



**Unilever Pakistan Foods Limited**  
 Avari Plaza,  
 Fatima Jinnah Road,  
 Karachi - 75530

T: +92 - 21 - 35660062  
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 F: +92 - 21 - 35674968

October 29, 2014

The General Manager  
 Karachi Stock Exchange Limited  
 Karachi.

By Hand & Fax  
 111 573 329

The General Manager  
 Lahore Stock Exchange Limited  
 Lahore.

By Courier & Fax  
 042 3636 8485

Dear Sirs,

**UNILEVER PAKISTAN FOODS LIMITED**

**Financial Results for the Nine Months (January - September), 2014**

At its meeting held on October 28, 2014 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, 2014.

Sales grew by 12% and EPS by 14%, on the back of successful innovations and competitive investment. Better mix and cost saving programmes helped improve margins. This is despite operational and business disruptions caused by the recent floods in Punjab and the political instability.

Condensed Financial Information

	<u>QUARTER ENDED</u>		<u>NINE MONTHS ENDED</u>	
	<u>September 30, 2014</u>	<u>September 30, 2013</u>	<u>September 30, 2014</u>	<u>September 30, 2013</u>
	(Rupees in thousands)			
Sales	1,794,513	1,791,795	5,900,392	5,257,065
<u>Less: Cost of Sales</u>	<u>(1,034,474)</u>	<u>(1,029,234)</u>	<u>(3,309,421)</u>	<u>(3,040,790)</u>
<b>Gross Profit</b>	<b>760,039</b>	<b>762,561</b>	<b>2,590,971</b>	<b>2,216,275</b>
<u>Less: Distribution, Admin &amp; Other operating Expenses</u>	<u>(437,107)</u>	<u>(359,052)</u>	<u>(1,401,769)</u>	<u>(1,148,203)</u>
<u>Add: Other operating Income</u>	<u>30,597</u>	<u>15,892</u>	<u>64,696</u>	<u>43,653</u>
<u>Less: Finance Cost</u>	<u>(2,674)</u>	<u>(1,777)</u>	<u>(23,488)</u>	<u>(6,263)</u>
<b>Profit before Taxation</b>	<b>350,855</b>	<b>417,624</b>	<b>1,230,410</b>	<b>1,105,462</b>
<u>Less: Taxation</u>	<u>(122,111)</u>	<u>(142,367)</u>	<u>(382,544)</u>	<u>(361,154)</u>
<b>Profit after Tax</b>	<b>228,744</b>	<b>275,257</b>	<b>847,866</b>	<b>744,308</b>
<b>EPS-basic (Rupees)</b>	<b>37.15</b>	<b>44.70</b>	<b>137.69</b>	<b>120.88</b>



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### Interim Dividend

In view of the financial results for the nine months ended September 30, 2014 and the upcoming cashflow requirements, the Board of Directors is pleased to declare an interim dividend of Rs. 94.00 i.e. 940% per Ordinary Share of Rs.10/- (Nine months ended September 30, 2013: Rs 120.70 or 1207% 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 17, 2014.

### Closure of Share Transfer Books

The Share Transfer Books of the Company will be closed from November 18, 2014 to November 24, 2014 (both days inclusive), and will re-open on November 25, 2014. 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, by the close of business on November 17, 2014 will be treated in time for the purpose of payment of Interim Dividend - 2014 to the transferees.

### Future Outlook

The uncertain political and economic environment continues to pose challenges for business in general. We will, however, continue to drive our 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