

Unilever Pakistan Foods Ltd

Corporate Briefing 2024





Safe Harbor Statement

- This communication may include forward-looking statements in addition to historical data. Such statements encompass words, phrases, and figures that forecast expected results based on management's current strategies and assumptions. They represent the company's views and beliefs at this moment in time.
- We do not guarantee, endorse, or warrant the completeness, accuracy, integrity, or timeliness of the information. You must assess and assume all risks associated with using any information provided here.
- The company has no obligation to update these statements, whether due to new information, future events, or otherwise, except as required by law or regulation.

Company Profile

Economic Context

Strategy in action

Financial Performance

ESG

Future Outlook

Footprint across Pakistan



1 Owned & 2 Toll Manufacturing Sites



10 Distribution Centers



200K+ outlets

Multi Category Play

Savoury

Dressings

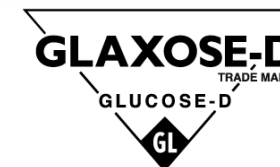
Desserts

Cooking Oil

Food Solutions

Drinks

Brands Across the Pyramid





Board Members

Mr. Sarfaraz Ahmed Rehman

Independent Director &
Chairman of the Board

Mr. Amir R. Paracha

Executive Director & Chief
Executive Officer

Mr. Muhammad Shahzad

Executive Director & Chief
Financial Officer

Ms. Asima Haq

Executive Director

Mr. Zulfiqar Monnoo

Non-Executive Director

**Mr. Muhammad Adil
Monnoo**

Non-Executive Director

Mr. Kamal Monnoo

Non-Executive Director

Mr. Asad Said Jafar

Independent Director

Mr. Khalid Mansoor

Independent Director

Mr. Ali Tariq

Non-Executive Director

3 Independent Directors | 4 Non-Executive Directors | 1 Female Director

A Decade of Sustainable and Profitable Growth

Turnover

5X

Rs. 34.6Bn (2023) vs Rs. 7Bn (2013)

EPS

9X

Rs. 1,530 (2023) vs Rs. 163 (2013)

