

Unilever Nigeria Plc Unaudited Interim Financial Statements For the Three Months ended 31 March 2017

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# Income Statement For three months ended 31 March 2017

		31 March 2017	31 March 2016
	Note	N'000	N'000
Revenue Cost of sales	6	22,172,314 (15,879,120)	16,782,159 (10,749,571)
<b>Gross profit</b> Selling and distribution expenses Marketing and administrative expenses Other income	7	6,293,194 (947,040) (2,596,420) <u>5,024</u>	6,032,588 (770,280) (3,354,509) -
<b>Operating profit</b> Finance income Finance costs		2,754,758 149,663 (724,379)	1,907,799 57,179 (545,676)
<b>Profit before taxation</b> Taxation	8	2,180,042 (576,952)	1,419,302 (377,898)
Profit for the period		1,603,090	1,041,404
Attributable to: Equity holders		1,603,090	1,041,404
<b>Earnings per share for profit attributable to equity holders:</b> Basic and diluted earnings per share (Naira)		0.42	0.28

# Statement of Other Comprehensive Income For three months ended 31 March 2017

		31 March 2017	31 March 2016
	Note	N'000	N'000
Items that will not be reclassified to income statement:			
Remeasurement on post employment benefit obligations		-	-
Tax effect			
Other comprehensive income		-	-
Profit for the period		1,603,090	1,041,404
Total comprehensive income		1,603,090	1,041,404
Attributable to:			
Equity holders		1,603,090	1,041,404

# **Statement of Financial Position** As at 31 March 2017

	Note	31 March 2017	31 December 2016
		N'000	N'000
Assets			
Non-current assets			
Property, plant and equipment	9	29,477,353	29,272,186
Intangible assets		881,565	940,124
Other non- current assets		100,087	140,160
Employee loan receivable		107,416	111,671
Retirement benefit surplus	14	507,947	484,621
		31,074,368	30,948,762
Current assets			
Assets held for sale		171,411	171,411
Inventories	10	9,116,414	9,878,499
Trade and other receivables	10	26,638,220	18,945,578
Employee loan receivable	11	70,140	72,918
Cash and bank balances	12	21,427,540	12,474,141
		57,423,725	41,542,547
Total assets		88,498,093	72,491,309
Liabilities			
Current liabilities			
Trade and other payables	13	41,838,054	32,476,502
Income tax	-0	774,158	502,855
Bank overdrafts	12	3,496,125	-
Loans and borrowings		21,474,818	20,501,276
Deferred income		32,756	32,756
		67,615,911	53,513,389
Non-current liabilities			
Deferred tax liabilities		4,247,985	0.040.007
Retirement benefit obligations	14	4,247,905 2,572,661	3,942,337 2,613,268
Long service award obligations	14	194,017	181,166
Other employee benefits	14	75,202	74,150
Deferred income		54,592	62,781
Loans and borrowings		54,592 444,689	414,275
		7,589,146	7,287,977
Total liabilities		75,205,057	60,801,366

# Statement of Financial Position (continued) As at 31 March 2017

Equito	Note	31 March 2017 N'000	31 December 2016 N'000
Equity			
Ordinary share capital	17	1,891,649	1,891,649
Share premium	17	45,717	45,717
Retained earnings		11,355,670	9,752,577
Total equity		13,293,036	11,689,943
Total equity and liabilities		88,498,093	72,491,309

The financial statements on pages 2 to 15 were approved for issue by the Board of Directors on 13 April 2017 and signed on its behalf by:

His Majesty N.A. Achebe CFR, MNI Chairman FRC/2013/NIM/00000001568

Yaw Nsarkoh Managing Director FRC/2014/IODN/00000007035

Anonadeko.

Adesola Sotande-Peters Finance Director FRC/2015/ICAN/00000010834

# Statement of Changes in Equity For three months ended 31 March 2017

	Share capital N'000	Share premium N'000	Retained earnings N'000	Total N'000
Balance at 1 January 2016	1,891,649	45,717	6,065,887	8,003,253
Total comprehensive income for the period				
Profit for the period	-	-	1,041,404	1,041,404
<b>Other comprehensive income</b> Remeasurement on post employment benefit obligations, net of tax	<u> </u>			
			1,041,404	1,041,404
<b>Transactions with owners</b> Dividend declared				
Balance at 31 March 2016	1,891,649	45,717	7,107,291	9,044,657
Balance at 1 January 2017	1,891,649	45,717	9,752,580	11,689,946
Total comprehensive income for the period				
Profit for the period	-	-	1,603,090	1,603,090
<b>Other comprehensive income</b> Remeasurement on post employment benefit obligations, net of tax				
			1,603,090	1,603,090
<b>Transactions with owners</b> Dividend declared				
Balance at 31 March 2017	1,891,649	45,717	11,355,670	13,293,036

