



UNILEVER PAKISTAN FOODS LIMITED

***CONDENSED INTERIM FINANCIAL STATEMENTS
FOR THE NINE MONTHS ENDED SEP 30, 2022***



UNILEVER PAKISTAN FOODS LIMITED

COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Kamran Y. Mirza	Independent Director & Chairman of the Board
Mr. Amir R. Paracha	Executive Director & Chief Executive Officer
Mr. Aly Yusuf	Executive Director & Chief Financial Officer
Ms. Asima Haq	Executive Director
Mr. Zulfikar Monnoo	Non-Executive Director
Mr. Muhammad Adil Monnoo	Non-Executive Director
Mr. Kamal Monnoo	Non-Executive Director
Mr. Sarfaraz Ahmed Rehman	Independent Director
Mr. Khalid Mansoor	Independent Director
Mr. Ali Tariq	Non-Executive Director

Company Secretary

Mr. Aman Ghanchi

Audit Committee

Mr. Khalid Mansoor	Chairman & Member
Mr. Zulfikar Monnoo	Member
Mr. Muhammad Adil Monnoo	Member
Mr. Sarfaraz Ahmed Rehman	Member
Mr. Kamran Y. Mirza	Member
Ms. Marium Farooq	Secretary & Head of Internal Audit

Human Resource & Remuneration Committee

Mr. Kamran Y. Mirza	Chairman & Member
Mr. Zulfikar Monnoo	Member
Mr. Kamal Monnoo	Member
Mr. Sarfaraz Ahmed Rehman	Member
Mr. Amir R. Paracha	Member
Ms. Kanize Fathema Zuberi	Secretary & Head of HR

Auditors

Messrs KPMG Taseer Hadi & Co.
Chartered Accountants
Sheikh Sultan Trust Building No. 2
Beaumont Road, Karachi - 75530
Pakistan

Registered Office

Avari Plaza
Fatima Jinnah Road
Karachi - 75530

Share Registration Office

CDC Share Register Service Limited
CDC House. 99-B. Block “B” S.M.C.H.S.
Main Shahra-e-Faisal Karachi - 74400

Website Address

www.unilever.pk

UNILEVER PAKISTAN FOODS LIMITED

Directors' Review

The directors are pleased to present the financial information for the nine months ended September 30, 2022.

Despite challenging economic and political environment, the business continued its positive momentum and delivered a growth of 36.3% with a healthy mix of pricing and volume. The growth was broad based with both retail and food solutions business delivering consistent performance on the back of strong brand equity, innovation and wider distribution. Inflationary headwinds resulted in a gross margin dilution of 202 bps to 41.4%. However, EPS grew by 33.3% led by strong topline growth.

Financial Highlights

	Nine months ended		Increase
	September 30, 2022	September 30, 2021	
	← Rs '000 →		
Net Sales	19,766,070	14,505,213	36.3%
Profit before Taxation	5,094,050	3,737,583	36.3%
Profit after Taxation	4,814,434	3,613,010	33.3%
Earnings per share	755.80	567.20	33.3%

Future Outlook

Pakistan's economic and operating environment remains challenging as the country continues to grapple with sustained double-digit inflation, low forex reserves and aftermath of recent floods. The above factors are expected to result in a considerable overall economic slowdown and further erosion of purchasing power of the consumers.

In the midst of this situation, the management remains committed to navigating the challenges and staying relevant to the consumer by leveraging the power of its brands, delivering delightful innovations and driving cost transformation. We are confident that we will continue to deliver competitive, consistent, responsible and profitable growth benefitting all stakeholders.

Thanking you all.

On behalf of the Board



Amir R. Paracha
Chief Executive Officer



Kamran Y. Mirza
Chairman

Karachi

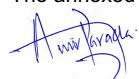
October 24, 2022

UNILEVER PAKISTAN FOODS LIMITED

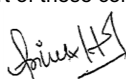
Condensed Interim Statement of Financial Position As at September 30, 2022

