

CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE HALF YEAR ENDED JUNE 30, 2019



#### **COMPANY INFORMATION**

#### **BOARD OF DIRECTORS**

Mr. Kamran Y. Mirza Independent Director
& Chairman of the Board

Ms. Shazia Syed Executive Director & Chief Executive

Ms. Farheen Salman Amir

Mr. Zulfikar Monnoo

Mr. Muhammad Adil Monnoo

Mr. Kamal Monnoo

Mr. Badaruddin F. Vellani

Mr. Khalid Mansoor

Mr. Ali Tariq

Executive Director

Non-Executive Director

Non-Executive Director

Independent Director

Non-Executive Director

#### **Company Secretary & Acting Chief Financial Officer**

Mr. Aman Ghanchi

#### **Audit Committee**

Mr. Khalid Mansoor Chairman & Member

Mr. Zulfikar Monnoo Member
Mr. Muhammad Adil Monnoo Member
Mr. Badaruddin F. Vellani Member
Mr. Kamran Y. Mirza Member

Mr. Moiz Idris Rajput Secretary & Head of Internal Audit

#### **Human Resource & Remuneration Committee**

Mr. Kamran Y. Mirza Chairman & Member

Mr. Zulfikar Monnoo Member
Mr. Kamal Monnoo Member
Ms. Shazia Syed 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**

Share Registrar Department.

Central Depository Company of Pakistan Limited,

CDC House. 99-B. Block "B" S.M.C.H.S. Main Shahra-e-Faisal Karachi - 74400

#### Website Address

www.unilever.pk

#### **Directors' Review**

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

Sales grew by 4.8% on the back of strong brand equity, successful innovations and sustained investment in advertisement and promotion. Gross Margin declined by 4.4% to 42.0% due to difficult operating environment. Earnings per share (EPS) increased by 7.9% versus the same period last year.

#### **Financial Highlights**

	Six n ended		
	2019	2018	Increase
		(Restated)	%
	Rs	· <b>'000</b>	
Net Sales	6,535,224	6,234,169	4.8%
Profit before Taxation	1,382,159	1,254,850	10.1%
Profit after Taxation	953,134	865,783	10.1%
Earnings per Share* (Rs.)	149.63	138.64	7.9%

<sup>\*</sup> 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 deliver sustained profitable growth for the benefit of all stakeholders.

Thanking you all.

On behalf of the Board

Shazia Syed Chief Executive Officer

Karachi August 27, 2019 **Kamran Y. Mirza** Chairman

# INDEPENDENT AUDITOR'S REVIEW REPORT To the members of Unilever Pakistan Foods Limited Report on review of Interim Financial Statements

#### Introduction

We have reviewed the accompanying condensed interim statement of financial position of **Unilever Pakistan Foods Limited** as at June 30, 2019 and the related condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of changes in equity, and condensed interim statement of cash flows, and notes to the financial statements for the six-month period then ended (here-in-after referred to as the "interim financial statements"). Management is responsible for the preparation and presentation of this interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these financial statements based on our review.

#### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial statements consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial statements is not prepared, in all material respects, in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting.

#### Other matter

The figures for the quarter ended 30 June 2019 and 30 June 2018 in the interim financial statements have not been reviewed and we do not express a conclusion on them.

The engagement partner on the audit resulting in this independent auditor's report is **Moneeza Usman Butt.** 

