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 Third Quarter (13/04/2025) of the Fiscal Year 2081/82 (FY 2024-2025)

NPR in Thousands

S.N	Particulars	As on date 13.04.2025 (Unaudited) (Group)	As on date 12.04.2024 (Unaudited) (Group)
A	**ASSETS**		
	NON-CURRENT ASSETS		
	Non-Financial Assets:		
	Intangible Assets	11,771	6,590
	Property, Plant and Equipment	6,924,023	7,236,592
		6,935,794	**7,243,182**
	CURRENT ASSETS		
	Non Financial Assets:		
	Inventories	2,741,616	2,937,532
	Advances	3,140,238	3,610,125
	Other Current Assets	-	-
	Income Tax Receivable	56,895	145,918
	Financial Assets:		
	Other Current Assets	67,190	62,266
	Trade Receivables	1,548,659	1,402,126
	Cash and Cash Equivalents	921,574	881,298
		8,476,172	**9,039,265**
	Total Assets	**15,411,966**	**16,282,447**
B	**EQUITY AND LIABILITIES**		
	EQUITY		
	Equity Share Capital	194,889	194,889
	Reserve and Surplus	6,054,525	5,709,880
	Non Controlling Interest	399,764	387,658
		6,649,178	**6,292,426**
	NON-CURRENT LIABILITIES		
	Non-Financial Liabilities:		
	Deferred Tax Liability	20,107	107,881
	Financial Liabilities:		
	Retirement Benefit Obligation	826,862	863,389
	Lease Liabilities	113,545	86,214
		960,514	**1,057,484**
	CURRENT LIABILITIES		
	Retirement Benefit Obligation	105,768	124,871
	Borrowings	3,841,840	4,452,796
	Trade Payables	1,138,043	1,655,335
	Lease Liabilities	17,216	9,713
	Other Financial Liabilities	2,187,716	2,105,811
	Non Financial Liabilities	511,691	584,009
		7,802,274	**8,932,537**
	Total Equity and Liabilities	**15,411,966**	**16,282,447**

C	Profit and Loss Account	Current Period (Group)		Previous Period (Group)	
		14.01.2025 to 13.04.2025 (Qtr)	16.07.2024 to 13.04.2025 (YTD)	15.01.2024 to 12.04.2024 (Qtr)	17.07.2023 to 12.04.2024 (YTD)
	Revenue from Operations	2,710,081	7,074,434	2,601,261	7,184,386
	Cost of Sales	(1,828,635)	(5,276,399)	(1,738,412)	(5,143,228)
	Gross Profit	**881,446**	**1,798,035**	**862,850**	**2,041,158**
	Other Operating Income	8,682	25,083	6,709	22,314
	Selling and Distribution Expenses	(427,828)	(1,142,518)	(422,737)	(1,148,942)
	Administrative and Operating Expenses	(103,510)	(448,497)	(89,272)	(469,873)
	Profit from Operations	**358,790**	**232,103**	**357,550**	**444,657**
	Finance Costs	(61,206)	(162,420)	(78,400)	(233,352)
	Finance Income	817	1,608	519	1,957
	Profit Before Tax	**298,401**	**71,291**	**279,670**	**213,261**
	Income Tax Expense				
	Current Tax	(49,053)	(108,727)	(76,139)	(136,972)
	Prior Period Tax Adjustments	-	-	-	(1,910)
	Deferred Tax	11,673	53,415	7,939	(14,488)
	Net Profit	**261,021**	**15,979**	**211,469**	**59,891**
	Owners of the Company (Net Profit)	**242,614**	**8,536**	**180,538**	**35,795**
	Non Controlling Interest (Net profit)	**18,406**	**7,443**	**30,932**	**24,096**

D	Major Indicators	Current Period (Group)		Previous Period (Group)	
		16.07.2024 to 13.04.2025 (YTD)	Annualized	17.07.2023 to 12.04.2024 (YTD)	Annualized
	1. Earnings per Share (NPR)	4	6	18	24
	2. Market Value per Share (NPR)	17,603	17,603	16,918	16,918
	3. Price Earnings Ratio	4,019	3,014	921	691
	4. Current Ratio	1.1		1.0	
	5. Return on Equity	0.2%	0.3%	1.0%	1.3%
	6. Return on Total Assets	0.1%	0.1%	0.4%	0.5%
	7. Net Worth per Share (NPR)		3,412		3,229

Note:

1. Figures are regrouped wherever necessary for consistent presentation and comparison.
2. Above presented figures may vary with the audited figures if amended by the external auditors and/or regulator.
3. 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 quarter, the following related party transactions have occurred:

Particulars	NPR in Thousand
Purchase of Concentrate from Pacific Refreshments Pte. Ltd.	2,516,586
Transfer fee payable to BNTL	39,705
Transfer fee receivable from BNTL	100,559

F. Management Analysis

a) The Company generated a net profit of NPR 261 MM during the third quarter. The YTD profit reached 16 MM despite the challenges caused by slow-down in consumer spending, increases in material and production overhead costs, challenge in raw materials sourcing along with macroeconomic impact of currency devaluation and inflation.

b) The company is continuously working to enhance productivity and profitability through strategic initiatives such as optimizing production processes, expanding market reach, implementing cost-saving measures, and innovating with new product offerings. Additionally, the company is focusing on sustainability practices, effective marketing strategies, strengthening distribution channels, and leveraging digital technologies for operational efficiencies and increased market penetration.

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	14.01.2025 to 13.04.2025 (Qtr)
Maximum Price (NPR)	22,500
Minimum Price (NPR)	15,198
Closing Price (NPR)	17,603
No. of Trades (Total Transaction)	6,462
Days of Trading	34

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.

Strategy

- Implementation of Coke Buddy for online order processing and Vxceed, a solution for Demand Chain Exexution 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 4th April, 2025. The company also convened Property & Liability Committee Meeting on 4th April, 2025.

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: 6th May, 2025 (23rd Baisakh, 2082)