

## **UNILEVER GHANA LIMITED**

### **COMMENTARY ON UNAUDITED FINANCIAL RESULTS FOR THE NINE MONTHS ENDED 30 SEPTEMBER 2015**

#### **Financial Highlights**

(All amounts are expressed in thousands of Cedis)

	2015	2014
Revenue	377,758	292,891
Operating profit/(loss)	39,486	(7,664)
Profit/(loss) before tax	36,695	(11,652)
Profit/(loss) after tax	27,489	(13,014)
Operating profit/(loss) margin	10.5%	(2.6%)
Earnings per share (Annualised) GH¢	0.5864	(0.2776)

#### **FINANCIAL PERFORMANCE**

Revenue for the business year to date September grew by 29%, from GH¢292.9million to GH¢377.8million. The growth was achieved due to focus on operational excellence despite the difficult operating environment and intensive competitive pressure.

Operating profit for the period was GH¢39.5million as against a loss of GH¢7.7million in 2014. The Company also recorded Profit after tax of GH¢27.5million as compared to a loss of GH¢13.0million in 2014. The improved profitability was due to the strategies employed by management.

#### **2015 OUTLOOK**

We believe that the rest of the year will remain difficult but the company will endeavour to sustain the performance to date focusing on its strategy of operational excellence.

**Unilever Ghana Limited**

**Statement of comprehensive income for the nine months ended 30 September 2015**

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
Revenue	377,758	292,891
Cost of sales	(271,831)	(231,267)
Gross profit	105,927	61,624
Distribution expenses	(7,760)	(6,923)
Brand & marketing investment expenses	(17,804)	(25,076)
Administrative expenses	(40,125)	(37,289)
Restructuring expenses	(1,179)	-
Other income	426	-
Operating profit/(loss)	39,486	(7,664)
Finance income	2	4
Finance costs	(2,793)	(3,992)
Profit/(loss) before taxation	36,695	(11,652)
Taxation	(9,206)	(1,362)
<b>Profit/ (loss) after taxation</b>	<b>27,489</b>	<b>(13,014)</b>
<b>Earnings per share attributable to the equity holders of the company</b>		
Basic Earnings per share	0.5864	(0.2776)



## Unaudited Statement of financial position as at 30 September 2015

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
<b>Non-current assets</b>		
Property, plant and equipment	71,869	60,898
Intangible assets	4,395	6,808
Investment in subsidiaries	10	10
Employee Benefits	8,040	6,681
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<b>Total non-current assets</b>	<b>84,314</b>	<b>74,397</b>
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<b>Current assets</b>		
Inventories	66,549	61,336
Trade and other receivables	38,952	23,897
Related party receivables	79,874	59,969
Income tax	-	1,992
Cash and bank	28,954	9,761
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<b>Total current assets</b>	<b>214,330</b>	<b>156,955</b>
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<b>Total assets</b>	<b>298,644</b>	<b>231,352</b>
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<b>Current liabilities</b>		
Trade and other payables	54,696	28,990
Related party payables	153,753	136,181
Provisions	3,242	1,936
Dividend payable	3,055	3,079
Bank overdraft	15,011	31,453
Income tax	4,007	-
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<b>Total current liabilities</b>	<b>233,764</b>	<b>201,639</b>
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<b>Non-current liabilities</b>		
Employee Benefits obligation	2,506	2,410
Deferred tax	3,293	7,688
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<b>Total non-current liabilities</b>	<b>5,798</b>	<b>10,098</b>
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<b>Total liabilities</b>	<b>239,562</b>	<b>211,737</b>
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<b>Equity</b>		
Stated capital	1,200	1,200
Capital surplus account	204	204
Retained earnings	57,597	18,130
Share deals account	81	81
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<b>Total equity</b>	<b>59,082</b>	<b>19,615</b>
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<b>Total equity and total liabilities</b>	<b>298,644</b>	<b>231,352</b>
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The financial statements do not contain untrue statements, misleading facts or omit material facts to the best of our knowledge.

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 Brand Building Director  
 (Clarence D. Nartey)

.....  
 Finance Director  
 (Marquez A. Miguel)

**Unaudited Statement of cash flows for the nine months ended 30 September 2015**

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
<b>Cash flows from operating activities</b>		
Cash generated from operations	37,699	387
Interest received	2	4
Interest paid	(2,793)	(3,992)
Tax paid	(6,159)	(654)
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<b>Net cash generated from operating activities</b>	<b>28,749</b>	<b>(4,255)</b>
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<b>Cash flows from investing activities</b>		
Purchases of property, plant and equipment	(13,156)	(9,714)
Purchases of Intangible assets	-	(2)
Proceeds from disposal of property, plant and equipment	4	-
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<b>Net cash used in investing activities</b>	<b>(13,152)</b>	<b>(9,716)</b>
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<b>Cash flows from financing activities</b>		
Dividend paid	(13)	(52)
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<b>Net cash used in financing activities</b>	<b>(13)</b>	<b>(52)</b>
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Increase in cash and cash equivalents	15,584	(14,023)
Cash and cash equivalents at beginning of the year	(1,641)	(7,669)
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<b>Cash and cash equivalents at the end of 30 September 2015</b>	<b>13,943</b>	<b>(21,692)</b>
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Unilever Ghana Limited

Statement of changes in equity for the nine months ended 30 September 2015

(All amounts are expressed in thousands of Ghana cedis)

Period ended 30 September 2015	Stated capital	Capital surplus account	Retained earnings	Share deals account	Total equity
Balance at 1 January 2015	1,200	204	30,108	81	31,593
<b>Comprehensive income</b>					
Profit for the period	-	-	27,489	-	27,489
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<b>Balance as at 30 September 2015</b>	<b>1,200</b>	<b>204</b>	<b>57,597</b>	<b>81</b>	<b>59,082</b>
	=====	=====	=====	=====	=====
<b>Period ended 30 September 2014</b>					
Balance at 1 January 2014	1,200	204	31,144	81	31,768
<b>Comprehensive income</b>					
Loss for the period	-	-	(13,014)	-	(13,014)
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<b>Balance as at 30 September 2014</b>	<b>1,200</b>	<b>204</b>	<b>18,130</b>	<b>81</b>	<b>19,615</b>
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