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# Statement of profit or loss and other comprehensive income For three months ended

		30 June 2022	30 June 2021
	Note	N'000	N'000
Revenue	7	23,246,014	16,338,643
Cost of sales		(16,219,082)	(11,886,333)
Gross profit		7,026,932	4,452,310
Selling and distribution expenses		(1,274,257)	(749,145)
Marketing and administrative expenses		(4,827,155)	(3,434,266)
Impairment loss on trade and intercompany		7,029	
receivables			(235)
Other income		30,751	29,251
Operating profit		963,300	297,915
Finance income		172,443	463,871
Finance costs		(507,467)	(11,094)
Net finance costs		(335,024)	452,777
Profit before minimum taxation		628,276	750,692
Minimum tax expense		-	(100,139)
Profit before taxation		628,276	650,553
Taxation		(517,909)	353,265
Profit from continuing operations		110,367	1,003,818
Discontinued operations			222 2 <b>7</b> 0
Profit from discontinued operations			<u>202,958</u> 1,206,776
Profit for the period		110,307	1,200,//0
Attributable to:			
Equity holders		110,367	1,206,776
Earnings per share for profit attributable	to equity ho	olders:	
Basic and diluted earnings per share (Naira)	-	0.02	0.21

# Statement of profit or loss and other comprehensive income For six months ended

		30 June 2022	30 June 2021
	Note	N'000	N'000
Revenue	7	43,806,473	32,420,998
Cost of sales		(29,605,523)	(24,204,349)
Gross profit		14,200,950	8,216,648
Selling and distribution expenses		(2,284,616)	(1,476,991)
Marketing and administrative expenses	8	(8,884,115)	(6,713,260)
Impairment loss on trade receivables		52,023	(235)
Other income	9	66,659	0
Operating profit		3,150,901	26,163
Finance income	10	456,507	650,661
Finance costs	11	(628,600)	<u>(45,465)</u> 605,196
Net finance costs		(172,093)	005,190
Profit before minimum taxation		2,978,808	631,359
Minimum tax expense			(197,239)
Profit before taxation		2,978,808	434,120
Taxation	12	(1,072,145)	3,263
Profit from continuing operations Discontinued operations		1,906,663	437,383
Profit from discontinued operations	23		277,397
Profit for the period		1,906,663	714,780
Attributable to:			
Equity holders		1,906,663	714,780
Earnings per share for profit attributable	to equity be	olders	
Basic and diluted earnings per share (Naira)	co equity in	0.33	0.12

# Statement of profit or loss and other comprehensive income (Continued) For three months ended

	30 June 2022	30 June 2021
	N'000	N'000
Other comprehensive income	-	-
Profit for the period	110,367	1,206,776
Total comprehensive income	110,367	1,206,776
Attributable to:		
Equity holders	110,367	1,206,776
For six months ended		
	30 June	30 June 2021
	2022 N'000	N'000
Other comprehensive income	-	-
Profit for the period	1,906,663	714,780
Total comprehensive income	1,906,663	714,780
Attributable to:		
Equity holders	1,906,663	714,780

# **Statement of Financial Position** As at 30 June 2022

		30 June 2022	31 December
	Note		2021
		N'000	N'000
Assets			
Non-current assets			
Property, plant and equipment	13	21,752,400	22,376,286
Intangible assets		3,272	3,467
		21,755,672	22,379,753
Current assets			
Inventories	14	14,590,757	14,956,332
Trade and other receivables	15	18,993,199	14,992,655
Cash and bank balances	16	63,396,503	55,697,537
Assets held for sale	22	262,258	262,258
		97,242,717	85,908,782
Total assets		118,998,389	108,288,535
Liabilities			
Current liabilities			
Trade and other payables	17	50,609,958	39,739,074
Income tax		633,023	478,615
		51,242,981	40,217,689
Non-current liabilities			
Deferred tax liabilities		1,647,576	1,063,404
Unfunded retirement benefit	18	471,683	454,713
Retirement benefit obligations	18	448,255	421,291
Long service award obligations	18	392,066	369,770
		2,959,580	2,309,178
Total liabilities		54,202,561	42,526,867

