



PRESS RELEASE

Regulated information

Financial Results for the three months ended 31 March 2025

30 April 2025 – UAC of Nigeria PLC (“UAC” or the “Group”) announced its results for the period ended 31 March 2025.

Highlights

- ₦56bn revenue, 38% higher than Q1 2024, driven by sales growth recorded across core operating segments. Packaged Food and Beverages (+59%), Edibles and Feed (+33%) and Paints (19%) segments.
- ₦14.3bn gross profit, 57% higher than Q1 2024. Gross margin expanded 303bps to 25.5% supported by volume growth, disciplined pricing, and cost optimisation initiatives across the Group.
- ₦6.8bn operating profit, 101% higher than Q1 2024. Underlying operating profit of ₦6.4bn excluding ₦446mn gain from disposal of non-core property asset.
- Profit before tax of ₦5bn. Excluding exceptional items, underlying PBT was ₦4.6bn, 48% higher than Q1 2024 underlying PBT of ₦3.1bn.

Commenting on the results, **Group Managing Director, Fola Aiyesimoju**, stated: “In Q1 2025, we worked on our core themes of talent acquisition and development, disciplined capital allocation, embracing technology, enhancing governance and controls, and driving sustainability. To deliver value to the consumer, we focused on consistent quality and availability, as well as new product development to increase range. Group revenue increased 38% to ₦56bn and operating profit doubled to ₦6.8bn. Rising interest rates impacted net profit, with underlying profit before tax 48% higher year-on-year. The non-recurrence of ₦5.9bn FX gains recorded in Q1 2024 affected year-on-year comparisons.”

Group Highlights

In million ₦, unless otherwise stated	Q1 2025	Q1 2024	Δ %
Revenue	56,003	40,556	38.1%
Gross Profit	14,256	9,094	56.8%
Gross Profit Margin (%)	25.5%	22.4%	303 bps
Selling and Distribution Expenses	(3,381)	(2,542)	33.0%
Administrative Expenses	(4,737)	(3,468)	36.6%
Operating Expenses	(8,118)	(6,010)	35.1%
Operating Expenses (% of revenue)	14.5%	14.8%	(32 bps)
Other income	691	317	118.0%
EBIT	6,829	3,401	100.8%
EBIT Margin (%)	12.2%	8.4%	381 bps
Net Finance (Cost)/Income	(2,087)	5,136	n/m
Share of Profit of Associates	301	493	(39.0%)
Profit Before Tax	5,042	9,030	(44.2%)
Profit Before Tax Margin (%)	9.0%	22.3%	(1,326 bps)
Underlying Profit Before Tax	4,596	3,114	47.6%
Underlying Profit Before Tax Margin (%)	8.2%	7.7%	53 bps
Profit for the period	3,316	5,918	(44.0%)
Profit Margin (%)	5.9%	14.6%	(867 bps)
Underlying Profit for the period	2,870	2	n/m
Underlying Profit Margin (%)	5.1%	0.0%	512 bps
Basic Earnings Per Share (EPS):			
For the Period (Kobo)	106	185	(42.8%)
Underlying Earnings per Share	91	(17)	n/m
Annualised Return on Invested Capital (ROIC)	45.1%	27.1%	1,799 bps

n/m: not meaningful.

	Mar-25	Dec-24	Δ
Quick Ratio	0.7x	0.7x	0.0x
Current Ratio	1.5x	1.5x	0.0x
Gearing	66%	62%	387 bps
Total Assets / Equity	2.4x	2.4x	(0.0x)
Net Debt / EBITDA	0.1x	0.0x	0.1x
Free Cash Flow(N'm)	(792)	2,114	(2,906)

Group Performance and Financial Review

Revenue in Q1 2025 increased 38% YoY to ₦56 billion supported by volume growth in the Packaged Food and Beverages segment and price adjustments across all businesses. **Gross profit** increased by 57% to ₦14.3 billion and gross profit margin expanded 303 basis points to 25.5%, on account of volume, growth disciplined pricing and operational efficiency. Cost optimisation initiatives launched in 2024, including reformulation to incorporate alternative raw materials, as well as a more disciplined technology led approach to procurement practices, contributed to a moderation in raw material cost increases despite inflationary pressures.

Operating Profit of ₦6.8 billion in Q1 2025 (Q1 2024: ₦3.4 billion) and operating profit margin expanded 381 basis points to 12.2%. Underlying operating profit of ₦6.4 billion excluding ₦446 million gain from disposal of non-core property asset. **Operating expense** of ₦8.1 billion was 35% higher compared to Q1 2024, driven by inflationary pressures. The most significant increases were electricity and power, personnel, and marketing, driven by higher electricity tariffs and diesel prices, marketing activities for new product launches, and cost of living adjustments for employees. Despite broader inflationary pressure on operating costs, the Group recorded a modest improvement in opex/sales ratio of 32bps to 14.5% in Q1 2025 from 14.8% in Q1 2024.

