

**Nestlé Nigeria Plc**

**Unaudited Financial Statements**

**for the period ended 31 March 2023**

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## Directors' and other Corporate Information

<b>Board of Directors:</b>	Mr. David Ifezulike Mr. Wassim Elhusseini (Lebanese) Mr. Sarmad Saleem (Pakistani) Mr. Ibukun-olu Ipinmoye Mr. Mauricio Alarcon (Mexican) Mr. Martin Kruegel (German) - From 01/02/2023 Mr. Ricardo Chavez (Mexican) - Up to 31/01/2023 Mr. Gbenga Oyebode Ms. Juliet Ehimuan Mrs Adebisi Lamikanra	Chairman Managing Director/Chief Executive Finance & Control Director Executive Director Non-Executive Director Non-Executive Director Independent Non-Executive Director Independent Non-Executive Director Independent Non-Executive Director
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### Company Secretary/ Legal Adviser

Mr. Bode Ayeku

**Registered Office:** 22-24 Industrial Avenue  
Ilupeju, Lagos  
Tel: 01 – 2798184, 2798188, 2790707

**Registrar:** Greenwich Registrars & Data Solutions Limited  
274 Murtala Muhammed Way  
Alagomeji, Yaba, Lagos  
Tel: 01- 5803369, 5451399, 5803367

**Independent Auditor:** Ernst & Young  
10th & 13th floors, UBA House  
57 Marina  
Lagos, Nigeria  
Tel: +234(1)6314500

<b>Members of the Audit Committee</b>	Mr. Matthew Akinlade Alhaji Kazeem Owonikoko Bello Mr. Christopher Nwaguru Mr. Gbenga Oyebode Mrs. Adebisi Lamikanra	Chairman Shareholders' Representative Shareholders' Representative Directors' Representative Directors' Representative
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## Financial Highlights

*In thousands of naira*

	<u>2023</u>	<u>2022</u>	<u>Increase/ (decrease) %</u>
Revenue	127,970,319	110,225,400	16%
Profit before income tax	24,903,313	27,851,989	-11%
Profit for the period	16,209,188	17,980,068	-10%
Declared dividend	-	-	
Share capital	396,328	396,328	0%
Total equity	46,436,780	39,273,735	18%

## Directors' Report

### 1 Financial Statements

The directors present their Unaudited financial statement on the affairs of Nestlé Nigeria Plc ("the Company") for the period ended 31 March 2023

### 2 Principal Activities

The principal activities of the Company continue to be the manufacturing, marketing and distribution of food products including purified water throughout the country. The Company also exports some of its products to other countries within and outside Africa.

### 3 Operating Results

The following is a summary of the Company's operating results:

	2023	2022
	N'000	N'000
Revenue	127,970,319	110,225,400
Results from operating activities	28,652,723	26,402,653
Profit before income tax	24,903,313	27,851,989
Profit for the period	16,209,188	17,980,068
Total comprehensive income for the period	16,209,188	17,980,068

### 4 Directors and Their Interests

(a) The directors who served during the period and their interests in the shares of the Company at the year end were as follows:

		Interest in the Ordinary Shares of the Company	
		2023	2022
Mr. David Ifezulike	- Chairman	56,255	56,255
Mr. Wassim Elhousseini (Lebanese)	- MD/CEO	Nil	Nil
Mr. Sarmad Saleem (Paskitani)		Nil	Nil
Mr Ibukun-olu Ipinmoye		2,328*	2,328*
Mr. Mauricio Alarcon (Mexican)		Nil	Nil
Mr. Ricardo Chavez (Mexican)	Up to 31/01/2023	Nil	Nil
Mr. Martin Kruegel (German)	From 01/02/2023	Nil	Nil
Mr. Gbenga Oyebode		Nil	Nil
Ms. Juliet Ehimuan		2,146	2,146
Mrs Adebisi Lamikanra		Nil	Nil

\*Out of the 2,328 shares of Nestle Nigeria Plc held by Mr. Ibukun-olu Ipinmoye, 2,250 shares are managed on his behalf by FBN

- (b) Mr. Gbenga Oyebode is the Chairman of CFAO Nigeria Plc, one of our vehicle suppliers. Mrs. Adebisi Lamikanra is a director of Standard Chartered Bank, one of our bankers. In accordance with Section 303 of the Companies and Allied Matters Act of Nigeria, they have notified the Company of their position with CFAO Nigeria Plc and Standard Chartered Bank respectively.
- (c) No share options were granted to the directors by Nestlé Nigeria Plc. However, Nestlé S. A., the ultimate parent company has a share based payment scheme offered to certain key management personnel including certain directors of the Company.

## Directors' Report-Continued

### 5 Analysis of Shareholdings

			Number of shareholders	%	Number of shares	%
1	-	5,000	27,590	90.03	21,037,669	2.65
5,001	-	10,000	1,531	5.00	10,465,718	1.32
10,001	-	50,000	1,214	3.96	24,281,378	3.06
50,001	-	100,000	125	0.41	8,742,636	1.10
100,001	-	500,000	124	0.40	25,151,113	3.17
500,001	-	1,000,000	27	0.09	19,462,058	2.46
1,000,001	-	5,000,000	28	0.09	60,232,031	7.60
5,000,001	-	10,000,000	4	0.01	27,944,373	3.53
10,000,001	-	50,000,000	1	0.01	34,352,233	4.33
			30,644	100.00	231,669,209	29.22
Nestlé S.A, Switzerland *			1	0.00	36,427,586	4.60
Societe Des Produits Nestle S.A			1	0.00	524,559,457	66.18
			30,646	100	792,656,252	100

\* Apart from Societe Des Produits Nestlé S.A, Switzerland with 524,559,457 ordinary shares (representing 66.18%) and ZPC/SIPML RSA FUND of 5.18%, no other shareholder held 5% or more of the paid-up capital of the Company as at 31 March 2023.

\*\* We hereby confirm that the free float of the Company is in compliance with The Nigerian Exchange Group's free float requirements of the Main Board on which Nestle Nigeria Plc is listed.

### 6 Property, plant and equipment

Information relating to changes in property, plant and equipment is disclosed in Note 9 to the financial statements. In the opinion of the Directors, the market value of the Company's property, plant and equipment is not less than the carrying value shown in the financial statements.

### 7 Donations

In compliance with Section 43(2) of the Companies and Allied Matters Act of Nigeria, the Company did not make any donation or gift to any political party, political association or for any political purpose during the period.