Date: August 27, 2019

KPMG Taseer Hadi & Co.
Chartered Accountants

Karachi

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

		Unaudited	Audited
		June 30,	December 31,
	Note	2019	2018
	74010		(Restated)
ASSETS		← (Rupees in	thousand) →
Non-current assets			
Property, plant and equipment			
Right-of-use assets	4	3,379,460	2,783,549
Intangible assets		22,844	34,853
Long term prepayment		81,637	81,637
Long term loans and advances		2,980	2,980
Long term loans and advances		10,794	11,338
Current assets		3,497,715	2,914,357
Stores and spares			40.055
Stock in trade		68,304	49,055
Trade debts		939,225	963,034
Loans and advances		962,007	509,288
Trade deposits and short term prepayments		12,860	13,107
Other receivables		29,958 56,790	33,996 47,136
Taxation - net		72,355	263,869
Sales tax refundable		230,151	62,225
Cash and bank balances		1,585,438	1,114,816
		3,957,088	3,056,526
Total assets		7,454,803	5,970,883
EQUITY AND LIABILITIES		, , , , , , , , , , , , , , , , , , , ,	
Share capital and reserves Share capital Reserves  LIABILITIES Non-current liabilities		63,699 1,731,458 1,795,157	63,699 1,822,990 1,886,689
Non-current nabilities			
Staff retirement benefits		40.074	14,000
Deferred taxation		16,854	14,000
Lease liabilities		189,020 1,195	141,590 24,819
		207,069	180,409
Current liabilities			
Trade and other payables	7	3,699,070	2,835,390
Unpaid dividend	,	64,924	21,310
Unclaimed dividend		20,108	10,877
Provisions	5	57,211	53,536
Accrued interest / mark-up		21,901	13,391
Short term borrowings		1,561,047	938,994
Current portion of lease liabilities		28,316	30,287
Total liabilities		5,452,577	3,903,785
iotai nabiiities		5,659,646	4,084,194
Total equity and liabilities		7,454,803	5,970,883
Contingency and commitments	8		

## CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE HALF YEAR ENDED JUNE 30, 2019 (UNAUDITED)

		Quarte	r ended	Half yea	ar ended
	Note	June 30, 2019	June 30, 2018 - restated (Rupees in	June 30, 2019 thousand)	June 30, 2018 - restated
			` '	,	
Sales - net	10	3,217,708	3,006,563	6,535,224	6,234,169
Cost of sales		(1,942,833)	(1,650,125)	(3,789,949)	(3,341,897)
Gross profit	·	1,274,875	1,356,438	2,745,275	2,892,272
Distribution cost		(705,098)	(854,551)	(1,269,844)	(1,479,213)
Administrative expenses		(89,051)	(53,527)	(182,444)	(151,839)
Other operating expenses		(33,511)	(22,610)	(79,352)	(92,518)
Other income		214,750	77,581	256,793	120,497
		661,965	503,331	1,470,428	1,289,199
Finance cost		(44,835)	(16,000)	(88,269)	(34,349)
Profit before taxation	•	617,130	487,331	1,382,159	1,254,850
Taxation					
- current		(178,838)	(226,948)	(381,595)	(426,011)
- deferred		(42,539)	25,048	(47,430)	36,944
	·	(221,377)	(201,900)	(429,025)	(389,067)
Profit after taxation		395,753	285,431	953,134	865,783
Other comprehensive income		-	-	-	-
Total comprehensive income		395,753	285,431	953,134	865,783
			(Rupe	es)	
Basic and diluted earnings per sh	nare	62.13	45.40*	149.63	138.64*

<sup>\*</sup> EPS for prior period is restated.

## CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE HALF YEAR ENDED JUNE 30, 2019 (UNAUDITED)

	Note	June 30, 2019	June 30, 2018 (Restated)
CASH FLOWS FROM OPERATING ACTIVITIES		← (Rupees in t	housand) ──►
Profit before taxation  Adjustment for:		1,382,159	1,254,850
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		87,442 12,009 - - 82,562 3,458 (568) 184,903 1,567,062	83,712 11,977 (460) (361) 25,961 2,243 (1,526) 121,546 1,376,396
Effect on cash flow due to working capital change 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	es	(19,249) 23,809 (452,719) 247 4,038 (167,926) (9,654) (621,454)	(5,803) 91,899 (293,071) 2,276 (10,952) - (9,607) (225,258)
Increase / (decrease) in current liabilities Trade and other payables Provisions Sales tax payable		863,681 3,675 - 867,356	117,854 (11,364) (4,930) 101,560
Cash generated from operations Mark-up paid Income tax paid Increase in long term loans and advances Staff retirement benefits - contributions paid Net cash generated from operating activities		1,812,964 (71,812) (190,081) 544 (604) 1,551,011	1,252,698 (22,131) (371,527) (3,313)  855,727
CASH FLOWS USED IN INVESTING ACTIVITIES  Purchase of property, plant and equipment Proceeds from disposal of property, plant and equipment Return received on savings accounts Net cash used in investing activities	nt	(683,353) - 568 (682,785)	(51,512) 460 1,526 (49,526)
CASH FLOWS (USED IN) / FROM FINANCING ACTIVIT Lease liability payments Proceeds from issue of right shares Dividend paid* Net cash (used in) / generated from financing activities		(27,835) - (991,822) (1,019,657)	(26,145) 1,273,992 (746,920) 500,927
Net (decrease) / increase in cash and cash equivalents Cash and cash equivalents at beginning of the period  Cash and cash equivalents at end of the period	6	(151,431) 175,822 24,391	(236,183) 1,070,945
2.1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.	•	,•• .	.,