** Period from 2013 to 2023*

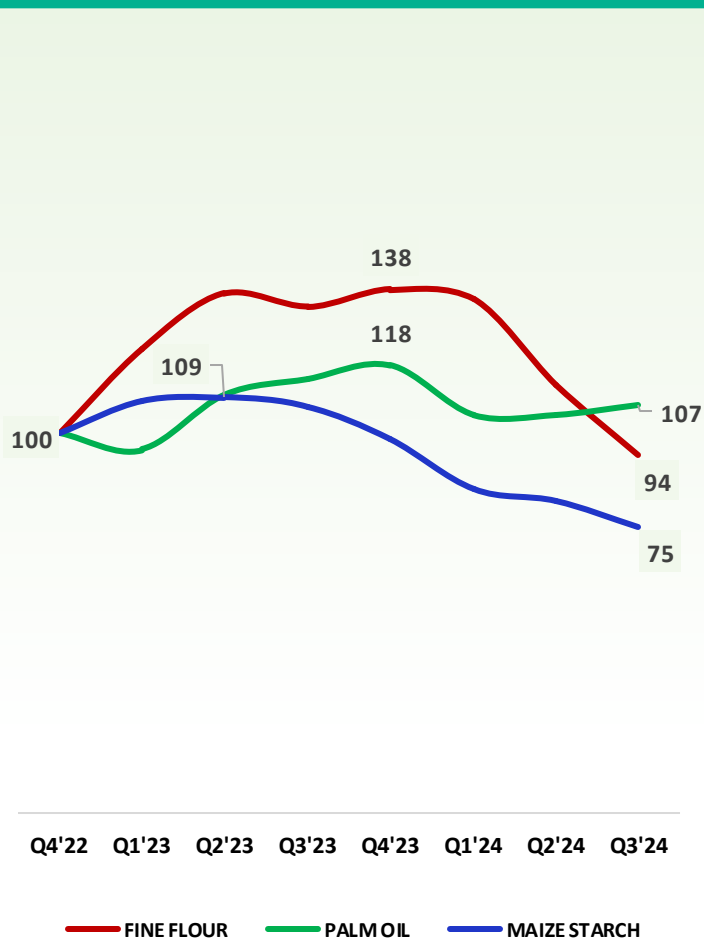
Economic Context



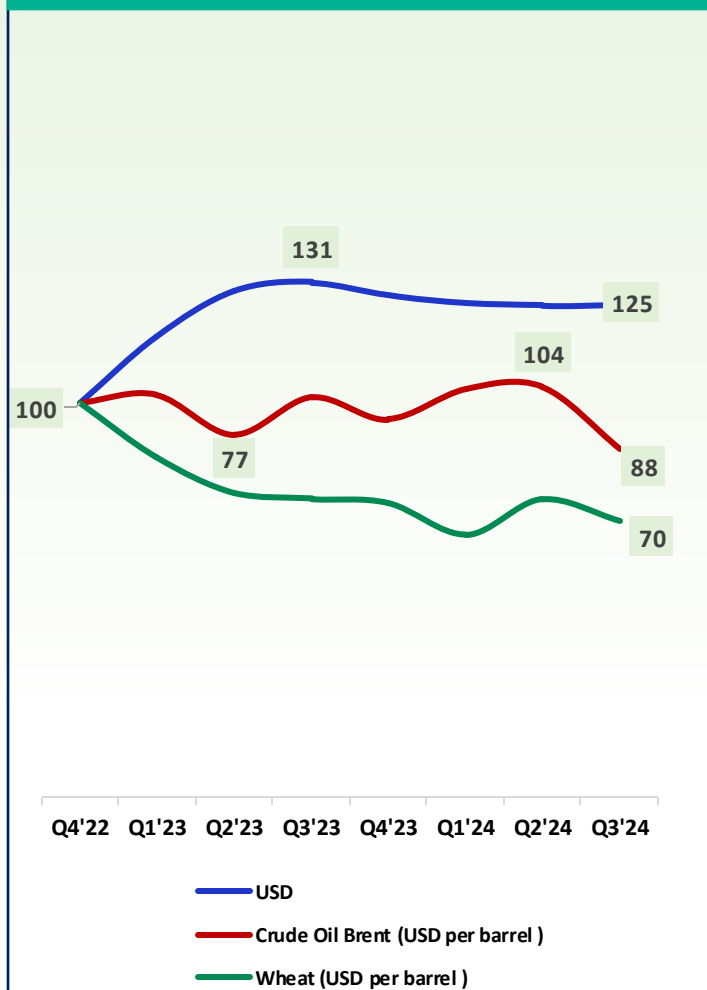


INFLATION TAPERING DOWN

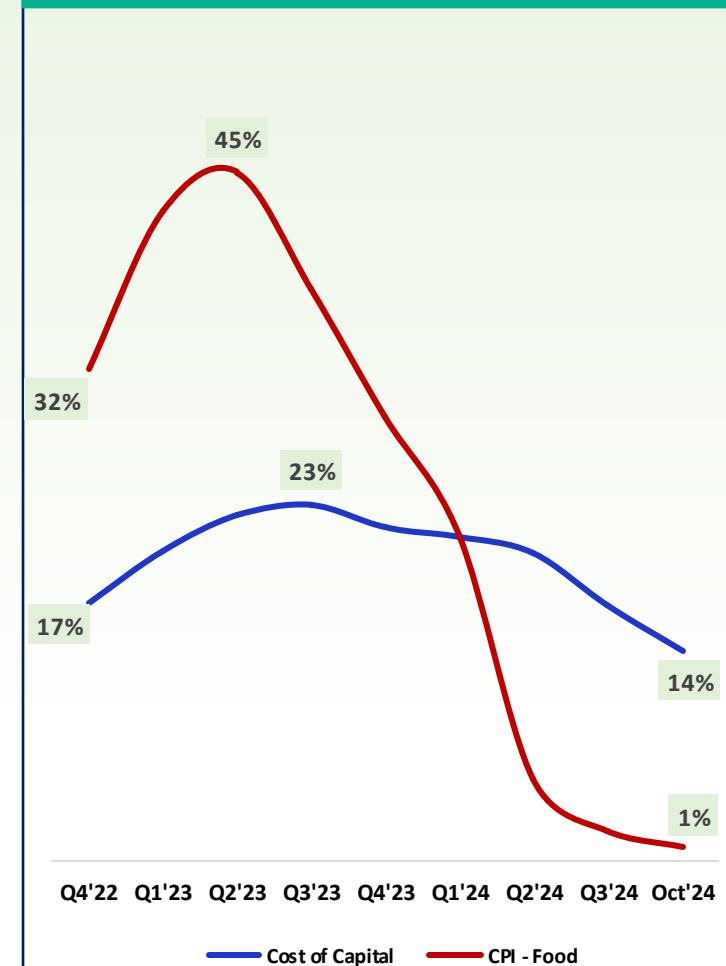
Raw Materials *



Commodities & Forex *



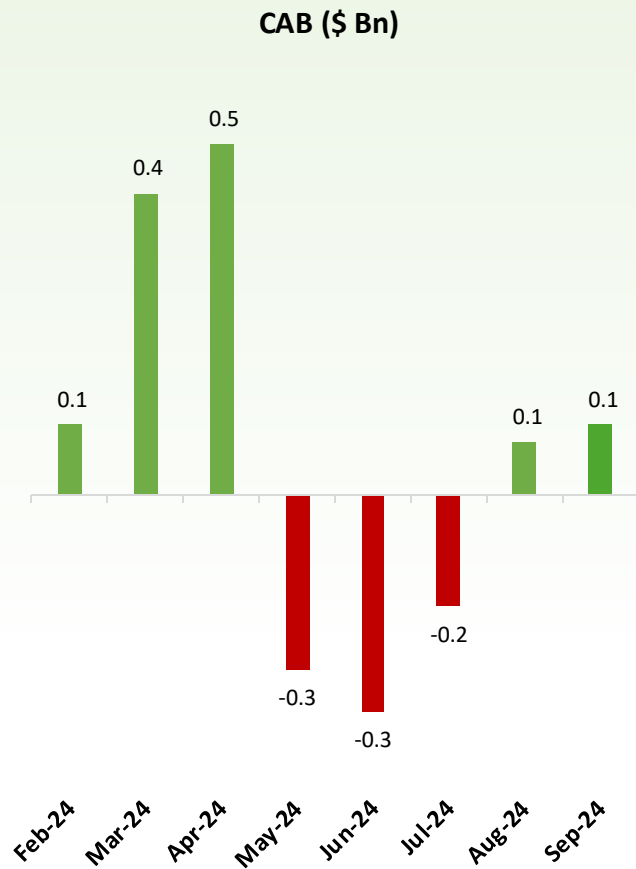
Kibor & Food Inflation *



*Prices have been indexed with Q4'22 as base.

** CPI data as per PBS publication.

Surplus in current account



Led by Remittances

Jul-Sep 24
vs SPLY



Increase in FDI vs SPLY



Following up on the acquisition of a 40% stake in Gas & Oil Pakistan Ltd., Aramco launched its first branded gas station in Lahore in Oct '24



BYD is building a plant in Karachi in partnership with Mega Motors, The plant is expected to be completed in 2026 and will be Pakistan's first NEV assembly plant

