



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

April 19, 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 First Quarter ended March 31, 2017

At its meeting held on April 18, 2017 at 14:30 Hrs at Karachi, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the three months ended March 31, 2017.

Sales grew by 17.0% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin improved by 221 bps to 46.0% due to better cost absorptions and efficiencies. Earnings per share (EPS) increased by 31.4% versus the same period last year.

Condensed Financial Information

	<u>QUARTER ENDED</u>	
	March 31, 2017	March 31, 2016
	(Rupees in Thousands)	
Sales	2,769,022	2,366,734
<u>Less: Cost of Sales</u>	<u>(1,494,519)</u>	<u>(1,329,739)</u>
Gross Profit	1,274,503	1,036,995
<u>Less: Distribution, Admin & Other operating Expenses</u>	<u>(665,523)</u>	<u>(577,453)</u>
<u>Add: Other operating Income</u>	<u>29,549</u>	<u>25,222</u>
<u>Less: Finance Cost</u>	<u>(1,807)</u>	<u>(7,147)</u>
Profit before Taxation	636,722	477,617
<u>Less: Taxation</u>	<u>(174,900)</u>	<u>(126,118)</u>
Profit after Tax	461,822	351,499
EPS-basic (Rupees)	75.00	57.08



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Dividend

Q1 2017: NIL (Q1 2016 : NIL).

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

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