# **Statement of Financial Position (continued)** As at 30 June 2022

	Note	30 June 2022	31 December 2021
	Note	N'000	N'000
Equity			
Ordinary share capital	21	2,872,503	2,872,503
Share premium	21	56,812,810	56,812,810
Retained earnings		5,110,515	6,076,355
Total equity		64,795,828	65,761,668
Total equity and liabilities		118,998,389	108,288,535

The financial statements were approved for issue by the Board of Directors on 14 July 2022 and signed on its behalf by:

His Majesty N.A. Achebe CFR, MNI Chairman

FRC/2013/NIM/0000001568

Carl Cruz Managing Director FRC/2022/PRO/DIR/003/023 359

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Folake Ogundipe National Finance Director

FRC/2019/ICAN/00000019604

# **Statement of Changes in Equity For six months ended**

	Share capital N'000	Share premium N'000	Retained earnings N'000	Total N'000
Balance at 1 January 2021	2,872,503	56,812,810	6,843,037	66,528,350
Total comprehensive income for				
Profit for the period	-	-	714,780	714,780
<b>Other comprehensive income</b> Remeasurement on post employment benefit obligations, net of tax	<u> </u>			_
			714,780	714,780
Balance at 30 June 2021	2,872,503	56,812,810	7,557,817	67,243,130
Balance at 1 January 2022	2,872,503	56,812,810	6,076,355	65,761,668
Total comprehensive income for the period				
Profit for the period	-	-	1,906,663	1,906,663
<b>Other comprehensive income</b> Remeasurement on post employment benefit obligations, net of tax	<u> </u>			
			1,906,663	1,906,663
<b>Transactions with owners</b> Dividend declared		-	(2,872,503) (2,872,503)	(2,872,503) (2,872,503)
Balance at 30 June 2022	2,872,503	56,812,810	5,110,515	64,795,828

# **Statement of Cash Flows** For six months ended

		30 June 2022	30 June 2021
	Note	<b>N'000</b>	N'000
Cash flows from operating activities			
Cash generated from operations	19	8,829,187	7,288,754
Retirement benefits paid		(145,800)	(140,663)
Long service award obligations paid		(19,283)	(99,501)
Tax paid		(385,640)	
Net cash flow generated from operating activities		8,278,464	7,048,590
Cash flows from investing activities			
Interest received	10	456,507	334,715
Purchase of property, plant and equipment	13	(638,837)	(311,967)
	-0	(-0-,-0/)	(0,) - / /
Net cash flows/ (used) in investing activities		(182,330)	22,748
Cash flows from financing activities		(	
Interest payment Dividend paid		(75,736)	-
*		(321,432)	-
Net cash used in financing activities		(397,168)	
Net increase in cash and cash equivalents		7,698,966	7,071,338
Cash and cash equivalents at the beginning of the period			
~		55,697,537	37,100,827
Cash and cash equivalents at the end of the			-
period	16	63,396,503	44,172,165

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# 1. General information

Unilever Nigeria Plc. is incorporated in Nigeria as a public limited liability company under the Companies and Allied Matters Act (CAP C20) Laws of the Federation of Nigeria, 2004 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 refreshments, Home care and Beauty and personal care products. It has manufacturing sites in Oregun, Lagos State and Agbara, Ogun State.

# 2. Dealings in Unilever Nigeria Plc. Shares

The Company has adopted a code of conduct regarding securities transactions by its directors on terms no less exacting than the required standard set out in the rules of the Nigerian Stock Exchange.

Having made specific enquiry of all directors, Unilever Nigeria Plc directors have complied with the required standard set out in the rules of the Nigerian Stock Exchange and in the Unilever Nigeria Plc code of conduct regarding securities transactions by directors.

### 3. Basis of preparation

These interim financial statements for the the period ended 31 June 2022 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 2021, which have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board.

# 4. Significant accounting policies

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

# 5. 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 Company'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 2021.

# 6. 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 Board of Directors. Unilever's Treasury Department identifies, evaluates and manages financial risks in close co-operation with Unilever's operating units. The Board provides written principles for overall risk management, as well as written policies covering specific areas, such as foreign exchange risk, credit risk, use of derivative financial instruments and non-derivative financial instruments, and investment of excess liquidity. These policies are mostly Unilever Global Policies adopted 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 2021. There have been no changes in the risk management structure since year end or in any risk management policy.