STRATEGY IN ACTION



Make Knorr Mini Meals relevant again while building a broad-based business

More From Core

Holistic Superiority On
Chatt Patta

Superior Product , Price &
Proposition



PKR 30 @ 31.5Gm

Provide Access &
Preimmunization

Create a Portfolio for 2
Speed Economy



PKR 150 @ 102Gm



PKR 350 @ 133Gm

Be Market Makers

Sustain Growth

Drive Momentum on
Dressings



Thick and Creamy Tomato Ketchup

Accelerate Growth

Re-ignite Scratch Cooking
Portfolio



Chicken Cubes

Core



Thrifty 30
PKR 40 → 30

PPG 1.3 → 1.0



Mighty 50
PKR 75 → 50

61.5 → 50g

PPG 1.2 → 1.0



Jumbo
PKR 280 → 199

61.5 → 50g

PPG 1.1 → 1.0

Premium



PKR 350 @ 133g

PPG 2.63



8% Price Decrease

*PPG 1.1 → 0.98

*Basis 5 Lit Tin

ROB NRM Interventions



Full Meal
PKR 90 @ 110gm

PPG 0.82



Access packs -
Sauces

PKR 125 @ 190g PKR 150 @ 180ml



Chicken Powder

Rs.130 @ 90g

Creative Communication



Leverage Billa to Communicate Price

Owning the Season: Back to School Campaign



First ever Dedicated Back to School Campaign

Launching with digital announcers



Targeting Affinities

FINANCIAL PERFORMANCE





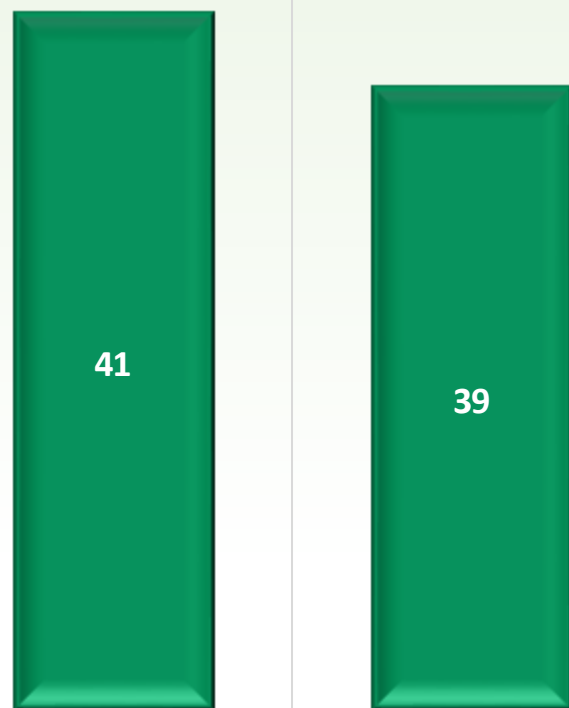
2024: Resilient performance amid challenging operating environment

Quarterly USG %	YTD Sep'24 Growth	Profitability	EPS
<p>Underlying Sales Growth</p> <p>Q1 -17.9%</p> <hr/> <p>Q2 +2.1%</p> <hr/> <p>Q3 +1.2%</p>	<p>Underlying Sales Growth</p> <p>-6.2%</p>	<p>Operating Margin</p> <p>31.4%</p> <hr/> <p>+111 bps Vs SPLY</p>	<p>PKR 852.77</p> <hr/> <p>-27.3%* Vs SPLY</p>

All figures are YTD Sept 2024

*One off impact in the base

GROSS PROFIT RATIO



2019

2024

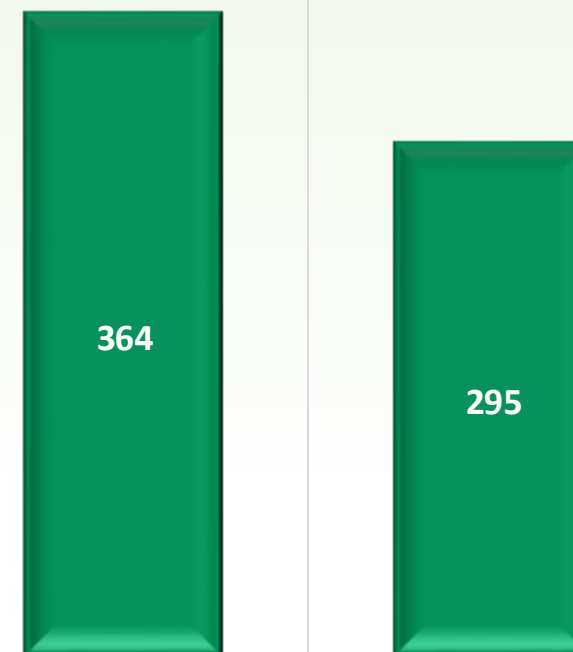
OPERATING PROFIT TO SALES RATIO



2019

2024

RETURN ON FIXED ASSETS



2019

2024

Key Investor Ratios



*Share price and PE ratio growth versus Dec'19

**EPS growth 2023 vs 2018

All the above calculations are in approximate numbers

Environmental, Social & Governance (ESG)





Climate

Net zero emissions across our value chain by 2039.