<sup>\*</sup> This includes dividend paid to Holding Company during the period amounting to Rs. 771 million (June 30, 2018: Rs. 645 million).

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE HALF YEAR ENDED JUNE 30, 2019 (UNAUDITED)

	Share	Reserve			Total		
	Capital	Capi	tal		venue	Sub Total	
	Issued, subscribed and paid-up capital	Share premium	Special	General	Unappropriated profit		
			(Rupe	es in thous	and)		
Balance as at January 1, 2019 Effect of initial application of standard - Note 9 Balance as at January 1, 2019 - Restated		1,296,499 - 1,296,499	628 - 628	138 - <b>138</b>	(23,195)	1,846,185 (23,195) <b>1,822,990</b>	(23,195)
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)
Total comprehensive income for the period							
Profit for the half year ended June 30, 2019	-	-	-	-	953,134	953,134	953,134
Balance as at June 30, 2019	63,699	1,296,499	628	138	434,193	1,731,458	1,795,157
Balance as at January 1, 2018 Effect of initial application of standard - Note 9 Balance as at January 1, 2018 - Restated	61,576 - <b>61,576</b>	24,630 - 24,630	628 - <b>628</b>	138 - <b>138</b>	94,498 (27,354) <b>67,144</b>	119,894 (27,354) <b>92,540</b>	181,470 (27,354) <b>154,116</b>
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)
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 the half year ended June 30, 2018 - Restated	-	-	-	-	865,783	865,783	865,783
Balance as at June 30, 2018 - Restated	63,699	1,296,499	628	138	286,377	1,583,642	1,647,341

## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE HALF YEAR ENDED JUNE 30, 2019 (UNAUDITED)

#### 1. BASIS OF PREPARATION

These condensed interim financial statements of Unilever Pakistan Foods Limited ("the Company") for the half year ended June 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 differ with 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	Audited
		June 30,	December 31,
		2019	2018
		← (Rupees in	thousand)
	Operating assets - at net book value	1,941,558	1,728,165
	Capital work in progress - at cost	1,437,902	1,055,384
		3,379,460	2,783,549

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

			Additions	(at cost)	
			Unaudited		
			June 30,	June 30,	
			2019	2018	
			← (Rupees in t)	housand)	
	Building on freehold land		72,854	8,357	
	Plant and machinery		217,874	23,574	
	Electrical, mechanical and office equipment		1,841	-	
	Furniture and fixtures		8,266	-	
			300,835	31,931	
5.	PROVISIONS		Unaudited	Audited	
			June 30,	December 31,	
			2019	2018	
			← (Rupees in t	housand)	
	Sindh Infrastructure Cess	5.1	44,359	40,684	
	Restructuring		12,852	12,852	
	•		57,211	53,536	

**5.1** The change represents provision made during the period.

#### 6. CASH AND CASH EQUIVALENTS

Unaudited				
June 30,	June 30,			
2019	2018			
← (Rupees in the last of t	← (Rupees in thousand) → ▶			
1,585,438	1,329,998			
(1,561,047)	(259,053)			
24,391	1,070,945			

#### 7. TRADE AND OTHER PAYABLES

Cash and bank balances Short term borrowings

This includes Rs. 49.6 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 June 30, 2019.

#### 8.2 Commitments

The commitments for capital expenditure outstanding as at June 30, 2019 amounted to Rs. 289.2 million (December 31, 2018: Rs. 653.1 million).