In addition to the above mentioned donations, the Company continued with its strong focus on creating shared values initiatives. Nestlé Nigeria invested in technical and employability skills building for youth and in building the capacity of farmers to increase their productivity and income. The Company also worked alongside partners to improve the household nutrition of local farmers through trainings in grain quality improvement and food transformation/preservation techniques.

## Directors' Report-Continued

### 8 Nestlé Nigeria Trust (CPFA) Limited (“NNTL”)

Nestlé Nigeria Trust (CPFA) Limited (“NNTL”) previously called Nestlé Nigeria Provident Fund Limited, was incorporated by the Company and is a duly registered Closed Pension Fund Administrator whose sole activity is the administration of the pension and defined contribution gratuity scheme for employees of Nestlé Nigeria Plc.

### 9 Local Sourcing of Raw Materials

On a continuing basis, the Company explores the use of local raw materials in its production processes and has successfully introduced the use of locally produced items such as soya bean, maize, cocoa, palm olein and sorghum, Cassava and corn starch in a number of its products.

### 10 Major Distributors

The Company's products are distributed through various distributors that are spread across the whole country.

### 11 Suppliers

The Company procures all of its raw materials on a commercial basis from overseas and local suppliers. Amongst the overseas suppliers are companies in the Nestlé Group.

### 12 General Licence Agreement

The Company has a general licence agreement with Societe des Produits Nestlé S.A., Switzerland. Under the agreement, technological, scientific and professional assistance are provided for the manufacture, marketing, quality control and packaging of the Company's products, development of new products and training of personnel abroad. Access is also provided to the use of patents, brands, inventions and know-how.

The Company obtained the approval of the National Office for Technology Acquisition and Promotion (NOTAP) with certificate No. CR 007459 for the remittance of General Licence Fees to Societe des Produits Nestlé S.A., Switzerland. The approval is for a period of three (3) years with effect from 1st January 2021 to 31st December 2023.

### 13 Acquisition of Own Shares

The Company did not purchase any of its own shares during the year.

### 14 Employment and Employees

#### (a) Employment of physically challenged persons:

It is the policy of the Company that there is no discrimination in considering applications for employment including those of physically challenged persons. The Company had 12 (2022: 12) physically challenged persons in its employment as at 31 March 2023.

All employees whether physically challenged or not are given equal opportunities to develop their expertise and knowledge and qualify for promotion in furtherance of their careers. In the event of members of staff becoming physically challenged, every effort is made to ensure that their employment with the Company continues and that appropriate training is arranged. It is the policy of the Company that training, career development and promotion of physically challenged persons should, as far as possible, be identical with that of other employees.

#### (b) Health and safety at work and welfare of employees:

The Company invests its resources to ensure that hygiene on its premises is of the highest standard. In this regard, the Company has, on three occasions, won the Manufacturers' Association of Nigeria's award for the best kept factory and on three occasions won the Federal Environmental Protection Agency's environmental performance award as the most environment-friendly company in Nigeria.

The Company operates its own clinics which provide quick health care to its employees. In pursuit of efforts to improve health infrastructure and enhance the quality of care for the employees, the company has built an ultra modern clinic at Agbara factory. The clinic which is fully equipped with state-of-the-art medical facilities consists of three consulting rooms, one pharmacy, one laboratory and two observation rooms, amongst others.

The modernization of the medical facilities by the Company is in line with Nestlé Corporate Business principles of promoting safe and healthy work environment for the employee.

The Company caters for the recreational needs of its employees by providing them with a wellness center and other games facilities such as Table Tennis, Draughts, etc. Lunch is provided free to staff in the Company's canteen.

### Directors' Report-Continued

(c) **Employees involvement and training:**

The Company places considerable value on the involvement of its employees and has continued the practice of keeping them informed on matters affecting them as employees and on various factors affecting the performance of the Company. Employee representatives are consulted regularly on a wide range of matters affecting their current and future interests.

Circulars and newsletters on significant corporate issues are published. Regular briefing sessions are also held at corporate and operational levels to enhance exchange of information.

Management, professional and technical expertise are the Company's major assets. The Company continues to invest in developing such skills. The Company has in-house training facilities, complemented, when and where necessary, with external and overseas training for its employees. This has broadened opportunities for career development within the organisation.

The Nestlé Technical Training Center (TTC) is a multi-skill engineering training program which runs for a period of 18 months. The content of the course is based on the syllabus of City and Guilds of London Technicians Examinations Certificates in Engineering, one of the world's leading vocational education organizations.

The total number of those who have so far completed the programme in our Technical Trainee Centers in Agbara and Abaji factories from 2013 till date is one hundred and thirty-nine (139). The cost of the training for the eight (8) sets of graduates was fully paid by our Company.

To empower the trainees with relevant skills, the top five (5) students in the scheme were taken to Switzerland for further training within the Group's factories. We are pleased to inform you that the sets of TTC graduates that completed their 18 months program in 2021 recorded outstanding results despite the impact of COVID-19. The best graduating trainee had 33 distinctions from City and Guilds examinations from levels 3 to 5. The latest batch of graduates of the scheme in Agbara factory (20 Trainees) completed their 18 months program in August 2022 and recorded outstanding result. The best graduating trainee had 29 distinctions from City and Guild examinations from levels 3 to 5.

To reduce unemployment, a total of one hundred and thirty-one (131) graduates were given employment by our Company. The other eight (8) graduates are in full time employment with other organizations. The breakdown of the beneficiaries of the TTC is as follows:

BATCH NO.	YEAR OF GRADUATION	SITE	NO. ADMITTED	NO. OF GRADUATES	NO. EMPLOYED BY NESTLE	NO. EMPLOYED BY EXTERNAL PARTY
1	2013	AGBARA	16	13	9	4
2	2015		16	14	12	2
3	2017		20	20	20	0
4	2019		20	20	20	0
5	2021		20	20	20	0
6	2022		20	20	19	1
<b>Total</b>			<b>112</b>	<b>107</b>	<b>100</b>	<b>7</b>
1	2019	ABAJI	12	12	11	1
2	2021		20	20	20	0
<b>Total</b>			<b>32</b>	<b>32</b>	<b>31</b>	<b>1</b>
<b>GRAND TOTAL</b>			<b>144</b>	<b>139</b>	<b>131</b>	<b>8</b>

The success of the TTC in our Agbara and Abaji factories has encouraged us to establish the TTC model in our Flowergate factory in Sagamu which was commissioned on 10 February, 2023.

### 15 Nomination, Governance and Remuneration Committee

#### Composition of Board Committees

The Nomination, Governance and Remuneration Committee is made up of three (3) directors appointed to make recommendations on the structure and composition of the Board and its Committees; governance issues and to submit proposals on the salaries of executive directors to the Board for approval. The members of the Committee are Mr. Mauricio Alarcon, Mr. Ricardo Chavez (up to 31 January 2023), Mr. Martin Kruegel (from 1 February 2023) and Mr. Gbenga Oyeboode.