# 6.1. Financial risk factors

# (a) Market risk

(i) Currency risk - Transactions in foreign currency

Unilever is exposed to foreign exchange risk arising from various currency exposures. The currencies in which these transactions are primarily denominated are US dollars, Pound sterling, Euro and Rand. The currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate due to changes in foreign exchange rates.

The Company manages this risk mainly by hedging foreign exchange currency contracts.

(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.

(b) Credit risk

Credit risk is the risk of financial loss to the Company if a customer or a counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers

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.

The carrying amounts of financial assets and contract assets represent the maximum credit exposure

#### (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.

Cash flow from operating activities provides the funds to service the financing of financial liabilities on a day-to-day basis. Unilever seeks to manage its liquidity requirements by maintaining relationships with different financial institutions through short-term and long-term credit facilities. Cash flow forecasting is performed in Unilever. Unilever's finance team monitors rolling forecasts of Unilever's liquidity requirements to ensure it has sufficient cash to meet operational needs while maintaining sufficient headroom on its undrawn committed borrowing facilities at all times so that Unilever does not breach borrowing limits or covenants (where applicable) on any of its borrowing facilities. Such forecasting takes into consideration Unilever's debt financing plans, covenant compliance and compliance with gearing ratios.

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 N63.5 billion (31 December 2021: N55.7 billion).

#### 7. 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), Home & Personal Care Products (HPC).

Foods – including sale of savoury.

Home & Personal Care – including sale of skin care and oral care products, fabric care and household cleaning

There are no intersegmental sales and Nigeria is the company's primary geographical segment as it comprises 99% 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.

