



Unilever Pakistan Foods Limited

Corporate Briefing 2025





Unilever

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Company Overview





Board Members

**Mr. Sarfaraz Ahmed
Rehman**

Independent Director &
Chairman of the Board

Mr. Amir R. Paracha

Executive Director & Chief
Executive Officer

**Mr. Muhammad
Shahzad**

Executive Director & Chief
Financial Officer

Ms. Asima Haq*

Non-Executive Director

Mr. Zulfiqar Monnoo

Non-Executive Director

**Mr. Muhammad Adil
Monnoo**

Non-Executive Director

Mr. Kamal Monnoo

Non-Executive Director

Mr. Asad Said Jafar

Independent Director

Mr. Khalid Mansoor*

Independent Director

Mr. Ali Tariq

Non-Executive Director

3 Independent Directors | 5 Non-Executive Directors | 1 Female Director

*Outgoing directors



Company Profile

Footprint across Pakistan

1 Owned & 2 Toll Manufacturing Sites

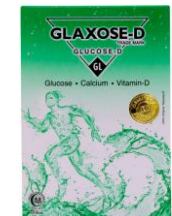
10 Distribution Centers

200K+ outlets

Brands Across the Pyramid



Major Products



A Decade of Sustainable and Profitable Growth

Turnover

5X

Rs. 40.6Bn (2025) vs Rs. 8.5Bn (2015)

Gross Profit

4X

Rs. 15.7Bn (2025) vs Rs. 3.8Bn (2015)

Operating Profit

6X

Rs. 10.0Bn (2025) vs Rs. 1.7Bn (2015)