		Unaudited September 30, 2022	Audited December 31, 2021
	Note	(Rupees in thousand)	
ASSETS			
Non-current assets			
Property, plant and equipment	4	4,697,137	4,053,993
Right-of-use asset		30,391	46,511
Intangible assets		81,637	81,637
Long term deposits		2,980	2,980
Long term loans and advances		-	1,144
		<u>4,812,145</u>	<u>4,186,265</u>
Current assets			
Stores and spares		208,904	196,537
Stock in trade		2,583,434	1,327,888
Trade debts - net		1,228,294	519,372
Loans and advances		52,519	3,531
Trade deposits and short term prepayments		304,141	82,055
Other receivables		58,928	96,045
Sales tax refundable - net		643,716	142,810
Taxation - net		537,307	536,557
Short Term Investments	5	2,132,099	-
Cash and cash equivalents	6	3,871,891	3,297,755
		<u>11,621,233</u>	<u>6,202,550</u>
Total assets		<u><u>16,433,378</u></u>	<u><u>10,388,815</u></u>
EQUITY AND LIABILITIES			
Share capital and reserves			
Share capital		63,699	63,699
Reserves		4,327,028	2,905,867
		<u>4,390,727</u>	<u>2,969,566</u>
LIABILITIES			
Non-current liabilities			
Staff retirement benefits		28,004	15,513
Long term borrowings	7	477,034	168,619
Deferred income - government grant		237,340	29,271
Lease liabilities		-	20,571
Deferred taxation		409,816	357,704
		<u>1,152,194</u>	<u>591,678</u>
Current liabilities			
Trade and other payables		8,458,836	5,257,887
Current portion of deferred income - government grant		35,401	2,252
Unpaid dividend		2,220,121	1,416,018
Unclaimed dividend		24,627	24,627
Provisions	8	112,537	124,524
Accrued interest / mark up		5,182	1,876
Current portion of lease liabilities		21,819	387
Current portion of long term borrowing		11,934	-
		<u>10,890,457</u>	<u>6,827,571</u>
Total liabilities		<u>12,042,651</u>	<u>7,419,249</u>
Total equity and liabilities		<u><u>16,433,378</u></u>	<u><u>10,388,815</u></u>
Contingencies and commitments			
	9		

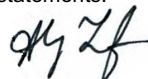
The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.



Amir Paracha
Chief Executive



Asima Haq
Director



Aly Yusuf
Director & Chief Financial Officer

UNILEVER PAKISTAN FOODS LIMITED

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (UN-AUDITED)

For the nine month period and three month period ended Sep 30, 2022

		Three month period ended		Nine month period ended	
	Note	Sep 30, 2022	Sep 30, 2021	Sep 30, 2022	Sep 30, 2021
		(Rupees in thousand)			
Sales - net	10	6,807,444	4,922,703	19,766,070	14,505,213
Cost of sales		(4,274,638)	(2,777,890)	(11,586,529)	(8,210,100)
Gross profit		2,532,806	2,144,813	8,179,541	6,295,113
Distribution cost		(927,789)	(785,313)	(2,790,197)	(2,133,837)
Administrative expenses		(169,489)	(93,333)	(416,132)	(275,714)
Other operating expenses		(108,252)	(85,640)	(350,627)	(257,780)
Other income		247,274	49,425	525,444	142,902
		1,574,550	1,229,952	5,148,029	3,770,684
Finance costs		(25,521)	(8,718)	(53,979)	(33,101)
Profit before taxation		1,549,029	1,221,234	5,094,050	3,737,583
Taxation					
- current		(59,636)	(46,286)	(225,683)	(141,546)
- deferred		(18,262)	16,772	(53,933)	16,973
Taxation	11	(77,898)	(29,514)	(279,616)	(124,573)
Profit after taxation		1,471,131	1,191,720	4,814,434	3,613,010
Other comprehensive loss		-	-	(4,459)	-
Total comprehensive income		1,471,131	1,191,720	4,809,975	3,613,010
		(Rupees)			
Earnings per share basic and diluted		230.95	187.08	755.80	567.20

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Amir Paracha
Chief Executive


Asima Haq
Director


Aly Yusuf
Director & Chief Financial Officer

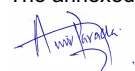
UNILEVER PAKISTAN FOODS LIMITED

CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED)