root         care         Total           Products         Care         Total           3 months ended 30 June         N'000         N'000         N'000           Revenue         10,431,049         12,814,965         23,246,014           Depreciation and amortisation         (279,762)         (344,761)         (624,523)           Segmental operating profit         432,256         531,044         963,300           Finance income         77,379         95,064         172,443           Finance cost         (227,713)         (279,754)         (507,467)           Profit before taxation		Food	Home & Personal	
3 months ended 30 June       N'000       N'000       N'000         Revenue       10,431,049       12,814,965       23,246,014         Depreciation and amortisation       (279,762)       (344,761)       (624,523)         Segmental operating profit       432,256       531,044       963,300         Finance income       77,379       95,064       172,443         Finance cost       (227,713)       (279,754)       (507,467)         Profit before taxation       628,276       628,276       628,276         3 months ended 30 June       2021       N'000       N'000       N'000         Revenue       7,185,929       9,152,714       16,338,643       0epreciation and amortisation       (357,678)       (455,574)       (813,252)         Segmental operating profit       131,026       166,888       297,915       Finance income       248,539       215,332       463,871         Finance cost       (4,879)       (6,215)       (11,094)       650,553         6 months ended 30 June       650,553       650,553       650,553         6 months ended 30 June       23,934,658       43,806,473         2022       N'000       N'000       N'000         Revenue       19,871,815       23,934,6				Total
2022         N'000         N'000         N'000           Revenue         10,431,049         12,814,965         23,246,014           Depreciation and amortisation         (279,762)         (344,761)         (624,523)           Segmental operating profit         432,256         531,044         963,300           Finance income         77,379         95,064         172,443           Finance cost         (227,713)         (279,754)         (507,467)           Profit before taxation         628,276         628,276           3 months ended 30 June         2021         N'000         N'000           Revenue         7,185,929         9,152,714         16,338,643           Depreciation and amortisation         (357,678)         (455,574)         (813,252)           Segmental operating profit         131,026         166,888         297,915           Finance income         248,539         215,332         463,871           Finance cost         (4,879)         (6,215)         (11,094)           Profit before taxation         650,553         650,553           6 months ended 30 June         23,934,658         43,806,473           2022         N'000         N'000         N'0000           Revenue	3 months ended 30 June	Tiouuous	cure	Total
Depreciation and amortisation $(279,762)$ $(344,761)$ $(624,523)$ Segmental operating profit $432,256$ $531,044$ $963,300$ Finance income $77,379$ $95,064$ $172,443$ Finance cost $(227,713)$ $(279,754)$ $(507,467)$ Profit before taxation $628,276$ $628,276$ <b>3 months ended 30 JuneVoooN'oooN'ooo</b> Revenue $7,185,929$ $9,152,714$ $16,338,643$ Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $650,553$ $6$ $650,553$ 6 months ended 30 June $2022$ N'oooN'ooo2022N'oooN'ooo $83,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$		N'000	N'000	N'000
Segmental operating profit       432,256       531,044       963,300         Finance income       77,379       95,064       172,443         Finance cost       (227,713)       (279,754)       (507,467)         Profit before taxation <b>N'000 N'000 N'000</b> Revenue       7,185,929       9,152,714       16,338,643         Depreciation and amortisation       (357,678)       (455,574)       (813,252)         Segmental operating profit       131,026       166,888       297,915         Finance income       248,539       215,332       463,871         Finance cost       (4,879)       (6,215)       (11,094)         Profit before taxation <u>650,553</u> 6       6 <b>6 months ended 30 June</b> <u>628,276</u> 53,934,658       43,806,473         Profit before taxation       (6,215)       (11,094)       650,553 <b>6 months ended 30 June 2022 N'000 N'000</b> N'000         Revenue       19,871,815       23,934,658       43,806,473       0         Depreciation and amortisation       (572,895)       (690,024)       (1,262,919)       9         Segmental operating profit       1,429,335       1,721,566	Revenue	10,431,049	12,814,965	23,246,014
Finance income $77,379$ $95,064$ $172,443$ Finance cost $(227,713)$ $(279,754)$ $(507,467)$ Profit before taxationN'oooN'oooN'ooo <b>3 months ended 30 June</b> <b>2021</b> N'oooN'oooN'oooRevenue $7,185,929$ $9,152,714$ $16,338,643$ Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation <b>SolutionN'oooN'ooo</b> Revenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance income $207,084$ $249,423$ $456,507$	Depreciation and amortisation	(279,762)	(344,761)	(624,523)
Finance cost $(277,713)$ $(279,754)$ $(507,467)$ Profit before taxation $(227,713)$ $(279,754)$ $(507,467)$ <b>3 months ended 30 June2021N'000N'000</b> Revenue $7,185,929$ $9,152,714$ $16,338,643$ Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $650,553$ $6$ <b>6 months ended 30 June</b> $2022$ <b>N'000N'000</b> Revenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$	Segmental operating profit	432,256	531,044	963,300