#### 9. IFRS 16 - RESTATEMENT

	2019	2018	2017
	<b>←</b> (Ru	pees in thousar	nd)
Unappropriated profit as At January, 1 Cumulative adjustment of initial application of IFRS 16	548,920	94,498	1,717,946
	(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:

Comprehensive Income	June 30, 2018	initial application of IFRS 16	June 30, 2018 (Restated)
	<b>←</b> (R	upees in thousar	nd)
Cost of sales	3,347,010	(5,113)	3,341,897
Finance cost	30,873	3,476	34,349
	3,377,883	(1,637)	3,376,246

# Unaudited June 30, June 30, 2019 2018 (Rupees in thousand) →

#### 10. SALES - net

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

Products used by end consumers	5,483,471	5,201,649
Products used by entities	1,051,753	1,032,520
	6,535,224	6,234,169

#### 11. RELATED PARTY TRANSACTIONS

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

Relationship with the company	Nature of transactions	Unaudited June 30, 2019	Unaudited June 30, 2018
		<b>←</b> –(Rupees in t	housand)—▶
i) Holding company	Royalty	840	123,856
ii) Other related parties	Technology fee and royalty	258,828	133,876
	Purchase of goods	1,043,226	893,255
	Sale of goods	22,620	21,499
	Fee for receiving of services from related parties	401,777	314,111
	Fee for providing of services to related parties	36,546	34,279
	Contribution to: - Defined Contribution plan	7,721	10,037
	Settlement on behalf of: - Defined Contribution plan	9,144	16,680
iii) Key management personnel	Salaries and other short-term employee benefits	14,311	9,952

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

#### 12. INTERIM DIVIDEND

The Board of Directors in its meeting held on August 27, 2019 declared a second interim cash dividend for the year ending December 31, 2019 of Rs. 63.00 per share (second interim dividend for the year ended December 31, 2018: Rs. 44.00 per share) amounting to Rs. 401.32 million (second interim dividend for the year ended December 31, 2018: Rs. 280.28 million).

#### 13. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on August 27, 2019 by the Board of Directors of the Company.

## يونى ليوريا كستان فو ڈ زلم يٹٹر

### ڈائر یکٹران کا جائزہ

ڈائر کیٹرز کمپنی کی شفاہی رپورٹ اور مالیاتی گوشوارے برائے ۲۰۱۰ جون ۲۰۱۹ء پیش کررہے ہیں۔

سیل میں %1.8 اصافہ ہواجس کی وجوہات میں برانڈ کی مضبوط ساکھ، کامیاب جدت واختر اعات اور اشتہارات و پر وموشنز میں مستقل سرمایہ کاری شامل ہیں۔ مشکل اقتصادی عالات کے باعث مجموعی منافع میں ، 4.4 کمکی کمی آئی جو کہ اب %42.0 ہوگیا ہے۔ فی حصص آمندنی میں گذشتہ سال اسی دورائے کی نسبت ، 7.9 مضافہ ہوا۔

	ه ششاہی نتائج	•۳جون کو ختم شد
اضافه%	2018 Restated	2019
	ِار میں	روپے ہز
4.8%	6,234,169	6,535,224
10.1%	1,254,850	1,382,159
10.1%	865,783	953,134
7.9%	138.64	149.63

\* گزشسة سال کے اس مالیاتی عرصے کی آمدن فی حصص کو RESTATE کیا گیاہے۔

## مستقبل يرنظر

مشکل اقتصادی وانتظامی حالات کے باوجود کاروبار نے منافع بخش ترقی کاسفر جاری کھاہوا ہے۔مشکلات پر قابوپانے میں ہماری عالمی مہارت،صار فین کا بھر وسہ،مصنوعات کے معیار وجدت اور عالمی سطح کی تسٹمر سروس پر سرمایہ کاری اہم کر دار ادا کرتے ہیں۔ہم پر اعتماد ہیں کہ اپنے عزم اور بھر پور کوششوں سے اپنے صار فین کی روز مرہ کی ضروریات کی فراہمی اور مشخکم و منافع بخش ترقی جاری رکھیں گے۔

### منجانب بورڈ

شازیه سید چیف ایگزیکیوٹیو آفیسر چیف ایگزیکیوٹیو آفیسر کراچی 2019۔

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