

## UNILEVER GHANA LIMITED

### COMMENTARY ON UNAUDITED FINANCIAL RESULTS FOR THE HALF YEAR ENDED 30 JUNE 2015

#### Financial Highlights

(All amounts are expressed in thousands of Cedis)

	2015	2014
Revenue	251,831	186,824
Operating profit/(loss)	32,522	(6,319)
Profit/(loss) before tax	30,587	(7,917)
Profit/(loss) after tax	22,747	(6,522)
Operating profit/(loss) margin	12.9%	(3.4%)
Earnings per share (Annualised) GH¢	0.7279	(0.2087)

#### FINANCIAL PERFORMANCE

Revenue for the business for the half year grew by 34.8%, from GH¢186.8million to GH¢251.8million. The growth was achieved due to focus on operational excellence despite the difficult operating environment and intensive competitive pressure.

Operating profit for the half year was GH¢32.5million as against a loss of GH¢6.3million in 2014. The Company also recorded Profit after tax of GH¢22.7million as compared to a loss of GH¢6.5million 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 focussing on its strategy on operational excellence.

# Unilever Ghana Limited

## Statement of comprehensive income for the half year ended 30 June 2015

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
Revenue	251,831	186,824
Cost of sales	(175,825)	(150,133)
Gross profit	76,006	36,691
Distribution expenses	(5,417)	(4,798)
Brand & Marketing Investment expenses	(12,689)	(15,071)
Administrative expenses	(25,387)	(23,591)
Other income	9	450
Operating profit/(loss)	32,522	(6,319)
Finance income	-	3
Finance costs	(1,935)	(1,601)
Profit/(loss) before taxation	30,587	(7,917)
Taxation	(7,840)	1,395
Profit/ (loss) after tax	22,747	(6,522)
Earnings per share attributable to the equity holders of the company		
Basic Earnings per share	0.7279	(0.2087)

Unilever Ghana Limited

Unaudited Statement of financial position as at 30 June 2015

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
<b>Non-current assets</b>		
Property, plant and equipment	72,325	57,633
Intangible assets	4,998	7,412
Investment in subsidiaries	10	10
Employee Benefits	7,829	6,748
<b>Total non-current assets</b>	<b>85,162</b>	<b>71,803</b>
<b>Current assets</b>		
Inventories	60,243	57,079
Trade and other receivables	16,572	32,393
Related party receivables	81,363	60,769
Income tax	-	4,592
Cash and bank	40,521	9,057
<b>Total current assets</b>	<b>198,699</b>	<b>163,890</b>
<b>Total assets</b>	<b>283,861</b>	<b>235,693</b>
<b>Current liabilities</b>		
Trade and other payables	56,475	52,196
Related party payables	146,677	124,206
Provisions	2,121	2,542
Dividend payable	3,065	3,095
Bank overdraft	8,398	17,499
Income tax	5,514	-
<b>Total current liabilities</b>	<b>222,250</b>	<b>199,538</b>
<b>Non-current liabilities</b>		
Employee Benefits obligation	2,407	2,297
Deferred tax	4,864	7,750
<b>Total non-current liabilities</b>	<b>7,271</b>	<b>10,047</b>
<b>Total liabilities</b>	<b>229,521</b>	<b>209,585</b>
<b>Equity</b>		
Stated capital	1,200	1,200
Capital surplus account	204	204
Retained earnings	52,855	24,623
Share deals account	81	81
<b>Total equity</b>	<b>54,340</b>	<b>26,108</b>
<b>Total equity and total liabilities</b>	<b>283,861</b>	<b>235,693</b>

The financial statements do not contain untrue statements, misleading facts or omit material facts to the best of our knowledge.

Managing Director  
(Maidie E. Arkutu)

Finance Director  
(Marquez A. Miguel)



**Unaudited Statement of cash flows for the half year ended 30 June 2015**

(All amounts are expressed in thousands of Ghana cedis)

	2015	2014
<b>Cash flows from operating activities</b>		
Cash generated from operations	49,426	6,208
Interest received	-	3
Interest paid	(1,935)	(1,601)
Tax paid	(1,716)	(436)
	<u>45,775</u>	<u>4,174</u>
<b>Cash flows from investing activities</b>		
Purchases of property, plant and equipment	(12,007)	(4,909)
Purchases of Intangible assets	-	(2)
	<u>(12,007)</u>	<u>(4,911)</u>
<b>Cash flows from financing activities</b>		
Dividend paid	(3)	(36)
	<u>(3)</u>	<u>(36)</u>
<b>Net cash used in financing activities</b>		
	<u>(3)</u>	<u>(36)</u>
 Increase in cash and cash equivalents	 33,765	 (773)
Cash and cash equivalents at beginning of the year	(1,641)	(7,669)
<b>Cash and cash equivalents at the end of 30 June 2015</b>	<b>32,124</b>	<b>(8,442)</b>
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Unilever Ghana Limited

Statement of changes in equity for the half year ended 30 June 2015

(All amounts are expressed in thousands of Ghana cedis)

Half year ended 30 June 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 half year	-	-	22,747	-	22,747
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<b>Balance as at 30 June 2015</b>	<b>1,200</b>	<b>204</b>	<b>52,855</b>	<b>81</b>	<b>54,340</b>
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<b>Half year ended 30 June 2014</b>					
Balance at 1 January 2014	1,200	204	31,144	81	31,768
<b>Comprehensive income</b>					
Loss for the half year	-	-	(6,522)	-	(6,522)
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<b>Balance as at 30 June 2014</b>	<b>1,200</b>	<b>204</b>	<b>24,622</b>	<b>81</b>	<b>26,107</b>
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