For the nine month period ended Sep 30, 2022

	Note	September 30, 2022	September 30, 2021
		← (Rupees in thousand) →	
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before taxation		5,094,050	3,737,583
Adjustment for:			
Depreciation		232,122	227,673
Depreciation on right-of-use asset		16,120	22,250
Gain on disposal of property, plant and equipment		(1,569)	-
Finance cost		8,966	2,814
Provision for staff retirement benefits		6,210	6,002
Provision for property, plant and equipment		-	52,369
Return on short term investments		(36,974)	-
Return on savings accounts		(349,238)	(94,928)
		(124,363)	216,180
Changes in working capital:			
Stores and spares		(12,367)	(28,861)
Stock in trade		(1,255,546)	(482,727)
Trade debts		(708,922)	(398,406)
Loans and advances		(47,844)	61,296
Trade deposits and short term prepayments		(222,086)	2,746
Other receivables		37,117	(17,496)
Sales tax refundable		(500,906)	120,031
Trade and other payables		3,200,949	1,474,528
Provisions		(11,987)	13,359
		478,408	744,470
Cash generated from operations		5,448,095	4,698,233
Mark-up paid		(4,412)	(2,564)
Income tax paid		(226,433)	(182,132)
Staff retirement benefits - contributions paid		-	(638)
Net cash generated from operating activities		5,217,250	4,512,899
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(875,267)	(429,277)
Proceeds from disposal of property, plant and equipment		1,570	-
Short term investments		(2,095,125)	-
Return received on savings accounts		349,238	94,928
Net cash used in investing activities		(2,619,584)	(334,349)
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from Long term borrowing		561,567	174,368
Lease liability payments		(387)	(52,743)
Dividend paid		(2,584,710)	(3,147,982)
Net cash used in financing activities		(2,023,530)	(3,026,357)
Net increase in cash and cash equivalents		574,136	1,152,193
Cash and cash equivalents at beginning of the period		3,297,755	929,895
Cash and cash equivalents at end of the period		3,871,891	2,082,088

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Amir Paracha
 Chief Executive


Asima Haq
 Director


Aly Yusuf
 Director & Chief Financial Officer

UNILEVER PAKISTAN FOODS LIMITED

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) For the nine month period ended Sep 30, 2022

	Share Capital Issued, subscribed and paid-up capital	Capital		Reserves		Sub Total	Total
		Share premium	Special	General	Unappropriated profit		
	(Rupees in thousand)						
Balance as at December 31, 2021 (audited)	63,699	1,296,499	628	138	1,608,602	2,905,867	2,969,566
Final dividend for the year ended December 31, 2021 @ Rs. 245 per share	-	-	-	-	(1,560,638)	(1,560,638)	(1,560,638)
First Interim dividend for the year ending December 31, 2022 @ Rs. 287 per share	-	-	-	-	(1,828,176)	(1,828,176)	(1,828,176)
Profit for the period	-	-	-	-	4,814,434	4,814,434	4,814,434
Other comprehensive loss	-	-	-	-	(4,459)	(4,459)	(4,459)
Total comprehensive income	-	-	-	-	4,809,975	4,809,975	4,809,975
Balance as at Sep 30, 2022 (unaudited)	<u>63,699</u>	<u>1,296,499</u>	<u>628</u>	<u>138</u>	<u>3,029,763</u>	<u>4,327,028</u>	<u>4,390,727</u>
Balance as at December 31, 2020 (audited)	63,699	1,296,499	628	138	1,386,730	2,683,995	2,747,694
Final dividend for the year ended December 31, 2020 @ Rs. 210.89 per share	-	-	-	-	(1,343,359)	(1,343,359)	(1,343,359)
First Interim dividend for the year ended December 31, 2021 @ Rs. 228 per share	-	-	-	-	(1,452,350)	(1,452,350)	(1,452,350)
Second Interim dividend for the year ending December 31, 2021 @ Rs. 151 per share					(961,862)	(961,862)	(961,862)
Profit for the period	-	-	-	-	3,613,010	3,613,010	3,613,010
Other comprehensive income	-	-	-	-	-	-	-
Total comprehensive income	-	-	-	-	3,613,010	3,613,010	3,613,010
Balance as at Sep 30, 2021 (unaudited)	<u>63,699</u>	<u>1,296,499</u>	<u>628</u>	<u>138</u>	<u>1,242,169</u>	<u>2,539,434</u>	<u>2,603,133</u>

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.


Amir Paracha
Chief Executive


Asima Haq
Director


Amy Yusuf
Director & Chief Financial Officer

UNILEVER PAKISTAN FOODS LIMITED

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) For the nine month period ended Sep 30, 2022

1. BASIS OF PREPARATION

1.1 Statement of compliance

These condensed interim financial statements of Unilever Pakistan Foods Limited ("the Company") for the nine months ended Sep 30, 2022 have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and provisions of and directives issued under the Companies Act, 2017. Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

1.2 These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the financial statements of the Company for the year ended December 31, 2021. However, selected explanatory notes are included to explain events and transactions that are significant to understanding of changes in Company's financial position and performance since the last annual financial statements.