Profit before taxation $61970$ W         3 months ended 30 June $628,276$ 3 months ended 30 June $628,276$ 2021       N'000       N'000         Revenue $7,185,929$ $9,152,714$ $16,338,643$ Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $650,553$ $6$ M'000       N'000       N'000         Revenue $19,871,815$ $23,934,658$ $43,806,473$ $0epreciation and amortisation       (572,895) (690,024) (1,262,919)         Segmental operating profit       1,429,335 1,721,566 3,150,901 51,232,233,46,58 43,450,507         Finance income       207,084 249,423 456,507 51,232,532,50 53,250,50,553,50,50,56,50,50,50,50,50,50,50,50,50,50,50,50,50,$	Finance income	77,379	95,064	172,443
3  months ended 30 June2021N'000N'000Revenue7,185,9299,152,71416,338,643Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit131,026166,888297,915Finance income248,539215,332463,871Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation650,5536Months ended 30 June2022N'000N'000Revenue19,871,81523,934,65843,806,473Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost $(285,150)$ $(343,450)$ $(628,600)$		(227,713)	(279,754)	(507,467)
2021         N'000         N'000         N'000           Revenue         7,185,929         9,152,714         16,338,643           Depreciation and amortisation         (357,678)         (455,574)         (813,252)           Segmental operating profit         131,026         166,888         297,915           Finance income         248,539         215,332         463,871           Finance cost         (4,879)         (6,215)         (11,094)           Profit before taxation	Profit before taxation			628,276
2021         N'000         N'000         N'000           Revenue         7,185,929         9,152,714         16,338,643           Depreciation and amortisation         (357,678)         (455,574)         (813,252)           Segmental operating profit         131,026         166,888         297,915           Finance income         248,539         215,332         463,871           Finance cost         (4,879)         (6,215)         (11,094)           Profit before taxation				
Revenue $7,185,929$ $9,152,714$ $16,338,643$ Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $\underline{650,553}$ $\underline{6}$ $\underline{650,553}$ 6 months ended 30 June $\underline{2022}$ N'000N'000N'000Revenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$		•		•
Depreciation and amortisation $(357,678)$ $(455,574)$ $(813,252)$ Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $650,553$ 6 months ended 30 JuneN'000N'0002022N'000N'000Revenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$	2021	N'000	N'000	N'000
Segmental operating profit $131,026$ $166,888$ $297,915$ Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $650,553$ 6 months ended 30 June $650,553$ 2022N'000N'000Revenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$	Revenue	7,185,929	9,152,714	16,338,643
Finance income $248,539$ $215,332$ $463,871$ Finance cost $(4,879)$ $(6,215)$ $(11,094)$ Profit before taxation $\underline{650,553}$ 6 months ended 30 June $N'ooo$ N'ooo2022N'oooN'oooRevenue $19,871,815$ $23,934,658$ $43,806,473$ Depreciation and amortisation $(572,895)$ $(690,024)$ $(1,262,919)$ Segmental operating profit $1,429,335$ $1,721,566$ $3,150,901$ Finance income $207,084$ $249,423$ $456,507$ Finance cost $(285,150)$ $(343,450)$ $(628,600)$	Depreciation and amortisation	(357,678)	(455,574)	(813,252)
Finance cost       (4,879)       (6,215)       (11,094)         Profit before taxation       650,553         6 months ended 30 June       650,553         2022       N'000       N'000         Revenue       19,871,815       23,934,658       43,806,473         Depreciation and amortisation       (572,895)       (690,024)       (1,262,919)         Segmental operating profit       1,429,335       1,721,566       3,150,901         Finance income       207,084       249,423       456,507         Finance cost       (285,150)       (343,450)       (628,600)	<b>e i ei</b>	131,026	166,888	297,915
Profit before taxation       650,553         6 months ended 30 June       N'000       N'000         2022       N'000       N'000       N'000         Revenue       19,871,815       23,934,658       43,806,473         Depreciation and amortisation       (572,895)       (690,024)       (1,262,919)         Segmental operating profit       1,429,335       1,721,566       3,150,901         Finance income       207,084       249,423       456,507         Finance cost       (285,150)       (343,450)       (628,600)	Finance income		215,332	463,871
6 months ended 30 June 2022N'000N'000N'000Revenue19,871,81523,934,65843,806,473Depreciation and amortisation(572,895)(690,024)(1,262,919)Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)		(4,879)	(6,215)	(11,094)
2022N'000N'000N'000Revenue19,871,81523,934,65843,806,473Depreciation and amortisation(572,895)(690,024)(1,262,919)Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)	Profit before taxation			650,553
2022N'000N'000N'000Revenue19,871,81523,934,65843,806,473Depreciation and amortisation(572,895)(690,024)(1,262,919)Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)	6 months ended 30 June			
Depreciation and amortisation(572,895)(690,024)(1,262,919)Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)	-	<b>N'000</b>	N'000	<b>N'000</b>
Depreciation and amortisation(572,895)(690,024)(1,262,919)Segmental operating profit1,429,3351,721,5663,150,901Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)	Revenue	19,871,815	23,934,658	43,806,473
Finance income207,084249,423456,507Finance cost(285,150)(343,450)(628,600)	Depreciation and amortisation	(572,895)	(690,024)	(1,262,919)
Finance cost (285,150) (343,450) (628,600)	Segmental operating profit	1,429,335	1,721,566	3,150,901
		207,084	249,423	
Profit before taxation 2,978,808	Finance cost	(285,150)	(343,450)	(628,600)
	Profit before taxation			2,978,808

