



## PRESS RELEASE

Regulated information

### Financial Results for the second quarter and six months ended 30 June 2025

**29 July 2025** – UAC of Nigeria PLC (“UAC” or the “Group”) announced its results for the period ended 30 June 2025.

#### Highlights

- ₦54bn revenue, 27% higher than Q2 2024, driven by sales growth recorded across all operating segments. Paints (+41%), Packaged Food and Beverages (+32%), Edibles and Feed (+16%) and Quick Service Restaurants (+5%) segments.
- ₦14bn gross profit, 46% higher than Q2 2024. Gross margin expanded 321 bps to 26% due to volume growth in the Paints segment, improved production efficiency in the Packaged Food and Beverages segment, and reflective of disciplined pricing adjustments implemented to mitigate the impact of inflation on input costs.
- ₦5.8bn operating profit, 77% higher than Q2 2024.
- Profit before tax of ₦6.1bn. Excluding exceptional items, underlying PBT was ₦6.1bn, 146% higher than Q2 2024 underlying PBT of ₦2.5bn.

Commenting on the results, **Group Managing Director, Fola Aiyesimoju**, stated: “In Q2 2025, macroeconomic indicators improved supported by the ongoing implementation of reforms. The foreign exchange market was stable, and inflation moderated. Against this backdrop, UAC delivered strong results. Revenue and operating profit increased 27% and 77% respectively. Underlying profit before tax increased 146%, reflecting gross margin expansion across our core businesses, operational efficiency and improved results from our associate companies, which more than offset higher finance costs in the period. Looking ahead, we will continue to execute our growth and value creation strategy with discipline and a long-term focus.

#### Group Highlights

In million ₦, unless otherwise stated	Q2 2025	Q2 2024	Δ %	H1 2025	H1 2024	Δ %
<b>Revenue</b>	<b>54,402</b>	<b>42,696</b>	<b>27.4%</b>	<b>110,406</b>	<b>83,252</b>	<b>32.6%</b>
<b>Gross Profit</b>	<b>14,000</b>	<b>9,617</b>	<b>45.6%</b>	<b>28,256</b>	<b>18,712</b>	<b>51.0%</b>
Gross Profit Margin (%)	25.7%	22.5%	321 bps	25.6%	22.5%	312 bps
Selling and Distribution Expenses	(3,643)	(2,597)	40.3%	(7,024)	(5,139)	36.7%
Administrative Expenses	(5,255)	(4,228)	24.3%	(9,992)	(7,696)	29.8%
<b>Operating Expenses</b>	<b>(8,898)</b>	<b>(6,825)</b>	<b>30.4%</b>	<b>(17,016)</b>	<b>(12,835)</b>	<b>32.6%</b>
Operating Expenses (% of revenue)	16.4%	16.0%	37 bps	15.4%	15.4%	(0 bps)
Other income	662	465	42.5%	1,353	782	73.1%
<b>EBIT</b>	<b>5,765</b>	<b>3,257</b>	<b>77.0%</b>	<b>12,593</b>	<b>6,658</b>	<b>89.1%</b>
EBIT Margin (%)	10.6%	7.6%	297 bps	11.4%	8.0%	341 bps
<b>Net Finance (Cost)/Income</b>	<b>(1,532)</b>	<b>2,680</b>	<b>(157.2%)</b>	<b>(3,619)</b>	<b>7,816</b>	<b>(146.3%)</b>
Share of Profit/(Loss) of Associates	1,825	(18)	n/m	2,126	475	347.2%
<b>Profit Before Tax</b>	<b>6,058</b>	<b>5,920</b>	<b>2.3%</b>	<b>11,100</b>	<b>14,950</b>	<b>(25.8%)</b>
Profit Before Tax Margin (%)	11.1%	13.9%	(273 bps)	10.1%	18.0%	(790 bps)
<b>Profit for the period</b>	<b>4,042</b>	<b>3,623</b>	<b>11.6%</b>	<b>7,359</b>	<b>9,541</b>	<b>(22.9%)</b>
Profit Margin (%)	7.4%	8.5%	(106 bps)	6.7%	11.5%	(480 bps)
Basic Earnings Per Share (EPS):						
From Continuing Operations (Kobo)	132	119	10.7%	238	304	(21.8%)
For the Period (Kobo)	132	119	10.7%	238	304	(21.8%)
Annualised Return on Equity (ROE)				20.0%	30.2%	(1,012 bps)
Annualised Return on Invested Capital (ROIC)				39.6%	28.2%	1,135 bps

n/m: not meaningful.