## Directors' Report-Continued

### 16 Audit Committee

In accordance with section 404 of the Companies and Allied Matters Act of Nigeria 2020, members of the audit committee of the Company were elected at the Annual General Meeting held on 29 June 2022. Members that served on the audit committee during the year comprise:

Mr. Matthew Akinlade (Chairman)	Shareholders' Representative
Alhaji Kazeem Owonikoko Bello	Shareholders' Representative
Mr. Christopher Nwaguru	Shareholders' Representative
Mr. Gbenga Oyebode	Directors' Representative
Mrs. Adebisi Lamikanra	Directors' Representative

### 17 Board Audit and Risk Management Committee

The Committee is to assist the Board in its oversight of audit, risk profile, risk management framework and the risk reward strategy. The Committee is to carry out periodic review of changes in the economic and business environment, including emerging trends and other factors relevant to the Company's risk profile. The members of the Committee are Mr. Oyebode, Ms. Juliet Ehimuan and Mrs. Adebisi Lamikanra.

### 18 Effectiveness of Internal Control System

The Board is responsible for maintaining a sound system of internal control to safeguard shareholders' investment and the assets of the Company. The system of internal control is to provide reasonable assurance against material misstatement, prevent and detect fraud and other irregularities.

There is an effective internal control and audit function within the Company which gives reasonable assurance against any material misstatement or loss. The responsibilities include oversight functions of internal audit and control risk assessment and compliance, continuity and contingency planning, and formalisation and improvement of the Company's business processes.

### 19 Disclosures

#### a) Risk Management and Compliance System

The directors are responsible for the total process of risk management as well as expressing their opinion on the effectiveness of the process. The risk management framework is integrated into the day-to-day operations of the business and provides guidelines and standards for administering the acceptance and on-going management of key risks such as operational, reputational, financial, market, technology and compliance risk. The directors are of the view that effective internal audit function exists in the Company and that risk management control and compliance systems are operating efficiently and effectively in all respects.

The Company has a structured Risk Management process in place and undertakes at least annually a thorough Risk Assessment covering all aspects of the business. The Risk Assessment is based on the two criteria "Business Impact" and "Likelihood of Occurrence". For every identified Business risk, mitigating measures are implemented by the Company.

## Directors' Report-Continued

### b) Sustainability Initiatives

The Company pays adequate attention to the interest of its stakeholders such as its employees, host community, the consumers and the general public. Also, the Company is sensitive to Nigerian's social and cultural diversity and promotes as much as possible national interests as well as national ethos and values without compromising global aspirations where applicable. The Company has a culture of integrity and zero tolerance to corruption and corrupt practices.

### c) Related Party Transactions

The Company has contractual relationship with related companies in the ordinary course of business. In addition, the Company (and other operating companies of Nestlé in Central and West Africa) executed a Shared Services Agreement with Nestlé Central and West Africa Limited. The purpose of the agreement is to ensure the provision of common operational shared services to all members of the Nestlé Group of companies operating within the Central and West Africa Region, which each member company had previously provided to itself on standalone basis with the attendant duplication of functions, resources and costs. The allocation of the costs to each company is based on Activity Based Costing.

## 20 Report on Social, Ethical, Safety, Health and Environmental Policies and Practices

### Corporate Business Principles

Nestlé is a principle-based company, the Nestlé Corporate Business Principles (NCBP) form the foundation of all we do. NCBP consists of ten principles these are:

Consumers			Human Rights & Labour Practices	Our People		Suppliers and Customers		The Environment	
1	2	3	4	5	6	7	8	9	10
Nutrition, Health and Wellness	Quality assurance and product safety	Consumer Communication	Human Rights & Labour Practices in our business activities	Leadership and personal responsibility	Safety and health at work	Suppliers and Customers relations	Agriculture and rural development	Environmental sustainability	Water

### (a) Nutrition, Health and Wellness

We encourage Health and Wellness of our employees via Work-Life Balance, provision of gym and other recreational facilities on our premises, provision of baby room, extended maternity leave that is not annual leave consuming and paternity leave.

### (b) Quality Assurance and Product Safety

Everywhere in the world, the Nestlé name guarantees to the consumer that the product is safe and of high standard.

### (c) Consumer Communication

We are committed to responsible, reliable consumer communication that empowers consumers to exercise their right to informed choice and promotes healthier diets. We respect consumer privacy.

### (d) Human Rights in Our Business Activities

We fully support the United Nations Global Compact's (UNGC) guiding principles on human rights and labour and aim to provide an example of good human rights and labour practices throughout our business activities.

## Directors' Report-Continued

### (e) Leadership and Personal Responsibility

Our success is based on our people. We treat each other with respect and dignity and expect everyone to promote a sense of personal responsibility. We recruit competent and motivated people who respect our values. We provide equal opportunities for our employees' development and advancement. We protect our employees' privacy and do not tolerate any form of harassment or discrimination.

The long-term success of the Company depends on its capacity to attract, retain and develop employees able to ensure its growth on a continuing basis. We provide equal opportunity in our resourcing drive. The Nestlé policy is to hire staff with personal attitudes and professional skills enabling them to develop a long-term relationship with the Company.

### (f) Safety and Health at Work

We are committed to preventing accidents, injuries and illness related to work, and to protect employees, contractors and others involved along the value chain. We recognise and require that everyone plays an active role in providing a safe and healthy environment, and promote awareness and knowledge of safety and health to employees, contractors and other people related to or impacted by our business activities by setting high standards.

We have Clinics in our Factories, Distribution Centre and Head Office. The Clinics at the factories operate 24 hours service. Also we have Hospitals listed on retainer basis with the company for our employees and their family use. Efforts are being made by the Management and the Safety, Health and Environment Officers at the various sites to avoid industrial accidents through increased training on safety to both staff and contractors. The target of the Company is to ensure that there is no major accident.

We provide basic HIV/AIDS training to our employees. Also, we provide training and basic information to staff on prevention and treatment of serious diseases. On periodic basis, we invite medical experts and health institutions to make available free screening exercise to enable employees know their status in respect of serious diseases and provide the treatment required. We do not discriminate against or disengage any employee on the basis of his or her HIV/AIDS status. The Company makes the above facilities available to staff through the retained clinics.

### (g) Supplier and Customer Relations

We require our suppliers, agents, subcontractors and their employees to demonstrate honesty, integrity and fairness, and to adhere to our non-negotiable standards. In the same way, we are committed to our own customers.

