


**BOTTLERS  
NEPAL LIMITED**

(Authorized Bottler of The Coca-Cola Company)

Balaju Industrial District, Balaju, Kathmandu

Unaudited Financial Results (Quarterly)

As at the end of the Fourth Quarter (16/07/2023) of the Fiscal Year 2079/80 (FY 2022-2023)

*NPR in Thousands*

S.N	Particulars	As on date 16.07.2023	As on date 16.07.2022
		(Unaudited)	(Unaudited)
		(Group)	(Group)
<b>A</b>	<b>ASSETS</b>		
	<b>NON-CURRENT ASSETS</b>		
	<b>Non-Financial Assets:</b>		
	Intangible Assets	14,152	28,548
	Property, Plant and Equipment	6,898,397	6,837,388
	Prepayments	25,649	25,649
	Deferred Tax Assets	51,991	14,355
	<b>Financial Assets:</b>		
	Advances	13,053	7,964
		<b>7,003,241</b>	<b>6,913,904</b>
	<b>CURRENT ASSETS</b>		
	<b>Non-Financial Assets:</b>		
	Inventories	2,478,006	2,033,298
	Prepayments	87,070	99,291
	Advances	2,802,547	871,672
	<b>Financial Assets:</b>		
	Other Current Assets	65,322	25,615
	Trade Receivables	474,256	414,455
	Cash and Cash Equivalents	117,311	579,841
		<b>6,024,511</b>	<b>4,024,172</b>
	<b>TOTAL ASSETS</b>	<b>13,027,752</b>	<b>10,938,076</b>
<b>B</b>	<b>EQUITY AND LIABILITIES</b>		
	<b>EQUITY</b>		
	Equity Share Capital	194,889	194,889
	Reserve and Surplus	5,767,329	4,730,961
	Non Controlling Interest	238,916	313,177
		<b>6,201,134</b>	<b>5,239,027</b>
	<b>NON-CURRENT LIABILITIES</b>		
	<b>Financial Liabilities:</b>		
	Retirement Benefit Obligation	917,020	1,043,417
	Borrowing	-	560,407
		<b>917,020</b>	<b>1,603,824</b>
	<b>CURRENT LIABILITIES</b>		
	Financial Liabilities		
	Retirement Benefit Obligation	89,539	195,403
	Borrowings	1,682,272	1,180,291
	Trade payables	1,863,798	998,463
	Lease Liabilities	263,165	190,825
	Non Financial Liabilities	4,194	25,764
	Other Financial Liabilities	2,004,772	1,475,929
	Income Tax Payable	1,858	28,551
		<b>5,909,599</b>	<b>4,095,226</b>
	<b>TOTAL EQUITY AND LIABILITIES</b>	<b>13,027,752</b>	<b>10,938,076</b>

C	Profit and Loss Account	Current Period (Group)		Previous Period (Group)	
		14.04.2023 to 16.07.2023	17.07.2022 to 16.07.2023	14.04.2022 to 16.07.2022	16.07.2021 to 16.07.2022
	Revenue from operations	4,327,509	12,670,738	4,726,821	12,647,147
	Cost of sales	(3,183,680)	(9,114,501)	(3,615,215)	(9,000,106)
	<b>Gross Profit</b>	<b>1,143,828</b>	<b>3,556,237</b>	<b>1,111,605</b>	<b>3,647,041</b>
	Other operating income	11,633	36,761	8,931	36,226
	Selling and distribution expenses	(459,229)	(1,778,522)	(532,559)	(1,705,525)
	Administrative and operating expenses	(33,802)	(492,737)	(53,283)	(472,985)
	<b>Profit from Operations</b>	<b>662,430</b>	<b>1,321,739</b>	<b>534,694</b>	<b>1,504,757</b>
	Finance Costs	(97,229)	(239,182)	(42,021)	(157,962)
	Finance Income	1,379	14,808	7,830	26,070
	<b>Profit Before Tax</b>	<b>566,580</b>	<b>1,097,366</b>	<b>500,504</b>	<b>1,372,865</b>
	Income Tax Expenses:				
	Current Tax	(106,387)	(250,985)	(71,878)	(208,787)
	Prior period tax adjustments	(8,505)	(17,943)	-	(258,817)
	Deferred Tax	(360)	58,375	(33,955)	(29,229)
	<b>Net Profit</b>	<b>451,329</b>	<b>886,813</b>	<b>394,671</b>	<b>876,032</b>
	<b>Owners of the Company (Net Profit)</b>	<b>431,725</b>	<b>833,934</b>	<b>378,330</b>	<b>813,068</b>
	<b>Non Controlling Interest (Net profit)</b>	<b>19,604</b>	<b>52,879</b>	<b>16,341</b>	<b>62,963</b>
D	Major Indicators	Current Period (Group)		Previous Period (Group)	
		17.07.2022 to 16.07.2023	Annualized	16.07.2021 to 16.07.2022	Annualized
	1. Earnings per Share (NPR)	428	428	417	417
	2. Market Value Per Share (NPR)	2,222	2,222	1,903	1,903
	3. Price Earnings Ratio	5	5	5	5
	4. Current Ratio	1.0		1.0	
	5 Return on Equity	14.3%	14.3%	17%	16.7%
	6. Return on Total Assets	6.8%	6.8%	8.0%	8.0%
	7. Net Worth Per Share (NPR)		3,182		2,688

