

**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 2077-78 and the corresponding Balance Sheet are attached. Data provided for the 3rd Quarter is for period Magh to Chaitra 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 Chaitra 2077 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 2077-78
is Rs 349 (Rs 569 annualized) against Rs -83 (Rs 592 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.) 33.91 & Previous Year (3rd Qtr.) 32.41

Net worth Per Share:

- Current Year (3rd Qtr.) Rs. 2,666 & Previous Year (3rd Qtr.) Rs. 2,199

-Ratio of liquidity:

- Current Year (end of 3rd Qtr.) 1.70 against of 1.44 for end of 3rd Qtr. of previous year.

2) Analysis of Management

a) Company's revenue from operation for current quarter is Rs. 1,735 million, higher by 62 % over same period previous year.

Further, company's year to date revenue from operation is Rs. 4,145 million, lower by 5% over same period previous year.



- b) Net Profit for the quarter is Rs. 322 million is Higher by 521% over same period, mainly due to higher sales resulting fixed cost leverage, low TPR & favourable sales mix.

Further, Net profit for the year is Rs. 573 million which is higher by 41% of the same period. The increase in Net profit attributes to provision for doubtful debt of Rs. 225.40 million pertaining to Elida Sales provided previous year of same period.

- 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 20,800

Minimum Price: Rs 18,450

Closing Price: Rs 19,287

Total transaction days: 56 Days

Transaction Nos.: 4143 Shares

5) Problems & Challenges

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 Q3 driven by strong execution catering to sustained demand, the recent surge of covid cases 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

Unilever Nepal Limited

Statement of Financial Position as at 31st Chaitra 2077 (Unaudited)

(NPR in Lakhs)

Particulars	3rd Qtr. 2077-78	3rd Qtr. 2076-77
ASSETS		
Non-Current Assets		
Property, plant and equipment	10,462	10,875
Intangible assets	617	851
Deferred tax assets	389	390
Other Non -Current Assets	-	-
Total Non-Current Assets	11,469	12,116
Current assets		
Inventories	7,210	7,738
Trade and other receivables	9,122	12,121
Investments in Fixed Deposit	7,329	1,349
Prepayments	103	60
Cash and cash equivalents	7,990	2,808
Current Tax Assets	624	298
Total current assets	32,378	24,374
Total assets	43,848	36,490
EQUITY AND LIABILITIES		
Equity		
Share capital	921	921
Retained earnings	23,622	19,308
Total Equity	24,542	20,229
Liabilities		
Non Current Liabilities		
Deferred tax liability	-	-
Provisions	226	121
Total Non Current Liabilities	226	121
Current Liabilities		
Trade and other payables	18,216	15,345
Provisions	863	795
Current Tax Liability	-	-
Total Current Liabilities	19,079	16,140
Total Liabilities	19,305	16,261
Total Equity and Liabilities	43,848	36,490

Previous year's figures have been regrouped whenever necessary.



Amlan Mukherjee
(Managing Director)

Unilever Nepal Limited
Statement of Profit & Loss
For the Quarter ended Chaitra 2077 (Unaudited)

(Nrs In Lakhs)

Particular	3rd Qtr. 2077-78	3rd Qtr. 2076-77
Revenue from operations	17,353	10,713
Other income	81	341
TOTAL INCOME	17,434	11,054
EXPENSES		
Cost of materials consumed	8,576	5,703
Employee benefits expenses	1,124	1,183
Depreciation and amortisation expenses	297	245
Other expenses	3,282	4,914
TOTAL EXPENSES	13,278	12,045
Profit before tax	4,156	(991)
Income Tax Expense	940	(227)
Profit from continuing operations	3,216	(763)
Net Profit for the year	3,216	(763)

Previous year's figures have been regrouped whenever necessary.

Amlan Mukherjee
(Managing Director)