Net finance cost of ₦2.1 billion in Q1 2025 compared to a net finance income of ₦5.1 billion in Q1 2024. The shift reflects higher borrowing costs in the Edibles and Feed segment, driven by increased short-term borrowing to fund the purchase of seasonal raw materials and elevated interest rates averaging 26% compared to 20% in Q1 2024. In addition, the non-recurrence of the prior period FX revaluation gain impacts year on year comparison. **Share of profit from associate companies** of ₦301 million, 39% lower compared to ₦493 million in Q1 2024 impacted by the non-recurrence of a one-off gain from disposal of non-core property at MDS Logistics in Q1 2024.

Profit before tax was ₦5 billion, compared to ₦9 billion in Q1 2024. Excluding the exceptional items (₦5.9 billion treasury gains in 2024 and non-recurring property gain in the current period), **Q1 2025 underlying PBT was ₦4.6 billion, 48% higher than underlying Q1 2024 profit of ₦3.1bn. Total Profit for the period** was ₦3.3 billion compared to ₦5.9 billion profit in Q1 2024. Underlying PAT was ₦2.9 billion compared to ₦2 million underlying PAT in the prior year.

Earnings per share of 106 Kobo in Q1 2025 compared to 185 Kobo per share recorded in Q1 2024. Underlying EPS adjusted for exceptional items in Q1 2025 was 91 kobo, compared to underlying loss per share of 17 kobo in Q1 2024. Annualised **Return on Invested Capital (ROIC)** was 45.1% (Q1 2024: 27.1%).

Segment Performance¹

Revenue (% and ₦m)	Q1 2025	Q1 2024	Δ % vs 2024
Edibles and Feed	26,148	19,694	32.8%
Paints	10,089	8,506	18.6%
Packaged Food and Beverages	19,289	12,157	58.7%
Quick Service Restaurants	611	819	(25.3%)
Earnings /(Loss) before Interest & Tax – EBIT (₦m)	Q1 2025	Q1 2024	Δ % vs 2024
Edibles and Feed	2,226	1,554	43.2%
Paints	1,515	1,062	42.6%
Packaged Food and Beverages	3,362	1,128	198.1%
Quick Service Restaurants	(241)	(208)	(15.8%)
Profit/ (Loss) Before Tax – PBT (₦m)	Q1 2025	Q1 2024	Δ % vs 2024
Edibles and Feed	(204)	462	n/m
Paints	1,712	1,903	(10.0%)
Packaged Food and Beverages	3,450	2,165	59.3%
Quick Service Restaurants	(390)	(275)	(41.6%)

¹ Performance of the corporate head office not included in the table as it is not allocated to any segment

Animal Feeds and Other Edibles

Revenue increased 33% YoY to ₦26.1 billion in Q1 2025 (Q1 2024: ₦19.7 billion) on account of price increases implemented to protect margins. The segment recorded an operating profit of ₦2.2 billion in Q1 2025 (Q1 2024: ₦1.6 billion). Improved performance was on account of top line growth and deliberate cost saving initiatives implemented to reduce conversion cost. The segment recorded a ₦204 million loss before tax in Q1 2025, compared to a ₦462 million profit before tax in Q1 2024, impacted by higher finance costs.

Packaged Food and Beverages

₦19.3 billion revenue, 59% higher YoY compared to ₦12.2 billion in Q1 2024 as a result of volume growth in snacks and water categories as well as price adjustments. Volume growth was supported by the launch of the 120g 'Odogwu' Gala in the snacks category. Operating profit of ₦3.4 billion in Q1 2025 compared to ₦1.1 billion in Q1 2024 on account of improved topline performance, margin expansion, and one-off gain from sale of non-core property of ₦446 million. Profit before tax of ₦3.4 billion was reported in the segment compared to ₦1.1 billion profit before tax recorded in Q1 2024.

Paints

₦10.1 billion revenue, 19% higher YoY compared to ₦8.5 billion recorded in Q1 2024 on account of price increases in response to escalating costs. Operating profit was 43% higher at ₦1.5 billion, supported by revenue growth and production cost efficiency particularly in the use of alternate raw materials. Profit before tax of ₦1.7 billion in Q1 2025, 10% lower compared to ₦1.9 billion recorded in Q1 2024.

Quick Service Restaurants (QSR)

Revenue declined by 25% YoY to ₦611 million (Q1 2024: ₦819 million), and the segment recorded a ₦241 million operating loss in Q1 2025 (Q1 2024: ₦208 million loss). Performance was impacted by lower sales due to the closure of unprofitable stores, raw material price increases, and higher energy costs at its corporate stores. The segment recorded a ₦390 million loss before tax in Q1 2025, compared to ₦275 million loss before tax in Q1 2024.