1.3 Basis of measurement

These condensed interim financial statements have been prepared under the historical cost convention except as disclosed otherwise.

1.4 Functional and presentation currency

These condensed interim financial statements are presented in Pakistani Rupees which is the functional currency of the Company and figures are rounded off to the nearest thousand of rupees, except where stated otherwise.

2. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended December 31, 2021.

3. ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of these condensed interim financial statements, in conformity with accounting and reporting standards as applicable in Pakistan requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances. Actual results may differ from the estimates.

During the preparation of these condensed interim financial statements, the significant judgements made by management in applying the Company's accounting policies and the key sources of estimation and assumptions are consistent with those that were applied to the annual audited financial statements of the Company for the year ended December 31, 2021.

4. PROPERTY, PLANT AND EQUIPMENT

	Unaudited September 30, 2022	Audited December 31, 2021
Operating assets - at net book value	3,448,188	3,380,073
Capital work in progress - at cost	1,248,949	673,920
	<u>4,697,137</u>	<u>4,053,993</u>

UNILEVER PAKISTAN FOODS LIMITED

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) For the nine month period ended Sep 30, 2022

4.1 Additions of operating fixed assets during the period are as follows:

	Additions (at cost)	
	Unaudited	
	September 30, 2022	September 30, 2021
	(Rupees in thousand)	
Building on freehold land	23,021	43,585
Plant and machinery	274,117	115,250
Electrical, mechanical and office equipment	2,151	10,281
Furniture and fixtures	949	3,469
	<u>300,238</u>	<u>172,585</u>

5. SHORT TERM INVESTMENTS

	Unaudited Sep 30, 2022	Audited December 31, 2021
	(Rupees in thousand)	
At Fair Value through P&L	5.1 2,132,099	-

5.1 This represents investment in money market mutual funds.

6. CASH AND CASH EQUIVALENTS

	Unaudited September 30, 2022	Audited December 31, 2021
	(Rupees in thousand)	
With banks on:		
- savings accounts	1,165,383	2,689,067
- current accounts	325,511	608,661
	<u>1,490,895</u>	<u>3,297,728</u>
- Short term investments valued at amortized cost	6.1 2,380,961	-
- Cash in hand	36	27
	<u>3,871,891</u>	<u>3,297,755</u>

6.1 This represents investment in government treasury bills with a maturity upto three months.

7. LONG TERM BORROWINGS

	Unaudited September 30, 2022	Audited December 31, 2021
	(Rupees in thousand)	
Finance facility - solar	7.1 121,110	89,840
Current portion of long term finance facility - solar	(6,055)	-
	<u>115,055</u>	<u>89,840</u>
Temporary Economic Refinance Facility (TERF)	7.2 640,599	110,302
Current portion of TERF	(5,879)	-
	<u>634,720</u>	<u>110,302</u>
Deferred income - government grant	7.2 (272,741)	(31,523)
	<u>477,034</u>	<u>168,619</u>

UNILEVER PAKISTAN FOODS LIMITED

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) For the nine month period ended Sep 30, 2022

7.1 During the year 2020, the Company entered into a long term borrowing arrangement with a commercial bank for installation of solar panels under State Bank of Pakistan's Refinancing Scheme for Renewable energy. The total facility is available for twelve years ending in 2032 and amounts to Rs. 149 million. The loan carries mark-up at the rate of 3.65% per annum.

7.2 During the year 2021, the Company also entered into a long term borrowing arrangement with commercial banks under State Bank of Pakistan's Temporary Economic Refinance Facility amounting to Rs. 900 million. This loan carries a concessional mark-up rate of 2.3% and is repayable in 32 quarterly installments with a 2 year grace period commencing from first disbursement.

The scheme qualifies for the recognition criteria of a Government Grant as per IAS 20 Accounting for Government Grants and Disclosure of Government Assistance. As a result, the liability has been broken down into two components. First one being recognition of a financial liability in accordance with IFRS 9 Financial Instruments which has been measured at Fair Value, that is, present value of future cashflows at the prevailing market rate. Second component is the recognition of deferred income as a liability. This is the difference between the fair value of the financing facility and loan proceeds received from the bank.