### (h) Agriculture and rural development

We contribute to improvements in agricultural production, the social and economic status of farmers, rural communities and in production systems to make them more environmentally sustainable.

### (i) Environmental sustainability

We commit ourselves to environmentally sustainable business practices. At all stages of the product life cycle, we strive to use natural resources efficiently, favour the use of sustainably-managed renewable resources and target zero waste.

We invest continuously to improve our environmental performance. The Nestlé Policy on Environmental Sustainability incorporates the United Nations Global Compact's three guiding principles on environment (Principle 7 on support for precautionary approach to environmental challenges; Principle 8 on the need to undertake initiatives to promote environmental responsibility and Principle 9 on the need to encourage the development and diffusion of environmentally friendly technologies). Our four priority areas are: water, agricultural raw materials, manufacturing and distribution of our products and packaging. We implement our policy through the Nestlé Environmental Management System. We believe that environmental performance is a shared responsibility and requires the cooperation of all parts of society. We are determined to always provide leadership within our sphere of influence.

### (j) Water

We are committed to the sustainable use of water and continuous improvement in water management. We recognise that the world faces a growing water challenge and that responsible management of the world's resources by all water users is an absolute necessity.

### (k) Number, diversity, training initiatives and development of employees

As at 31 March 2023, the staff strength of the Company was 2,322 (2022: 2320). Our employees are made up of male and female from different parts of the country. Every employee is given equal opportunity for promotion purely on the basis of merit. We provide both experienced based learning and classroom trainings in Nigeria and overseas. Presently, we have 30 (2022: 23) of our staff on overseas' assignments in Ghana, Cote D' Ivoire, Cameroun, South Africa, Switzerland, Colombia and Malaysia in order to give them the required exposure to enable them take up higher responsibilities.

### (l) Bribery and corruption

We condemn any form of bribery and corruption. Our employees must never, directly or through intermediaries, offer or promise any personal or improper financial or other advantage in order to obtain or retain a business or other advantage from a third party, whether public or private. Nor must they accept any such advantage in return for any preferential treatment of a third party. Moreover, employees must refrain from any activity or behavior that could give rise to the appearance or suspicion of such conduct or the attempt thereof.

## 21 Insider Trading

The directors of the Company and senior employees who are in possession of price sensitive information are prohibited from dealing with the shares of the Company in accordance with the provisions of the Investments & Securities Act 2007 and the Listing Rules of the Nigerian Stock Exchange. As required by law, the shares held by directors are disclosed in the annual report. Our Company has securities trading policy applicable and circulated to directors, insiders, external advisers and all employees that may at any time possess any inside or material information about our Company. The securities trading policy is also available on the website of the Company.

Our Company has adopted a code of conduct regarding securities transaction by the directors on terms no less exacting than the required standard set out in the Listing Rules of the Nigerian Stock Exchange. The Company has made specific enquiry of all directors whether they have complied with the required standard set out in the listing rules and the Company's code of conduct regarding securities transactions by directors and the Company is not aware of any non-compliance.

BY ORDER OF THE BOARD



Bode Ayeku, FCIS  
Company Secretary/Legal Adviser  
*FRC/2012/NBA/00000000637*  
22-24, Industrial Avenue  
Ilupeju,  
Lagos.

## Statement of Directors' Responsibilities in relation to the preparation of the financial statements

The Directors of **Nestlé Nigeria Plc** are responsible for the preparation of the financial statements that give a true and fair view of the financial position of the Company as at 31 March 2023, and the results of its operations, cash flows and changes in equity for the year ended, in compliance with International Financial Reporting Standards ("IFRS") and in the manner required by the Companies and Allied Matters Act of Nigeria, the Financial Reporting Council of Nigeria Act, 2011.

In preparing the financial statements, the Directors are responsible for:

- properly selecting and applying accounting policies;
- presenting information, including accounting policies, in a manner that provides relevant, reliable, comparable and understandable information;
- providing additional disclosures when compliance with the specific requirements in IFRSs are insufficient to enable users to understand the impact of particular transactions, other events and conditions on the Company's financial position and financial performance; and
- making an assessment of the Company's ability to continue as a going concern.

The Directors are responsible for:

- designing, implementing and maintaining an effective and sound system of internal controls throughout the Company;
- maintaining adequate accounting records that are sufficient to show and explain the Company's transactions and disclose with reasonable accuracy at any time the financial position of the Company, and which enable them to ensure that the financial statements of the Company comply with IFRS;
  - maintaining statutory records in compliance with the legislation of Nigeria and IFRS;
  - taking such steps as are reasonably available to them to safeguard the assets of the Company; and
  - preventing and detecting fraud and other irregularities.

### Going Concern:

The Directors have made an assessment of the Company's ability to continue as a going concern and have no reason to believe the Company will not remain a going concern in the year ahead.

The financial statements of the Company for the year ended 31 March 2023 were approved by directors on 28th April, 2023.

SIGNED ON BEHALF OF THE BOARD OF DIRECTORS BY:



\_\_\_\_\_  
**David Ifezulike**  
**(Chairman)**  
*FRC/2013/NIM/0000003355*



\_\_\_\_\_  
**Wassim Elhusseini**  
**(Managing Director)**  
*FRC/2020/003/0000022041*



\_\_\_\_\_  
**Sarmad Saleem**  
**(Finance & Control Director)**  
*FRC/2022/PRO/ANAN/001/853021*

## Statement of Profit or loss and Comprehensive Income

*In thousands of naira*

	<b>Note</b>	<b>Jan - Mar 2023</b>	<b>Jan - Mar 2022</b>
Revenue	5	127,970,319	110,225,400
Cost of sales		(76,317,227)	(66,982,527)
<b>Gross Profit</b>		<u>51,653,092</u>	<u>43,242,873</u>
Marketing and distribution expenses		(19,336,354)	(14,224,472)
Administrative expenses		(3,664,016)	(2,615,747)
<b>Results from operating activities</b>		<u>28,652,723</u>	<u>26,402,653</u>
Finance income		1,594,709	3,816,071
Finance costs		(5,344,119)	(2,366,736)
<b>Net finance income/cost</b>	6	<u>(3,749,410)</u>	<u>1,449,335</u>
<b>Profit before income tax</b>		24,903,313	27,851,989
Income tax expense	8	(8,694,124)	(9,871,920)
<b>Profit for the period</b>		<u>16,209,188</u>	<u>17,980,068</u>
<b>Other comprehensive income</b>		-	-
Other comprehensive income for the period		-	-
<b>Total comprehensive income for the period</b>		<u>16,209,188</u>	<u>17,980,068</u>
<b>Profit for the period is attributable to:</b>			
Owners of the company		<u>16,209,188</u>	<u>17,980,068</u>
<b>Total comprehensive income for the period is attributable to:</b>			
Owners of the company		<u>16,209,188</u>	<u>17,980,068</u>
<b>Earnings per share</b>		<b>N</b>	<b>N</b>
Basic earnings per share		20.45	22.68
Diluted earnings per share		<u>20.45</u>	<u>22.68</u>

The accompanying notes on pages 19 to 27 form an integral part of these financial statements.

