



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

October 26, 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 Nine Months ended September 30 2018

At its meeting held on October 26, 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 nine months ended September 30, 2018.

Sales grew by 10.0% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin declined by 0.2% to 46.2% due to difficult operating environment. Earnings per share (EPS) increased by 14.0% versus the same period last year.

Condensed Interim Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	Sept 30, 2018	Sept 30, 2017	Sept 30, 2018	Sept 30, 2017
	(Rupees in thousands)			
Sales	2,703,882	2,550,246	8,938,051	8,123,585
Less: Cost of Sales	(1,462,313)	(1,300,660)	(4,809,323)	(4,356,951)
Gross Profit	1,241,569	1,249,586	4,128,728	3,766,634
Less: Distribution, Admin & Other Operating Expenses	(739,949)	(844,426)	(2,463,519)	(2,338,370)
Add: Other Incomes	42,170	21,164	162,667	89,356
Less: Finance Cost	(13,457)	3,017	(44,330)	(11,607)
Profit before Taxation	530,333	429,341	1,783,546	1,506,013
Less: Taxation	(161,951)	(119,825)	(551,018)	(438,976)
Profit after Tax	368,382	309,516	1,232,528	1,067,037
EPS-basic and diluted (Rupees)*	58.59	49.90*	196.02	172.01*

*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 nine months ended September 30, 2018, the Directors have declared a third interim dividend of Rs. 55 i.e. 550 % per Ordinary Share of Rs.10/- (Third Quarter ended September 30, 2017: Rs. 50.00 i.e. 500% 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 November 07, 2018.

Closure of Share Transfer Books

The Share Transfer Books of the Company will be closed from November 08, 2018 to November 14, 2018 (both days inclusive) to determine the entitlement for the interim dividend. The books will re-open on November 15, 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 November 07, 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