

CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019

## **COMPANY INFORMATION**

### **BOARD OF DIRECTORS**

Mr. Kamran Y. Mirza

Ms. Shazia Syed Mr. Aly Yusuf Ms. Farheen Salman Amir Mr. Zulfikar Monnoo Mr. Muhammad Adil Monnoo Mr. Kamal Monnoo Mr. Badaruddin F. Vellani Mr. Khalid Mansoor Mr. Ali Tariq Independent Director & Chairman of the Board Executive Director & Chief Executive Executive Director & Chief Financial Officer Executive Director Non-Executive Director Non-Executive Director Non-Executive Director Independent Director Non-Executive Director

#### **Company Secretary**

Mr. Aman Ghanchi

#### Audit Committee

Mr. Khalid Mansoor Mr. Zulfikar Monnoo Mr. Muhammad Adil Monnoo Mr. Badaruddin F. Vellani Mr. Kamran Y. Mirza Mr. Moiz Idris Rajput

## Human Resource & Remuneration Committee

Mr. Kamran Y. Mirza Mr. Zulfikar Monnoo Mr. Kamal Monnoo Ms. Shazia Syed Ms. Kanize Fathema Zuberi

#### 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

Chairman & Member Member Member Member Secretary & Head of Internal Audit

Chairman & Member Member Member Secretary & Head of HR

## **Directors' Review**

The directors are pleased to present the financial information for the nine months ended September 30, 2019.

Sales grew by 6.9% on the back of strong brand equity, wider reach and effective spending on advertisement and promotion. Gross Margin declined by 5.7% to 40.6% due to difficult operating environment. Earnings per share (EPS) increased by 23.7% versus the same period last year.

Nine months

#### Financial Highlights

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	ended S			
	2019	2018	Increase	
		(Restated)	%	
	Rs			
Net Sales	9,555,297	8,938,051	6.9%	
Profit before Taxation	1,827,318	1,786,414	2.3%	
Profit after Taxation	1,548,138	1,235,396	25.3%	
Earnings per Share* (Rs.)	243.04	196.51*	23.7%	

\* EPS for prior period is restated.

#### **Future Outlook**

Despite challenging economic and operating environment which is expected to continue in short-term, the business will continue to deliver positive results. We are committed to deal with the challenges that lie ahead with our access to global expertise, superior consumer understanding, powerful innovations and world class customer service. We believe that our dedicated and focused efforts will allows us to provide better value to meet consumers' everyday needs and continue to endeavour to deliver sustained profitable growth for the benefit of all stakeholders.

Thanking you all.

On behalf of the Board

Shazia Syed Chief Executive Officer Khalid Mansoor Independent Director

Karachi October 25, 2019

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT SEPTEMBER 30, 2019

ASSETS	Note	Unaudited September 30, 2019 <(Rupees in	Audited December 31, 2018 (Restated) thousand) — ►
Non-current assets Property, plant and equipment Right-of-use assets Intangible assets Long term prepayment Long term loans and advances	4	3,512,430 26,112 81,637 2,980 6,979 3,630,138	2,783,549 34,853 81,637 2,980 11,338 2,914,357
Stores and spares Stock in trade Trade debts Loans and advances Trade deposits and short term prepayments Other receivables Taxation - net Sales tax refundable Cash and bank balances		100,095 964,419 1,088,810 14,734 30,780 46,569 365,805 211,546 1,614,911 4,437,669	49,055 963,034 509,288 13,107 33,996 47,136 263,869 62,225 1,114,816 3,056,526
Total assets		8,067,807	5,970,883
EQUITY AND LIABILITIES Share capital and reserves			
Share capital Reserves		63,699 <u>1,925,158</u> 1,988,857	63,699 1,822,990 1,886,689
Non-current liabilities			
Staff retirement benefits Deferred taxation Lease liabilities		18,280 253,880 - 272,160	14,000 141,590 24,819 180,409
Current liabilities			
Trade and other payables Unpaid dividend Unclaimed dividend Provisions Accrued interest / mark-up Short term borrowings Current portion of lease liabilities	7 5	3,997,489 314,178 19,875 61,315 45,418 1,333,089 35,426 5,806,790	2,835,390 21,310 10,877 53,536 13,391 938,994 30,287 3,903,785
Total liabilities		6,078,950	4,084,194
Total equity and liabilities		8,067,807	5,970,883
Contingency and commitments	8		