# **Statement of Cash Flows** For three months ended 31 March 2017

For three months ended 31 march 201/		or March	or Monoh
		31 March 2017	31 March 2016
	Note	N'000	N'000
Cash flows from operating activities			
Cash generated from operations	15	5,856,068	3,649,952
Retirement benefits paid		(204,980)	(152,794)
Long service award obligations paid		(2,534)	(1,571)
Net cash flow generated from operating activities		5,648,554	3,495,587
Cash flows from investing activities			
Interest received		149,663	57,179
Purchase of property, plant and equipment	9	(764,610)	(78,467)
	,	(/ •  ,•=•)	(/ - ,   - / /
Net cash used in investing activities		(614,947)	(21,288)
Cash flows from financing activities			
Drawdown of short-term loan		3,264,038	-
Repayment of long-term loan		(115,992)	(103,034)
Interest payment		(724,379)	(528,662)
Net cash flow generated from /(used in) financing			
activities		2,423,667	(631,696)
Net increase/(decrease) in cash and cash equivalents		7,457,274	2,842,603
Cash and cash equivalents at the beginning of the period		7,474,141	(7,100,428)
Cash and cash equivalents at the end of the period	12	14,931,415	(4,257,825)

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### 1. General information

Unilever Nigeria Plc is incorporated in Nigeria under the Companies and Allied Matters Act 1990 as a public limited liability company and is domiciled in Nigeria. The Company's shares are listed on the Nigerian Stock Exchange (NSE). The Company is principally involved in the manufacture and marketing of foods and food ingredients, and home and personal care products. It has manufacturing plants in Lagos and Agbara.

### 2. Basis of preparation

These interim financial statements for the three months ended 31 March 2017 have been prepared in accordance with IAS 34, 'Interim financial reporting'. The interim financial statements should be read in conjunction with the annual financial statements for the year ended 31 December 2016, which have been prepared in accordance with IFRS.

### 3. Significant accounting policies

The accounting policies adopted are consistent with those of the previous financial year.

## 4. Estimates

The preparation of interim financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these condensed interim financial statements, the significant judgements made by management in applying the group's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements for the year ended 31 December 2016.

### 5. Financial risk management

### **Financial risk factors**

Unilever's activities expose it to a variety of financial risks: market risk (foreign exchange risk), credit risk and liquidity risk. Unilever's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on Unilever's financial performance.

Risk management is carried out by a Treasury Department under policies approved by the Finance Director. Unilever's Treasury Department identifies, evaluates and manages financial risks in close co-operation with Unilever's operating units. These policies are mostly Unilever Global Policies adapted for local use.

The condensed interim financial statements do not include all financial risk management information and disclosures required in the annual financial statements; they should be read in conjunction with the company's annual financial statements as at 31 December 2016. There have been no changes in the risk management structure since year end or in any risk management policy.

### 5.1. Financial risk factors

- (a) Market risk
- (i) Foreign exchange risk

Unilever is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the

Euro and USD. Foreign exchange risk arises from future commercial transactions, recognised assets and liabilities.

The Company manages this risk mainly by hedging foreign exchange currency contracts. At 31 March 2017, the unhedged financial assets and liabilities amounted to N11.8 billion (2016: N4.3 billion).

#### 5. Financial risk management (continued)

#### 5.1. Financial risk factors

(ii) Cash flow and fair value interest rate risk

Unilever's interest rate risk arises from bank overdrafts and bank loans. Overdrafts issued at variable rates expose Unilever to cash flow interest rate risk. Borrowings issued at fixed rates expose Unilever to fair value interest rate risk.

Unilever analyses its interest rate exposure on a dynamic basis. Various scenarios are simulated taking into consideration refinancing, renewal of existing positions and alternative financing. Based on these scenarios, Unilever calculates the impact on profit and loss of a defined interest rate shift. For each simulation, the same interest rate shift is used for all currencies. The scenarios are run only for liabilities that represent the major interest-bearing positions.