6 months ended 30 June			
2021	<b>N'000</b>	N'000	N'000
Revenue	14,242,234	18,178,764	32,420,998
Depreciation and amortisation	(646,223)	(824,838)	(1,471,061)
Segmental operating profit	11,493	14,670	26,163
Finance income	285,829	364,832	650,661
Finance cost	(19,972)	(25,493)	(45,465)
Profit before taxation			434,120
Turnover over by geographical loca	tion		
	Domestic	Export	

	(within	(outside	
	Nigeria)	Nigeria)	Total
	N'000	N'000	N'000
3 Months ended 30 June 2022	22,861,586	384,428	23,246,014
3 Months ended 30 June 2021	16,234,078	104,565	16,338,643
6 Months ended 30 June 2022	43,099,600	706,873	43,806,473
6 Months ended 30 June 2021	32,218,502	202,496	32,420,998

The Company recognises revenue at a point in time when it transfers control over a product or service to a customer.

The Company has 80 key distributors, and one key distributor accounted for more than 10% of the Company's revenue.

### 8. Marketing and administrative expenses

9.

	2022 N'000	2021 N'000
Brand and marketing Overheads	2,972,532 4,758,189	2,470,496 3,299,578
Service Fees	1,153,394	943,186
	8,884,115	6,713,260
Other income		
	2022 N'000	2021 N'000
Transitional Service Agreement income (9(i))	66,659 66,659	
	00,059	-

**9(i)** Subsequent to the disposal of the Tea business in October 2021, Unilever entered into a Transitional Service Agreement ("the Agreement") with the new owner, Unilever Tea MSO Nigeria Limited. The Agreement will be in place for a period of 15 months, during which time Unilever would provide production and sales support to Unilever Tea MSO Nigeria Limited in exchange for a fee.

# 10. Finance income

		2022 N'000	2021 N'000
	Interest on call deposits and bank accounts	456,507	334,715
	Exchange difference on bank accounts	-	221,324
	Unwinding of lease liability		94,622
11.	Finance cost	456,507	650,661
		2022 N'000	2021 N'000
	Interest on third party bank loans		
	Interest on third party bank loans Exchange difference on bank accounts	N'000	
	1 0	<b>N'000</b> 122,511	

# 12. Taxation

Income tax expense is recognised based on management's estimate of the weighted average annual income tax rate expected for the period.

13. 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							
1 January 2021	950,819	433,640	12,763,789	33,215,018	1,995,587	1,288,964	50,647,817
Additions	1,622,462	-	-	-	-	-	1,622,462
Disposals	-	-	(113,448)	(6,719,278)	(145,485)	(339,229)	(7,317,440)
Transfers	(1,617,641)	-	107,105	919,218	37,263	554,055	-
Transfer between classes				366,953	(366,953)		-
Write-offs				(181,972)	(83,211)		(265,183)
At 31 December 2021	955,640	433,640	12,757,446	27,599,939	1,437,201	1,503,790	44,687,656
Additions	638,837	_	-	-	-	-	638,837
Disposals		-	(36,298)	(745,276)	(14,148)	(103,554)	(899,276)
Transfers	(569,442)	-	187,454	294,552	41,533	45,903	-
At 30 June 2022	1,025,035	433,640	12,908,603	27,149,216	1,464,587	1,446,139	44,427,217
Depreciation / impairment							
1 January 2021	-	3,190	2,758,067	18,650,036	888,691	977,230	23,277,214
Depreciation charge for the year	-	-	1,104,373	1,784,833	430,099	216,080	3,535,385
Disposals	-	-	(53, 225)	(2,507,524)	(136,657)	(338,857)	(3,036,263)
Transfer between classes	-	-	-	65,051	(65,051)		-
Write-offs	-	-	-	(1,382,941)	(82,025)		(1,464,966)
	-	3,190	3,809,215	16,609,455	1,035,057	854,453	22,311,370
Depreciation charge for the period	-	2,230	163,528	827,665	125,958	143,344	1,262,724
On disposals		-	(36,298)	(745,276)	(14,148)	(103,554)	(899,276)
At 30 June 2022		5,420	3,936,445	16,691,843	1,146,867	894,243	22,674,819
Net book value:							
At 1 January 2021	950,819	430,450	10,005,721	14,564,981	1,106,896	311,734	27,370,602
At 31 December 2021	955,640	430,450	8,948,231	10,990,484	402,143	649,338	22,376,286
At 30 June 2022	1,025,035	428,220	8,972,158	10,457,371	317,719	551,895	21,752,400

Included in building is right-of-use assets of №650 million and accumulated depreciation of №607 million related to leased properties that do not meet the definition of investment property.