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

Shazia Syed Chief Executive Farheen Salman Amir Director

#### CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 (UNAUDITED)

		Quarter ended		Period ye	ar ended	
	Note	September 30, 2019	September 30, 2018 (restated)	September 30, 2019	September 30, 2018 (restated)	
		•	(Rupees in	thousand) ———		
Sales - net	10	3,020,073	2,703,882	9,555,297	8,938,051	
Cost of sales		(1,890,903)	(1,459,579)	(5,680,852)	(4,801,476)	
Gross profit		1,129,170	1,244,303	3,874,445	4,136,575	
Distribution cost		(551,566)	(661,083)	(1,821,410)	(2,140,296)	
Administrative expenses		(66,862)	(38,791)	(249,306)	(190,630)	
Other operating expenses		(38,395)	(40,075)	(117,747)	(132,593)	
Other income		38,308	42,170	295,101	162,667	
		510,655	546,524	1,981,083	1,835,723	
Finance cost		(65,496)	(14,960)	(153,765)	(49,309)	
Profit before taxation		445,159	531,564	1,827,318	1,786,414	
Taxation - current		214,705	(162,201)	(166,890)	(588,212)	
- deferred		(64,860)	250	(112,290)	37,194	
		149,845	(161,951)	(279,180)	(551,018)	
Profit after taxation		595,004	369,613	1,548,138	1,235,396	
Other comprehensive inco	me	-	-	-	-	
Total comprehensive income		595,004	369,613	1,548,138	1,235,396	
		(Rupees)				
Basic and diluted earnings p	er share	93.41	58.02*	243.04	196.51*	

\* EPS for prior period is restated.

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

## CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 (UNAUDITED)

	Note	September 30, 2019 ◀───(Rupees in t	September 30, 2018 (Restated) housand)
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before taxation Adjustment for: Depreciation Depreciation on right-of-use asset Gain on disposal of property, plant and equipment Reversal of provision for impairment of fixed assets Finance cost Provision for staff retirement benefits Return on savings accounts		1,827,318 146,917 19,528 - - 144,457 5,186 (1,240)	1,786,414 126,252 17,965 (460) (361) 37,290 3,581 (5,261)
-	-	314,848	179,006
Effect on cash flow due to working capital changes		2,142,166	1,965,420
Decrease / (increase) in current assets Stores and spares Stock in trade Trade debts Loans and advances Trade deposits and short term prepayments Sales tax refundable Other receivables Increase / (decrease) in current liabilities Trade and other payables Provisions Sales tax payable Cash generated from operations Mark-up paid Increase in long term loans and advances Staff retirement benefits - contributions paid Net cash generated from operating activities		(51,040) (1,385) (579,522) (1,627) 3,216 (149,321) 567 (779,112) 1,162,100 7,779 - 1,169,879 2,532,933 (109,032) (268,826) 4,359 (907) 2,158,527	(8,549) 45,367 (149,744) (45,843) (20,036) (19,212) (198,017) (198,017) (198,017) (198,017) (191,108 (9,269) (6,850) 174,989 1,942,392 (31,963) (472,206) 639 (216) 1,438,646
		2,100,027	1,400,040
CASH FLOWS USED IN INVESTING ACTIVITIES Purchase of property, plant and equipment Addition to right of use of asset Proceeds from disposal of property, plant and equipment Return received on savings accounts Net cash used in investing activities		(875,798) (10,787) - 1,240 (885,345)	(168,650) - 461 5,261 (162,928)
CASH FLOWS (USED IN) / FROM FINANCING ACTIVITIES			
Lease lability payments Proceeds from Short term borrowing Lease laibility Proceeds from issue of right shares Dividend paid*		(33,865) 700,000 10,787 - (1,144,104)	(30,456) - 1,273,992 (1,093,543)
Net cash (used in) /generated from financing activities		(467,182)	149,993
Net increase in cash and cash equivalents		806,000	1,425,711
Cash and cash equivalents at beginning of the period		175,822	(236,183)
Cash and cash equivalents at end of the period	6	981,822	1,189,528

\* This includes dividend paid to Holding Company during the period amounting to Rs. 771 million (September 30, 2018: Rs. 852 million).