Associate: Real Estate (UPDC – 42.2% ownership)

UPDC recorded 68% increase in revenue from ₦1.3 billion in Q1 2024 to ₦2.2 billion in Q1 2025. This was driven by property sales from Brompton City (a 30-hectare mixed-use development in Lekki, Lagos). UPDC recorded an operating profit of ₦345 million in Q1 2025 (Q1 2024: ₦95 million) on account to revenue growth. Profit before tax was ₦705 million compared to the ₦84 million profit before tax recorded in Q1 2024 supported by finance income due to higher yields on larger cash balances.

Associate: Logistics (MDS Logistics – 43% ownership)

MDS Logistics' revenue increased 8% YoY to ₦5.8 billion in Q1 2025 compared to ₦5.4 billion in Q1 2024, driven by the increased transport rates and mileage. Operating profit was 53% lower YoY at ₦702 million (Q1 2024: ₦1.5 billion) due to the non-repetition of one-off gain on property sales recorded in Q1 2024. MDS Logistics recorded a profit before tax of ₦439 million in Q1 2025 compared to ₦1.1 billion in Q1 2024.

For more information, please contact

Funke Ijaiya-Oladipo
Group Finance Director
Investorrelations@uacnplc.com
+234 906 269 2908
www.uacnplc.com

About UAC

UAC of Nigeria PLC (UAC) is a holding company with subsidiary and associate companies operating in the Animal Feeds and Other Edibles; Paints; Packaged Food and Beverages; Quick Service Restaurants; Logistics and Real Estate segments. UAC has played a prominent role in Nigeria's development for over a century. The company is focused on building its businesses into leaders in their chosen segments.

1. UAC has four operating platforms

Animal Feeds and Other Edibles

- Grand Cereals Limited (71.4% ownership) – a leading producer of cereals, edible oils, poultry feed, fish feed, ruminant feed and dog food. The company has production and distribution facilities in Northern and South Eastern Nigeria. It owns a portfolio of strong brands including Grand, Vital, and BestMate.
- Livestock Feeds PLC (73.3% ownership) – produces and distributes poultry feed, feed concentrates and full fat soya. The company recently expanded its offering to include veterinary drugs. Livestock Feeds' geographic strength is in South West Nigeria. The company is listed on The Nigerian Exchange ("NGX").

Paints

- Chemical and Allied Products PLC (57.9% ownership) – the leading paints and coatings company in Nigeria with a diversified product range spanning decorative and marine segments. CAP PLC is the sole technology licensee for AkzoNobel's decorative range in Nigeria and is also a distributor for Hempel's industrial products. The company's brand portfolio is comprised of Dulux, Sandtex, Caplux, and Hempel. The company benefits from a unique distribution model - franchised retail outlets, which it pioneered in Nigeria's paint industry. CAP PLC is listed on NGX.

Packaged Food and Beverages

- UAC Foods Limited (99.96% ownership) – a leading player in the packaged food and beverages industry with three distinct business segments – snacks, ice-cream, and spring water. It owns iconic brands such as Gala, SWAN Spring Water, Supreme and Funtime.

Quick Service Restaurants

- UAC Restaurants Limited (51% ownership) - a joint venture with Famous Brands, manages the network of Quick Service Restaurants across Nigeria under the Mr Bigg's and Debonairs Pizza brands.

2. UAC owns minority stakes in Logistics and Real Estate businesses

Logistics

- MDS Logistics Limited (43% ownership) - a leading logistics provider in Nigeria, offers the complete suite of outbound logistics and supply chain services including Warehousing, Haulage and Distribution.

Real Estate

- UPDC PLC (42.6% ownership) - a leading property development and management company quoted on NGX.

For more information visit www.uacnplc.com

Disclaimer

This announcement contains or will contain forward-looking statements which reflect management's expectations regarding the Company's future growth, results of operations, performance, business prospects and opportunities. Wherever possible, words such as "anticipate", "believe", "expects", "intend" "estimate", "project", "target", "risks", "goals" and similar terms and phrases have been used to identify the forward- looking statements. These statements reflect management's current beliefs and are based on information currently available to management. Certain material factors or assumptions have been applied in drawing the conclusions contained in the forward-looking statements. These factors or assumptions are subject to inherent risks and uncertainties surrounding future expectations generally. UAC of Nigeria PLC cautions readers that several factors could cause actual results, performance or achievements to differ materially from the results discussed or implied in the forward-looking statements. These factors should be considered carefully, and undue reliance should not be placed on the forward-looking statements. For additional information with respect to certain of these risks or factors, reference should be made to the Company's disclosure materials filed from time to time with the Securities and Exchange Commission. The Company disclaims any intention or obligation to update or revise any forward-looking statements, whether because of new information, future events or otherwise.