	Jun-25	Dec-24	Δ
Quick Ratio	0.9x	0.7x	0.2x
Current Ratio	1.6x	1.5x	0.1x
Gearing	60%	62%	(289 bps)
Total Assets / Equity	2.2x	2.4x	(0.2x)
Net Debt / EBITDA	(0.2x)	0.0x	(0.3x)
Free Cash Flow(N'm)	8,780	2,004	6,777

### Group Performance and Financial Review:

**Revenue** in Q2 2025 increased 27% YoY to ₦54.4 billion, due to volume growth in Paints segment, as well as price adjustments across all businesses. **Gross profit** increased by 46% to ₦14 billion and gross profit margin expanded 321 basis points to 26%. The improvement in gross profit was supported by the proactive pricing approach adopted across the Group, and production efficiency. Cost optimisation initiatives launched in 2024, and relative stability of the Naira, contributed to a slower rate of input cost escalation despite inflationary pressures.

**Operating Profit** of ₦5.8 billion in Q2 2025 (Q2 2024: ₦3.3 billion). The improvement in profitability is attributable to gross profit expansion which more than offset rising operating costs. **Operating expense** of ₦8.9 billion was 30% higher compared to Q2 2024, driven by inflationary pressures. The most significant increases were personnel, electricity & power, distribution, marketing & promotions and travelling costs driven by cost-of-living adjustments for employees, higher electricity tariffs and diesel prices, marketing activities, and increased transportation costs. The Group recorded a modest increase in opex/sales ratio of 37bps to 16.4% in Q2 2025 from 16.0% in Q2 2024.

**Net finance cost** of ₦1.5 billion in Q2 2025 compared to a net finance income of ₦2.7 billion in Q2 2024. The shift reflects higher borrowing costs on short-term borrowing to support working capital in the Edibles and Feed segment. In addition, the non-recurrence of ₦3.5 billion FX revaluation gain recorded in the prior period impacts year-on-year comparison.

**Share of profit from associate companies** of ₦1.8 billion compared to ₦18 million share of loss in Q2 2024, due to improved profitability of UPDC PLC and supported by gains from disposal of non-core properties at MDS Logistics.

**Profit before tax** was ₦6.1 billion, compared to ₦5.9 billion in Q2 2024. Excluding the exceptional items (₦3.5 billion treasury gains in Q2 2024), Q2 2025 underlying PBT of ₦6.1 billion was 146% higher than underlying Q2 2024 profit of ₦2.5bn. Total Profit for the period was ₦4.0 billion compared to ₦3.6 billion profit in Q2 2024.

**Earnings per share** of 132 Kobo in Q2 2025 compared to 119 Kobo per share recorded in Q2 2024. Annualised **Return on Invested Capital (ROIC)** was 39.6% (Q2 2024: 28.2%).

### Segment Performance<sup>1</sup>

Revenue (% and ₦m)	Q2 2025	Q2 2024	Δ % vs Q2 2024	H1 2025	H1 2024	Δ % vs H1 2024
Edibles and Feed	23,053	19,892	15.9%	49,201	39,585	24.3%
Paints	10,004	7,107	40.8%	20,093	15,613	28.7%
Packaged Food and Beverages	20,598	15,648	31.6%	39,888	27,805	43.5%
Quick Service Restaurants	667	637	4.6%	1,278	1,456	(12.2%)
Earnings /(Loss) before Interest & Tax – EBIT (₦m)	Q2 2025	Q2 2024	Δ % vs Q2 2024	H1 2025	H1 2024	Δ % vs H1 2024
Edibles and Feed	1,043	1,332	(21.7%)	3,269	2,886	13.3%
Paints	1,660	569	191.6%	3,175	1,632	94.6%
Packaged Food and Beverages	3,347	1,646	103.3%	6,709	2,774	141.8%
Quick Service Restaurants	(253)	(212)	(19.3%)	(494)	(420)	(17.6%)
Profit/ (Loss) Before Tax – PBT (₦m)	Q2 2025	Q2 2024	Δ % vs Q2 2024	H1 2025	H1 2024	Δ % vs H1 2024
Edibles and Feed	(736)	451	n/m	(939)	913	n/m
Paints	2,063	772	167.3%	3,776	2,675	41.2%
Packaged Food and Beverages	3,492	1,967	77.5%	6,941	4,132	68.0%
Quick Service Restaurants	(390)	(314)	(24.0%)	(780)	(590)	(32.2%)