**Note:**

- Figures are regrouped wherever necessary for consistent presentation and comparison.
- Above presented figures may vary with the audited figures if amended by the external auditors and/or regulator
- Quarterly earnings per share, Price earning ratio, return on equity, return on total assets and net worth per share are calculated based on quarterly accumulated unaudited profits and number of equity shares outstanding at the reporting date and Annualized earnings per share, Price earning ratio, return on equity, return on total assets and net worth per share are calculated based on annualized accumulated unaudited profits and number of equity shares outstanding at the reporting date.

**E Related Party Disclosure**

Upto the end of the fourth quarter, the following related party transactions have occurred:

Particulars	NPR in Thousand
Purchase of Concentrate from Pacific Refreshments Pte. Ltd.	3,728,656
Transfer fee payable to BNTL	63,850
Transfer fee receivable from BNTL	163,206

**F Management Analysis**

- The net profit has increased by NPR 10 MM at the end of the year as compared to previous year despite the increase in material and production overhead costs, currency devaluation, rise in interest rates, diesel prices, selling and distribution cost, etc. that have increased the cost base of the company.
- The company is continuously working on upgrading IT infrastructure, enhancing transactions security, automating work processes, enhancing productivity.

**G Details Related to Legal Proceedings**

No legal case was filed in this Quarter by or against the Company.

**H Analysis of Share Transactions****i) Management's view on the performance of the stocks of the body corporate**

Price and transactions of the Company's shares are being determined by the open share market operations through a duly established Stock Exchange. Management's view on this is neutral.

**ii) High, Low and Closing Price of the stocks of the company during this quarter along with total volume of trading of shares and number of days traded**

Particulars	14.04.2023 to 16.07.2023 (4th Quarter)
Maximum Price (NPR)	2,312
Minimum Price (NPR)	2,222
Closing Price (NPR)	2,312
No. of Trades (Total Transaction)	2
Days of Trading	1

**I Risks and Challenges****Internal Problem & Challenges**

Rise in cost of operations.

Rural distribution at effective cost.

**External Problem & Challenges**

Market and economic slowdown due to external factors resulting in upward trend of operational costs for manufacturing sector.

Devaluation of Nepalese Rupees against the Foreign Exchange Currencies resulting in higher material cost.

Rise in cost of operations due to increase in indirect tax, commodity prices and energy price hikes caused by inflationary pressures.

**Strategy**

Implementation of Vxceed, a solution for Demand Chain Execution process, by the company to manage the distributor network and obtain real-time data for better decision making.

Continuous assessment of the risk exposure of the company to the internal and external factors and effective implementation of risk management procedures

Continuous development of cost effective distribution models for upcountry areas.

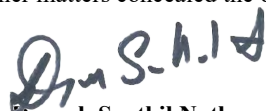
**J Corporate Governance**

The Company follows prudent Corporate Governance Practices in all business transactions.

During the Quarter under review, the Company had convened Board Meeting on 10th May 2023 and 6th July 2023.

**K Declaration by Managing Director on the Truthfulness and accuracy of Information**

I, as at the date, hereby individually accept responsibility for the accuracy of the information and details contained in this report. I hereby declare that to the best of my knowledge and belief, the information contained in this report is true, accurate and complete and there are no other matters concealed the omission of which shall adversely affect the informed investment decision by the investors.



**G. Deepak Senthil Nath**

Managing Director

Date: 16th August, 2023 (31st Shrawan, 2080)