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

Shazia Syed Chief Executive Farheen Salman Amir Director

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2019 (UNAUDITED)

	Share			Reser	ves		Total
	Capital Issued, subscribed and paid-up capital	Capit Share premium		General	Revenue Unappropriated profit	Sub Total	
	•		— (Ruj	pees in tl	nousand) ——		
Balance as at January 1, 2019 Effect of initial application of standard - Note 9 Balance as at January 1, 2019 - Restated	-	1,296,499 - <b>1,296,499</b>	628 - <b>628</b>	138  <b>138</b>	548,920 (23,195) <b>525,725</b>	1,846,185 (23,195) <b>1,822,990</b>	1,909,884 (23,195) <b>1,886,689</b>
Transactions with owners of the Company - Distribution							
Final dividend for the year ended December 31, 2018 @ Rs. 76 per share	-	-	-	-	(484,113)	(484,113)	(484,113)
First Interim dividend for the year ending December 31, 2019 @ Rs. 88 per share	-	-	-	-	(560,553)	(560,553)	(560,553)
Second Interim dividend for the year ending December 31, 2019 @ Rs. 63 per share	-	-	-	-	(401,304)	(401,304)	(401,304)
Total comprehensive income for the period							
Profit for the nine months ended September 30, 2019	-	-	-	-	1,548,138	1,548,138	1,548,138
Balance as at September 30, 2019	63,699	1,296,499	628	138	627,893	1,925,158	1,988,857
Balance as at January 1, 2018 Effect of initial application of standard - Note 9	61,576 -	24,630	628 -	138 -	94,498 (27,354)	119,894 (27,354)	181,470 (27,354)
Balance as at January 1, 2018 - Restated	61,576	24,630	628	138	67,144	92,540	154,116
Transactions with owners of the Company - Distribution							
First Interim dividend for the year ended December 31, 2018 @ Rs 105 per share	-		-	-	(646,550)	(646,550)	(646,550)
Second Interim dividend for the year ended December 31, 2018 $\textcircled{0}$ Rs 44 per share	-	-	-		(280,278)	(280,278)	(280,278)
Transactions with owners of the Company - Contribution							
Issue of right shares	2,123	1,271,869	-	-	-	1,271,869	1,273,992
Total comprehensive income for the period							
Profit for nine months ended September 30, 2018 - Restated	-	-	-	-	1,235,396	1,235,396	1,235,396
Balance as at September 30, 2018 - Restated	63,699	1,296,499	628	138	375,712	1,672,977	1,736,676

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

### NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS For the nine months ended September 30, 2019 (Unaudited)

## 1. BASIS OF PREPARATION

These condensed interim financial statements of Unilever Pakistan Foods Limited ("the Company") for the nine months ended September 30, 2019 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 the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

These financial statements have been prepared under the historical cost convention except as disclosed elsewhere.

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.

#### 2. ACCOUNTING POLICIES

Except as described below, 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, 2018.

On January 1, 2019, the Company adopted IFRS 16 'Leases' which replaces existing leasing guidance, including IAS 17 'Leases', IFRIC 4 'Determining whether an Arrangement contains a Lease', SIC-15 'Operating Leases- Incentives' and SIC-27 'Evaluating the Substance of Transactions Involving the Legal Form of a Lease'. IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low-value items. Previously, the Company classified leases based on its assessments of whether the lease transferred substantially all of the risks and rewards of ownership. Full retrospective approach in accordance with IAS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' has been used for the initial application of IFRS 16 and presented in note 9 to these condensed interim financial statements.