<sup>1</sup>) Performance of the corporate head office not included in the table as it is not allocated to any segment

### **Edibles and Feed**

Revenue increased 16% YoY to ₦23.1 billion in Q2 2025 (Q2 2024: ₦19.9 billion) on account of price increases to protect margins. The segment recorded an operating profit of ₦1.0 billion in Q2 2025 (Q2 2024: ₦1.3 billion). Decline in operating profit was due to increased distribution, power and IT costs. The segment recorded a ₦736 million loss before tax in Q2 2025, compared to a ₦451 million profit before tax in Q2 2024, impacted by higher finance costs.

### **Packaged Food and Beverages**

₦20.6 billion revenue, 32% higher YoY compared to ₦15.6 billion in Q2 2024 as a result of volume growth in Snacks and Dairies categories as well as price adjustments across all product categories. Operating profit of ₦3.3 billion in Q2 2025 compared to ₦1.6 billion in Q2 2024 on account of improved top-line performance and margin expansion, despite increased operating expenses. Profit before tax of ₦3.5 billion was reported in the segment compared to ₦2.0 billion profit before tax recorded in Q2 2024.

### **Paints**

₦10.0 billion revenue, 41% higher YoY compared to ₦7.1 billion recorded in Q2 2024 on account of improved sales volume and price adjustments to protect margins against the impact of escalating costs. Operating profit was 192% higher at ₦1.7 billion vs ₦569 million in Q2 2024, supported by revenue growth. Profit before tax of ₦2.1 billion in Q2 2025, 167% higher compared to ₦772 million recorded in Q2 2024 supported by increased yield on treasury portfolio.

### **Quick Service Restaurants (QSR)**

Revenue increased by 5% YoY to ₦667 million (Q2 2024: ₦637 million) due to improved quality of menu options. The segment recorded a ₦253 million operating loss in Q2 2025 (Q2 2024: ₦212 million loss). Performance was impacted by increased operating expenses, which reflect broader inflationary pressures. The segment recorded a ₦390 million loss before tax in Q2 2025, compared to ₦314 million loss before tax in Q2 2024.

### **Associate: Real Estate (UPDC – 42.4% ownership)**

UPDC recorded 228% increase in revenue from ₦1.3 billion in Q2 2024 to ₦4.3 billion in Q2 2025. This was driven by property sales from Brompton City (a 30-hectare mixed-use development in Lekki, Lagos), as well as increased revenue from UPDC Hotel and Facility Management services. UPDC recorded an operating profit of ₦764 million in Q2 2025 (Q2 2024: ₦24 million loss) on account of revenue growth. Profit before tax was ₦1.2 billion compared to the ₦12 million loss before tax recorded in Q2 2024 supported by finance income due to higher yields on larger cash balances.

### **Associate: Logistics (MDS Logistics – 43% ownership)**

MDS Logistics' revenue increased 12% YoY to ₦6.2 billion in Q2 2025 compared to ₦5.6 billion in Q2 2024, driven by increased transport rates and mileage, supported by new contracts. Operating profit increased from ₦437 million in Q2 2024 to ₦4.4 billion in Q2 2025 supported by gains from disposal of non-core property and revenue growth during the period. MDS Logistics recorded a profit before tax of ₦4.0 billion in Q2 2025 compared to ₦48 million in Q2 2024.

### **For more information, please contact**

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## About UAC

UAC of Nigeria PLC (UAC) is a holding company with subsidiary and associate companies operating in the Edibles and Feed; 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

#### Edibles and Feed

- 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 (42.4% ownership) - a leading property development and management company quoted on NGX.

For more information visit [www.uacnplc.com](http://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.