The following table shows the split in fixed and floating rate exposures:

	2017 N'000	2016 N'000
Fixed rate (bank loans) Floating rates (bank overdrafts)	21,919,507 3,496,125	20,915,551
	25,415,632	20,915,552

#### (b) Credit risk

Credit risk arises from cash and cash equivalents and deposits with banks and financial institutions, as well as credit exposures to wholesale and retail customers, including outstanding receivables and committed transactions. For banks and financial institutions, only parties classified as "International Golden Circle" (preferred choice for the Unilever group) are accepted. Exposure limit with the banks is set at a maximum of N4.7 billion. Risk control assesses the credit quality of wholesale customers, taking into account their financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings in accordance with limits set by the board or external ratings. The utilisation of credit limits is regularly monitored.

Concentration of credit risk with respect to trade receivables is limited, due to the Company's customer base being diverse. Credit terms for customers are determined on individual basis. Credit risk relating to trade receivables is managed by reference to the customers' credit limit, inventory balance, cash position and secondary sales to final consumers.

#### (c) Liquidity risk

Liquidity risk is the risk that Unilever will face difficulty in meeting its obligations associated with its financial liabilities. Unilever's approach to managing liquidity is to ensure that it will have sufficient funds to meet its liabilities when due without incurring unacceptable losses. In doing this management considers both normal and stressed conditions. A material and sustained shortfall in our cash flow could undermine Unilever's credibility, impair investor confidence and also restrict Unilever's ability to raise funds.

Where current libilities exceed current assets, the Company seeks to manage its liquidity requirements by maintaining access to bank lending which are renewable annually.

At the reporting date, Unilever held cash in bank was N21.4 billion (2016: N12.5 billion). Unilever also had N3.4 billion overdraft (2016: 4.2bn).

#### 6. Segment reporting

The chief operating decision-maker has been identified as the Leadership Team (LT) of Unilever Nigeria Plc. The Leadership Team reviews Unilever's monthly financial and operational information in order to assess performance and allocate resources. Management has determined the operating segments based on these reports. The Leadership Team consider the business from a product category perspective. Unilever is segmented into Food Products (FP), Personal Care (HC) and Home Care (PC) products.

Foods - including sale of tea, savoury and spreads.

Personal Care – including sale of skin care and oral care products.

Home Care - including sales of fabric care, household cleaning and water purification products.

There are no intersegmental sales and Nigeria is the company's primary geographical segment as it comprises 96% of the company's sales.

The Leadership Team assesses the performance based on operating profits for each operating segment that is reviewed. Total financing (including interest income and expense), income taxes and retirement benefit obligations are managed on an entity-wide basis and are not allocated to operating segments.

Food

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31 March 2017	Food Products N'000	Personal Care N'000	Home Care N'000	Total N'000
Revenue	10,490,807	6,033,876	5,647,631	22,172,314
Depreciation and amortisation	261,467	150,385	140,759	552,611
Segmental operating profit	1,298,182	746,660	698,865	2,743,707
Finance income	70,813	40,729	38,121	149,663
Finance cost	(342,739)	(197,129)	(184,511)	(724,379)
Amortisation of prepaid benefit on employee loan				11,051
Profit before taxation			_	2,180,042
31 March 2016	Food Products N'000	Personal Care N'000	Home Care N'000	Total N'000
Revenue	8,612,332	4,397,969	3,771,858	16,782,159
Depreciation and amortisation				
2 oproduction and amortisation	999,389	510,347	437,693	1,947,429
Segmental operating profit	999,389 982,449	510,347 501,697	437,693 430,273	1,947,429 1,914,419
•		• ••••		
Segmental operating profit	982,449	501,697	430,273	1,914,419
Segmental operating profit Finance income	982,449 29,343	501,697 14,984	430,273 12,852	1,914,419 57,179
Segmental operating profit Finance income Finance cost	982,449 29,343	501,697 14,984	430,273 12,852	1,914,419 57,179 (545,676)

	Domestic (within Nigeria) N'000	Export (outside Nigeria) N'000	Total N'000
3 Months ended 31 March 2017	21,649,466	522,848	22,172,314
3 Months ended 31 March 2016	16,094,341	687,818	16,782,159

The company has 96 customers, and no single customer accounted for more than 10% of the company's revenue.

#### 7. Marketing and administrative expenses

	2017 N'000	2016 N'000
Brand and marketing	501,015	908,262
Overheads	1,834,572	2,069,940
Service Fees	260,833	376,307
	2,596,420	3,354,509

#### 8. Income Taxes

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the period. The estimated average tax rate used for the period ended 31 March 2017 is 26% (the estimated tax rate for the three months ended 31 March 2016 was 27%).