## Statement of Financial Position

**As at 31 March 2023**

*In thousands of naira*

	<i>Note</i>	<u>Mar 2023</u>	<u>Dec 2022</u>
<b>Assets</b>			
Property, plant and equipment	9(a)	119,037,904	116,739,370
Right of use Assets	9(b)	5,051,261	4,976,420
Long term receivables	10	2,962,414	2,816,337
<b>Total non-current assets</b>		<u>127,051,578</u>	<u>124,532,126</u>
Inventories	11(a)	86,129,091	88,340,532
Right of return assets	11(c)	94,811	72,879
Trade and other receivables	12	93,197,753	82,237,026
Prepayments	13	5,380,795	1,929,038
Cash and cash equivalents	14	102,044,505	117,932,430
<b>Total current assets</b>		<u>286,846,956</u>	<u>290,511,904</u>
<b>Total assets</b>		<u><b>413,898,535</b></u>	<u><b>415,044,031</b></u>
<b>Equity</b>			
Share capital	15(a)	396,328	396,328
Share premium	15 (b)	32,262	32,262
Share based payment reserve	15 ( c)	26,494	90,127
Retained earnings		45,981,696	29,772,507
<b>Total Equity</b>		<u>46,436,780</u>	<u>30,291,224</u>
<b>Liabilities</b>			
Interest bearing loans and borrowings	19	159,856,004	147,006,556
Employee benefits	16	4,486,291	4,359,648
Lease liabilities		0	127,889
Deferred tax liabilities		14,258,908	14,854,152
<b>Total non- current liabilities</b>		<u>178,601,203</u>	<u>166,348,245</u>
Trade and other payables	17	147,595,474	166,161,861
Contract liabilities	18	16,710,036	16,548,425
Refund liabilities	11(b)	152,115	112,333
Bank Overdraft	14	-	0
Current tax liabilities		10,064,148	26,208,706
Lease liabilities		130,215	53,717
Interest bearing loans and borrowings	19	12,725,773	8,293,512
Provisions		1,482,791	1,026,008
<b>Total current liabilities</b>		<u>188,860,552</u>	<u>218,404,562</u>
<b>Total liabilities</b>		<u>367,461,755</u>	<u>384,752,807</u>
<b>Total equity and liabilities</b>		<u><b>413,898,535</b></u>	<u><b>415,044,031</b></u>

THE BOARD APPROVED THE FINANCIAL STATEMENTS ON 28TH APRIL 2023



David Ifezulike  
(Chairman)  
FRC/2013/NIM/00000003355



Wassim Elhusseini  
(Managing Director)  
FRC/2020/003/00000022041



Sarmad Saleem  
(Finance & Control Director)  
FRC/2022/PRO/ANAN/001/853021

The accompanying notes on pages 19 to 27 form an integral part of these financial statements.

### Statement of Changes in Equity for the year ended 31 March 2023

#### Attributable to equity holders of the company

In thousands of naira

Note	Issued share capital	Share premium	Share based payment reserve	Retained earnings	Total equity
<b>As at 1 January 2023</b>	396,328	32,262	90,127	29,772,507	30,291,224
<b>Profit for the year</b>					
Profit for the year	-	-	-	16,209,188	16,209,188
Other comprehensive income for the year; net of taxation	-	-	-	-	-
<b>Total comprehensive income for the year; net of taxation</b>	-	-	-	16,209,188	16,209,188
<b>Transactions with owners, recorded directly in equity</b>					
Share based payment contribution	-	-	(95,497)	-	(95,497)
Share based payment recharge	-	-	31,864	-	31,864
<b>Balance as at 31 March 2023</b>	<b>396,328</b>	<b>32,262</b>	<b>26,494</b>	<b>45,981,696</b>	<b>46,436,780</b>
<b>Balance as at 1 January 2022</b>	<b>396,328</b>	<b>32,262</b>	<b>113,459</b>	<b>20,836,160</b>	<b>21,378,209</b>
<b>Profit for the year</b>					
Profit for the year	-	-	-	17,980,068	17,980,068
Other comprehensive income for the year; net of taxation	-	-	-	-	-
<b>Total comprehensive income; net of taxation</b>	-	-	-	<b>17,980,068</b>	<b>17,980,068</b>
<b>Transactions with owners, recorded directly in equity</b>					
Share based payment contribution	-	-	70,576	-	70,576
Share based payment recharge	-	-	(155,119)	-	(155,119)
<b>Balance as at 31 March 2022</b>	<b>396,328</b>	<b>32,262</b>	<b>28,917</b>	<b>38,816,228</b>	<b>39,273,735</b>

The accompanying notes to the financial statements form an integral part of these financial statements.