## 14. Inventories

•	30 June 2022 N'000	31 December 2021 N'000
Raw and packaging materials	9,042,762	10,189,180
Work in progress	692,891	343,519
Goods in transit	-	969,957
Finished goods	3,680,167	2,180,366
Engineering spares and other inventories	947,056	1,045,428
Right to recover returned goods	227,881	227,881
Agin to recover retained goods	14,590,757	14,956,331
15. Trade and other receivables	30 June	31 December
	2022	2021
	N'000	N'000
Trade receivables: gross	4,730,080	5,769,679
Less: rebate accruals	(800,748)	(1,019,156)
Less impairment	(1,208,521)	(1,284,069)
Trade receivables: net	2,720,811	3,466,454
Advances and prepayments	6,084,867	1,733,074
Cash with registrar	573,215	356,588
Interest receivable	98,008	67,585
Other receivables	967,039	259,018
Due from related parties (Note 20(iii))	8,165,092	8,964,067
Deposit for imports	384,167	145,869
	18,993,199	14,992,655

Advances and prepayments include insurance premium and advances to vendors.

# 16. Cash and cash equivalents

10. Cush and cush equivalents	30 June	31 December
	2022	2021
	N'000	N'000
Cash at bank and in hand	42,941,057	40,629,495
Fixed deposit	20,455,446	15,068,042
Cash and bank balances	63,396,503	55,697,537
17. Trade and other payables		
, it is the second s	30 June	31 December
	2022	2021
	N'000	N'000
Trade payables	13,501,223	11,205,275
Trade finance facility (Note 17(ii))	10,376,016	7,094,621
Amount due to related companies (Note 20(iii))	6,345,890	5,515,920
Dividend payable (Note 17(i))	8,964,311	6,413,241
Accrued liabilities	6,331,782	4,118,568
Accrued brand and marketing expenses	1,078,376	1,620,077
Accrued shipping and freight charges	1,678,759	1,719,901
Other payables 18	35,863	94,738
	48,312,220	37,782,341

#### 17. Trade and other payables (continued) *Other non-financial payables:* **Refund liabilities** 292,378 292,378 Minimum tax payables 38,864 222,206 Statutory deductions 1,848,048 1,264,616 118,448 Non trade payables 177,533 2,297,738 1,956,733 Total trade and other payables 50,609,958 39,739,074 30 June 31 December 2022 2021 N'000 N'000 (*i*) Dividend payable As at 1 January 6,413,241 6,468,905 Dividend declared 2,872,503 Dividend paid (321,4<u>32)</u> (55,664)As at period/ year end 8,964,312 6,413,241

(*ii*) The Company is involved in trade financing arrangements with some local banks where the banks agree to pay amounts to foreign vendors in respect of invoices owed by the Company and receives settlement from the Company at a later date. The principal purpose of the arrangement is to facilitate efficient payment processing in view of the challenges being experienced with sourcing foreign currency in the Nigerian market. The arrangement enables the Company settle its foreign obligations in a timely manner to facilitate receipt of key input materials required in the production of finished goods.

The balance due to the banks for payments made as at period end amounted to N10.3 billion (31 Decemebr 2021: N7.1 billion).

# 18. Retirement benefit obligations

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

	30 June 2022 N'000	31 December 2021 N'000
Present value of funded retirement benefit obligations Fair value of plan assets	(1,872,606) 1,424,351	(1,867,087) 1,445,796
Retirement benefit deficit	(448,255)	(421,291)
Present value of unfunded retirement benefit obligations Long service award obligations	(471,683) (392,066)	(454,713) (369,770)
Net liability in the statement of financial position	(1,312,004)	(1,245,774)