### 9. Property, plant and equipment (PPE)

	Capital work-in- progress N'000	Lease hold land N'000	Buildings N'000	Plant and machinery N'000	Furniture and equipment N'000	Motor vehicles N'000	Total N'000
Cost							
At 1 January 2016	1,293,407	1,733,593	7,128,492	24,147,641	1,368,682	721,760	36,393,575
Additions	4,228,146	-	-	-	-	-	4,228,146
Transfers	(1,763,662)	80,549	121,503	1,076,401	199,042	286,167	-
Disposals	-		-	(2,595)	(203)	(85,560)	(88,358)
Write off	(2,656)	-	-	-	-	-	(2,656)
At 31 December 2016	3,755,235	1,814,142	7,249,995	25,221,447	1,567,521	922,367	40,530,707
Additions	764,610	-	-	-	-	-	764,610
Transfers	(855,460)	101,854	77,984	584,556	25,301	65,765	-
At 31 March 2017	3,664,385	1,915,996	7,327,979	25,806,003	1,592,822	988,132	41,295,317
<b>Depreciation / impairment</b> At 1 January 2016			800.006	7,328,489	368,396	496,058	
	-	27,777	803,936				9,024,656
Depreciation charge for the year	-	-	208,314	1,831,950	145,797	127,383	2,313,444
Impairment charge	-	-	-		-	-	-
Reclassification of impairment	-	-	-		-	-	-
Impairment reversal	-	-	-		-	-	-
Disposals	-	27,777	1,012,250	9,160,439	(303) 513,890	<u>(79,276)</u> 544,165	(79,579) 11,258,521
At 31 December 2016	-		, , ,				
Depreciation charge for the period	-	<u>4,739</u> 32,516	53,121 1,065,371	<u>427,504</u> 9,587,943	38,454	35,625	<u>559,443</u> 11,817,964
At 31 March 2017	_	32,510	1,005,3/1	9,50/,943	552,344	579,790	11,01/,904
<b>Net book value:</b> At 1 January 2016	1,293,407	1,705,816	6,324,556	16,819,152	1,000,286	225,702	27,368,919
At 31 December 2016	3,755,235	1,786,365	6,237,745	16,061,008	1,053,631	378,202	29,272,186
At 31 March 2017	3,664,385	1,883,480	6,262,608	16,218,060	1,040,478	408,342	29,477,353

(i) Leasehold land on finance lease

The Company has non - cancellable finance lease agreements with the Federal Government of Nigeria which was paid once and in advance. There are no finance lease liabilities and no future finance charges to the income statement.

The lease terms are between 50 and 99 years. The following amounts represents owned land where the Company is a lessee under a finance lease:

	2017 N'000	2016 N'000
Cost – capitalised finance leases Accumulated depreciation	1,814,142 (32,516)	1,733,593 (32,172)
Net book value	1,781,626	1,701,421

#### 10. Inventories

101		2017 N'000	2016 N'000
	Raw and packaging materials	5,173,645	6,008,148
	Work in progress	667,589	563,706
	Goods in transit	621,314	1,165,228
	Finished goods	1,815,307	1,397,021
	Engineering spares and other inventories	838,559	744,396
		9,116,414	9,878,499
11.	Trade and other receivables		
		2017 N'000	2016 N'000
	Trade receivables: gross	6,272,190	4,336,828
	Less impairment	(307,723)	(307,723)
	Trade receivables: net	5,964,467	4,029,105
	Advances and prepayments	8,686,218	3,152,550
	Unclaimed dividend held with registrar	208,367	212,236
	Interest receivable	-	79,628
	Other receivables	987,571	1,921,107
	Due from related parties (Note 16(iii))	10,791,597	9,077,172
	Deposit for imports		473,780
		26,638,220	18,945,578

Advances and prepayments include prepaid warehouse rents, insurance premium and advances to vendors.

## 12. Cash and cash equivalents

	2017 N'000	2016 N'000
Cash at bank and in hand Fixed deposit	14,649,530 6,778,010	5,702,282 6,771,859
Cash and bank balances	21,427,540	12,474,141
Short term bank loan Bank overdrafts	(3,000,000) (3,496,125)	(5,000,000)
Cash and cash equivalents	14,931,415	7,474,141

For the purposes of the statement of cash flows, cash and cash equivalents include bank overdrafts and short term bank loan.

