



Unilever Pakistan Foods Limited
 Avari Plaza Fatima Jinnah Road
 Karachi-75530
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 www.unilever.pk

August 20, 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 Half Year ended June 30 2018

At its meeting held on August 20, 2018 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, 2018.

Sales grew by 11.9% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 1.1% to 46.3% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 13.3% versus the same period last year.

Condensed Interim Financial Information

	<u>QUARTER ENDED</u>		<u>HALF YEAR ENDED</u>	
	<u>June 30, 2018</u>	<u>June 30, 2017</u>	<u>June 30, 2018</u>	<u>June 30, 2017</u>
	(Rupees in thousands)			
Sales	3,006,563	2,804,317	6,234,169	5,573,339
Less: Cost of Sales	(1,654,268)	(1,561,775)	(3,347,010)	(3,056,294)
Gross Profit	1,352,295	1,242,542	2,887,159	2,517,045
Less: Distribution, Admin & Other Operating Expenses	(930,688)	(828,420)	(1,723,570)	(1,493,944)
Add: Other Incomes	77,581	38,644	120,193	68,193
Less: Finance Cost	(14,472)	(12,817)	(30,873)	(14,624)
Profit before Taxation	484,716	439,949	1,253,213	1,076,670
Less: Taxation	(201,900)	(144,250)	(389,067)	(319,151)
Profit after Tax	282,816	295,699	864,146	757,519
EPS-basic and diluted (Rupees)*	45.59	47.67*	138.38	122.12*

*EPS for prior period is restated for the effect of right issue



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Interim Dividend

In view of the financial results for the half year ended June 30, 2018, the Directors have recommended an interim dividend of Rs. 44 i.e. 440% per Ordinary Share of Rs.10/- (Half year ended June 30, 2017: Rs. 122.00 i.e. 1220.0% 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 03, 2018.

Closure of Share Transfer Books

The Share Transfer Books of the Company will be closed from September 04, 2018 to September 10, 2018 (both days inclusive) to determine the entitlement for the interim dividend. The books will re-open on September 11, 2018. 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 03, 2018 will be treated in time for the purpose of payment of Interim Dividend - 2018 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, superior consumer understanding, powerful innovations and world class customer service. We are confident that our dedicated and focused efforts will allow us to provide better value to meet consumers' everyday needs and deliver sustained profitable growth.

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
- Share Registrar Department, The Central Depository Company of Pakistan Limited, Karachi. Fax: 021-34326053