



**UNILEVER PAKISTAN FOODS LIMITED**  
 Avari Plaza Fatima Jinnah Road  
 Karachi-75530  
 T: +92 21 3566 0062  
 F: +92 21 3567 4968

October 24, 2016

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 Nine months ended September 30, 2016**

At its meeting held on October 21, 2016 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 September 30, 2016.

In the nine months to Sept 30, 2016, sales grew by 11.4% on the back of strong brand equity, successful innovations and increased investment in advertising and promotion, while Gross Margin improved by 90bps. Earnings per share (EPS) grew by 2.5%. In the discrete Quarter 3, sales grew by 15.9% and EPS by 57%.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>September 30, 2016</u>	<u>September 30, 2015</u>	<u>September 30, 2016</u>	<u>September 30, 2015</u>
	(Rupees in thousands)			
Sales	2,246,972	1,938,087	7,137,950	6,408,766
<u>Less: Cost of Sales</u>	<u>(1,177,839)</u>	<u>(1,079,378)</u>	<u>(3,911,549)</u>	<u>(3,570,389)</u>
<b>Gross Profit</b>	<b>1,069,133</b>	<b>858,709</b>	<b>3,226,401</b>	<b>2,838,377</b>
<u>Less: Distribution, Admin &amp; Other operating Expenses</u>	<u>(587,487)</u>	<u>(567,075)</u>	<u>(2,003,024)</u>	<u>(1,657,599)</u>
<u>Add: Other Income</u>	<u>28,351</u>	<u>18,378</u>	<u>85,064</u>	<u>68,648</u>
<u>Less: Finance Cost</u>	<u>(9,390)</u>	<u>(5,083)</u>	<u>(23,034)</u>	<u>(29,282)</u>
<b>Profit before Taxation</b>	<b>500,607</b>	<b>304,929</b>	<b>1,285,407</b>	<b>1,220,144</b>
<u>Less: Taxation</u>	<u>(137,265)</u>	<u>(73,645)</u>	<u>(361,889)</u>	<u>(319,104)</u>
<b>Profit after Tax</b>	<b>363,342</b>	<b>231,284</b>	<b>923,518</b>	<b>901,040</b>
<b>EPS-basic &amp; diluted (Rupees)</b>	<b>59.01</b>	<b>37.56</b>	<b>149.98</b>	<b>146.33</b>



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**Dividend**

**Q3 2016: NIL** (Dividend upto Q2, 2016 Rs. 90.97 i.e 909.7% and Dividend upto September 2015 Rs. 54.00 i.e. 540% per Ordinary Share of Rs. 10/-).

**Future Outlook**

Despite a challenging operating environment and increasing competitive intensity, we are optimistic about the future outlook of business taking cognizance of the investments being made by the company. The company will continue to drive the agenda of improving consumer lives through relevant innovations and stronger 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