8. PROVISIONS

	Unaudited September 30, 2022	Audited December 31, 2021
Note	(Rupees in thousand)	
Sindh Infrastructure Cess	112,537	74,428
Restructuring	-	1,829
Stamp Duty	-	48,267
8.1	112,537	124,524

8.1 As per the judgement passed by the Honourable High Court of Sindh with respect to petition filed by the Company dated November 6th 2019, provision for period after 15th July 2020 has been reclassified to trade and other payables, whereas provision for period prior to the said date have been taken to the profit and loss statement.

9. CONTINGENCIES AND COMMITMENTS

9.1 Contingencies

There were no contingencies as on Sep 30, 2022.

9.2 Commitments

The commitments for capital expenditure outstanding as at September 30, 2022 amounted to Rs. 1,276 million (December 31, 2021: Rs. 991 million).

10. SALES - net

The Company analyses its net revenue by the following product groups:

	Unaudited September 30, 2022	September 30, 2021
	(Rupees in thousand)	
Products used by end consumers	16,929,270	12,609,043
Products used by entities	2,836,800	1,896,170
	19,766,070	14,505,213

11. TAXATION

Current tax:

- Current year	199,573	141,546
- Prior year	26,110	-
	225,683	141,546

Deferred tax:

- Current year	1,032	(16,973)
- Prior year	52,901	-
	53,933	(16,973)
	279,616	124,573

UNILEVER PAKISTAN FOODS LIMITED

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) For the nine month period ended Sep 30, 2022

12. RELATED PARTY TRANSACTIONS

Related party transactions during the period other than those disclosed elsewhere in these condensed interim financial statements are as follows:

Relationship with the company	Nature of transactions	Unaudited	
		September 30, 2022	September 30, 2021
		◀ (Rupees in thousand) ▶	
i) Holding company	Royalty	3,085	2,050
ii) Associated companies	Royalty and technology fee	811,799	505,637
	Purchase of goods & PPE	2,261,639	1,318,919
	Sale of goods	24,532	68,357
	Reimbursement of Expenses (net) for receiving services from related parties	733,957	529,228
	Fee for receiving services from related parties	145,478	115,707
	Contribution to:		
	- Defined Contribution plan	10,966	12,011
	Settlement on behalf of:		
	- Defined Contribution plan	23,238	56,967
iii) Key management personnel	Salaries and other short-term employee benefits	25,824	13,090

Aggregate amount charged for fee to seven (Sep 30, 2021: seven) non-executive directors during the period amounted to Rs. 4.2 million (Sep 30, 2021: Rs. 3.3 million).

13. FINANCIAL RISK MANAGEMENT

The Company's activities are exposed to a variety of financial risk namely credit risk, foreign exchange risk, interest rate risk, liquidity risk and other pricing risk. The Company has established adequate procedures to manage these risks.

These condensed interim financial statements do not include the financial risk management information and disclosures required in the annual financial statements; they should be read in conjunction with Company's annual financial statements for the year ended 31 December 2021. There have been no changes in the risk management policies since the year end.

	Carrying amount Unaudited September 30, 2022	Carrying amount Audited December 31, 2021
Note		
	← (Rupees in thousand) →	
FINANCIAL ASSETS		
<i>Financial asset - measured at fair value</i>		
Forward foreign exchange contract	-	-
Short Term Investments	2,132,099	-
<i>Financial assets - not measured at fair value</i>		
Loans and advances	97	2,992
Trade debts	1,228,294	519,372
Long term deposits	2,980	2,980
Trade deposits	245,488	31,827
Other receivables	58,928	96,045
Cash and bank balances	3,871,891	3,297,755
	<u>7,539,777</u>	<u>3,950,971</u>

UNILEVER PAKISTAN FOODS LIMITED

NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) For the nine month period ended Sep 30, 2022

	Carrying amount Unaudited September 30, 2022	Carrying amount Audited December 31, 2021
Note		
	(Rupees in thousand)	
FINANCIAL LIABILITIES		
Financial liability - measured at fair value		
Forward foreign exchange contract	31,535	146
Financial liabilities - not measured at fair value		
Long term borrowing	488,968	168,619
Trade and other payables	7,581,361	4,963,227
Unpaid dividend	2,220,121	1,416,018
Unclaimed dividend	24,627	24,627
Accrued interest / mark up	5,182	1,876
Lease liabilities	21,819	20,958
	10,373,613	6,595,471

The carrying value of financial assets and financial liabilities (not measured at fair value) approximate their fair value. For valuation of derivative (forward foreign exchange contract) at reporting date, the relevant rate has been taken from financial institution and has been classified in to level 2 fair value measurement hierarchy as defined in IFRS 13.