## Statement of Cash Flows for the year ended 31 March 2023

In thousands of naira

	Note	Mar-23	Mar-22
<b>Cash flows from operating activities</b>			
Profit for the year after tax		16,209,188	17,980,068
Adjustments to reconcile profit after tax to net cash flows from operating activities:			
Depreciation of property, plant and equipment and right of use asset	9(a)and(b)	2,718,425	2,238,208
Interest income	6	(1,594,709)	(935,261)
Net foreign exchange difference on financing-(Unrealised)	7	(385,828)	(2,870,468)
Net foreign exchange difference on others--(Unrealised)	7	733,212	(1,779,621)
Finance cost	6	5,889,172	2,366,736
Equity settled share based payment transactions		31,864	70,576
Net Service Cost for other long term employee benefits	16	237,058	217,504
(Profit) /Loss on the disposal of property, plant and equipment	7	(1,134)	68,755
Expected credit loss (write back) on trade receivable		38,809	(73,269)
Write down of inventories	11(b)	191,645	425,398
Gain on lease modification	11	151,263	-
Interest on lease		-	15,178
Income tax expense	8	8,694,124	9,871,920
		<b>32,913,090</b>	<b>27,595,724</b>
(Increase)/Decrease in long term receivables		(146,077)	212,448
Decrease/(Increase) in inventories		2,019,796	(4,681,125)
Increase in right of return assets		(21,932)	(11,270)
Increase in trade and other receivables		(10,724,543)	(11,140,413)
Increase in prepayments		(3,451,758)	(3,451,339)
(Decrease)/ Increase in trade and other payables		(19,976,989)	5,826,772
Increase/(Decrease) in contract liabilities		161,611	(2,645,051)
Increase in refund liabilities		39,782	13,421
Increase/(Decrease) in provisions		456,783	(47,482)
<b>Cash generated from operating activities</b>		<b>1,269,762</b>	<b>11,671,685</b>
Income tax paid		(25,933,070)	(21,439,393)
Other long term employee benefit paid	16	(110,415)	(94,606)
Share based payment recharge paid		(95,497)	(155,119)
<b>Net cash flows (used in)/ from operating activities</b>		<b>(24,869,219)</b>	<b>(10,017,433)</b>
<b>Cash flows from investing activities</b>			
Finance income	6	1,594,709	935,261
Proceeds from sale of property, plant and equipment	9(a)and(b)	3,546	29,808
Acquisition of property, plant and equipment and right of use assets		(4,820,473)	(2,672,639)
<b>Net cashflows used in investing activities</b>		<b>(3,222,218)</b>	<b>(1,707,570)</b>
<b>Cash flows from financing activities</b>			
Proceeds from loans obtained -- Intercompany loan		8,064,000	6,032,000
-- Bank loan		9,852,100	5,228,920
Loan repayment -- Bank loan		(5,080,857)	(3,188,490)
Lease payment		(476,678)	(395,740)
Finance cost paid		(220,514)	(358,122)
Dividends paid		-	(526,742)
<b>Net cashflows provided/(used in) by financing activities</b>		<b>12,138,051</b>	<b>6,791,826</b>
Net increase in cash and cash equivalents		(15,953,386)	(4,933,177)
Cash and cash equivalents at January 1st		117,981,705	100,515,807
Effect of exchange rate fluctuations on cash held		16,187	4,141
<b>Cash and cash equivalents at March 31</b>		<b>102,044,505</b>	<b>95,586,771</b>

The accompanying notes to the financial statements form an integral part of these financial statements.

## Notes to the financial statements

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## Notes to the financial statements

### 1 Reporting entity

Nestlé Nigeria Plc ("the Company") is a Company domiciled in Nigeria. The address of the Company's registered office is at 22-24, Industrial Avenue, Ilupeju, Lagos. The Company is listed on the Nigerian Stock Exchange.

The principal activities of the Company continue to be the manufacturing, marketing and distribution of food products including purified water throughout the country. The Company also exports some of its products to other countries within and outside Africa.

### 2 Basis of accounting

#### (a) Basis of preparation

The interim condensed financial statements for the period ended 31 March 2023 have been prepared in accordance with IAS 34 Interim Financial Reporting.

The interim condensed financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's annual financial statements as at 31 December 2022.

#### (b) Basis of measurement

The financial statements have been prepared on historical cost basis except for the following;

- Liabilities for equity-settled share-based payment arrangements
- The present value of the defined benefit obligation relating to long service awards
- Inventory at lower of cost and net realisable value

#### (c) Functional and presentation currency

These financial statements are presented in Naira, which is the Company's functional currency. All financial information presented in Naira has been rounded to the nearest thousand except where otherwise indicated.

### 3 Significant accounting policies

The accounting policies adopted in the preparation of the interim financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended 31 December 2022, except for the adoption of new standards effective as of 1 January 2023. The Company has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

## Notes to the financial statements

### 4 Operating segments

#### (a) Basis of segmentation

The Company has two reportable segments, as described below, which are the Company's strategic business units. The strategic business units offer different products and services, and are managed separately because they require different technology and marketing strategies. For each of the strategic business units, the Company's Board of Directors (BOD) review internal management reports on a quarterly basis. The following summary describes the operations in each of the Company's reportable segments:

<b>Segment</b>	<b>Description</b>
Food	This includes the production and sale of Maggi, Cerelac, Nan, Lactogen and Golden Morn.
Beverages	This includes the production and sale of Milo, Chocomilo, Nescafe, Milo ready-to-drink (RTD) and Nestlé Pure Life.

The accounting policies of the reportable segments are the same as described in Notes 3.

Information regarding the results of each reportable segment is included below. Performance is measured based on segment profit before income tax, as included in the internal management reports that are reviewed by the Company's Board of Directors. Segment profit is used to measure performance as management believes that such information is the most relevant in evaluating the results of certain segments relative to other entities that operate within these industries.

#### (b) Information about reportable segment

*In thousands of naira*

	Food		Beverage		Unallocated		Total	
	2023	2022	2023	2022	2023	2022	2023	2022
External Revenues	81,176,237	66,135,240	46,794,082	44,090,160	-		127,970,319	110,225,400
Interest revenue					1,594,709	3,816,071	1,594,709	3,816,071
Interest expense					(5,344,119)	(2,366,736)	(5,344,119)	(2,366,736)
Depreciation	(1,677,256)	(1,320,543)	(1,041,169)	(917,665)			(2,718,425)	(2,238,208)
Impairment loss							-	0
Amortisation	-	0					-	0
Reportable segment profit before income	18,767,939	15,577,565	9,884,784	10,825,088	(3,749,410)	1,449,335	24,903,313	27,851,988

## 5 Revenue

Revenue for the period which arose from sales of goods comprise:

<i>In thousands of naira</i>	<b>Mar-23</b>	<b>Mar-22</b>
Nigeria	127,713,713	108,199,444
Export	256,607	2,025,956
Total Revenue	<u>127,970,319</u>	<u>110,225,400</u>

## 6 Net finance cost

<i>In thousands of naira</i>	<b>Mar-23</b>	<b>Mar-22</b>
Interest income on bank deposits	1,594,709	935,261
Net foreign exchange gain	-	2,880,810
Finance Income	<u>1,594,709</u>	<u>3,816,071</u>
Interest expense on financial liabilities	(5,889,172)	(2,366,736)
Net foreign exchange difference	545,053	-
Finance expense	<u>(5,344,119)</u>	<u>(2,366,736)</u>
Net finance income/ cost	<u>(3,749,410)</u>	<u>1,449,335</u>

Included in interest expense on financial liabilities measured at amortised cost is interest expense on intercompany loan amounting to approximately N5.52 billion (2022: N1.84 billion) excluding the impact of foreign exchange differences.

