &amp; Other operating Expenses</u>	<u>(567,075)</u>	<u>(437,108)</u>	<u>(1,657,599)</u>	<u>(1,401,769)</u>
<u>Add: Other operating Income</u>	<u>18,378</u>	<u>30,597</u>	<u>68,648</u>	<u>64,696</u>
<u>Less: Finance Cost</u>	<u>(5,083)</u>	<u>(2,674)</u>	<u>(29,282)</u>	<u>(23,488)</u>
<b>Profit before Taxation</b>	<b>304,929</b>	<b>350,854</b>	<b>1,220,144</b>	<b>1,230,410</b>
<u>Less: Taxation</u>	<u>(73,645)</u>	<u>(122,111)</u>	<u>(319,104)</u>	<u>(382,544)</u>
<b>Profit after Tax</b>	<b>231,284</b>	<b>228,743</b>	<b>901,040</b>	<b>847,866</b>
<b>EPS-basic (Rupees)</b>	<b>37.56</b>	<b>37.15</b>	<b>146.33</b>	<b>137.69</b>



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### **Interim Dividend - 2015**

**Q3 2015: NIL** (Q2, 2015: Rs. 54.00 or 540%, already paid).

### **Future Outlook**

In the improving macro-economic environment and with increasing competitive intensity, the company will continue to drive the agenda of improving consumer lives through relevant innovations and to invest in strengthening brand equity.

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.