



Unilever Pakistan Foods Limited
 Avari Plaza Fatima Jinnah Road
 Karachi-75530
 T: +92 21 35660062
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 email: corporate.affairs@unilever.com
 www.unilever.pk

February 28th, 2020

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, 2019

At its meeting held on February 28th, 2020 at 14:30 Hrs at Lahore, the Board of Directors of the Company has approved the Audited Financial Results of the Company for the year ended December 31, 2019.

Sales grew by 11.7% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin decreased by 4.1% to 40.9% due to difficult operating environment. Earnings per share (EPS) increased by 40.1% versus last year.

	2019	2018 (Restated)
	(Rupees in thousands)	
<i>Sales</i>	13,291,424	11,898,430
<i>Less: Cost of Sales</i>	<u>(7,861,105)</u>	<u>(6,549,353)</u>
Gross Profit	5,430,319	5,349,077
<i>Less: Distribution, Admin & Other Operating expenses</i>	2,791,782	3,148,017
<i>Add: Other Income</i>	<u>304,339</u>	<u>342,115</u>
Profit from Operations	2,942,876	2,543,175
<i>Less: Finance Cost</i>	<u>(135,076)</u>	<u>(47,300)</u>
Profit before Taxation	2,807,800	2,495,875
<i>Less: Taxation</i>	<u>(354,862)</u>	<u>(761,418)</u>
Profit after Tax	2,452,938	1,734,457
<i>Add/ (less): Other comprehensive income</i>	<u>(2,935)</u>	<u>27</u>
Total Comprehensive income	<u>2,450,003</u>	<u>1,734,484</u>
EPS-basic and diluted (Rupees)	<u>385.08</u>	<u>274.92*</u>

*EPS for prior year restated.

FINAL DIVIDEND

In view of the financial results for the year ended December 31, 2019, the Directors have recommended a final cash dividend of Rs. 142.00/- i.e. (1420%) per ordinary share of Rs.10/- each; in addition to the Interim Dividend of Rs. 244 per ordinary share, already paid during the year. This will be payable to the Members on the number of ordinary shares held by them at the close of business on April 1, 2020.



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CLOSURE OF SHARE TRANSFER BOOKS

The Share Transfer Books of the Company will be closed from April 2, 2020 to April 09, 2020 (both days inclusive) to determine the entitlement for the final dividend and attending the Annual General Meeting. The books will re-open on April 10, 2020. 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 April 1, 2020 will be treated in time for the purpose of payment of Final Dividend to the transferees.

ANNUAL GENERAL MEETING

The Board has approved the convening of the next Shareholders Annual General Meeting for April 09, 2020 at 03.00 p.m. in Karachi.

FUTURE OUTLOOK

Despite challenging economic and operating environment which is expected to continue in short-term, the business will continue to deliver positive results. We are committed to deal with the challenges that lie ahead with our access to global expertise, superior consumer understanding, powerful innovations and world class customer service. We believe that our dedicated and focused efforts will allow us to provide better value to meet consumers' everyday needs and deliver sustained profitable growth for the benefit of all stakeholders.

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