



Unilever
UNILEVER NEPAL LIMITED

Unilever Nepal Limited

Statement of Financial Position as at 31st Ashad 2078 (Unaudited)

(NRs. in Lakhs)

Particulars	4th Qtr. 2077-78	4th Qtr. 2076-77
ASSETS		
Non-Current Assets		
Property, plant and equipment	9,939	10,831
Intangible assets	559	792
Deferred tax assets	318	473
Other Non -Current Assets	-	1
Total Non-Current Assets	10,816	12,097
Current assets		
Inventories	8,425	6,261
Trade and other receivables	9,618	8,468
Investments in Fixed Deposit	9,331	3,349
Prepayments	51	92
Cash and cash equivalents	8,002	6,967
Current Tax Assets	1,132	-
Total current assets	36,560	25,137
Total assets	47,376	37,234
EQUITY AND LIABILITIES		
Equity		
Share capital	921	921
Retained earnings	25,062	18,810
Total Equity	25,983	19,731
Liabilities		
Non Current Liabilities		
Deferred tax liability	-	-
Provisions	1,477	527
Total Non Current Liabilities	1,477	527
Current Liabilities		
Trade and other payables	18,811	15,886
Provisions	1,106	752
Current Tax Liability	-	338
Total Current Liabilities	19,916	16,977
Total Liabilities	21,393	17,503
Total Equity and Liabilities	47,376	37,234

Previous year's figures have been regrouped whenever necessary.

Profit & Loss Account For the Quarter ended Ashad 2078 (Unaudited)

(NRs. in Lakhs)

Particulars	4th Qtr. 2077-78	FY 2077-78	4th Qtr. 2076-77	FY 2077-76
Revenue from operations	15,781	57,231	11,679	55,472
Other income	213	556	414	1,405
TOTAL INCOME	15,994	57,788	12,093	56,877
EXPENSES				
Cost of materials consumed	7,941	29,735	7,048	30,810
Employee benefits expenses	837	3,961	533	3,727
Depreciation and amortisation expenses	304	1,176	288	986
Other expenses	3,463	12,520	3,400	15,630
TOTAL EXPENSES	12,545	47,391	11,269	51,154
Profit before tax	3,448	10,397	823	5,723
Income Tax Expense	639	1,856	1,318	2,143
Profit from continuing operations	2,809	8,541	(495)	3,580
Net Profit for the year	2,809	8,541	(495)	3,580

Previous year's figures have been regrouped whenever necessary.

Annexure 14: (Related with Rule 26 (1))

Unilever Nepal Limited has articulated its purpose as,
"To earn the love and respect of Nepal by making a real difference to every Nepali."
The company intends to do this by driving our brands and business to create a;
'Swastha' and 'Saksham' Nepal.

1) Financial Statements

a) Fourth Quarter Balance Sheet and P&L Account

Profit & Loss A/C for 4th Quarter of 2077-78 and the corresponding Balance Sheet are attached. Data provided for the 4th Quarter is for period Baishak to Ashad this year & for last year.

There have been no material related party transactions, pecuniary transaction or relationship between Unilever Nepal Ltd. and its Directors for the period ended on Ashad 2078 that may have a potential conflict with the interests of the company at large.

b) Earnings Per Share, P/E Ratio, Net worth per share and ratio of liquidity.

- Earnings Per Share:

- For the 4th Qtr. of Year of 2077-78 is Rs 305 (Rs 928 annualized) against Rs -54 (Rs 389 annualized) of previous year same period.

- P/E Ratio: (Based on closing price at NEPSE as on Ashad end and EPS for last 4 quarters)

- Current Year (4th Qtr.) 20.91 & Previous Year (4th Qtr.) 48.35

Net worth Per Share:

- Current Year (4th Qtr.) Rs. 2,822 & Previous Year (4th Qtr.) Rs. 2,145

- Ratio of liquidity:

- Current Year (end of 4th Qtr.) 1.84 against of 1.42 for end of 4th Qtr. of previous year.

2) Analysis of Management

a) Company's revenue from operation for current quarter is Rs. 1,578 million, higher by 35% over same period previous year. Further, company's year to date revenue from operation is Rs. 5,723 million, higher by 3.2% over same period previous year.

b) Net Profit for the quarter is Rs. 280 million is higher by 668% over same period, mainly due to higher sales resulting fixed cost leverage & favorable sales mix along with incremental brand and marketing investments.

Further, Net profit for the year is Rs. 854 million which is higher by 139% of the same period. The increase in Net profit attributes to higher sales with easing of lockdown restrictions, cost agility actions and one-off provision of doubtful debts in previous year.

3) During the period under reference no case has been filed either by the corporate body or against the corporate body in the name of any Director/Promoter of the company.

4) Analysis of the share transaction of the corporate body:

a) Dealing of our company's share is the prerogative of the Nepalese public. We however prefer to focus on company's performance, i.e., on the top line & bottom-line growth of the company.

b) Share transaction details as taken from the NEPSE Website for the last 90 days are mentioned below:

Maximum Price: Rs. 23,180

Minimum Price: Rs. 18,625

Closing Price : Rs. 19,395

Total transaction days: 63 Days

Transaction Nos.: 5087 Shares

5) Problem & Challenge

Demand for the company's products continue to remain strong as ~80% of the portfolio is COVID relevant. While the company has delivered strong performance in Q4 driven by strong execution catering to sustained demand, the surge of covid cases, current state of vaccination and implementation of lockdowns and operational restrictions poses a significant challenge. Servicing the demands of our consumers as well as ensuring safety of our people (Inner core and outer core) continues our top priority.

6) The company believes in the highest standards of corporate behavior which are laid out through a written Code of business principles for transparency & all statutory/legal compliance by the company, its redistribution stockiest, suppliers, transporters, contractors, and other business partners with whom the company associates through its operations. The management has achieved good governance and responsible management practices which are benchmarked to the best managed global companies.

I take full responsibility of the facts, data and information which have been mentioned in the report till today and submitted with the report. I declare that as per my knowledge all the details and information of this report are true, factual and full and we did not hide any details, notice, information which are required by the investors to take their decision.

On behalf of Unilever Nepal Limited
Amlan Mukherjee
Managing Director