At inception, the Company assesses whether a contract is or contains a lease. This assessment involves the exercise of judgement about whether the Company obtains substantially all the economic benefits from the use of the asset and whether the Company has a right to direct the use of the asset.

The entity recognizes a right-of-use asset and lease liability at the commencement of the lease. The right-of-use asset is initially measured based on the present value of lease payments, plus initial direct costs, less any incentives received. The right-of-use asset is depreciated over the shorter of the lease term or the useful life of the underlying asset. The right-of-use asset is subject to testing for impairment.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the Company's borrowing rate.

The lease liability is subsequently increased by the interest cost on the lease liability and decreased by lease payments made.

#### 3 ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of these condensed interim financial statements in conformity with approved accounting standards requires management to make estimates, assumptions and use judgements that affect the application of policies and reported amounts of assets and liabilities, income and expenses. Estimates, assumptions and judgements are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgements and estimates made by the management in the preparation of these condensed interim financial statements are the same as those that were applied to financial statements as at and for the year ended December 31, 2018 except for those related to IFRS 16 as explained in note 2.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended December 31, 2018.

4.	PROPERTY, PLANT AND EQUIPMENT	Unaudited September 30, 2019	Audited December 31, 2018
		<(Rupees in	thousand) — 🔸
	Operating assets - at net book value	3,079,143	1,728,165
	Capital work in progress - at cost	433,287	1,055,384
		3,512,430	2,783,549

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

		Additions (at cost)		
		Unaudited		
		September 30, 2019	September 30 2018	
		←──(Rupees in	thousand) ——>	
Building on freehold land		414,561	15,679	
Plant and machinery		1,057,525	59,095	
Electrical, mechanical and office equip	ment	5,208	610	
Furniture and fixtures		20,603	70	
		1,497,897	75,454	
PROVISIONS		Unaudited	Audited	
PROVISIONS		September 30,	December 31,	
	Note	2019	2018	
		<──(Rupees in	thousand) — ►	
Sindh Infrastructure Cess	5.1	48,463	40,684	
Restructuring		12,852	12,852	
		61,315	53,536	

5.1 The change represents provision made during the period.

5.

•		Unaudited		
6.	CASH AND CASH EQUIVALENTS	September 30, Septem 2019 20 <sup>-</sup> ◄───(Rupees in thousand		
	Cash and bank balances	1,614,911	1,304,708	
	Short term borrowings	(633,089)	(115,180)	
		981,822	1,189,528	

#### 7. TRADE AND OTHER PAYABLES

This includes Rs. 98.2 million (December 31, 2018: Rs. 23.3 million) with respect to contract liabilities.

## 8. CONTINGENCY AND COMMITMENTS

## 8.1 Contingency

There were no contingencies as on September 30, 2019.

#### 8.2 Commitments

1

The commitments for capital expenditure outstanding as at September 30, 2019 amounted to Rs. 313.2 million (December 31, 2018: Rs. 653.1 million).

9.	IFRS 16 - RESTATEMENT	2019 ◀─── (Rup	2018 ees in thous	2017 and) —→
	Unappropriated profit as At January, 1	548,920	94,498	1,717,946
	Cumulative adjustment of initial application of IFRS 16	(23,195)	(27,354)	(28,120)
		525,725	67,144	1,689,826

**9.1** Effects of item wise restatement upon initial application of IFRS 16, other than those which have been disclosed elsewhere, are as follows:

Statement of Profit or Loss and Other Comprehensive Income	September 30, 2018 ap	Effect of initial plication of IFRS 16	September 30, 2018 (Restated)
	<ul> <li>← (Rupe)</li> </ul>	es in thous	and) ——>
Cost of sales	4,809,323	(7,847)	4,801,476
Finance cost	44,330	4,979	49,309
	4,853,653	(2,868)	4,850,785

		Unaudited		
		September 30, 2019	September 30 2018	
10.	SALES - net	<(Rupees in t	thousand) ——>	

