



**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

March 09, 2017

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, 2016**

At its meeting held on March 08, 2017 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the Audited Financial Results of the Company for the year ended December 31, 2016.

	2016	2015
	(Rupees in thousands)	
<i>Sales</i>	<b>9,466,836</b>	8,571,097
<i>Less: Cost of Sales</i>	<b>(5,264,621)</b>	(4,738,804)
<b>Gross Profit</b>	<b>4,202,215</b>	3,832,293
<i>Less: Distribution, Admin &amp; Other Operating expenses</i>	<b>(2,520,330)</b>	(2,233,692)
<i>Add: Other Income</i>	<b>120,343</b>	103,174
<b>Profit from Operations</b>	<b>1,802,228</b>	1,701,775
<i>Less: Finance Cost</i>	<b>(34,470)</b>	(36,090)
<b>Profit before Taxation</b>	<b>1,767,758</b>	1,665,685
<i>Less: Taxation</i>	<b>(491,669)</b>	(433,557)
<b>Profit after Tax</b>	<b>1,276,089</b>	1,232,128
<i>Add/ (less): Other comprehensive income</i>	<b>1,525</b>	(4,421)
<b>Total Comprehensive income</b>	<b>1,277,614</b>	1,227,707
<b>EPS-basic and diluted (Rupees)</b>	<b>207.24</b>	200.09



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**FINAL DIVIDEND**

In view of the financial results for the year 2016, the Directors have recommended a final cash dividend of Rs.278.00 i.e. ( 2,780%) per ordinary share of Rs.10/- each; in addition to the Interim dividend of Rs.90.97 per ordinary share, already paid during the year. The total dividend for the year 2016 amounts to Rs. 368.97 (2015: Rs.150.00) per ordinary share. This will be payable to the Members on the number of ordinary shares held by them at the close of business on April 06, 2017.

**CLOSURE OF SHARE TRANSFER BOOKS**

The Share Transfer Books of the Company will be closed from April 07, 2017 to April 13, 2017 (both days inclusive) to determine the entitlement for the final dividend. The books will re-open on April 14, 2017. 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 Shakra-e-Faisal, Karachi - 74400** by the close of business on April 06, 2017 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 13, 2017 at 03.00 p.m. in Karachi.

**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



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make all this possible, we will continue to attract, develop and retain the best talent in the country.

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