



**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

August 25<sup>th</sup>, 2020

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 half year ended June 30, 2020**

At its meeting held on August 25<sup>TH</sup>, 2020 at 14:30 Hrs virtually through Video Conferencing, the Board of Directors of the Company has approved the un-audited Condensed Interim Financial Information for the half year ended June 30, 2020.

Sales grew by 17.4% on the back of strong brand equity, wider reach and effective spending on advertisement and promotion matched by timely pricing. Gross Margin increased by 0.96% to 42.4% due to savings and other initiatives. Earnings per share (EPS) increased by 81.1% versus the same period last year.

Condensed Interim Financial Information

	THREE MONTHS ENDED		SIX MONTHS ENDED	
	June 30 2020	June 30 2019	June 30 2020	June 30 2019
	<b>(Rupees in Thousands)</b>			
<i>Sales</i>	3,781,975	3,217,708	7,670,039	6,535,224
<i>Less: Cost of Sales</i>	(2,115,149)	(1,949,454)	(4,416,308)	(3,825,386)
<b>Gross Profit</b>	<b>1,666,826</b>	<b>1,268,254</b>	<b>3,253,731</b>	<b>2,709,838</b>
<i>Less: Distribution, Admin &amp; Other</i>	(730,626)	(839,111)	(1,419,033)	(1,529,078)
<i>Add: Other Income</i>	39,123	214,750	89,483	256,793
<b>Profit before Operations</b>	<b>975,323</b>	<b>643,893</b>	<b>1,924,181</b>	<b>1,437,553</b>
<i>Less: Finance Cost</i>	(3,165)	(26,763)	(15,348)	(55,394)
<b>Profit before Taxation</b>	<b>972,158</b>	<b>617,130</b>	<b>1,908,833</b>	<b>1,382,159</b>
<i>Less: Taxation</i>	(72,829)	(221,377)	(182,516)	(429,025)
<b>Profit after Tax</b>	<b>899,329</b>	<b>395,753</b>	<b>1,726,317</b>	<b>953,134</b>
<b>EPS-basic and diluted (Rupees)</b>	<b>141.18</b>	<b>62.13</b>	<b>271.01</b>	<b>149.63</b>



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### **INTERIM DIVIDEND**

In view of the financial results for the half year ended June 30, 2020, the Directors have recommended a second interim cash dividend of Rs. 141/- i.e. (1410%) per ordinary share of Rs.10/- each. This will be payable to the Members on the number of ordinary shares held by them at the close of business on September 09<sup>th</sup>, 2020.

### **CLOSURE OF SHARE TRANSFER BOOKS**

The Share Transfer Books of the Company will be closed from September 10<sup>th</sup>, 2020 to September 16<sup>th</sup>, 2020 (both days inclusive) to determine the entitlement for the final dividend. The books will re-open on September 17<sup>th</sup>, 2020. 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 Shahra-e-Faisal, Karachi - 74400** by the close of business on September 09<sup>th</sup>, 2020 will be treated in time for the purpose of payment of Interim Dividend to the transferees.

### **FUTURE OUTLOOK**

Covid-19 has posed enhanced difficulties on an international scale vis-a-vis growth and accompanying socio-economic adversities. Pakistan has been no exception while at the same time also having to grapple with its own specific cum long-standing economic challenges. Despite such a testing economic and operating environment, your company expects to deliver competitive results in the foreseeable future, as the management remains committed to deal with the situation through an access to Unilever's global expertise, a sound consumer understanding, our on-going innovation endeavours, and by consistently offering an exemplary customer service. We are confident that our dedicated and focused efforts will help us in providing enhanced value to help meet our consumers' daily needs and in delivering sustained profitable growth benefitting all stakeholders.

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