**Period from 2015 to 2025*

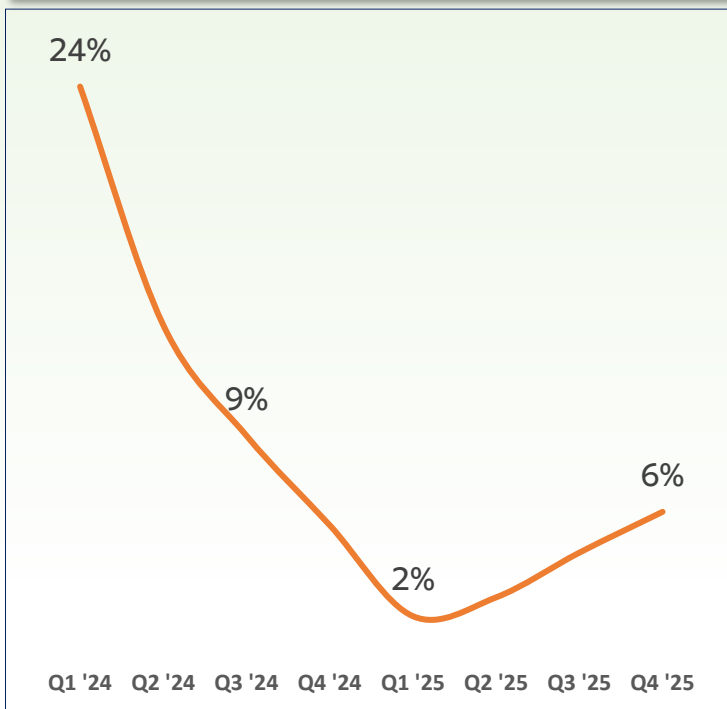
FINANCIAL PERFORMANCE



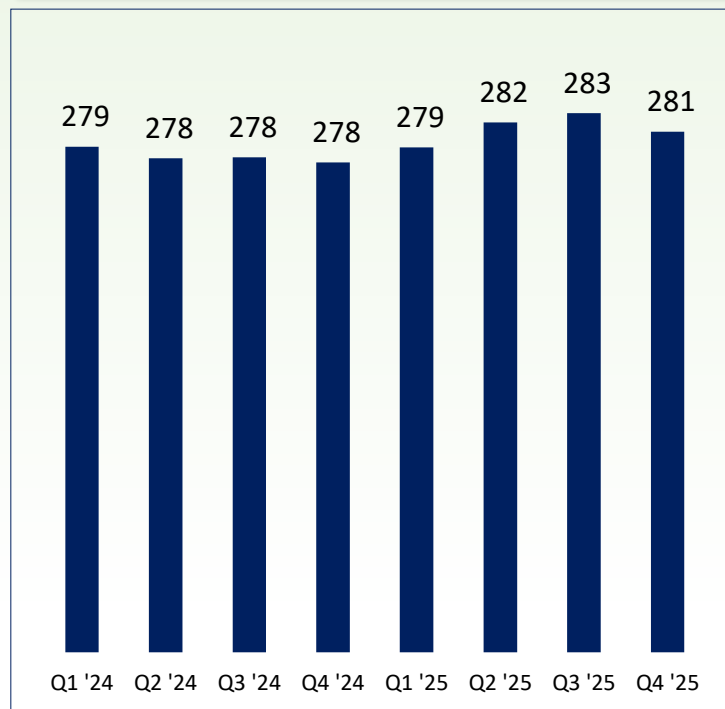


Macroeconomic Conditions Remained Broadly Stable in 2025

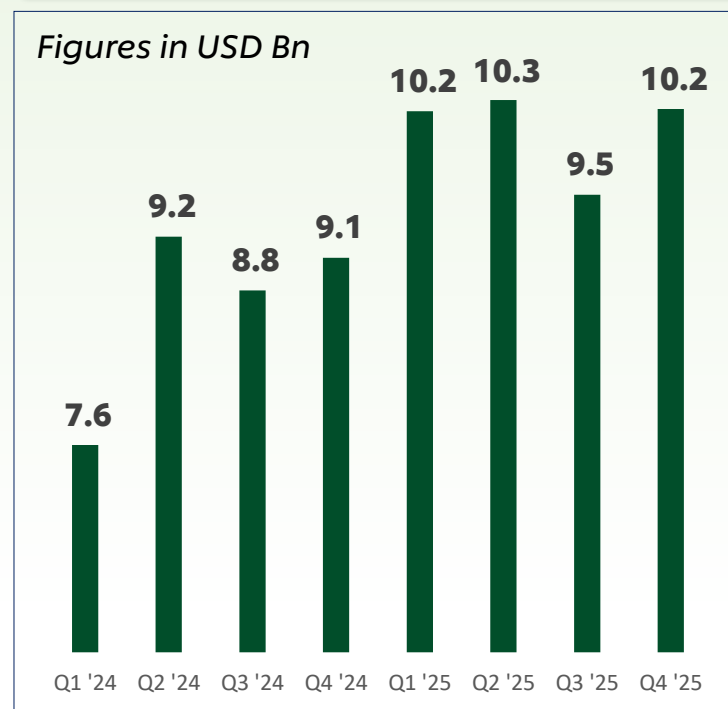
Core inflation showed slight resurgence due to floods mid-year



USD/PKR remained stable



Inward Remittances touched an all time high at \$10bn+ per Quarter





2025: Performance at a Glance

Net Sales

40.6Bn

(2024: 33.7Bn)

20.4%

growth vs SPLY

Profitability

Gross Margin

38.6%

+14bps vs SPLY

Profit After Tax

5.9Bn

(PAT Margin: 14.7%)

Shareholder Return

Earning Per Share

Rs. 934

Dividend Per Share

Rs. 1,651

Share price
growth

Rs. 28,989 (Dec '25)

2x vs 2020

Dividend
Yield

6%

+1.5% vs 2020



5-year historical analysis

Figures in PKR Bn

Net Sales

+20.4%

40.6

34.6

33.7

28.3

19.8

15.6

2020

2021

2022

2023

2024

2025

5-Year CAGR: ~21.1%

Figures in PKR Bn

Gross Profit

+20.8%

15.7

14.8

11.9

8.9

6.7

2020

2021

2022

2023

2024

2025

5-Year CAGR: ~18.6%

KEY INITIATIVES IN 2025





New launches during the year



OUR BIGGEST RELAUNCH IN TWO DECADES!



Noodles Transformation

**BE THE IMPULSE OF THE
NEW GEN!**



REFRESHED PACKAGING!

SINCE 1838
Knorr

Current



NEW

Rafhan®

PERFECT FOR EVERY CELEBRATION

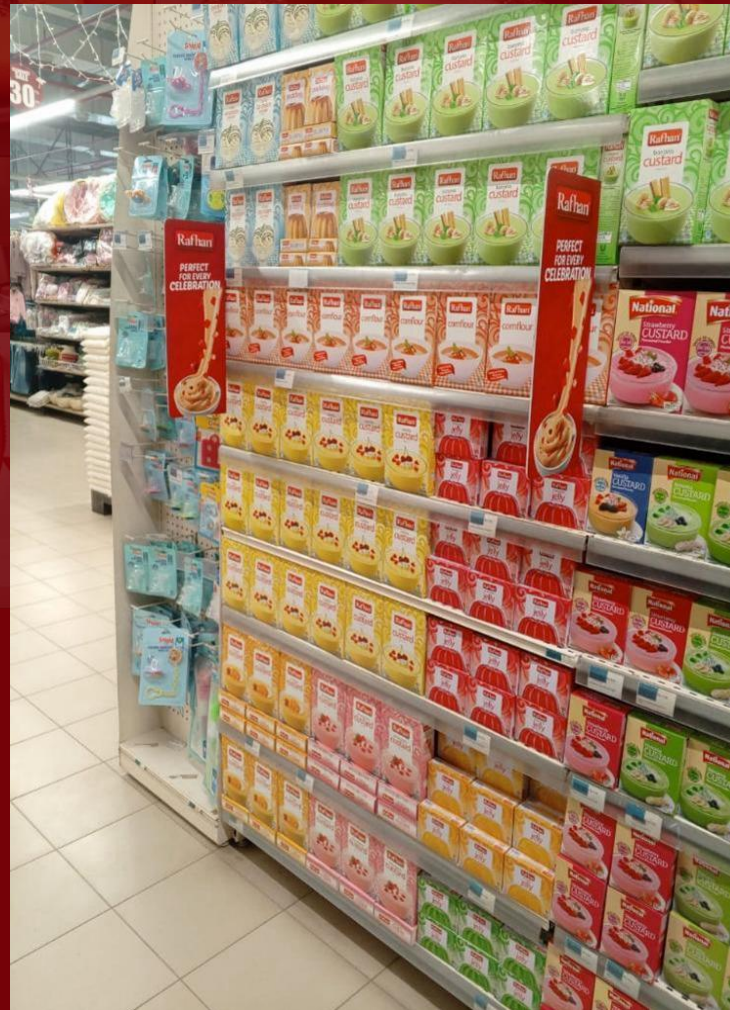


Rafhan

MADE MY WIFE'S FAVOURITE
TRES LECHES CAKE
FOR VALENTINE'S DAY

#RafhankimeethiEid:

200 + touchpoints activated in season!



Q&A





Unilever

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