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

Products used by end consumers	7,949,792	7,361,020
Products used by entities	1,605,505	1,577,031
	9,555,297	8,938,051

## 11. RELATED PARTY TRANSACTIONS

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

		Unaudited	
Relationship with the company	Nature of transactions	September 30, 2019	September 30 2018
		(Rupees in thousand) —>	
i) Holding company	Royalty	2,561	185,104
ii) Other related parties	Technology fee and royalty	386,292	199,374
	Purchase of goods	1,533,417	1,160,328
	Sale of goods	25,682	30,434
	Fee for receiving of services from related parties	550,127	440,652
	Fee for providing of services to related parties Contribution to:	62,438	55,992
	- Defined Contribution plan Settlement on behalf of:	23,573	15,168
	- Defined Contribution plan	56,899	17,434
<li>iii) Key management personnel</li>	Salaries and other short-term employee benefits	21,005	13,216

Aggregate fee for seven (September 30, 2018: seven) non-executive directors during the period amounting to Rs. 2.9 million (September 30, 2018: Rs. 2.1 million).

## 12. INTERIM DIVIDEND

The Board of Directors in its meeting held on October 25, 2019 declared a third interim cash dividend for the year ending December 31, 2019 of 93.00 per share (third interim dividend for the year ended December 31, 2018: Rs. 55.00 per share) amounting to Rs. 592.40 million (third interim dividend for the year ended December 31, 2018: Rs. 350.35 million).

## 13. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on October 25, 2019 by the Board of Directors of the Company.

يونى ليوريا كستان فو ڈ زلم يشر

ڈا <mark>ئریکٹر ان کا جائزہ</mark> ڈائریکٹرز کمپنی کی نوماہی رپورٹ اور مالیاتی گوشوارے برائے ۲۰۱۰متبر <sup>11</sup>1میپیش کررہے ہیں۔

سیل میں %6.6ااضافہ ہواجس کی وجو ہات میں برانڈ کی مضبوط سا کھ، کامیاب جدت واختر اعات اور اشتہارات و پر وموشنز میں مستقل سرمایہ کاری شامل ہیں۔ مشکل اقتصادی حالات کے باعث مجموعی منافع میں %5.7 کی کمی آئی جو کہ اب %40.6 ہو گیاہے۔ فی حصص آمند نی میں گذشتہ سال اسی دورا نئے کی نسبت %23.7 اضافہ ہوا۔

• مدستمبر کو ختم شده نومایی نتائج				
اضافه%	2018 Restated	2019	مالیاتی کارکردگی کاخلاصه	
روپے ہز ار میں		روپے ټ		
6.90%	8,938,051	9,555,297	فروخت ٹیکس سے قبل منافع	
2.30%	1,786,414	1,827,318	سیلس سے قبل منافع 	
25.30%	1,235,396	1,548,138	ٹیکس کے بعد منافع	
23.70%	196.51*	243.04	في حصص آمدنی*(روپ)	
		ا کیا گیاہے۔	* گزشستہ سال کے اسی مالیاتی عرصے کی آمدن فی حصص کو RESTATE	

مستفتبل پر نظر مشکل اقتصادی وانتظامی حالات کے باوجو د کاروبار نے منافع بخش ترقی کاسفر جاری ر کھاہو اہے۔ مشکلات پر قابو پانے میں ہماری عالمی مہمارت ، صار فین کا بھر وسہ ، مصنوعات کے معیار وجدت اور عالمی سطح کی کسٹر سروس پر سرمایہ کاری اہم کر دا ر ادا کرتے ہیں۔ ہم پر اعتماد ہیں کہ اپنے عزم اور بھر پور کو ششوں سے اپنے صار فین کی روز مرہ کی ضروریات کی فراہمی اور مستخام و منافع بخش ترقی کی کو شش جاری رکھیں گے۔

منجانب بورڈ

خالد منصور شازيه سيد انڈیینڈنٹ ڈائر کیٹر چف ایگزیکیوٹیو آفیسر كراچى 25 اكتوبر 2019

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