## 7 Profit before income tax

Profit before income tax is stated after charging or (crediting):

<i>In thousands of naira</i>	<b>Note</b>	<b>Mar-23</b>	<b>Mar-22</b>
Depreciation		2,718,425	2,238,208
Personnel expenses		9,747,703	8,371,105
Loss/(profit) on property, plant and equipment disposed		(1,134)	68,755
Net foreign exchange difference on financing-(Realised)		(159,225)	20,792
Net foreign exchange difference on financing-(Unrealised)		(385,828)	(2,870,468)
* Net foreign exchange difference on others--(Realised)		2,013,275	2,554,226
* Net foreign exchange difference on others--(Unrealised)		733,212	(1,779,621)
General licence fees		5,077,967	4,280,255

\* Net financing exchange difference on others relates to the unrealised exchange difference on IG trade payables, 3rd parties trade payables and realized exchange difference on payments made during the year in foreign currency.

### Welfare and other personnel expenses

	<b>Mar-23</b>	<b>Mar-22</b>
Salaries and wages	5,204,162	4,295,139
Welfare and end of service benefit	4,543,540	4,075,966
	<u>9,747,703</u>	<u>8,371,105</u>

## 8 Taxation

### Income tax expense

The tax charge for the period has been computed after adjusting for certain items of expenditure and income, which are not deductible or chargeable for tax purposes, and comprises:

*In thousands of naira*

	<u>Mar 2023</u>	<u>Mar 2022</u>
<b>Current tax expense</b>		
Current period income tax	8,478,116	6,396,375
Current period tertiary education tax	901,874	656,776
	<u>9,379,990</u>	<u>7,053,151</u>
<b>Deferred tax (credit)/expense</b>		
Origination and reversal of temporary differences	(685,866)	2,818,769
<b>Total income tax expense</b>	<u>8,694,124</u>	<u>9,871,920</u>

**9 Property, plant and equipment (PPE)**

(a) The reconciliation of the carrying amount is as follows:

*In thousands of naira*

Note	Land and Buildings	Plant and Machinery	Motor Vehicles	Furniture and Fittings	IT Equipment	Capital Work in Progress	Total
<b>Cost</b>							
Balance at 1 January 2022	36,347,086	86,064,962	5,457,115	13,137,032	2,182,795	20,416,613	163,605,604
Additions	381,390	4,149,156	583,737	691,872	554,106	24,626,171	30,986,433
Disposals	-	(340,745)	(424,300)	(163,780)	(19,741)		(948,566)
Reclassification	1,417,126	8,713,842	137,350	931,376	133,469	(11,333,164)	
Balance at 31 December 2022	<u>38,145,602</u>	<u>98,587,215</u>	<u>5,753,902</u>	<u>14,596,500</u>	<u>2,850,630</u>	<u>33,709,620</u>	<b>193,643,472</b>
Balance at 1 January 2023	38,145,602	98,587,215	5,753,903	14,596,501	2,850,630	33,709,620	193,643,473
Additions	164,402	7,145	-	11,575	3,970	4,546,118	4,733,210
Disposals	-	(6,032)	(195,848)	(28,355)	(6,529)		(236,764)
Reclassification	1,225,428	3,663,162	401,709	544,620	72,721	(5,907,640)	0
Balance at 31 March 2023	<u>39,535,431</u>	<u>102,251,490</u>	<u>5,959,764</u>	<u>15,124,342</u>	<u>2,920,792</u>	<u>32,348,098</u>	<b>198,139,918</b>
<b>Accumulated depreciation and impairment losses</b>							
Balance at 1 January 2022	10,915,617	43,571,914	3,022,790	9,423,595	1,774,103	-	68,708,018
Depreciation	965,076	5,531,548	905,079	1,273,405	343,598		9,018,707
Impairment	-	-	-	-	-		-
Disposals	-	(215,986)	(424,300)	(163,010)	(19,326)		(822,622)
Balance at 31 December 2022	<u>11,880,694</u>	<u>48,887,476</u>	<u>3,503,569</u>	<u>10,533,990</u>	<u>2,098,375</u>	<u>-</u>	<b>76,904,103</b>
Balance at 1 January 2023	11,880,694	48,887,476	3,503,569	10,533,990	2,098,375	-	76,904,101
Depreciation	252,377	1,514,727	235,622	330,417	99,121	-	2,432,264
Impairment loss	-	-	-	-	-		-
Disposals	-	(6,032)	(193,437)	(28,355)	(6,529)	-	(234,353)
Balance at 31 March 2023	<u>12,133,071</u>	<u>50,396,171</u>	<u>3,545,754</u>	<u>10,836,051</u>	<u>2,190,967</u>	<u>-</u>	<b>79,102,014</b>
<b>Carrying amounts</b>							
At 1 January 2022	<u>25,431,469</u>	<u>42,493,047</u>	<u>2,434,325</u>	<u>3,713,437</u>	<u>408,691</u>	<u>20,416,613</u>	<b>94,897,585</b>
At 31 December 2022	<u>26,264,908</u>	<u>49,699,740</u>	<u>2,250,334</u>	<u>4,062,511</u>	<u>752,256</u>	<u>33,709,619</u>	<b>116,739,370</b>
At 31 March 2023	<u>27,402,361</u>	<u>51,855,319</u>	<u>2,414,010</u>	<u>4,288,290</u>	<u>729,826</u>	<u>32,348,098</u>	<b>119,037,904</b>

**9 Right of Use Assets**

(b) The reconciliation of the carrying amount is as follows:

*In thousands of naira*

	Note	Land N'000	Building N'000	Total N'000
<b>Cost</b>				
<b>As at 1 January 2022</b>		4,133,280	1,423,585	5,556,865
Additions		-	803,804	803,804
Modification		-	923,203	923,203
Disposals		-	(798,723)	(798,723)
<b>Balance as at 31st December 2022</b>		<b>4,133,280</b>	<b>2,351,869</b>	<b>6,485,149</b>
<b>As at 1st January 2023</b>		4,133,280	2,351,869	6,485,149
Additions		24,444	336,557	361,002
Modification		-	(9,912)	(9,912)
Derecognition		-	-	-
<b>Balance as at 31 March 2023</b>		<b>4,157,724</b>	<b>2,678,515</b>	<b>6,836,238</b>
<b>Accumulated depreciation and impairment losses</b>				
<b>As at 1 January 2022</b>		275,628	432,506	708,134
Depreciation		70,460	663,400	733,860
Modification		-	854,810	854,810
Derecognition		-	(788,075)	(788,075)
<b>Balance as at 31st December 2022</b>		<b>346,088</b>	<b>1,162,641</b>	<b>1,508,729</b>
<b>As at 1 January 2023</b>		346,088	1,162,641	1,508,729
Depreciation		18,553	267,608	286,161
Modification		-	-	-
Derecognition		-	(9,912)	(9,912)
<b>Balance as at 31 March 2023</b>		<b>364,641</b>	<b>1,420,337</b>	<b>1,784,978</b>
<b>Carrying amounts</b>				
<b>As at 1 January 2022</b>		3,857,652	991,079	4,848,731
<b>As at 31 December 2022</b>		3,787,192	1,189,228	4,976,420
<b>As at 31 March 2023</b>		<b>3,793,084</b>	<b>1,258,178</b>	<b>5,051,261</b>