14. NON ADJUSTING EVENT AFTER REPORTING DATE

The Board of Directors in its meeting held on October 24, 2022 did not declare a second interim cash dividend for the year ending December 31, 2022. Cumulative interim dividend declared for the nine months ended September 30, 2022 of Rs. 287 per share amounts to Rs. 1,828 million (cumulative interim dividend declared for nine months ended September 30, 2021 of Rs. 566 per share amounts to Rs. 3,605 million).

15. CORRESPONDING FIGURES

Corresponding figures have been re-arranged and reclassified, wherever necessary for purpose of comparison and better presentation. This did not affect profit, net assets or equity.

Reclassified from	Reclassified to	Unaudited Sep 30, 2021 (Rupee in '000)
Other income	Finance costs	(13,614)
Distribution Cost	Cost of sales	41,735
Other income	Distribution cost	57,290

16. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on October 24, 2022 by the Board of Directors of the Company.



Amir Paracha
Chief Executive



Asima Haq
Director



Aly Yusuf
Director & Chief Financial Officer

یونی لیور پاکستان فوڈز لمیٹڈ

ڈائریکٹر ان کارجز

ڈائریکٹر ۳۰ ستمبر ۲۰۲۲ کو ختم ہونے والے نو مہینوں کی مالی معلومات پیش کرنے پر خوش ہیں۔

مشکل معاشی اور سیاسی ماحول کے باوجود، کاروبار نے اپنی مثبت رفتار کو جاری رکھا اور قیمتوں اور حجم کے صحت مند امتزاج کے ساتھ ۳۶٪ کی ترقی کی۔ مضبوط برانڈ ایکویٹی، جدت طرازی اور وسیع تر تقسیم کی پشت پر مستقل کارکردگی فراہم کرنے والے خوردہ اور ڈیزل سلسلہ کی بنیاد پر ترقی و وسیع تھی۔ افراط زر کی وجہ سے مجموعی مارجن ۲٪ سے کم ہو کر ۴۱٪ تک ہوا۔

تاہم، مضبوط ٹاپ لائن نمو کی وجہ سے آمدنی میں ۳۳٪ اضافہ ہوا۔

۳۰ ستمبر کو ختم شدہ نو ماہ نتائج

مالیاتی کارکردگی کا خلاصہ

اضافہ %	2021	2022
	روپے ہزار میں	
36.3%	14,505,213	19,766,070
36.3%	3,737,583	5,094,050
33.3%	3,613,010	4,814,434
33.3%	567.20	755.80

فروخت
ٹیکس سے قبل منافع
ٹیکس کے بعد منافع
فی حصص آمدنی (روپے)

مستقبل پر نظر

پاکستان کا معاشی اور آپریٹنگ ماحول بدستور چیلنجنگ ہے کیونکہ ملک مسلسل دو ہرے ہند سے کی افراط زر کم زرمبادلہ کے ذخائر اور حالیہ سیلاب کے نتیجے میں مشکلات کا شکار ہے۔ مندرجہ بالا عوامل کے نتیجے میں کافی مجموعی معاشی سست روی اور صارفین کی قوت خرید میں مزید کمی آنے کی توقع ہے۔

اس صورت حال کے درمیان، انتظامیہ اپنے برانڈز کی طاقت کا فائدہ اٹھاتے ہوئے، لذت بخش اختراعات کی فراہمی اور ڈرائیونگ لاگت میں تبدیلی کے ذریعے چیلنجوں کو نیویگیٹ کرنے اور صارفین سے متعلقہ رہنے کے لیے پرعزم ہے۔ ہمیں یقین ہے کہ ہم تمام اسٹیک ہولڈرز کو فائدہ پہنچاتے ہوئے مسابقتی، مسلسل، ذمہ دارانہ اور منافع بخش ترقی کی فراہمی جاری رکھیں گے۔

بوڈ کی جانب سے

آپ سب کا شکریہ



عامر پراچہ

چیف ایگزیکٹو آفیسر

کراچی

۲۴ اکتوبر ۲۰۲۲



کامران مرزا

چیرمین

Unilever Pakistan Foods Limited
Avari Plaza, Fatima Jinnah Road,
Karachi-75530
T: +92 21 35660062-9
F: +92 21 35681705
www.unilever.pk