## 13. Trade and other payables

	2017 N'000	2016 N'000
Trade payables	11,341,468	8,173,171
Amount due to related companies (Note 16(iii))	22,637,877	15,998,593
Dividend payable (Note 13(i))	2,987,128	2,990,997
Accrued liabilities	513,348	732,608
Accrued brand and marketing expenses	537,645	367,784
Accrued shipping and freight charges	1,042,248	581,851
Non trade payables	2,778,340	3,631,498
	41,838,054	32,476,502

### 13. Trade and other payables (continued)

		2017 N'000	2016 N'000
(i)	Dividend payable		
	As at 1 January	2,990,997	3,351,652
	Dividend declared	-	189,165
	Dividend paid to Registrar	-	(186,388)
	Payment made from cash with Registrar	(3,869)	(184,429)
	Statute barred dividend	-	(61,231)
	Payment made from unclaimed dividend investment	<u> </u>	(117,772)
	As at 31 March/31 December	2,987,128	2,990,997

## 14. Retirement benefit obligations

The amounts recognised in the statement of financial position are determined as follows:

	2017 N'000	2016 N'000
Present value of funded retirement benefit obligations	(1,312,810)	(1,237,335)
Fair value of plan assets	1,820,757	1,721,956
Retirement benefit surplus	507,947	484,621
Present value of unfunded retirement benefit obligations	(2,572,661)	(2,613,268)
Long service award obligations	(194,017)	(181,166)
Net liability in the statement of financial position	(2,258,731)	(2,309,813)

The amounts recognised within the income statement were as follows:

		Current Service Cost N'000	Net Interest Cost N'000	Total N'ooo
	3 Months Ended 31 March 2017	73,377	80,520	153,897
	3 Months Ended 31 March 2016	98,247	75,334	173,581
15.	Cash flows from operating activities			
		2017 N'000		2016 N'000
	Profit before tax	2,180,042		1,419,302
	Adjustment for non-cash items:			
	- Depreciation of fixed assets	559,443		521,336
	- Impairment charge	-		665,917
	- Assets write off	-		1,342
	- Amortisation of intangible assets	58,558		58,462
	- Finance income	(149,663)		(57,179)
	- Finance expense	724,379		545,676
	- Net charge in retirement benefit obligations	141,047		156,433
	- Change in employee loan receivable	7,033		29,777
	- Long service award obligations	12,851		17,149
	Changes in working capital:			
	- (Increase) in trade and other receivables	(7,841,332)		(1,706,827)
	- Decrease in inventory	762,085		1,373,203
	- Increase in trade and other payables	9,361,552		531,027
	- Decrease in other non-current assets	40,073		94,334
	Cash flows generated from operating activities	5,856,068	_	3,649,952

## 16. Related party transactions

17.

## (i) Sale of finished goods to related parties

(i) outo of initiated goods to related parties	2017 N'000	2016 N'000
Unilever Ghana Limited Unilever Cote D'Ivoire	118,679 404,169	181,094 506,723
	522,848	687,817
(ii) Purchases of finished goods for resale from related parties		
	2017	2016
	N'000	N'000
Unilever Ghana Limited	1,144,462	537,127
Unilever South Africa (Pty) Limited	434,608	147,760
Unilever Phillipines	-	14,879
Unilever Supply Chain Company, UK		3,135
	1,579,071	702,901
(iii) Outstanding related party balances as at 31 March were:		

	2017 N'000		2016 N'000
Receivables from related parties:			
Unilever Cote D'Ivoire	5,944,517		5,122,719
Unilever Ghana Limited	2,991,073		2,559,294
Other related parties	1,856,007	_	1,395,159
	10,791,597	_	9,077,172
	2017		2016
	N'000		N'000
Payables to related parties:			
Unilever UK Plc	116,109		1,291,290
Unilever Cote D'Ivoire	83,208		82,974
Unilever Ghana Limited	8,161,638		6,945,210
Unilever Asia Private	7,202,424		4,837,178
Unilever Finance International AG	550,429		114,138
Unilever NV	1,235,028		1,106,103
Other related parties (settlement on behalf of the Company)	5,289,041		1,621,700
	22,637,877	=	15,998,593
Share capital and share premium			
	Number of ordinary shares	Ordinary shares	Share premium

	shares	shares	premium
	(thousands)	N'000	N'000
Balance as at 31 December 2016 and 31 March 2017	3,783,296	1,891,649	45,717

The authorised number of ordinary shares is 6,053,274,000 with a par value of 50kobo per share. Of these, 3,783,296,250 ordinary shares have been issued and fully paid.