### 10 Long term receivables

Long term receivables represent long-term portion of loans granted to the Company's employees and amount receivable from customers on the trade assets deployed which are expected to be paid after one year from the date of the financial statements. This is analysed below:

*In thousands of naira*

	<u>2023</u>	<u>2022</u>
Long term Staff receivable	2,579,253	2,390,905
Amount due from Customers on account of trade assets deployed	383,161	425,431
	<u><b>2,962,414</b></u>	<u><b>2,816,337</b></u>

### 11(a) Inventories

*In thousands of naira*

	<u>2023</u>	<u>2022</u>
Raw and packaging materials	49,005,177	50,093,925
Product in process	3,406,412	2,710,068
Finished products	17,843,372	21,317,683
Engineering spares	9,387,764	8,249,342
Goods in transit	6,486,367	5,969,514
	<u><b>86,129,091</b></u>	<u><b>88,340,532</b></u>

### 11(b) Write-down of inventory to net realisable value

*In thousands of naira*

	<u>2,023</u>	<u>2,022</u>
Technical Spare Parts	3,285,157	3,060,644
Raw materials	89,457	177,466
Finished Goods	55,142	-
	<u><b>3,429,756</b></u>	<u><b>3,238,111</b></u>

### 11(c) Right of return assets and refund liabilities

*In thousands of naira*

	<u>2023</u>	<u>2022</u>
Right to returned goods asset	94,811	72,879
<i>Refund liabilities</i>		
Arising from rights of return	152,115	112,333

The right to returned goods asset represents the Company's right to recover products from customers where customers exercise their right of return under the Company's 180-day returns policy. The Company uses its accumulated historical experience to estimate the number of returns in a period using the expected value method.

### 12 Trade and other receivables

*In thousands of naira*

	<u>2023</u>	<u>2022</u>
Trade receivables	11,514,712	9,000,465
Loans to key management personnel	7,247	10,910
Staff loans	3,240,575	2,977,722
Trade receivables due from related parties	1,255,783	1,333,168
Deposit with Company registrars for dividend	1,955,769	2,537,334
Allowance for expected credit losses	(4,824,040)	(4,912,826)
<b>Loans and receivables</b>	<u><b>13,150,045</b></u>	<u><b>10,946,772</b></u>
Advance payment to suppliers	75,160,627	55,541,577
Deposit for Import	2,289,356	12,902,762
Other receivables	5,560,139	5,662,251
	<u><b>96,160,167</b></u>	<u><b>85,053,363</b></u>
Non-current - reclassified to long term receivables	2,962,414	2,816,337
Current	93,197,753	82,237,026
	<u><b>96,160,167</b></u>	<u><b>85,053,363</b></u>

### 13 Prepayments

Prepayments represent payments made in advance for expected future economic benefits.

### 14 Cash and cash equivalents

*In thousands of naira*

	<b>2023</b>	<b>2022</b>
Cash and bank balances	12,868,542	17,176,583
Short term investment	89,175,964	100,755,847
Cash and cash equivalents in the statement of financial position	<u>102,044,505</u>	<u>117,932,430</u>
Cash and cash equivalents in the statement of cash flows	<u>102,044,505</u>	<u>117,932,430</u>

### 15 Capital and reserves

#### (a) Ordinary shares

##### (i) Authorised ordinary shares of 50k each

*In number of shares*

At 31 March

	<b>2023</b>	<b>2022</b>
At 31 March	<u>792,656,252</u>	<u>792,656,252</u>

##### (ii) Issued and fully paid ordinary shares of 50k each

*In number of shares*

At 31 March

	<b>2023</b>	<b>2022</b>
At 31 March	<u>792,656,252</u>	<u>792,656,252</u>

Nominal value (In thousands of naira)

Nominal value (In thousands of naira)	<u>396,328</u>	<u>396,328</u>
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Holders of these shares are entitled to dividends as declared from time to time and are entitled to one vote per share at the general meetings of the Company.

#### (b) Share premium

*In thousands of Naira*

The premium on the 792,656,252 ordinary shares of 50 kobo each is as follows:

Share premium

	<b>2023</b>	<b>2022</b>
Share premium	<u>32,262</u>	<u>32,262</u>

#### (c) Share based payment reserves

The share based payment reserve comprises the cumulative weighted average fair value of restricted stock unit plan granted to deserving employees which have not vested at the end of the period.

## 16 Employee Benefits

### Other long term employee benefits

Other long term employee benefits represents the present value of unfunded long service award given to deserving members of staff of the Company.

The movement in the present value of the other long term employee benefits during the period was as follows:

<i>In thousands of Naira</i>	<b>2023</b>	<b>2022</b>
Balance at 1 January	4,359,648	4,038,600
Expense/(Income) for the period	237,058	825,613
Payments during the period	(110,415)	(504,565)
Balance at Period end	<b>4,486,291</b>	<b>4,359,648</b>

## 17 Trade and other payables

*In thousands of naira*

	<b>2023</b>	<b>2022</b>
Trade payables	26,451,786	36,622,733
Other payables and accruals	19,181,443	19,775,025
Trade payables due to related parties	92,315,334	99,644,494
Dividend payable	9,646,911	10,119,609
	<b>147,595,474</b>	<b>166,161,861</b>

## 18 Contract liabilities

This include incentives yet to be paid to customers and advances received from cash customer:

<i>In thousands of naira</i>	<b>2023</b>	<b>2022</b>
Customer's down payment	8,235,326	10,828,421
Trade incentives	8,474,710	5,720,004
	<b>16,710,036</b>	<b>16,548,425</b>

## 19 Interest bearing loans and borrowings

Loans and borrowing as at 31 March is as follows:

<i>In thousands of naira</i>	<b>2023</b>	<b>2022</b>
Unsecured trade finance loans from Local banks	12,725,773	8,293,512
Loans from related party	159,856,004	147,006,556
	<b>172,581,777</b>	<b>155,300,068</b>

## 20 Subsequent Events

There are no significant subsequent events which could have a material effect on the results of the Company as at March 31 2023 that has not been adequately provided for or disclosed in these unaudited interim financial statements.