Reduce absolute operational GHG emissions (Scope 1 & 2) by 100% by 2030 from a 2015 baseline.

Reduce absolute Scope 3 energy and industrial GHG emissions* by 42% by 2030 from a 2021 baseline.

Reduce absolute Scope 3 forest, land and agriculture (FLAG) GHG emissions** by 30.3% by 2030 from a 2021 baseline.



Nature

Resilient and regenerative natural and agricultural ecosystems.

95% volume of key crops to be verified as sustainably sourced by 2030.

Implement Regenerative Agriculture practices on 1 million hectares of agricultural land by 2030.

Help protect and restore 1 million hectares of natural ecosystems by 2030.

Maintain no deforestation across our primary deforestation-linked commodities.

Implement water stewardship programmes in 100 locations in water-stressed areas by 2030.



Plastics

An end to plastic pollution through reduction, circulation and collaboration.

Reduce our virgin plastic footprint – by 30% by 2026, and 40% by 2028, from a 2019 baseline.

100% of our plastic packaging to be reusable, recyclable or compostable – by 2030 (for rigids) and 2035 (for flexibles).

Use 25% recycled plastic in our packaging by 2025.

Collect and process more plastic packaging than we sell by 2025.



Livelihoods

A decent livelihood for people in our value chain, including by earning a living wage.

Help 250,000 smallholder farmers in our supply chain access livelihoods programmes by 2026.

Suppliers representing 50% of our procurement spend to sign the Living Wage Promise by 2026.

Help 2.5 million SMEs in our retail value chain grow their business by 2026.

FUTURE OUTLOOK



CHALLENGES AND NEW PROSPECTS

OUR STRATEGY IS WELL POISED TO DELIVER SUSTAINABLE GROWTH

Traders Protest Price Hikes



PAKISTAN

Traders Announce Countrywide Protest Against High Electricity Bills on Monday

Talent Lost Abroad Forever



PAKISTAN

2.7 Million Pakistanis Left the Country in 5 Years At a Rate of Over 1400/Day

Traders hit with levies

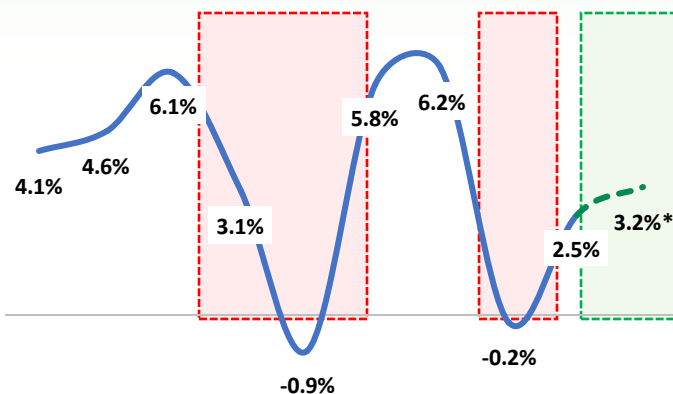


PAKISTAN

FBR Imposes Rs. 60,000 Monthly Advance Tax on Karachi Traders Under Tajir Dost Scheme

Period of economic revival (GDP)

2016 2017 2018 2019 2020 2021 2022 2023 2024 2025



*Data source: 2025 GDP forecast by IMF

Pakistan shifts to Solar

ENERGY TRANSITION

Is distributed solar energy a game changer for emerging economies?

Surprise Solar Boom in Pakistan Helps Millions, But Harms Grid

- Farms, industries, homes switch to cheaper, renewable power
- Debt-ridden generators, grid could destabilize the economy

Pakistanis on a hunt for an expense hedge

Sentiment gradually turns GREEN

Consumer confidence returns gradually

Pakistan's business confidence surges in October

FinMin vows to maintain positive momentum of macroeconomic stability

PAKISTAN

Pakistan Stock Exchange All time High! Crosses 90,000 Marks

Any Questions ?



Thank You