# 19. Cash flows from operating activities

19. Cush nows nom operating activities	30 June 2022	30 June 2021
	<b>N'000</b>	N'000
Profit before tax	2,978,808	434,120
Profit before tax - discontinued operations (Note 23 (a)) Adjustment for non-cash items:	-	396,281
- Depreciation of property, plant and equipment	1,262,724	1,471,061
- Amortisation of intangible assets	195	194
- Loss on disposal of property, plant and equipment	-	7,883
- Finance income	(456,507)	(334,715)
- Finance expense	75,736	45,465
- Net change in retirement benefit obligations	189,734	74,271
- Long service award obligations Changes in working capital:	41,579	27,820
- Increase in trade and other receivables	(3,948,468)	(614,282)
- Decrease in inventory	365,575	1,510,264
- Increase in trade and other payables	8,319,811	4,270,392
Cash flows generated from operating activities	8,829,187	7,288,754
20. Related party transactions		
(i) Sale of finished goods to related parties		
	30 June	30 June 2021
	2022	
	N'000	N'000
Unilever Ghana Limited	206,732	3,412
Unilever Cote D'Ivoire	500,141	94,519
	706,873	97,931
(ii) Outstanding related party balances as at:		
	30 June	<b>31 December</b>
	2022	2021
Receivables from related parties:	N'000	N'000
Unilever Cote D'Ivoire	3,188,017	2,805,030
Unilever Ghana Limited	1,806,481	1,872,003
Unilever Tea MSO Nigeria Limited Other related parties	7,267,749 6,078	8,251,230
Gross receivables	12,268,327	139,039
Less impairment		13,067,303
Amount due from related companies (Note 15 (i))	(4,103,235)	(4,103,235)
Amount que nom related companies (note 15 (1))	8,165,092	8,964,068

	30 June 2022		31 December 2021
	N'000		N'000
Payables to related parties:			
Unilever UK Plc	5,328,619		4,606,027
Unilever Asia Private	60,705		189,837
Unilever Cote D'Ivoire	476,351		435,936
Unilever Ghana Limited	228,255		152,604
Other related parties	251,960		131,515
Amount due to related companies per note 17	6,345,890	-	5,515,919
Unilever Overseas Holding (Dividend payable)	4,814,959		2,796,534
Total amount due to related parties	11,160,848		8,312,454
21. Share capital and share premium			
	Number of ordinary shares (thousands)	Ordinary shares N'000	Share premium N'000
Balance as at 31 December 2021 and 30 June 2022	5,745,005	2,872,503	56,812,810
Bulance as at 31 December 2021 and 30 bulle 2022	5,/45,005	2,0/2,003	50,012,010

The authorised number of ordinary shares is 10,000,000 (2021: 10,000,000,000) with a par value of 50kobo per share. Of these, 5,745,005,417 (2021: 5,745,005,417) ordinary shares have been issued and fully paid.

#### (a) Shareholding Pattern as at 30 June, 2022

	Number of	Percentage
	Ordinary	
Shareholders	Shares	Holdings
Unilever Overseas	4,364,161,812	75.96
Stanbic Nominees Limited	252,259,044	4.39
Free float	1,128,584,561	19.64
Total	5,745,005,417	100.00
Total Free Float	1,380,843,605	24.04

# **Compliance with Free float Requirements**

Unilever Nigeria Plc. as at 30 June, 2022 is compliant with the Free float requirement for the Main Board of the Nigerian Stock Exchange.

# 22. Assets held for sale

During the year, management committed to a plan to sell part of its manufacturing facility within the Home and Personal Care segment. Accordingly, part of that facility is presented as assets held for sale at the carrying amount of N262 million. Efforts to sell the disposal group have reached an advance stage and sale is expected by September 2022.

# 23. Discontinued Operations

On 1 October 2021, Unilever Nigeria Plc concluded the sale of its Global Tea Business. In line with the Unilever Group's directive, the Company committed to a plan to sell this business since its announcement on 23 July 2020.

The Tea business was not previously classified as Held for Sale or as a discontinued operation. The comparative statement of profit or loss and OCI has been re-presented to show the discontinued operation separately from continuing operations.

a	Results of discontinued operation	30 June 2021
	Income Statement	<del>N</del> '000
	Turnover	6,729,417
	Cost of sales	(5,071,453)
	Gross Profit	1,657,964
	Selling and Distribution expenses	(206,922)
	Marketing and administrative expenses	(1,054,761)
	Profit Before tax	396,281
	Taxation	(118,884)
	Profit for the year from discontinued operations	277,397

The numbers reflect the results of the Tea business from the beginning of 2021 to 30 June 2021.

The profit from the discontinued operation is attributable entirely to the owners of the Company.