



UNILEVER NEPAL LIMITED

**Unilever Nepal Limited****Statement of Financial Position As at 30th Chaitra 2080 (Unaudited)**

(NRs In Lakhs)

Particulars	3rd Qtr. 2080-81	3rd Qtr. 2079-80
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
Property, plant and equipment	15,340	14,180
Intangible assets	7	172
Right of use Assets -Lease	2,960	2,523
Deferred tax assets	323	179
<b>Total Non-Current Assets</b>	<b>18,630</b>	<b>17,054</b>
<b>Current Assets</b>		
Inventories	9,860	10,443
Trade and other receivables	12,930	16,695
Investments in Fixed Deposit	15,792	6,340
Prepayments	118	103
Cash and cash equivalents	8,714	9,801
Current Tax Assets	209	1,189
<b>Total Current Assets</b>	<b>47,622</b>	<b>44,570</b>
<b>Total Assets</b>	<b>66,252</b>	<b>61,624</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share capital	921	921
Retained earnings	42,600	37,077
<b>Total Equity</b>	<b>43,521</b>	<b>37,998</b>
<b>Liabilities</b>		
<b>Non Current Liabilities</b>		
Lease Liabilities	1,985	1,993
Provisions	15	219
<b>Total Non Current Liabilities</b>	<b>2,000</b>	<b>2,212</b>
<b>Current Liabilities</b>		
Trade and other payables	18,442	19,794
Lease Liabilities	1,253	785
Provisions	1,036	834
Current Tax Liability	-	-
<b>Total Current Liabilities</b>	<b>20,731</b>	<b>21,414</b>
<b>Total Liabilities</b>	<b>22,731</b>	<b>23,626</b>
<b>Total Equity and Liabilities</b>	<b>66,252</b>	<b>61,624</b>

Previous year's figures have been regrouped whenever necessary.

**Statement of Profit & Loss For the Quarter ended Chaitra 2080 (Unaudited)**

(NRs In Lakhs)

Particulars	3rd Qtr. 2080-81	3rd Qtr. 2079-80
Revenue from operations	19,955	19,657
Other income	732	572
<b>TOTAL INCOME</b>	<b>20,687</b>	<b>20,230</b>
<b>EXPENSES</b>		
Cost of materials consumed	8,981	9,688
Employee benefits expenses	1,527	1,461
Depreciation and amortisation expenses	719	727
Finance Cost	97	70
Other expenses	3,213	3,537
<b>TOTAL EXPENSES</b>	<b>14,538</b>	<b>15,484</b>
<b>Profit before tax</b>	<b>6,149</b>	<b>4,745</b>
Income Tax Expense	1,288	1,019
<b>Profit from continuing operations</b>	<b>4,861</b>	<b>3,726</b>
<b>Net Profit for the Quarter</b>	<b>4,861</b>	<b>3,726</b>

**Notes:**

1. 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) Third Quarter Balance Sheet and P&L Account**

Profit & Loss A/C for 3rd Quarter of 2080-81 and the corresponding Balance Sheet are attached. Data provided for the 3rd Quarter is for period Magh to Chaitra this year & comparative 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 Poush 2080 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 3rd Qtr. of Year of 2080-81 is Rs 528 (Rs 2,202 annualized) against Rs 405 (Rs 2,152 annualized) of previous year same period.

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

- Current Year (3rd Qtr.) 18.37 & Previous Year (3rd Qtr.) 11.16

**Net worth Per Share:**

- Current Year (3rd Qtr.) Rs. 3,162 & Previous Year (3rd Qtr.) Rs. 4,126.

**- Ratio of liquidity:**

- Current Year (end of 3rd Qtr.) 2.31 against of 2.08 for end of 3rd Qtr. of previous year.

**2. Analysis of Management**

a) Although the company demonstrated substantial growth in both revenue and profit in the previous fiscal year, the performance in the recent quarter has been impacted by factors such as slowdown in consumption of premium categories, and the prolonged liquidity crisis impacting distributor health along with the decreased turnover on account of price off benefit and fill back grammages.

b) Company's revenue from operation for the current quarter is Rs. 1,995 million, higher by 1.52% over the same period previous year. We are pleased to announce that despite the challenges in the macro environment & local competition, we have successfully rebounded our topline momentum from a decline to a growth in this quarter. As a strategic plan for the growth, we have taken aggressive actions to regain our competitiveness by reducing prices in skin cleansing, mass fabric solutions and filling back product in Hair and Household care to boost our consumer franchise and in turn boost volumes. However, the growing trend of individuals migrating to other countries for educational & employment opportunities remain the obstacle for the higher growth due to decreased consumption.

c) Net Profit for the current quarter is Rs. 486 million, increased by 30% over previous corresponding quarter. Our savings program has been a key driver of reducing costs and softness of commodities has further enhanced the savings in material costs.

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

Maximum Price: Rs 42,300

Minimum Price: Rs 38,300

Closing Price: Rs 40,450

Total transaction days: 60 Days

Transaction Nos.: 4,790 Shares

**5. Problems & Challenges**

The recent monetary policy reflects a prudent approach to monetary management by lowering the policy rate and deposit collection rate, while keeping stability intact through unchanged cash and statutory liquidity ratios. We anticipate a gradual improvement in the current liquidity crisis in the forthcoming quarters; however, uncertainties persist due to reduced consumer spending and material inflation. Capitalizing on the softening inflation in certain commodities, our primary focus is on passing on the benefits to consumers and regaining volume growth which has already started following in the market. We will strive to strengthen growth by increasing investments in Brand Marketing to ensure that the upcoming quarters deliver sustained, competitive, profitable, and responsible 4G growth.

**6. Corporate Governance**

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